



TRADE-VAN 關貿堅持 • 國家品質

Trade-Van First Quarter 2022 Investor Conference

Stock symbol: 6183

Date: 2022/05/10

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**25th National Quality
Award- Management
Excellence Award**

Agenda

- **Opening Speech**
Lin, Pei-Yau Section Manager
- **Company Profile & Business Development**
Chen, Hsueh-Tau Associate President
- **First Quarter 2022 Financial Results**
Shih, Hsin-Pai Senior Manager
- **Q&A**
Kao, Kuo-Feng President
Fang, Nian-De Vice General Manager
Chen, Hsueh-Tau Associate President
Shih, Hsin-Pai Senior Manager

Disclaimer

This presentation contains certain forward-looking statements that are based on information obtained by the Company from internal and external sources and are subject to known and unknown risks and uncertain ties that could cause actual results to differ from those expected 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.



Company Profile & Business Development

Chen, Hsueh-Tau

Associate President

The Leader of Information Services in Taiwan



Trade-Van Introduction



Paid-in capital
1.5 billion
NTD

MOF Shareholdings
36.11%

Consolidated Revenue in 2021
2.23 billion
NTD



Number of employees
681

Technical staff
73%

Experienced in AI technology and information security and have obtained many international certifications

Services

- Electronic data exchange
- Network services
- Network value-added services
- Computer equipment facility management
- Customer services
- Management consultant
- Project contract

Service Locations

- Taipei Nangang HQ
- Taichung Operation Center
- Kaohsiung Operation Center
- Shanghai

Served nearly 70,000 public sector and corporate clients

Shareholding structure statistics date: 2022/4/19; Number and structure of employees statistics date: 2022/3/31



Certificate of Registration as a Technological Service Organization



IT Services
Information security & application software development service (2021)



Information Security Service Items
SOC, vulnerability, penetration test, defense products (2021)



AI Industry Application Capability Items
AI related system integration(2020)



CMMI Level 3
First passed in 2007
Renewed in 2020



ISO 20000
First passed in 2009
Renewed in 2021



ISO 27001
First passed in 2007
Renewed in 2022



ISO 27018
First passed in 2019
Renewed in 2022

Innovation and Transformation Growth



Cultivate B2G Territory

1990

The Cargo Clearance Automation Planning and Promotion Task Force established

1994

Ocean/Air Cargo Clearance Automation System launched

1996



Trade-Van Information Services CO. founded

Land Administration e-Service Launched

1998

Online Vehicle Insurance launched

1999

e-Tax System launched

Develop B2B Opportunities

2000

Retail and Electronics Supply Chain system, e-Market launched

2005

Established Kaohsiung Office

2006

e-Invoice Value-added Services launched

2007

Established Taichung Office

2011

Listed on Stock Exchange Market (Stock symbol 6183)

2013

CPT Single Window launched

2014

Big Data Analysis Team established

B2C Transformation and Innovations

2016

e-Tax Refund For Foreigners System launched

2017

EZ Way APP launched

2018

Won 25th National Quality Award- Management Excellence Award

2019

e-Tax Web Version, Real Name Verification, Security Information Cloud Products launched

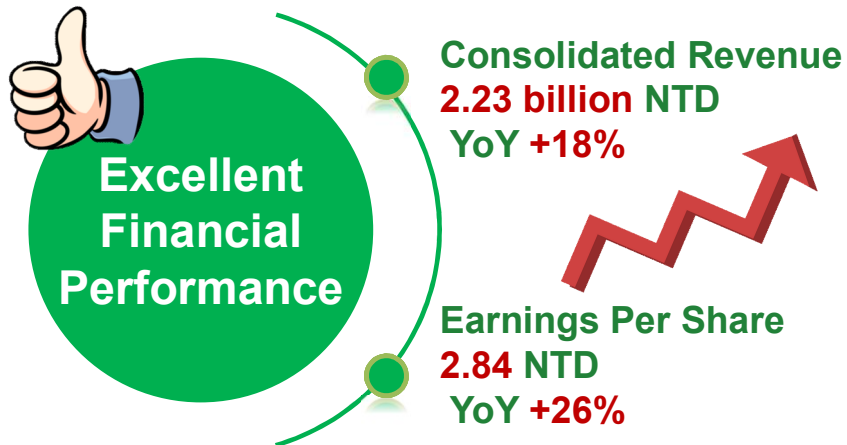
2020

eMask Ordering System, Triple Stimulus Voucher, Arts Fun Go Voucher APP, Multi-Payment launched.

