



Eurocharm Group

誠信創新 顧客滿意

www.eurocharm.com.tw

Eurocharm Holdings Co., Ltd.

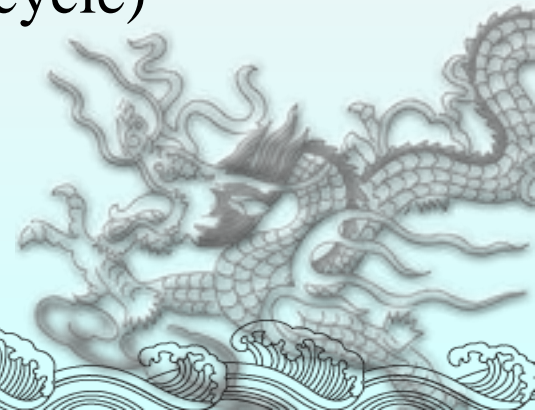
~A global leading supplier in automotive, motorcycle, and medical equipment industries

Jerry Kao Manager



Company Profile

- **Stock Code** : 5288 TT
- **Founded** : 2011/07/18
- **Paid-in Capital** : 649,321,530
- **Number of Employees** : Total 3,500
- **Headquarter** : New Taipei City, Taiwan
- **IPO Date** : 2014/09/25
- **Operations Sites** : Taiwan (1974) 、 Vietnam (2001)
- **Main Product** : Precision Metal Parts (Motorcycle 、 Automotive 、 Medical 、 RV and Power motorcycle)



Group History

1974~1993

Building Foundation
in Taiwan

- 1974: Eurocharm Taiwan was established and became a professional manufacturer of motorcycle parts .
- 1988: started production of healthcare equipment parts and products

1994~2010

Setting Roots in
Vietnam

- 1994 : Vietnam Precision Industrial Joint Stock Company was established (8.17%)
- 2001 : Vietnam Precision Industrial No.1 Co., Ltd. (VPIC1) was established (100%)
- 2006 : jointed venture with EXEDY Japan to establish EXEDY Vietnam, whose main products are motorcycle clutch parts (20%)
- 2007 : ISO/TS16949 and ISO14001 certification
- 2010 : jointed venture to establish Hsieh Yuan Technology Vietnam Co., Ltd., specialized in zinc, nickel, chromium and hard chrome plating certification (45%). Passed ISO13485

2011~Now

Marching towards the
World

- 2011: restructured group organization to establish Eurocharm Holdings Co., Ltd.
- 2012: started production of heavy Motorcycle parts to Polaris
- 2014: installed 3D laser cutting machine · Ford Q1 Award
- 2015:OHSAS 18001certification

Steady Growth for 40 years.
A small private company in Taiwan is now a global enterprise

Vietnam Factory



Major Clients



Reliable quality enables us to partner with global-leading brands around the world.



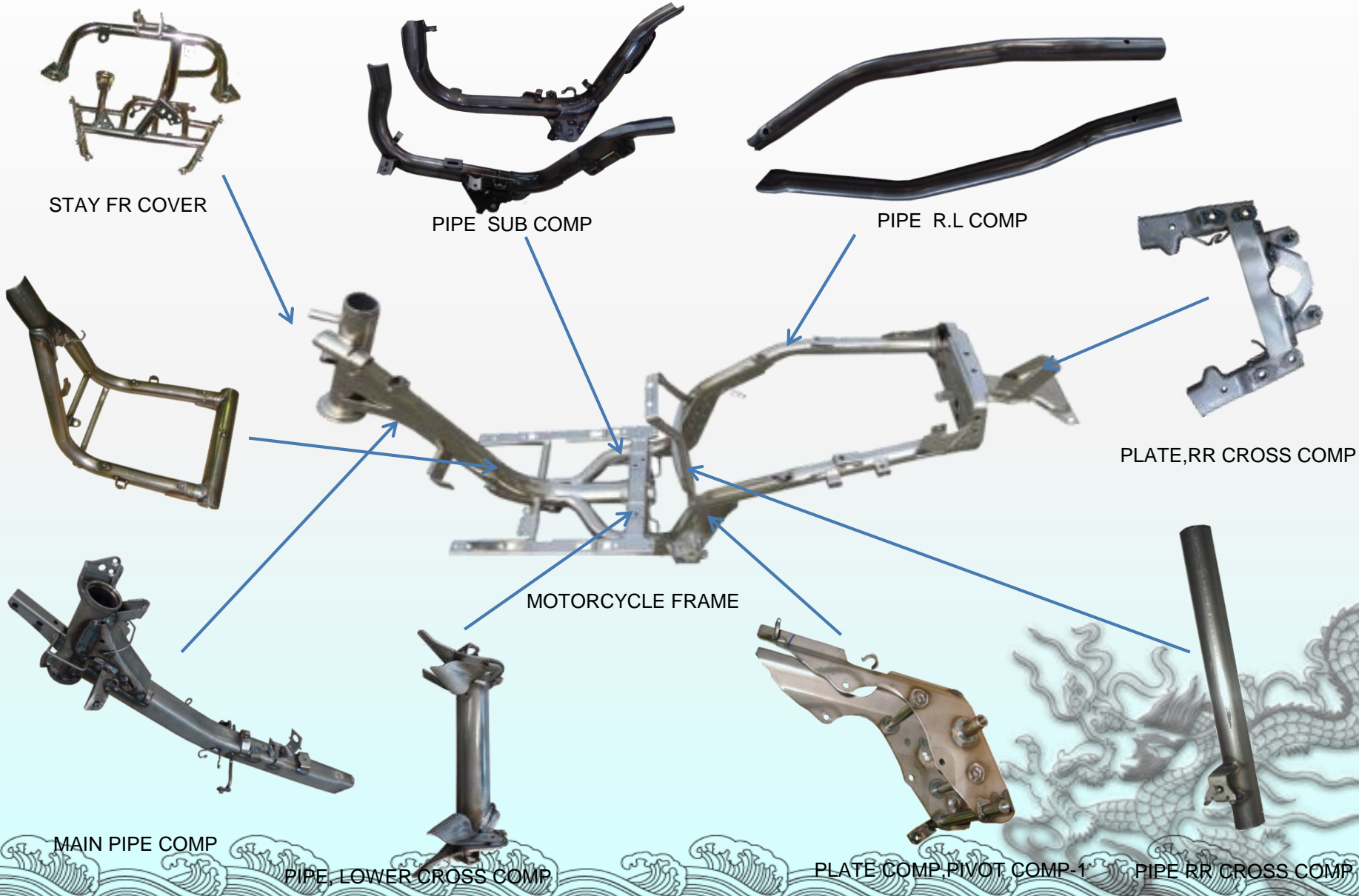
- ✓ reduce time for product launch
- ✓ exceptional quality reliability
- ✓ excellent quality service



