

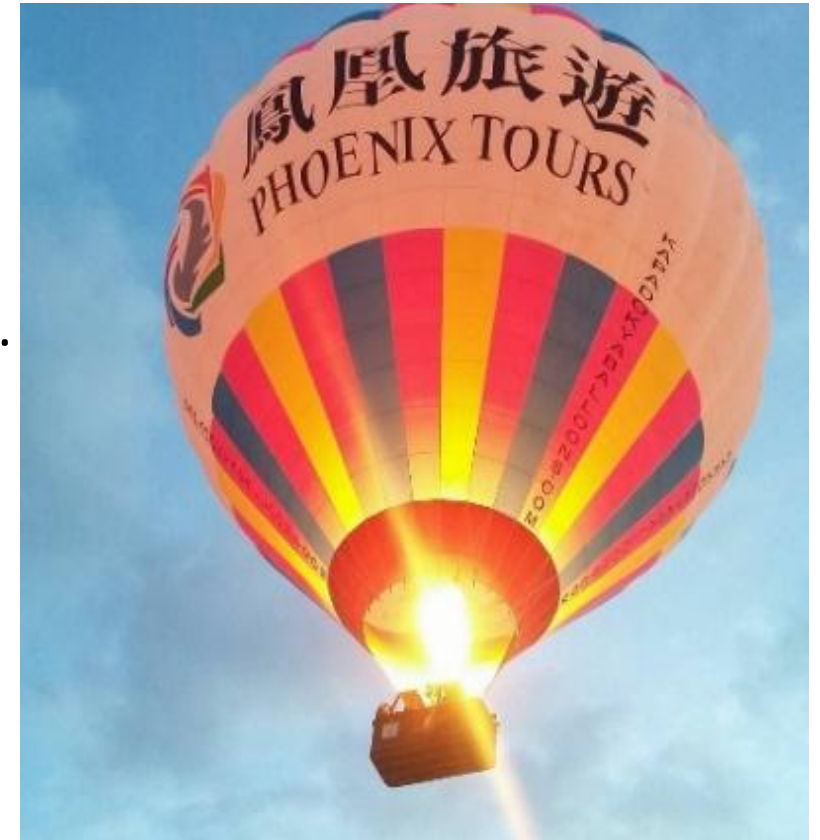
Phoenix Tours Int'l Inc. Investors' Conference

DEC/31/2025



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 849,109,200.(2025.12.01)
- 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.

