



# Yulon Nissan Motor Co., Ltd.

May. 26th, 2021

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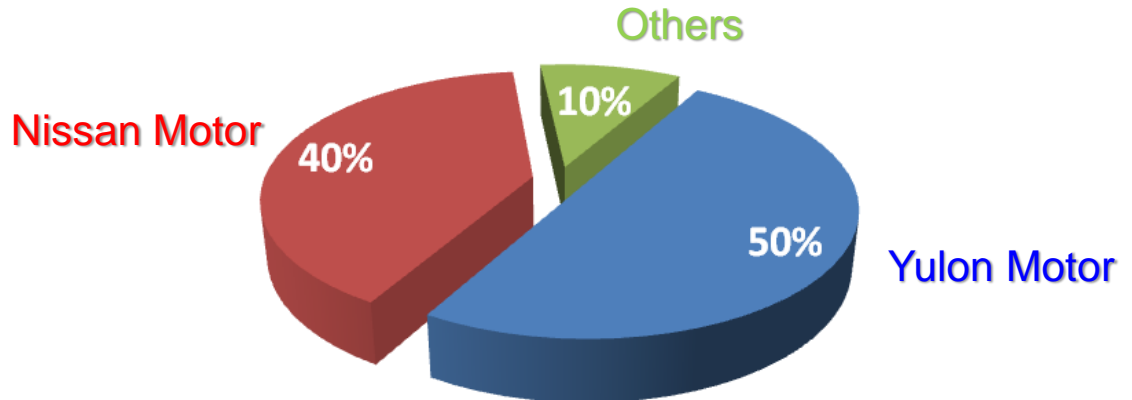
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# Company Profile



# Yulon-Nissan Motor profile

- **Company name** : Yulon-Nissan Motor Co., Ltd.
- **Establishment date** : Oct. 22<sup>nd</sup> , 2003
- **Chairman** : Yen Chen, Li Lien
- **President** : Steve, W.R. Tsay
- **Capital** : 3 billion NTD
- **Employee Number** : 400 (2021/04/30)
- **Shareholder structure** :



