



# 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

Employee  
(2016.03.31)

1,664

HQ

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 ; %



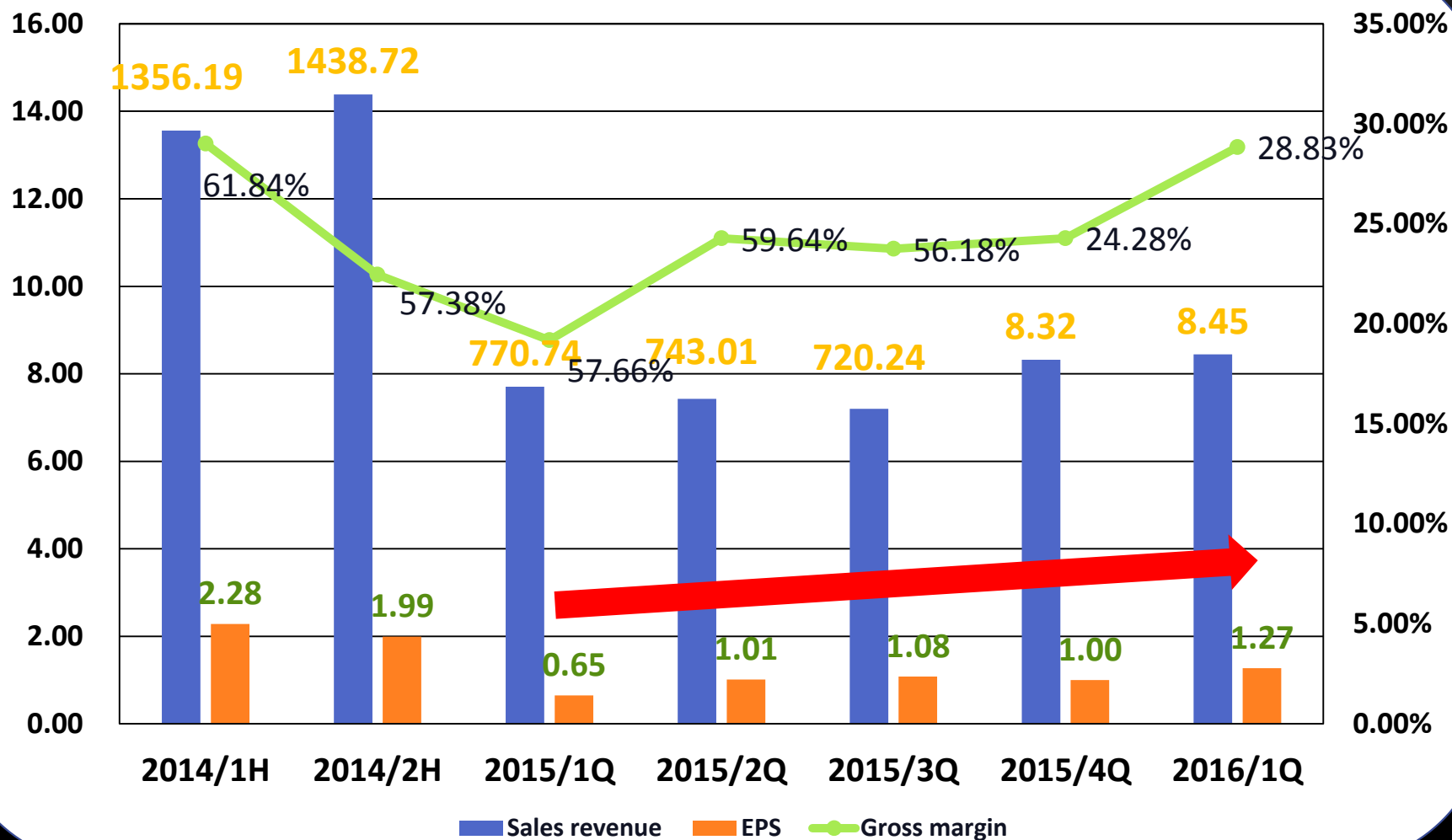
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# BUSINESS STATUS

