



TRADE-VAN 關貿堅持 • 國家品質

# Trade-Van (stock symbol 6183) 2020 Investor Conference

2020/08/12 16:00~17:00

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



25<sup>th</sup> National  
Quality Award-  
Management  
Excellence Award



# Agenda

## Opening Speech

**Lin, Hui-Yi**  
Assistant Manager

## Company Profile & Business Development

**Fang, Nian-De**  
Vice General Manager

## Financial Results

**Shih, Hsin-Pai**  
Accounting Manager

## Q&A

**Hsu, Chien-Lung**  
Chairman

**Chang, Lu-Shen**  
General Manager

**Fang, Nian-De**  
Vice General Manager

**Shih, Hsin-Pai**  
Accounting Manager



# Disclaimer

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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.





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# Company Profile & Business Development



# Trade-Van's Successful Transformation

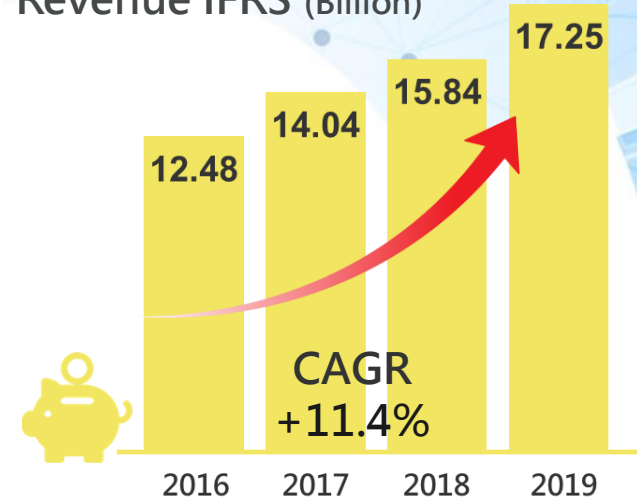


- Founded in August, 1996
- **Chairman Dr. Hsu, Chien-Lung**  
Took office on August 15, 2016
- Number of Employees: **607** (up to July 31<sup>th</sup>, 2020)
- Service Base: Taipei · Taichung · Kaohsiung · Shanghai

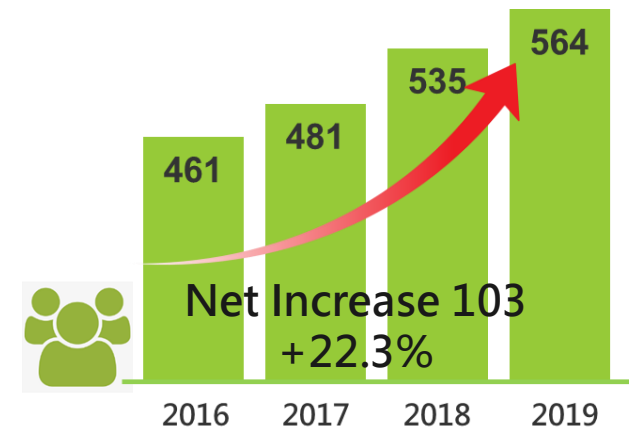


Create information value and provide trustworthy omnidirectional information services.

Revenue IFRS (Billion)

