



昭輝實業股份有限公司

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

 1339.TW

法人說明會

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Presenter: Yi-Hong Lin

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# Disclaimer

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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 meter<sup>2</sup>  
Production: AM collision parts



**CHANGSHU FUTE**  
**AUTOMOTIVE TRIM CO.,LTD.**  
Area: 76,953 meter<sup>2</sup>  
Production: OE interior trims



**LIAONING HETAI AUTOMOTIVE**  
**PARTS CO.,LTD**  
Area: 40,000 meter<sup>2</sup>  
Production: OE interior trims



**Chang Jie Technology Co., Ltd**  
Area: 80,180 meter<sup>2</sup>  
Production: Tooling development



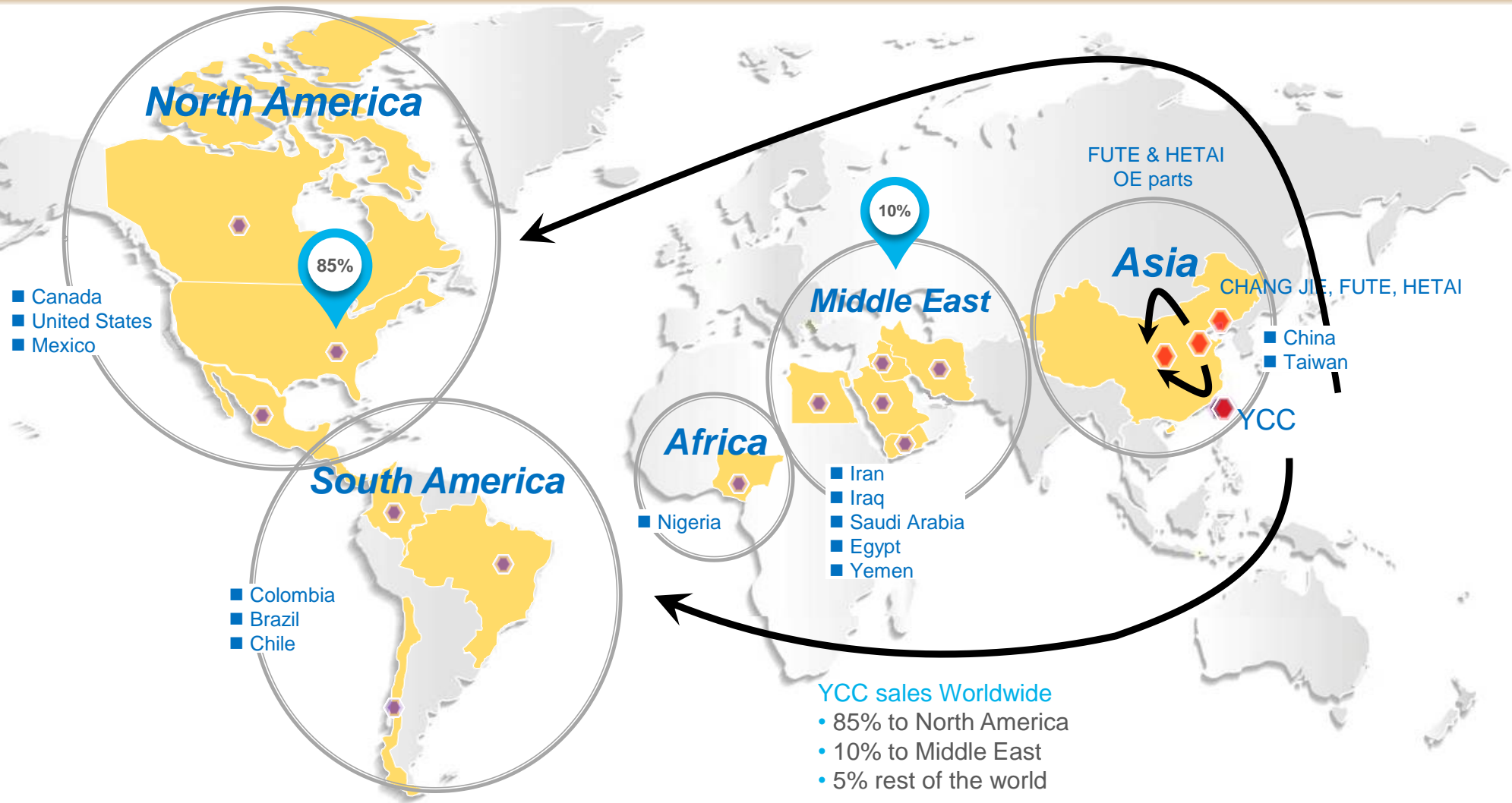
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# 1. Corporate Introduction – Sales Territories Worldwide



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# 1. Corporate Introduction – Products

