



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

Speed Green Safety

2016.8.18

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# ABOUT

Since	1987, Feb-18 <sup>th</sup>
CEO	Eddy Lin
Capital	NTD 820 M
Business	Mechanical parts in Automotive, Medical
Employee (2016.03.31)	1,606
HQ	New Taipei City, Taiwan



	ZJ, China	DG, China	HQ, Taipei
Employee <sub>(2016.03.31)</sub>	816	733	57
Capacity ( 2016Q1)	881,756	841,215	0
Sales %	51.13%	48.78%	0%

Units : Number of people ; Thousand dollars ; %



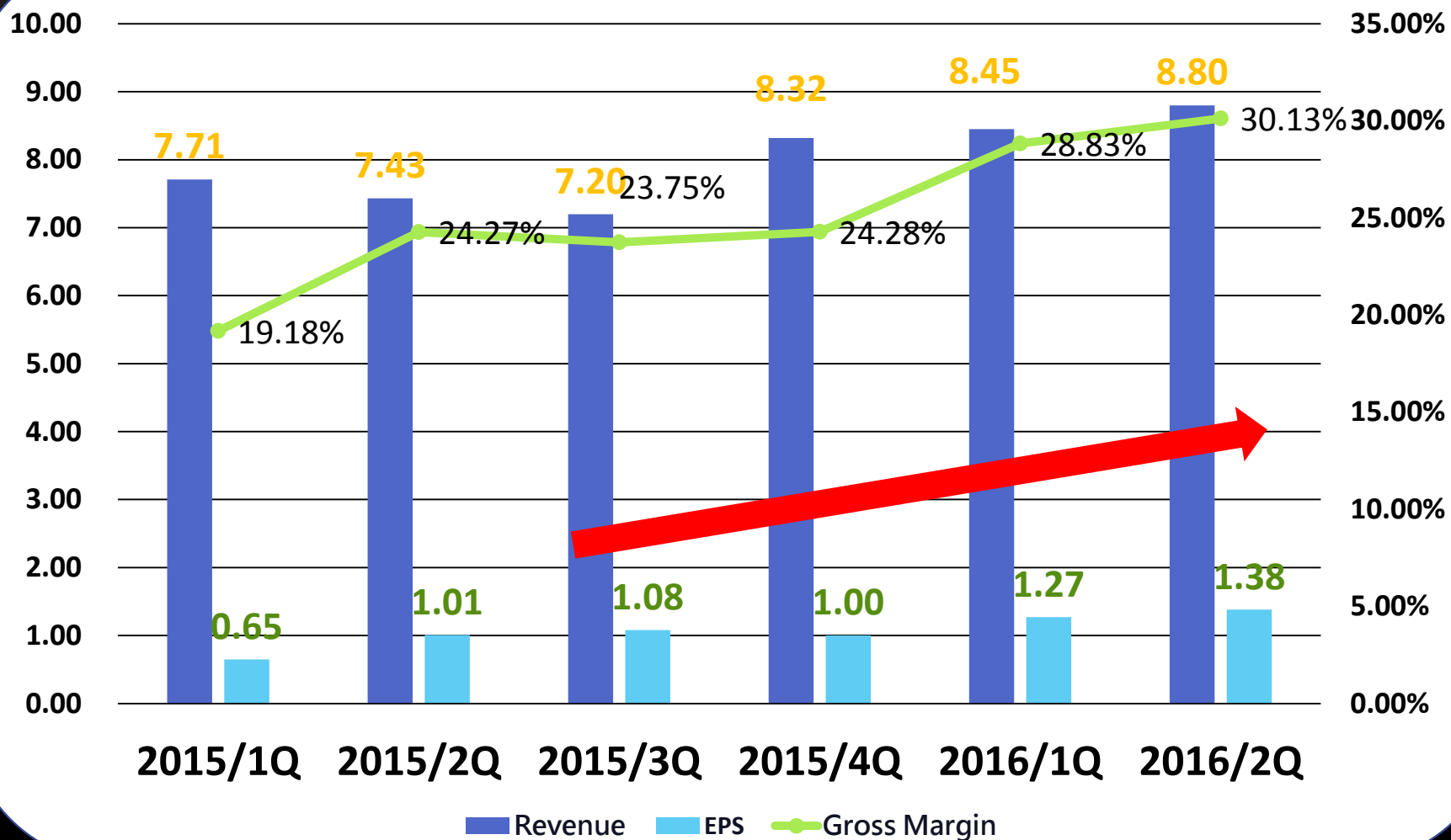
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# BUSINESS STATUS

