



TRADE-VAN 關貿堅持 • 國家品質

# Trade-Van (stock symbol 6183) 2021 Investor Conference

2021/08/11 16:00~17:00

Taiwan Stock Exchange-Information  
Exhibition Center 1F

(101Building 1F)



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

# 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 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.

# Agenda

## Opening Speech

**Lo, Chun-Yen**  
Assistant Manager

## Company Profile & Business Development

**Kao, Kuo-Feng**  
Vice General Manager

## Financial Results

**Shih, Hsin-Pai**  
Senior Manager

## Q&A

**Chang, Lu-Shen**  
Chairman

**Kao, Kuo-Feng**  
Vice General Manager

**Shih, Hsin-Pai**  
Senior Manager



TRADE-VAN 關貿堅持 • 國家品質

# Company Profile & Business Development

# Innovation and Transformation Drive Growth



**1990**

The Cargo Clearance Automation Planning and Promotion Task Force established

**1996**

Trade-Van Information Services CO. founded

**2000**

First Over-the-counter Information Network Company in Taiwan

**2011**

Listed on Stock Exchange Market

**2018**

Won 25th National Quality Award- Management Excellence Award

**2020-2021**

National Epidemic Prevention and Economic Stimulation Team



## Cultivate B2G Territory

**1994**

Ocean/Air Cargo Clearance Automation System launched

**1996**

Land Administration Service launched

**1998**

Online Vehicle Insurance launched

**1999**

e-Tax System launched

## Develop B2B Opportunities

**2000**

Retail and Electronics Supply Chain, e-Market launched  
Founding countries of Pan Asian e-Commerce Alliance

**2006**

e-Invoice Value-added Services launched

**2013**

CPT Single Window launched

**2014**

Big Data Analysis Team established

## B2C Transformation and Innovations

**2017**

EZWay APP launched

**2019**

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

**2020**

eMask Ordering System, Triple Stimulus Voucher, Arts Fun Go Voucher APP, Multi-Payment launched  
iCar Insurance Platform, Mobile Insurance System launched

**2021**

Taichung Operation Center, Cloud Service, e-Tax Mobile Version, e-invoice Value-added Business Tax Service launched



# The Leader of Information Services in Taiwan

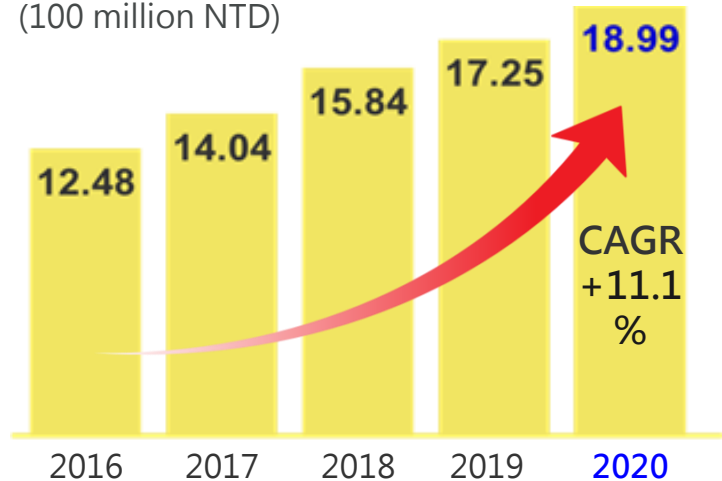


- ➡ 2020 Consolidated Revenue: **1.899** billion NTD
- ➡ Number of Employees: **630**  
(up to Dec. 31th, 2020)  
More than 70% are technicians.

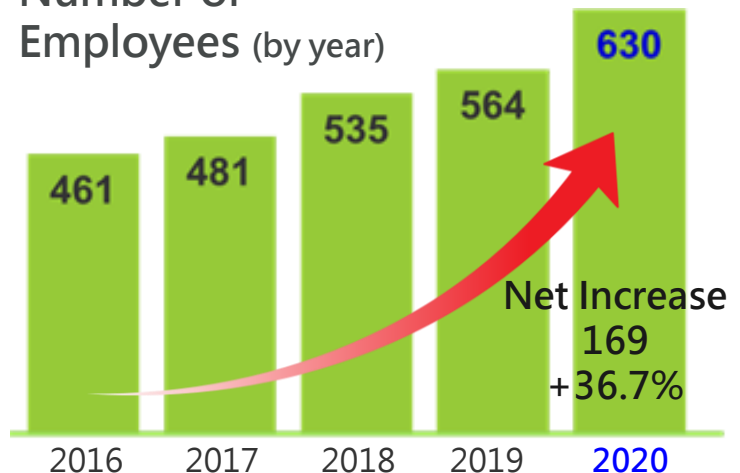
- ➡ Service Base: **Taipei Nangang**  
**Headquarter, Taichung Operation**  
**Center, Kaohsiung, Shanghai**

- ➡ Serve nearly **70,000** public departments and enterprises

Consolidated Revenue  
(100 million NTD)



Number of Employees (by year)



# Leading ASP Vendor in Taiwan



## 80% Market Share

Retail/Electronic Business  
Supply Chain Services

Supply-  
Chain  
Mngmt.

