



智伸科技股份有限公司

GLOBAL PMX CO., LTD.

(4551)

Speed Green Safety

2016.09.09

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ABOUT

Since

1987, Feb-18th

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(2016.03.31)	816	733	57
Capacity (2016Q1)	881,756	841,215	0
Sales %	51.13%	48.78%	0%

Units : Number of people ; Thousand dollars ; %



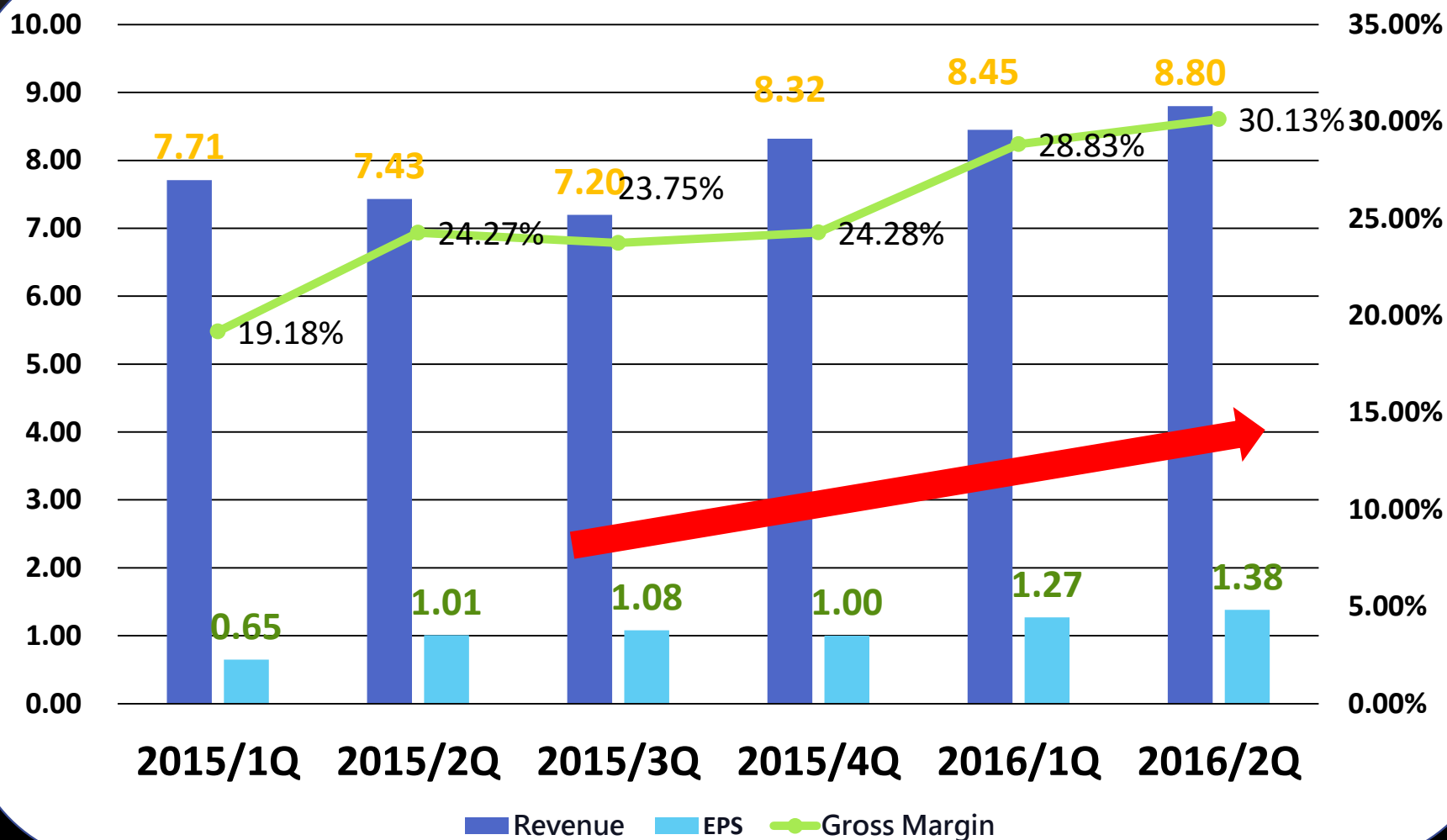
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BUSINESS STATUS