Units : Thousand dollars ; % ; NT

	2014/1H		2015/1H		2016/1H	
	NT	%	NT	%	NT	%
<b>Gross Sales</b>	1,356,190	100.00%	1,513,746	100.00%	1,724,636	100.00%
<b>Cost of Goods Sold</b>	962,771	70.99%	1,185,621	78.32%	1,215,946	70.50%
<b>Gross Profit</b>	393,419	29.01%	328,125	21.68%	508,690	29.50%
<b>Operating Expense</b>	145,047	10.70%	148,849	9.84%	164,926	9.56%
<b>Operating Profit</b>	248,372	18.31%	179,276	11.84%	343,764	19.94%
<b>Non-Operating Income (Expense)</b>	8,685	0.64%	(10,783)	(0.71%)	(29,426)	(1.71%)
<b>Pre-Tax Income</b>	257,057	18.95%	168,493	11.13%	314,338	18.23%
<b>Income Tax</b>	(86,178)	(6.35%)	(44,208)	(2.92%)	(97,562)	(5.66%)
<b>Net Income</b>	170,879	12.60%	124,285	8.21%	216,776	12.57%
<b>EPS (NTD)</b>	2.28		1.66		2.65	

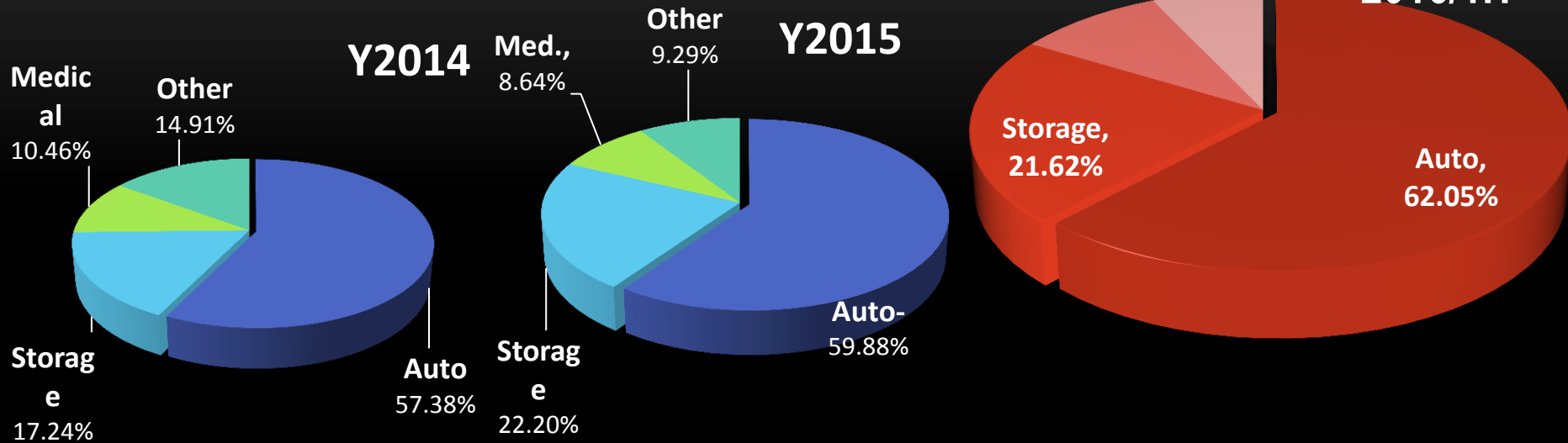
# BUSINESS STATUS



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 /1H</b>	1,070,105	62.05	372,881	21.62	160,335	9.30	121,315	7.03	1,724,636	100

