



TRADE-VAN 關貿堅持 • 國家品質

Trade-Van (stock symbol 6183) 2023 Investor Conference

2023/8/10 16:00~17:00

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



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

Agenda

- **Opening Speech**

Lin, Pei-Yau
Section Manager

- **Company Profile & Business Development**

Kuo, Chia-Wei
Deputy Manager

- **Financial Results**

Hsieh, Wen Ching
Deputy Manager

- **Q&A**

Chang, Lu-Shen
Chairman

Kao, Kuo-Feng
President

Disclaimer

This presentation contains certain forward-looking statements based on information obtained by the Company from internal and external sources. It is subject to known and unknown risks and uncertainties that could cause actual results differentially from those unexpected or implied by such statements.

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

Company Profile & Business Development

Kuo, Chia-Wei
Deputy Manager



The Leader in Taiwan's Information Services



Company Name Trade-Van Information Services Co.

Industry Information software

Chairman Chang, Lu-Shen

Stock Symbol 6183

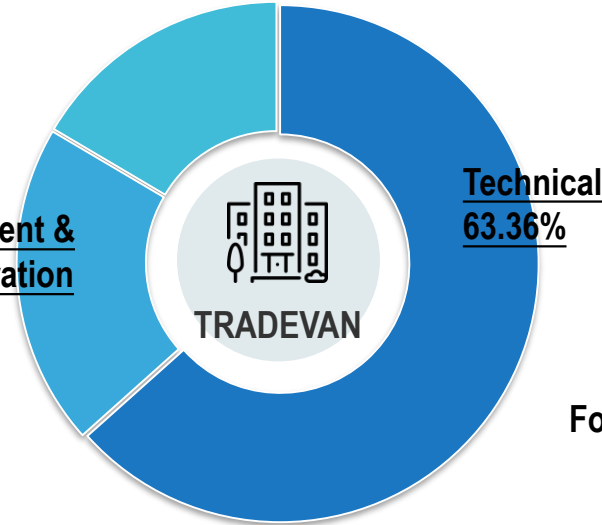
Capital NT\$1.5 billion

Branch Offices Taipei, Taichung,
Kaohsiung, Shanghai

Staff Structure

Sales, Customer service,
Business planning 16.52%

Management &
Administration
20.12%



Shareholding Structure

Government agencies 36.11%

Individuals 30.27%

Others 27.01%

Financial institutions 5.73%

Foreign institutions and foreigners 0.88%



666
employees

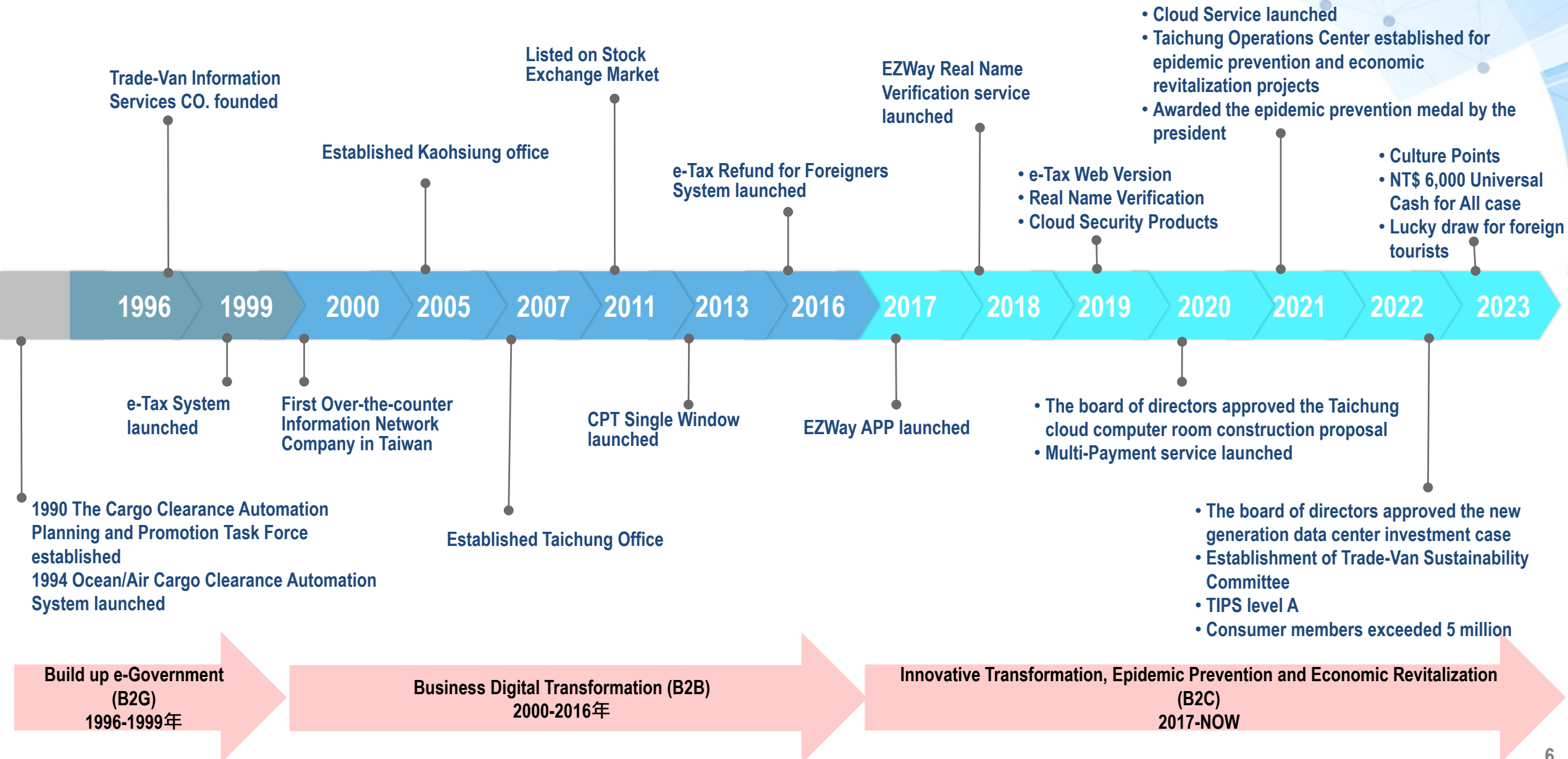
63.36%
technical staff



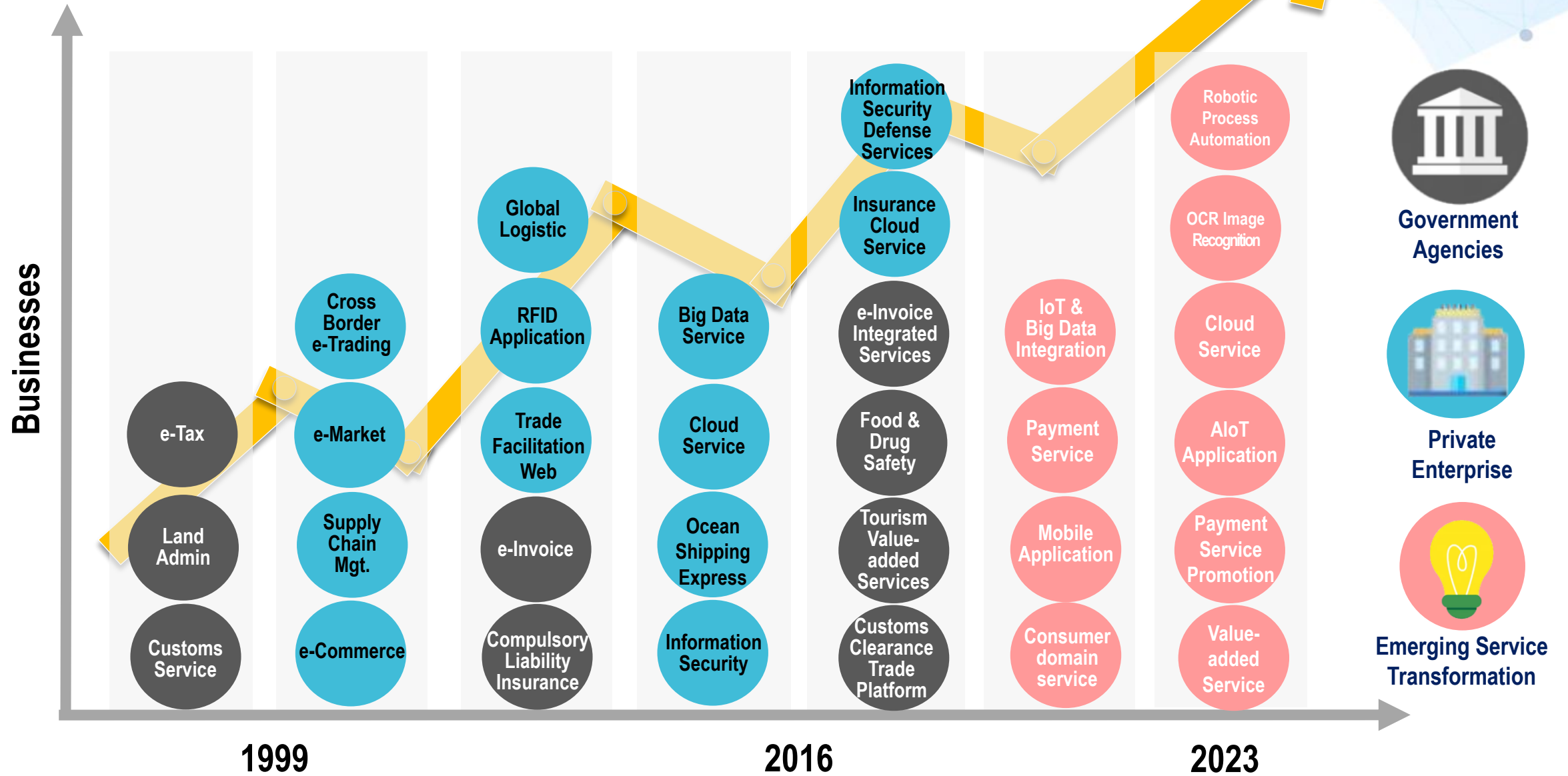
36.11%
MOF Shareholdings

Over 4% salary raise for 7 consecutive years

Major Milestones



Business Scope



Combine Emerging Technologies, Expand and Improve Service Value

Customs Clearance



Customs Clearance

Customs clearance transmission/
value-added services, EZWay
declaration entrustment

Government Information Service



Land Administration
e-Tax
Food and Drug Safety

e-Commerce



e-Invoice

Supply Chain

Integrate retail and electronic
industry's supply chain
management platform.

e-Market

Create a service platform for
enterprise procurement and
project contracting.

Emerging Service



Information Security Integrated Service

ASM 、 SIEM and MDR.
Information security offensive and
defensive exercise, talent cultivation.

AIoT Application

Retail customer analysis,
Real-time container status
monitoring,
Intelligent Warehousing

