

Phoenix Tours Int'l Inc.

Stock code: 5706

Investors' Conference

Invited by MasterLink Securities

Dec 14 2022

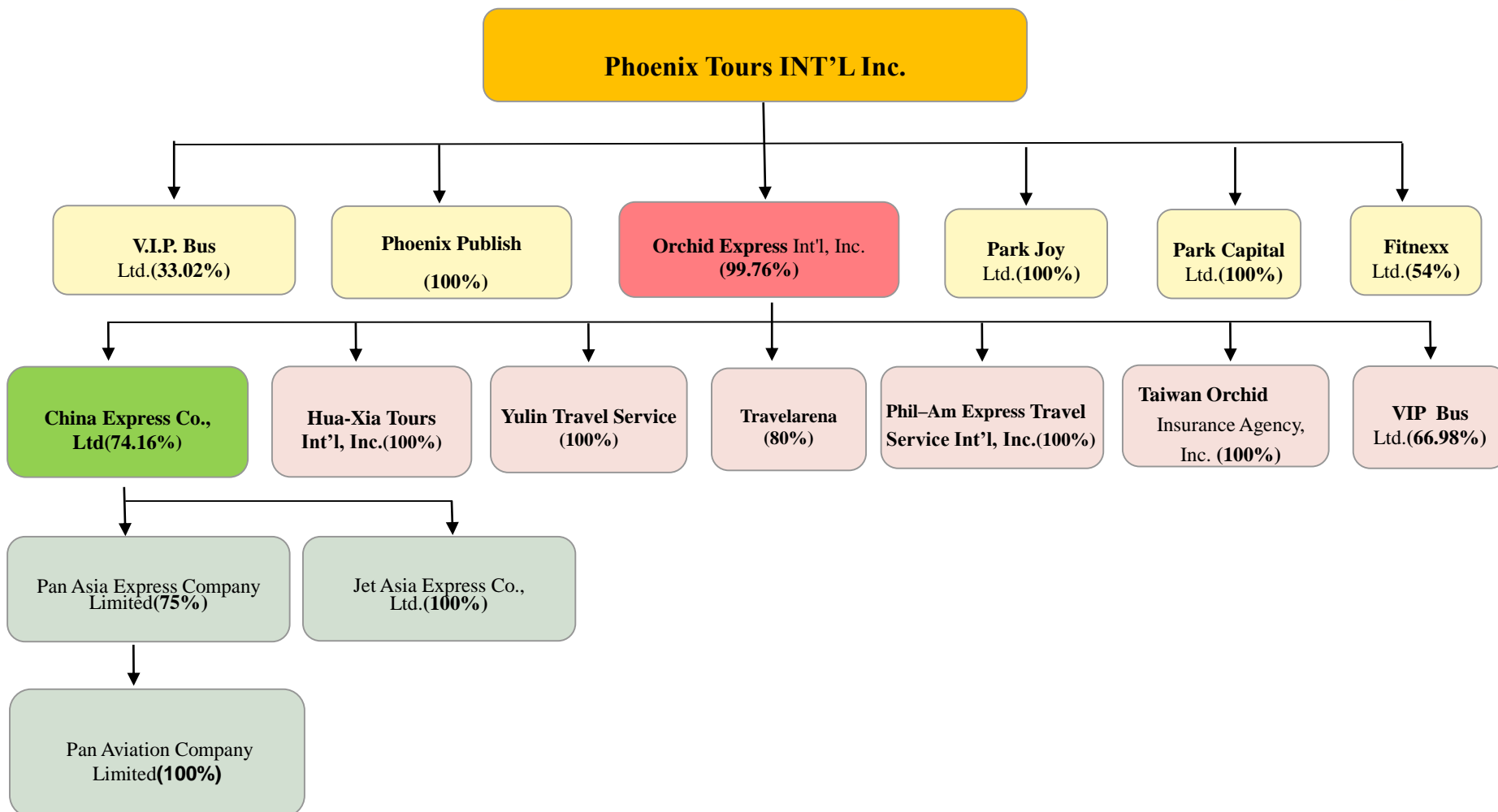
Company Overview



★Company Profile

- Phoenix Tours was founded in 1957
- Chairman : Mr. William Chang
- First travel agency to be listed in Taiwan's stock market(2001).
Transfer to the main stock market in 2011.
- The capital of NTD 737,669,480.(2022.08.12)
- Works as wholesaler and operator of outbound and inbound package tours, dealing with sub-agents and direct clients 、 Individual traveler and incentive groups 、 G.S.A. for Airlines.

