



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

Speed Green Safety

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Contents

◆ About	04
◆ Business Status	05
◆ Customers	08
◆ Automotive major new trend	09
◆ Automotive major product & Vision	10
◆ Automotive new product	16

ABOUT

Since	1987, Feb-18 th
CEO	Eddy Lin
Capital	NTD 820 M
Business	Mechanical parts in Automotive, Medical
Employee (2017.09.30)	1,788
HQ	New Taipei City, Taiwan



	ZJ, China	DG, China	HQ, Taipei
Employee _(2017.09.30)	1,092	637	59
Capacity (2017/3Q)	1,668,234	1,104,558	0
Sales %	57.42%	38.02%	0%

Units : Number of people ; Thousand dollars ; %



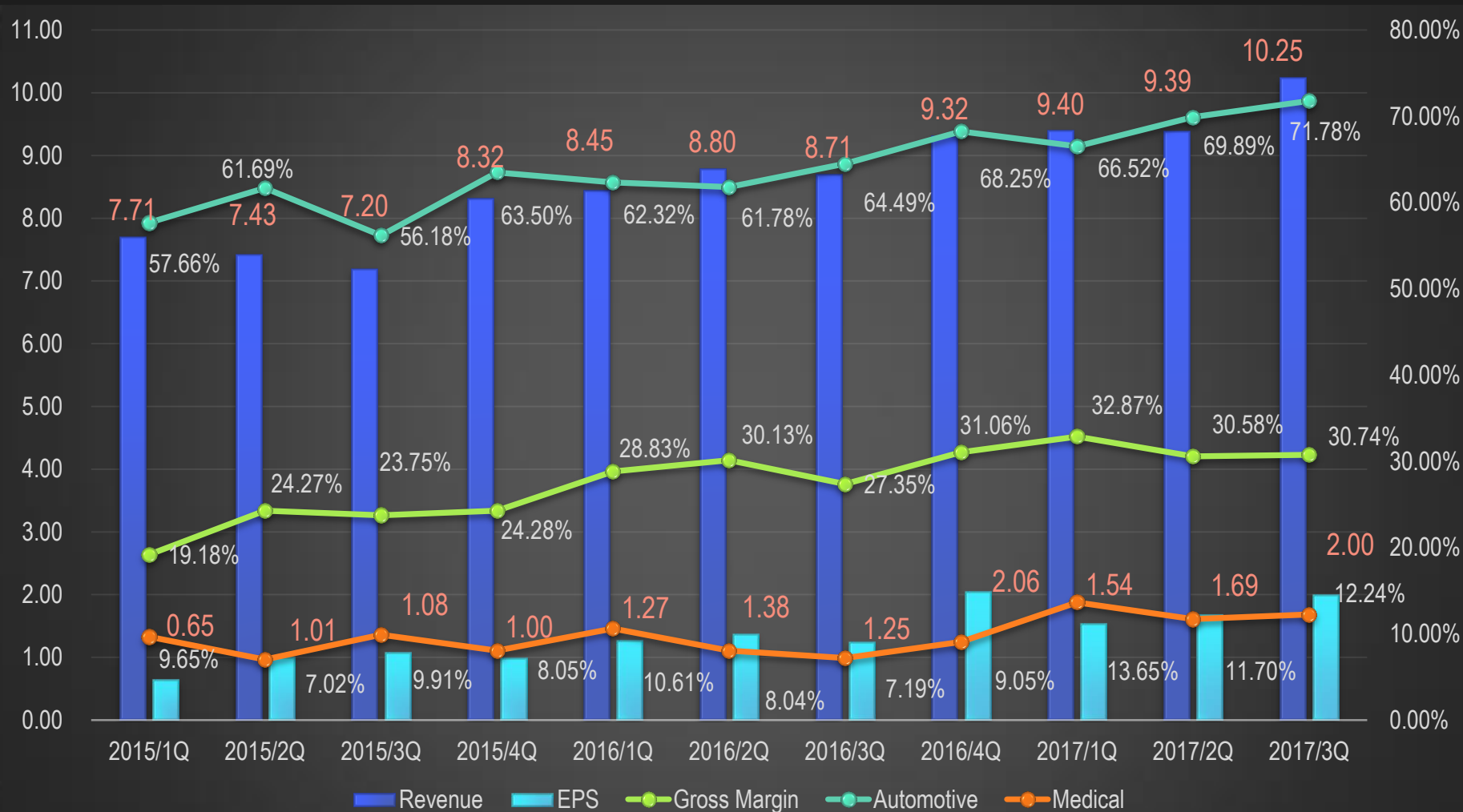
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BUSINESS STATUS

