



昭輝實業股份有限公司

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

 1339.TW

Investor Conference

June 30, 2020

Yi Hong Lin, CEO

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1 Corporate Introduction

1. Infos

2. Main products



1. Corporate Introduction - Infos

- **Founded Date : March 7, 1986**
- **Main Products : Auto Parts Manufacturing and Sales**
- **Paid in Capital : 741 million NTD**
- **YCC Group:** **President Shih-Yun Lin**
Chairman Yi-Hong Lin



1. Corporate Introduction – Production Sites



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



**CHANGSHU FUTE
AUTOMOTIVE TRIM CO.,LTD.**
Area: 47,953 meter²
Production: OE interior trims



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

長頡科技股份有限公司
Area: 80,180 meter²
Production: Tooling develop



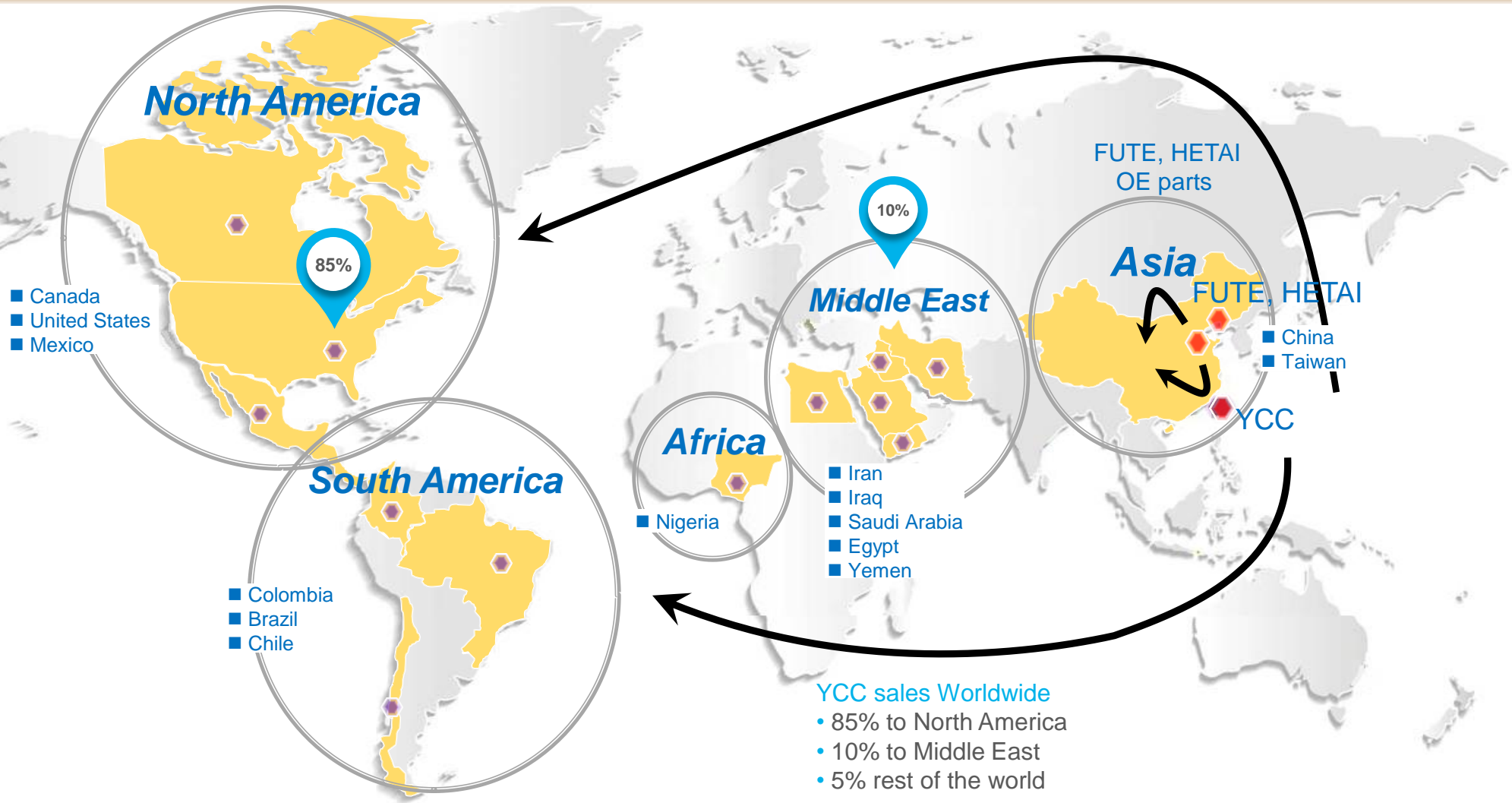
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1. Corporate Introduction – Sales Territories Worldwide



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1. Corporate Introduction – Products

