



昭輝實業股份有限公司

Y.C.C. PARTS MFG. CO., LTD.

 1339.TW

法人說明會

2021/12/16

Presenter: Yi-Hong Lin

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1 Corporate Introduction

2 Industry Overview

3 Corporate Performance

4 Research & Development

5 Competitive Advantages

6 Expanding Strategy

7 Future Plan



1 Corporate Introduction

1. Infos

2. Main Products



1. Corporate Introduction – Production Sites



(Headquarters)



Headquarters–
Y.C.C Parts Mfg Co., Ltd.
Area: 116,265 meter²
Production: AM collision parts



CHANGSHU FUTE
AUTOMOTIVE TRIM CO.,LTD.
Area: 76,953 meter²
Production: OE interior trims



LIAONING HETAI AUTOMOTIVE
PARTS CO.,LTD
Area: 40,000 meter²
Production: OE interior trims



Chang Jie Technology Co., Ltd
Area: 80,180 meter²
Production: Tooling development



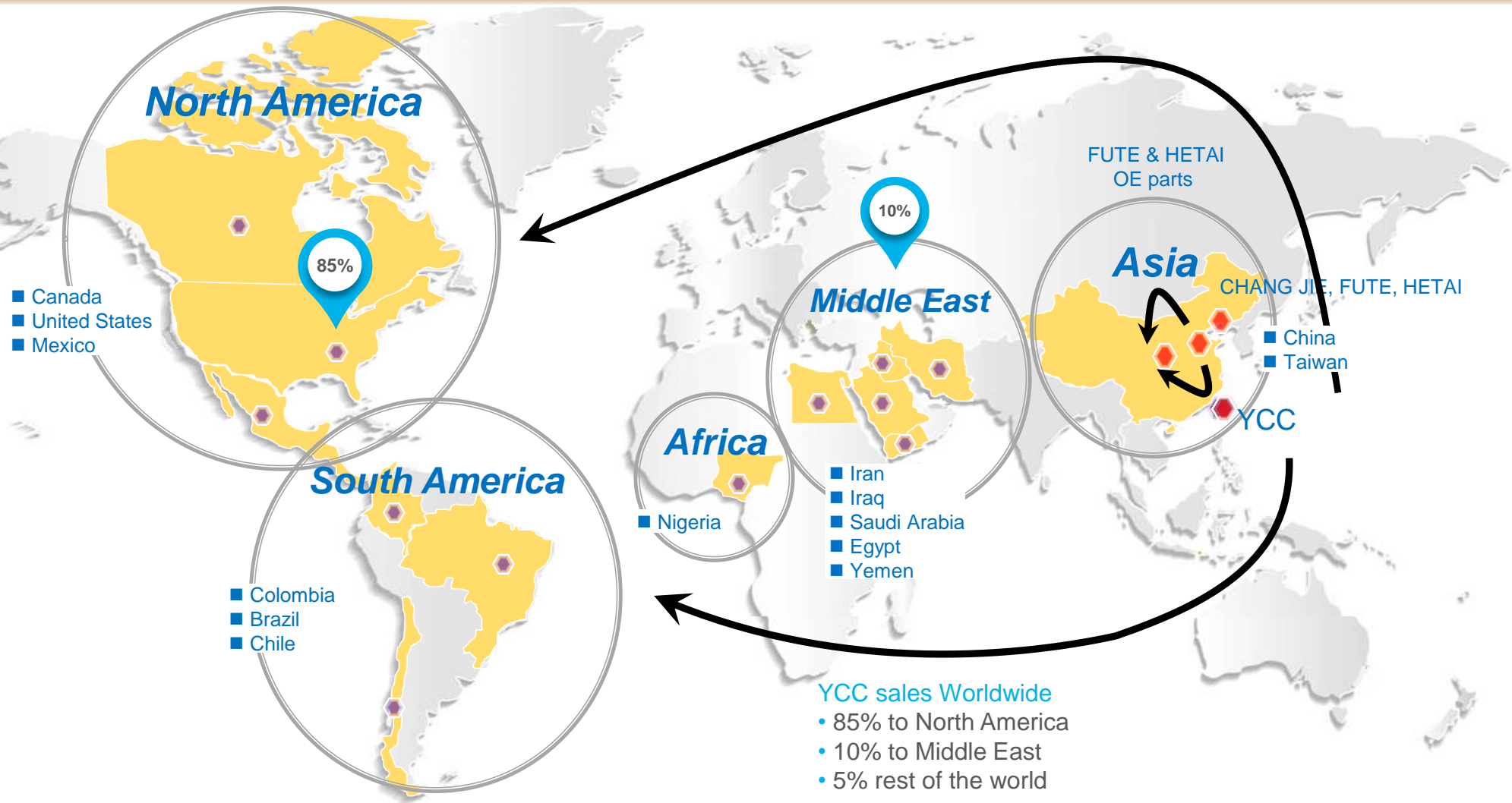
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1. Corporate Introduction – Sales Territories Worldwide



