



TRADE-VAN 關貿堅持 • 國家品質

Trade-Van(stock symbol 6183) 2019 Investor Conference

2019/08/14 16:00~17:00

Taiwan Stock Exchange-Information
Exhibition Center 1F
(101Building 1F)



25th National Quality
Award- Management
Excellence Award

Agenda

Opening Speech

Ms. Yang, Ya-Fen
Assistant Manager

**Company Profile &
Business Development**

Chen, Hsueh-Tau
Associate President

Key Messages

Shih, Hsin-Pai
Accounting Manager

Q&A

Hsu, Chien-Lung
Chairman

Chang, Lu-Shen
General Manager

Disclaimer



This presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertain ties that could cause actual results to differ from those unexpected or implied by such statements.

Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or others.



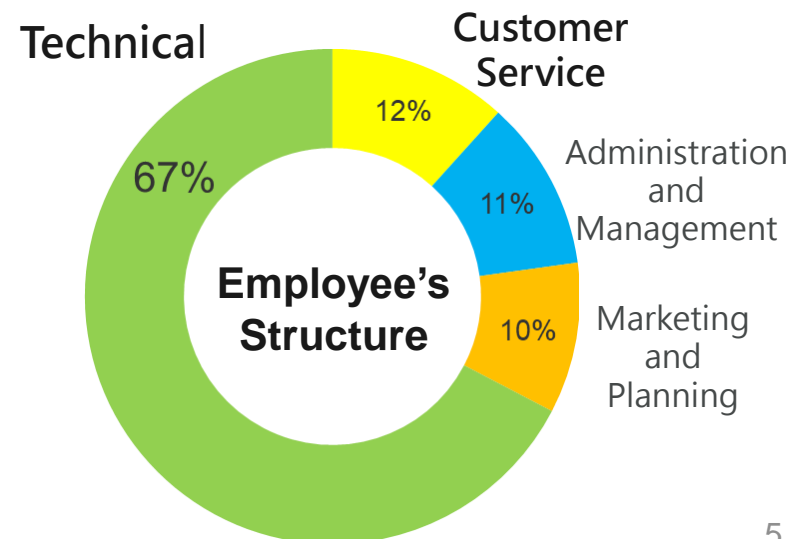
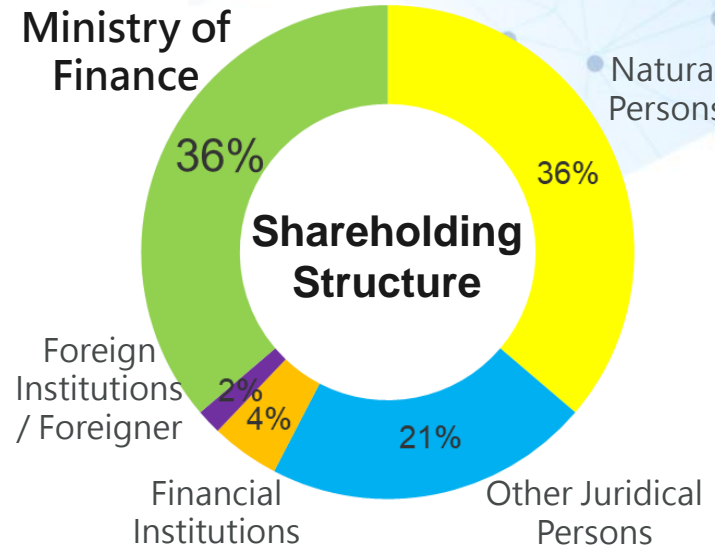
TRADE-VAN 關貿堅持 • 國家品質

Company Profile & Business Development

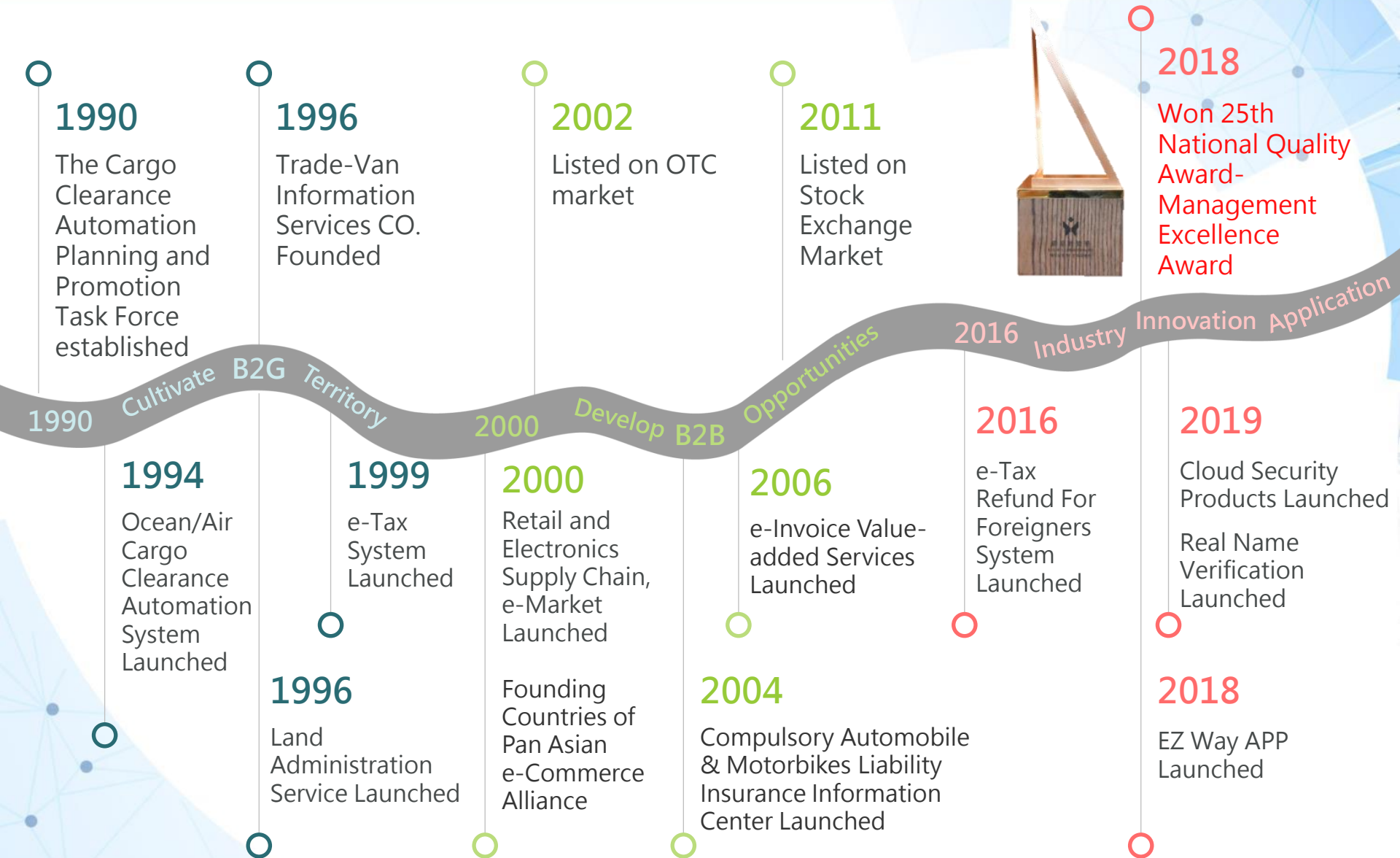
About Trade-Van



- Company Name: **Trade-Van Information Services CO.**
- Founded Date: **August, 1996**
- Chairman: **Dr. Hsu, Chien-Lung**
- Paid-in Capital: **1.5 Billion NTD**
- Number of Employees: **542** (up to July 31th, 2019)
- Service Base: **Taipei · Taichung · Kaohsiung · Shanghai**
- Business philosophy: **Security · Quality · Service · Effectiveness**
- Mission: **Create information value and provide trustworthy omnidirectional information services.**