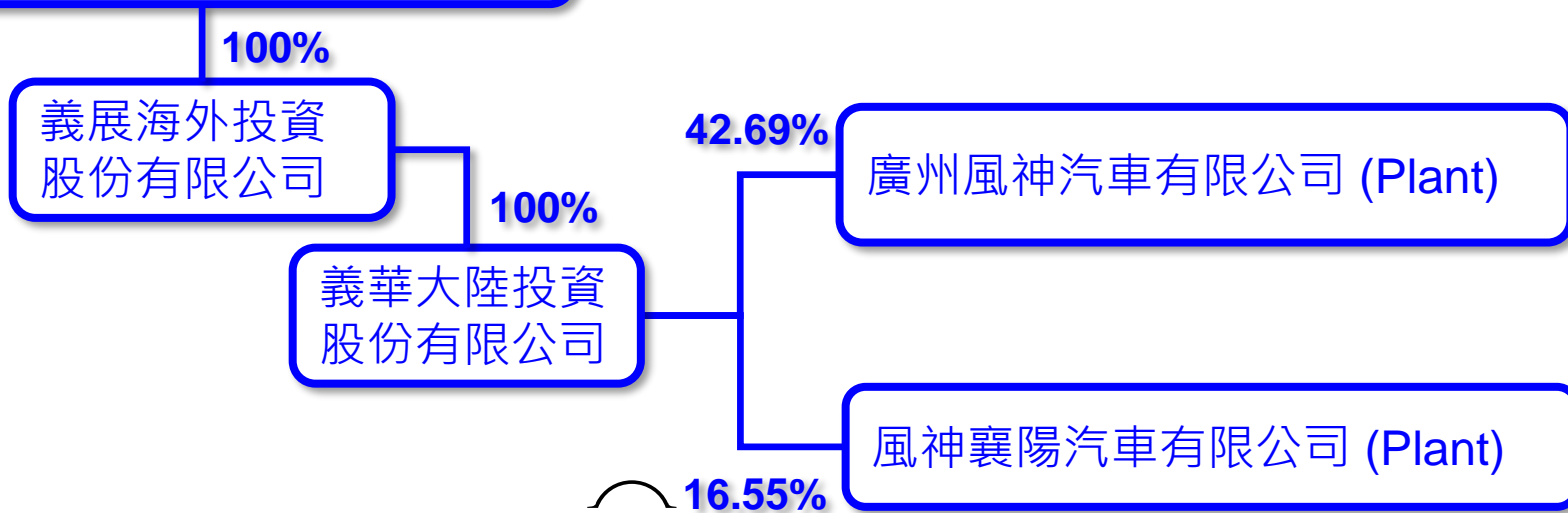
# Operation Scope

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



# Corporate Vision

**Become the benchmark company of “Product Innovation” & “Service Innovation” in the Cross-strait Auto Industry**



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# Operation Briefing





# Consolidated Statements of Comprehensive Income of 2021Q1

Currency:K\$NTD

	2021Q1		2020Q1		Variance	
Net Sales	7,900,885	100.0%	7,360,633	100.0%	540,252	7%
Gross Profit	892,348	11.3%	1,058,628	14.4%	(166,280)	-16%
Operating Expenses	816,081	10.3%	1,056,230	14.3%	(240,149)	-23%
<b>Operating Income</b>	<b>76,267</b>	<b>1.0%</b>	<b>2,398</b>	<b>0.0%</b>	<b>73,869</b>	<b>3080%</b>
Income before Taxes	1,011,864	12.8%	228,280	3.1%	783,584	343%
Tax Expenses	202,689	2.6%	49,694	0.7%	152,995	308%
<b>Income after Taxes</b>	<b>809,175</b>	<b>10.2%</b>	<b>178,586</b>	<b>2.4%</b>	<b>630,589</b>	<b>353%</b>
Earnings Per Share	2.70	—	0.60	—	2.10	353%

- 、 Compared with last year, both Net Sales and Operating Income increase in 2021Q1 due to sales volumes increase. (Because there was COVID-19 impact in 2020Q1, compared base was lower.)
- 、 Compared with last year, Income before Taxes increase in 2021Q1 from NT\$0.2 billion to NT\$1 billion, due to recognition of China investment income increase.



# Consolidated Balance Sheets

Currency:K\$NTD

	2016	2017	2018	2019	2020	2021Q1
Current Assets	12,843,955	8,783,713	8,346,080	14,997,108	8,299,093	7,034,143
Fund and Investment (Long-term Equity)	14,659,211	15,251,359	15,629,726	10,708,207	16,103,655	18,753,282
Property, Plant and Equipment	94,878	92,768	85,284	139,203	130,934	165,425
Other Assets	2,141,704	1,648,947	2,038,657	2,726,888	3,230,948	3,145,019
<b>Total Assets</b>	<b>29,739,748</b>	<b>25,776,787</b>	<b>26,099,747</b>	<b>28,571,406</b>	<b>27,764,630</b>	<b>29,097,869</b>
Current Liabilities	6,310,765	2,545,626	3,323,171	3,705,175	2,483,233	3,003,248
Other Liabilities	1,874,640	2,036,537	2,319,542	3,292,907	3,606,846	3,697,707
<b>Total Liabilities</b>	<b>8,185,405</b>	<b>4,582,163</b>	<b>5,642,713</b>	<b>6,998,082</b>	<b>6,090,079</b>	<b>6,700,955</b>
Capital Stock	3,000,000	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	5,988,698	5,988,968	5,988,968
Retained Earnings	12,387,086	12,440,237	12,059,784	13,855,188	14,014,019	14,825,696
Other Adjustments	37,852	-375,018	-732,155	-1,270,832	-1,328,436	-1,417,750
<b>Total Shareholders' Equity</b>	<b>21,554,343</b>	<b>21,194,624</b>	<b>20,457,034</b>	<b>21,573,054</b>	<b>21,674,551</b>	<b>22,396,914</b>
Book Value / Share	71.8	70.6	68.2	71.9	72.2	74.7



