



TRADE-VAN 關貿堅持・國家品質

Trade-Van (stock symbol 6183) 2022 Investor Conference

2022/08/10 16:00~17:00

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

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25th National
Quality Award-
Management
Excellence Award

Agenda

Opening Speech

Lin, Pei-Yau
Section Manager

Company Profile & Business
Development

Fang, Nian-Te
Vice President

2022 Financial Results

Shih, Hsin-Pai
Senior Manager

Q&A

Chang, Lu-Shen
Chairman

Kao, Kuo-Feng
President

Fang, Nian-Te
Vice President

Chen, Hsueh-Tau
Vice President

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 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 as a result of new information, future events or others.



Company Profile & Business Development

Fang, Nian-Te
Vice President

Trade-Van FY22 Investor Conference



The Leader of Information Services in Taiwan



Paid-in capital
NT\$ **1.5 billion**

MOF
Shareholdings **36.11%**

Consolidated
Revenue in 2021
NT\$ **2.23 billion**

Certificate of Registration as a Technological Service Organization



IT Service Organization
Information security & application software development service (2021)



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



AI Service Organization
AI related system integration (2020)



Total
667

Technical staff
64.31%

Experienced in AI and information security. Obtained many international certifications.

Shareholding structure statistics date: 2022/4/19; Number and structure of employees statistics date: 2022/4/30



- Electronic Data Exchange
- Internet Services
- Internet Value-added Services
- Project Contracts
- Computer Equipment Management
- Sales of Computer Hardware and Software Related Equipment
- Customer Services
- Management Consultancy



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

ISO Certificates



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



ISO 27017
First passed in 2022



ISO 27701
First passed in 2022



ISO 17025
APP Testing Laboratory
Forensics Laboratory
First passed in 2018
Renewed in 2022



CMMI Level 3
First passed in 2007
Renewed in 2020

Support Government Projects and Grow Steadily



Project Type

- Customs Clearance
- Medical Management
- Food and Drug
- Tax
- Property Management
- Tobacco and Alcohol Administration
- Big Data Application
- Construction Management
- Epidemic Prevention /Revitalization/ Post Pandemic
- Blockchain Service
- AIoT Digital Transformation
- Cloud Service
- Payment Service



Trade-Van



Agencies

- Executive Yuan
- Ministry of Finance
- Ministry of Labor
- Ministry of Culture
- Ministry of the Interior
- Ministry of Economic Affairs
- Ministry of Health and Welfare
- Ministry of Science and Technology
- Central bank
- Ministry of Foreign Affairs
- Ministry of Transportation and Communications
- Council of Agriculture
- Atomic Energy Council
- Overseas Community Affairs Council
- National Palace Museum
- National Communications Commission
- Financial Supervisory Commission
- National Audit Office
- Taipei City Government
- Kaohsiung City Government
- New Taipei City
- Taoyuan City Government

Expand the Market and Grow Steadily



Customs Clearance Services

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



Supply Chain Services

Integrate the management platform of logistics and electronic industries



e-Market Services

Build service platforms for enterprise procurement and engineering contracting



e-Invoice Services

Provide services such as issuing, enquiry, reporting, carrier, printing, etc.



AIoT Services

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



The Promoter of Customs Clearance Automation Services, the Bridge Between the Government and Enterprises



Before customs clearance automation

"Customs clearance takes at least 1 day in average"
"C1 customs clearance takes 4 hours in average"

After customs clearance automation

"Ocean freight clearance only takes 1 hour, air freight clearance only takes 3 minutes"
"C1 customs clearance only takes 0.3 second"

2022/7/7

Ministry of Finance
Customs Clearance
Network Business
License

Completed license renewal

- Free Economic Zone
- Bonded Factory
- Science Park
- Logistics Center
- Bonded Warehouse

Transmission

EZWay

Value-added

Customs Clearance Development

Special Economic Zone

Sea/Air Express

Industry Product


- Tariff Withholding System
- Mobile Value-added Services
- Customs Clearance Integration Platform
- Container Status Online Inquiry System

- Shipping System
- e-customs Service
- International Logistics System
- Container Yard Management System



Government Evaluation: The Only Excellent e-Invoice Value-added Service Center in the Country



- Awarded Excellent Value-Added Service Center in 2022 by the Ministry of Finance 
- Over 800 million electronic invoices are uploaded every year, with nearly 5,000 users.
- Strengthen cooperation with distributors, provide high-quality value-added services, and expand market share.



