



昭輝實業股份有限公司

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

 1339.TW

法人說明會

2023/11/08

Presenter: Yi-Hong Lin

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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



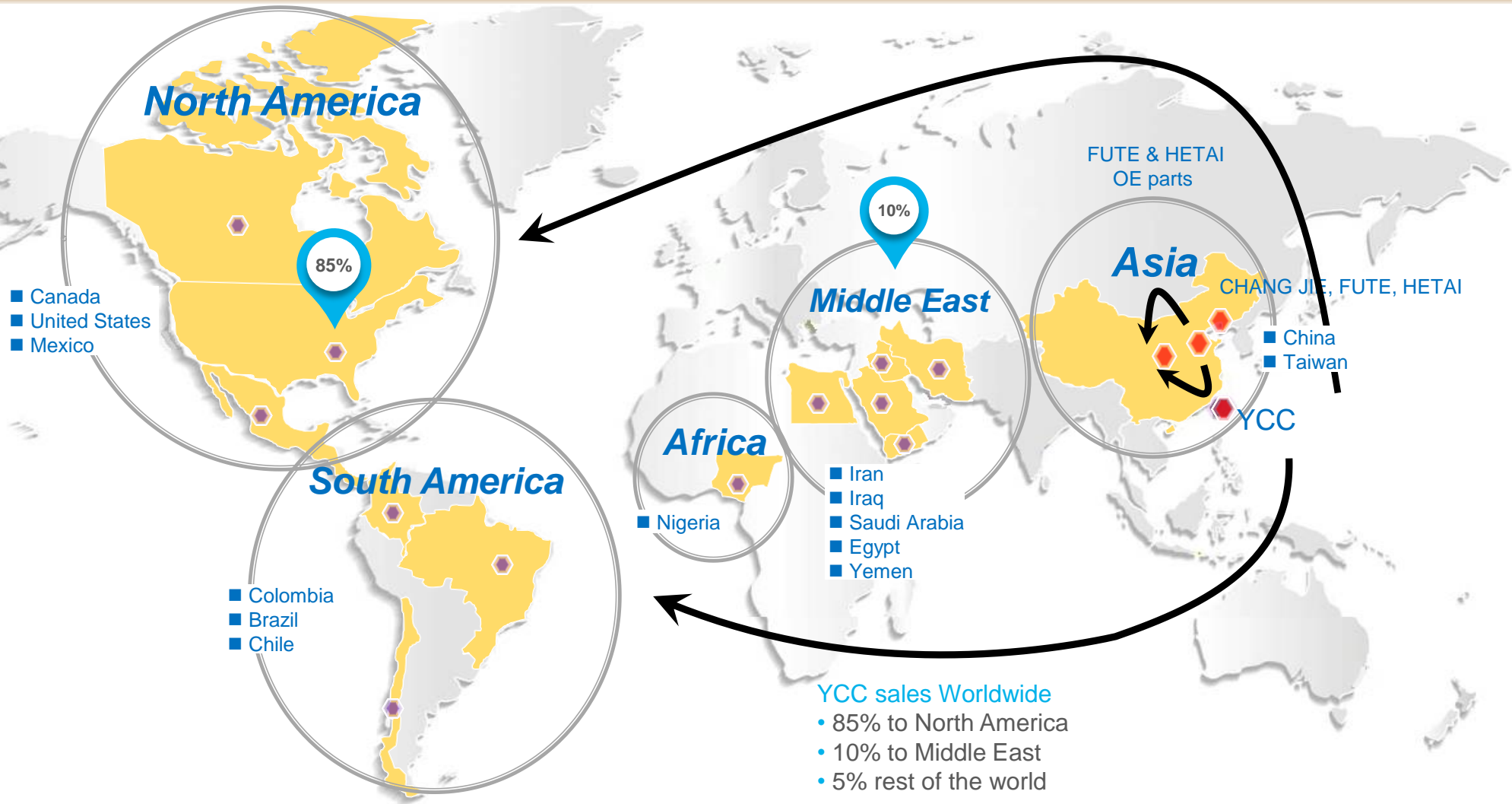
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1. Corporate Introduction – Sales Territories Worldwide



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1. Corporate Introduction – Products