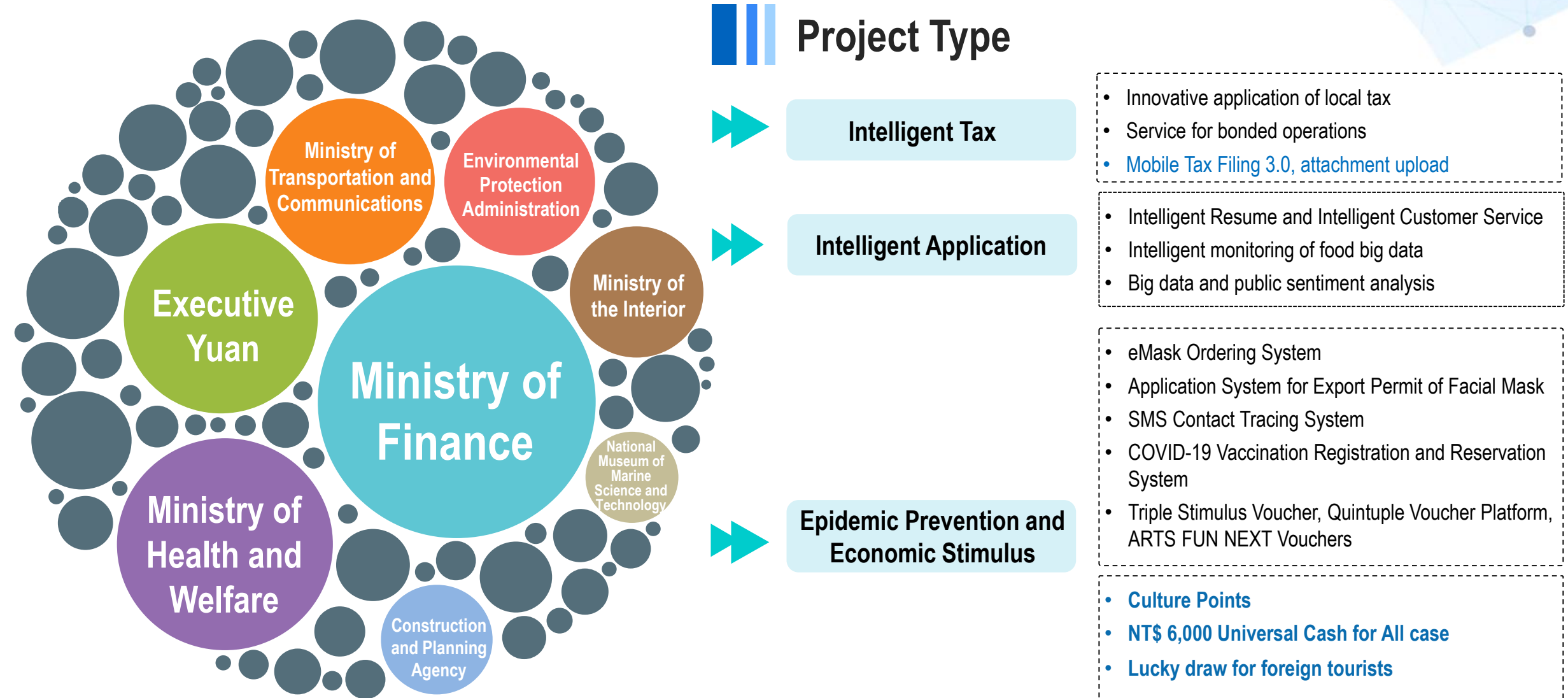
Cloud Service

Trade-Van T-Cloud

Multi-payment

APAY medical payment,
EZWay customs duty
payment, TVicar car
inspection payment

The Best Partner for Major Government Services: Fast and Dedicated



Outstanding Performance: Excellent Value-added Service Center

Value-added centers
approved by the MOF



Filing of input/ output via
Electronic Media and
business tax examination



Line@, print in convenience store,
SMS notification

Invoice issuance/
credit note/ void



Print in time, provide many
printing layouts

- Trade-Van was awarded "2022 and 2023 Excellent Value-Added Service Center" by the Ministry of Finance, the only one in the country to receive this honor for 2 consecutive years.
- More than 930 million electronic invoices were uploaded on the e-invoice platform in 2022, serving more than 6,000 businesses.
- Trade-Van electronic invoice service saved about 1.874 billion sheets of A5 paper for the earth during 2022, and the height of the reduced paper is about the same as that of 369 TAIPEI 101 Building.

Outstanding Performance: Continue to Improve Corporate Governance



ISO14067

The first information service provider in Taiwan to pass the ISO 14067 Carbon Footprint Verification (electronic invoice implementation service & EZWay)

TIPS Level A ISO14001

Strengthen the management of intellectual property and environmental protection systems, effectively reduce operational risks, and enhance management value and corporate/organizational image through Systematic and standardized management regulations.

Corporate Governance Evaluation

Top 6%-10% of the listed companies with a market value between NT\$5 Billion and NT\$10 Billion

CMMI 2.0 L3

Improve the product and service development process. Effectively refine product development, supplier selection and management, and internal/external service delivery and management.

ISO Certification

Continued to improve information services, information security, cloud security, personal data, and privacy management to ensure service quality and safety by regularly inspecting ISO17025, ISO20000, ISO27001, ISO27017, ISO27018, and ISO27701.

Service Capacity and Numbers

Customs Clearance



Transmitted
69.5 million
Import/ export
declaration /2022



Accumulated
5.54 million
EZWay account
registered /2023



EZWay
declaration
entrustments
and real-name
verification
22.1 million
/2022

Retail



Uploaded
930 million
e-invoices to
Cloud /2022



eMarket Closed
1.62 million
deals /2022



Retail Supply
38 Logistics channels
9,000 Logistics suppliers
/as of Jan. 2023

Tax



Filed
5.07 million
Individual Income
Tax through
internet / 2023

Information Security



Blocked
13.2 billion
Information
security attacks
/2022

Property Insurance



Compulsory
auto liability
insurance
100%
market share



Electronic
Insurance Policy
14 million
/2022

- Serving more than 60,000 government and corporate clients
- The total number of Consumer members exceeds 5 million

2023 Strategy and Business Development

- ▶ Technology Servitization, Application interdisciplinary
Improve service efficiency and value
Expand information security service items and capabilities

Digital Value-added Integration Service

- Digital value-added ecosystem
Integrate cross-border e-commerce and logistics services, create one-stop service.
- Promote Payment Service
APAY medical payment, EZWay customs duty payment, TVicar car inspection payment.
Continue to increase application fields and payment methods.

