

www.eurocharm.com.tw

Eurocharm Holdings Co., Ltd.

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

Jerry Kao Director



Company Profile

- **Stock Code** : 5288 TT
- **Founded** : 2011/07/18
- **Paid-in Capital** : 658,261,530
- **Number of Employees** : Total 4,900
- **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 (6.91%)
- 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
- 2017:fifth plant completed
- 2018;Acquisition of land use rights (Ba Thien 2 Industrial Park)
- 2019:Eurocharm HK was established/ jointed venture to establish Lieh Kwan International Co., Ltd.
- 2021: , jointed venture to establish Vietnam Uni-Calsonic Co., Ltd. and Vietnam KingDuan Industrial Co., Ltd.
- 2022:Ba Thien 2 plant completed

Vietnam Factory



Khai Quang Industrial Zone

Ba Thien 2 Industrial Park



Major Customer



POLARIS®



Kawasaki

TEXTRON

HONDA
The Power of Dreams



YAMAHA



PIAGGIO®

gogoro



ZERO
MOTORCYCLES®



TOYOTA



VINFAST



SRAM®



Panasonic
ideas for life



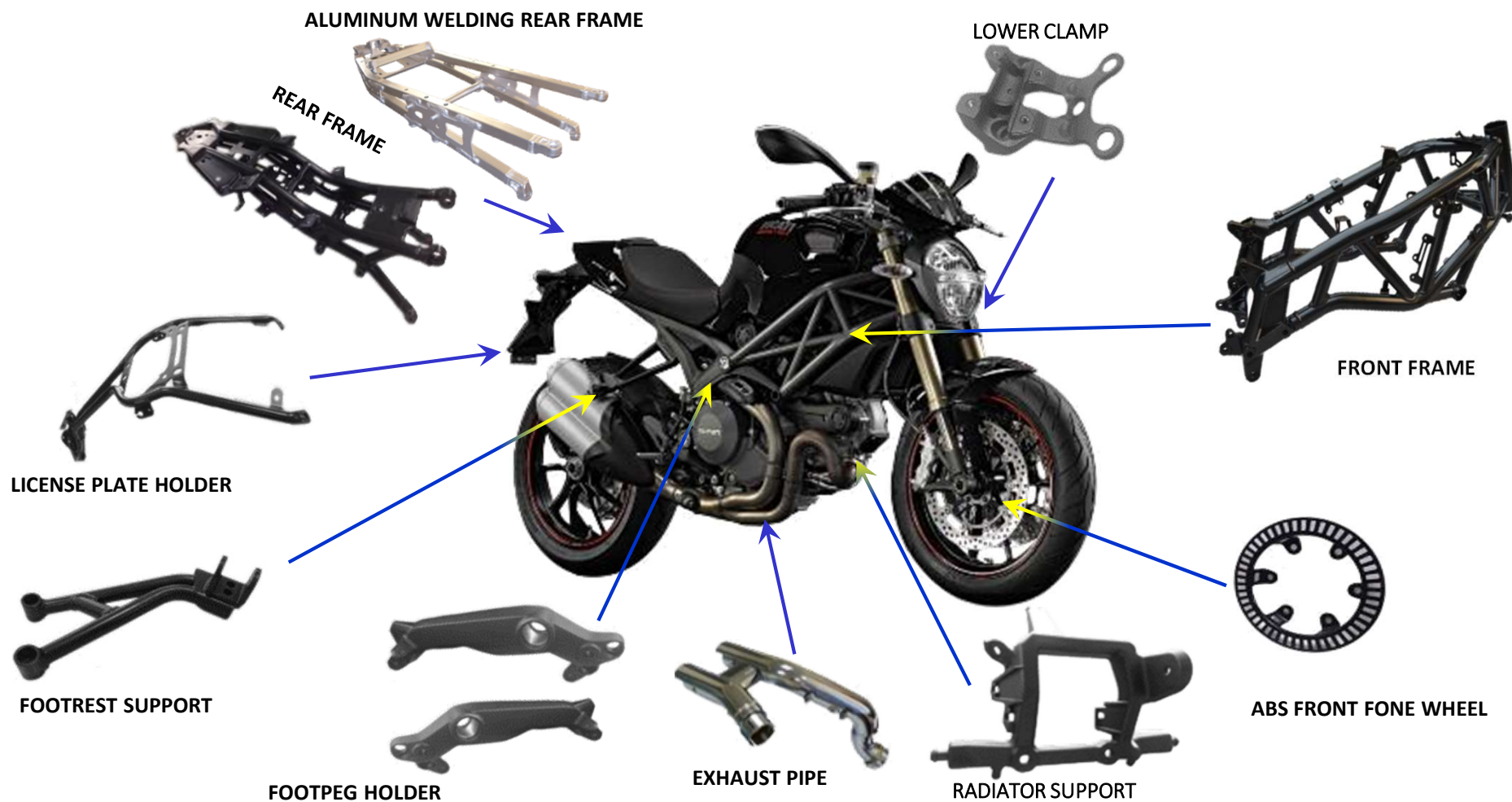
Yes, you can.®

FranceBed

Power Motorcycle Parts



Power Motorcycle Parts



Snowmobile Parts



Recreational Vehicle Parts--ATV



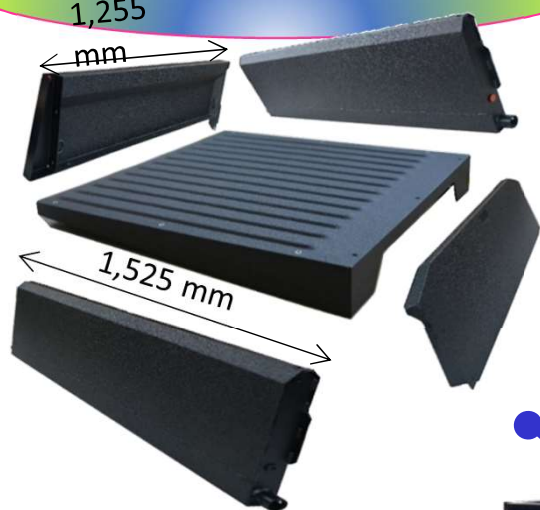


誠信創新 顧客滿意



Utility Vehicle Parts

CARGO BED KIT



POLYUREA (PU) PAINTING

CROSS LINK



**FRONT / REAR ROPS
WELDMENTS**



BUMPER



Recreational Vehicle Parts-- others



**TRIM-RADIO
DISPLAY BEZEL**



HOOP-ROLL



BRACKET-IGNITION



