



智伸科技股份有限公司  
GLOBAL PMX CO., LTD.  
**(4551)**

Speed Green Safety

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# ABOUT

Since	1987, Feb-18 <sup>th</sup>
CEO	Eddy Lin
Capital	NTD 830 M
Business	Mechanical parts in Automotive, Medical, Storage, Semi
Employee (2016.03.31)	1,664
HQ	Xi-Zhi , New Taipei City, Taiwan



	ZJ, China	DG, China	HQ, Taipei
Employee(2016.03.31)	838	765	61
Capacity ( 2016Q1)	435,549	405,200	0
Sales %	51.56%	47.97%	0%

Units : Number of people ; Thousand dollars ; %



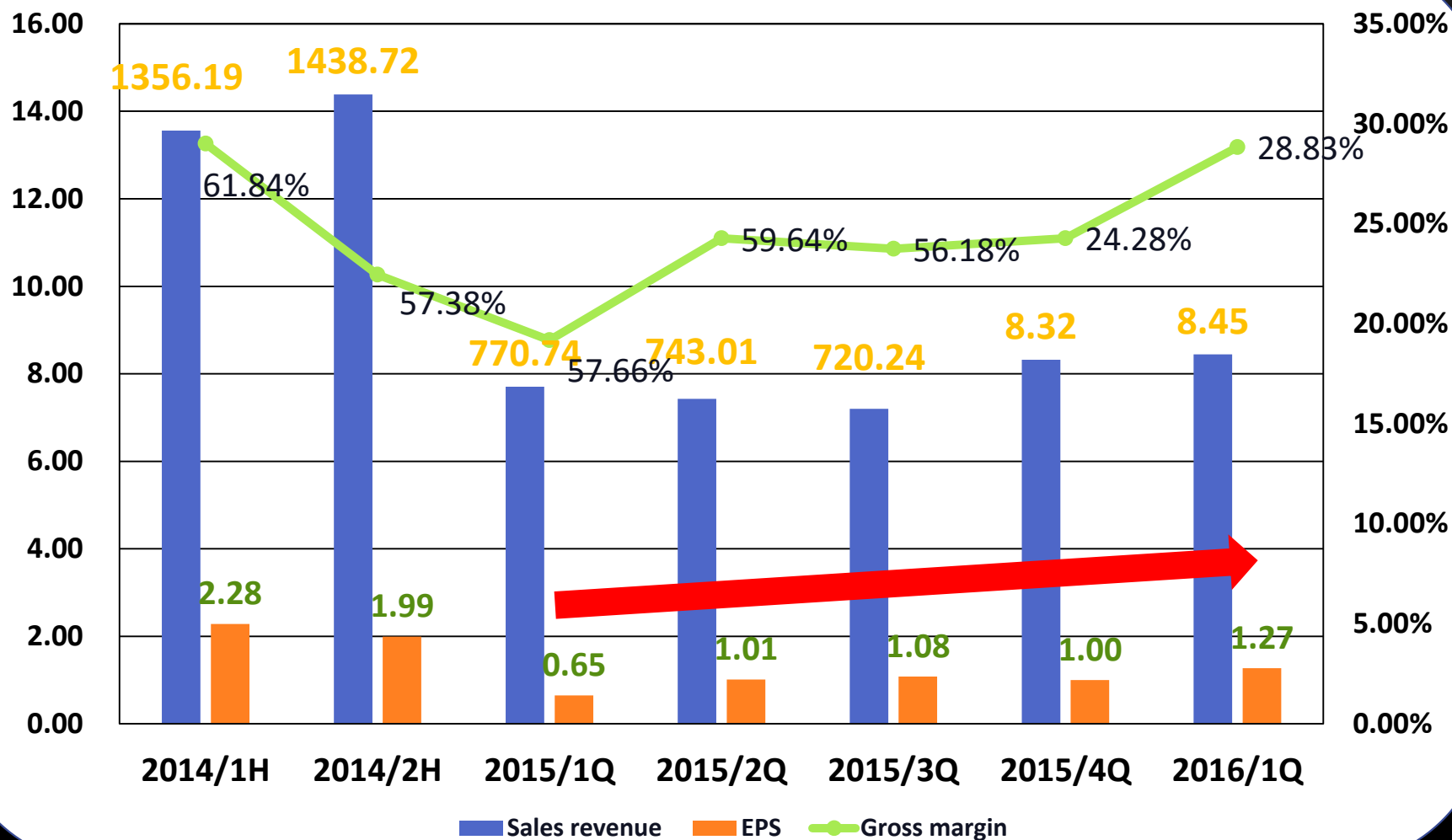
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# BUSINESS STATUS