Affiliated Company



Our Awards

*2001 ~ 2019 TTG Asia Media **14** times TTG Travel Awards as the best travel agency in Taiwan



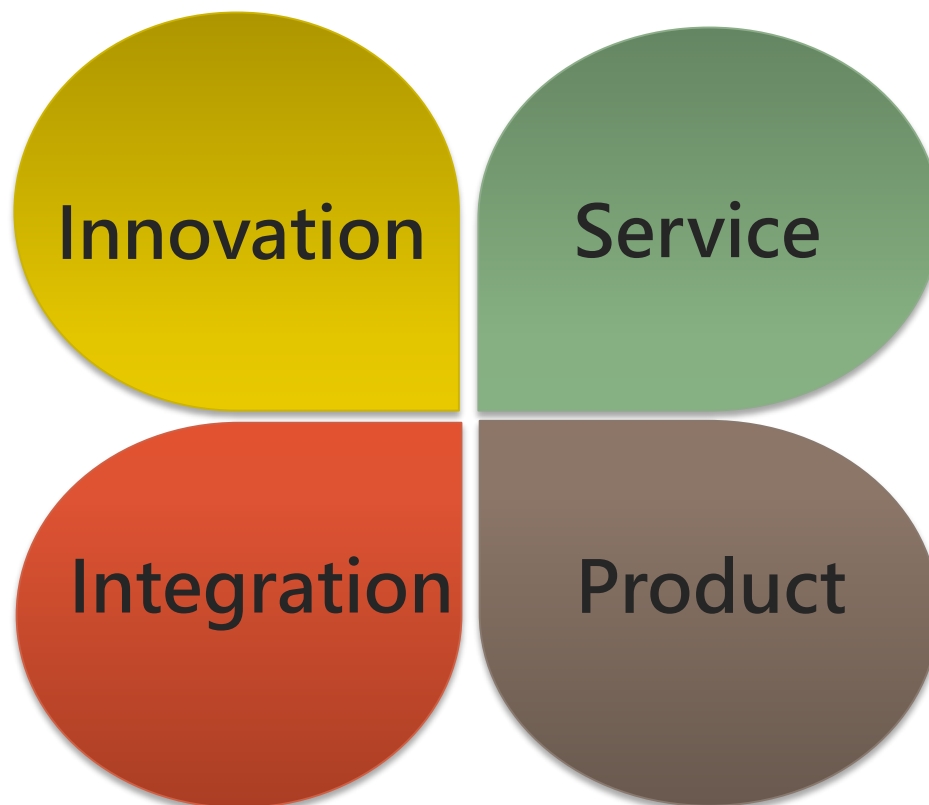
*2012 ~ 2019 total **26** products won the T.Q. golden Award