Units : Thousand dollars ; % ; NT

	Y2014		Y2015		Y2016		Y2017/1-3Q	
		%		%		%		%
Gross Sales	2,794,909	100.00%	3,066,201	100.00%	3,527,332	100.00%	2,905,109	100.00%
Cost of Goods Sold	2,078,434	74.36%	2,364,927	77.13%	2,491,000	70.62%	1,993,561	68.62%
Gross Profit	716,475	25.64%	701,274	22.87%	1,036,332	29.38%	911,548	31.38%
Operating Expense	294,519	10.54%	297,727	9.71%	319,398	10.00%	250,903	8.64%
Operating Profit	421,956	15.10%	403,547	13.16%	716,934	19.38%	660,645	22.74%
Non-Operating Income (Expense)	25,814	0.92%	(25,477)	(0.83%)	(33,165)	(0.94%)	(55,453)	(1.91%)
Pre-Tax Income	447,770	16.02%	378,070	12.33%	683,769	19.38%	605,192	20.83%
Income Tax	(127,883)	(4.58%)	(86,522)	(2.82%)	(196,023)	(5.56%)	(176,992)	(6.09%)
Net Income	319,887	11.45%	291,548	9.51%	487,746	13.83%	428,200	14.74%
EPS (NTD)	4.27		3.74		5.96		5.23	

