



TRADE-VAN 關貿堅持 • 國家品質

# Trade-Van

## 2023 Online Investor Conference

Stock symbol: 6183

Date: 2023/11/10



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

# Agenda

- **Opening Speech**

**Lin, Pei-Yau**  
Section Manager

- **Company Profile & Business Development**

**Fang, Nien-Te**  
Vice President

- **Financial Results**

**Hsieh, Wen-Ching**  
Deputy Manager

- **Q&A**

**Kao, Kuo-Fong**  
President

**Fang, Nien-Te**  
Vice President

**Shi, Xin-Bai**  
Associate President

**Hsieh, Wen-Ching**  
Deputy Manager

# 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

**Fang, Nien-Te**  
Vice President

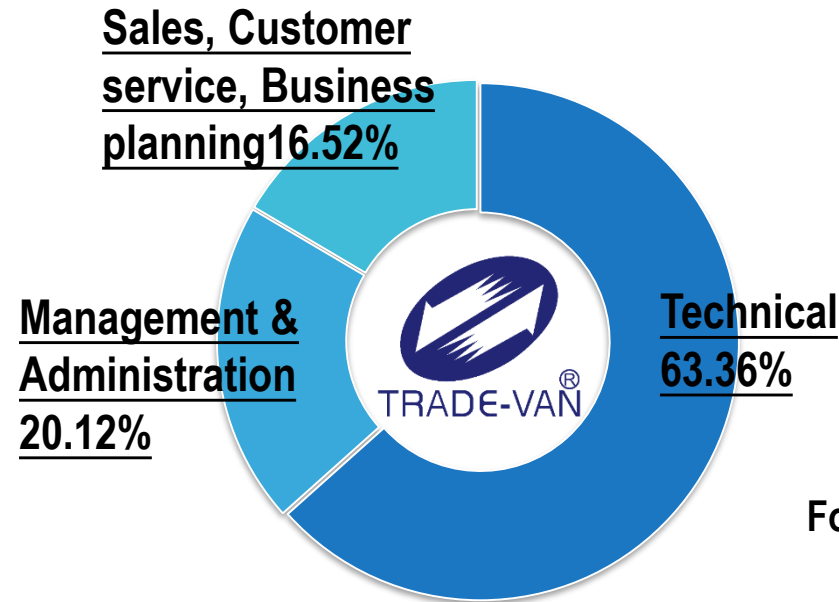


# The Leader in Taiwan's Information Services

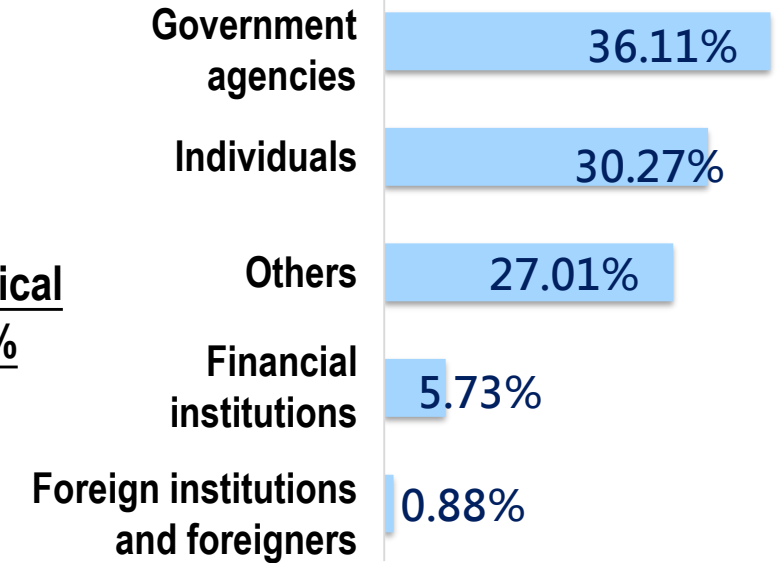


Company Name	Trade-Van Information Services Co.
Industry	Information software
Chairman	Chang, Lu-Sheng
Stock Symbol	6183
Capital	NT\$1.5 billion
Branch Offices	Taipei, Taichung, Kaohsiung, Shanghai

