



# Phoenix Tours Int'l Inc. Investors' Conference

2024.09.03

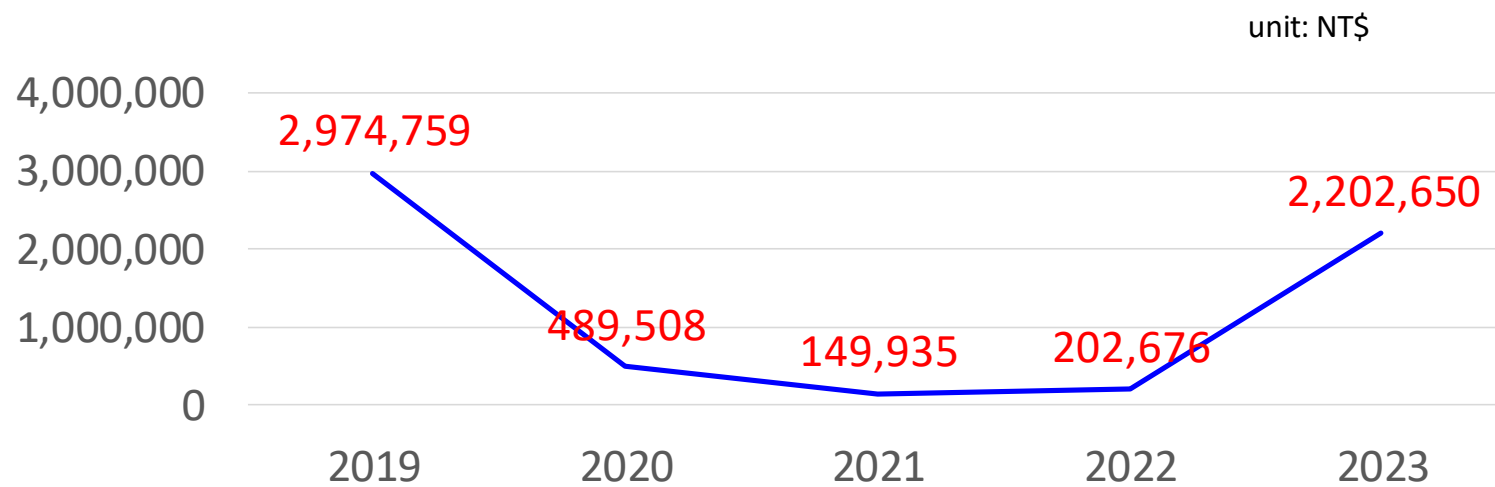




# Financial Performance

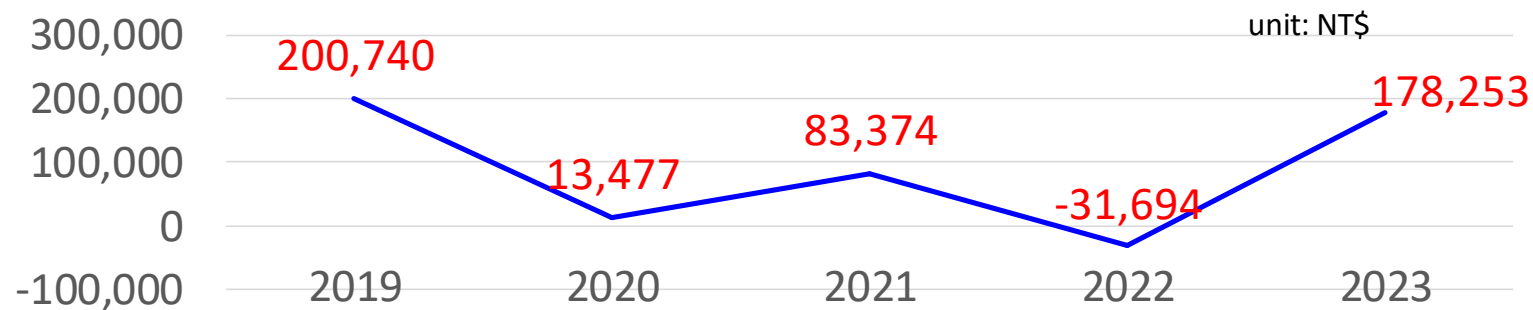


# Revenue

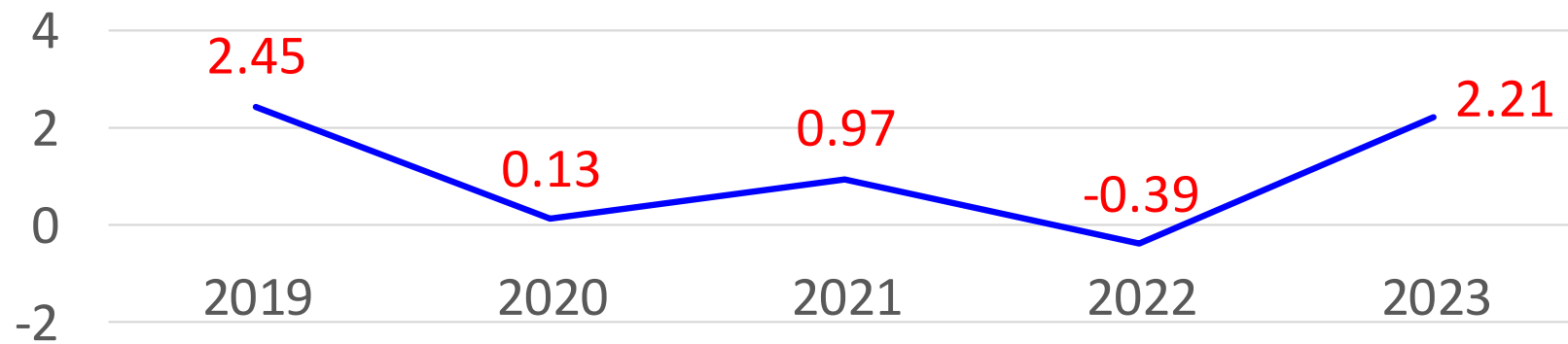




