



Innovation
that excites

(2227 TT)

Yulon-Nissan Motor Co., Ltd.

Aug. 2, 2013

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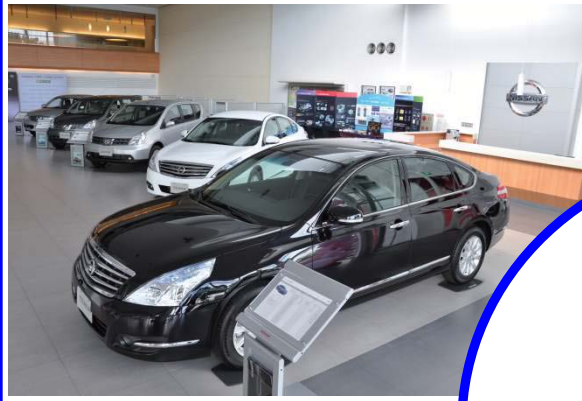
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Cross-strait market forecast

Yulon Group status

Automobile sector (78)



Textile sector (10)



97 main affiliates



High-tech sector (2)



Multi-business (7)

Yulon Group - automobile businesses

Auto production and Brands

 裕隆汽車	 中華汽車	 東風裕隆汽車	 廣州風神汽車	 裕佳汽車
 東南汽車	 日產菲律賓汽車	 裕隆日產汽車	 納智捷汽車	

R&D and Parts

 華創車電	 華擎機械	 中華台亞	 台普工業	杭州聯潤 交通器材	杭州友創 散熱器
 裕器工業	 裕盛工業	 友聯車材	 友永公司		
 江申工業	 協欣金屬	 穎西工業	 福建台亞 汽車工業	杭州裕萬 汽車零部件	杭州穎西 汽車內飾件
 瀋陽金亞 汽車傳動軸	 惠州東風 易進工業	 福州聯泓 交通器材	 廈門金龍 江申車架		

Auto related Services

 裕融企業	 格上租車	 新鑫公司	 行將企業
 新安東京 海上產險	 YET裕隆電能	 行冠企業	 行快科技
 祥碩興業	 TravelCom宏碩文化	 正源科技	

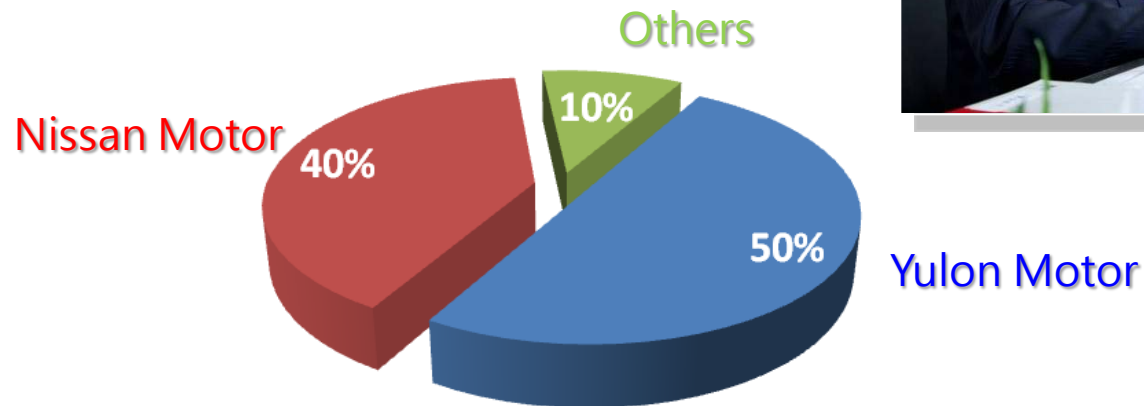
Marketing channels

裕新汽車 裕信汽車 裕昌汽車 匯聯汽車 匯豐汽車 北智捷汽車 桃智捷汽車 中智捷汽車 南智捷汽車
 高智捷汽車 北都酷比汽車 竹苗酷比汽車 嘉南酷比汽車 南都酷比汽車 高屏酷比汽車 杭州華智汽車
 杭州華佑汽車 上海裕民汽車 深圳裕智汽車 廣州元智汽車 福建裕新汽車 寧波裕昌汽車 珠海裕信汽車
 廣州元都汽車 深圳裕朋汽車 珠海福特恩工貿 南京漢虹汽車 武漢裕信汽車 上海裕興汽車 孝感裕豐汽車
 青島元皇汽車 廣州華佑汽車 東莞華順汽車 四川華威汽車 天津華鴻汽車 南京尚裕汽車 江門駿興汽車