Customs  
Clearance

## Top Market Share

Ocean/Air Customs  
Clearance Value-added  
System

## Top Market Share

Cross Border  
eCommerce

E-invoice

TRADE-VAN<sup>®</sup>  
Leading ASP  
Vendor

Insurance

## The Exclusive Provider

Compulsory  
Automobile &  
Motorbikes Liability  
Insurance

Land  
Information

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

e-Market

Match, Inquiry,  
Quotation, Comparison,  
Negotiation  
(FPC e-Marketplace)

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

# Operating results– Core Businesses



Grasped the trend of **cross-border e-commerce** and **sea and air warehousing volume** growth:

- ✓ Promoted **value-added services that connected the declaration information with the company's internal ERP or supply chain system.**
- ✓ Carried on **sea express service.**
- ✓ Expanded **value-added services in SEZs.**
- ✓ Established **e-commerce/consignor logistics platform.**

Constructed a **complete cloud insurance system** with **diversified innovative insurance services:**

- ✓ Promoted **iCar insurance platform.**
- ✓ Entered the field of **life insurance** and assisted in the establishment of **mobile insurance application system.**
- ✓ Promoted **mobile insurance:** Developed a **mobile insurance system** for property companies.

Customs Clearance

Retail Service

Innovative Insurance

Information Security Service

Deployed **e-commerce e-invoice services** to capture **online shopping opportunities:**

- ✓ With **Taiwanese e-commerce:** Cooperated with clients such as Shopee, and **extended the e-invoicing service to its suppliers.**
- ✓ With **Cross-border e-commerce:** Trade-Van has the largest e-invoice service market share.
- ✓ Continued to increase **new channels** in the retail supply chain.

Expanded **information security products** with **SOC information security monitoring** as the core service:

- ✓ Increased **customers of SOC information security monitoring and testing** (including Yang Ming Marine Transport Corp., Wan Hai Lines, Starlux Airlines, Bank Taiwan Life Insurance Co., Chailease Finance Co., Carrefour, etc.).
- ✓ Cooperated with cross-industries in **information security gate** (firewall) rental service.



# Operating Results–Promote Smart Innovations



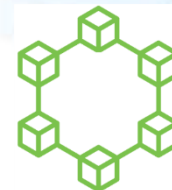
## AI Big Data Analysis

- ✓ FDA- **Risk monitoring and crisis management system.**
- ✓ Ministry of Labor - **Occupational Safety and Health Intelligent Resume and Customer Service.**
- ✓ Executive Yuan- **Development plan for the application of intelligent analysis of government affairs data.**



## Cloud Service

- ✓ Taichung Operation Center -**The cloud computer room was officially opened** to strengthen the capacity and equipment to provide mutual assistance.
- ✓ Obtained cloud service cases such as the **Taiwan Residential Earthquake Fund, the Occupational Safety Administration's Intelligent Cloud, and the large-scale retail chain cloud computer room.**

