



# Yulon Nissan Motor Co., Ltd.

May 24, 2023

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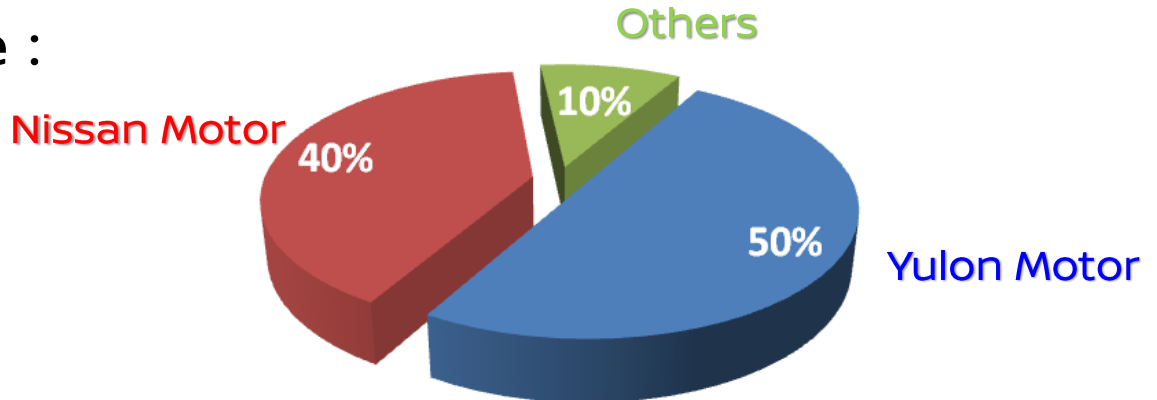
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# Company Profile



# Yulon-Nissan Motor profile

- Company name : Yulon-Nissan Motor Co., Ltd.
- Establishment date : Oct. 22nd , 2003
- Chairperson : Li-Lien YEN CHEN
- President : Wen-Rong TSAY
- Capital : 3 billion NTD
- Employee Number : 369 (2023/4/30)
- Shareholder structure :