Units : Thousand dollars ; % ; NT

	2013		2014		2015		2016/1Q	
	NT	%	NT	%	NT	%	NT	%
<b>Gross Sales</b>	2,381,783	100.00%	2,794,909	100.00%	3,066,201	100.00%	844,662	100.00%
<b>Cost of Goods Sold</b>	1,785,648	74.97%	2,078,434	74.36%	2,364,927	77.13%	601,123	71.17%
<b>Gross Profit</b>	596,135	25.03%	716,475	25.64%	701,274	22.87%	243,539	28.83%
<b>Operating Expense</b>	322,711	13.55%	294,519	10.54%	297,727	9.71%	83,393	9.87%
<b>Operating Profit</b>	273,424	11.48%	421,956	15.10%	403,547	13.16%	160,146	18.96%
<b>Non-Operating Income (Expense)</b>	12,972	0.54%	25,814	0.92%	(25,477)	(0.83%)	(6,600)	(0.78%)
<b>Pre-Tax Income</b>	286,396	12.02%	447,770	16.02%	378,070	12.33%	153,546	18.18%
<b>Income Tax</b>	(95,371)	(4.00%)	(127,883)	(4.58%)	(86,522)	(2.82%)	(49,741)	(5.89%)
<b>Net Income</b>	191,025	8.02%	319,887	11.45%	291,548	9.51%	103,805	12.29%
<b>EPS (NTD)</b>	2.80		4.27		3.74		1.27	

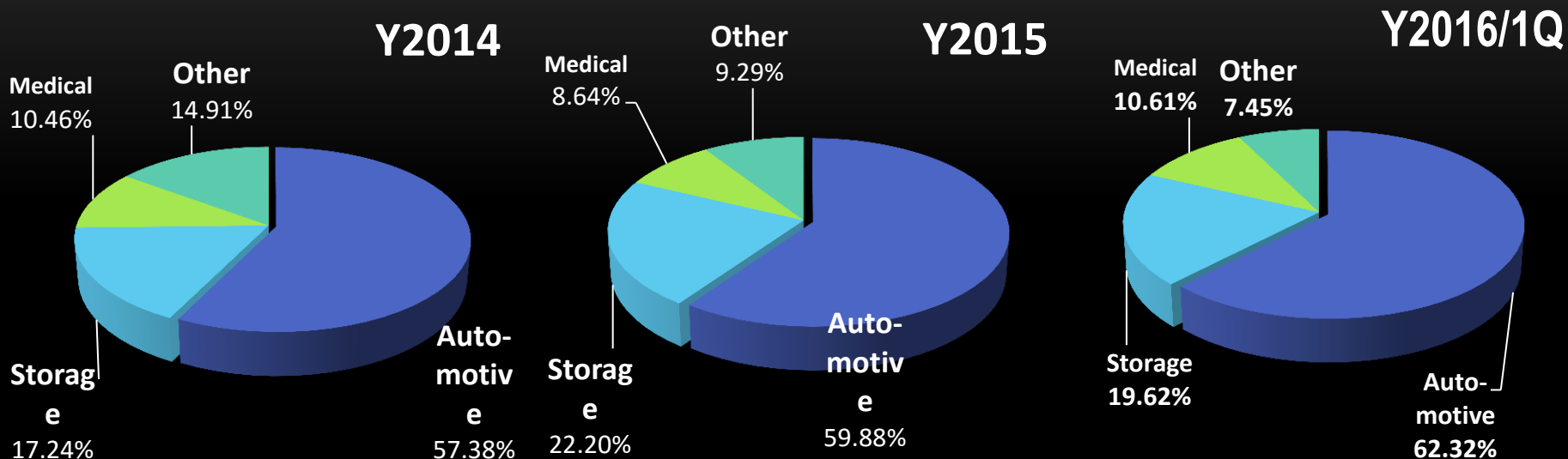
# BUSINESS STATUS



Units : Net Sales (NTD/One hundred million)  
 EPS (NTD)  
 Automotive Sales Share (%)、Gross Profit Rate (%)



# BUSINESS FOCUS








	Auto		Storage		Medical		Others		Total	
	Shipment	%	Shipment	%	Shipment	%	Shipment	%	Shipment	%
<b>2014</b>	1,603,737	57.38	481,950	17.24	292,267	10.46	416,955	14.91	2,794,909	100
<b>2015</b>	1,835,910	59.88	680,690	22.2	264,840	8.64	284,761	9.29	3,066,201	100
<b>2016/1Q</b>	526,415	62.32	165,725	19.62	89,594	10.61	62,928	7.45	844,662	100