Issuance System

Invoice issuance, credit notes, voidance



Financial System

Value Added Center approved by the Ministry of Finance



Lottery System

Line@, print in convenience stores, SMS notification



Filing System

Upload Input/ Output Media Report files and Business Tax examination



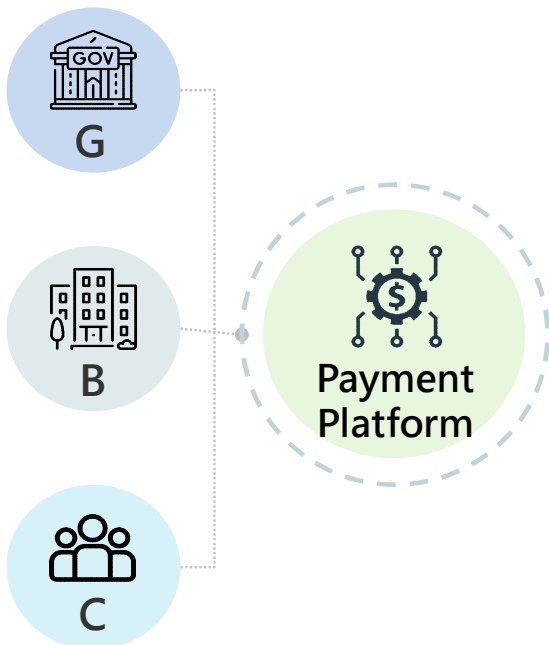
Printing System

Different types of printing

Strategic Results and Future Development in 2022



Payment Platform Application



The company is qualified for third-party payment and has built the **Multi-payment Platform** which is connected with banks to provide eATM, Taiwan Pay, e-Bill of the Financial Information Service Co., Ltd., and the ACH operation and eFCS operation of the Taiwan Clearing House. We have passed the **PCI DSS certification** and provided **credit card collection and payment services**.

Multi-payment services provided:

EZWay, car inspection payment ; Three major medical systems, including the China Medical University Hospital, Kaohsiung Veterans General Hospital, and Tungs' Taichung Metroharbor Hospital.

We continued to increase customers and transactions.