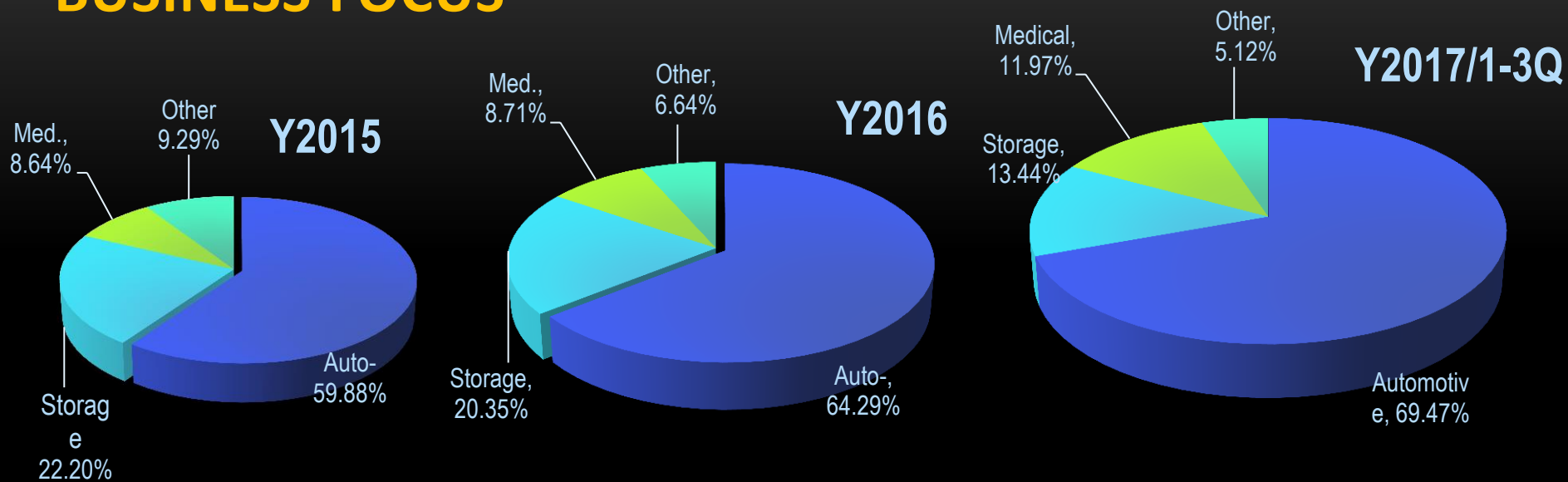
BUSINESS STATUS



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



BUSINESS FOCUS













	Auto		Storage		Medical		Others		Total	
	Shipment	%	Shipment	%	Shipment	%	Shipment	%	Shipment	%
2015	1,835,910	59.88	680,690	22.2	264,840	8.64	284,761	9.29	3,066,201	100
