

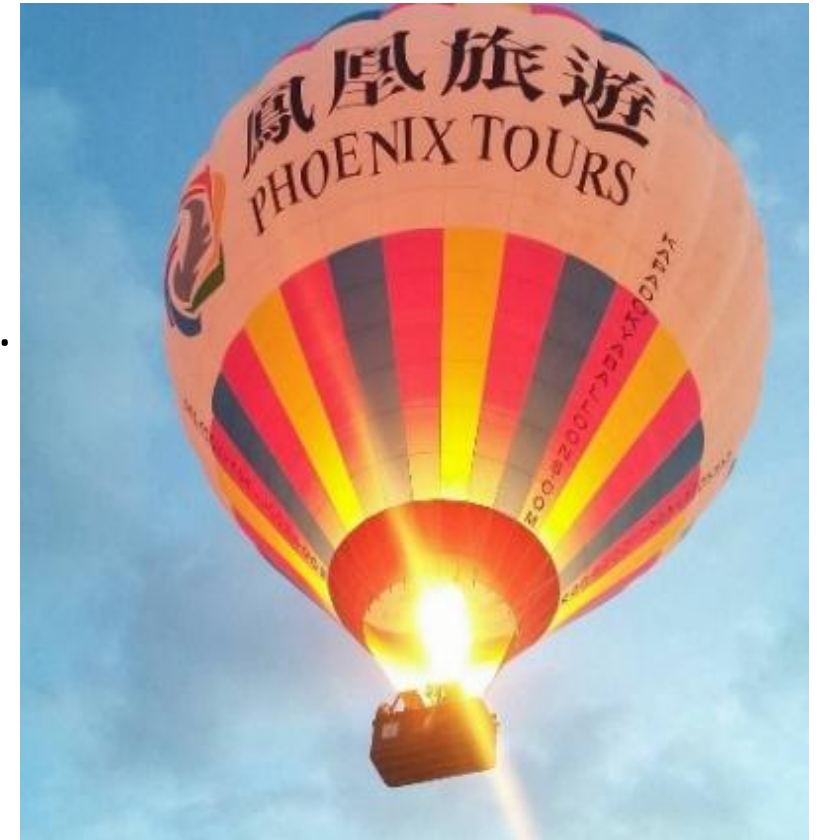
Phoenix Tours Int'l Inc. Investors' Conference

JUN/26/2025



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 808,675,430.(2025.06.23)
- 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.