CENTER HEADLIGHT

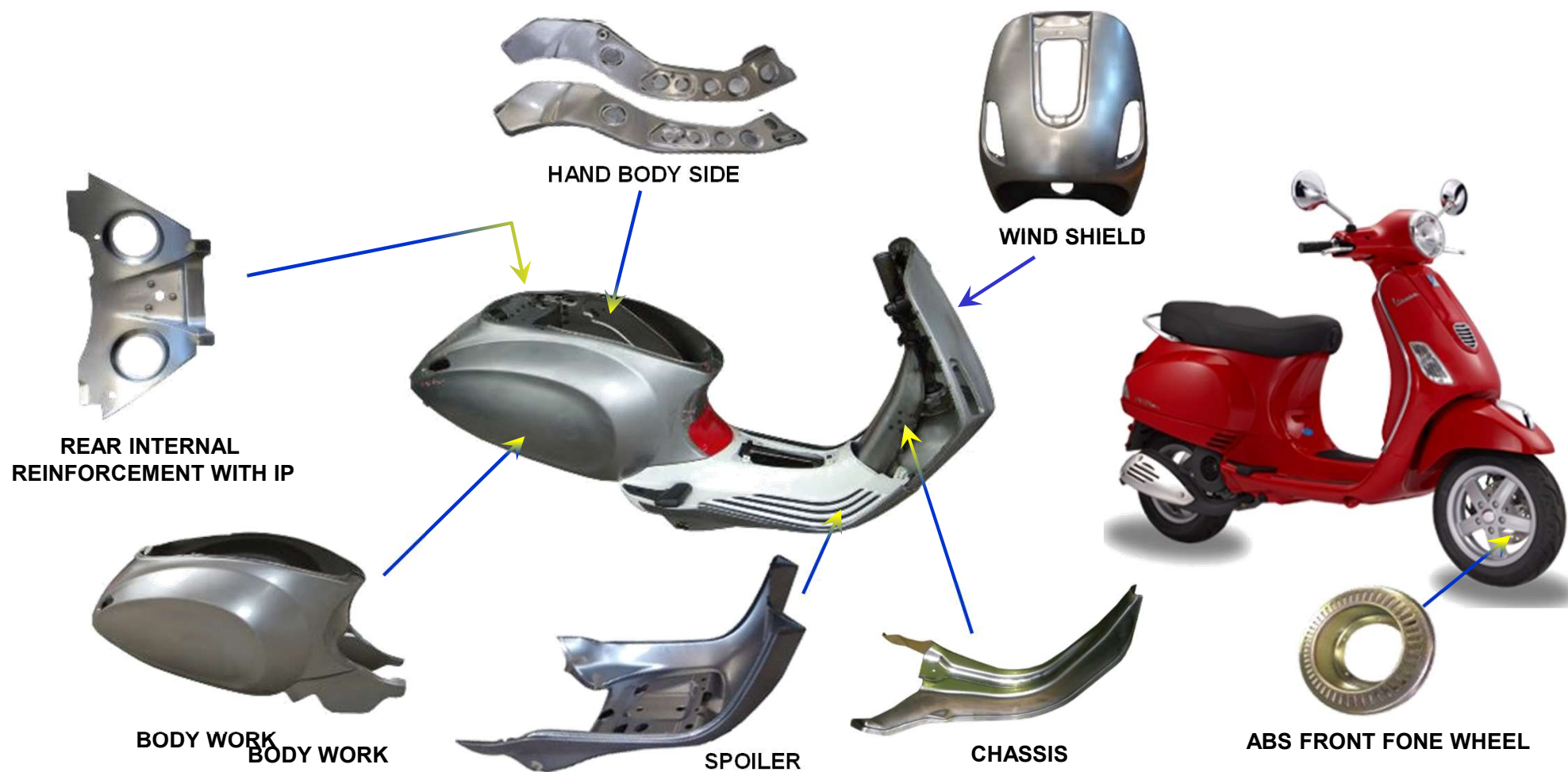


WELD-MNT, RADIATOR

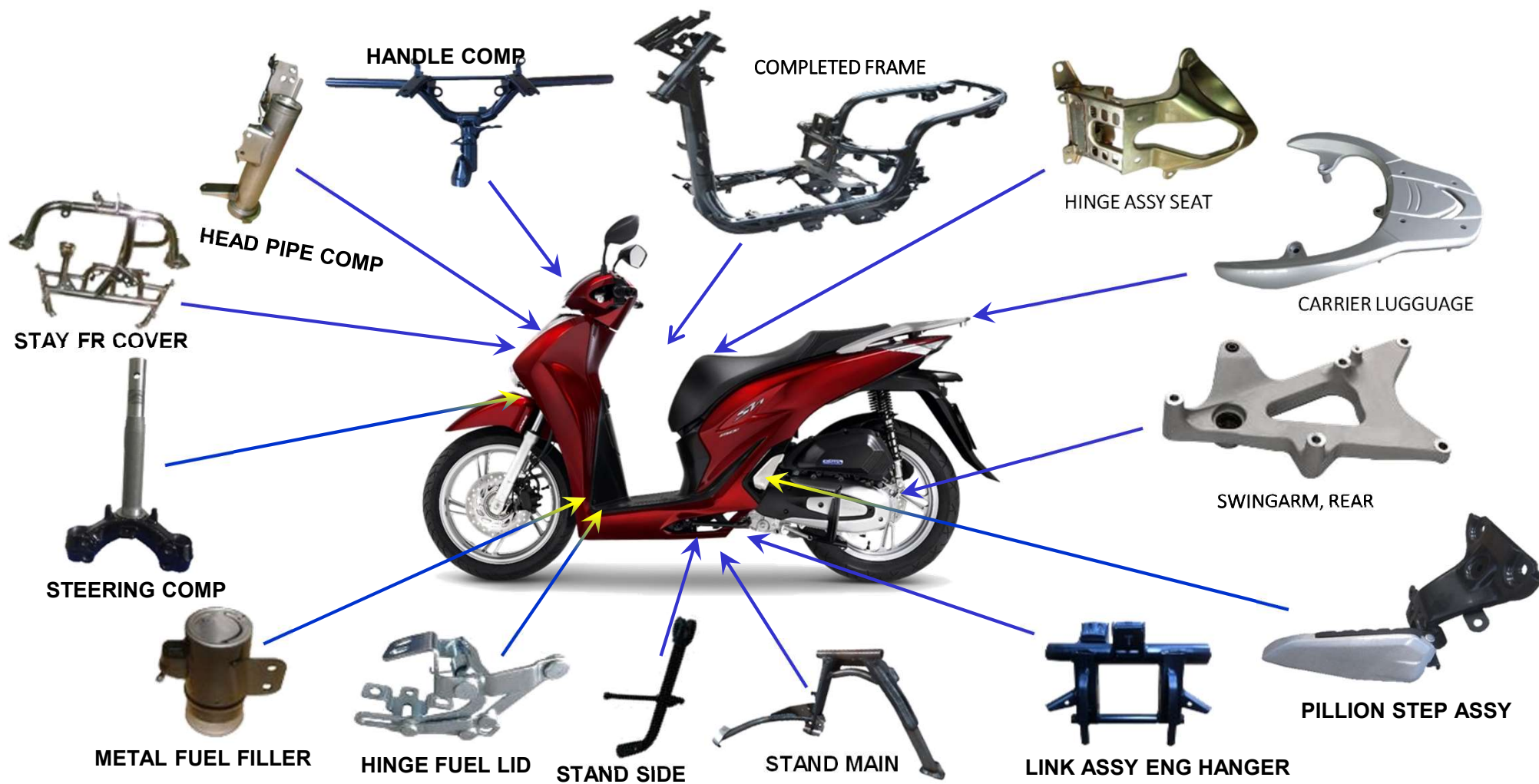


WELD-SUBFRAME

Scooter Deep Drawing

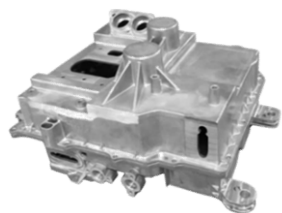


Scooter Frame & Assembly Parts



Casting Parts

HIGH PRESSURE DIE CASTING (HPDC)



ON BOARD CHARGER



LPG PRESSURE REGULATOR



CARRIER LUGGAGE



HUB



CRANK CASE



ENGINE BLOCK



LEFT CAMSHAFT CARRIER



SUPPORT PLATE



SWINGARM, REAR



CLUTCH PLATE



GRAVITY DIE CASTING (GDC)