2016	2,267,782	64.29	717,902	20.35	307,326	8.71	234,322	6.64	3,527,332	100
2017/1-3Q	2,018,281	69.47	390,322	13.44	347,693	11.97	148,813	5.12	2,905,109	100

Units : Thousand dollars ; %

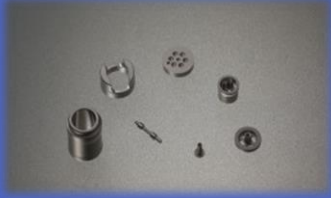




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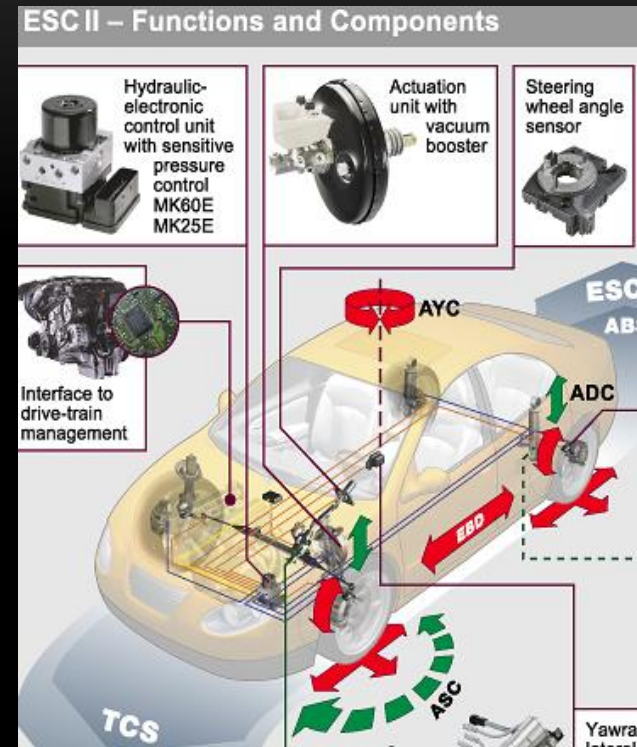
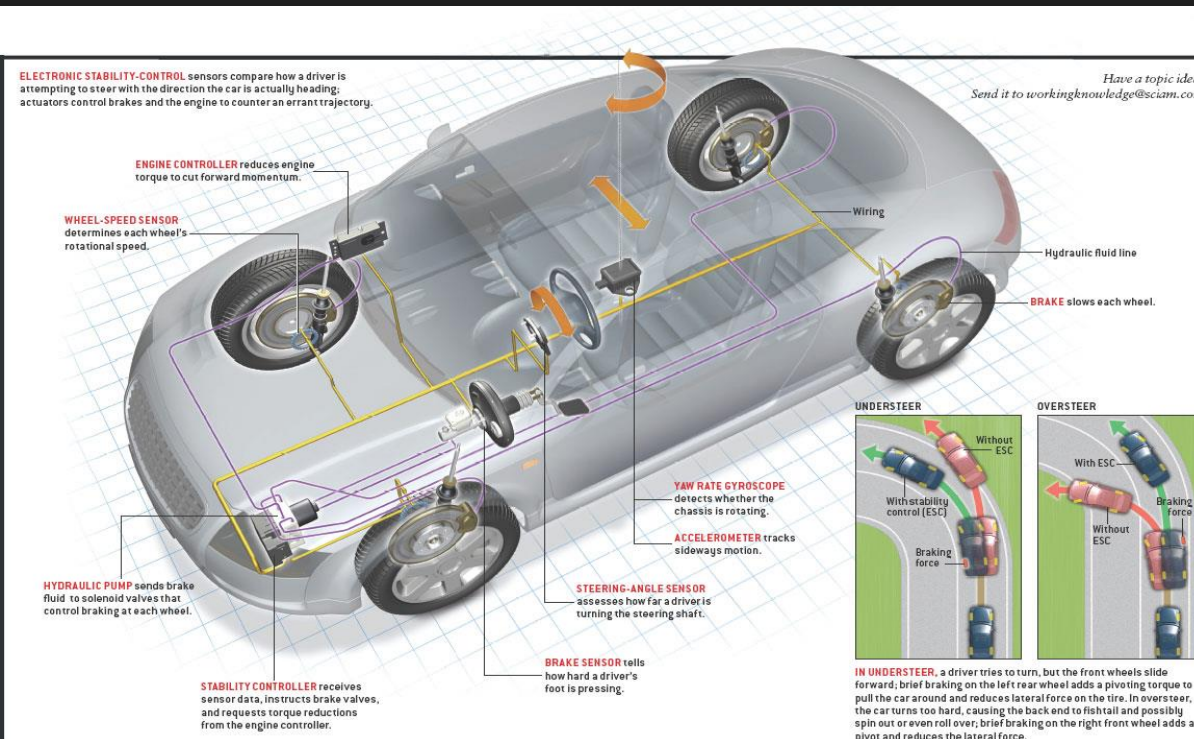
CUSTOMERS

