



Yulon Nissan Motor Co., Ltd.

Nov. 21st, 2024

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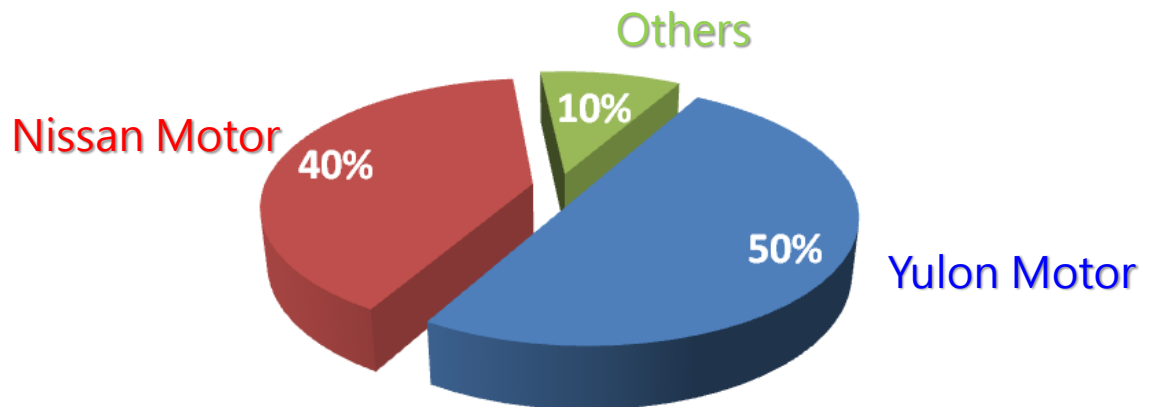
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Company Profile



Yulon-Nissan Motor profile

- Company name : Yulon-Nissan Motor Co., Ltd.
- Establishment date : Oct. 22nd , 2003
- Chairman : Yen Chen, Li Lien
- President : Clock Chung
- Capital : 3 billion NTD
- Employee Number : 369 persons (2024/10/31)
- 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

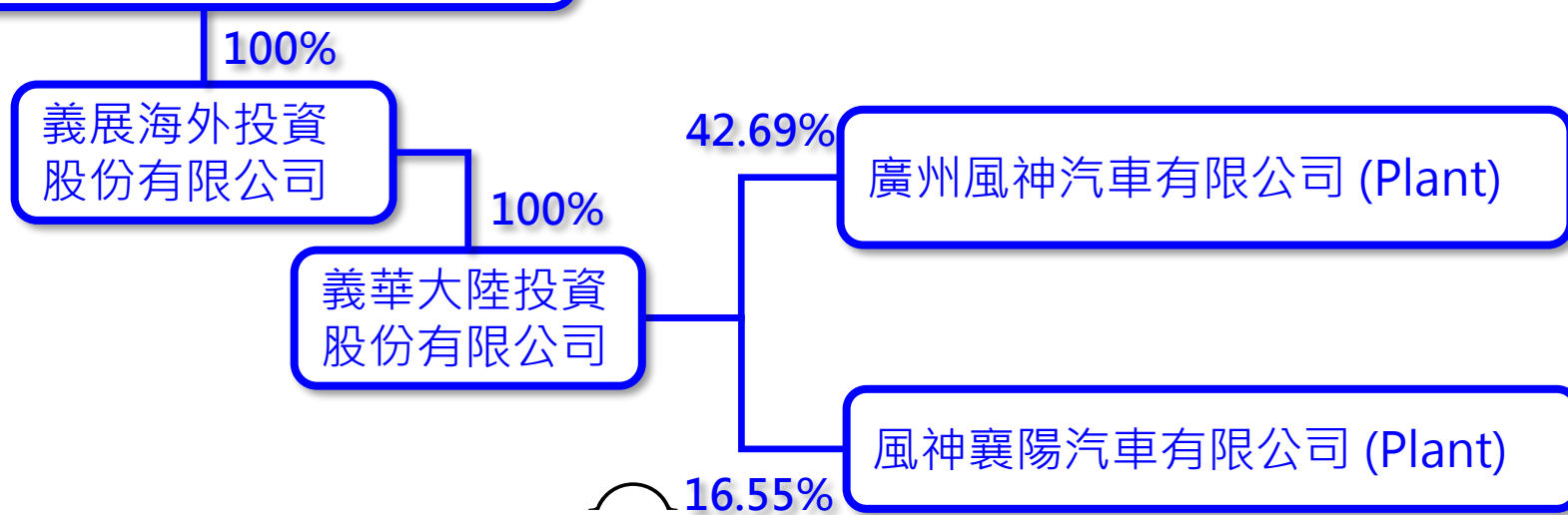
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Domestic Business