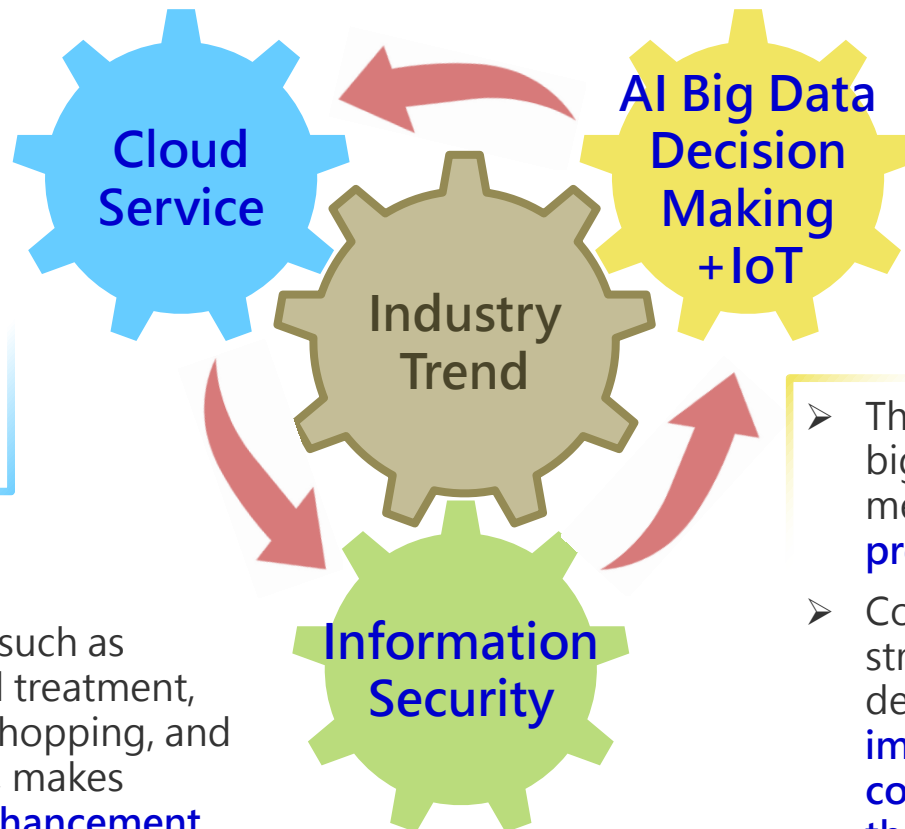


## IoT & Blockchain

- ✓ Chain Retail Store– **Video People Analysis.**
- ✓ Customs- **Smart Platform for Bonded Services**
- ✓ Customs- **IoT full-time monitoring and construction plan.**
- ✓ **Cross-border electronic documents, smart port blockchain services.**

# Industry Trend-Digital Transformation Cloud Service

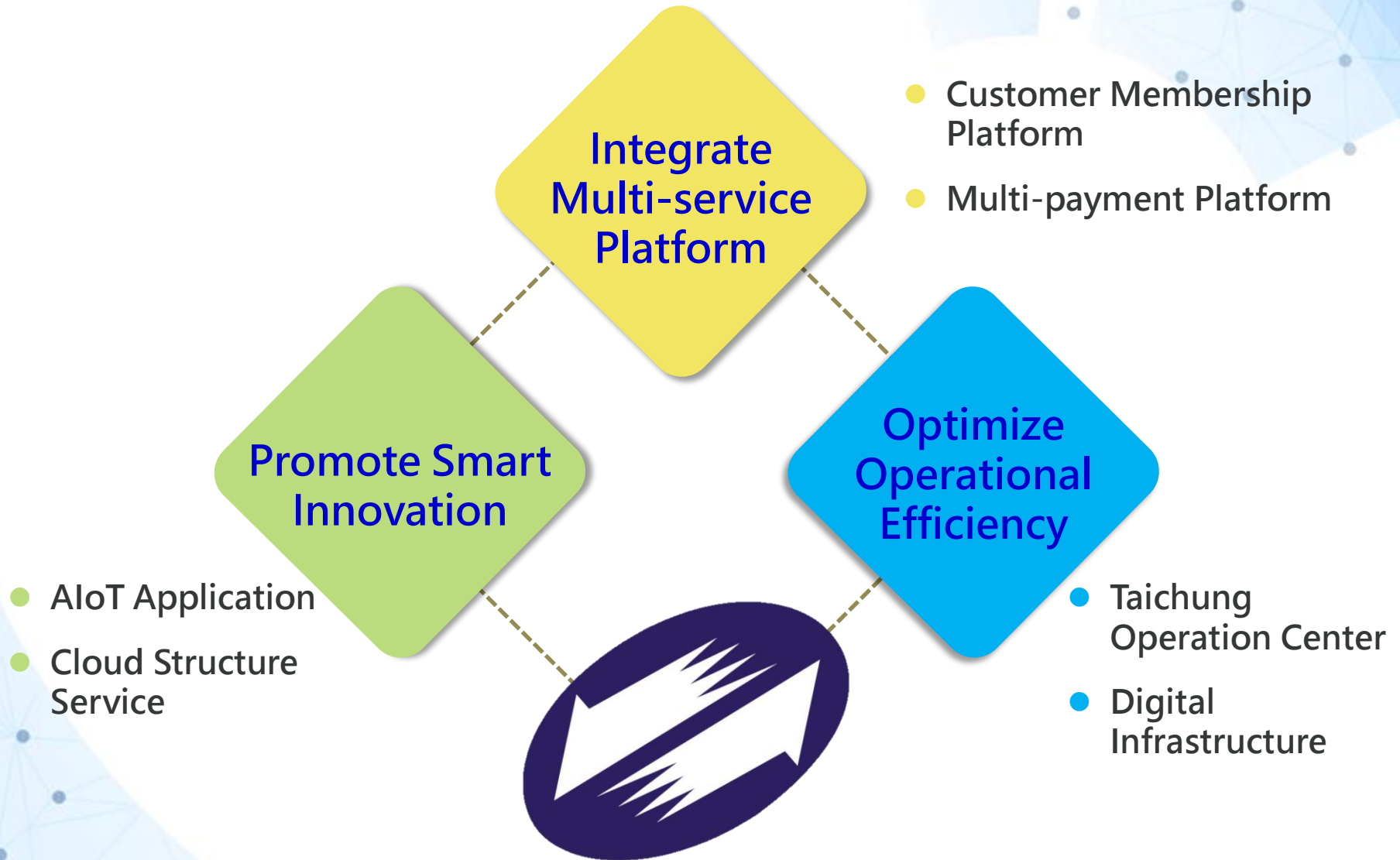
- There is a strong demand for services such as **cloud data processing, backup systems, and cloud devices**.
- In response to lockdown measures and remote work, companies have increased cloud budgets for **operational flexibility, and promoted digital innovation**.



