



Innovation
that excites

(2227:TT)

Yulon Nissan Motor Co., Ltd.

May 21th, 2019

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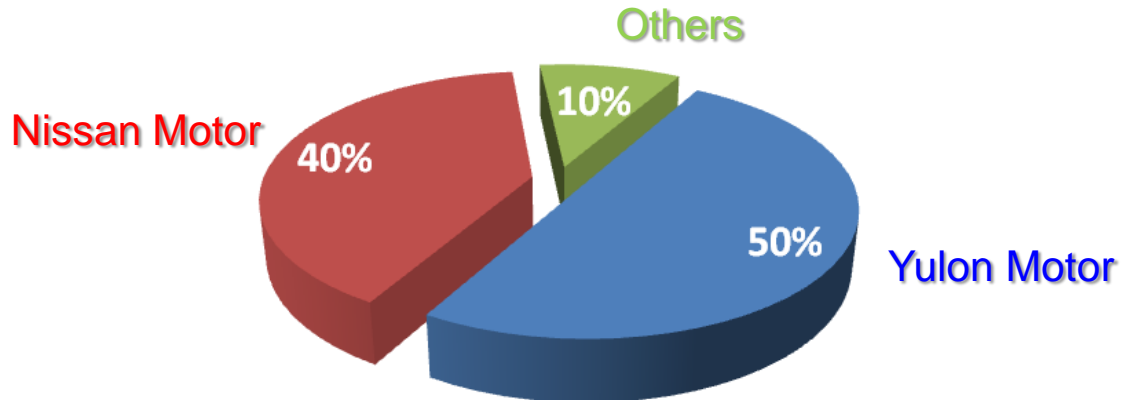
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Company Profile



Yulon-Nissan Motor profile

- Company name : Yulon-Nissan Motor Co., Ltd.
- Establishment date : Oct. 22nd , 2003
- Chairman : Yen Chen, Li Lien
- President : Leman, C.C. Lee
- Capital : 3 billion NTD
- Employee Number : 422 (2019/04/30)
- 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 1250K units)

16.55%

風神襄陽汽車有限公司 (Plant)
(annual capacity 250K 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