Units : Thousand dollars ; % ; NT

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

BUSINESS STATUS



Units : Net Sales (NTD/One hundred million)

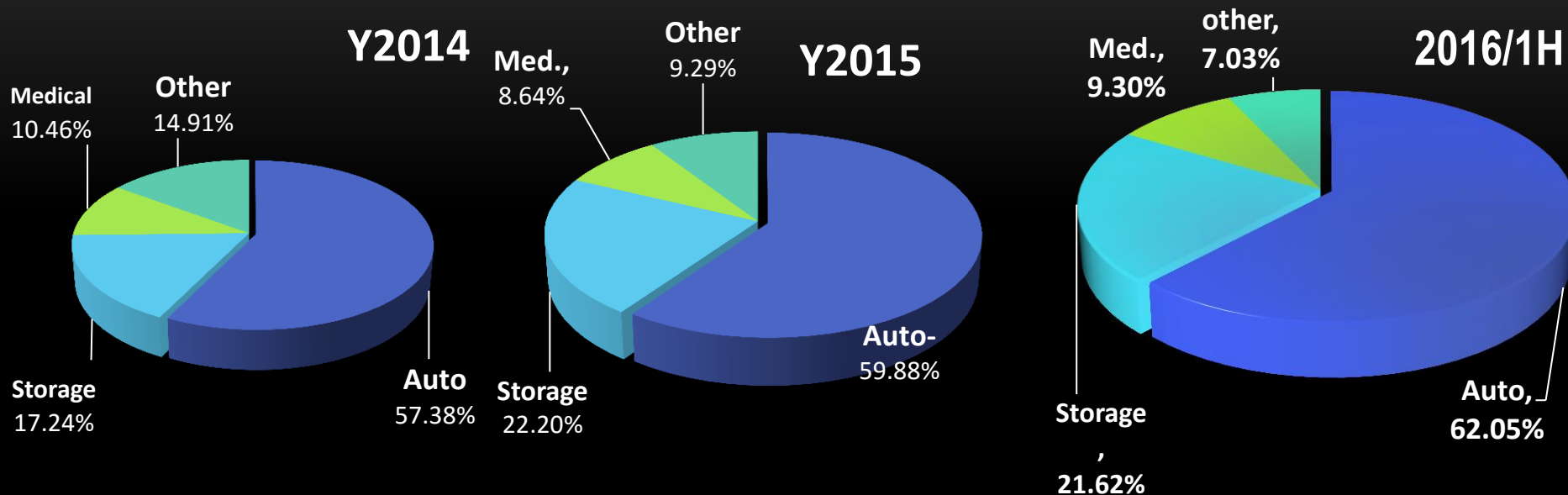
EPS (NTD)

Automotive Sales Share (%) 、 Gross Profit Rate (%)



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BUSINESS FOCUS



	Auto		Storage		Medical		Others		Total	
	Shipment	%	Shipment	%	Shipment	%	Shipment	%	Shipment	%
2014	1,603,737	57.38	481,950	17.24	292,267	10.46	416,955	14.91	2,794,909	100
2015	1,835,910	59.88	680,690	22.2	264,840	8.64	284,761	9.29	3,066,201	100
2016 /1H	1,070,105	62.05	372,881	21.62	160,335	9.30	121,315	7.03	1,724,636	100

