

Phoenix Tours Int'l Inc. Investors' Conference

DEC/13/2024

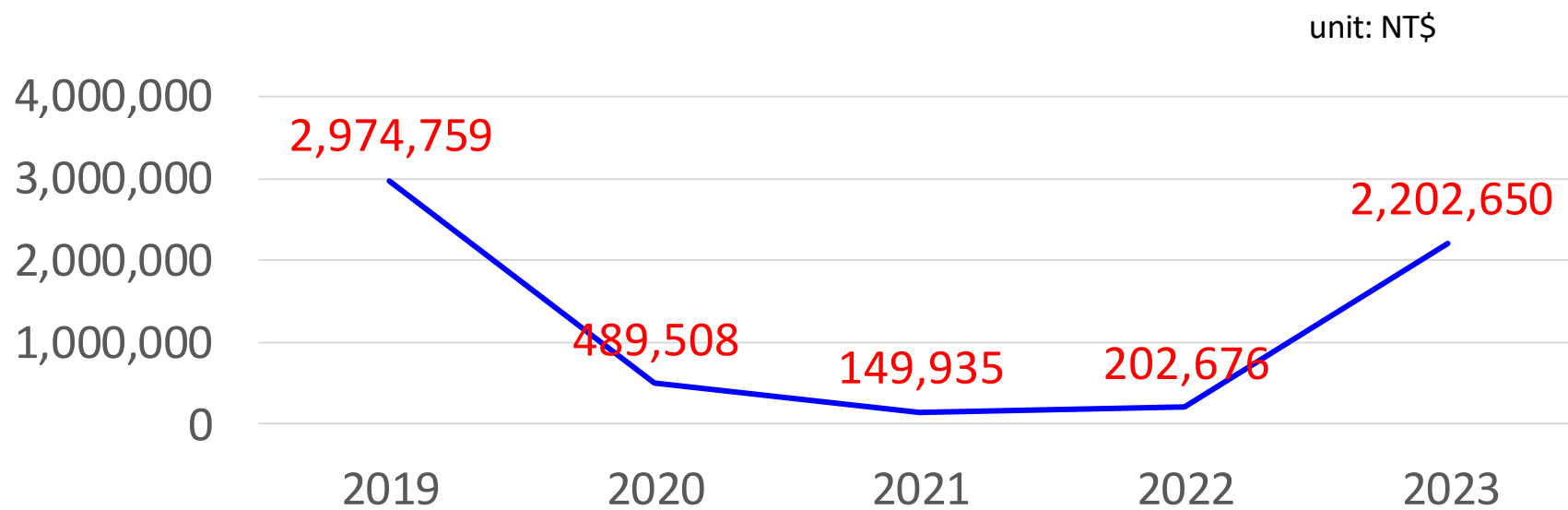




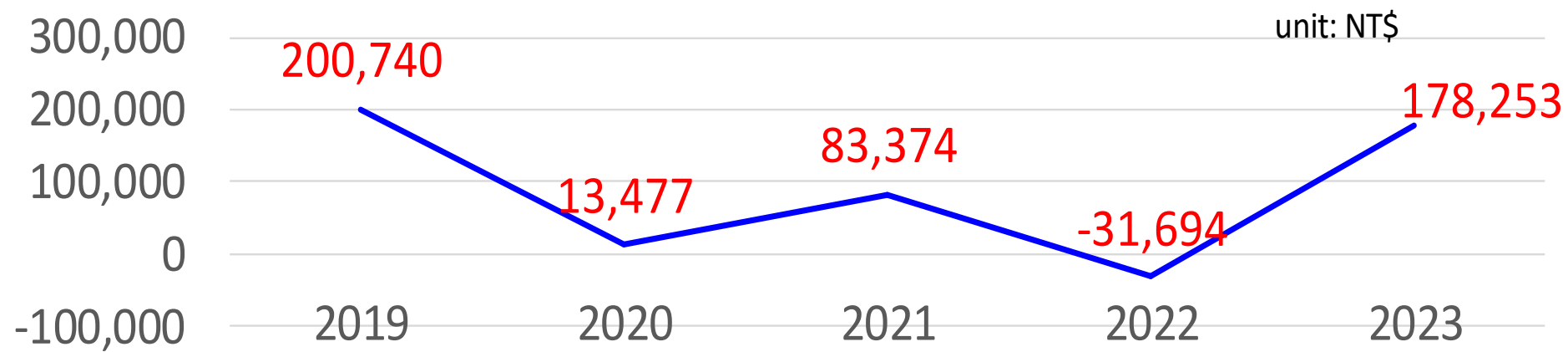
