

SHAN-LOONG TRANSPORTATION

Stock Code : 2616



山隆通運
SHAN-LOONG TRANSPORTATION

2018.09.21

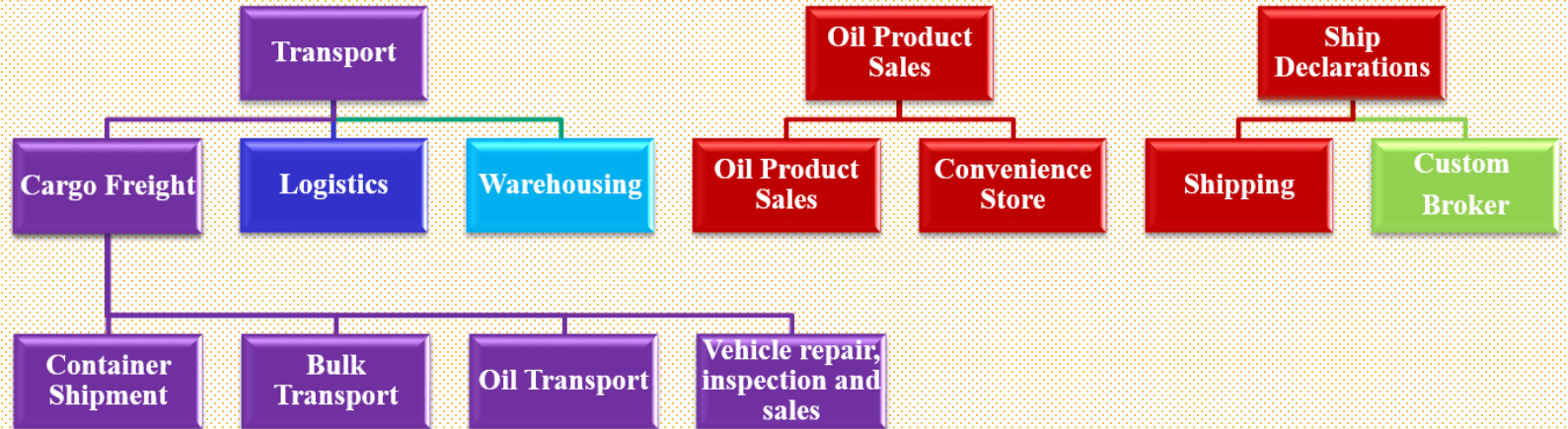
Disclaimer

➤ The Company has not issued financial forecasts. This presentation may contain forward-looking statements. Actual results may differ materially from these forward-looking statements. Because that has many factors are beyond our control. Such as market demand changes, price fluctuation, exchange rate changes, and changes in international economic conditions and so on.

Company Profile

- **Established in 1976**
- **IPO in 1997**
- **Capital : NT\$1.3420 billion**
- **Consolidated revenue : NT\$17.0 billion in 2017**
- **Employees : About 1,800 people**
- **Business Items : Cargo Freight, Oil Product,
Logistics and
Warehousing,
Shipping Declarations**