Units : Thousand dollars ; %

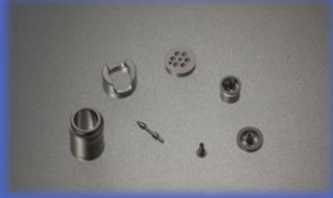


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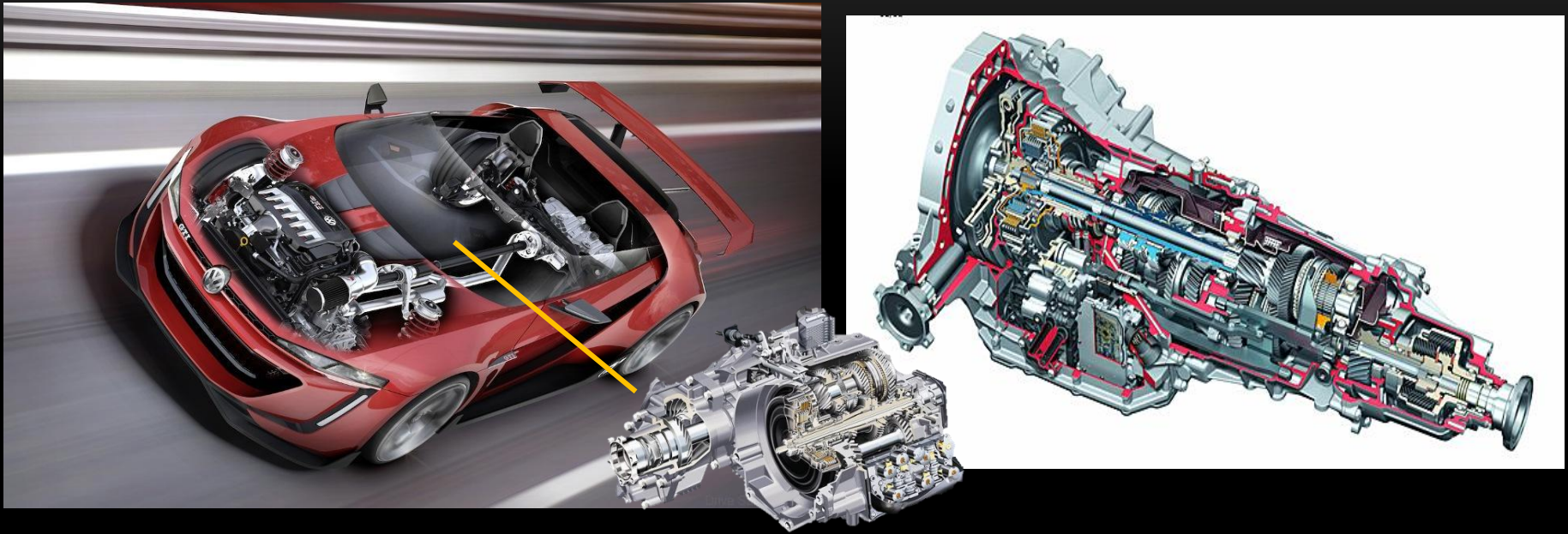
CUSTOMERS

Major		 BOSCH Invented for life			
Revenue share(%)	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 
Products IN -	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
Brands Depots	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

			
Products	High Pressure Pump	ABS/ESC Valve Body	DCT/CVT
Clients	BOSCH 、 Continental 、 Delphi 、 Magneti Marelli	Continental 、 Delphi 、 TRW	BorgWarner
Application	GHP/GDI/HDP6	ABS/ ESC	Transmission system
% Of revenue	10%~12%	~20%	2017 H2 - SOP
Lifecycle	8 years per model	8 years per model	8 years per model
Brands Depots	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