Units : Thousand dollars ; % ; NT

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

# BUSINESS STATUS

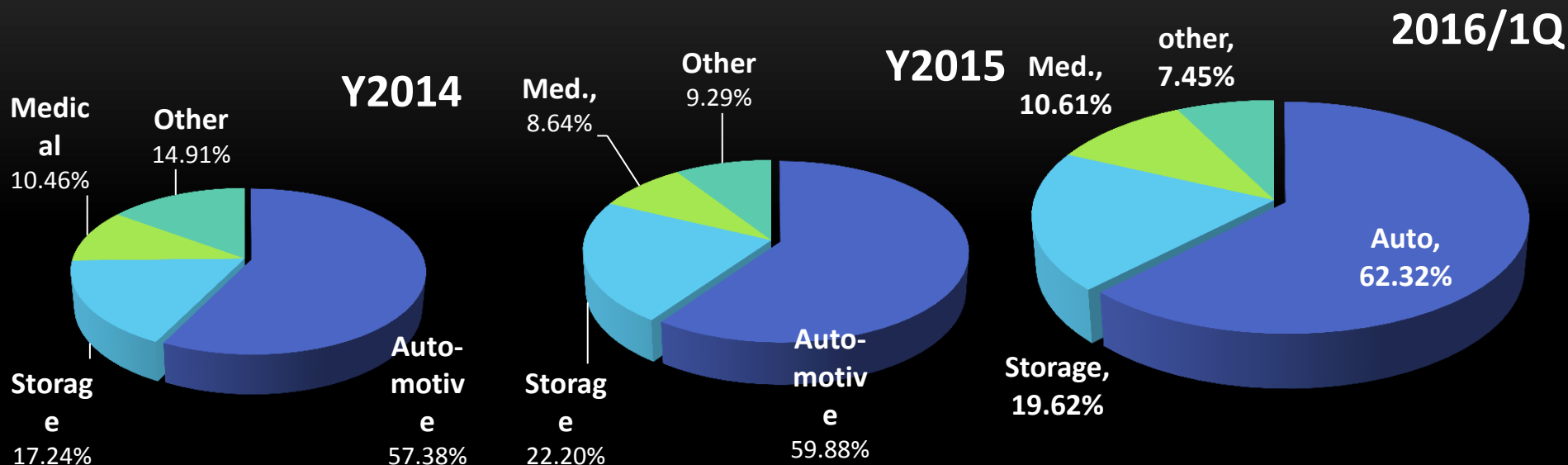


Units : Net Sales (NTD/One hundred million)  
 EPS (NTD)  
 Automotive Sales Share (%) 、 Gross Profit Rate (%)



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# 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 ; %

