

SHAN-LOONG TRANSPORTATION

Stock Code : 2616



山隆通運
SHAN-LOONG TRANSPORTATION

2019.07.12

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.

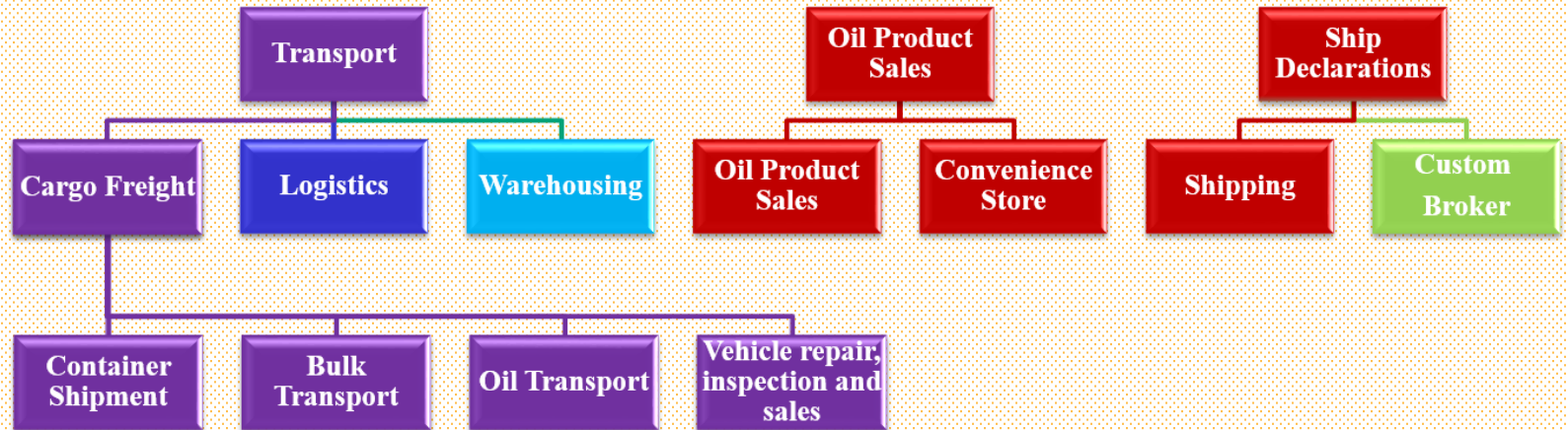
Company Profile

- **Established in 1976**
- **IPO in 1997**
- **Capital : NT\$1.373 billion**
- **Consolidated revenue : NT\$19.0 billion in 2018**
- **Employees : About 1,800 people**
- **Business Items : Cargo Freight, Oil Product,
Logistics and
Warehousing,
Shipping Declarations**

Vertical Integrated Service



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 北堤廠 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