Service Contents



Transportation Networks

運輸 · 物流倉儲中心 · 修護廠 · 檢驗站據點



運輸 Transportation



北區：宜蘭廠、基隆廠、大園廠
中區：苗栗廠、台中廠、麥寮廠
北提廠
南區：高雄廠

物流 Logistics



北區：五股、中壢、竹北
中區：烏日
南區：大林、七股、燕巢

修護廠 Vehicle Repair



大園廠、台中廠、高雄廠

檢驗站 Vehicle Inspection



北區：中壢廠、苗栗廠
中區：台中廠、彰興站

Specialized Equipment -Cargo Freight



Container Truck



Flatbed Truck



Bulk Transport



Oil Trucks



Tanker



Oil Tanker



Telescopic Cabinet



25 tons Stacker



Vehicle repair, inspection

Specialized Equipment -Logistics and Warehousing



Warehouses



Caravan



Gullwing Wagon

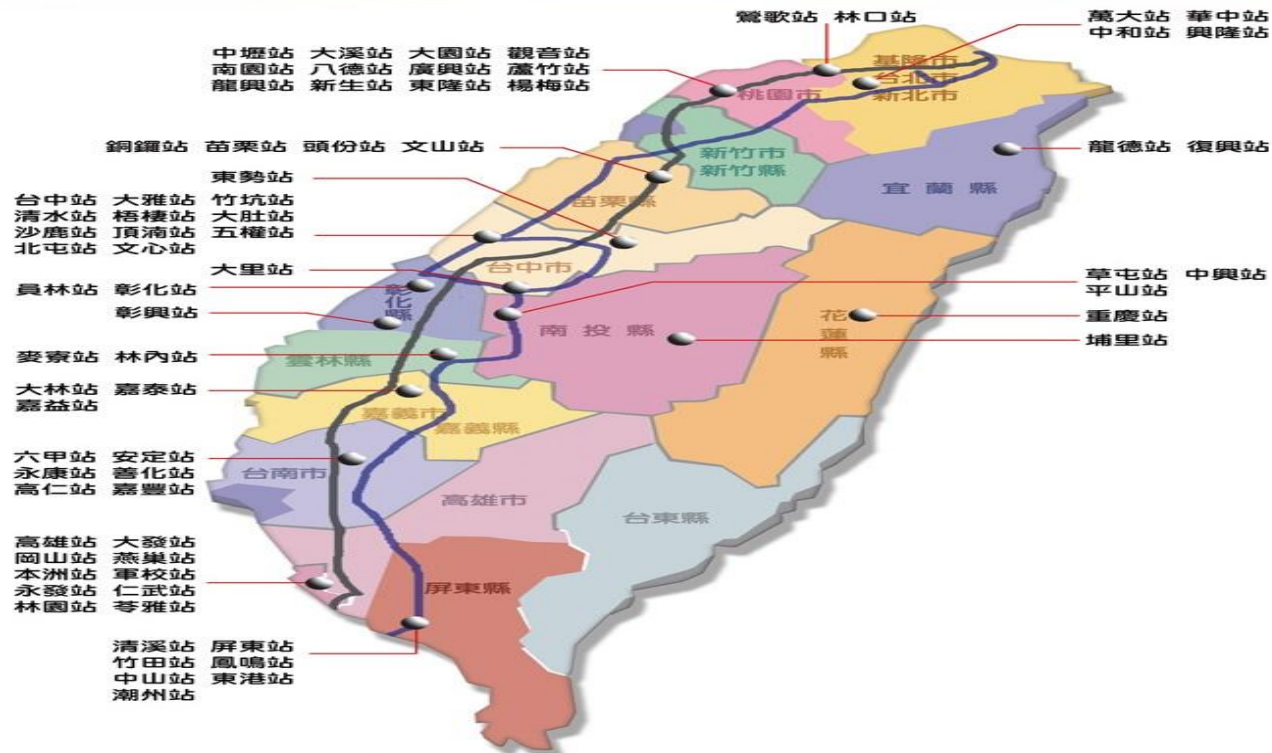


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Networks of Gas Stations



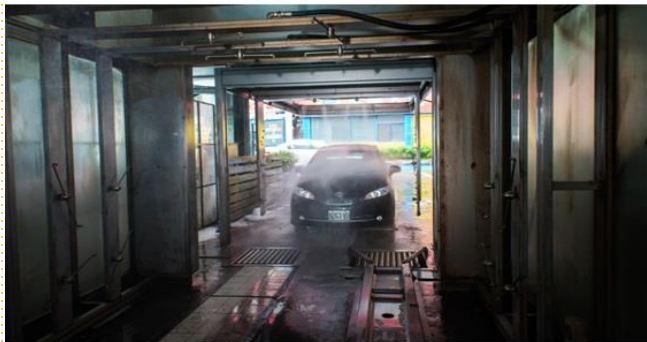
Gas Station Diversified Services



Tubing Detection



Gas Stations



Car Wash Service



Self-service station