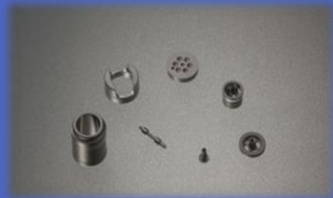


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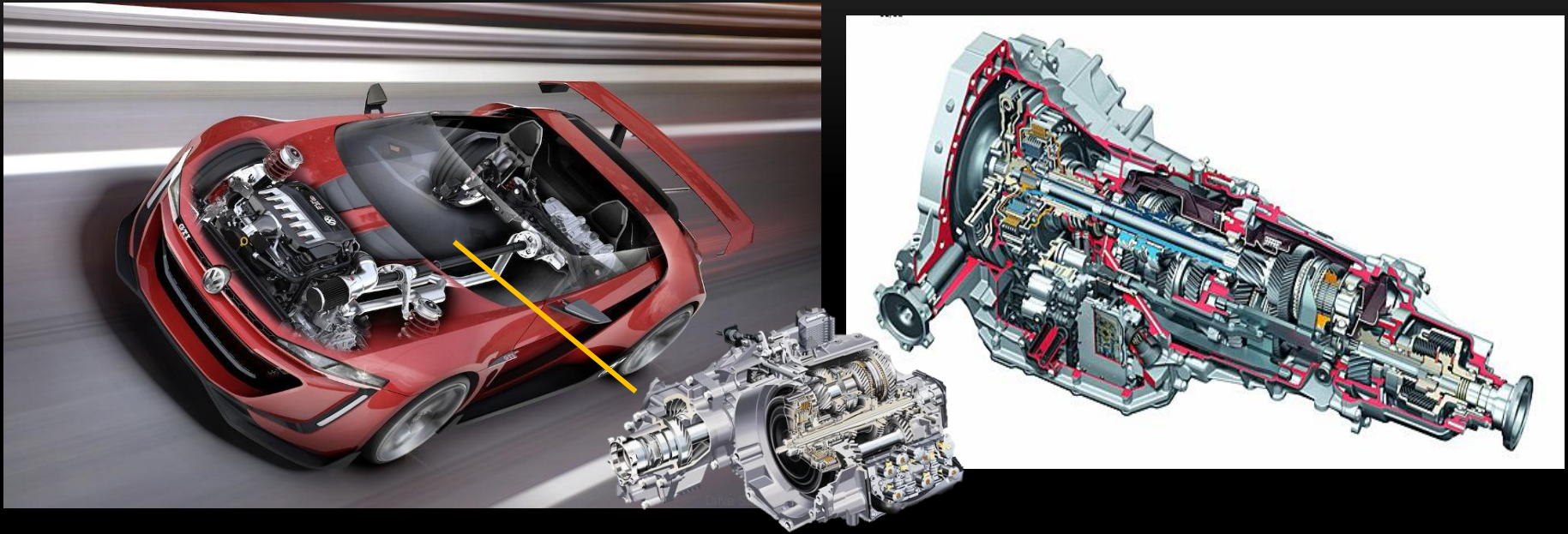
# CUSTOMERS

| Major                   |                                                              |  <b>BOSCH</b><br>Invented for life                          |                                                           |                                                            |                                                             |
|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Revenue share(%)</b> | Y2016/1Q : 27%<br>Y2015 : 24%<br>Y2014 : 22%<br>Y2013 : 21%  | Y2016/1Q : 16%<br>Y2015 : 14%<br>Y2014 : 12%<br>Y2013 : 9%  | Y2016/1Q : 3%<br>Y2015 : 5%<br>Y2014 : 6%<br>Y2013 : 3%  | Y2016/1Q : 4.6%<br>Y2015 : 4%<br>Y2014 : 4%<br>Y2013 : 3%  | Y2016/1Q : 2.1%<br>Y2015 : 1.5%<br>Y2014 : 1%<br>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<br>New : 12                                                                                                                           | MP : 49<br>New : 7                                                                                                                           | MP : 18<br>New : 4                                                                                                                          | MP : 14<br>New : 9                                                                                                                            | MP : 2<br>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> | 6200K 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