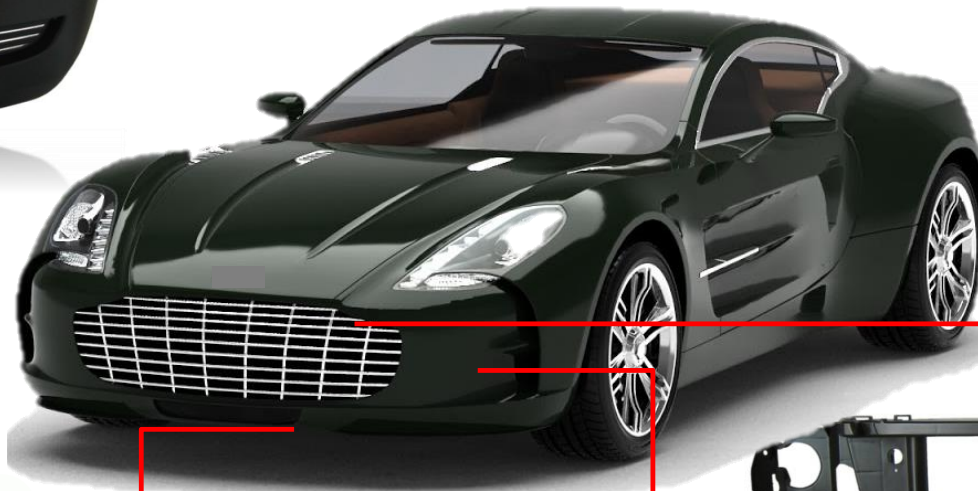
## Y.C.C.(AM)-Main Products



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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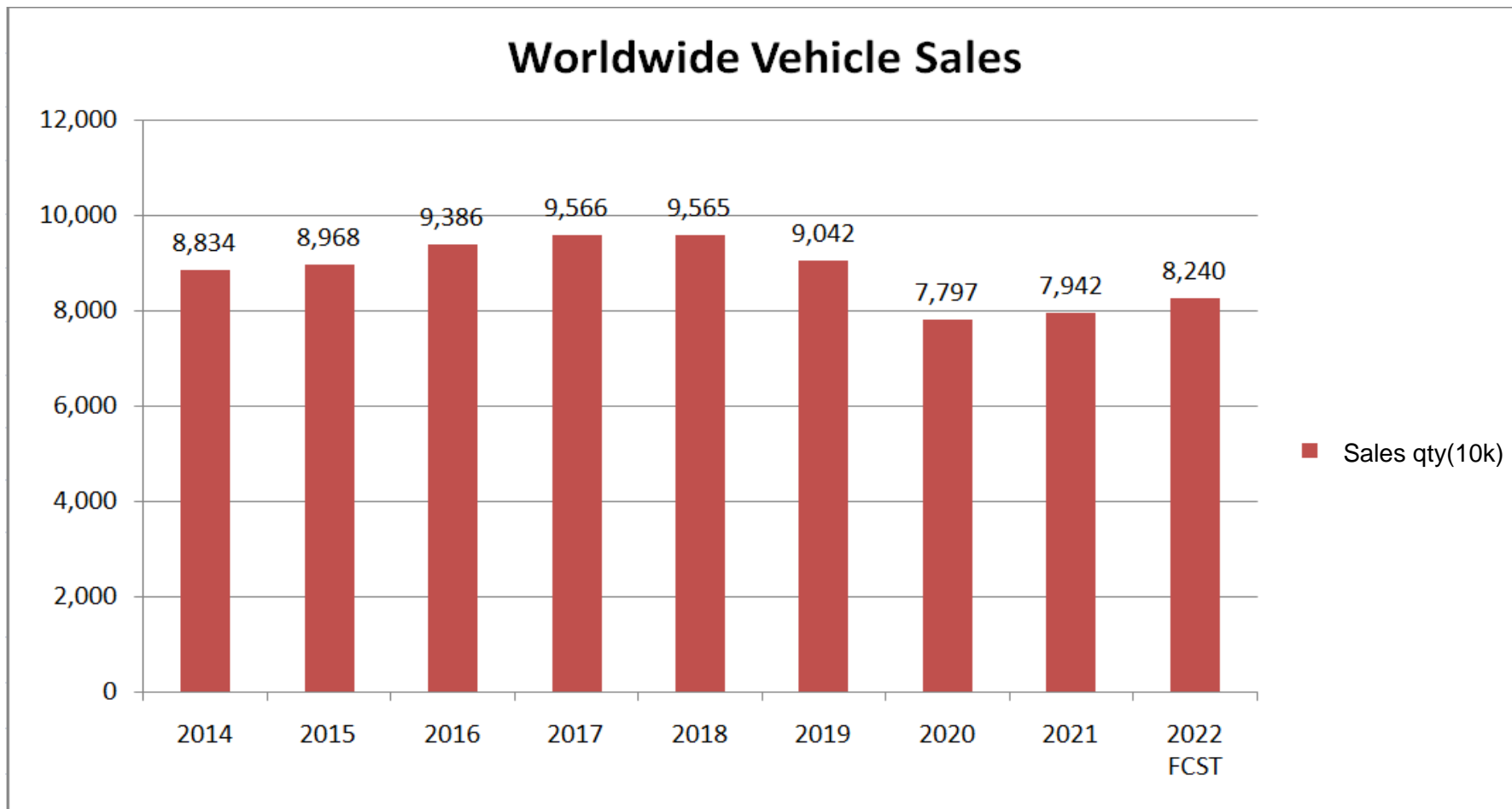
## Industry Overview