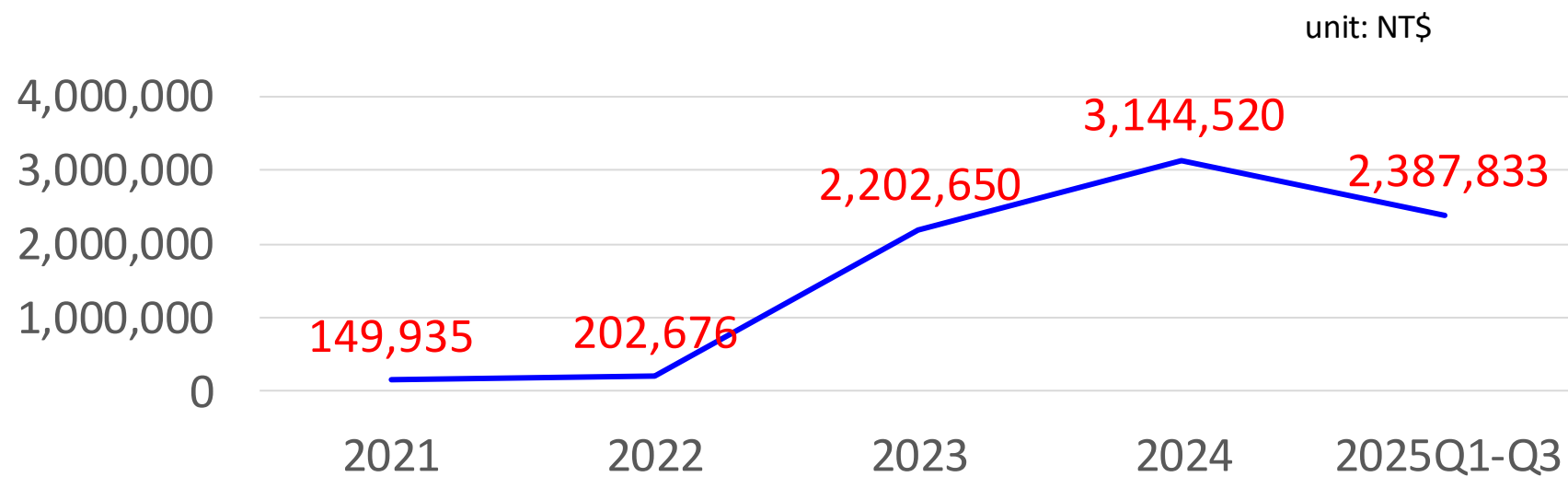




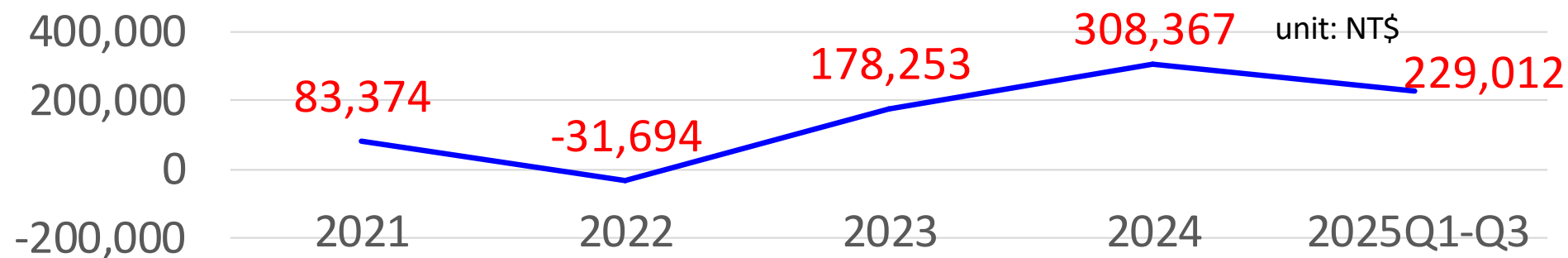
Financial Performance



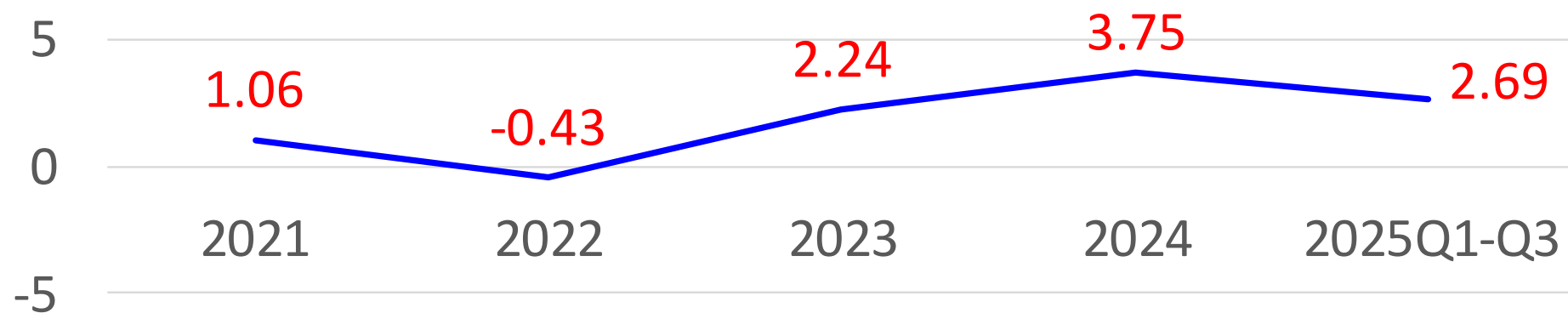
