



DIMERCO EXPRESS GROUP

Dear Shareholders,

On behalf of the Board of Directors, the Chairman, and the management team, we extend our gratitude for your long-term support and participation in the 2024 shareholders meeting.

According to KPMG-audited financial statements, Dimerco's 2023 consolidated sales revenue was NTD 22,042 million, with a net income after tax of NTD 1,023 million and earnings per share of NTD 7.24. Compared to 2022, these figures represent decreases of 46.5%, 59.7%, and 61.3%, respectively. However, compared to the pre-pandemic year of 2019, there were increases of 23.8%, 153.6%, and 126.3%.

After the pandemic ended in 2023, the global logistics market faced significant challenges. However, Dimerco has committed to building both physical channels and virtual digital platforms to enhance competitiveness. With clear market positioning, strategic deployments in key niche markets, and advanced planning based on differentiation and regionalization, our long-established global networks strengths have proven effective. By anticipating market changes and leveraging digital marketing, we have further enhanced our operational profitability. In 2023, our revenue, net income after tax, and earnings per share significantly outperformed the pre-pandemic year of 2019, with increases of 23.8%, 153.6%, and 126.3%, respectively.

In addition to improving operational profitability, Dimerco has focused on quality customers selection and effective accounts receivables management. Demonstrating strong financial management, the company is dedicated to maintaining a sound financial structure. By the end of 2023, our current ratio was 2.7, significantly higher than the industry average, with cash reserves of NTD 4.78 billion and net worth of NTD 5.94 billion, showcasing strong liquidity and debt repayment capabilities. Fixed assets accounted for only 9.2% of net worth, highlighting our flexibility as a light-asset logistics provider. Total liabilities were only 33.1% of total assets, indicating strong financial structure.

After achieving ISO 14064-1:2018 verification in 2022 and committing to green supply chain and carbon reduction goals, Dimerco took further steps in 2023. We implemented the EcoTransIT World system, certified by the Smart Freight Centre (SFC), to calculate carbon emissions for air, sea, and land transport, aligning with the Global Logistics Emissions Council (GLEC) framework and GHG Protocol standards. In January 2024, we partnered with Cathay's Corporate Sustainable Aviation Fuel (SAF) Program, taking practical actions to reduce aviation-related greenhouse gas emissions and support sustainable development.

Dimerco is dedicated to technological and digital transformation, enhancing information security management. We have adopted the latest frameworks to ensure our security measures are



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aligned with digital advancements and continuously improve management processes to address evolving threats.

With ISO 27001:2022 Cyber Security Certification (BSI Certification No. IS 743553) and the use of Robotic Process Automation (RPA), Dimerco has upgraded its digital capabilities, enhancing operational and management efficiency. Cloud data analytics provide deep insights into customer needs, allowing us to communicate our values effectively through digital marketing and engage customers via a flatter organizational structure.

Externally, we have upgraded our MyDimerco platform and integrated POMS (Purchase Order Management System), extending our services to include purchase order coordination, supplier performance management, product management, and logistics cost analysis. MyDimerco enhancements also feature online booking and customer support, seamlessly integrating online and offline services.

Amidst US and China trade and power dispute, volatile regional conflicts, environmental instability, and continuous supply chain disruptions, Dimerco's management team is committed to leveraging our local expertise, strategically placed network, and effective digital logistics platform. This flexibility enables us to navigate and address dynamic challenges to meet our customers' logistics requirements.

Our goal is to generate profits while continuing to contribute to society and provide reasonable returns for shareholders and dedicated colleagues.

We deeply appreciate your continued support!

Dimerco Express Corporation

Dimerco Express Group

June 6, 2024



各位股東鈞鑒:

謹代表公司董事會、董事長及經營團隊感謝各位長期以來對中菲行國際物流集團發展的支持與關注、及撥冗出席中菲行國際物流股份有限公司民國 113 年股東常會。

中菲行在全體員工努力下，民國 112 年度經會計師查核簽證集團營業額為新台幣（以下相同）220 億 4 仟 2 佰萬元，稅後淨利為 10 億 2 仟 3 佰萬元，每股盈餘為 7.24 元，相較因為疫情造成運輸市場狀況特別異常的前一年度，分別減少 46.5%、59.7%及 61.3%，而相較於疫情前的民國 108 年度，營業額、稅後淨利及每股盈餘則分別增加 23.8%、153.6%及 126.3%。