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1. Corporate Introduction – Products

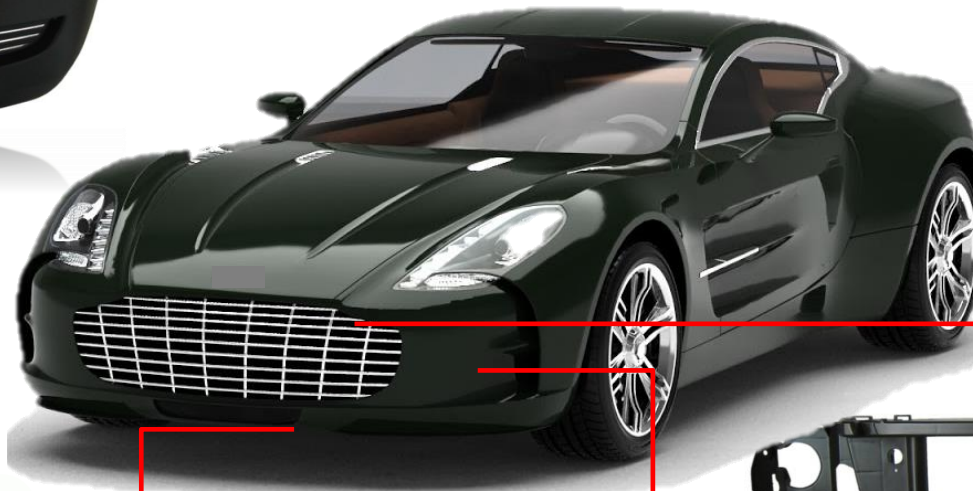
Y.C.C.(AM)-Main Products



FR/RR Bumper



Grille



Air Deflector



Head Lamp
Mounting Panel



1. Corporate Introduction – Products

FUTE, HETAI (OE)- Main Products



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1. Corporate Introduction – OE Customers



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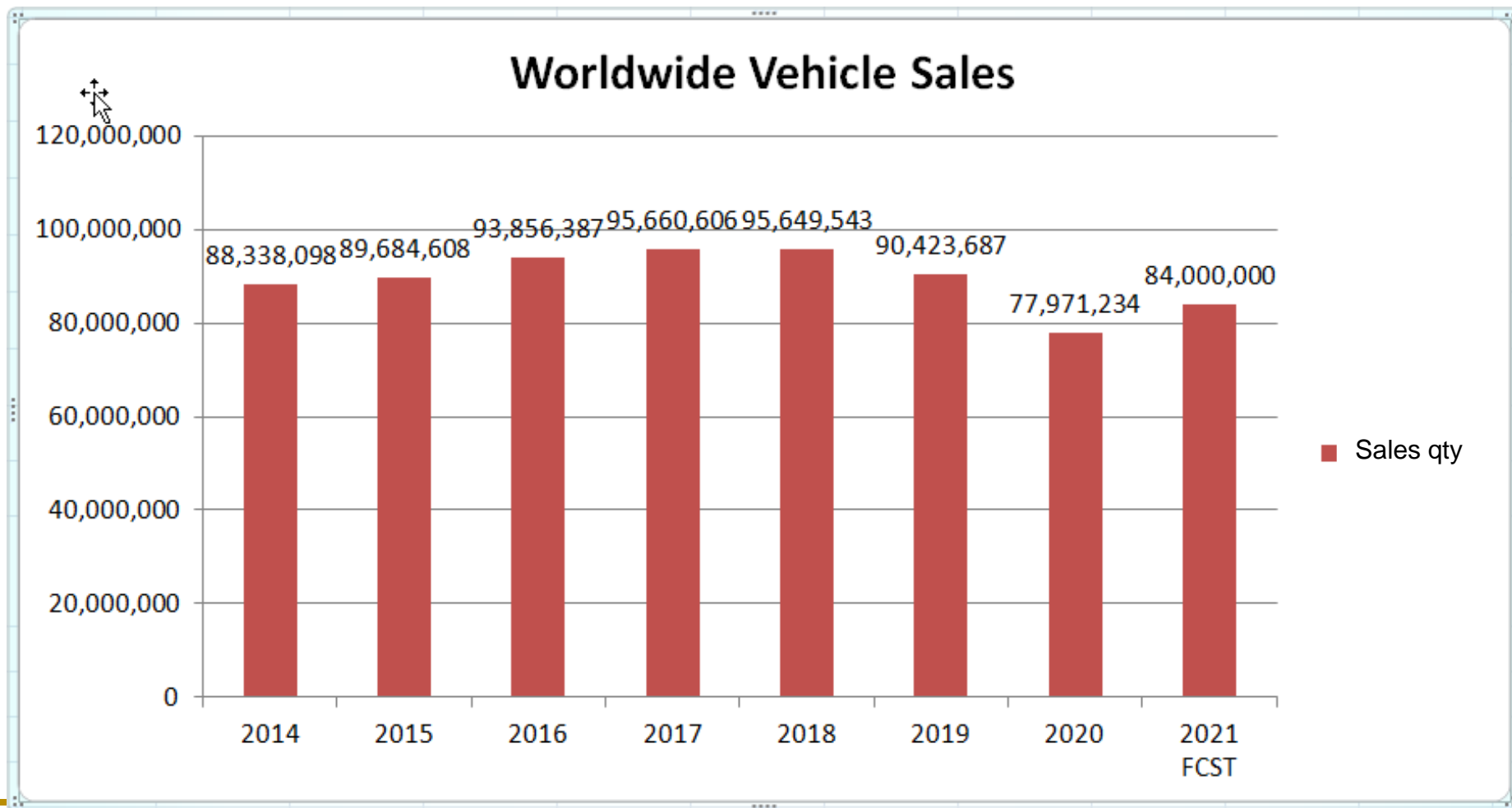
2