Competitive advantage

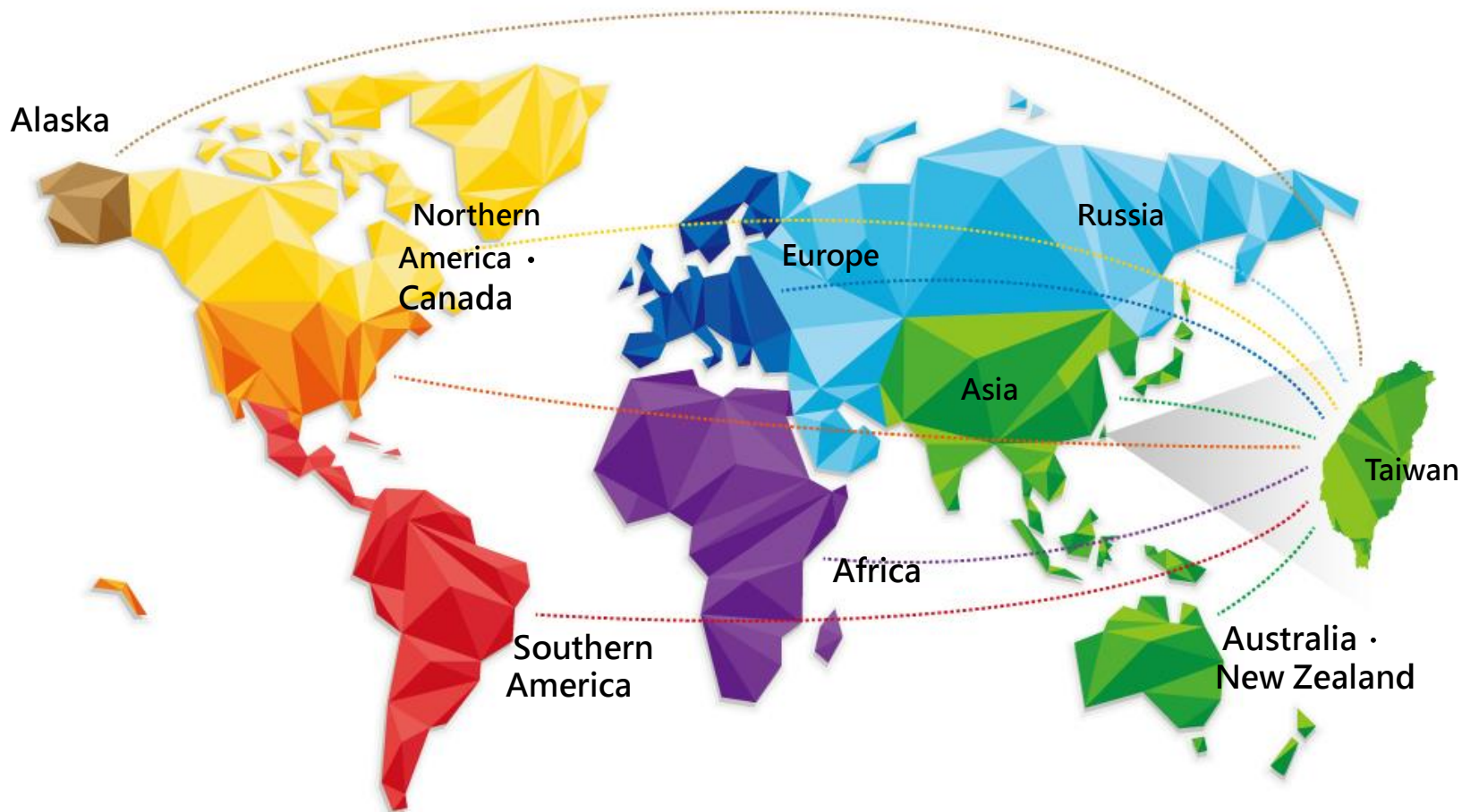




★Our Core Values



★ Globalized tour product



★ Resource integration

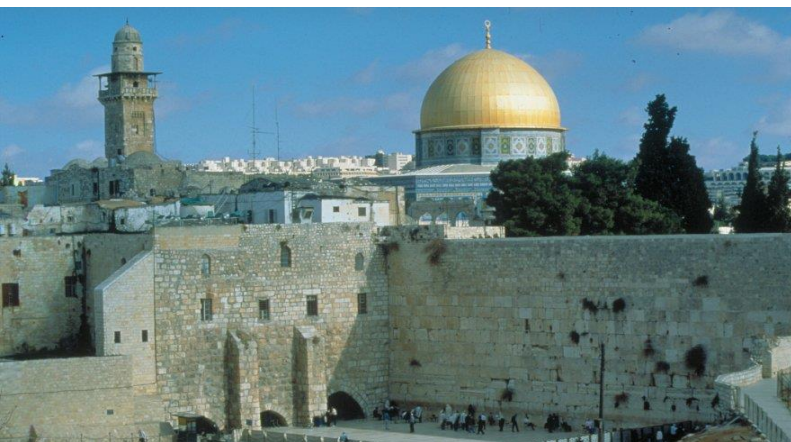


G.S.A. of Airlines

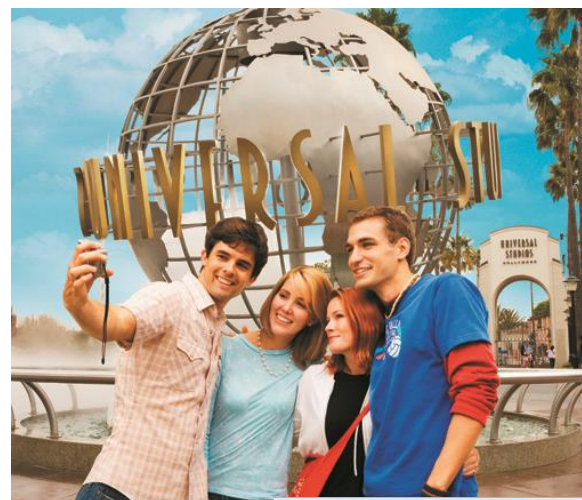




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安全第一 · 品質保證 · 服務至上

