

(2227:TT)



Yulon Nissan Motor Co., Ltd.

Nov. 16th, 2021

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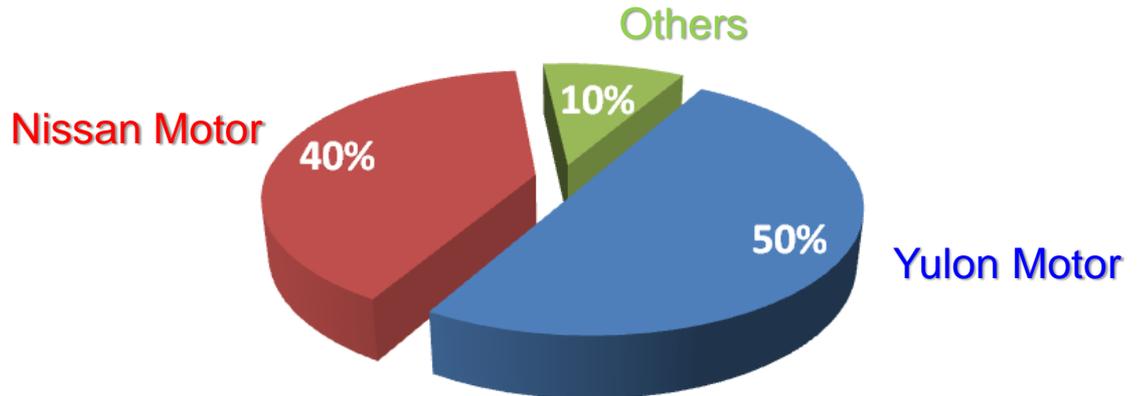
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Company Profile



Yulon-Nissan Motor profile

- **Company name** : Yulon-Nissan Motor Co., Ltd.
- **Establishment date** : Oct. 22nd , 2003
- **Chairman** : Yen Chen, Li Lien
- **President** : Steve, W.R. Tsay
- **Capital** : 3 billion NTD
- **Employee Number** : 374 (2021/10/31)
- **Shareholder structure** :



