

SHAN-LOONG TRANSPORTATION

Stock Code : 2616



山隆通運
SHAN-LOONG TRANSPORTATION

2017.09.15

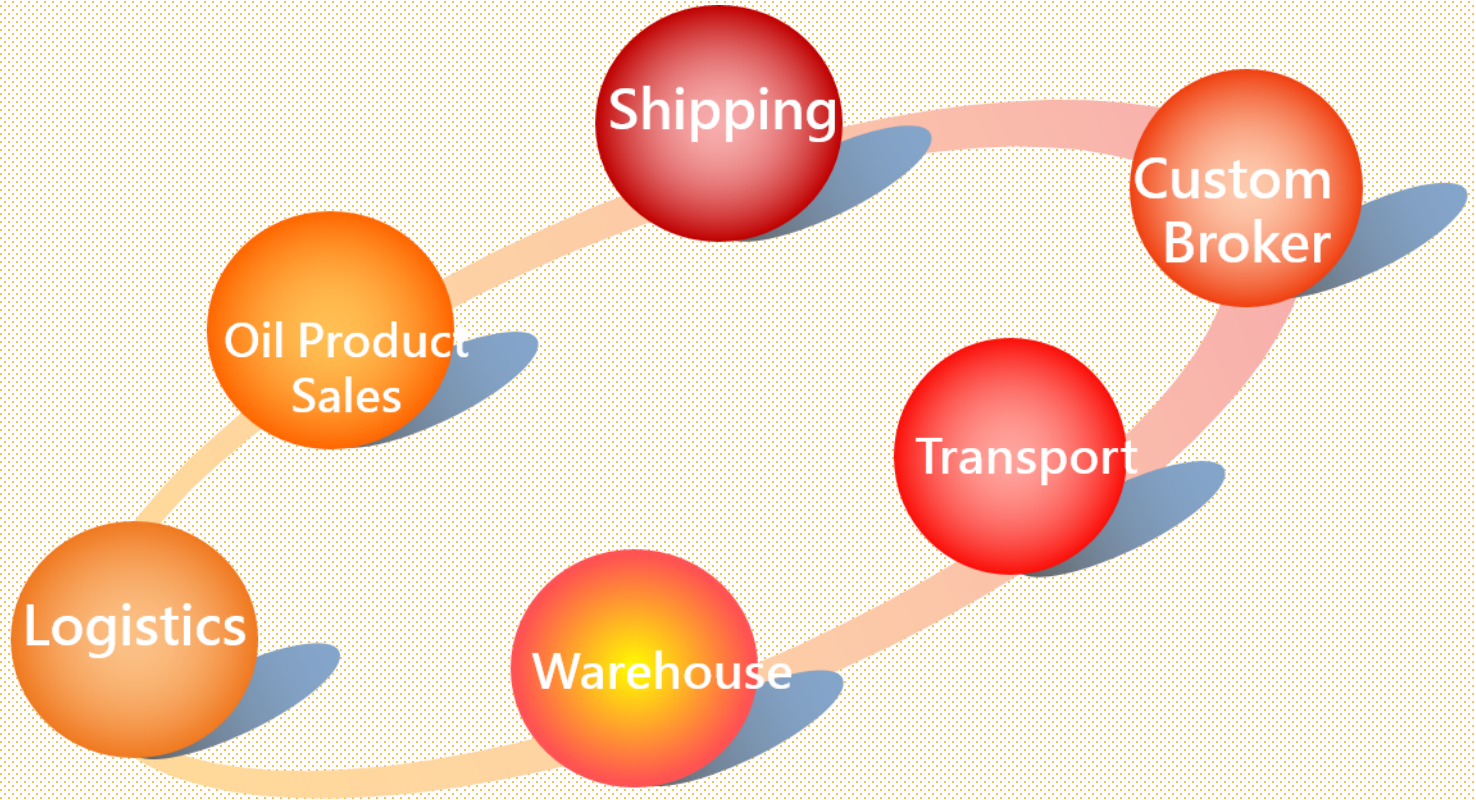
Disclaimer

- The Company has not issued financial forecasts. This presentation may contains 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.