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



FR/RR Bumper



Grille



Air Deflector

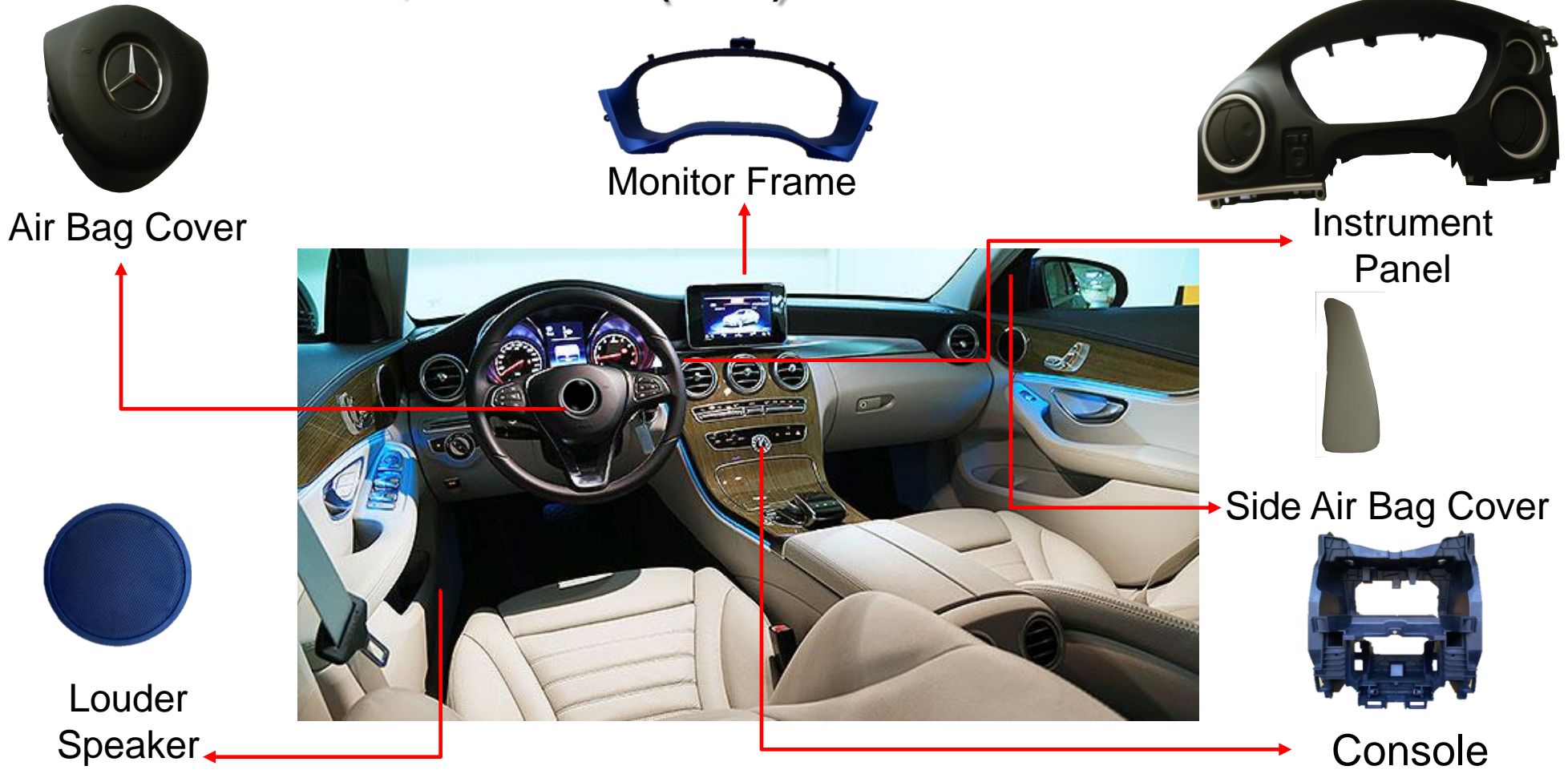


Head Lamp Mounting Panel



1. Corporate Introduction – Products

