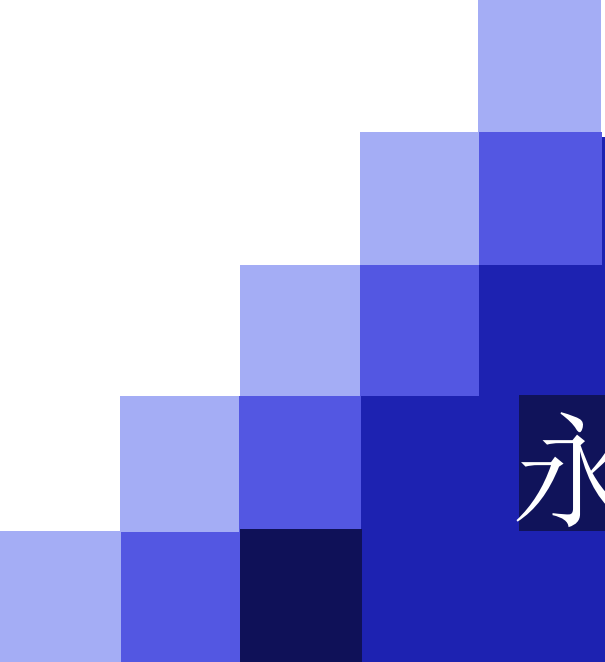




永新控股股份有限公司

YUSIN HOLDING CORP. 股票代碼: 4557

Dennis Chi
President



Summary

- 1. Company Profile.....
- 2. Brake System.....
- 3. Industry Overview.....
- 4. Core Competence.....
- 5. Operation Results.....
- 6. Future Operational Growth.....

Company Profile

The largest aftermarket supplier of brake assemblies in North America

- Founded : 2011/2/14 (Xiamen Yong Yu was founded in 1992)
- Paid-in Capital : NT\$ 3.98 hundred million
- Net revenue : NT\$8.79 hundred million in 2021 Q2
- Operation Sites : Chiayi Taiwan 、 Xiamen China 、 Malaysia and USA
- Number of Employees : 600
- Main Product : Hydraulic Brake Master Cylinder, Brake Wheel Cylinder,
Clutch Master Cylinder, Clutch Slave Cylinder, Rubber Parts,
Vacuum Booster, Brake Caliper and Pad
- Business area : Design, manufacture, and sales of hydraulic auto brake system
Parts for aftermarket segment

Company Profile – Factory Tour



Company Profile – Factory Tour (Assembly)