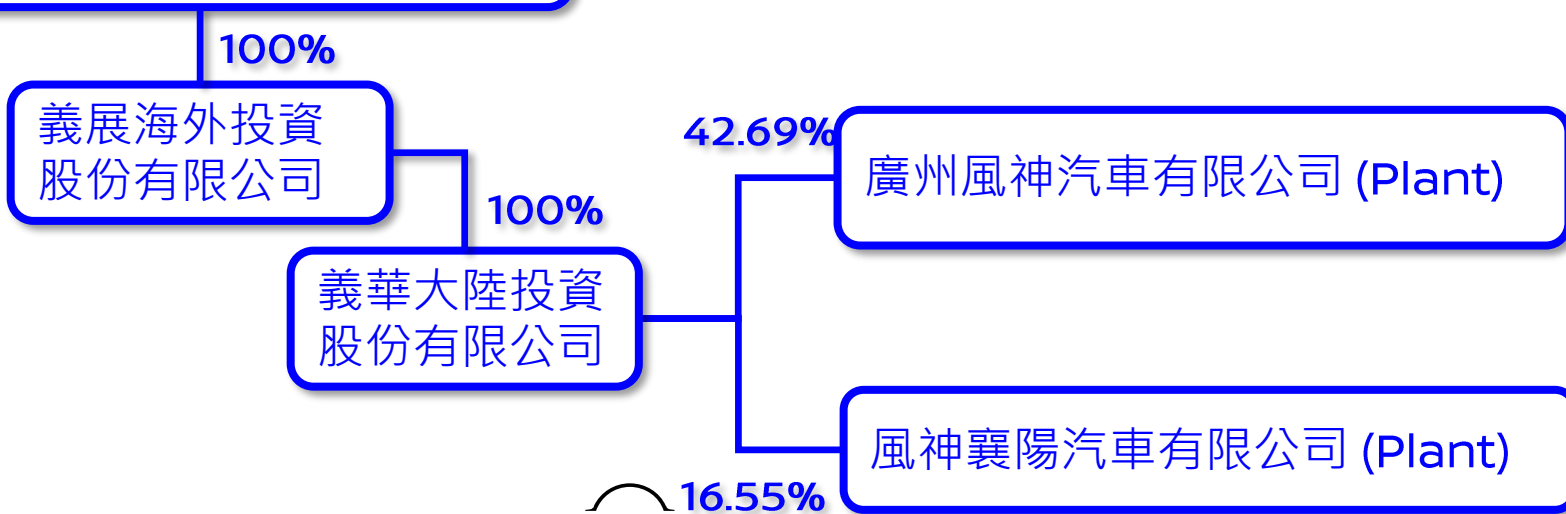
# Operation Scope

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





# 2023Q1 Consolidated Balance Sheets

Currency: K\$NTD

	2019	2020	2021	2022	2023Q1
Current Assets	14,997,108	8,299,093	5,203,802	5,543,472	5,963,482
Fund and Investment (Long-term Equity)	10,708,207	16,103,655	16,424,660	16,533,811	16,910,508
Property, Plant and Equipment	139,203	130,934	171,489	157,782	149,367
Other Assets	2,726,888	3,230,948	2,853,524	2,275,801	2,142,210
<b>Total Assets</b>	<b>28,571,406</b>	<b>27,764,630</b>	<b>24,653,475</b>	<b>24,510,866</b>	<b>25,165,567</b>
Current Liabilities	3,705,175	2,483,233	2,321,931	2,291,460	2,443,029
Other Liabilities	3,292,907	3,606,846	3,330,836	2,997,916	3,048,561
<b>Total Liabilities</b>	<b>6,998,082</b>	<b>6,090,079</b>	<b>5,652,767</b>	<b>5,289,376</b>	<b>5,491,590</b>
Capital Stock	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Capital Surplus	5,988,698	5,988,968	5,988,968	5,988,968	5,988,968
Retained Earnings	13,855,188	14,014,019	11,482,271	11,208,233	11,593,950
Other Adjustments	-1,270,832	-1,328,436	-1,470,531	-975,711	-908,941
<b>Total Shareholders' Equity</b>	<b>21,573,054</b>	<b>21,674,551</b>	<b>19,000,708</b>	<b>19,221,490</b>	<b>19,673,977</b>
Book Value / Share	71.9	72.2	63.3	64.1	65.6

As end of 2023Q1, total assets 25.1 bil., total liabilities 5.4 bil., total equity 19.7 bil. and net value NT\$65.6 dollars per share which was more than 2022.

# 2023Q1 Consolidated Statements of Comprehensive Income

Currency:K\$NTD

	2023Q1		2022Q1		Variance	
	Amount	%	Amount	%	Amount	%
Net Sales	7,079,575	100.0%	7,764,387	100.0%	(684,812)	-8.8%
Operating Income	144,592	2.0%	118,367	1.5%	26,225	22.2%
Non-Operating Income and Expenses	335,352	4.7%	895,880	11.5%	(560,528)	-62.6%
Income before Taxes	479,944	6.8%	1,014,247	13.1%	(534,303)	-52.7%
Tax Expenses	94,227	1.3%	205,746	2.6%	(111,519)	-54.2%
Income after Taxes	385,717	5.4%	808,501	10.4%	(422,784)	-52.3%
Earnings Per Share (NTD)	1.29	—	2.70	—	-1.41	-52.3%

