



# Yulon Nissan Motor Co., Ltd.

Nov. 16th, 2022

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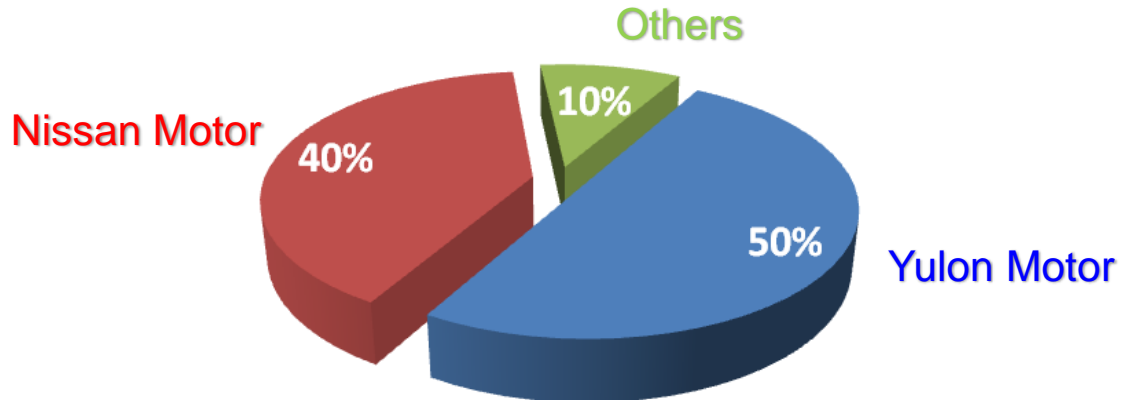
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# Company Profile



# Yulon-Nissan Motor profile

- Company name : Yulon-Nissan Motor Co., Ltd.
- Establishment date : Oct. 22<sup>nd</sup> , 2003
- Chairman : Yen Chen, Li Lien
- President : Steve, W.R. Tsay
- Capital : 3 billion NTD
- Employee Number : 366人(2022/10/31)
- Shareholder structure :