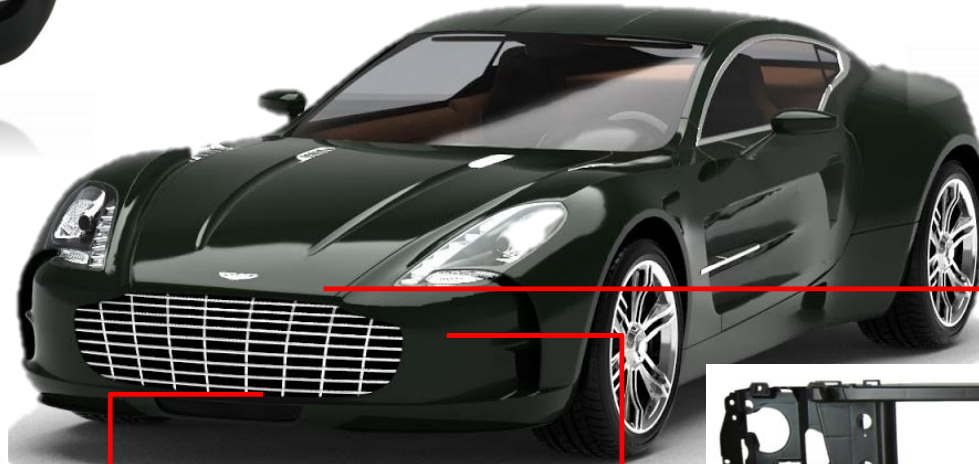
Y.C.C.(AM)-Main Products



FR/RR Bumper



Grille



Air Deflector



Head Lamp
Mounting Panel



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1. Corporate Introduction – Products