FUTE, HETAI (OE)- Main Products



1. Corporate Introduction – OE Customers



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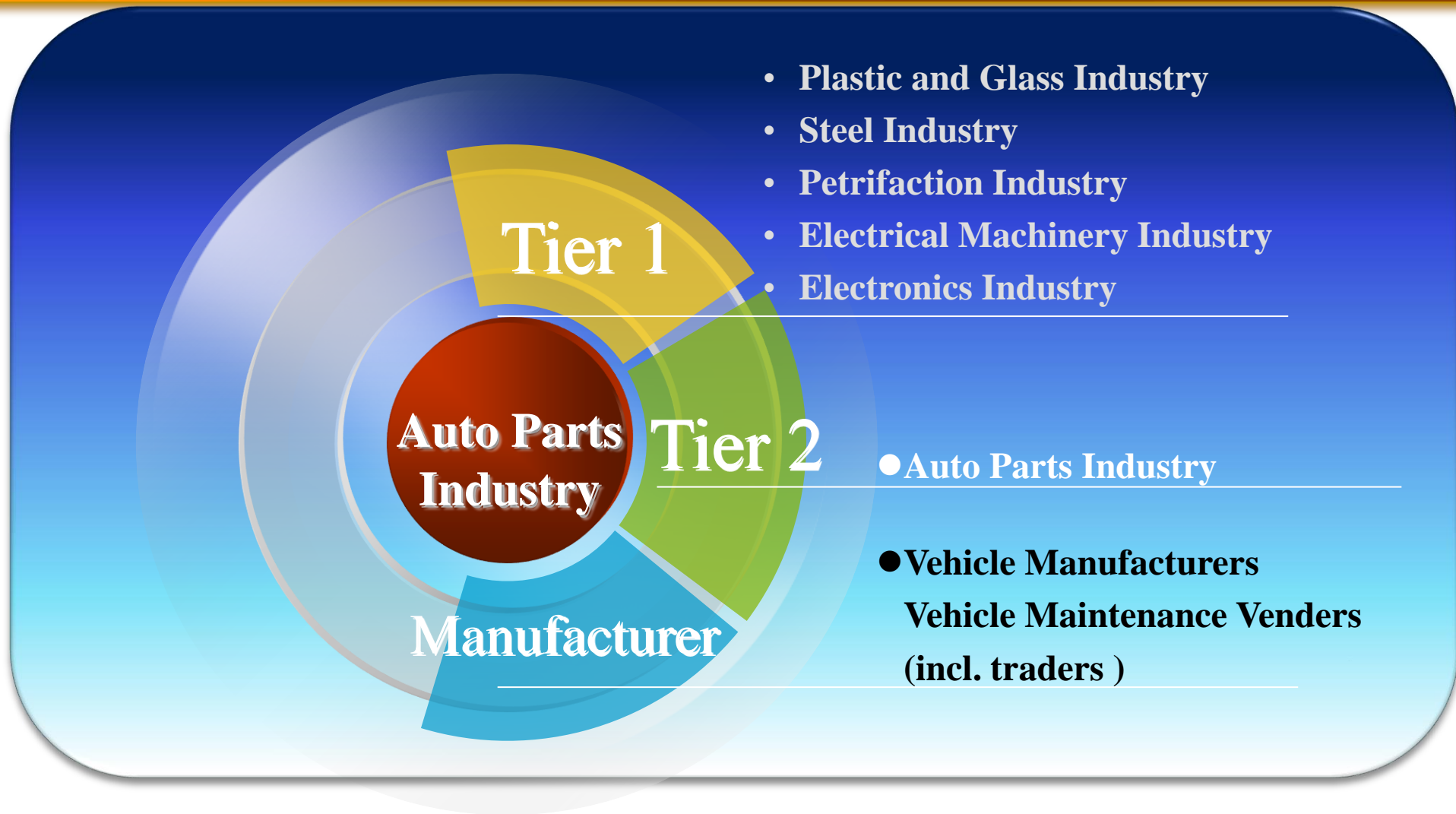
2 Industry Overview