Major		 BOSCH Invented for life			
Revenue share(%)	Y2017/1-3Q : 22.38% Y2016 : 25% Y2015 : 24% Y2014 : 22% Y2013 : 21% 	Y2017/1-3Q : 18.04% Y2016 : 17% Y2015 : 14% Y2014 : 12% Y2013 : 9% 	Y2017/1-3Q : 4.64% Y2016 : 3% Y2015 : 5% Y2014 : 6% Y2013 : 3% 	Y2017/1-3Q : 5.39% Y2016 : 5% Y2015 : 4% Y2014 : 4% Y2013 : 3% 	Y2017/1-3Q : 9.59% Y2016 : 5% Y2015 : 1.5% Y2014 : 1% Y2013 : 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	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.

PRODUCT – ESC



Products	ABS/ESC
Application	Electronic Stability System(ESC)
Join R&D	Continental 、 Delphi 、 TRW
Brands Depots	BMW 、 Mercedes-Benz 、 Audi 、 VW 、 Ford 、 GM...so on.

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** 、 **Turkey** 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.

• **USA** 、 **Malaysia**
mandatory install ESC as
of Jan. 2016 for all new
light vehicles.

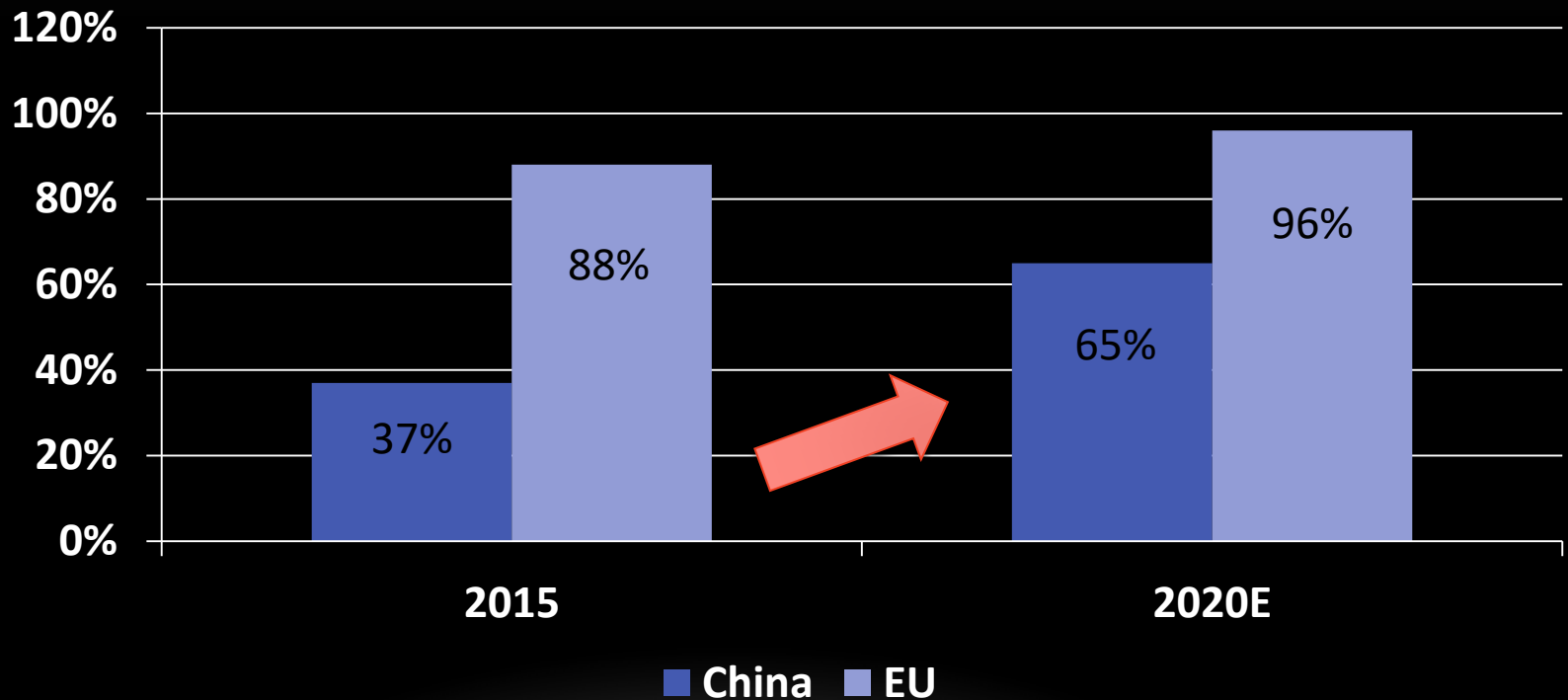
After 2020

• **Brazil** 、 **Argentina**
mandatory install ESC as
of Jan. 2020 for all new
light vehicles.

• **USA** mandatory install
ESC as of Sep. 2022 for
all new light vehicles.

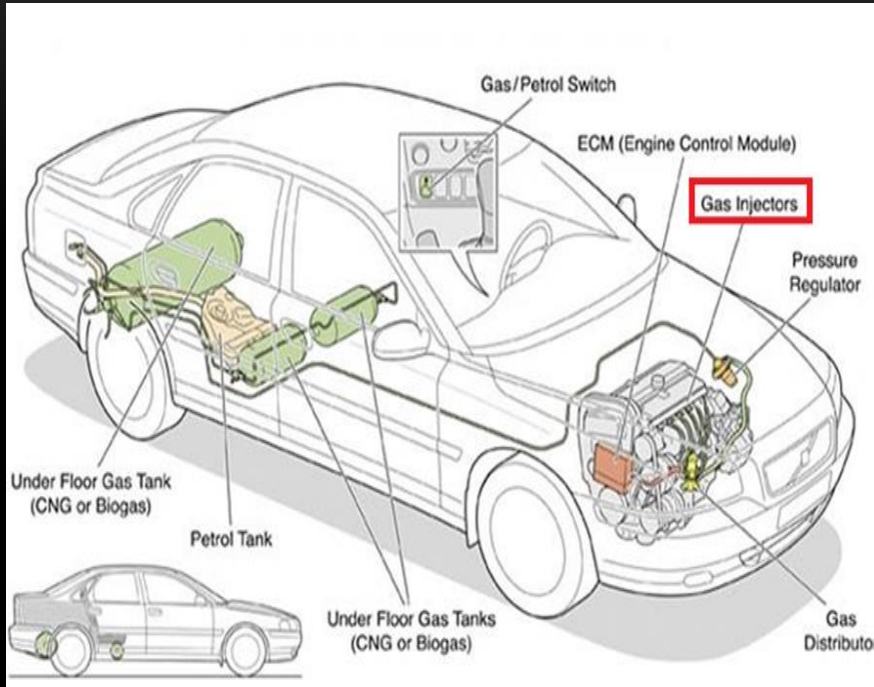
VISION IN ESC – INSTALLATION RATE TREND

ESC* installation rate by markets(%)



