



昭輝實業股份有限公司
Y.C.C. PARTS MFG. CO., LTD.

 1339.TW

法人說明會

2024/12/09

Presenter: Yi-Hong Lin, General Manager

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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

cease production



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



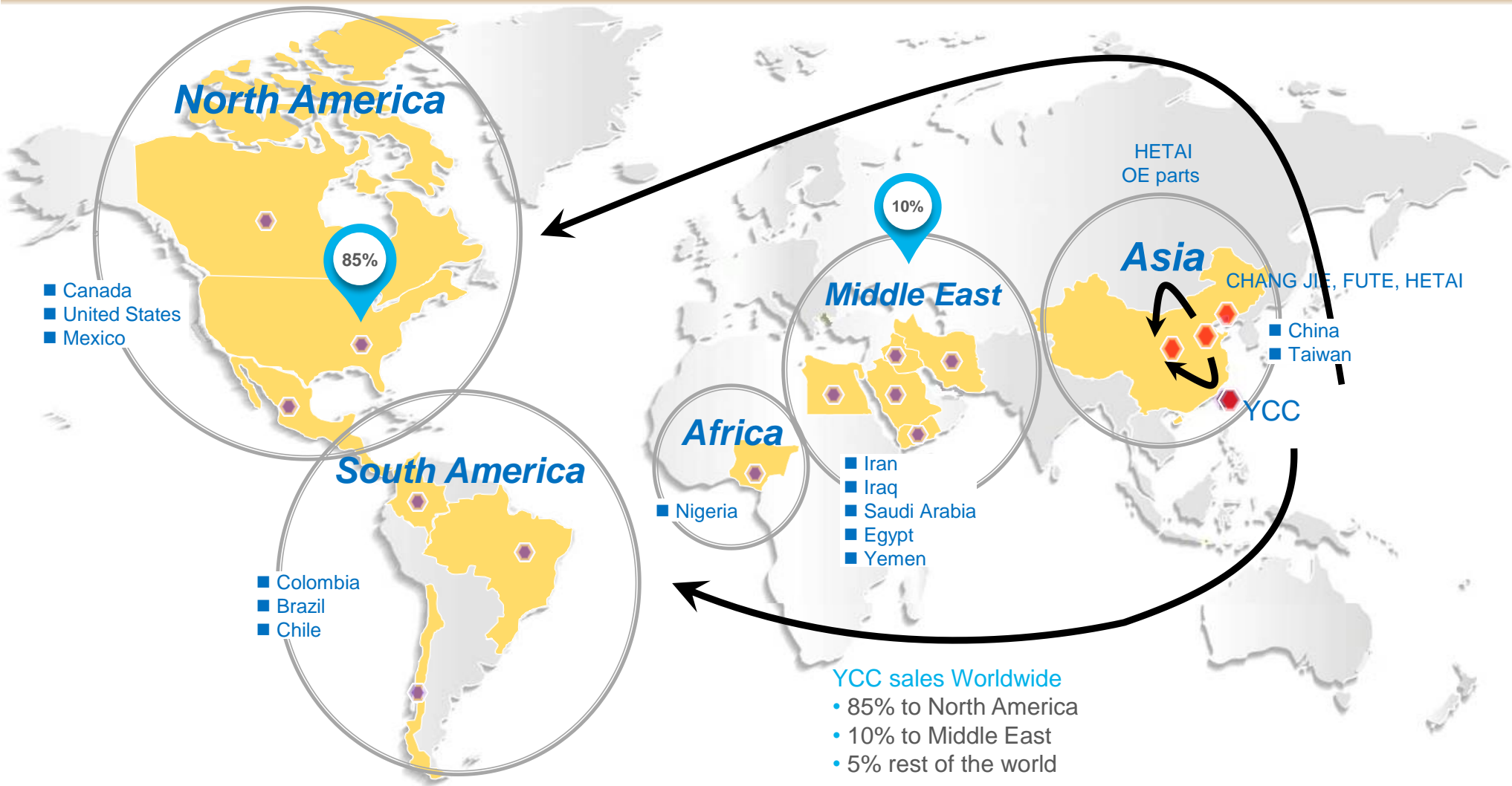
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1. Corporate Introduction – Sales Territories Worldwide



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1. Corporate Introduction – Products