FUTE, HETAI (OE)- Main Products



Air Bag Cover



Monitor Frame



Instrument Panel



Side Air Bag Cover



Louder Speaker



Console



1. Corporate Introduction – OE Customers



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Industry Overview

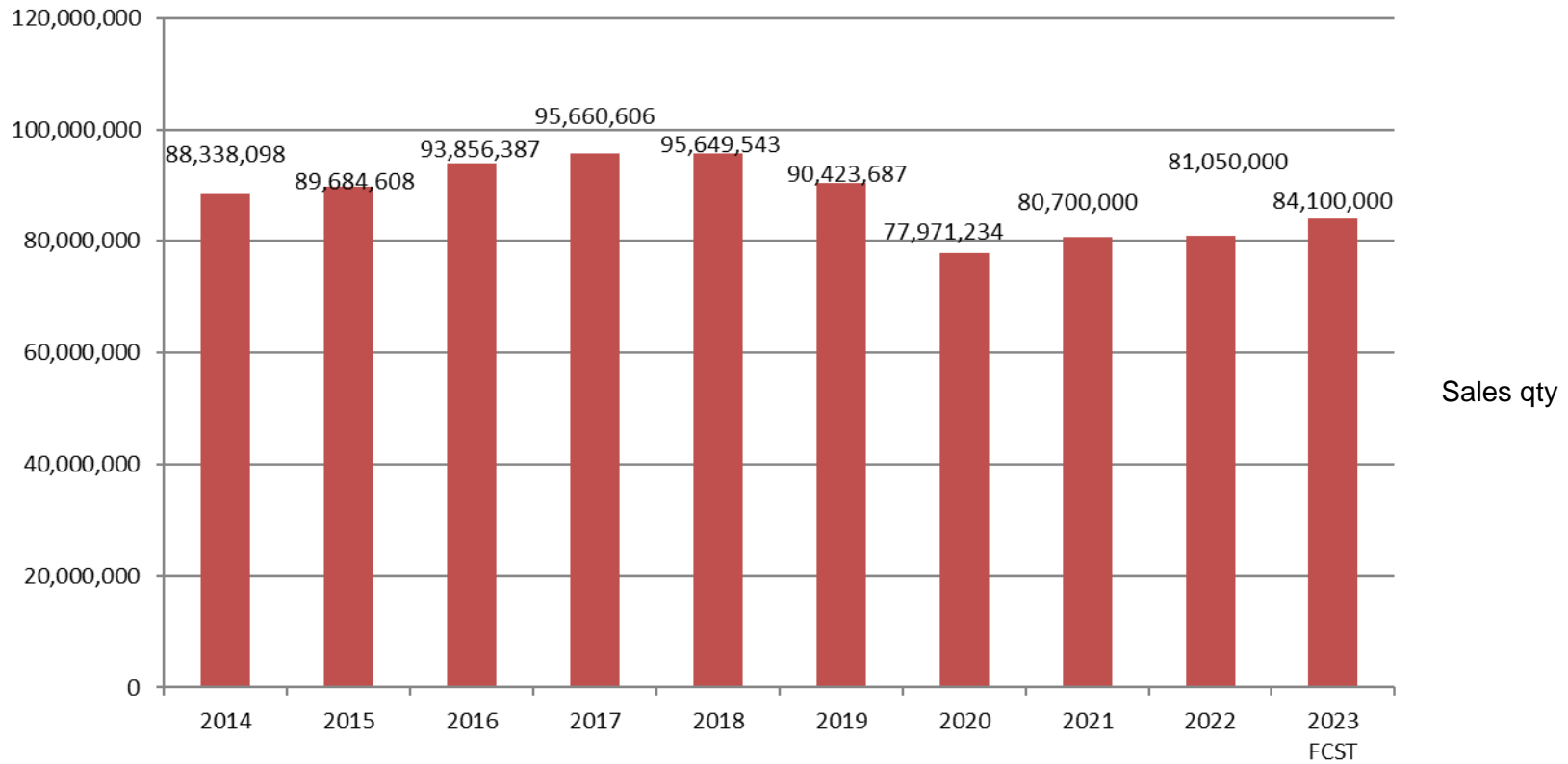
1. Market Status

2. After market

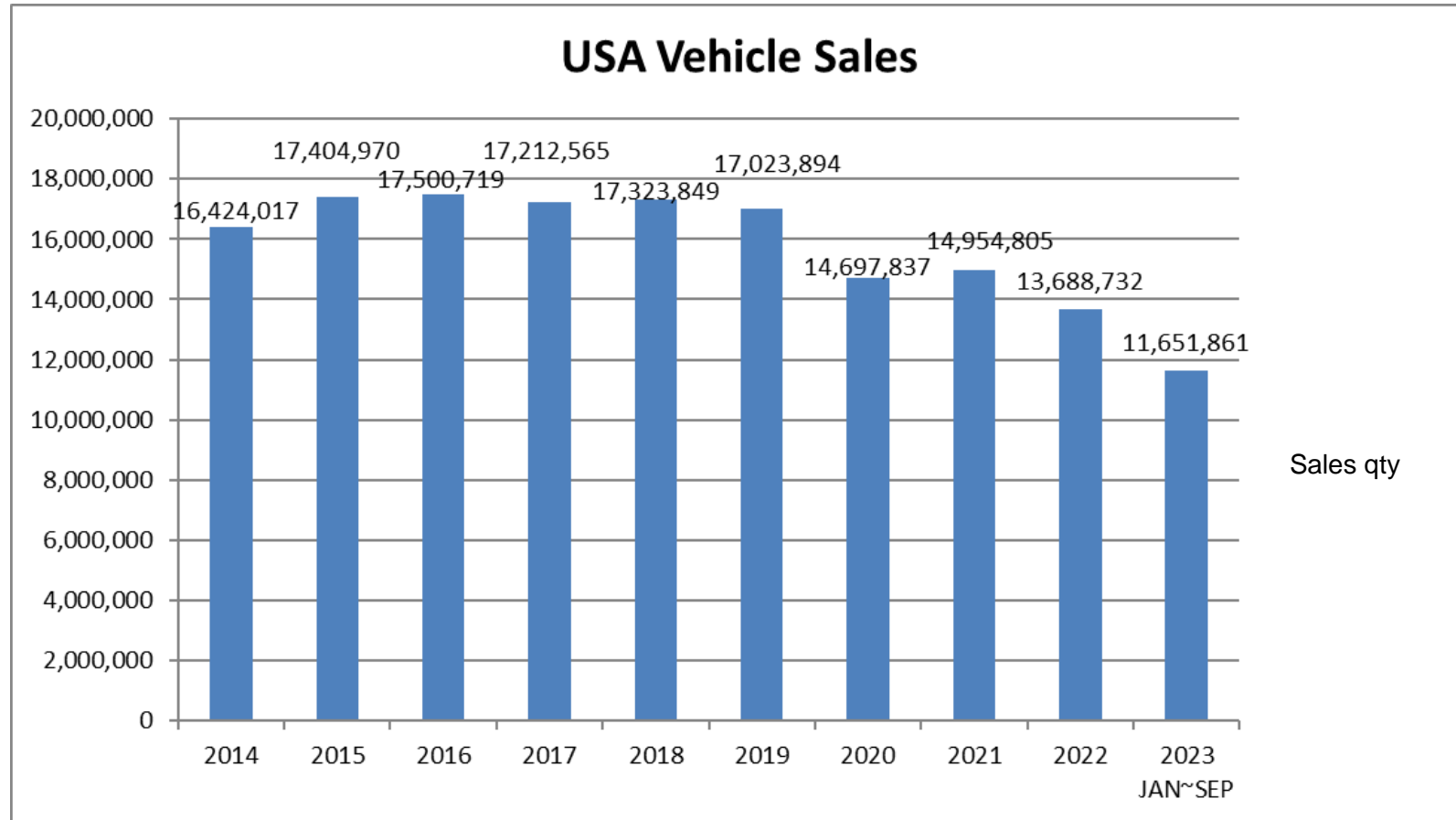


2. Industry Overview - 2014-2023 worldwide Vehicle Sales

Worldwide Vehicle Sales



2. Industry Overview - 2014-2023 USA Vehicle Sales



2. Industry Overview - 2014-2023 China Vehicle Sales



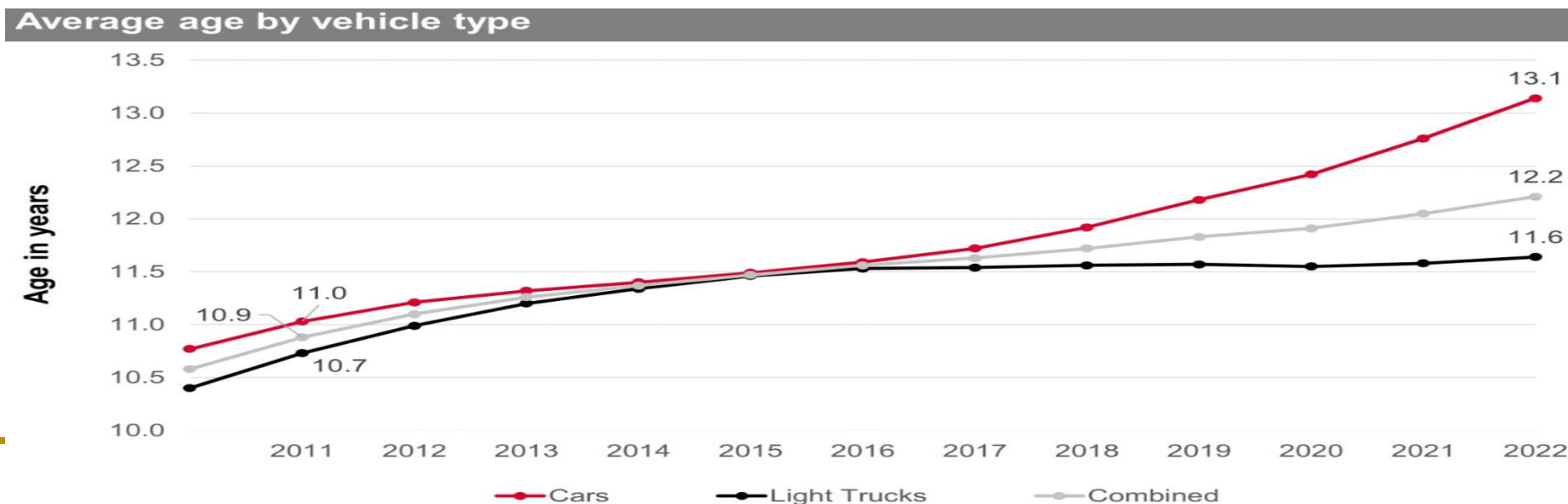
2. Industry Overview – VIO Increasing

NUMBER OF REGISTERED VEHICLES IN US	CAR OWNERSHIP STATISTIC	INCREASE
Number of registered vehicles in US 2022	290.8 million	+1.3 million
Number of registered vehicles in US 2021	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	279.1 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	***



2. Industry Overview – VIO Increasing

According to S&P Global Mobility statistics, the average age of cars on the roads in the United States has risen to 12.5 years in 2023, reaching an all-time high year by year. Since 2019, the average age of vehicles has been steadily increasing, with a significant surge of three months this year. While 12.5 years represents the average age level, there are more vehicles still operating on the roads for 20 years or even longer, sometimes with three or four consecutive owners. The ever-increasing lifespan of cars is creating continuous growth opportunities for the automotive aftermarket repair industry.