Major Milestones



Leading ASP Vendor in Taiwan



80% Market Share

Retail/Electronics
Business Supply Chain
Services

Supply-
Chain
Services

Customs
Clearance
Services

Top Market Share

Ocean/Air Customs
Clearance Value-added
System



The exclusive provider

Compulsory
Automobile &
Motorbikes Liability
Insurance

Insurance
Services

Land
Information
Services

Land Information Data Base
Land Information e-Copy
Claim/Inquiry System

Tourism Tax
Refund Value-
added Services

Foreign Travelers
Tax Refund System,
Cross Border e-
Shopping Services

e-Market
Services

FPC e-
Marketplace

TRADE-VAN
Leading ASP
Vendor
in Taiwan

Connected with the Smart Government in all aspects



Ministry of Health and Welfare

- Food Traceability system
- Nursing Institutions Accreditation Management System
- Nurses, Midwives and Institutions Accreditation Management System
- Medical Equipment Source Flow Management
- Medical Care Institutions Accreditation Management System
- Combat Information Center



- **Executive Yuan**: Government Affairs Big Data Application Development Program
- **Ministry of the Interior**: Domestic Affairs Big Data Connection and Application
- **Environmental Protection Administration** : Chemicloud Application Program
- **Construction and Planning Agency** : Digital Architecture Innovation and Application Service
- **Council of Agriculture** : Develop Intelligent Plant Quarantine Expert System



Ministry of Finance

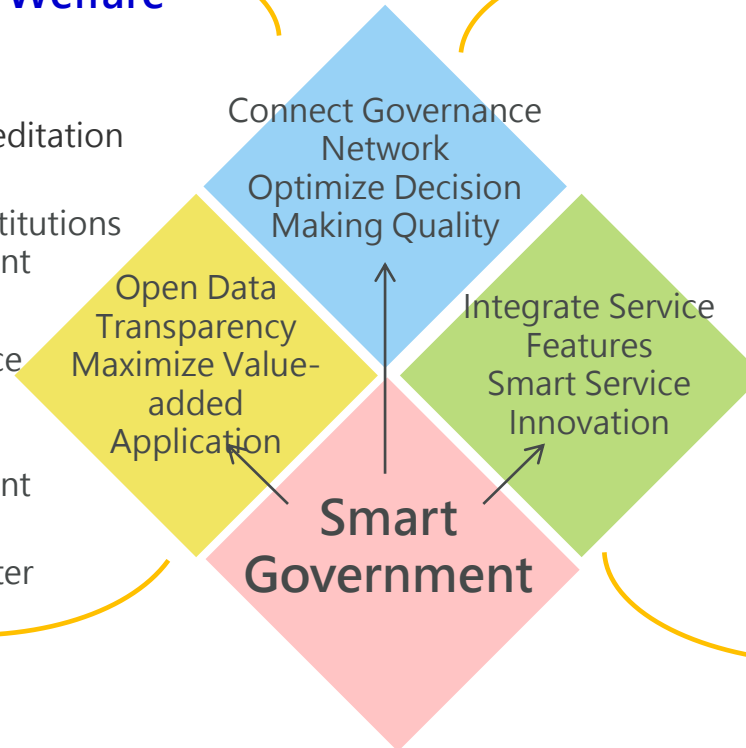
The exclusive provider of national and local tax service

- National Tax: Individual Income Tax, Estate Tax, Gift Tax, Securities Transaction Tax, Futures Transaction Tax, Commodity Tax and Tobacco and Alcohol Tax
- Local Tax: Land Value Increment Tax, Stamp Tax, House Tax and Land Value Tax
- National Property Management and Tobacco and Alcohol Management system
- Foreign travelers tax refund service

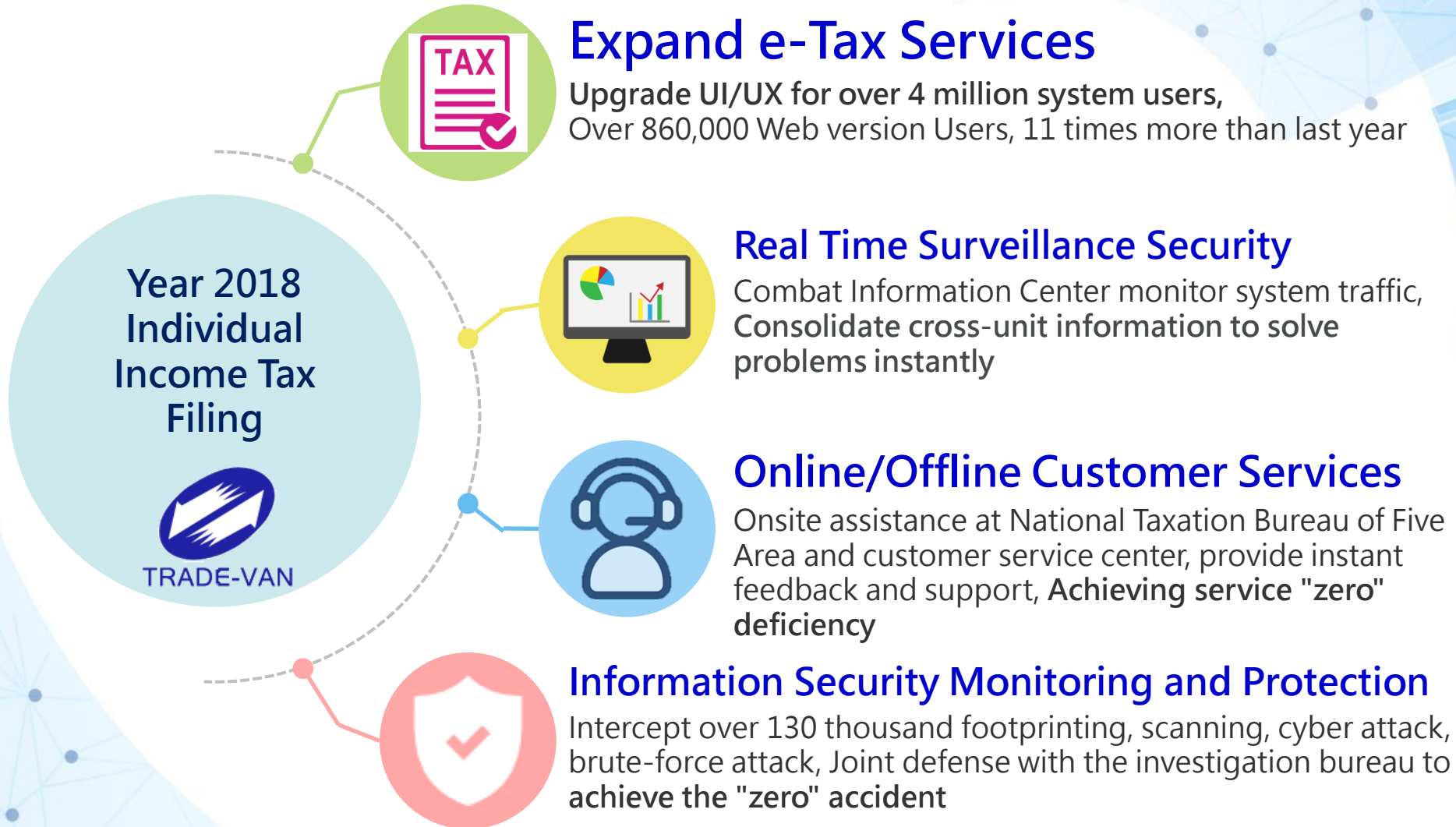


Ministry of Transportation and Communications

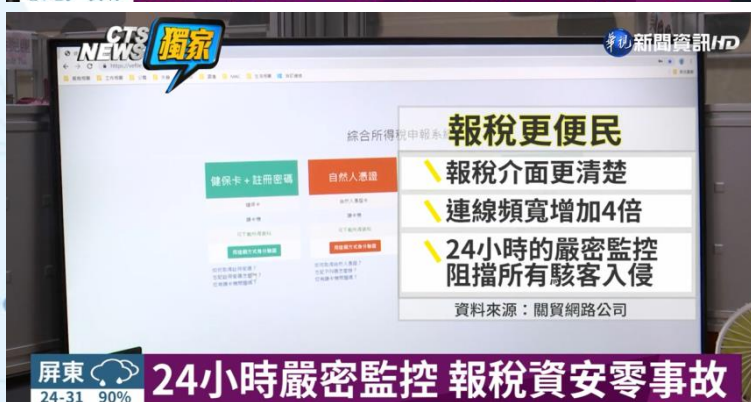
- Remote drones specification and management
- Port district hazardous material management
- Navigation mark service fee system