COUPLER-CAB, REAR, UPR



COUPLER-CAB, FRONT, UPR



COUPLER-CAB, REAR, LWR



TOWING EYE

BRIDGE

SIDE STAND

KNUCKLE

BALL JOINT HOUSING

HUB WHEEL

TRIPLE CLAMP

SPINDLE

MOUNT SHOCK

TOE LINK CLEVIS

REAR AXLE

BRACKET ADJUSTER

ROLL HOOP

SWAY BAR

Automobile Parts



CHASSIS



SIDE STEP



**PANEL RR
SEAT BACK**



**FRAME, RR SEAT
CUSHION SIDE**



HINGE ASSY, RR SEAT



**FRAME SUB-ASSY,
FR SEAT CUSHION**



SIDE STEP



SLD ASSIST HANDLE



STRAP DRIVESHAFT



STRP-FU/TNK SUPT

Automobile Parts



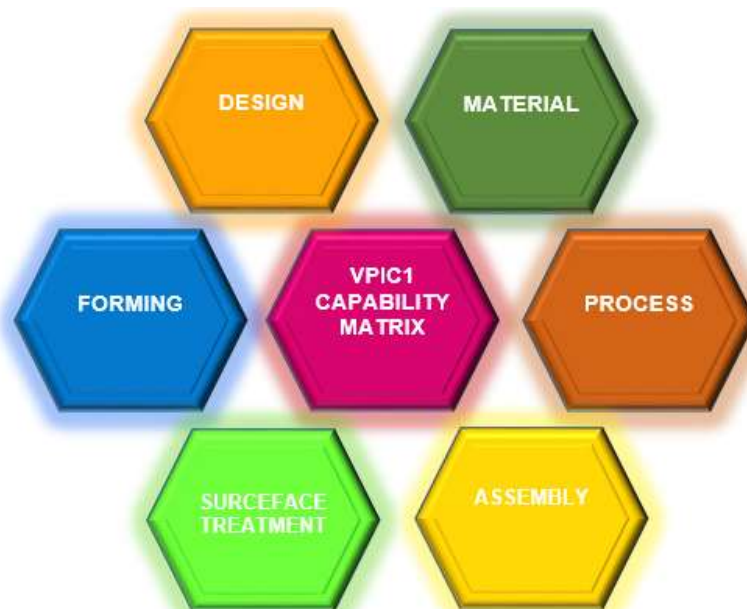
Medical & Healthcare Parts



Competitive advantages

Cross several commodities of know-how to maximize DFM effect

VPIC1 CAPABILITY MATRIX					
Design	Material	Forming	Process	Surface Treatment	Assembly
CAD	Steel	Stamping	CNC Machining	E Coating	Sub-Assembly
SOLID WORD	Aluminum	Bending	Laser processing	Powder Coating	Function Test
CIMATRON	Cooper	Die-Casting	Rust Proof	Liquid Coating	
CREO	Stainless	Forging	Welding	Anodizing	
PAM-STAMP	Zinc	Hydroforming	Blasting	Plating	
ZWCAD	PVC			Laser Etching	
CATIA					
SIEMENS NX					



CERTIFICATES

ISO 9001

IATF 16949

ISO 14001

ISO 13485

FORD Q1

ISO 45001

Consolidated Statements of Comprehensive Income

(2022.3Q & 2021.3Q)

In million of New Taiwan dollars

Period	2022.09	%	2021.09	%	YoY (%)
Net revenue	5,758	100.00%	4,155	100.00%	38.58%
Cost of revenue	(4,663)	(80.98%)	(3,357)	(80.79%)	38.90%
Gross profit	1095	19.02%	798	19.21%	37.22%
Operating Expenses	(321)	(5.57%)	(266)	(6.40%)	20.68%
Income from Operations	774	13.44%	532	12.80%	45.49%
Non-operating income and expenses	31	0.54%	79	1.90%	(60.76%)
Income before income tax	805	13.98%	611	14.71%	31.75%
Income tax expense	(171)	(2.97%)	(121)	(2.91%)	41.32%
Net income	634	11.01%	490	11.79%	29.39%