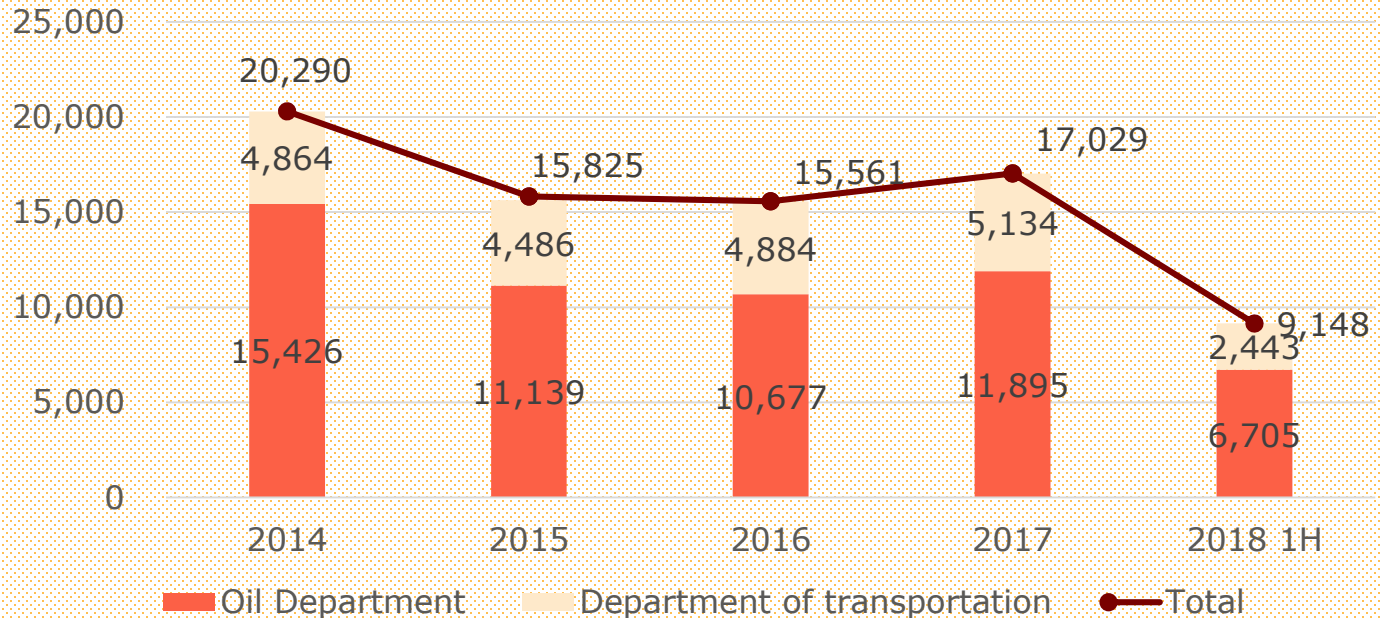
Financial Overview

Consolidated Income Statement

Unit : Million NTD	2014	%	2015	%	2016	%	2017	%	2018 1H	%
Operating income	20,290	100	15,825	100	15,561	100	17,029	100	9,148	100
Operating cost	19,075	94	14,580	92	14,082	90	15,540	91	8,404	92
Operating margin	1,215	6	1,245	8	1,479	10	1,489	9	744	8
Operating expenses	987	5	1,015	6	1,106	7	1,193	7	624	7
Operating net profit	228	1	230	1	373	2	296	2	120	1
External income and expenses	76	0	45	0	70	0	347	2	31	0
Pre-Tax Income	304	1	275	2	443	3	643	4	151	2
Income Tax Expense	68	0	52	0	79	1	92	1	53	1
Net Income	236	1	223	1	364	2	551	3	98	1
Net Income- Not included land for sale	236		223		364		244		98	
EPS(NTD)	2.02		1.90		3.09		4.24		0.76	
EPS(NTD)- Not included land for sale	2.02		1.90		3.09		1.84		0.76	
Cash dividend(NTD)	1.50		1.49		2.06		2.56			