Motorcycle Parts (1)



Motorcycle Parts (2)



Motorcycle Parts (3)



HANDLE COMP



METAL FUEL FILLER



HINGE FUEL LID



HINGE ASSY SEAT



SEAT CATCH COMP



RAIL RR GRAB



STEERING COLUMN



SWING ARM ASSY



GEAR, FINE BLANKING



CAM RR BRAKE



RETAINER, KICK SPRING



STAND SIDE



STAND COMP MAIN



LINK ASSY ENG HANGER



STEP ASSY, PILLION



ARM RR BRAKE

Power Motorcycle Parts



Handle Comp.



Upper Triple Clamp



Front Cover-Wire



Speedo Mount Housing



Lower Triple Clamp

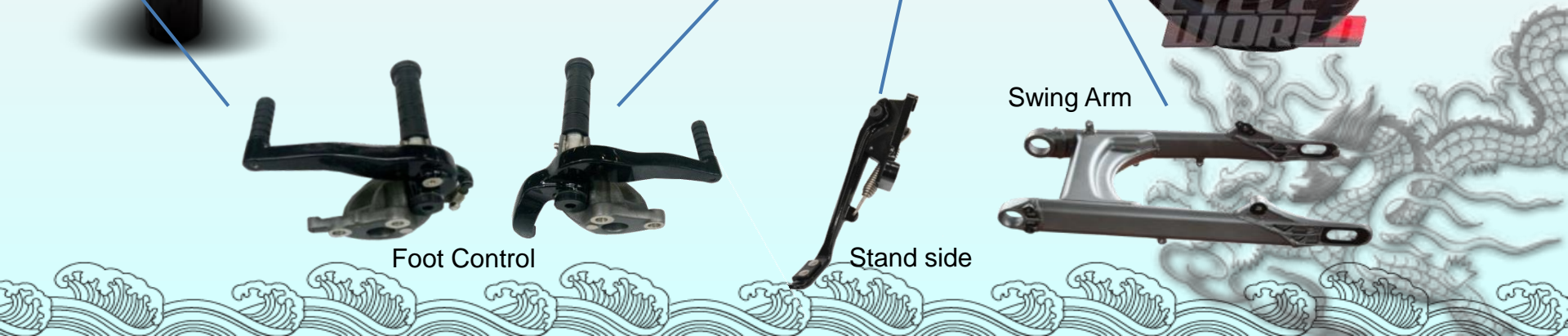


Foot Control



Stand side

Swing Arm



Snowmobile Parts



Seat Rail



Handle Bar



Front Torque Arm



Upper Control Arm



Lower Control Arm



Bumper



Front Torque Arm



Recreational Vehicle Parts--ATV.SXS..



