



Yulon Nissan Motor Co., Ltd.

May 18th, 2022

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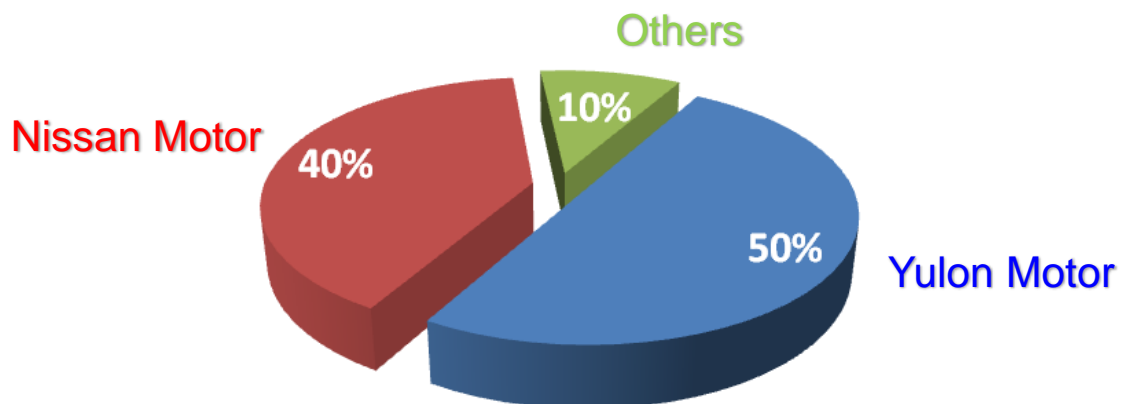
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Company Profile



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 : 375人(2022/04/30)
- Shareholder structure :