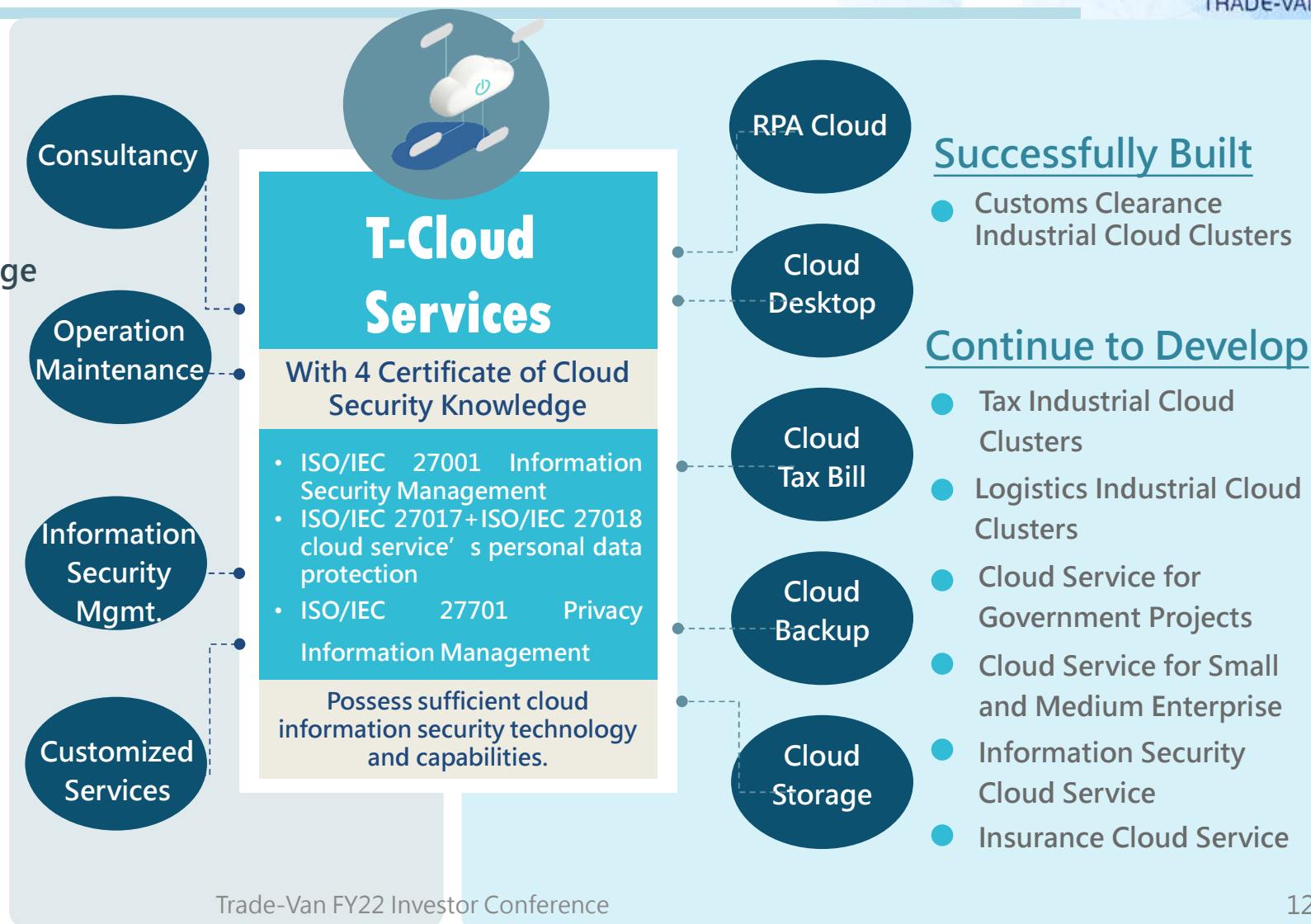


Cloud Service Performance and Development



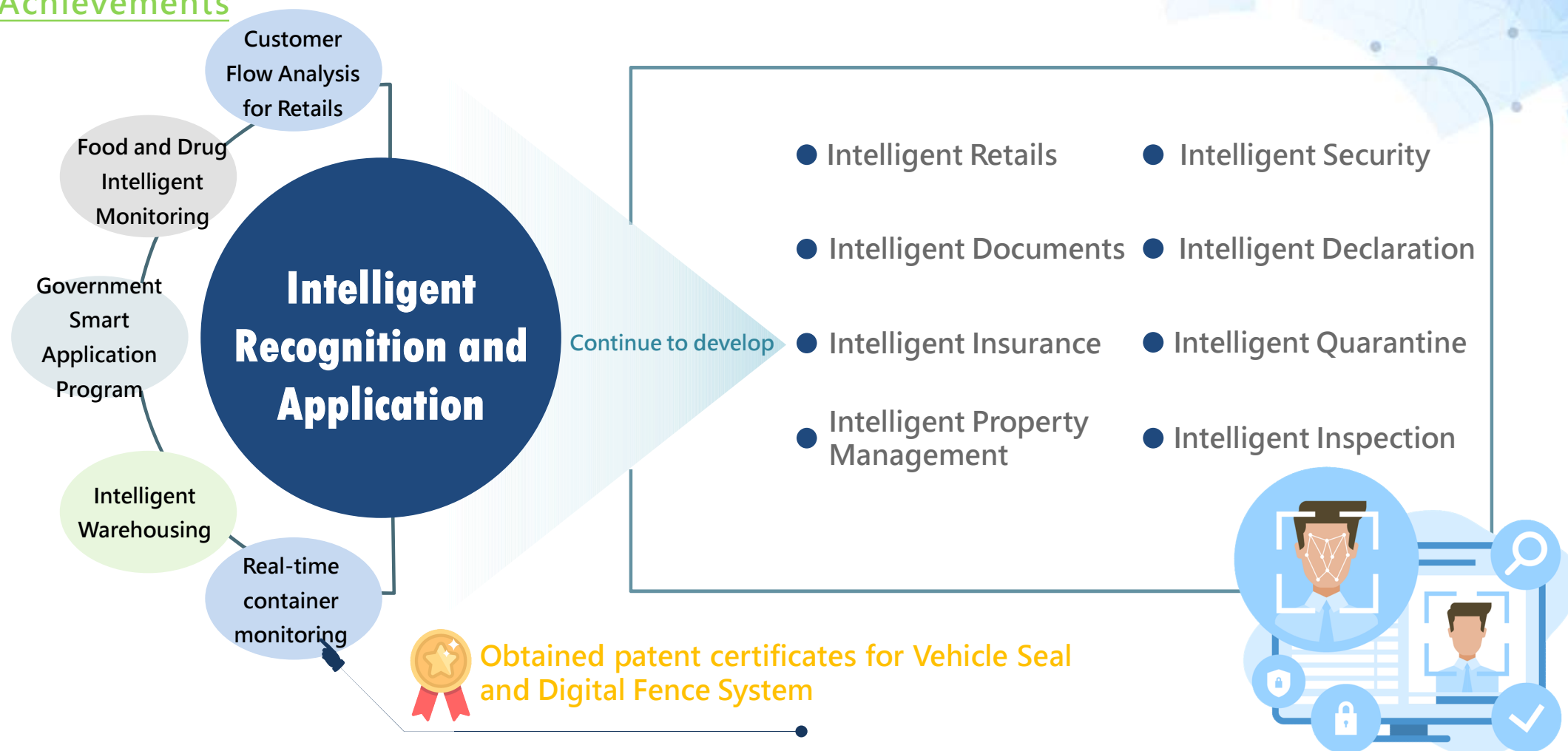
Enterprise IT Pain Points

- **Lack of Talent**
Lack of suitable IT talents for operations and information security
- **Lack of Professional Knowledge**
Unable to effectively control information security and compliance processes
- **Low Flexibility and Inefficiency**
Unable to respond to peak business demands in a timely manner and lose customers.
- **Afraid of Information Security Vulnerabilities**
Insufficient information security protection can only provide limited protection against information security threats.
- **Costly**
Planning, construction, development, deployment, and management are expensive.