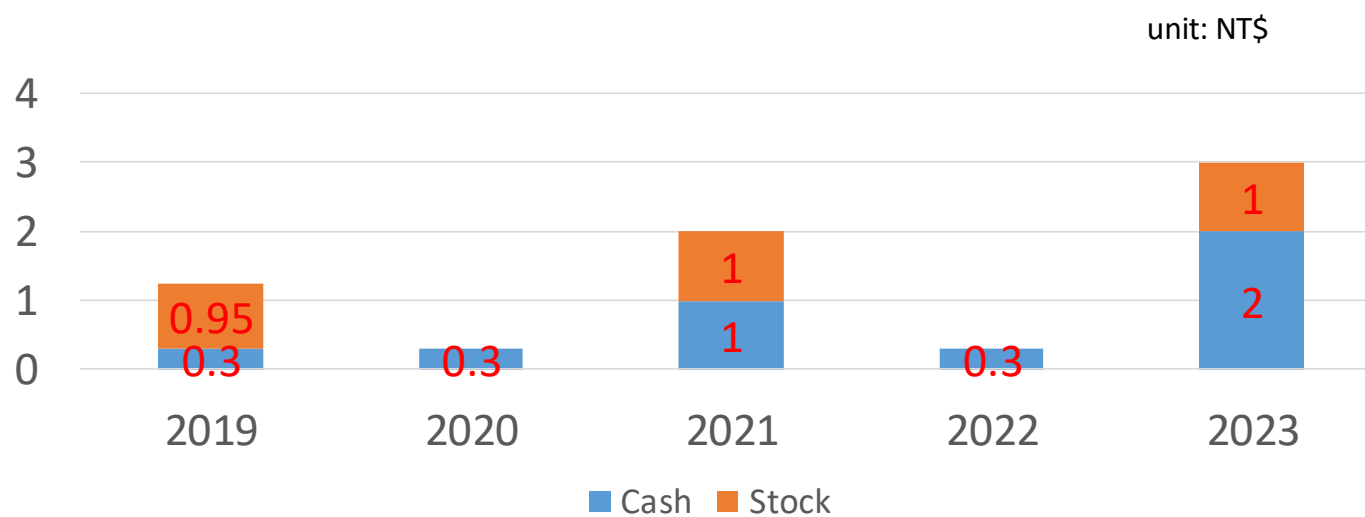
# Net Profit



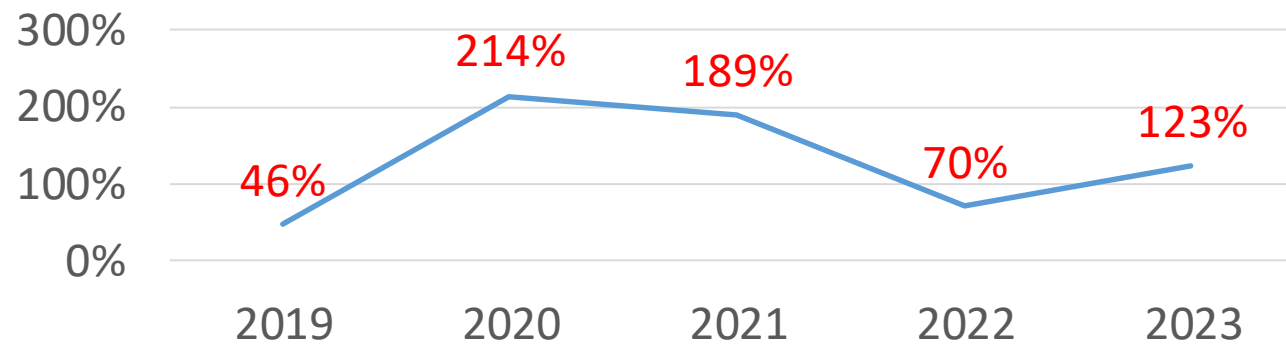
# EPS



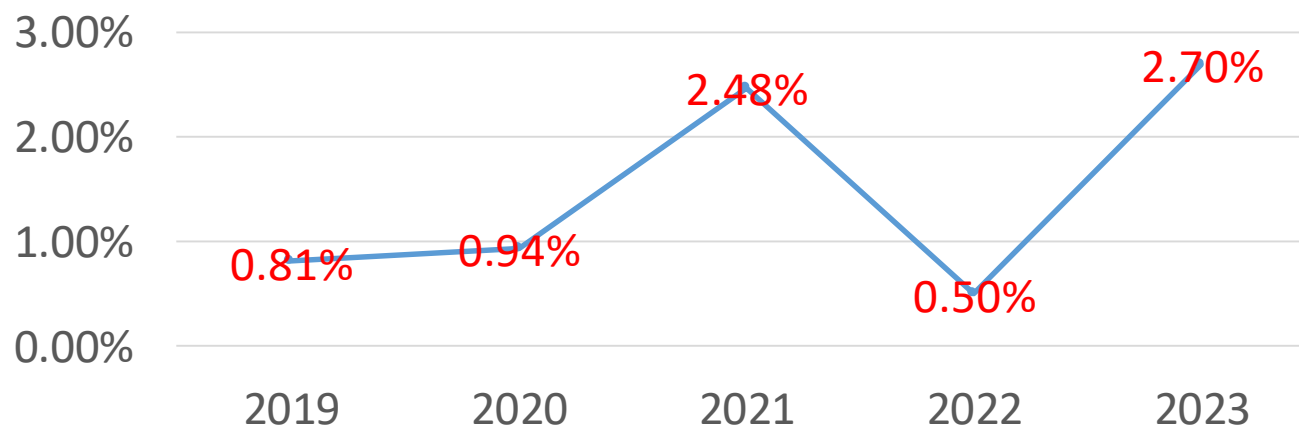
# Dividend Policy



# Payout ratio(%)



# Dividend yield(%)