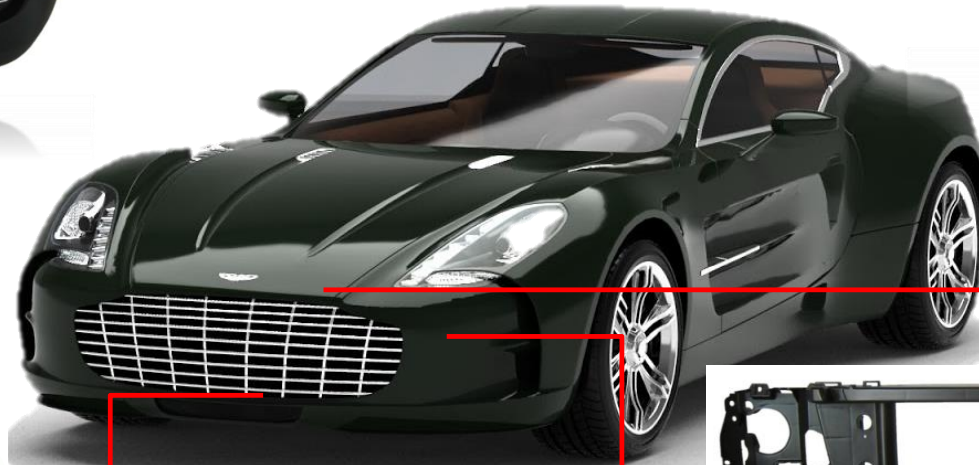
Y.C.C.(AM)-Main Products



FR/RR Bumper



Grille



Air Deflector



Head Lamp
Mounting Panel



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1. Corporate Introduction – Products

HETAI (OE)- Main Products



Air Bag Cover



Monitor Frame



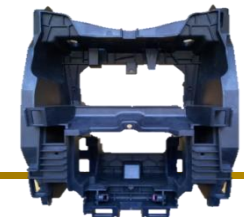
Instrument Panel



Side Air Bag Cover



Louder Speaker



Console



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1. Corporate Introduction – OE Customers



