山隆通運
SHAN-LOONG TRANSPORTATION Stock Code：2616




# Investor Conference

2026/11/20

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# Disclaimer

Our company does not release financial forecasts.
If the content of this presentation involves the view for the future events, it may differ from the actual results due to there are many factors which are out of our control. Such as market demand changes, price fluctuation, exchange rate, and international economic conditions and so on.



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# Finance Information



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# Consolidated Financial Overview

*Q3 Cumulative Results and Comparison with the Same Period Last Year (EPS: NT$)*

## Q3 Cumulative | 2026 vs. 2025

| Item | 2026 | 2025 | Change |
|---|---|---|---|
| Operating Revenue | 6,748 | 6,067 | +681 |
| Operating Gross Profit | 392 | 407 | (15) |
| Gross Margin | 5.8% | 6.7% | (0.9%) |
| Operating Loss (Profit) | (575) | (587) | +12 |
| Net Income (After Tax) | (586) | (594) | +8 |
| EPS (NT$) | (4.34) | (4.41) | +0.07 |

## First Three Quarters | 2026 vs. 2025

| Item | 2026 | 2025 | Change |
|---|---|---|---|
| Operating Revenue | 2,375 | 2,066 | +309 |
| Operating Gross Profit | 106 | 139 | (33) |
| Gross Margin | 4.4% | 6.7% | (2.3%) |
| Operating Loss (Profit) | (222) | (204) | (18) |
| Net Income (After Tax) | (229) | (199) | (30) |
| EPS (NT$) | (1.71) | (1.47) | (0.24) |

Source: Shan-Loong Transportation Co., Ltd. 2026 Third Quarter Consolidated Financial Report

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# Business Unit Revenue Performance

## 2025 vs. 2026 First Three Quarters Revenue Structure




| BU | Jan-Sep 2026 | Jan-Sep 2025 | Growth | YoY Growth Rate |
|---|---|---|---|---|
| Oil Products | 5,788 | 4,986 | +802 | +16.1% |
| Logistics | 678 | 634 | +45 | +7.0% |
| Others | 282 | 448 | (166) | (37.1%) |
| **Total** | **6,748** | **6,067** | **+681** | **+11.2%** |

Source: Shan-Loong Transportation Co., Ltd. 2026 Third Quarter Consolidated Financial Report