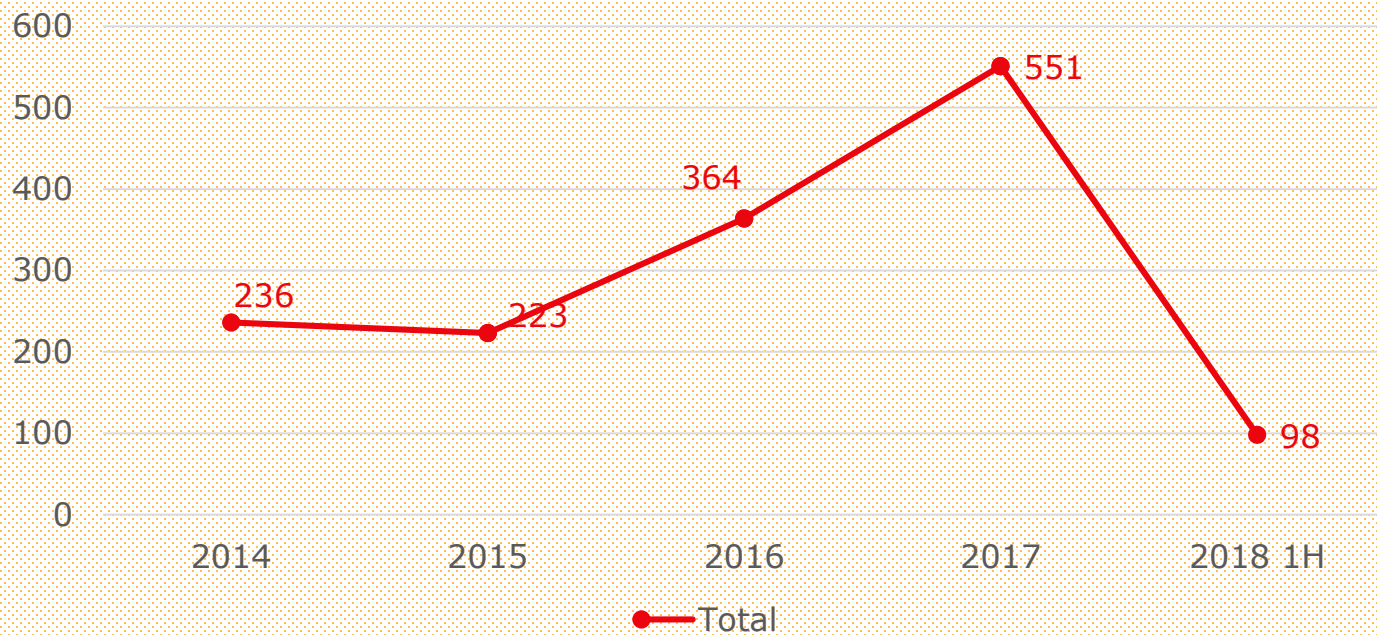
Revenue

Unit : Million NTD



Net Income

Unit : Million NTD

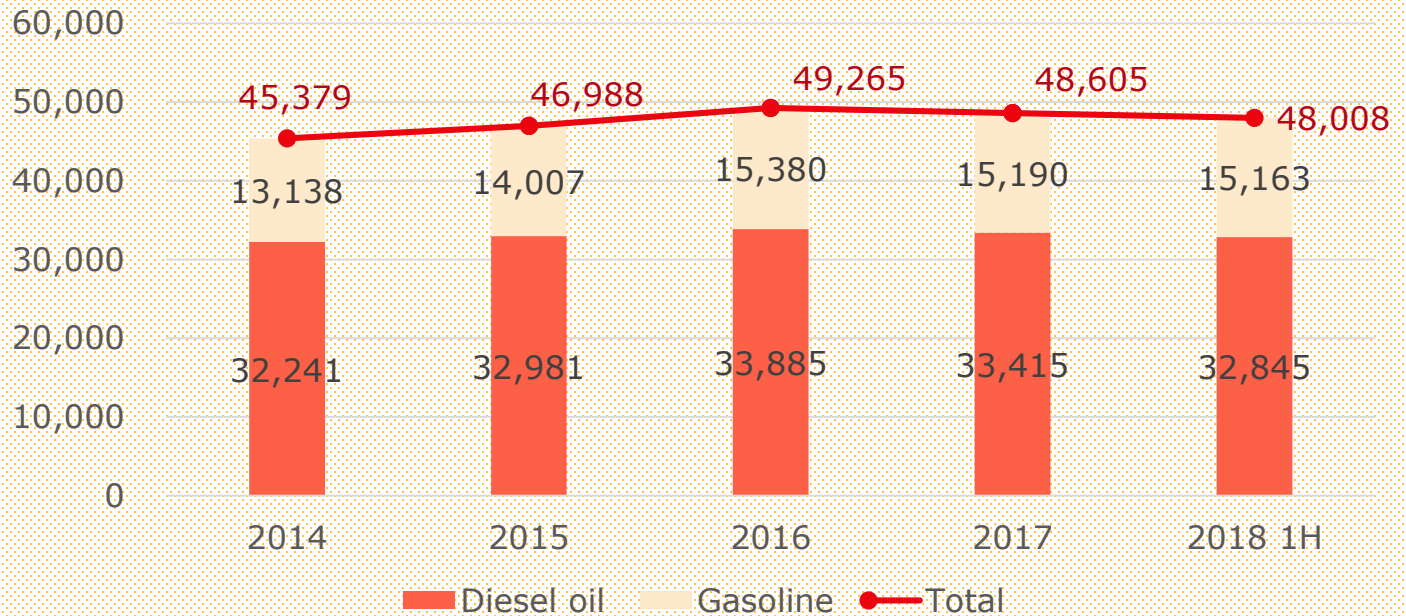


The Comparative Income Statement

Unit : Million NTD	2018 1H	%	2017 1H	%	Yoy
Operating income	9,148	100	8,298	100	10
Operating cost	8,404	92	7,547	91	11
Operating margin	744	8	751	9	(1)
Operating expenses	624	7	575	7	9
Operating net profit	120	1	176	2	(32)
External income and expenses	31	0	321	4	(90)
Pre-Tax Income	151	2	497	6	(70)
Income Tax Expense	53	1	67	1	(21)
Net Income	98	1	430	5	(77)
Net Income- Not included land for sale	98		122		
EPS(NTD)	0.76		3.36		(77)
EPS(NTD)- Not included land for sale	0.76		0.92		(17)