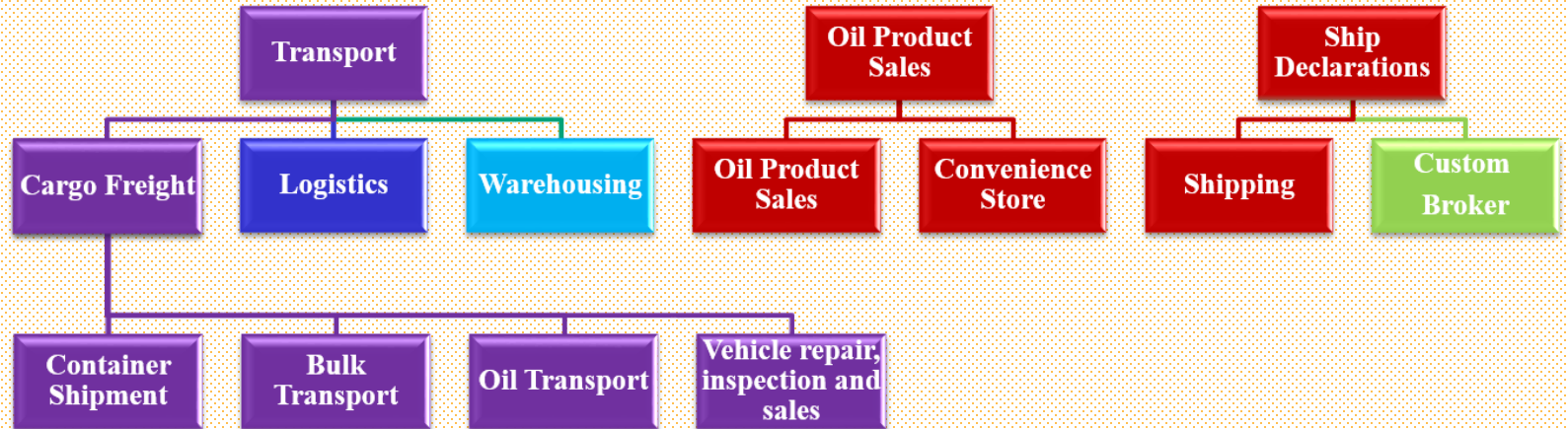
Company Profile

- **Established in 1976**
- **IPO in 1997**
- **Capital : NT\$1.3197 billion**
- **Consolidated revenue : NT\$15.6 billion in 2016**
- **Employees : About 1,700 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
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