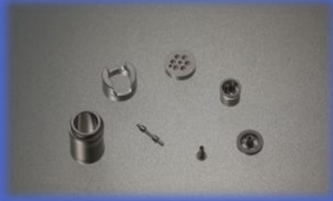
Units : Thousand dollars ; %



# CUSTOMERS

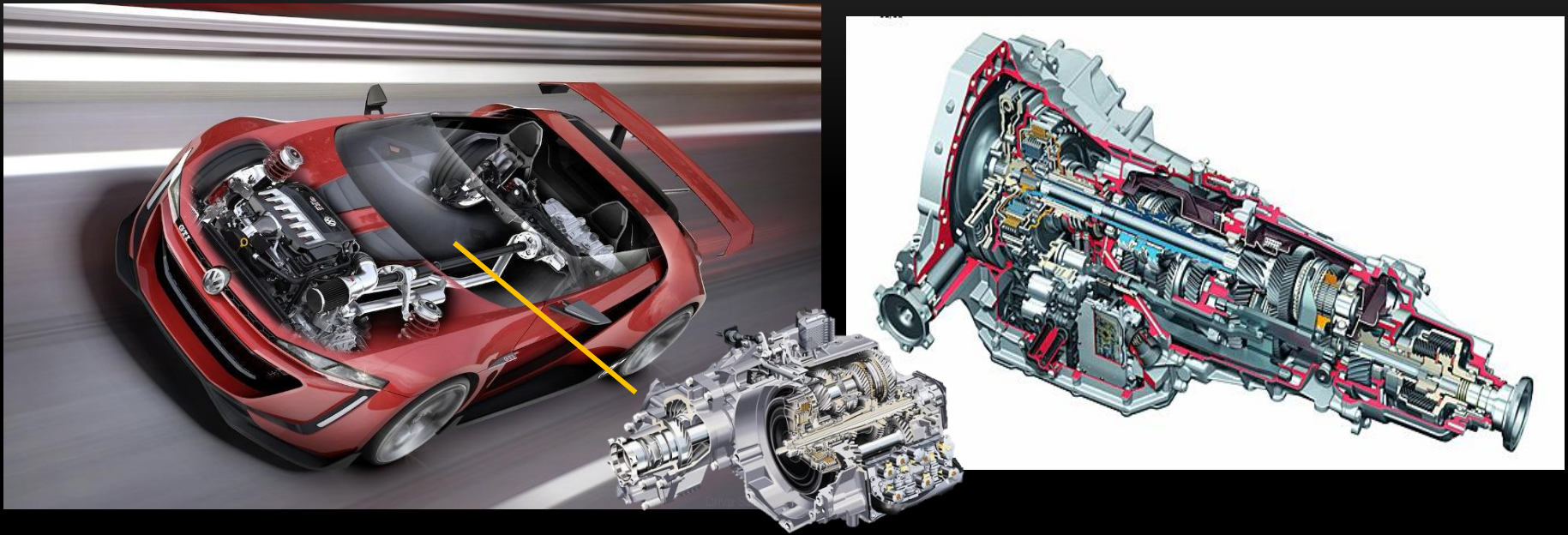
Major		 <b>BOSCH</b> Invented for life			
<b>Revenue share(%)</b>	2016 H1 : 27% ↑ 2015年 : 24% 2014年 : 22% 2013年 : 21%	2016 H1 : 16% ↑ 2015年 : 14% 2014年 : 12% 2013年 : 9%	2016 H1 : 3% 2015年 : 5% 2014年 : 6% 2013年 : 3%	2016 H1 : 4.6% ↑ 2015年 : 4% 2014年 : 4% 2013年 : 3%	2016 H1 : 2.1% ↑ 2015年 : 1.5% 2014年 : 1% 2013年 : 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>Brands Depots</b>	Ferrari 、 Porsche 、 Bentley 、 Audi 、 Mercedes-Benz...so on	Ferrari 、 Porsche 、 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	DCT/CVT
<b>Clients</b>	BOSCH 、 Continental 、 Delphi 、 Magneti Marelli	Continental 、 Delphi 、 TRW	BorgWarner
<b>Application</b>	GHP/GDI/HDP6	ABS/ ESC	Transmission system
<b>% Of revenue</b>	10%~12%	~20%	2017 H2 - SOP
<b>Lifecycle</b>	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.	BMW 、 Audi 、 VW 、 Nissan...so on.