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# Marketing Summary



# INFINITI- Imported Luxury Models



Q50



Q60



QX50



QX60



# NISSAN- Imported Models



GTR



370Z



ALTIMA



JUKE



LEAF



# NISSAN- Domestic Models



X-TRAIL



KICKS



TIIDA



SENTRA



# INFINITI – Q50 300GT

## Q50 300GT 心大無懼

夢想，有多遠？

在旅程中沉浸快意，在突破裡收穫自信，  
V6 雙渦輪高效引擎，300 hp 剽悍馬力，  
讓心，決定世界的大小。

建議售價 **159** 萬元起  
無懼登場



# NISSAN SUV

智能休旅 好險有你



即刻入主 享首年丙式車體險



捐款分享愛

再享 20,000 元購車抵用金



# NISSAN – KICKS

## KICKS

NISSAN  好險有你

本月入主贈丙式車體險  
捐款分享愛 再享2萬公益購車金



 NISSAN  
INTELLIGENT  
MOBILITY



# NISSAN – TIIDA

TIIDA  
3好3省 大有看法  
60萬級距唯一標配Xmiro電子後視鏡




(附前+後行車紀錄器功能)



NISSAN  
Can Love

NISSAN  
INTELLIGENT  
MOBILITY

 新安東京海上產險  
TOKIO MARINE NEWA INSURANCE



# NISSAN – The Newest Marketing Program



[ 炫黑空力套件 ]



[ 聲動JBL揚聲器 ]



[ 炫彩氣氛燈 ]



# NISSAN – The Newest Service Program

**23 NISSAN DAY**  
一起找優惠

小提示 每月 23 記得查看收件匣、問卷

**23 NISSAN DAY**

限量 1,230 名

8,800 點線上兌換

**300元點金券**

2月返廠 定保專用

霧燈 日行燈

**KICKS LED日行燈霧燈組**

(本圖片為示意圖，以服務廠現場換購實品為準)

原價 9,800 元

**搶購價 4,988 元**

限量 300 組

**輪胎紅利價**

**1,000元抵用券**

(限一次更換2條以上兌換)

搭配紅利點數 8,800 點 **最高折抵 2,200 元/4條**

享折價 300 元/條

**23 NISSAN DAY**  
一起找優惠

5月返廠 定保專用

12,800 點線上兌換

**500元機油抵用券**

限量 1,000 名

愛車行駛達 **半年**

或 每 10,000 公里

NISSAN 關心您



# Preventive Action For COVID-19



## NISSAN 與您齊心抗疫

### NISSAN GO 安心 5大防疫重點，賞車最安心

- 1** 展間所有人員皆全日佩戴口罩，每日上下午測量體溫及使用酒精消毒。
- 2** 展間桌椅環境定時進行消毒。
- 3** 展示車定時進行消毒，試乘車及回廠保養車輛皆進行臭氧殺菌。
- 4** 賞車來賓皆實名制登記，並須配合體溫量測與酒精消毒雙手。
- 5** 全場域使用免洗杯，暫時停止供應點心，降低重複接觸及感染風險。



防疫措施要落實，全民防疫一起來 #NISSAN #天佑台灣 #全民防疫

## INFINITI 落實防疫重點 全面實施實聯制

1. 來賓量測額溫，並配合實施實聯制
2. 展示中心全面配戴口罩，保持 1.5 公尺社交距離
3. 展示車、試乘車定時消毒，每日全面清潔
4. 全場域使用瓶水，暫時停止供應餐飲



