

Phoenix Tours Int'l Inc.

Stock code: 5706

Investors' Conference

Invited by Concord Capital
Management Corp.

Jun 20 2023

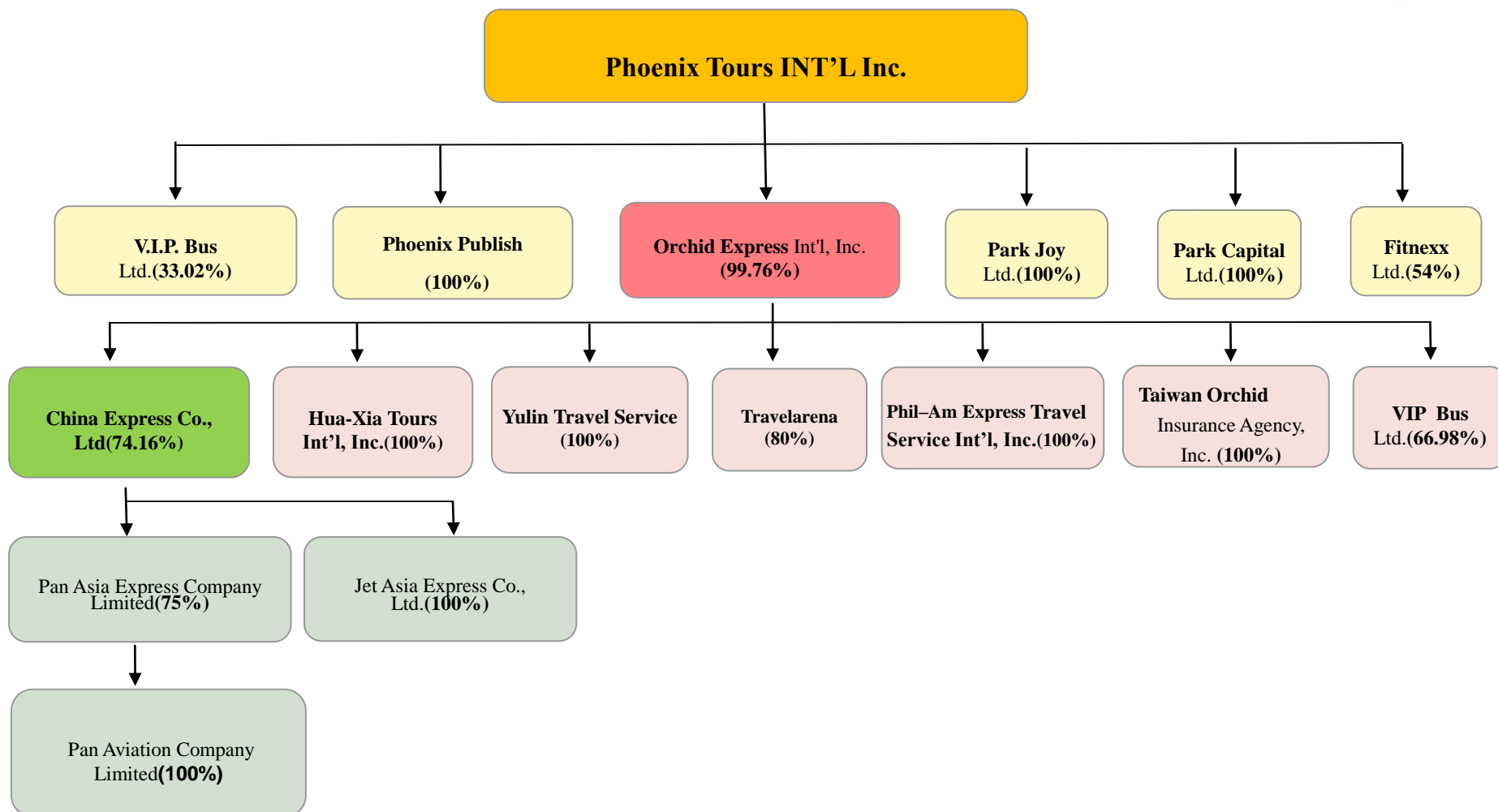
Company Overview



★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.(2023.06.01)
- 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