- Business opportunities, such as telecommuting, medical treatment, digital learning, online shopping, and digital financial services, makes **information security enhancement** even more important, including **remote access and control, account management and cloud information security monitoring and analysis**, etc.

- The government uses big data analysis methods to **make precise decisions**.
- Companies use AI to strengthen analysis and decision-making, and to **improve their grasp of consumer demand and the accuracy of predicting market demand**.

# Business Development Prospects



# Extend the Core Business to Serve Clients' Customers



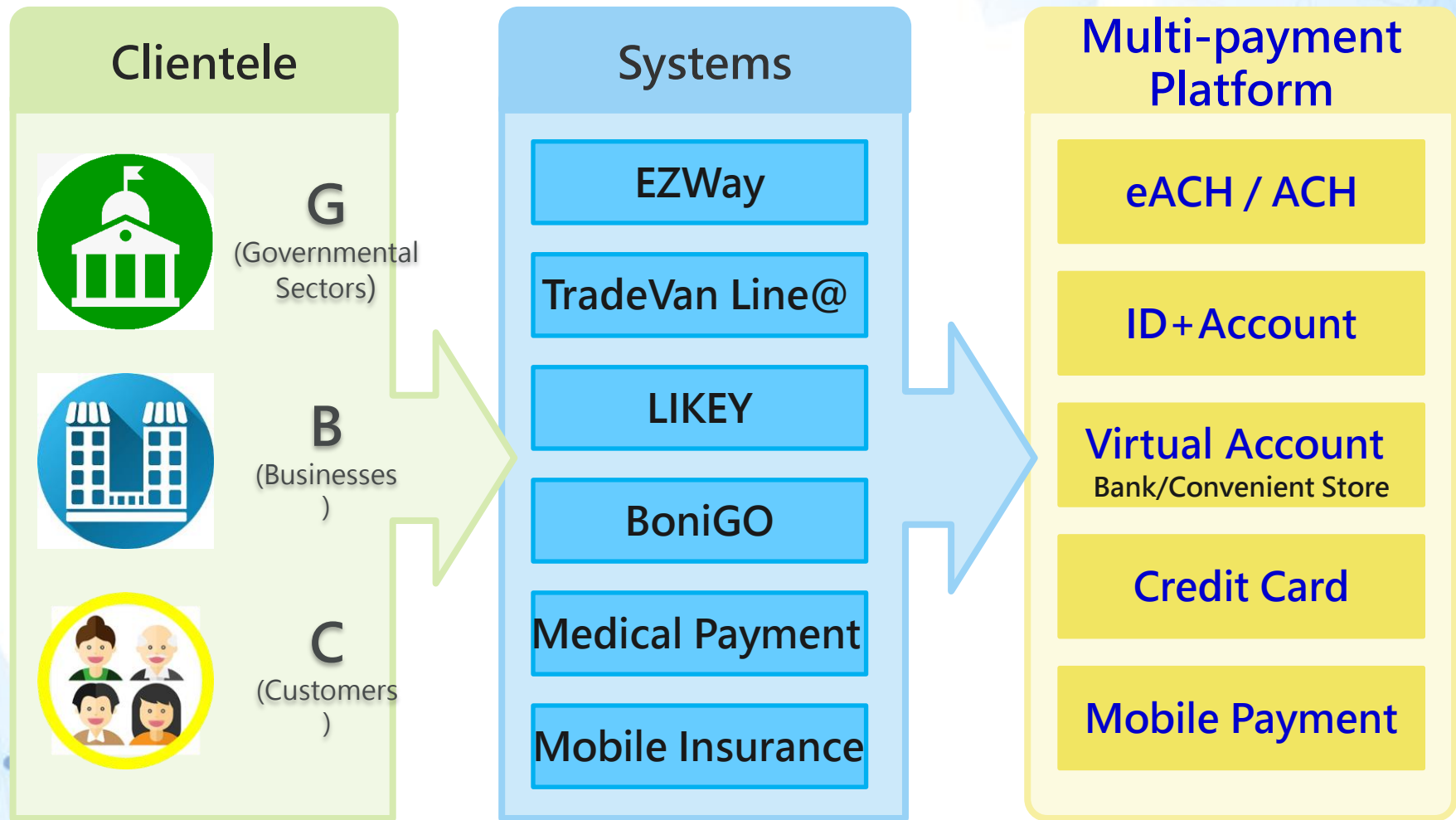
Real Name Verification  
&  
Customs Clearance Entrust



TradeVan Line@  
E-invoice  
Redemption  
Service



# Integrate Financial Services & Provide Perfect Solutions



- It has been used for services such as customs clearance, supply chain, online purchase, insurance and medical payment.
- Continue to expand B2B, B2G and B2C value-added services.



# Capture Cloud Business Opportunities



## Customize cloud services according to customer needs

Customized construction and maintenance of cloud services; customers are exempted from maintenance costs and labor costs.