Company Profile – Factory Tour



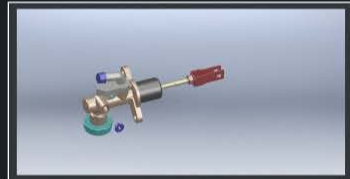
Company Profile – OEM Assembly Line



Brake System - Hydraulic Brake System



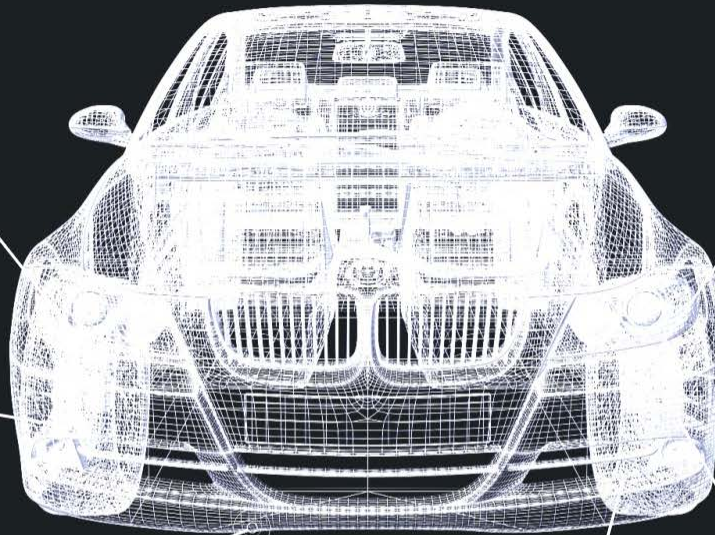
剎車總泵
Brake Master Cylinders



離合器總泵
Clutch Master Cylinders



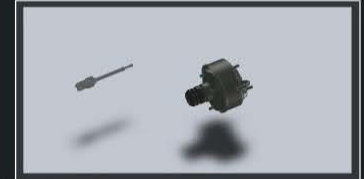
離合器分泵
Clutch Slave Cylinders



橡膠密封件
Rubber Parts



卡鉗
Caliper

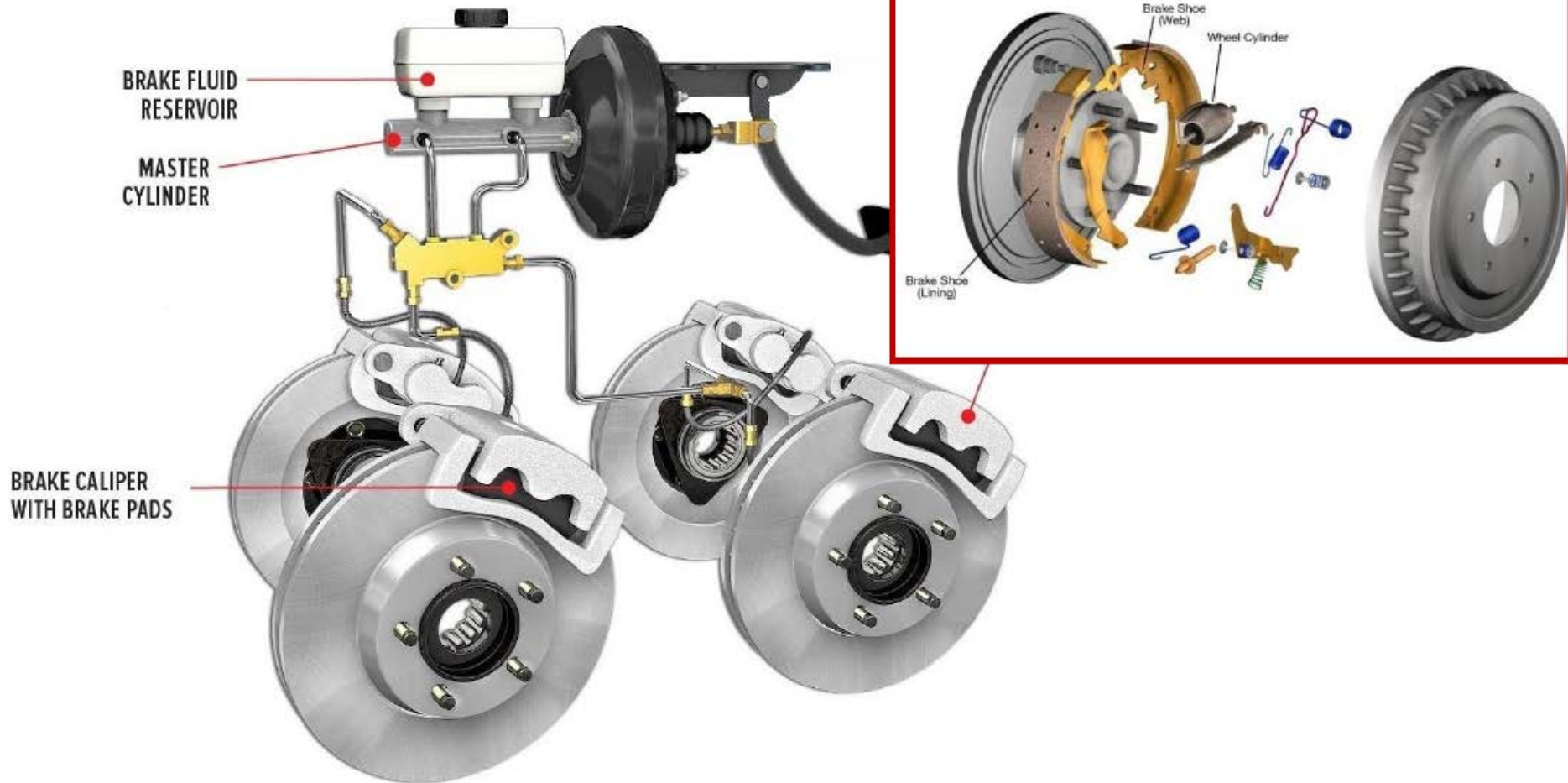


真空助力器
Vacuum Booster



剎車分泵
Brake Wheel Cylinders

Brake System - Hydraulic Brake System