Trade-Van's Outstanding e-Tax Services



Positive Recognition from Government and the Media



中時 電子報
chinatimes.com

關貿 5月攔截13萬次網攻

04:10 2019/06/04 | 工商時報 | 朱漢嵩

根據關貿網路內部的最新統計，去年報稅時攔截的網路攻擊共2,312次，但今年竟爆增為13萬次，其中，有26件為更高階且已鎖定特定報稅案作目標的「密碼暴力攻擊」，對此關貿由於已掌握個別具體證據，已將這26案通報至調查局處理。

經濟日報

今年報稅免下載 網頁申報首周就破紀錄

2019-05-06 12:32 經濟日報 記者程士華／即時報導

ETtoday新聞雲 > 財經

2019年05月01日 17:40

財經 財經焦點

報稅系列 / 首報日 網路報稅完成16萬件申報創新高

報稅季首日 網路申報破紀錄 臨櫃減4成

04:09 2019/05/02 | 工商時報 | 林聖均



Prize Won

Business Management

Product Innovation

- 👍 25th National Quality Award- 2018 Management Excellence Award
- 👍 15th National Brand Yushan Award- 2018 Excellent Business Award
- 👍 11th TCSA AWARD- 2018 Corporate Sustainability Award
- 👍 WITSA Global ICT Excellence Awards- 2018 Digital Opportunity Award
- 👍 Asia PKI Consortium- 2012 Asia PKI Award First Place



**First domestic
Information
Service Co.
to win NQA**



Business Development

Vision

Create values for customers.
Become the top choice for information services in the Asia-Pacific Region.

Information
Security

Insurance

Tourism

Promote smart innovations
(expand business area)

Custom
Clearance
Trading

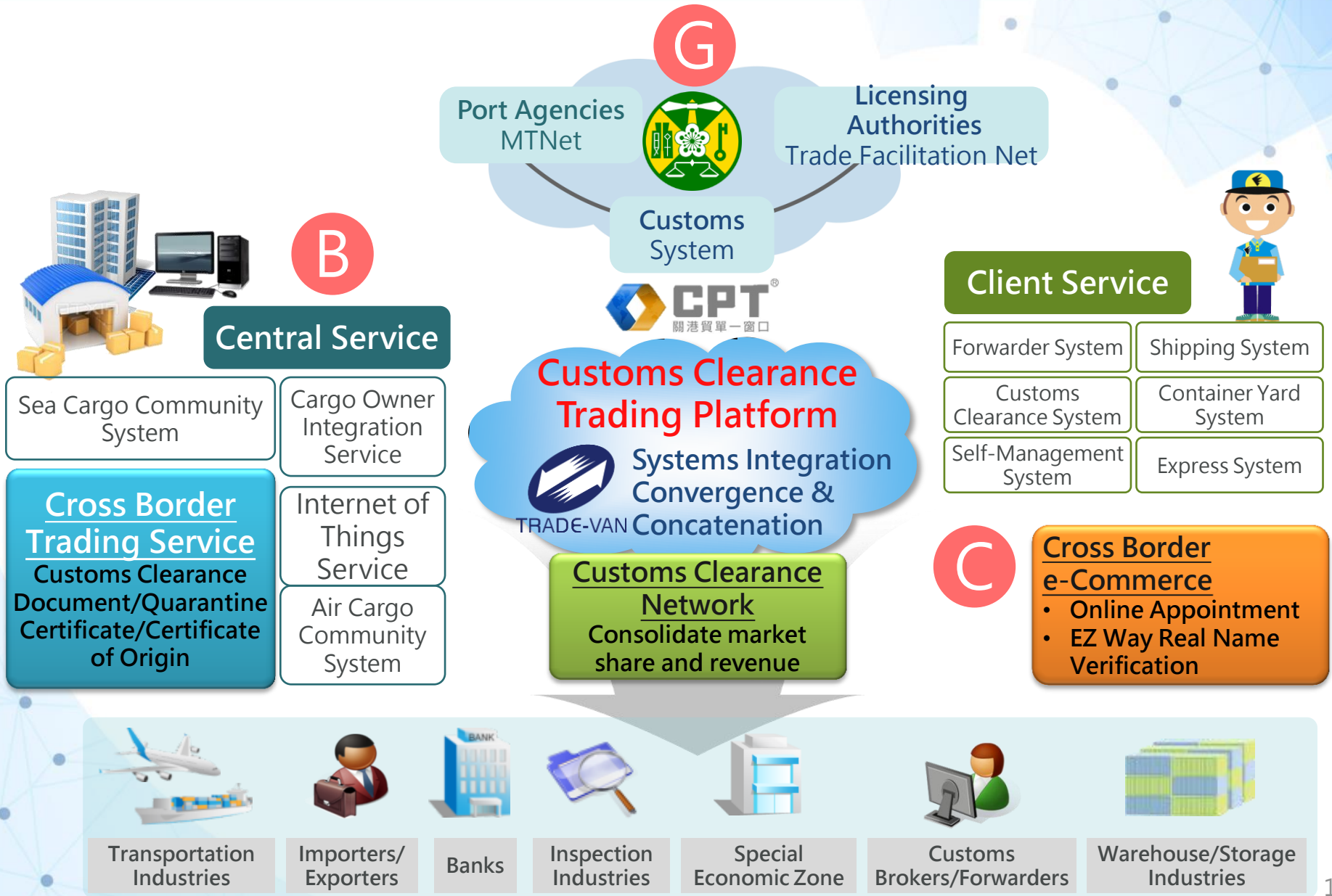
Port

Food
and
Drug

Supply
Chain

Reinforce core strengths
(consolidate basis)

Reinforce Core Strengths: Enhance Cross Border Trading Services



Reinforce Core Strengths: Expand Business in Food and Drug Area



FDA



Strategic Partners

- ◆ Inspection Brokers
- ◆ Logistics Providers



Importers

- ◆ Food
- ◆ Drug
- ◆ Cosmetic



➤ Cooperate with strategic partners and combine import Food Labels and Anti-Counterfeit Labels

➤ Apply importers' source application labeling information on Customs Clearance Declaration.

Promote Anti-Counterfeit Labels Improve Inspection Performance

Promote Anti-Counterfeit Labels policy, verify product labels and information applied through instant scanning and uploading photos.

