



China Motor Corporation 2025/Q3 Investor Conference

(Ticker Symbol : 2204)

Presenter: Ching-Wu Chien Vice President

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CMC's Operating Results in 2025 Q1~Q3



2025 Q1~Q3 vs. 2024 Q1~Q3: Sales Performance

Market Overview: Pending tariff and tax issues dampened sales

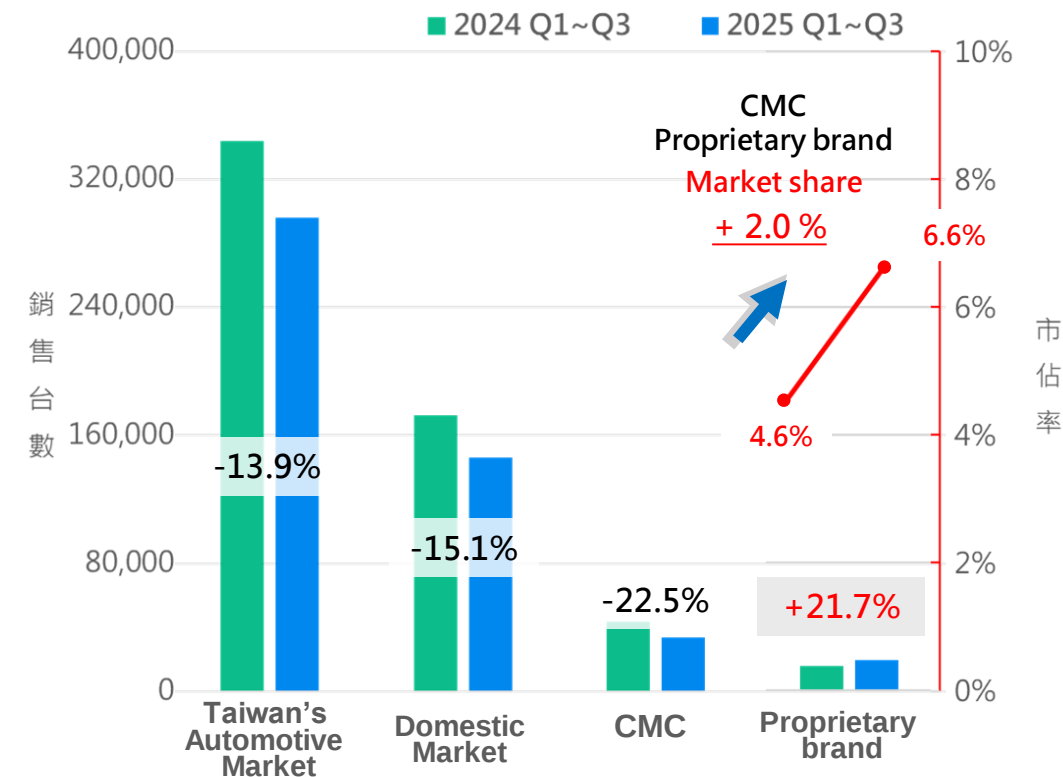
In 2025 Q1~Q3, the total sales in Taiwan's small-sized vehicle market reached 296,000 units, representing a YoY **decline of 13.9%**. Domestic vehicle sales were 146,000 units, reflecting a YoY **decline of 15.1%**.

Company Performance:

Outstanding proprietary brand sales performance

Total vehicle deliveries declined by 22.5% YoY; however, proprietary products((J SPACE、ET35) performed strongly, achieving **YoY growth of 21.7%** and **a 2.0% increase in market share**.

Taiwan's Automotive Market vs. CMC Sales
(Vehicle Deliveries) Performance



CMC's Operating Results in 2025 Q1~Q3



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2025 Q1~Q3 vs. 2024 Q1~Q3: Consolidated Income Statement

Unit: NT\$100 million

	2025 Q1~Q3	2024 Q1~Q3	YoY
Revenues	239.60	322.21	-25.6%
Gross Profit	40.26	51.51	-21.8%
Gross Profit Margin	16.80%	15.99%	0.8%
Operating profit	9.40	18.61	-49.5%
Non-Op. Income and Expenses	15.52	21.47	-27.7%
Income after Tax	22.65	34.30	-34.0%
CNIS	21.31	32.67	-34.8%
EPS (NTD)	3.90	5.99	-34.9%

2025 Q1~Q3 financial performance declined, mainly due to a decrease in multi-brand sales & overall market contraction.

- Operating income declined by NT\$921 million, impacted by market hesitation from new U.S. tariffs, a 22.5% YoY decline in the Company's vehicle deliveries due to **policy adjustments implemented by its multi-brand**; and continued investments--undertaken to **strengthen corporate resilience, in key technologies and complete-vehicle R&D for the Company's own intelligent new-energy vehicle brand**.
- Non-operating income declined by NT\$595 million YoY, mainly due to the decrease of investment returns amid intense competition in the China automotive market.
- EPS for Q1~Q3 this year was NT\$3.90.