Brake System - Hydraulic Brake System



Brake
Master Cylinders *1



Brake
Wheel Cylinders*2~4



Caliper*2~4



Brake Pad*8



Clutch
Master Cylinders *1



Clutch
Slave Cylinders *1

Industry Overview

OEM

- OEM Quality
- High price

Remanufacture

- Low price
- Hard to recycle
- Aluminum parts cannot be remanufacture

Yusin

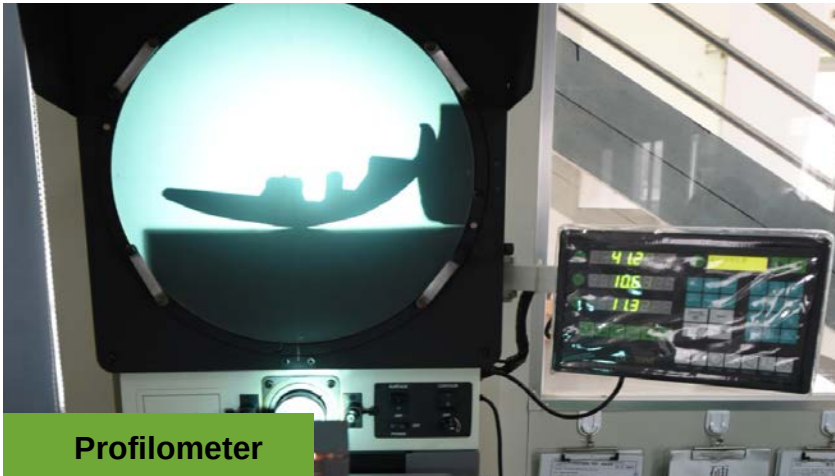
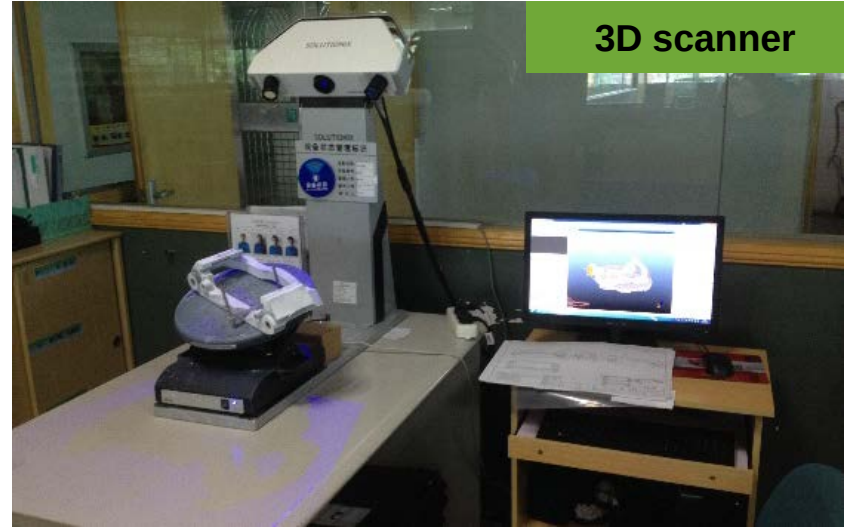
- Certified by international famous brand
- Price is more competitive

