

Phoenix Tours Int'l Inc.

Stock code: 5706

Investors' Conference

Invited by MasterLink Securities

Aug 30 2023

Company Overview

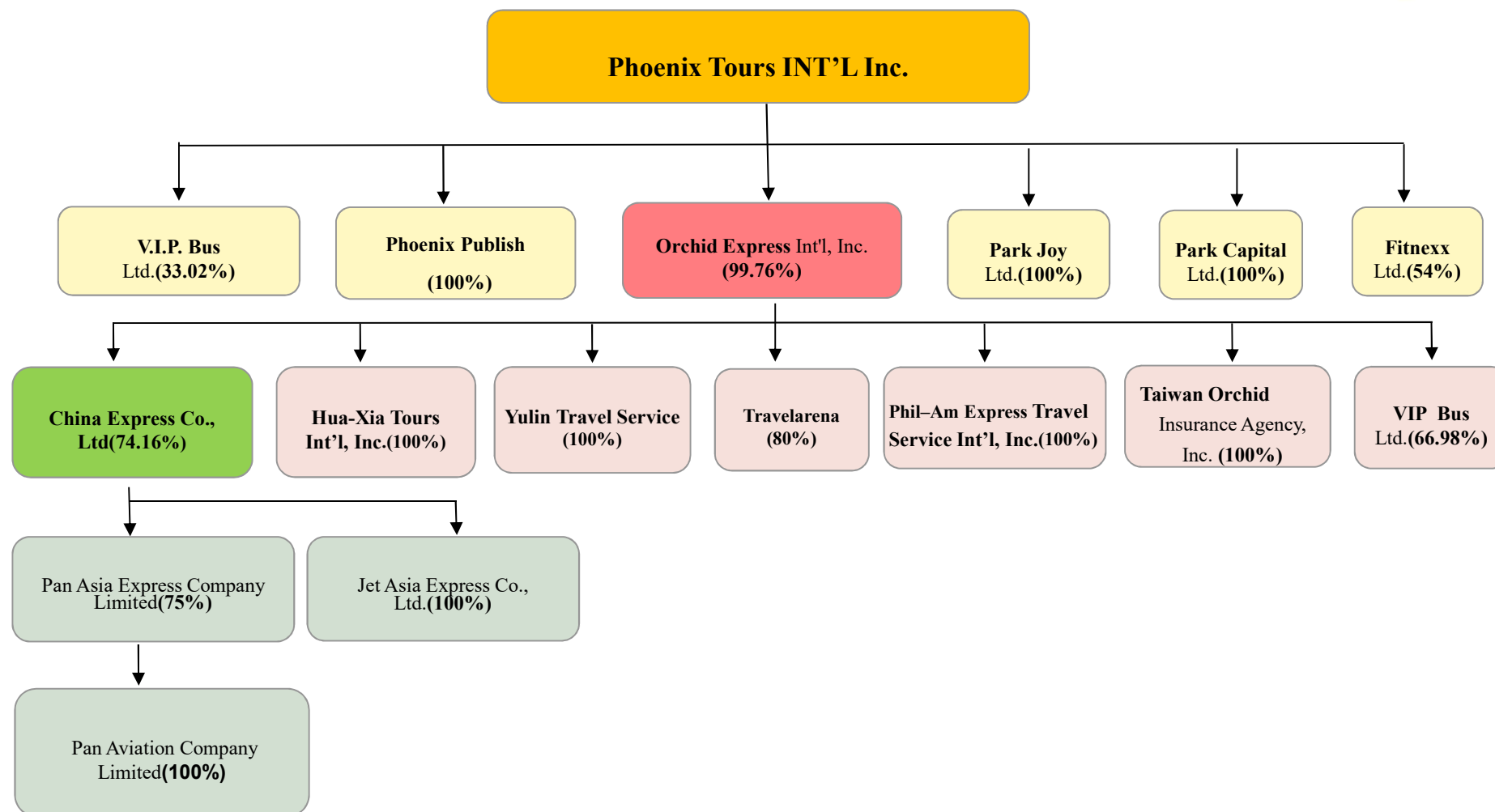


★Company Profile

- 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.(2023.08.01)
- 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