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

PRODUCT - HIGH PRESSURE PUMP (GDI)



GDI High Pressure Fuel Pump

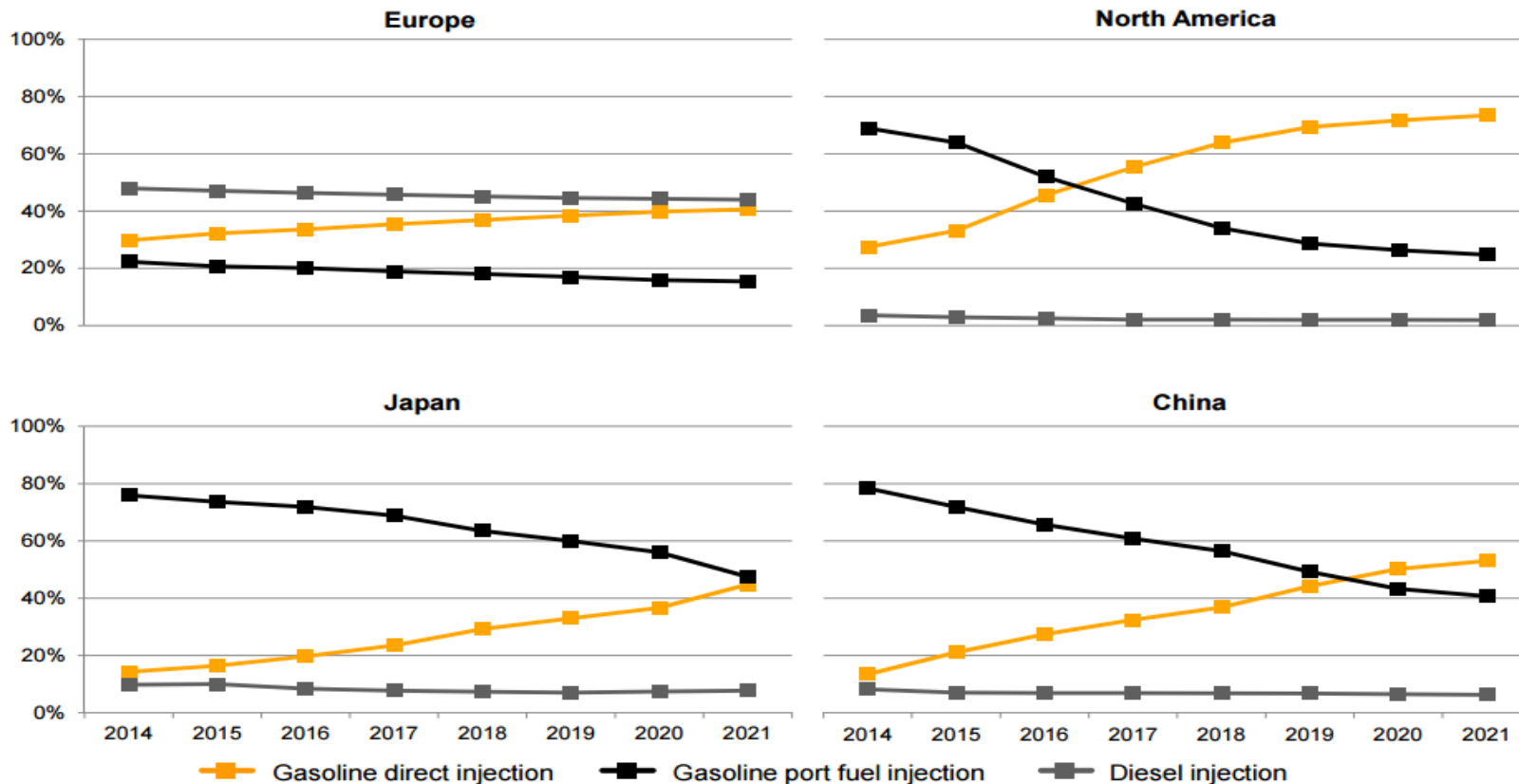


DELPHI

Products	Gasoline High-pressure Pump
Application	Improvement on fuel efficiency and emission levels
Work with RD @	BOSCH 、 Continental 、 Delphi 、 Magneti Marelli
Apply in	Ferrari 、 Porsche 、 McLaren 、 Bentley 、 BMW 、 Mercedes-Benz 、 Audi 、 VW 、 Ford 、 GM...so on