Core Competence – Reverse Engineering

CMM(Coordinate Measuring Machine)



3D scanner



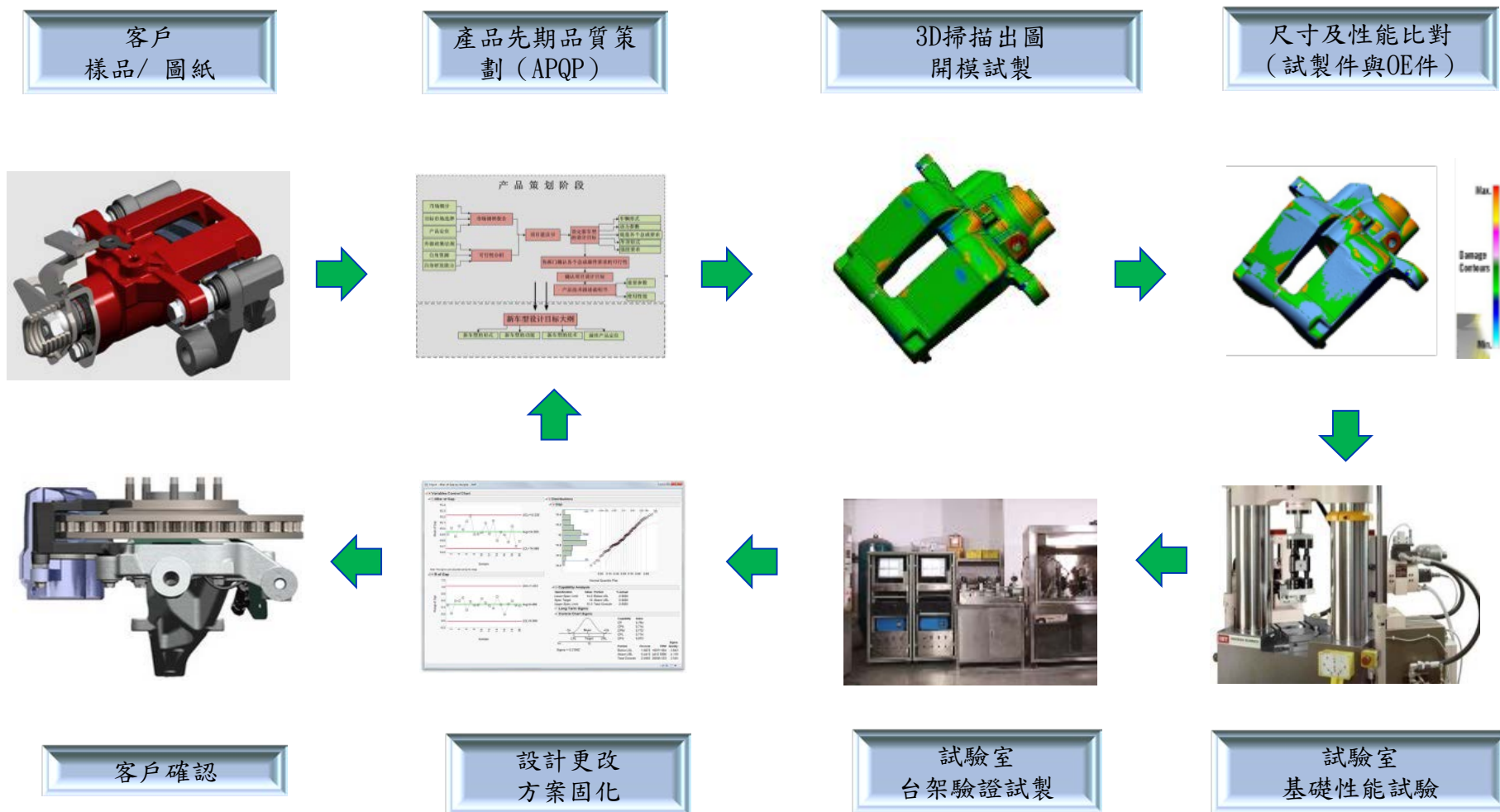
Profilometer



Optical image measuring instrument

Core Competence

依圖/依樣開發能力：產品種類多，可共用零件多，縮短開發週期，快速交樣



Core Competence

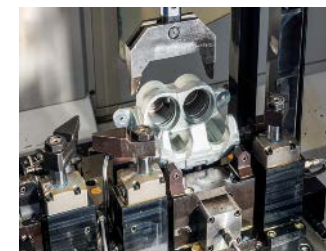
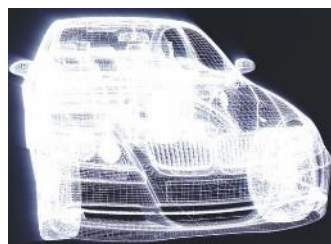
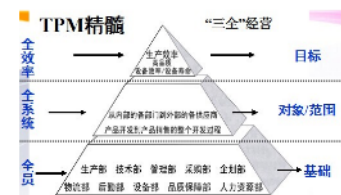