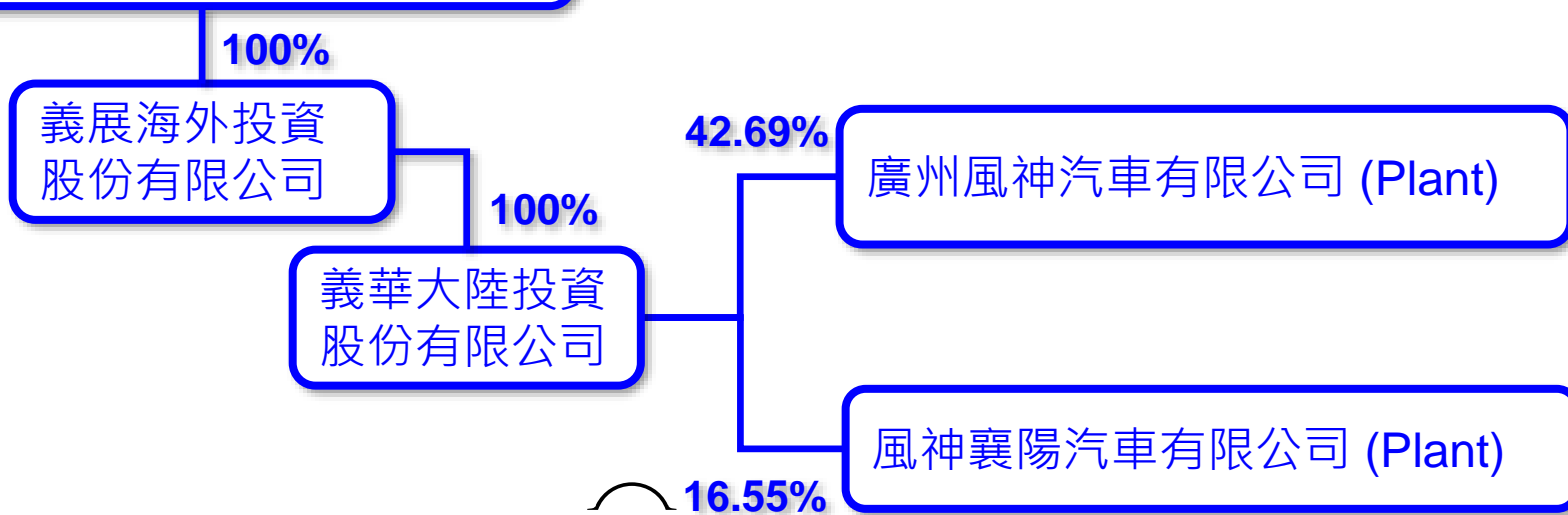
Operation Scope

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



2022Q1 Consolidated Statements of Comprehensive Income

Currency:K\$NTD

	2022Q3		2021Q3		Variance	
Net Sales	7,764,387	100.0%	7,900,885	100.0%	(136,498)	-1.7%
Operating Income	118,367	1.5%	76,267	1.0%	42,100	55.2%
Income before Taxes	1,014,247	13.1%	1,011,864	12.8%	2,383	0.2%
Tax Expenses	205,746	2.6%	202,689	2.6%	3,057	1.5%
Income after Taxes	808,501	10.4%	809,175	10.2%	(674)	-0.1%
Earnings Per Share	2.70	—	2.70	—	-0.002	-0.1%

1. Compared with 2021Q1 · 2022Q1 Net Sales decreased from 7.9 bil. to 7.8 bil. due to the negative impacts of COVID-19 and parts supply shortage on sales volumes.
2. Compared with 2021Q1, 2022Q1 Operating Income increased from 0.08 bil. to 0.12 bil. due to the contribution of higher INFINITI brand sales percentage on Profits and the continuous cost reduction.

2022Q1 Consolidated Balance Sheets

Currency:K\$NTD

	2018	2019	2020	2021	2022Q1
Current Assets	8,346,080	14,997,108	8,299,093	5,203,802	5,733,574
Fund and Investment (Long-term Equity)	15,629,726	10,708,207	16,103,655	16,424,660	17,943,714
Property, Plant and Equipment	85,284	139,203	130,934	171,489	165,143
Other Assets	2,038,657	2,726,888	3,230,948	2,853,524	2,693,892
Total Assets	26,099,747	28,571,406	27,764,630	24,653,475	26,536,323
Current Liabilities	3,323,171	3,705,175	2,483,233	2,321,931	2,593,057
Other Liabilities	2,319,542	3,292,907	3,606,846	3,330,836	3,429,838
Total Liabilities	5,642,713	6,998,082	6,090,079	5,652,767	6,022,895
Capital Stock	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Capital Surplus	6,129,405	5,988,698	5,988,968	5,988,968	5,988,968
Retained Earnings	12,059,784	13,855,188	14,014,019	11,482,271	12,290,772
Other Adjustments	-732,155	-1,270,832	-1,328,436	-1,470,531	-766,312
Total Shareholders' Equity	20,457,034	21,573,054	21,674,551	19,000,708	20,513,428
Book Value / Share	68.2	71.9	72.2	63.3	68.4

As end of 2022Q1, total assets 26.5 bil., total liabilities 0.6 bil., total equity 20.5 bil. and net value NT\$68.4 dollars per share which was better than end of 2021Q4 (NT\$63.3 dollars/share).



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Marketing Summary from Jan. to Apr. in 2022