WELD-SKID, FRONT, BOLTED



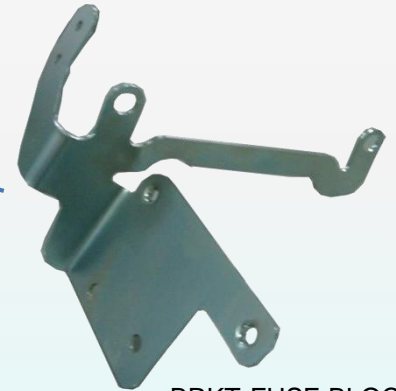
SUPPORT-STEERING



BRKT-POD MOUNTING



BRKT AXLE BRACE



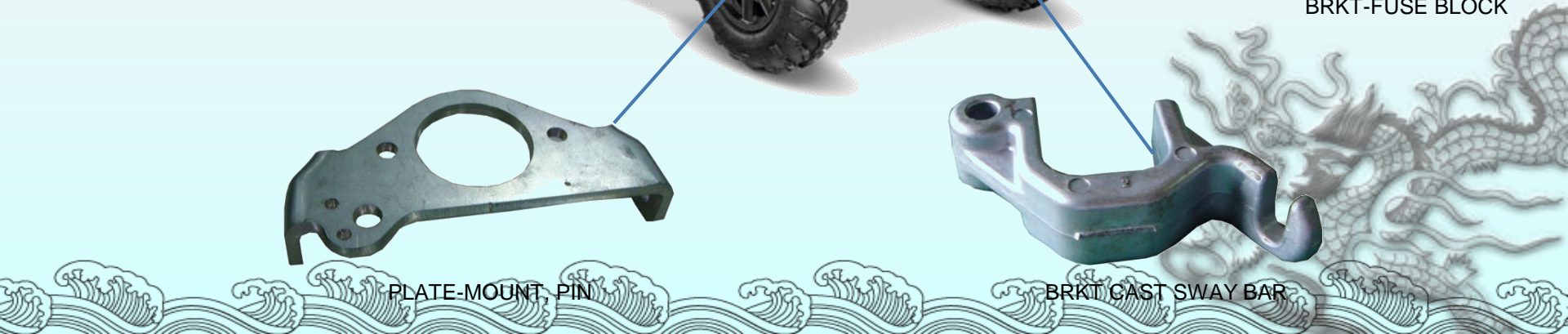
BRKT-FUSE BLOCK



PLATE-MOUNT, PIN



BRKT CAST SWAY BAR



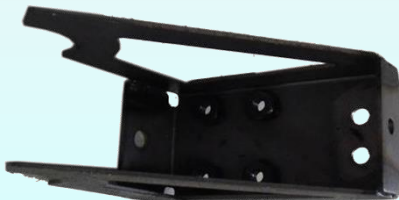
Recreational Vehicle Parts-- others



TRIM-RADIO
DISPLAY BEZEL



HOOP-ROLL



CENTER HEAD LIGHT



BRACKET-IGNITION

Automobile Parts



CHASSIS FRAME ASSY



PANEL RR
SEAT BACK



FRAME FR
SEAT CUSHION
SIDE NO 1



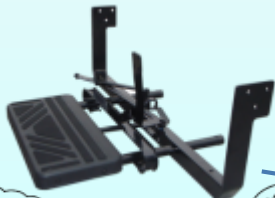
HINGER SEAT ASSY



FRAME SUB ASSY FR
SEAT CUSHION



SIDE STEP



SIDE STEP



Medical & Healthcare Parts



MEDICAL BED



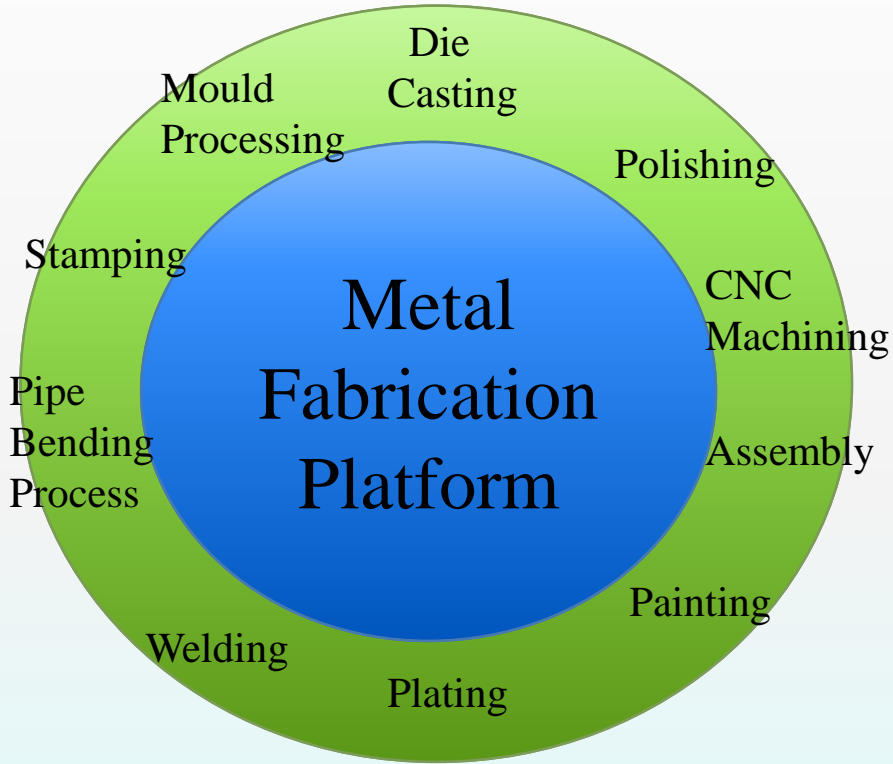
PATIENT LIFTER



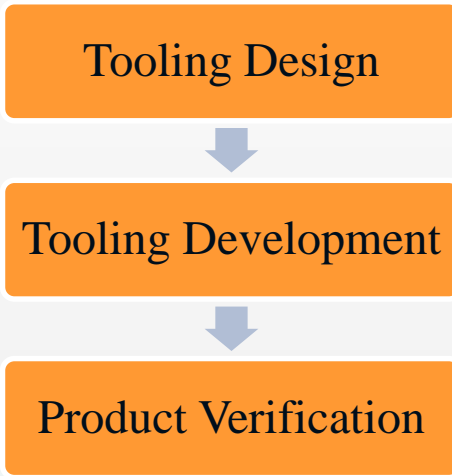
SHOWER CHAIR



Competitive advantages



Vertical and Horizontal Production Integration



							
sheet fabrication	tube fabrication	aluminum die casting	CNC machining	robotic welding	surface treatment	zinc & nickel-chrome plating	final assembly

Provide One-Stop-Shopping for Customers

Consolidated Statements of Comprehensive Income

(2016.Q1 & 2015.Q1)

In million of New Taiwan dollars

Period	2016.03	%	2015.03	%	YoY (%)
Net revenue	1,096	100.00%	988	100%	10.93%
Cost of revenue	878	80.11%	791	80.06%	11.00%
Gross profit	218	19.89%	197	19.94%	10.66%
Operating Expenses	68	6.20%	62	6.28%	9.68%
Income from Operatings	150	13.69%	135	13.66%	11.11%
Non-operating income and expenses	21	1.92%	7	0.71%	200.00%
Income before income tax	171	15.61%	142	14.37%	20.42%
Income tax expense	-43	3.92%	-32	-3.24%	34.38%
Net income	128	11.69%	110	11.13%	16.36%