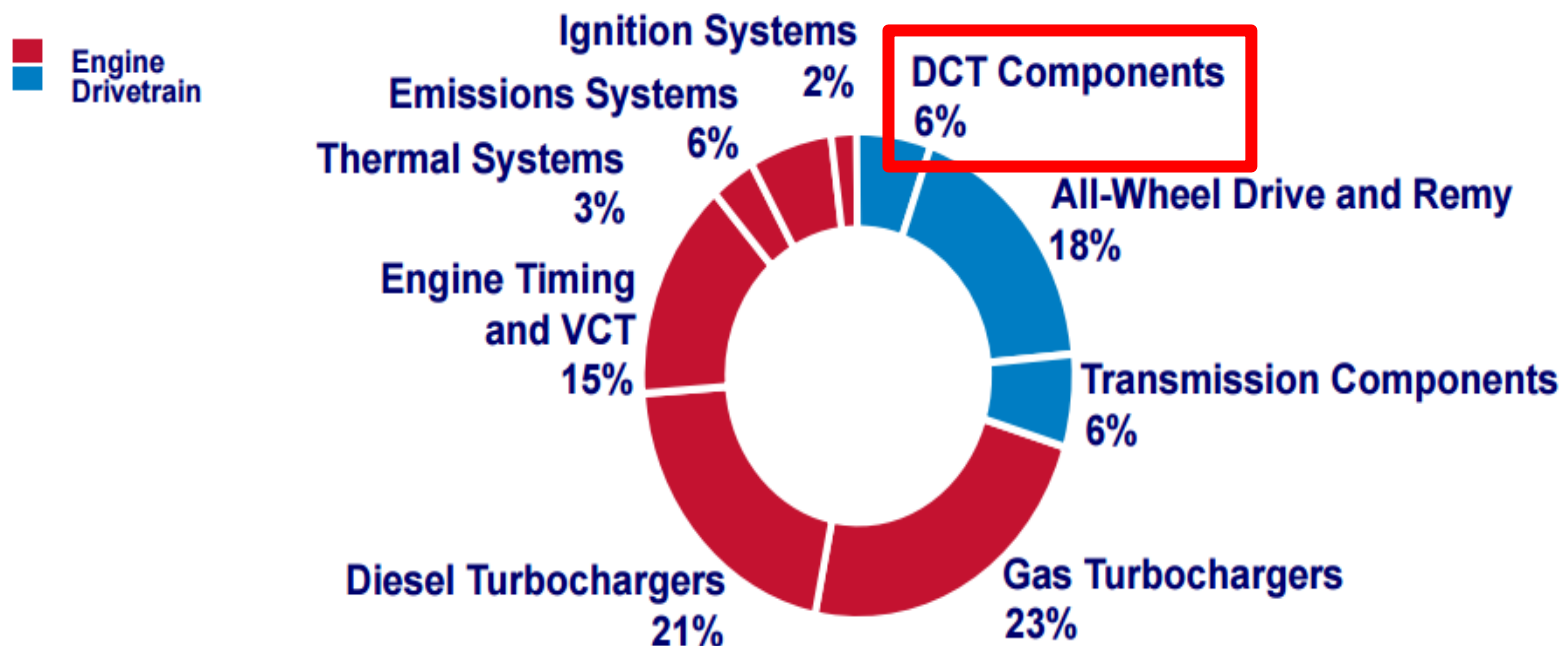


Products	Dual-Clutch Transmission(DCT)
Application	Energy saving and Carbon Reduction, smoother shifting
Join R&D	BorgWarner
Brands Depots	BMW 、 Audi 、 VW 、 Ford 、 Nissan 、 BYD...so on