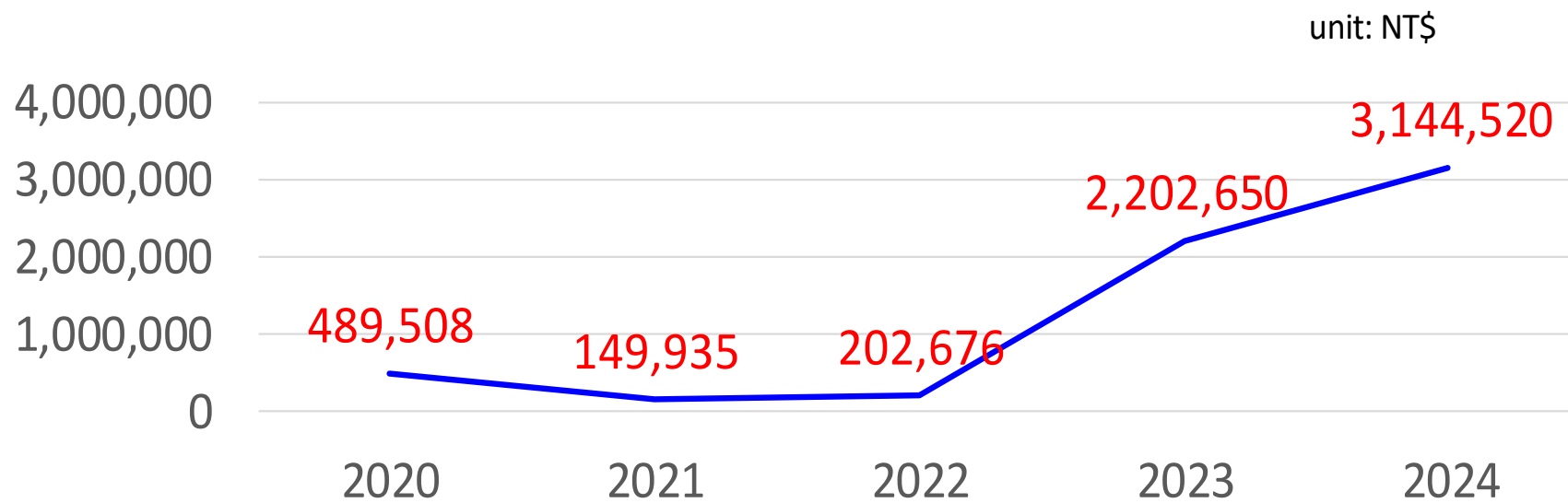




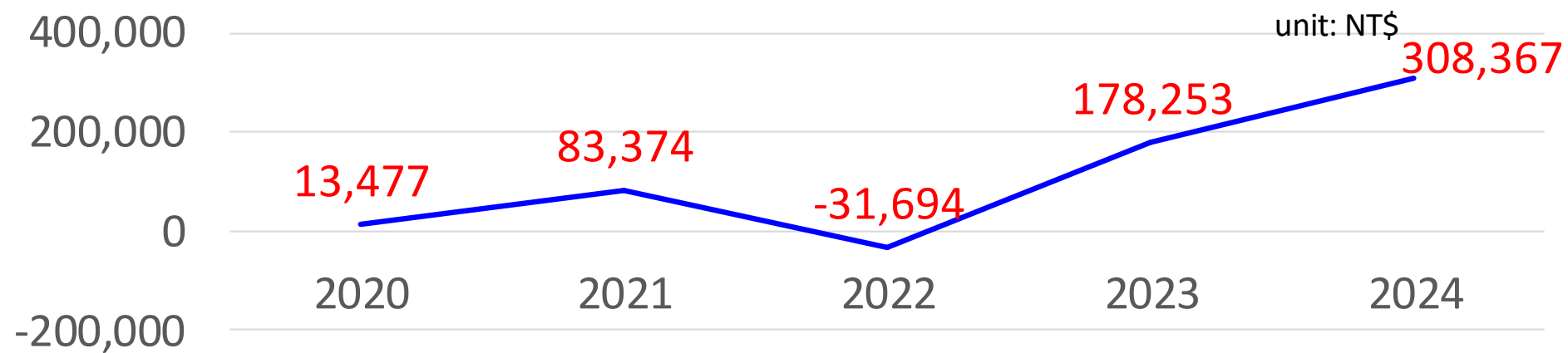
Financial Performance