# AUTOMOTIVE NEW PRODUCTS-DCT

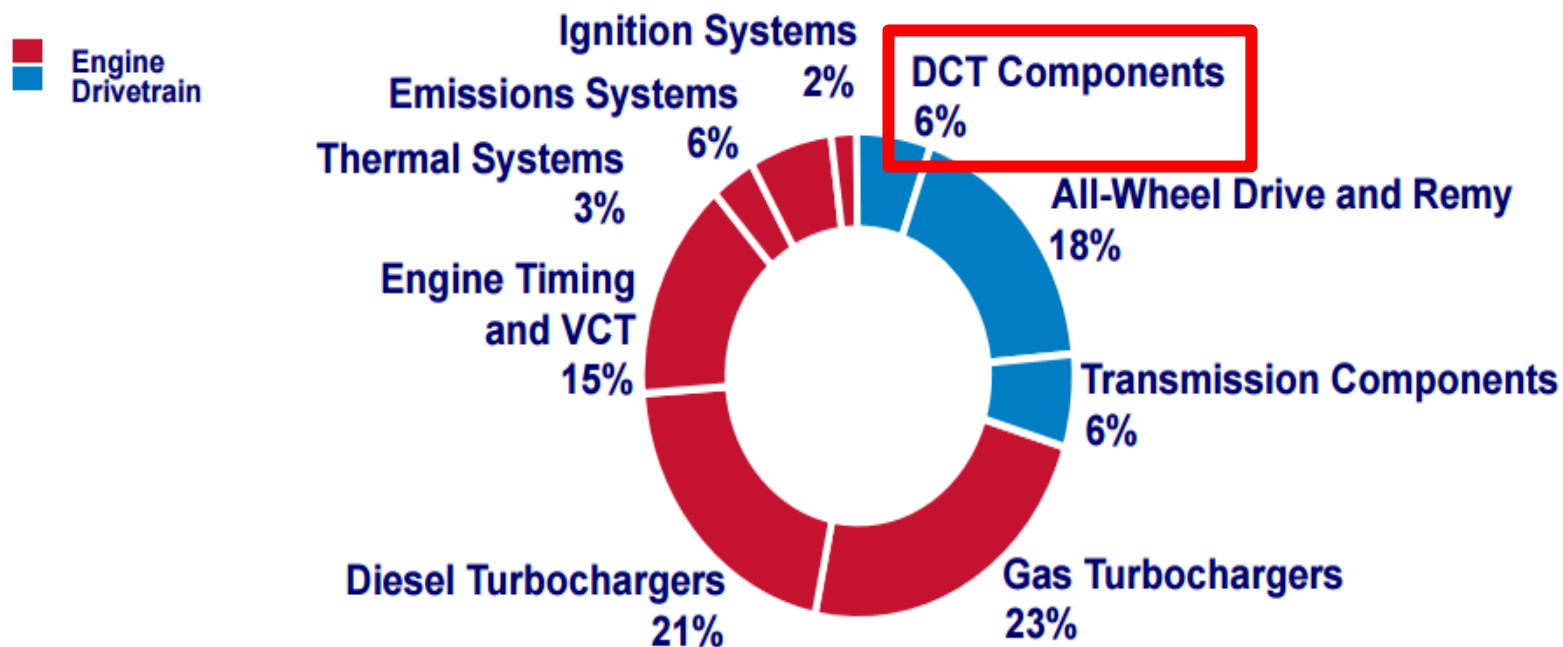


<b>Products</b>	<b>Dual-Clutch Transmission(DCT)</b>
<b>Application</b>	Energy saving and Carbon Reduction, smoother shifting
<b>Join R&amp;D</b>	BorgWarner
<b>Brands Depots</b>	BMW 、 Audi 、 VW 、 Ford 、 Nissan 、 BYD...so on