## Employee Structure



## Shareholding Structure



**666**  
employees

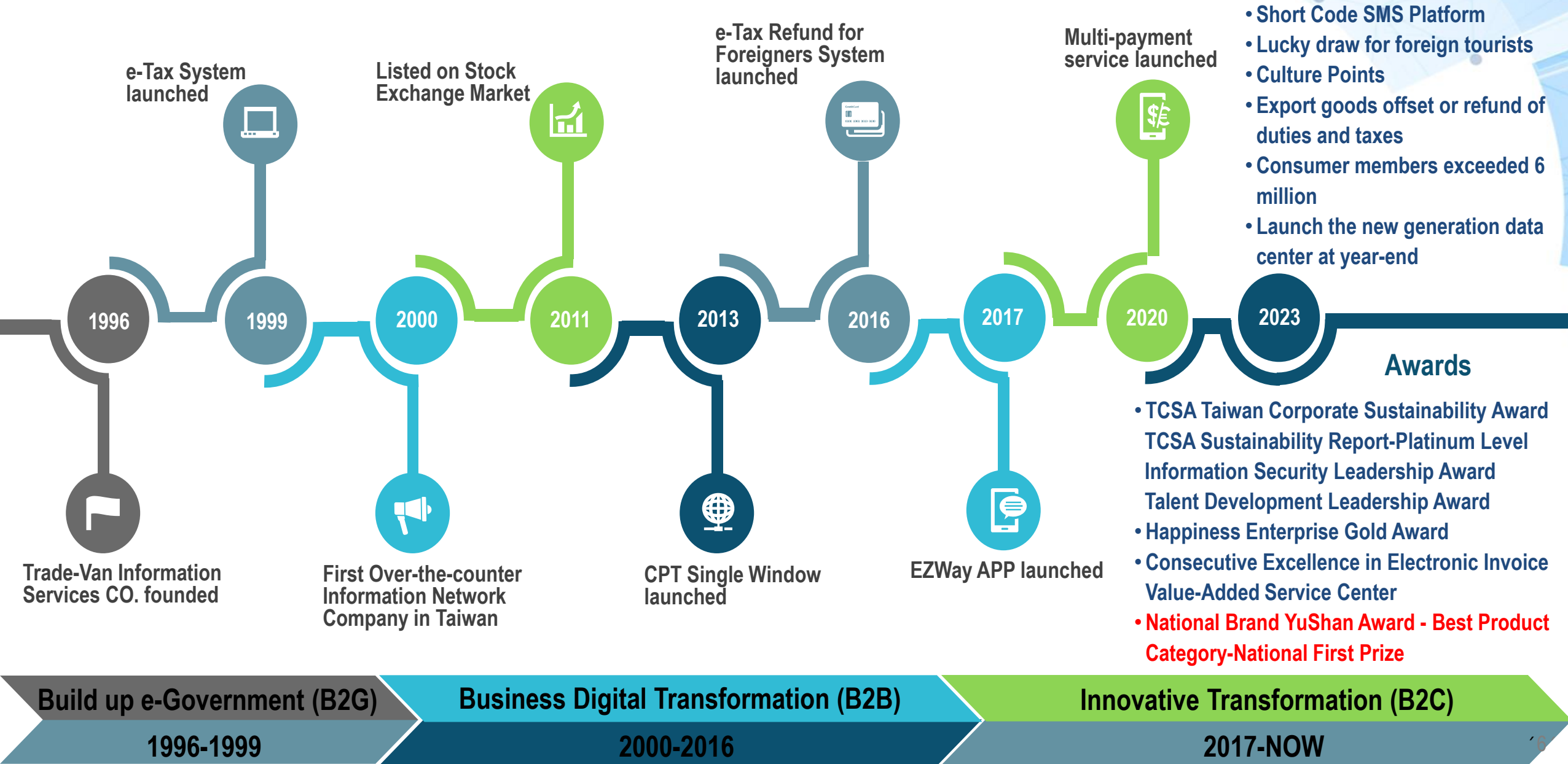
**63.36%**  
technical staff



**36.11%**  
MOF Shareholdings



# Major Milestones



# Bridge Between the Government, Businesses, and the Public



## Custom Clearance

### Customs Clearance

Customs clearance transmission/  
value-added services  
BoniGO smart warehouse  
EZWay declaration entrustment

