



China Motor Corporation Investor Conference

(ticker symbol : 2204)

Aug. 19, 2020

2020

China Motor Corporation
Investor Conference



Presenter : Cheng-Chang Huang
Vice President

14:30

**CMC Operating Results
and Future Plan**

Opinion Exchange

15:10



CMC Operating Results and Future Plan

(ticker symbol : 2204)

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Market Overview

- Auto Market in Taiwan
- Auto Market in China

CMC's Operating Results in the first half of 2020

CMC's Prospect in 2020



Auto Market in Taiwan



2020 GDP Estimated : **1.56%** (Directorate-General of Budget, Accounting and Statistics)

1.83% (Taiwana Institute of Economic Research) ; **1.33%** (Chung-Hua Institution Economic Research)

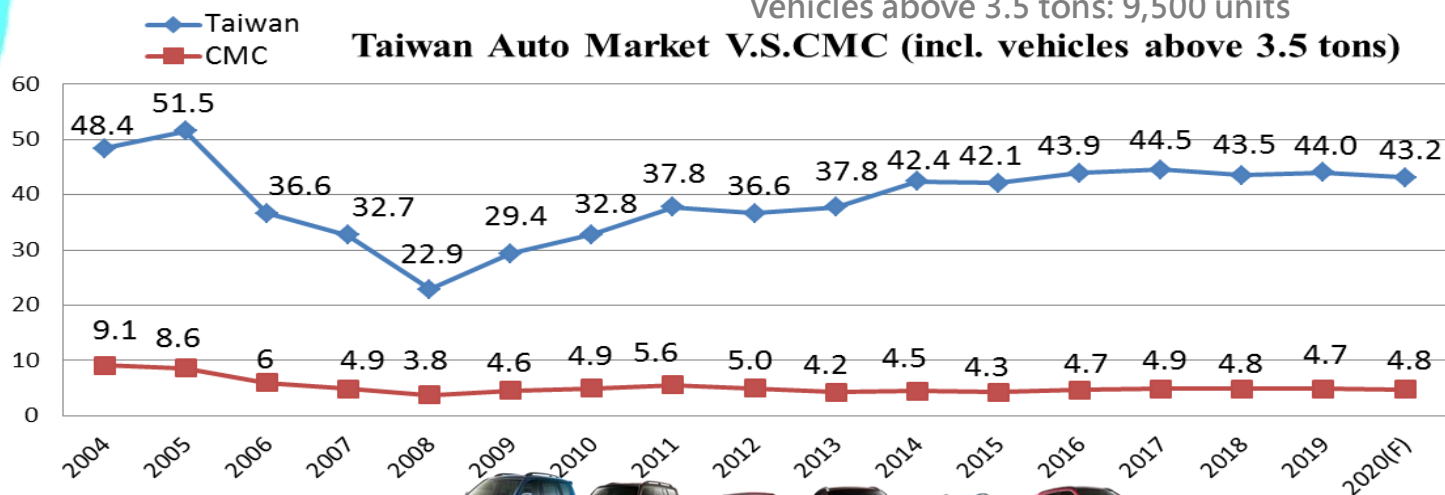
Q1 : 1.54 %

Q2 : -0.58% (Source : Directorate-General of Budget, Accounting and Statistics)

- Due to the COVID-19, the economic growth rate is a negative value in Q2. But the epidemic outbreak has been controlled, the government deregulate gradually and introduce consumption policies to boost consumption in the second half of the year.

Auto Market Estimated **432,000** units YoY 1.8%
Vehicles below 3.5 tons: 422,000 units