# 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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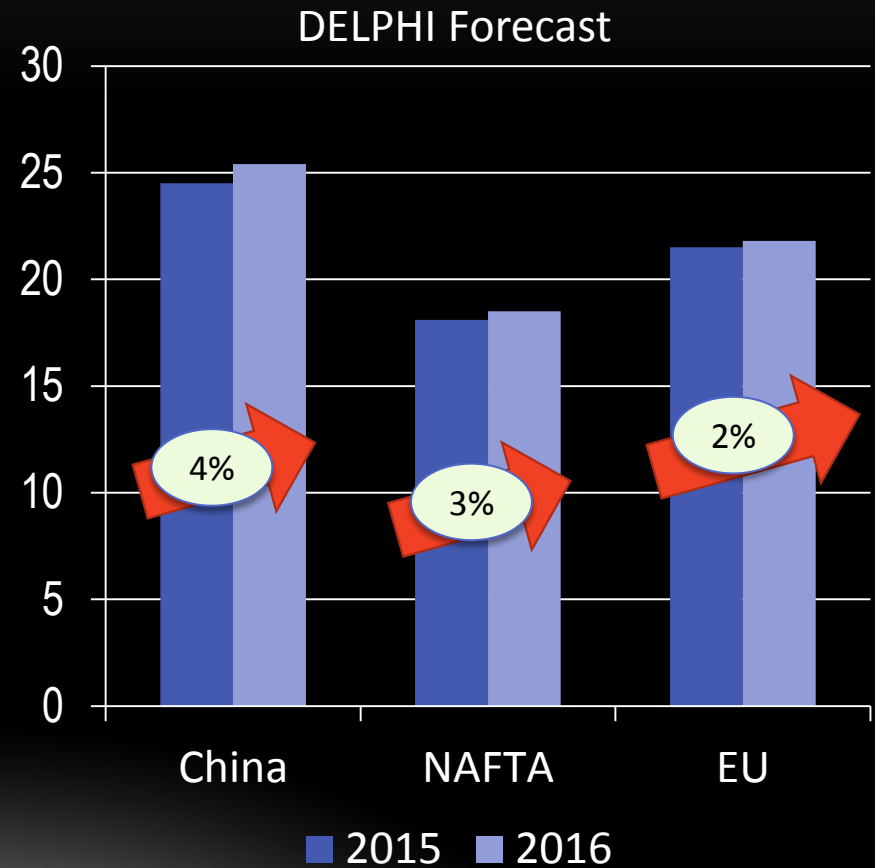
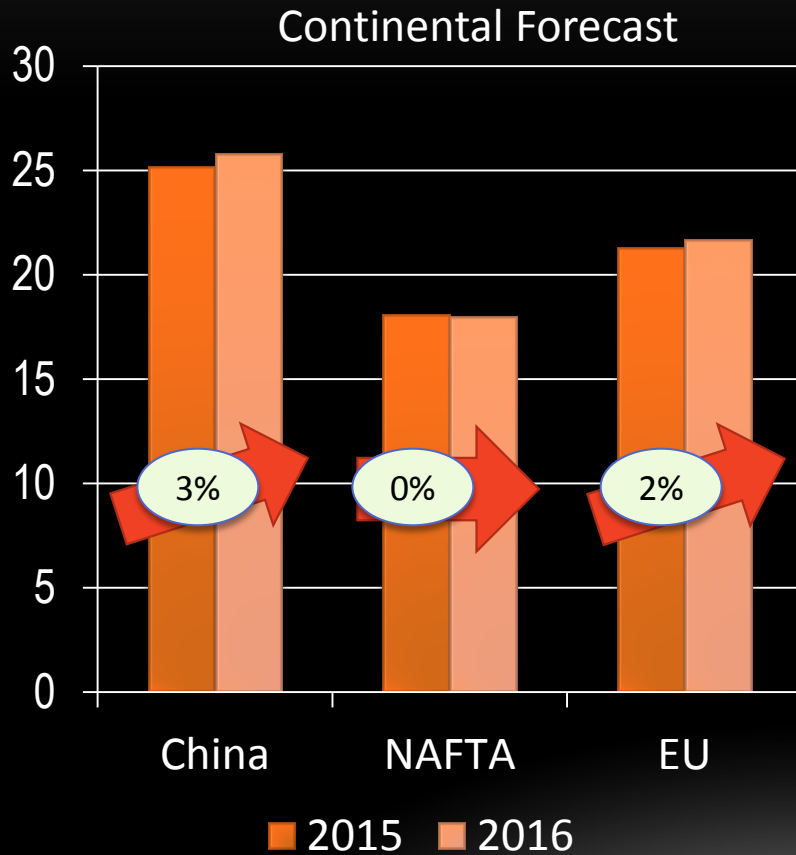