Units : Thousand dollars ; %

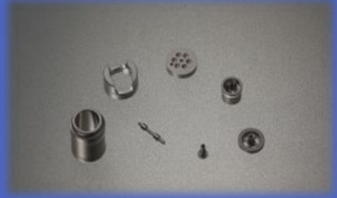





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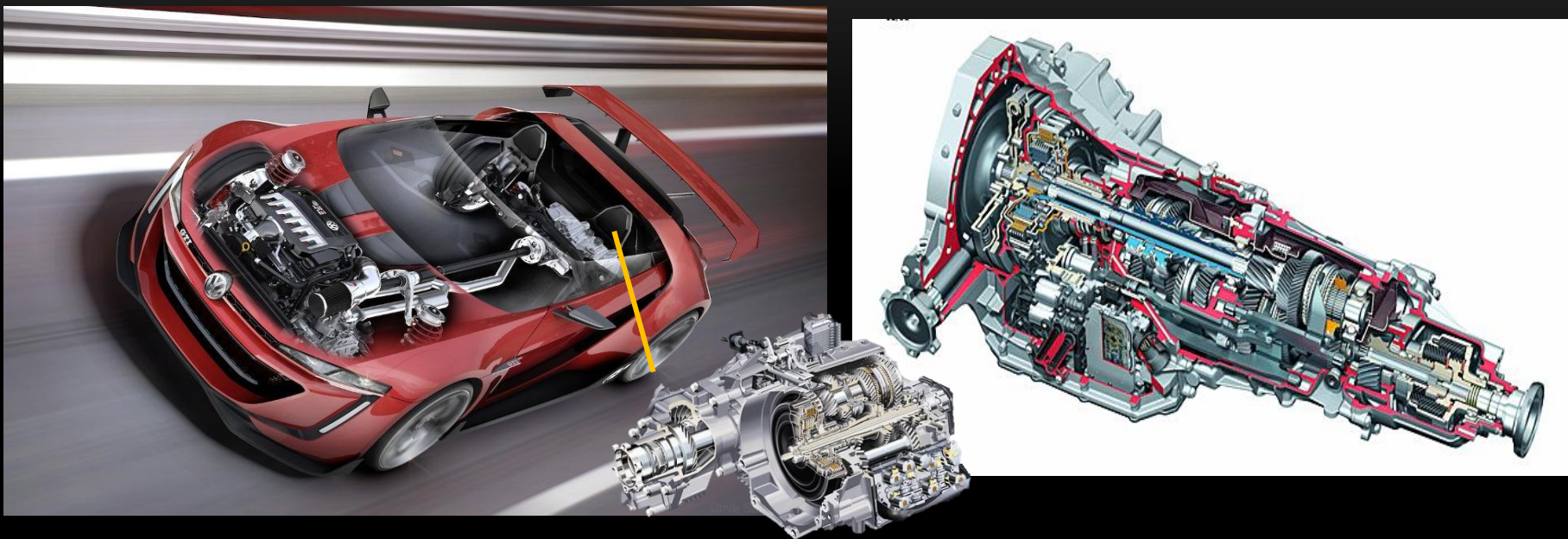
# CUSTOMERS

Major		 <b>BOSCH</b> Invented for life			
<b>Revenue share(%)</b>	Y2016/1Q : 27% ↑ Y2015 : 24% Y2014 : 22% Y2013 : 21%	Y2016/1Q : 16% ↑ Y2015 : 14% Y2014 : 12% Y2013 : 9%	Y2016/1Q : 3% ↑ Y2015 : 5% Y2014 : 6% Y2013 : 3%	Y2016/1Q : 4.6% ↑ Y2015 : 4% Y2014 : 4% Y2013 : 3%	Y2016/1Q : 2.1% ↑ Y2015 : 1.5% Y2014 : 1% Y2013 : 0
<b>Products IN -</b>	ABS 、 ESC 、 High-Pressure Pump 、 Turbo Charger 、 Petrol Engine	High-pressure pump 、 Common Rail 、 Turbo Charger 、 More Diesel and Petrol Engine	Diesel Pump Head 、 Body 、 Engine components	High Pressure Pump 、 More diesel and Petrol Engine	Star-Stop System 、 Dual Clutch 、 Transmission/ System 、 DCT
<b>Part no.</b>	MP : 42 New : 12	MP : 49 New : 7	MP : 18 New : 4	MP : 14 New : 9	MP : 2 New : 11
<b>Import / Export</b>	80%/20%	40%/60%	30%/70%	60%/40%	0%/100%
<b>Brands Depots</b>	Ferrari 、 Porsche 、 Bentley 、 Audi 、 Mercedes-Benz...so on	Ferrari 、 Porsche 、 Tesla 、 VW 、 GM 、 Ford...so on	Navistar 、 VW 、 Dodge 、 Toyota...so on	Audi 、 Ford 、 GM 、 VW 、 Volvo...so on	Ford 、 Volvo 、 VW 、 Mercedes-Benz...so on