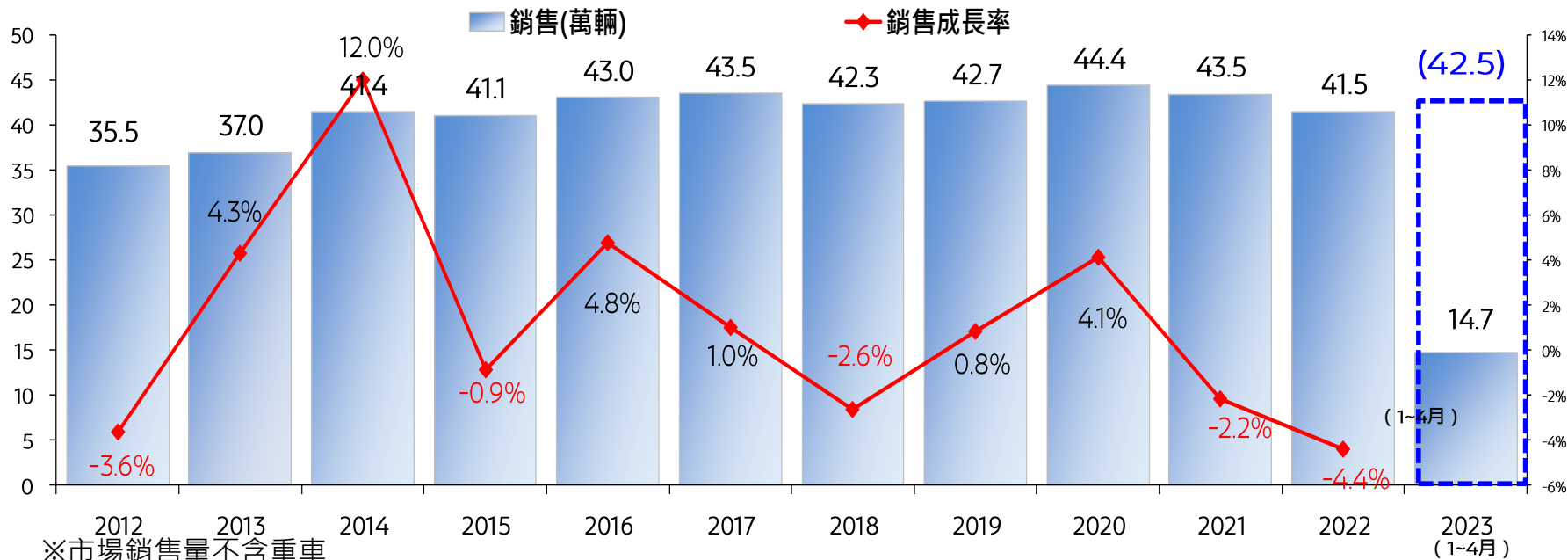
1. Compared with 2022Q1 · 2023Q1 Net Sales (7.1 bil.) decreased due to decrease of vehicle sale volumes.
2. Compared with 2022Q1 · 2023Q1 Operating Income (0.1 bil.) increased due to decrease of operating expenses.
3. Compared with 2022Q1 · 2023Q1 Non-Operating Income and Expenses(0.3 bil.) decreased due to decrease of recognizing China investment income.

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# Operation Highlights from Jan. to Apr. in 2023



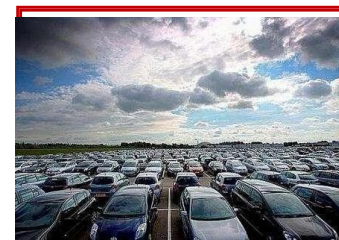
# Market summary from Jan. to Apr. in 2023 and the TIV forecast in Taiwan



Global



Taiwan



TIV Forecast

- China-United States technology war
- Russo-Ukrainian war stalemate
- Inflationary pressure, accelerating monetary tightening

- Due to export reduction, the economic growth is slowdown
- Domestic demand rejuvenated by easing of COVID-19 prevention policies

- 425K units in 2023

※市場銷售量不含重車



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



X-TRAIL e-POWER @ Feb.



KICKS 23MY @ Mar.



SENTRA @ May



QX60 23MY @ Apr.

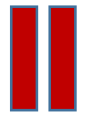


QX55 23MY @ May

NISSAN



INFINITI



Sales Result

Sales result from Jan. to Apr. is 7,793 units. The market share is 5.3%



# The Preview of New Products in H2

Q3

Q4

NISSAN



X-TRAIL MHEV



KICKS e-POWER

INFINITI



QX50 24MY

未上市車型，相關資訊請以上市後為準



# NISSAN Sales Result

## NISSAN KICKS and SENTRA hit the market

- NISSAN sales result from Jan. to Apr. is 7,481 units.



NISSAN KICKS 23MY

NISSAN ALL NEW SENTRA  
Triple Champion



# X-TRAIL e-POWER

## A successful pre-sale

- It will be equipped with NISSAN advanced e-POWER technology, VC-TURBO engine, ProPILOT drive assistance system, and e-4ORCE Electric four-wheel drive technology
- As of April, the accumulated purchasing orders are over 1,500 units.