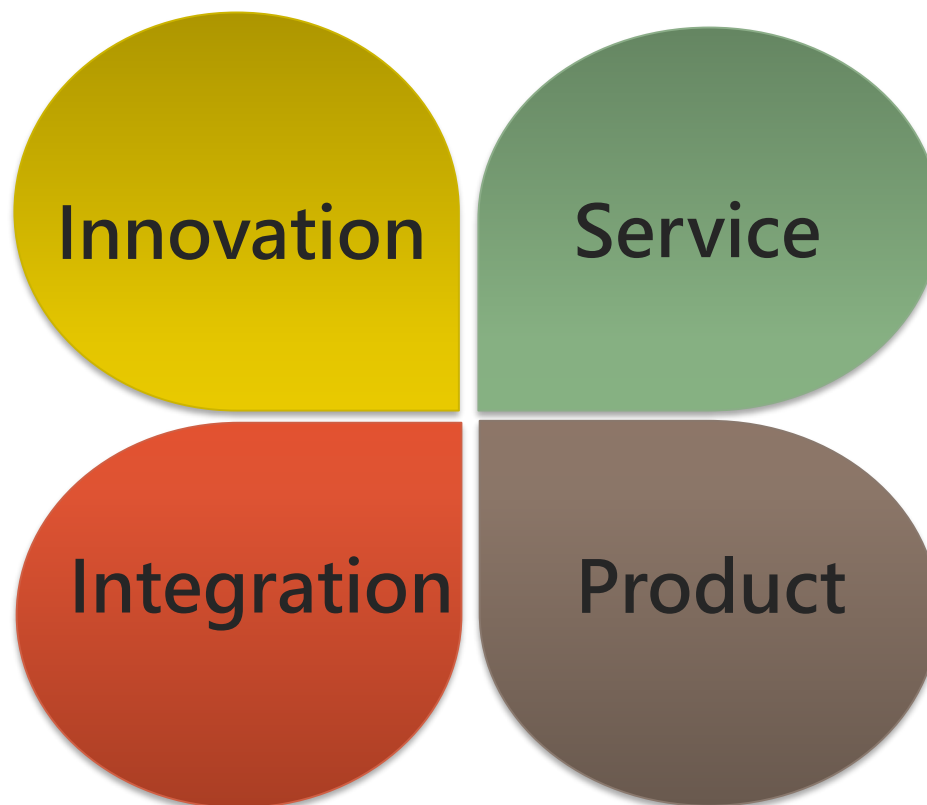


Competitive advantage

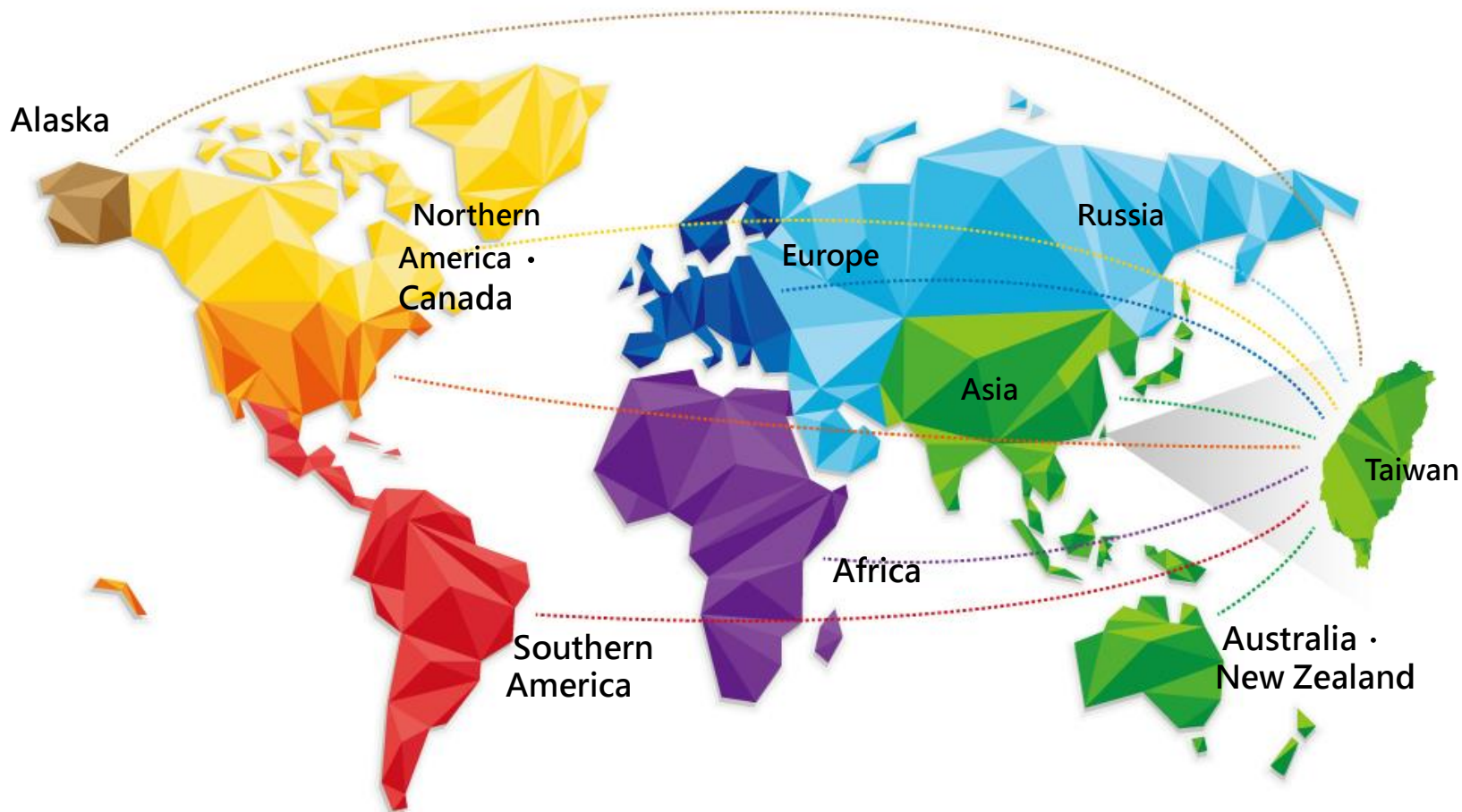




★Our Core Values



★ Globalized tour product

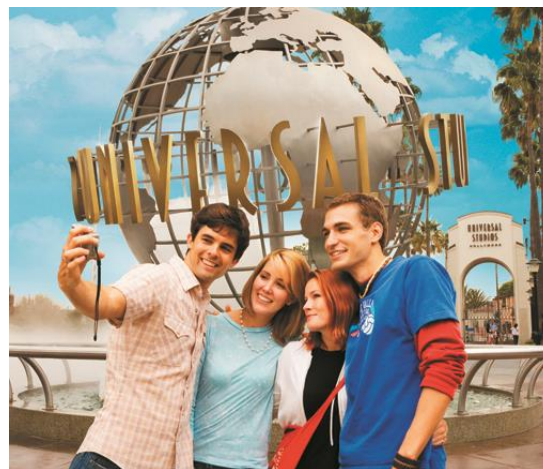


★ Resource integration



G.S.A. of Airlines





Mongolian Airlines



ENTERPRISE HOLDINGS™





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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