Q30



QX30



Q50



QX50



Q60



QX60



Q70



QX70

NISSAN- Imported Models



JUKE



370 Z



GT-R

NISSAN- Domestic Models



SENTRA



KICKS



TIIDA



LIVINA



X-TRAIL



MARCH

2

New Model Launch



INFINITI – Q50S



Q50S

超之在我

Q50 SILVER SPORT 超越上市



INFINITI

EMPOWER THE DRIVE

INFINITI – QX60 2019 Model Year

全能王者

19年式 全新升級



INFINITI
EMPOWER THE DRIVE

NISSAN – KICKS Special Edition



KICKS #給不可能一腳

NISSAN – JUKE 2019 Model Year



JUKE
2019年式 特色登場

政府舊換新78.9萬元起 60萬60期低月付方案

NISSAN – X-TRAIL NIM Special Edition

P-IEB 行人防追撞
緊急煞車

ZONE BODY

LDW

ICC 智慧型定速控制

AVM

HSA **ARC** **HDC**

BSW **AEB**

EAPM **MOD**
油門誤踩
緊急輔助

ATC **TCS**

6SRS **VDC** **RCTA**

LDP 車道偏離預防

X-TRAIL
智行科技特仕車
頂級旗艦104.9萬元

政府補助舊換新

Coming soon : NISSAN – LEAF



Coming soon : NISSAN – ALTIMA



INFINITI – The Newest Marketing Program

Q50S



Q50S媒體試駕



Q50S上市新聞稿



Q50S網路活動



Q50S店頭上市



World Gym異業合作



Q50S電視廣告

INFINITI – The Newest Marketing Program

QX60 2019 Model Year

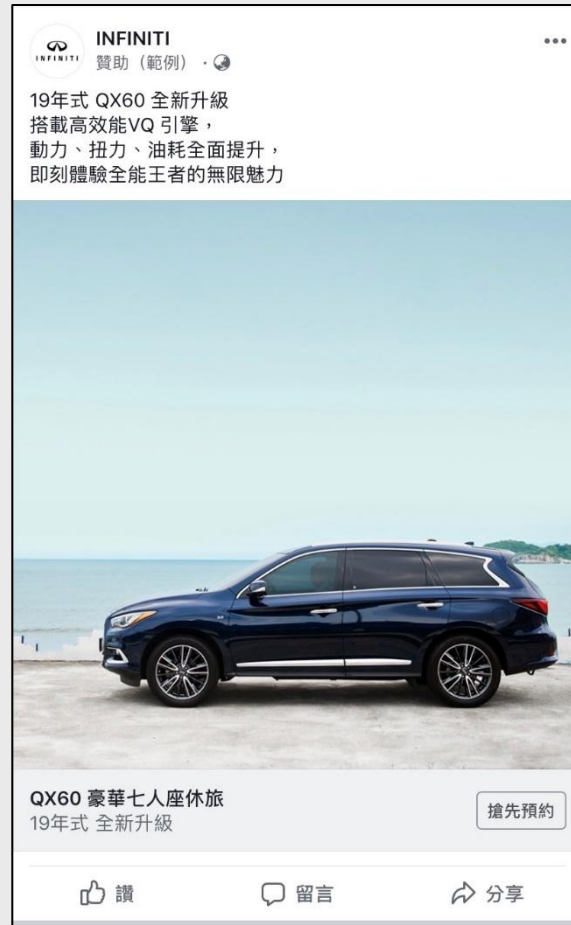


MEDIA INFORMATION

14TH MAY, 2019

INFINITI QX60 豪華七人座休旅 2019 年式全新升級上市 性能效能全面晉升

INFINITI 旗下豪華七人座休旅 QX60，自導入國內市場以來，便以舒適寬敞的乘坐空間、最高標準的智慧駕駛科技，為豪華休旅車主所稱道。INFINITI TAIWAN 為更進一步滿足豪華休旅車主的需求，於今(14)日正式發表，全新 2019 年式 INFINITI QX60，升級搭載全新 VQ35DD 缸內直噴 V6 引擎後，動力性能、油耗效能表現皆全面提升，並以建議售價 251 萬元起，正式上市(註1)。全新 2019 年式 INFINITI QX60 豪華七人座休旅，擁有更豐沛動力、更節能油耗表現、寬敞大七人座車室空間與完

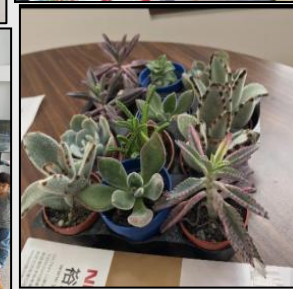


QX60 媒體試駕

QX60 上市新聞稿

QX60 網路行銷

NISSAN – The Newest Marketing Program

NISSAN – The Newest Service Program



雨季健康 行車好心情

雨你相遇 安心行



2019/05/01 ▶ 2019/05/31

回廠消費 抽

- 免費行車健檢
油機/機油/機油安全/避震器/冷卻液/煞車系統/車安全檢查
- 送修送貨實惠車
車齡滿5年以上專車業主 享92折-7折 車款零件優惠
- 贈送零件保養
輪胎/機油保養, 車用衛星定位裝置
- 紅利點數加贈
嚴選精品保養及維修

NISSAN CARE APP 感謝祭

活動期間 2019 4/10 - 6/30

APP預約 當月進廠且準時履約 或 線上填寫 APP問卷

※限APP已更新至2.0以上版本者

即可參加抽獎!

特獎 紅利點數 10,000點 (每月共100份)

壹獎 兒童插畫帆布袋 (每月共10份)

貳獎 獨角仙大環保袋 (每月共50份)

參獎 愛地熊小環保袋 (每月共100份)