Yulon-Nissan Motor profile



- Company name : Yulon-Nissan Motor Co., Ltd.
- Establishment date : Oct. 1st, 2003
- Chairman : Kenneth, K.T. Yen
- President : Steve, W.R. Tsay
- Capital : 3 billion NTD
- Shareholder structure :



Operation scope

1. Full value chain operation of Nissan brand in Taiwan excluding manufacturing process
2. International R&D cooperation for NISSAN brand within regions of TWN, PRC, and ASEAN
3. Joint cooperation with DFL for PRC market development

1

Domestic Business

Full value chain operation of Nissan brand in Taiwan excluding manufacturing process

2

Overseas Investment

義展海外投資
股份有限公司

義華大陸投資
股份有限公司

40%

廣州風神汽車有限公司 (Plant)
(annual capacity 600K units)

16.55%

風神襄陽汽車有限公司 (Plant)
(annual capacity 200K units)

33.12%

風神汽車有限公司 (Sales Co.)

45%

深圳聯友科技有限公司 (IT)

49%

東風裕隆舊車置換有限公司
(Used Car)

Corporate Vision

Continuous pursuit for excellence

Become the benchmark company of

"Product Innovation" & "Service Innovation"

in the Cross-strait Auto Industry

「TWN」 + 「PRC」

Innovation as core competitiveness

INFINITI- imported luxury models



G37 Convertible



G37/25 Sedan



JX35



M25/37



G37 Coupe



FX37/50



EX35

NISSAN- imported models



GT-R



370Z Roadster



370Z



MURANO



ROGUE



JUKE

NISSAN- domestic models



**ALL NEW TEANA
2.0 / 2.5 / 3.5**



TIIDA 1.6



BIG TIIDA 1.6



LIVINA 1.8



LIVINA 1.6



NEW MARCH 1.5

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Financial Performance (Consolidated Income Statement)