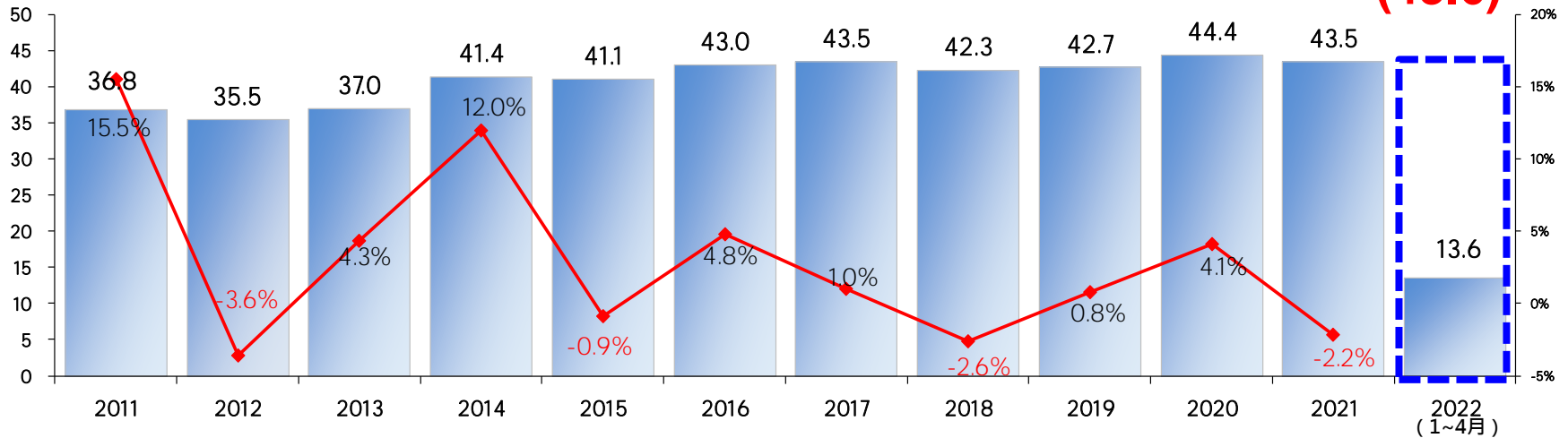


Market summary from Jan. to Apr. in 2022 and the TIV forecast in Taiwan

— 銷售(萬輛)

— 銷售成長率

(43.6)



Global

- Russo-Ukrainian War
- Hike of cruel Oil and Commodity
- Inflation



Taiwan

- Epidemic expansion
- Inflation due to RM hike



TIV Forecast

- 436 K units in 2022

※市場銷售量不含重車



Operation highlights from Jan. to Apr. and the Sales Result

Q1

Q2

NISSAN



Mar.:

KICKS & X-TRAIL Blackish Exterior

Apr.:

SENTRA & TIIDA J BLACK JAZZ



INFINITI



Mar.:

QX55



Sales Result

Sales result from Jan. to Apr.(NISSAN+INFINITI) is 8,947 units. The M/S is 6.6%



NISSAN Sales Result

NISSAN KICKS and Sentra hit the market

- NISSAN sales result from Jan. to Apr. is 8,658 units. The M/S is 6.4%



NISSAN KICKS
B-SUV segment No.1

The M/S is 45% in B-SUV

NISSAN ALL NEW SENTRA
Triple Champion

The M/S is 24% in 4D CKD Sedan

KICKS & X-TRAIL Blackish Exterior

- Cooperation with The Batman movie to maximize media coverage, KICKS & X-TRAIL Blackish Exterior have been launched.
- KICKS & X-TRAIL sales volume from Mar. to Apr. is 2,717 units.

NISSAN

KICKS X-TRAIL

夜行版 限量登場

THE BATMAN

1月3日 (週日) IMAX同步上映

加贈專屬交車禮 | 限量編織球球帽(2頂) | 限量編織快車貼(2張)

新安東京海上產險 | 裕融企業 | NISSAN INTELLIGENT MOBILITY

SENTRA & TIIDA J BLACK JAZZ

- Endorsed by the latest World Judo No.1 to deliver “King image” :“Fuel-efficiency, Safety, and Attractive exterior design” positioning.
- SENTRA & TIIDA J BLACK JAZZ have been launched and increase the market focus.
- SENTRA & TIIDA sales volume in Apr. is 825 units. It’s 11% more than in Mar. The M/S is 19% and it’s 3 pt more than in Mar.



INFINITI Sales Result

INFINITI Q50 and QX50 hit the market

INFINITI sales result from Jan. to Apr. is 289 units.



INFINITI Q50
V6 twin turbo power

The M/S is 17% in the Luxury
Sedan 3.0L above



INFINITI QX50
Advanced Technology

The M/S is 3% in the
Luxury Medium/Large SUV



INFINITI QX55

- First Japan-style luxury SUV in Taiwan.
- Inherit of INFINITI FX series stylish exterior. It is equipped with comfortable interior/space and advanced driving technology.
- The pre-sales order achievement ratio is 116% by the launched date on Mar.22nd.



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Operation highlights from May to Dec. in 2022



Operation highlights from May to Dec.



New model launch



QX50 23MY



KICKS MC



LEAF 23MY & ALTIMA 22MY



QX60 FMC



X-TRAIL FMC

Service Improvement



Summer epidemic prevention activities



Digital service 2.0



CDP introduction



APP member 7th anniversary



QX50 23MY



QX50 23MY will be launched in Q2.

NISSAN KICKS MC



KICKS MC will be launched in Q3. It will carry new engine and intelligent & safety spec. The exterior and interior will be also upgraded

QX60 FMC



QX60 will be
launched in Q3.

LEAF 23MY



LEAF will launch
62Kw long range
version in Q4.