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2

Industry Overview

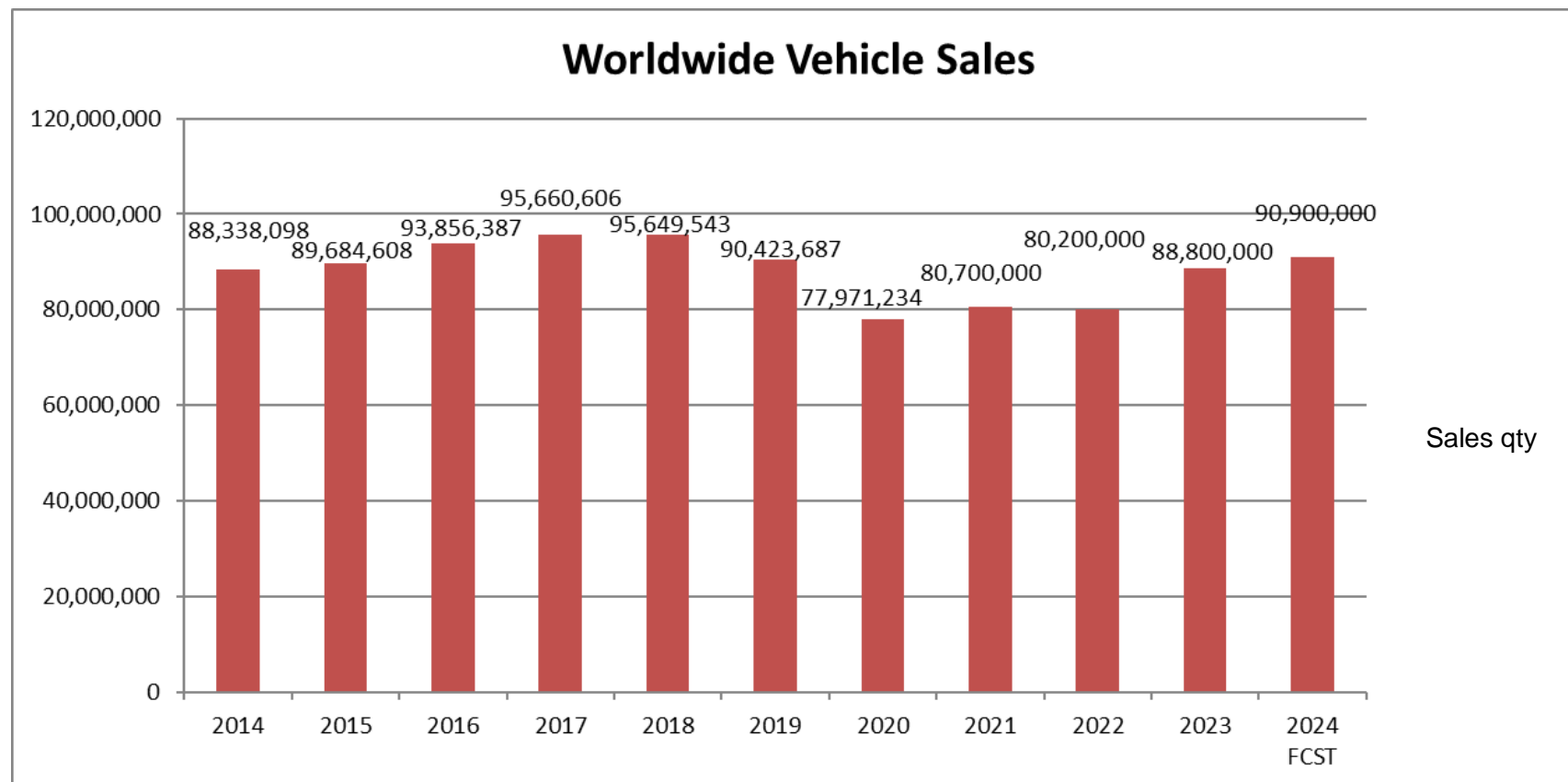


1. Market Status

2. After market



2.Industry Overview - 2014-2024 worldwide Vehicle Sales



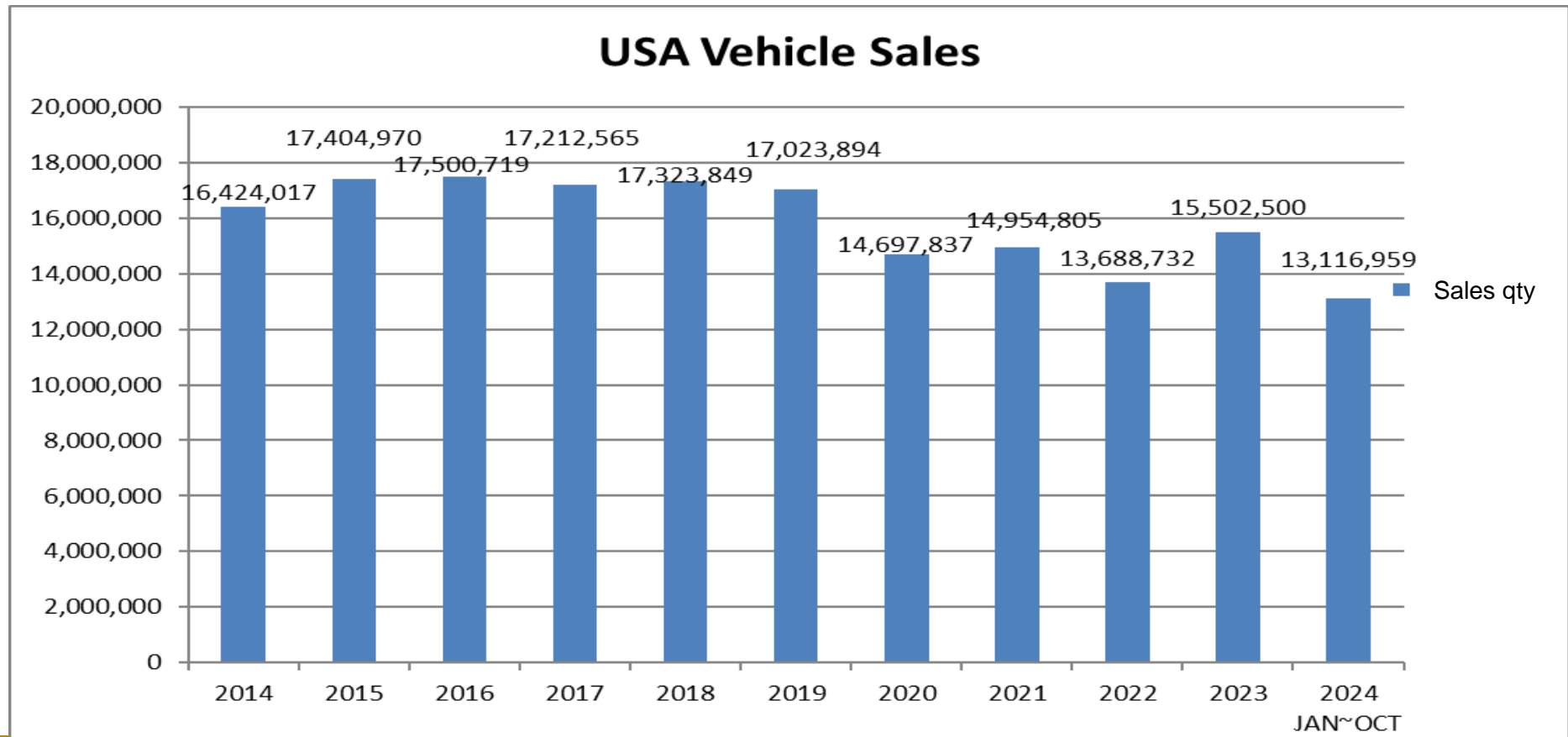
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2.Industry Overview - 2014-2024 USA Vehicle Sales