### X-TRAIL e-POWER

「不用充電的電動車」技術，正式上市





# NISSAN KICKS 23MY

## #KICKS the world

- Marketing Topics will focus on “Superior stylish ”
- NISSAN KICKS 23MY has won the consecutive sales champion of the B-SUV.

KICKS 潮流版  
- 2023年式限量上市 -

潮流動感外觀 · 精緻潮藍內裝



# LEAF 23MY

## The world's first mass-produced electric vehicle

- Marketing Topics will focus on “The world's first mass-produced electric vehicle” and “1,250k in the affordable retail price”.



# ALTIMA 23MY

## Nissan ProPILOT drive assistance system 2.0

- The all-new ALTIMA introduces the ProPILOT intelligent driving system, bringing Level 2 driving capabilities. With significant safety enhancements, this upgrade showcases a competitive edge through its impressive cost-performance ratio.



# X-TRAIL MHEV

MHEV : Mild Hybrid Electric Vehicle

X-TRAIL MHEV will be launched in H2



# KICKS e-POWER

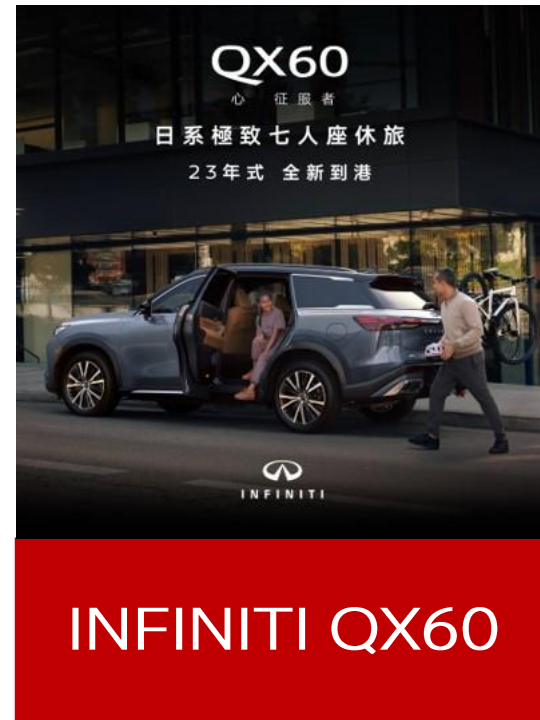
KICKS e-POWER will be launched in H2



# INFINITI Sales Result

## INFINITI QX55, and QX60 hit the market

- From January to April in 2023, a total of 312 units were sold, representing an 8% growth (+23 units) compared to the same period in last year.