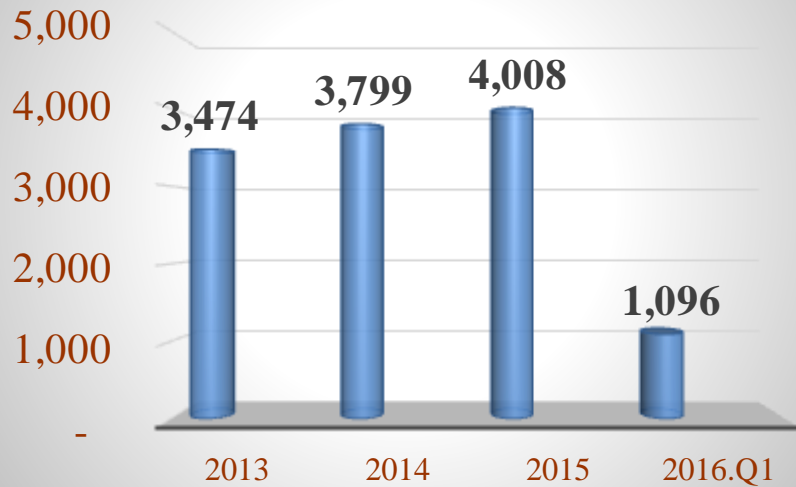
Consolidated Balance Sheet

In million of New Taiwan dollars

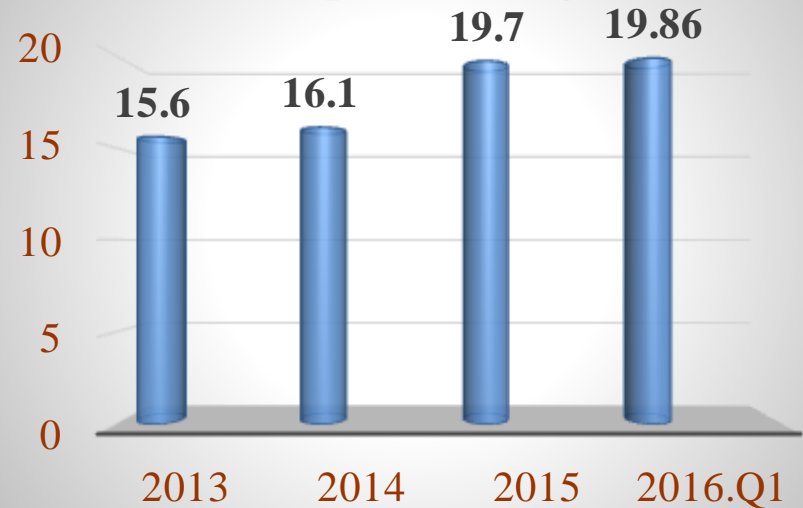
Period	2016.03.31	%	2015.12.31	%	2015.03.31	%
Assets	3,116	100.00%	3,237	100.00%	2,888	100.00%
Cash and cash equivalents	724	23.23%	837	25.86%	459	15.89%
Investments in Debt Securities with No Active Market	539	17.30%	457	14.12%	651	22.54%
Notes and accounts receivable, net	633	20.31%	652	20.14%	557	19.29%
Inventories	348	11.17%	380	11.74%	337	11.67%
Property, plant and equipment	624	20.03%	671	20.73%	658	22.78%
Other assets	248	7.96%	240	7.41%	226	7.83%
Liabilities	545	17.49%	740	22.86%	643	22.26%
Short-term loans	18	0.58%	67	2.07%	73	2.53%
Accounts payable	273	8.76%	348	10.75%	299	10.35%
Other payable	122	3.91%	168	5.19%	125	4.33%
Other liabilities	132	4.24%	157	4.85%	146	5.05%
Equity attributable to the parent company	2,571	82.51%	2,497	77.14%	2,245	77.74%
Capital stock	649	20.83%	649	20.05%	645	22.33%
Capital surplus	813	26.09%	813	25.11%	796	27.56%
Retained earnings	1,110	35.62%	982	30.34%	819	28.36%
Other components of equity	-1	-0.03%	53	1.64%	-15	-0.51%