1. Market Status

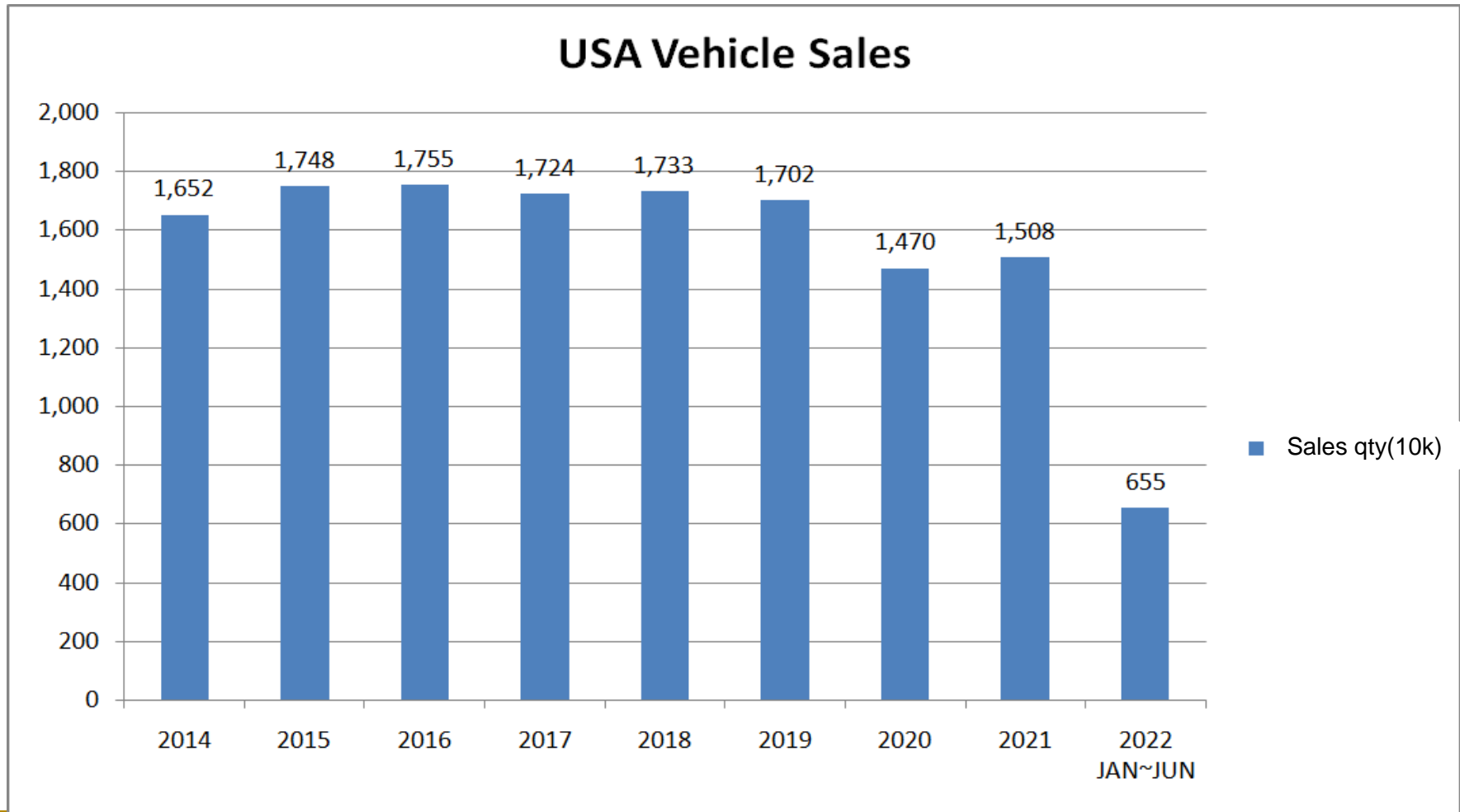
2. After market



# 2. Industry Overview - 2014-2022 worldwide Vehicle Sales

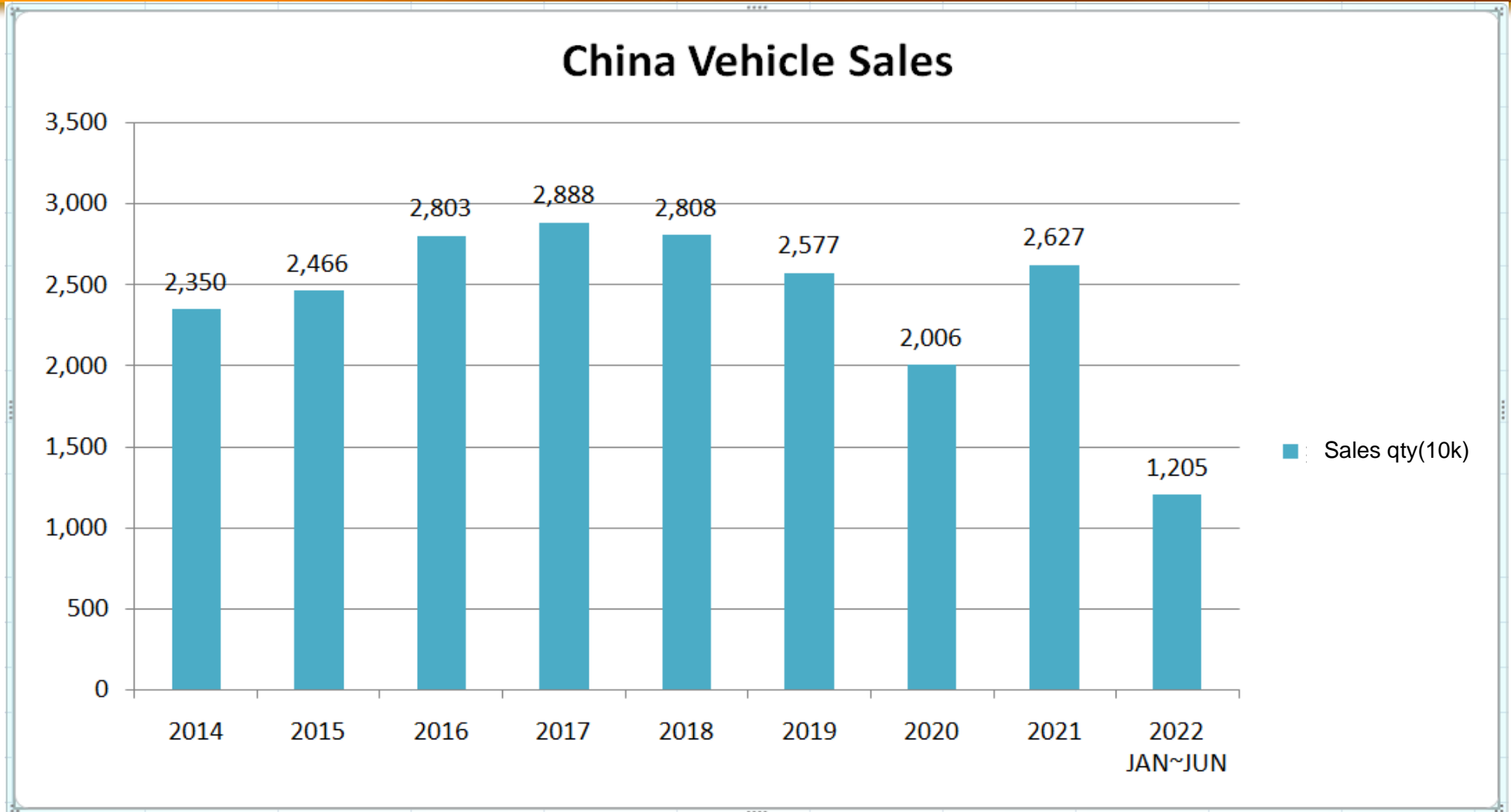


## 2. Industry Overview - 2014-2022 USA Vehicle Sales





## 2. Industry Overview - 2014-2022 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 (proj.)	290.8 million	+1.3 million
Number of registered vehicles in US 2021 (est.)	