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



2024 Q3 Consolidated Balance Sheets

Currency: K\$NTD

| | 2021 | 2022 | 2023 | 2024Q3 |
|-----------------------------------|-------------------|-------------------|-------------------|-------------------|
| Current Assets | 5,203,802 | 5,543,472 | 9,263,161 | 8,793,810 |
| Fund and investment(Long-term | 16,424,660 | 16,533,811 | 11,424,105 | 12,648,516 |
| Property, Plant and Equipment | 1,715,905 | 1,231,620 | 968,733 | 846,059 |
| Other Assets | 1,309,108 | 1,201,963 | 949,590 | 978,098 |
| Total Assets | 24,653,475 | 24,510,866 | 22,605,589 | 23,266,483 |
| Current Liabilities | 2,321,931 | 2,291,460 | 2,216,698 | 2,121,836 |
| Other Liabilities | 3,330,836 | 2,997,916 | 2,657,041 | 2,766,734 |
| Total Liabilities | 5,652,767 | 5,289,376 | 4,873,739 | 4,888,570 |
| Capital Stocks | 3,000,000 | 3,000,000 | 3,000,000 | 3,000,000 |
| Capital Surplus | 5,988,968 | 5,988,968 | 5,988,968 | 5,988,968 |
| Retained Earnings | 11,482,271 | 11,208,233 | 10,189,252 | 10,229,158 |
| Other adjustments | -1,470,531 | -975,711 | -1,446,370 | -840,213 |
| Total shareholders' Equity | 19,000,708 | 19,221,490 | 17,731,850 | 18,377,913 |
| Book Value/Share | 63.3 | 64.1 | 59.1 | 61.3 |

- As end of 2024Q3, total assets 23.27 bil., total liabilities 4.89 bil., total equity 18.38 bil. and net value NT\$61.3 dollars per share.

2024 Q3 Consolidated Statements of Comprehensive Income

Currency:K\$NTD

| | 2024Q3 | | 2023Q3 | | Variance | |
|-----------------------------------|------------|--------|------------|--------|----------|-------|
| | Amount | % | Amount | % | Amount | % |
| Net Sales | 18,776,089 | 100.0% | 19,673,802 | 100.0% | -897,713 | -4.6% |
| Operating Income | 291,093 | 1.6% | 268,256 | 1.4% | 22,837 | 8.5% |
| Non-Operating Income and Expenses | 1,033,210 | 5.5% | 877,968 | 4.5% | 155,242 | 17.7% |
| Income before Taxes | 1,324,303 | 7.1% | 1,146,224 | 5.8% | 178,079 | 15.5% |
| Tax Expenses | 240,397 | 1.3% | 247,180 | 1.3% | -6,783 | -2.7% |
| Income after Taxes | 1,083,906 | 5.8% | 899,044 | 4.6% | 184,862 | 20.6% |
| Earnings per Share | 3.61 | - | 3.00 | - | 0.61 | 20.3% |

- 2024Q3 Operating Income increased from 2023Q3 NT\$0.27bn to NT\$0.29bn due to the saving of the Operating expense.
- 2024Q3 Total Non-Operating Income and Expenses increased from 2023Q3 NT\$0.88bn to NT\$1.03bn due to the increasing of the China investment income.