Revenue



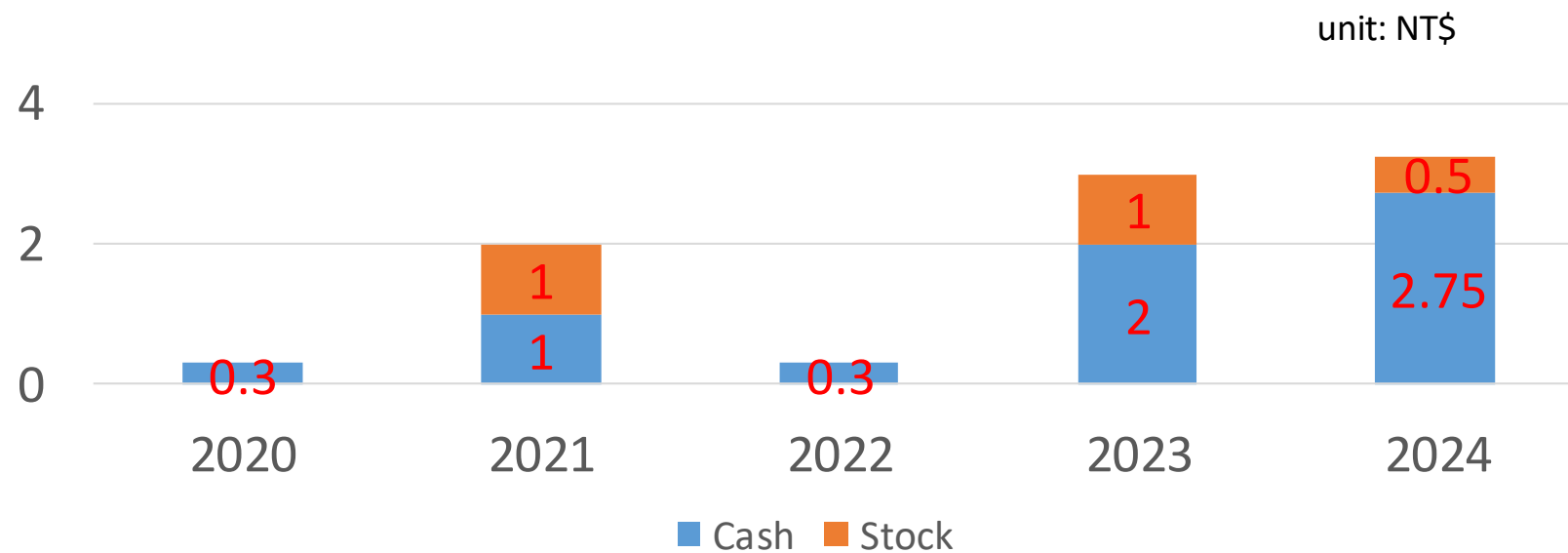
Net Profit



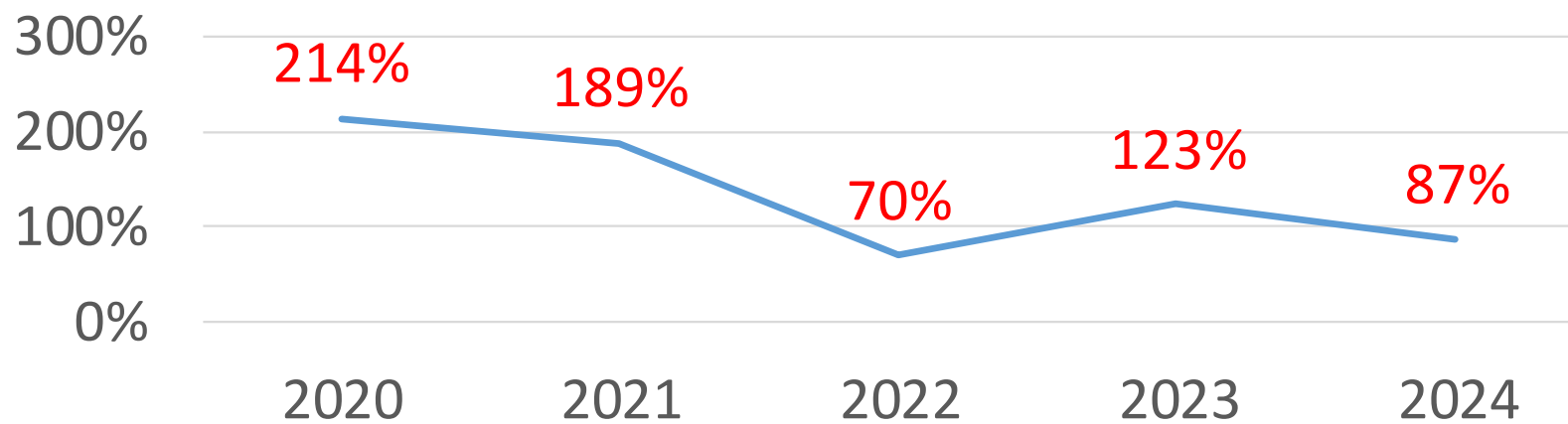
EPS



Dividend Policy



Payout ratio(%)



