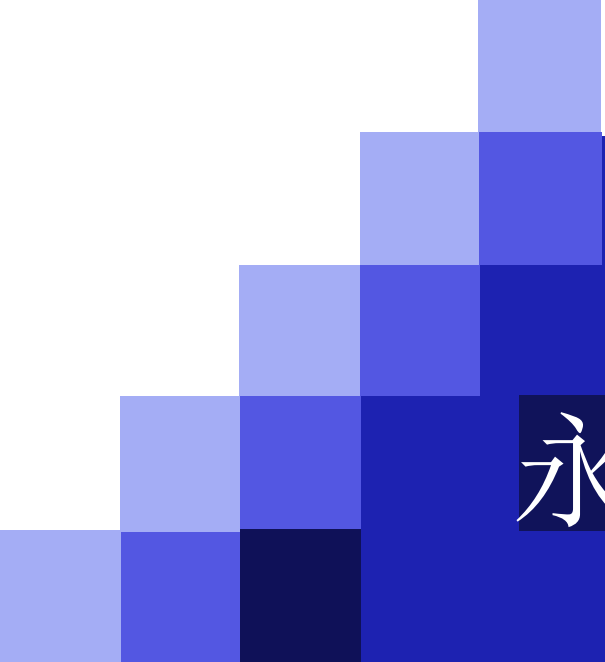




永新控股股份有限公司

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\$ 4.20 hundred million
- Net revenue : NT\$16.76 hundred million in 2024 Q2
- Operation Sites : Taiwan 、 China 、 Malaysia and USA
- Number of Employees : 900
- 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