Currency: K\$NTD

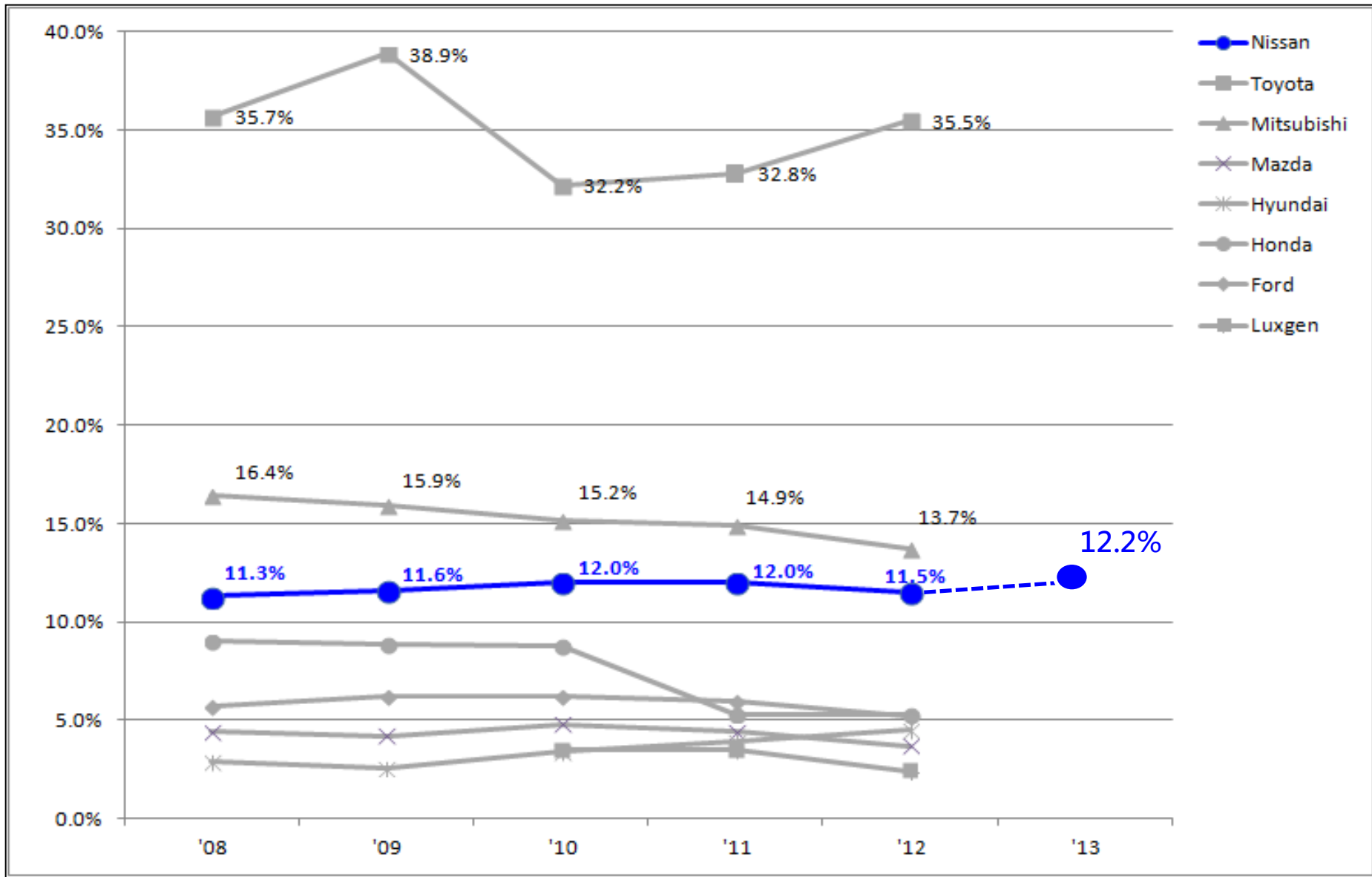
	2010		2011		2012		2013 Q1	
Net Sales	27,455,696	100.0%	32,115,351	100.0%	29,134,530	100.0%	7,596,030	100.0%
Gross Profit	3,784,639	13.8%	4,735,148	14.7%	4,028,900	13.8%	1,152,253	15.2%
Operating Expenses	3,280,085	11.9%	3,686,435	11.5%	3,169,082	10.9%	877,350	11.6%
Operating Income	504,554	1.8%	1,048,713	3.3%	859,818	3.0%	274,903	3.6%
Income before Taxes	3,344,247	12.2%	4,597,907	14.3%	6,090,781	20.9%	1,544,578	20.3%
Tax Expenses	460,349	1.7%	766,342	2.4%	1,160,304	4.0%	263,732	3.5%
Income after Taxes	2,883,898	10.5%	3,831,565	11.9%	4,930,477	16.9%	1,280,846	16.9%
Earnings Per Share	9.61	—	12.77	—	16.43	—	4.27	—
Cash Dividend (NTD)	5.6	—	10.2	—	13.3	—	—	—
Dividend Paid Out Ratio	58.3%	—	79.9%	—	80.9%	—	—	—

Consolidated Balance Sheet

Currency: K\$NTD

	2010	2011	2012
Current Assets	4,391,683	13,848,011	14,989,003
Fund and Investment (Long-term Equity)	14,876,477	9,310,797	10,379,966
Property, Plant and Equipment	40,840	37,166	45,236
Other Assets	1,443,401	1,459,680	1,729,328
Total Assets	20,752,401	24,655,654	27,143,533
Current Liabilities	1,843,485	2,698,570	3,147,962
Other Liabilities	1,743,572	2,393,600	3,325,239
Total Liabilities	3,587,057	5,092,170	6,473,201
Capital Stock	3,000,000	3,000,000	3,000,000
Capital Surplus	5,988,968	5,988,968	6,129,405
Retained Earnings	7,958,797	10,110,362	11,980,839
Other Adjustments	217,579	464,154	-439,912
Total Shareholders' Equity	17,165,344	19,563,484	20,670,332
Book Value / Share	57.22	65.21	68.90