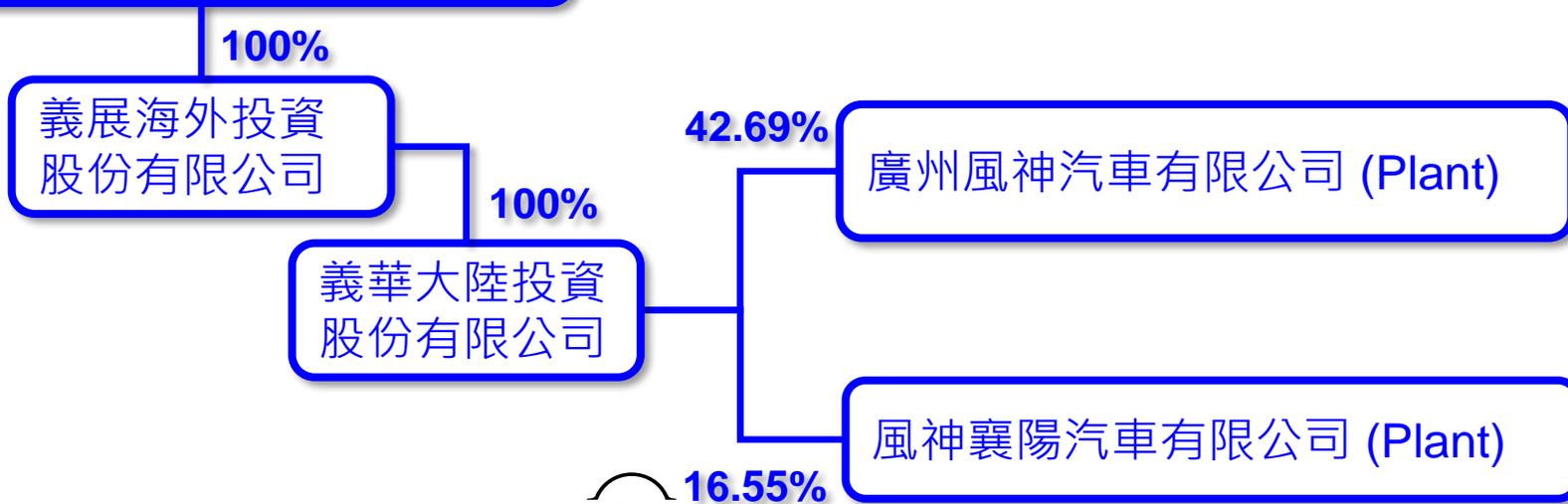
Operation Scope

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



2

Operation Briefing



2021Q3 Consolidated Balance Sheets

Currency:K\$NTD

	2017	2018	2019	2020	2021Q3
Current Assets	8,783,713	8,346,080	14,997,108	8,299,093	4,317,010
Fund and Investment (Long-term Equity)	15,251,359	15,629,726	10,708,207	16,103,655	18,484,698
Property, Plant and Equipment	92,768	85,284	139,203	130,934	164,006
Other Assets	1,648,947	2,038,657	2,726,888	3,230,948	2,907,596
Total Assets	25,776,787	26,099,747	28,571,406	27,764,630	25,873,310
Current Liabilities	2,545,626	3,323,171	3,705,175	2,483,233	3,982,738
Other Liabilities	2,036,537	2,319,542	3,292,907	3,606,846	3,876,629
Total Liabilities	4,582,163	5,642,713	6,998,082	6,090,079	7,859,367
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	5,988,698	5,988,968	5,988,968
Retained Earnings	12,440,237	12,059,784	13,855,188	14,014,019	10,683,464
Other Adjustments	-375,018	-732,155	-1,270,832	-1,328,436	-1,658,489
Total Shareholders' Equity	21,194,624	20,457,034	21,573,054	21,674,551	18,013,943
Book Value / Share	70.6	68.2	71.9	72.2	60.0



2021Q3 Consolidated Statements of Comprehensive Income

Currency:K\$NTD

	2021Q3		2020Q3		Variance	
Net Sales	19,346,755	100.0%	21,635,012	100.0%	(2,288,257)	-11%
Operating Income	154,724	0.8%	132,749	0.6%	21,975	17%
Income before Taxes	2,801,045	14.5%	4,762,660	22.0%	(1,961,615)	-41%
Tax Expenses	575,102	3.0%	940,692	4.3%	(365,590)	-39%
Income after Taxes	2,225,943	11.5%	3,821,968	17.7%	(1,596,025)	-42%
Earnings Per Share	7.42	—	12.74	—	-5.32	-42%

- 1、Net sales decreases from NT\$21.6 billions to NT\$19.3 billions due to the influence of COVID-19 on sales and the lower sale volumes in this year.
- 2、Operating income increase from NT\$0.13 billions to NT\$0.15 billions due to the lower operating expenses spent in this year.
- 3、Income before taxes decreases from NT\$4.7 billions to NT\$2.8 billions due to the shortage of chips caused the lower China investment income in this year.

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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 Shadow Edition