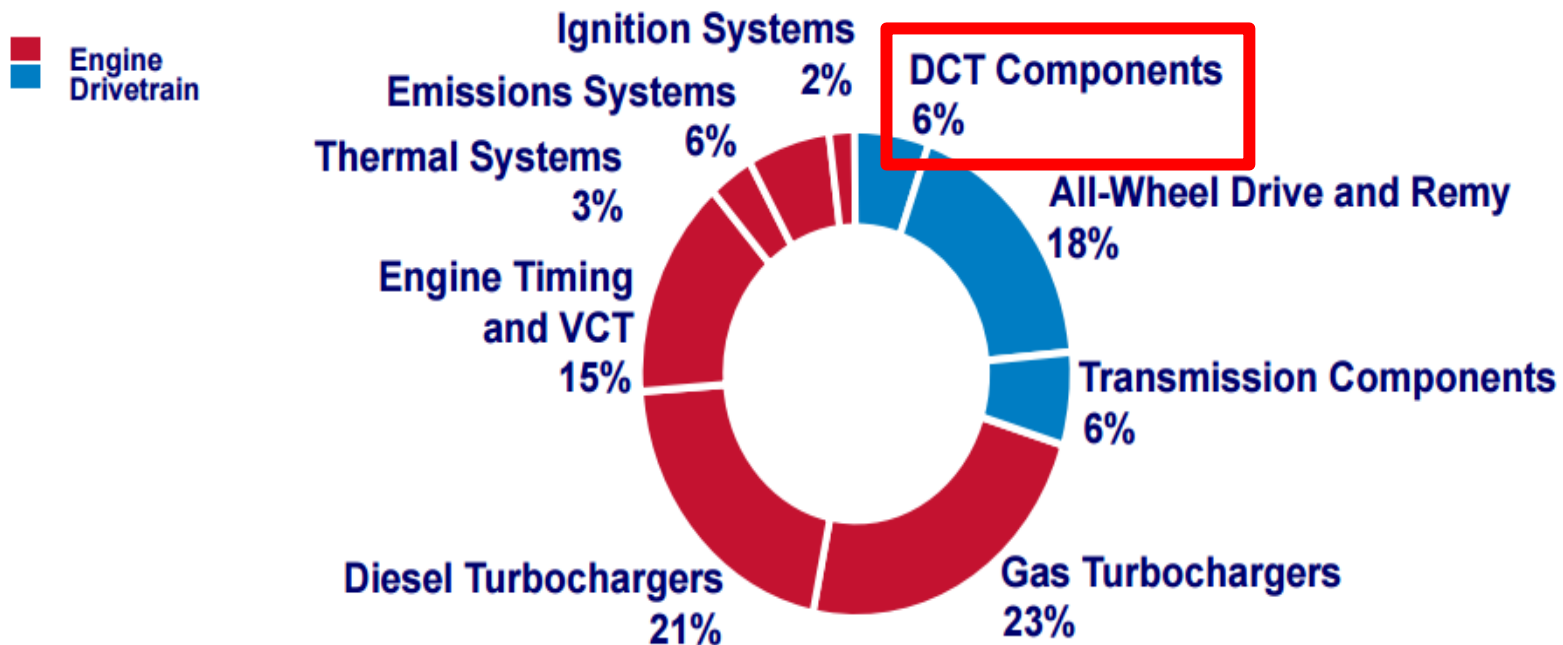


| Products      | Dual-Clutch Transmission(DCT)                         |
|---------------|-------------------------------------------------------|
| Application   | Energy saving and Carbon Reduction, smoother shifting |