1. Industry Chain

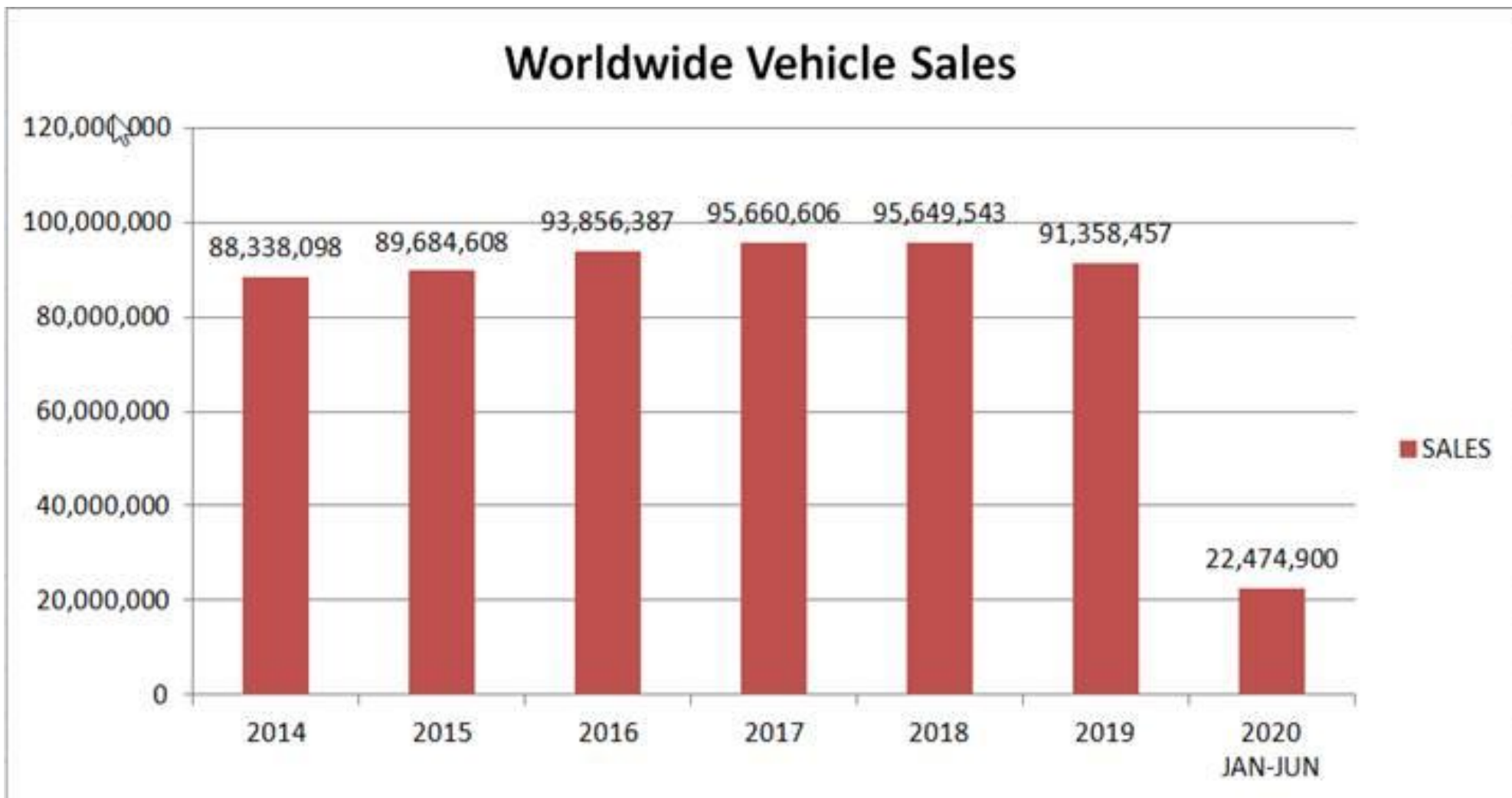
2. Market Status



2. Industry Overview - Vehicle & Auto Parts (OE) Industry Chain

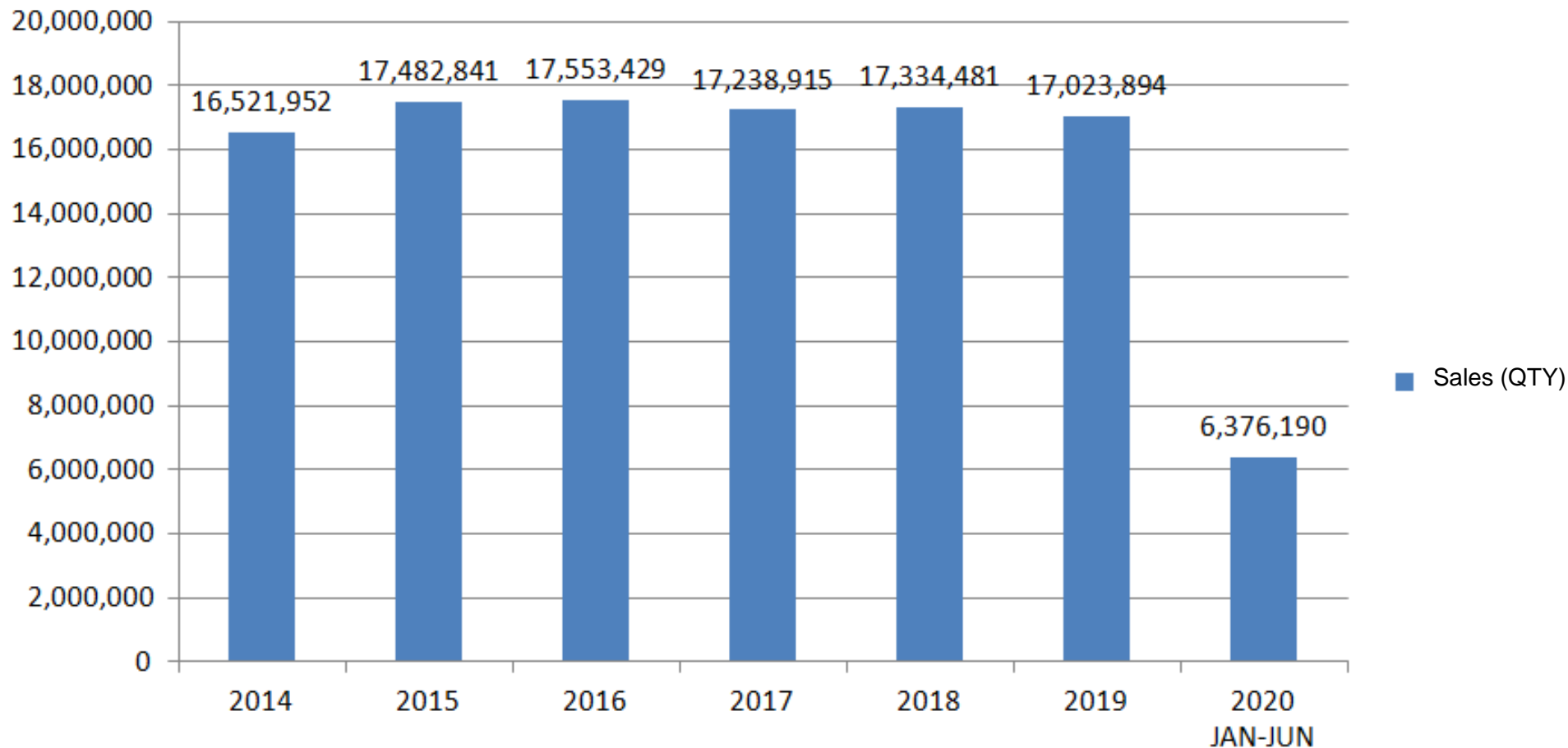


2. Industry Overview - 2014-2020 Worldwide Vehicle Sales



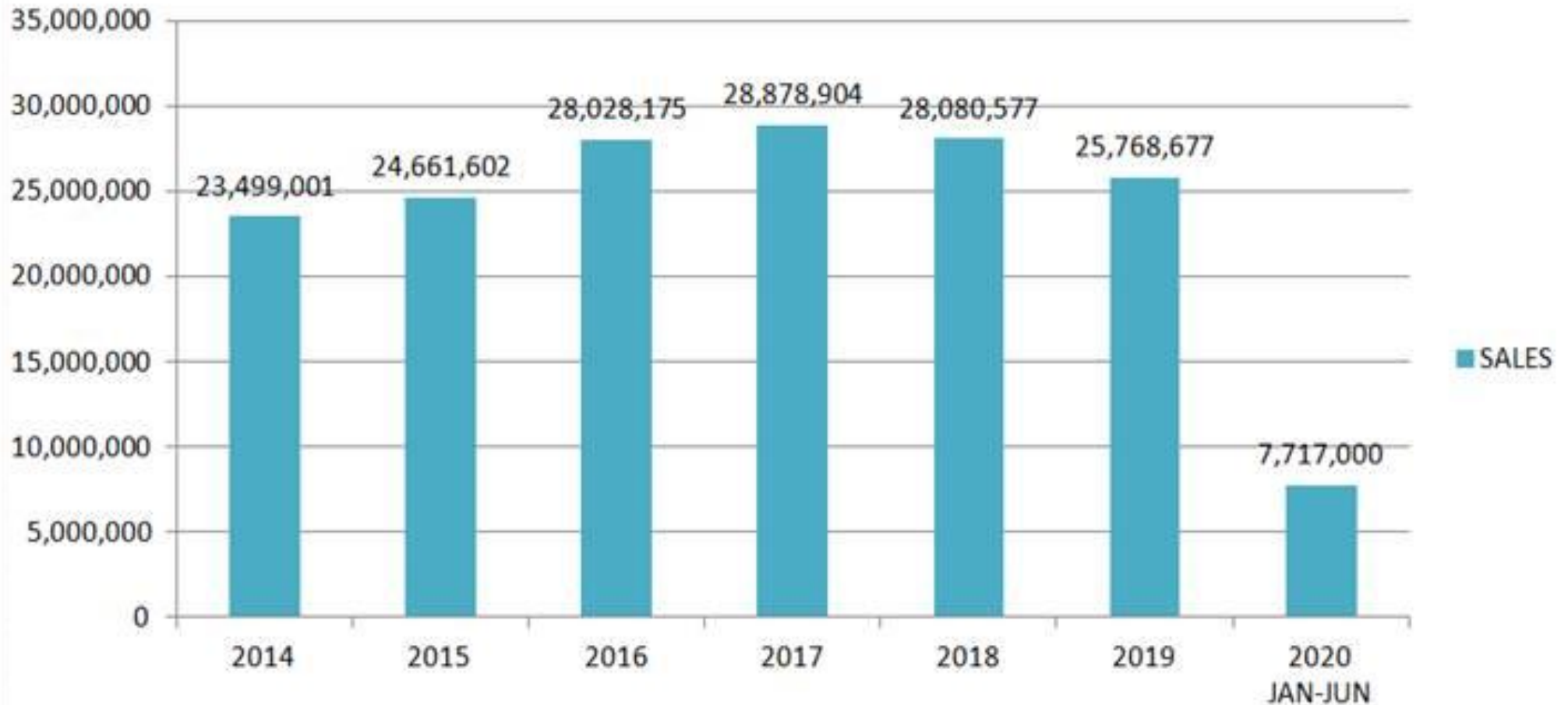
2. Industry Overview - 2014-2020 sales record is USA

USA Vehicle Sales



2. Industry Overview - 2014-2020 sales record in China

China Vehicle Sales



2. Industry Overview – VIO Increasing

NUMBER OF REGISTERED VEHICLES IN US	CAR OWNERSHIP STATISTIC	INCREASE
Number of registered vehicles in US 2020 (Jan-Jun)	287.3 million	+2.8 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