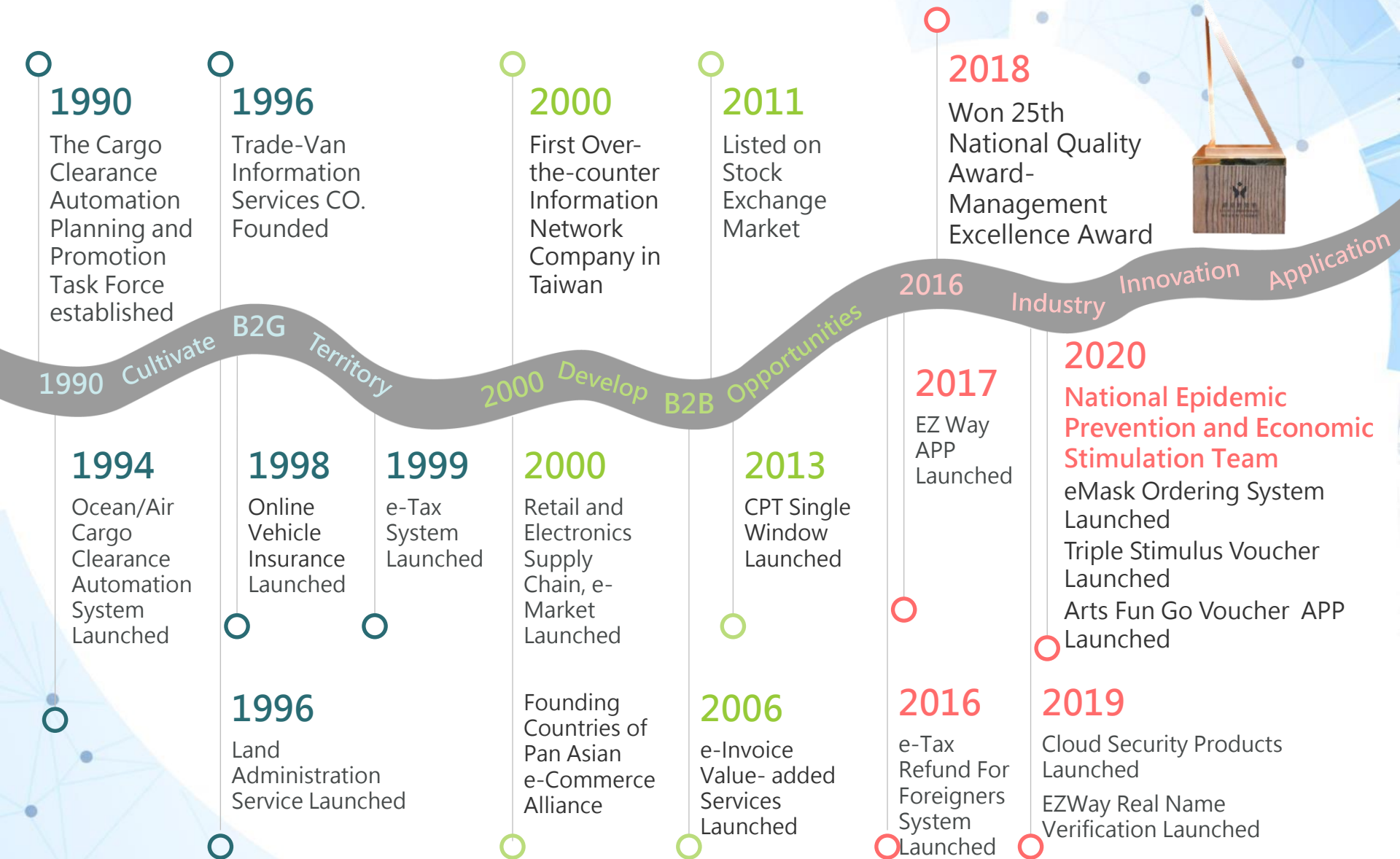


Number of Employees





# Breakthroughs and Innovations





# Awards and Honors

## Corporate Business

- 👍 6<sup>th</sup> Corporate Governance Evaluation- Top 20% in listed companies
- 👍 12<sup>th</sup> TCSA AWARD- 2019 Corporate Sustainability Award
- 👍 3<sup>rd</sup> place in 2019 Little Giant Group-Excellence in Corporate Social Responsibility Award

## Service Innovation

- 👍 25<sup>th</sup> National Quality Award- 2018 Management Excellence Award
- 👍 2<sup>th</sup> Presidential Hackathon-2019 Team of Excellence Award
- 👍 WITSA Global ICT Excellence Awards- 2018 Digital Opportunity Award





# 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



### e-Market Services

FPC e-  
Marketplace

TRADE-VAN  
Leading ASP  
Vendor  
in Taiwan

### Insurance Services

The exclusive  
provider  
Compulsory  
Automobile &  
Motorbikes Liability  
Insurance



### Tourism Tax Refund Value- added Services

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

### Land Information Services

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

**Continue to expand B2B and B2C value-added service systems**



# 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



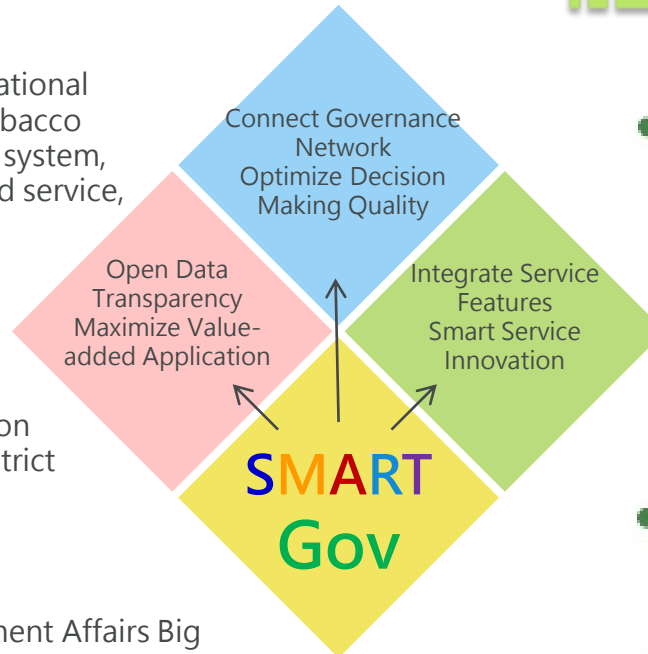
## Ministry of Finance

- National Tax, Local Tax, National Property Management, Tobacco and Alcohol Management system, Foreign travelers tax refund service, CPT Single Window



## Ministry of Transportation and Communications

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



## Continue to expand

Ministry of Finance, Ministry of Health and Welfare, Ministry of Culture, Small and Medium Enterprise Administration, Ministry of Labor.....

- ✓ Name-Based Mask Distribution Systems 2.0 eMask Ordering System
- ✓ Mask export permit application system
- ✓ Triple Stimulus Voucher
- ✓ Arts Fun Go Voucher

- ✓ Innovative application filing Online Tax and Local Tax
- ✓ Smart Platform for Bonded Services

- ✓ Occupational Safety and Health Intelligent Resume and Customer Service

- ✓ Combat Information Center, Food Big Data Intelligent Monitoring

- ✓ Post-Market Surveillance of Interagency Big Data

- **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

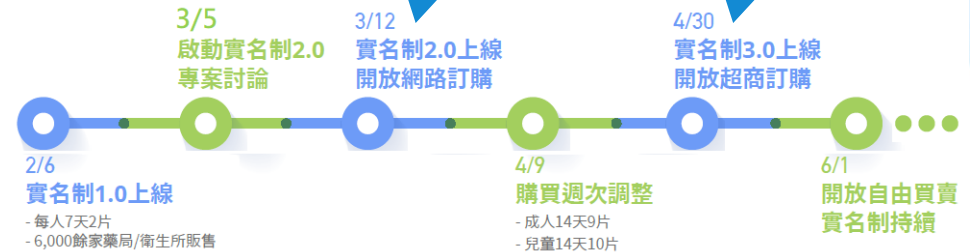




# Gained Recognition for Epidemic Prevention and Economic Stimulation



## History of Mask Policy Development



- The online website system successfully integrated with offline information flow, cash flow, logistics, etc., and the data was connected to 16 units including the four major supermarkets, Chunghwa Post, the five major telecommunications, banks and financial companies.