INFINITI TAIWAN 與您共同防疫。# 全民防疫 # INFINITI



# Preventive Action For COVID-19



APP全眾推播  
32萬筆

NISSAN 服務廠 提供您在心保養環境  
**安心保修**  
邀請您安心返廠

**1 車主返廠請配合：**

- 體溫量測
- 消毒雙手
- 配戴口罩
- 實聯制

**2**  
客休息室座位落實間隔**1.5公尺**  
座位設桌隔板，客休服務僅提供水  
**不提供其他餐飲**

客休息室車主一離廠即進行消毒擦拭

環境消毒

**3**  
車輛入廠先進行車內外酒精擦拭消毒，完工後再次車內外消毒

方向盤  
車內門把手 車外門把手

**4**  
若您所在區域為政府發佈防疫**第三級區域(如雙北)**  
該區域服務廠僅接受預約與急修 & 指吊車主  
**且暫不提供牽送車服務**

衛福部強制要求  
進入**8大類場所** 須配戴**口罩**  
服務廠屬生活消費場所，為高感染傳播風險場域

勸導不聽者依法開罰  
**3,000至15,000元**  
NISSAN服務廠已完備客休室實聯制  
進廠後請與鄰座保持**1.5公尺**



# 4

# Corporate Social Responsibility



# Corporate Social Responsibility



連續四年天下企業公民獎前50大殊榮

## 2020年企業社會責任重點績效

### 公司治理與經濟面

董事會運作  
召開董事會6次

董事會績效評估  
董事成員自評4.87分  
董事會績效自評4.94分

財務績效表現  
成車銷售36,200台  
營業收入296.61億元  
稅前盈餘81.61億元  
稅後每股盈餘21.80元

### 環境面

整車回收與再利用  
• 回收率達92.1%以上  
• 回收再利用率達95%以上

服務廠環境永續行動  
• 減少180萬個機油瓶使用

節能減碳  
• 2020年為1158.9公噸CO2e/年，  
與2019年相較下降幅度為1.5%

綠色供應商  
• 完成54家重點廠商碳量盤點  
• 台廠重點供應商全取得ISO 14001認證  
• 2020年減碳實績為2.17%(政府規範1%)

### 社會面

供應商的管理與評估  
• 已有52家供應商鑑別為A級(共54家重點廠商)  
• 零工安事件發生  
• 勞檢違規事件數降低至4件(2020年)  
• 未使用衝突礦石

雇用狀況  
• 女性員工比例達26.18%  
• 雇用在地居民達80.95%

員工關懷  
• 育嬰留停期滿後實際復職的員工比例達100%  
• 舉辦6場生活講座  
• 每名員工接受訓練的平均時數達30.66小時

在地採購  
• 國內零件採購占總零件採購金額44.4%

社會關懷  
• 舉辦「2019-2020 裕隆日產汽車創新風雲賞」競賽活動，累計高達24,000人次參與活動  
• 參與學界培養人才  
• 支援「2020年勞動部全國技能競賽」裁判與技術顧問  
• 舉辦「NISSAN小戰神任務」參訪活動  
• 長期關懷環保局市民臨時工  
• 舉辦「用閱讀 幫助這個世界」CSR募書活動



# 2020 National Talent Development Awards



# INFINITI Charitable Event

An illustration for an Infiniti charitable event. A large smartphone frame is the central focus, containing the text: "您的滿意度 問卷回饋 我們為您 捐款做公益". To the left, a man in a light blue shirt and red tie stands with arms raised. To the right, a woman in a green top and red pants is watering a small plant. In the background, several children are playing in a park-like setting. The overall theme is community and social responsibility.