Received the award from the President for Epidemic Prevention.



Operational Performance in 2021



▲ TCSA Awards

Industry Trend



The epidemic continues to increase the **demands and business opportunities of zero-contact** such as **remote work, distance learning, and online shopping**. From 2021, major international manufacturers saw business opportunities in electric vehicles and the Metaverse and launched application services one after another. In the face of technological trends in the post-epidemic era and the rapid growth of digital transformation of governments and enterprises, cloud services, AI big data analysis, IoT applications, and information security will become the mainstream of business development in the information service industry.

Cloud Service

Enterprises are increasing their cloud budgets in response to zero-contact demands and business opportunities to improve operational flexibility and promote digital innovation. There is a strong demand for cloud data processing, backup systems, cloud equipment, IDC rooms, and bandwidth expansion. Combined with green sustainability and low carbon emissions, it will bring a new wave of business opportunities.



As the epidemic continues to grow, **Zero-contact opportunities & demand grows**



AI Big Data Analysis + IoT Application

The government uses AI big data analysis to make precise decisions. Enterprises use AI to optimize products and services and improve operational efficiency, such as improving the accuracy of consumer demand analysis and predicting market preferences, as a basis for business decisions.



Information Security

With the rapid development of digital medical care, learning and digital financial services, remote work will become the norm, making information security enhancement more important, including information security defense, remote access and control, account management, and cloud-based information security monitoring and analysis.



Business Development Prospects

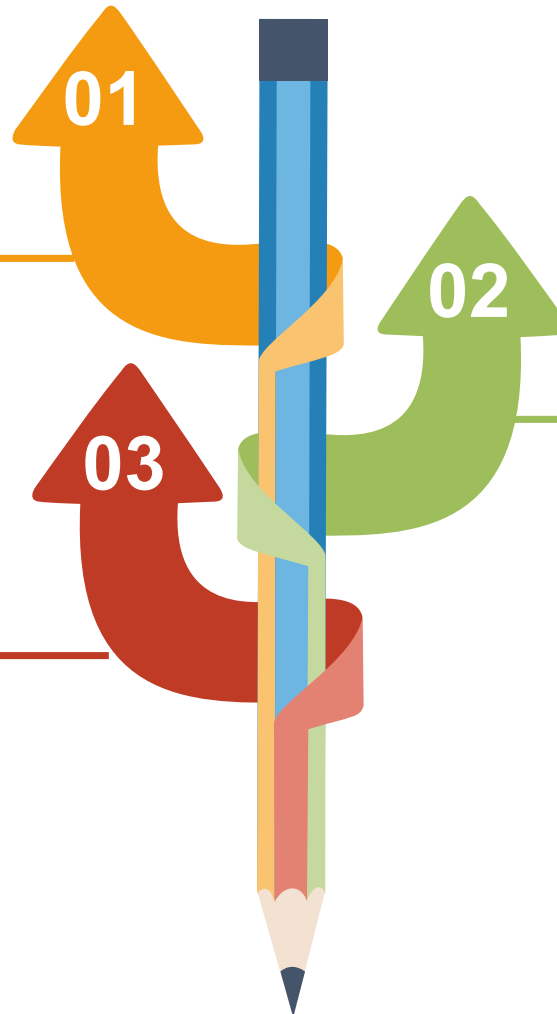


Promote Innovation Application

- Cloud Structure Service
- AIoT Application

Optimize Operational Efficiency

- Digital Optimization
- Organization and Talented People



Integrate Multi-service Platform

- Membership Platform
- Multi-payment Platform



Grasp Digital Transformation & Cloud Opportunities



Productize and standardize the results of smart innovation services to apply to other business fields, and upgrade and revise core business services to create new information value, assist the government and enterprises to accelerate digital transformation, and consolidate the company's long-term competitive advantage.