## Triple Stimulus Voucher Pre-ordering Platform

- About **20 million** people received the voucher (including digital voucher)

- Public Sector : Health Insurance Administration, National Immigration Agency
- Private Unit : Post office 6,000 windows, 4 major convenient stores with 11,338 retail sales, supermarket with 2,697 retail sales, banks & Electronic Payment Industry, connecting over 20000 units .



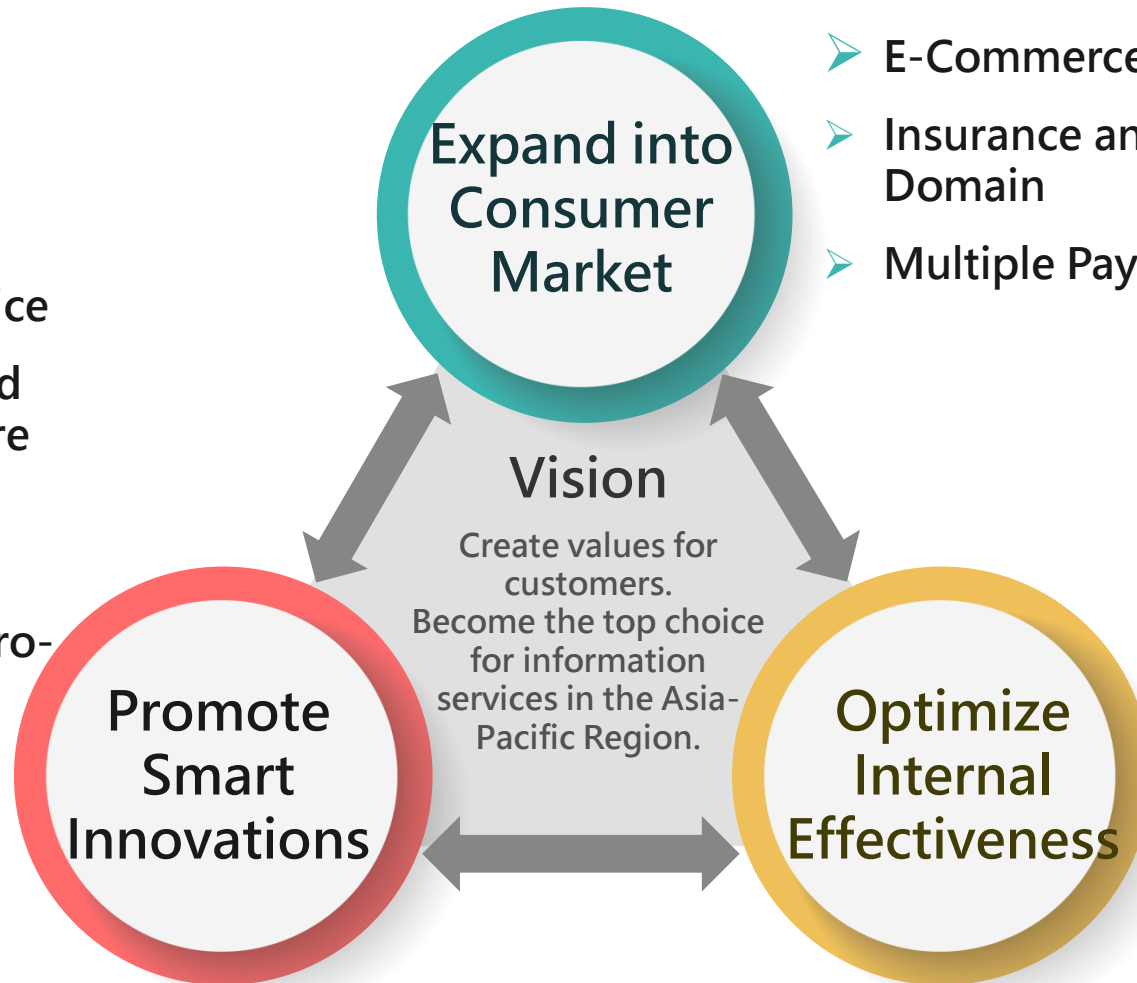
## Arts FUN Go Voucher App

- Over **2 million** people received the voucher

- 3.08 million people have registered since July 18<sup>th</sup>. In cooperation with the promotion of the Ministry of Culture, nearly 12,000 art and cultural professionals have joined.



- AI+IoT Service
- Hybrid Cloud Infrastructure
- Blockchain Application
- Flexible Micro-service Platform