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# VISION

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



●Source : Continental 、 DELPHI 2016.3 presentation

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**

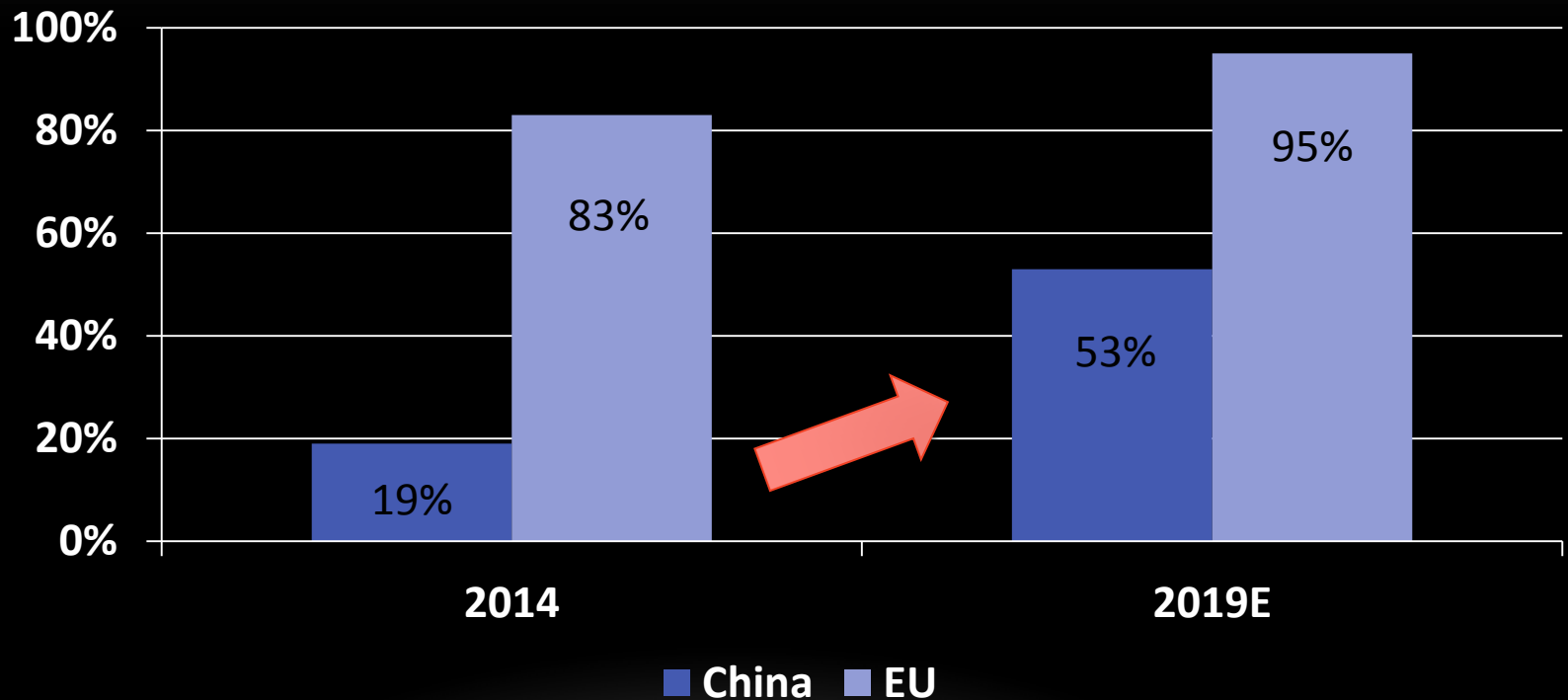
• **Australia** mandatory  
install ESC and ABS  
as of Nov. 2015 for all new  
light vehicles.