## Government Information Service

Property Management  
e-Tax  
Food and Drug Safety  
**Short Code SMS Platform**



**Trade-Van Cloud+**  
Information security

## e-Commerce

### e-Invoice

### Retail 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

Information security detection,  
protection, consultant, and products

### AIoT Application

Smart document recognition  
Smart traffic and warehouse  
monitoring management  
Smart people flow big data in retail

### Cloud Service

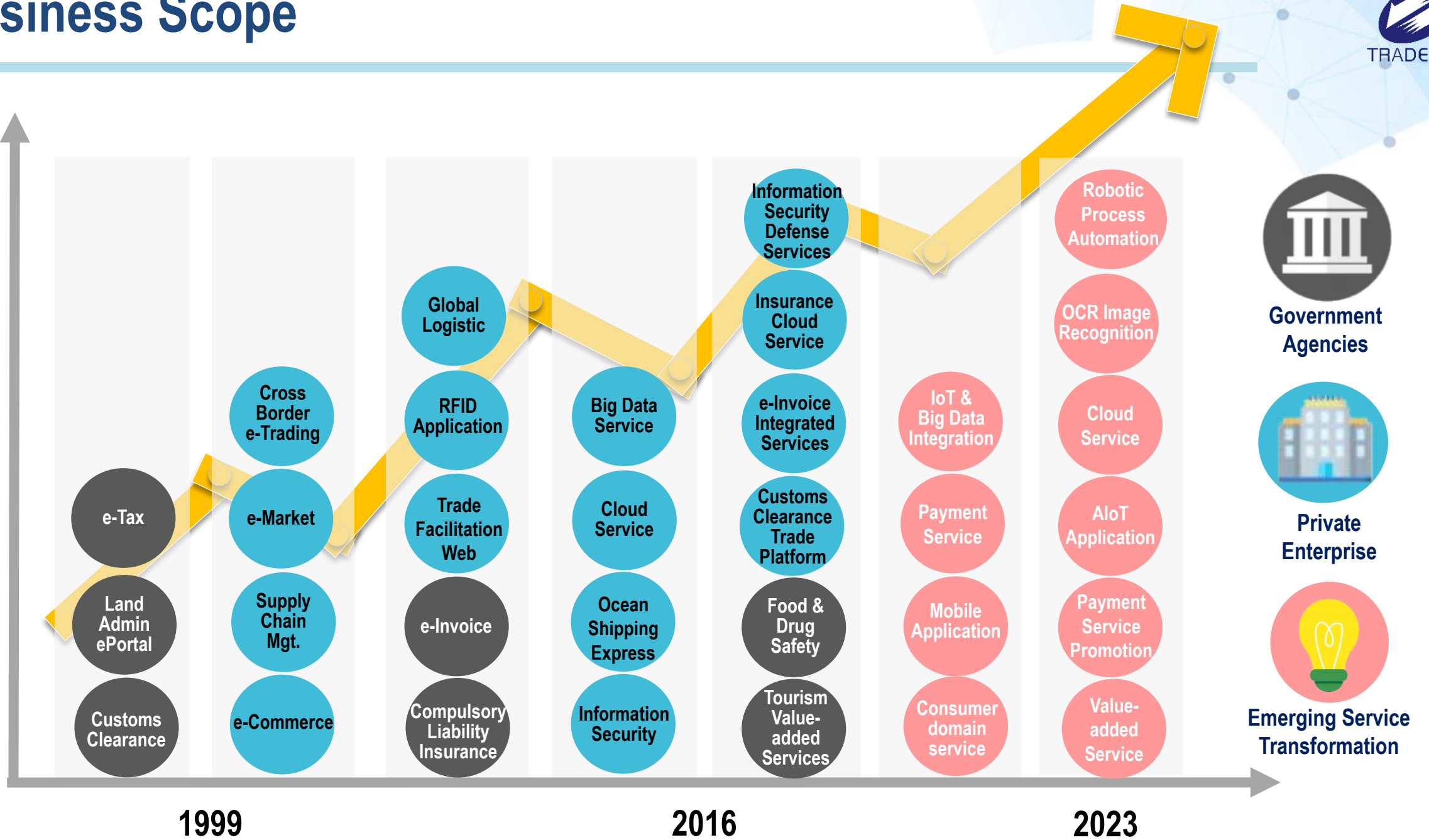
Robust Infrastructure Services  
Diverse Service Industry  
Diverse Cloud Products