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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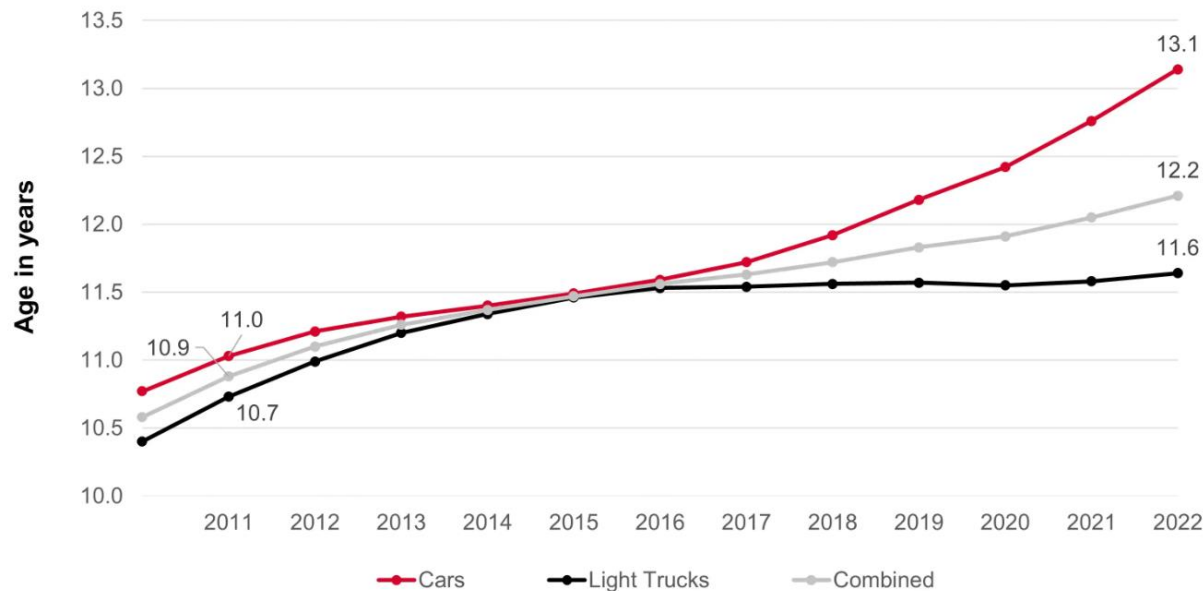
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# 2. Industry Overview – VIO Increasing

According to S&P Global Mobility, average age of cars in U.S. has rise to 12.2 years in 2022, hit a record high year by year. Global Microchip Shortage and supply chain issue is the main cause. Usage year of VIO increasing will grow the opportunities of AM parts.