3

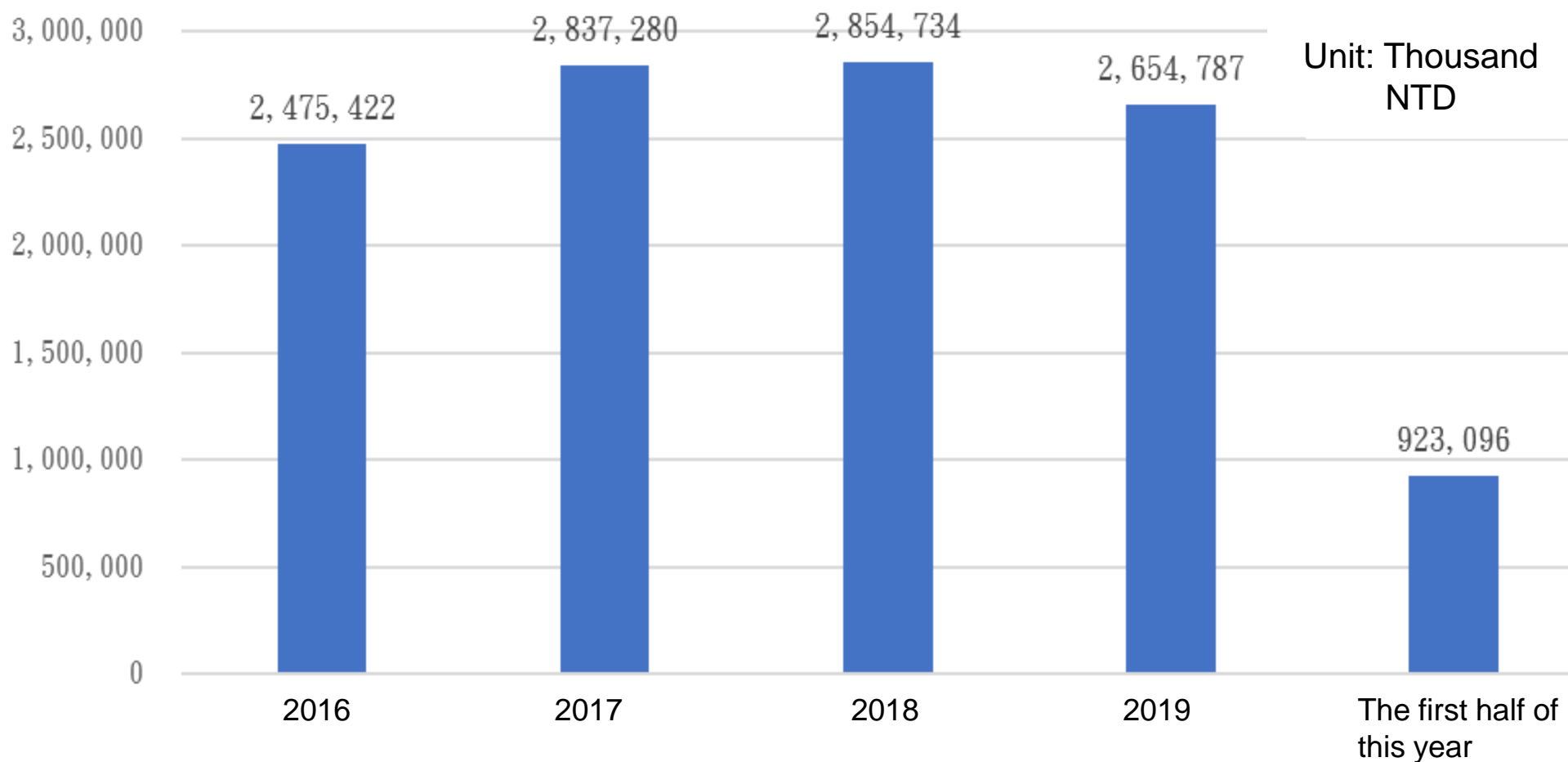
Corporate Performance



1. Revenue History
2. Profit History
3. Dividend Policy



3. Corporate Performance – Revenue



3. Corporate Performance – Profit

Unit: Thousand NTD

	2016Y	2017Y	2018Y	2019Y	2020 Q1
Sales Revenue	2,475,422	2,837,280	2,854,734	2,654,787	500,112
Gross Profit	704,134	878,555	746,941	805,086	157,792
Gross Profit Rate	29%	31%	26%	30%	31%
Net Income	304,510	263,920	284,560	372,828	66,373
EPS	4.13	3.72	4.15	5.08	0.94



3. Corporate Performance – Dividend Policy

Year	EPS	Cash Dividends	Stock Dividends	Capitalization of Capital Reserve	Total Dividends
2016 (Distribution in 2017)	4.13	2	X	X	2
2017 (Distribution in 2018)	3.72	2	X	X	2
2018 (Distribution in 2019)	4.15	2	X	X	2
2019 (Distribution in 2020)	5.08	2	X	X	2