您的滿意度  
問卷回饋  
我們為您  
捐款做公益

## 五分心意 無限溫暖

車主填寫滿意度調查，  
INFINITI將捐出10元公益善款，  
敬邀車主一同關懷弱勢兒童

INFINITI

兒福聯盟  
Child Welfare League Foundation

# NISSAN – Charitable Event



愛心大使 吳怡霏

購車送愛  
快樂陪伴

捐款分享愛 再享2萬購車抵用金

陪伴弱勢孩童 支持免費課輔

NISSAN Can Love & 中華民國快樂學習協會  
After School Association of Taiwan

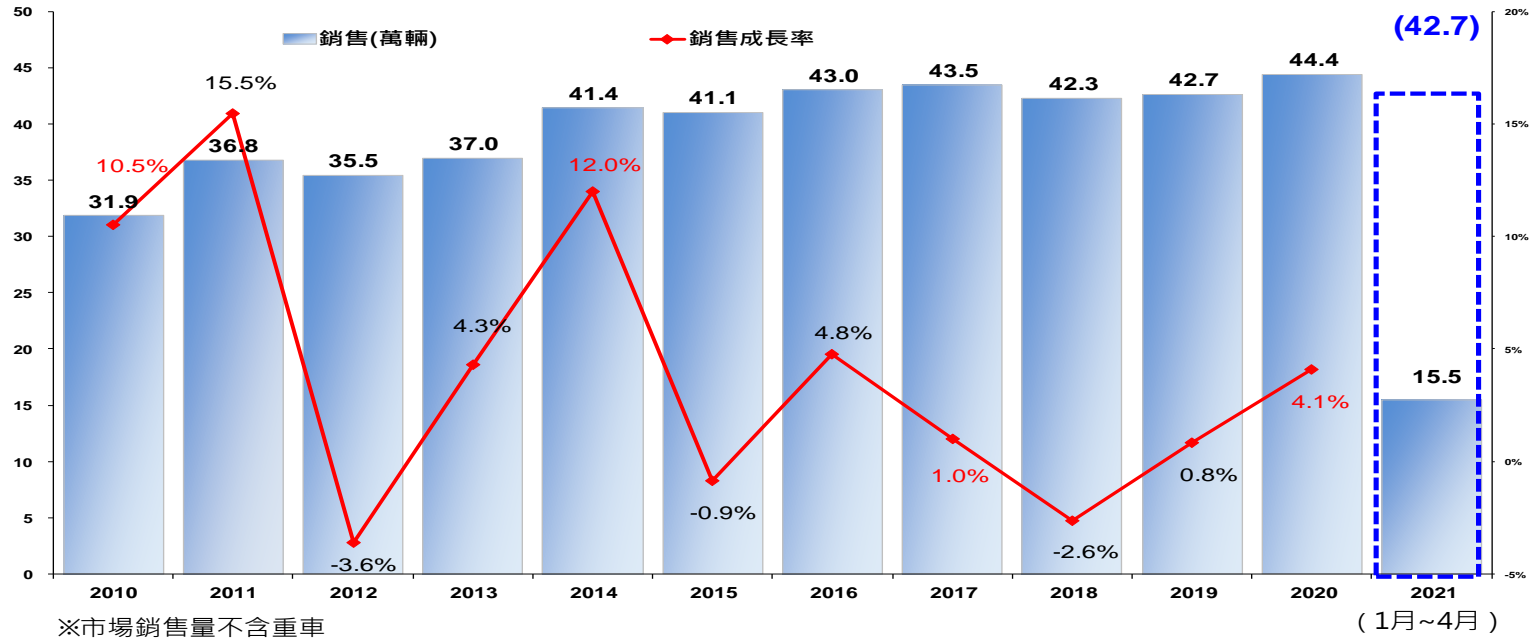


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# Cross-strait Market Forecast