In million of New Taiwan dollars ; %

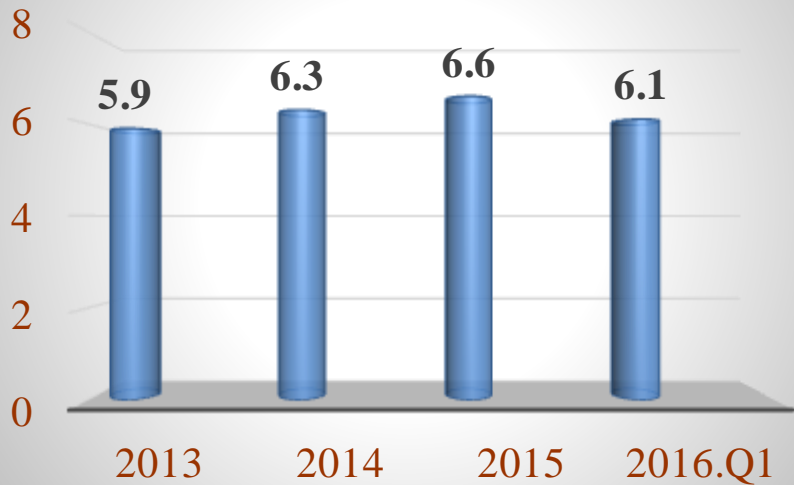
Net Revenue



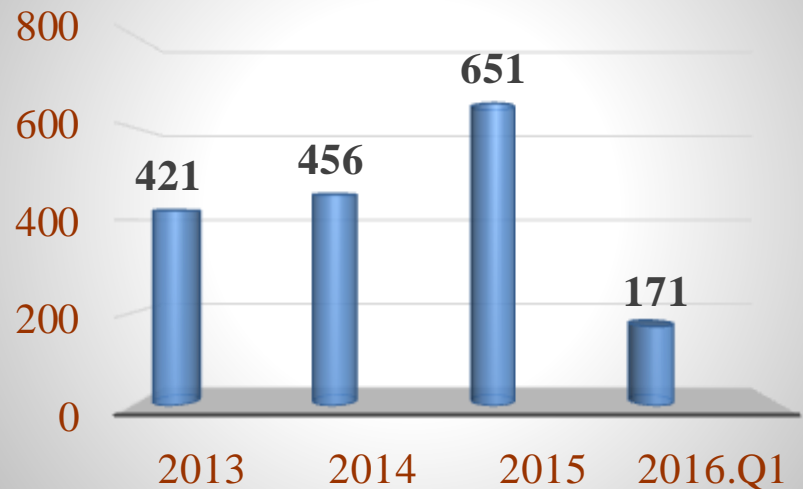
Gross profit margins



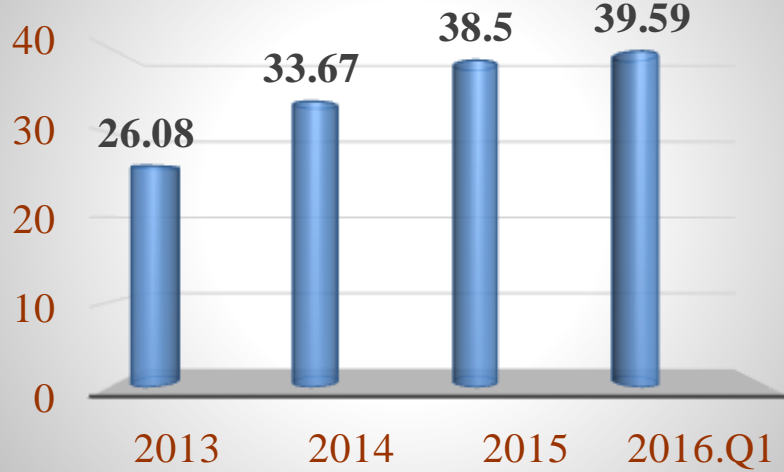
Operating expenses margins



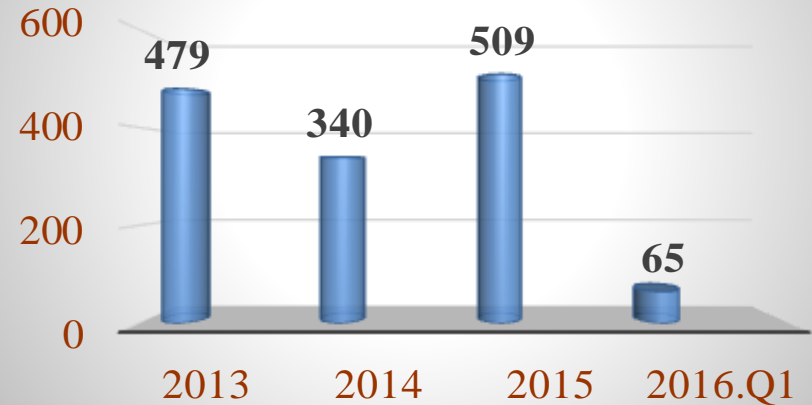
Income before income tax



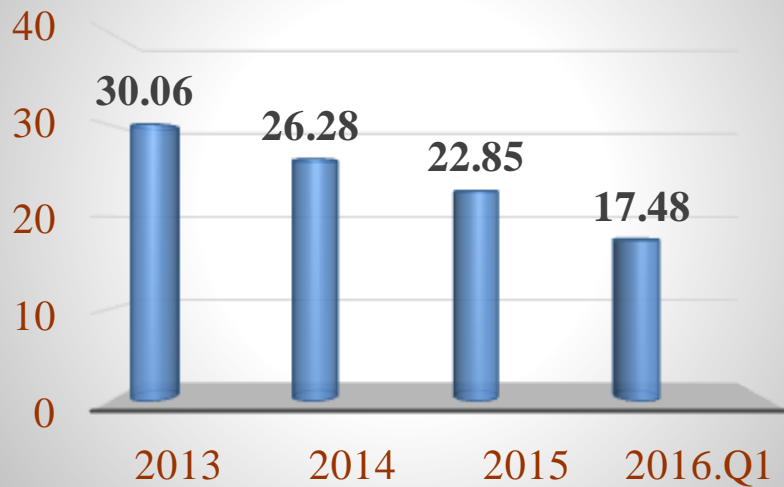
Book value per share (NTD)



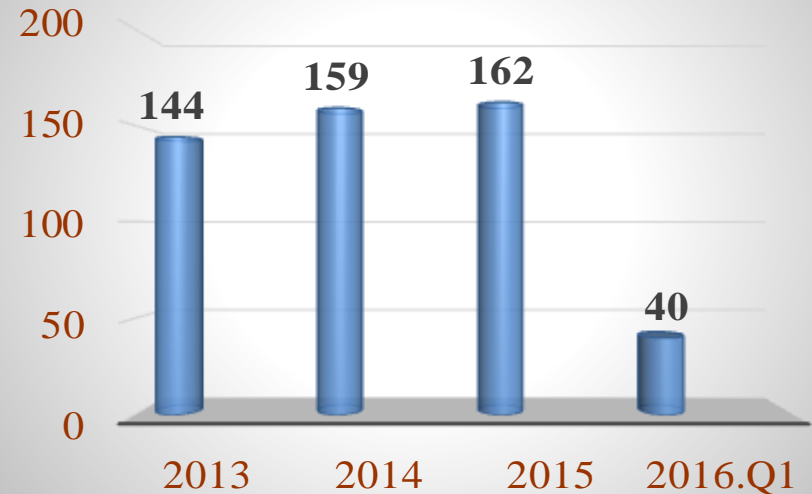
Net cash provided by operating activities