### Multi-payment

Retail payment  
Customs clearance payment  
APAY medical payment

# Business Scope

Businesses





# Development Strategies: Enhance Service Efficiency through Value-added Innovation

## Digital Value-added Integration Service

- Digital Value-added Ecosystem
- Promote Payment Services

**Cost Control**

**Increase Revenue**

## Promote Innovative Intelligent Application

- Cloud Service
- Expand Business in the Field of Information Security
- AIoT Application

**Build an Outstanding Trade-Van**

## Optimize Operational Efficiency

- Organizational Culture and Talent



# Achievements and Prospects- Digital Value-added Ecosystem



By developing EZWay+APAY payments, we have accumulated over 6 million consumer-side members and extended business opportunities to value-added services, including e-invoicing, cross-border e-commerce, and healthcare, creating diverse industry ecosystems.



EZWay



Payment Services



e-Invoice Services



Value-added eCommerce



Medical Payment

Prospects

Linking the Government, Businesses, and Consumers to solidify market share and expand value-added services.

**For Shippers**

Combine offset or refund of duties and taxes with RPA robots.

**For Cross-border eCommerce**

Introduce "in-store pickup" to enhance delivery flexibility and reduce logistics costs.

**For Retail Businesses**

People flow analysis in stores and e-invoice verification.

**For Medical Services**

Healthcare payment via APAY. Prescription refill service healthcare manager.

# Achievements and Prospects- Promote Payment Services

- 1 Enhance the Payment Platform and Establish Operational Processes and Standards
- 2 Expand Diverse Payment Tools and Applications
- 3 Credit Card Collection and Payment Services (In Cooperation with Banks)
- 4 Acquire Qualification for Credit Card Payment Service Provider
- 5 **Implementation of Trade-Van Payment Services for Projects/Services**
- 6 **Expand Integration of Member Applications Across Various Sectors**
- 7 **Transform to a Electronic Payment Business (Collections, Payments, Recharges, and Transfers)**




**Establish a Payment Brand Through APAY**

# Achievements and Prospects- Cloud & Information Security Services

- Obtain distribution qualifications for VMware, SUSE, and Okta. 

- Strengthening partnerships with original manufacturers (IBM, VMware, Okta, and Check Point) and marketing promotion.

- Expand the information security product line. 
- Extend opportunities and solutions for Zero Trust Architecture (ZTA).
- Launch Trade-Van SOC & MDR services.



**Trade-Van Cloud+**  
**Information security**



**EXPAND REVENUE FOR  
SUSTAINED GROWTH MOMENTUM**



**Launch the new generation data center at year-end.**



**Enhance cloud and information security hosting services and product value-added offerings.**



**Talent recruitment and development**

**Form teams in collaboration with partners.**



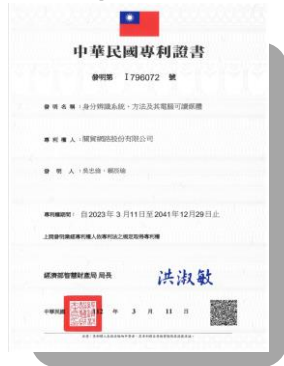
**Promote industry cloud clusters and information security services.**

# Achievements and Prospects- AIoT Application

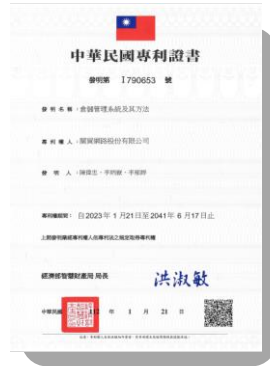


Continued to Strengthen AIoT Patent Portfolio, Obtained 3 Invention Patents in 2023 for Identity Recognition System, Customs Clearance Container System, and Warehouse Management System

Identity Recognition System



Warehouse Management System



Customs Clearance Container System



Expand Application Fields

AI Digital

Smart Government

Smart Insurance

IoT Fields

Smart Inspection

Smart Transportation

Smart Retail

Smart Warehousing

## Future Development Direction

Technology

Commercialize AI OCR Recognition.  
Combine in-house products with hardware manufacturers

Marketing

Plan our own brand, introduce specialized online/ media marketing exposure.