專業汽車剎車系統

研發 生產 銷售



剎車總泵
Brake Master Cylinders



真空助力器
Vacuum Booster



離合器總泵
Clutch Master Cylinders



剎車片
Brake Pads



離合器分泵
Clutch Slave Cylinders



剎車分泵
Brake Wheel Cylinders



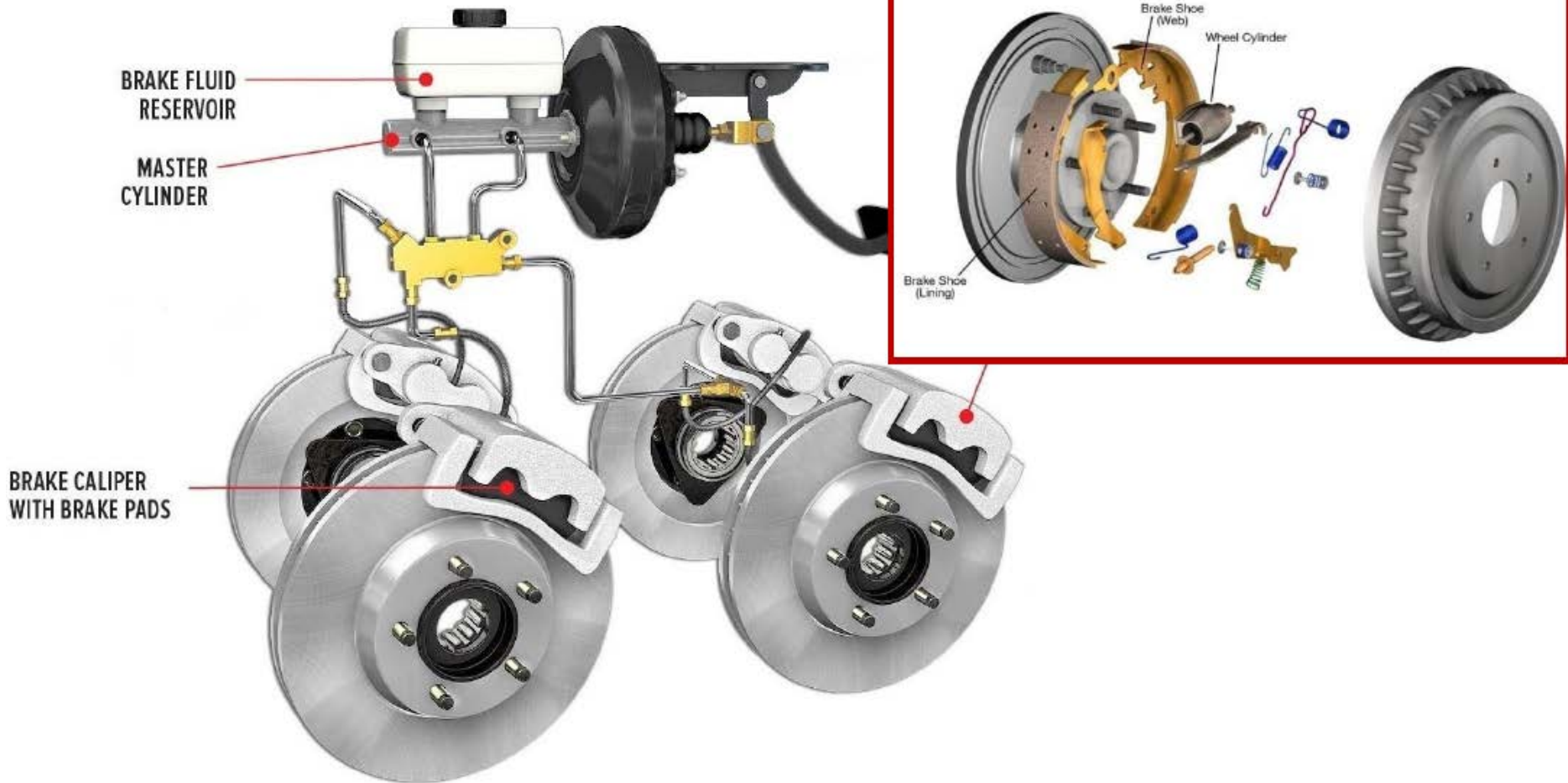
橡膠密封件
Rubber Parts



制動鉗
Caliper

Your Safety is
Our Commitment.

Brake System - Hydraulic Brake System

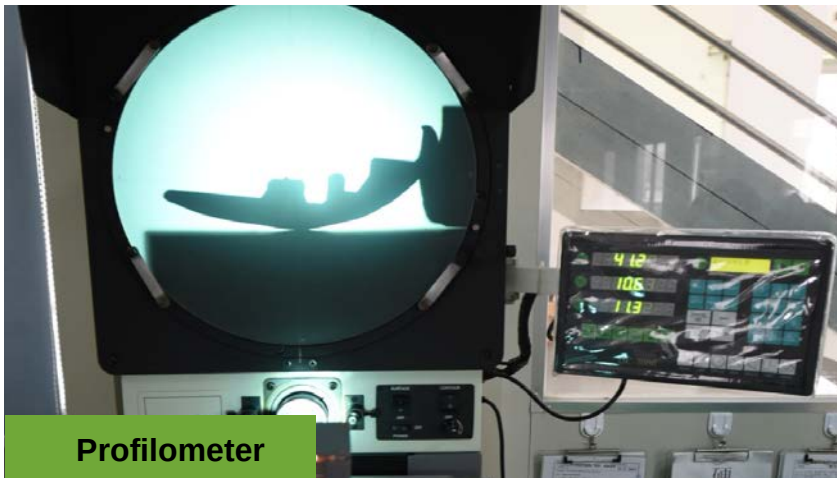
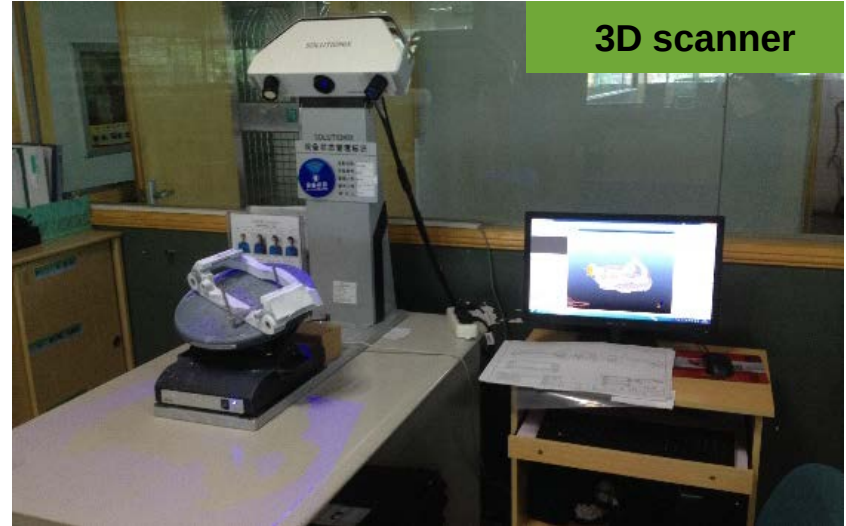