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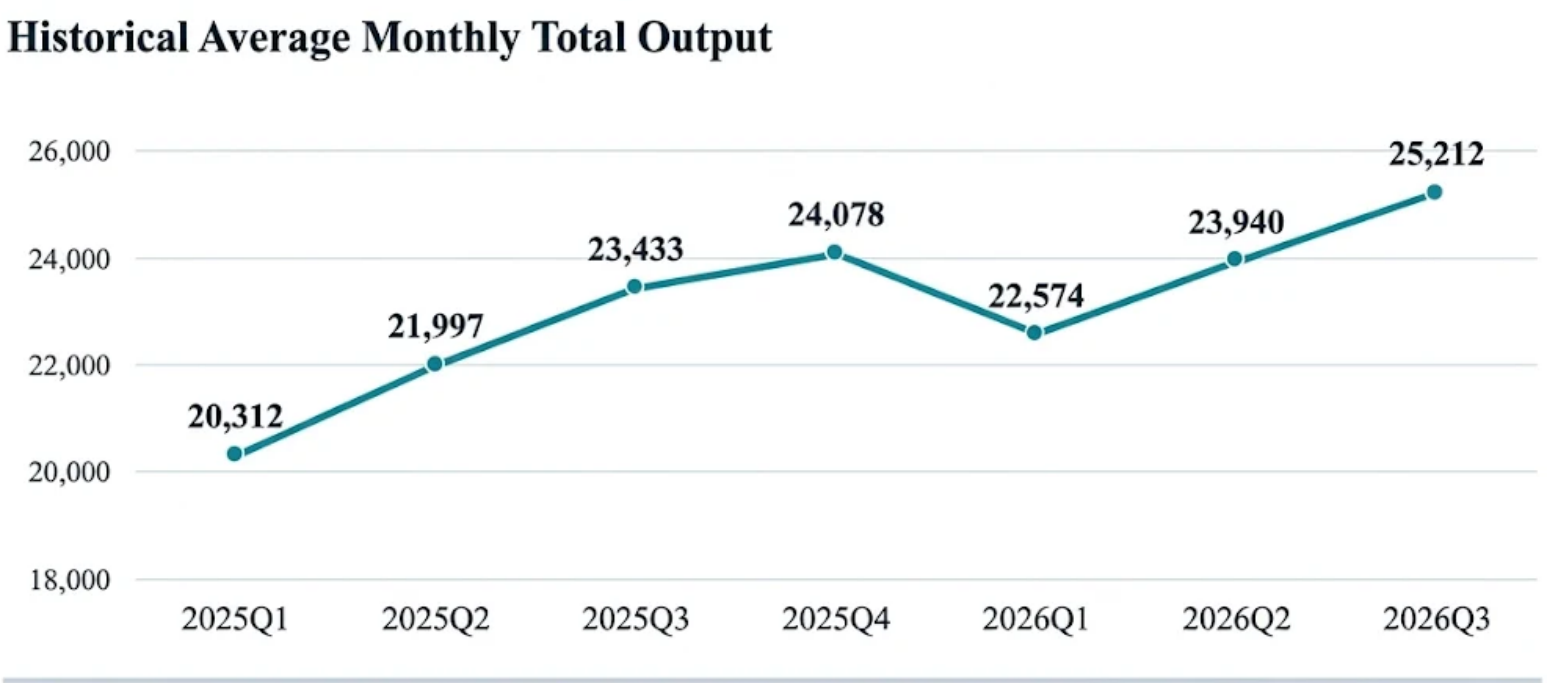
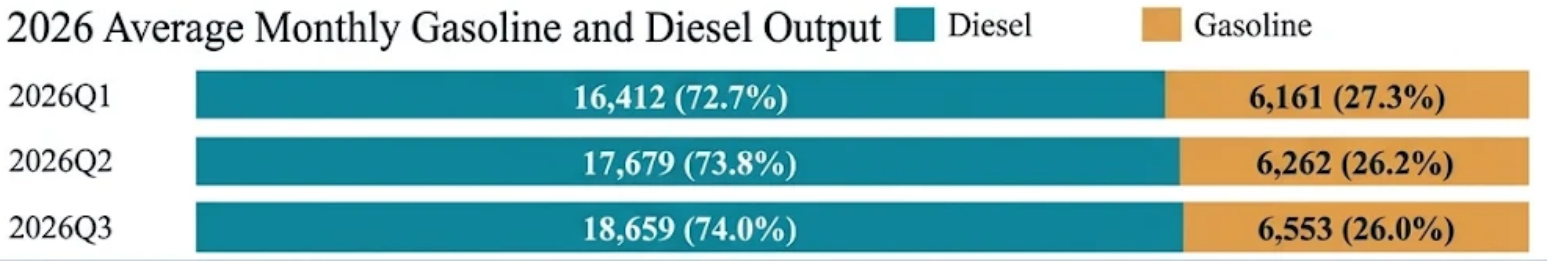
# Historical Quarterly Oil Product Output Trend

Average Monthly Output (Kiloliters / Month)




Source: PMS

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# New Business Transformation Progress



# SMART ENERGY PMS

Diverse Payments x Digital Tickets x Points Collaboration: Create a Cross-Brand Digital Cooperation Ecosystem




## From Gasoline Payment towards a Cross-Brand Digital Cooperation Platform

Link member, cross-brand traffic guidance, create new value

## Electronic Payment

Diverse payment options, meeting the needs of different customers

全盈+PAY | 全支付 | 街口支付 | LINE Pay | icash Pay | 台灣Pay

## Digital Tickets

Flexible ticket applications, meeting diverse corporate needs

- Discount Coupon
- Gasoline Coupon

## Points Collaboration

Link diverse points ecosystems, create symbiotic value

OPEN POINT | LINE POINTS | More partners under negotiation

### Payment Is More Convenient

Improve customer experience

### Cooperation Is More Extensive

Expand ecosystem

### Data Creates New Value

Drive future growth

New Business Center | Transformation Progress

# INTELLIGENT TRANSPORTATION TMS

From Taiwan to Vietnam, creating a visual, manageable, and optimizable fleet management system.




## TMS APP

Collection of GPS shows task routes by driver, vehicle, order



Driver: WANG Da-Ming

Vehicle No: KLA-2356

Order No: SO-20260901

## Vehicle OBD CAN Bus

Collection of mileage, fuel consumption, vehicle condition



Mileage

Fuel Consumption

Vehicle Condition

Exception Alert

## Task Geofencing & Route Tracking

Geofencing setup, real-time tracking, exception alert




## Data Comparison & Event Detection

Transport dats × Refueling data × Behavior analysis
Proactive exception detection, risk reduction




## SEEABLE

Seeable: Real-time control of vehicle dynamics

## MANAGEABLE

Task geofencing, exception alerts

## ANALYTICAL

Data-driven management

## CROSS-REGIONAL

Cross-Regional.: Taiwan to Southeast Asia (Vietnam launch, cross-border expansion)

# Data Platform

Integrate energy, transportation, and carbon emission data to create greater value.