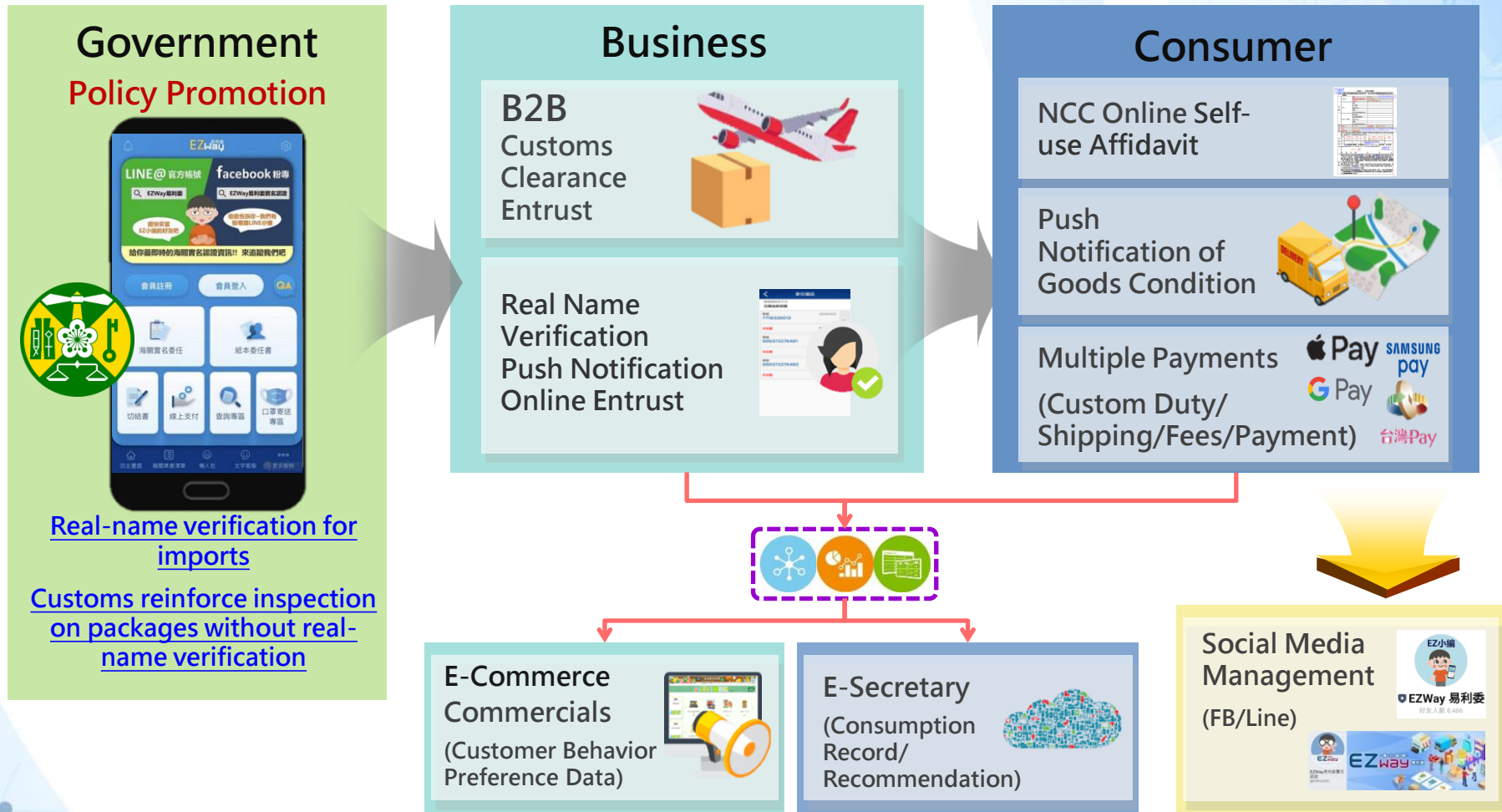


- Clearance (Real Name Verification and Entrust)
- E-Commerce (e-Invoice)
- Insurance and Medical Domain
- Multiple Payment Service

- AI Management



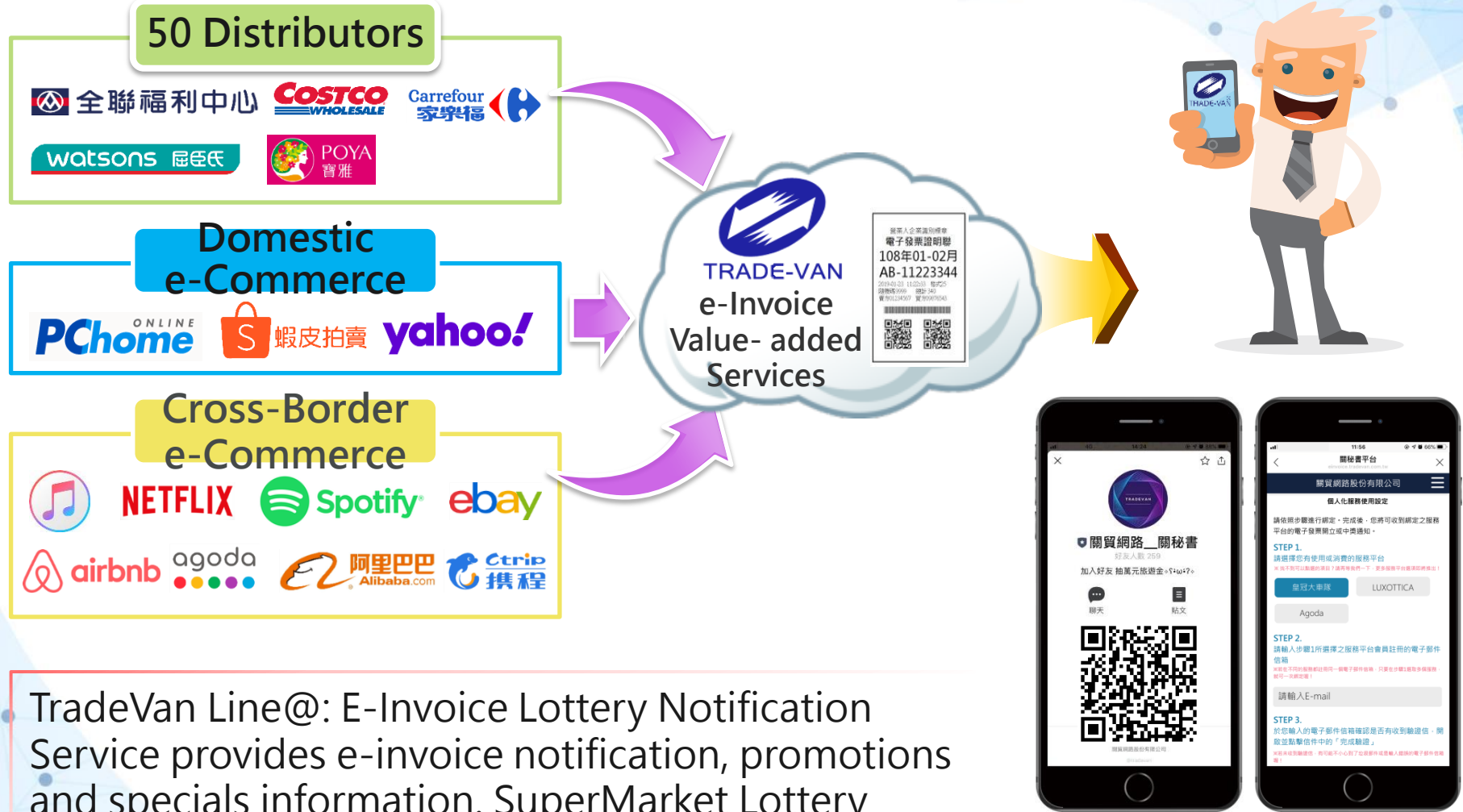
# Expand into Consumer Market : Real Name Verification & Customs Clearance Entrust



Continue to promote EZWay Service, extend value-added applications for businesses and consumers. Understand consumer needs and create more applications for consumers through FB and Line Official.