Sales of Oil Products/Monthly Average

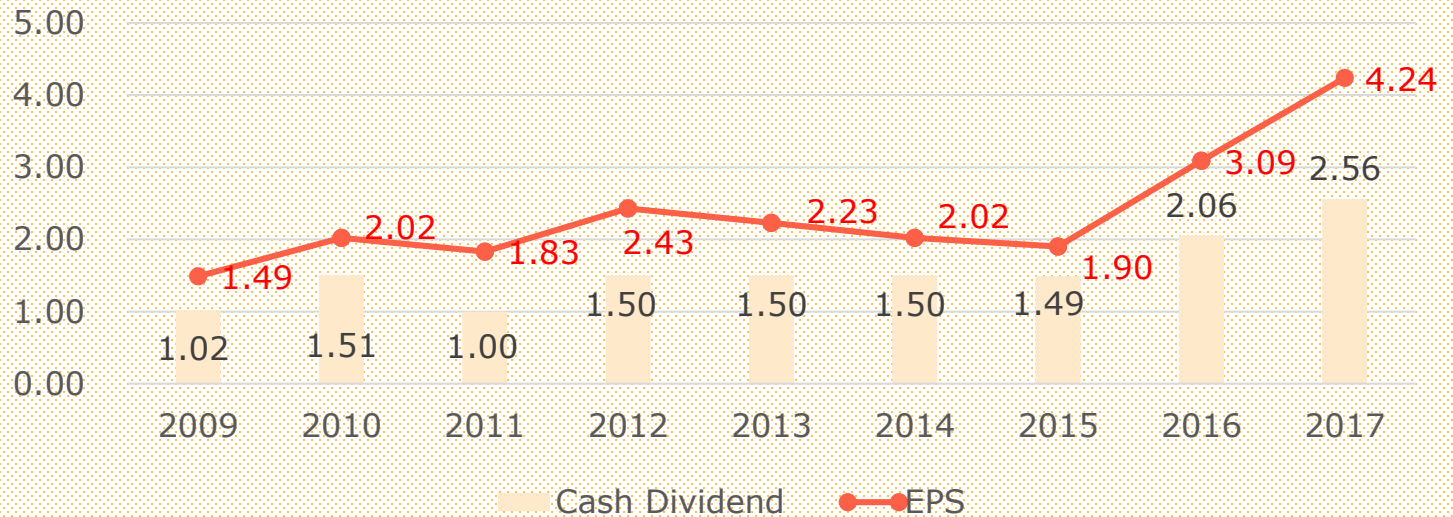
Unit : Kiloliter



Dividends Policy: Steady Payout

- Cash dividend payout ratio has maintained between 60% and 75% in recent years.

