

# SHAN-LOONG TRANSPORTATION

## Institutional Investors Conference

Date:2020.08.21



## Disclaimer

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➤ The Company has not issued financial forecasts. If this presentation contains forward-looking statements and may differ from the actual results . Because it will have many factors which are out of our control. Such as market demand changes, price fluctuation, exchange rate, and changes in international economic conditions and so on.

# Abstract

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- Company Overview
- Industry Overview
- Operation Overview
- Financial Performance
- Future and prospect

# Company Overview



# Company Introduction

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- **Established in 1976**
- **IPO in 1997**
- **Capital : NT\$1.373 billion**
- **Consolidated revenue : NT\$18.0 billion in 2019**
- **Business Items : Cargo transportation, Oil Product, Logistics and Warehousing, Shipping Declarations**

# Industry Overview

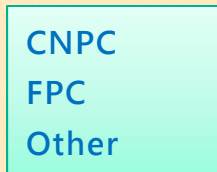


# Relevance

## (1) Gas Station Business

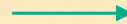
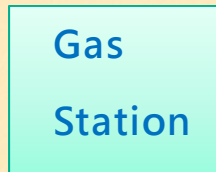
### Upstream

(Refinery)



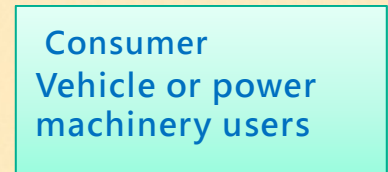
### Midstream

(Oil Product Sales)



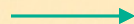
### Downstream

(User)

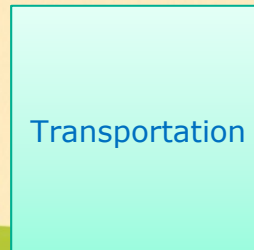


## (2) Transportation

### Upstream



### Midstream



### Downstream



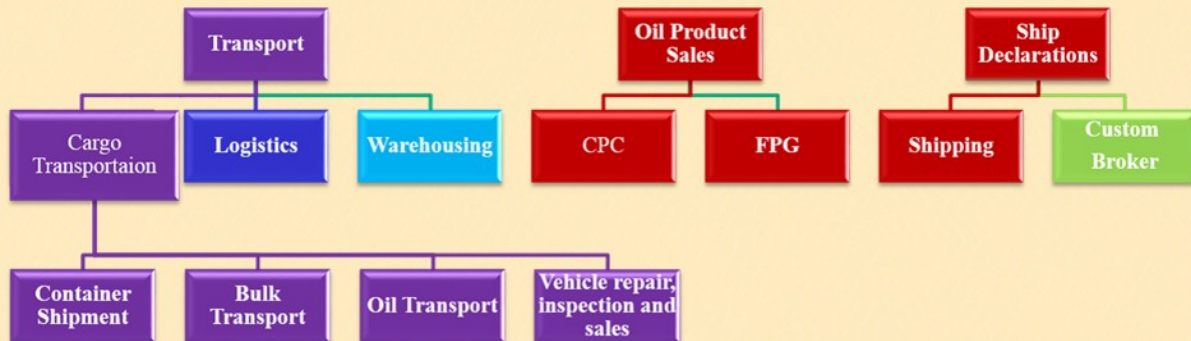
# Operation Overview





# Service Contents

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# Transportation Networks

運輸 · 物流倉儲中心 · 修護廠 · 檢驗站據點



<b>運輸</b> 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
<b>物流</b> Logistics	
	北區：五股、中壢、竹北 中區：烏日 南區：大林、七股、燕巢
<b>修護廠</b> Vehicle Repair	
	大園廠、台中廠、高雄廠
<b>檢驗站</b> Vehicle Inspection	
	北區：中壢廠、苗栗廠 中區：台中廠、彰興站