Industry Overview

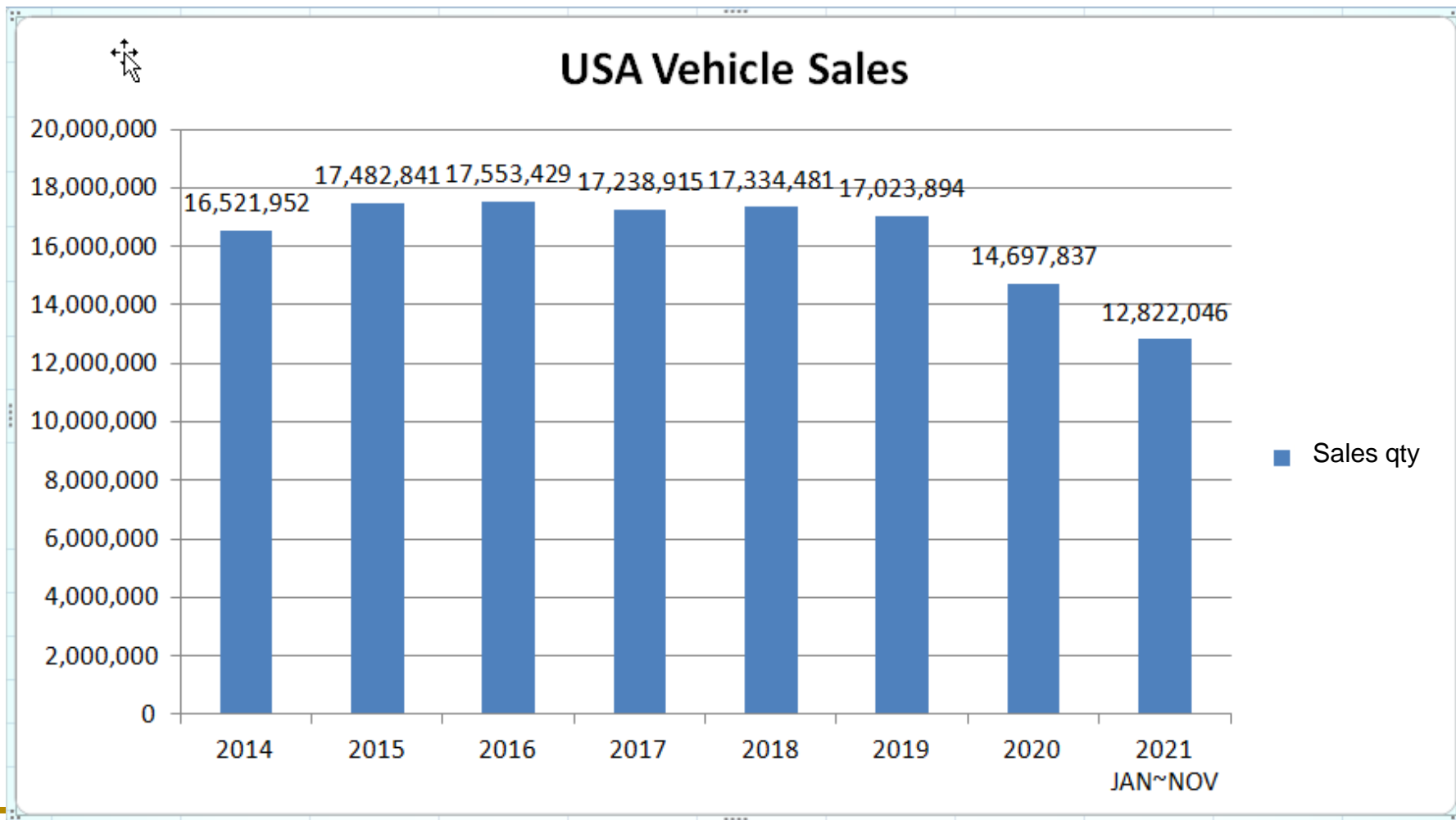
1. Market Status



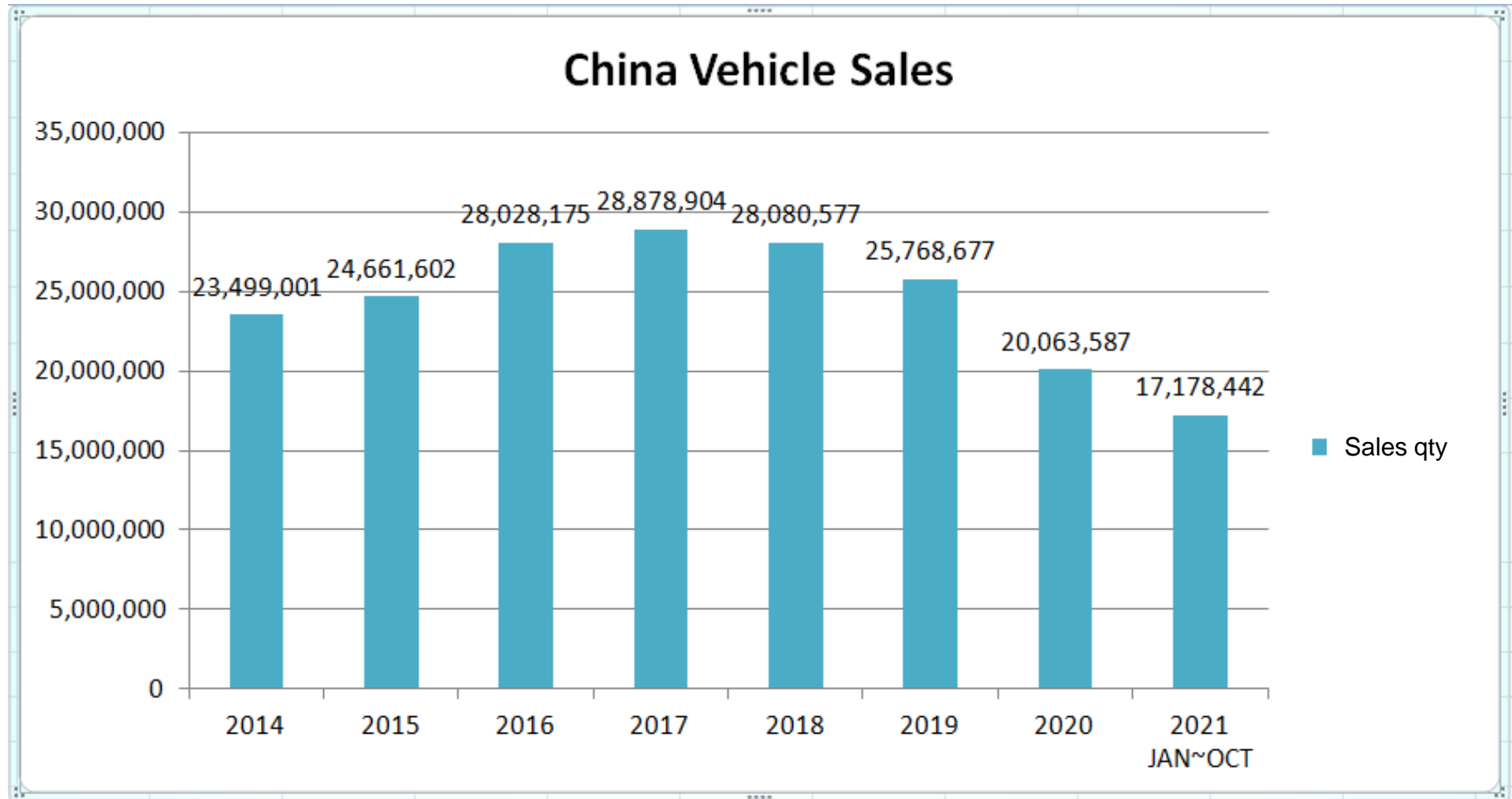
2. Industry Overview - 2014-2021 worldwide Vehicle Sales



2. Industry Overview - 2014-2021 USA Vehicle Sales



2. Industry Overview - 2014-2021 China Vehicle Sales



2. Industry Overview – VIO Increasing

NUMBER OF REGISTERED VEHICLES IN US	CAR OWNERSHIP STATISTIC	INCREASE
Number of registered vehicles in US 2021(FCST)	289.5 million	+2.6 million
Number of registered vehicles in US 2020	286.9 million	+2.4 million
Number of registered vehicles in US 2019	284.5 million	+5.2 million
Number of registered vehicles in US 2018	276.1 million	+5.7 million
Number of registered vehicles in US 2017	270.4 million	+6.4 million
Number of registered vehicles in US 2016	264.0 million	+6.1 million
Number of registered vehicles in US 2015	257.9 million	+5.3 million
Number of registered vehicles in US 2014	252.6 million	+3.7 million
Number of registered vehicles in US 2013	248.9 million	+0.2 million
Number of registered vehicles in US 2012	248.7 million	***