Unit : NTD



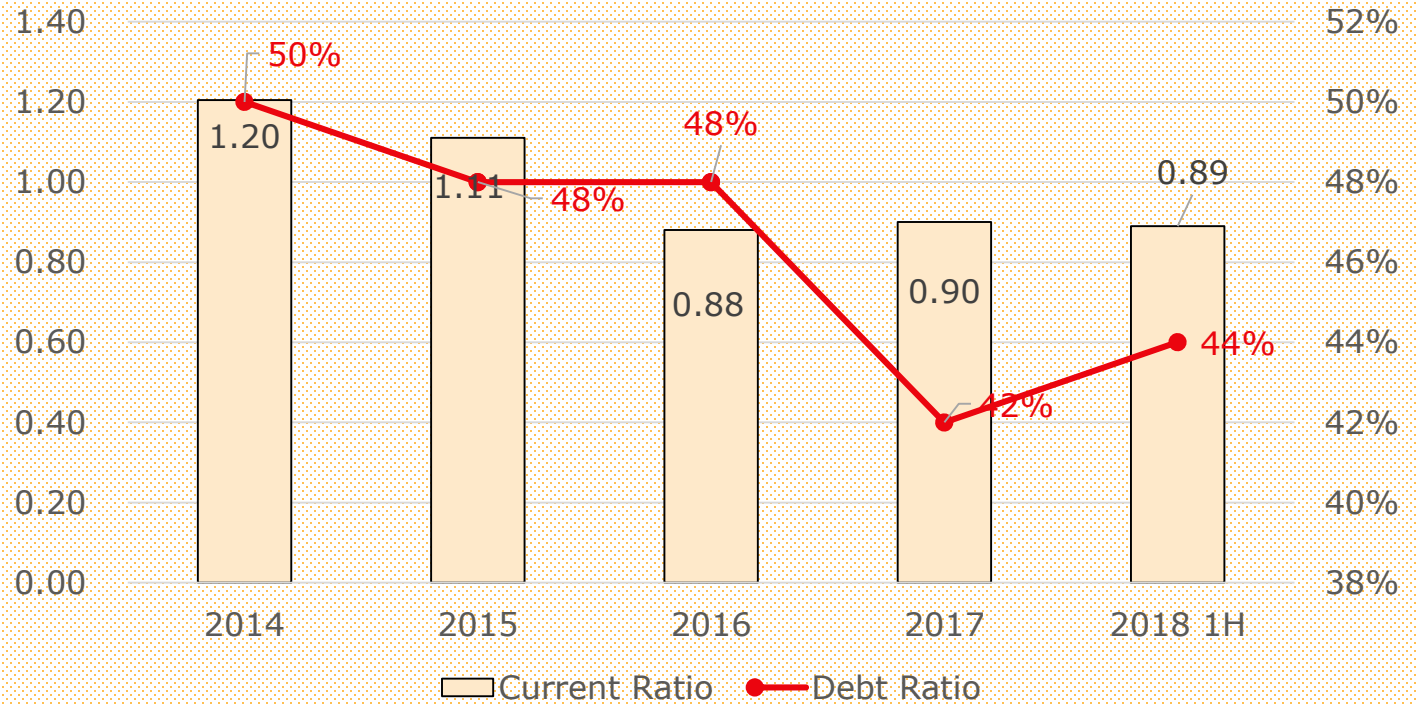
Consolidated Balance Sheet

Unit : Million NTD	2014	%	2015	%	2016	%	2017	%	2018 1H	%
Assets										
Current assets	2,217	37	1,785	32	2,119	32	2,092	29	2,258	30
Non-current assets	3,779	63	3,820	68	4,417	68	5,078	71	5,197	70
Total assets	5,996	100	5,605	100	6,536	100	7,170	100	7,455	100
Liabilities										
Current liabilities	1,840	31	1,602	29	2,407	37	2,320	32	2,535	34
Non-current liabilities	1,191	20	1,122	20	749	11	697	10	757	10
Total liabilities	3,031	51	2,724	49	3,156	48	3,017	42	3,292	44
Equity										
Controlling interest	2,811	47	2,719	49	3,223	49	3,989	56	3,973	53
Non-controlling interest	154	3	162	3	157	2	164	2	190	3
Total Equity	2,965	49	2,881	51	3,380	52	4,153	58	4,163	56
Total liabilities and equity	5,996	100	5,605	100	6,536	100	7,170	100	7,455	100
Accounts receivable turnover days	16		19		20		19		17	

The Comparative Balance Sheet

Unit : Million NTD	2018 1H	%	2017 1H	%	Yoy
Assets					
Current assets	2,258	30	1,895	29	19
Non-current assets	5,197	70	4,723	71	10
Total assets	7,455	100	6,618	100	13
Liabilities					
Current liabilities	2,535	34	2,211	33	15
Non-current liabilities	757	10	751	11	1
Total liabilities	3,292	44	2,962	45	11
Equity					
Controlling interest	3,973	53	3,497	53	14
Non-controlling interest	190	3	159	2	19
Total Equity	4,163	56	3,656	55	14
Total liabilities and equity	7,455	100	6,618	100	13
Accounts receivable turnover days	17		18		

Financial Ratios





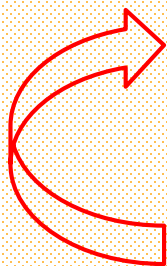
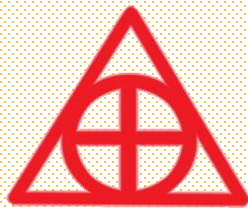
Company Vision

Become a professional labeling company in the transportation industry

Provide more services

Continue to expand fueling station services

Vertical Integrated Service



Q&A

Thank you!
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