Average age by vehicle type



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

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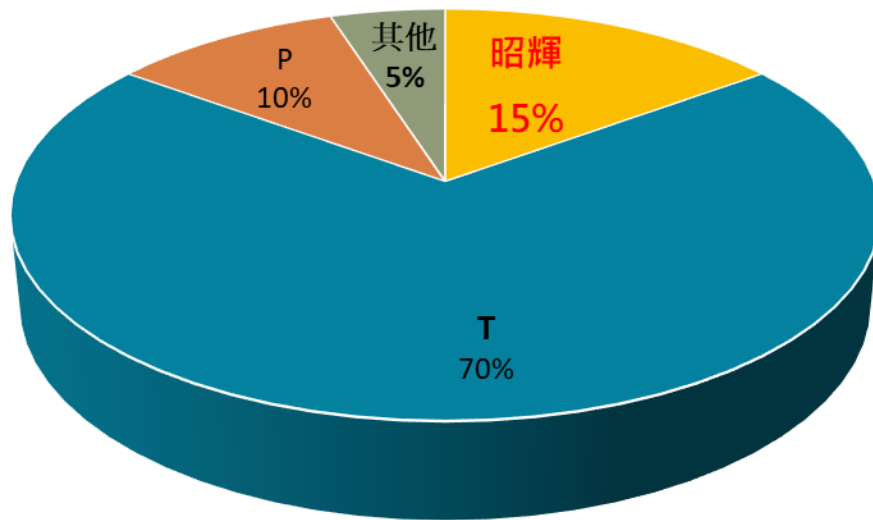
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# AM market share and advantages

## 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

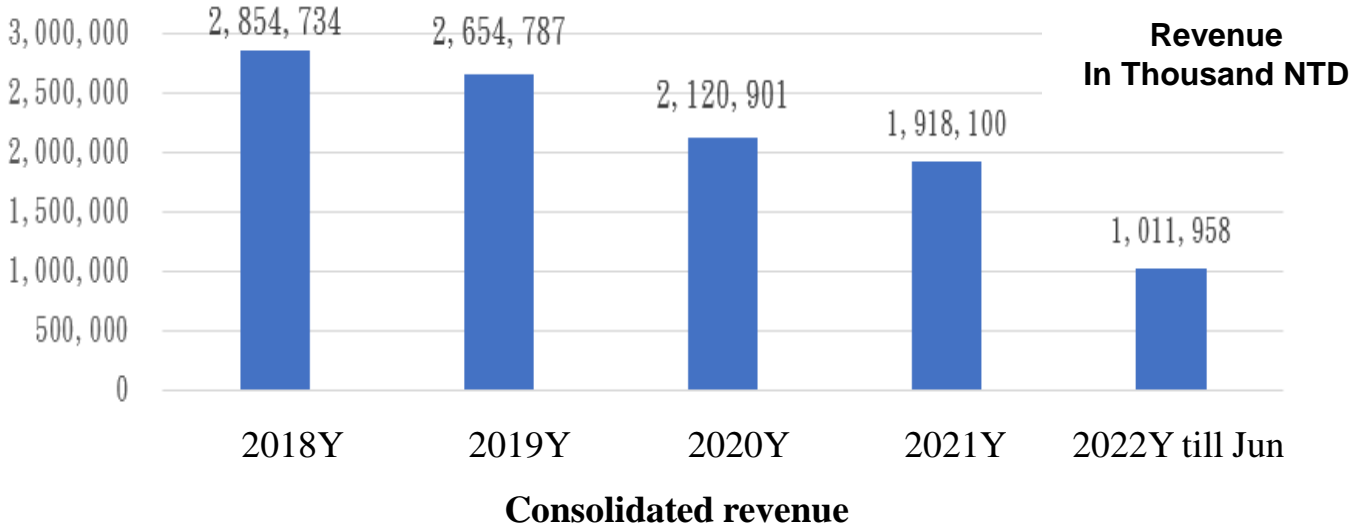


1. Revenue History
2. Operating Performance
3. Dividend Policy

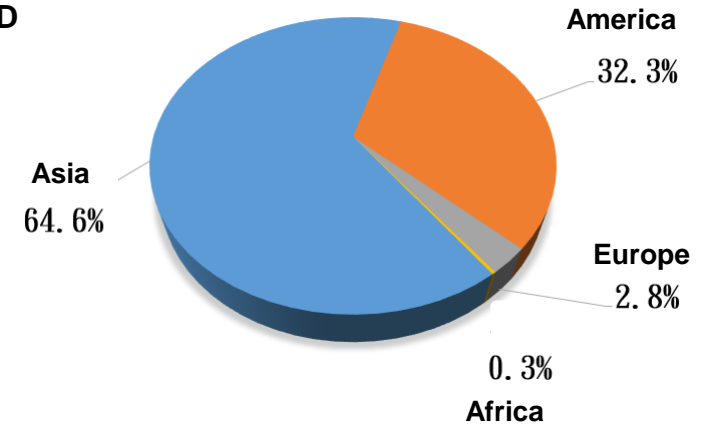


# 3. Corporate Performance – Revenue History

### Consolidated Revenue Over The Years



### 2021Y Sales Territory Revenue (Consolidated)



# 3. Corporate Performance – Consolidated Balance Sheet

## Balance Sheet

In Thousand NTD

	2018Y	2019Y	2020Y	2021Y	2022Y Q2	2021Y Q2
Current asset	2,505,618	1,930,263	2,035,739	1,825,688	1,920,274	2,088,970
Non-current assets	3,819,269	3,418,286	3,262,662	3,226,177	3,288,760	3,240,994
Total assets	6,324,887	5,348,549	5,298,401	5,051,865	5,209,034	5,329,964
Current liabilities	1,734,453	1,105,758	1,102,423	916,228	1,121,543	1,102,842
Non-current liabilities	1,148,117	644,902	610,317	585,379	549,719	581,062
Total liabilities	2,882,570	1,750,660	1,712,740	1,501,607	1,671,262	1,683,904
Total shareholders' equity	3,442,317	3,597,889	3,585,661	3,550,258	3,537,772	3,646,060
Ordinary share capital	741,389	741,389	741,389	741,389	741,239	741,389
Total liabilities & equity	6,324,887	5,348,549	5,298,401	5,051,865	5,209,034	5,329,964