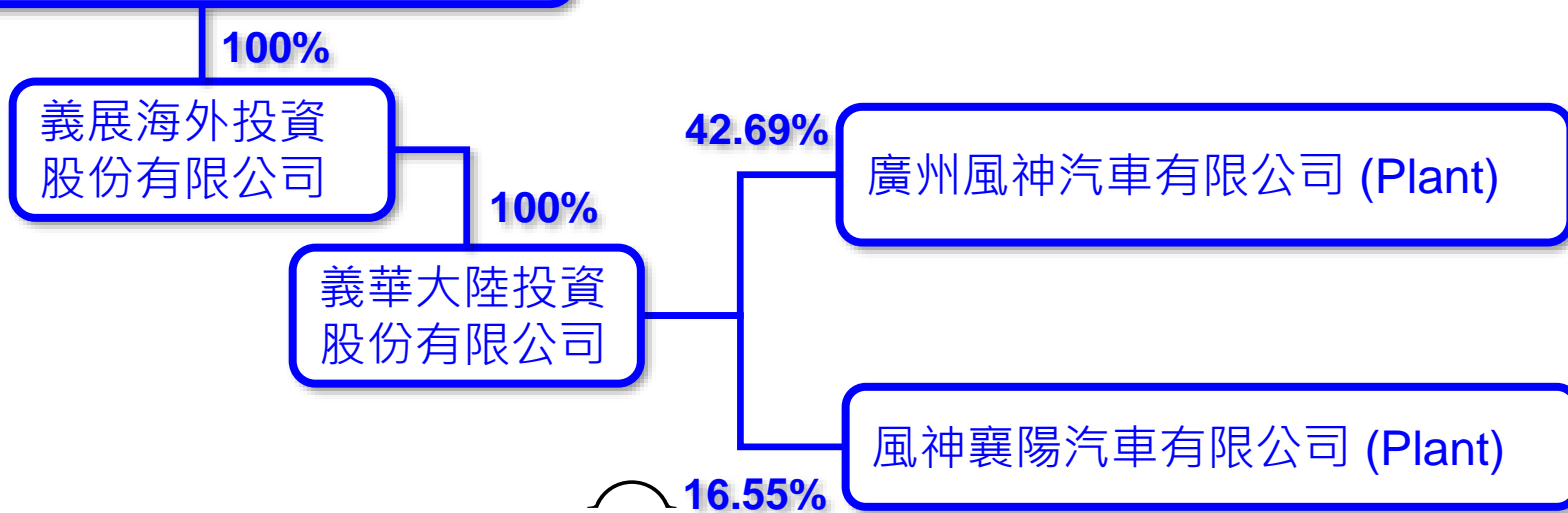
# Operation Scope

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**



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# Operation Briefing





# 2022Q3 Consolidated Balance Sheets

Currency: K\$NTD

	2018	2019	2020	2021	2022Q3
Current Assets	8,346,080	14,997,108	8,299,093	5,203,802	5,382,308
Fund and Investment (Long-term Equity)	15,629,726	10,708,207	16,103,655	16,424,660	16,222,477
Property, Plant and Equipment	85,284	139,203	130,934	171,489	152,819
Other Assets	2,038,657	2,726,888	3,230,948	2,853,524	2,669,284
<b>Total Assets</b>	<b>26,099,747</b>	<b>28,571,406</b>	<b>27,764,630</b>	<b>24,653,475</b>	<b>24,426,888</b>
Current Liabilities	3,323,171	3,705,175	2,483,233	2,321,931	2,480,479
Other Liabilities	2,319,542	3,292,907	3,606,846	3,330,836	2,950,768
<b>Total Liabilities</b>	<b>5,642,713</b>	<b>6,998,082</b>	<b>6,090,079</b>	<b>5,652,767</b>	<b>5,431,247</b>
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	10,730,077
Other Adjustments	-732,155	-1,270,832	-1,328,436	-1,470,531	-723,404
<b>Total Shareholders' Equity</b>	<b>20,457,034</b>	<b>21,573,054</b>	<b>21,674,551</b>	<b>19,000,708</b>	<b>18,995,641</b>
Book Value / Share	68.2	71.9	72.2	63.3	63.3

As end of 2022Q3, total assets 24.4 bil., total liabilities 5.4 bil., total equity 19 bil. and net value NT\$63.3 dollars per share which was almost the same as end of 2021Q4.



# 2022Q3 Consolidated Statements of Comprehensive Income

Currency:K\$NTD

	2022Q3		2021Q3		Variance	
	Amount	%	Amount	%	Amount	%
Net Sales	17,032,967	100.0%	19,346,755	100.0%	(2,313,788)	-12.0%
Operating Income	97,384	0.6%	154,724	0.8%	(57,340)	-37.1%
Non-Operating Income and Expenses	2,374,209	13.9%	2,646,321	13.7%	(272,112)	-10.3%
Income before Taxes	2,471,593	14.5%	2,801,045	14.5%	(329,452)	-11.8%
Tax Expenses	505,787	3.0%	575,102	3.0%	(69,315)	-12.1%
Income after Taxes	1,965,806	11.5%	2,225,943	11.5%	(260,137)	-11.7%
Earnings Per Share	6.55	—	7.42	—	-0.87	-11.7%

1. Compared with 2021Q3 · 2022Q3 Net Sales (17 bil.) and Operating Income (0.09 bil.) decreased due to COVID-19, and Shanghai lockdown, parts supply chain disruption caused the shortage of parts and imported vehicles.

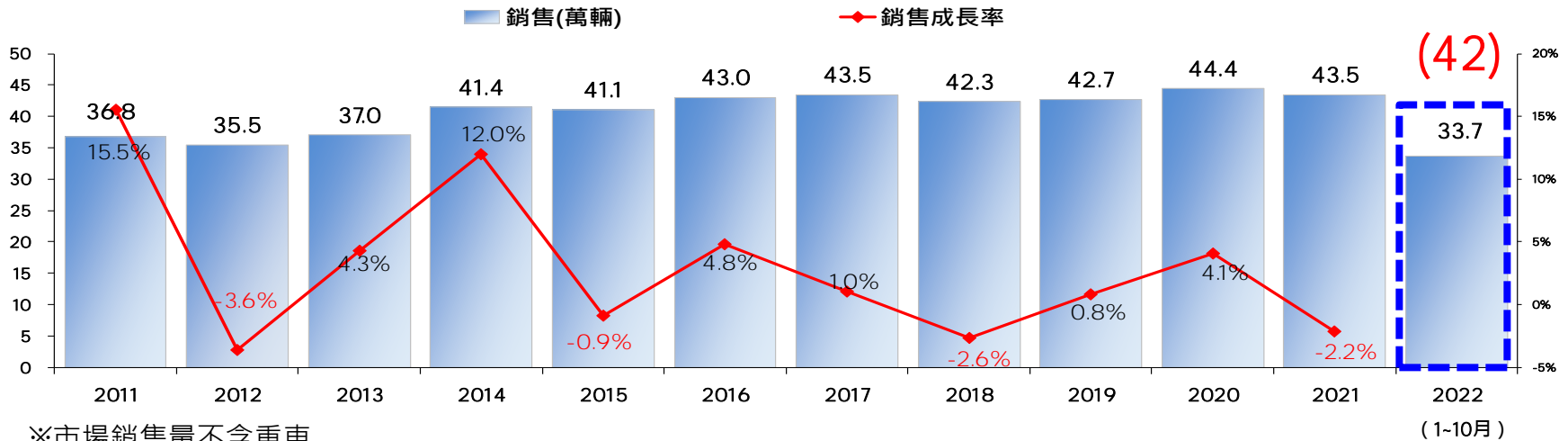
2. Compared with 2021Q3 · 2022Q3 Non-Operating Income and Expenses (2.37 bil.) decreased due to China investment income decrease.