## International-level information security and maintenance services

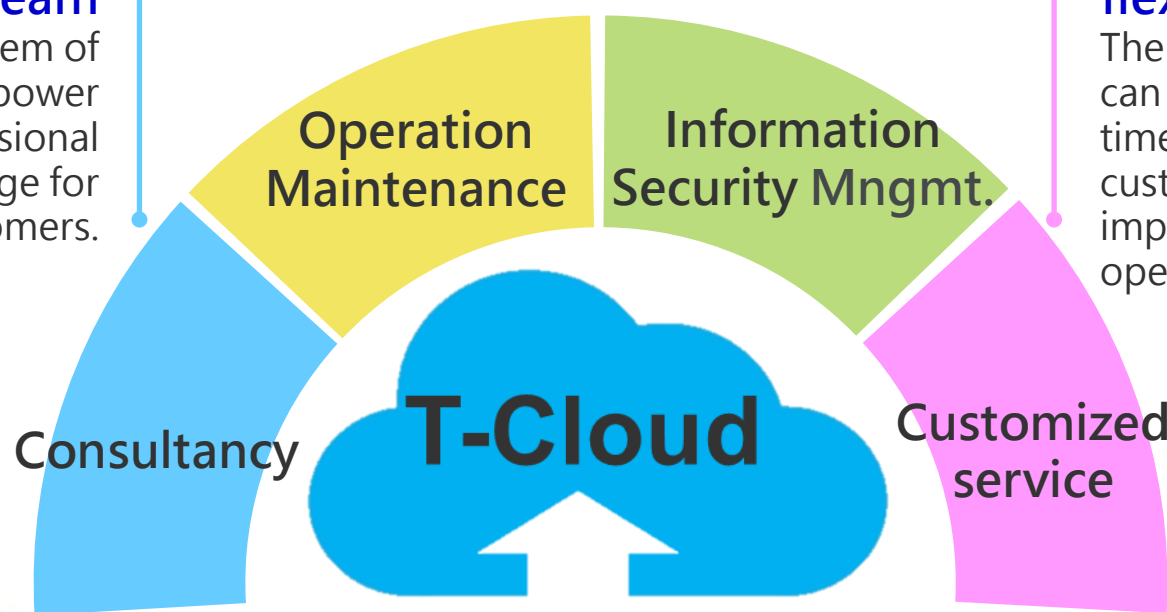
Provide customers with safer information security protection and effectively block threats.

## Professional operation team

Solve the problem of insufficient IT manpower and professional knowledge for customers.

## Provide 7\*24 flexible service

The computer capacity can be expanded in time according to customer needs to improve the overall operating efficiency .



# Digital Transformation Service Layout and Outlook



## Cloud Service

Cloud environment  
planning/ setup/ transfer/  
maintenance



## Remote Backup

Improve operation stability  
and flexibility



## Monitor Information Security

Finance and  
insurance sector  
SOC monitoring



## Real Name Verification

Strengthen the inspection of  
imported express cargo



## Multi-Payment

Value-added customs  
clearance, medical,  
insurance, retails and EC  
payment



Information  
Security  
Cloud  
Service

Cloud  
Infrastructu  
re Service

Mobile  
Application

IoT  
Application

AIoT  
Big Data

Blockchain  
Platform



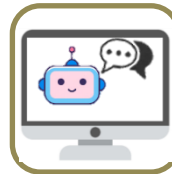
## Intelligent Image-Recognition

Retail stores identify  
customer attributes,  
analyze routes and  
target groups



## Full-time monitoring

Real-time monitor  
container status and  
implement border mgmt.



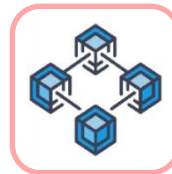
## Smart Customer Service

e-Tax service,  
customs broker  
entrustment service



## Smart Supervision

Food tracking and  
traceability, big data  
smart supervision



## Cross-border Document Digitization

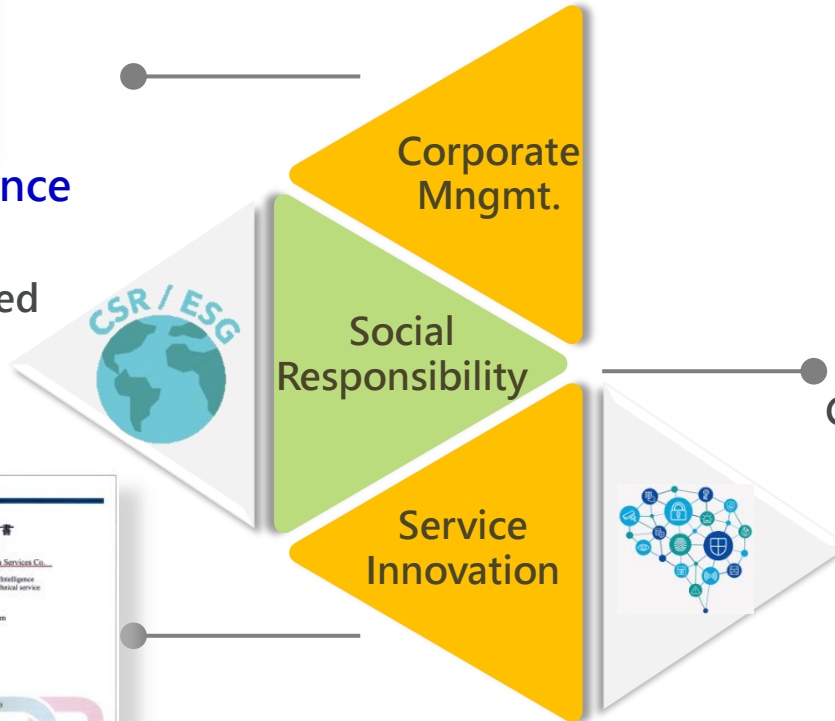
Customs document and  
CO transmit and verify