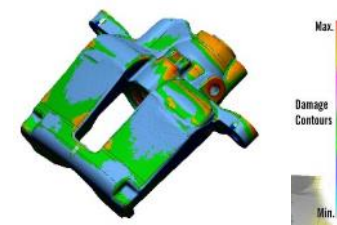
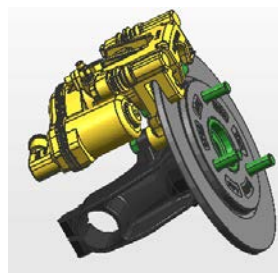
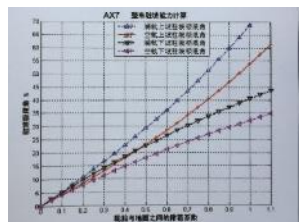
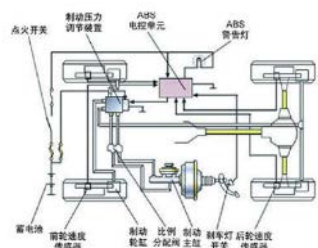
協同設計開發能力：能配合客戶做整車制動系統參數策劃及匹配，並完成三維造型及CAE分析

汽車廠
參數/ 要求

整車制動系統
策劃及匹配

三維造型設計及匹配

CAE分析
實物驗證



PPAP

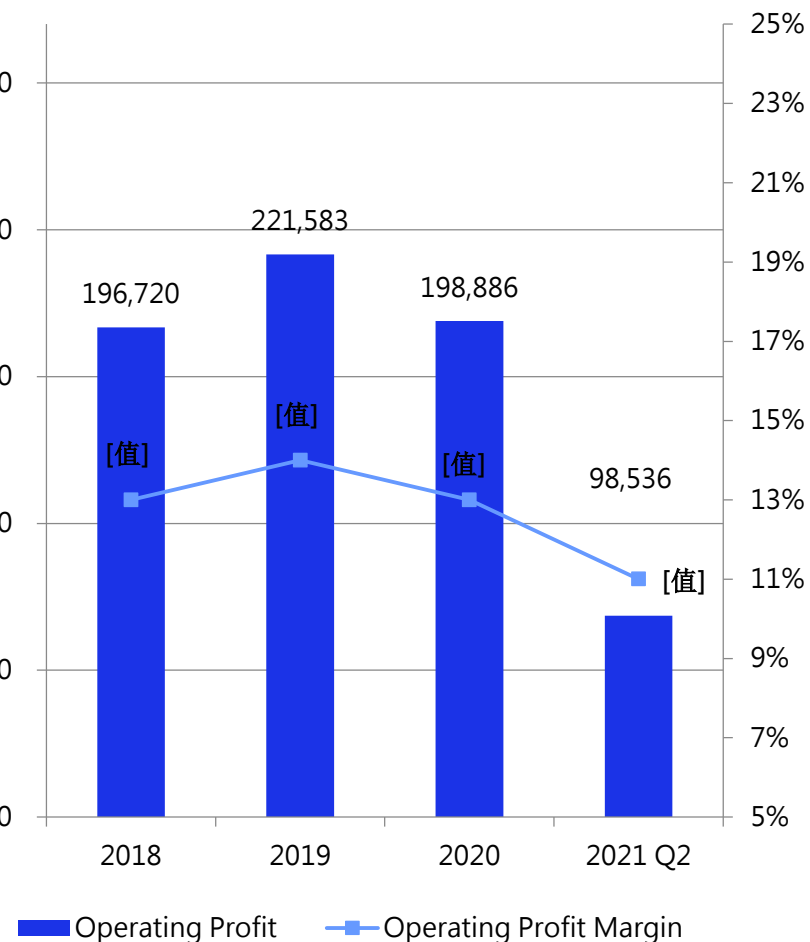
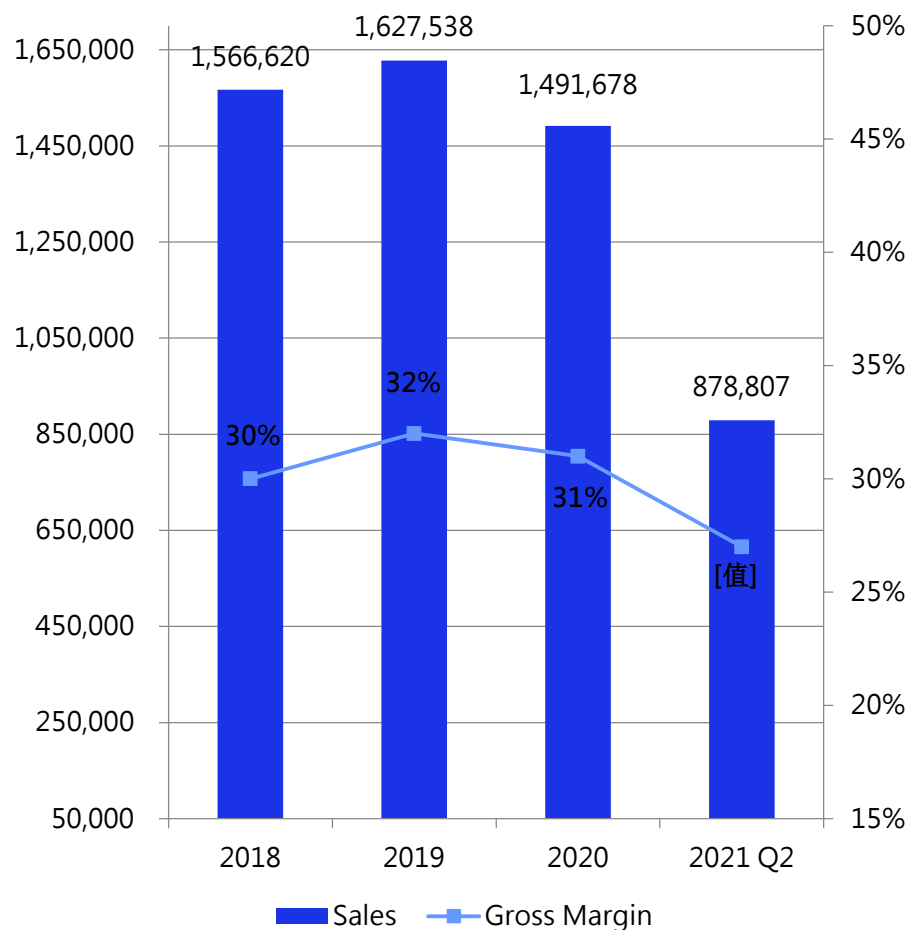
實車路試