Vehicles above 3.5 tons: 9,500 units



Auto Market in China



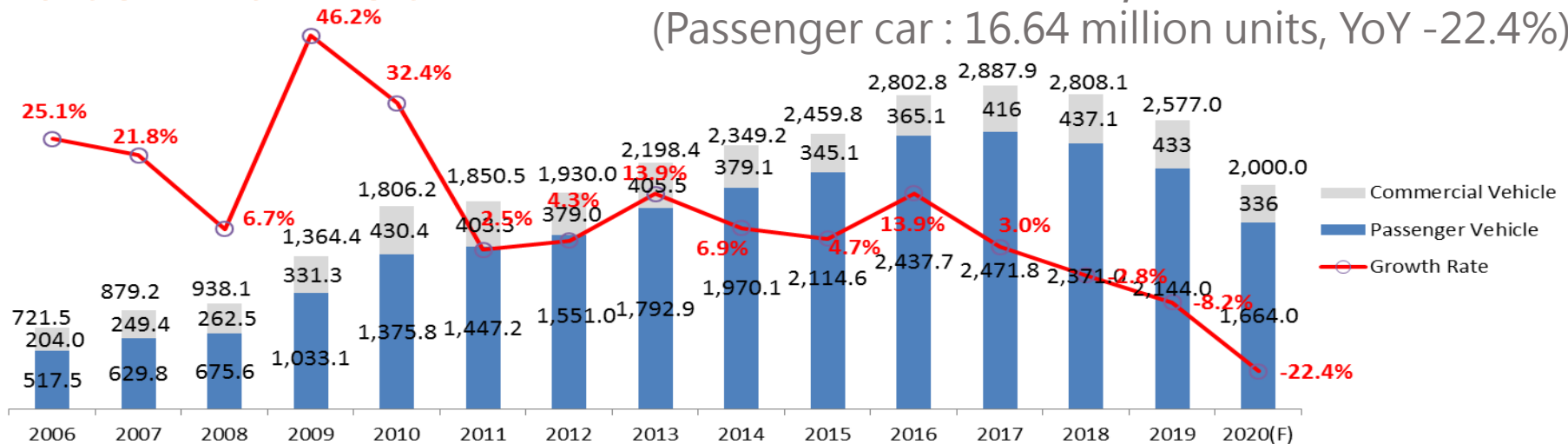
2020 GDP Estimated **1.0%** (Source: IMF)

Q1 : -6.8% (Source : National Bureau of Statistics in Mainland China)
Q2 : 3.2%



- Despite the impact of COVID-19, China has completely resumed its production. The economic growth rate turned positive value in Q2 2020.

Auto Market Estimated **20 million** units, YoY -22.4%
(Passenger car : 16.64 million units, YoY -22.4%)



Market Overview

CMC's Operating Results in the first half of 2020

- Domestic and Overseas Sales in Jan.-Jul. 2020
- Operating Results in the first half of 2020

CMC's Prospect in 2020



Domestic and Overseas Sales in Jan.-Jul. 2020



Item	2019	Jan.-Jul. 2020 (A)	Jan.-Jul. 2019 (B)	Growth rate (A-B)/B
Domestic Volume of Vehicles	41,376	25,980	26,801	-3.1%
Fuso-branded trucks and buses	5,606	2,363	3,667	-35.6%
Market Share	11.2%	11.2%	12.0%	-6.7%
Overseas Volume				
CBU	854	371	530	-30.0%
Domestic Volume of Electric Scooters	8,269	1,912	2,841	-32.7%

Operating Results in the first half of 2020

(Disclosed in Consolidated Financial Statements)



EPS in NTD, others in thousand NTD

Item	2019		H1 of 2020 (A)		H1 of 2019 (B)		Growth rate (A-B)/B
Operating Revenue	32,067,972	100%	14,778,053	100%	17,008,674	100%	-13.1%
Operating income	1,819,908	6%	893,538	6%	1,088,104	6%	-17.9%
Non-operating income(loss)	(3,500,171)	-11%	815,244	6%	(603,990)	-3%	235.0%
Income (loss) before tax	(1,680,263)	-5%	1,708,782	12%	484,114	3%	253.0%
Net Income (loss)	(2,308,373)	-7%	1,598,680	11%	98,025	1%	1530.9%
EPS	(2.38)	-	2.79	-	0.01	-	27800.0%

Market Overview

CMC's Operating Results in the first half of 2020

CMC's Prospect in 2020

- Auto Business in Taiwan
- Auto Business in China
- Auto Business in Overseas Market
- Electric Scooter Business in Taiwan
- New Business : AGV
- Corporate Social Responsibility



Auto Business in Taiwan



2020

Estimated **45,000~50,000** Units/(year)

(Including Fuso-branded vehicles, 29,010 units were sold from Jan.-Jul. if import vehicles are included.)