# Expand into Consumer Market : E-Invoice Lottery Notification Service



TradeVan Line@: E-Invoice Lottery Notification Service provides e-invoice notification, promotions and specials information. SuperMarket Lottery 61,219 members



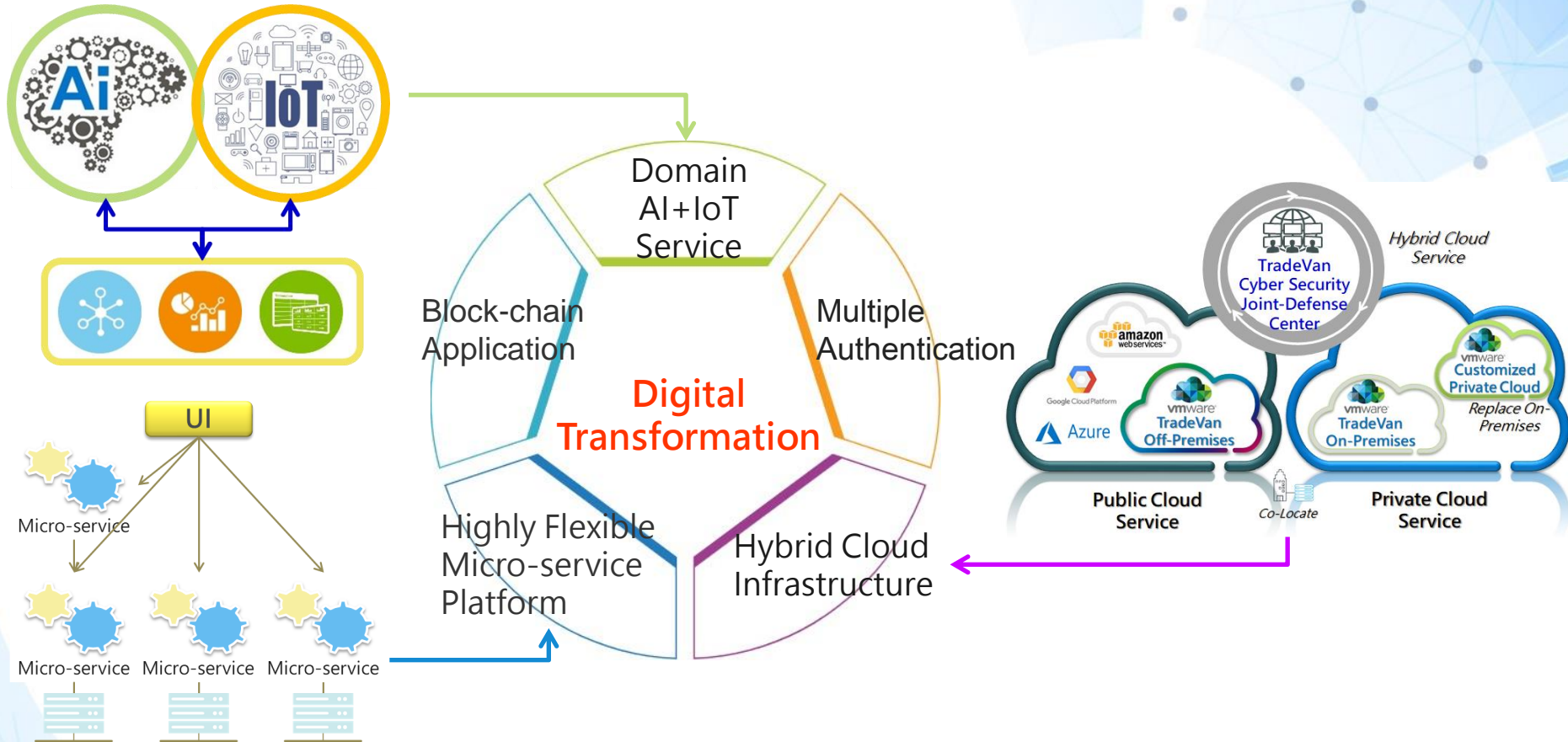
# Expand into Consumer Market : Business and Service Application



Trade-Van promotes government' s policies, to serve the customer' s customers, accumulate the number of C members, and develop business and service value-added applications.



# Promote Smart Innovations: Trade-Van's Digital Transformation



- Trade-Van Digital Transformation includes AI+IoT Service, Hybrid Cloud Infrastructure, and highly flexible Micro-service Platform etc. Assisted in the development of smart government services, and cultivate application capability in new technical domain. It has been applied to the projects of the Ministry of Health and Welfare, the Executive Yuan, the Ministry of Finance, the Bureau of Chemistry, the Ministry of Labor, the Customs Administration, and Taiwan International Ports Corporation.