Talent

Industry-Academia collaboration.  
Implement AI Coding.

Patent

Continue to increase the number of patent projects in 1. volume, 2. behavior, 3. facial recognition, and 4. drug identification.



# Achievements and Prospects- Organizational Culture & Talent



## Talent-Centric

Comprehensively strengthen selection, cultivation, utilization, and retention. Build a sustainable organization and culture for talent development.

## AI Pilot Program

Implement AI coding to accelerate development and enhance productivity.



**GitHub**  
Copilot



**Happiness Enterprise Gold Award**  
(Technology and R&D Category)  
Creating a Happy Trade-Van Enterprise

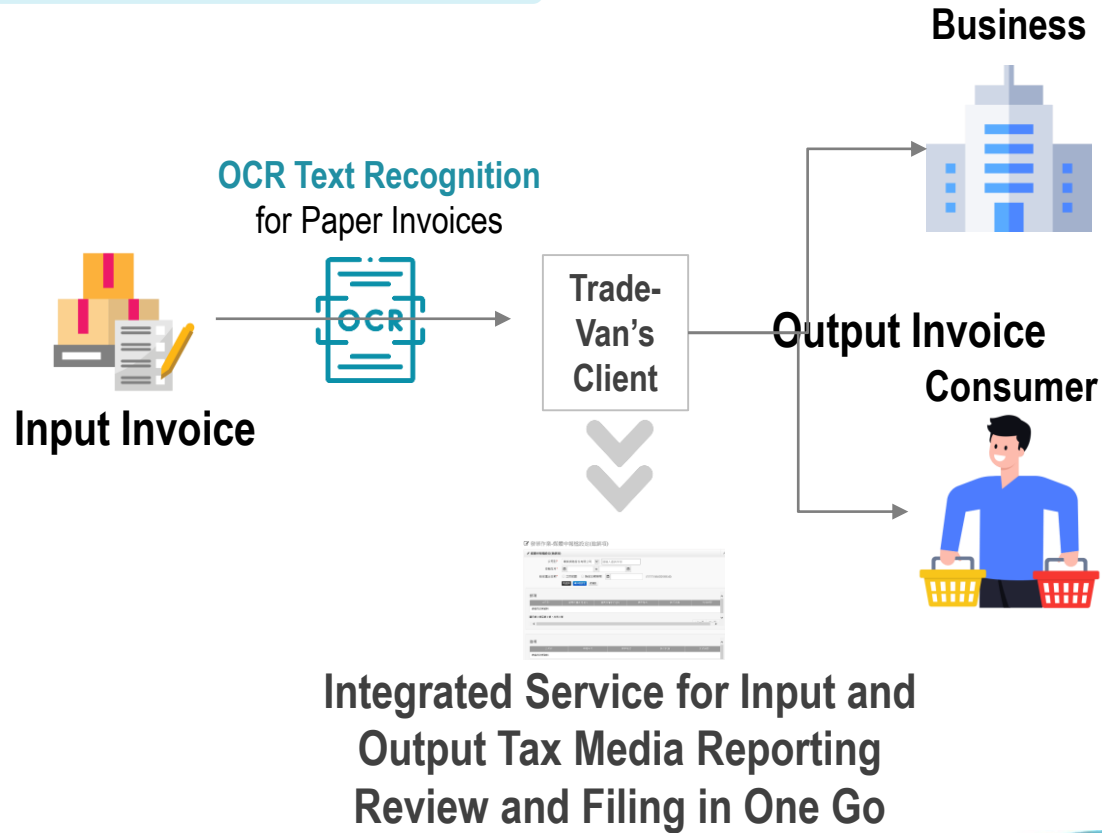
# The Leader in Integrated Services



# Glory- The National Brand YuShan Award/ Best Product Award National First Prize



## e-Invoice Service Model



## Advantages



Integrate Client-Side **Input and Output e-Invoices**, Drastically Reduce Paper Usage, and Promote Energy Efficiency and Carbon Reduction.