1

Develop Food and Drug Analysis Application Model

Create Food and Drug Analysis Application Model using data analysis technology, increase Food and Drug management efficiency

2

Develop Medical Equipment Traceability System

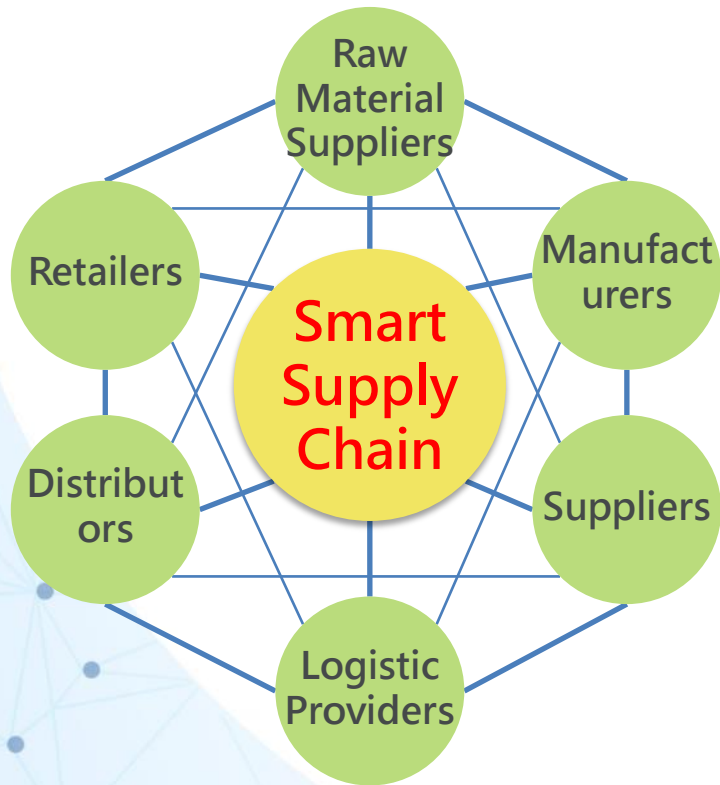
Expand traceability management to medical equipment area, provide more comprehensive Food and Drug services.

3

Reinforce Core Strengths: Improve Retail Ecosystem



Provide retail business and electronics industry exclusive smart supply chain service .
Serving 43 retail chains and nearly 10,000 suppliers.



B2B2C Business Management Value-added Service



**Big Data
Smart Business
Application**



**Cross Border e-
Commerce**
e-Invoice and Suppliers
Management

Charity



Sharing Charity Chain
Retailers and Charity
Organizations/ Instant
Supply Donation

Produce, Manufacture, Procurement, and Sales Channel



Commodity DB
Data Entry /
Maintenance/
Presentation



Purchase Order
Orders/Goods Inspection
Report/Returned Sales
Report



**Internal/External
System
Information
Integration**



**Inspection,
Quarantine,
Monitoring
Agencies**



**Inbound Sales
Inventory**
Sales/Inventory
Inquiry



e-Invoice
Purchase/Sales e-Invoice
Issue/Write Off/Filing via
Electronic Media



**E-Invoice
Platform**

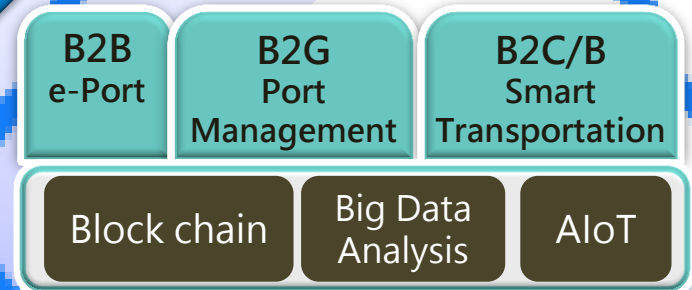
Reinforce Core Strengths: Develop Port Service Opportunities