貴賓通運以成為台灣最優質的交通運輸公司為目標，利用最新的行車設備和GPS監測系統，提供旅客一趟安全舒適的旅程，並同時結合優良的服務品質與專業駕駛團隊，讓每位貴賓都能享受最輕鬆愉悅的包車出遊。



活動花絮

- 2020 行無礙新竹·桃園一日遊
- 2020 無障礙友善旅行

全台首家推廣
鳳凰無障礙遊覽車



服務項目



＞ 遊覽車租賃



＞ 多功能遊覽車



＞ 國內旅遊

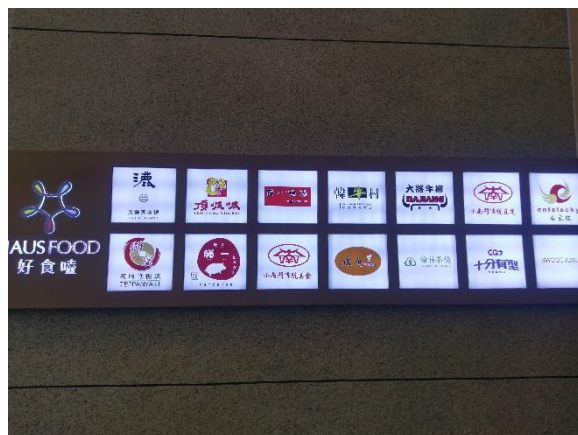


＞ 機關團體交通車

Park Joy Ltd.