Leading Clients to Quickly Adopt Cloud Invoicing and Developing **Online and Offline Application Services**.



Offering a Variety of Value-Added Services, Allowing Consumers to Conveniently **Redeem Rewards 24/7 at Major Convenience Stores**.



- Implement OCR Recognition Technology and RPA Process Automation Robots to Assist Businesses in Reducing Human Labor Costs and Error Rates in Relevant Operations



Awarded with the National Brand YuShan Award- National First Prize, and Maintained the Title of Excellent e-Invoice Value-Added Service Center



# Glory-Taiwan Corporate Sustainability Awards



Glory-Taiwan Corporate Sustainability Awards  
The 2023 16th TCSA Taiwan Corporate Sustainability Award

Trade-Van Received  
Sustainability Report



# Platinum Level



| Information Security Leadership Award |

Plays a benchmarking and leadership role in enhancing cybersecurity awareness, improving information security technical capabilities, and integrating and strengthening information security management systems for businesses.



| Talent Development Leadership Award |

Committed to Employee Career Development and Cultivation, their influence extends not only within the company but also makes a significant contribution to talent development in society.

Trade-Van Received the Highest Honor Award

# Financial Results

**Hsieh, Wen-Ching**  
Deputy Manager



# Operational results for the first three quarters of 2023



Unit: 1000NTD

Item/Year	2023 H1	2023 Q1-Q3	2022 Q3	2023 Q3	Q3 YoY
Revenue	1,050,733	1,595,731	517,204	544,998	5%
Gross Profit	486,686	741,312	220,777	254,626	15%
Operating Profit	294,538	445,279	128,005	150,741	18%
Pre-Tax Income	307,276	468,058	138,549	160,782	16%
Net Income	250,865	380,154	111,889	129,289	16%
Earnings Per Share	1.67	2.53	0.75	0.86	15%

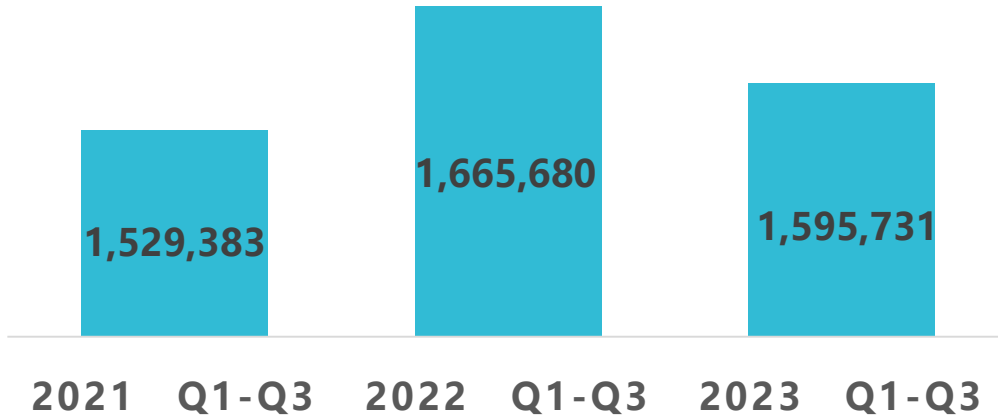
# Consolidated Balance Sheet (Summary)