CMC's Operating Overview in 2025 Q4 & Operating Prospects for 2026



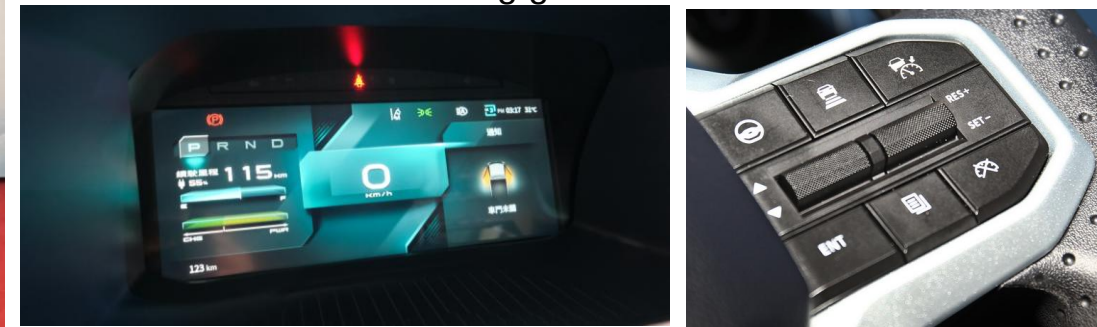
Taiwan's First Vehicle

Developed under the MOEA's "10+1 Intelligent EV System Architecture"

Officially Commenced Mass Production on August 22.



Adopts a **Centralized Electrical/Electronic Architecture (EEA)** in line as leading global manufacturers.



Equipped with a **Self-developed eDCU**

First Domestically Produced 3.5-Ton Electric Commercial Vehicle—ET35 Line-Off Press Conference

Built on a newly developed "dedicated electric commercial vehicle platform," the model can **flexibly accommodate diverse market needs**, including applications such as **logistics trucks**, **recycling vehicles**, **mobile food trucks**, and **mobile retail vehicles**.

ET35 Electric Commercial Vehicle

Entering the 2nd Phase of **Collaboration with Major Logistics Providers**



Mobile Retail Vehicles



Recycling Vehicles



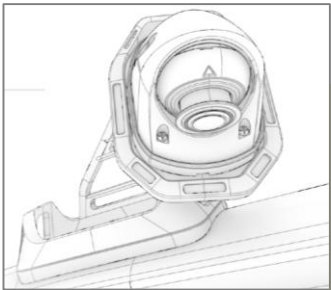
Logistics Trucks

Mobile Food Trucks



CMC has leveraged its **proprietary technologies**, **demonstration runs**, and **data analytics** to develop software configurations that are optimally tailored to the operating scenarios of logistics operators.

Investing in the **development capabilities** of CMC and the **local supply chain** to expand new application scenarios for **zero-carbon commercial vehicles**.

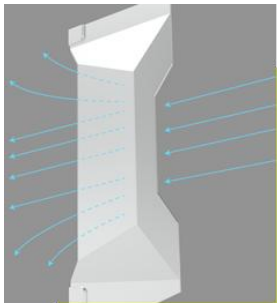


Our **in-house Third-View AI Recognition System** offers an integrated design, stable performance, and clear imaging to greatly enhance safety.



Multiple delivery ports for **efficiency**; **reduces injury** from throwing.

Equipped with a ventilation module to **enhance airflow inside the cabin** and **improve operator comfort**.



Newly designed temporary storage area to **reduce the risk of occupational injuries**.



Showcased our innovative **electric recycling vehicle** at the **Taiwan Design Expo**.



Demonstration runs are planned to begin in **early 2026** in **Changhua County**, followed by a gradual rollout to **environmental agencies across Taiwan**.