# AUTOMOTIVE MAJOR NEW TREND

				
<b>Products</b>	High Pressure Pump	ABS/ESC Valve Body	Gasoline /Diesel injection nozzle holder body	DCT/CVT
<b>Clients</b>	BOSCH 、 Continental 、 Delphi 、 Magneti Marelli	Continental 、 Delphi 、 TRW	Bosch 、 Delphi	BorgWarner
<b>Application</b>	GHP/GDI/HDP6	ABS/ ESC	Gasoline/ Diesel Engine Injection	Transmission system
<b>Annual Output/% Of revenue</b>	5000K sets/~10%	3500Kpcs/20%	T.B.A	800K set/T.B.A.
<b>Lifecycle</b>	8 years per model	8 years per model	8 years per model	8 years per model
<b>Brands Depots</b>	Ferrari 、 Porsche 、 McLaren 、 Bentley 、 BMW 、 Mercedes-Benz...so on.	BMW 、 Audi 、 VW 、 Volvo 、 GM 、 Ford 、 ...so on.	GM 、 Ford 、 Hyundai...so on.	BMW 、 Audi 、 VW 、 Nissan...so on.

# AUTOMOTIVE NEW PRODUCTS-DCT

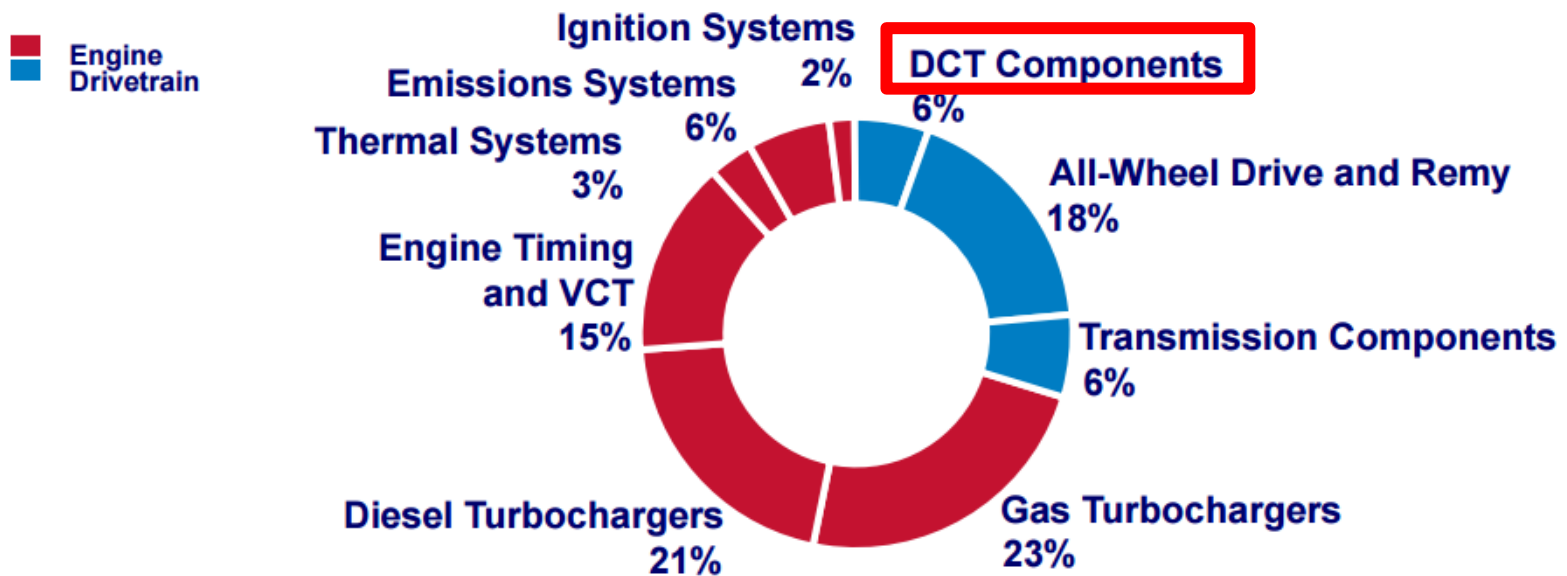


<b>Products</b>	<b>Dual-Clutch Transmission(DCT)</b>
<b>Application</b>	Energy saving and Carbon Reduction, smoother shifting
<b>Join R&amp;D</b>	BorgWarner
<b>Brands Depots</b>	BMW 、 Audi 、 VW 、 Ford 、 Nissan 、 BYD...so on