**Fueling Transaction Data (PMS)**

Transaction records, oil product sales, station info



**Transportation Operational Data (TMS)**

Vehicle location, travel mileage, operating status




**Carbon Emission & Sustainability Data**

Carbon emission data, energy usage, sustainability metrics

## Central Cloud & Analytics







**Rewards Points Dashboard (RWP)**

- Points issuance & redemption
- User behavior analysis
- Partnership effectiveness tracking



**Fleet Dashboard**

- Real-time vehicle status
- Mileage, fuel consumption analysis
- Operational efficiency & anomalies




**Carbon Data Platform**

- Carbon data integration
- Emission analysis & reporting
- Support corporate sustainability disclosures
- Carbon reduction targets

## ONE Platform | INTEGRATED Data | DRIVE Decisions



**Breaking down data silos**
Integrate diverse sources



**Visualized Dashboards**
Intuitive and clear



**Support operational & sustainability decisions**
Create business & social value

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# 2027 Outlook



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# Petroleum & Transport: Dual-Engine Grorth Synergy

## Transport Business

Scale Capacity × Improve Service × Smart Transformation

1. **Retain Existing Customers**
   Enhance order sticiness through high quality service.
2. **Expand Capacity Resources**
   Integrate omned and parther fleets to scale and improve quality.
3. **Explore Growth Markets**
   Capture AI & Semiconductor material demands; develop material transport opportunities.
4. **Improve Dispatch Efficiency**
   Use intelligent dispatch for real-time transport informotion; boost vehicle and energy efficiency.
5. **Build Smart Fleets**
   Address ESG needs; build energy certification and carbon data data service capabilities.

## Petroleum Business

Fleet Referral × Memership Operations × Diversified Services

1. **Onboard Fleet Fuel Use**
   Drive fleets to stations; capacity growth fuels petroleum products demand.
2. **Previde Energy Data**
   Use smart rufualing equipment for real-time data; assist in building a carbon platform.
3. **Create Added Value**
   Use smart platforms to extend customer service; enhance stickiness and non-operating income.
4. **Deepen Member Operations**
   Promote APP and membership systems; offer diverlified marketing plans.
5. **Explore Diversifed Services**
   Improve on-site experience & increase peripheral service revenue.

Transport Scales Capacity & Orders → Petroleum Secures Fuel Use & Member Value → Forms a Dual-Growth Loop

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# INTEGRATED TRANSPORTATION, LOGISTICS, CUSTOMS CLEARANCE AND OIL PRODUCTS: DRIVING AN INTEGRATED OPERATIONAL ECOSYSTEM LOOP

**Transportation & Supply Chain**
Capacity × Orders × Customs × Delivery

**Oil Products & Membership**
Fuel Use × Members × Station Value

1 **Establish Transport Capacity**
In-house Drivers × External Cooperation

2 **Deploy New Orders**
AI Material Opportunities × High-Profit Transport

3 **Customs Clearance**
Import-Export Integration, Enhance Operational Flexibility

4 **Logistics & Delivery**
Last-Mile Service × Transport Collaboration

5 **Drive Oil Consumption**
Capacity Growth, Create Oil Volume

6 **Member & Station Value**
Member Loyalty × Vehicle Service × Non-Fuel Sales

**TRANSPORTATION × LOGISTICS | OIL PRODUCTS**

**CUSTOMS CLEARANCE CONNECTS ENTIRE PROCESS**

**INTEGRATED SYNERGY**

Capacity & Orders → Customs & Delivery → Fuel Use & Member Value → Form Bidirectional Growth Loop

# 2027 OUTLOOK

**Data-Driven, Unlocking the Integrated Value of Energy, Transportation, and Carbon to Build a Sustainable Growth New Business Landscape.**

## Smart Energy PMS

- Continued Expansion of Three Collaboration Models
  (e-Payment, Digital Tickets, Point-based Collaboration)
- B2B+ / B2B Broker
- PMS Licensing

## Smart Transportation TMS

- Integrated Carbon Data Platform
- Strengthen Event Detection and Automation
- Support Full Logistics Processes

## Carbon Data Platform

- Carbon Data Tokens
- Expand Enterprise Applications
- Create New Revenue Models




## DATA-DRIVEN DUAL-AXIS GROWTH

Co-creating a Low-Carbon, Smart, and Sustainable Future

SMARTER TRANSPORTATION · CLEANER ENERGY · A SUSTAINABLE TOMORROW

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# Thank you for your time

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# Q & A

End