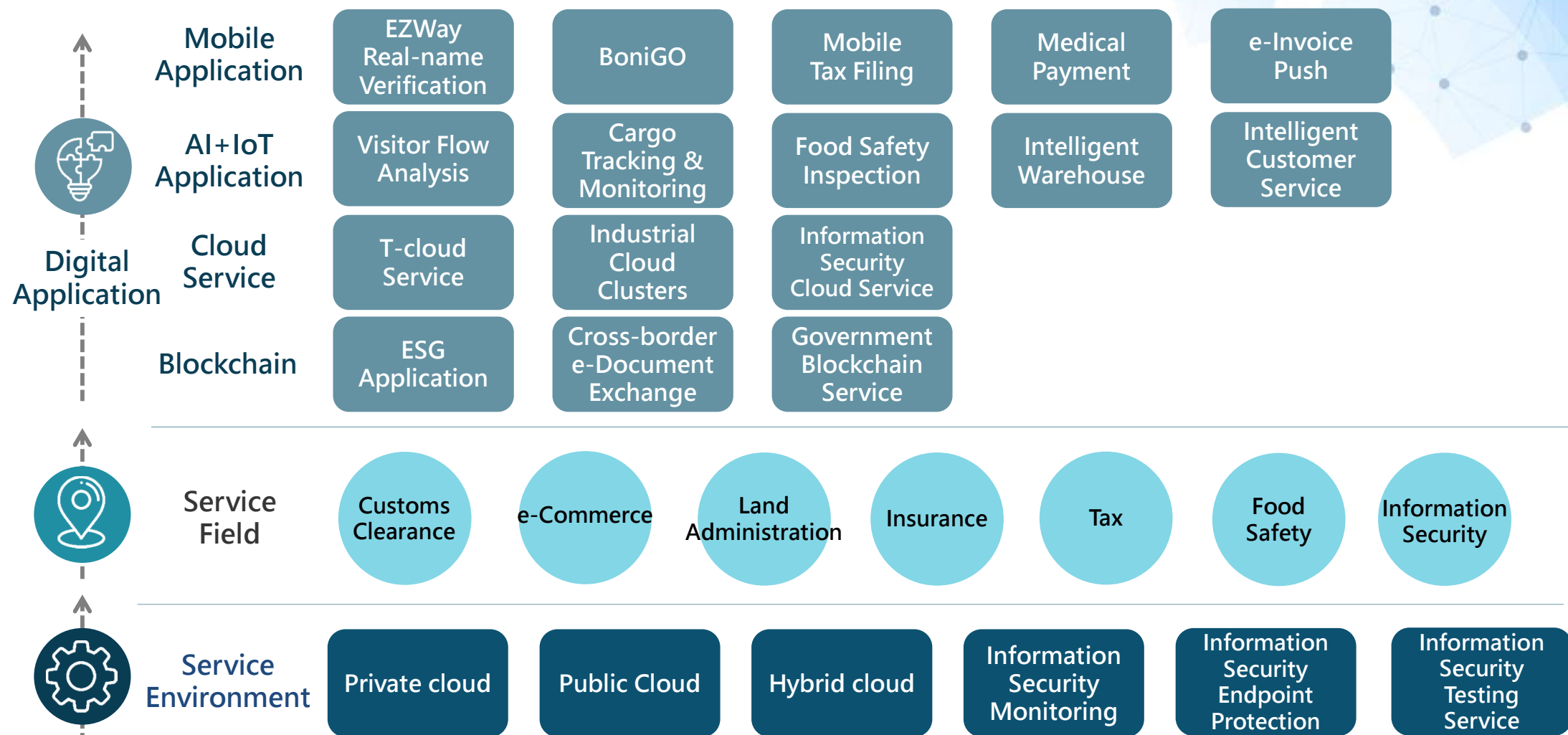


AIoT Performance and Application

Achievements



Digital Transformation, Cultivate Service Value



Implement ESG, Create Taiwan Sustainability



ESG Committee

Regulatory Compliance

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

E

Environment Protection

- Trade-Van Green Service
Obtain ISO14067 Certificate
- Promote ISO 14001, improve environmental management

Improve carbon reduction through core services

S

Social Responsibility

- Improve employee benefits (ESOT), create a diverse, equal and healthy workplace
- Assist customers in digital transformation with sustainability services
- Provide comprehensive information services

Innovate and diversify to improve social well-being

G

Corporate Governance

- Achieve revenue and profit goals
- Improve stakeholder communication
- Obtain TIPS verification

Improve communication and governance



2022 Financial Results

Shih, Hsin-Pai
Senior Manager

Annual Operating Results



Unit: 1000NTD

Item	2019	2020	2021	YOY
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%
Pre-Tax Income	360,504	419,947	525,594	25%
Net Income	293,282	337,210	425,662	26%
Earnings Per Share	1.96	2.25	2.84	26%

Consolidated Balance Sheet (Summary)



Unit: 1000NTD

Accounts	2021/6/30		2022/6/30	
	Amount	%	Amount	%
Current Assets	1,765,325	54%	2,017,646	59%
Non-current assets	1,491,743	46%	1,429,503	41%
Total Assets	3,257,068	100%	3,447,149	100%
Current liabilities	906,350	28%	976,656	28%
Non-current liabilities	177,485	5%	161,606	5%
Shareholders' equity	2,173,233	67%	2,308,887	67%
Total liabilities and equity	3,257,068	100%	3,447,149	100%

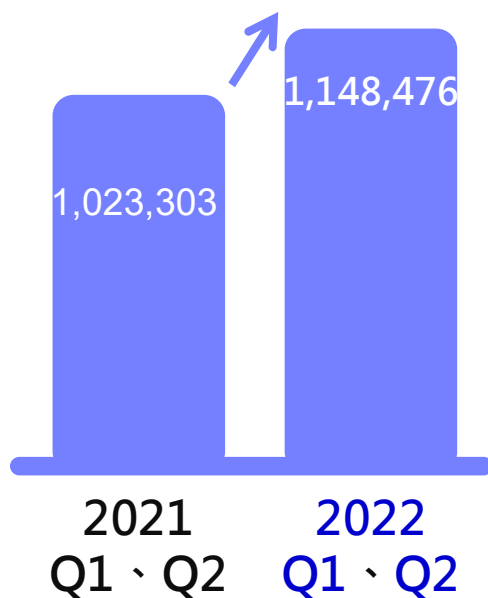
First Half-year Consolidated Operating Performance