ALTIMA 22MY



ALTIMA 22MY will be launched in Q4. It will be equipped with the "ProPILOT" drive assistance system and the VC-Turbo Engine

X-TRAIL FMC



X-TRAIL FMC will have the pre-sale in Q4. It will be equipped with the NISSAN advanced e-POWER technology.

Introduction of Customer Data Platform

Improving the precise marketing effort thru CDP to increase profit and customer satisfaction



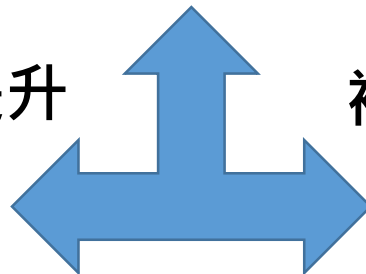
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顧客面：滿意度提升

精準提醒、
吸引顧客回廠保養
及增換購

裕日車：獲利提升

提升新車上市銷量、
及公司獲利



NISSAN digital After sales service

Improving the sales revenue and customer satisfaction thru the instant and customization digital marketing service

行動化服務平板
Service PAD



行動化
服務

APP2.0
便利用車生活



個人化行銷



CDP
數位行銷

APP優化
數位管道
整合

數位商城上線



NISSAN Accessories Development

Finding the sales opportunities in domestic and abroad



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ESG



2021 ESG KPIs

Environmental

- 2021年溫室氣體排放下降**6.6%**
- 整車回收再利用**95%以上**
- 服務廠減少**180萬個**機油瓶使用
- 台灣重點協力廠商**100%**取得ISO14001認證

Social

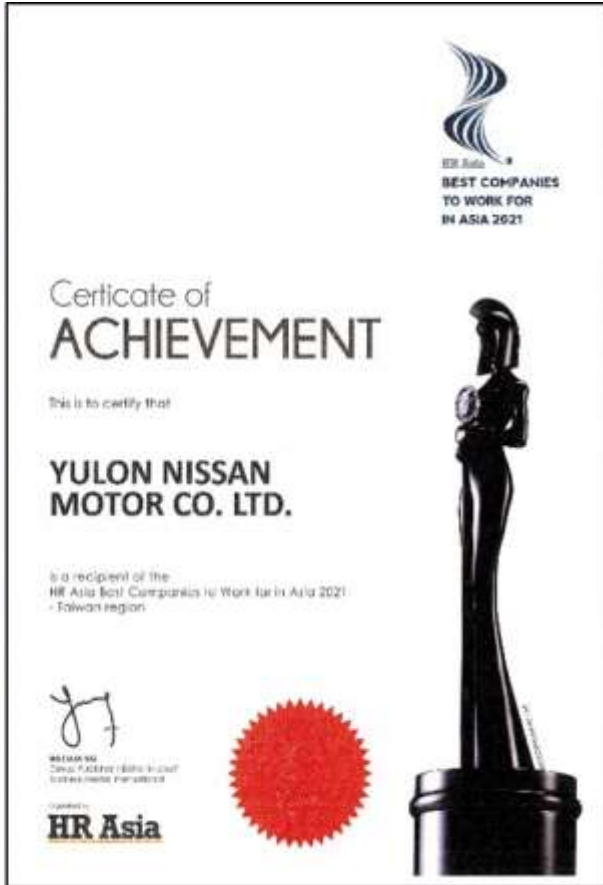
- 育嬰留停期滿後實際復職的員工比例達**100%**
- 每名員工接受訓練的平均時數達**30.41**小時
- 舉辦多場**社會關懷活動**，對象包含學界、政府單位、公益團體等

Governance

- **連續8年**名列公司治理評鑑**前6%~20%** (2014-2021)
- 稅後每股盈餘**10.09元**
- 與協力廠商及經銷商攜手合作，推動**有效防疫政策**