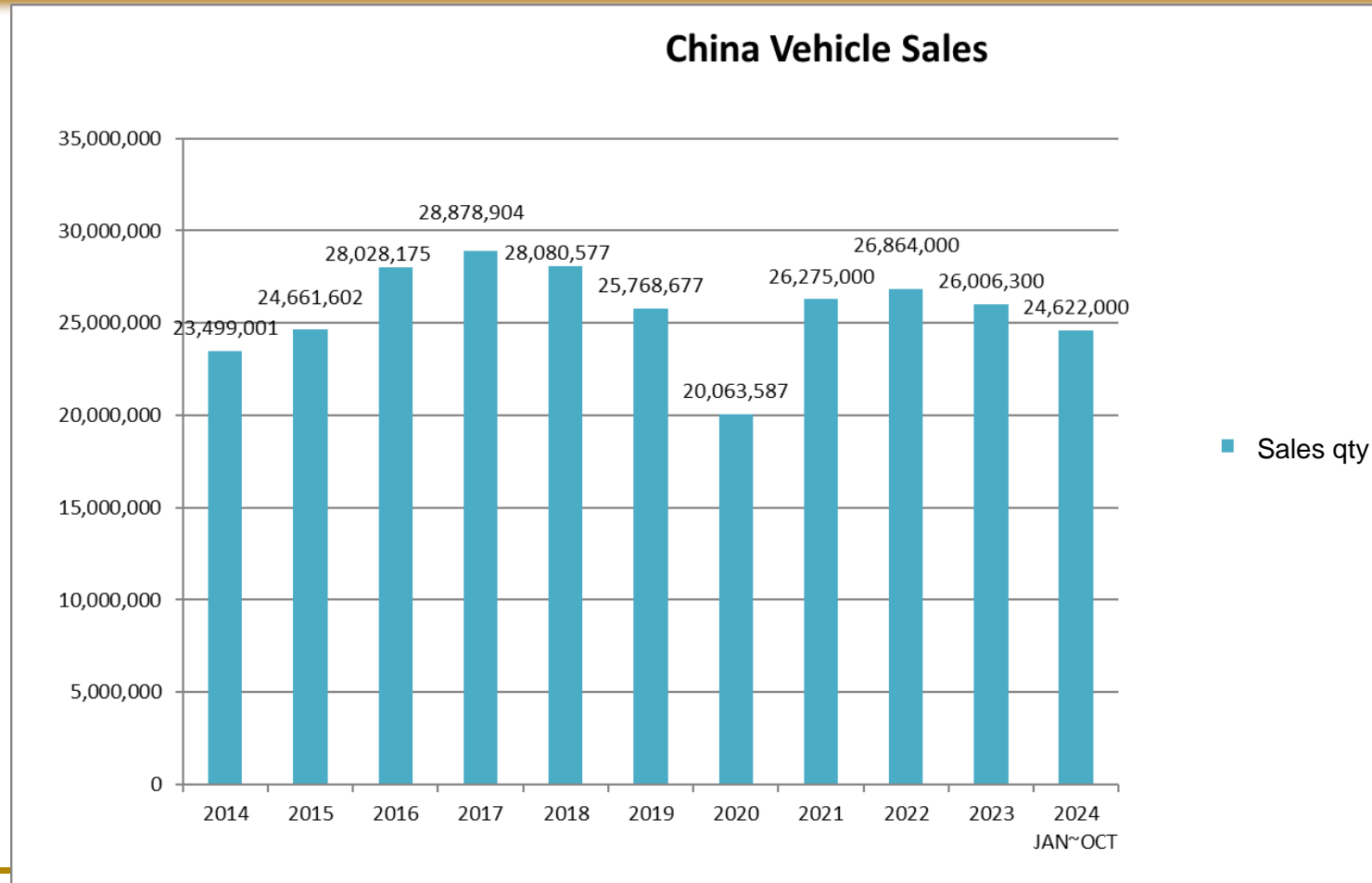
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2.Industry Overview - 2014-2024 China Vehicle Sales



2. Industry Overview – VIO Increasing

NUMBER OF REGISTERED VEHICLES IN US	CAR OWNERSHIP STATISTIC	INCREASE
Number of registered vehicles in US 2024(proj.)	296.6 million	+4.3 million
Number of registered vehicles in US 2023	292.3 million	+1.5 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	***

There will be more opportunities for services and maintenance in the future.



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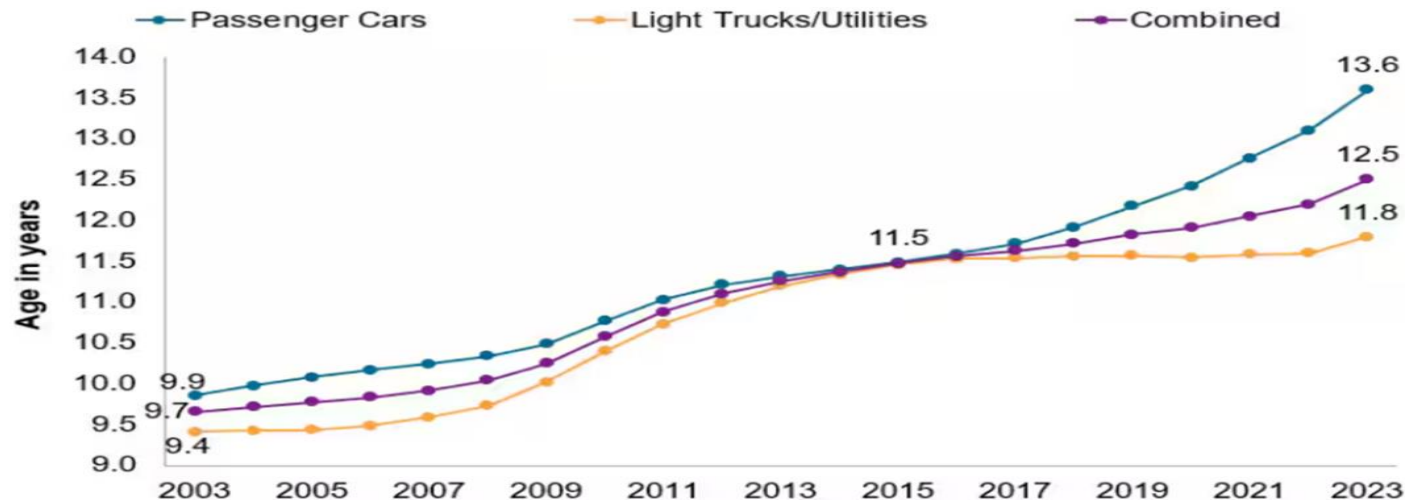
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2. Industry Overview – Increasing Vehicle Ownership Duration