Promote Innovative Intelligent Application

- Cloud Structure Service
Build a new generation data center and launch multi-cloud products
- AIoT Application
Develop OCR graphic recognition and image recognition, strengthen AIoT patent layout

Optimize Operational Efficiency

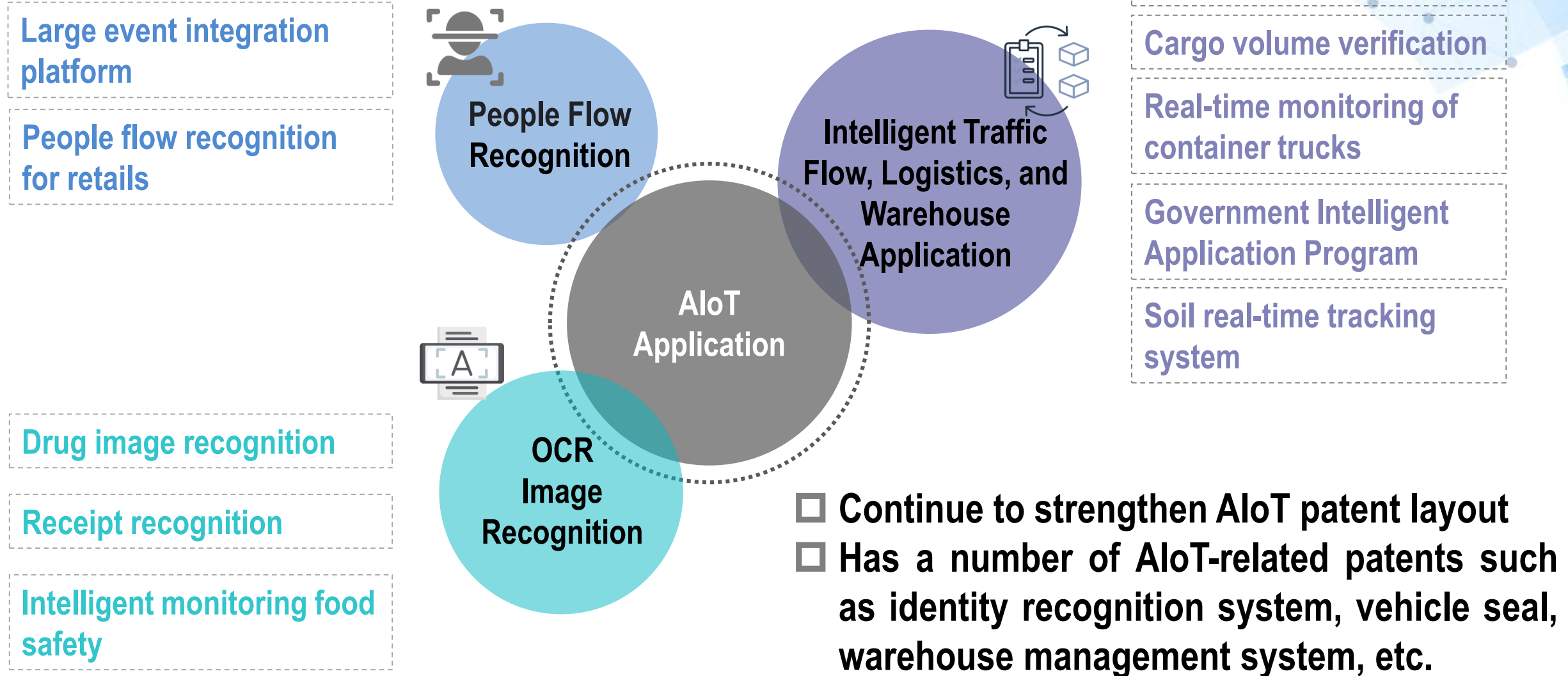
- Organization and Talented Person
Improve employee benefits and diversify recruitment channels
- Digital Optimization
Refine various systems

Expand business in information security field

Integrate customer needs in various fields and promote information security products and services



Interdisciplinary Application - Expand the Commonality of AloT Services



Technology Servitization: Assist Customers in Digital Transformation with Cloud Technology

Development Directions



Expand carbon reduction from the source, build a new generation data center, and work with customers to support the government's 2050 goal of net zero emissions.