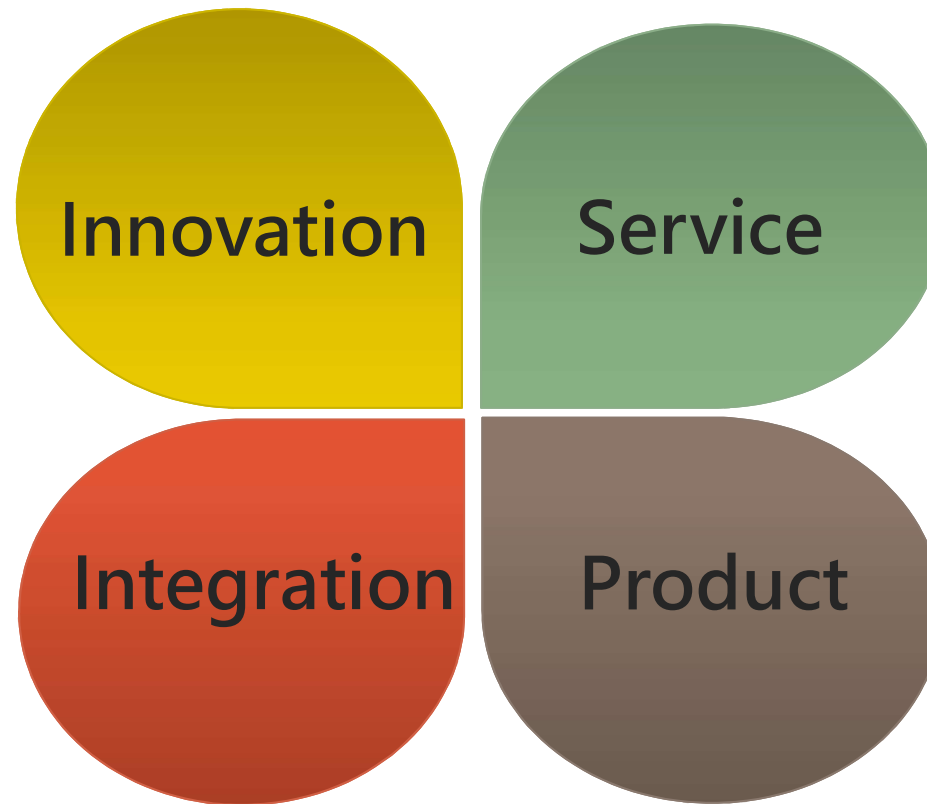


Competitive advantage



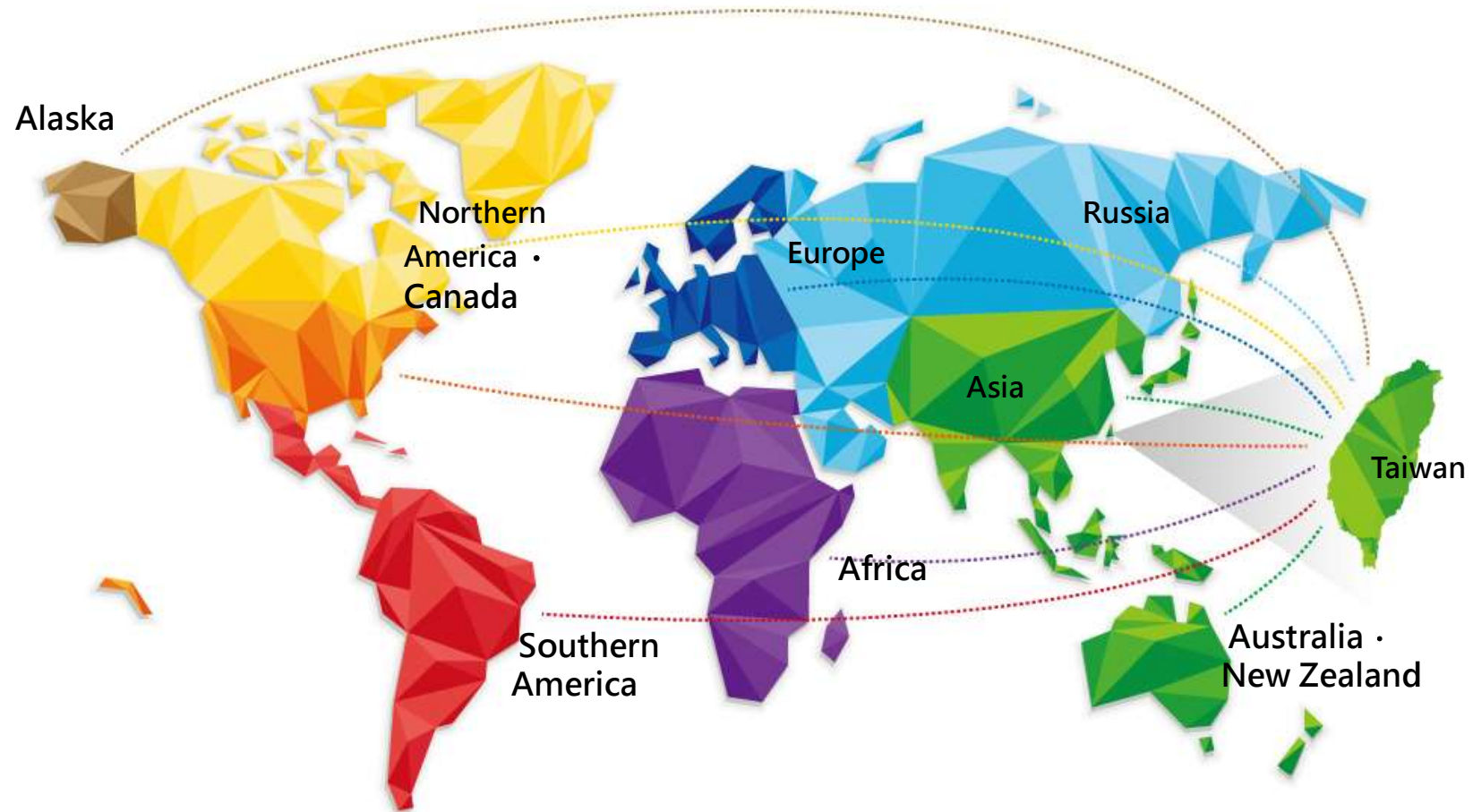


★Our Core Values





★ Globalized tour product



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★ Resource integration

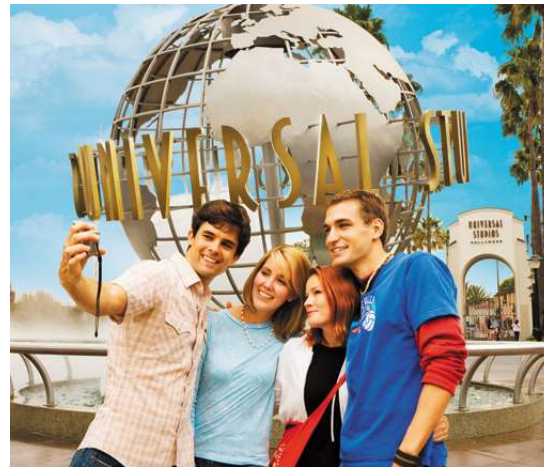


雍利企業股份有限公司
Taiwan Orchid Express, Inc.