More chance for service and repair in the future



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Corporate Performance

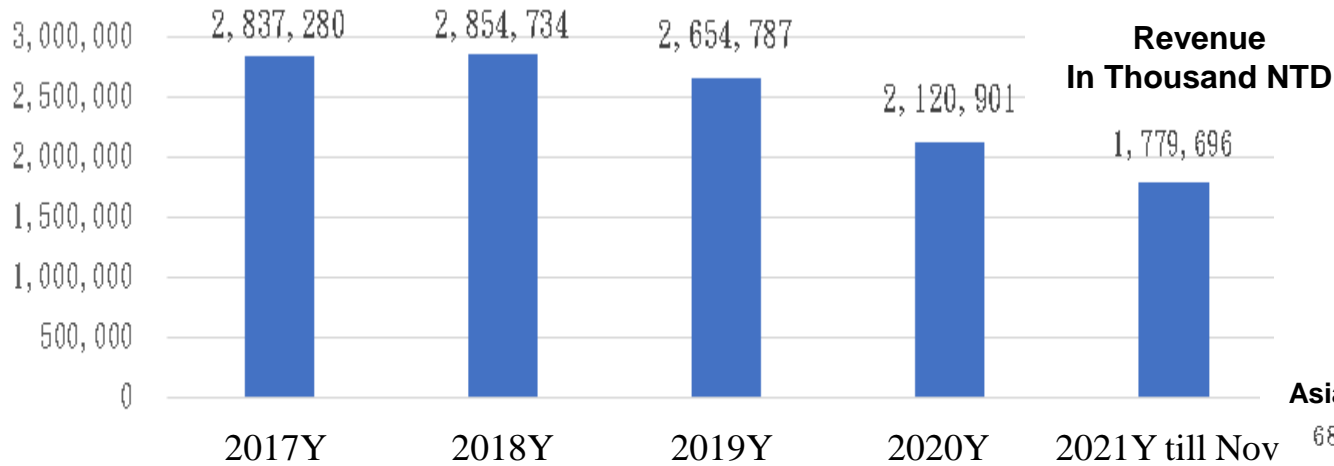


1. Revenue History
2. Operating Performance
3. Dividend Policy



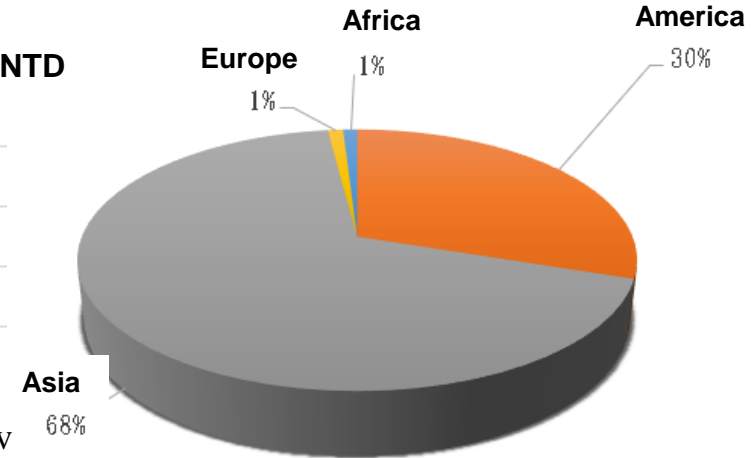
3. Corporate Performance – Revenue History

Consolidated Revenue Over The Years



Consolidated revenue

2020Y Sales Territory Revenue (Consolidated)



3. Corporate Performance – Consolidated Balance Sheet

Balance Sheet

In Thousand NTD

	2017Y	2018Y	2019Y	2020Y	2021Y Q1-Q3	2020Y Q1-Q3
Current asset	2,415,105	2,505,618	1,930,263	2,035,739	1,880,148	2,080,099
Non-current assets	4,115,275	3,819,269	3,418,286	3,262,662	3,188,102	3,259,018
Total assets	6,530,380	6,324,887	5,348,549	5,298,401	5,068,250	5,339,117
Current liabilities	1,890,284	1,734,453	1,105,758	1,102,423	954,152	1,172,962
Non-current liabilities	1,283,663	1,148,117	644,902	610,317	623,304	639,683
Total liabilities	3,173,947	2,882,570	1,750,660	1,712,740	1,577,456	1,812,645
Total shareholders' equity	3,356,433	3,442,317	3,597,889	3,585,661	3,490,794	3,526,472
Ordinary share capital	741,389	741,389	741,389	741,389	741,389	741,389
Total liabilities & equity	6,530,380	6,324,887	5,348,549	5,298,401	5,068,250	5,339,117