The new "HAUS FOOD" food court brand entered the "日月光廣場WeMall" in Tucheng District, New Taipei City. It was officially opened on July 26, 2018. From property management began the first step of diversified management of Phoenix Tours.



T.O.E Insurance agency



- **Business items:** Mainly engaged in property and casualty insurance, especially tourism domestic and foreign travel safety insurance, travel industry contract liability insurance and performance liability insurance.
Also undertake, fire insurance, car insurance, liability insurance, etc.
- **TA** * Phoenix tours group tourism related companies
 - *Other travel agencies
 - *GDS reservation system
- **Advantages:** Both travel and insurance majors, rapid insurance coverage, and claims settlement services

Invest in Little liuqiu hotel



It is expected to invest about NT\$500 million to build a 10-floor, 70-room leisure hotel

Estimated open at year 2023.

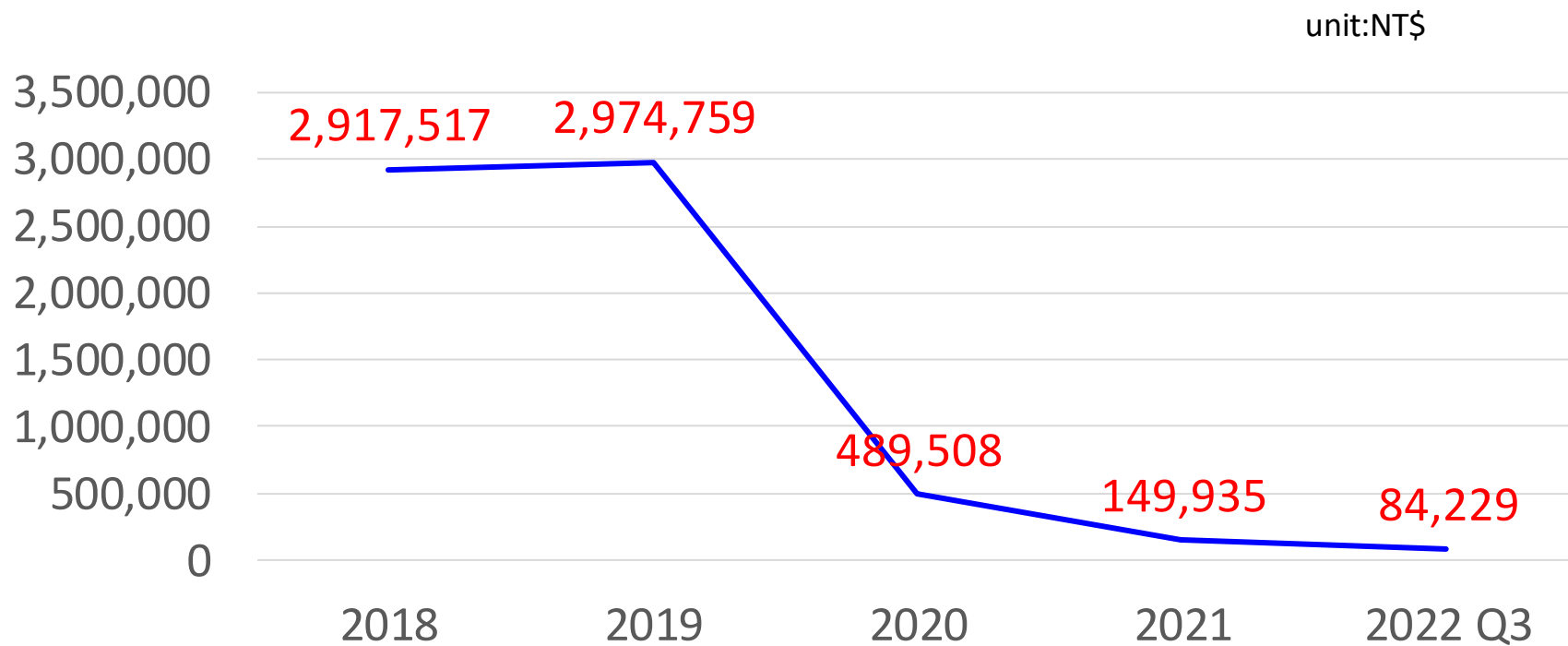
Fitnexx private fitness center



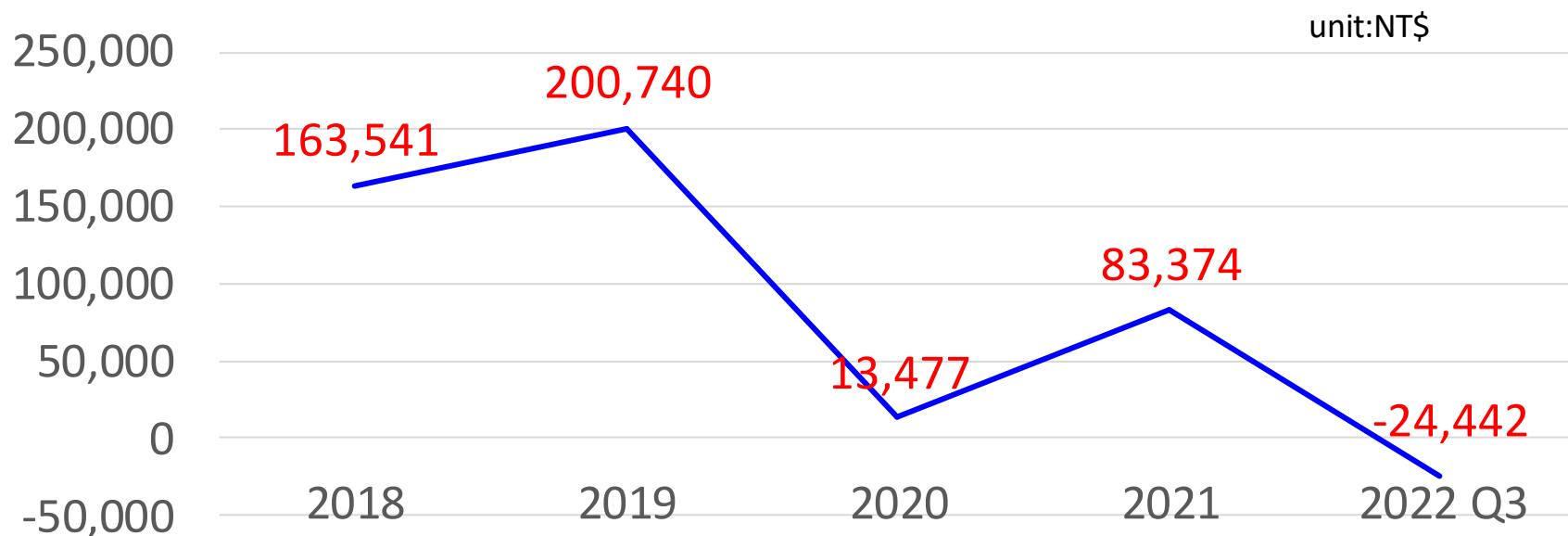
Financial Performance



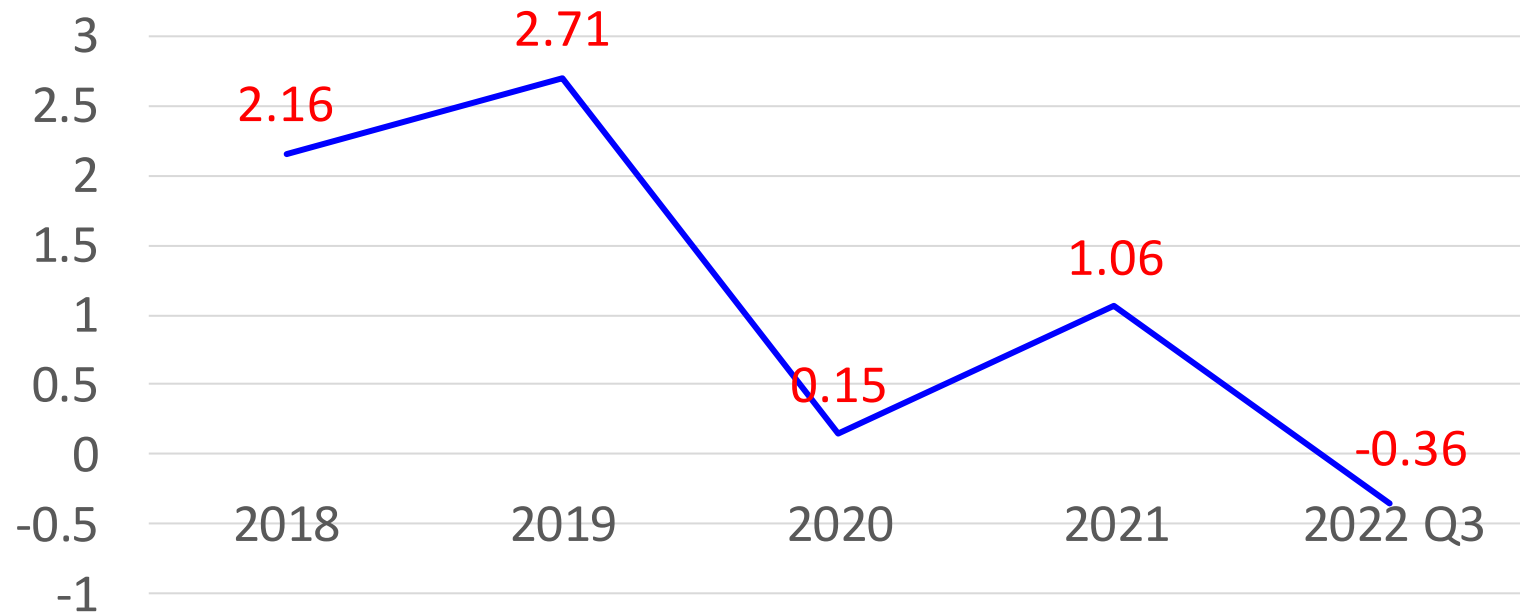
Revenue



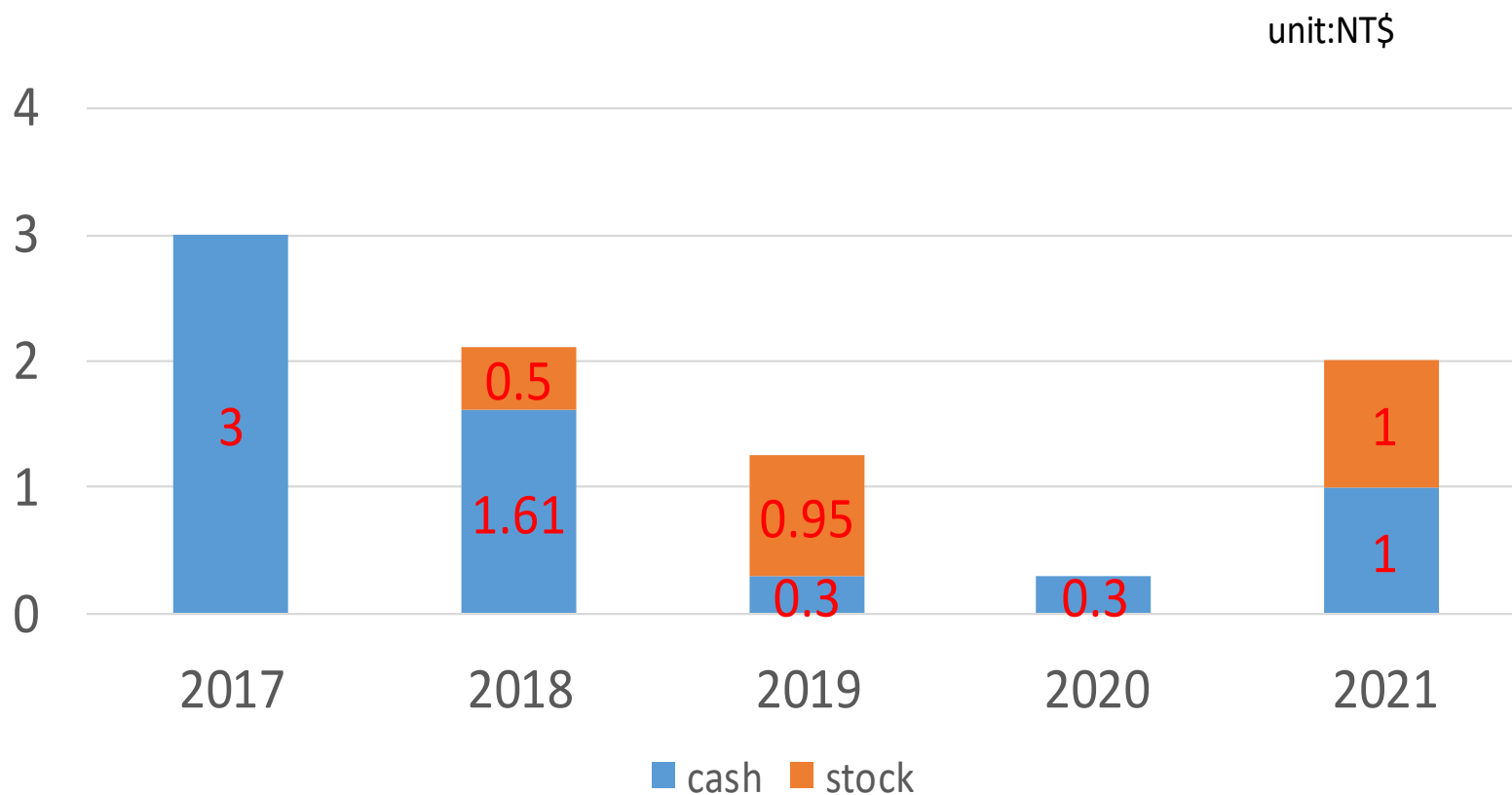
Net profit



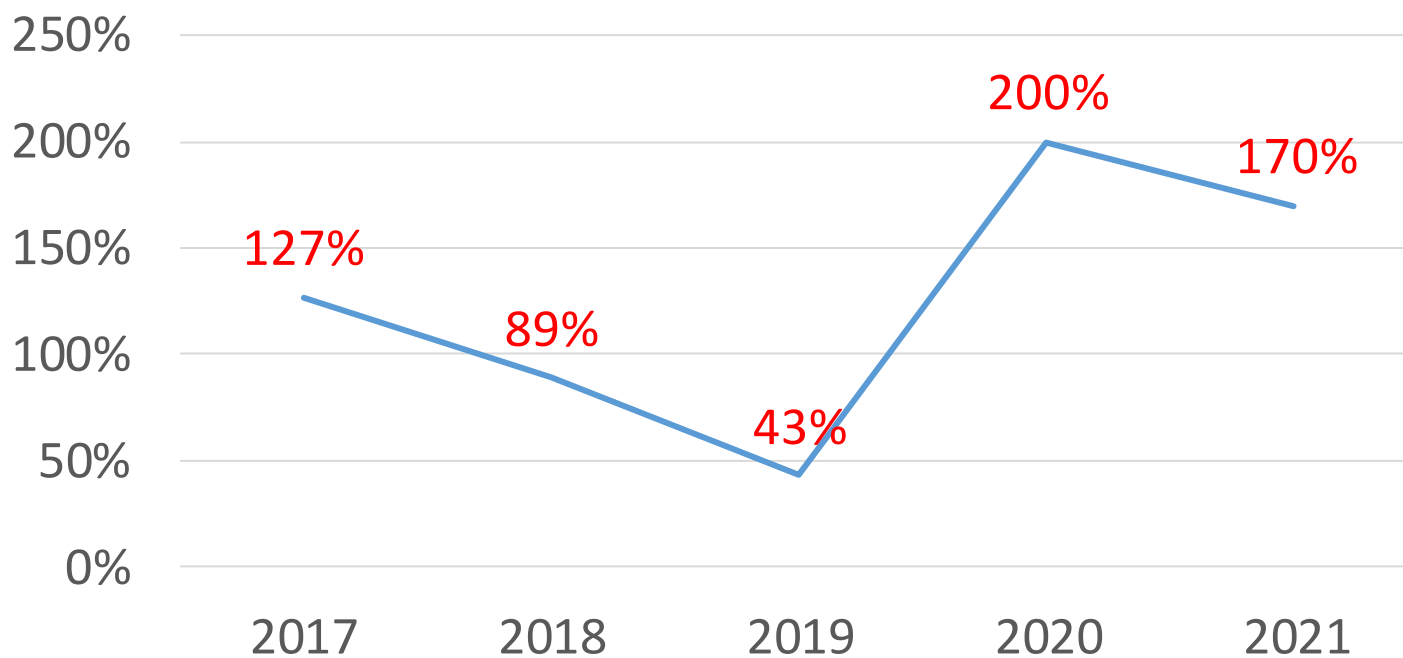
EPS



Dividend policy



Payout ratio(%)