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

## Statement of Comprehensive Income

Unit: Thousand NTD  
EPS: NTD

	2018Y	2019Y	2020Y	2021Y	2022Y Q2	2021Y Q2
Revenue	2,854,734	2,654,787	2,120,901	1,918,100	511,585	516,642
Operating costs	(2,107,793)	(1,849,701)	(1,483,398)	(1,472,524)	(400,223)	(387,865)
Gross profit	746,941	805,086	637,503	445,576	111,362	128,777
Gross margin	26%	30%	30%	23%	22%	25%
Operating expenses	(360,057)	(328,113)	(287,060)	(271,087)	(83,486)	(82,378)
Operating income	386,884	476,973	350,443	174,489	27,876	46,399
Non-operating revenue & expense	(12,680)	(13,947)	(171,746)	(4,083)	119,324	27,688
Profit before tax	374,204	463,026	178,697	170,406	147,200	74,087
Income tax expense	(89,644)	(90,198)	(59,084)	(42,707)	(37,329)	(19,341)
Net Income	284,560	372,828	119,613	127,699	109,871	54,746
EPS	4.15	5.08	1.59	1.83	1.54	0.78

## Statements of Cash Flows

Unit: Thousand NTD

Cash provided by (used in)	2018Y	2019Y	2020Y	2021Y	2022Y Q2	2021Y Q2
Operating activities	769,259	643,939	658,194	424,930	58,146	57,568
Investing activities	(17,289)	226,538	(534,502)	(280,380)	(298,829)	(67,367)
Financing Activities	(469,333)	(1,135,592)	(233,667)	(233,306)	(16,433)	50,389
Capital Expenditure	(88,742)	(165,874)	(139,043)	(306,802)	(129,010)	(36,620)



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# 3. Dividend Policy

YEAR	EPS	Cash Dividend	Stock Dividend	Additional Paid in Capital Dividend	Total Dividend
<b>2018</b> (Assigned by 2019)	4.15	2	X	X	2
<b>2019</b> (Assigned by 2020)	5.08	2	X	X	2
<b>2020</b> (Assigned by 2021)	1.59	2	X	X	2
<b>2021</b> (Assigned by 2022)	1.83	2	X	X	2