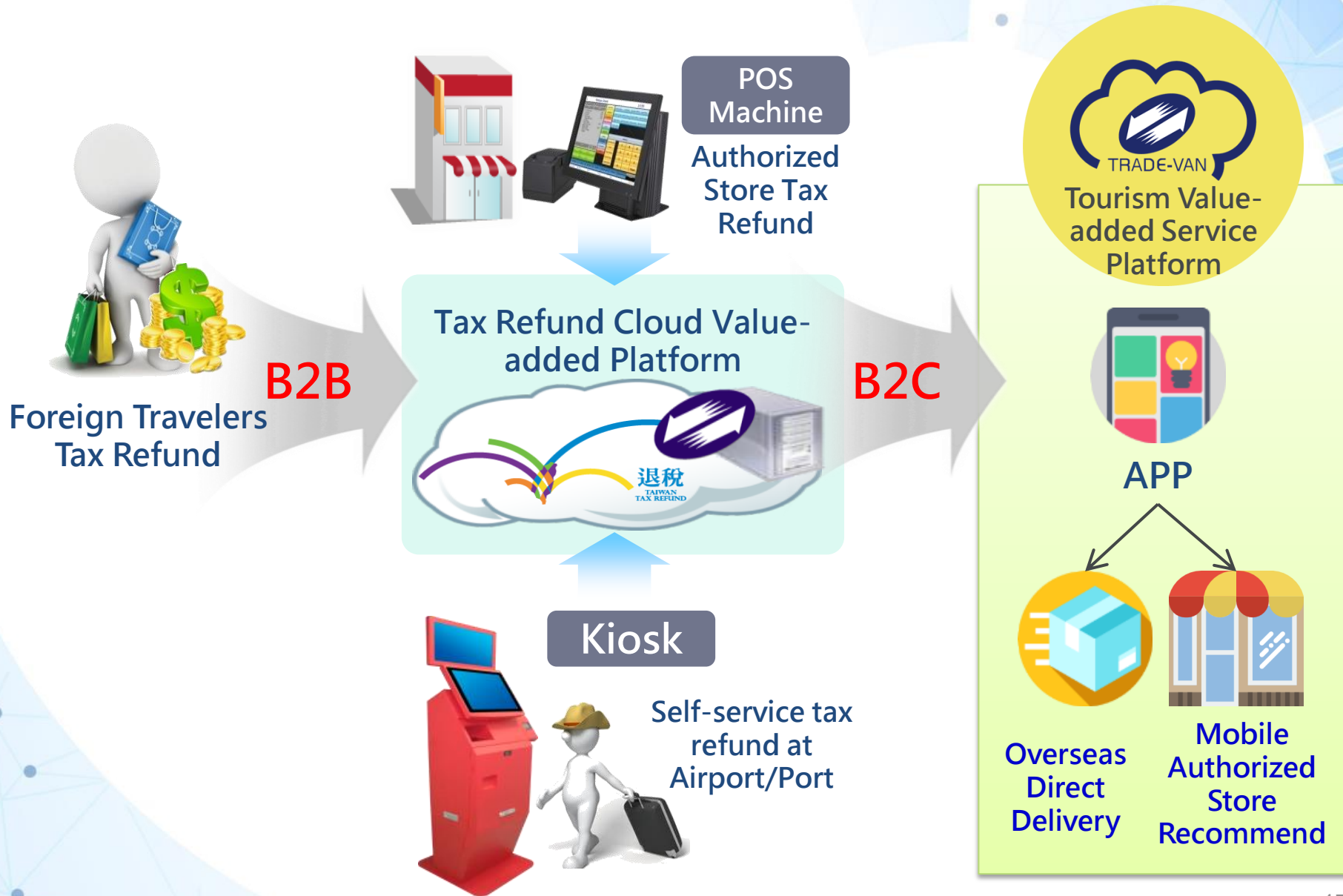
Custom Clearance Trading Cloud



Port Smart Cloud



Promote smart innovations: Tourism C Domain Service



Promote smart innovations: Mobile Insurance Service



B Insurance Agent and Broker Company

Insurance Immediate Notification System

- Personal Wounded and Disabled Insurance
- Group Wounded and Disabled Insurance

Online Vehicle Insurance Purchase

- Compulsory Insurance
- Voluntary Insurance
- UBI Auto Insurance

Online Marine Insurance Purchase

- Air Cargo Insurance
- Marine Cargo Insurance

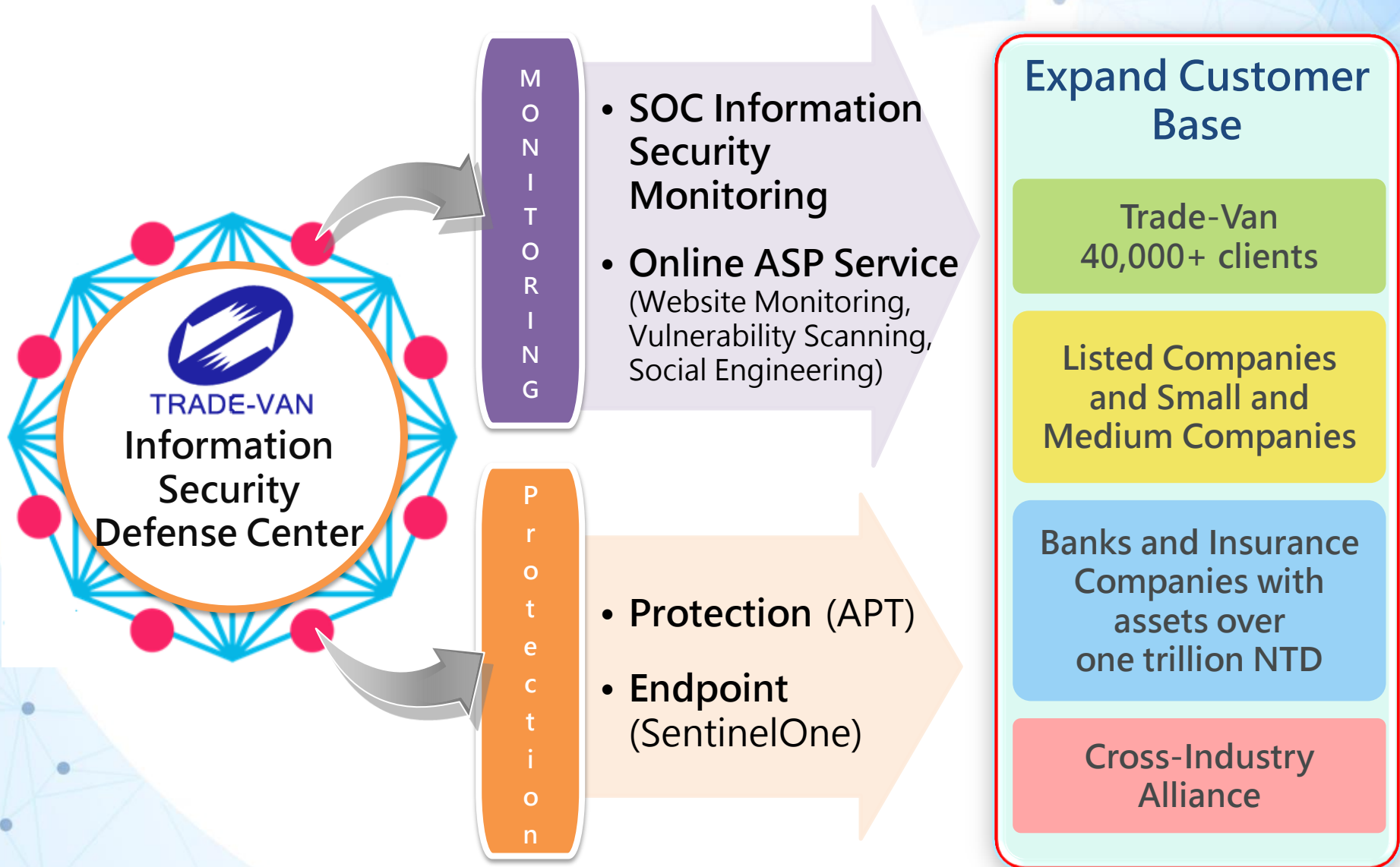
Mobile/ Online Insurance Purchase

- Insurance Purchase
- e-Signature
- e-Escrow
- Third Party Maintenance Service

ISO Certified Information Security Protection

- ISO certified
- Information Security Service
- APT protection

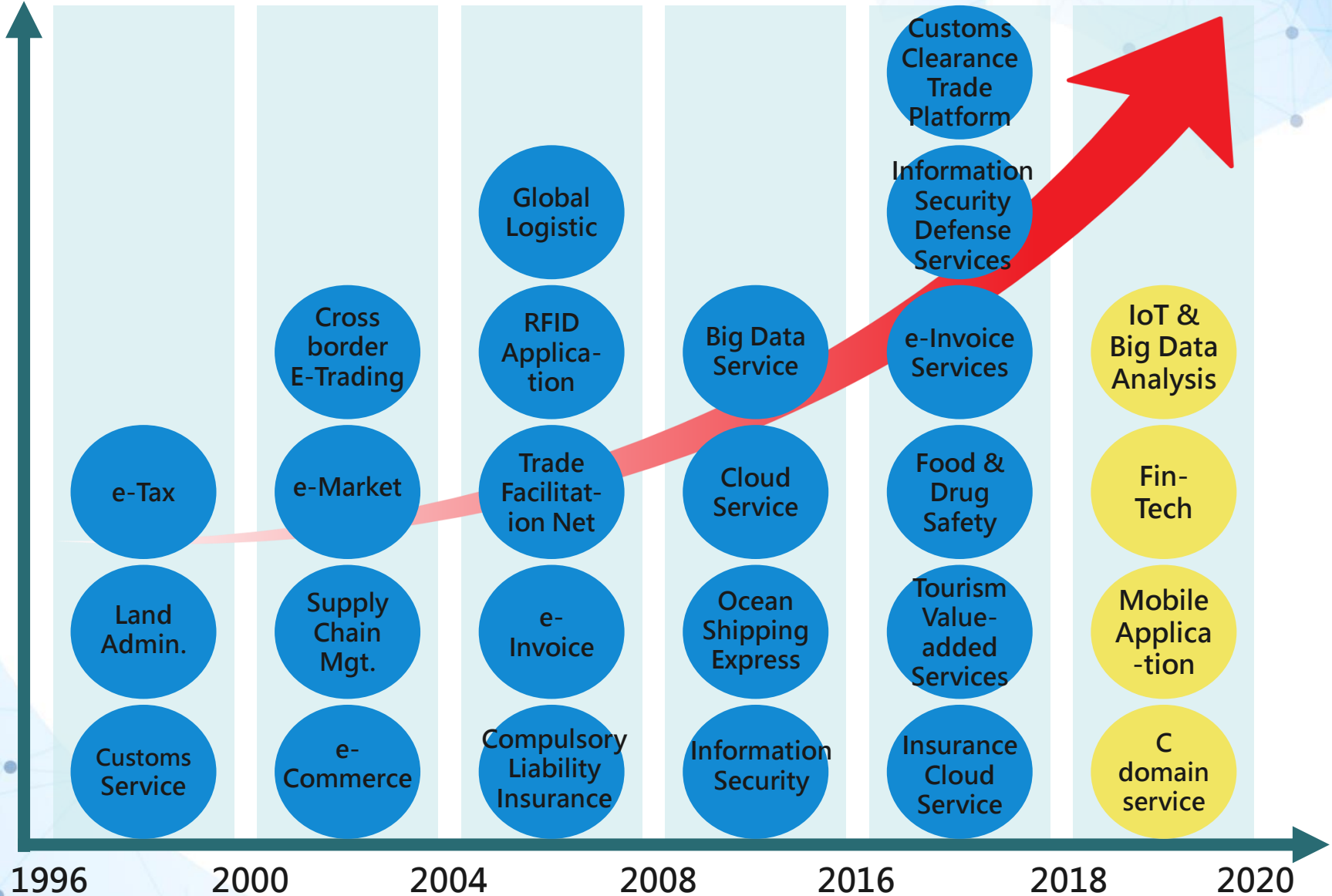
Promote smart innovations: Information Security Defense Services



About Trade-Van: Scope of Business



Business Area



Cloud Services Integration

N2N Cross Border Services

AMS
(American)

AFR
(Japan)

CCN
(Singapore)