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# Operation Highlights from Jan. to Oct. in 2022



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



※市場銷售量不含重車



## Global

- Russo-Ukrainian war stalemate
- Inflationary pressure, accelerating monetary tightening



## Taiwan

- Domestic demand in the service industry recovers
- Private consumption is expected to continue to grow
- Global economic expansion slows down



## TIV Forecast

- 420K units in 2022

※市場銷售量不含重車



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

H1

H2

New model launch



LEAF 23MY & ALTIMA 22MY

KICKS MC



QX60 FMC



X-TRAIL e-POWER

Service Improvement



CDP introduction & Precision Marketing Application



NISSAN CARE APP O2O Improvement



Car care event in the Year Rabbit

Sales Result

Sales result from Jan. to Oct.(NISSAN+INFINITI) is 20,143 units. The M/S is 6.0%

# NISSAN Sales Result

## NISSAN KICKS and Sentra hit the market

- Suffered from IC chip shortage ,NISSAN sales result from Jan. to Oct. is 19,430 units.



### NISSAN KICKS Four major upgrades

Pre-sales start from Sep. 29, and the accumulated order are over 1k units in the first week

### NISSAN ALL NEW SENTRA Triple Champion

The M/S is 23% in 4D CKD Sedan



# 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 Retail price”
- Long range version will be 45% more than the old version in the recharge mileage, and the horsepower is also 46% higher



# ALTIMA 22MY

## Nissan ProPILOT drive assistance system 2.0

- Marketing Topics will focus on “Flagship Sedan”
- ALTIMA is equipped with the “ProPILOT” drive assistance system 2.0 and the VC-Turbo Engine 2.0L





# NISSAN KICKS MC

## Four major upgrades #KICKS the world

- Marketing Topics will focus on “Four major upgrades: Stylish, Safety, Driving Convenience, and Horsepower up” ,
- Launched from Oct. 6, and the accumulated order are over 2k units in Oct.



# X-TRAIL e-POWER

News release will be in Dec. for X-TRAIL e-POWER



- 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

# INFINITI Sales Result

INFINITI Q50, QX55, and QX50 hit the market

INFINITI sales result from Jan. to Oct. is 713 units



INFINITI Q50  
V6 twin turbo power

The M/S is 21% in the Luxury  
Sedan 3.0L above



INFINITI QX55/QX50  
VC-Turbo

Sales result in '22 is 21% higher  
than in '21

# INFINITI QX60 FMC

## Comprehensive evolution of technology and texture

- This Japan-style luxury SUV is the perfect combination of extreme craftsmanship and modern technology
- Equipped with the “ProPILOT” drive assistance system
- Launched from Sep. 3, and the M/S in the E-SUV is 30% in Sep.





# CDP introduction & Precision Marketing Application

Performance increase in Vehicle launch and Service revenue

CDP 顧客數據平台 (CUSTOMER DATA PLATFORM)

顧客數據

裕日  
官網

Line

NISSAN  
CARE  
APP

i-NISSAN  
展間/服務廠

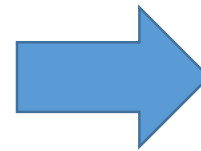
CRM系統

第三方數據

CRM (CUSTOMER RELATIONSHIP MANAGEMENT)