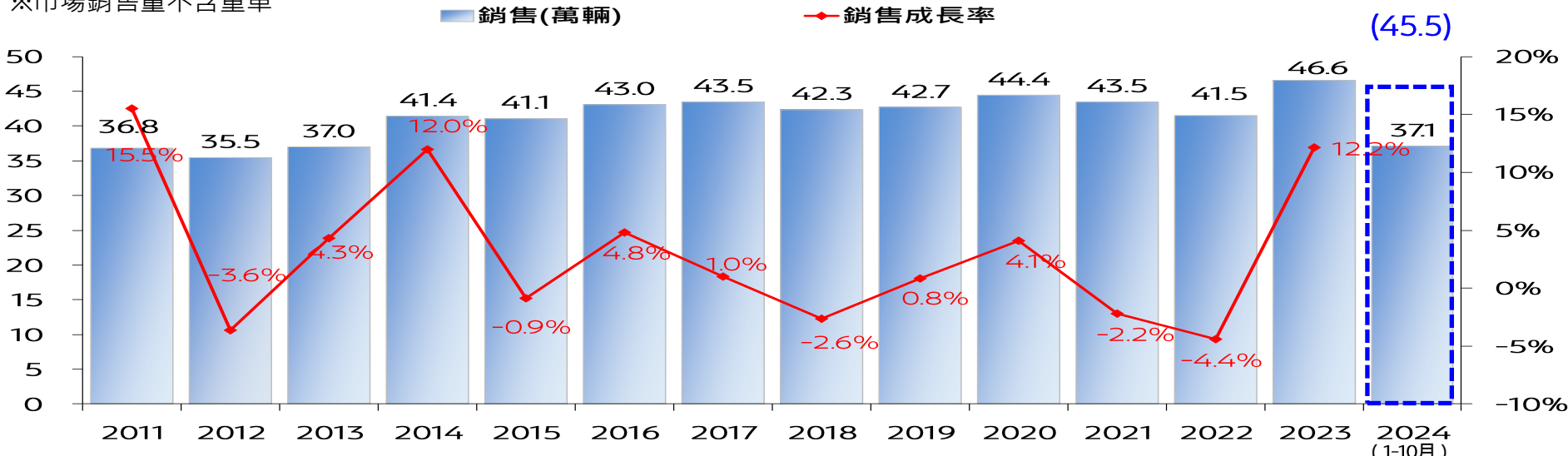
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Operation Highlights from Jan. to Oct. in 2024



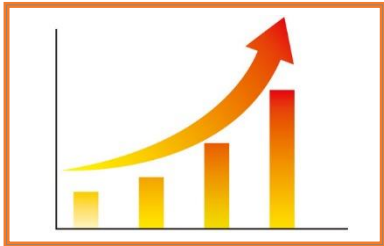
Market Summary from Jan. to Oct. in 2024 and the TIV forecast in Taiwan

※市場銷售量不含重車



Global

- Inflation pressure slows down, driving trade to pick up.
- Russo-Ukrainian war and tension in the Middle East.
- the global economic environment has the uncertain risks.



Taiwan

- Global merchandise trade recovers.
- Prosperity of emerging technology application business.
- Investment demand drives private consumption.



TIV Forecast

- 455K units in 2024



Operation Highlights from Jan. to Oct. in 2024 and the Sales Result



Sales result from Jan. to Oct. (NISSAN+INFINITI) is 16,425 units. The M/S is 4.4%

NISSAN



INFINITI



Sales Result



NISSAN Sales Result

- NISSAN actively introduces a new generation of environmentally friendly and energy-saving power to implement the energy transformation strategy. It has already introduced new energy models such as X-TRAIL and KICKS e-POWER. A new pure electric sports car ARIYA was also launched in July.
- KICKS 24 MY & ALL NEW SENTRA MC have been launched in the 1st half year. ARIYA, the OURDOOR FUN KICKS & X-TRAIL and ALL NEW SENTRA 24 SV have been launched in the 2nd half year.
- NISSAN sales result from Jan. to Oct. is 15,786 units.



**KICKS
24MY
TNCAP 5 Star
Safety**



**ALL NEW
SENTRA MC
3 highlights +
10 new
upgrades**



**ALL NEW X-
TRAIL 25MY
3 highlights**



**ARIYA
The EV with
mastering
technology**



**KICKS & X-
TRAIL
OUTDOOR
FUN SV
Launch**



**ALL NEW
SENTRA
24 SV
Launch**

ALL NEW SENTRA 24MY

- NISSAN ALL NEW SENTRA was officially launched in mid-April. To win and satisfy customer's hearts, it has been equipped with astonishing upgrades.
- It is upgraded with ProPILOT LV2 driving system、X-Media with 12.3 inch monitor、new shape LED rear lamp、EPKB with Auto Hold and I-KEY with auto lock and unlock function. Rich spec. with valuable price make all new SENTRA become the leader in sedan market.