GLS
(Hong Kong)

SITA

ECO
(Korea/ Singapore/
Thailand)

B2B Information Integration



Circulation Industries



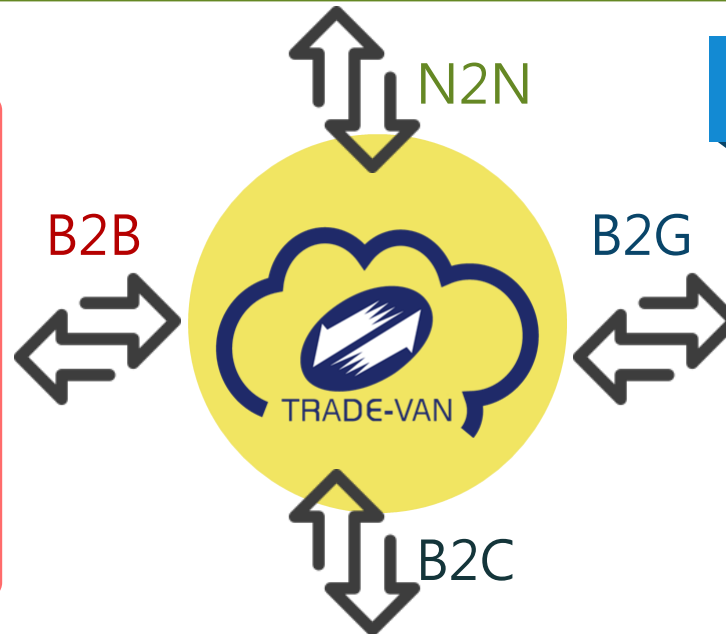
Logistic Companies



Tax Refund
Appointed Stores



Banks & Insurance
Companies



G2G Information Sharing



Customs



Licensing
Facilities



Ports
Facilities



Food and Drug
Administration

B2C Information Integration



EZ Way Real Name
Verification and customs
Clearance Entrust

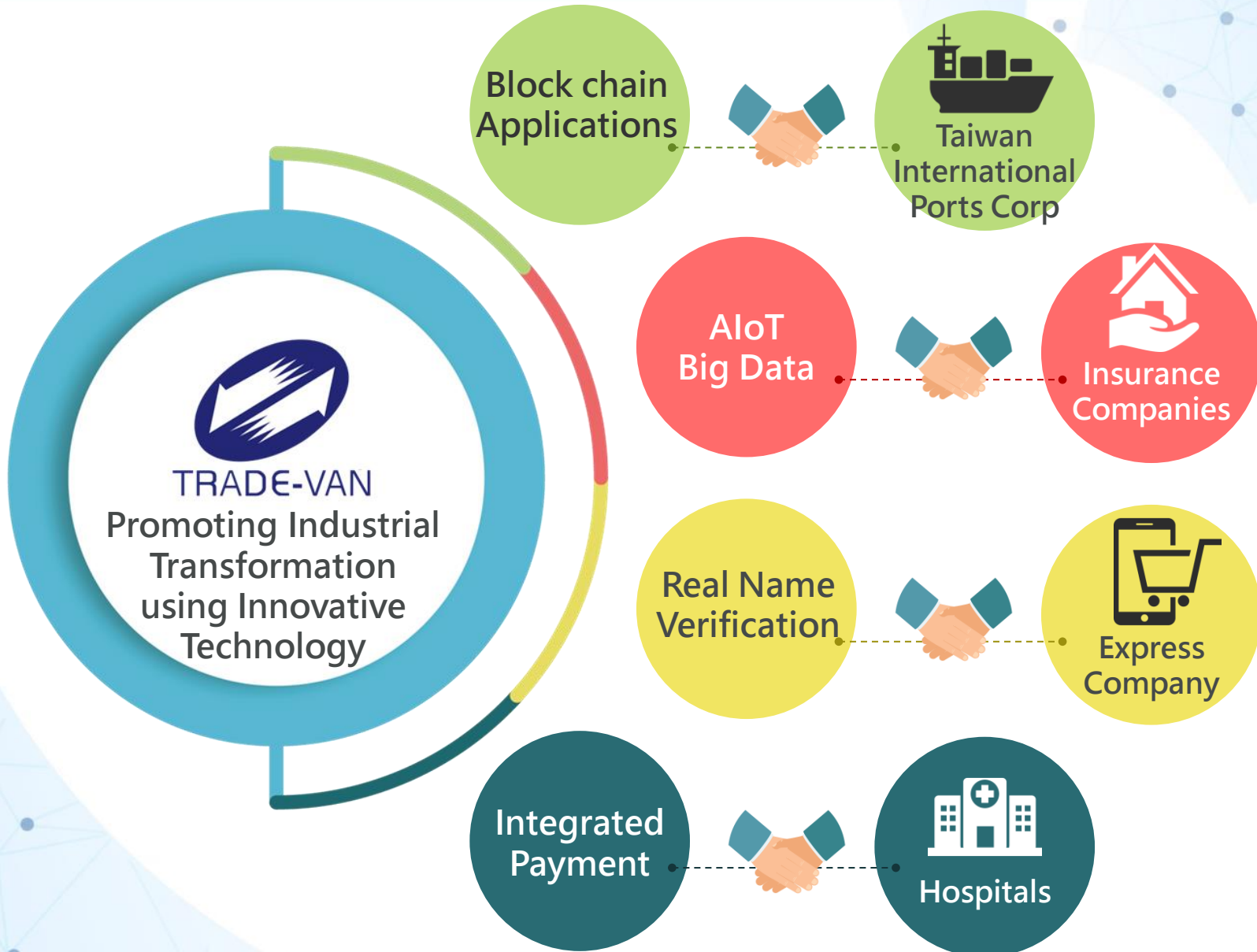


Tourism Self
Tax Refund



UBIoT
APP

Innovative Application in Diverse Area



Digital Transformation Drives Innovation



Smart Logistics Service



**Innovative
Services**

To "C" Services Driven by "B"



Insurance,
Finance,
e-Commerce

Mobile Connect
FIDO

Diversified
Verification
Methods

**Smart
Services**

Big Data Analysis,
Behavioral Pattern,
Machines Learning,
Deep Learning

**Digital
Transformation**

Multiple
Devices
Integration

Intermediary
Service
Platform

Multi-Protocol/Format Data
Exchange Micro Services
Management, Enterprise
Process Management,
Event-Driven Management

Cloud
Infrastructure

Real-Time Data
Receptor Setting and
Management,
Low Level Signal and
Data Transfer

Dual Active Data Center, Hybrid Cloud
Infrastructure, Hyper Converged Infrastructure
Develop/ Maintain Collaboration Platform



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Key Messages

Consolidated Balance Sheet (Summary)



(NTD in thousands)

Accounts	2019/06/30		2018/06/30	
	Amount	%	Amount	%
Current Assets	1,563,409	54%	1,576,420	56%
Cash and cash equivalents	869,526	30%	758,672	27%
Notes and accounts receivable	351,216	12%	344,176	13%
Other financial assets-current	221,331	8%	391,535	14%
Other current assets	121,336	4%	82,037	2%
Non-current assets	1,315,077	46%	1,191,547	44%
Property, plant and equipment	726,236	25%	606,426	22%
Investment properties	345,430	12%	351,582	13%
Other non-current assets	243,411	9%	233,539	9%
Total Assets	2,878,486	100%	2,767,967	100%
Current liabilities	703,474	24%	636,113	22%
Non-current liabilities	127,862	5%	110,938	4%
Shareholders' equity	2,047,150	71%	2,020,916	74%
Total liabilities and shareholders' equity	2,878,486	100%	2,767,967	100%