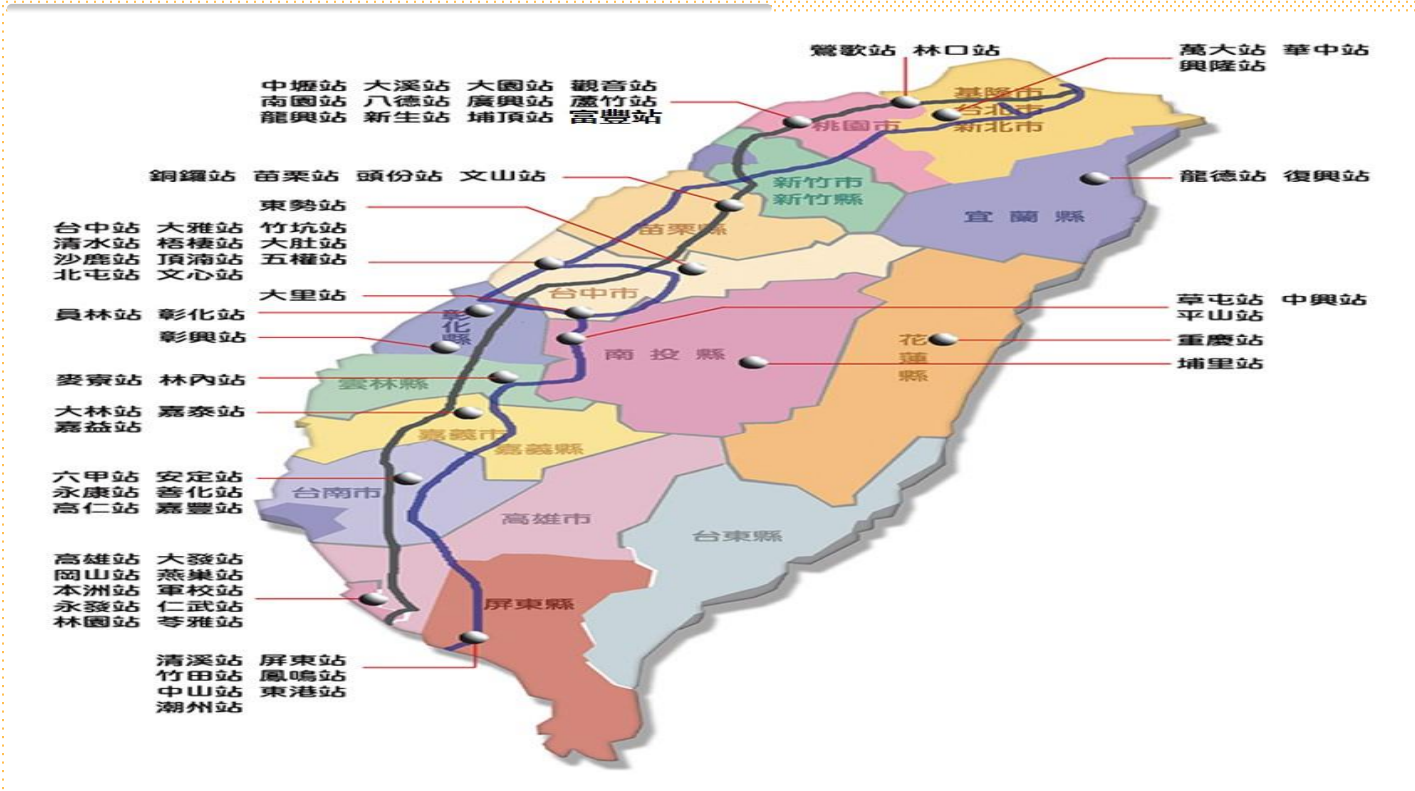


Gullwing Wagon



Van

Networks of Gas Stations



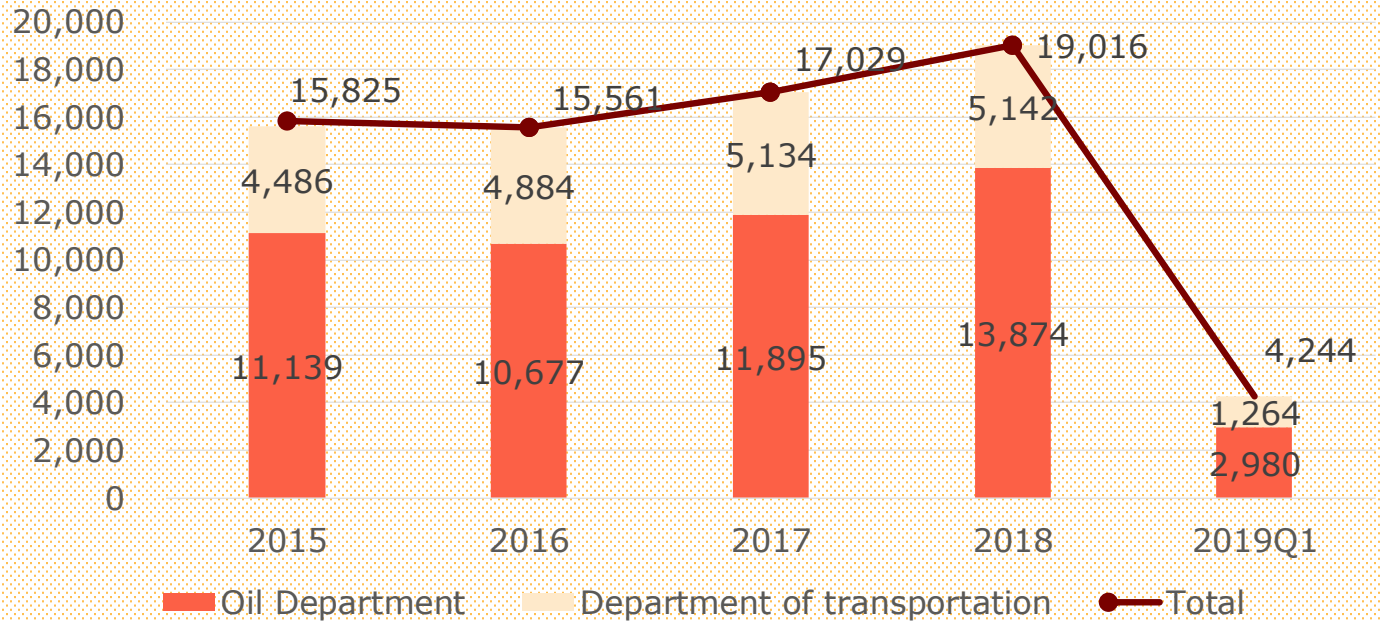
Financial Overview

Consolidated Income Statement

Unit : Million NTD	2015	%	2016	%	2017	%	2018	%	2019Q1	%
Operating income	15,825	100	15,561	100	17,029	100	19,016	100	4,244	100
Operating cost	14,580	92	14,082	90	15,540	91	17,552	92	3,868	91
Operating margin	1,245	8	1,479	10	1,489	9	1,464	8	376	9
Operating expenses	1,015	6	1,106	7	1,193	7	1,248	7	322	8
Operating net profit	230	1	373	2	296	2	216	1	54	1
External income and expenses	45	0	70	0	347	2	97	0	15	0
Pre-Tax Income	275	2	443	3	643	4	313	2	69	2
Income Tax Expense	52	0	79	1	92	1	77	0	15	0
Net Income	223	1	364	2	551	3	236	1	54	1
Net Income- Not included land for sale	223		364		244		236		54	
EPS(NTD)	1.90		3.09		4.24		1.76		0.39	
EPS(NTD)- Not included land for sale	1.90		3.09		2.03		1.76		0.39	
Cash dividend(NTD)	1.49		2.06		2.56		1.60			