民國 112 年度疫情結束後，國際經濟景氣下滑，國際運輸市場面臨嚴峻挑戰，中菲行致力於建構實體通路和虛擬數位平台強化競爭力，以明確市場定位，在重要的利基市場戰略佈局、基於差異化及區域化的超前部署，長期建立的實體通路的競爭力發揮了功效，而由於預見市場變動，透過數位行銷創造價值，進一步強化了營業獲利能力，民國 112 年度包括營業額、稅後淨利及每股盈餘均大幅優於疫情前的民國 108 年度的表現，分別增加 23.8%、153.6%及 126.3%。

除了強化營業獲利能力，中菲行長期以來重視客戶的品質，慎重的篩選優質的客戶，確實做好應收帳款的管控，藉由優良的財務管理能力，致力於維護優質財務結構，民國 112 年底的流動比率高達 2.7，大幅優於同業一般水平，而年底現金 47.8 億元，相較於淨值 59.4 億元，呈現極為優異的流動性及償債能力，同時固定資產只佔淨值 9.2%，充分表現了輕資產物流服務業者的靈活及彈性，而負債總額只佔總資產的 33.1%，顯示極為健康、穩健的財務結構。

中菲行繼民國 111 年底獲 ISO14064-1:2018 驗證，並宣示減碳目標強化綠色供應鏈，以降低供應鏈碳足跡，自民國 112 年起，更導入經國際組織 Smart Freight Centre (SFC)認證的 EcoTransIT World 系統，計算空運、海運及陸運運輸之碳排放量，符合 Global Logistics Emissions Council (GLEC)框架，並滿足 GHG Protocol (企業標準)要求。此外，更在今年 1 月，攜手國泰航空，加入其企業可持續航空燃油(Sustainable Aviation Fuel, SAF)計劃，以實際行動有效減少與空運相關的溫室氣體排放，為地球永續發展再盡一份心力。

中菲行致力科技和數位轉型，提高資訊安全管理水平，導入了最新的資訊安全管理防護架構，確保資訊安全防護與數位轉型的發展能並駕齊驅，不斷改進管理及作業流程，以應對不斷變化的外部環境威脅，以虛擬數位平台發揮競爭力，透過資料庫，以雲端數據分析，深入瞭解客戶需求，以數位行銷清晰傳遞中菲行價值服務，透過扁平化的組織與客戶互動，以資安認證 (ISO27001:2022 BSI Certification NO. IS 743553)的雲端數位供應鏈管理平台 (Cloud Networking SCM Platform) 中菲行增值訊息系統 (Dimerco Value Plus System)，提供國際物流價值鏈的服務，一方面運用科技進行內部的數位能力提升，以 RPA (Robotic Process Automation) 流程自動化軟體運用，達到訊息一元化及數位化，強化了操作及管理效率，能夠降低營運成本提高獲利。針對外部面向客戶的線上服務，中菲行持續升級 MyDimerco 平台，透由 POMS (Purchase Order Management System)的導入，大幅延伸中菲行服務涵蓋範圍，由客戶的物流承攬服務，延伸到客戶與其供應商間的採購訂單協調、供應商績效管理、商品管理與物流成本分析等，提供了客戶強大的採購訂單管理平台，提升客戶對於中菲行服務的黏著度，除 POMS 的導入，MyDimerco 平台也擴充了線上訂艙、線上客服等服務，提供了虛實並進、無往弗屆的專業服務。

展望未來，國際運輸物流市場依然面臨挑戰，面對變動的世局及多變的市場，挑戰倍增、經營風險亦倍增，然而中菲行建構的實體通路和虛擬數位平台的競爭力將持續發揮功效，以明確的市場定位，透過數位行銷推動中菲行在客戶供應鏈管理的價值服務，強化業務擴展的能力，並透過數位轉型、以半自動化創造效益及增加生產力並提昇服務品質，創造獲利，期望能夠持續貢獻社會、為股東及有貢獻的同仁帶來合理的報酬，謝謝各位股東的支持。

中菲行國際物流股份有限公司

中菲行國際物流集團

中華民國 113 年 6 月 6 日