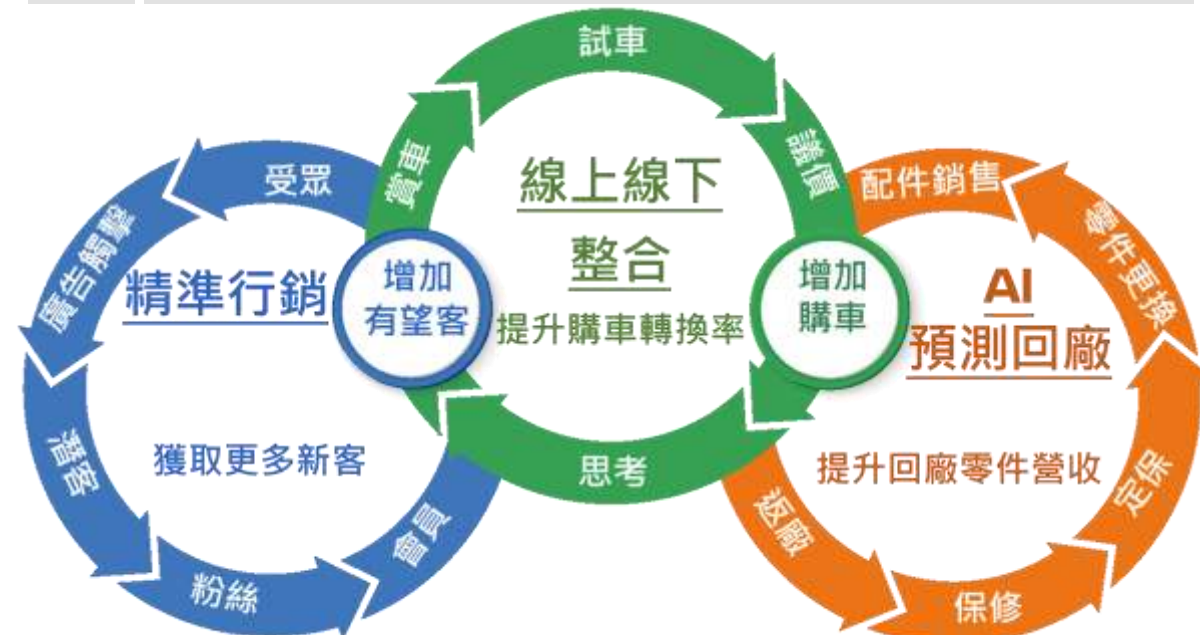
Order achievement improvement  
in the new vehicle launch

- QX60 209%
- KICKS 129%



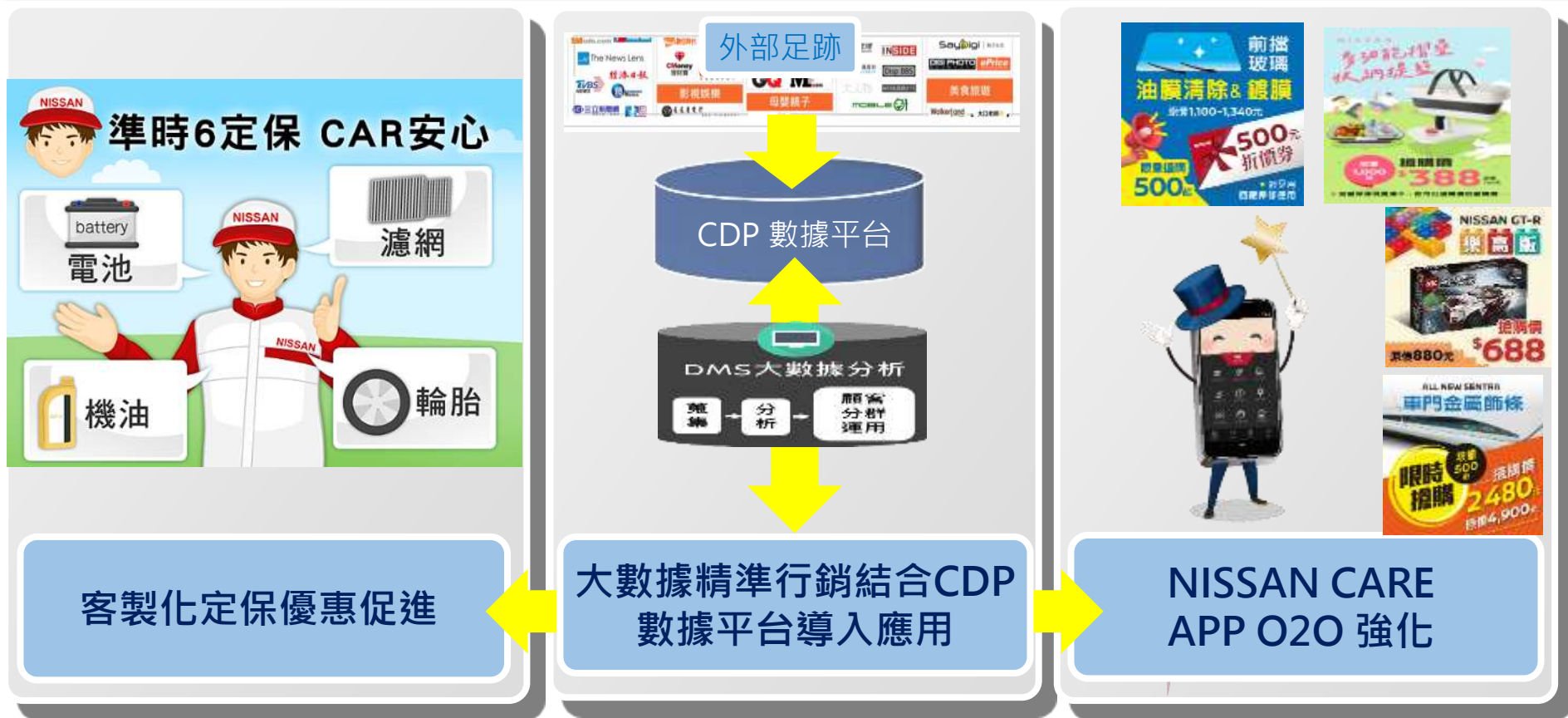
Service revenue  
achievement improvement