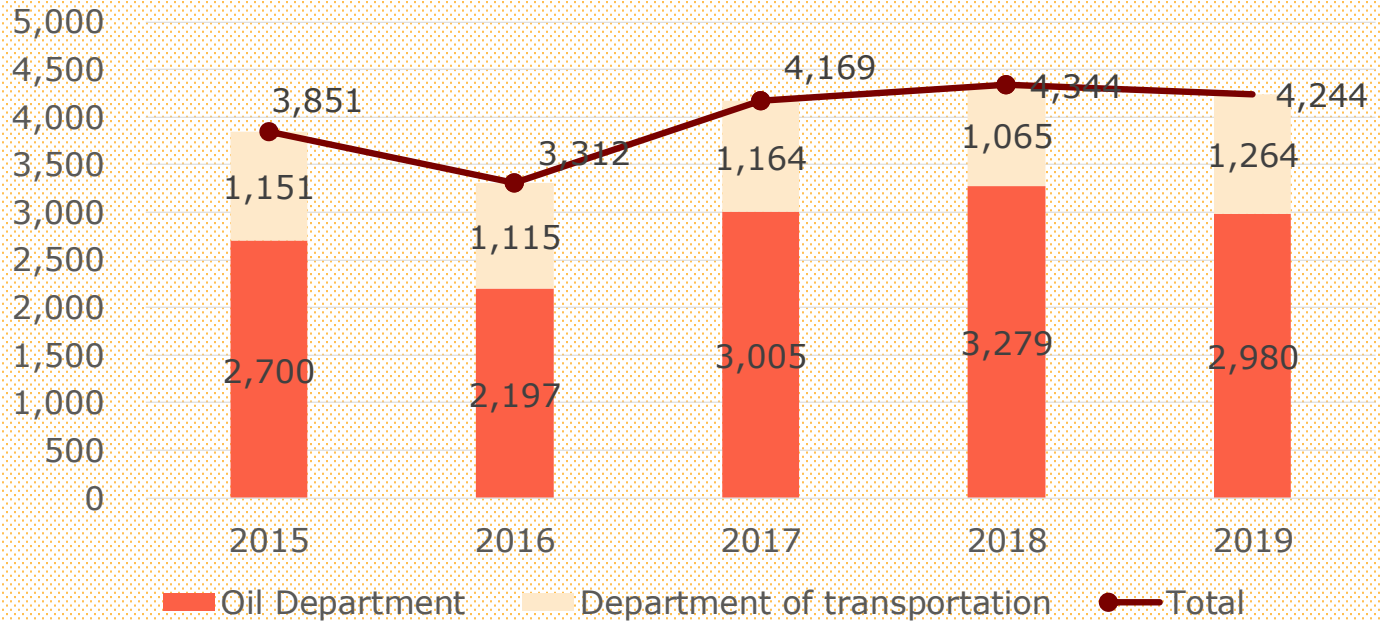
Revenue

Unit : Million NTD



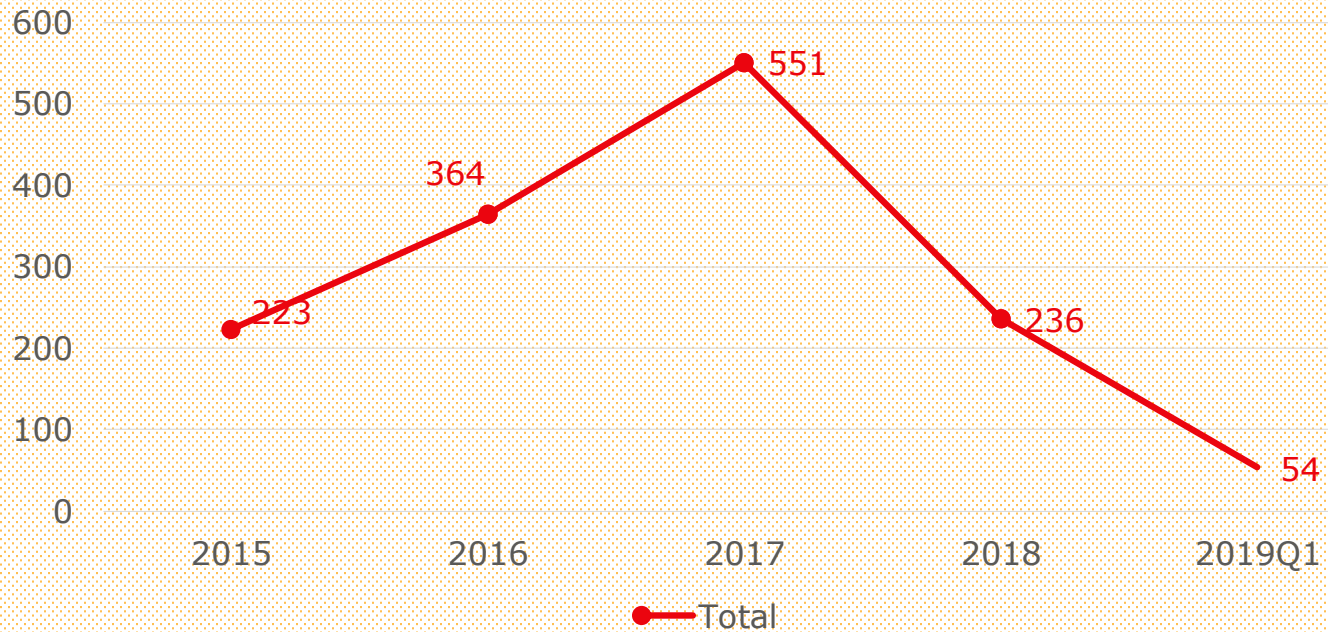
Comparison of revenue in the first quarter