NISSAN CARE APP 感謝祭

APP 2.0版本

月月抽

活動期間 2019 4/10 - 6/30

APP預約 當月進廠且準時履約 或 線上填寫 APP問卷

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3

Operation Briefing



Consolidated Statements of Comprehensive Income

Currency:K\$NTD

	2015		2016		2017		2018		2019Q1	
Net Sales	33,218,394	100%	34,860,446	100.0%	33,221,774	100.0%	31,257,730	100.0%	8,836,231	100.0%
Gross Profit	5,303,727	16.0%	5,061,230	14.5%	6,183,770	18.6%	5,326,727	17.0%	1,503,189	17.0%
Operating Expenses	4,068,911	12.2%	3,859,193	11.1%	4,108,082	12.4%	3,989,973	12.8%	1,135,058	12.8%
Operating Income	1,234,816	3.7%	1,202,037	3.4%	2,075,688	6.2%	1,336,754	4.3%	368,131	4.2%
Income before Taxes	4,999,687	15.1%	5,586,104	16.0%	8,003,421	24.1%	7,676,560	24.6%	1,892,423	21.4%
Tax Expenses	833,786	2.5%	955,489	2.7%	1,360,921	4.1%	1,786,514	5.7%	378,295	4.3%
Income after Taxes	4,165,901	12.5%	4,630,615	13.3%	6,642,500	20.0%	5,890,046	18.8%	1,514,128	17.1%
Earnings Per Share	13.89	–	15.44	–	22.14	–	19.63	–	5.05	–
Cash Dividend (NTD)	12.5	–	22.00	–	21	–	17.7	–	–	–
Dividend Paid Out Ratio	90.0%	–	142.5%	–	94.8%	–	90.0%	–	–	–

Consolidated Balance Sheets

Currency:K\$NTD

	2015	2016	2017	2018	2019Q1
Current Assets	12,313,731	12,843,955	8,783,713	8,346,080	8,306,441
Fund and Investment (Long-term Equity)	16,353,618	14,659,211	15,251,359	15,629,726	17,367,666
Property, Plant and Equipment	95,288	94,878	92,768	85,284	86,932
Other Assets	2,416,398	2,141,704	1,648,947	2,038,657	2,657,707
Total Assets	31,179,035	29,739,748	25,776,787	26,099,747	28,418,746
Current Liabilities	6,989,699	6,310,765	2,545,626	3,323,171	2,838,462
Other Liabilities	2,234,158	1,874,640	2,036,537	2,319,542	3,244,335
Total Liabilities	9,223,857	8,185,405	4,582,163	5,642,713	6,082,797
Capital Stock	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Capital Surplus	6,129,405	6,129,405	6,129,405	6,129,405	6,129,405
Retained Earnings	11,523,312	12,387,086	12,440,237	12,059,784	13,580,319
Other Adjustments	1,302,461	37,852	-375,018	-732,155	-373,775
Total Shareholders' Equity	21,955,178	21,554,343	21,194,624	20,457,034	22,335,949
Book Value / Share	73.2	71.8	70.6	68.2	74.5