# DCT MARKETING TREND

4% to 6% Organic\* CAGR thru 2018

\$1.1 Billion — \$1.65 Billion of Net New Business 2016 thru 2018



\* Organic growth includes the change in sales due to net new business and excludes the impact of base business growth or shrink, changes in product pricing, acquisitions, divestitures and foreign currencies

As of January 13, 2016

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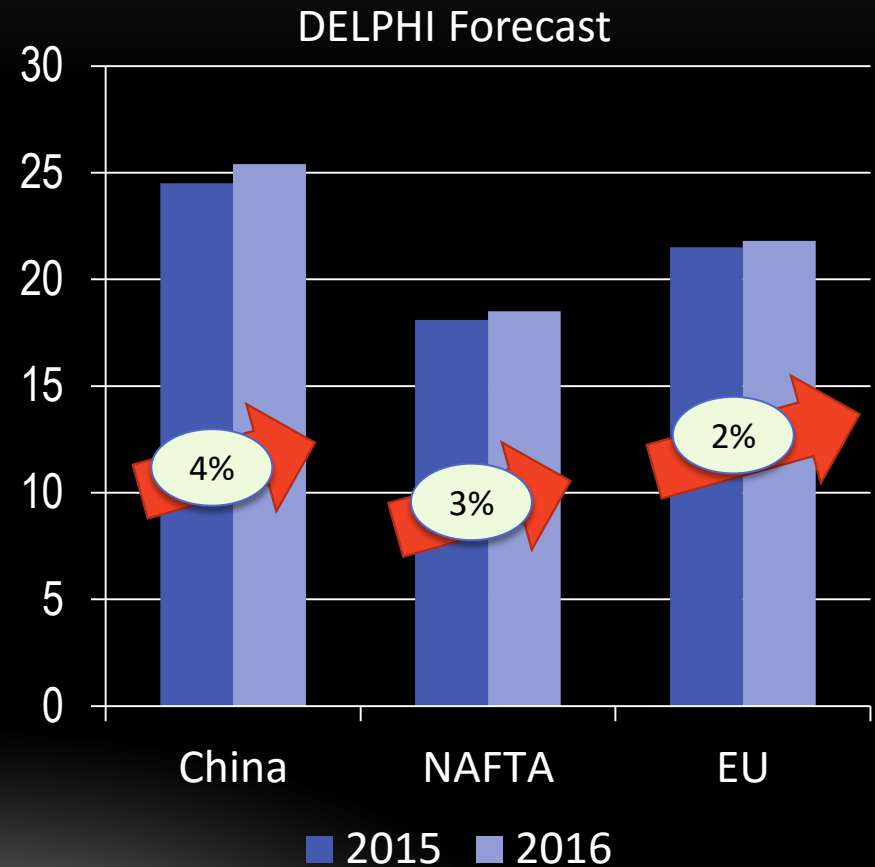
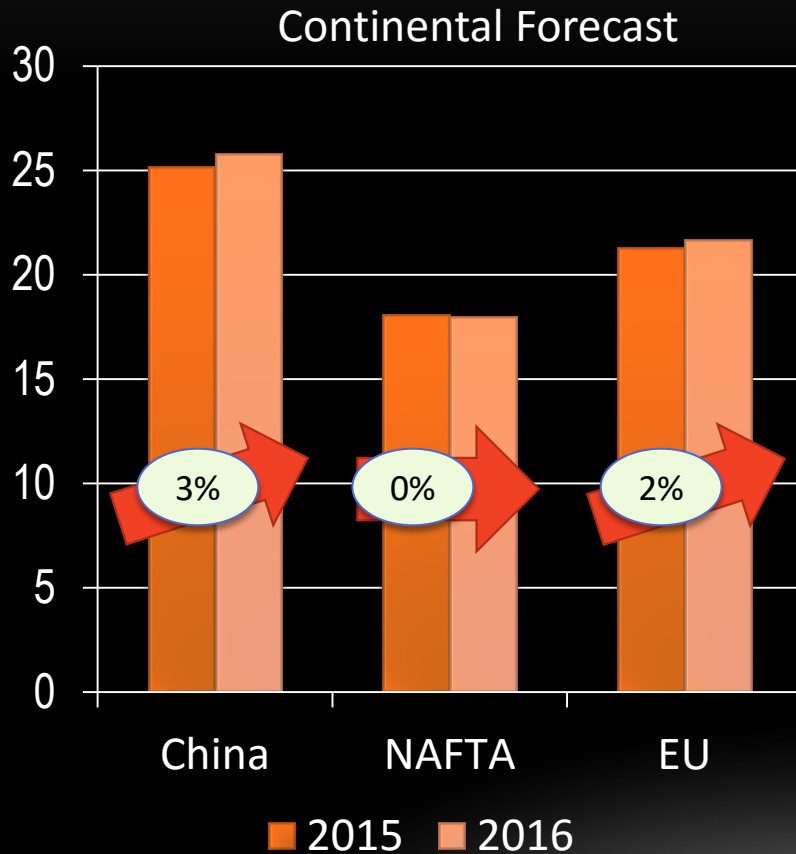