Core Competence – Reverse Engineering

CMM(Coordinate Measuring Machine)

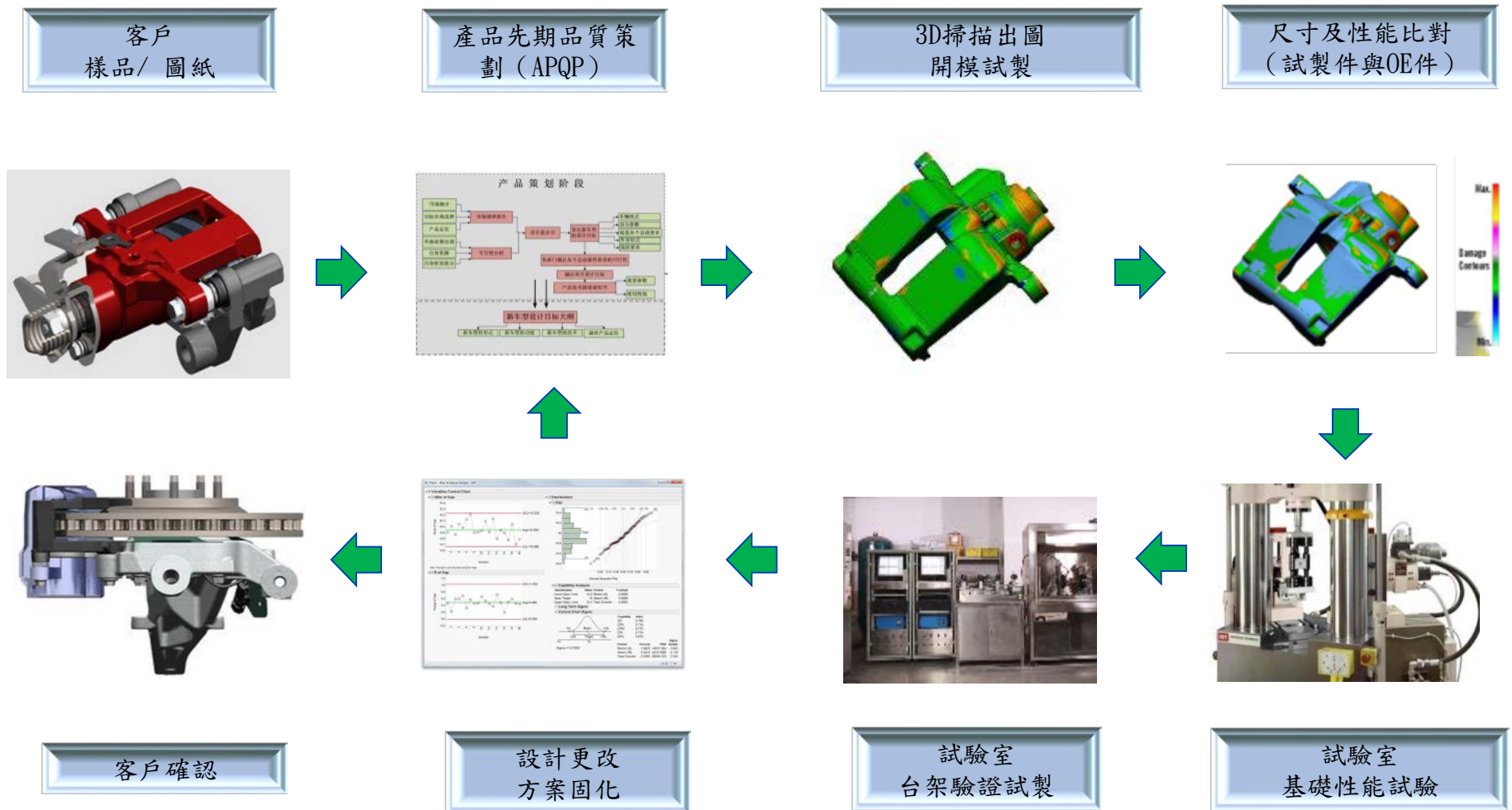


3D scanner



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

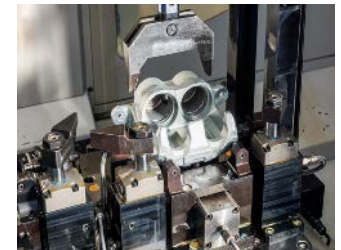
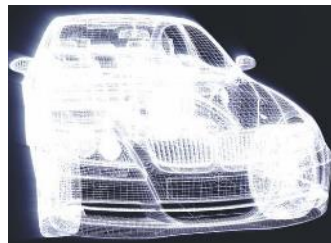
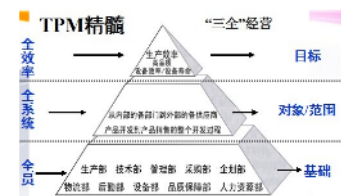
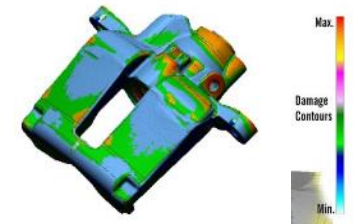
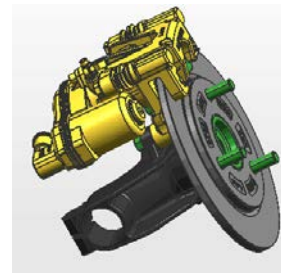
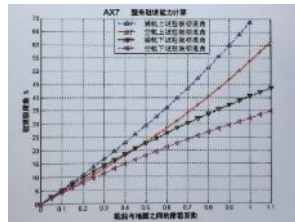
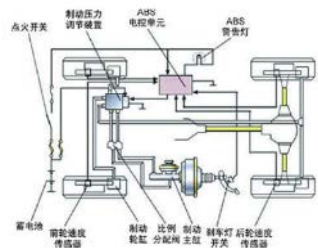
協同設計開發能力：能配合客戶做整車制動系統參數策劃及匹配，並完成三維造型及CAE分析