# The Awards of Corporate Social Responsibility & Service Innovation



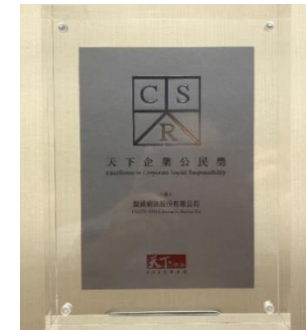
## Corporate Governance Evaluation

2020 Top 20% in listed companies



## TCSA Corporate Sustainability Award

2020 Platinum Award, Corporate Sustainability Award



## CommonWealth Magazine Award

2020 5th place Little Giant Group

## 2020 Certificate of Registration as a Technological Service Organization

System integration related to AI



TRADE-VAN 關貿堅持 • 國家品質

# Financial Results

# Annual Operating Results



(NTD in thousands)	2018	2019	2020	Compared with Last Year
<b>Operating Revenue</b>	1,583,601	1,725,468	1,899,439	10%
<b>Gross Profit</b>	655,585	661,939	757,761	14%
<b>Operating Profit</b>	336,145	350,709	421,316	20%
<b>Profit Before Tax</b>	349,492	360,504	419,947	16%
<b>Profit After Tax</b>	280,025	293,282	337,210	15%
<b>Earnings Per Share</b>	1.87	1.96	2.25	15%



# Consolidated Balance Sheet (Summary)



(NTD in thousands)

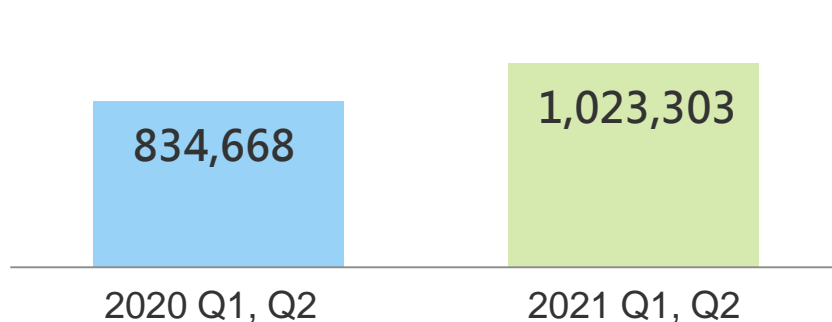
Accounts	2020/06/30		2021/06/30	
	Amount	%	Amount	%
<b>Current Assets</b>	<b>1,474,133</b>	<b>51%</b>	<b>1,765,325</b>	<b>54%</b>
Cash and cash equivalents	665,584	23%	869,724	27%
Notes and accounts receivable	372,248	13%	390,089	12%
Other financial assets-current	335,715	11%	404,592	12%
Other current assets	100,586	4%	100,920	3%
<b>Non-current assets</b>	<b>1,429,738</b>	<b>49%</b>	<b>1,491,743</b>	<b>46%</b>
Property, plant and equipment	704,966	24%	739,417	23%
Investment properties	339,278	12%	333,126	10%
Other non-current assets	385,494	13%	419,200	13%
<b>Total Assets</b>	<b>2,903,871</b>	<b>100%</b>	<b>3,257,068</b>	<b>100%</b>
Current liabilities	722,732	25%	906,350	28%
Non-current liabilities	127,942	4%	177,485	5%
Shareholders' equity	2,053,197	71%	2,173,233	67%
<b>Total liabilities and shareholders' equity</b>	<b>2,903,871</b>	<b>100%</b>	<b>3,257,068</b>	<b>100%</b>

# Consolidated Operating Performance of First Half Year

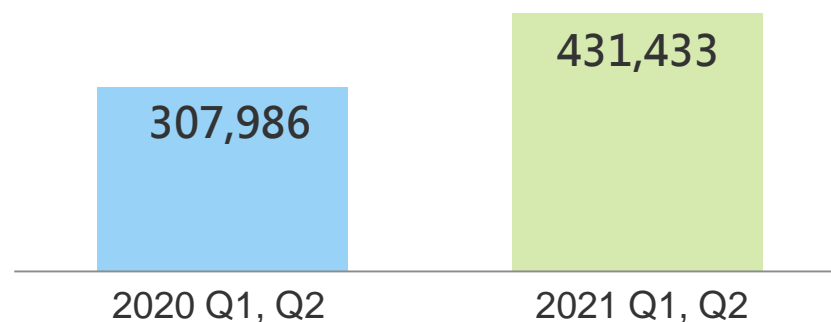


- Trade-Van has been committed to increasing its revenue in recent years. In addition to expanding its revenue sources, it also actively develops new businesses, such as customs clearance services, government epidemic prevention projects, insurance cloud services, and e-invoice multi-integration platform services, resulting in significant growth in net profit.