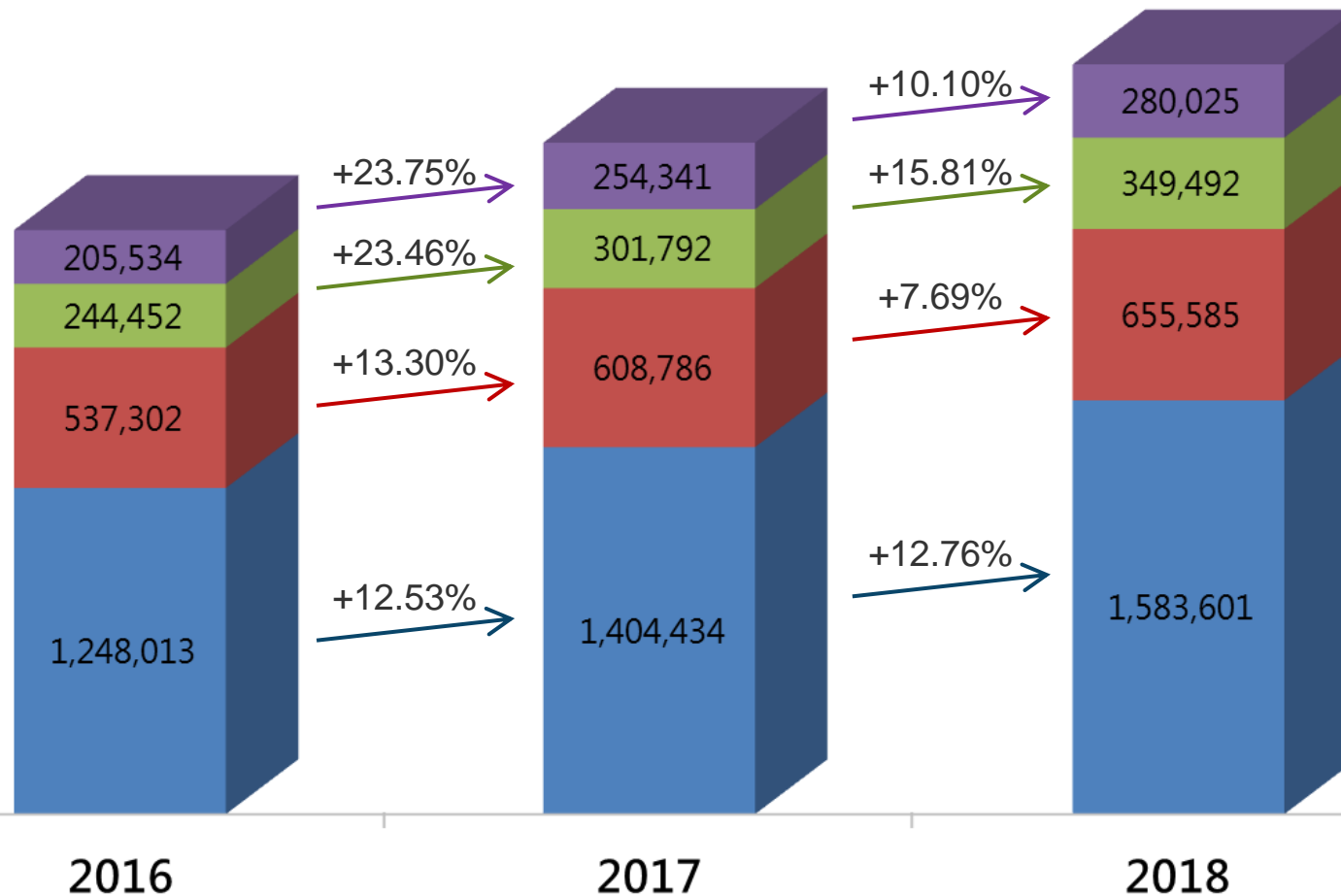
Consolidated Operating Performance Over the Past Three Years



■ Net Income
■ Gross Profit

■ Profit before tax from continuing operations
■ Operating Revenue

(NTD in thousands)