# The Bridge between Government, Businesses and Citizens



## B2C Information Integration



EZ Way Real Name Verification and customs Clearance Entrust



E-Invoice Value-added Service



Tourism Self Tax Refund



Online Vehicle Insurance Platform

## B2B Information Integration



Wholesale & retail



Logistic Companies



Banks & Insurance Companies



Tax Refund Appointed Stores



Cross-Border e-Commerce

B2B

B2C

B2G

## G2G Information Sharing



Customs



Ports Facilities



Licensing Facilities



MOHW



MOF



MOTC

## N2N Cross Border Services

AMS  
(American)

AFR  
(Japan)

CCN  
(Singapore)

GLS  
(Hong Kong)

SITA

PAA  
(Asia Pacific)

ECO  
(Korea/  
Singapore/  
Thailand)







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# Financial Results



# Consolidated Balance Sheet (Summary)



(NTD in thousands)

Accounts	2020/06/30		2019/06/30	
	Amount	%	Amount	%
<b>Current Assets</b>	<b>1,474,133</b>	<b>51%</b>	<b>1,563,409</b>	<b>54%</b>
Cash and cash equivalents	665,584	23%	869,526	30%
Notes and accounts receivable	372,248	13%	351,216	12%
Other financial assets-current	335,715	11%	221,331	8%
Other current assets	100,586	4%	121,336	4%
<b>Non-current assets</b>	<b>1,429,738</b>	<b>49%</b>	<b>1,315,077</b>	<b>46%</b>
Property, plant and equipment	704,966	24%	726,236	25%
Investment properties	339,278	12%	345,430	12%
Other non-current assets	385,494	13%	243,411	9%
<b>Total Assets</b>	<b>2,903,871</b>	<b>100%</b>	<b>2,878,486</b>	<b>100%</b>
Current liabilities	722,732	25%	703,474	24%
Non-current liabilities	127,942	4%	127,862	5%
Shareholders' equity	2,053,197	71%	2,047,150	71%
<b>Total liabilities and shareholders' equity</b>	<b>2,903,871</b>	<b>100%</b>	<b>2,878,486</b>	<b>100%</b>



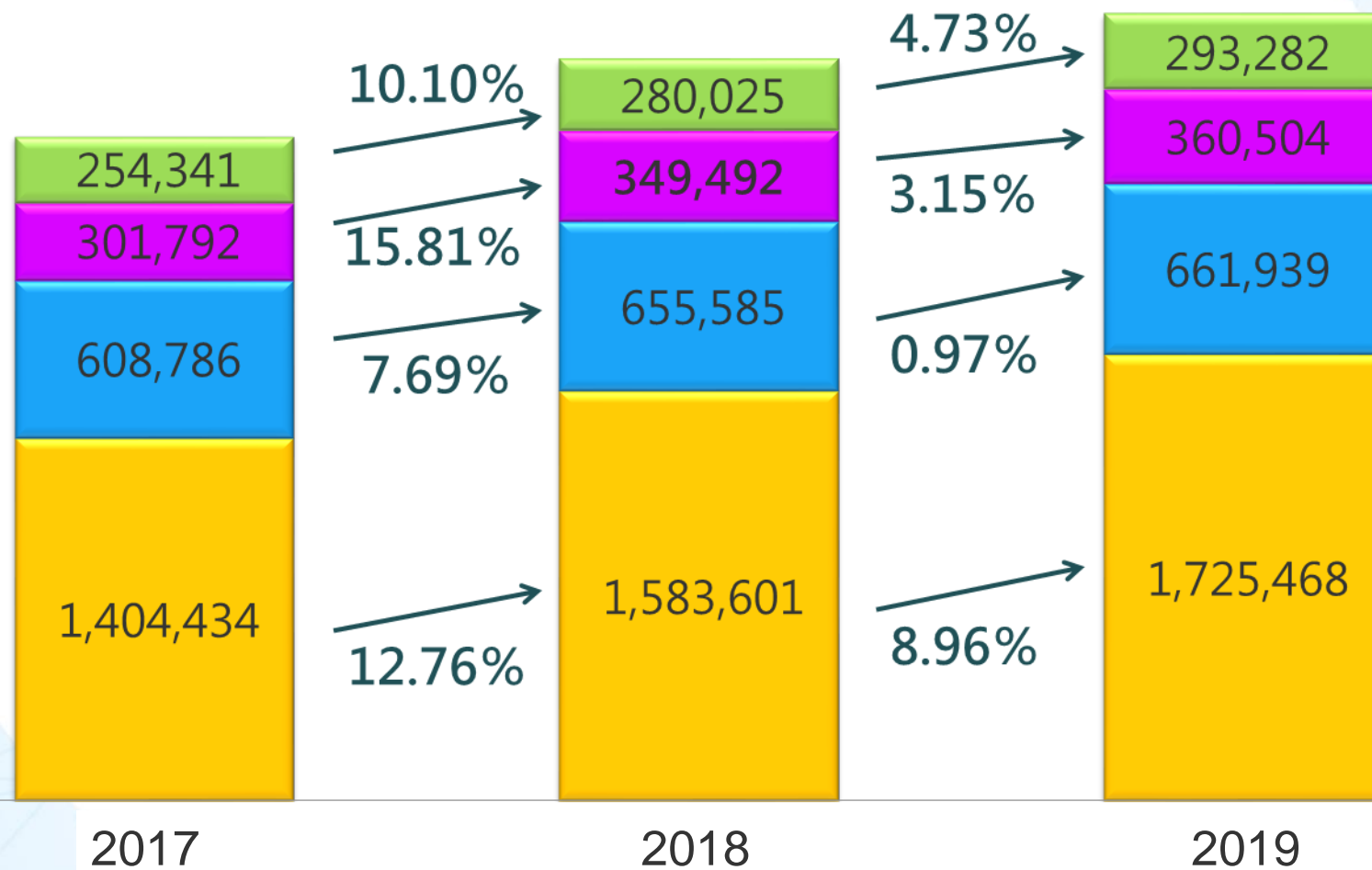
# Consolidated Operating Performance Over the Past Three Years



TRADE-VAN

(NTD in thousands)

