

(2227 TT)



Innovation
that excites

Yulon Nissan Motor Co., Ltd.

Dec. 3rd, 2014

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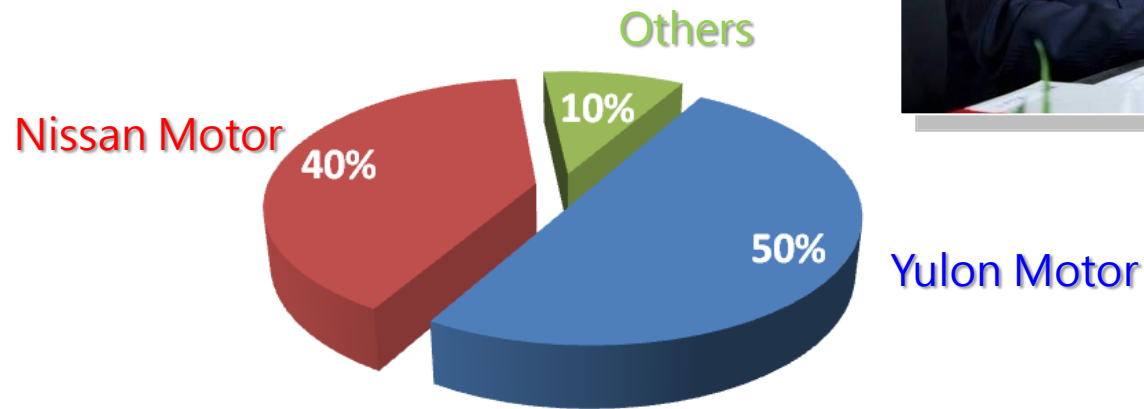
Company Profile



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 and Infiniti brand in Taiwan excluding manufacturing process
2. Joint cooperation with DongFeng Motor for PRC market development

1

Domestic Business

Full value chain operation of Nissan and Infiniti 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 1000K 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

Become the **benchmark company** of

“Product Innovation” & “Service Innovation”

in the **Cross-strait Auto Industry**

INFINITI- Imported Luxury Models



Q50



Q60



Q70



QX50



QX60



QX70

INFINITI -New Model Campaigns



Q50
(2.0 Turbo/ 3.5 Hybrid)