Integrate cloud technology providers, provide diversified and complete one-stop cloud services, and reduce customer implementation costs.

Service Items

Operation maintenance

Consulting

Information security Mgmt.

Customized service



- ISO 27001 Information security Mgmt.
 - ISO 27701 Privacy Information Mgmt.
 - ISO 27017+ISO 27018
- Cloud Information Security and Personal Data Protection

Identity Cloud

Desktop Cloud

RPA Cloud

Tax Bill Cloud

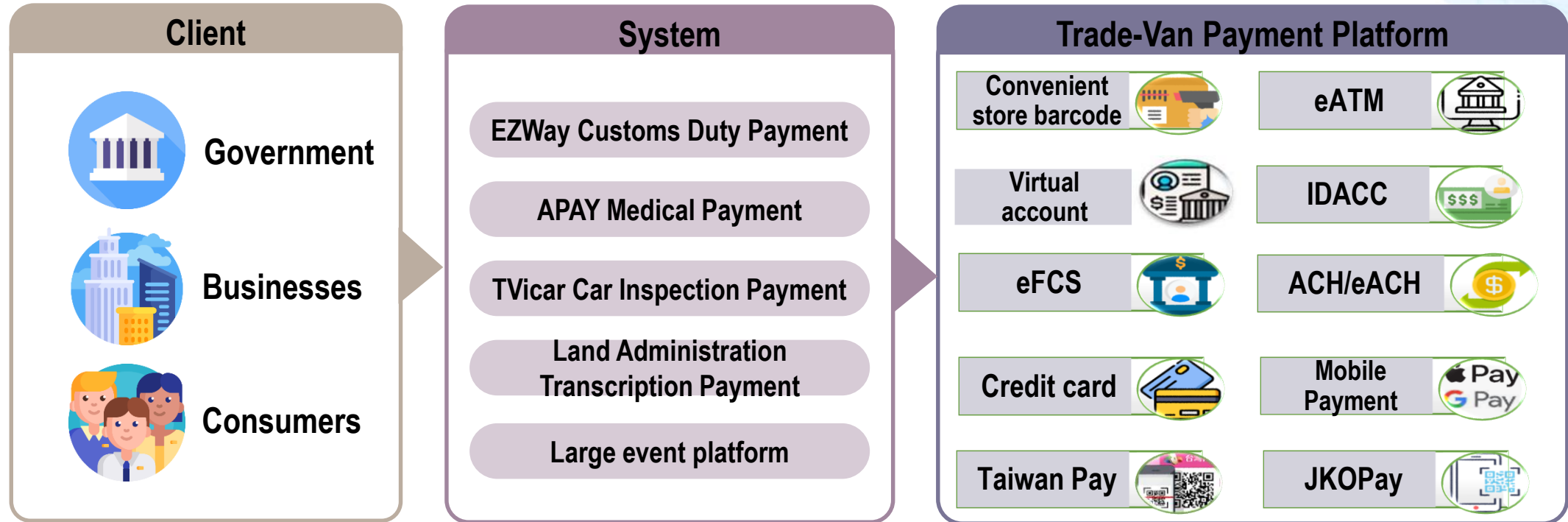
Storage Cloud

Backup Cloud

Various Products



Enhance Service Effectiveness: Expand Payment Application Scenarios



- Passed PCIDSS Level 1 security certification to establish a safe, convenient and reliable payment transaction environment.
- Payment integration, system connection, multi-payment methods.
- APAY has been applied in China Medical University Hospitals, Changhua Christian Hospitals, Kaohsiung Veterans General Hospital, Tungs' Taichung MetroHarbor Hospital and other large medical institutions,

Practitioner of Sustainable Development - Pioneer of Carbon Reduction

Cloud e-Invoice

From 2015 to 2022, the carbon footprint of 36,300.52 metric tons of paper was reduced, and the height of the reduced A5 paper is the same as that of 1,880 TAIPEI 101 Buildings.

e-Commerce Value-added Service

Promote e-invoice, cross-border order processing services (real-name authentication, pre-entrustment). Electronic operation process to reduce carbon emissions.

BoniGO Counter Yard System

Save the driver's waiting time, the idling fuel consumption of container trucks, and carbon emissions, and promote the electronic of the entire operation.

Expand Cloud Services

Expand carbon reduction from the source, build a new generation data center, and work with customers to support the government's 2050 goal of net zero emissions.