Domestic



Colt Plus
SAM



Grand Lancer
SAM



Outlander
2021 Model



Eclipse Cross
SAM

Import



Zinger
2021 Model



Zinger
Pickup Truck



E-Verca
(five-seat)

2020

Outlander 2021 Model

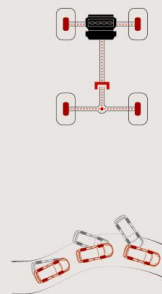


S-AWC

Super All Wheel Control

S-AWC超能全時四輪控制系統 Super All Wheel Control

S-AWC 系統整合 4WD、ASC、AYC 與 ABS，四種驅動模式(經濟/一般/雪地/砂石)讓你在多種路況中皆能掌控四輪的動態表現，卓越的穩定性，能給家人滿滿的安全感。



4WD

電子控制四輪傳動系統

針對車輛行駛狀況隨時分配前後輪的動力，確保擁有最佳的驅動與抓地性能。

ASC

車身動態穩定控制系統

控制煞車力與引擎出力，抑制車輛打滑與加速時輪胎空轉狀況，確保行車安全。



AYC

主動式彎道動態控制系統

最佳化控制車輛左右輪的驅動力/制動力，提供車輛優異的過彎性能與行駛穩定性。



ABS

防鎖定煞車系統

防止因急煞導致車輪鎖定，ABS系統可進行煞車點放，確保仍可操控車輛行進方向，閃避危險路況。

Eclipse Cross Sales Promotion



本月入主享**6**大超值好禮

購車好禮 **2選1**

好禮一 【日本原廠】品味套件7件組 (市價 22,700 元)



■ 尾門飾條

■ 後保下飾板(Carbon)



■ 車門把手飾蓋
(鍍鉻)



■ 後保飾條



■ 遮物捲簾



■ 前保下飾板(Carbon)



■ 側裙(Carbon)

或 **好禮二** LG空氣清淨機
(市價 19,900 元)



再享五大優惠

6年6大系統
延長保固

購車金3萬元
(不包含傳奇型)

90萬
高額貸款優惠

5年或
15萬公里保固

政府舊換新
5萬元



110 Mitsubishi Motor showrooms in Taiwan

From 2019 on, the new generation brand visual identification system being introduced to optimize the brand image and customer service experience.

2019

Binjiang Taipei Showroom-First showroom with new VI in Taiwan



2020 Q3

Four showrooms will introduce new IV system, such as Taichung, Tainan and Hualien.

2020 Q2

Beitou Taipei Showroom-Fortune Motors Co.' s first showroom with new VI



「Car Life」APP



中華三菱

CAR LIFE APP

「Car Life」APP



- Online maintenance reservation , maintenance record, maintenance progress track
- Latest events or promotion, maintenance notification
- Navigate or call the showrooms and service workshops nearby
- Accident assistance
- Dashboard symbol description and functions
- Use keyword to find solutions regarding car buy and use
- Provide link to owner manual
- Traffic condition/weather condition/railway and high-speed train schedule



Two maintenance services

- Login Car Life APP to track the maintenance progress
- Use electric scooter(EM25/EM80) services for free to deal with matters during maintenance.





2020

Estimated 20,000~30,000 units/(year)
(10,519 units were sold from Jan.-Jul.)

➤ The auto market is influenced by COVID-19.

To keep paying attention to automobile-related policies in China and complying with the policies to stimulate sales:

- The PN value(particulate matter pollution)request of China's stage 6 vehicle emission standards has been postponed until 2021.
- The national new energy vehicle subsidy has been postponed until 2022.
- Increasing vehicle license quota.
- Consumption subsidy in countryside
- New energy vehicle subsidy
- Stage 6 vehicle subsidy

2020

2021

Aug. 6

DX7

Minor Change

6 Awards in CCPC

- Acceleration 0~100Km/h
- Pylon course slalom test
- Moose test
- Vehicle interior noise test(average 60Km/h)
- Bumpy road test
- Comprehensive champion in SUV Group

2021/Q2



DX9

New SUV ClassB





Mercedes-Benz

福建奔驰

Overview :

- The sales volume showed steady growth in Q2 2020, higher than the same period in 2019 for three months.

2020 Estimated **20,000~30,000** units/(year)
(16,137 units were sold from Jan.-Jul.)

2020

V-class, Vito



Auto Business in Overseas Market



2020

Due to the COVID-19 , the auto market had declined dramatically.

Q3 : To export Panel Van.

Q4 : To export Delica to the Middle East and Central America.

Estimated **850**Units/(year)

(371 units were sold from Jan.-Jul.)