| Join R&D      | BorgWarner                                            |
| Brands Depots | 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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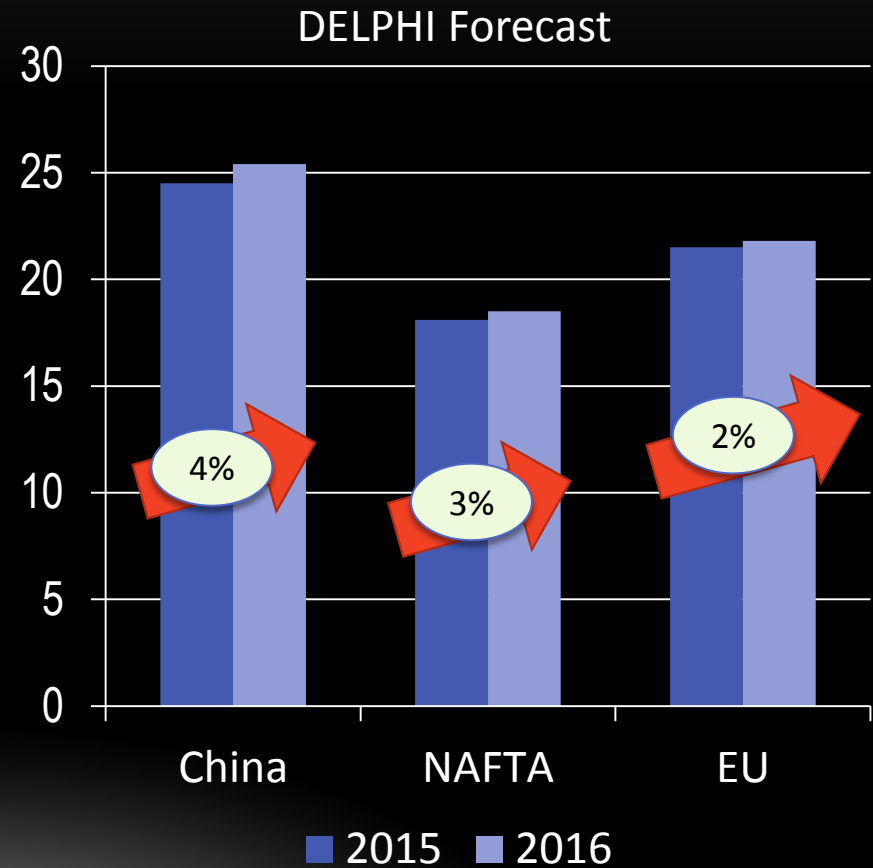
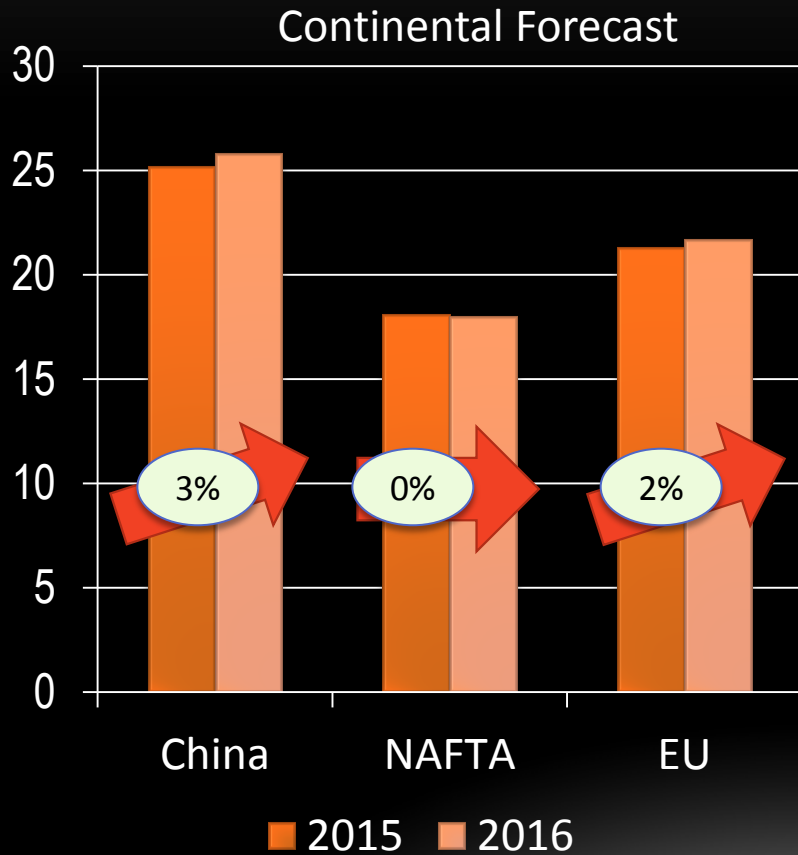