4

Core Strategy



MTP Strategic Framework

Sell More

Innovation-oriented sales growth strategy

Spend Wise

Win-Win-oriented lean cost strategy

Share with Hearts

Gung Ho-oriented corporate groundwork strategy

MTP

3S strategic framework

NISSAN INTELLIGENT MOBILITY

智 行 科 技



Intelligent Driving

Zero Collision

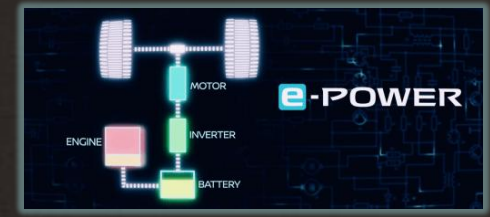


NISSAN INTELLIGENT MOBILITY

智 行 科 技

Intelligent Power

Zero Emission



NISSAN INTELLIGENT MOBILITY

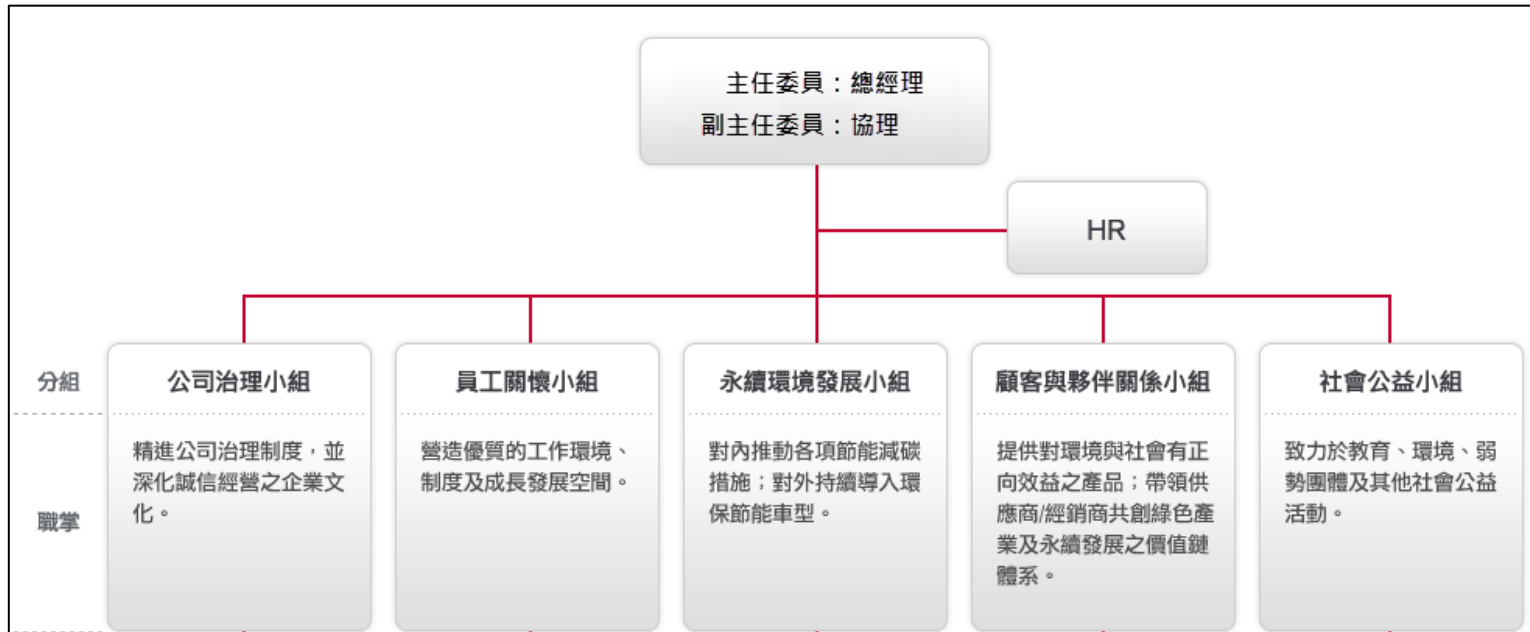
智 行 科 技

Intelligent Integration

Integration



Corporate Social Responsibility