3. Corporate Performance – Consolidated Statement of Comprehensive Income & Cash Flow Statement

Statement of Comprehensive Income

Unit: Thousand NTD
EPS: NTD

	2017Y	2018Y	2019Y	2020Y	2021Y Q1-Q3	2020Y Q1-Q3
Revenue	2,837,280	2,854,734	2,654,787	2,120,901	1,443,711	1,529,939
Operating costs	(1,958,725)	(2,107,793)	(1,849,701)	(1,483,398)	(1,104,358)	(1,076,188)
Gross profit	878,555	746,941	805,086	637,503	339,353	453,751
Gross margin	31%	26%	30%	30%	24%	30%
Operating expenses	(370,499)	(360,057)	(328,113)	(287,060)	(206,354)	(215,999)
Operating income	508,056	386,884	476,973	350,443	132,999	237,752
Non-operating revenue & expense	(164,456)	(12,680)	(13,947)	(171,746)	(30,612)	(97,994)
Profit before tax	343,600	374,204	463,026	178,697	102,387	139,758
Income tax expense	(79,680)	(89,644)	(90,198)	(59,084)	(30,422)	(52,497)
Net Income	263,920	284,560	372,828	119,613	71,965	87,261
EPS	3.72	4.15	5.08	1.59	1.05	1.19

Statements of Cash Flows

Unit: Thousand NTD

Cash provided by (used in)	2017Y	2018Y	2019Y	2020Y	2021Y Q1-Q3	2020Y Q1-Q3
Operating activities	428,193	769,259	643,939	658,194	198,240	524,206
Investing activities	(615,160)	(17,289)	226,538	(534,502)	(222,831)	(470,670)
Financing Activities	1,959	(469,333)	(1,135,592)	(233,667)	(108,845)	(80,223)
Capital Expenditure	(198,686)	(88,742)	(165,874)	(139,043)	(129,195)	(81,866)



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3. Dividend Policy

YEAR	EPS	Cash Dividend	Stock Dividend	Additional Paid in Capital Dividend	Total Dividend
2017 (Assigned by 2018)	3.72	2	X	X	2
2018 (Assigned by 2019)	4.15	2	X	X	2
2019 (Assigned by 2020)	5.08	2	X	X	2
2020 (Assigned by 2021)	1.59	2	X	X	2