ARIYA

- All-New Electric Crossover, ARIYA, represents NISSAN Pioneer in Electric Energy. It meets the brand image of the premium electric vehicle, crafting technology with ingenuity.
- ARIYA has Japanese craftsmanship and aesthetic design that has won world-class recognition with next-generation interior technology, providing car owners with the best electric vehicle driving experience.



KICKS e-POWER

- KICKS e-POWER has won market recognition with the driving experience similar to that of an electric vehicle, the powerful driving force, energy-saving fuel consumption and silent project of engineering cabin.
- Its test drive was carried out in Jul. to Aug., highly recognized with a customer satisfaction rate of 95%, and surprised customers with its good energy saving and fuel consumption.



KICKS & X-TRAIL OUTDOOR FUN SV

- Nissan cooperates with the leading brand of outdoor camping Coleman to launch KICKS & X-TRAIL OUTDOOR FUN SV in Sep. It has upgraded with packages of car parts, including black alloy wheel darkness, black V-Motion radiator grille, rear spoiler, rearview mirror, luggage roof rail to highlight a unique and personalized image.



ALL NEW SENTRA 24SV (special version)

- ALL NEW SENTRA 24SV is launched in Oct., providing with the limited exterior blue and white color.
- It has equipped with blue shape head lamps, black radiator grille and alloy wheels and interior design of sport style to create extraordinary experience.

ALL NEW SENTRA

黑化雙生版

限量登場

限量免費升級 加配備不加價

優惠價值超過3萬元

舊換新 78.9萬起

再享NISSAN好禮連發GO

購車即贈原廠電子後視鏡型行車紀錄器

4萬配件金 及 高額分期 0利率

NISSAN INTELLIGENT MOBILITY

新安東京海上產險

INFINITI Sales Result

- INFINITI sales result from Jan. to Oct. is 639 units. The luxury market share is 0.7%.



INFINITI QX50



INFINITI QX60

INFINITI Q50 25MY

- Q50 25MY has launched in Sep.
- Brings the outer appearance package to attract young customers, and utilizes the ProPILOT driving assistance system, VC-Turbo variable compression ratio engine and spacious and flexible space to meet the diverse car needs of consumers.