Note: Data as on January 1 of each year
Source: S&P Global Mobility

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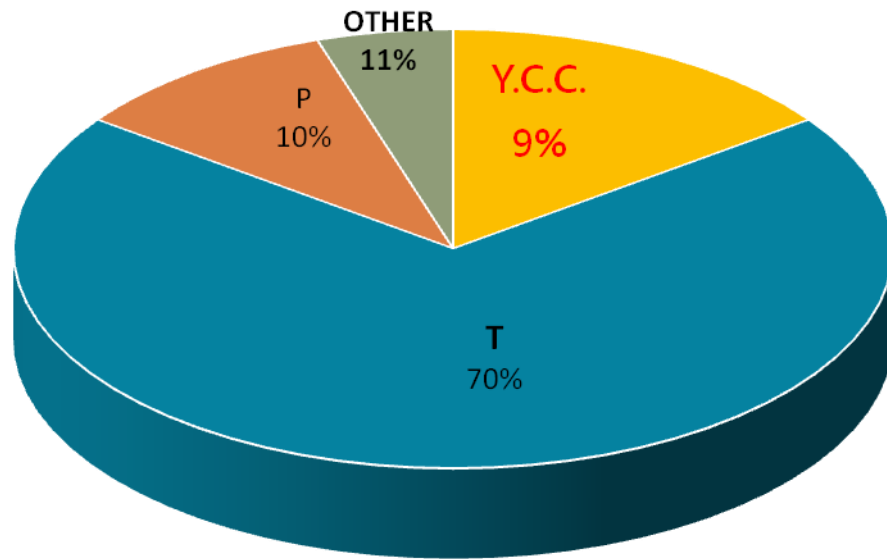
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AM market share and advantages

Y.C.C. AM plastic parts market share and advantages



advantages

- ★ Develop more than 30 years in AM market, with over 2,000 tooling
- ★ Own tooling house, speed up development and maintenance
- ★ Adequate product types, and develop new tooling every year.
- ★ Introduce automatic and semi-automatic production, increase productivity
- ★ All products are made in Y.C.C. with strict quality control