CMC Will Keep Exploring New Markets in Southeast Asia and Other Countries.



 eMOVING

2020

- The variety of products
 - ✓ All new models are being planed
- The competitive models
 - ✓ 2020/M-High CP value model
 - ✓ 2020/M-New color models
- Charging stations set-up
 - ✓ 2020/7 Accumulated to 146 stations
 - ✓ 2020/E Accumulated to 200 stations
- **Cross-industry cooperation**
 - ✓ Enterprise- Chunghwa Post Co., Taiwan Power Co.
 - ✓ University -National Tsing Hua University, Chung Yuan Christian University
 - ✓ Electric Scooters Sharing

2020 sales volume is estimated to be **5,000** units/(year)

(1,912 units were sold from Jan.-Jul.) 20

- iE125 High CP Value Model has been launched in July.
- The battery costs only \$199/month with unlimited mileage for the first year.
- The iE125 High CP Value Model is presented in the romantic drama to create a connection with and brand image on customers.

Max Speed 100km/h

Push/Reverse Help
Mode

High Endurance

Charging Convenience



iE125 High CP value model

Retail Price **\$67,800**

-) TES subsidy \$7,000 (Industrial Development Bureau)

-) CBS subsidy \$1,000 (Ministry of Transportation and Communications)

\$59,800



eMOVING10週年

振興券升級3倍變10倍

Shine

\$42,000

Special price

\$32,000



Bobe

\$32,000

Special price

\$22,000

If customers use \$3,000 stimulus vouchers, eMoving will offer special discount(\$7000).
Duration: July 1~Sept.30,2020

『Fun心騎』APP

• Find My Car

• Driving Record

• Vehicle Information

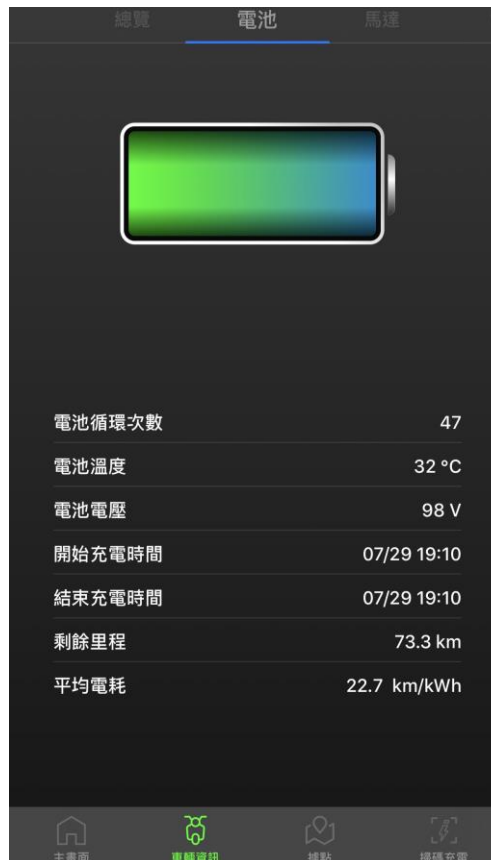
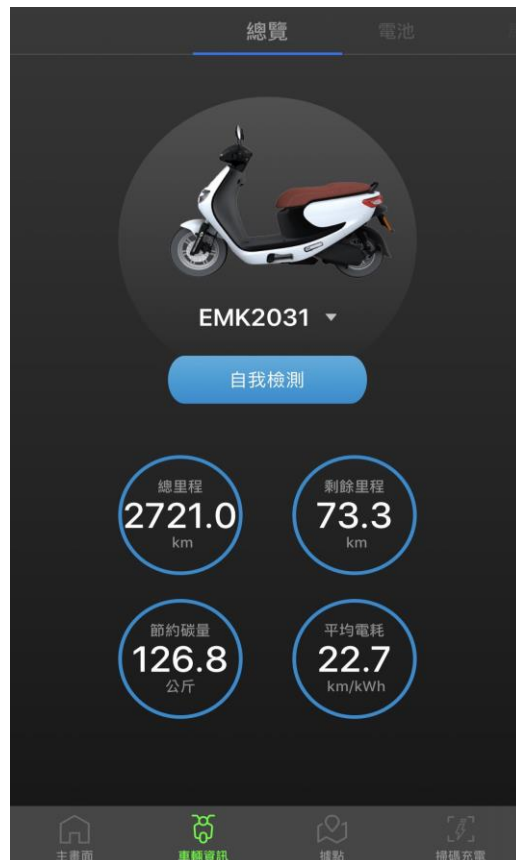
• Location