Digital Value-added



Payment



EZWay Customs Duty Payment

Digitization of customs duty payment for overseas online shopping, reduce the use of cash and physical contact.

APAY Medical Payment

Save the hassle of queuing up to see a doctor.

Tvcar Car Inspection Payment

Implemented multiple payment methods in private car inspection agencies, taking into account environmental protection and epidemic prevention.

AIoT

Image OCR Recognition

Customer analysis in retail stores. Intelligent identification of certificates and documents. Reduce paper printing and transmission

Vehicle flow, Logistics and Warehousing Applications

Cargo volume verification, vehicle monitoring. Reduce the risk of picking up unreleased goods and promote electronic operation.

Cloud



Financial Results

Hsieh, Wen Ching
Deputy Manager

Annual Operating Results



Unit: 1000NTD

Item	2020	2021	2022	YoY
Revenue	1,899,439	2,234,098	2,268,772	2%
Gross Profit	757,761	907,023	989,255	9%
Operating Profit	421,316	515,988	553,414	7%
Pre-Tax Income	419,947	525,594	574,115	9%
Net Income	337,210	425,662	464,093	9%
Earnings Per Share	2.25	2.84	3.09	9%
Cash Dividends	1.81	2.05	2.50	22%

Consolidated Balance Sheet (Summary)

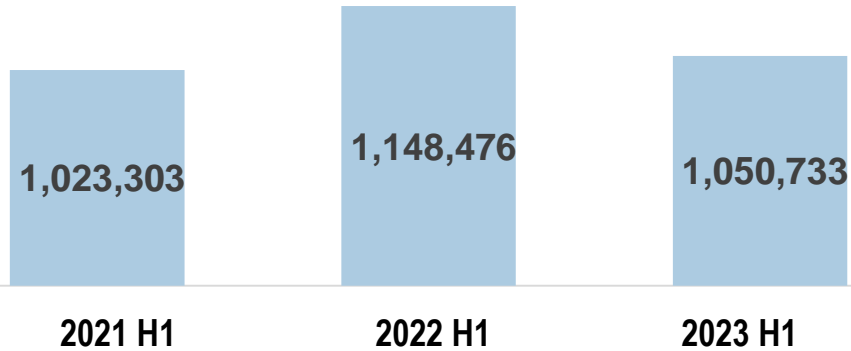
Unit: 1000NTD

Accounts	2022/6/30		2023/6/30	
	Amount	%	Amount	%
Current Assets	2,017,646	59%	2,188,683	61%
Non-current assets	1,429,503	41%	1,374,770	39%
Total Assets	3,447,149	100%	3,563,453	100%
Current liabilities	976,656	28%	1,015,989	28%
Non-current liabilities	161,606	5%	145,575	5%
Shareholders' equity	2,308,887	67%	2,401,889	67%
Total liabilities and equity	3,447,149	100%	3,563,453	100%

First Half-year Consolidated Operating Performance

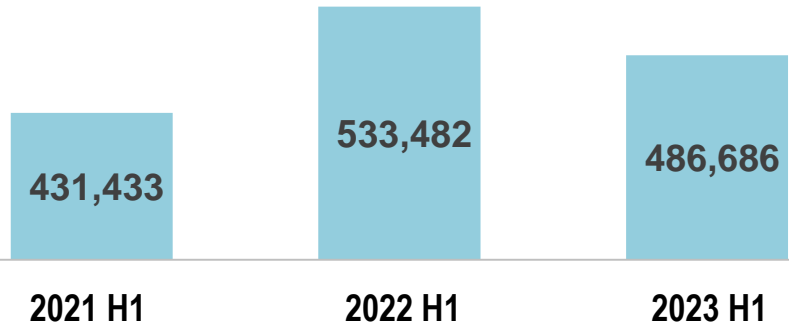
Revenue

(NTD in thousands)



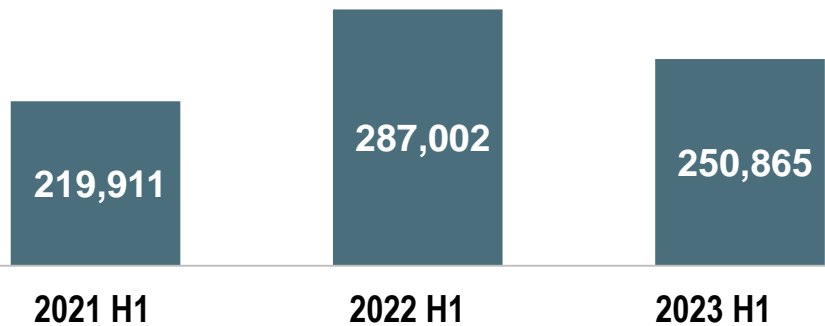
Gross Profit

(NTD in thousands)