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# VISION

- Continental and DELPHI Forecast for New Car Sales in the major markets



●Source : Continental 、DELPHI 2016.3簡報

1. January 2016 IHS Automotive and Delphi internal estimates

· Note: Includes medium/heavy duty trucks

2. IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

3. LMC and own estimates



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# VISION IN ESC

• **South Korea** mandatory install ESC as of Jan. 2012 for all new light vehicles.

**2012**

• **EU** mandatory install ESC and TPMS as of Nov. 2014 for new vehicles.  
• **Japan** mandatory install ESC mandatory as of Oct. 2014 for all new passenger cars.

**2014**

• **Taiwan** mandatory install ESC as of 2018 for all new vehicles.

**2018**

**2011**

• **EU** mandatory install ABS as of Nov. 2011 for all new passenger cars  
• **USA** 、 Canada mandatory install ESC since 2011 for all new light vehicles.

**2015**

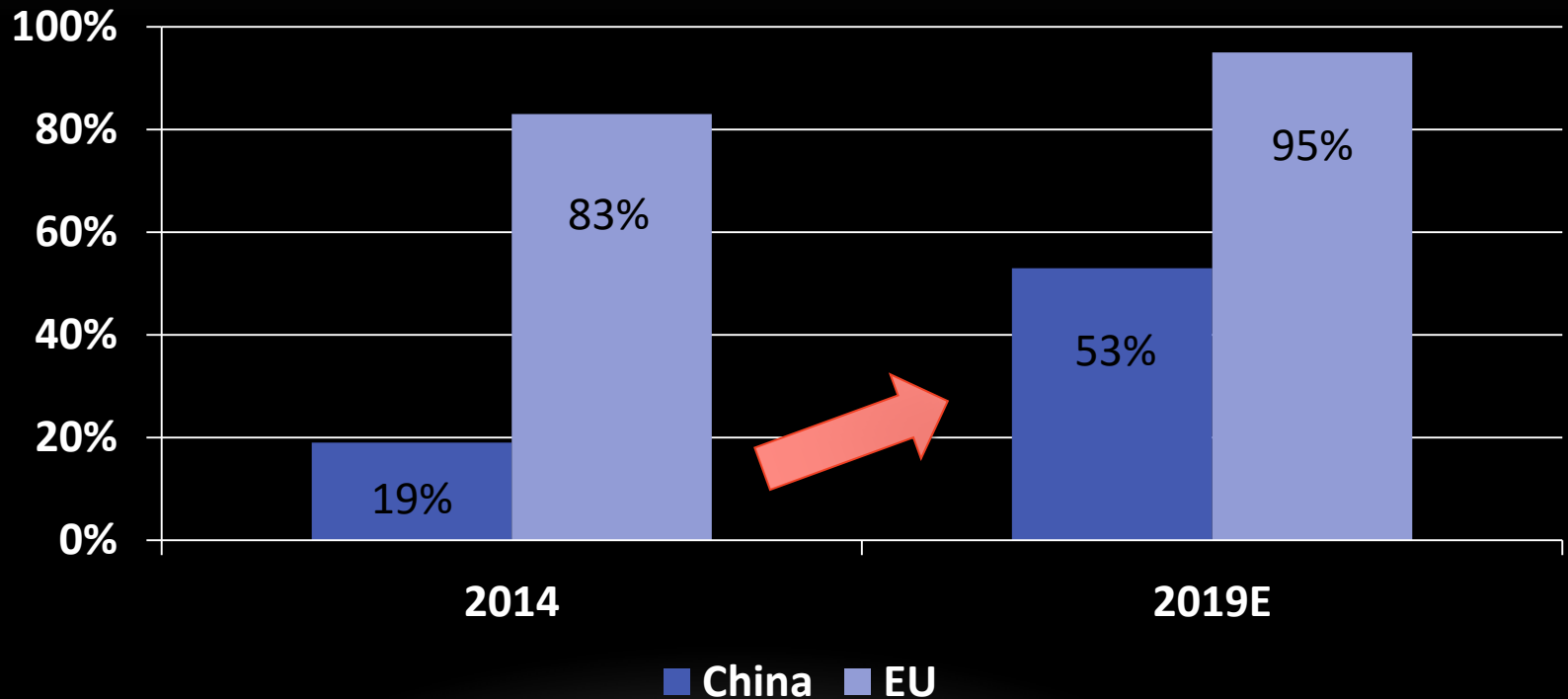
• **Australia** mandatory install ESC and ABS as of Nov. 2015 for all new light vehicles.