Digital Transformation: NISSAN Future Mobile Smart Service Ecosystem

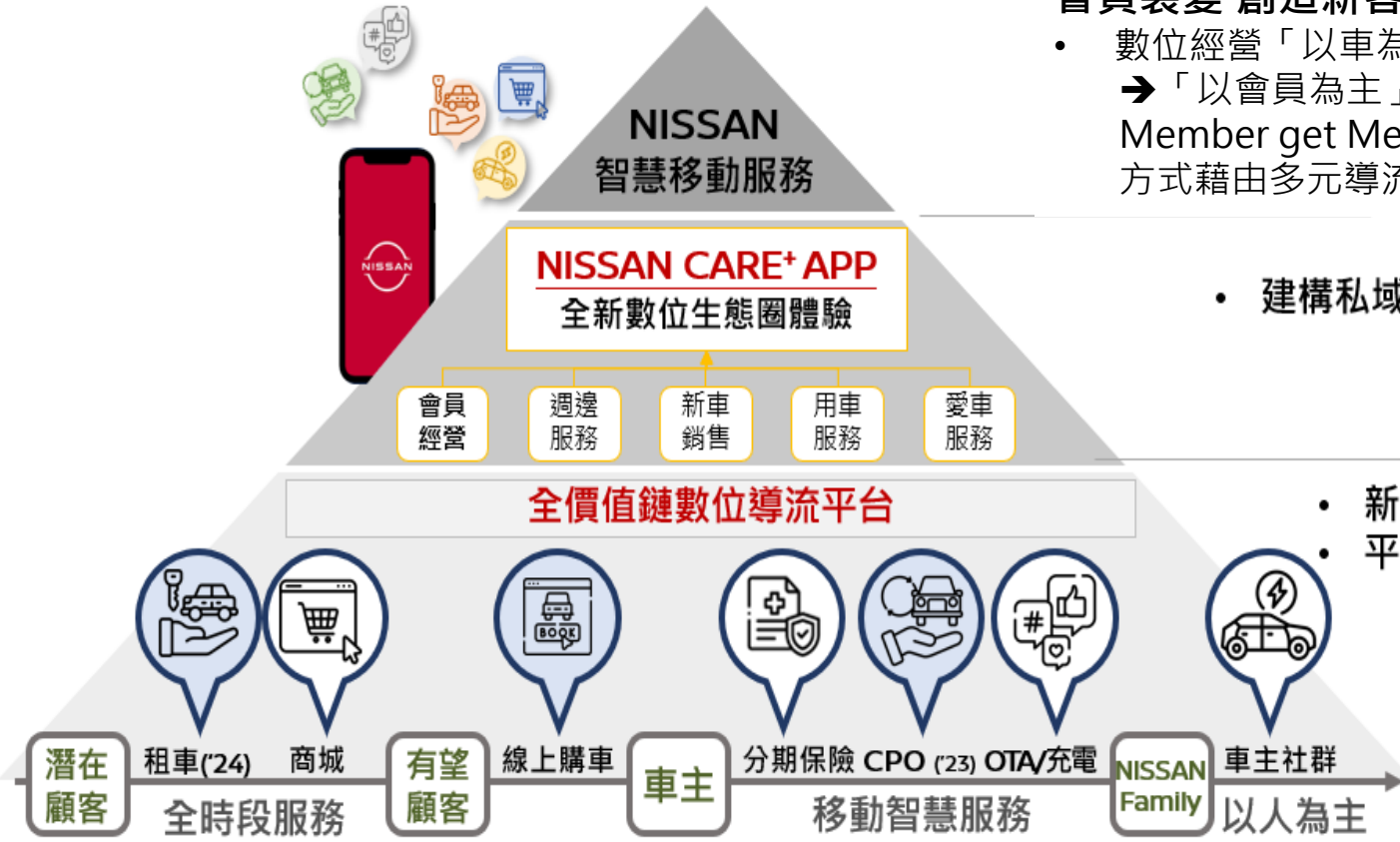
- Create a new MaaS (Mobility as a Service) to meet the detailed needs of customers in the mobile process

會員裂變 創造新客源

- 數位經營「以車為主」運營
→「以會員為主」運營並以 Member get Member 方式藉由多元導流平台擴大會員數

- 建構私域池，聚集核心流量

- 新平台提高消費頻度
- 平台會員→購車潛客經營



Digital Transformation: NISSAN In-depth Experience Online Platform

- Through the in-depth experience platform, Nissan provides themed in-depth test drives and provide customers with experience opportunities.

1 深度體驗活動

e-POWER深度體驗

2 沉浸式用車體驗

實際駕駛感受性能

3 體驗滿意下訂購買

社群分享廣獲好評



社群媒體
曝光

NISSAN APP
車主邀約

官方網站
活動報名



駕駛心得
互動熱絡

體驗好評
口碑分享

Through the establishment of a digital diversion platform, increase the number of NISSAN members, customer acquisition and increase sales opportunities



Digital Transformation: NISSAN Original Certified Used Car Website

- Consolidate the market price of Nissan used cars to promote new car sales and increase residual values.