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# VISION

- 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

# 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.

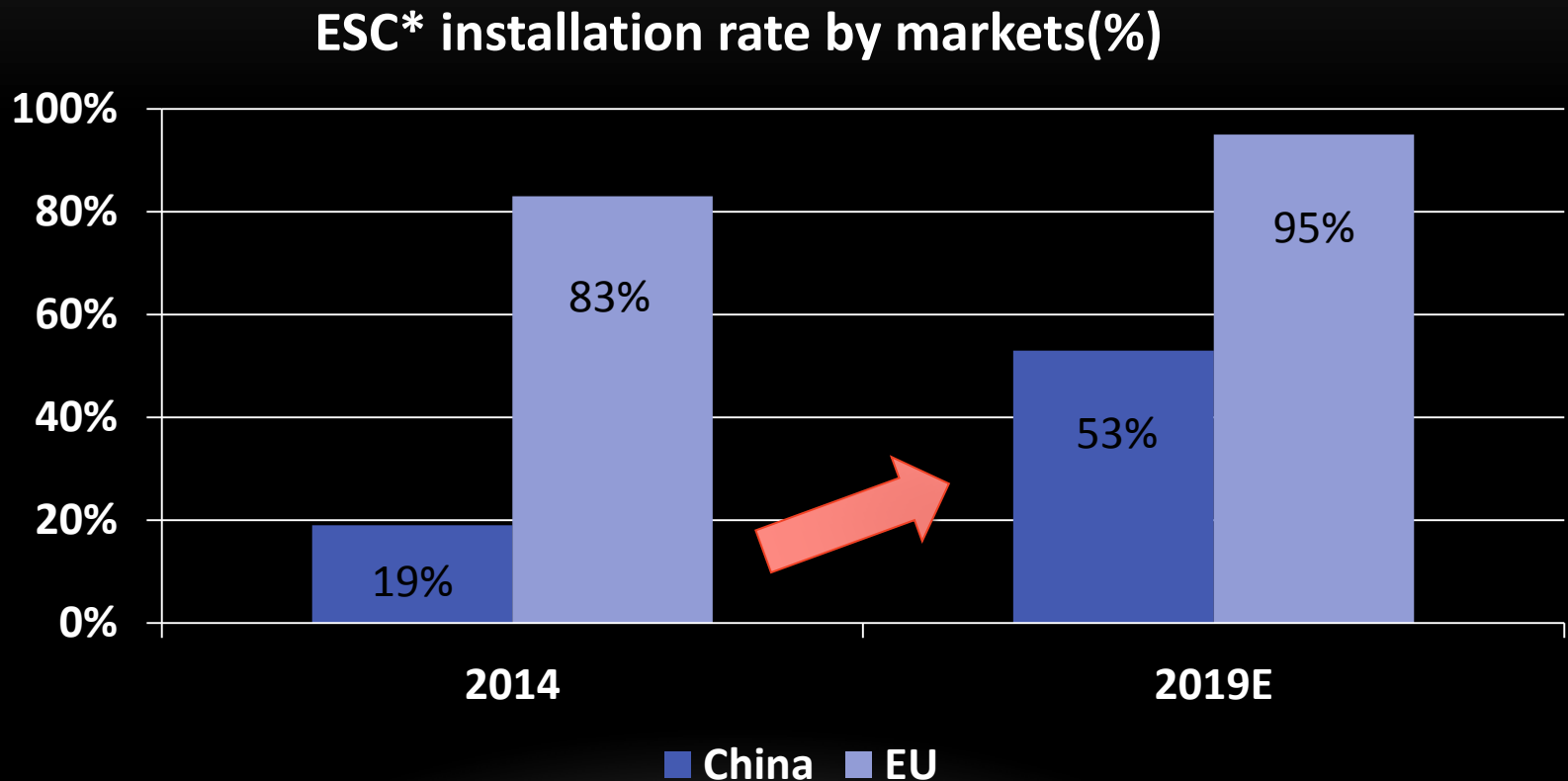
**2015**

• **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.