Debt Ratio



Depreciation



Client Structure

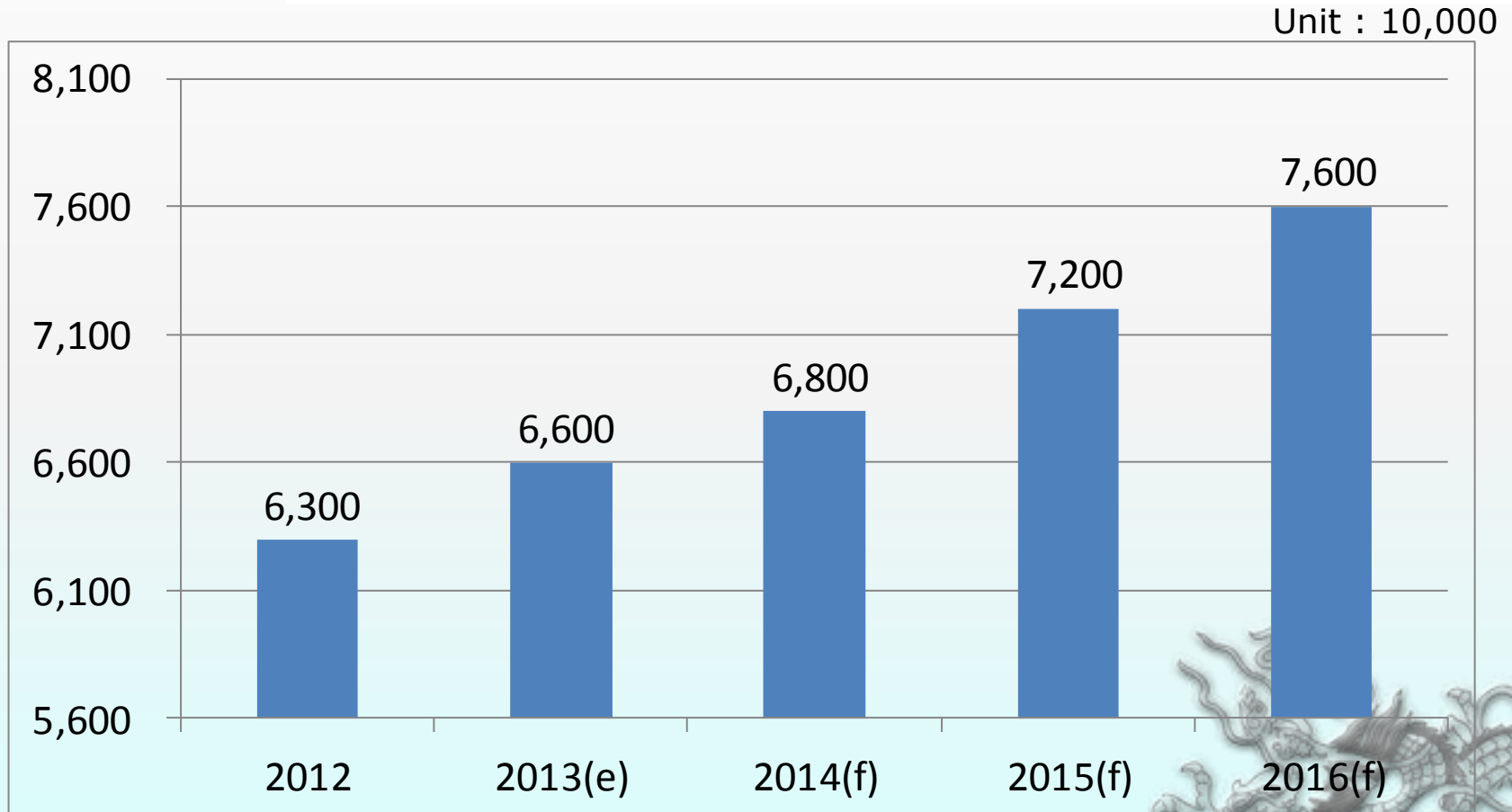
	Client	2011	2012	2013	2014	2015	2016.Q1
1	HONDA	42%	39%	50%	50%	51%	47%
2	YAMAHA	26%	24%	16%	11%	9%	9%
3	EXEDY	5%	6%	5%	5%	5%	9%
4	PIAGGIO	4%	5%	4%	5%	6%	4%
5	INVACARE	7%	8%	7%	5%	4%	6%
6	Others	16%	18%	18%	24%	25%	4%
	Total	100%	100%	100%	100%	100%	22%

	Regions	2011	2012	2013	2014	2015	2016.Q1
1	Vietnam	89%	85%	83%	76%	74%	70%
2	Taiwan	1%	1%	1%	1%	1%	1%
3	others	10%	14%	16%	23%	25%	29%

