

YULON MOTOR CO., LTD.

Investor Conference






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Agenda

Agenda	Time	Speaker
Opening	-	Chien Hui Li – Senior Vice President
Financial Results & Future Prospects	10 min	Wen Yi Lo – Associate Vice President
Q&A	20 min	Chien Hui Li – Senior Vice President Wen Yi Lo – Associate Vice President

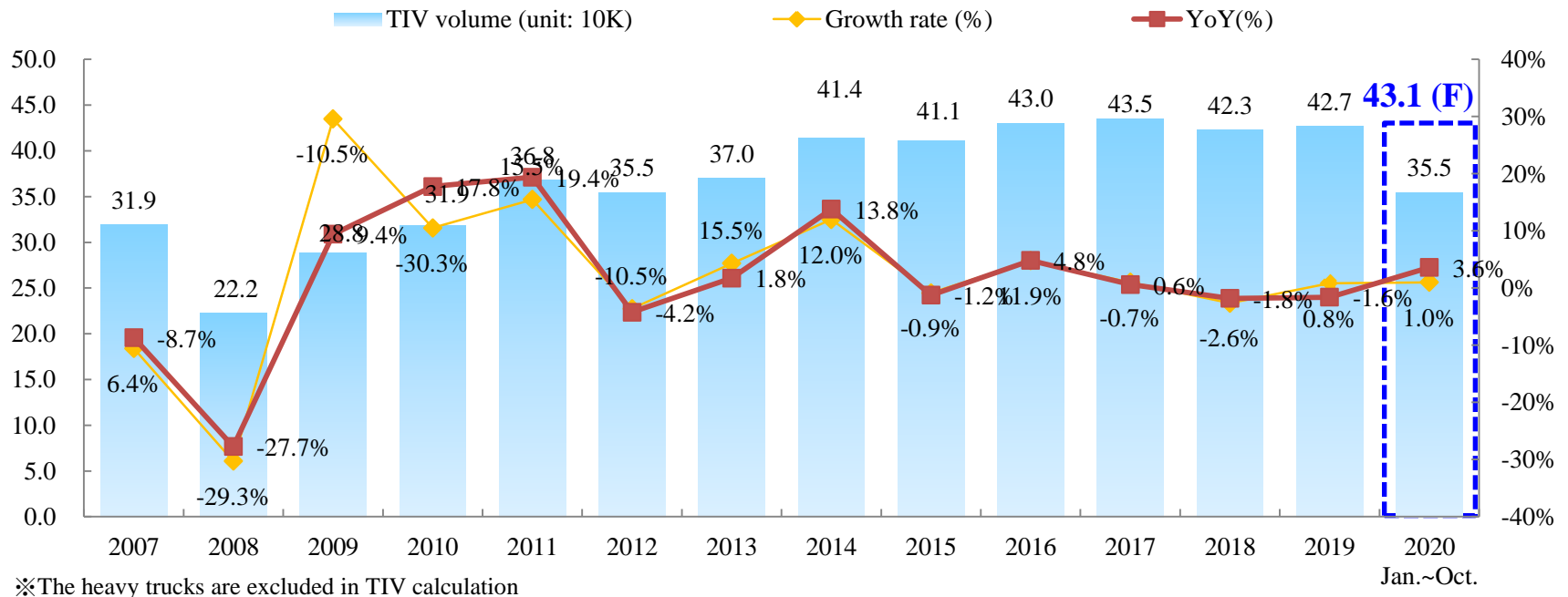


2020/1~10 Sales Volume in Taiwan(excluded heavy turcks)