Revenue



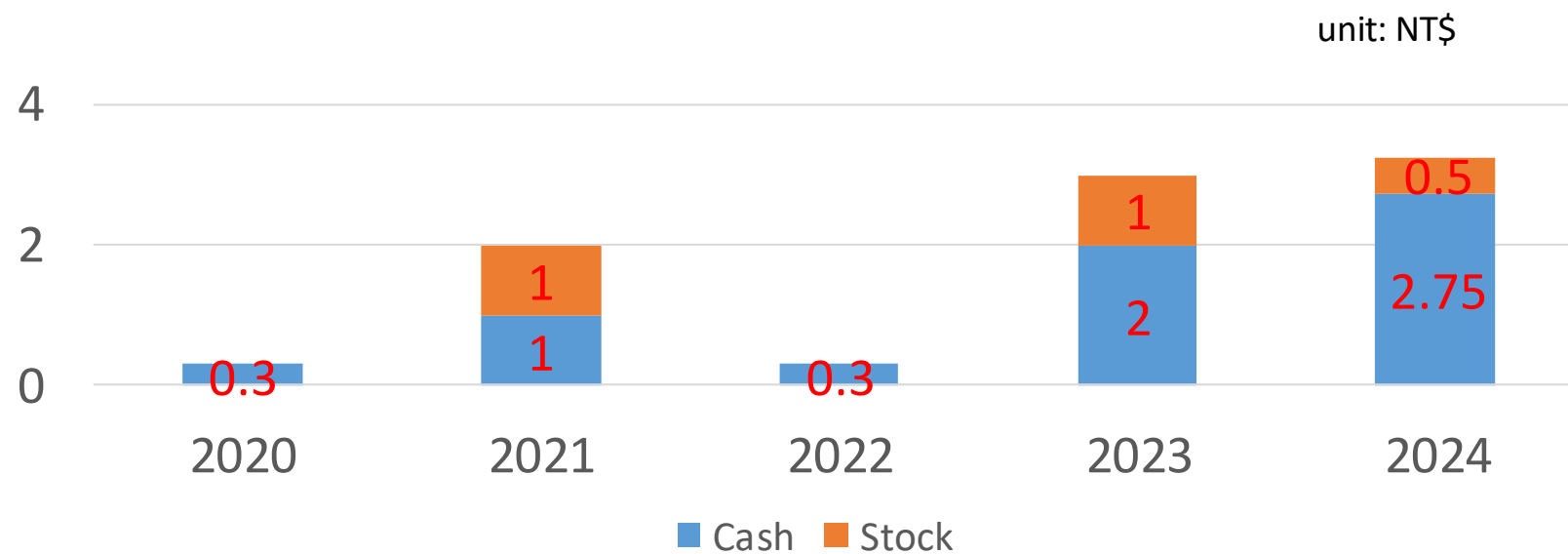
Net Profit



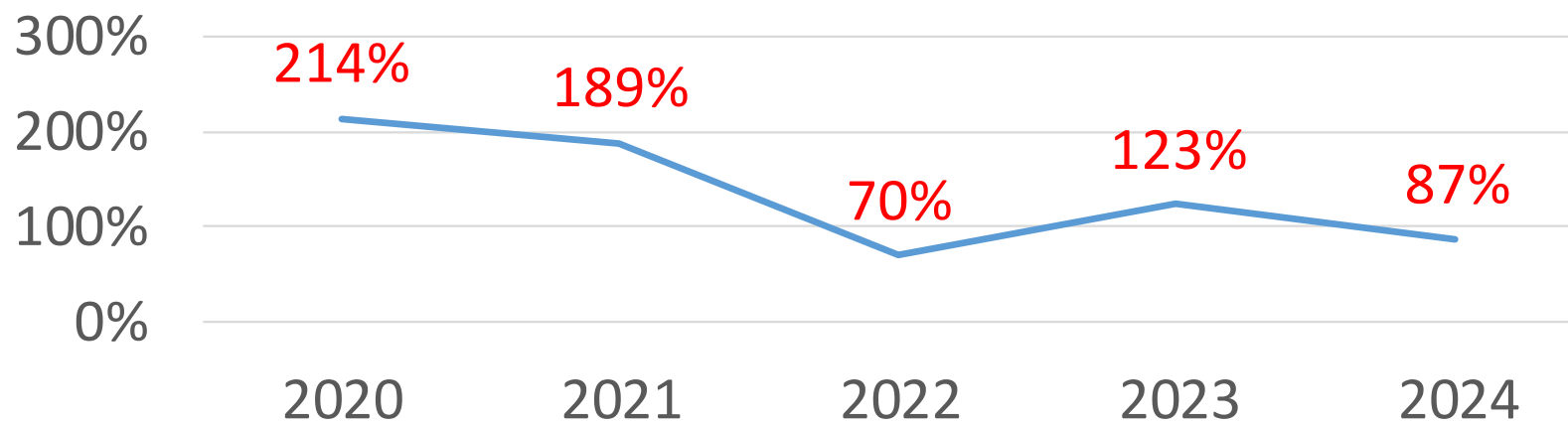