試驗室基礎
性能及台架驗證

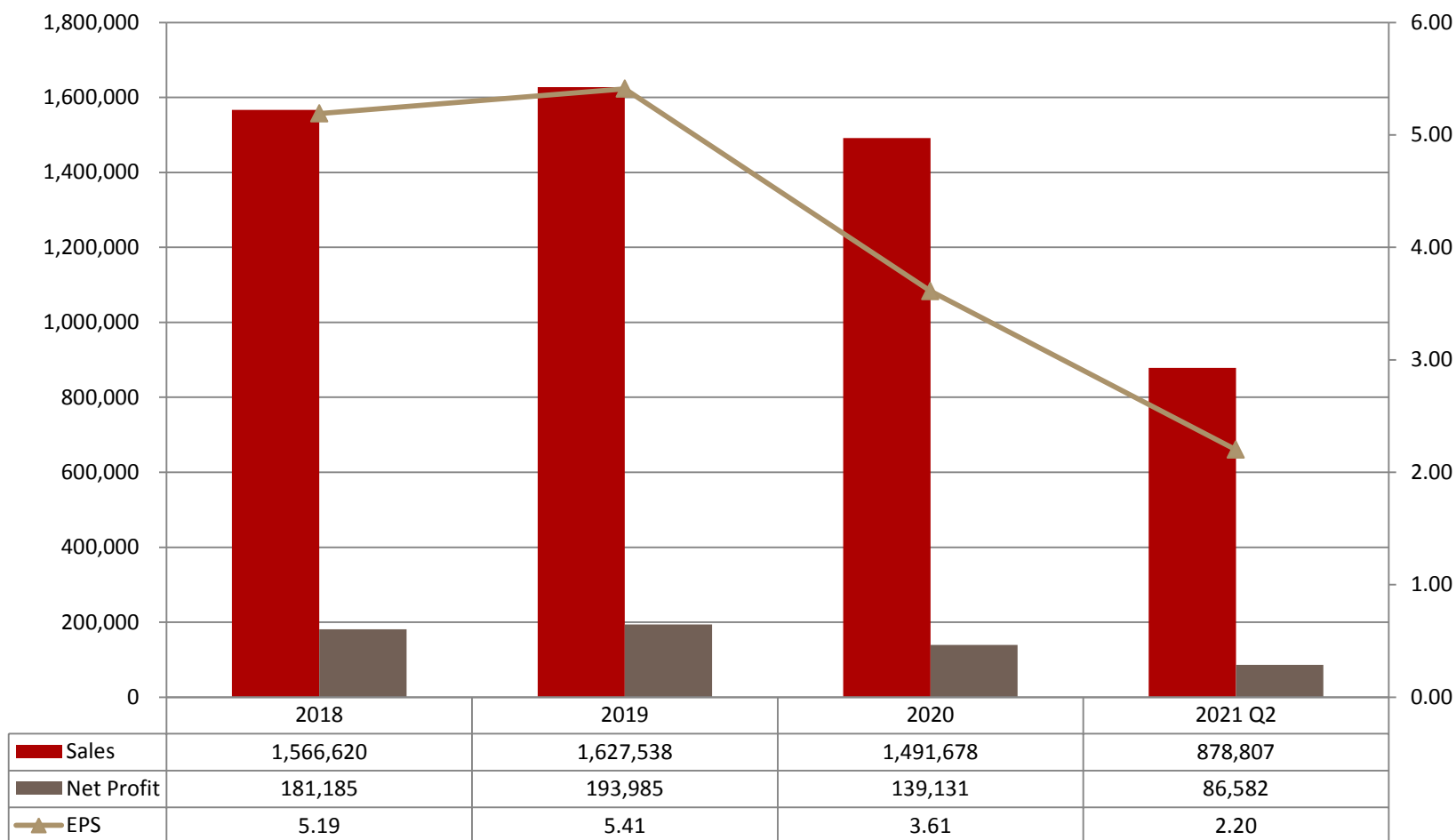
產品工藝設計與製造

Operation Results - Financial Performance

Expressed in Thousands of New Taiwan Dollars



Operation Results - Financial Performance

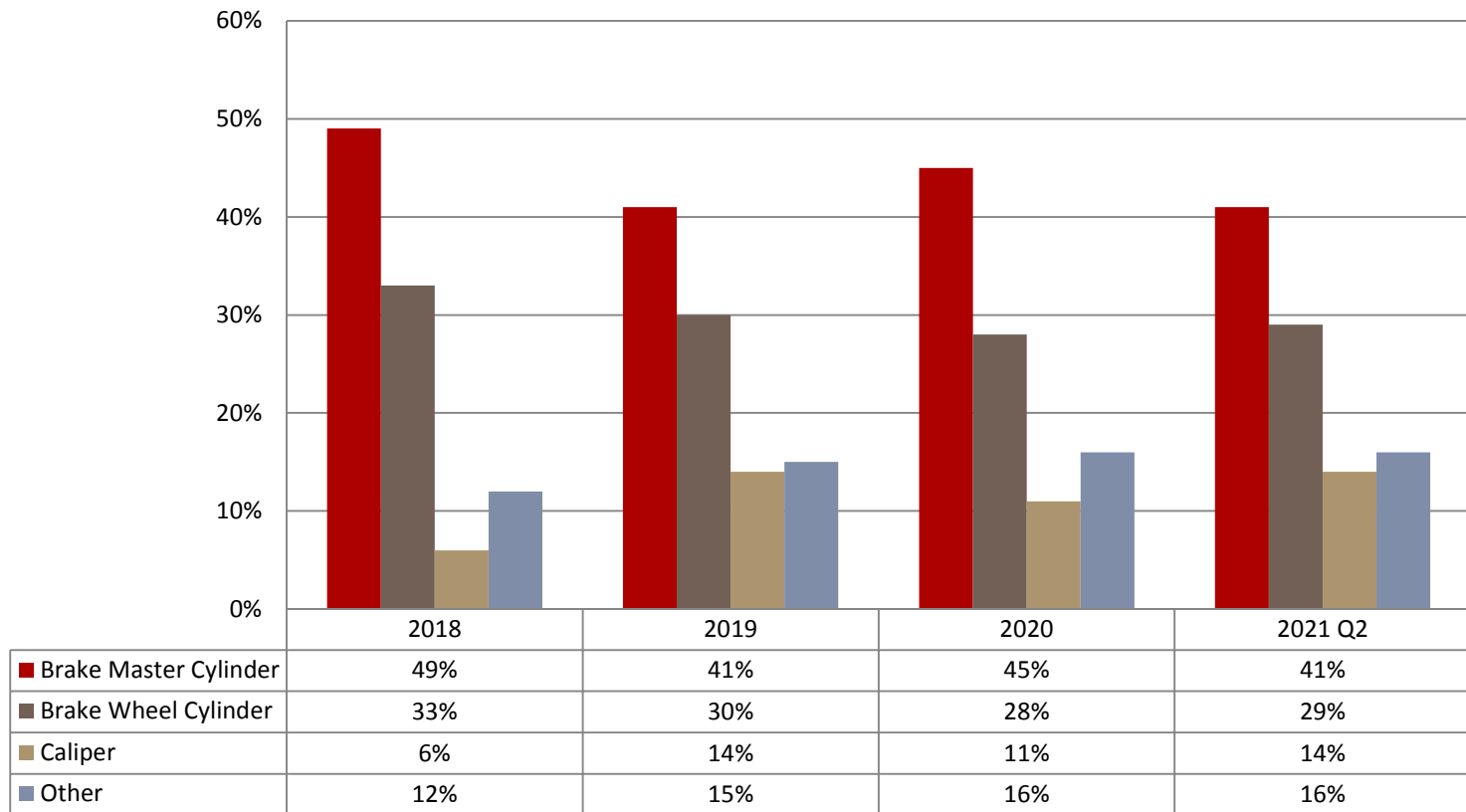


Operation Results - Financial Performance

	For the Six Months Ended June 30 , 2021		For the Six Months Ended June 30 , 2020		Difference	
	Amount	%	Amount	%	Amount	%
Revenue	878, 087	100. 00	662, 142	100. 00	215, 945	32. 61
Gross profit	238, 667	27. 18	207, 632	31. 36	31, 035	14. 95
Operating expenses	(140, 131)	(15. 96)	(133, 208)	(20. 12)	(6, 923)	5. 20