Financial Performance



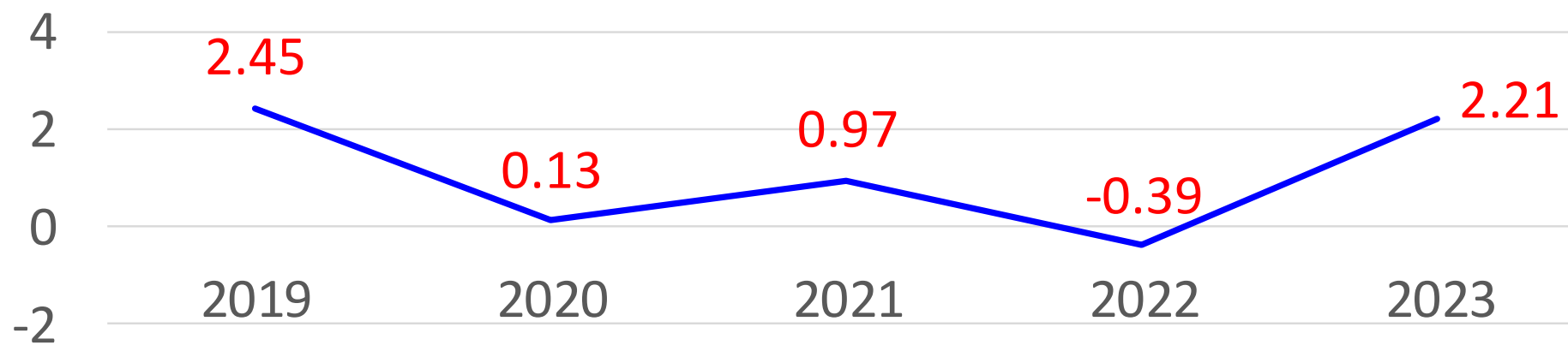
Revenue



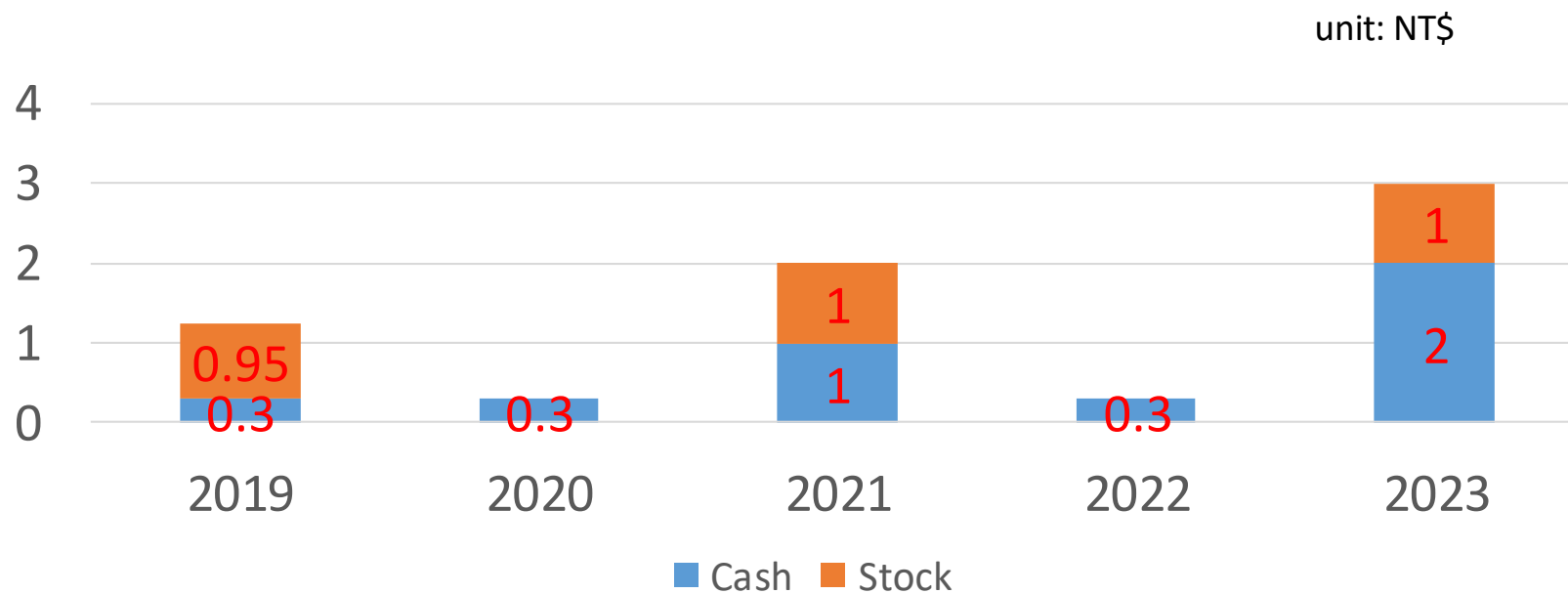
Net Profit