Brand	Sales volume					Growth rate		Market share %		
	Domestic /Imported	2020/1~10		2019/1~10		2020/1~10	Total	2020/1~10	2019/1~10	%
		Units	Total	Units	Total					
YULON Nissan Co.	Domestic	26,364	28,131	27,740	30,282	-5.0%	-7.1%	8.1%	7.4%	-0.7%
	Imported	1,767		2,542		-30.5%		0.7%	0.5%	-0.2%
LUXGEN	Domestic	3,864	3,864	3,565	3,565	8.4%	8.4%	1.0%	1.1%	0.1%
	Imported	0		0		0.0%		0.0%	0.0%	0.0%
MITSUBISHI	Domestic	38,481	39,860	38,006	39,531	1.2%	0.8%	11.1%	10.9%	-0.2%
	Imported	1,379		1,525		-9.6%		0.4%	0.4%	0.0%
YULON GROUP subtotal	Domestic	68,709	71,855	69,311	73,378	-0.9%	-2.1%	20.2%	19.4%	-0.8%
	Imported	3,146		4,067		-22.6%		1.2%	0.9%	-0.3%
TOYOTA	Domestic	57,021	119,361	56,332	113,916	1.2%	4.8%	16.5%	16.1%	-0.4%
	Imported	62,340		57,584		8.3%		16.8%	17.6%	0.8%
FORD	Domestic	18,886	21,624	13,856	16,754	36.3%	29.1%	4.0%	5.3%	1.3%
	Imported	2,738		2,898		-5.5%		0.8%	0.8%	0.0%
MAZDA	Domestic	0	12,023	0	11,957	-	0.6%	0.0%	0.0%	0.0%
	Imported	12,023		11,957		0.6%		3.5%	3.4%	-0.1%
HONDA	Domestic	21,376	23,646	23,701	25,767	-9.8%	-8.2%	6.9%	6.0%	-0.9%
	Imported	2,270		2,066		9.9%		0.6%	0.6%	0.0%
HYUNDAI	Domestic	7,632	9,034	7,963	9,268	-4.2%	-2.5%	2.3%	2.2%	-0.1%
	Imported	1,402		1,305		7.4%		0.4%	0.4%	0.0%
BENZ&BMW	Domestic	0	40,526	0	39,349	0.0%	3.0%	0.0%	0.0%	0.0%
	Imported	40,526		39,349		3.0%		11.5%	11.4%	-0.1%
OTHERS	Domestic	4,421	56,583	4,298	51,955	2.9%	8.9%	1.3%	1.2%	-0.1%
	Imported	52,162		47,657		9.5%		13.9%	14.7%	0.8%
Total market	Domestic	178,045	354,652	175,461	342,344	1.5%	3.6%	50.2%	51.3%	-1.1%
	Imported	176,607		166,883		5.8%		49.8%	48.7%	1.1%