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



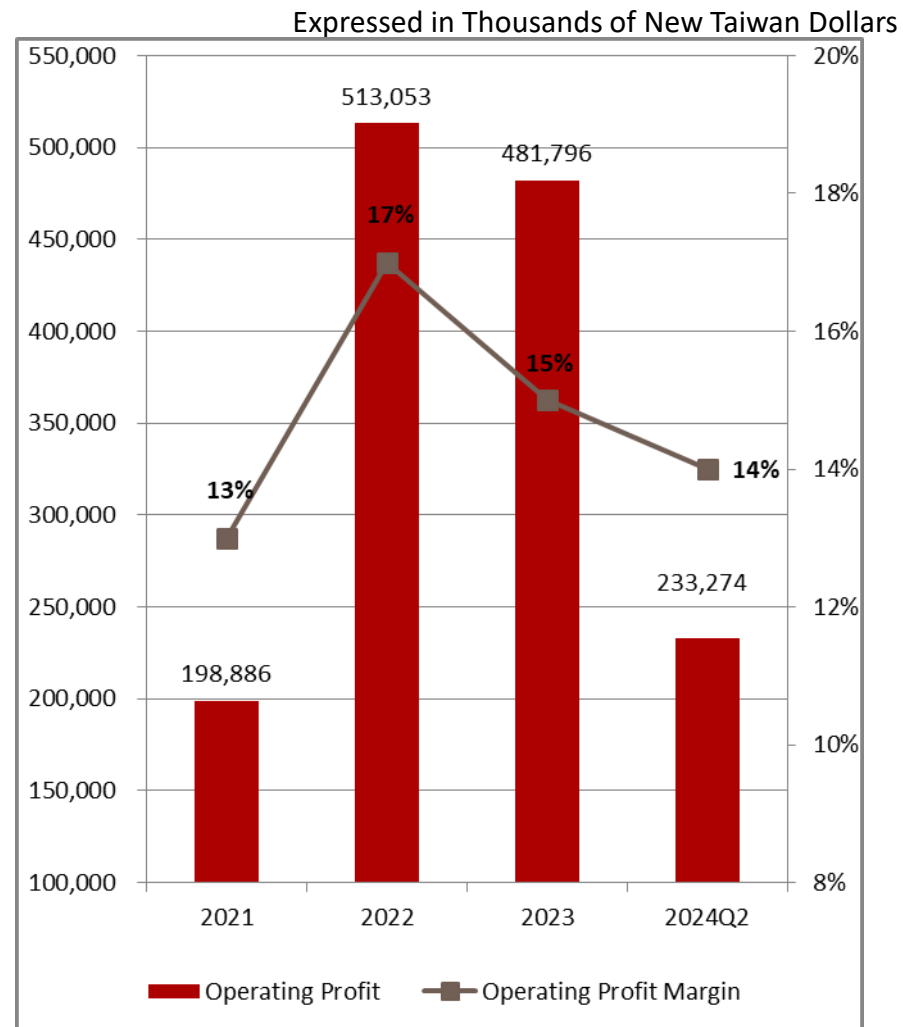
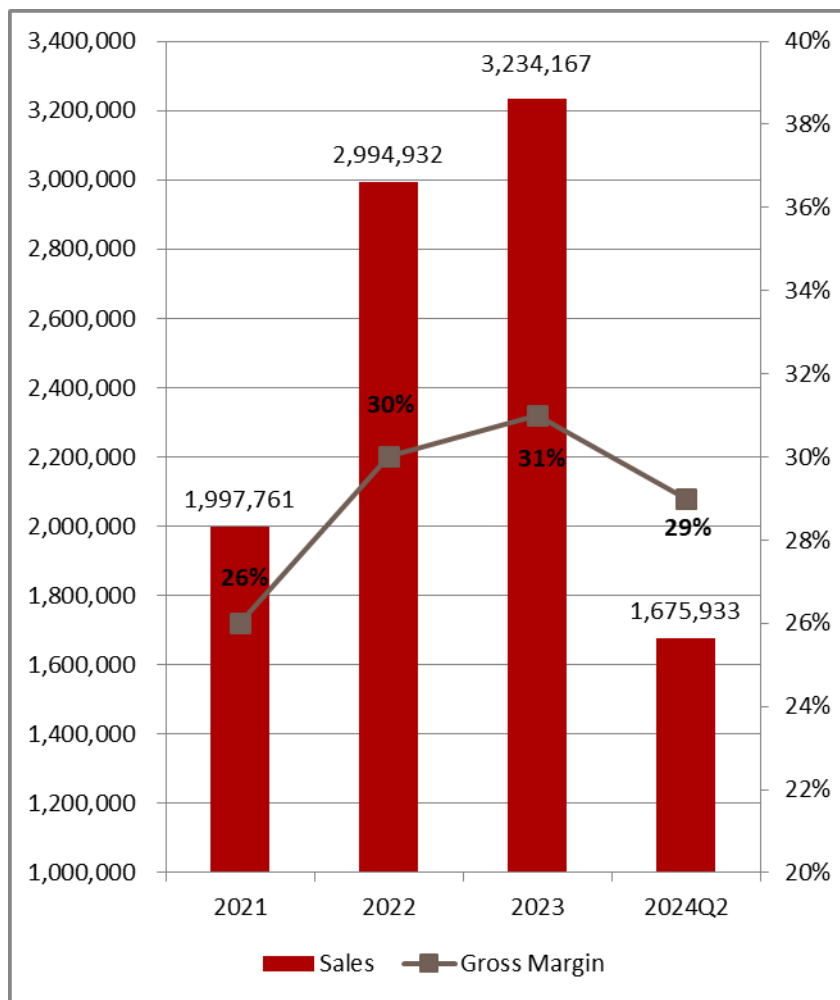
PPAP