# INFINITI QX60 23MY

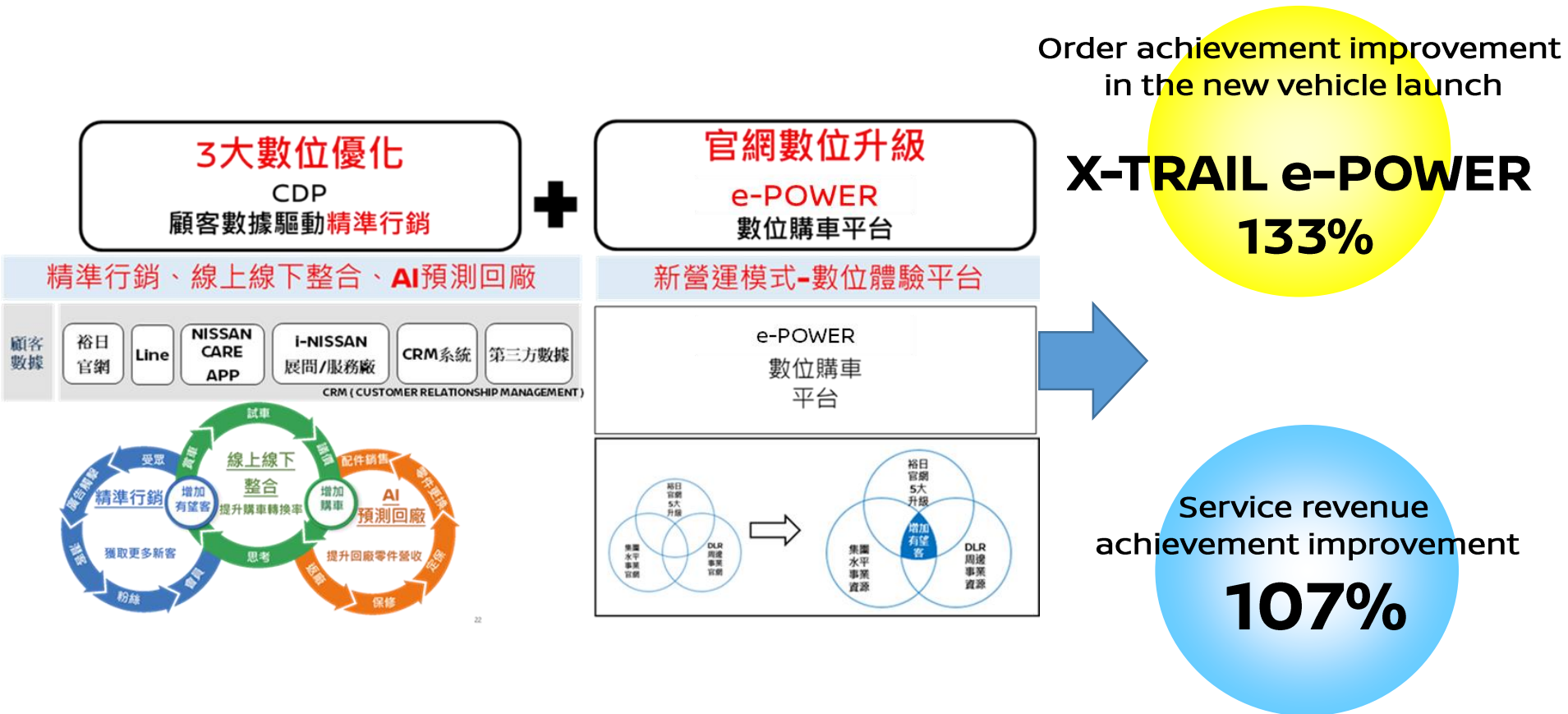
## Comprehensive evolution of technology and texture

- The brand's first car with the "ProPilot smart driving assistance technology" and the luxurious Autograph 6-seater model demonstrate the brand's advanced technology and luxurious features. Since its release in September last year, it has received a lot of orders. There are still over a hundred orders waiting to be delivered.



# CDP introduction & Precision Marketing Application

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





# NISSAN Accessories & Service

Accessories revenue is 1,240M and serviced vehicle is 209k units in the Apr. YTD



**NISSAN 紅利點數 20,800點**

**人會禮**

**A變以上機油500元抵用券** 前檔玻璃500元折價券

五夠省 5張	十再省 10張	五夠省 2張	十再省 4張
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**萬萬抵2千元歐禮券** **代步車日抵千元租金折價券**

五夠省 3張	十再省 6張	五夠省 5張	十再省 10張
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**五夠省 / 3年 2,850元** **十再省 / 4年 5,400元**

**突破 36000台 車主!**

**車主保修護照促進**



**NISSAN 準時6定保 CAR安心**

**電池** **濾網** **機油** **輪胎**

**準時6定保 準時定保 滿千抽獎**

**CAR輕鬆** 最高獲得紅利點數 **6萬**

滿額送 CAR輕鬆 最高折抵 698元

APP預約 2-10天紅利回饋 02000點

APP預約 滿三週 02300點

**準時定保優惠**



**NISSAN 邀您 初二回娘家**

**領紅包** 限量 288名

APP預約於 2/1-2/28 送歐定保加贈紅利 8,800點

**NISSAN 與你**

APP預約定保加贈紅利 2,000點

個人送歐定保APP預約送歐 送歐紅利點數 3,314點

**NISSAN APP 會員獨享優惠!**



**鴻兔大展 新春健檢** 2022 12/01 ▶ 2023 01/14

**普利司通輪胎限定 BRIDGESTONE**

**限量10名** 128G, 不挑色 價值34,900元

**紅利點數 加碼送 好禮抽**

**輪胎紅利價**

**8,800 點折價300元/條**

**最高折抵1,200元/4條**

**輪胎銷售成長2.8%!**

**春季輪胎健檢 聯合促銷**

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



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# ESG & Social Welfare



# 2022 ESG KPIs

## Environmental

- 2022年溫室氣體排放下降**3.1%** 1082.2公噸CO<sub>2</sub>e/年→1048.5公噸CO<sub>2</sub>e/年
- 車輛回收再利用**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