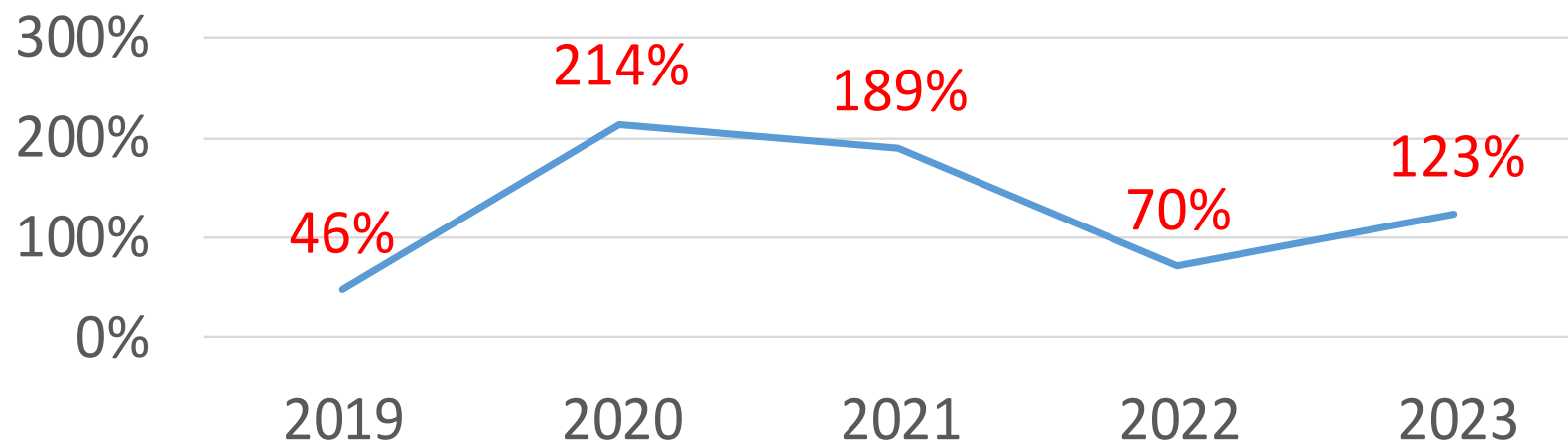
EPS



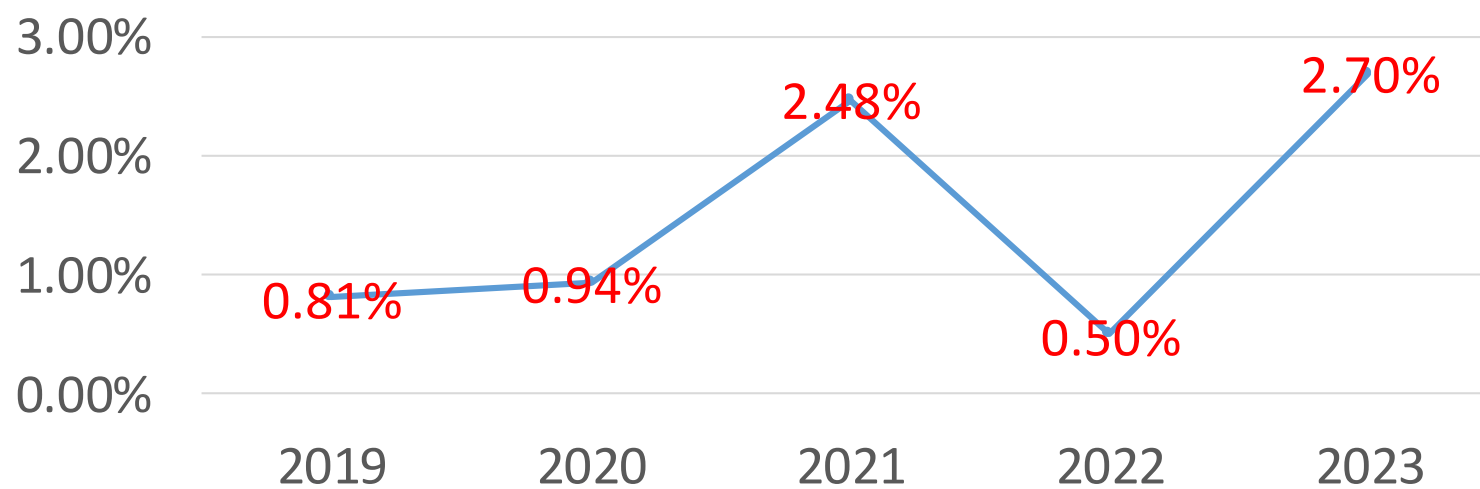
Dividend Policy



Payout ratio(%)



Dividend yield(%)