Information from S&P Global Mobility, the average vehicle age in the U.S. market is currently 12.6 years. It is estimated that over 110 million vehicles, or nearly 38% of those on the road, fall within the "golden age" for aftermarket services (vehicle age 6–14 years). This proportion is expected to increase to 40% by 2028. Over the past decade, the average vehicle age in the U.S. has been rising. The COVID-19 pandemic further impacted new car sales, contributing to this increase. The report indicates that the average age of passenger cars is now 14 years, while that of light trucks is 11.9 years. The rising average vehicle age may create opportunities for the automotive aftermarket industry, as vehicles aged 6–14 years tend to have growing demand for aftermarket services.

Average age by vehicle type

Combined average age rises for the sixth consecutive year



Source: S&P Global Mobility, U.S. average age of light vehicles as of January 1 for each year shown.
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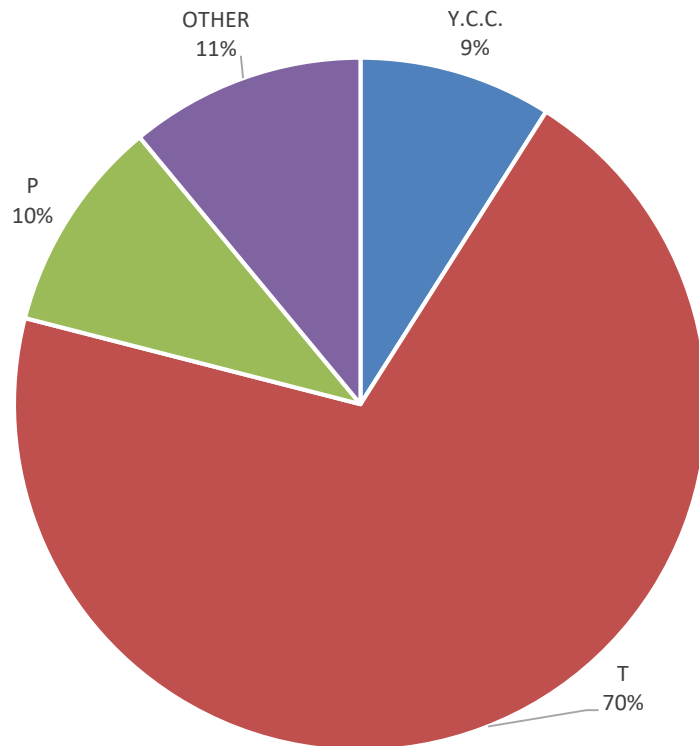
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AM market share and advantages

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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3