Schoolchildren education



Charity Golf Tournament



Emergency Allowances for Temporary workers

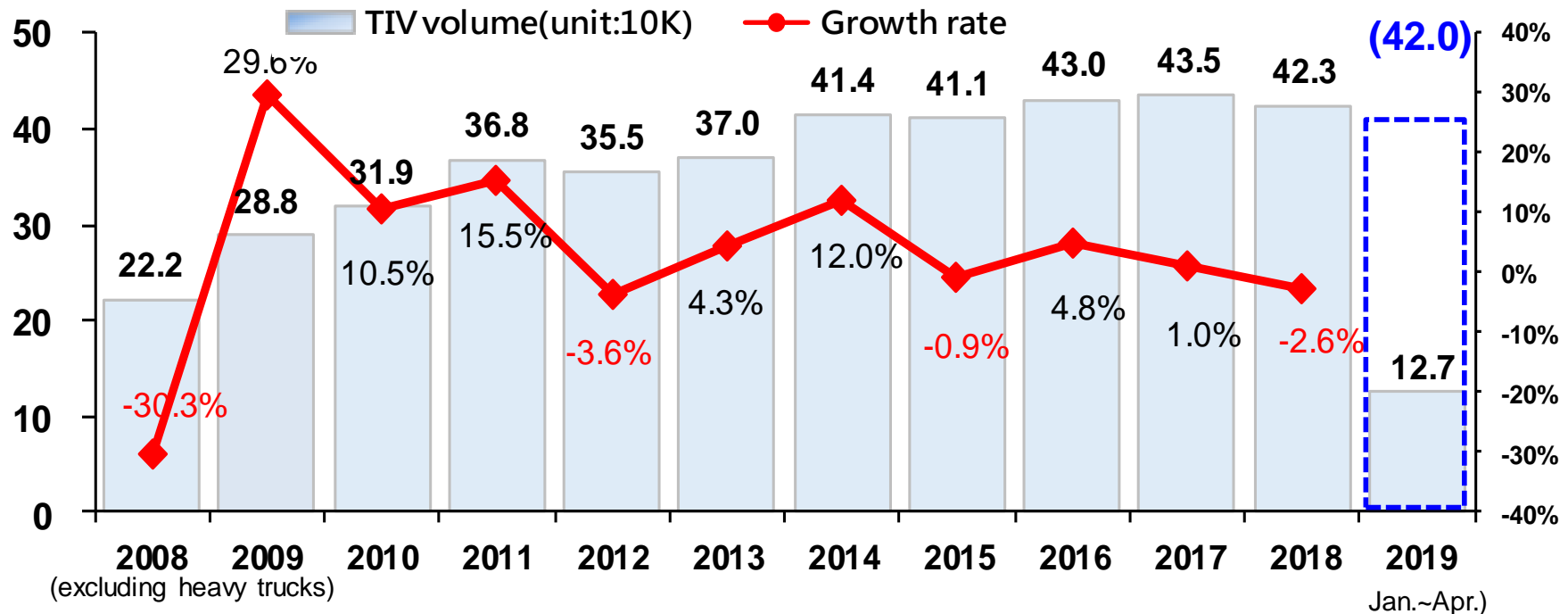


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Cross-strait Market Forecast



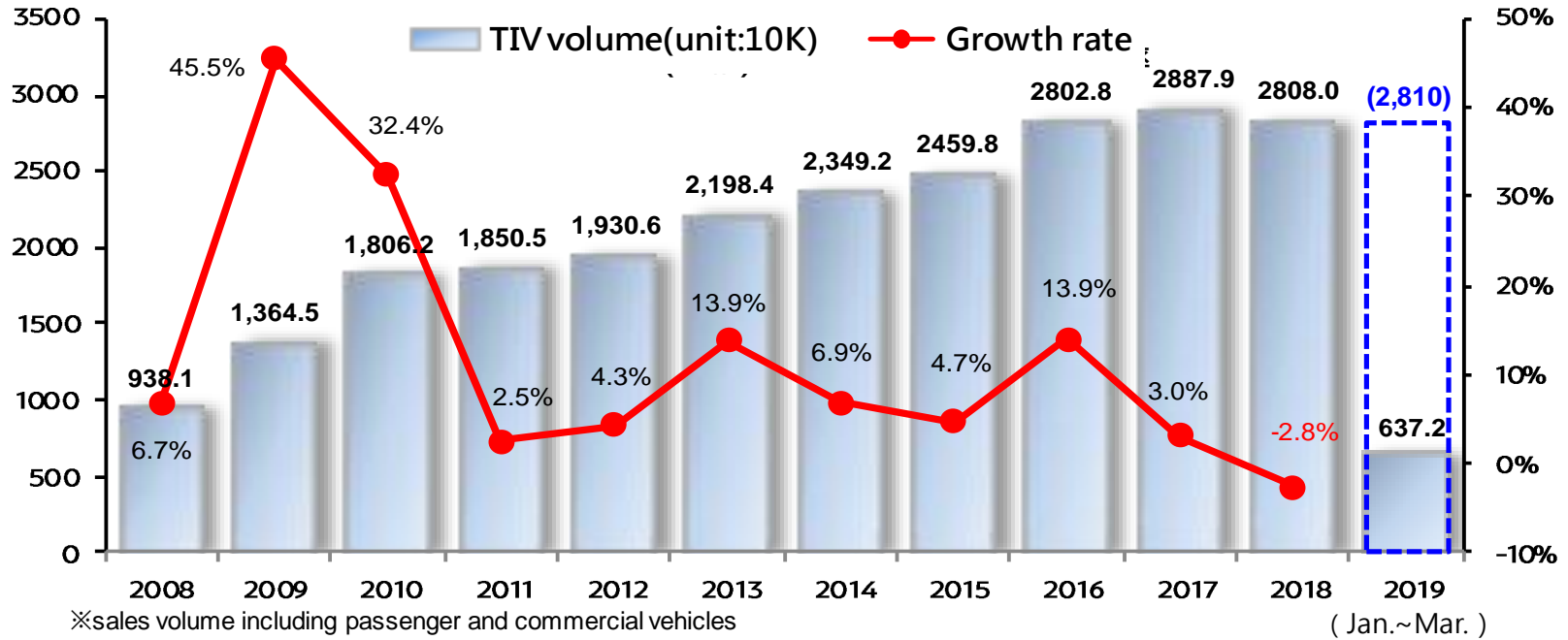
Taiwan automobile market status



Due to the continuous US-China trade war, the uncertain cross-strait relations, and the weak private consumption, the annual economic growth of Taiwan is estimated to be 2.27% in 2019 by the Directorate-General of Budget, Accounting and Statistics, Executive Yuan.