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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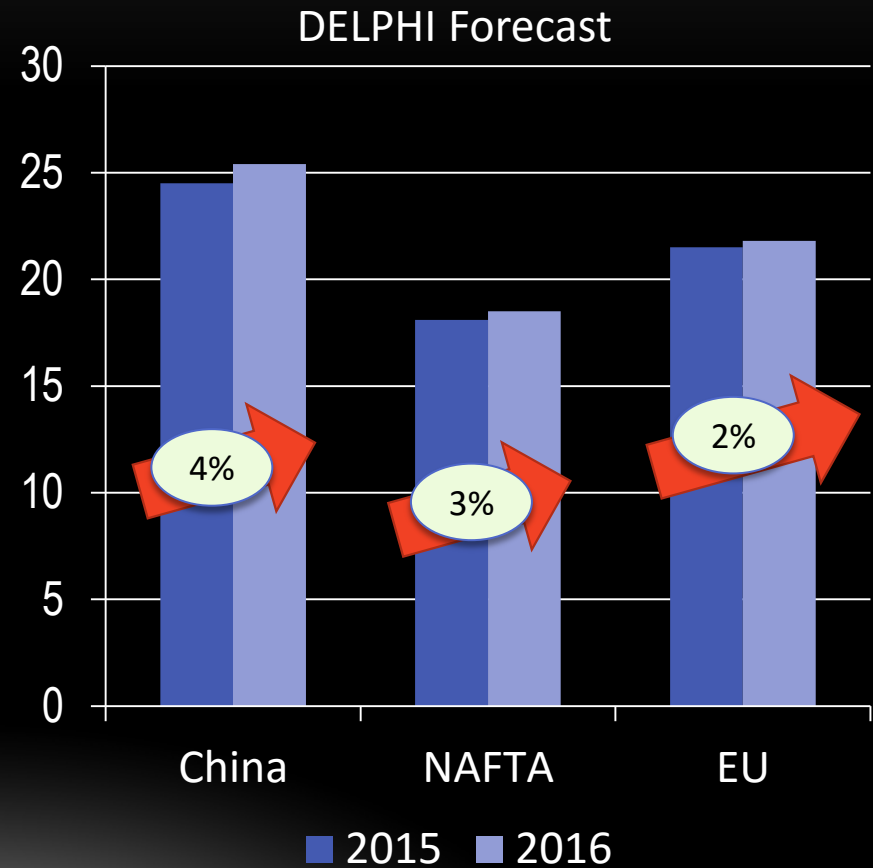
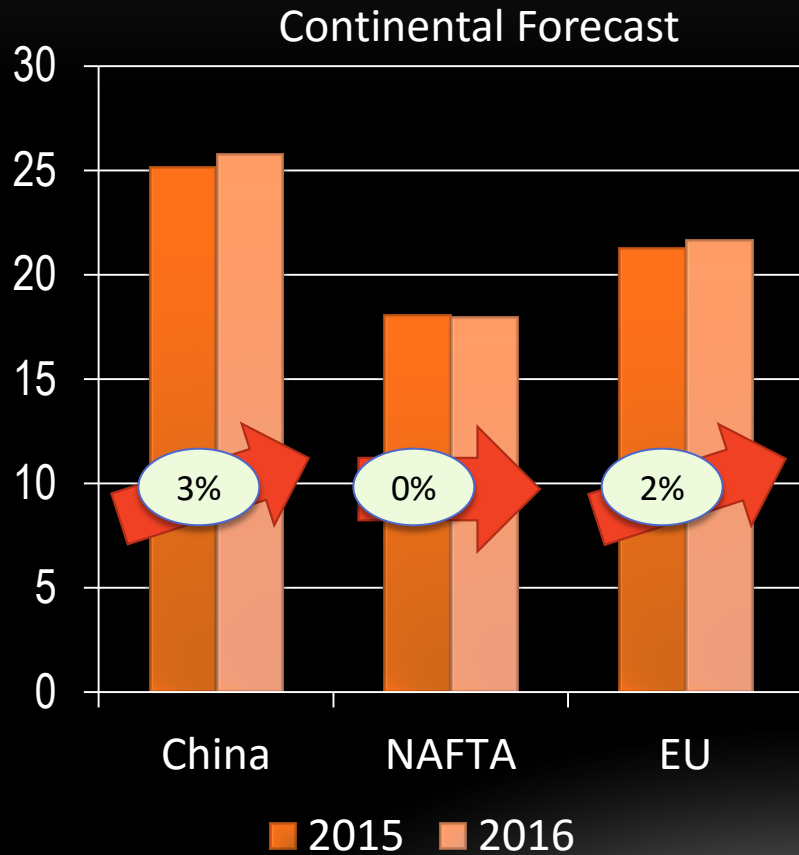


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VISION

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



●Source : Continental 、DELPHI 2016.3 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

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.