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



Operation Results - Financial Performance

	For the Six Months Ended June 30 , 2024		For the Six Months Ended June 30 , 2023		Difference	
	Amount	%	Amount	%	Amount	%
Revenue	1, 675, 934	100	1, 541, 113	100	134, 821	9
Gross profit	488, 078	29	478, 691	31	9, 387	2
Operating expenses	(254, 804)	(15)	(232, 608)	(15)	(22, 196)	10
Operating profit	233, 274	14	246, 083	16	(12, 809)	(5)
Total non-operating income and expenses	23, 469	1	(5, 758)	(0)	29, 227	(508)
Profit before income tax	256, 743	15	240, 325	16	16, 418	7
Income tax expense	(68, 033)	(4)	(47, 483)	(3)	(20, 550)	43
Profit	188, 710	11	192, 842	13	(4, 132)	(2)
EPS	4. 37		4. 47		(0. 10)	

Operation Results - Financial Performance

Product Category/Time Period	For the Six Months Ended June 30 , 2024		For the Six Months Ended June 30 , 2023		Difference	%
	Amount	%	Amount	%		
Brake master cylinder	384,227	22.93	450,664	29.24	(66,437)	(14.74)
Brake cylinder	320,302	19.11	299,142	19.41	21,160	7.07
Clutch master cylinder	72,665	4.34	63,879	4.14	8,786	13.75
Clutch slave cylinder	49,999	2.98	46,696	3.03	3,303	7.07
Brake caliper	234,313	13.98	132,112	8.57	102,201	77.36
Two-wheel brake master cylinder	96,134	5.74	151,753	9.85	(55,619)	(36.65)
Brake pad	448,564	26.77	344,286	22.34	104,278	30.29
Others	69,730	4.16	52,581	3.41	17,149	32.61
Total	1,675,934	100.00	1,541,113	100.00	134,821	8.75

Operation Results - Financial Performance

Brake Caliper Capital Expenditure

UNIT : (thousand)PCS (thousand) New Taiwan Dollars					
	Current monthly production capacity	Estimated equipment investment time	Amount of investment	Increase monthly production capacity	Increase in monthly revenue
Xiamen Yong Yu	70,000	Three additional iron caliper machining lines will be added in Q3 2024	28,800	12,000	10,000
YUSIN Malaysia	4,000	One additional iron caliper machining lines will be added in Q3 2024	9,600	Trial production, expected to start shipping next year	—

Operation Results - Financial Performance

Brake pad Capital Expenditure

UNIT : (thousand)PCS (thousand) New Taiwan Dollars

	Monthly production capacity in 2023	monthly turnover	2024 capital expenditure amount	Increase production capacity in 2024	Total production capacity	monthly turnover
ASBS Plant 1 OE Production Line	1,100	83,160	86,864	102	1,202	90,045
ASBS Plant 2 AM and Two-Wheel Production Line (In production since June 2024)	—	—		529	529	23,805
合計	1,100	83,160	86,864	631	1,731	113,850

Operation Results - Financial Performance

Expressed in Thousands of New Taiwan Dollars

	For the Six Months Ended June 30 , 2024		For the Six Months Ended June 30 , 2023		Difference	%
	Amount	%	Amount	%		
North America	606,261	36.2	628,078	40.8	(21,817)	(3.47)
Central and South America	142,609	8.5	42,268	2.7	100,341	237.39
Asia	825,894	49.3	779,592	50.6	46,302	5.94
Europe	61,843	3.7	51,307	3.3	10,536	20.54
Others	39,327	2.3	39,868	2.6	(541)	(1.36)
Total	1,675,934	100.0	1,541,113	100.0	134,821	8.75

Operation Results - Industry Information

2023 financial data of 4 major auto parts retailers in the United States:



	2023 Net Sales (100 million dollars)	Sales Growth	2023 Profit (100 million dollars)	2023 Stores
AutoZone	175	9.5%	25.3	7,140
Genuine Parts (NAPA)	142	4.2%	11.6	6,758
O'Reilly	158	9.7%	23.5	6,157
Advance Auto Parts	113	1.0%	0.3	5,107



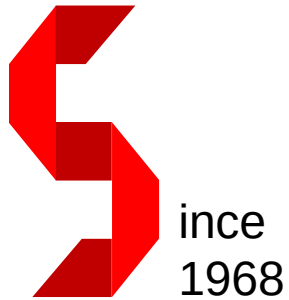
Fuzhou Assured Brake Systems Co., Ltd.