Operating profit	98, 536	11. 22	74, 424	11. 24	24, 112	32. 40
Total non-operating income and expenses	5, 437	0. 62	17, 307	2. 61	(11, 870)	(68. 58)
Profit before income tax	103, 973	11. 84	91, 731	13. 85	12, 242	13. 35
Income tax expense	(17, 391)	(1. 98)	(16, 266)	(2. 46)	(1, 125)	6. 92
Profit	86, 582	9. 86	75, 465	11. 40	11, 117	14. 73
EPS	2. 20		2. 00		0. 20	

Operation Results – Sales Analysis by Products

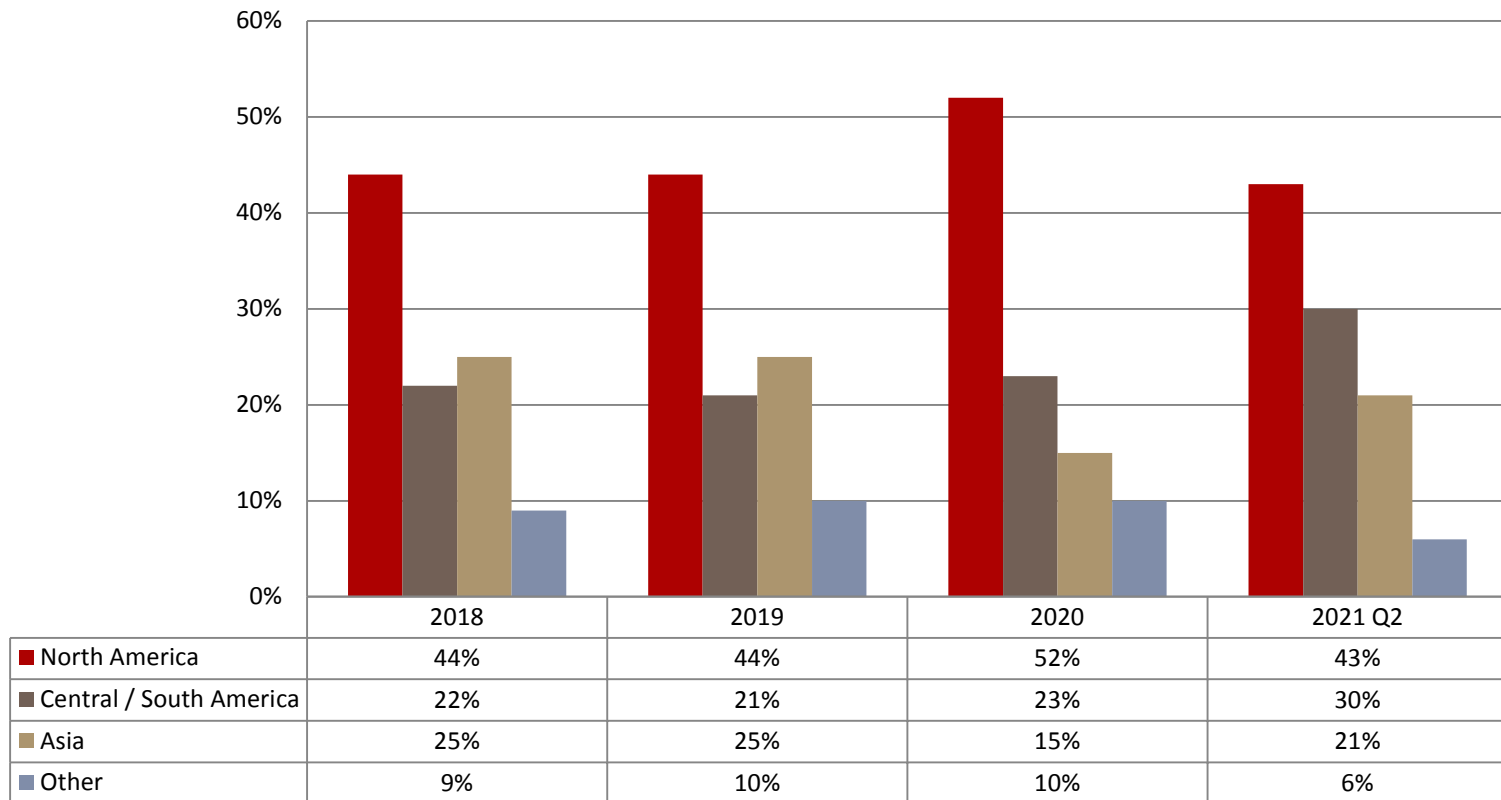
Sales Analysis by Products



Note : other means Clutch Master Cylinders, Clutch Slave Cylinders, Rubber Parts and Vacuum Booster.