- 育嬰留停期滿且復職後1年仍在職達**100%**
- 每名員工接受訓練的平均時數達**34.5**小時
- 針對**學界、政府單位、公益團體**等對象，舉辦**社會關懷活動**，包含暑期實習、協辦國家級競賽、捐書活動等

## Governance

- 稅後每股盈餘**8.04元**
- 持續與協力廠商及經銷商攜手合作，推動**有效防疫政策**



# 2022 Social Welfares



舉辦兒童汽車產業體驗營



擔任校園職涯計劃企業導師



持續舉辦暑期實習計劃



捐贈LEAF電動車供教學單位研究



支援第52屆全國技能競賽



舉辦「用閱讀 幫助這個世界」CSR募書活動



長期關懷環保局市民臨時工



協辦政府職能共學沙龍活動

# 2022 Taiwan Corporate Sustainability Awards

2022  
全球暨台灣企業永續獎  
聯合頒獎典禮



2022 GCSA & TCSA  
JOINT AWARD  
CEREMONY



# Campus Ambassador Project



裕隆日產汽車第一屆校園大使

· 2023/2/13~6/12 ·



# YULON NISSAN Design Award



裕隆日產汽車

創新風雲賞

2023-2024 DESIGN the future



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# Market Forecast in China





# P.R.C. Automobile Market Status

資料來源：中國汽車工業協會

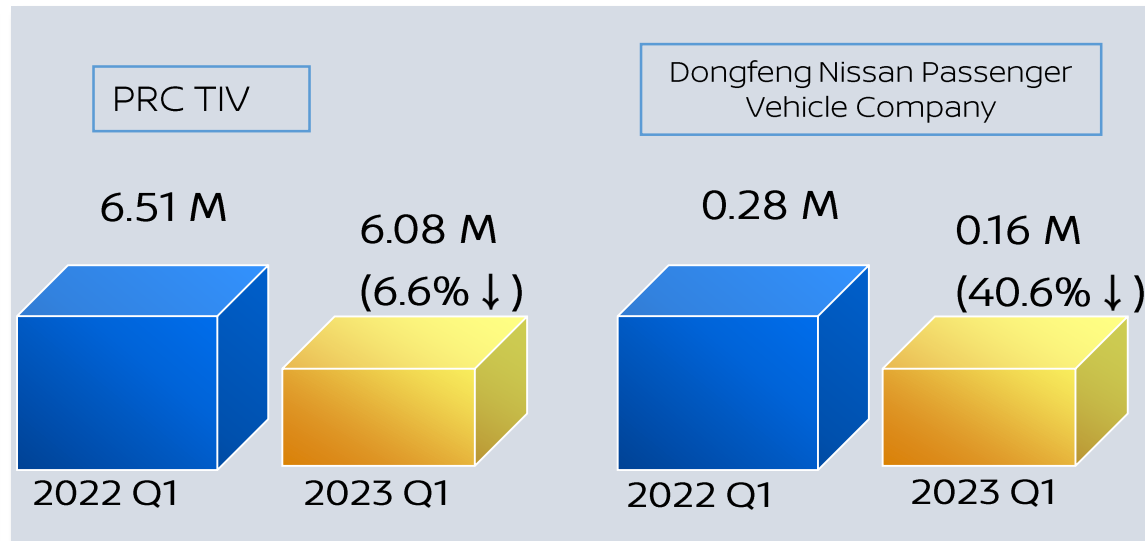


## China

- Easing of strict COVID-19 prevention policies
- Ongoing boost in domestic consumer spending
- Government providing financial support policies

## TIV Forecast

- 2.76 M units in 2023
- 2.7% higher than 2021



# THANK YOU FOR YOUR ATTENTION



Thank you