✓ 認證中古車
原廠品質保證

158項檢定
6大系統全台保固

✓ 獨家優質車源

e-POWER系列正式上架

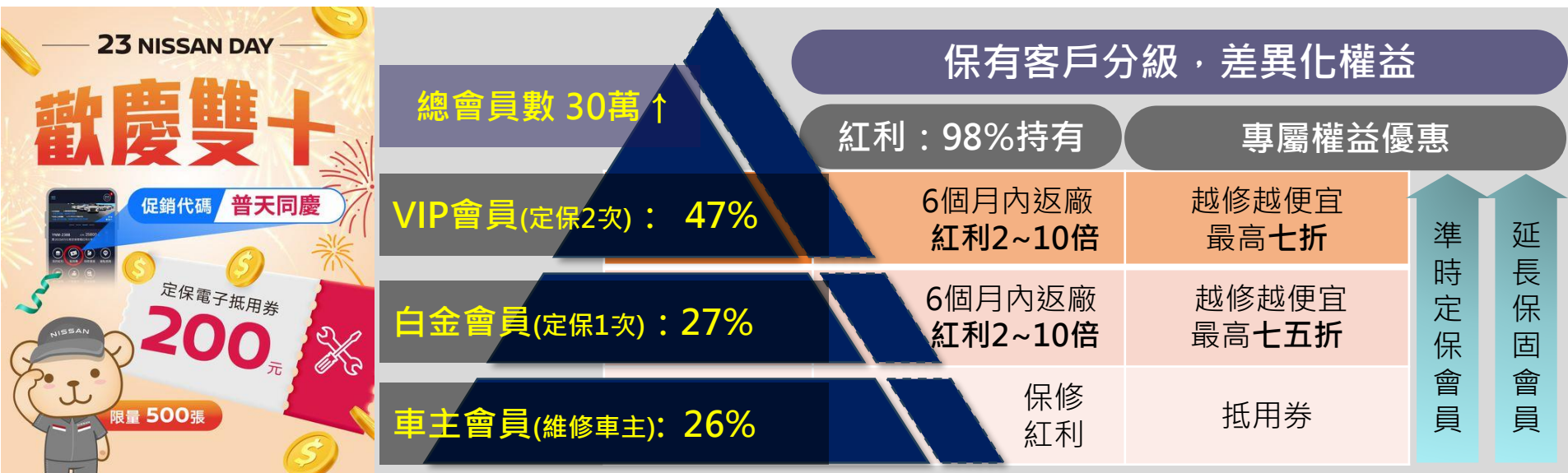
✓ 線上導流銷售

2024年1-9月
累計導流 1,387組



After-sales Service: Operating Results

- More than 541,000 units has entered the factory for maintenance, and sales of parts were 2.92 billion, YOY growth rate is 0.4% from Jan. to Oct. in 2024.
- Yulon-Nissan continues to deepen its customer retention operations and provides various preferential rights and interest programs for loyal car owners to increase customer loyalty. In 2024, it won the championship of the groups in Nissan GNAA (Global NISSAN Aftersales Award) in the Nissan Global Aftersales Service Award!



4

ESG



2024 H2 ESG Result

Environmental

- 與供應商攜手打造綠色供應鏈，2024年減碳降幅達 **2.21%**。
- 全車系導入可回收塑材，回收再利用率達 **95% 以上**。
- 持續推動各項節能減碳措施：**節水、節電、替換新能源車**。

Social

- 連續7年舉辦『**小小汽車達人**』體驗營，以及今年首次參與『**大FUN凱道-兒童未來市**』，讓交通安全與環保愛地球的種子在孩童心中萌芽。
- 長期投入於**全國技能競賽與創新風雲賞活動**，致力推動台灣汽車技術創新與人才培育。
- 長期支持社會公益關懷弱勢，**持續19年捐贈台北市環保局臨時工保險**以及加入「**愛的里程數**」計畫。

Governance

- 榮獲 2024 年**第18屆金炬獎 - 年度十大績優企業、優良顧客滿意度獎**。
- 榮獲 2024 年**第17屆TCSA 台灣企業永續獎 - 人才發展領袖獎、資訊安全領袖獎**。
- 榮獲 2024 年**104最佳雇主品牌大賞**。



- Through the below cycle to implement the carbon reduction activities.
- Till 2024 Q3, our carbon reduction rate has reached 2.21% (the target is 2%). Yulon-Nissan have finished the review of carbon emissions for 25 suppliers.



Recyclable plastic materials

- Recyclable plastic materials are fully introduced, and the main materials and additives of the parts are clearly marked on the car parts to increase the parts recycling rate and reduce the generation of waste.
- Till 2024 Q3, NISSAN vehicle recycling rate reaches over 95%.