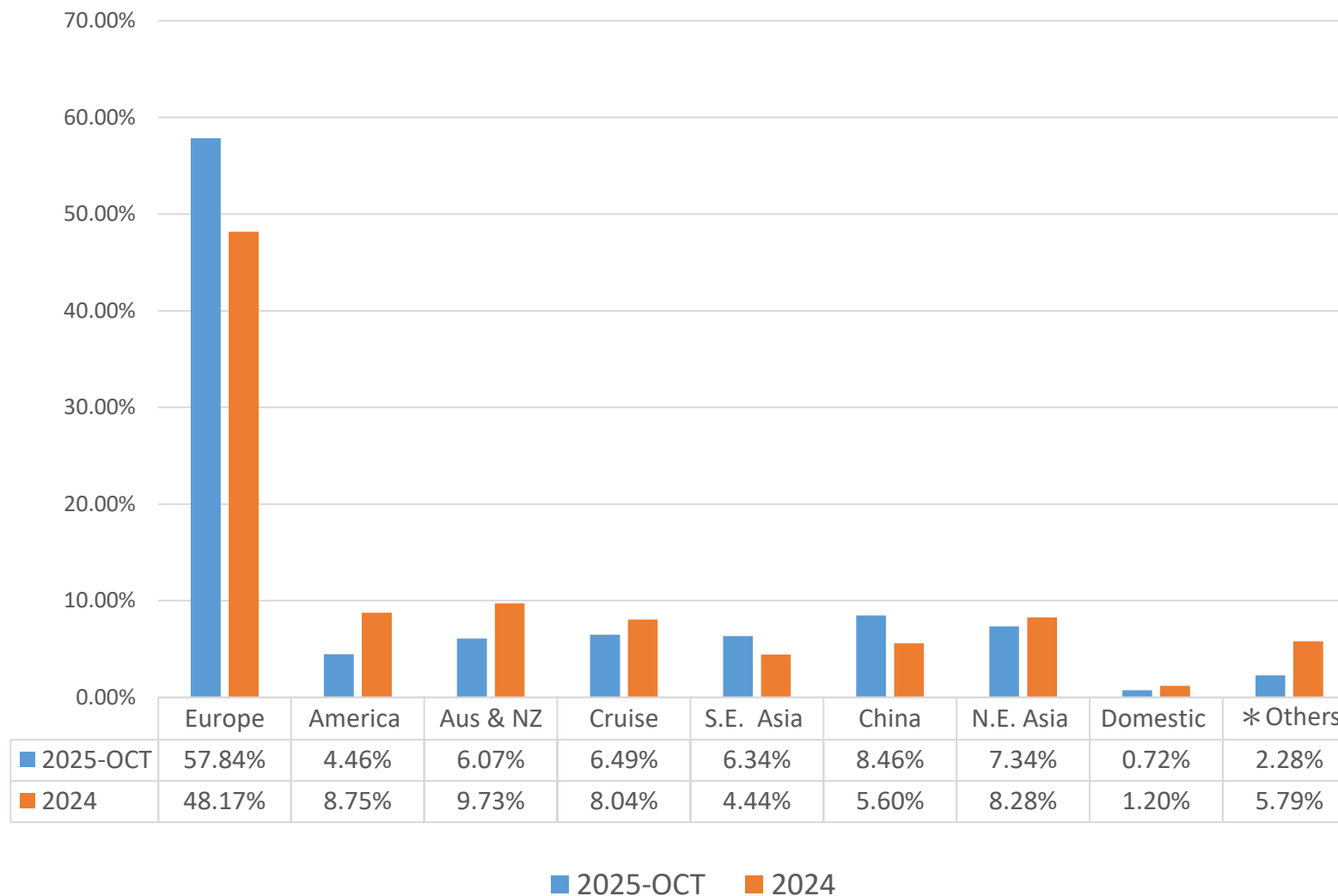
2025 Q3 vs. 2024 Q3

	unit	2025 Q3	2024 Q3	YOY
Operation revenue	Thousand NT\$	772,185	841,151	-8.2%
Gross profit	Thousand NT\$	62,154	74,370	-16.4%
Non operating income	Thousand NT\$	71,661	51,534	39.1%
Net profit after tax	Thousand NT\$	116,060	107,940	7.5%
EPS	NT\$	1.37	1.28	7.0%

2025 Q1-Q3 vs. 2024 Q1-Q3

	unit	2025-Q3	2024-Q3	YOY