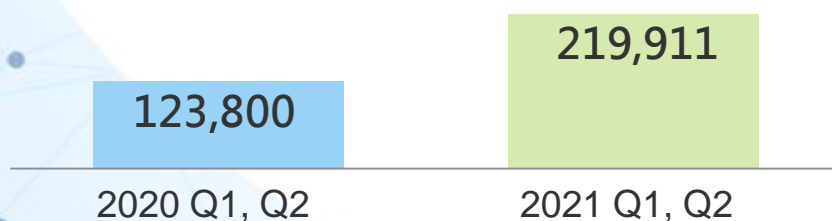
## Operating Revenue (NTD in thousands)



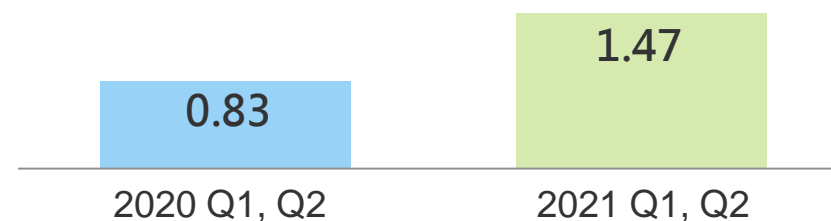
## Gross Profit (NTD in thousands)



## Net Income (NTD in thousands)



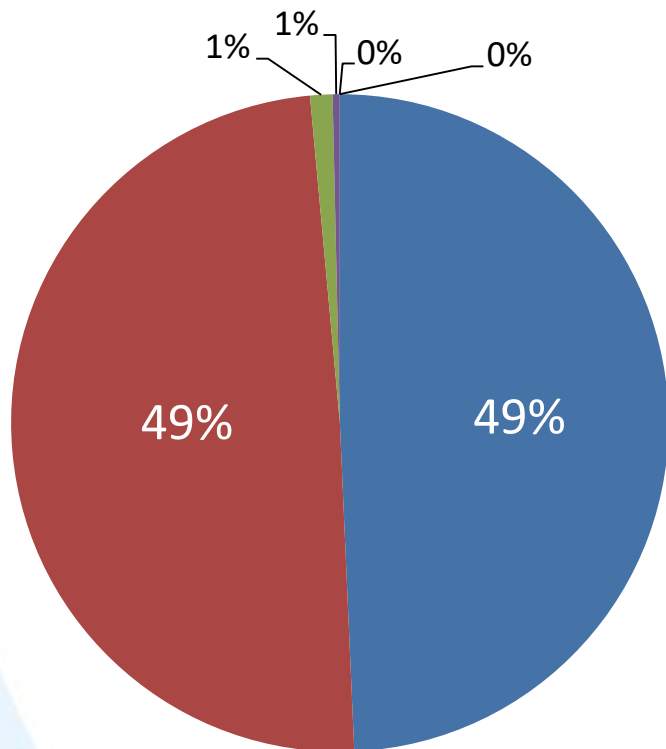
## Earnings Per Share (NTD)



# Consolidated Revenue Categories Report

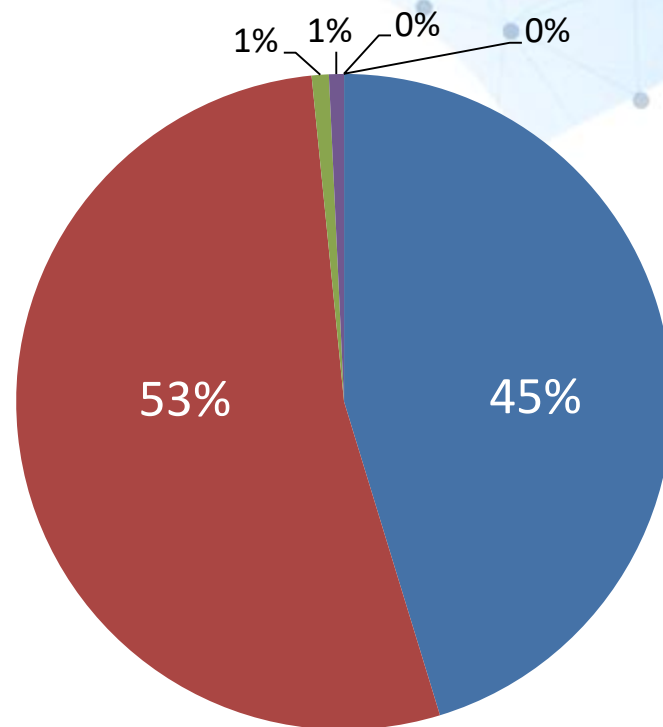


2020 Q1, Q2



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

2021 Q1, Q2



(NTD in thousands)	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2020 Q1, Q2	411,496	411,059	9,171	2,915	7	20
2021 Q1, Q2	463,293	543,829	8,621	7,544	5	11