01 Cloud Service

- **Standardize** cloud products
- Industrial **cloud clusters**
- Cloud storage, local backup, off-site backup, disaster recovery and other services



03 AI Big Data Analysis

- **Smart monitoring**: Food tracking, big data smart monitoring
- **Smart customer service**: e-tax service, declaration entrustment



05 Blockchain Platform

- **Cross-border electronic document exchange**: declaration document and CO transmit and verify



02 Information Security

- **SOC** monitoring
- **APT** and **EDR** defense
- Vulnerability assessment, penetration testing

04 IoT Application

- **Smart image recognition**: Retail stores' visitor flow analysis, real-time cargo monitoring, CFS warehouse, smart warehouse logistics.
- **Real name registration**: Event booking system

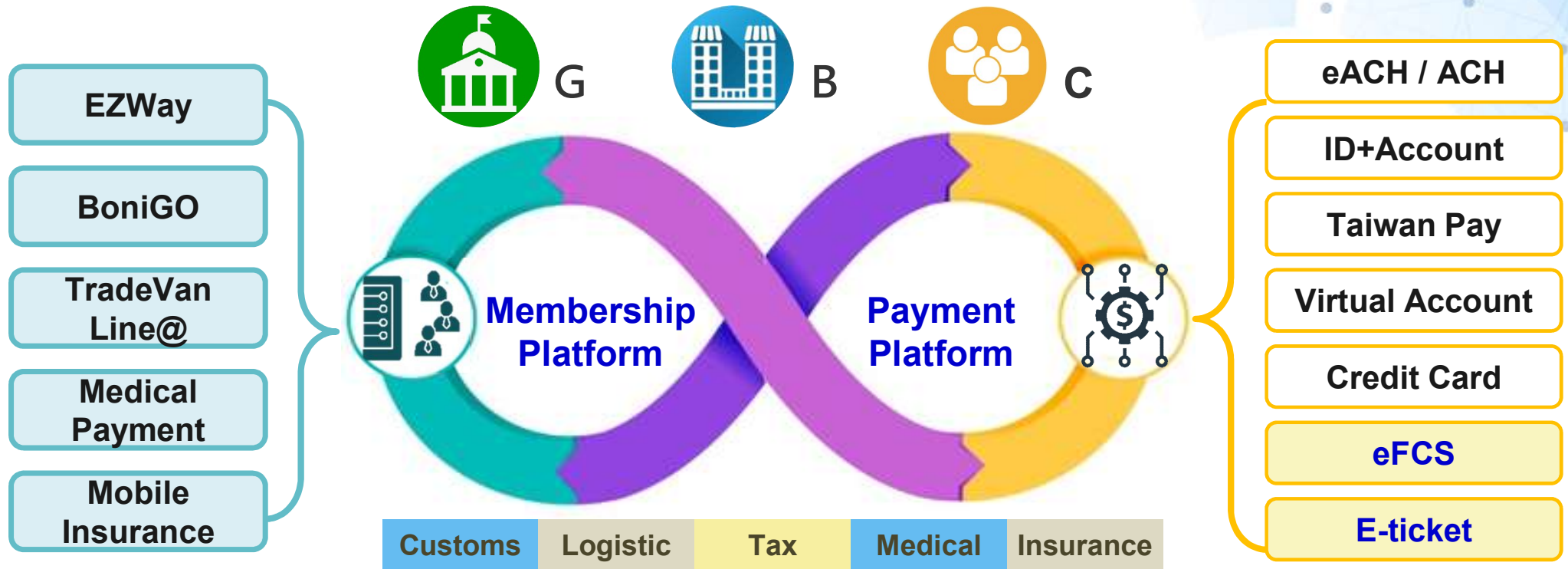


06 Mobile Application

- EZWay real-name verification
- BoniGO
- Medical Payment
- Mobile insurance service
- Art FUN NEXT