Sep. 8 Officially launched

Z PLUS 特仕版

■ 黑頂高山藍



冰曜白



黑頂燕麥奶



星河灰



尊爵黑



冰鑽銀



黑頂軍裝灰



黑頂夜幕綠



黑頂星辰藍



黑頂花崗石棕



黑頂奶油黃



黑頂冰那堤



豪野黃



黑頂高山藍



黑頂蒼野綠



黑頂爾本藍



黑頂乾燥玫瑰

To Be Officially Launched at the 2026 Taipei New Car and New Energy Vehicle Exhibition

XFORCE



Rich equipment and rear-seat space
that surpass those of its class.

10.25-inch digital instrument cluster
× 12.3-inch touchscreen display
Horizontally extended multimedia infotainment system.

Supports wireless Apple CarPlay
& Android Auto.

YAMAHA 8-speaker audio system.

冰魄藍



雪霧白



曜影黑



夜幕灰



Taiwan Market

Domestic

CMC



Zinger

Two-tone variants
launched in June 2025



Zinger Pickup



P350 Hybrid



A190



E300 (Van/Pickup)



J SPACE (Van/Pickup)
8 Seater launched in Nov 2025



Z Plus
launched in Sep. 2025



CMC's All-New 3.5-Ton Electric Truck, ET35
Launched in 2025/9/26



CMC 3.5-Ton Electric Truck
— ET35 Double-Cab



XFORCE
Officially launched in Dec 2025



Outlander



Colt Plus



Delica Pickup



DelicaVan

Domestic

Mitsubishi

Domestic

MG

(達成「在地化比率」要求)



7 Seater G50 PLUS
Launched in 2025/9/19



HS



ZS 12

※ Red indicates newly introduced models.

ESG Achievement





中華光復計畫

修復家園 你我同行

照片授權：看見·齊柏林基金會 提供



CMC Supports Community Recovery

Developed
under

Local Collaboration
Mobility Empowerment

two key pillars

Following a natural disaster that damaged over 600 vehicles in Guangfu Township, CMC mobilized tow-truck operators nationwide to **provide free towing services to help restore local transportation.**

The first batch of “**Care & Support Mobile Vehicles**” will be provided to the Mustard Seed Mission–Guangfu Center and Uwash Social Innovation to **assist with elder care, meal delivery, and expedited community cleanup and recovery.**

Beyond that,
CMC will also establish a channel for **public-interest organizations in Guangfu** to apply for vehicles.





Since 2016, CMC has provided the “Migratory Bird Mobile Maintenance Service” for 10 years, leveraging its core expertise to reduce the urban–rural gap in vehicle repair resources. Dec. 6, the service will return to Guangfu Elementary School to offer the “Migratory Bird Check-Up” program.

候鳥維修巡迴

CMC has carried out its “Community Care Maintenance Campaign” for 5 years. This year, in partnership with Fortune Motors, Shun Yi Motor, and MAXXIS, the program is extended through year-end to provide repair services for damaged vehicles and free tire replacement for eligible models used by Guangfu-based public- interest groups.

光復公益健檢

The “Happiness Guardian Program” has helped bridge transportation gaps in rural areas for 10 years. The vehicles provided to Taibalang and Guangfu elementary schools now serve as essential post-disaster transport for students between shelters and school, ensuring continued access to education.

幸福守護專車

中華
光復計畫

捐贈教學資源

Located in the hardest-hit area, Kuangfu Vocational High School suffered severe flood damage, with its teaching equipment completely destroyed. To promptly restore teaching conditions, CMC and Fortune Motors jointly provided free automotive parts and two training vehicles to support the school in resuming normal instructional operations.

AI-Driven Design Capability to Cultivate the Next National Technical Generation

Digital Design Camp Ignites Creative Capability

CMC has long cultivated high-value technical talent, reflecting its corporate social responsibility and industry leadership.

- Since 2022, CMC has held the industry-academia “Digital Vehicle Design Camp” for four consecutive years, partnering with 12 universities—including NCKU and NYCU—and training over 200 students.
- The program offers VR access, enabling students to experience advanced design technologies, enhance R&D thinking, and build Taiwan’s next generation of competitive vehicle-development talent.



Using VR technology to support interior and exterior vehicle design

Clay model development and concept vehicle display



Electric two-wheeler display



Ranked in the **Top 10** of the Excellence in Corporate Social Responsibility Award **for 3 years.**

Ranked Large Enterprises - Manufacturing Category **Top 3** in 2025



Recipient of the CommonWealth Talent Sustainability Award **for 3 years.**

Ranked Large Enterprises -Manufacturing Category **Top 1** in 2025 for **the First Time**



Recipient of the Family Friendly Workplace Award **for 3 years.**

Q & A



THANK YOU FOR WATCHING