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Research & Development

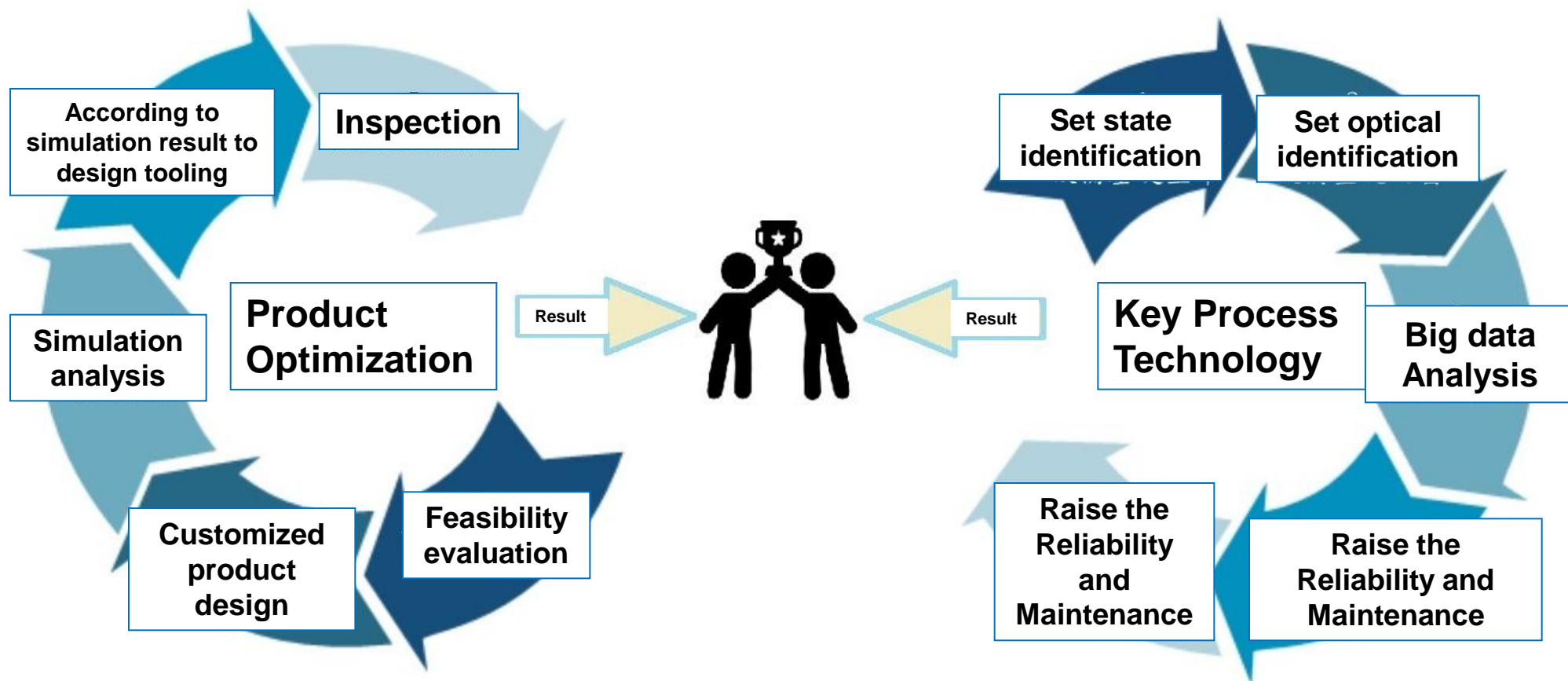


Research Result



4. R&D center profile

Target of Medium-term, short-term



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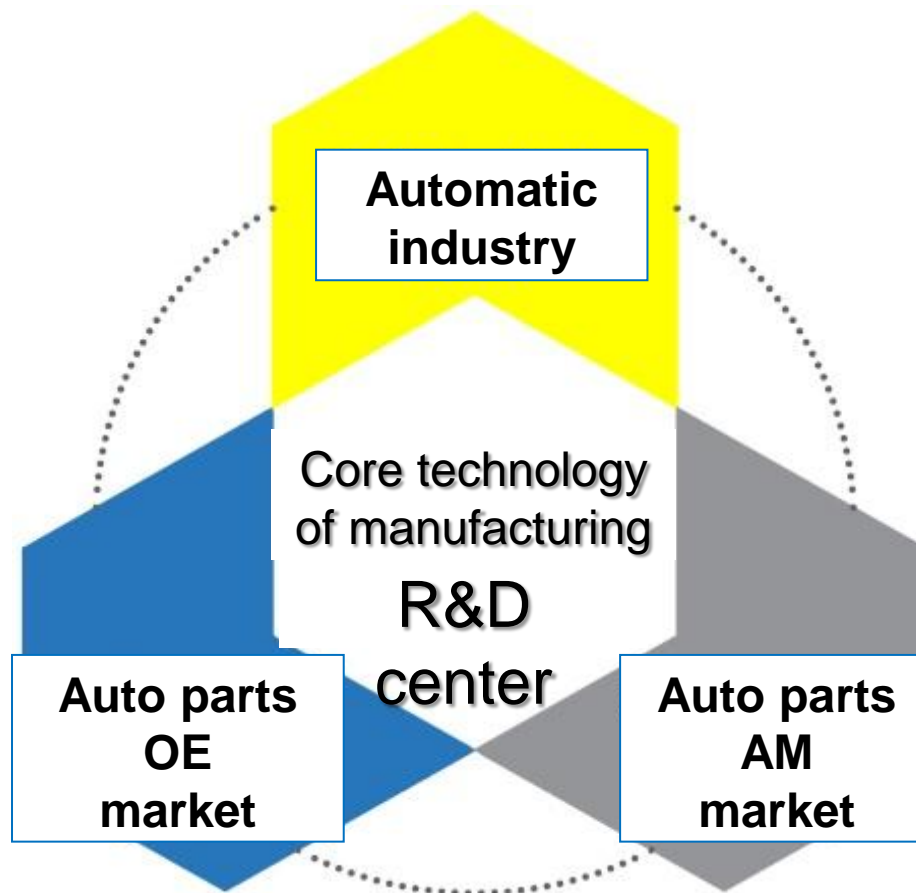
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4. R&D center profile