103%



# NISSAN Accessories & Service

Accessories revenue is 2,520M and serviced vehicle is 574k units in the Oct. YTD



To survival from the service revenue deterioration and parts supply shortage caused by COVID-19

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# ESG & Social Welfare



# H2 ESG events & Social Welfare in 2022

Results are as follows:

Jul                      Aug                      Sep                      Oct                      Nov



2021 裕隆日產汽車  
永續報告書

Issue the 2021  
ESG Report



2022 Summer  
Internship Program



2022 PMI Project  
Management  
Award



許諾企業  
Awarded the  
certification of  
healthy corporate  
citizen



NISSAN LEAF  
Donation



Book donation



Awarded the  
certification of  
sports enterprise



Temporary cleaners insurance  
donation in Taipei City





# Issue the 2021 ESG Report

Implement sustainable development disclosure and communication



**2021 裕隆日產汽車**

永續報告書



# 2022 Summer Internship Program

Deepen exchanges in the academy and industry, cultivate campus talents, and fulfill corporate social responsibility



裕隆日產汽車2022年暑期實習計畫

- ◎ 實習單位：行銷部、營運部、商品企劃部、零件服務部
- ◎ 實習期間：2022/7/1(五) - 8/31(三) 為止 - 善視實際狀況調整之。
- ◎ 實習名額：4名 (各部1名)
- ◎ 工作地點：苗栗三義總公司
- ◎ 報名期間：自即日起至 - 5/15(日) 為止
- ◎ 資格條件：
  1. 大三升大四及碩一升碩二之在學學生；應屆畢業生請勿報名
  2. 歡迎理工、商管學院、電機、資訊、社會科系、文學院等相關系所。
  3. 業由就讀學校之系所老師推薦。
  4. TOEIC 600分(含)或英文同等測驗成績以上(請提供最近二年成績證明)。



# Awarded the certification of sports enterprise and healthy corporate citizen

## Create a healthy workplace environment and protect the health of employees



# 2022 PMI Project Management Award

Committed to building Yulon Nissan's project management DNA, and adding value to talents





# NISSAN LEAF Donation

Donated 8 vehicle to 8 schools to cultivate talents in the automotive industry



# Temporary cleaners insurance donation in Taipei City for 18 years

Maintain the city appearance and protect the unsung heroes



# Book donation event

“Help the world with reading”