Unit: 1000NTD

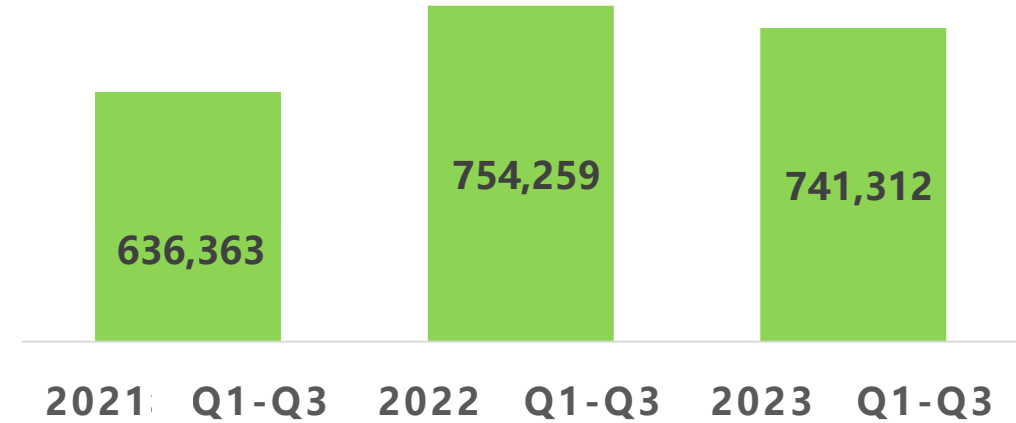
Accounts	2022/9/30		2023/9/30	
	Amount	%	Amount	%
Current Assets	1,783,382	56%	2,117,946	61%
Non-current assets	1,405,654	44%	1,364,077	39%
<b>Total Assets</b>	<b>3,189,036</b>	<b>100%</b>	<b>3,482,023</b>	<b>100%</b>
Current liabilities	607,630	19%	808,642	23%
Non-current liabilities	160,180	5%	144,683	4%
Shareholders' equity	2,421,226	76%	2,528,698	73%
<b>Total liabilities and equity</b>	<b>3,189,036</b>	<b>100%</b>	<b>3,482,023</b>	<b>100%</b>

# Performance for Q1-Q3 (Consolidated)

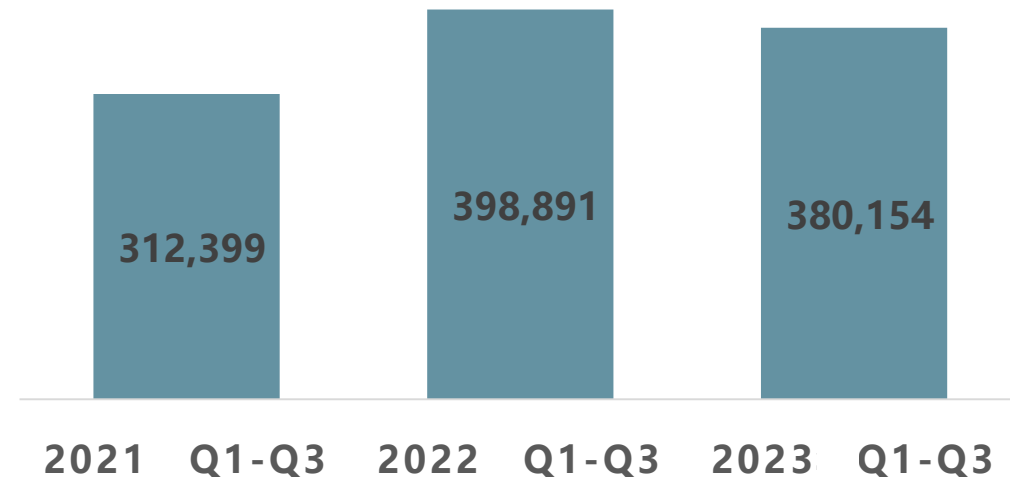
Revenue (NTD in thousands)



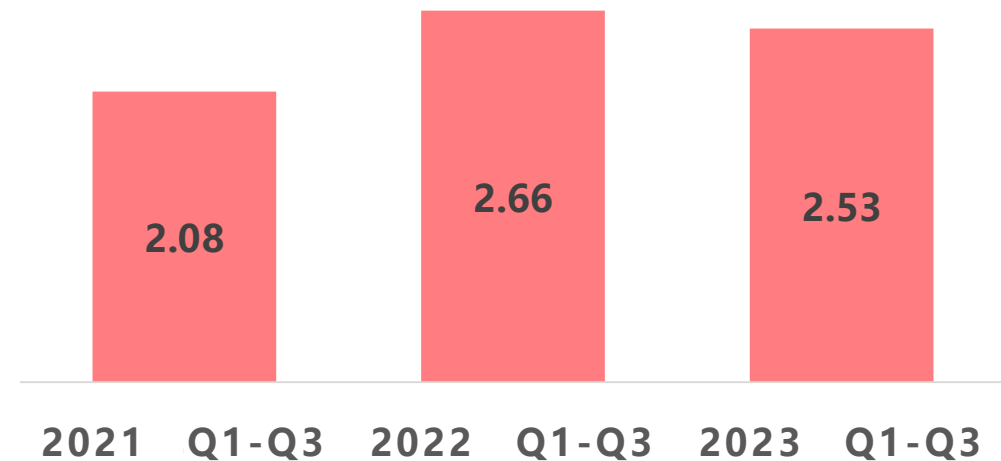
Gross Profit (NTD in thousands)