G.S.A. of Airlines



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Mongolian Airlines



ENTERPRISE HOLDINGS



Aero-K 可依航空





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Vip Bus Express Inc.



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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

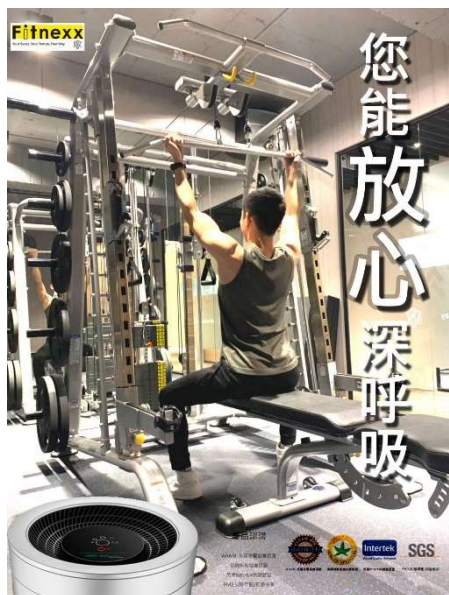
Estimated completion at year 2023.

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Fitnexx private fitness center

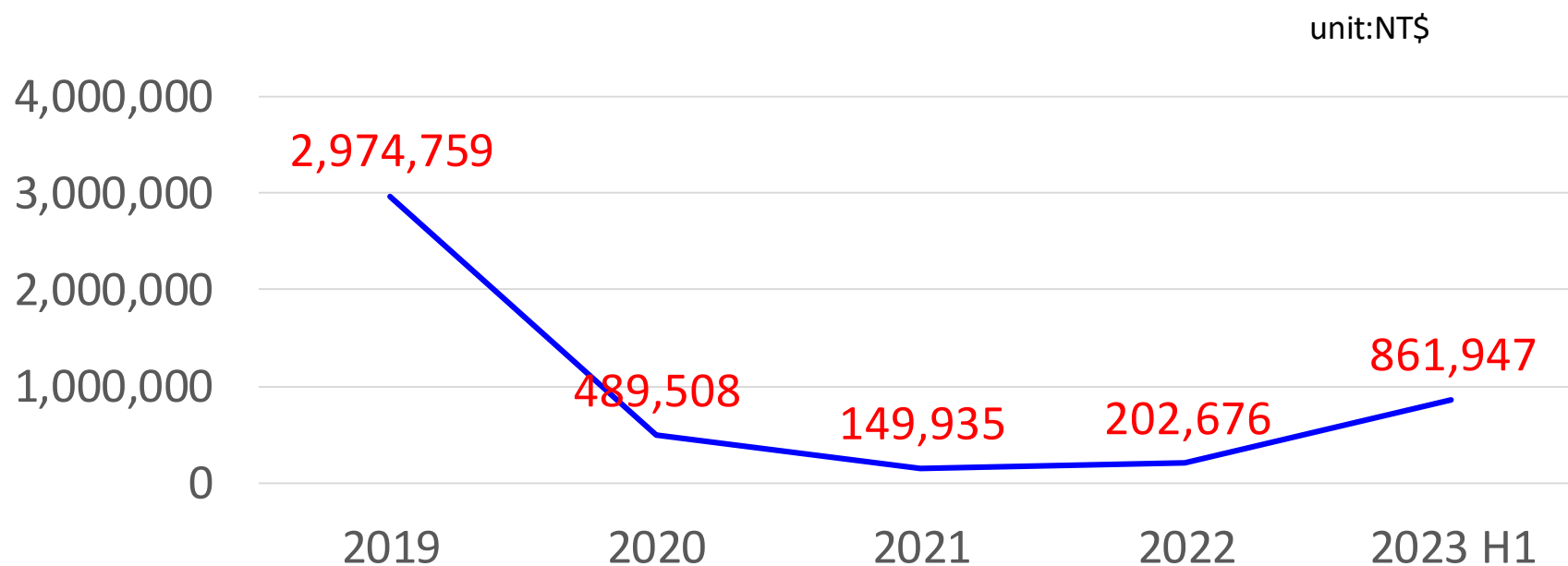


Financial Performance



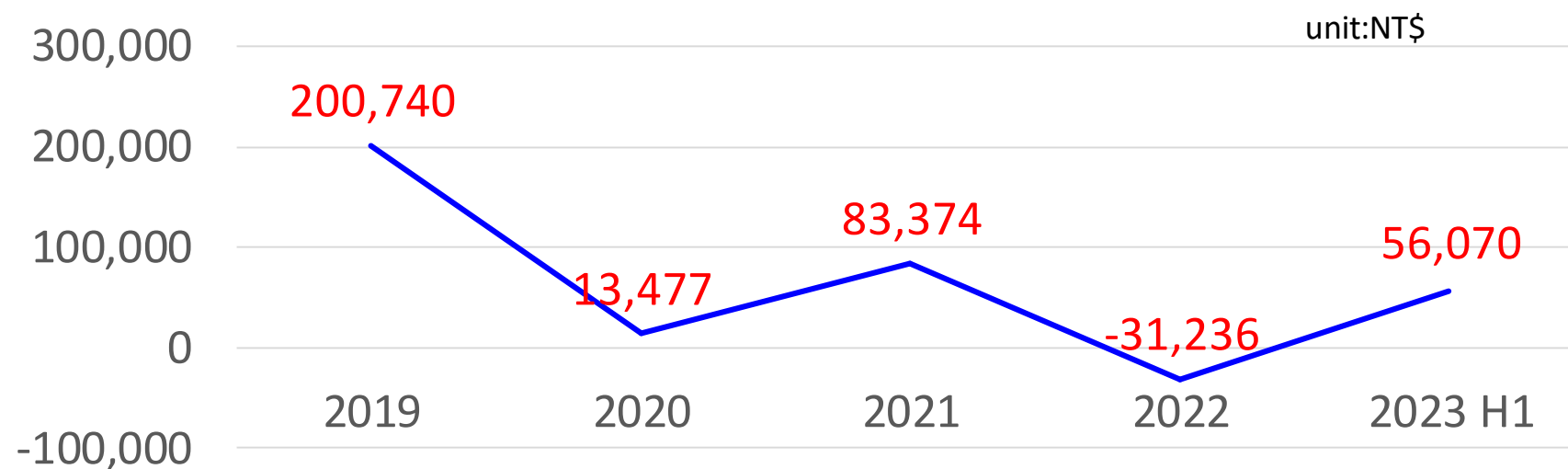


Revenue



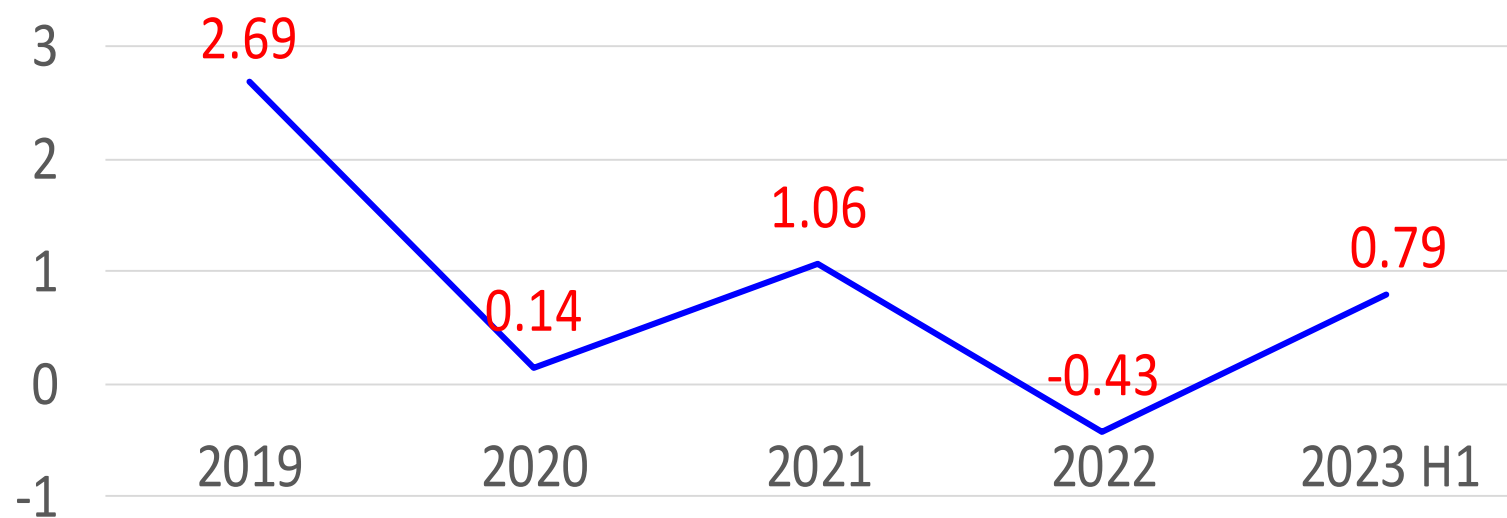