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## Research & Development

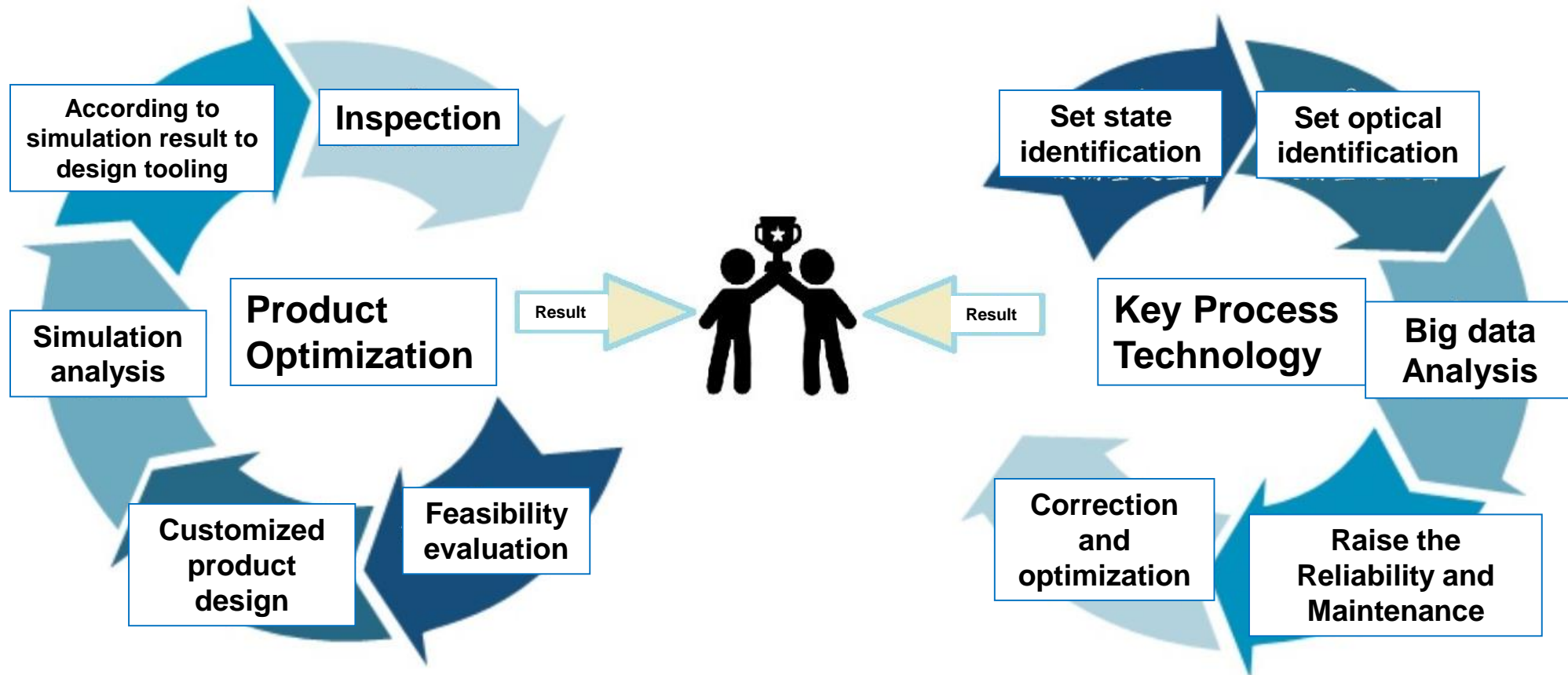


R&D Result



# 4. R&D center profile

Target of Medium-term, short-term



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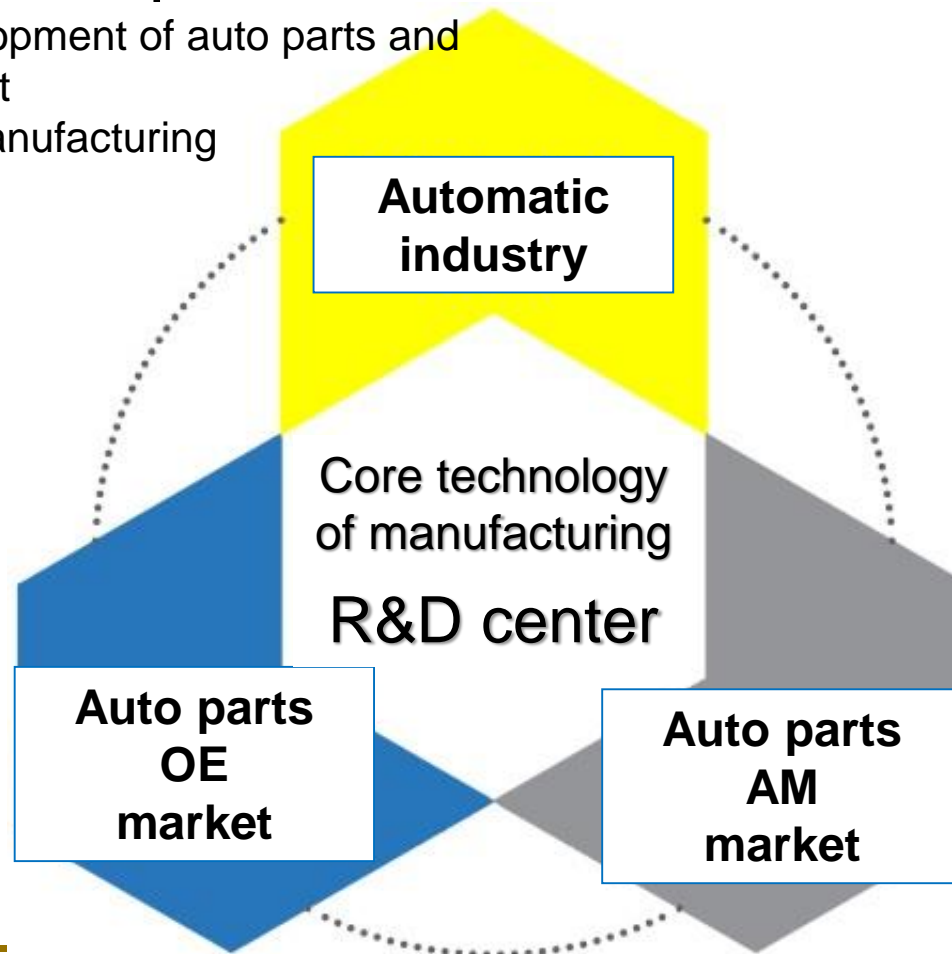
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# 4. R&D center profile