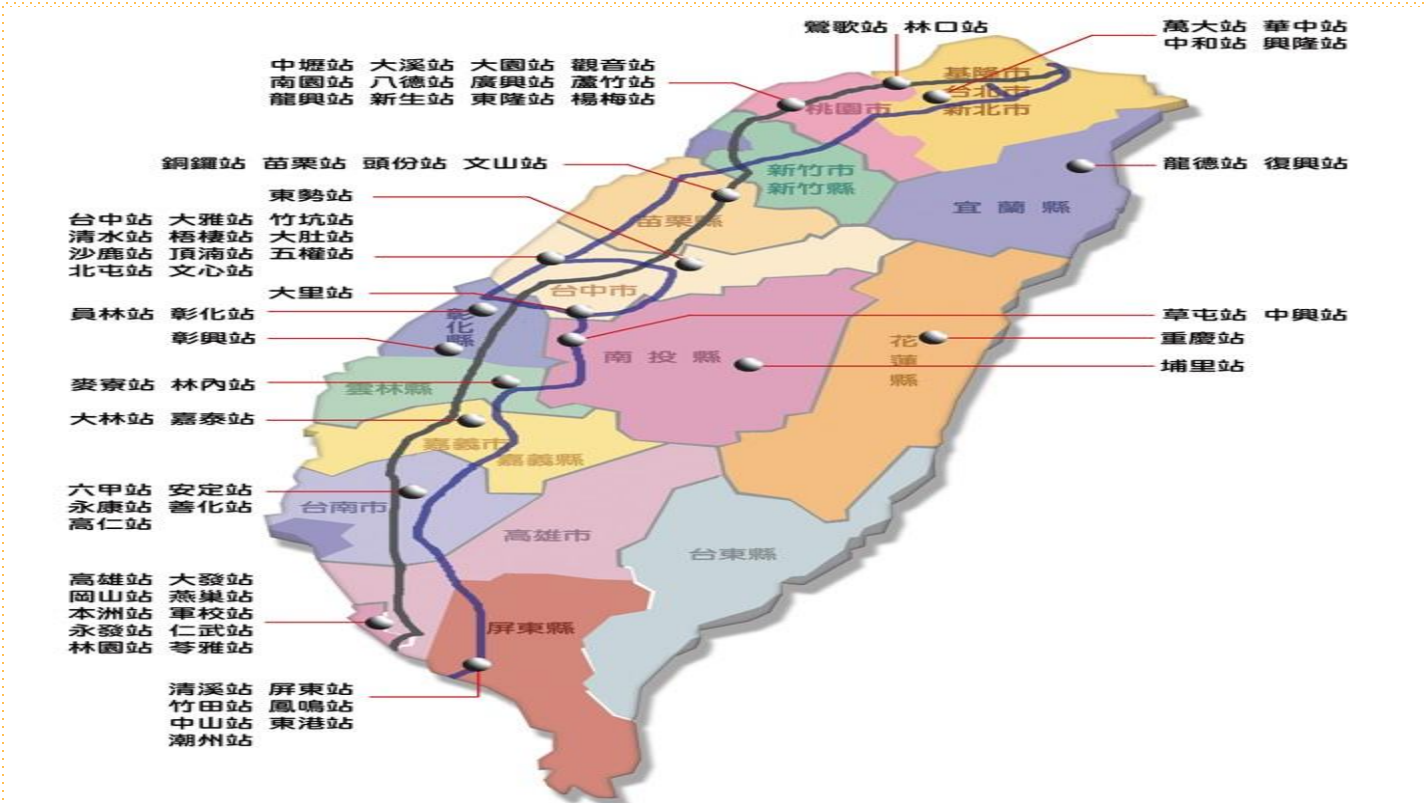


Van



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Networks of Gas Stations



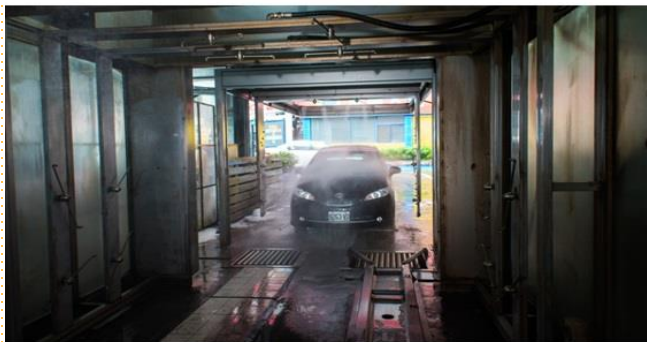
Gas Station Diversified Services



Tubing Detection



Gas Stations



Car Wash Service



Self-service station

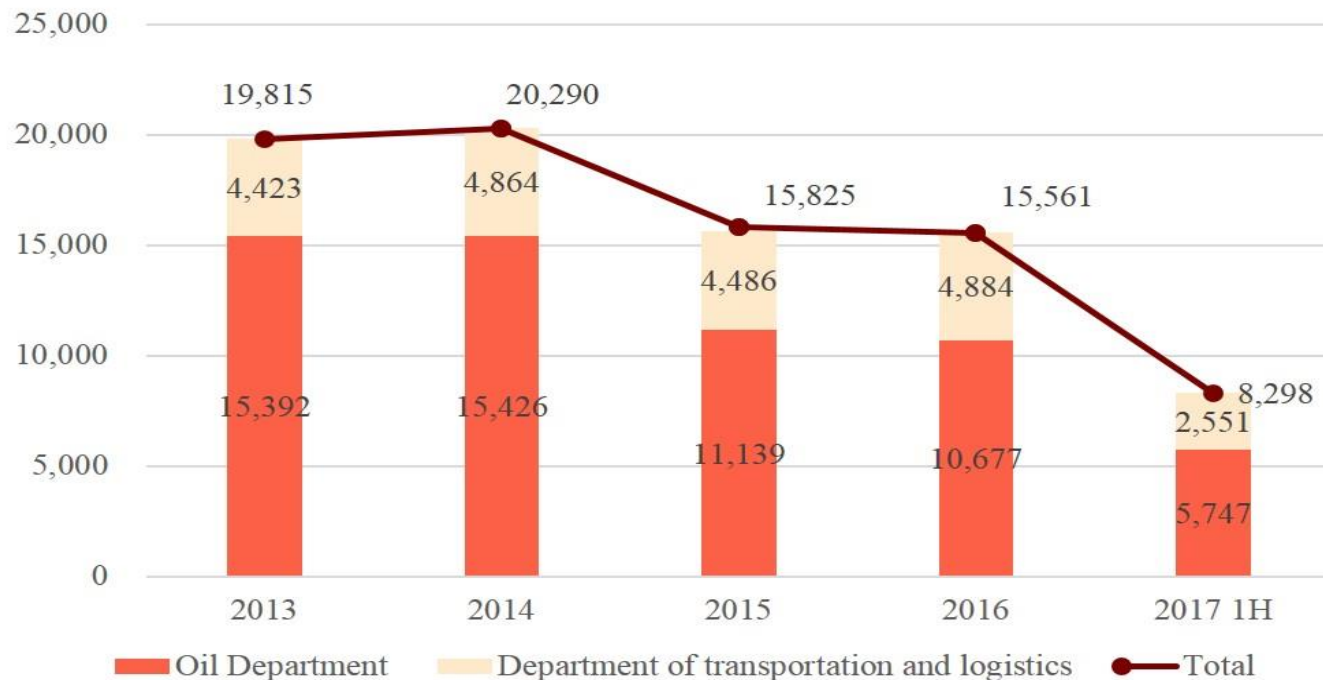
Financial Overview

Consolidated Income Statement

Unit : Million NTD	2013	%	2014	%	2015	%	2016	%	2017 1H	%
Operating income	19,815	100	20,290	100	15,825	100	15,561	100	8,298	100
Operating cost	18,623	94	19,075	94	14,580	92	14,082	90	7,547	91
Operating margin	1,192	6	1,215	6	1,245	8	1,479	10	751	9
Operating expenses	935	5	987	5	1,015	6	1,106	7	575	7
Operating net profit	257	1	228	1	230	1	373	2	176	2
External income and expenses	73	0	76	0	45	0	70	0	321	4
Pre-Tax Income	330	2	304	1	275	2	443	3	497	6
Income Tax Expense	71	0	68	0	52	0	79	1	67	1
Net Income	259	1	236	1	223	1	364	2	430	5
EPS(NTD)	2.23		2.02		1.90		3.09		3.36	
Cash dividend(NTD)	1.50		1.50		1.49		2.06			