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Corporate Performance

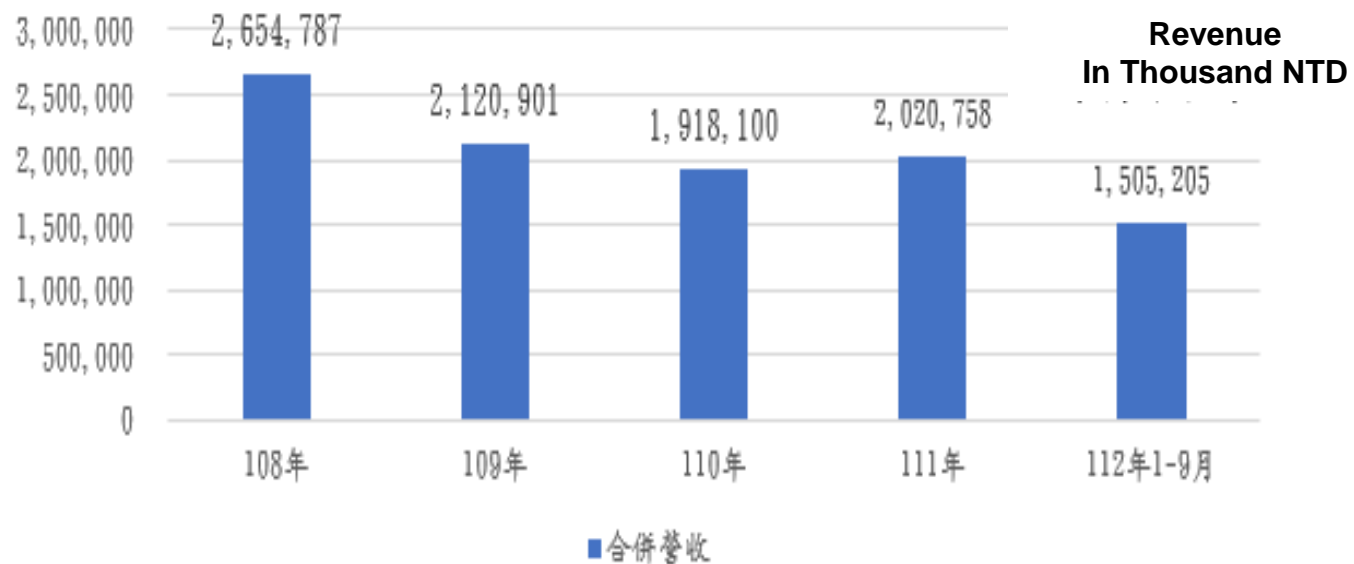


1. Revenue History
2. Operating Performance
3. Dividend Policy



3. Corporate Performance – Revenue History

Consolidated Revenue Over The Years



3. Corporate Performance – Consolidated Balance Sheet

Balance Sheet

In Thousand NTD

	2019Y	2020Y	2021Y	2022Y	2023Y Q3	2023Y Q3
Current asset	1,930,263	2,035,739	1,825,688	2,081,014	1,808,827	2,244,314
Non-current assets	3,418,286	3,262,662	3,226,177	3,456,456	3,537,527	3,395,938
Total assets	5,348,549	5,298,401	5,051,865	5,537,470	5,346,354	5,640,252
Current liabilities	1,105,758	1,102,423	916,228	1,111,276	851,435	1,133,942
Non-current liabilities	644,902	610,317	585,379	610,645	570,786	659,787
Total liabilities	1,750,660	1,712,740	1,501,607	1,721,921	1,422,221	1,793,729
Total shareholders' equity	3,597,889	3,585,661	3,550,258	3,815,549	3,924,133	3,846,523
Ordinary share capital	741,389	741,389	741,389	741,239	741,239	741,239
Total liabilities & equity	5,348,549	5,298,401	5,051,865	5,537,470	5,346,354	5,640,252



3. Corporate Performance – Consolidated Statement of Comprehensive Income

Statement of Comprehensive Income

Unit: Thousand NTD
EPS: NTD

	2019Y	2020Y	2021Y	2022Y	2023Y Q3	2023Y Q3
Revenue	2,654,787	2,120,901	1,918,100	2,020,758	1,505,205	1,518,686
Operating costs	(1,849,701)	(1,483,398)	(1,472,524)	(1,490,296)	(1,036,340)	(1,132,670)
Gross profit	805,086	637,503	445,576	530,462	468,865	386,016
Gross margin	30%	30%	23%	26%	31%	25%
Operating expenses	(328,113)	(287,060)	(271,087)	(350,460)	(213,418)	(281,670)
Operating income	476,973	350,443	174,489	180,002	255,447	104,346
Non-operating revenue & expense	(13,947)	(171,746)	(4,083)	347,221	168,294	432,501
Profit before tax	463,026	178,697	170,406	527,223	423,741	536,847
Income tax expense	(90,198)	(59,084)	(42,707)	(126,230)	(89,993)	(120,920)
Net Income	372,828	119,613	127,699	400,993	333,748	415,927
EPS	5.08	1.59	1.83	5.51	4.54	5.71



3. Dividend Policy

YEAR	EPS	Cash Dividend	Stock Dividend	Additional Paid in Capital Dividend	Total Dividend
2019 (Assigned by 2020)	5.08	2	X	X	2
2020 (Assigned by 2021)	1.59	2	X	X	2
2021 (Assigned by 2022)	1.83	2	X	X	2
2022 (Assigned by 2023)	5.51	3	X	X	3