Product Diversification

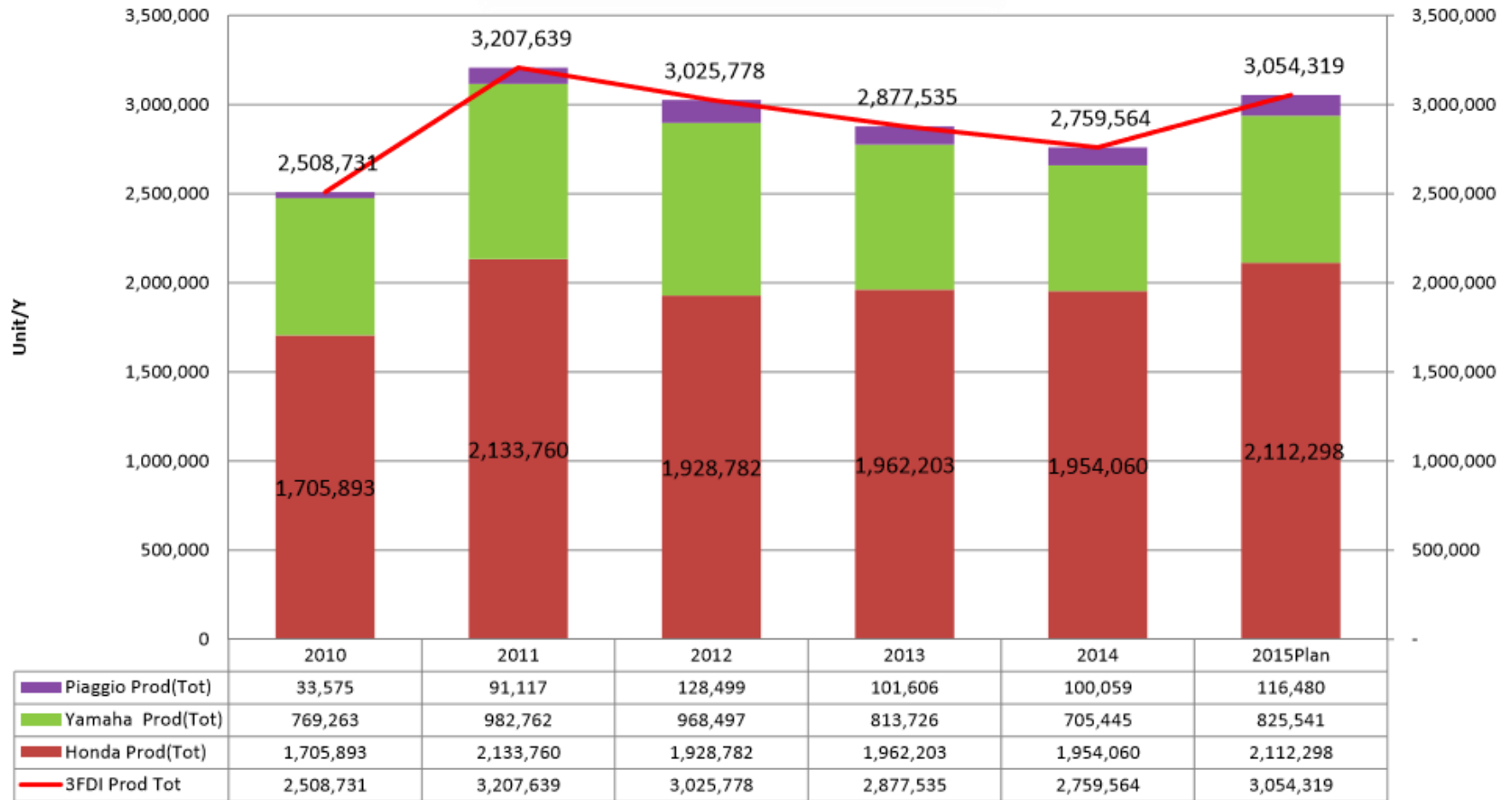
	2014				2015				2016
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Revenue	901,630	884,907	930,499	1,081,586	987,902	845,689	1,014,785	1,159,385	1,095,998
Motorcycle	81.96%	79.71%	78.95%	81.14%	78.70%	76.39%	76.88%	79.77%	74.79%
Automobile	1.37%	2.01%	1.78%	1.78%	2.00%	2.03%	2.00%	1.73%	2.25%
Medical & Healthcare	15.39%	14.71%	13.09%	12.13%	13.30%	11.36%	9.67%	10.63%	12.43%
Heavy Motor & Recreational Vehicle	1.28%	3.57%	6.18%	4.95%	6.00%	10.22%	11.44%	7.87%	10.53%

Global motorcycle market scale and trend analysis



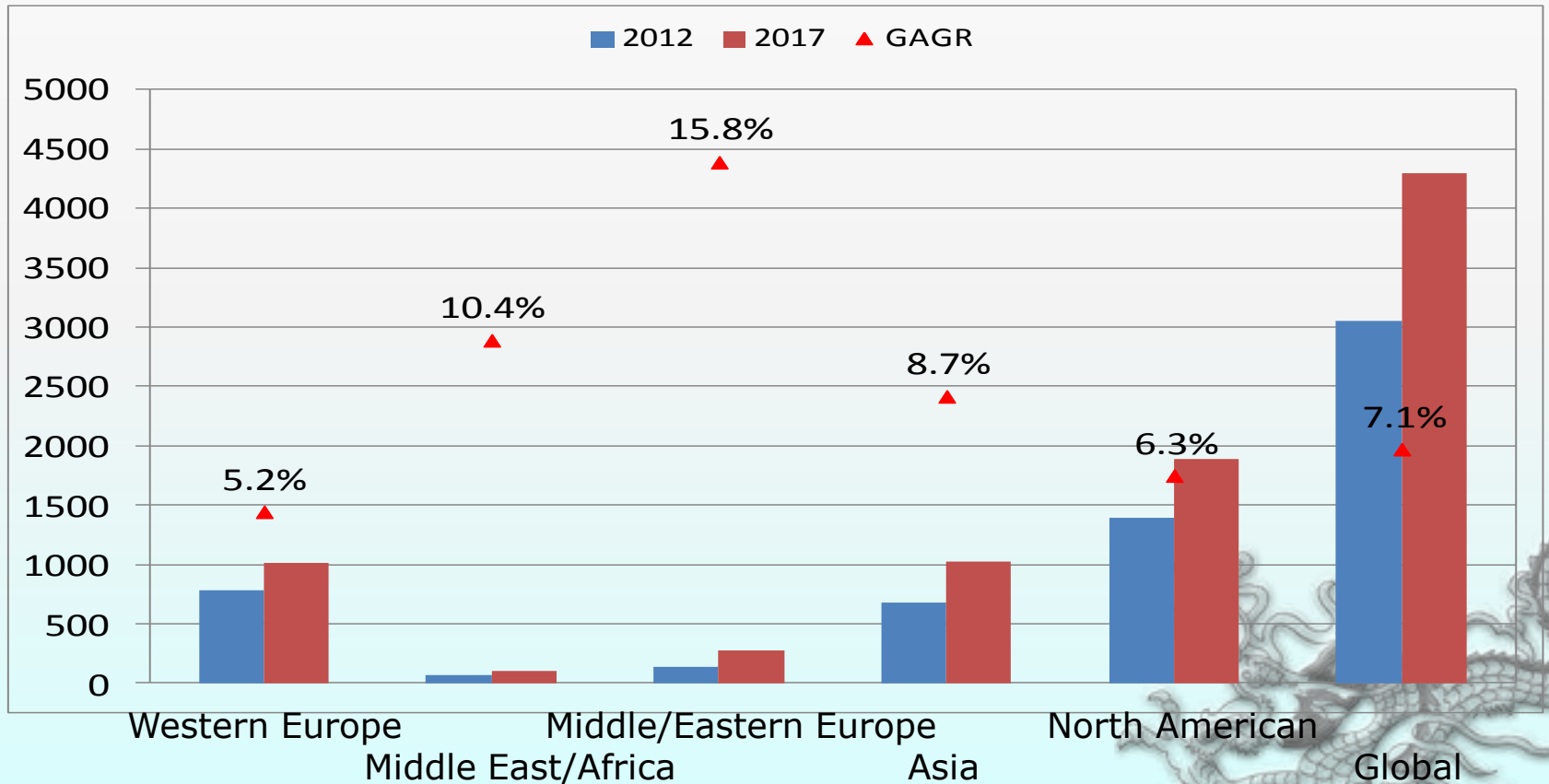
Source: IEK(2013/05)