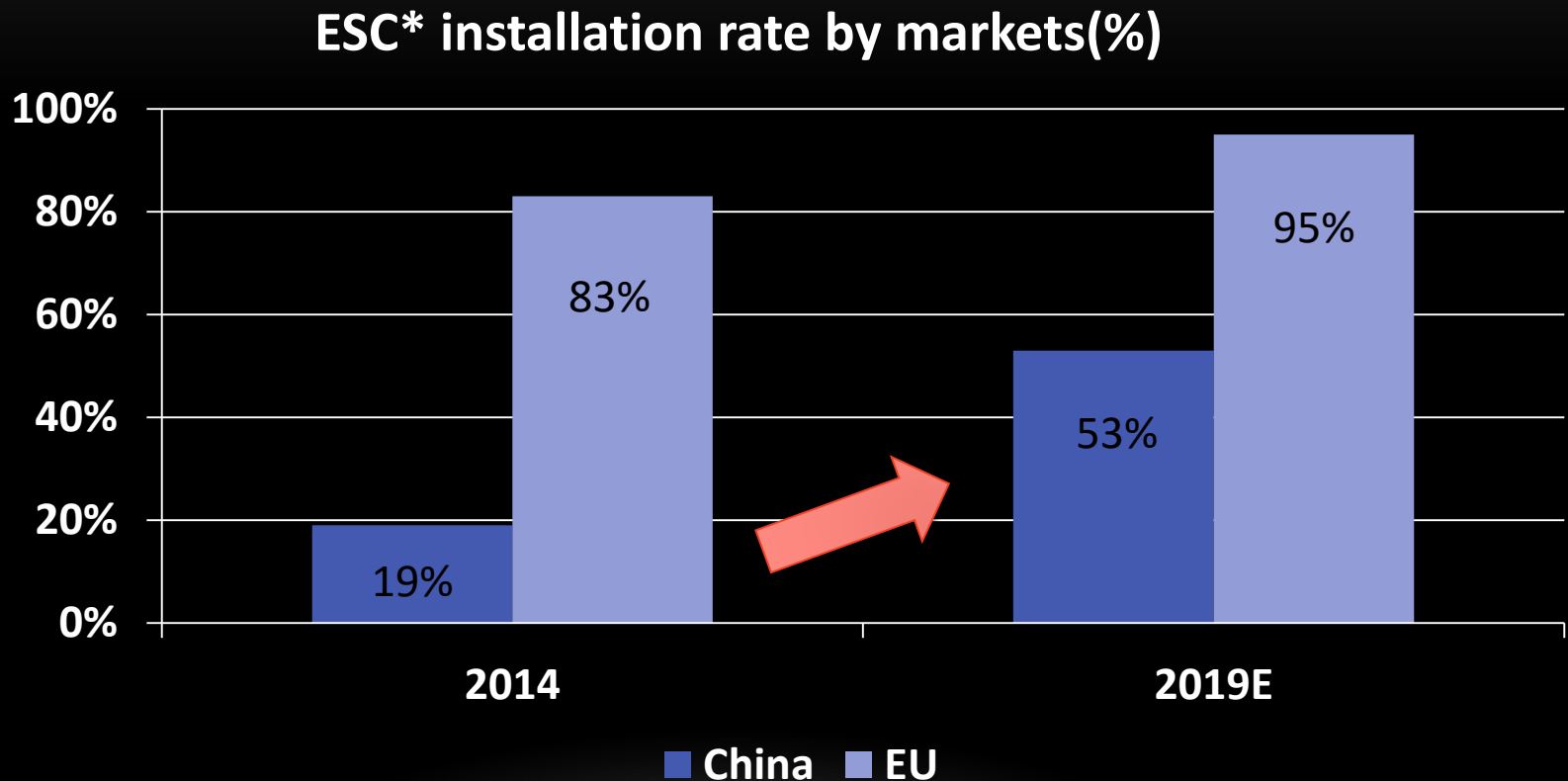
2015

• **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.