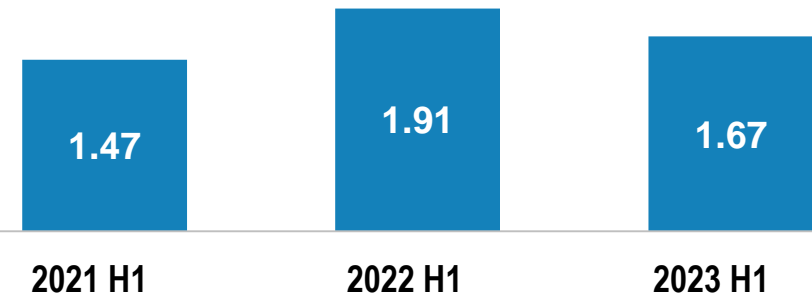
Net Income

(NTD in thousands)

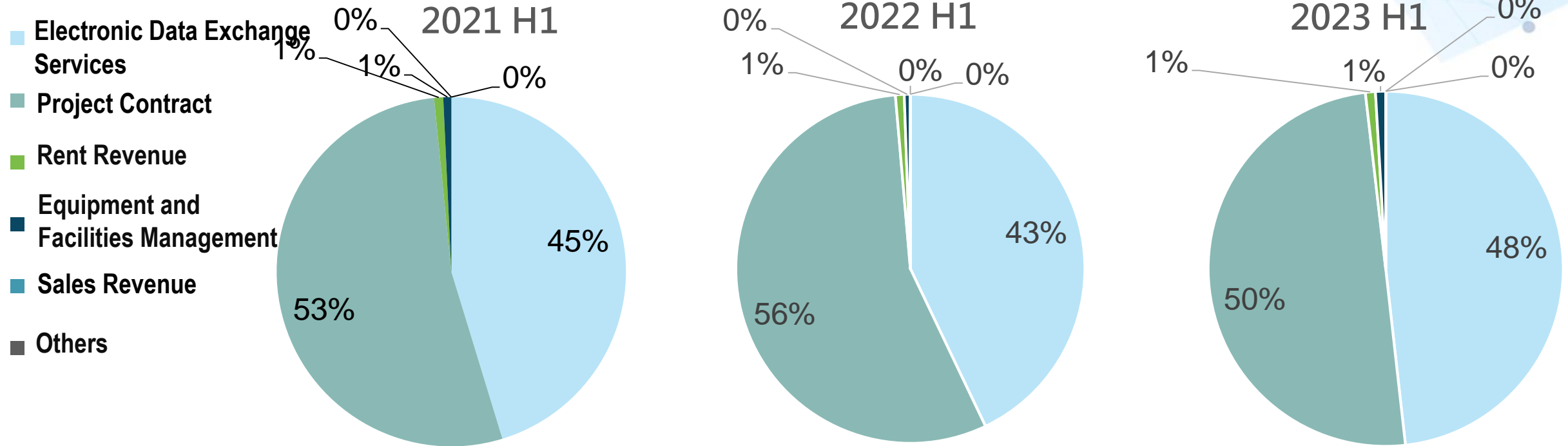


EPS

(NTD)



Consolidated Revenue Categories Report



Unit: 1000NTD	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2021 H1	463,293	543,829	8,621	7,544	5	11
2022 H1	492,846	639,855	9,300	6,457	6	12
2023 H1	506,702	524,744	9,574	9,691	5	17

Important Financial Indicators

	2021 H1	2022 H1	2023 H1
Debts Ratio	33.28%	33.02%	32.60%
Current Ratio	194.77%	206.59%	215.42%
Quick Ratio	188.91%	199.10%	207.93%
Profit Margin	21.49%	24.99%	23.88%
ROA	6.85%	7.85%	7.20%
ROE	9.98%	12.36%	10.30%



- ★ Stable debt ratio control, showing a strong capital structure
- ★ Current ratio and Quick Ratio maintains healthy
- ★ Although ROA and ROE have decreased slightly, the company's assets are still effectively used, and its profits remained stable

Q&A



THANK YOU

Thank you for supporting Trade-Van!