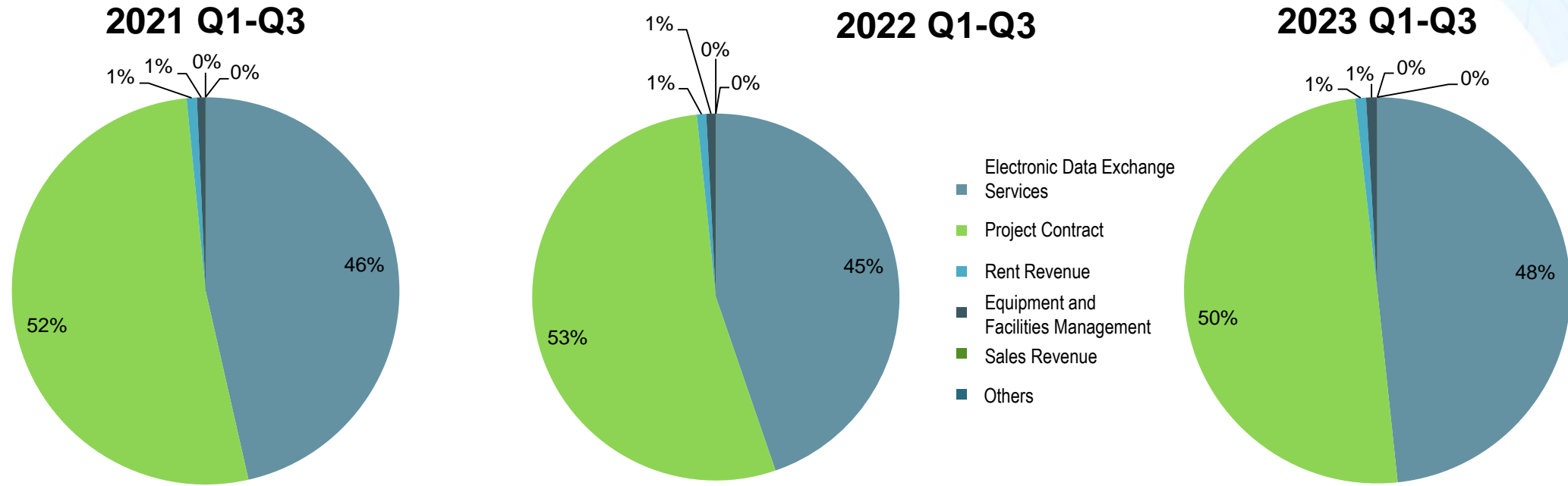
Net Income (NTD in thousands)



EPS (NTD)



# Comparison of consolidated revenue categories for Q1-Q3



Unit: 1000NTD	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2021 Q1-Q3	710,354	794,974	13,015	11,017	6	17
2022 Q1-Q3	745,105	892,905	13,951	13,701	6	12
2023 Q1-Q3	770,986	795,542	14,361	14,812	7	23

# Important Financial Indicators

	2021 Q1-Q3	2022 Q1-Q3	2023 Q1-Q3
<b>Debts Ratio</b>	<b>25.76%</b>	<b>24.08%</b>	<b>27.38%</b>
<b>Current Ratio</b>	<b>254.44%</b>	<b>293.50%</b>	<b>261.91%</b>
<b>Quick Ratio</b>	<b>240.71%</b>	<b>281.80%</b>	<b>252.49%</b>
<b>Profit Margin</b>	<b>20.43%</b>	<b>23.95%</b>	<b>23.82%</b>
<b>ROA</b>	<b>10.05%</b>	<b>11.30%</b>	<b>11.03%</b>
<b>ROE</b>	<b>14.01%</b>	<b>16.78%</b>	<b>15.21%</b>

- ★ 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**

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**Thank you for supporting Trade-Van!**