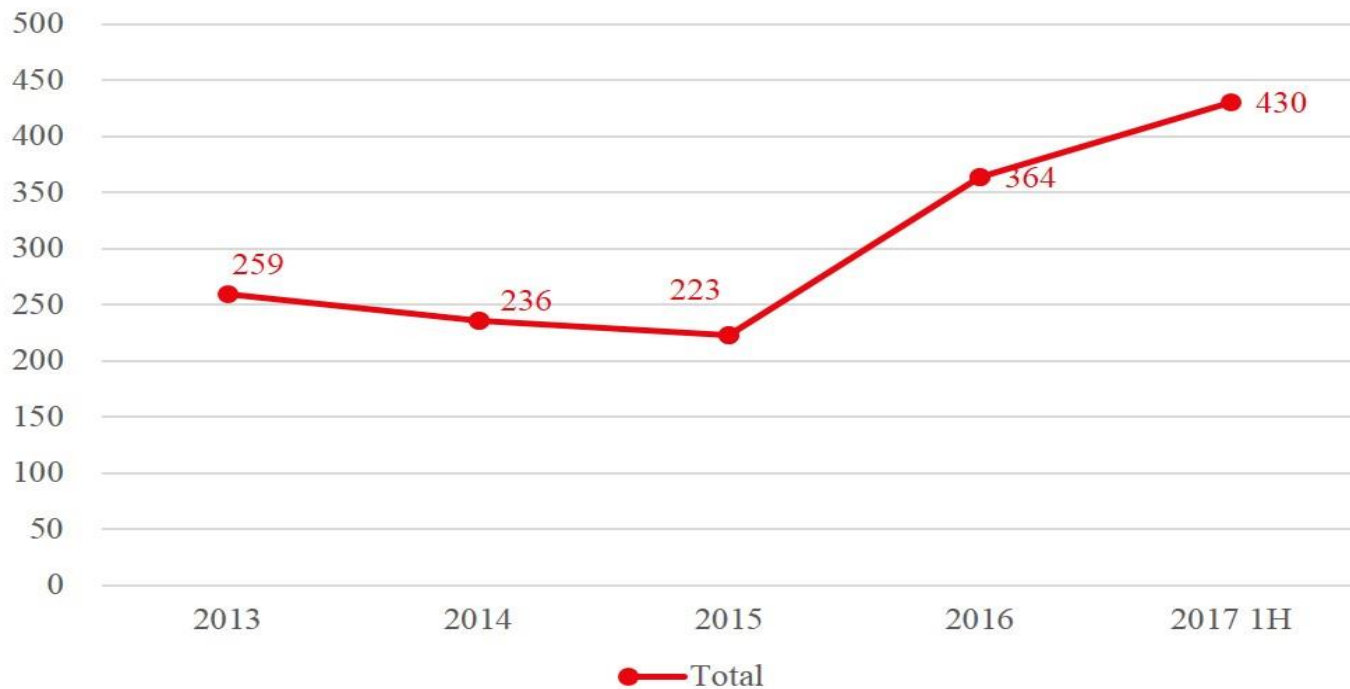
Revenue

Unit : Million NTD



Net Income

Unit : Million NTD

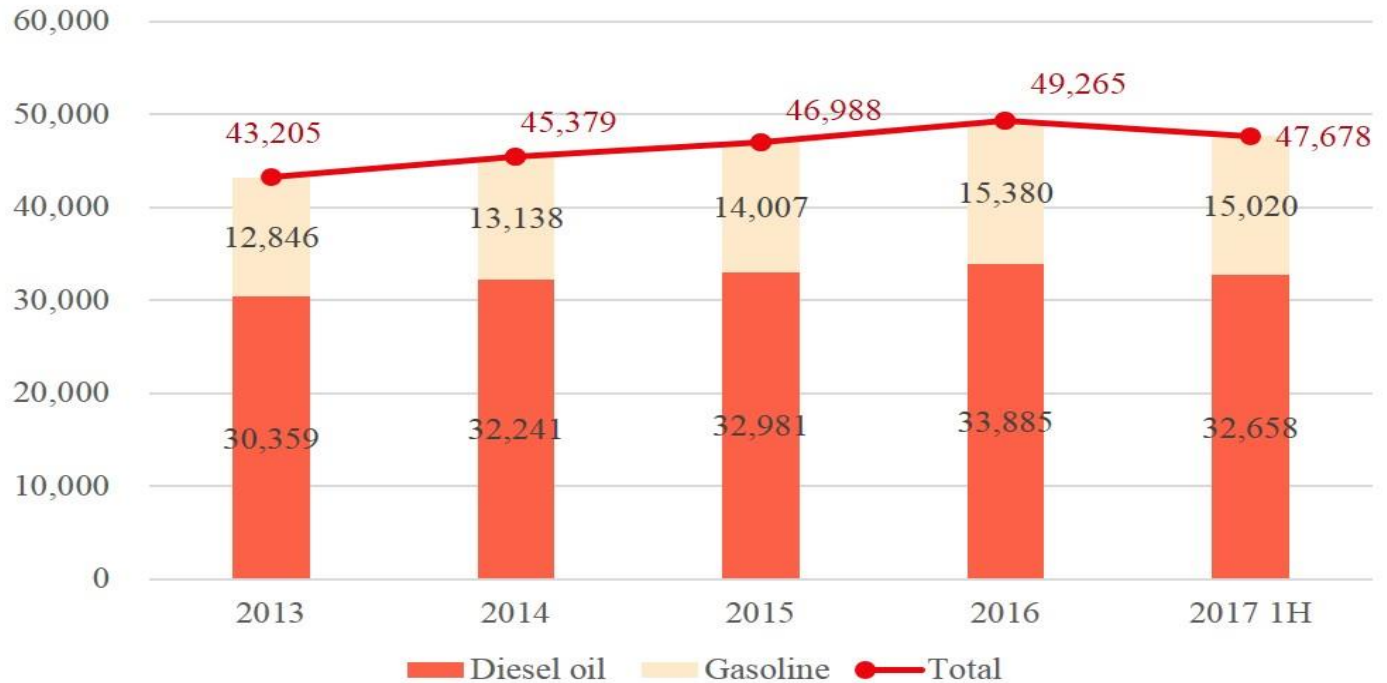


The Comparative Income Statement

Unit : Million NTD	2017 1H	%	2016 1H	%	Yoy
Operating income	8,298	100	7,302	100	14
Operating cost	7,547	91	6,572	90	15
Operating margin	751	9	729	10	3
Operating expenses	575	7	546	7	5
Operating net profit	176	2	183	3	(4)
External income and expenses	321	4	19	0	1,589
Pre-Tax Income	497	6	202	3	146
Income Tax Expense	67	1	40	1	12,130
Net Income	430	5	162	2	165