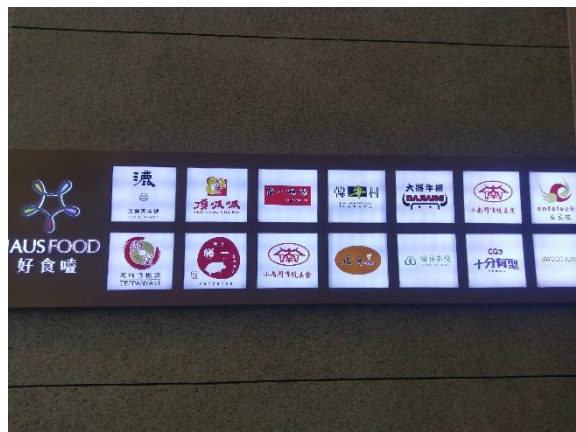


＞ 機關團體交通車

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

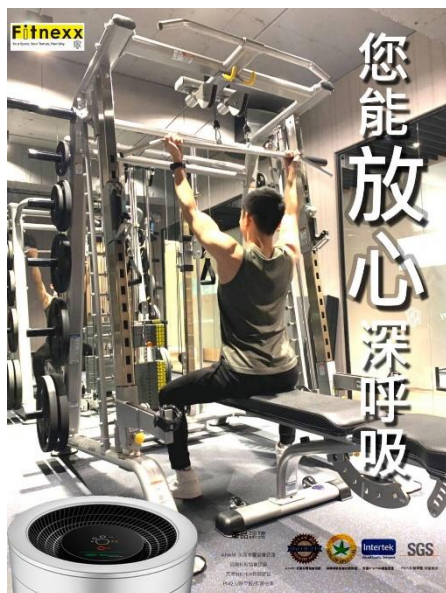
Invest in Little liuqiu hotel



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

Estimated completion at year 2023.