- According to the "Business Sector 2030 Net-Zero Transformation Path," Yulon-Nissan implements the "Equipment or Operational Behavior Improvement" strategy. By replacing old equipment and operating management, Yulon-Nissan improves equipment energy efficiency to reduce greenhouse gas emissions.

節水

全公司安裝省水器
節約 30% 水量

節電

汰換全公司老舊冰箱
改為 1 級節能產品



替換新能源車

逐步將公務車
改為新能源車輛



2024 Junior Expert Camp Activities

Social

- Yulon-Nissan has held "Junior Expert Camp Activities" for the consecutive 7 years.
- In 2024, Yulon-Nissan held 26 activities and invited children to join the activities. It is the first time that Yulon Group and Yulon Nissan co-operated and held "Big Fun Kaidao - the City of Children" event to raise traffic safety awareness, environmental protection and social responsibility for the public.



Improvement of Automobile Maintenance Technical Skills In Taiwan

Social

- Yulon-Nissan has long-term cooperation with Ministry of Labor, adhering to the core concept of "improving skills and creating value" and is committed to promoting automotive technology innovation and talent cultivation in Taiwan.
- In the 54th National Skills Competition held in July, Yulon-Nissan mobilized its technical elites to serve as consultants, reviewers and sponsors of vehicles and car parts for the competition, providing national maintenance technical players with technical training and competition support to improve their performance. Automobile maintenance skills in Taiwan are competitive!



“DESIGN the Future” Competition Social

- Yulon-Nissan has held the “DESIGN the Future” Competition for the successive 20 years. More than 2,600 teams have participated in the competition, with reaching up to 6,500 participants. The activity brings the spirit of innovation to take root in campuses and cultivate more young talents for the industry in Taiwan.



Temporary cleaner insurance donation in Taipei City for 19 years

- Yulon-Nissan has donated insurance of temporary workers to Taipei City Department of Environmental Protection for the consecutive 19 years to implement ESG sustainable development and long-term support of social welfare for the disadvantaged and protect the unsung heroes who maintain the appearance of the city.



Vehicle Sharing Service Donation for Emergency Rescue

Social

- In 2024, Yulon-Nissan has participated in “Miles of Love” plan and donated the temporary cars service to Taiwan Mobile Child Therapy Association and the Christian Mustard Seed Association, combining car sharing services and social influence to improve the convenience for social welfare service and emergency relief.



2024 18th Golden Torch Award

Governance

- Yulon-Nissan Won the 18th Golden Torch Award in 2024 - Top Ten Outstanding Enterprises of the Year and Excellent Customer Satisfaction Award
- Exceed "customer expectations" with "digital service innovation" and win "customer trust" with "professional technical quality."



- It is the 10th year for Yulon-Nissan to issue ESG report to implement sustainable development, disclose and communicate, and strive to implement sustainable corporate management. Meanwhile, we will strengthen colleagues' information security awareness and professional capabilities.
- Yulon-Nissan Won the "Talent Development Leadership Award and Information Security Leadership Award" in 2024.



Best Employer Brand Award Hosted by 104 Corporation

Governance

- Based on core value of “innovation, speed and teamwork” , Yulon-Nissan will create value-added talents and continue to understand the needs of colleagues, value their learning, and establish an excellent employer brand.