QX60 HYBRID



NISSAN- Imported Models



GT-R



370Z ROADSTER



370Z COUPE



MURANO



ROGUE



JUKE

NISSAN- Domestic Models



BIG TIIDA



SUPER SENTRA



ALL NEW LIVINA



NEW MARCH



ALL NEW TEANA



TIIDA

NISSAN -New Model Campaigns



ALL NEW LIVINA

Small RV with outstanding fuel efficiency and huge space

JUKE_2015 Version



Super Sentra Aero



2

Operation Briefing



Consolidated Income Statements

Currency:K\$NTD

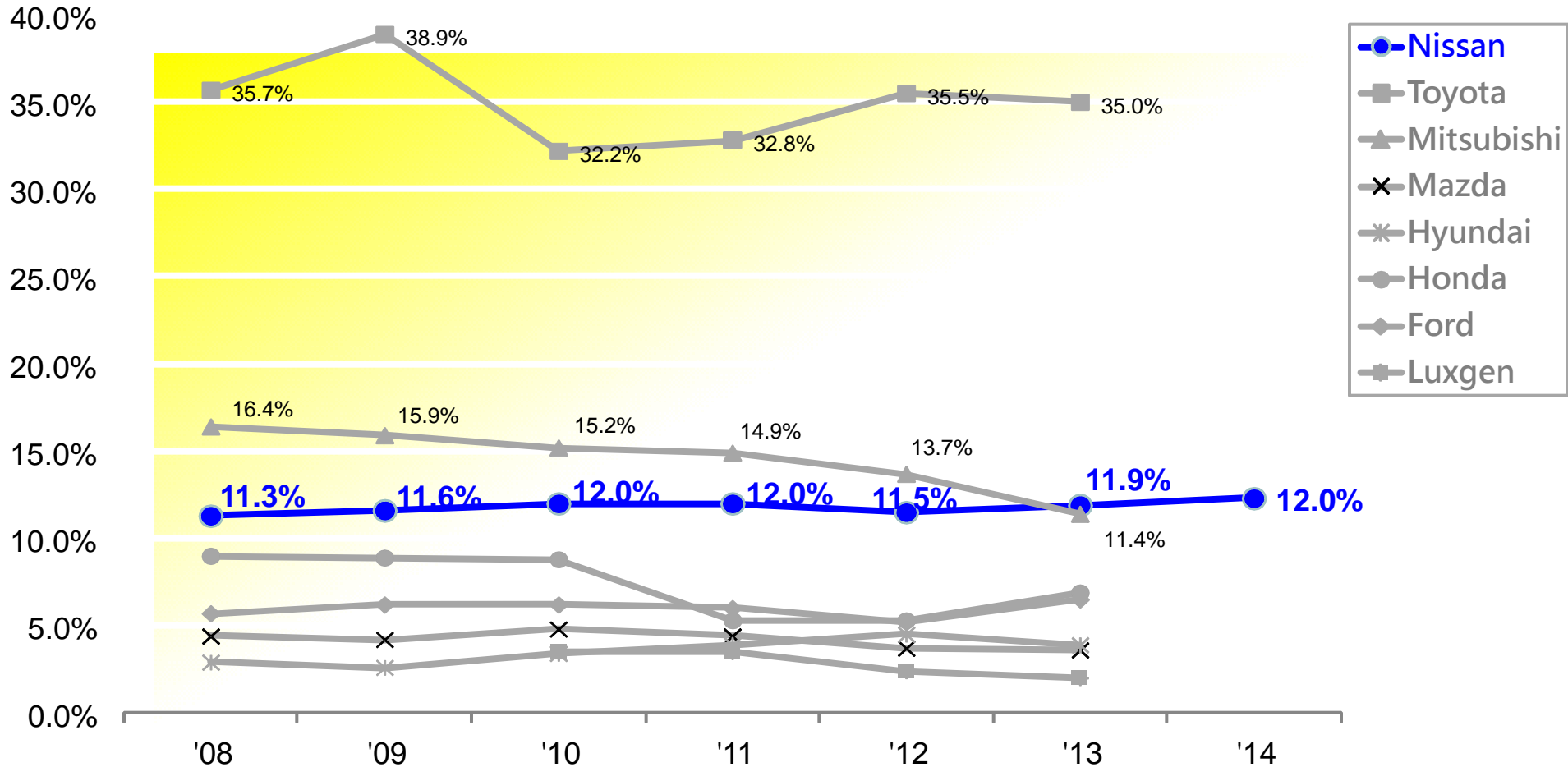
	2010		2011		2012		2013		2014 Q3 YTD	
Net Sales	27,455,696	100.0%	32,115,351	100.0%	29,134,530	100.0%	31,486,050	100.0%	26,387,324	100.0%
Gross Profit	3,784,639	13.8%	4,735,148	14.7%	3,670,937	12.6%	5,448,850	17.3%	3,307,277	12.5%
Operating Expenses	3,280,085	11.9%	3,686,435	11.5%	3,158,729	10.8%	3,616,656	11.5%	2,709,765	10.3%
Operating Income	504,554	1.8%	1,048,713	3.3%	512,388	1.8%	1,832,179	5.8%	597,512	2.3%
Income before Taxes	3,344,247	12.2%	4,597,907	14.3%	6,101,134	20.9%	8,806,890	28.0%	4,861,083	18.4%
Tax Expenses	460,349	1.7%	766,342	2.4%	1,162,064	4.0%	1,506,893	4.8%	941,929	3.6%
Income after Taxes	2,883,898	10.5%	3,831,565	11.9%	4,939,070	17.0%	7,299,997	23.2%	3,919,154	14.9%
Earnings Per Share	9.61	—	12.77	—	16.46	—	24.33	—	13.06	—
Cash Dividend (NTD)	5.6	—	10.2	—	13.3	—	19.47	—	—	—
Dividend Paid Out Ratio	58.3%	—	79.9%	—	80.8%	—	80.0%	—	—	—

Consolidated Balance Sheets

Currency:K\$NTD

	2010	2011	2012	2013	2014 Q3 YTD
Current Assets	4,391,683	13,848,011	14,954,714	18,135,802	15,676,279
Fund and Investment (Long-term Equity)	14,876,477	9,310,797	10,379,966	14,989,267	14,462,901
Property, Plant and Equipment	40,840	37,166	37,182	39,962	51,428
Other Assets	1,443,401	1,459,680	1,958,517	2,153,934	2,521,818
Total Assets	20,752,401	24,655,654	27,330,379	35,318,965	32,712,426
Current Liabilities	1,843,485	2,698,570	3,150,089	5,172,523	6,628,355
Other Liabilities	1,743,572	2,393,600	3,564,997	5,105,965	2,710,715
Total Liabilities	3,587,057	5,092,170	6,715,086	10,278,488	9,339,070
Capital Stock	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Capital Surplus	5,988,968	5,988,968	6,129,405	6,129,405	6,129,405
Retained Earnings	7,958,797	10,110,362	12,389,954	15,700,634	13,778,769
Other Adjustments	217,579	464,154	-904,066	210,438	465,182
Total Shareholders' Equity	17,165,344	19,563,484	20,615,293	25,040,477	23,373,356
Book Value / Share	57.22	65.21	68.72	83.47	77.91