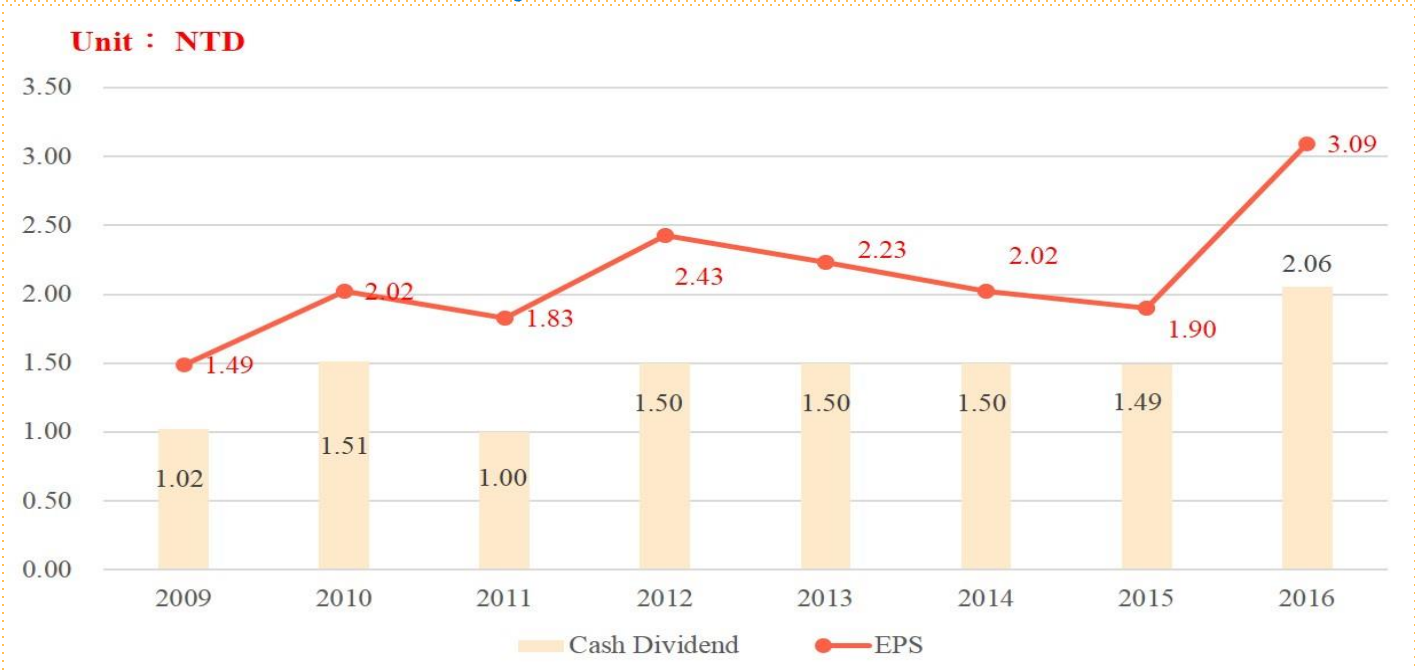
Average Sales of Oil Products

Unit : Kiloliter



Dividends Policy: Steady Payout

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



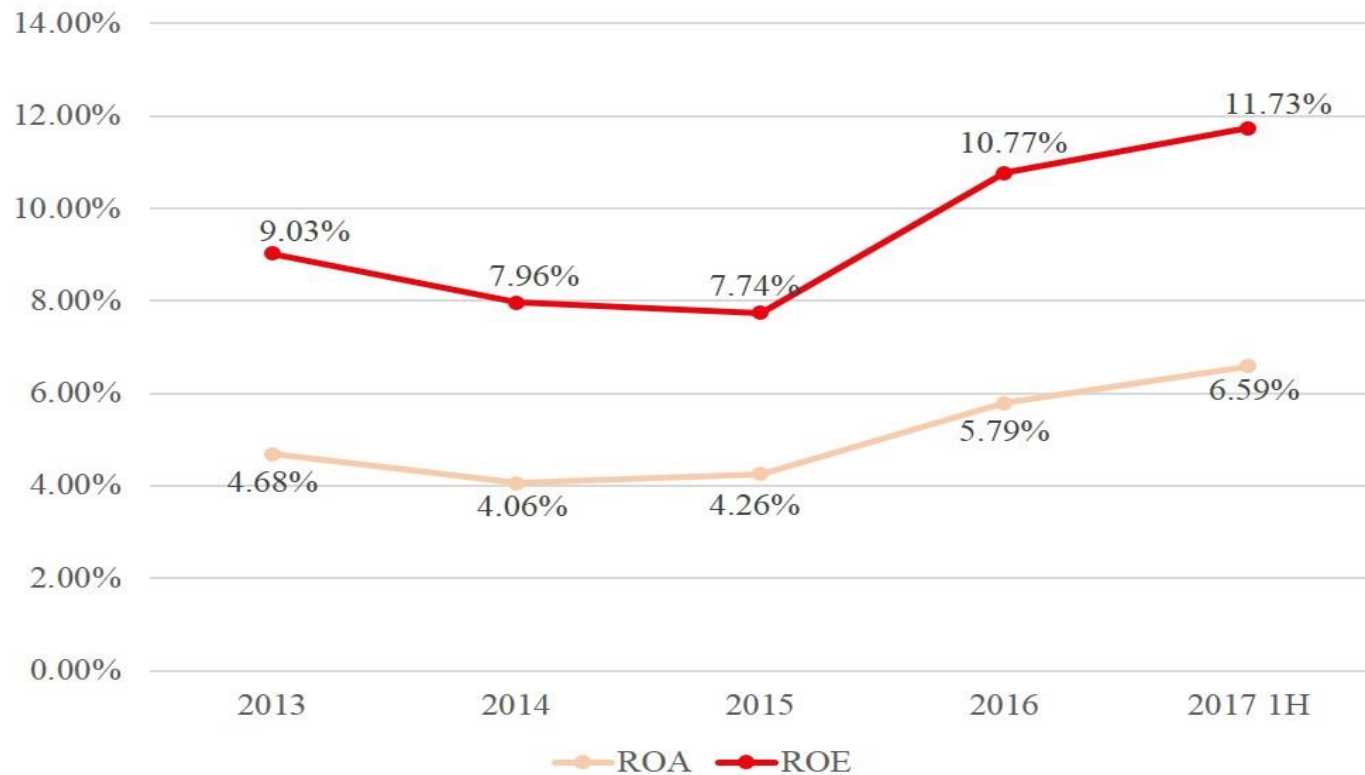
Consolidated Balance Sheet

Unit : Million NTD	2013	%	2014	%	2015	%	2016	%	2017 1H	%
Assets										
Current assets	2,476	45	2,217	37	1,785	32	2,119	32	1,895	29
Non-current assets	3,088	55	3,779	63	3,820	68	4,417	68	4,723	71
Total assets	5,564	100	5,996	100	5,605	100	6,536	100	6,618	100
Liabilities										
Current liabilities	2,357	42	1,840	31	2,070	37	2,407	37	2,211	33
Non-current liabilities	327	6	1,191	20	654	12	749	11	751	11
Total liabilities	2,684	48	3,031	51	2,724	49	3,156	48	2,962	45
Equity										
Controlling interest	2,756	50	2,811	47	2,719	49	3,223	49	3,497	53
Non-controlling interest	124	2	154	3	162	3	157	2	159	2
Total Equity	2,880	52	2,965	49	2,881	51	3,380	52	3,656	55
Total liabilities and equity	5,564	100	5,996	100	5,605	100	6,536	100	6,618	100
Accounts receivable turnover days	17		16		19		20		18	

The Comparative Balance Sheet

Unit : Million NTD	2017 1H	%	2016 1H	%	Yoy
Assets					
Current assets	1,895	29	1,928	33	(2)
Non-current assets	4,723	71	3,869	67	22
Total assets	6,618	100	5,797	100	14
Liabilities					
Current liabilities	2,211	33	2,374	41	(7)
Non-current liabilities	751	11	525	9	43
Total liabilities	2,962	45	2,899	50	2
Equity					
Controlling interest	3,497	53	2,739	47	28
Non-controlling interest	159	2	159	3	0
Total Equity	3,656	55	2,898	50	26
Total liabilities and equity	6,618	100	5,797	100	14
Accounts receivable turnover days	18		22		

Financial Ratios



Company Vision

- **1. Strengthen practical integration of logistics and warehousing; extensively satisfy customers' diverse logistical needs.**
- **2. Continue to expand fueling station services, developing brand image as an operating sales channel.**
- **3. Devote ourselves to sea and air customs declarations in Asia Pacific regions, with vertical integration of customs declarations, shipment, and logistical services.**

Company Vision

- **4. Develop the shipping services and sea transport sectors.**
- **5. Utilize information technology, integrate the transportation business and business information platforms to improve operating efficiency and save operating costs.**
- **6. Enrich employees' profession knowledge and technical ability to provide more services and opportunities for contribution.**

Q&A

Thank you!
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