**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(%)

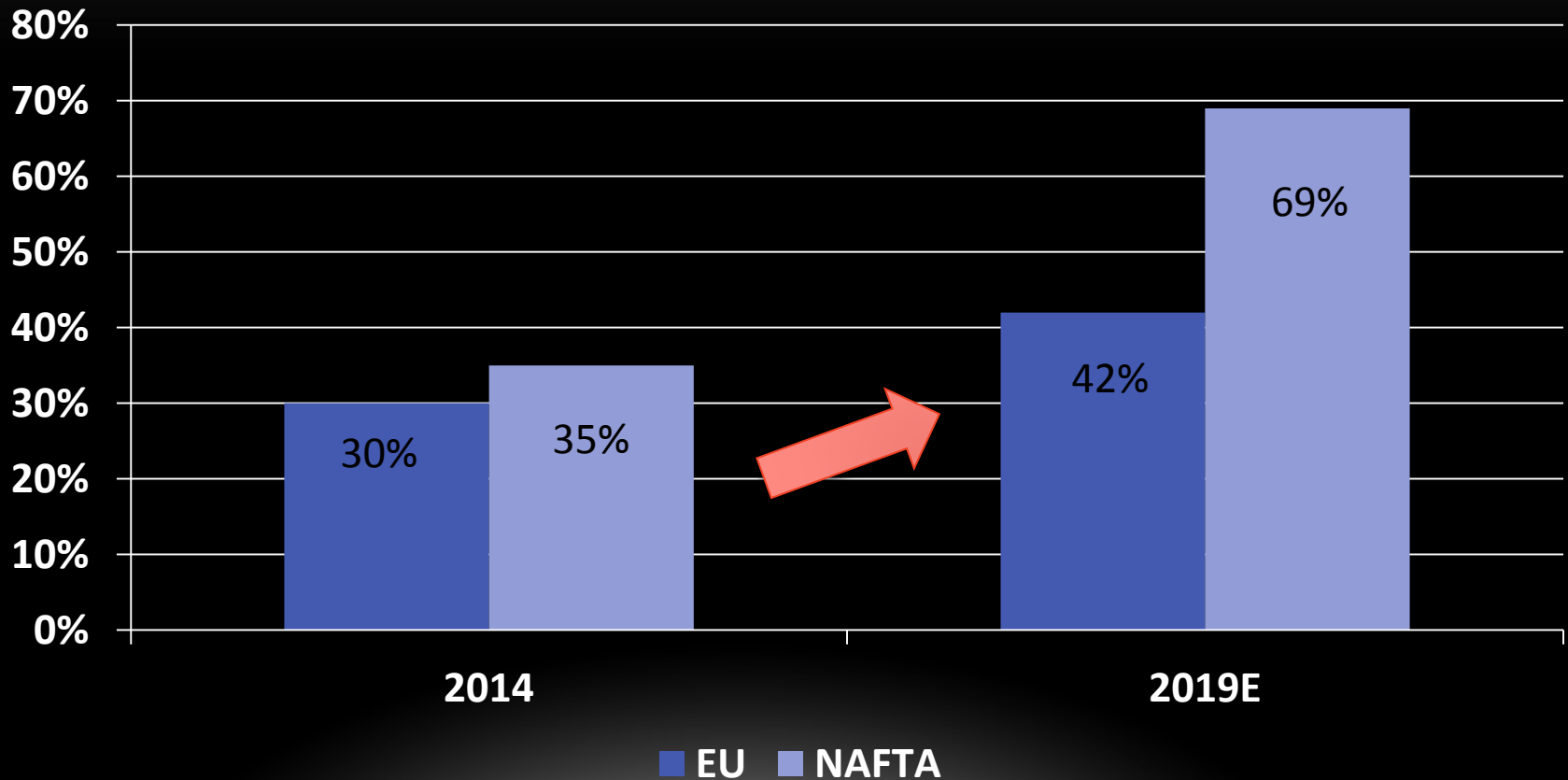


ESC\*: Electronic Stability Control is a type of electronic brake system.