Market Share Status



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Core Strategy





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

Operation Strategy

2016 objective

Market Share 15%

Product
Strategy

Marketing
Strategy

Customer
Satisfaction
Strategy

Profit
Enhancement
Strategy

HR strategy

Smart-Decision Support System(S-DSS)

Strengthening Service Competitiveness



Corporate Social Responsibility



Environmental education from childhood



Automobile design contest for college students



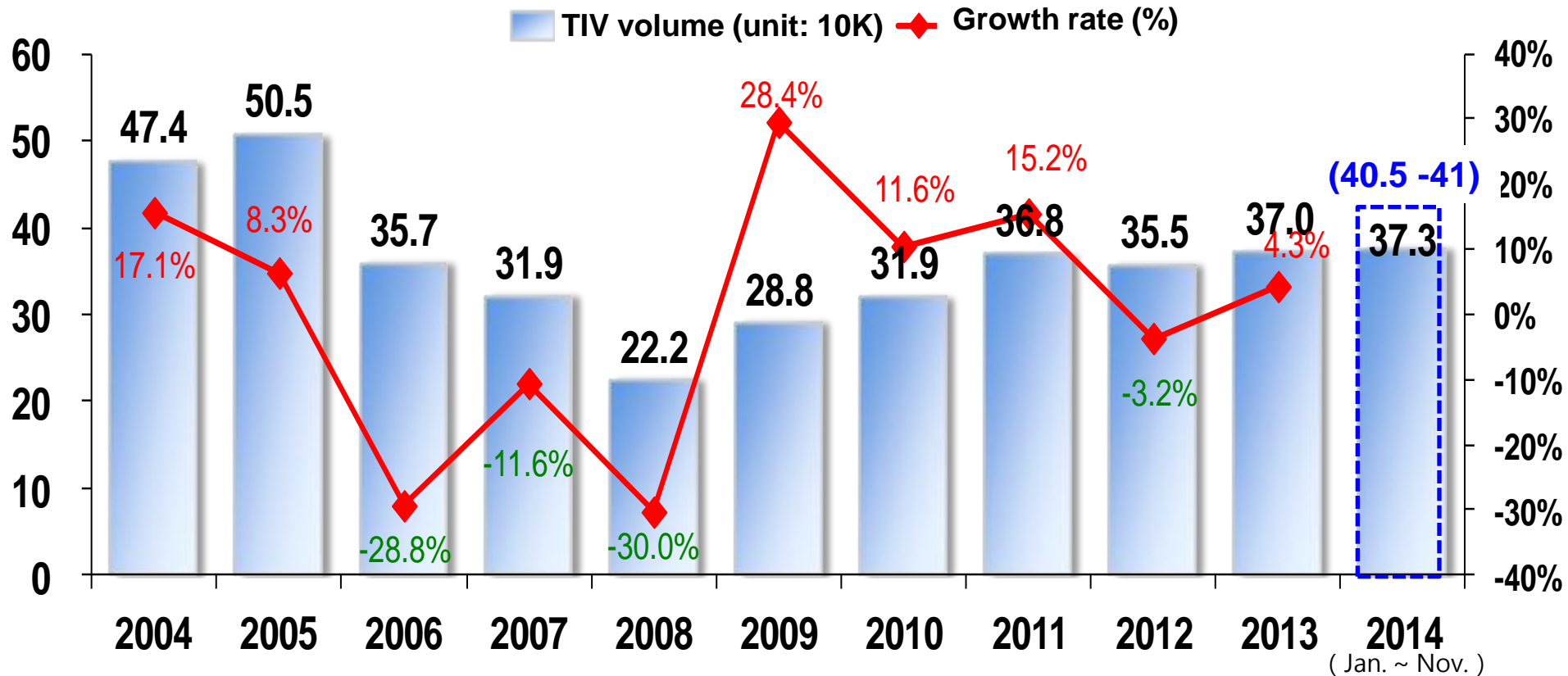
Donation of accident insurances for Taipei City EPA contract workers

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Cross-strait Market Forecast