Revenue

(NTD in thousands)

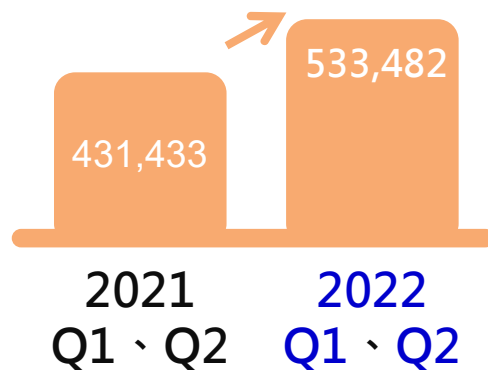
YoY
+12%



Gross Profit

(NTD in thousands)

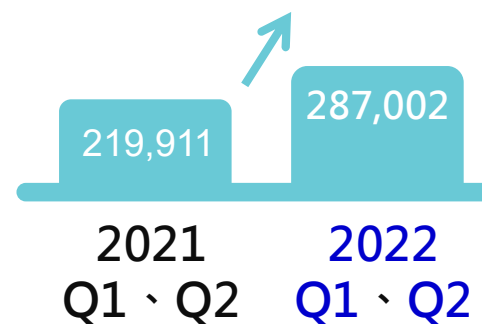
YoY
+24%



Net Income

(NTD in thousands)

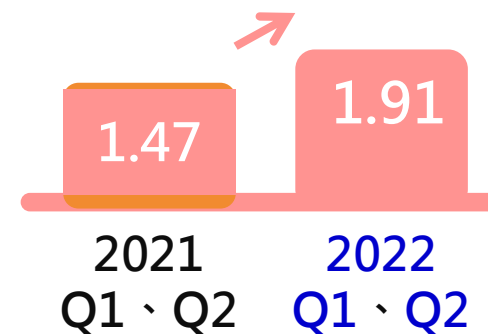
YoY
+31%



EPS

(NTD)

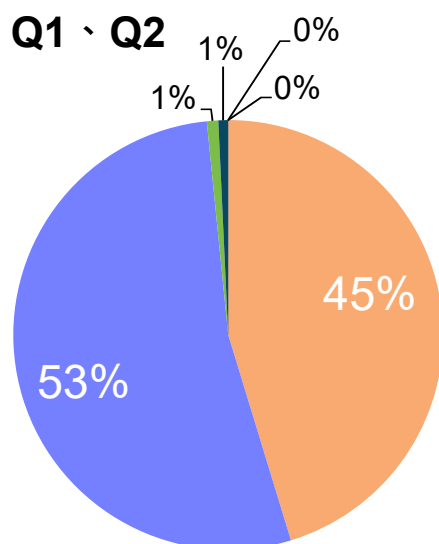
+0.44
NTD



Consolidated Revenue Categories Report

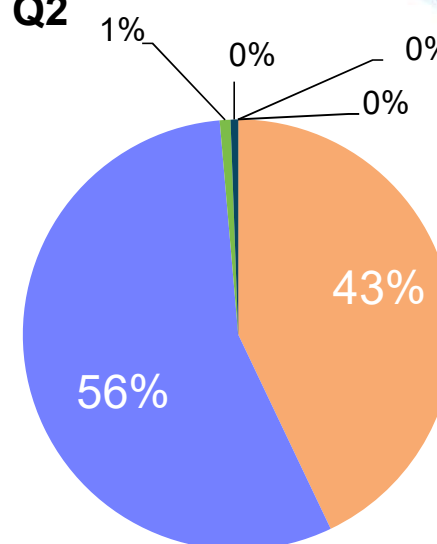


2021 Q1、Q2



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

2022 Q1、Q2



Unit: 1000NTD	Electronic Data Exchange Services	Project Contract	Rent Revenue	Equipment and Facilities Management	Sales Revenue	Others
2021 Q1、Q2	463,293	543,829	8,621	7,544	5	11
2022 Q1、Q2	492,846	639,855	9,300	6,457	6	12