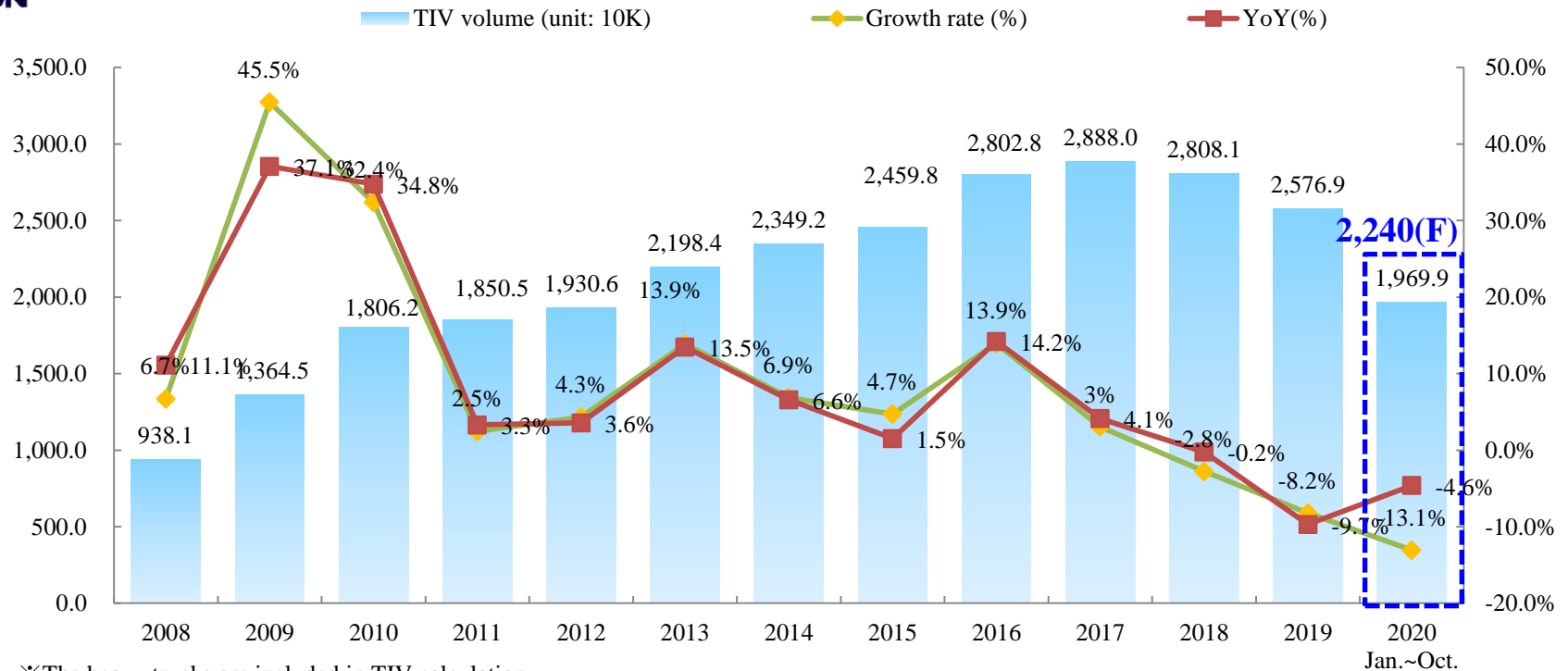
The sales volume in Jan.~Oct. 2020 increased by 3.6% year on year, The proportion of CKD and CBU cars is about 50.2% : 49.8%. Main factors : (1) Exchange rate factors and the scale of mass production of models make the price of imported cars more competitive. (2) European brands launched a variety of entry-level models. In the short term, the ratio of domestic and import structure is still expected to be 50% : 50%.

Auto Sales in Taiwan Through the Years



1. The sales volume in Jan~Oct. 2020 is 355K units, and 3.6% increase rate year on year.
2. Due to the COVID-19 epidemic slowdown, brands launched a variety of level models, increased sales promotion inducement, the overall Taiwan auto market is estimated to be 431K units in 2020, and 1% increase rate year on year.

Auto Sales in Mainland China Through the Years



1. The sales volume in Jan.~Oct. 2020 of Mainland China is 19.69 million units, include 15.49 million units passenger car which is declined 9.9% year on year.
2. Due to the COVID-19 epidemic slowdown, promote consumption policy, and the auto market has maintained a positive growth of more than 10% for five consecutive months, It is estimated that the overall auto market in China will reach 22.4 million units, and about 13.1% decrease rate year on year.

Consolidated Comprehensive Income Statements

(NT \$ Million)

	2020Q3 (1~9)		2019Q3 (1~9)		Difference	
	Consolidated		Consolidated		Consolidated	
	Amount	%	Amount	%	Amount	%
Operating revenue	58,553	100%	62,561	100%	(4,008)	-6%
Gross profit	14,598	25%	12,881	21%	1,717	13%
Operating income	901	1%	(4,364)	-7%	5,265	121%
Nonoperating income and expense	2,983	5%	2,591	4%	392	15%
Consolidated income before income tax	3,884	6%	(1,773)	-3%	5,657	319%
Consolidated net income	3,090	5%	(3,473)	-6%	6,563	189%
—Owner of the Company	1,509	2%	(2,508)	-4%	4,017	160%
—Common Control of Predecessor Rights	-	-	(536)	-1%	536	100%
—Non-controlling interests	1,581	3%	(429)	-1%	2,010	469%
Other comprehensive income, net	(330)	0%	83	0%	(413)	-498%
Total comprehensive income	2,760	5%	(3,390)	-5%	6,150	181%
EPS	1.54		(3.20)		4.74	148%

Consolidated Balance sheet Statements

(NT \$ Million)