Auto parking location record

Driving review and iCloud saving

Tire pressure, battery, motor, EMS controls

Charging stations, showrooms, maintenance workshops





Create a Sustainable Energy Community



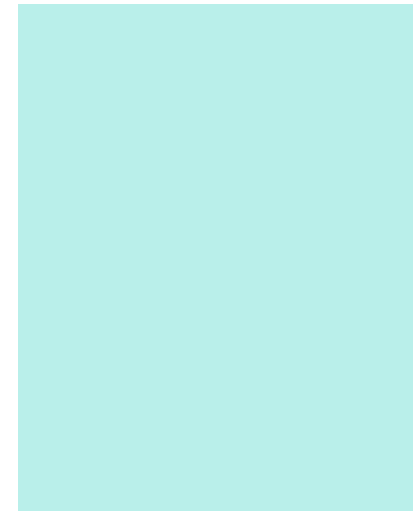
- A total of 393 charging stations around the cities.
- 3C charging stations:
Electric scooters can be charged to 50% in 10 minutes.

Charging Mode	0.3C (1.2kw)	1C (4.8kw)	3C (14.4kw)
Station	240	7	146
Location	Universities (Tsing Hua, Chung Yuan) Suppliers	shopping malls sports centers	dealers/CPC stations/restaurants/ shopping malls/universities/ parking lots/government agencies, ect.



38 special stores (including Penghu, Kinmen Islands)

Taipei (5 stores); Taoyuan (5 stores) ; Taichung (5 stores) ; Tainan (4 stores) ; Kaohsiung (9 stores) ; Others(10 stores)