In the first four months of 2019, Taiwan auto market experienced a decline of 12.9% compared with the same period of last year. It is estimated that the annual TIV will be 420,000 units. (excluding heavy vehicles)

P.R.C. automobile market status



Dongfeng Nissan Passenger Vehicle Company – Sales performance

Mar. Year-to-date

290K units



2018

290K units



2019

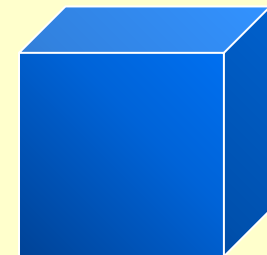
Annual Forecast

1,290K units



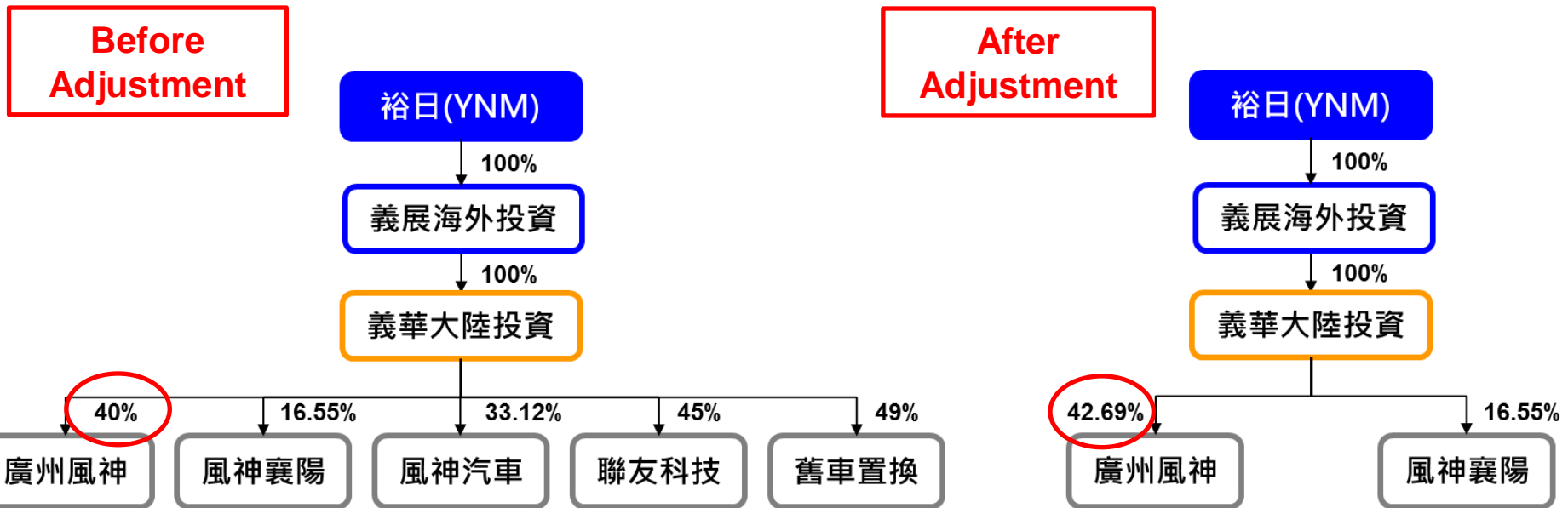
2018

1,290K units



2019 FCST (Without INFINITI)

Shareholders Adjustment of Investees in P.R.C.



1. YNM has invested indirectly five investees in Mainland China through JETFORD Inc. After considering each investee's reduction of business affairs, similarity of operating items and future development, YNM decides to dispose its own all shareholders of 風神汽車、聯友科技 and 舊車置換。Also, YNM uses capital of shareholders sold to invest rights offerings to 廣州風神。
2. After shareholders adjustment, YNM will not only keep 風神襄陽's original equity but also increase 廣州風神's equity from 40% to 42.69%. YNM's indirect investees will change from five companies to two. YNM's investment income mainly comes from 廣州風神' profits, so YNM's income is expected to have positive impact by the equity adjustment.

THANK YOU FOR YOUR ATTENTION