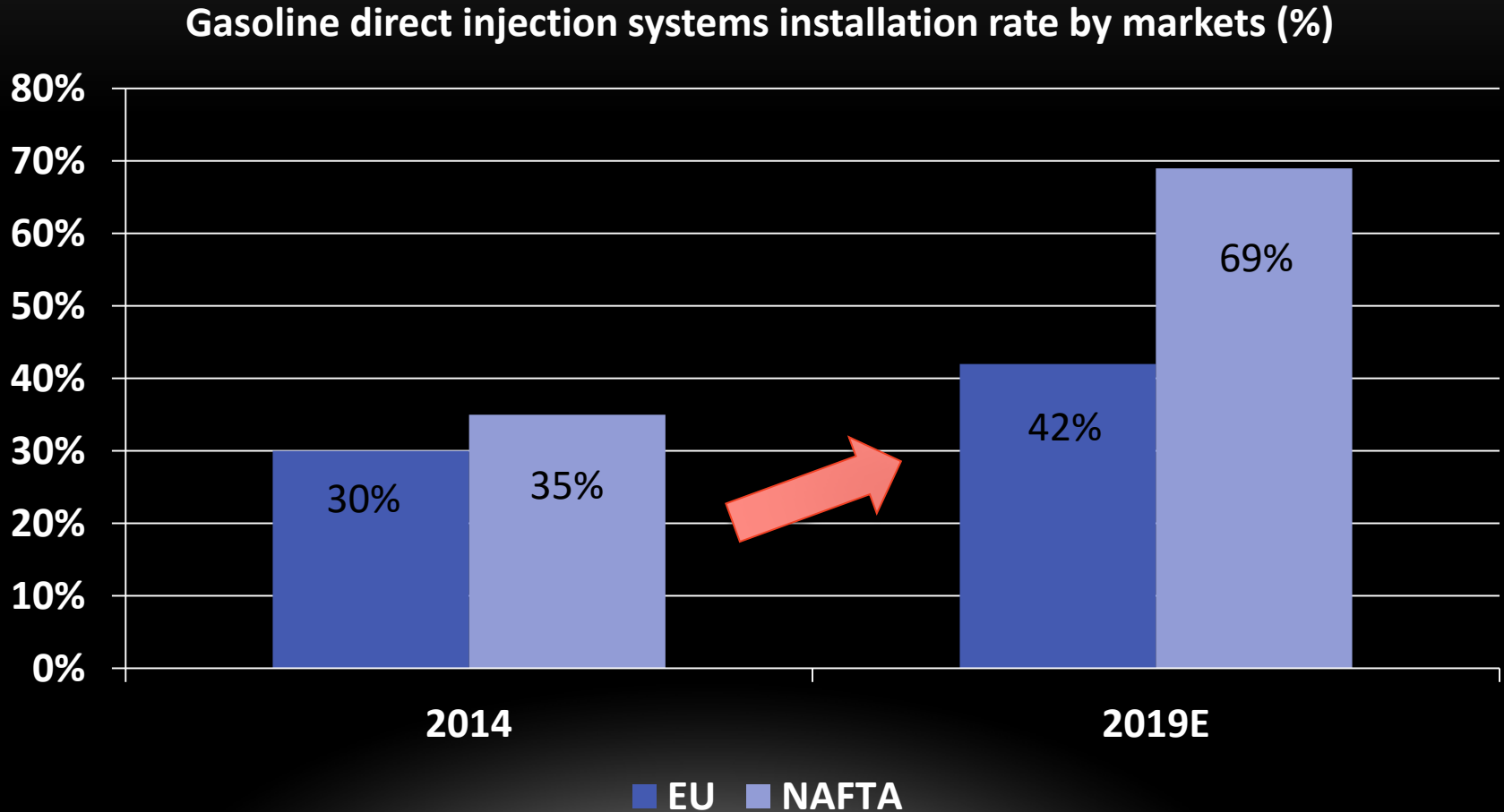
VISION IN ESC – INSTALLATION RATE TREND



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

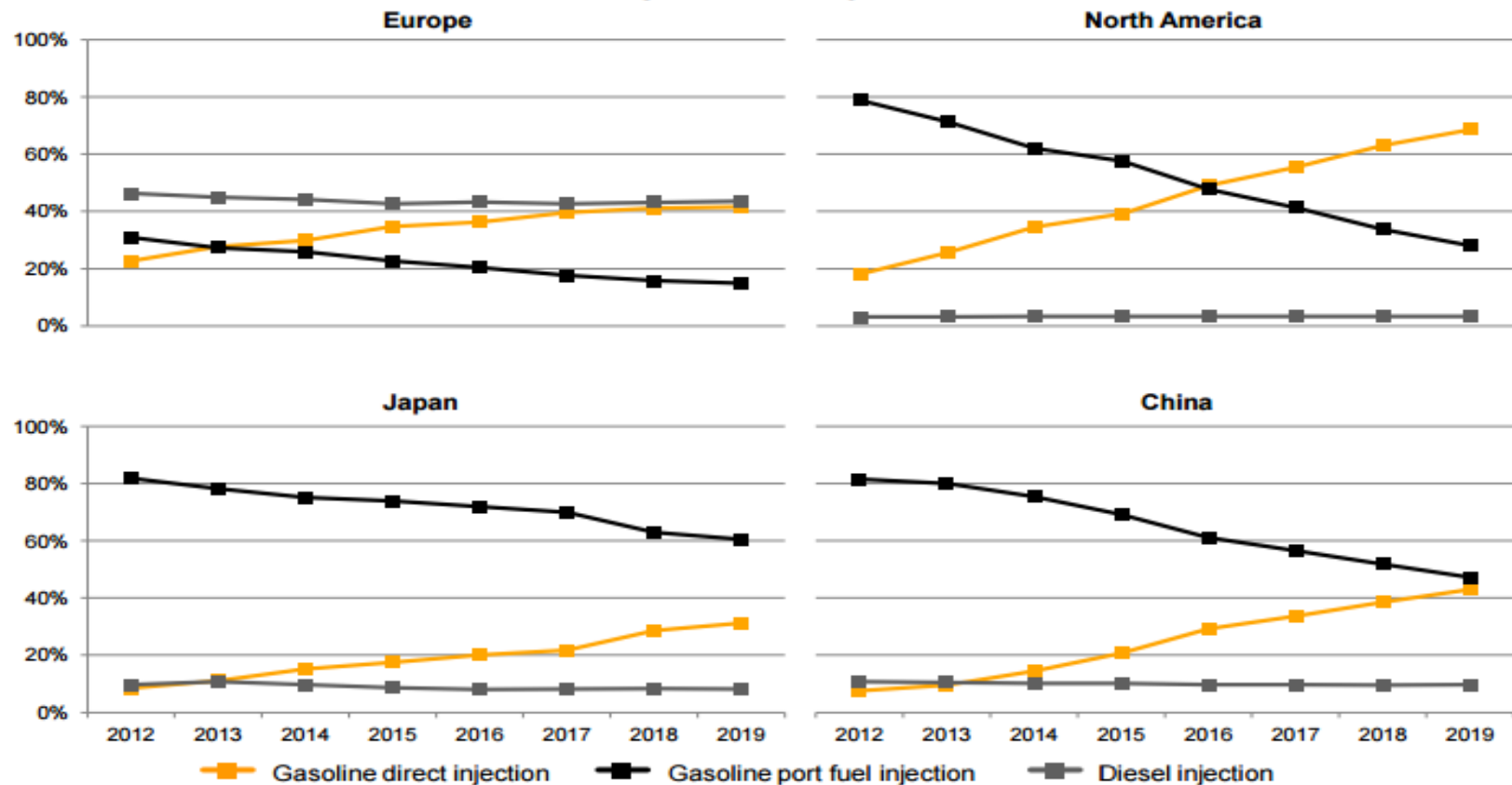
VISION IN GDI/ HIGH PRESSURE PUMP

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



GDI MARKET TREND

Installation Rates of Fuel Injection Systems¹



Source: Continental estimates.

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

Thank you

Q&A