Membership & Payment Platform Application



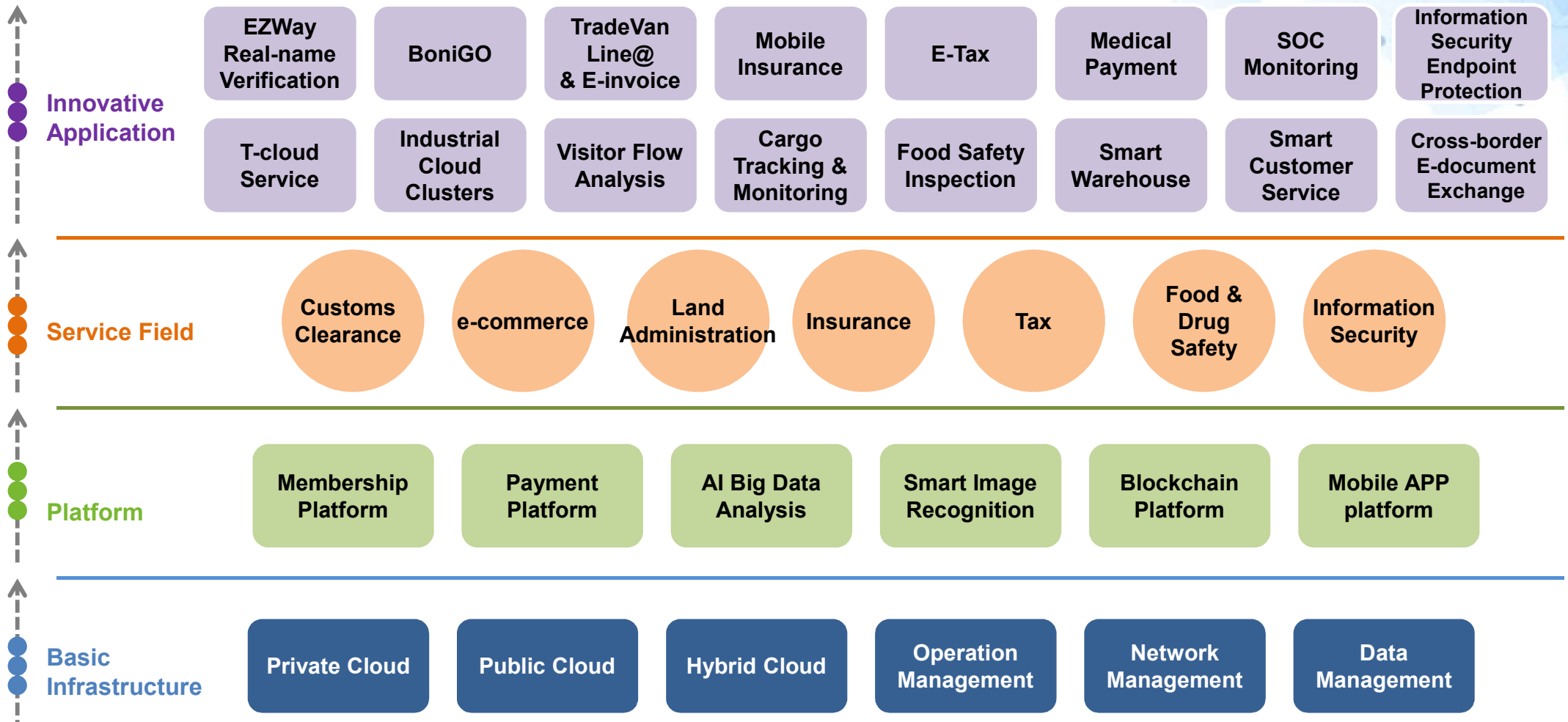
Membership Platform

Develop B2B, B2G, B2C value-added application services to enhance the connection with the customers: **EZWay B2C message notification, TradeVan Line@ advertisement push notification, medical payment receipt customization service, vehicle insurance channel expansion**, etc.

Payment Platform

Introduced **Collection and Payment on Behalf of Another Party** to credit card services, and added payment services such as **e-payment** and **eFCS**. **Increased payment tools** in various business fields to provide customers with more diversified and convenient payment methods.

Overall Service Architecture , Business Fields



Implement ESG, Create Taiwan Sustainability



Regulatory Compliance

1. Ensure the investment interests of shareholders
2. Implement corporate social responsibility
3. Treat shareholders equally
4. Enhance information transparency
5. Strengthen the structure and operation of the board of directors

Environment Protection

Trade-Van Green Service
Obtain Carbon Footprint Label

Promote ISO 14001
Implement environment management

Social Responsibility

Enhance employee benefits (shareholding trusts), create a diverse, equal and healthy workplace

Provide customers with more value-added information services

Provide comprehensive information services to the society

Governance Management

Ethical Management

Steady achieve revenue and profit goals

Create sustainable businesses with supply chain partners



Implement carbon reduction through core services



Innovation and diversity
Improve social well-being



Create long-term investment value



First Quarter 2022 Financial Results

Shih, Hsin-Pai

Senior Manager

Annual Operating Results



(NTD in thousands)