EPS



Dividend Policy



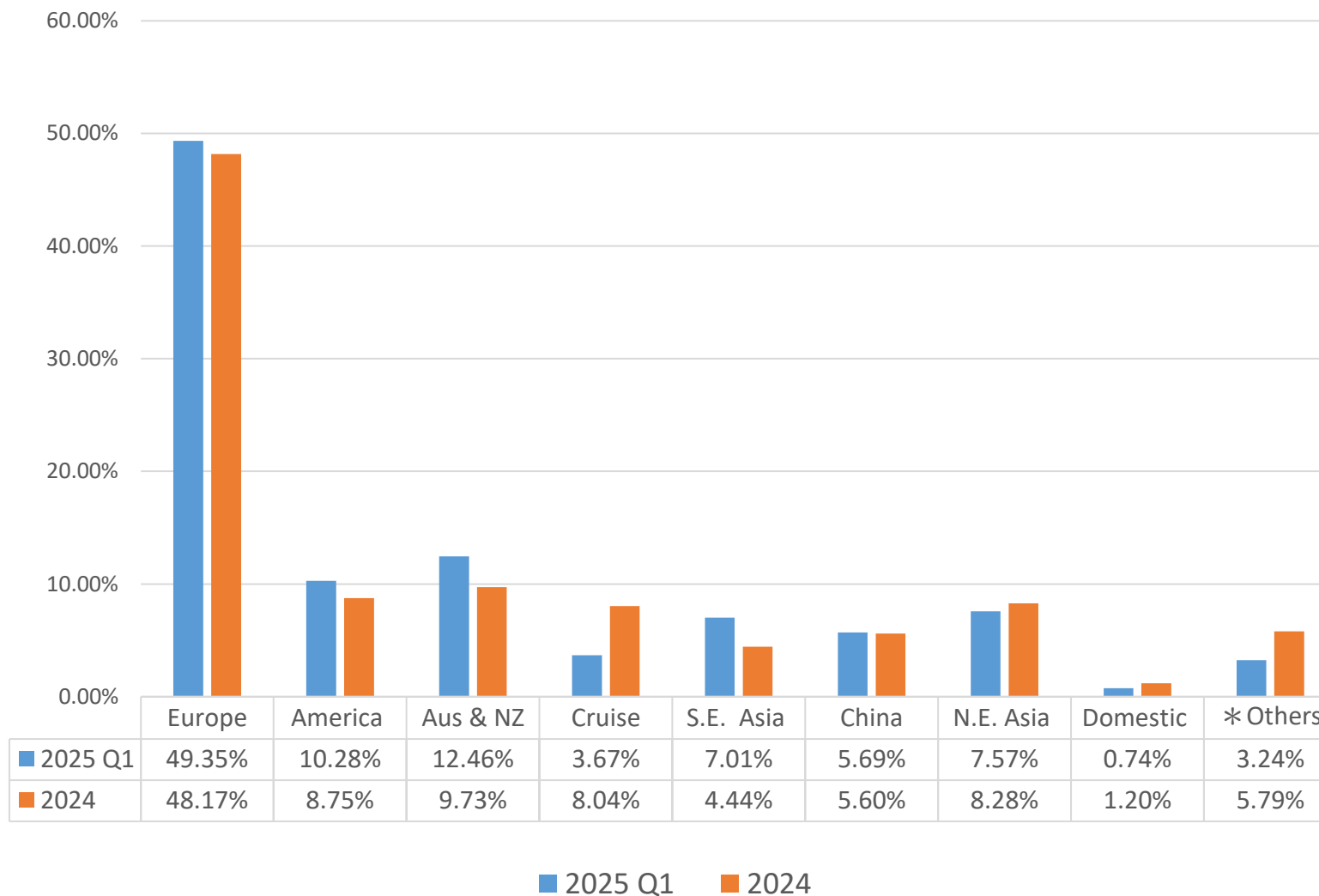
Payout ratio(%)