	2020Q3 (9/30)		2019Q4 (12/31)		Difference	
	Consolidated		Consolidated		Consolidated	
	Amount	%	Amount	%	Amount	%
Current assets	217,899	72%	231,944	74%	(14,045)	-6%
Noncurrent assets	83,440	28%	81,948	26%	1,492	2%
Total Assets	301,339	100%	313,892	100%	(12,553)	-4%
—Excluding TAC	111,798	100%	120,818	100%	(9,020)	-7%
Current liabilities	208,337	69%	230,603	73%	(22,266)	-10%
Noncurrent liabilities	34,421	11%	26,208	8%	8,213	31%
Total Liabilities	242,758	81%	256,811	82%	(14,053)	-5%
—Excluding TAC	64,496	58%	77,508	64%	(13,012)	-17%
Share capital	10,000	3%	15,729	5%	(5,729)	-36%
Capital surplus	6,564	2%	6,566	2%	(2)	0%
Retained earnings	30,989	10%	23,775	8%	7,214	30%
Other equity	11,028	4%	11,011	4%	17	0%
Total Equity	58,581	19%	57,081	18%	1,500	3%
—Excluding TAC	47,302	42%	43,310	36%	3,992	9%

Consolidated Cash Flow Statements

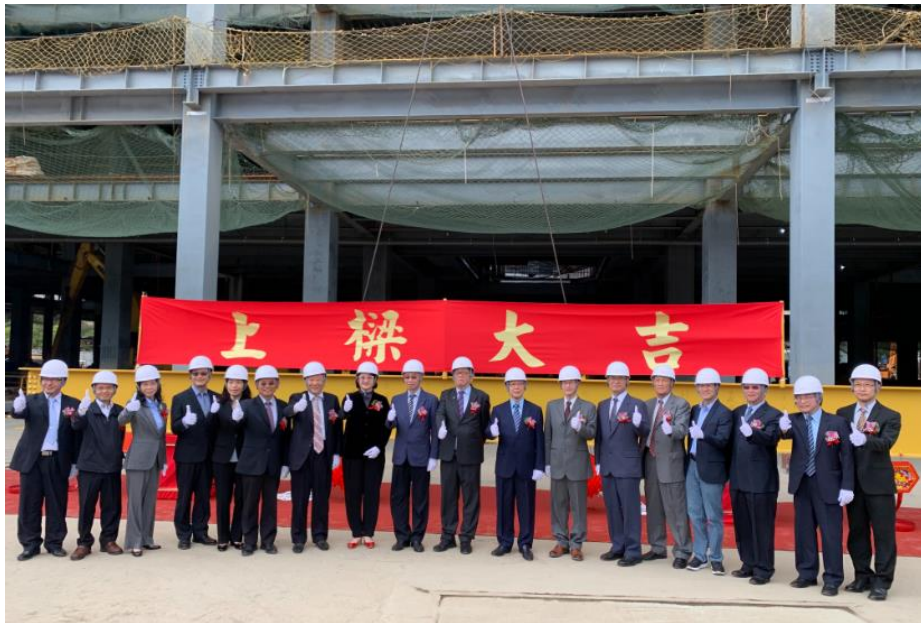
(NT \$ Million)

	2020Q3 (1~9)		2019Q3 (1~9)		Difference	
	Consolidated		Consolidated		Consolidated	
	Amount	%	Amount	%	Amount	%
Operating activity	3,335		(30,999)		34,334	111%
Investing activity	6,513		7,628		(1,115)	-15%
Financing activity	(12,268)		14,389		(26,657)	-185%
Net increase(decrease)	(2,454)		(9,090)		6,636	73%

Commercial Real Estate Development - Xindian

YULON

1. The building floors are B3 ~ 8F, about 43,000 pings. B1F ~ 4F will rent Eslite, 7F ~ 8F rent VIESHOW, and 5F~6F will be reserved for additional leasing.
2. The construction progress has completed the ground floor steel structure engineering (detailed photos), and the construction license change has been approved in September 2020. After construction period extension of application is approved, it is expected that the usage license will be obtained in Q3 2021 and the mall will open before Q4. in 2022. °



Beam raising ceremony



Aerial view of Green Lake Park

THANK YOU FOR WATCHING

創新



團隊



速度