Operation revenue	Thousand NT\$	2,387,833	2,286,566	4.4%
Gross profit	Thousand NT\$	171,041	177,914	-3.9%
Non operating income	Thousand NT\$	102,183	117,060	-12.7%
Net profit after tax	Thousand NT\$	227,951	245,435	-7.1%
EPS	NT\$	2.69	2.9	-7.2%

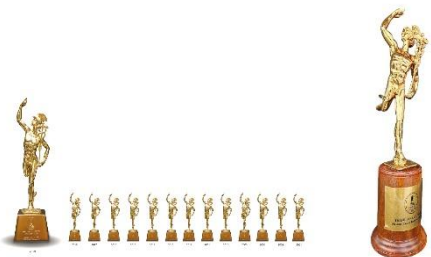
Service Item & Ratio



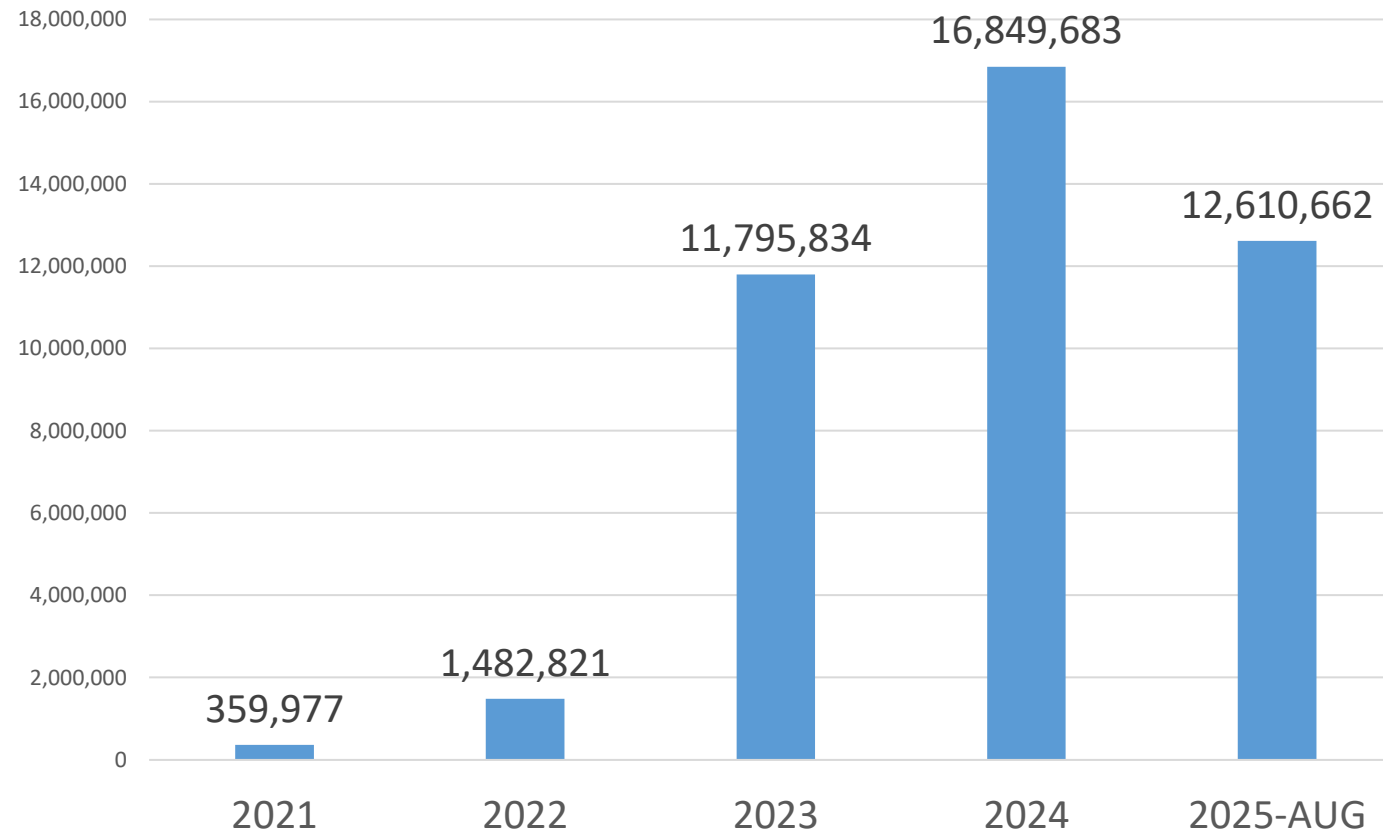
* the other service income 、 handling fee 、 commission 、 cargo income