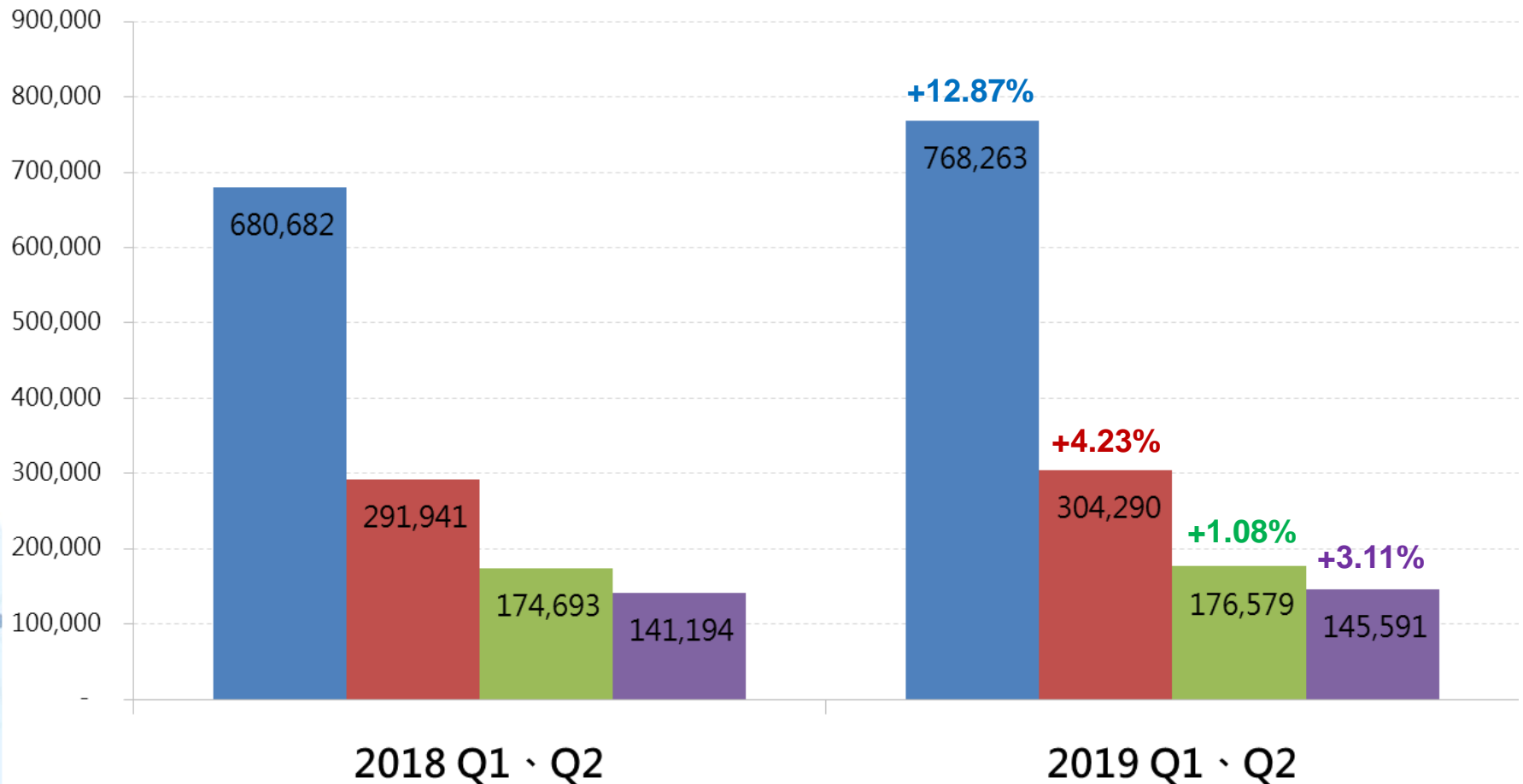


Consolidated Operating Performance of 2019 First Half Year



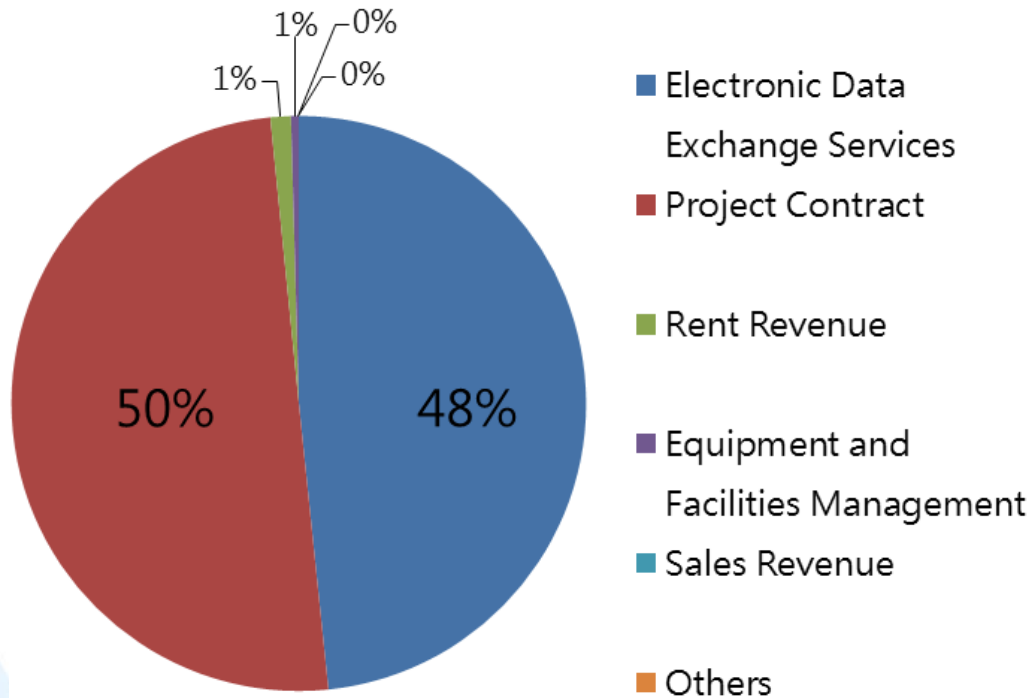
■ Operating Revenue ■ Gross Profit
■ Profit before tax from continuing operations ■ Net Income

(NTD in thousands)

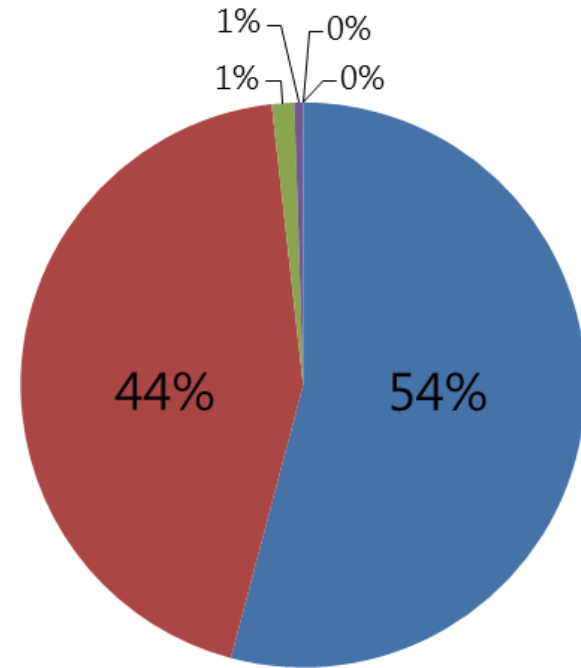


Consolidated Revenue Categories Report

2019 Q1、Q2

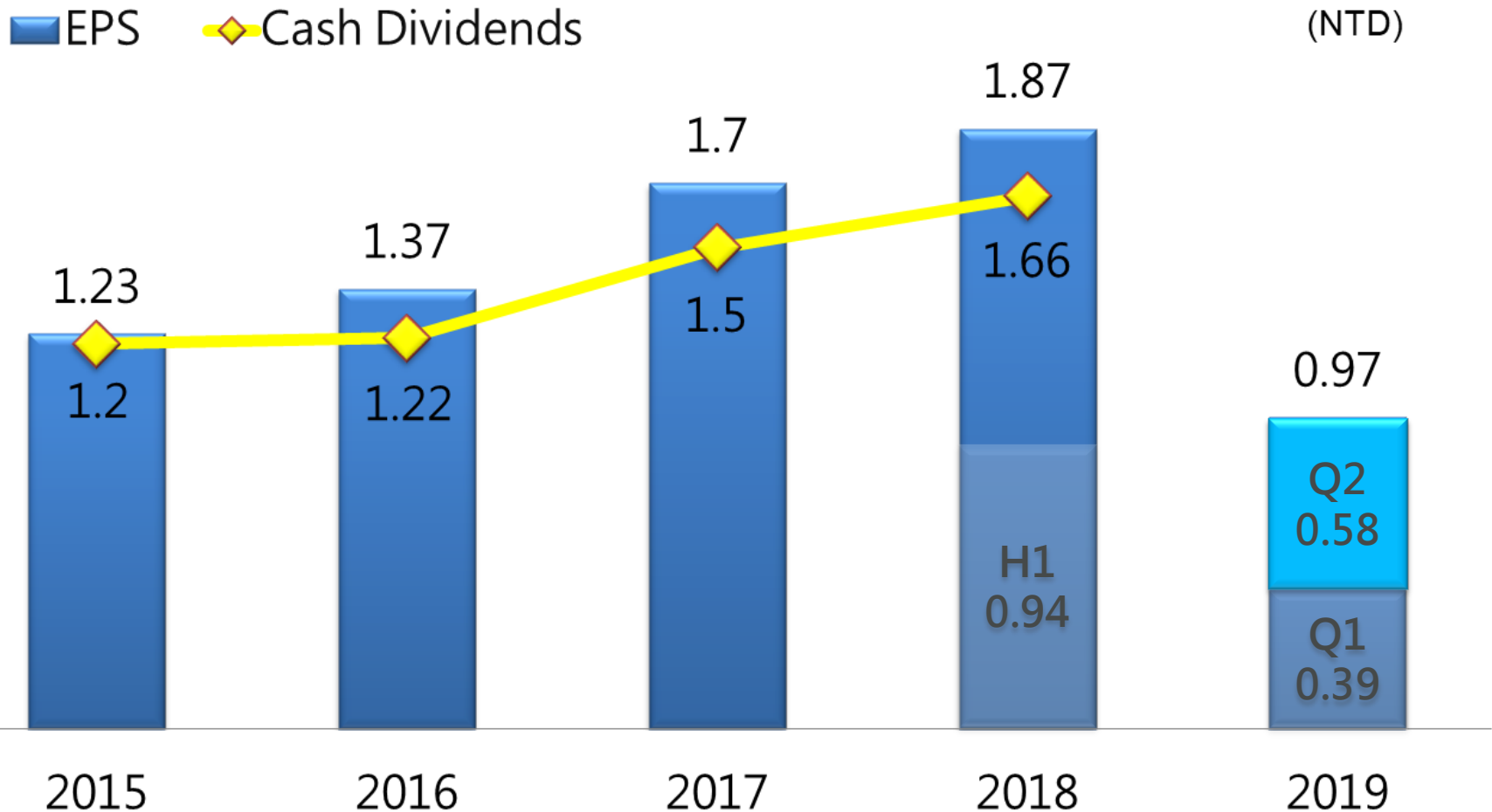


2018 Q1、Q2



(NTD in thousands)	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2019年Q1、Q2	371,485	384,603	8,809	3,342	7	17
2018年Q1、Q2	368,388	300,159	8,717	3,323	76	19

Stable Growth of EPS & Cash Dividends





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Q & A



Trade-Van

(stock symbol 6183)



www.tradevan.com.tw