Vietnam big 3 motorcycle's FDI statistics



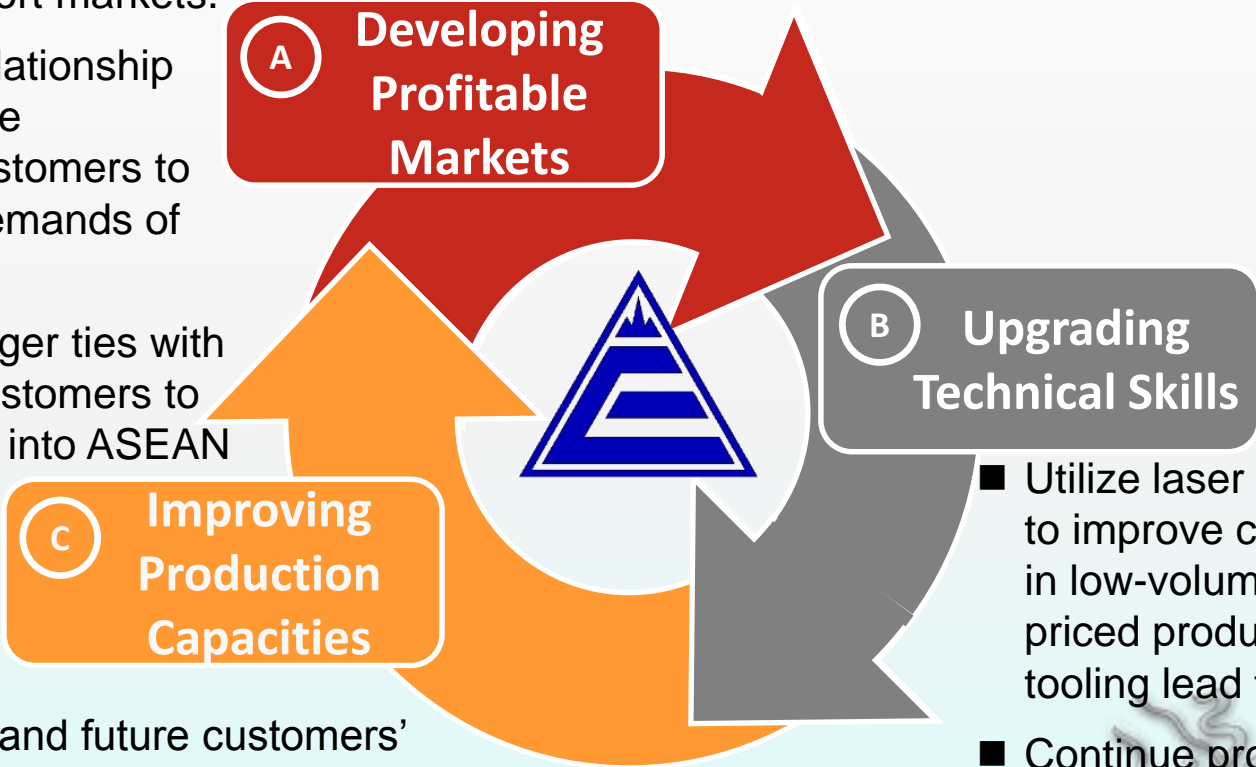
Global healthcare equipment market distribution forecast

In USD 100 million; %



Source: IEK(2013/05)

Future Outlook



- Team up with motorcycle companies' market globalization to expand more into export markets.
- Strengthen relationship with healthcare equipment customers to face higher demands of aging society.
- Develop stronger ties with automotive customers to grow together into ASEAN markets.

- Meet existing and future customers' demand to increase capacity in die-casting, CNC machining, and painting.
- Meet customers' growth need by planning 5th factory in Vietnam.
- Maintain relationship with main suppliers.

- Utilize laser cutting machine to improve competitiveness in low-volume but high-priced products, and reduce tooling lead time.
- Continue production atomization to raise competition barriers.
- Implement robotic aluminum welding used on high-end product markets.



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Thanks for your kind attention

~ Q&A