Operation Results - Sales Analysis by Regions

Sales Analysis by Regions



Note 1 : Asia means Thailand, Singapore, Malaysia and Philippines.

Note 2 : Other means China, Australia, Africa and Europe.

Operation Results - Industry Information

2020 financial data of 4 major auto parts retailers in the United States:



	2020 Net Sales (100 million dollars)	Sales Growth	2020 Profit (100 million dollars)	2020 Stores
AutoZone	126.3	6.49%	17.3	6549
Genuine Parts (NAPA)	165.4	-5.59%	-0.3	5862
O'Reilly	116.0	14.29%	17.5	5616
Advance Auto Parts	101.1	4.13%	4.9	4976

New Product Development

一、EPB



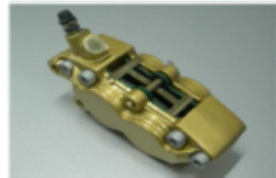
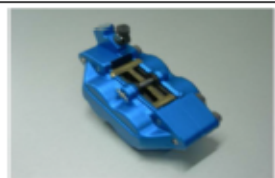
二、I Booster



Future Operational Growth

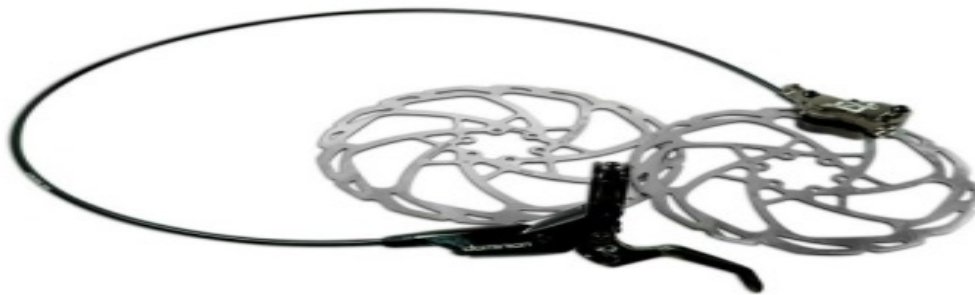
一、進入機車OE及改裝市場

		
0610B001	0610B002	0610B003
SIZE: $\phi 11, \phi 12.7$	SIZE: $\phi 11, \phi 12.7, \phi 14$	SIZE: $\phi 12.7$
Model: XC371	Model: SV	Model: KLF
Current customer: Suzuki	Current customer: No major	Current customer: No major
FM: Gravity casting	FM: Gravity casting	FM: Gravity casting
		
0610B004	0610B005	0610B006
SIZE: $\phi 12.7, \phi 14, \phi 15.87$	SIZE: $\phi 12.7$	SIZE: $\phi 11, \phi 12.7, \phi 14$
Model: 1MH	Model: BK1	Model: JOG
Current customer: No major	Current customer: TGB	Current customer: TGB
FM: Gravity casting	FM: Gravity casting	FM: Gravity casting
		
0610B007	0610B008	0610B009
SIZE: $\phi 11, \phi 12.7$	SIZE: $\phi 11, \phi 12.7, \phi 14$	SIZE: $\phi 11, \phi 12.7, \phi 14$
Model: 507FR	Model: PS/NGF	Model: TB125
Current customer: TGB	Current customer: PGO	Current customer: Adly
FM: Gravity casting	FM: Gravity casting	FM: Gravity casting

		
0610D028	0610D029	0610D030
SIZE: $\phi 30.23*2, \phi 33.96*2$	SIZE: $\phi 30.23*2, \phi 33.96*2$	SIZE: $\phi 30.23*2, \phi 33.96*2$
Model: M2/FR	Model: M2/FR	Model: M2/FR-CR
Current customer: PGO	Current customer: PGO	Current customer: No major
FM: Organic	FM: Organic	FM: Organic
		
0610D031	0610D032	0610D033
SIZE: $\phi 30.23*2, \phi 33.96*2$	SIZE: $\phi 30.23$	SIZE: $\phi 25.4*2$
Model: CL445	Model: 507RR	Model: XC371
Current customer: No major	Current customer: TGB	Current customer: SUZUKI
FM: Organic	FM: Organic	FM: Organic
		
0610D034	0610D035	0610D036
SIZE: $\phi 25.4*2, \phi 27$	SIZE: $\phi 25.4*4$	SIZE: $\phi 30.23*2, \phi 33.96*2$
Model: HF1	Model: HF1	Model: M2/FR
Current customer: No major	Current customer: No major	Current customer: No major
FM: Organic	FM: Organic	FM: Organic

Future Operational Growth

二、自行車油壓碟式剎車



三、改裝汽車多活塞剎車卡鉗開發及銷售



Future Operational Growth

	OEM	AM
Strategy	-Strengthen research development and business capabilities -Optimize OEM production system	-Shorten product development schedule -Improve total caliper production capacity
Product Portfolio	-Fully develop cylinder products -Promotion EPB(Electronic Parking System) calipers, iBooster and brake pads	Increase the proportion of caliper products, short-term target to 20%
Market	Actively develop China OEM	-Consolidate the N. American market -Increase market share in Central America, Europe and Asia Pacific -Combined existing channels to operate the China market with TBS own brand



Thanks for your kind attention!

Your Safety is Our Commitment