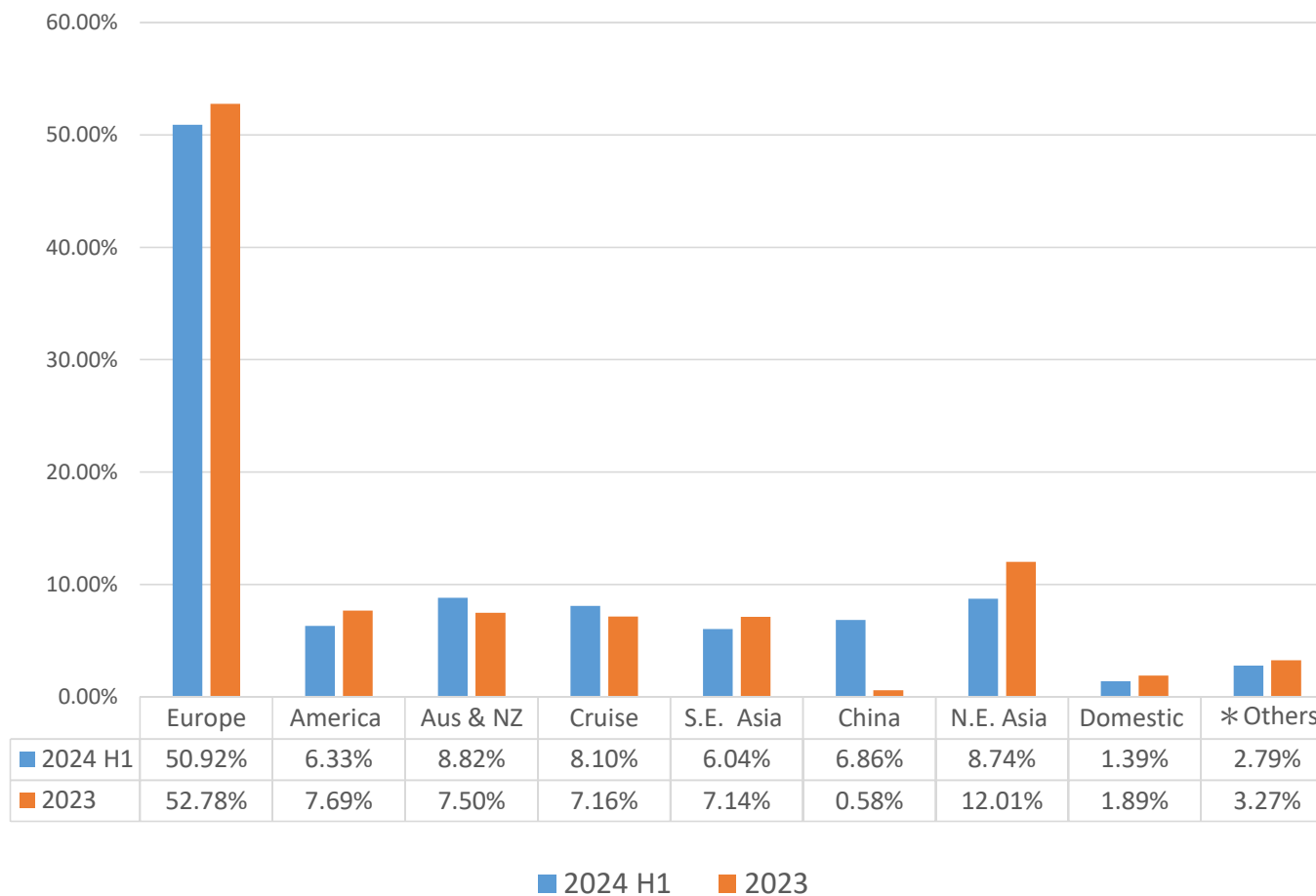


# 2024 H1 v.s 2023 H1



	unit	2024	2023	YOY
Operation revenue	Thousand NT\$	1,445,415	861,947	68%
Gross profit	Thousand NT\$	103,544	76,678	35%
Non operating income	Thousand NT\$	65,526	-10,601	-718%