GDI MARKET TREND

Installation Rates of Fuel Injection Systems¹



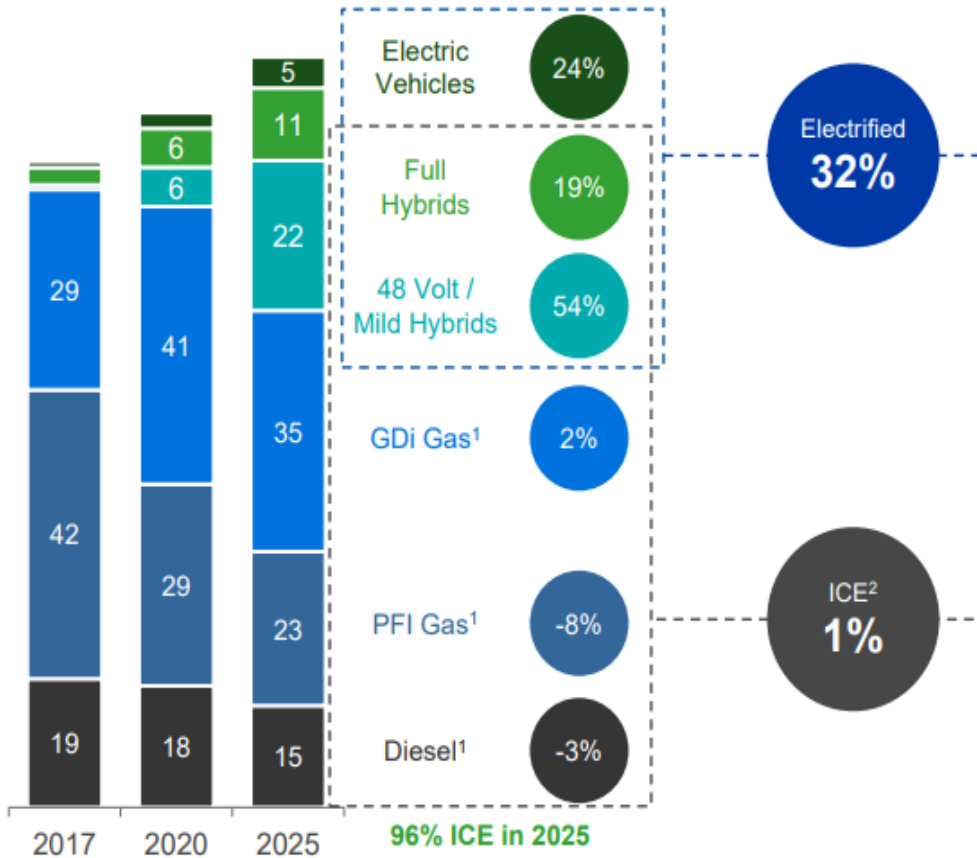
Source: Market Data and Continental estimates.