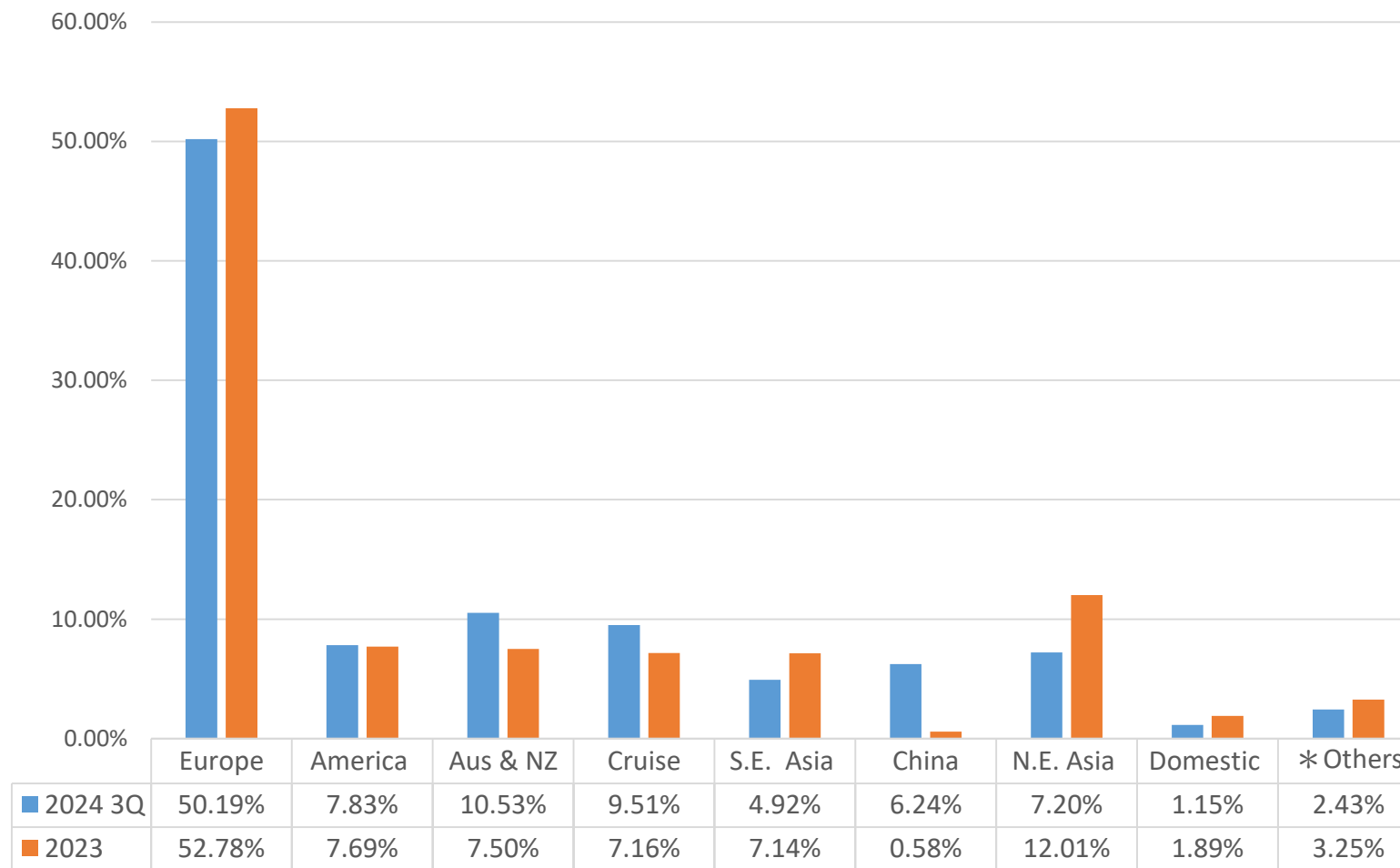
2024 Q3 vs. 2023 Q3

	unit	2024	2023	YOY
Operation revenue	Thousand NT\$	841,151	762,631	10%
Gross profit	Thousand NT\$	74,370	53,958	38%
Non operating income	Thousand NT\$	51,534	15,986	222%
Net profit after tax	Thousand NT\$	107,940	58,306	85%
EPS	NT\$	1.34	0.72	86%

2024 3Q vs. 2023 3Q

	unit	2024	2023	YOY