**2016**

• **Russia** mandatory install ESC and TPMS as of Jan. 2016 for all new light vehicles.

# VISION IN ESC – INSTALLATION RATE TREND

ESC\* installation rate by markets(%)

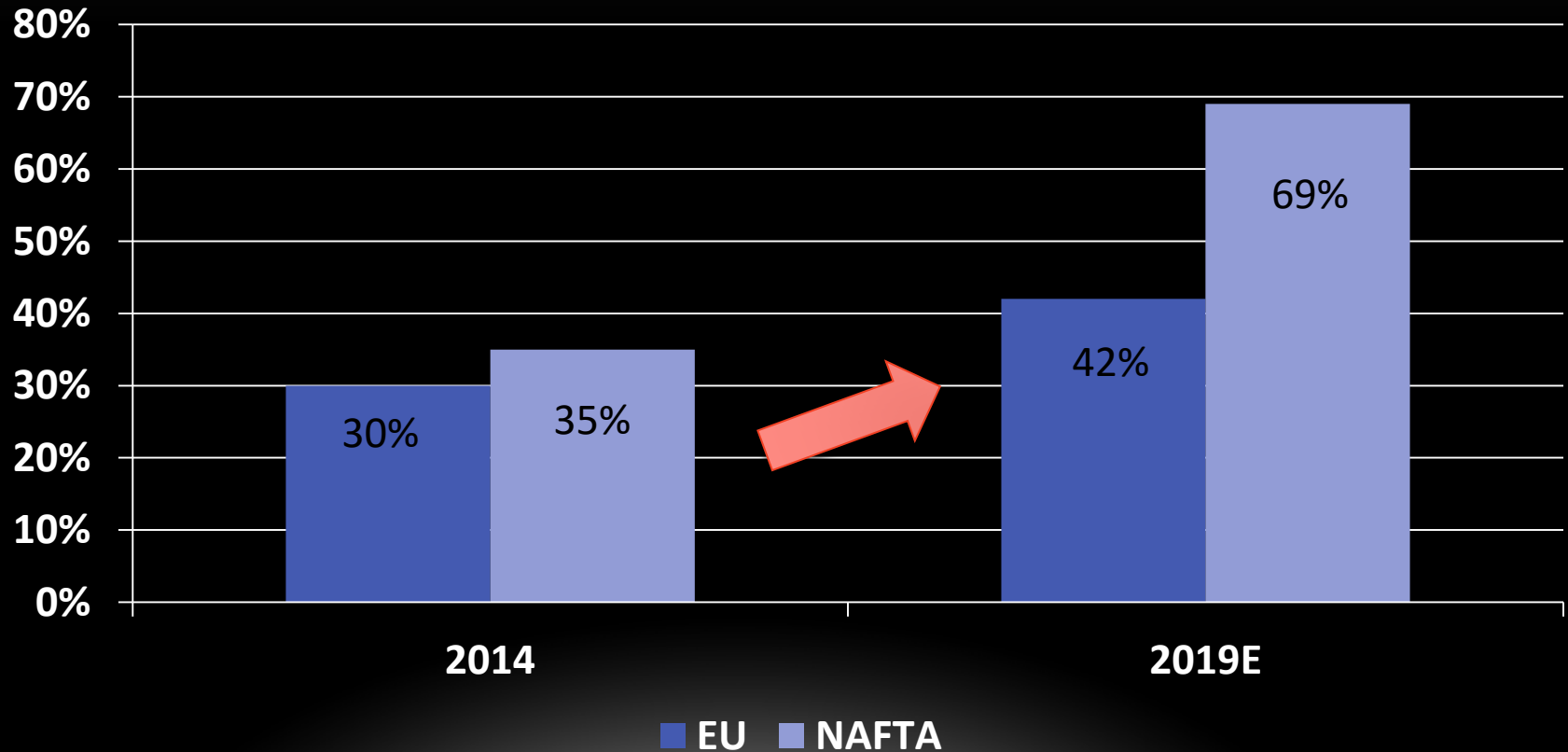


ESC\*: Electronic Stability Control is a type of electronic brake system.