Net profit after tax	Thousand NT\$	137,495	57,603	139%
EPS	NT\$	1.71	0.72	138%

# Service Item & Ratio



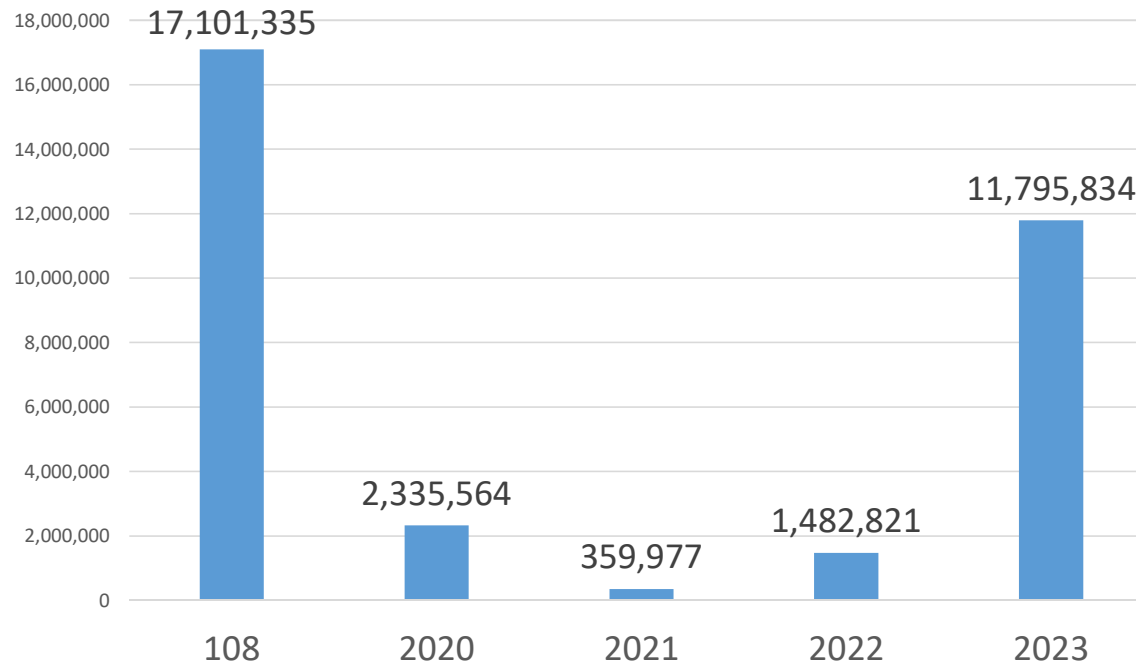
\* the other service income 、 handling fee 、 commission 、 cargo income