Operation revenue	Thousand NT\$	2,286,566	1,624,578	41%
Gross profit	Thousand NT\$	177,914	130,636	36%
Non operating income	Thousand NT\$	117,060	5,385	207%
Net profit after tax	Thousand NT\$	245,435	115,909	112%
EPS	NT\$	3.05	1.44	112%

Service Item & Ratio



■ 2024 3Q ■ 2023

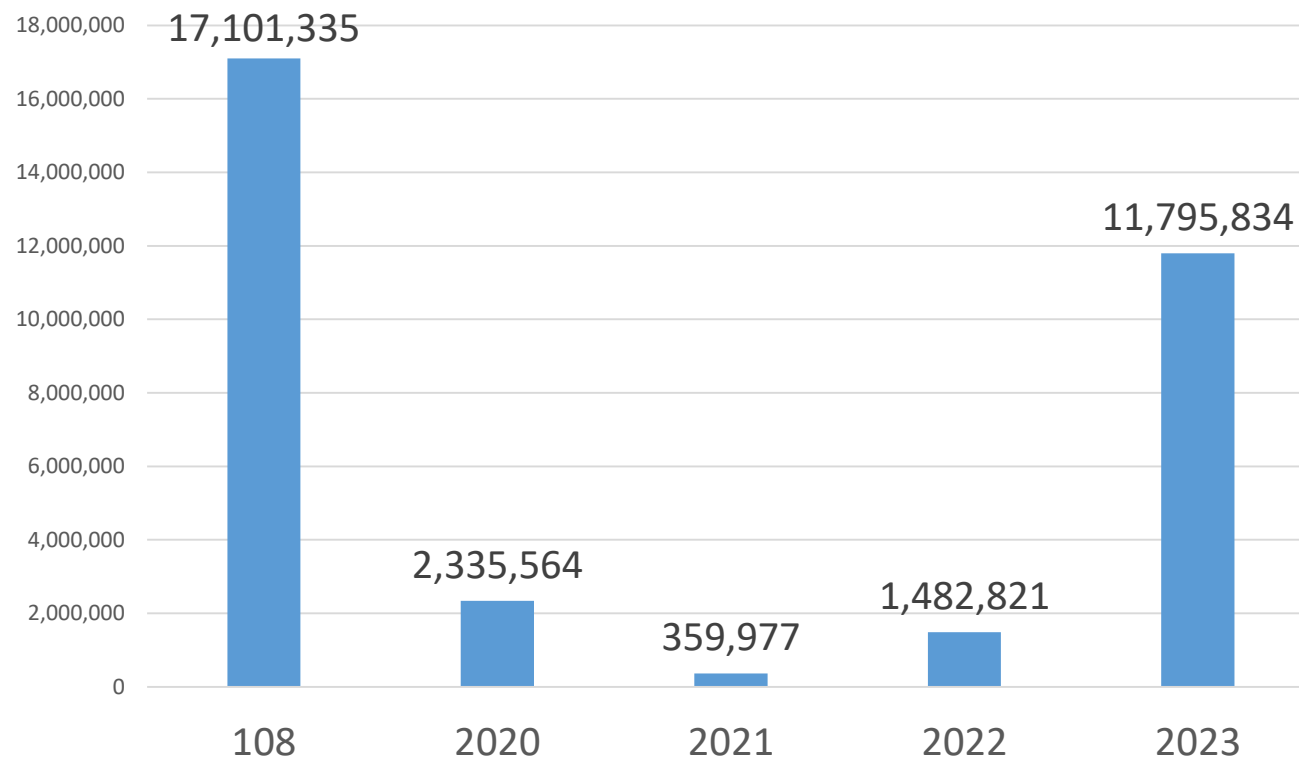
* the other service income 、 handling fee 、 commission 、 cargo income