Unit : Million NTD



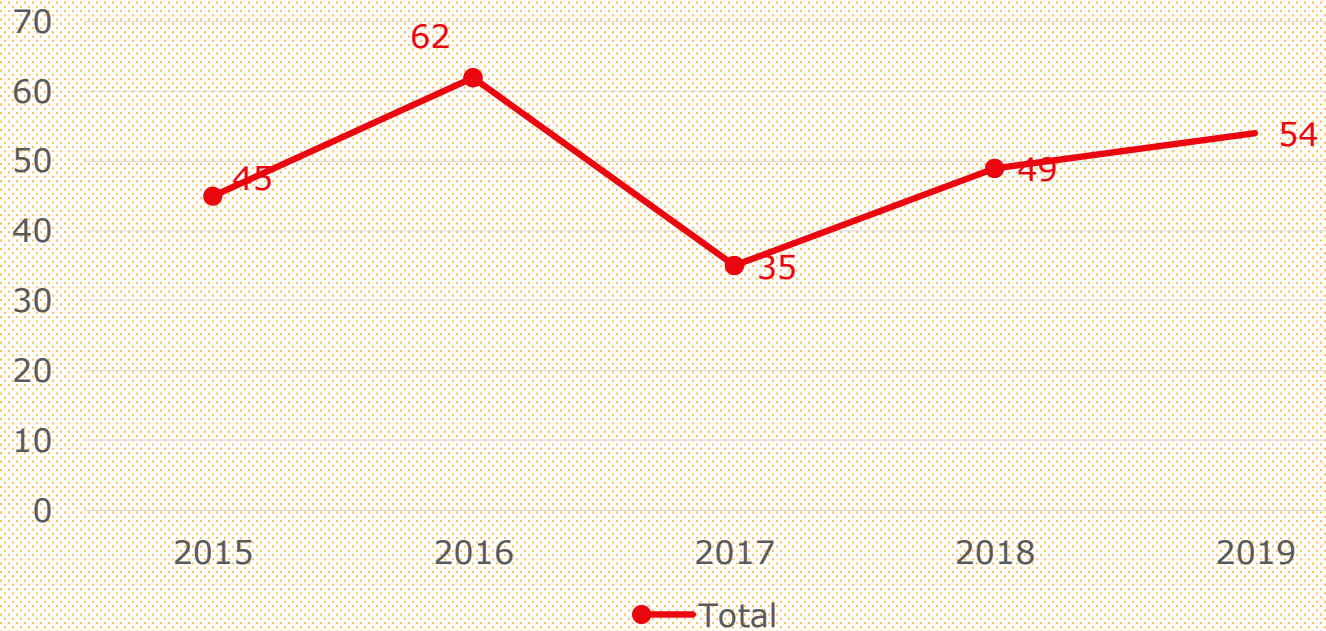
Net Income

Unit : Million NTD



Comparison of net income in the first quarter

Unit : Million NTD

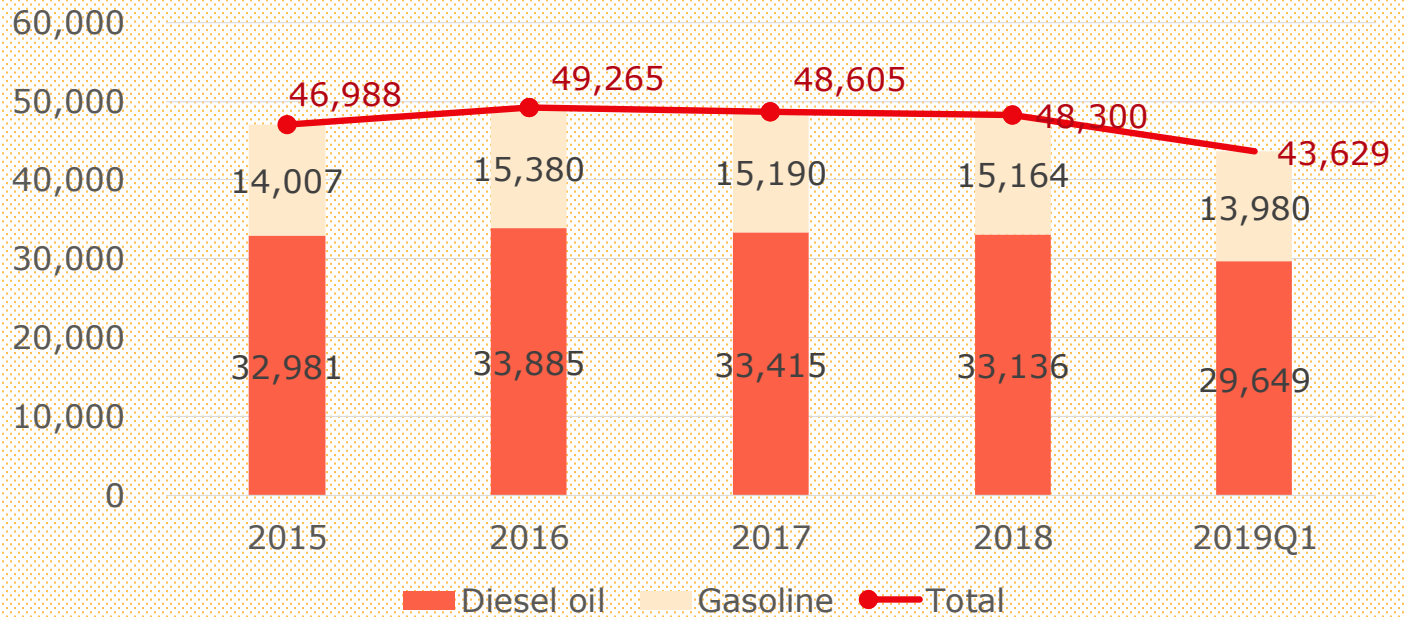


The Comparative Income Statement

Unit : Million NTD	2019Q1	%	2018Q1	%	Yoy
Operating income	4,244	100	4,344	100	(2)
Operating cost	3,868	91	3,989	92	(3)
Operating margin	376	9	355	8	6
Operating expenses	322	8	303	7	6
Operating net profit	54	1	52	1	4
External income and expenses	15	0	14	0	7
Pre-Tax Income	69	2	66	2	5
Income Tax Expense	15	0	17	0	(12)
Net Income	54	1	49	1	10
EPS(NTD)	0.39		0.38		3