ASBS – About us

ASBS was set up in Taiwan in 1968 first, in collaboration with Japan Brake and was then relocated to Fujian, China in 2004. ASBS specializes research & development of in friction material and production & sales of friction products, with plant area of 15,000m².

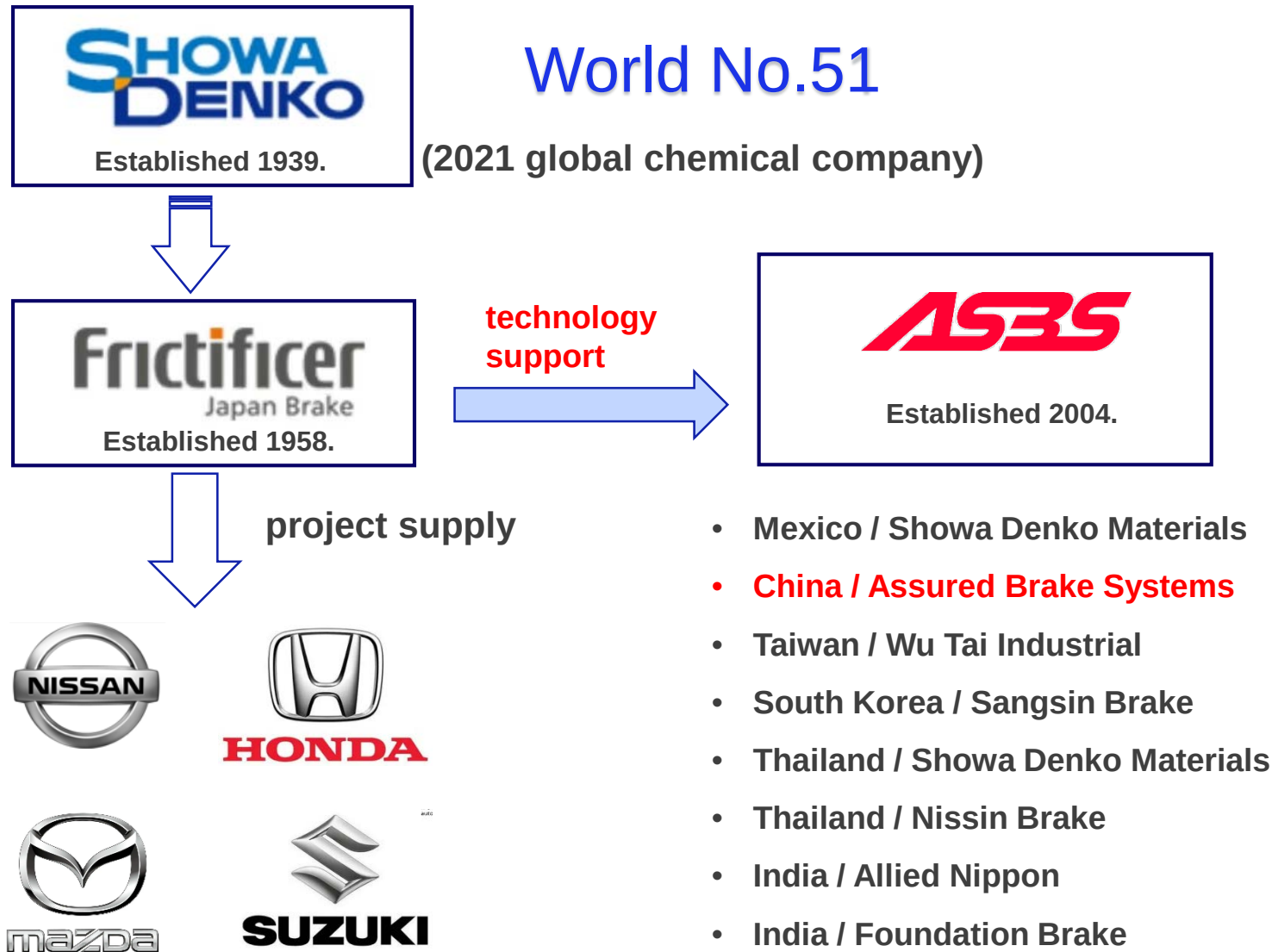
ASBS is the largest Taiwan-invested friction company in China across the Strait and the only one authorized cooperative friction technology of Japan Brake, an arm of Showa Denko in China.