# VISION IN GDI/ HIGH PRESSURE PUMP

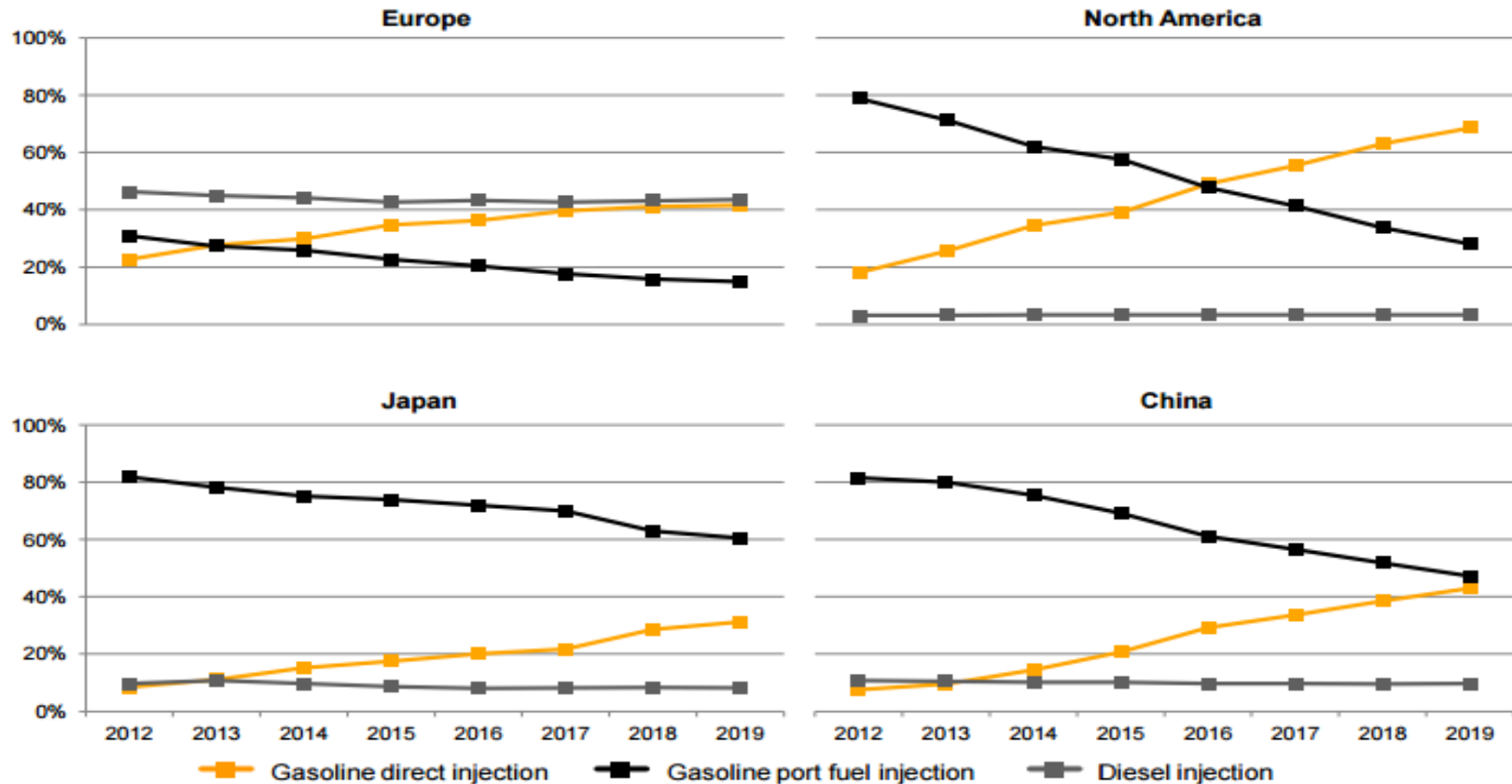
- Continental forecasted the future of installation rate in EU and NAFTA.

Gasoline direct injection systems installation rate by markets (%)



# 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