Sales of Oil Products/Monthly Average

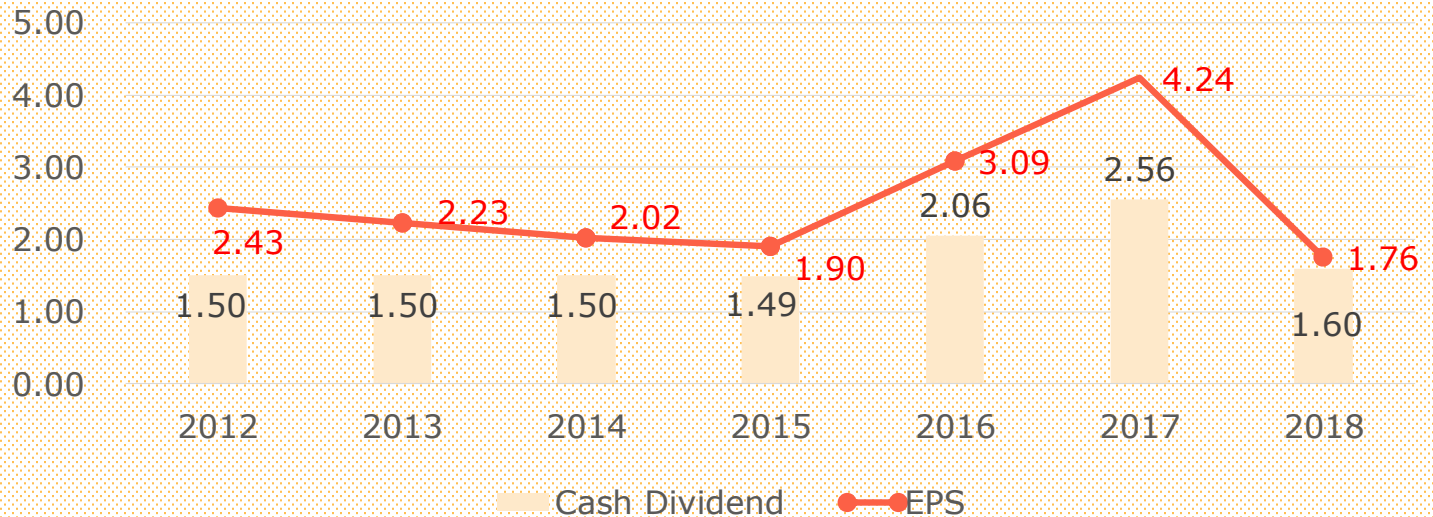
Unit : Kiloliter



Dividends Policy: Steady Payout

- Cash dividend payout ratio has maintained between 60% and 78% in recent years.
- In 2018, cash dividend payout ratio is 91%.