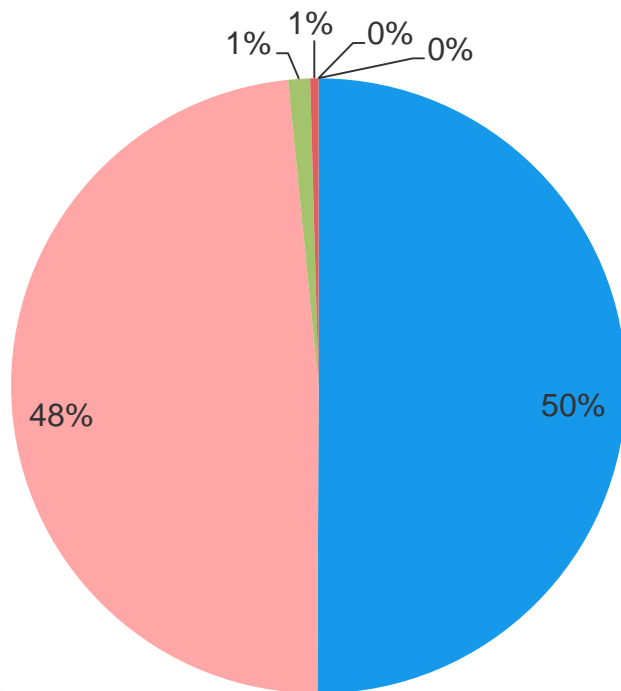
- Net Income
- Gross Profit
- Profit before tax from continuing operations
- Operating Revenue





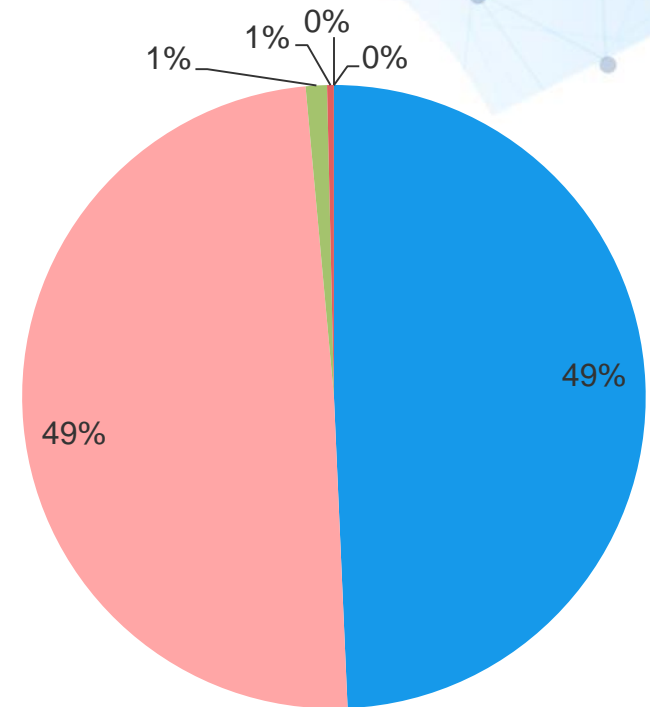
# Consolidated Revenue Categories Report

**2019 Q1、Q2**



**2020 Q1、Q2**

- Electronic Data Exchange Services
- Project Contract
- Rent Revenue
- Equipment and Facilities Management
- Sales Revenue
- Others



(NTD in thousands)	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
<b>2019 Q1、Q2</b>	<b>384,603</b>	<b>371,485</b>	<b>8,809</b>	<b>3,342</b>	<b>7</b>	<b>17</b>
<b>2020 Q1、Q2</b>	<b>411,496</b>	<b>411,059</b>	<b>9,171</b>	<b>2,915</b>	<b>7</b>	<b>20</b>