# Specialized Equipment -Cargo Transportaion



**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

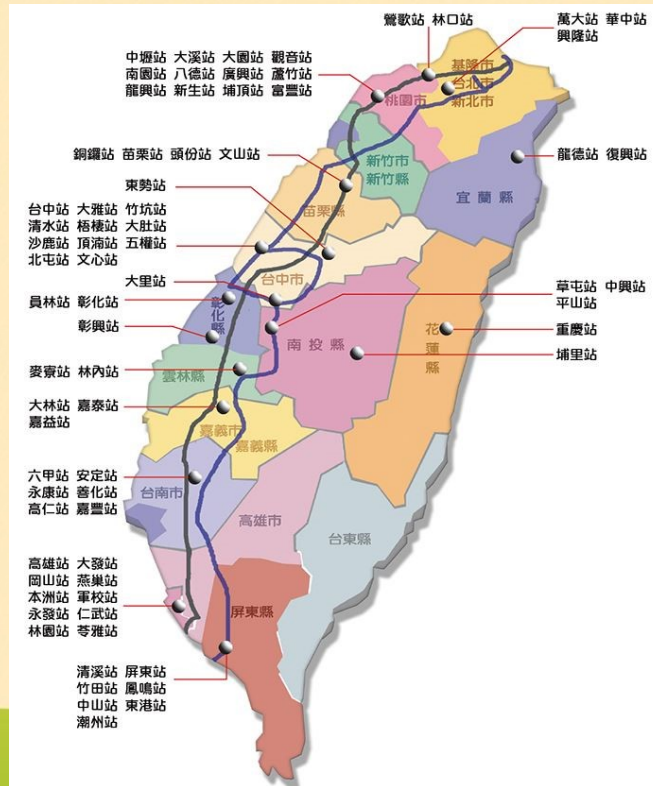


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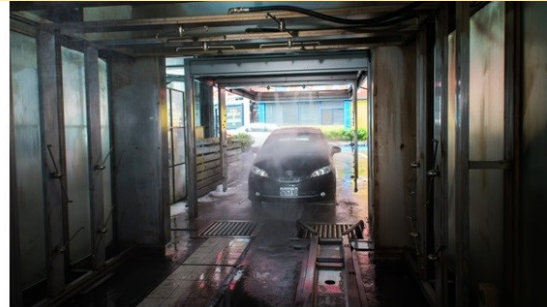
# Networks of Gas Stations