Important Financial Indicators



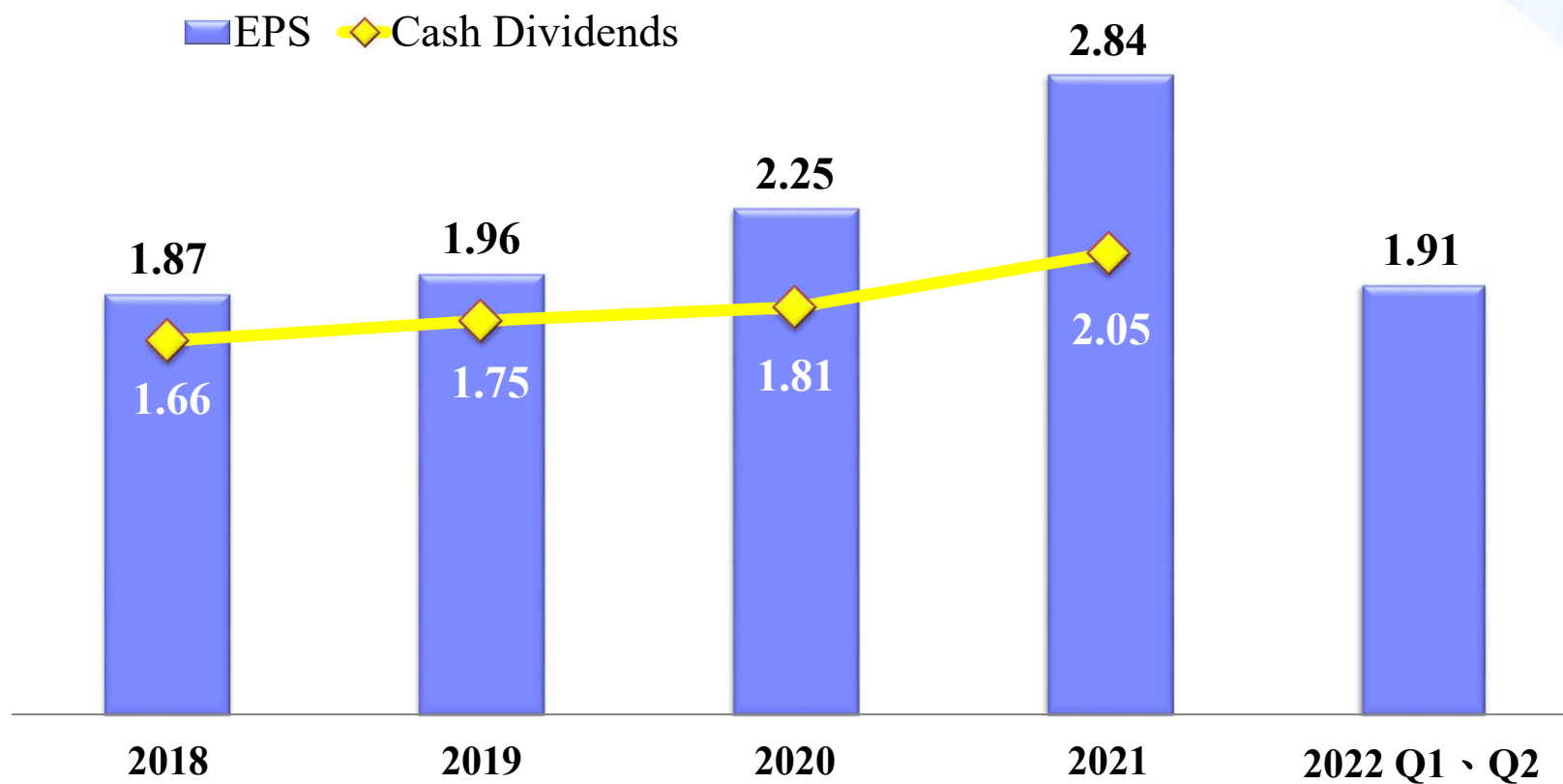
	2021 Q1 、 Q2	2022 Q1 、 Q2
Debts Ratio	33.28%	33.02%
Current Ratio	194.77%	206.59%
Quick Ratio	188.91%	199.10%
Profit Margin	21.49%	24.99%
ROA	6.85%	7.85%
ROE	9.98%	12.36%

- ★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



Unit: NTD





Q&A

THANK YOU

Thank you for supporting Trade-Van!