Unit : NTD



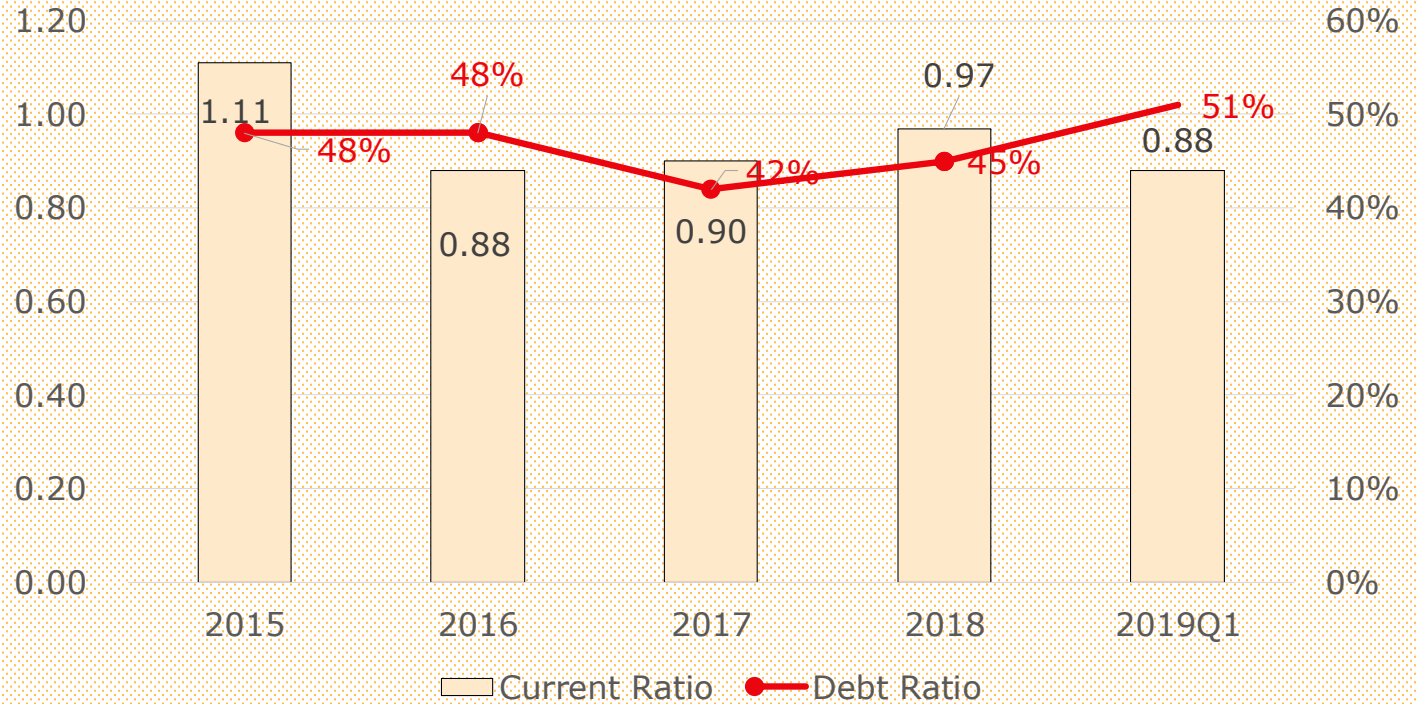
Consolidated Balance Sheet

Unit : Million NTD	2015	%	2016	%	2017	%	2018	%	2019Q1	%
Assets										
Current assets	1,785	32	2,119	32	2,092	29	2,376	32	2,224	25
Non-current assets	3,820	68	4,417	68	5,078	71	5,061	68	6,498	75
Total assets	5,605	100	6,536	100	7,170	100	7,437	100	8,722	100
Liabilities										
Current liabilities	1,602	29	2,407	37	2,320	32	2,444	33	2,513	29
Non-current liabilities	1,122	20	749	11	697	10	908	12	1,959	22
Total liabilities	2,724	49	3,156	48	3,017	42	3,352	45	4,472	51
Equity										
Controlling interest	2,719	49	3,223	49	3,989	56	3,955	53	4,116	47
Non-controlling interest	162	3	157	2	164	2	130	2	134	2
Total Equity	2,881	51	3,380	52	4,153	58	4,085	55	4,250	49
Total liabilities and equity	5,605	100	6,536	100	7,170	100	7,437	100	8,722	100
Accounts receivable turnover days	19		20		19		17		18	

The Comparative Balance Sheet

Unit : Million NTD	2019Q1	%	2018Q1	%	Yoy
Assets					
Current assets	2,224	25	1,976	28	13
Non-current assets	6,498	75	5,139	72	26
Total assets	8,722	100	7,115	100	23
Liabilities					
Current liabilities	2,513	29	2,157	30	17
Non-current liabilities	1,959	22	705	10	178
Total liabilities	4,472	51	2,862	40	56
Equity					
Controlling interest	4,116	47	4,088	57	1
Non-controlling interest	134	2	165	2	(19)
Total Equity	4,250	49	4,253	60	(0)
Total liabilities and equity	8,722	100	7,115	100	23
Accounts receivable turnover days	18		18		

Financial Ratios





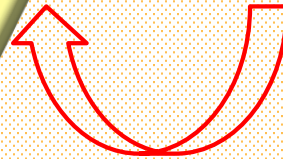
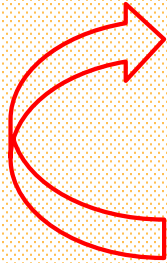
Company Vision

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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