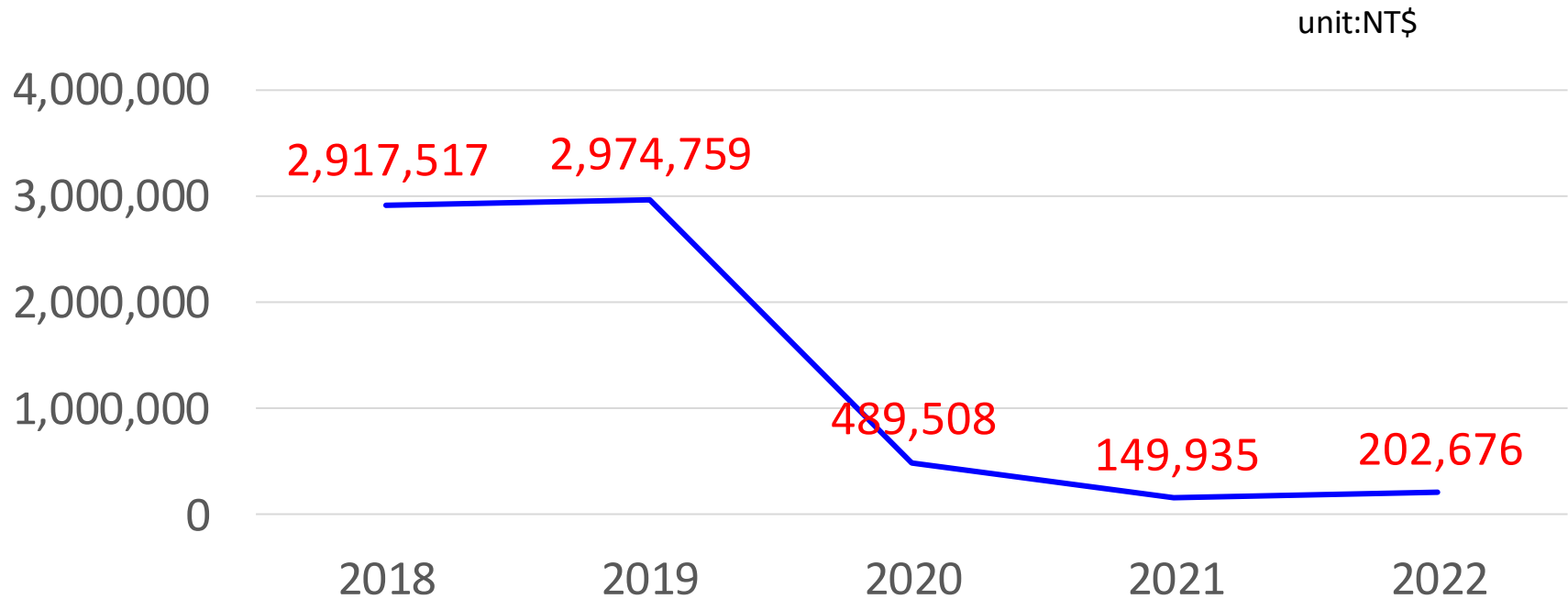
Fitnexx private fitness center



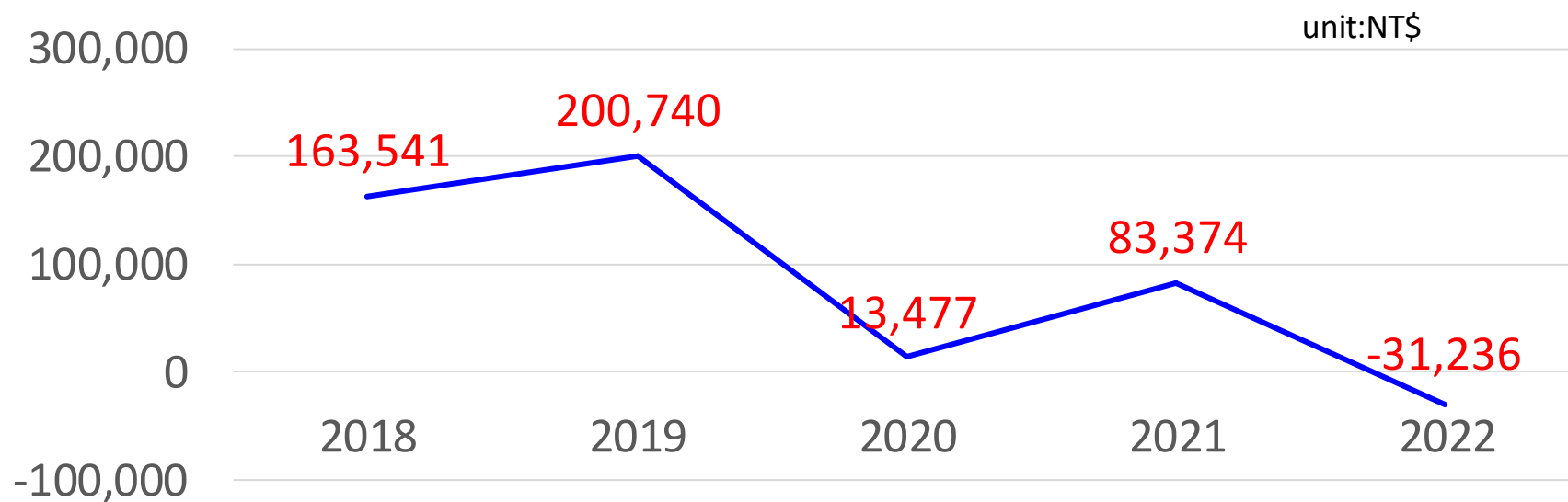
Financial Performance



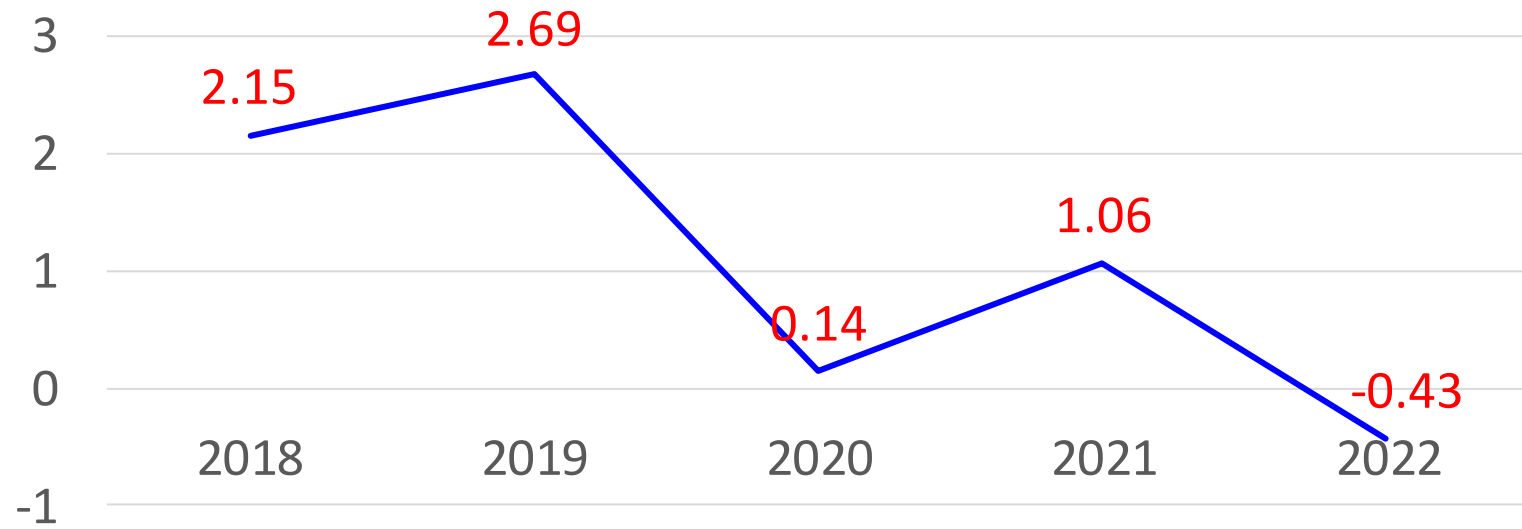
Revenue



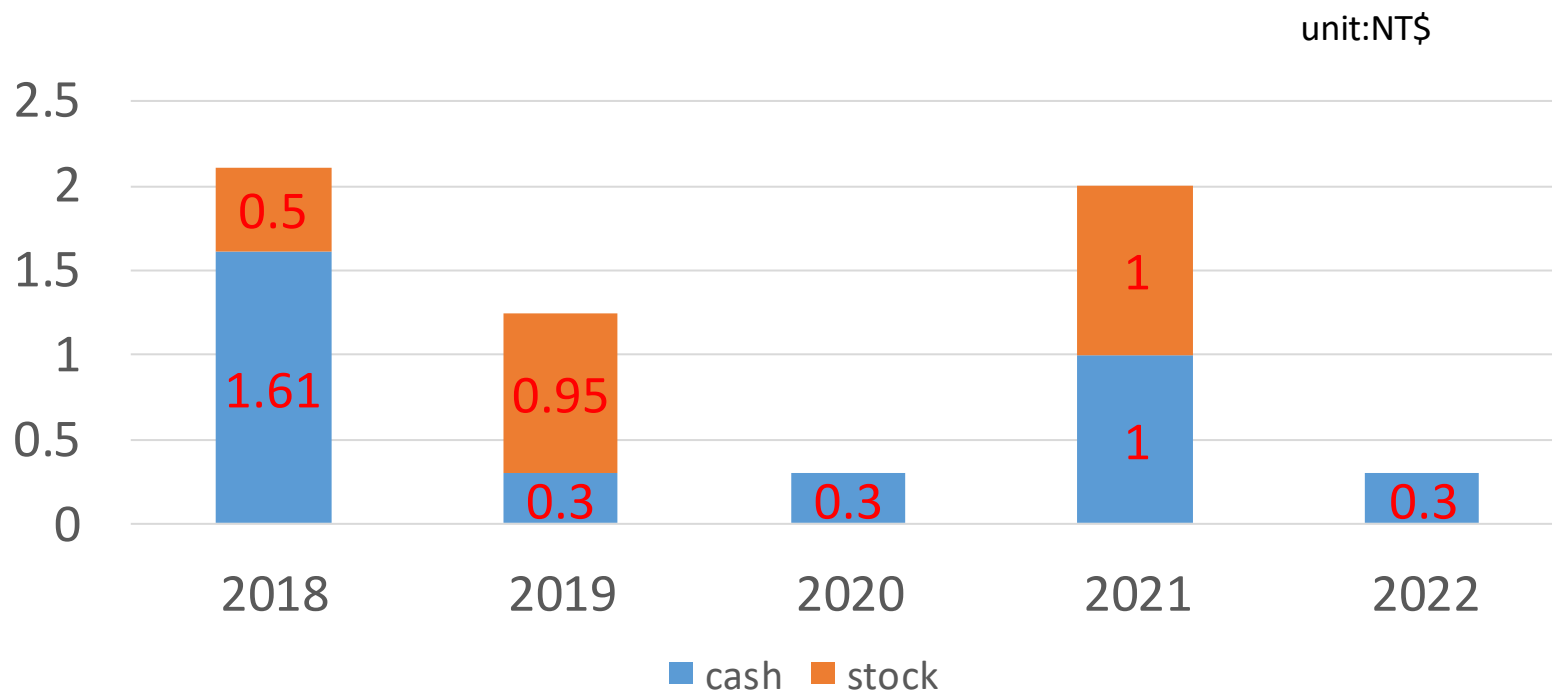
Net profit



EPS



Dividend policy



★Service Item & Ratio

Year Main Product	2023 Q1	2022	2021
Europe	50.93%	37.53%	
America	4.37%	8.05%	33.74%
NZ & AUS	8.53%	4.63%	
Cruise	0.27%		0.80%
Asia	11.25%	2.25%	32.32%
China		0.02%	
Japan	17.17%	8.38%	
Domestic Tours	2.33%	30.99%	31.04%
* Other	5.16%	8.15%	2.10%

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

★2023 Q1 V.S 2022 Q1

2023

unit: thousand NT\$

Operating Revenue	348,851
Gross Profit	34,483
Non Operating income	(44,712)
Net Profit After Tax	(8,931)
EPS	(0.12)