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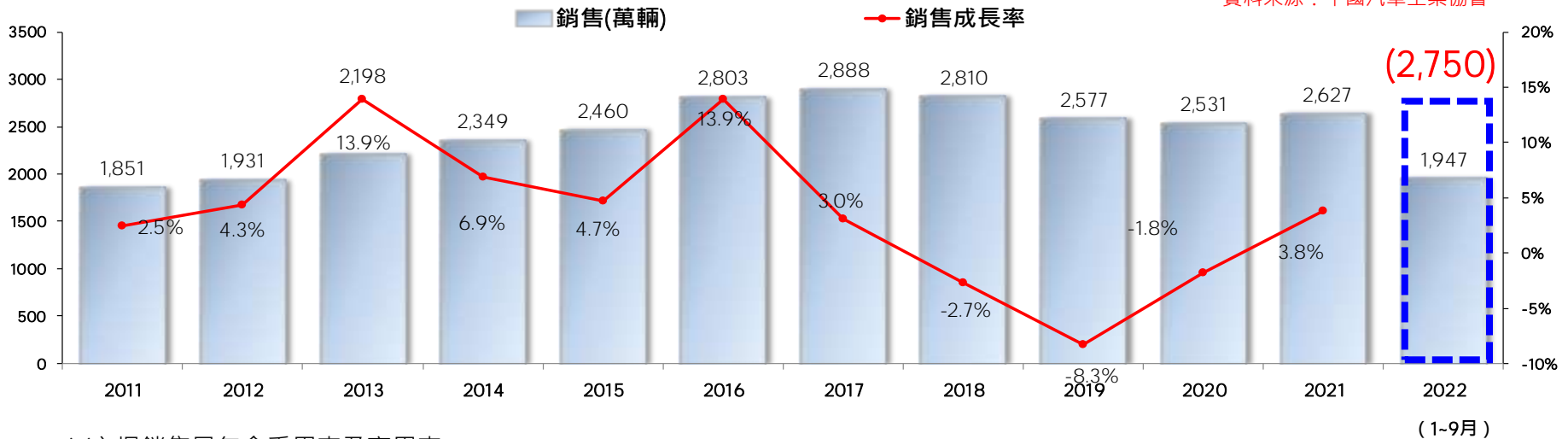
# Market Forecast in China





# P.R.C. Automobile Market Status

資料來源：中國汽車工業協會



※市場銷售量包含乘用車及商用車

## China

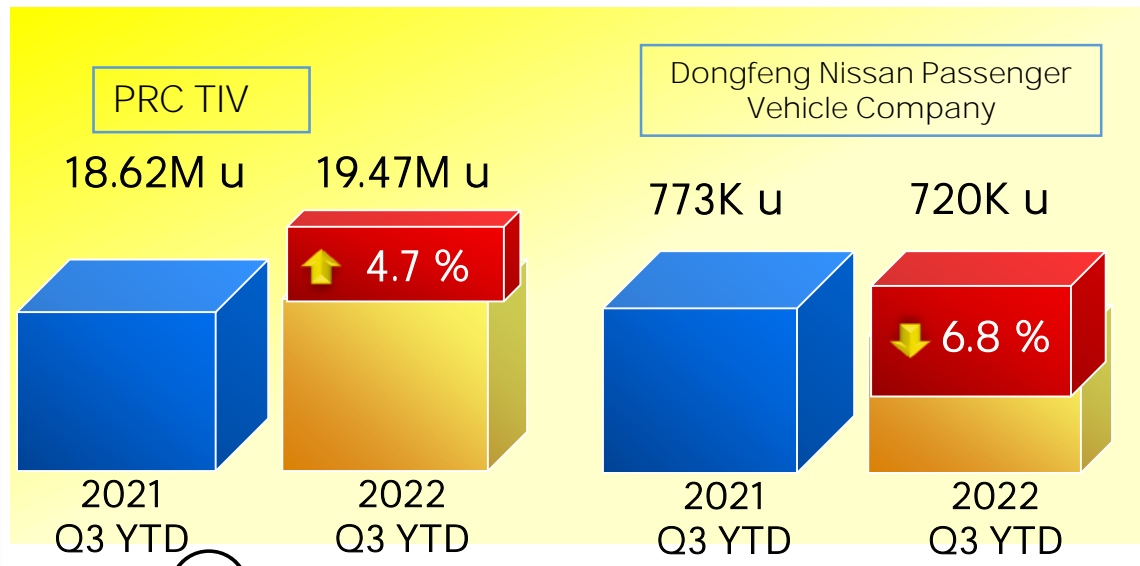
- Lockdown damage local economy
- Real estate market getting worse
- Slow down of economic growth

## TIV Forecast

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

## Sales of DFN

- Sales suffered from Epidemic expansion and IC chip shortage



# THANK YOU FOR YOUR ATTENTION



Thank you