# Gas Station Diversified Services



Gas Stations



Car Wash Service



Self-service station

# Financial Overview

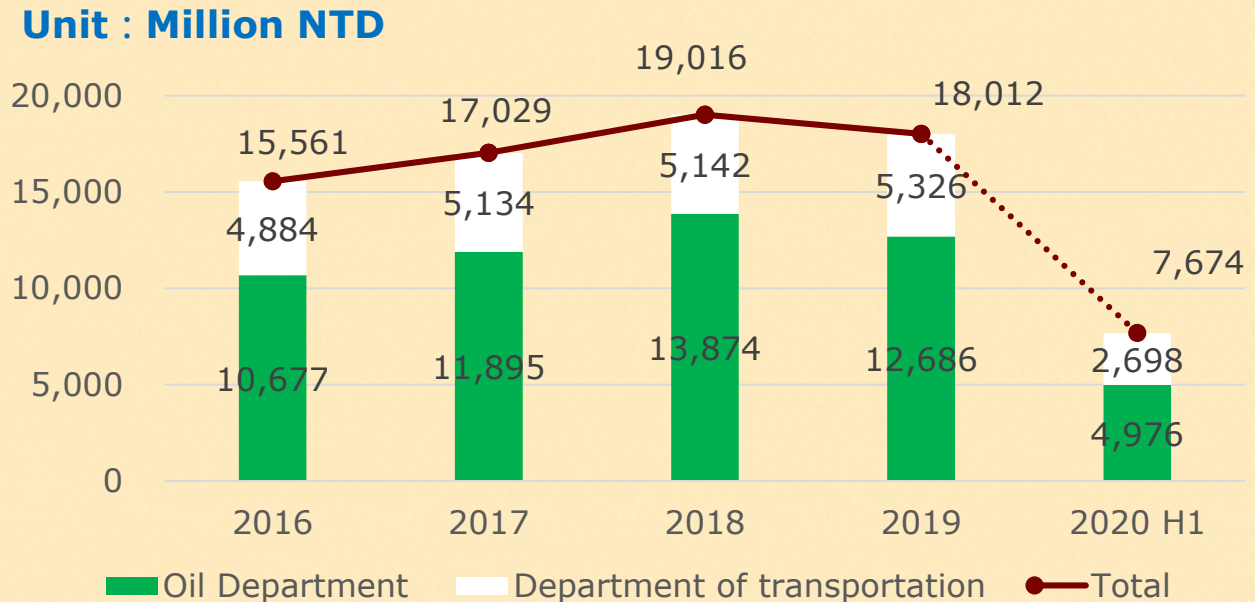


# Consolidated Income Statement

Unit : Million NTD	2020 H1	%	2019	%	2018	%	2017	%	2016	%
Operating income	7,674	100	18,012	100	19,016	100	17,029	100	15,561	100
Operating cost	6,857	89	16,532	92	17,552	91	15,540	91	14,082	90
Operating margin	817	11	1,480	8	1,464	9	1,489	9	1,479	10
Operating expenses	651	8	1,307	7	1,248	8	1,193	7	1,106	7
Operating net profit	166	2	173	1	216	1	296	2	373	2
External income and expenses	14	0	281	2	97	0	347	2	70	0
Pre-Tax Income	180	2	455	3	313	2	643	4	443	3
Income Tax Expense	38	0	107	1	77	0	92	1	79	1
Net Income	142	2	348	2	236	1	551	3	364	2
Net Income- Not included land for sale	142		348		236		244		364	
EPS(NTD)	1.01		2.14		1.76		4.24		3.09	
EPS(NTD)- Not included land for sale	1.01		2.14		1.76		1.84		3.09	
Cash dividend(NTD)			1.80		1.60		2.56		2.06	