NISSAN – NEW JUKE 2022 Model Year



NEW JUKE 正22年式
絕倫登場

 新安東京海上產險
TOKIO MARINE N.W.A. INSURANCE

 裕融企業

 NISSAN
INTELLIGENT
MOBILITY



NISSAN – ALL NEW SENTRA



代言人
柔道男神—楊勇緯

楊勇緯
udo



ALL NEW SENTRA

黑帶魅力版

限量升級不加價



NISSAN
INTELLIGENT
MOBILITY



NISSAN – X-TRAIL

X-TRAIL
動聽^{PLUS}版 · 熱銷追加



本月入主免費升級動聽享樂套件

動聽監修人 動力火車 



新安東京海上產險
TOKYO MARINE N.E.W.A. INSURANCE



NISSAN – KICKS

KICKS **哈騷版**
內外雙色·絕對出色
2021小型SUV
運動休旅銷售冠軍 全新限量上市



NISSAN – The Newest Marketing Program

NISSAN
烹派豪禮



SHARP Healsio 水波爐

5千元升級
4萬配件金

高額0利率



新安東京海上產險 TOKYO MARINE N.E.W.A. 裕融企業



NISSAN – The Newest Service Program

NISSAN

酷夏防疫 NISSAN 皂你

【夏季·行車健檢】即日起~2021/7/31

- 免費35項行車健檢
引擎/機油/機件安全/空調及冷卻系統等安全檢查
- 贈送零件保養
輪胎電腦定位/季節商品贈送
- 紅利點數加倍
贈送商品數量加倍

防疫法寶

免費升級
車安臭氣消毒
免費贈送

送禮消費滿1元
贈 洗手皂片

送禮消費滿5,000元
贈 千萬紅利點數

APP預約定保且預約
贈 萬元保修捲用券

7月夏季健檢活動

安心防疫 父親節 限·定·優·惠 2021/8/1-2021/8/31

2021 8/1-8/8 APP預約定保 贈皂紙

贈禮好禮·送完為止

彈蓋手噴水壺 3,888點+88元

雙效殺菌 19,800點+599元

輪胎紅利價 紅利點數8,800點, 享折價300元/條 最高折抵1,200元/4條

適用車型	NISSAN	INFINITI	NISSAN	INFINITI
超值電腦保養	55023L 1,788	55023L 1,988	80023L 2,488	80023L 2,488
升級電腦保養	70923L 2,988	90023L 3,688		

● 贈送保費券一張 ● 贈送原廠零件 ● 贈送原廠零件 ● 贈送原廠零件 ● 贈送原廠零件

8月父親節回廠優惠

NISSAN | INFINITI

NISTEC / NISAC 全國技能競賽

9/9 - 9/17 冠軍技術·感心服務 技術的日產·給您專業的服務

1 車輛技術組 2 服務專員組

9月全國技能競賽

3 鉅金技術組 4 噴漆技術組

NISSAN 振興券

10/8 - 10/31 持實體振興券結帳 振興8倍送

消費滿千元 紅利點數8倍送	消費滿千元 保鮮金8倍送	消費滿千元 回購300元定保	振興優惠精品5折起
消費滿千元 紅利點數8倍送	消費滿千元 保鮮金8倍送	消費滿千元 回購300元定保	振興優惠精品5折起

振興券支付滿千元(以上) 加贈8,000點

振興券支付滿千元(以上) 加8,000保鮮金

振興券支付滿千元(以上) 回購300元

10月振興券回廠8倍贈

7-9月APP線上搶購商品

MiVue 731 GPS行車記錄器

23 NISSAN DAY

一起找優惠

小提示 每月23日 記得查看收件匣、問卷

空調雙效 抗菌套餐

搶購價 499元

特價999 限量1,000組

可攜帶式 藍光噴霧槍

限時搶購 388元

原價988元

優惠價 388元

原價988元

限量500組

MiVue 731 GPS行車記錄器

原價4,988元

2,688元

限量1,000組



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Corporate Social Responsibility