# Travel Market Analysis



# Outbound passengers in last 5 years



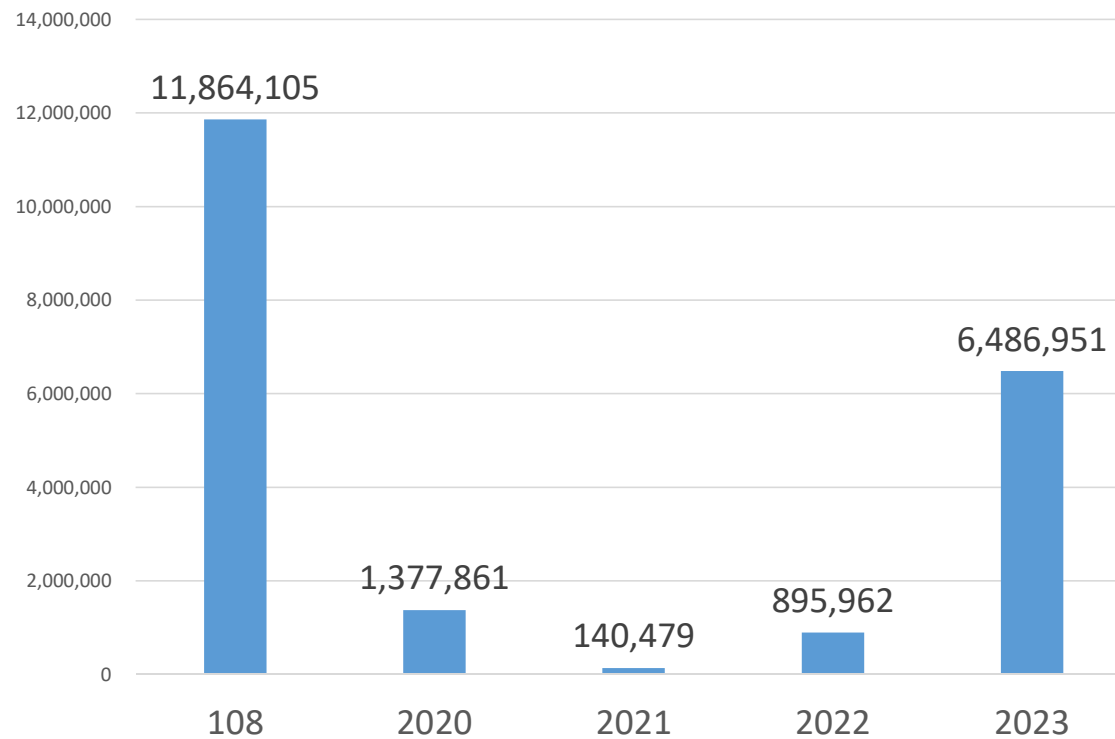
2024 Jan-May 6,701,500.pax yoy 76.6%

## 2024 Jan-May Outbound TOP5 destination



from: Tourism Administration

# Inbound passengers in last 5 years



2024 Jan-May 3,241,811.pax yoy 48.8%

## 2024 Jan-May Foreign visitors TOP5

Japan	• TOP1	53 million pax
Hongkong	• TOP2	47 million pax
Korea	• TOP3	45 million pax
USA	• TOP4	25 million pax
Malaysia	• TOP5	20 million pax

from: Tourism Administration



# Operation focus of H2 2024

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1. Prepare for sustainability reports and implement ESG requirements.
2. Continue work on recruitment and supplement manpower needs.
3. Promote charter ships, charter flights and new destination planning to increase growth momentum.
4. Promoting high-end tourism market .
5. Strive for incentive tours to add momentum to the fourth quarter
6. GSA department manage new supplier to enrich product coverage.
7. Group Diversified Operation
  - \* Kaohsiung Container Style Hotel
  - \* Xiaoliuqiu Hotel

Q & A



Thank you for your attention !