2022

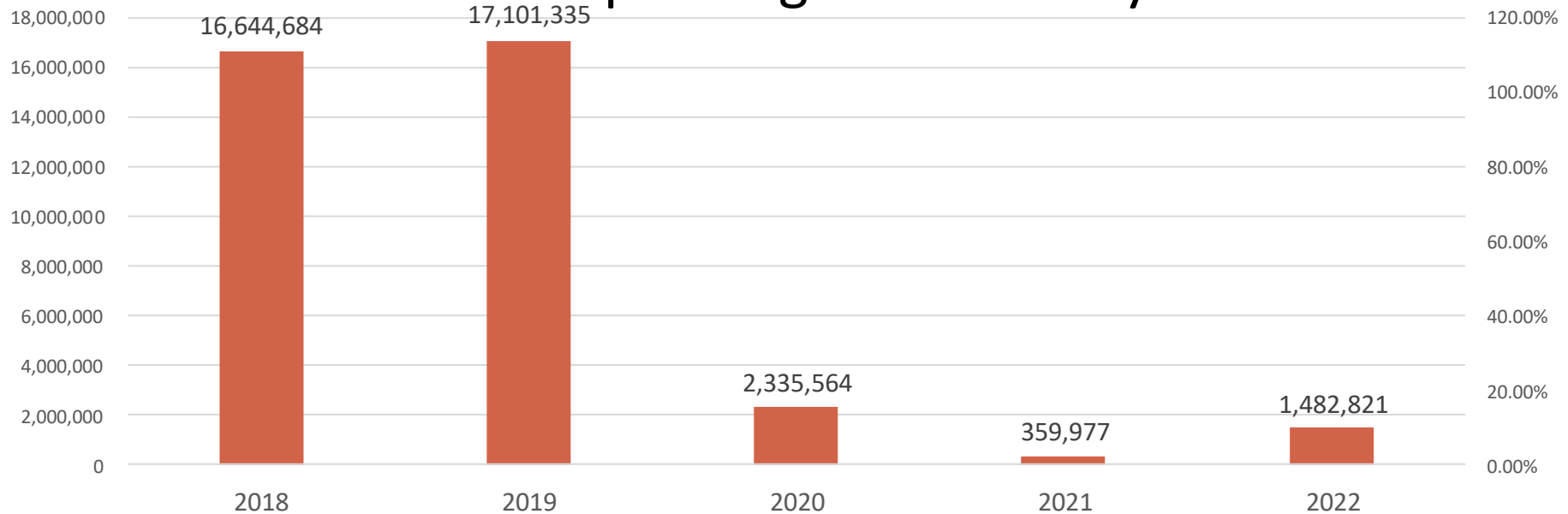
unit: thousand NT\$

Operating Revenue	22,458
Gross Profit	(14,481)
Non Operating income	22,143
Net Profit After Tax	3,824
EPS	0.05

Travel Market Analysis



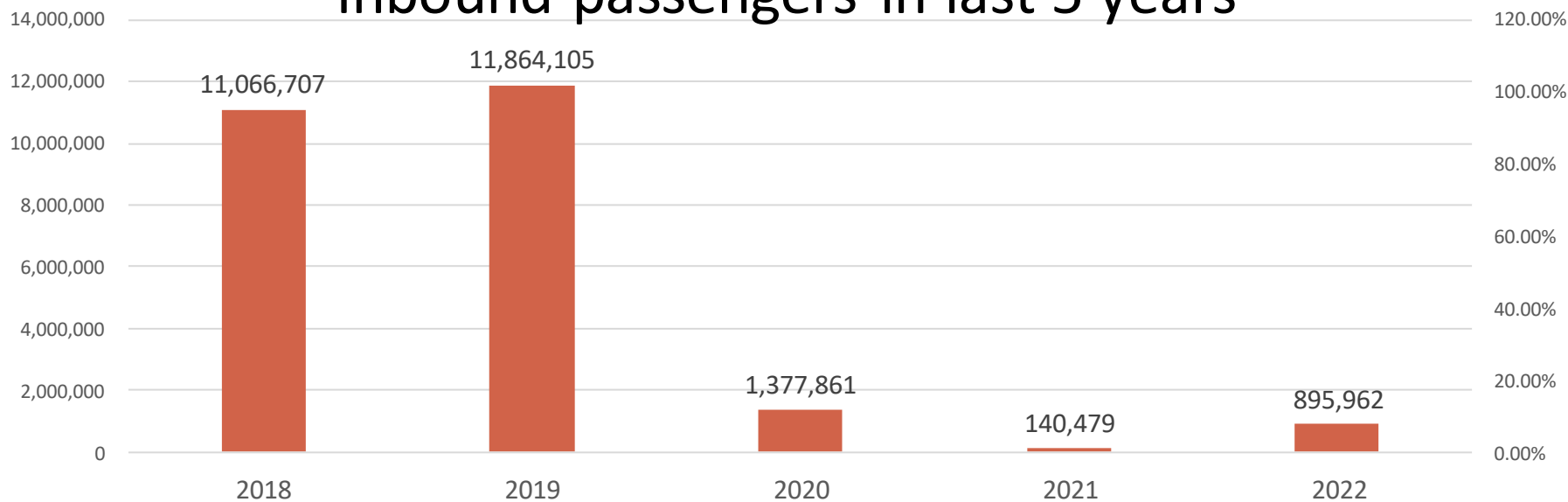
Outbound passengers in last 5 years



2023 Q1 2,085,700 pax

from: Tourism Bureau M.O.T.C

Inbound passengers in last 5 years



2023 Q1 1,109,628 pax

from: Tourism Bureau M.O.T.C



★Operation focus of 2023

- ✓ Recruit to meet manpower needs.
- ✓ According to new flight schedule restore travel products worldwide.
- ✓ Prepare for high-end travel market.
- ✓ Charter flight to and Cruises lines to increase total income.



Thank you for your
attention !