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Research & Development

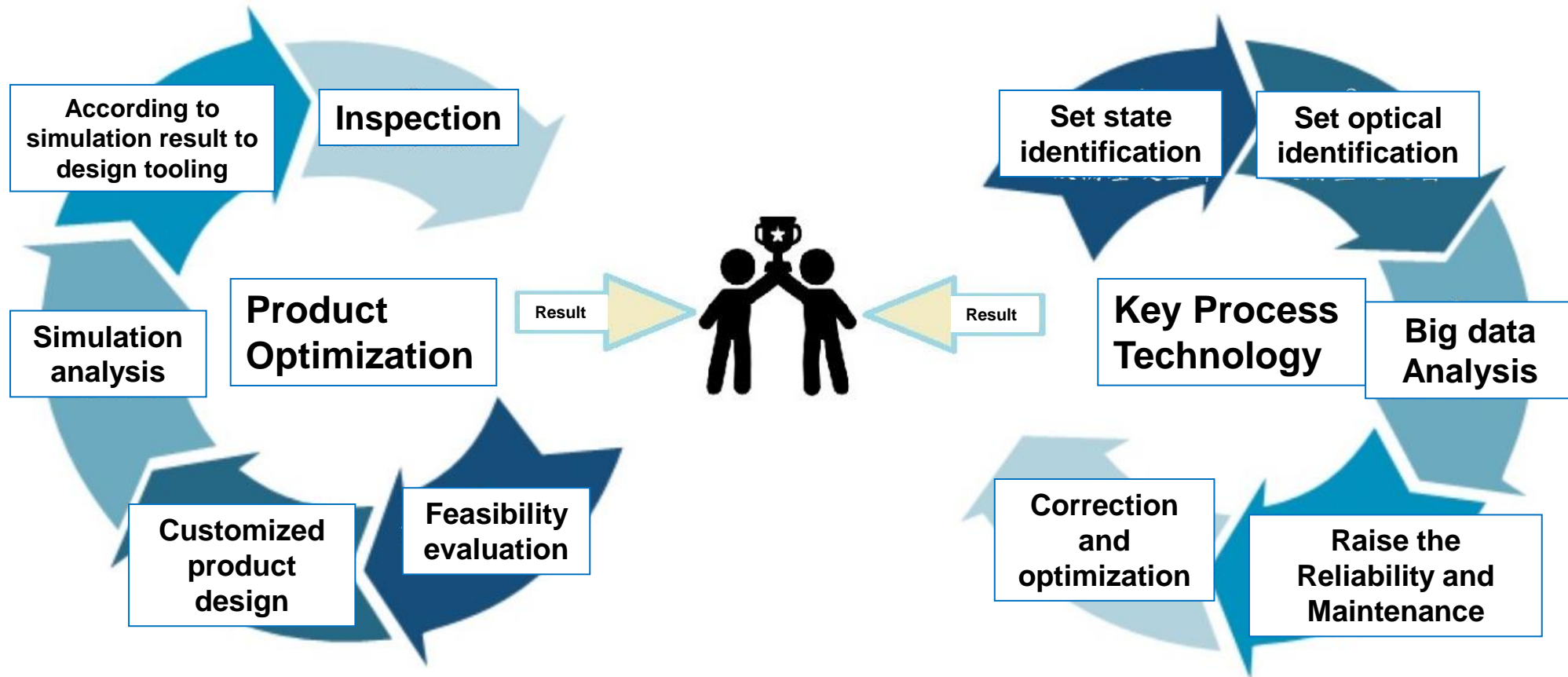


R&D Result



4. R&D center profile

Target of Medium-term, short-term

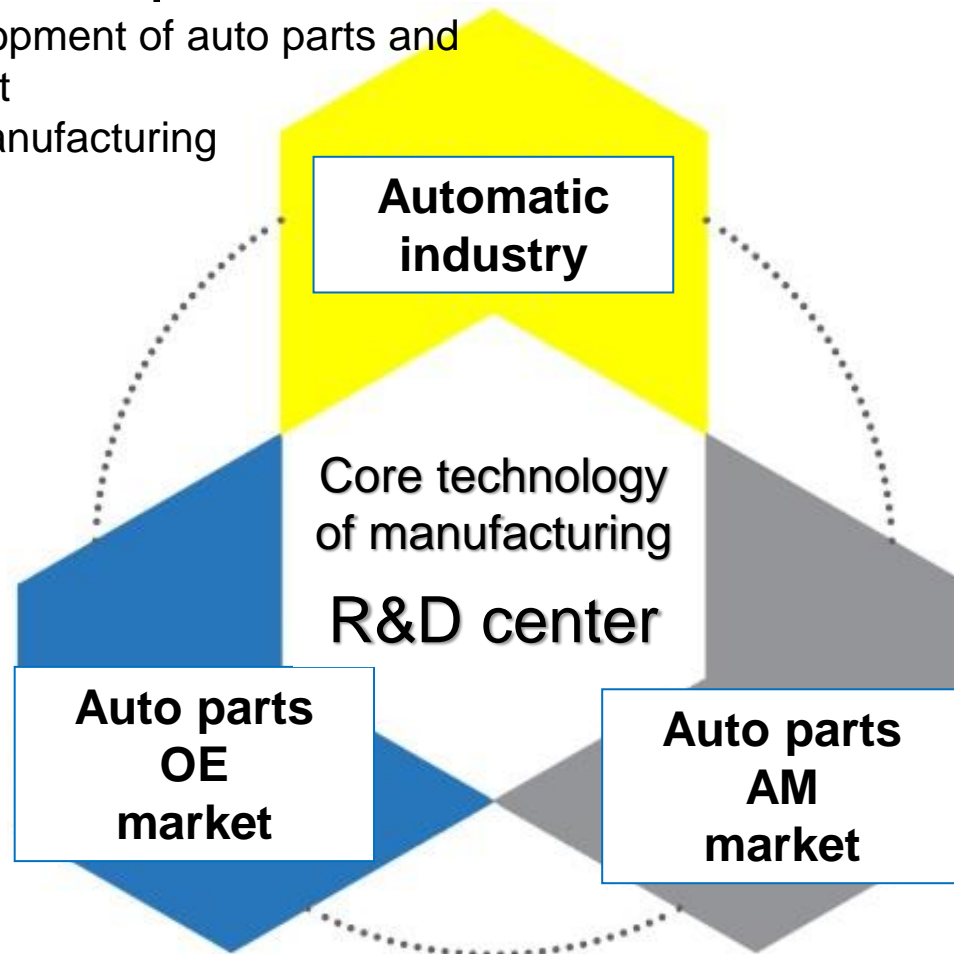


4. R&D center profile

R&D area layout and position

Independent research and development of auto parts and automation / intelligent equipment

Master the core technology of manufacturing





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Competitive Advantages



5. Competitive Advantages

1. Capable of developing plastic materials.
2. Automation of key processes.
3. Have the ability to develop mold and design automatic facility
4. Adequate product types to meet customer needs.
5. The cumulative number of mold developments has been scaled,
and the industry has a high barrier to entry.
6. Business diversification, and talent recruitment.