Net profit

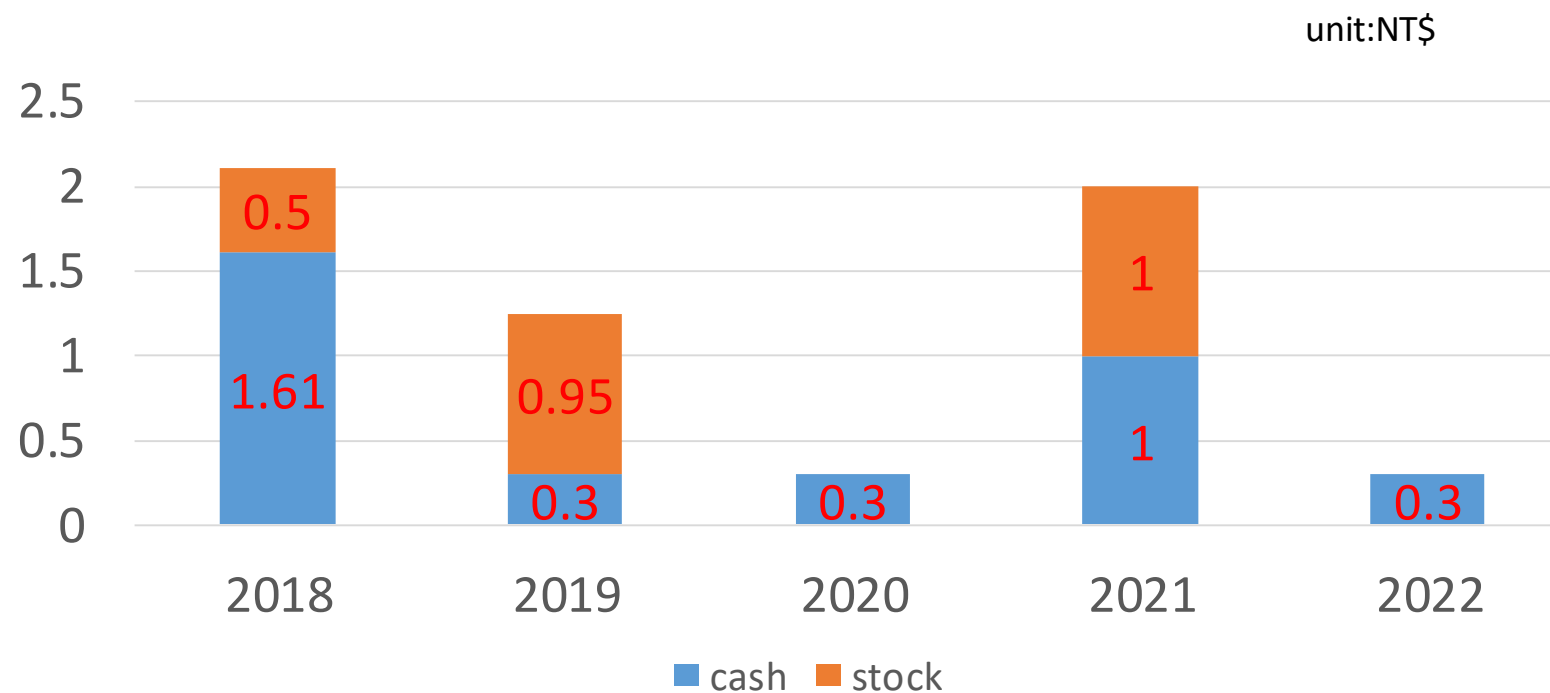




EPS



Dividend policy





★Service Item & Ratio

Year Main Product	2023 H1	2022	2021
Europe	55.31%	37.53%	
America	6.31%	8.05%	33.74%
NZ & AUS	7.86%	4.63%	
Cruise	0.25%		0.80%
Asia	9.83%	2.25%	32.32%
China	0.06%	0.02%	
Japan	14.11%	8.38%	