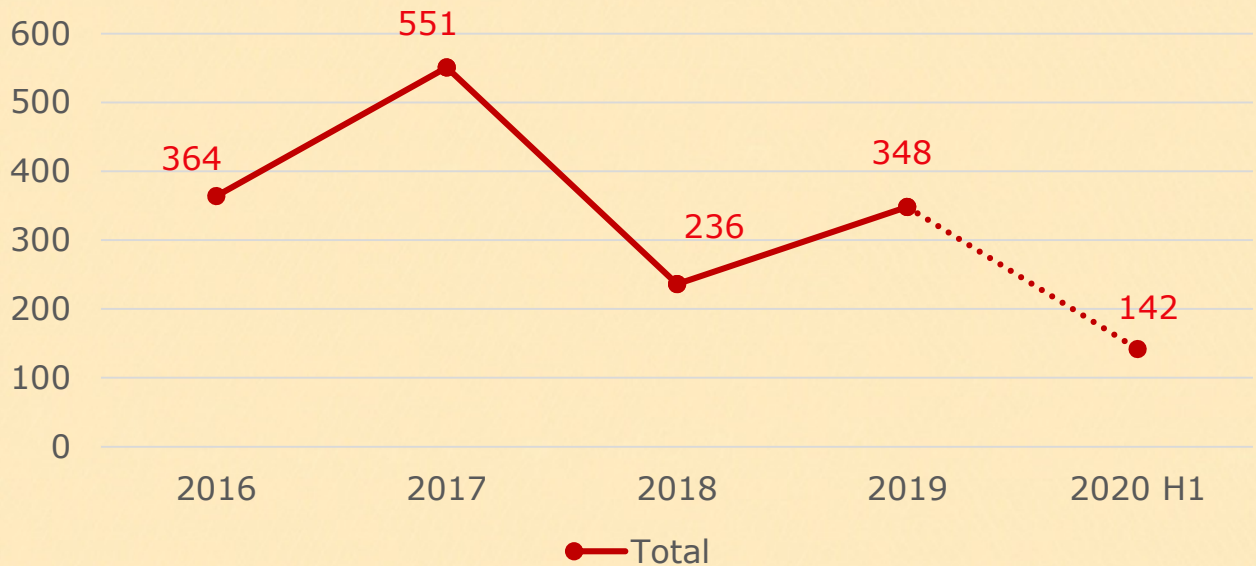


# Revenue



# Net Income

Unit : Million NTD

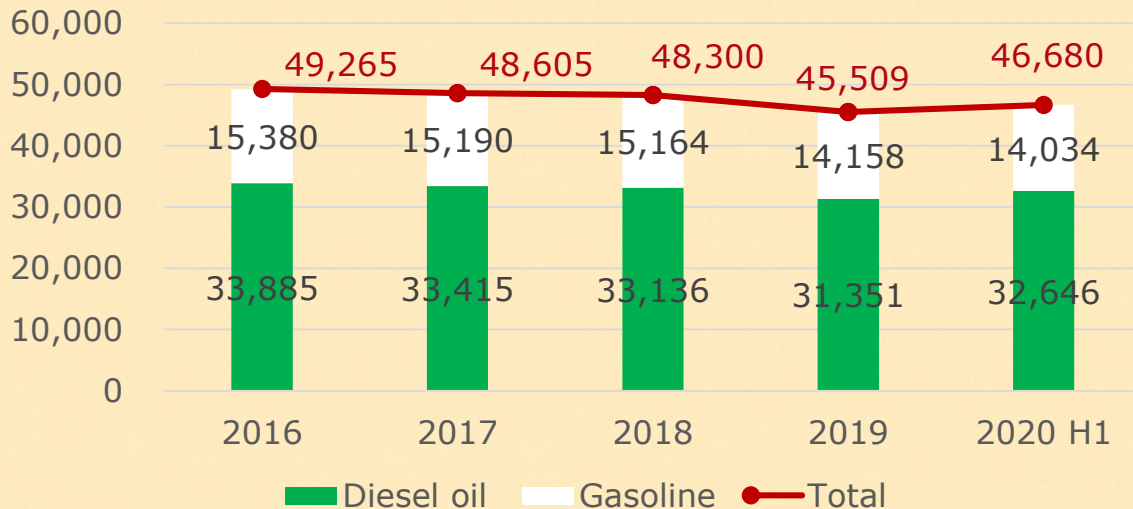


# The Comparative Income Statement

Unit : Million NTD	2020 H1	%	2019 H1	%	Yoy
<b>Operating income</b>	7,674	100	8,888	100	(14)
<b>Operating cost</b>	6,857	89	8,130	91	(16)
<b>Operating margin</b>	817	11	758	9	8
<b>Operating expenses</b>	651	8	629	7	3
<b>Operating net profit</b>	166	2	129	1	29
<b>External income and expenses</b>	14	0	28	0	(50)
<b>Pre-Tax Income</b>	180	2	157	2	15
<b>Income Tax Expense</b>	38	0	36	0	6
<b>Net Income</b>	142	2	121	1	17
<b>EPS(NTD)</b>	1.01		0.38		166