## 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. 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

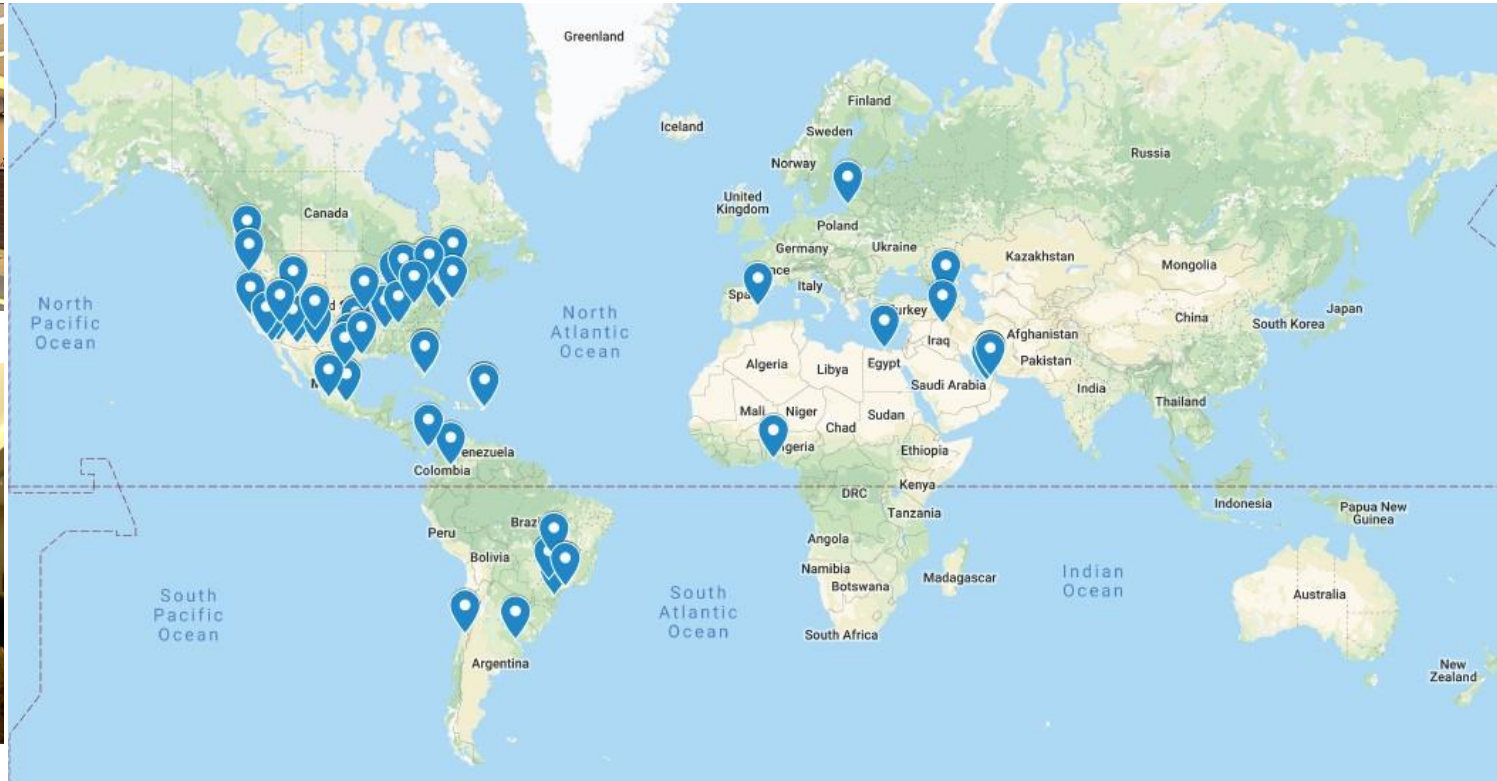
## Marketing:

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



# 5. Competitive Advantages

Global marketing team & import partners



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## 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

- 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

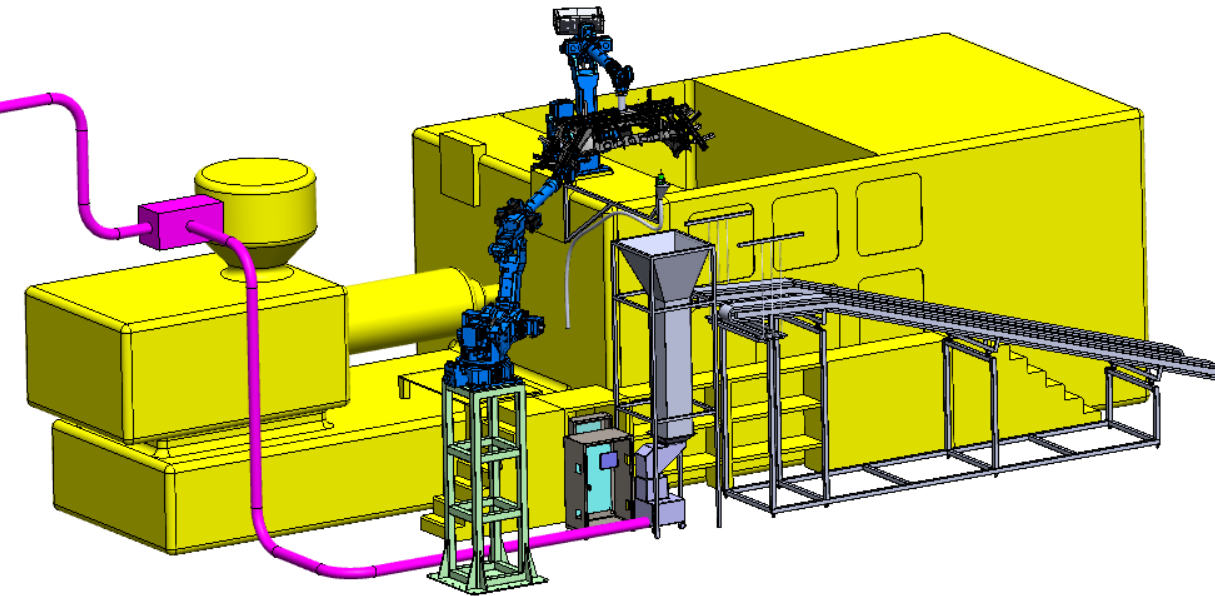
## 5. Automation Production & intelligence equipment

- Master the core technology of manufacturing



# 6. Expanding Strategies

Intelligent scrap cutting  
recycle system development



## 1. Reduce manpower

Intelligent scrap cutting  
reduce manpower configuration

## 2. Energy saving and carbon reduction

Scrap recycle in time, saving  
secondary crushing processing

## 3. Cost down

Scrap recycle to reduce the  
amount of raw materials  
used



# 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**