Corporate Performance

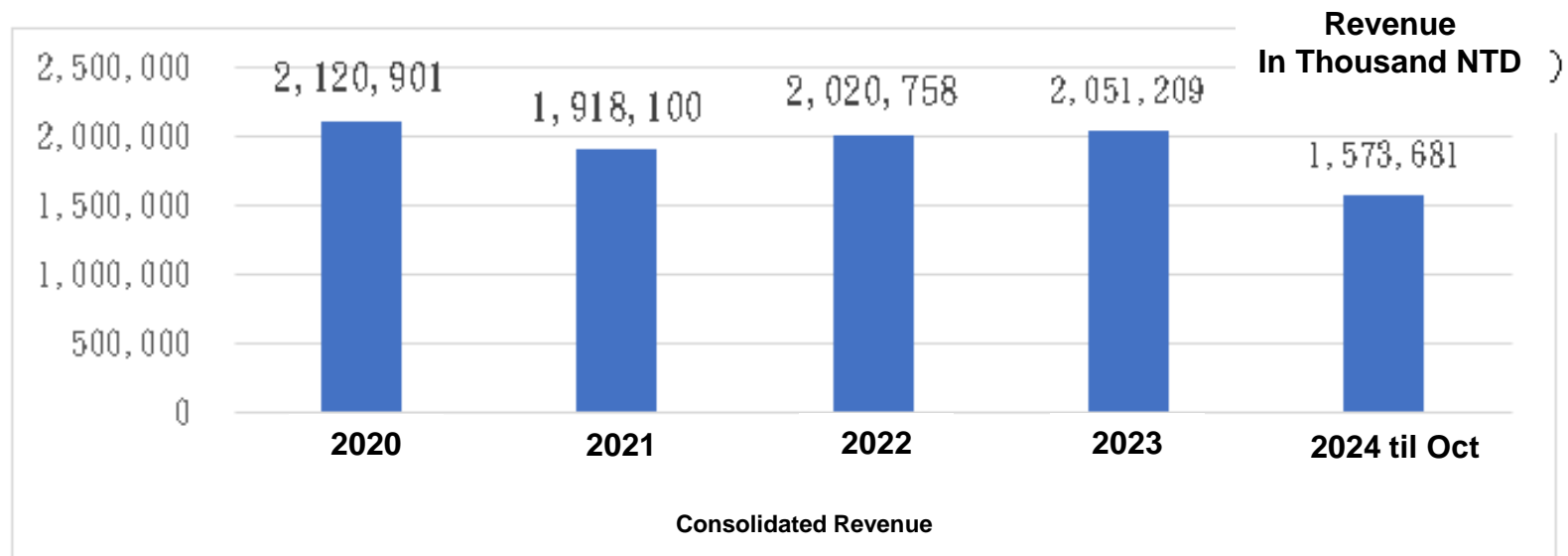


1. Revenue History
2. Operating Performance
3. Dividend Policy



3. Corporate Performance – Revenue History

Consolidated Revenue Over The Years



3. Corporate Performance – Consolidated Balance Sheet

Consolidated Balance Sheet

In Thousand NTD

	2020Y	2021Y	2022Y	2023Y	2023Y Q3	2024Y Q3
Current asset	2,035,739	1,825,688	2,081,014	1,749,753	1,808,827	1,384,509
Non-current assets	3,262,662	3,226,177	3,456,456	3,668,947	3,537,527	3,705,632
Total assets	5,298,401	5,051,865	5,537,470	5,418,700	5,346,354	5,090,141
Current liabilities	1,102,423	916,228	1,111,276	849,847	851,435	580,086
Non-current liabilities	610,317	585,379	610,645	526,892	570,786	376,424
Total liabilities	1,712,740	1,501,607	1,721,921	1,376,739	1,422,221	956,510
Total shareholders' equity	3,585,661	3,550,258	3,815,549	4,041,961	3,924,133	4,133,631
Ordinary share capital	741,389	741,389	741,239	741,239	741,239	741,239
Total liabilities & equity	5,298,401	5,051,865	5,537,470	5,418,700	5,346,354	5,090,141



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3. Corporate Performance – Consolidated Statement of Comprehensive Income

Statement of Comprehensive Income

Unit: Thousand NTD
EPS: NTD

	2020Y	2021Y	2022Y	2023Y	2023Y Q3	2024Y Q3
Revenue	2,120,901	1,918,100	2,020,758	2,051,209	1,505,205	1,430,595
Operating costs	(1,483,398)	(1,472,524)	(1,490,296)	(1,361,742)	(1,036,340)	(934,355)
Gross profit	637,503	445,576	530,462	689,467	468,865	496,240
Gross margin	30%	23%	26%	34%	31%	35%
Operating expenses	(287,060)	(271,087)	(350,460)	(287,604)	(213,418)	(244,398)
Operating income	350,443	174,489	180,002	401,863	255,447	251,842
Non-operating revenue & expense	(171,746)	(4,083)	347,221	142,346	168,294	126,175
Profit before tax	178,697	170,406	527,223	544,209	423,741	378,017
Income tax expense	(59,084)	(42,707)	(126,230)	(111,745)	(89,993)	(84,342)
Net Income	119,613	127,699	400,993	432,464	333,748	293,675
EPS	1.59	1.83	5.51	5.88	4.54	4.07



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3. Dividend Policy

YEAR	EPS	Cash Dividend	Stock Dividend	Additional Paid in Capital Dividend	Total Dividend
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
2023 (Assigned by 2024)	5.88	3	X	X	3