5

Market Forecast in China

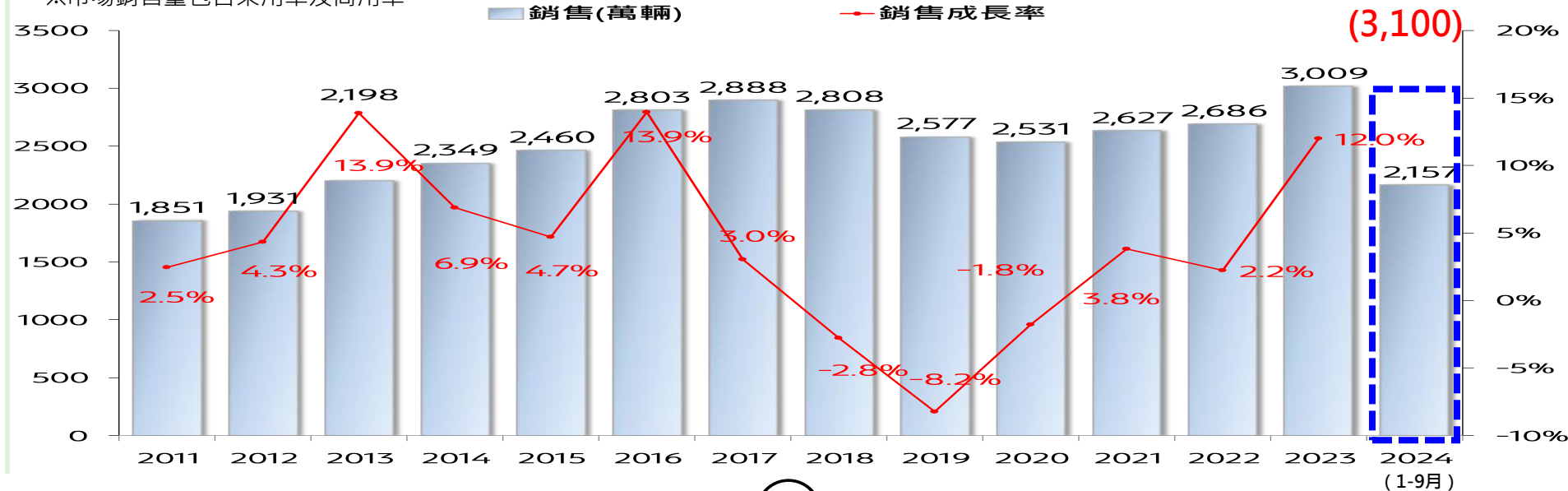


P.R.C. Automobile Market Status

- Reasons of economic downturn: Intensified U.S.-China trade war, house price fall, and the insufficient domestic demand leads to overcapacity...etc. GDP growth rate is about 4.6% by IMF.
- The new “trade in the old car” policy announced in Apr. encouraged the growth of TIV.
- 2024 Q3 YOY TIV is 21.57 M units, YOY growth rate was 2.4%. 2024 TIV Forecast is 31 M units, YOY growth rate will be 3.0 %.

※市場銷售量包含乘用車及商用車

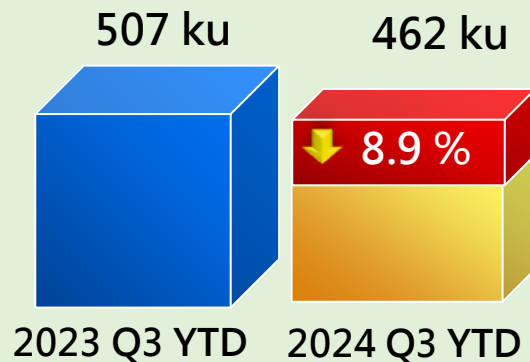
資料來源：中國汽車工業協會



Sales of DFN (Dongfeng Nissan)

- Sales result in Q3 YTD is 46.2k units, YOY growth rate is -8.9%.
- Sales decline due to the hot sales of local new energy vehicles. Localization strategies will be conducted to launch new energy vehicles.
- According to NISSAN “The Arc”, except for 启辰大V DDi& VX6, DFN will combine the advantage of global and local to create the “GLOCAL NEW MODULE”. There will be 4 models of NISSAN new energy vehicle to be launched.

DFN (Dongfeng Nissan)



6

Medium Term Prospect



Medium Term Prospect

- Customers is our first priority. Yulon-Nissan continues to introduce new energy vehicles and provide full value chain service from online to offline to meet consumers' needs for a smart mobile life.

Continue to Launch New Energy Vehicles

- Increase existing R&D capacity
- Introduce new models such as e-POWER and EV

Provide Full Value Chain Service

- Optimize customer service experience
- Expand online and offline traffic diversion opportunities
- Multi-channel customer diversion
- Diversified car purchasing services

Improve Advanced Technological Equipment

- Strengthen the introduction of advanced safety equipment
- Expand the scope of Internet of Vehicles services
- Use local resources to enhance product variety

Optimize organizational operation and management efficiency

- Integrate company operation management processes
- Improve organizational operational efficiency
- Promote ESG development solutions

THANK YOU FOR YOUR ATTENTION



Thank you