Travel Market Analysis



Outbound passengers in last 5 years

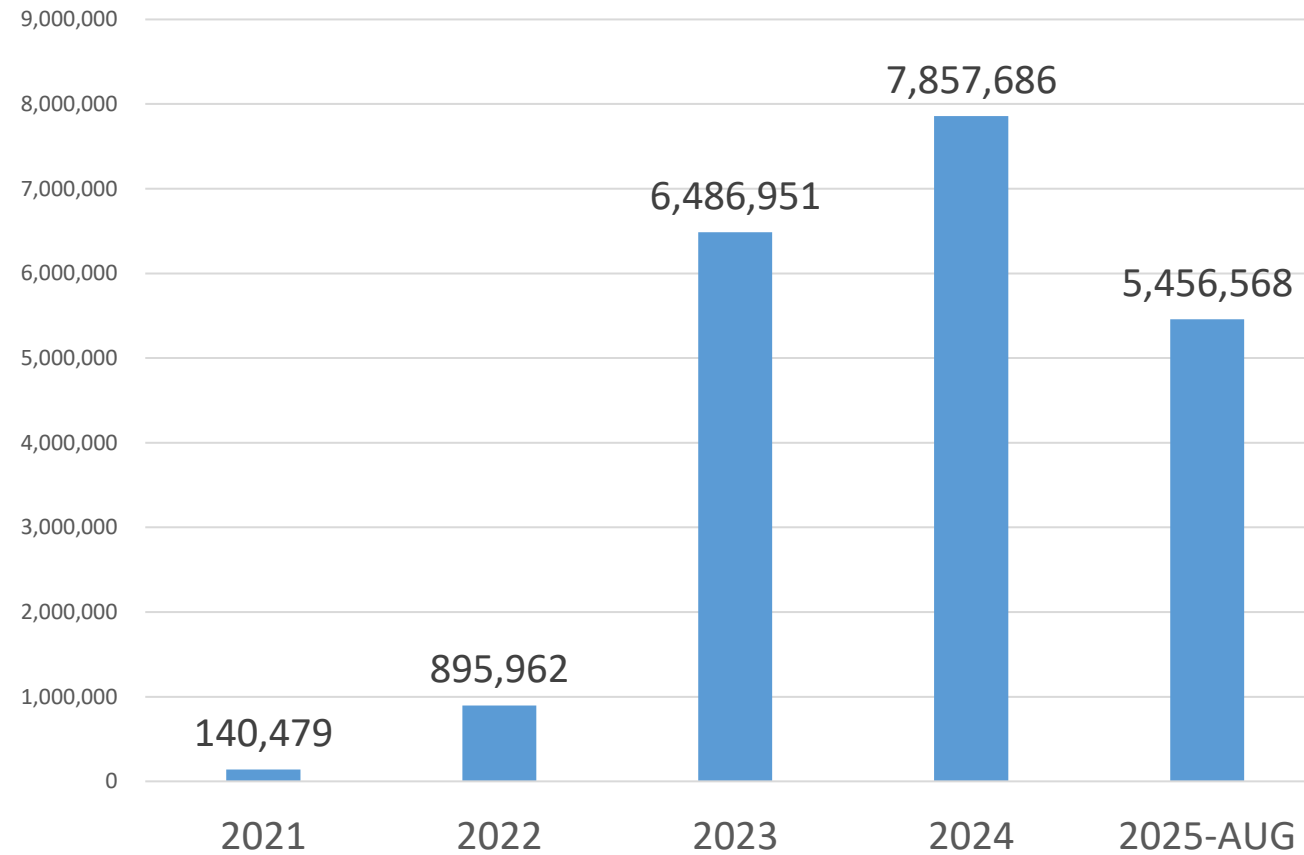


2025 Jan-Aug Outbound TOP5 destination

Japan	• TOP1 4.4 million pax
China	• TOP2 2.1 million pax
Korea	• TOP3 1.2 million pax
Vietnam	• TOP4 1.1 million pax
HongKong	• TOP5 0.8 million pax

from: Tourism Administration

Inbound passengers in last 5 years

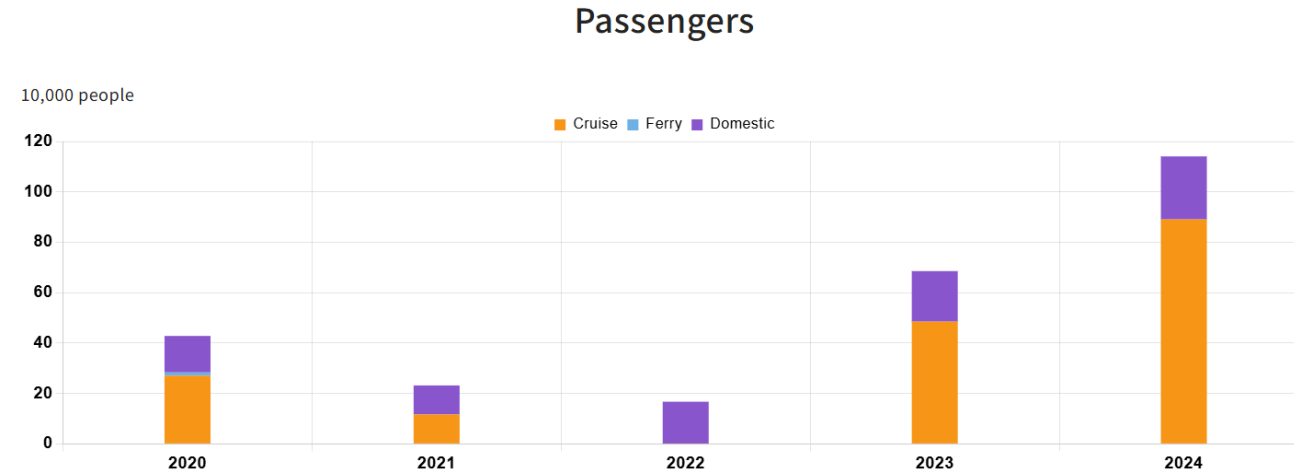


2025Jan-Aug Foreign visitors TOP5

Japan	• TOP1	0.89 million pax
Hong Kong	• TOP2	0.8 million pax
Korea	• TOP3	0.63 million pax
USA	• TOP4	0.46 million pax
China	• TOP5	0.43 million pax

from: Tourism Administration

Number of tourists from international commercial ports in Taiwan



Unit : Person				
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
2025 Jan-Oct	1,137,879	925,704	0	212,175

From : Taiwan International Ports Corporation, Ltd.

Operation focus of 2026

- Expand industry–academia collaboration to increase internship opportunities.
- Develop charter flight and charter cruise operations to enhance growth momentum.
- Meet the demands of the high-end travel market.
- Actively pursue incentive travel groups.
- Leverage AI tools to optimize the traveler experience.
- Implement airline ticketing NDC systems to expand ticket sources and enhance competitiveness.

Q & A



Thank you for your attention !