# Sales of Oil Products/Monthly Average

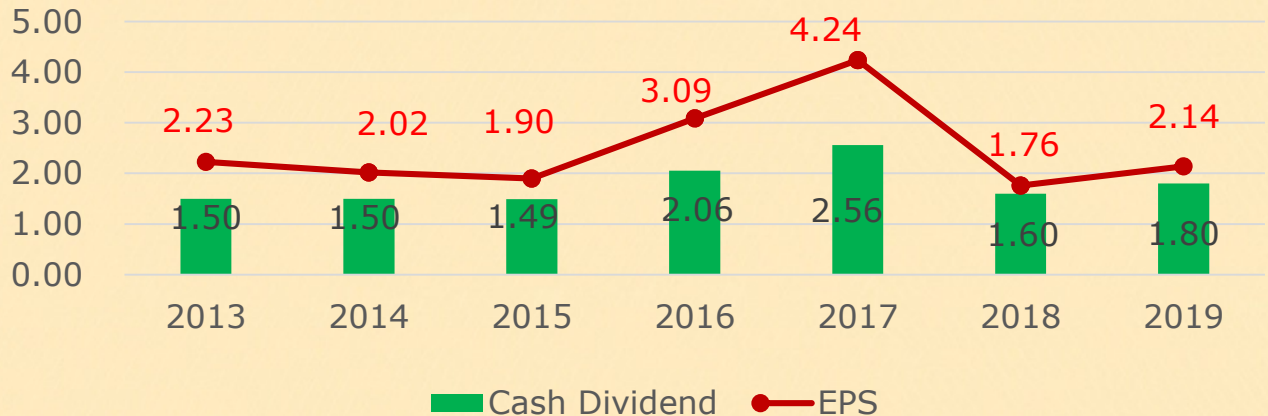
**Unit : Kiloliter**



# Dividends Policy: Steady Payout

- Cash dividend payout ratio has maintained between 60% and 91% in recent years.
- In 2019, cash dividend payout ratio is 84%.

**Unit : NTD**

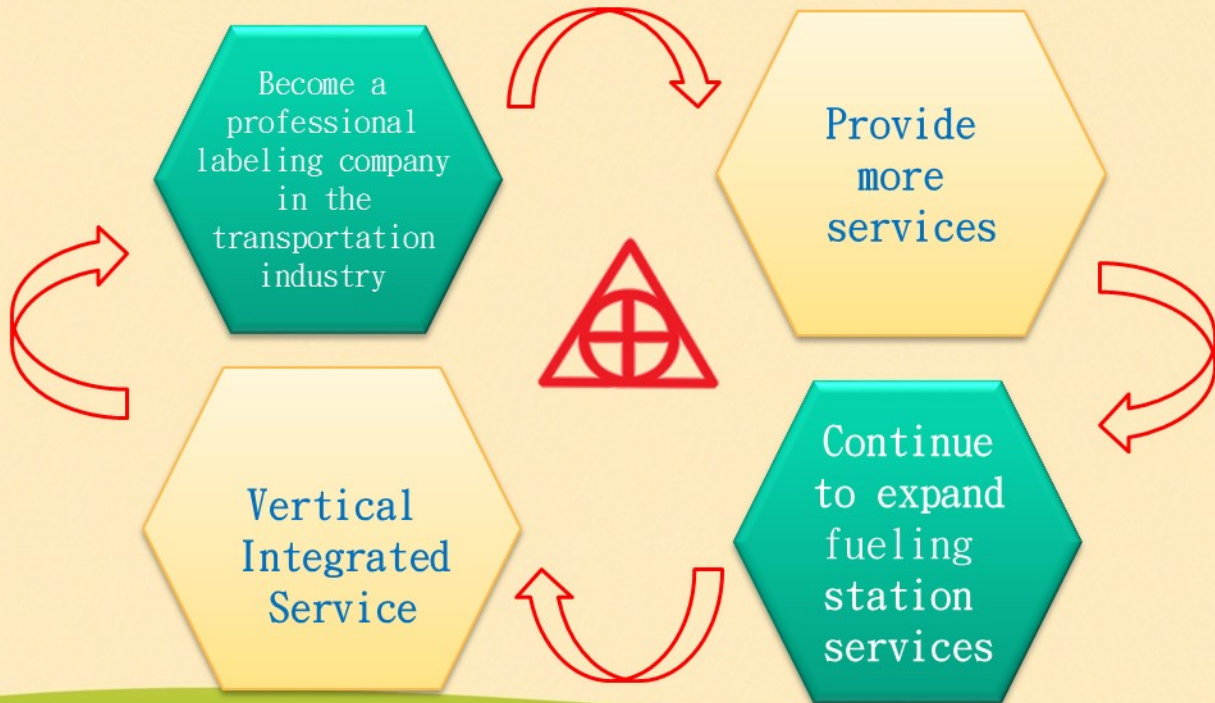


# Future and prospect



# Prospect

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# Thank you!

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# Q&A