2025 Q1 vs. 2024 Q1

	unit	2025 Q1	2024 Q1	YOY
Operation revenue	Thousand NT\$	716,558	596,630	20%
Gross profit	Thousand NT\$	46,713	54,024	-13%
Non operating income	Thousand NT\$	5,405	39,040	-86%
Net profit after tax	Thousand NT\$	41,858	76,193	-45%
EPS	NT\$	0.52	0.95	-45%

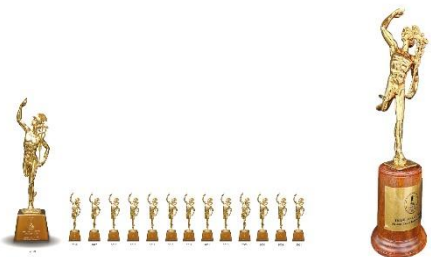
Service Item & Ratio



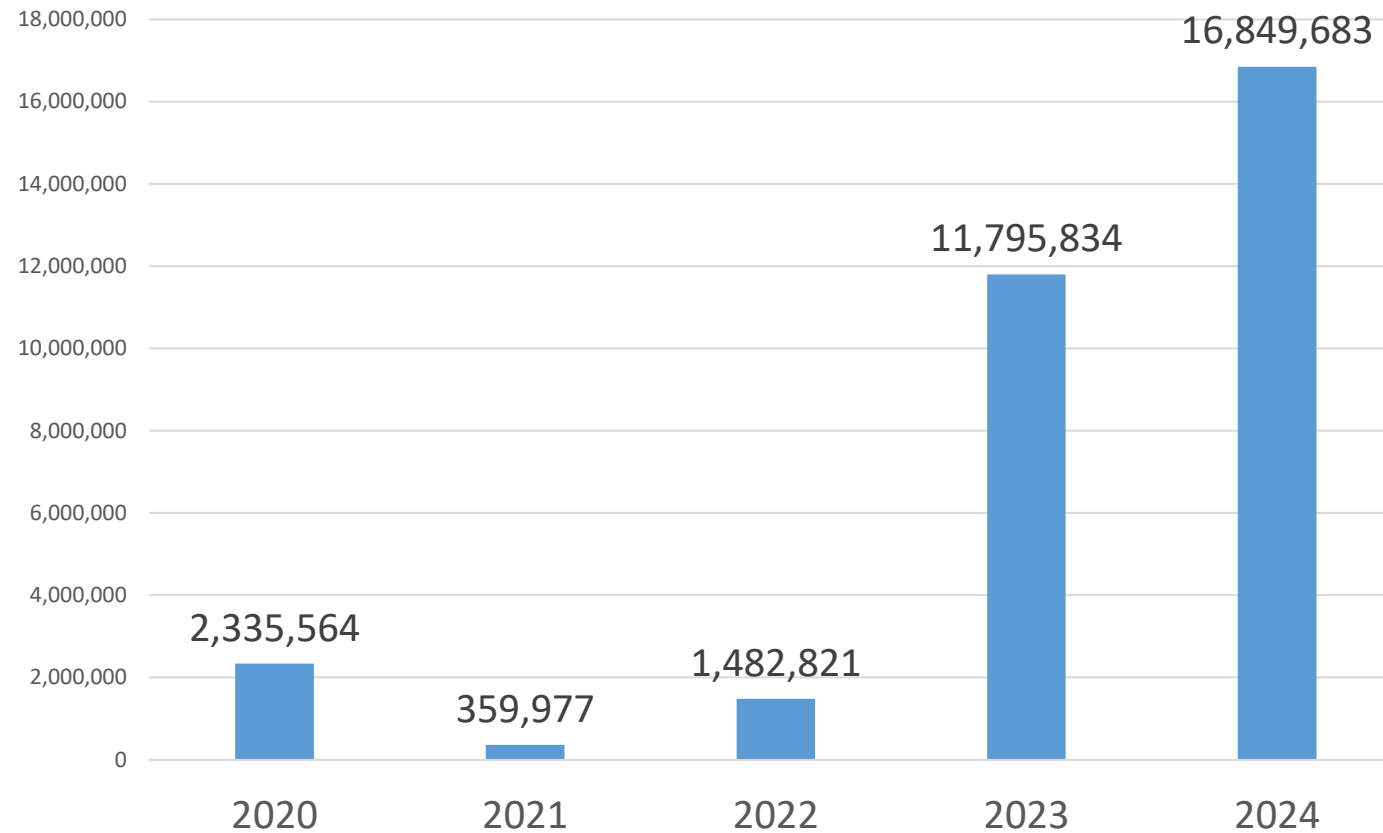
* the other service income 、 handling fee 、 commission 、 cargo income