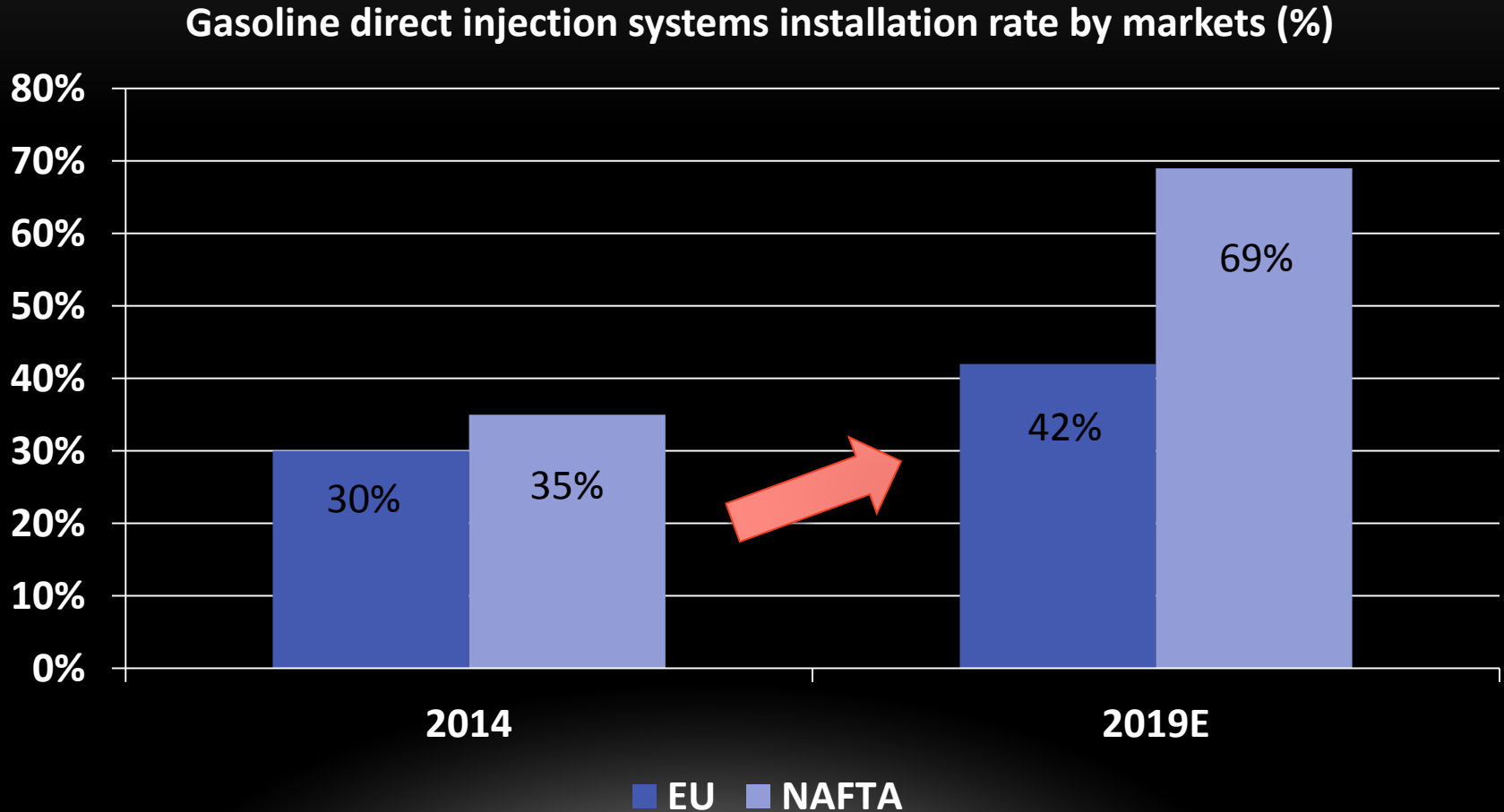
# VISION IN ESC – INSTALLATION RATE TREND