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. Have the ability to develop plastic materials
2. Automate of key processes.
3. Have the ability to develop mold and design automatic facility ourselves.
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 investment.



5. Competitive Advantages



Production technology:

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

Management technology:

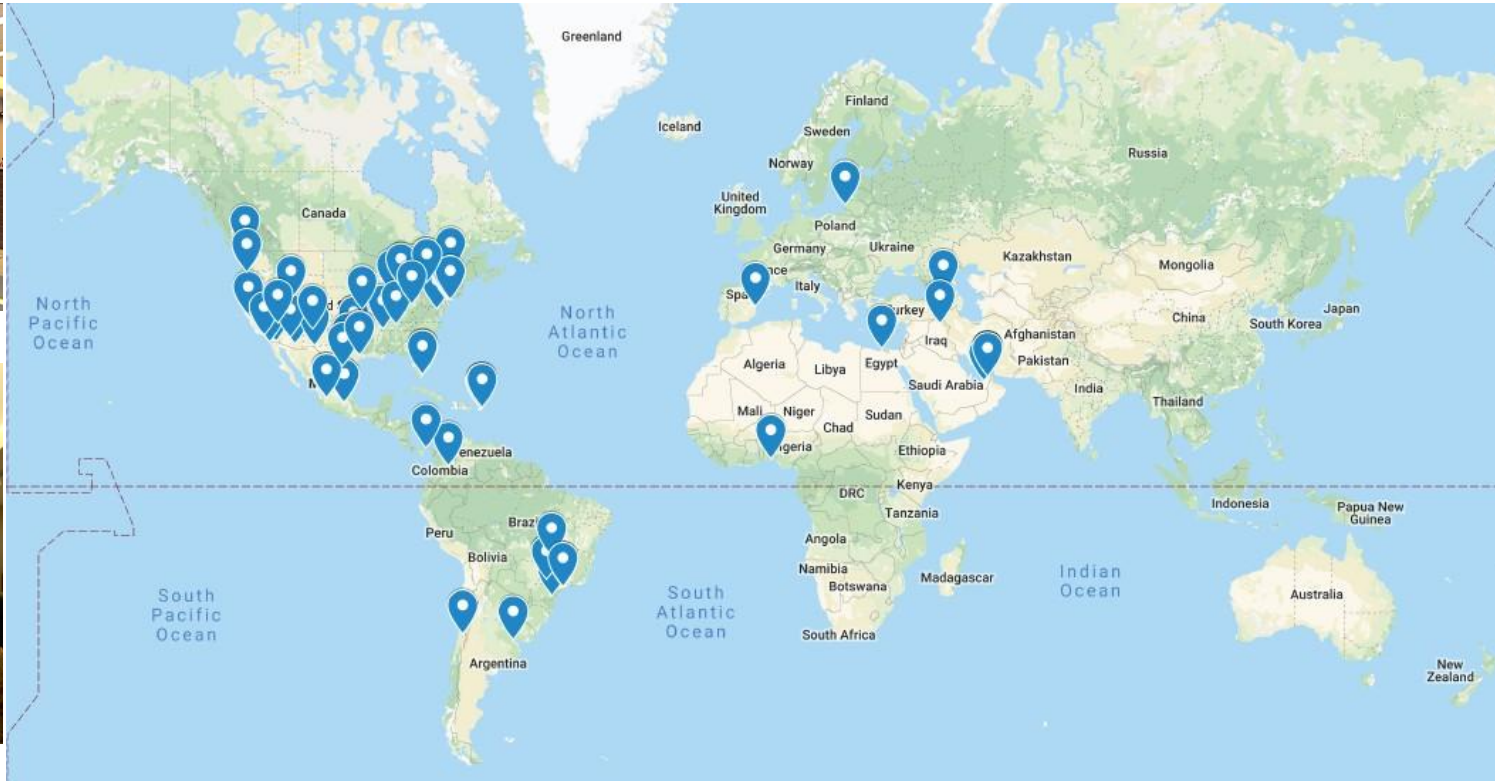
1. Production management
2. Fast delivery management
3. Supply chain management

Marketing:

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



5. Competitive Advantages



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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 a development center to research and develop 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

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