Accounts	2019	2020	2021	YoY
Operating Revenue	1,725,468	1,899,439	2,234,098	18%
Gross Profit	661,939	757,761	907,023	20%
Operating Profit	350,709	421,316	515,988	22%
Profit Before Tax	360,504	419,947	525,594	25%
Profit After Tax	293,282	337,210	425,662	26%
Earnings Per Share	1.96	2.25	2.84	26%

Consolidated Balance Sheet for First Quarter (Summary)



(NTD in thousands)

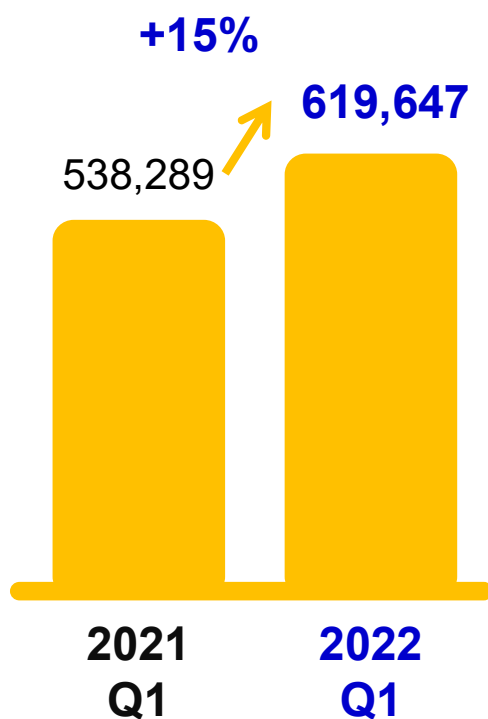
Accounts	2021/3/31		2022/3/31	
	Amount	%	Amount	%
Current Assets	1,608,781	52%	2,211,331	61%
Non-current assets	1,476,060	48%	1,431,748	39%
Total Assets	3,084,841	100%	3,643,079	100%
Current liabilities	546,234	18%	969,984	27%
Non-current liabilities	180,117	6%	165,283	4%
Shareholders' equity	2,358,490	76%	2,507,812	69%
Total liabilities and equity	3,084,841	100%	3,643,079	100%

Consolidated Operating Performance for the First Quarter



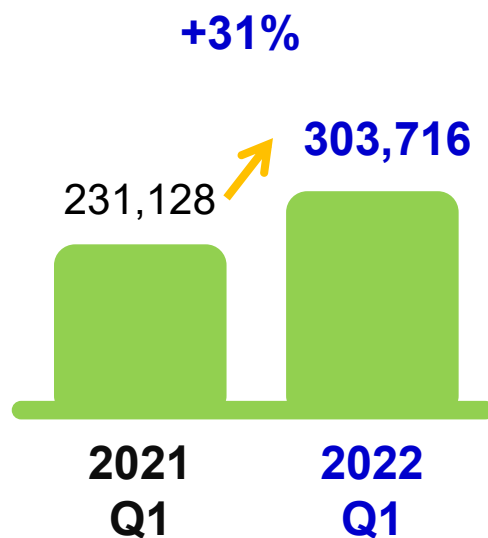
Operating Revenue

(NTD in thousands)



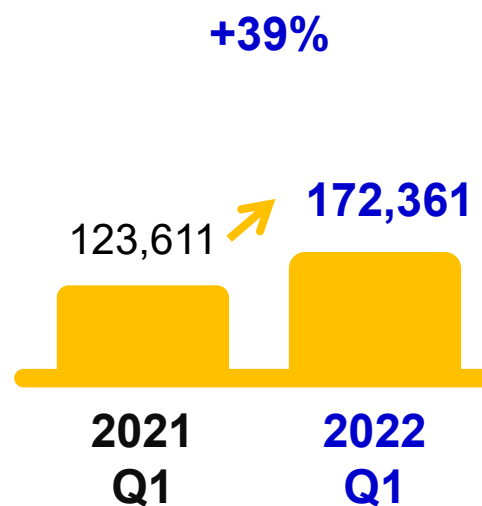
Gross Profit

(NTD in thousands)