Taiwan & Japan



ASBS - Technology Source



ASBS - ASBS Formula system



Long lifetime material
for lightweight truck&
SUV.
(μ : 0.35-0.42)

- Long lifetime of pad
- Good material integrity
- Low price material
- High steel content



Green. Asbestos-free.
High-comfort material
(μ : 0.35-0.42)

- Excellent life of rotor
- Good wheel dust behavior
- Excellent creep groan
- Very low DTV generation



Green. Asbestos-free.
Non-Copper
(μ : 0.36-0.40)

- Non-Copper & Non-antimony
- High speed fade stability in combination
with a good recovery
- Other features remain the same as NAO

ASBS - Production Capacity

Material Mixing

➔ Mixing



BP Surface Treatment

Cleaning



Blasting



Rusting and Glue



Forming

Pre-pressing



Hot-pressing



Curing Oven



Refinement Process

Scorching at high temperature

Marking



Grinding and Chamfering



Painting



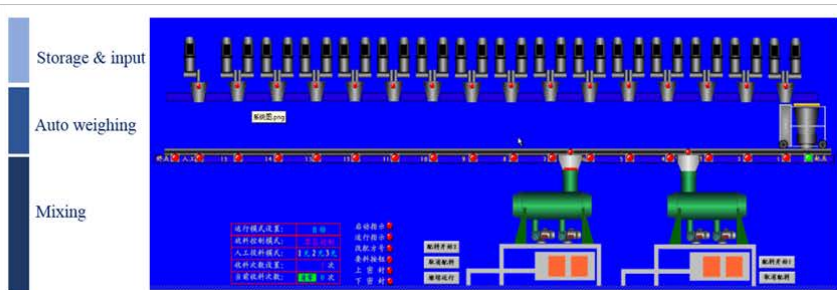
← Packaging

Final Checking



ASBS - Production Capacity

Auto mixing



Auto pressing



software
management

ASBS - Experimental Equipment

LINK3900 (Automotive Brake NVH Dynamometer Model 3900)



3. LINK 2000



The Link3900 test bench is the leading brake testing equipment globally. It offers precise control over temperature (from -20°C to $+40^{\circ}\text{C}$) and humidity (20% to 90% RH) for extreme testing conditions. It assesses noise and performance of automotive brakes according to major international standards like FMVSS135, SAE, European ECE, AK Master, and JASO series. Renowned car manufacturers like GM, Ford, Volkswagen, and Honda trust its results. The EU, US, and other developed auto nations widely accept its testing methods, designating it as a standard device.

ASBS - Target Market Positioning

According to market positioning, the PAD pyramid.
ASBS is located in the second place



ASBS - Customer footprint (Automobile)

OEM



Ford



Nissan



BYD



GAC



GWM



Venucia



DPCA



JAC



Mazda



TATA



Mitsubishi



SE,



Foton



Changan



Maxus



fAW

OEM
EV



BYD



NIO



Aion



Xpeng



Sihao



ORA



Venucai



Aiyas

Caliper



Hitachi



CTCS



BWI



APG



BTL



LIO



WX



Youfin



HDB



VIE



LBN

ASBS - Customer footprint (Motorcycle)

OEM



OEM
EV



Caliper



ASBS - Customer footprint (Others)

Refitted vehicle PAD

DIXCEL
ADVANCED BRAKE TECHNOLOGY

刹车片

EC型
经典巡航版！
推荐日系车原厂替换
制动力提升、降低粉尘、
经济又实惠！

Premium型
高性价比的欧美车街道
专用刹车片！
推荐欧美车原厂替换用

M型
推荐轻为刹车粉尘
而苦恼的车主
适合跑街的超低粉尘刹车片！

ES型
经典竞速版！
推荐入门升级使用
提升制动力、增强耐热性、
经济又实惠！

S型
初期制动力与脚感完美平衡！

Z型
重视制动力和可控性的
多功能高性能刹车片

Bicycle PAD



Elevator PAD



ASBS – Main customers



AION 埃安



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