Fan Pages



✓ Step 1



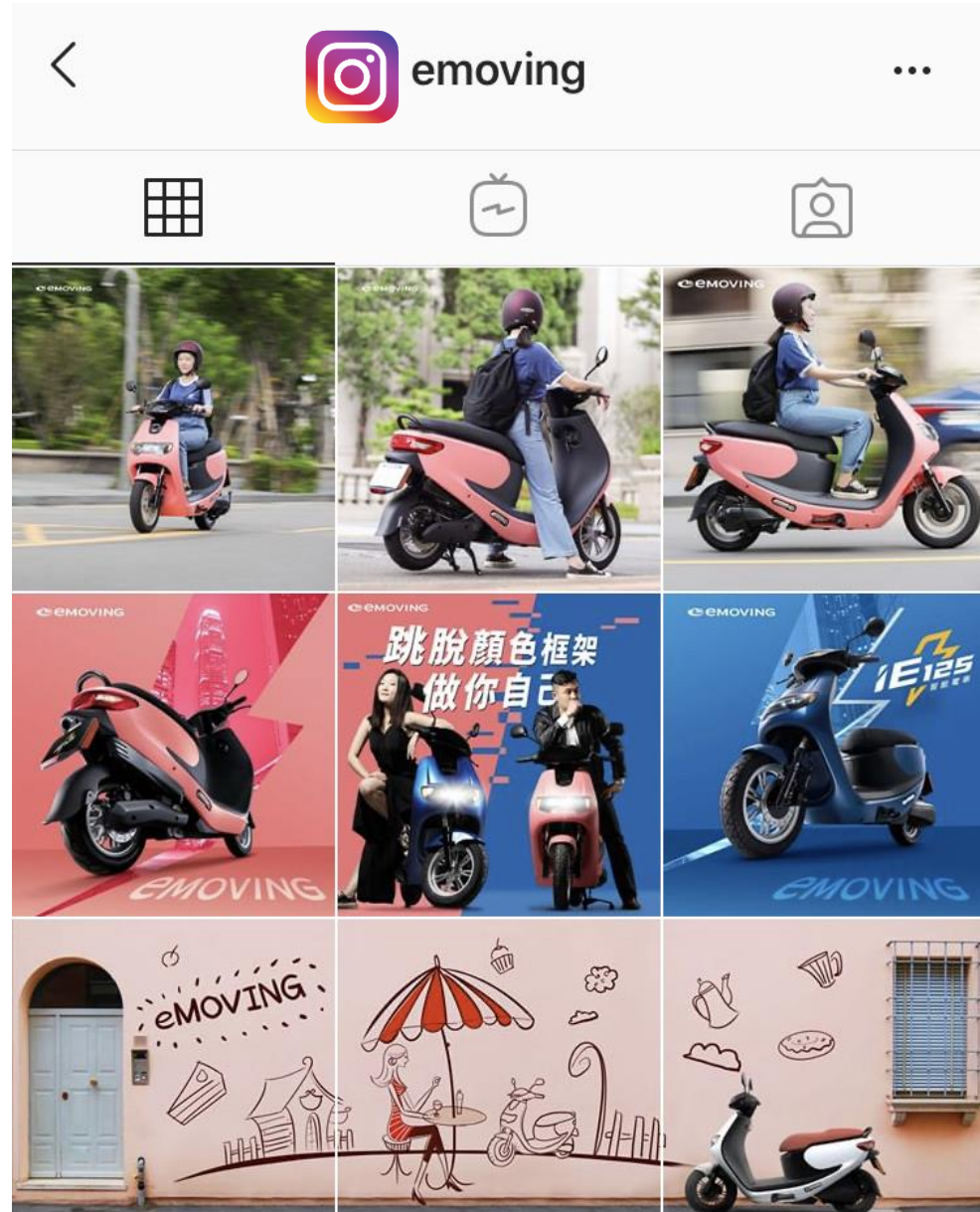
✓ Step 2



中華 emoving 智能二輪
產品 / 服務



發送訊息



New Business : AGV(Automated Guided Vehicle)

- AGVs are designed and manufactured at automotive standards and levels, and applied in a lot of industries, such as automobile, textile, footwear, electronics, optoelectronics and medical biotechnology industries.
- In recent years, CMC focused on the development of " Trackless Guidance Mobile Robot ", promoted the business to semiconductor industries in Taiwan, and even to foreign markets in the future.
- Until now, a total of 300 units have been sold.



Magnetic Track Guidance AGV

Carrying&
Low-Platform
Model

Heavy-Load
Model



Trackless Guidance Mobile Robot

Mobile Robot
OMR / DMR

Mobile
E-Rack



Customized Model

Magnetic Track/Trackless
Guidance Customized
Model





Corporate Governance Evaluation: Top 5% of listed companies for six years



901 listed companies participated in the 6th Corporate Governance Evaluation, and 45 companies were in the top 5%. A total of 13 companies were new in the list (compared with the 5th Corporate Governance Evaluation), with the change rate of 29%.

Since the first evaluation in 2014, CMC has earned the top 5% of listed companies for six years, representing the automobile makers.



Top 5% of listed companies for six years

Uni-President	E.sun Financial
President Chain Store	Yulon
China Motor	Global Unichip
TSMC	FarEas
TECO	United Microelectronics
Taiwan Mobile	Sinyi Realty

Vehicles Donation and Maintenance

- Vehicles Donation to Charity Association
- Vehicle Maintenance Service



Education

- Industry-Academia Cooperation
 - Traffic Safety Camp
 - Reading Program

Aboriginal Care

- Aboriginal Children's Dream Program
- Sports Day Program
- Rural Community Development Program



Rural-Urban Contribution

- Sponsor of the 2019 WBSC Premier12
 - Culture Journey Experience
- Environmental Protection Volunteer



Vehicles Donation to Charity Associations

Since 2016, a total of five vehicles have been donated to provide transport services for underprivileged children by 2018. In 2019, CMC donated Car No. 6 to "The Association of South Link Health Care Promotion for Taitung County", and Car No. 7 to "Chinese Love & Joy Charity Association" in Taitung, to take care more underprivileged children.



Sports Day Program

Since 2016, CMC helped the elementary schools located in the rural area to hold the sports day. There are 10 schools/ 1,665 students participating in the program. In addition to bring more resources to the elementary schools (less than 100 students), we also hope children and their parents will have wonderful memories in the sport day.





Industry-Academia Cooperation

- CMC invests in the talent cultivation of auto industry in Taiwan. Since 2015, the "Industry-Academia Cooperation" program has been executed.
- From 2015 to 2019, 39 high schools/ 1,665 students participated in the program.



Sponsor of the 2019 WBSC Premier12



CMC cares and highly cultivates in the development of Baseball in Taiwan for a long time.

2015-In the first "WBSC Premier12", CMC sponsored new jersey to the baseball team of aboriginal "Fzhi Elementary School" and helped children dreams come true.

2017-Mitsubishi Motors Taiwan and Dai-Kang Yang held a one-day baseball camp at Wufeng Elementary School in Hsinchu.

2019-CMC sponsored the "2019 WBSC Premier12" and invited the "Lixing Elementary School Baseball Team" to cheer for the Chinese Taipei Baseball Team.





THANK YOU FOR WATCHING





Opinion Exchange

(ticker symbol : 2204)