4

Research & Development

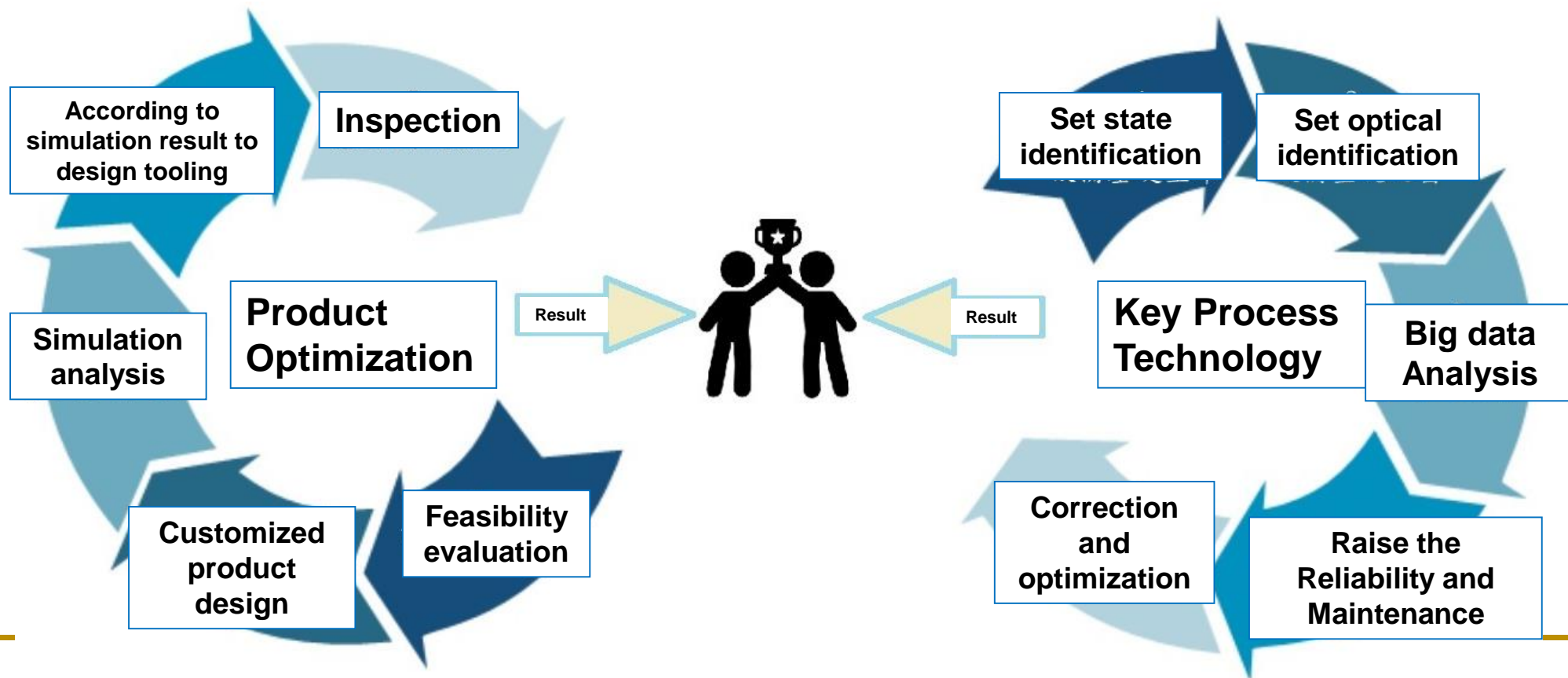


R&D Result



4. R&D center profile

Target of Medium-term, short-term



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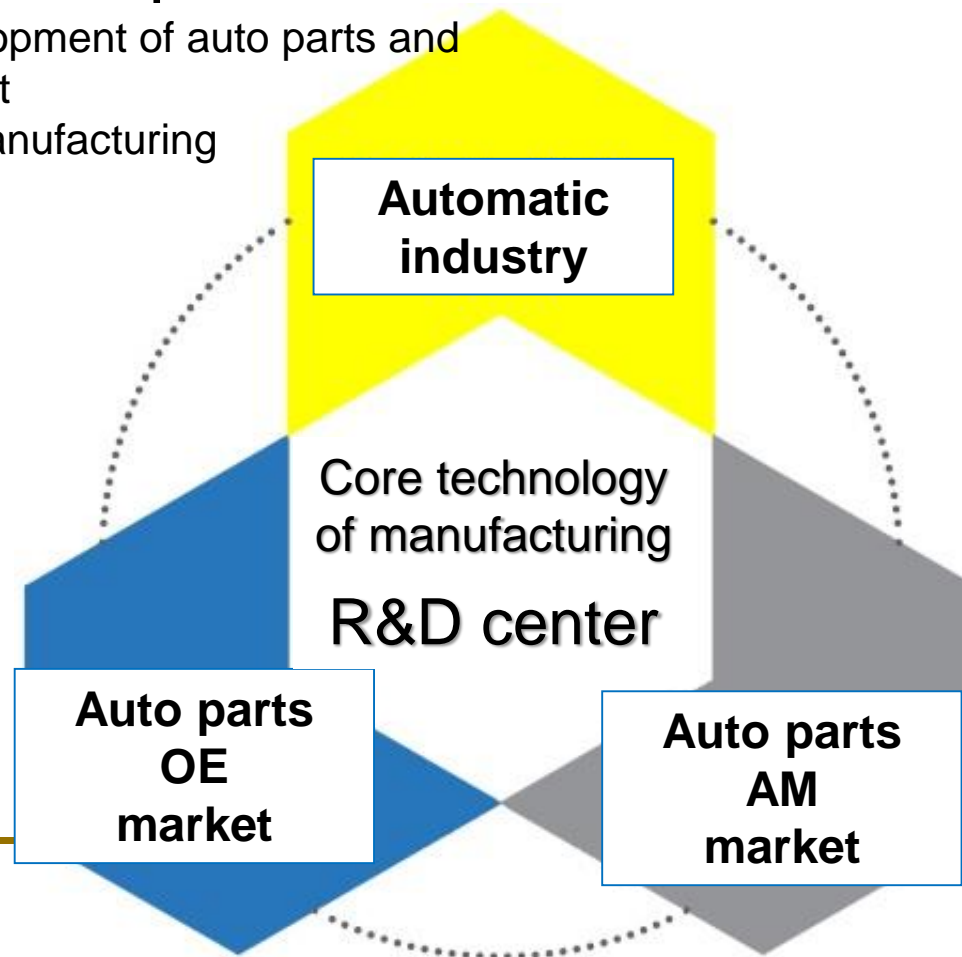
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4. R&D center profile