Travel Market Analysis



Outbound passengers in last 5 years



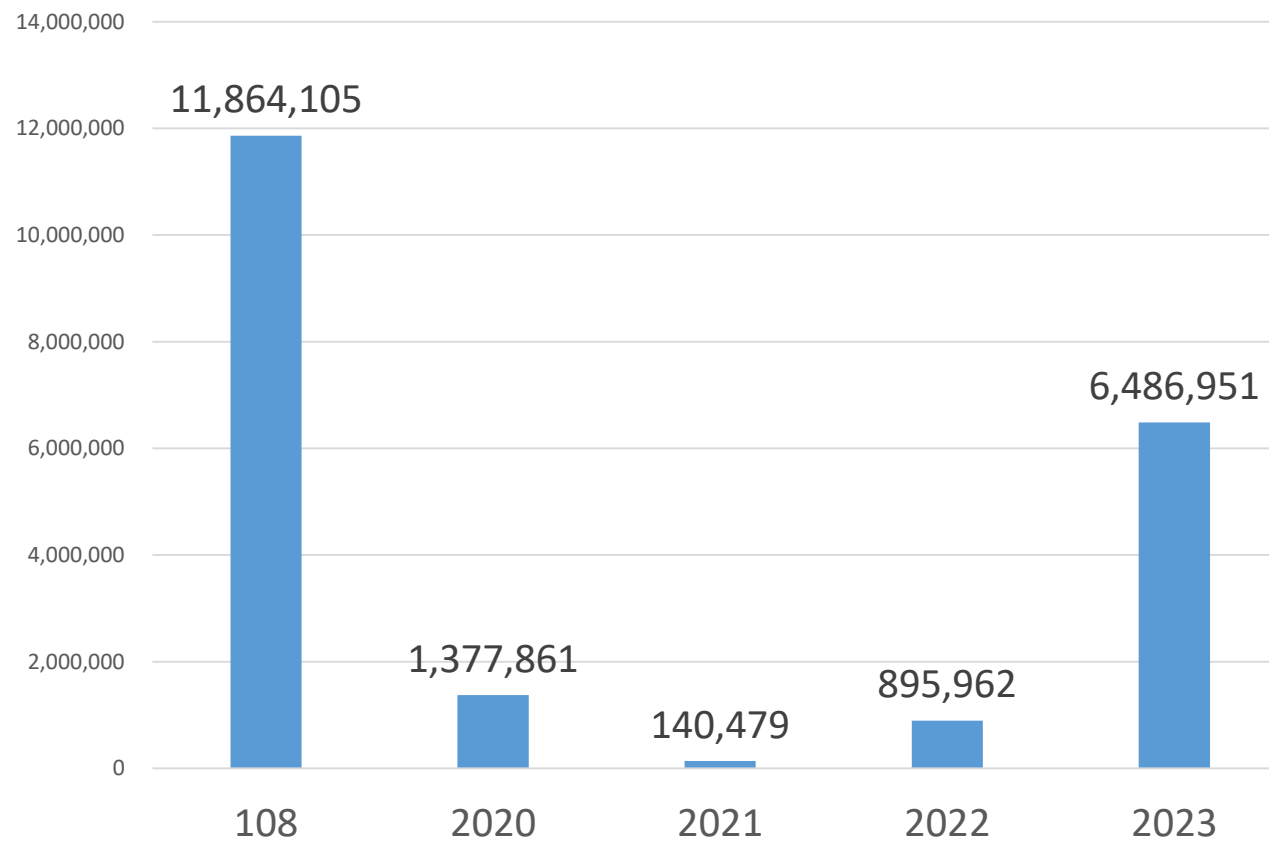
2024 Jan-Sep 12,752,511.pax yoy 51.4%

2024 Jan-Sep Outbound TOP5 destination



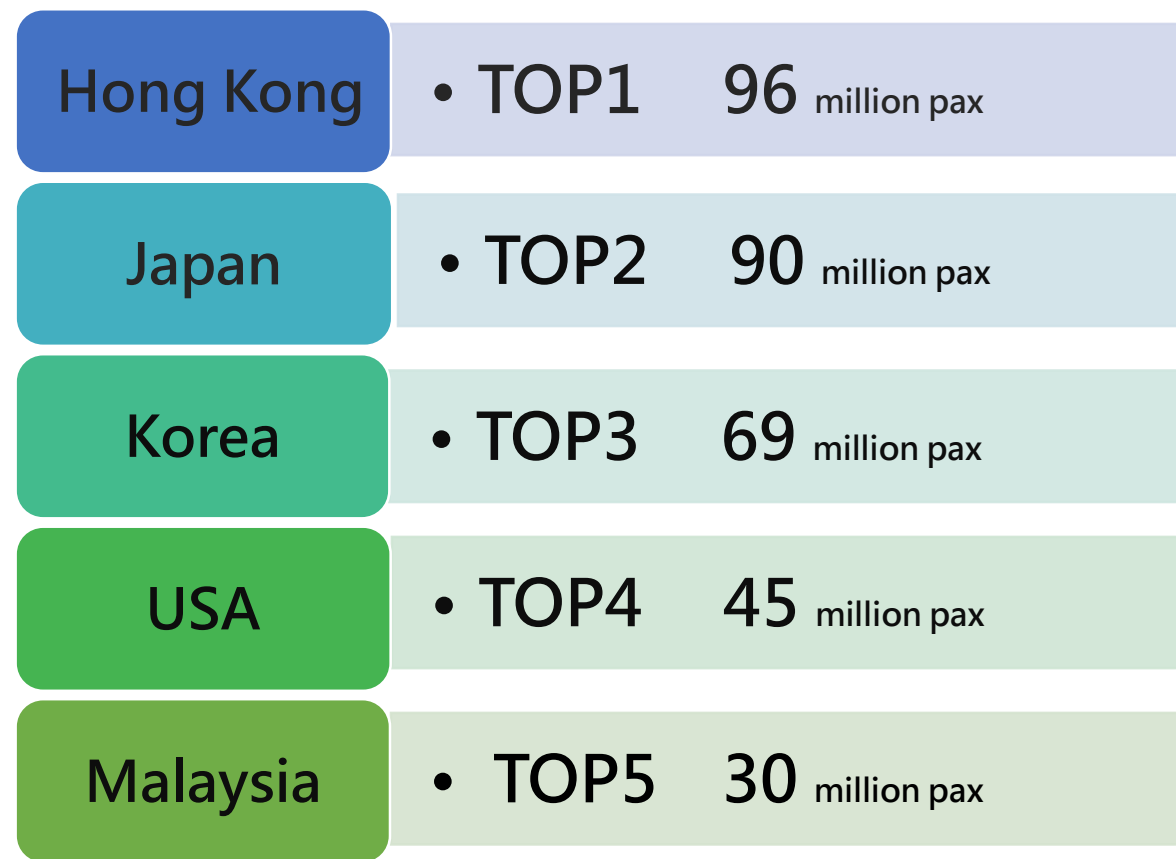
from: Tourism Administration

Inbound passengers in last 5 years



2024 Jan-Sep 5,545,152 pax yoy 27%

2024 Jan-Sep Foreign visitors TOP5



Operation focus of 2025

1. Prepare for sustainability reports and implement ESG requirements.
2. Promote charter ships, charter flights and new destination planning to increase growth momentum.
3. Promoting high-end tourism market .
4. Strive for incentive tours to add momentum for 2025
5. GSA department manage new supplier to enrich product coverage.
6. Group Diversified Operation
 - * Kaohsiung Container Style Hotel
 - * Xiaoliuqiu Hotel

Q & A



Thank you for your attention !