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

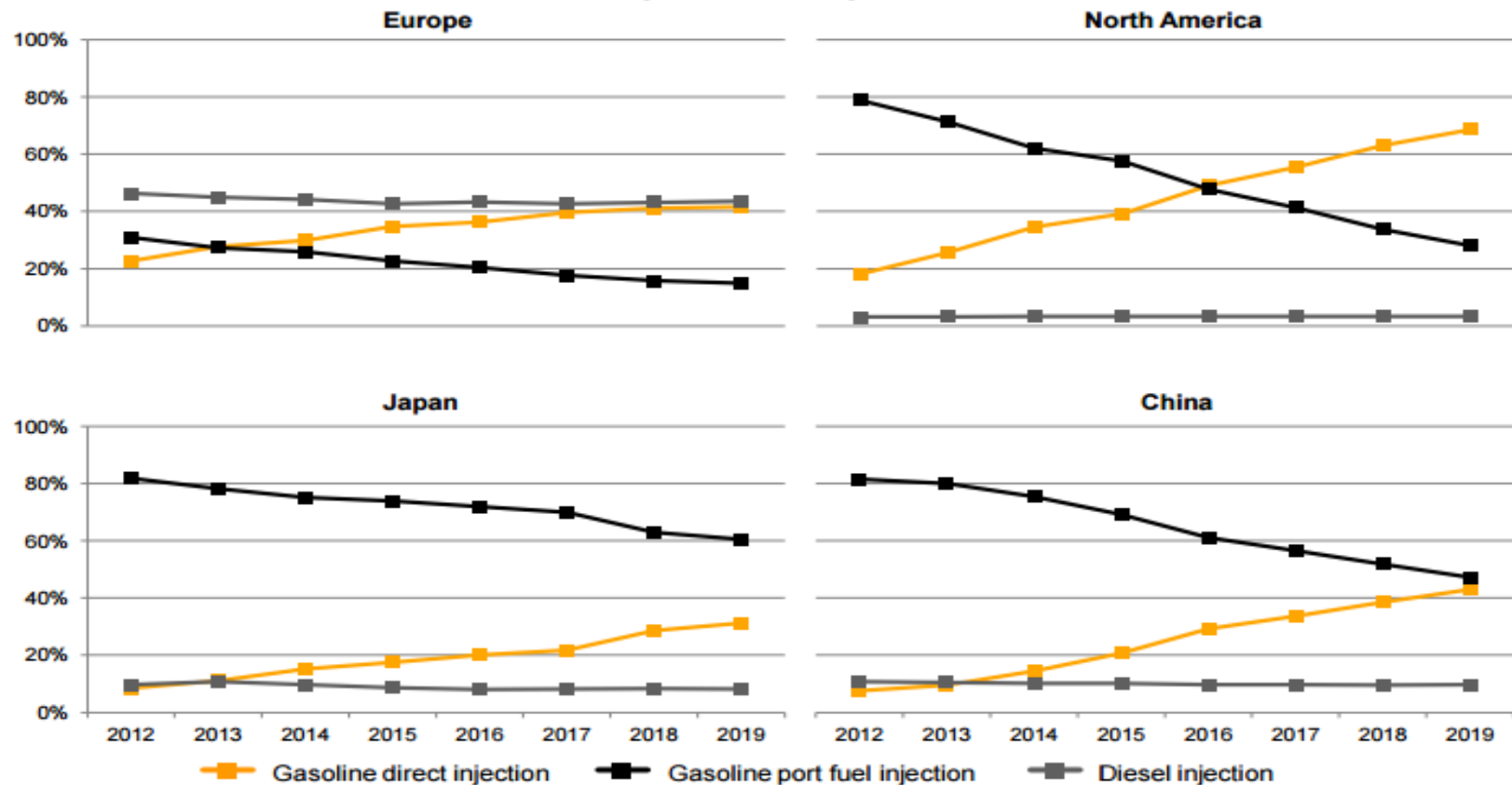
# VISION IN GDI/ HIGH PRESSURE PUMP

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



# GDI MARKET 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