5. Competitive Advantages



Production technology:

1. Injection technology
2. Coating technology
3. Chroming technology
4. Mold technology
5. Automated design technology

Management technology:

1. Production management
2. Fast delivery management
3. Supply chain management

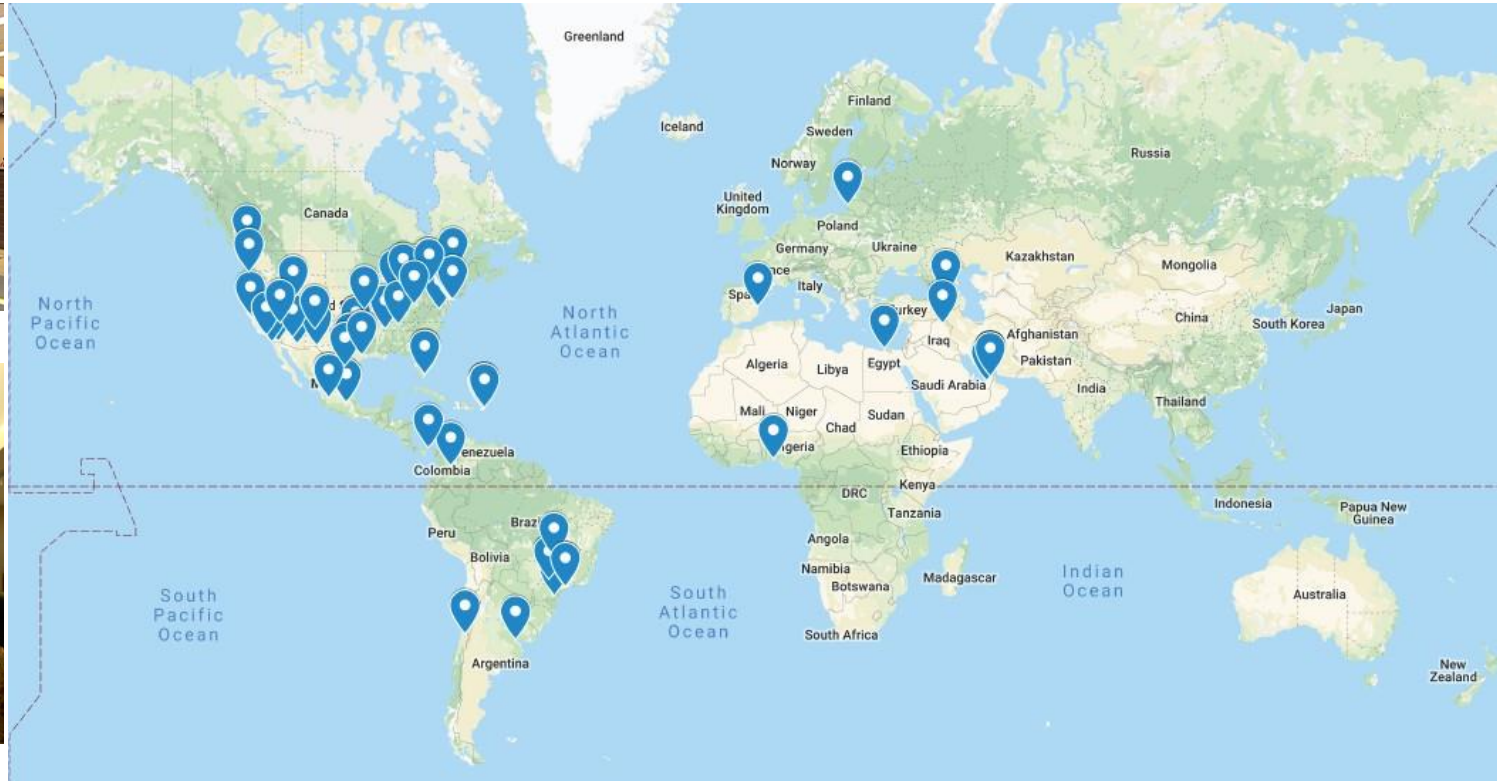
Marketing:

1. Customer development
2. Shipping management
3. Customer relationship management



5. Competitive Advantages

Global marketing team & import partners



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Expanding Strategies



1. Optimize Producing Process
2. Reduce Transport Manpower
3. Environment Maintenance Meets Global Trends.
4. Improve Packaging Efficiency
5. Established development center - develop manufacture core technologies

6. Expanding strategies

1. Optimize Producing Process

- laser cutting & automatic packing machine

2. Reduce manpower

- AGV Car to reduce logistics manpower
- Automatic production

3. Global environmental trends

- waterborne painting process
- Build sewage treatment plant

4. Saving Cost

- Self made high strength woven bag

5. Automation Production & intelligence equipment

- Master the core technology of manufacturing



7.Future Plan – Goal and Vision

1. **Y.C.C.** Become one of the major suppliers in global automotive parts (AM & OE) market.
2. **Y.C.C.** Being the best choice of every customer.



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Q & A

Thank you