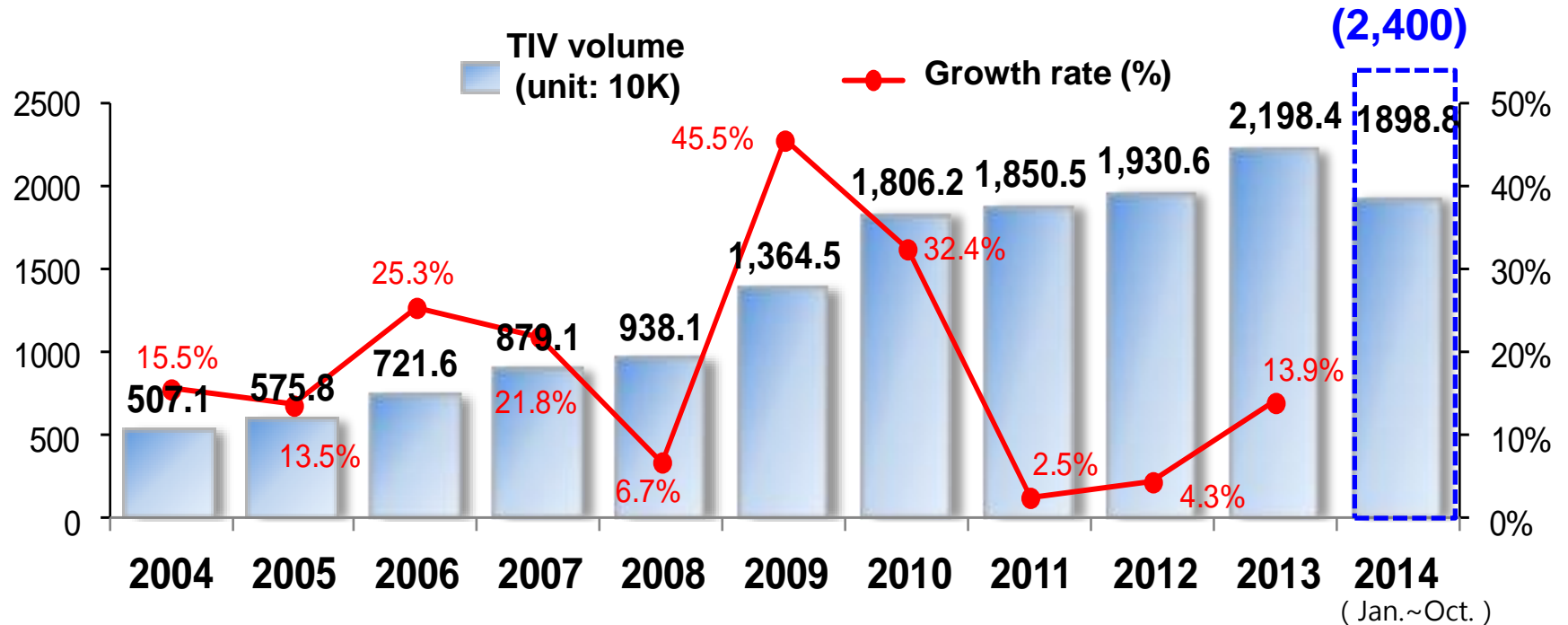


Taiwan automobile market status



1. Private consumption growth rate and consumer confidence index are rising.
2. Major brands introduced powerful new models to stimulate purchase intentions. In addition, CBU brands launched attractive entry models. As of November in 2014, CBU sales volume increased by 23.7% over the same period in the prior year.
3. Estimated Taiwan total industry sales volume will be 405K~410K units in 2014.

PRC automobile market status

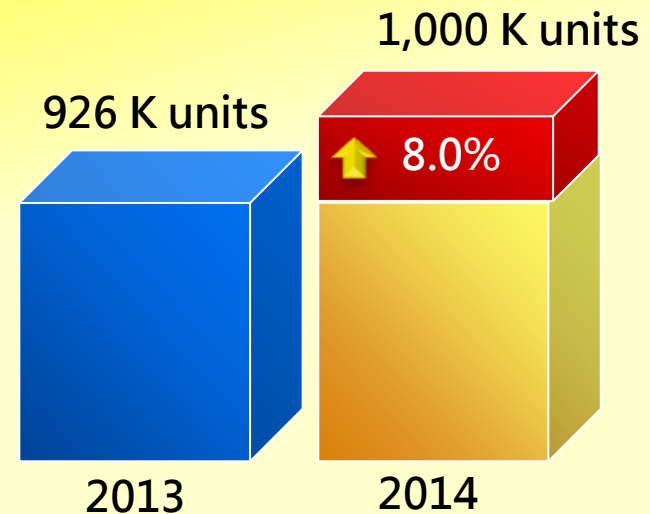


※sales volume including passenger and commercial vehicles

Dongfeng Nissan Passenger Vehicle Company - Sales performance

Jan.~Oct. : 759,444 units

(changes vs. FY13 : +6.2%)



1. YNM investment income recognition is mainly accountable from shareholdings of the investee companies. Therefore, income recognition is in positive correlation with the sales volume. Starting from this year, Zhenzhou plant is combined with GuangZhou FengShen Motor. Therefore income recognition increased from Q1 onwards.
2. Dalian plant started producing New X-Trail and Qashqai on October18.
3. China' s economic growth slowed since the third quarter. Therefore, it will be cautiously optimistic for Dongfeng Nissan Passenger Vehicle Company to reach 1 million sales volume in 2014.

THANK YOU FOR YOUR ATTENTION