Domestic Tours	2.22%	30.99%	31.04%
* Other	4.05%	8.15%	2.10%

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



★2023 H1 V.S 2022 H1

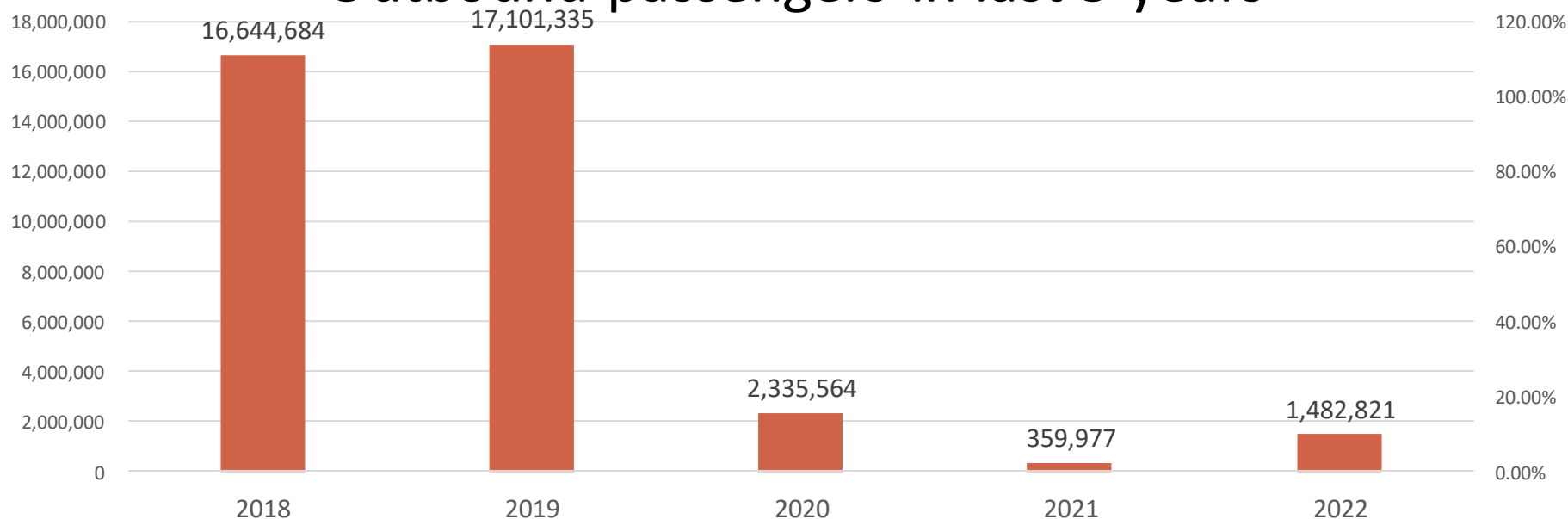
2023	
unit: thousand NT\$	
Operating Revenue	861,947
Gross Profit	76,678
Non Operating income	(10,601)
Net Profit After Tax	57,603
EPS	0.79