# Important Financial Indicators

	2020 Q1, Q2	2020	2021 Q1, Q2
Debts Ratio	29.29%	29.71%	33.28%
Current Ratio	203.97%	222.00%	194.77%
Quick Ratio	197.20%	215.51%	188.91%
Profit Margin	14.83%	17.75%	21.49%
ROA	4.28%	11.14%	6.85%
ROE	5.83%	15.23%	9.98%

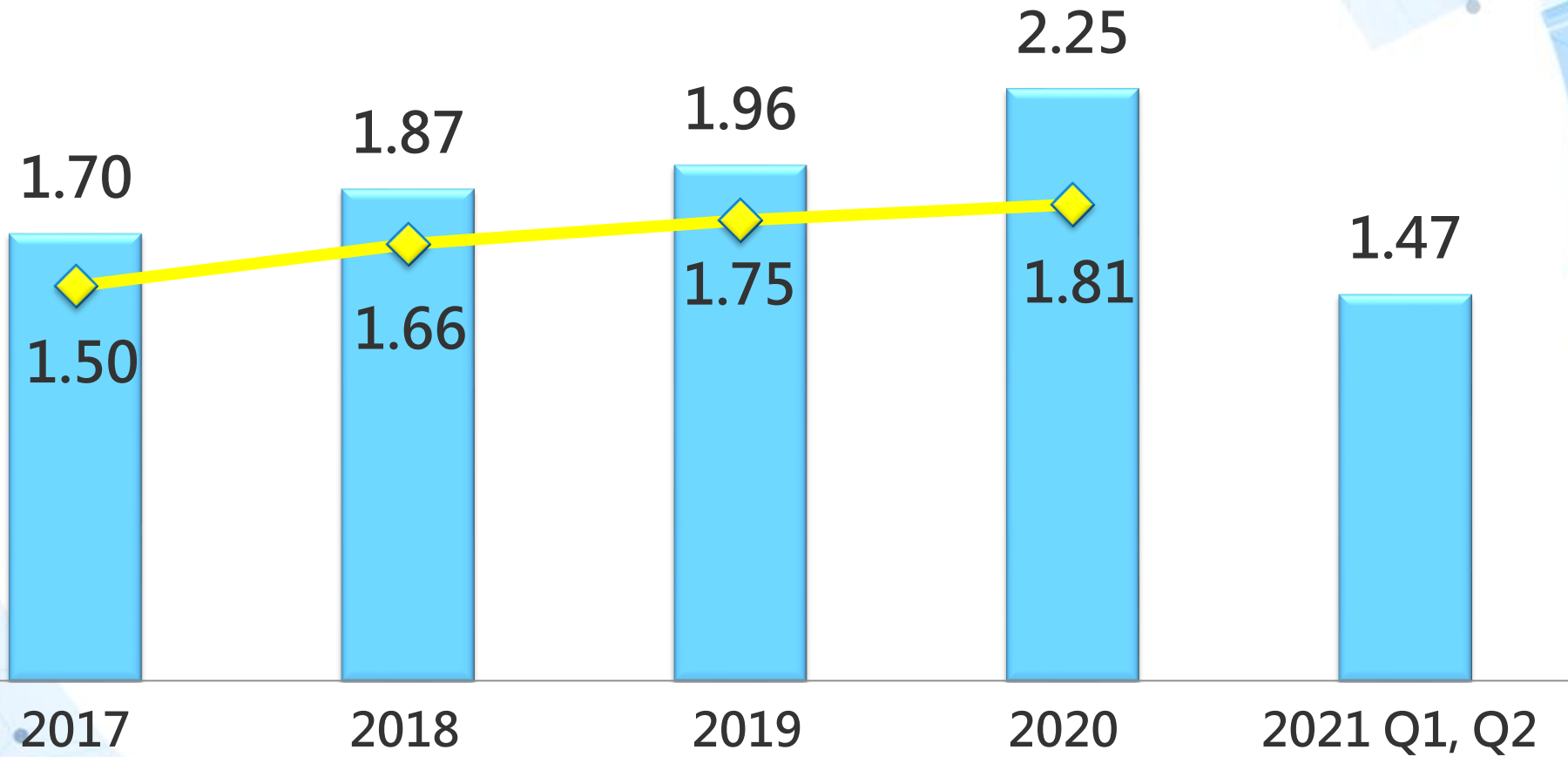
- ★ Stable debt ratio control, showing a strong capital structure
- ★ Current ratio maintains healthy
- ★ ROA and ROE both shows a steady upward trend, the company's assets are effectively used, and profits are steady

# Stable Growth of EPS & Cash Dividends



■ EPS    ◆ Cash Dividends

(NTD)







TRADE-VAN 關貿堅持 • 國家品質

# Q & A



# THANK YOU!

We use information technology  
to make life better !