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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5

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

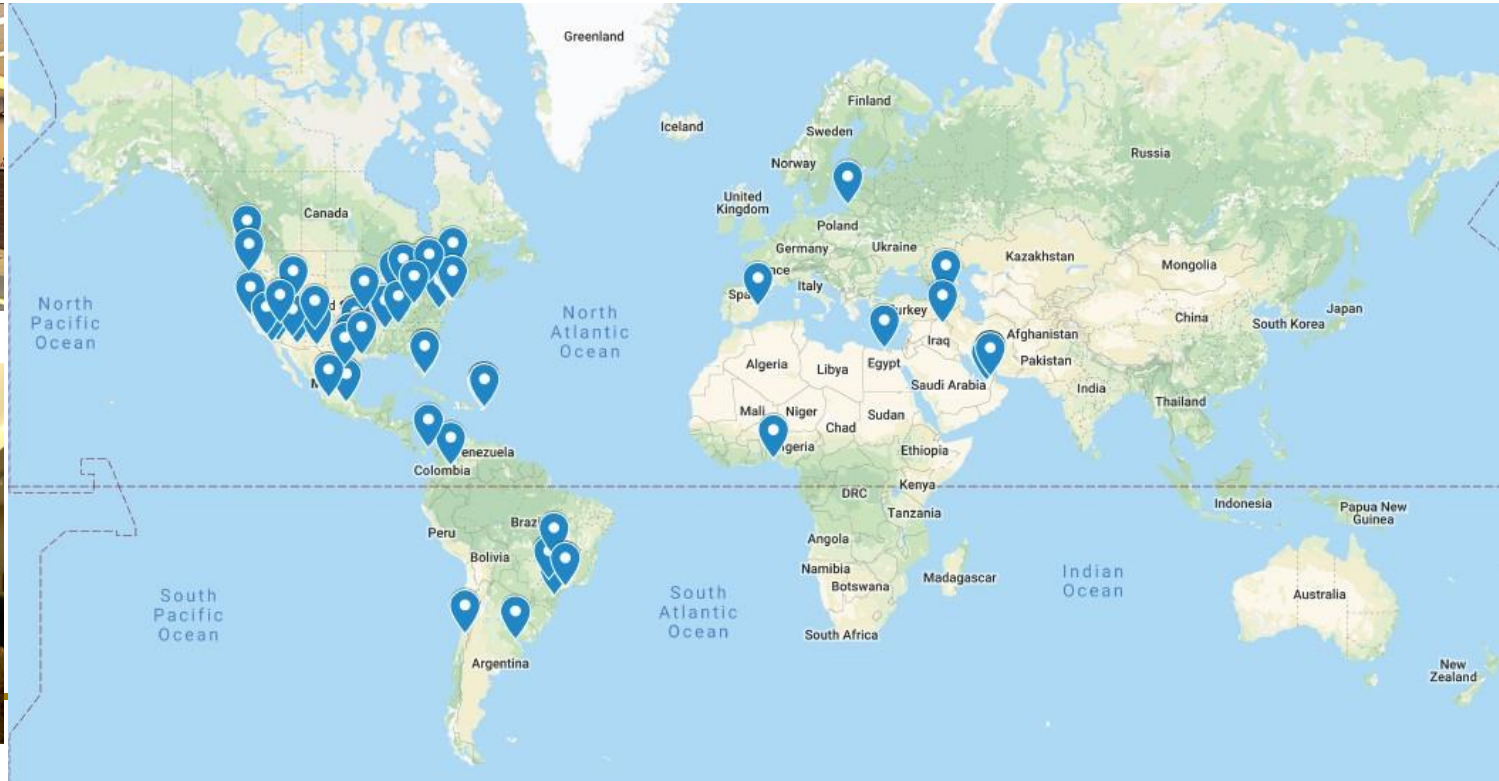
Marketing:

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



5. Competitive Advantages

Global marketing team & import partners



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6

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