# VISION IN GDI/ HIGH PRESSURE PUMP

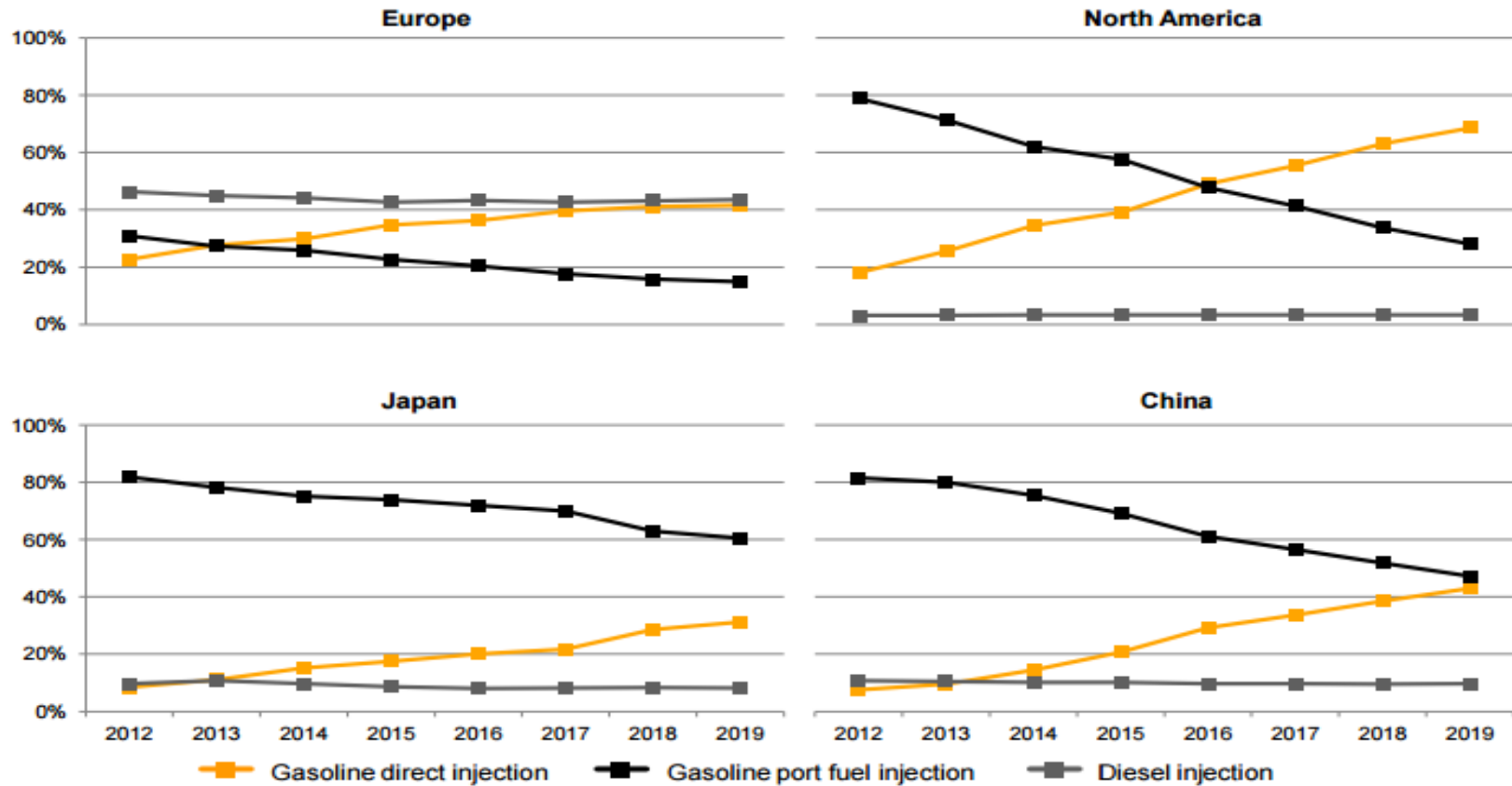
- Continental forecasted the future of installation rate in EU and NAFTA.

Gasoline direct injection systems installation rate by markets (%)



# INJECTION NOZZLE HOLDER MARKETING TREND

## Installation Rates of Fuel Injection Systems<sup>1</sup>



Source: Continental estimates.

<sup>1</sup> Based on production of diesel and gasoline engines for passenger cars & light vehicles.

Thank you

Q&A