Market share status



New models to be launched in 2013



NEW SENTRA



Q50 HYBRID

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**NISSAN
POWER
88**

6-Year Midterm Plan (2011~2016)

Power

Brand & sales power

8%

Global market share by
FY16

8%

Sustainable COP

Brand
Power

Pillar 1

Sales Power

Pillar 2

Enhancing
Quality

Pillar 3

Zero-Emission
Leadership

Pillar 4

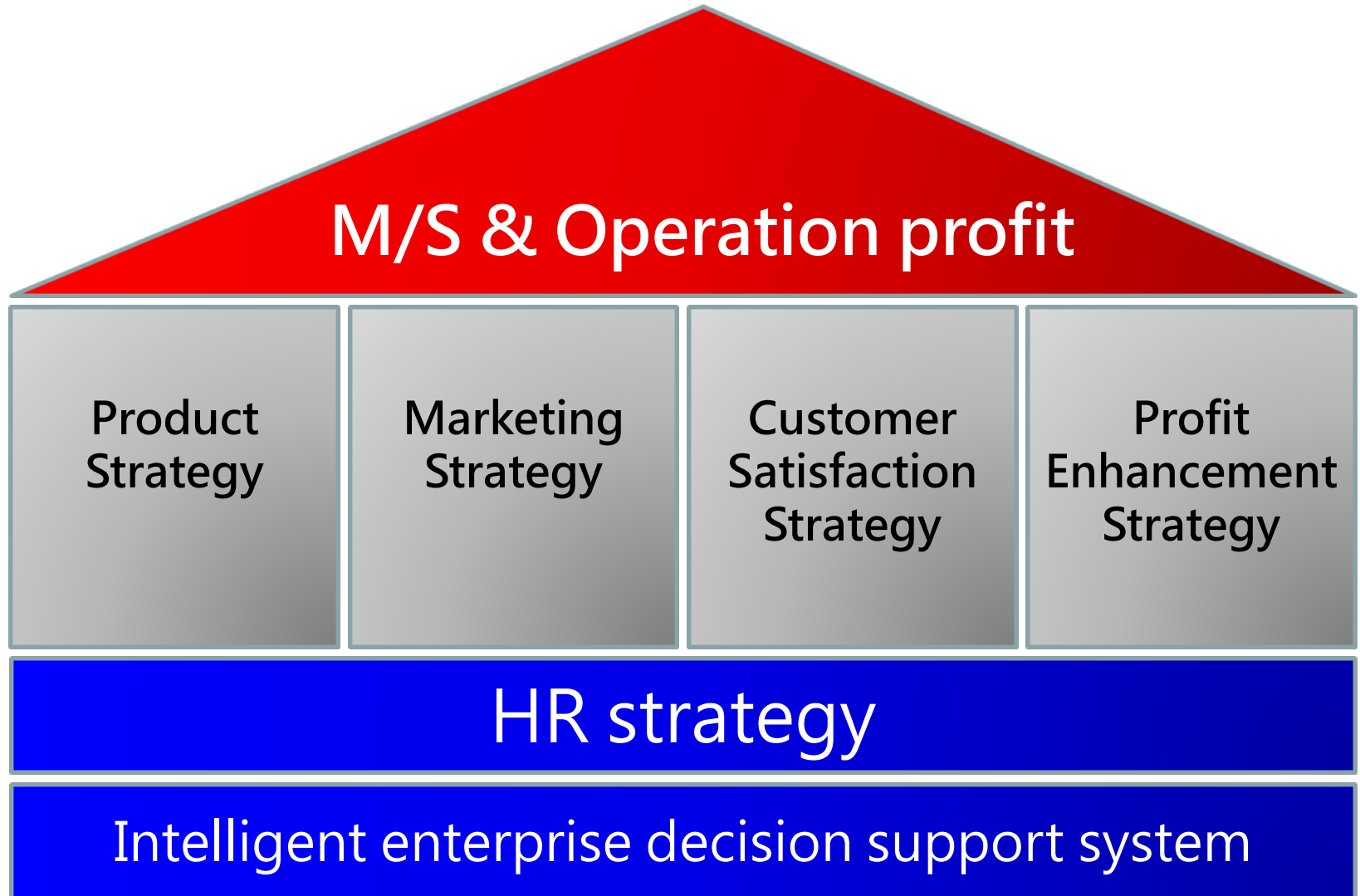
Business
Expansion

Pillar 5

Cost
Leadership

Pillar 6

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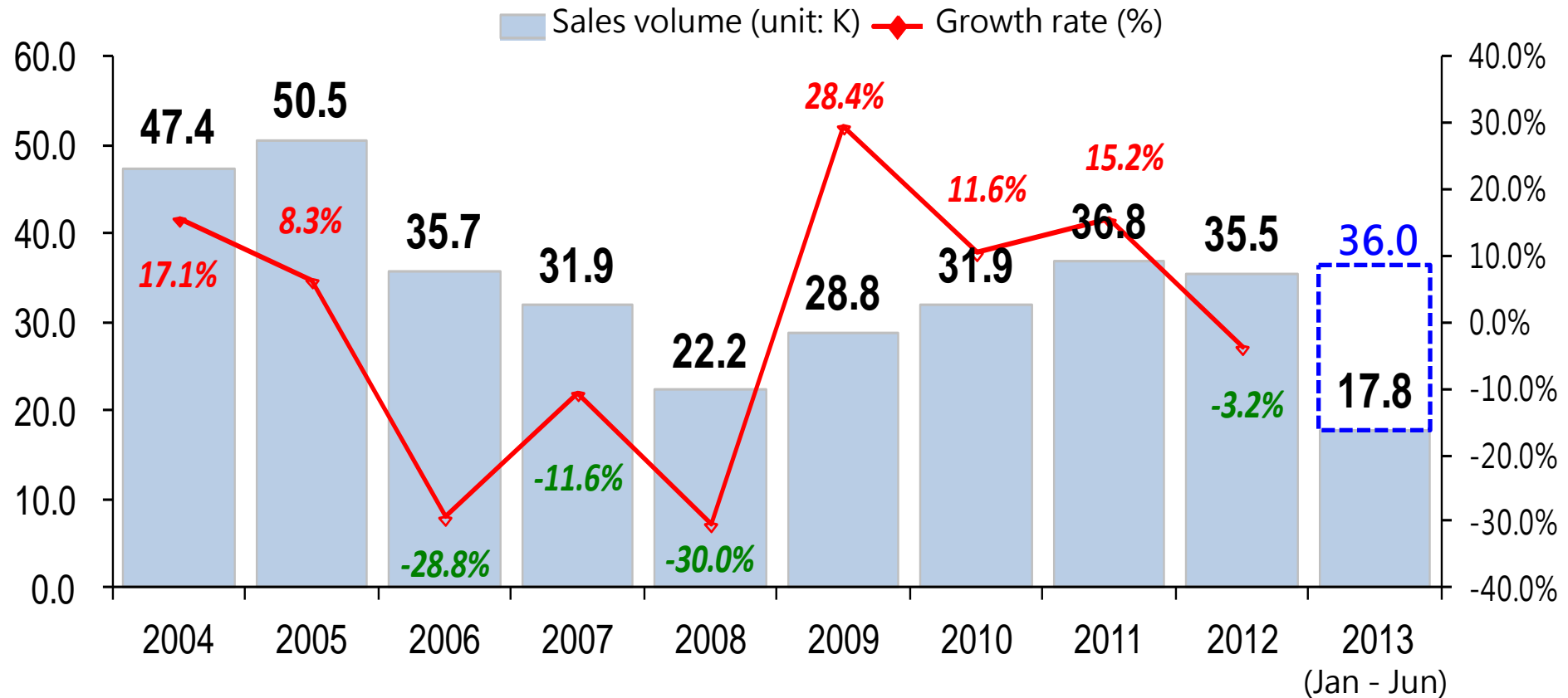
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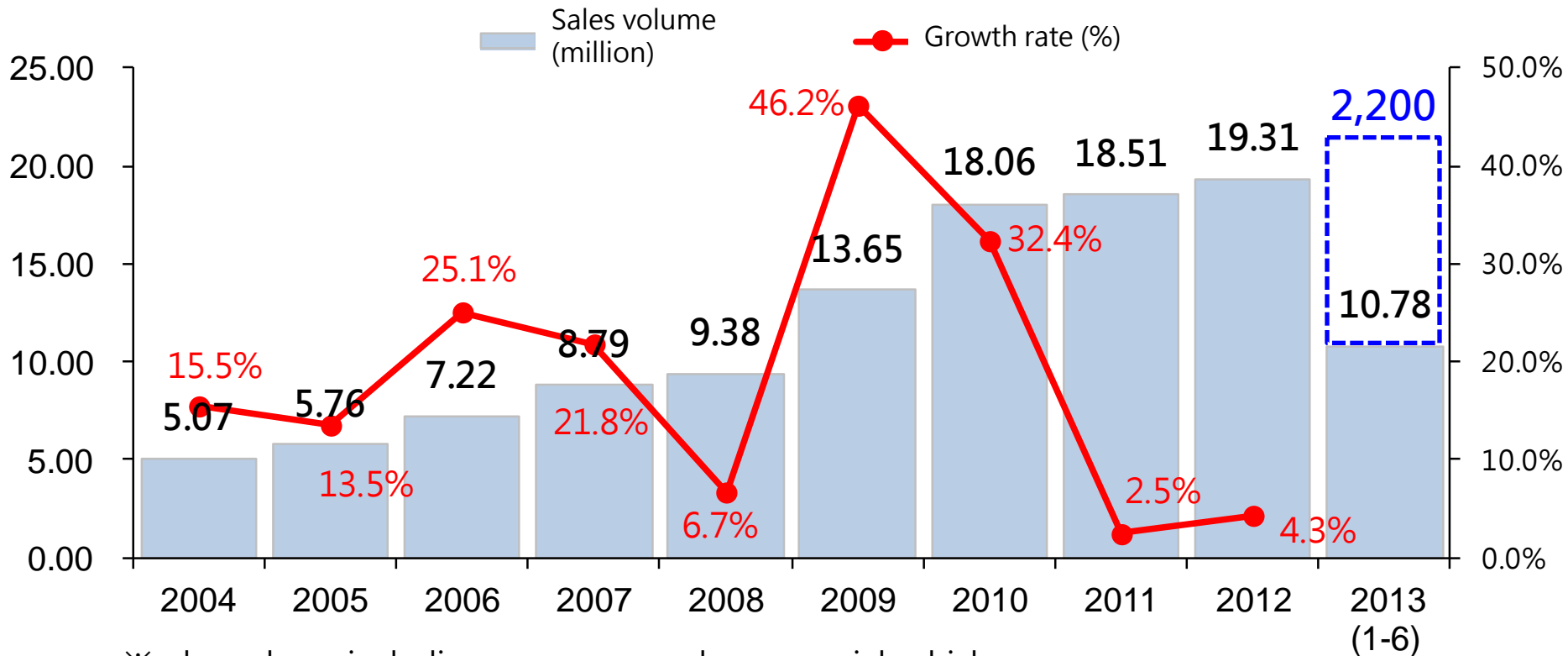
Cross-strait market
forecast

Taiwan automobile market status



※ sales volume excluding motor vehicle with design weight exceeding 3.5 tonnes

PRC automobile market status



※sales volume including passenger and commercial vehicles

Sales forecast of Dongfeng Nissan Passenger Vehicle Company
(2013 H1 actual sales : 395,338 units)

772,995 units

2012

↑900,000 units

↑16%

2013

THANK YOU FOR YOUR ATTENTION