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Research & Development

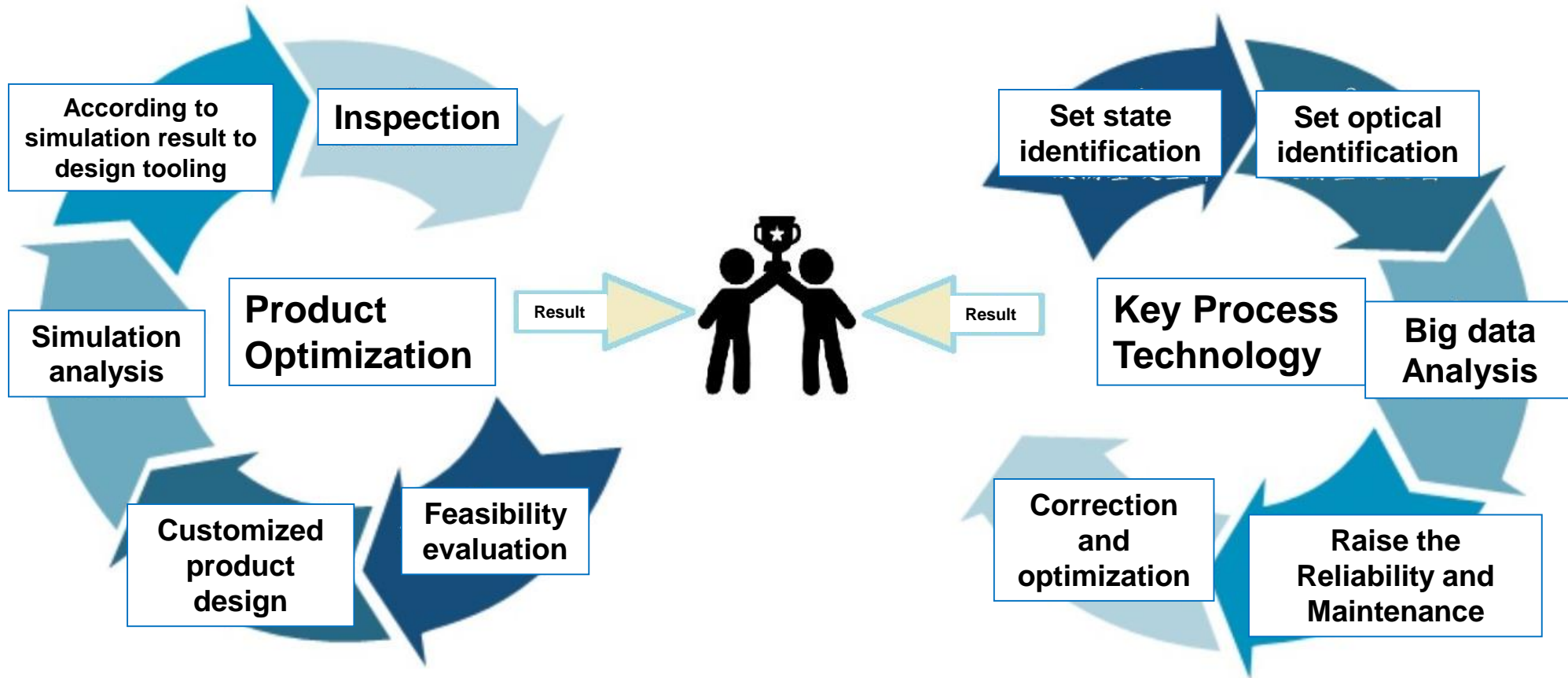


R&D Result



4. R&D center profile

Target of Medium-term, short-term



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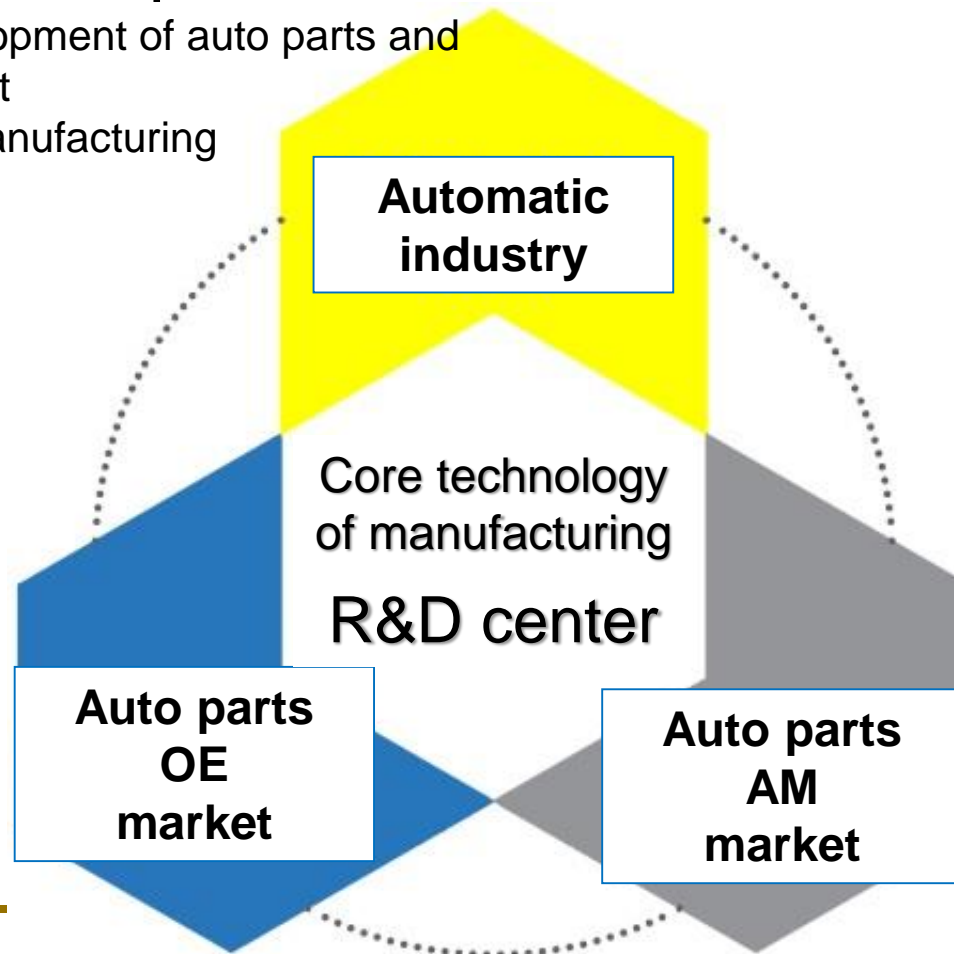
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4. R&D center profile