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

GDI MARKET TREND

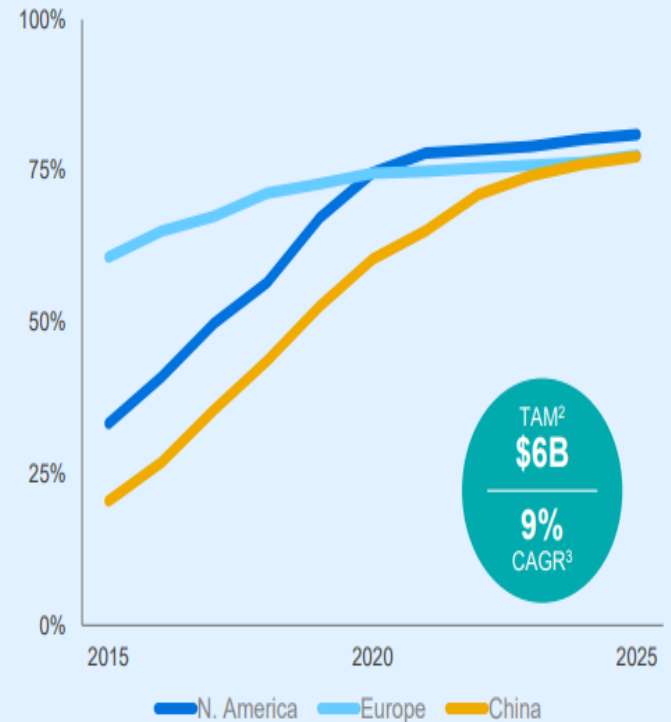
Vehicle Production (millions)

CAGR (2017 – 2025)

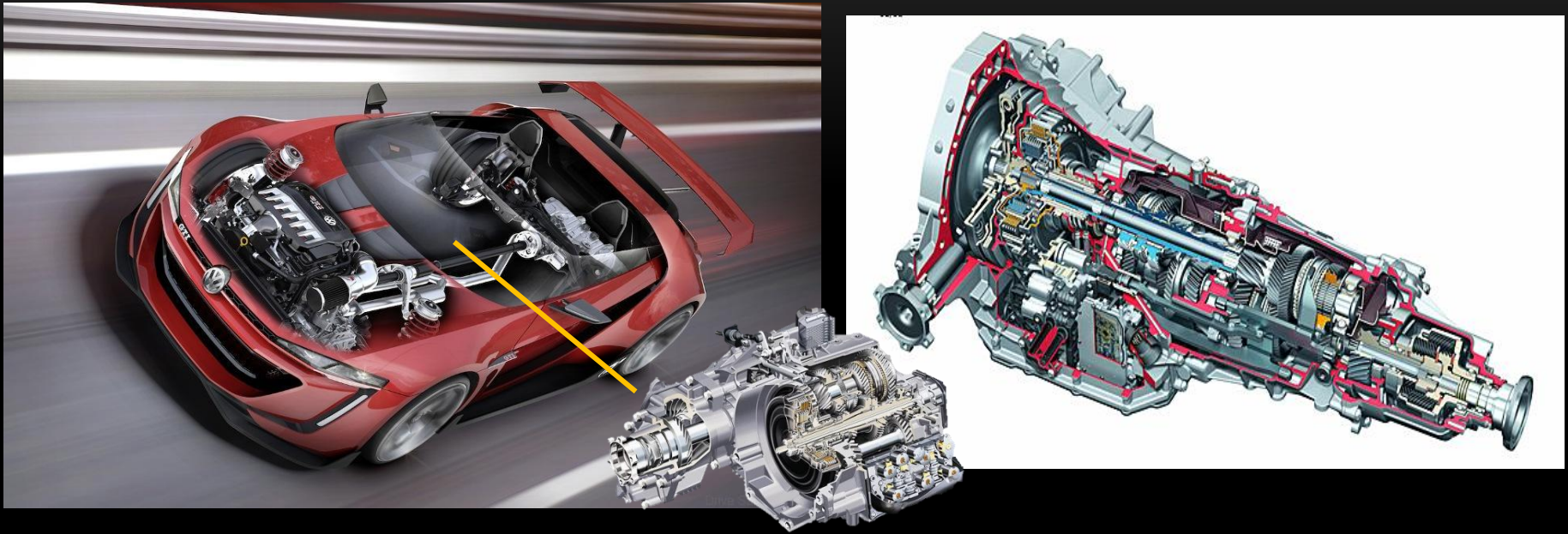


Gas Direct Injection (GDi)

% Penetration¹



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

Penetration of Key Combustion Products Continues to Grow



Technology Penetration % - Combustion Only (includes S/S) - Gas & Diesel

	2016	2026
Turbochargers	42%	55%
Exhaust Gas Recirculation	29%	47%
Variable Cam Timing	54%	70%
Dual Clutch Transmission	8%	10%
Stop/Start	35%	65%

Thank you

Q&A