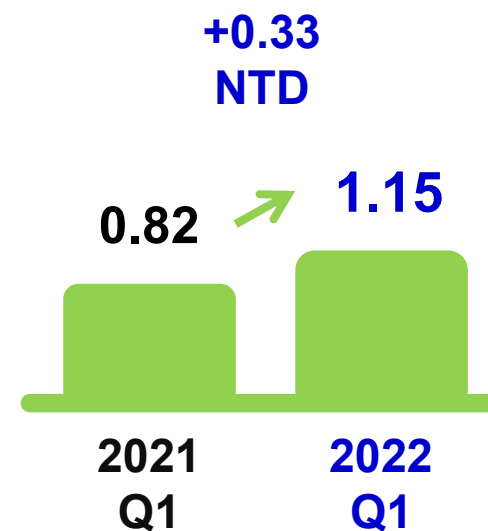
Net Income

(NTD in thousands)



Earnings Per Share

(NTD)



Percentage of Sales Revenue of Major Products for the First Quarter



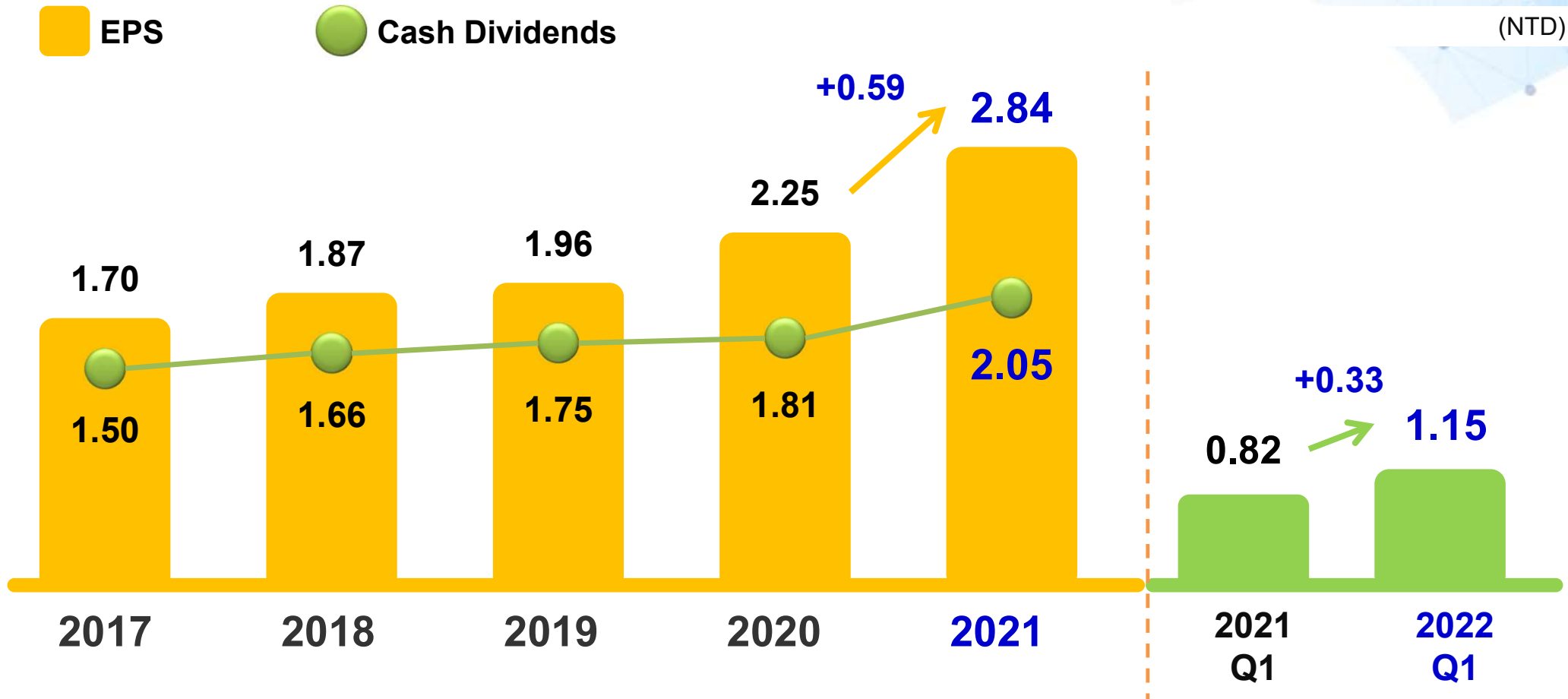
(NTD in thousands)

Major Products	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2021 Q1	223,570	306,483	4,228	3,999	3	6
2022 Q1	239,691	372,252	4,650	3,044	3	7

Stable Growth of EPS & Cash Dividends



(NTD)





Q&A



THANK YOU