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. Diversification of operations and expanding market presence



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

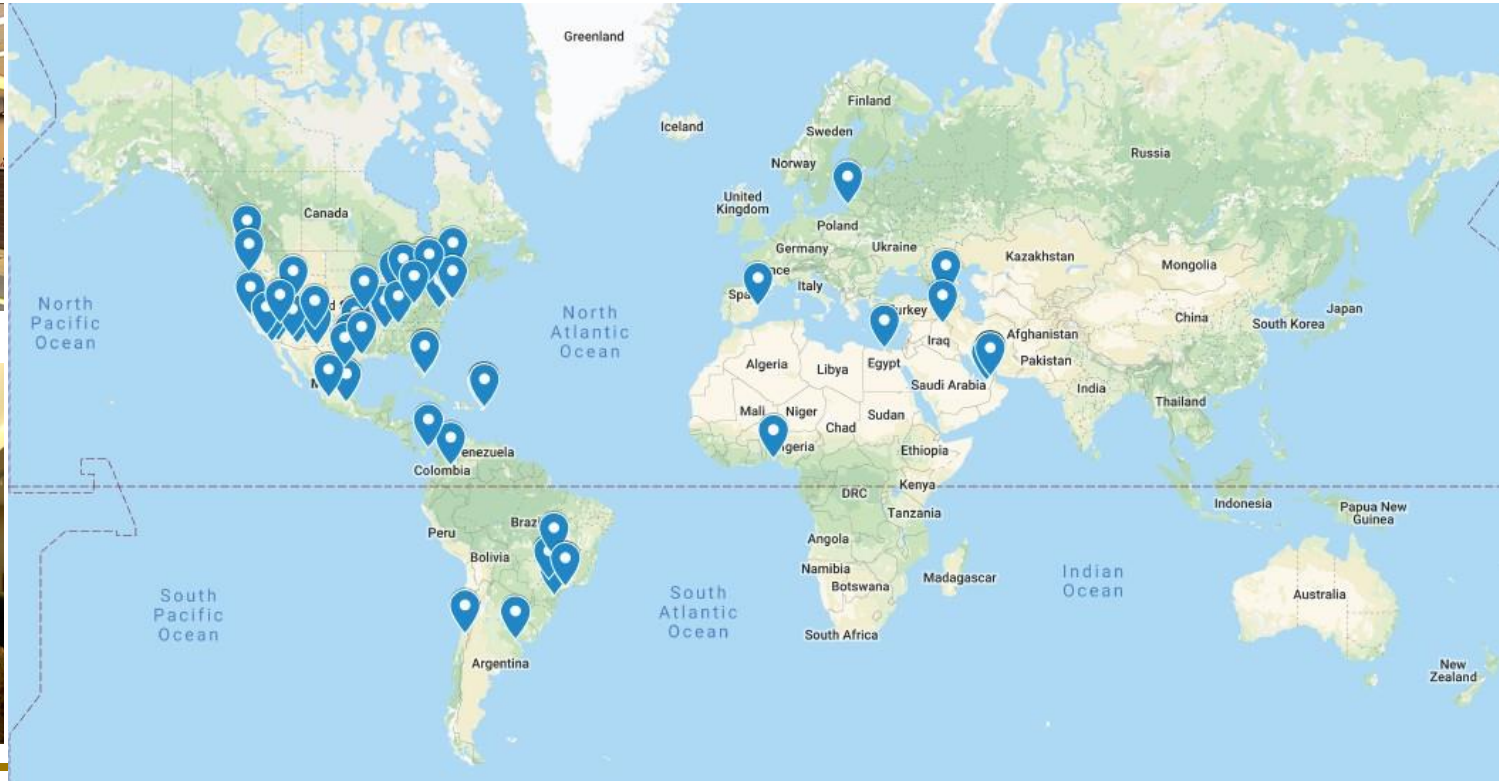
Marketing:

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

- Automated warehousing, saving labor and improving efficiency

3. Global environmental trends

- waterborne painting process
- Build sewage treatment plant

4. Saving Cost

- Self made high strength woven bag
- Process optimization.

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