Travel Market Analysis



Outbound passengers in last 5 years



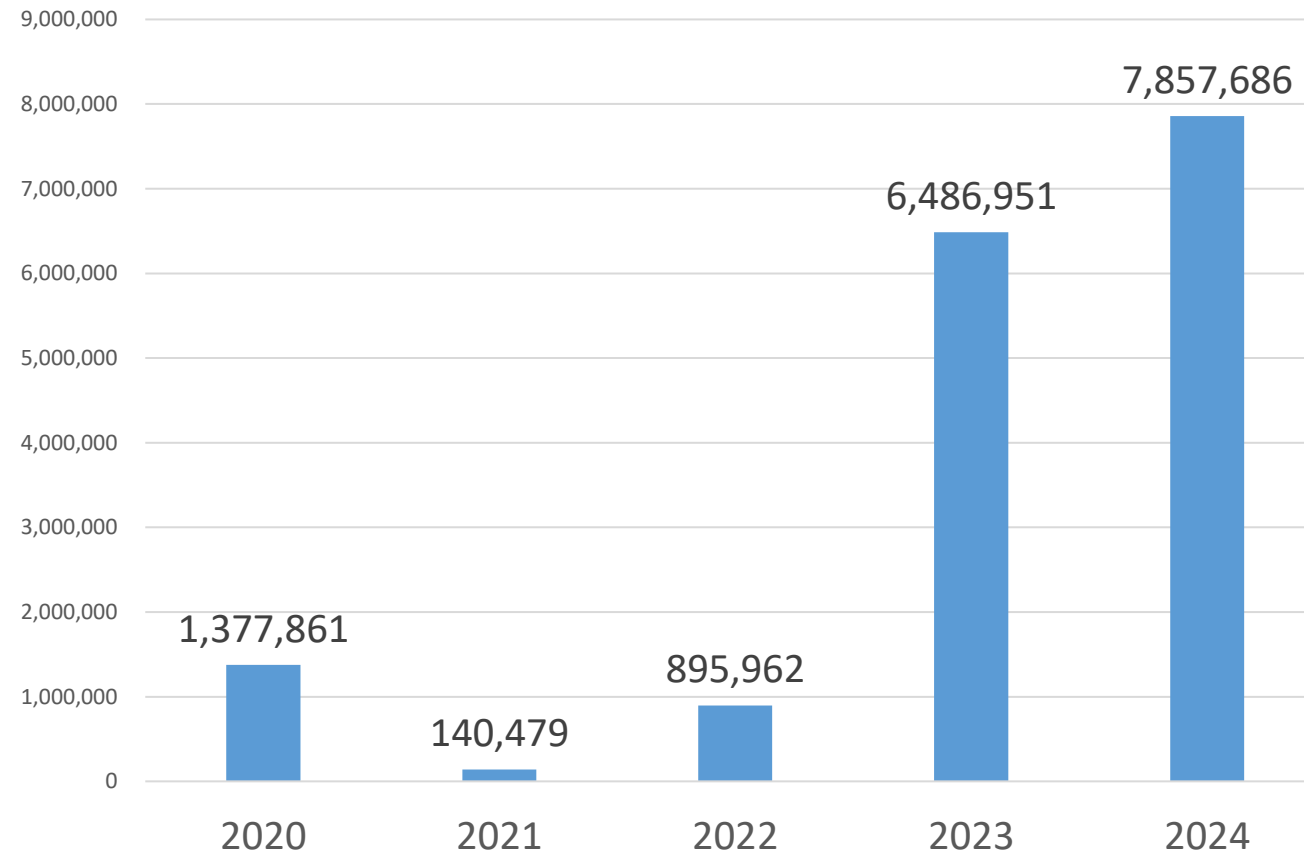
2024 yoy 43%

2024 Outbound TOP5 destination

Japan	• TOP1 600 million pax
China	• TOP2 277 million pax
Korea	• TOP3 142 million pax
Vietnam	• TOP4 126 million pax
HongKong	• TOP5 120 million pax

from: Tourism Administration

Inbound passengers in last 5 years



2024 yoy 21%

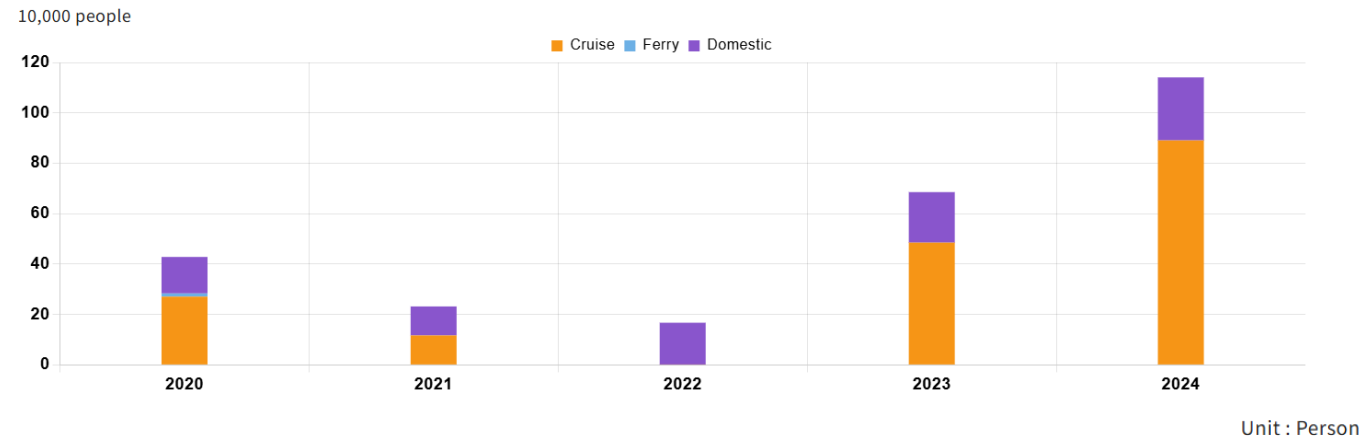
2024 Foreign visitors TOP5

Japan	• TOP1	132 million pax
Hong Kong	• TOP2	131 million pax
Korea	• TOP3	100 million pax
Singapore	• TOP4	44 million pax
China	• TOP5	43 million pax

from: Tourism Administration

Number of tourists from international commercial ports in Taiwan

Passengers



Year	Grand Total	Cruise	Ferry	Domestic
2017	1,427,090	980,247	154,796	292,047
2018	1,424,577	1,010,126	198,071	216,380
2019	1,504,076	1,050,758	239,047	214,271
2020	428,315	270,856	12,727	144,732
2021	232,089	116,949	0	115,140
2022	167,402	1,131	0	166,271
2023	685,600	485,078	0	200,522
2024	1,140,652	890,654	0	249,998

From : Taiwan International Ports Corporation, Ltd.

Operation focus of 2025

1. Improve employee benefits .
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 revenue.
5. Make good use of AI tools to optimize service details.

Q & A



Thank you for your attention !