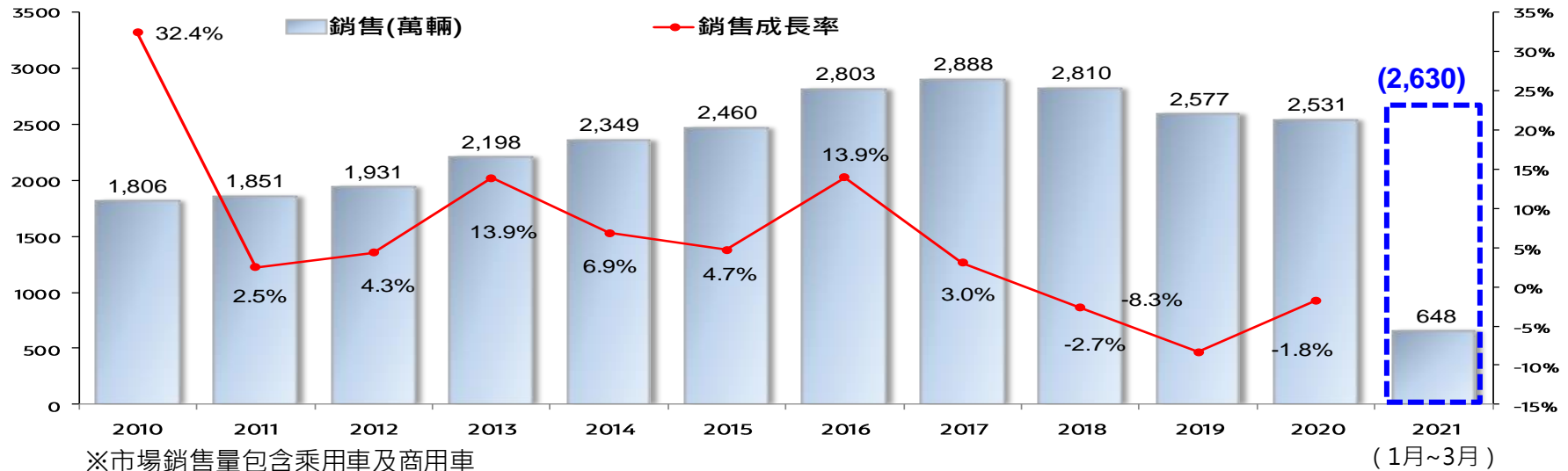
# Taiwan automobile market status



Benefited from the robust export demand driven by the global economic recovery, manufacturers are optimistic about the future market prospect. In addition, with favorable factors including the increase of domestic investment, returning of Taiwanese businessmen from overseas, and the investment expansion in semiconductor industry, the economy is expected to continue to grow steadily.

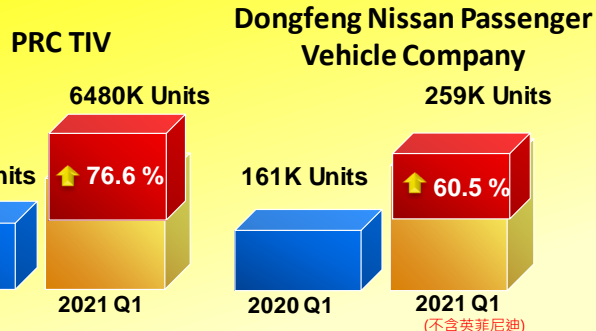
Cumulative TIV (total industrial volume) from January to April were 155,024 units, a year-over-year increase of 18.5%. However, considering the uncertainty of the COVID-19 epidemic, the annual TIV is still conservatively estimated at 427,000 units (excluding heavy vehicles).

# P.R.C. automobile market status



## Dongfeng Nissan Passenger Vehicle Company – Sales performance

Contributed by the relatively low base period and strong government policy supports, the economic growth of mainland China is expected to rebound significantly in 2021. However, the following risks still need to be carefully assessed, including the uncertainty of COVID-19 epidemic trend, the restoring of investment capacity and confidence level of mainland Chinese companies, and other economic downside risks such as US-China trade and technological disputes. According to the forecast announced by China Association of Automobile Manufacturers, the annual TIV of 2021 is expected to reach 26.3 million units, an increase of 4% on a year-over-year basis.



**THANK YOU FOR YOUR ATTENTION**

**Q&A**



Thank you