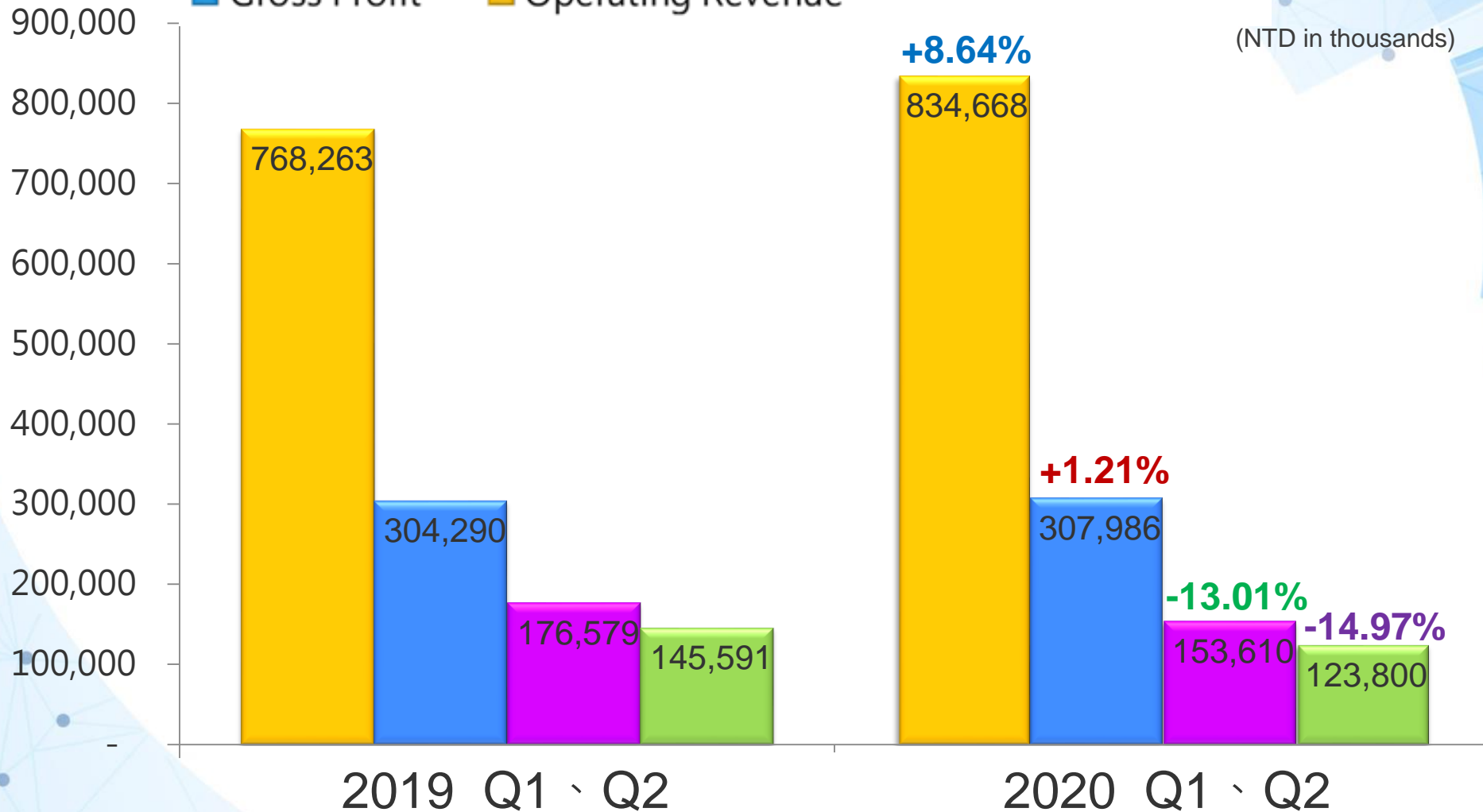


# Consolidated Operating Performance of 2019 First Half Year



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

(NTD in thousands)

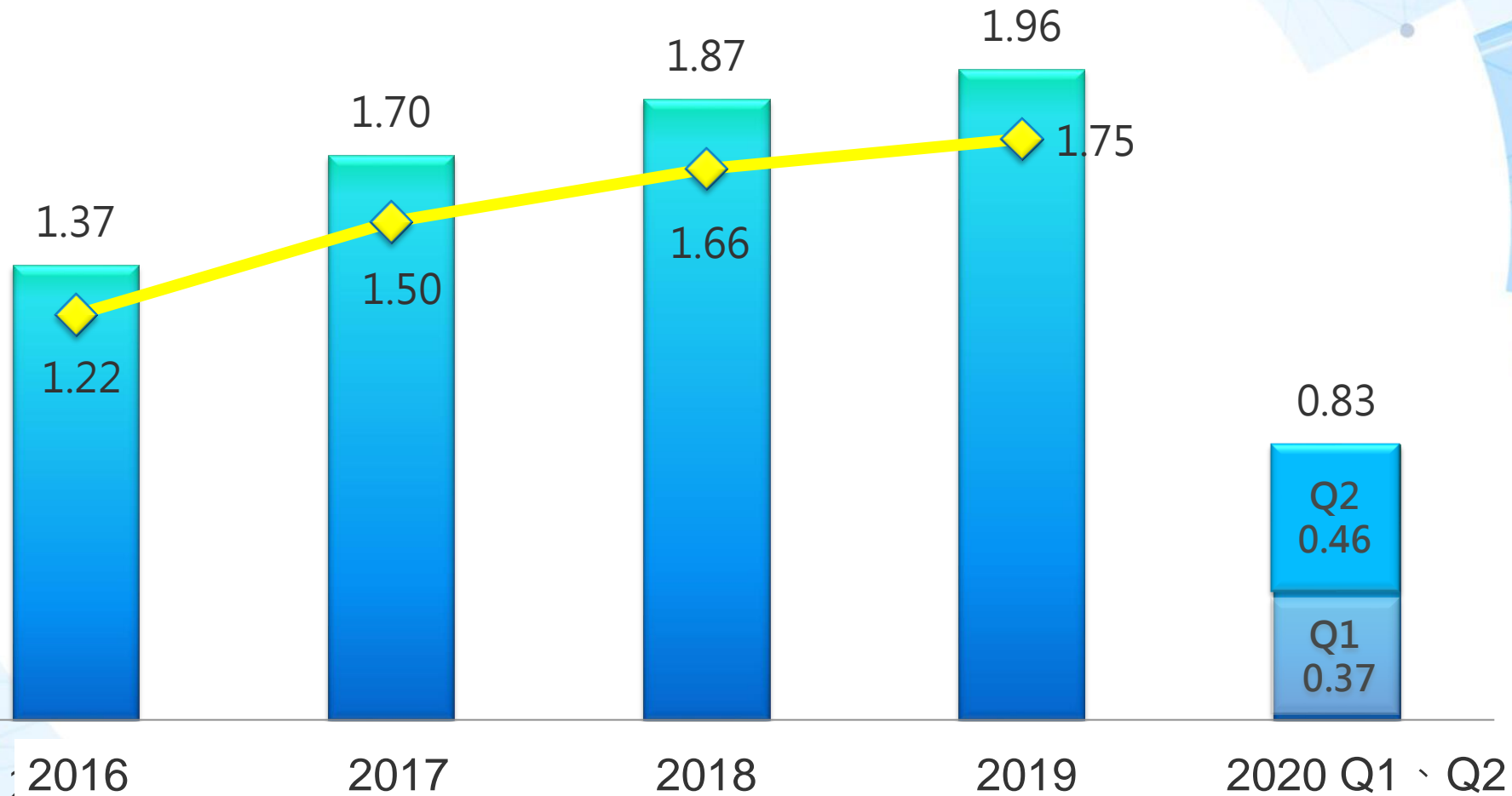




# Stable Growth of EPS & Cash Dividends



■ EPS    ◆ Cash Dividends







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# Q & A





# Trade-Van

(stock symbol 6183)



[www.tradevan.com.tw](http://www.tradevan.com.tw)