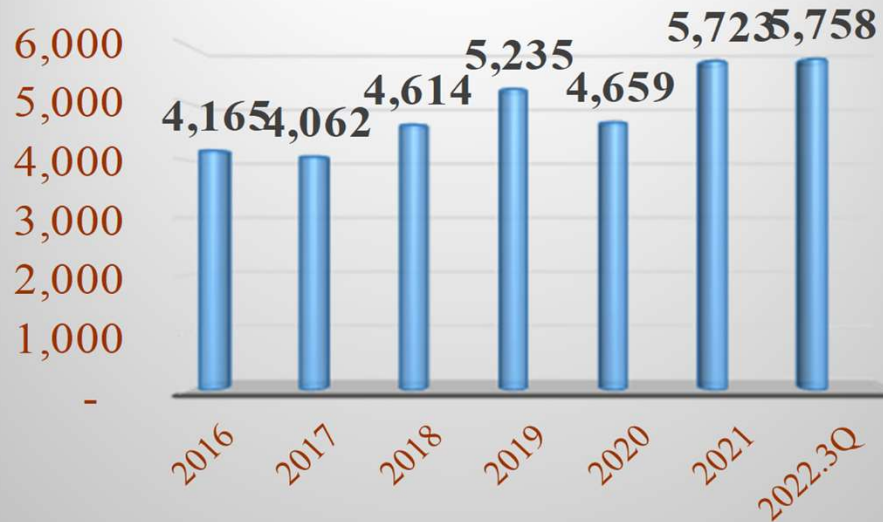
Consolidated Balance Sheet

In million of New Taiwan dollars

Period	2022.09.30	%	2021.12.31	%	2021.09.30	%
Assets	7,885	100.00%	6,627	100.00%	6,247	100.00%
Cash and cash equivalents	1,704	21.61%	1,147	17.31%	1,015	16.25%
Financial assets measured at amortized cost	176	2.23%	173	2.61%	265	4.24%
Notes and accounts receivable, net	1,557	19.75%	1,131	17.07%	1,036	16.58%
Inventories	970	12.30%	1,290	19.47%	1,117	17.88%
Property, plant and equipment	2,281	28.93%	1,943	29.32%	1,796	28.75%
Other assets	1,197	15.18%	943	14.23%	1,018	16.30%
Liabilities	3,554	45.07%	3,287	49.60%	3,018	48.31%
Short-term loans	1,941	24.62%	2,094	31.60%	1,895	30.33%
Accounts payable	502	6.37%	542	8.18%	423	6.77%
Other payable	321	4.07%	390	5.89%	335	5.36%
Other liabilities	790	10.02%	261	3.94%	365	5.84%
Equity attributable to the parent company	4,331	54.93%	3,340	50.40%	3,229	51.69%
Capital stock	658	8.34%	658	9.93%	658	10.53%
Capital surplus	877	11.12%	837	12.63%	837	13.40%
Retained earnings	2,808	35.61%	2,466	37.21%	2,327	37.25%
Other components of equity	(12)	(0.15%)	(621)	(9.37%)	(593)	(9.49%)