HR Asia Best Companies To Work For IN ASIA 2021



The 18th anniversary National Brand YUSHAN Award



2021 TCSA

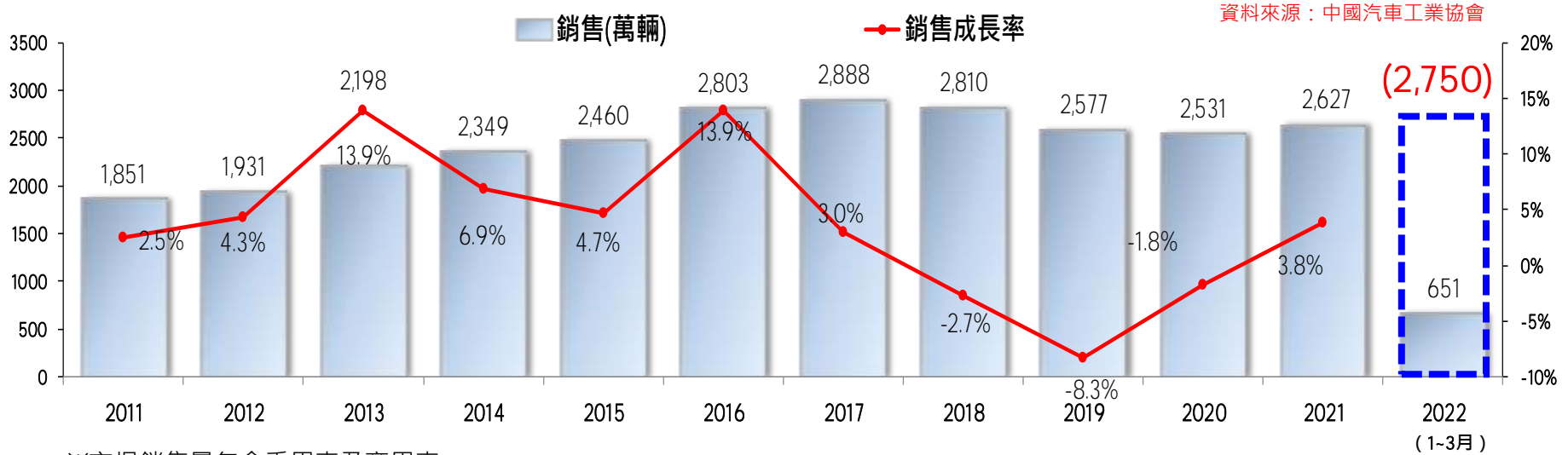


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Market Forecast in China



P.R.C. Automobile Market Status



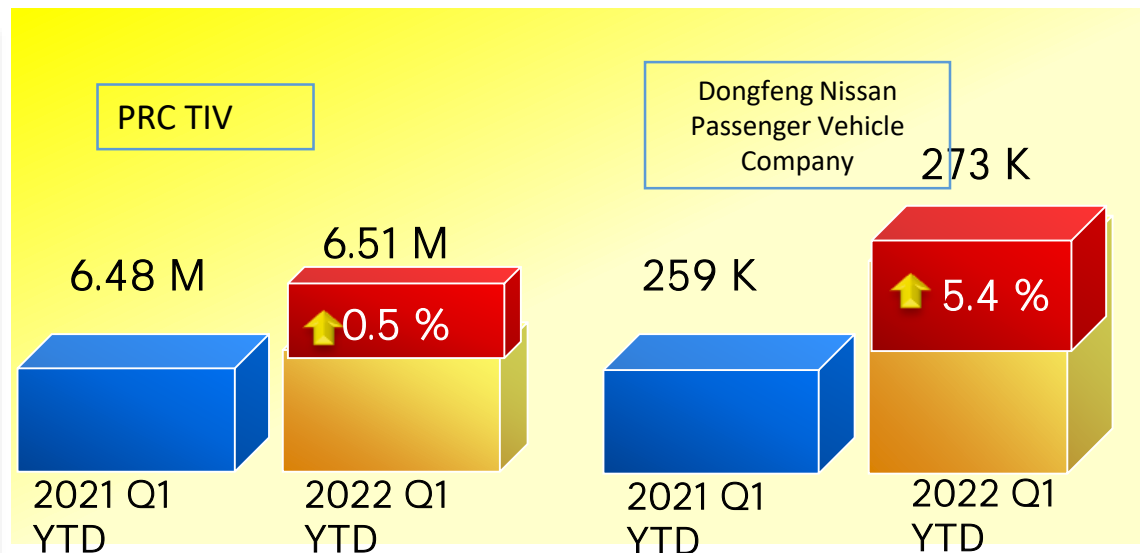
※市場銷售量包含乘用車及商用車

China

- Epidemic expansion and lockdown damage local economy
- Conservative economic prediction

TIV Forecast

- 2.75 M units in 2022
- 4.7% higher than 2021



THANK YOU FOR YOUR ATTENTION



Thank you