2022	
unit: thousand NT\$	
Operating Revenue	46,079
Gross Profit	(30,760)
Non Operating income	(14,262)
Net Profit After Tax	(39,028)
EPS	(0.53)

Travel Market Analysis



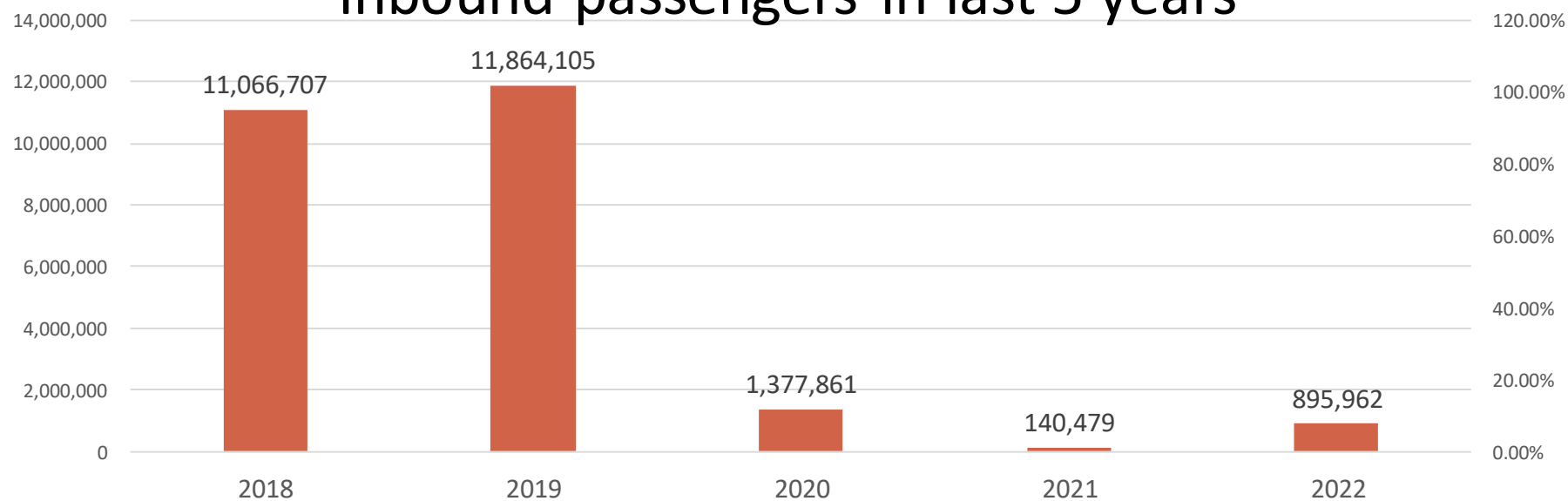
Outbound passengers in last 5 years



2023 H1 4,921,951 pax

from: Tourism Bureau M.O.T.C

Inbound passengers in last 5 years



2023 H1 2,688,928 pax

from: Tourism Bureau M.O.T.C



★ Operation focus of 2023

- ✓ Continuously expanding recruitment to fulfill manpower needs.
- ✓ Charter flight to and Cruises lines to increase total income.
- ✓ Prepare for high-end travel market.
- ✓ Striving for incentive group business.

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Thank you for your
attention !