★Service Item & Ratio

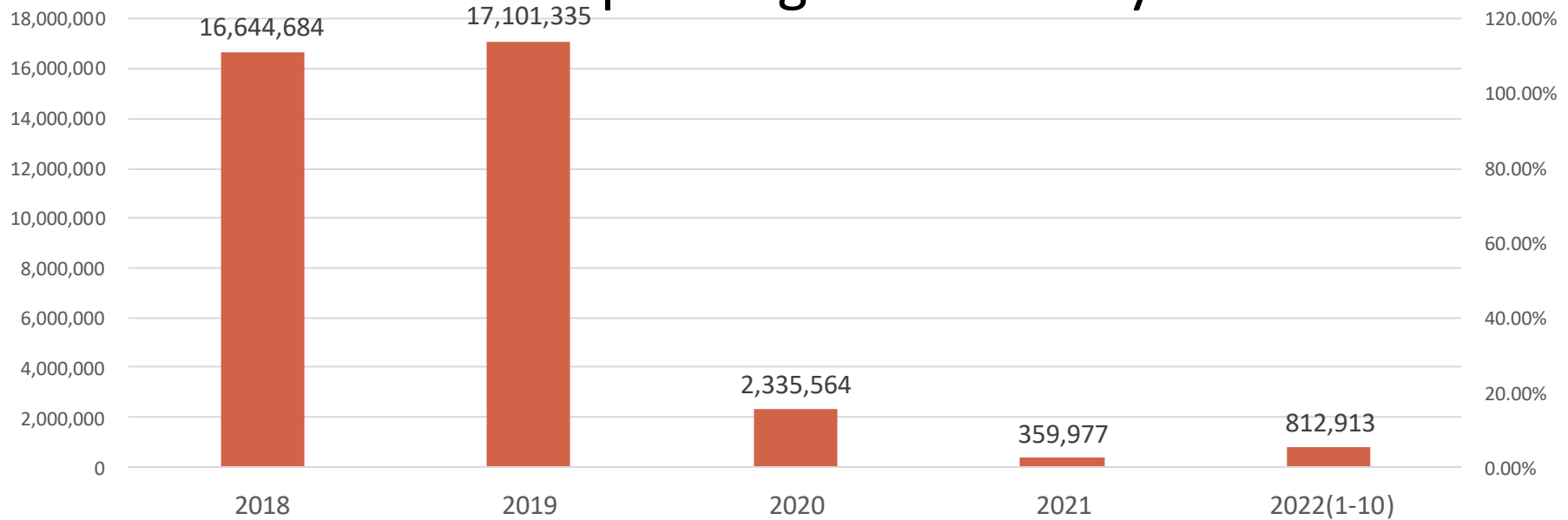
Year Product Main	2022 Jan-Oct	2021	2020
Europe	7.58%		41.51%
America	14.13%	33.74%	2.88%
NZ & AUS	3.52%		5.41%
Cruise	0.83%	0.80%	8.78%
Asia	2.28%	32.32%	16.40%
China	0.04%		2.26%
Japan	2.07%		5.33%
Domestic Tours	55.93%	31.04%	12.23%
* Other	12.62%	2.10%	5.20%

* the other service income 、 handling fee 、 commission 、 cargo income

Travel Market Analysis

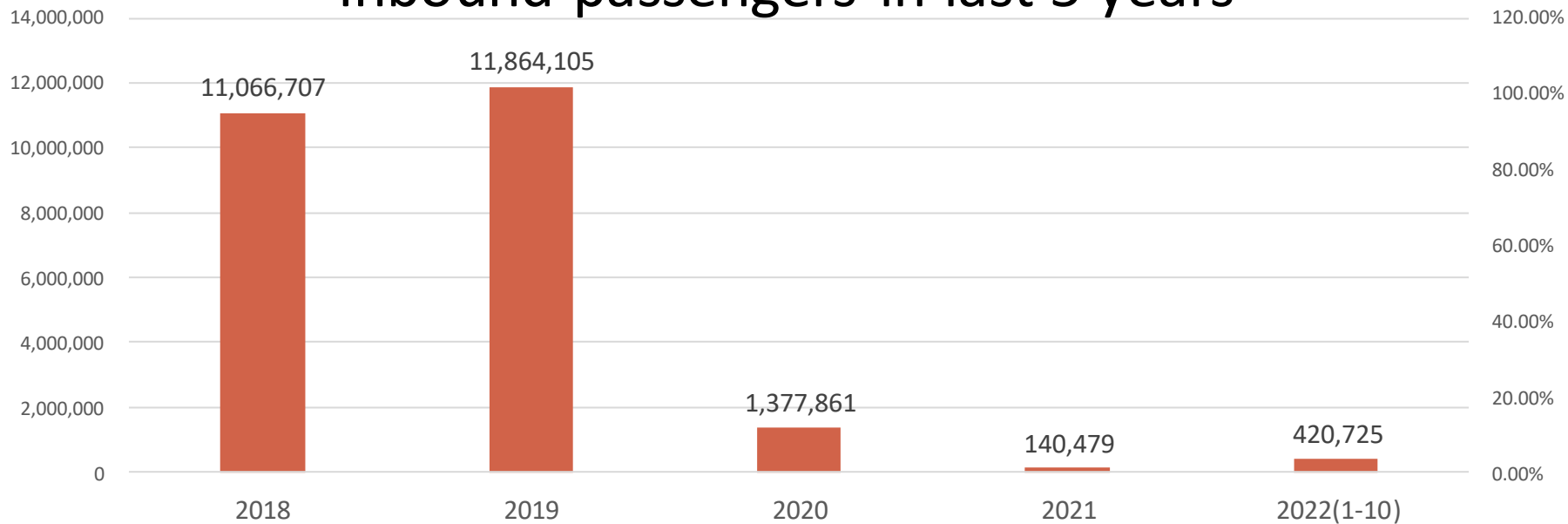


Outbound passengers in last 5 years



from: Tourism Bureau M.O.T.C

Inbound passengers in last 5 years



from: Tourism Bureau M.O.T.C



★Operation focus of 2023

- ✓ Recruit to meet manpower needs.
- ✓ Prepare for high-end travel market.
- ✓ Charter flight to increase group volume.
- ✓ G.S.A of Jin air & Starflyer prepare for flight back on schedule.



Thank you for your
attention !