Corporate Social Responsibility



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

在地採購
• 國內零件採購占總零件採購金額44.4%

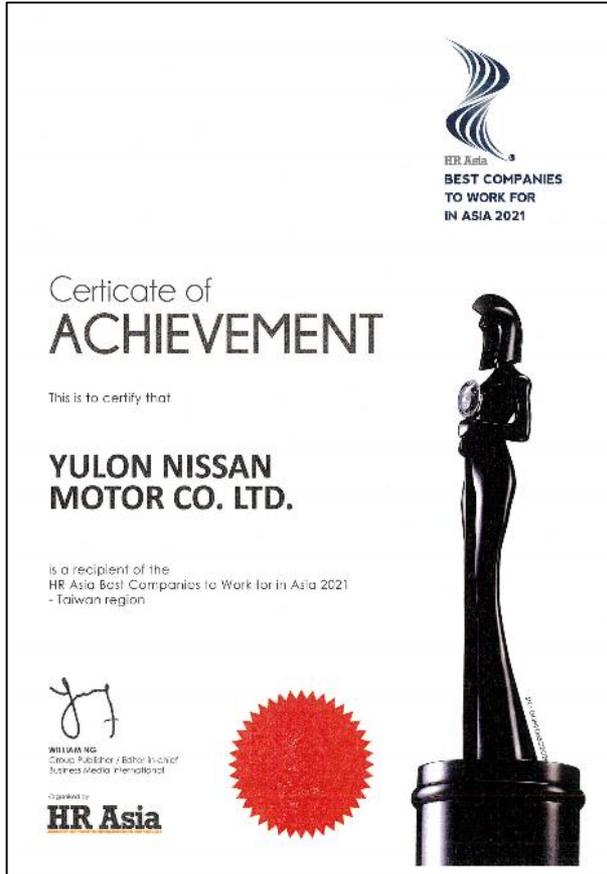
雇用狀況
• 女性員工比例達26.18%
• 雇用在地居民達80.95%

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

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

HR Asia Best Companies To Work For IN ASIA 2021

致力打造幸福職場 獲頒2021年亞洲最佳企業雇主獎



The National Brand YUSHAN Award

加強提升企業競爭力 榮獲第十八屆國家品牌玉山獎

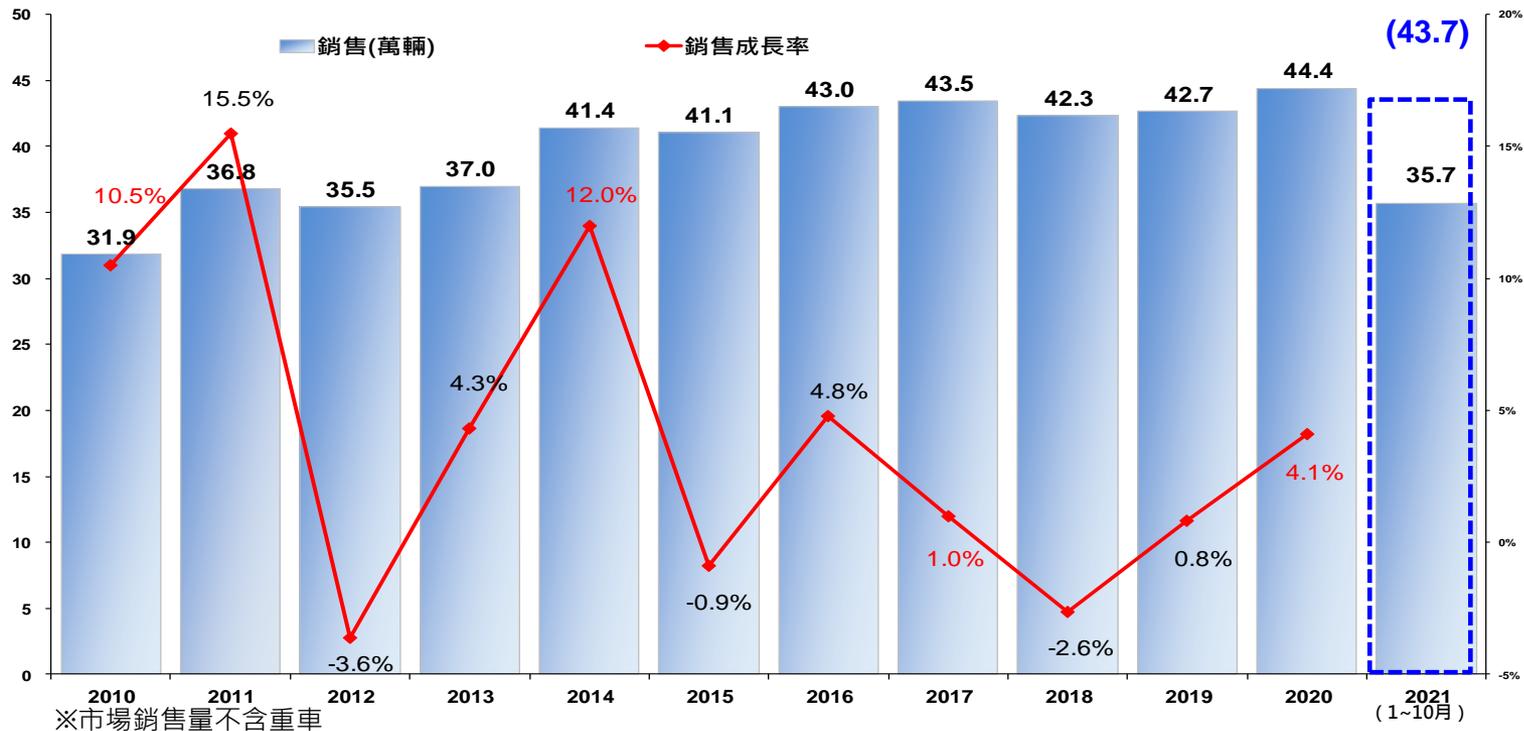


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Cross-strait Market Forecast



Taiwan automobile market status



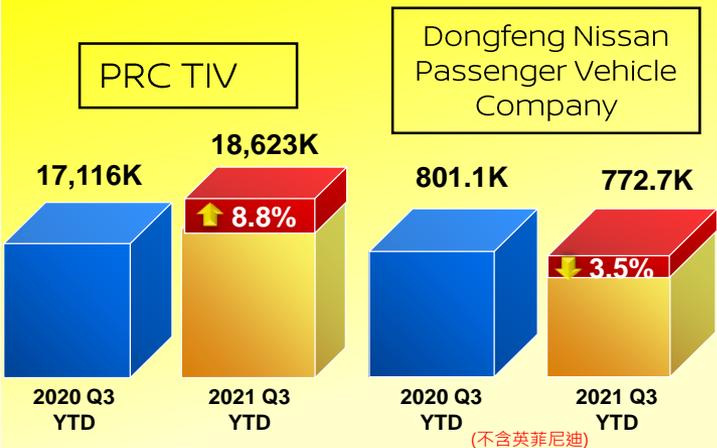
Favored by the rebound of the global economy, Taiwan's export had shown remarkable performance. Under the government's vigorous relief and economic stimulus policy, coupled with the stabilized COVID-19 pandemic and improved vaccine coverage, the economy is expected to maintain stable growth.

Cumulative TIV (total industrial volume) from Jan. to Oct. is 357,047 units, an increase of 0.7% compared with the same period last year. Annual TIV is forecasted to reach 437K units (excluding heavy vehicles).

P.R.C. automobile market status



Dongfeng Nissan Passenger Vehicle Company – Sales performance



Mainland China's economy had benefited from the recovery of foreign demand, which has led to strong export growth. However, COVID-19 pandemic prevention measures had restricted economic activities and high commodity prices had increased corporate costs. Furthermore, the recent "dual control of energy consumption" policy had caused companies to curtail electricity and halt production. The overall economic downside risk gradually increases. CAAM (China Association of Automobile Manufacturers) became conservative in its annual TIV forecast..

Affected by the chip shortage, Dongfeng Nissan Passenger Vehicle's cumulative sales in the first three quarters declined compared with the same period last year. If the chip shortage problem can be improved, the business outlook can still be positively anticipated.

THANK YOU FOR YOUR ATTENTION



Thank you