In million of New Taiwan dollars ; %

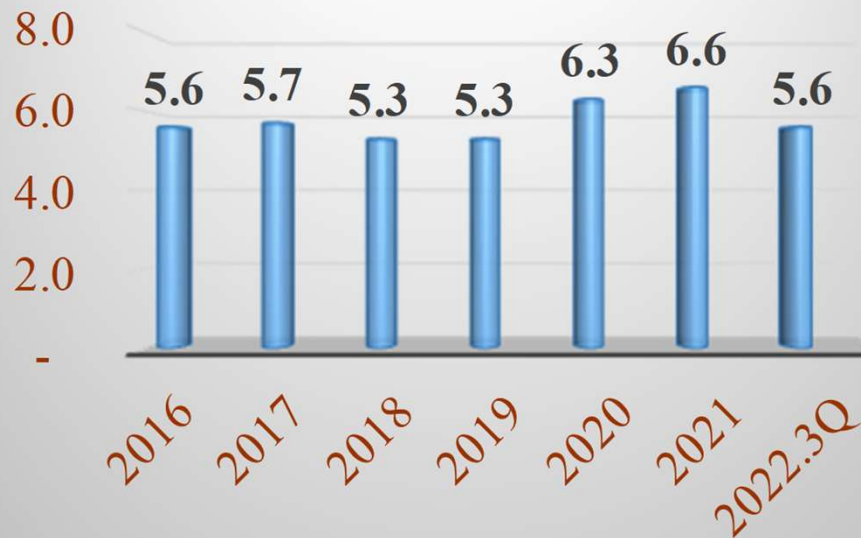
Net Revenue



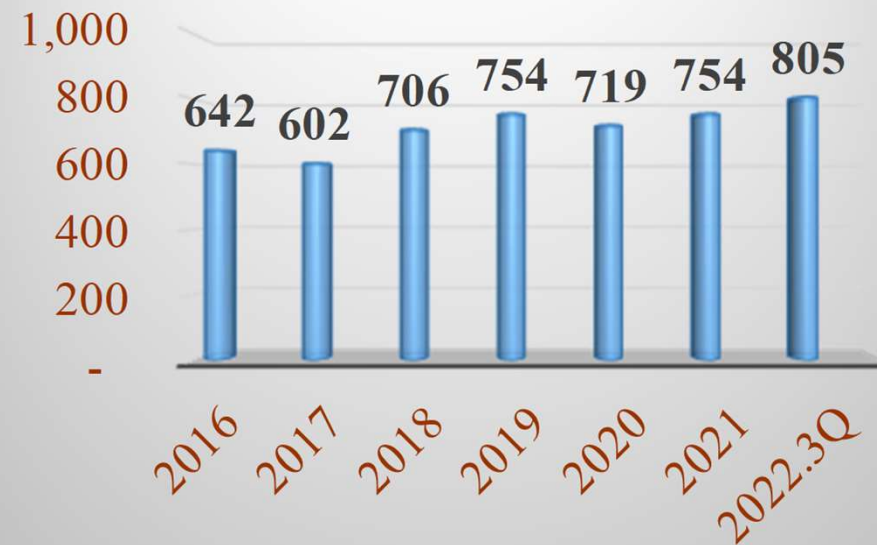
Gross profit margins



Operating expenses margins

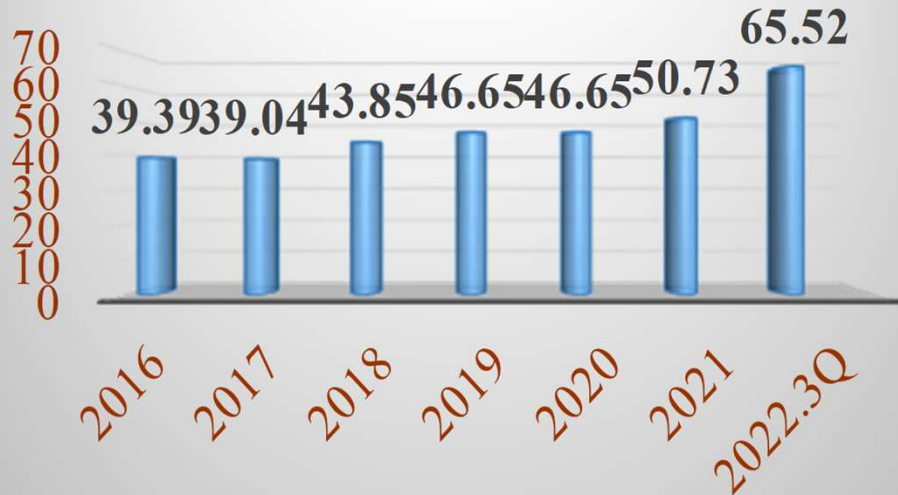


Income before income tax



In million of New Taiwan dollars ; %

Book value per share (NTD)



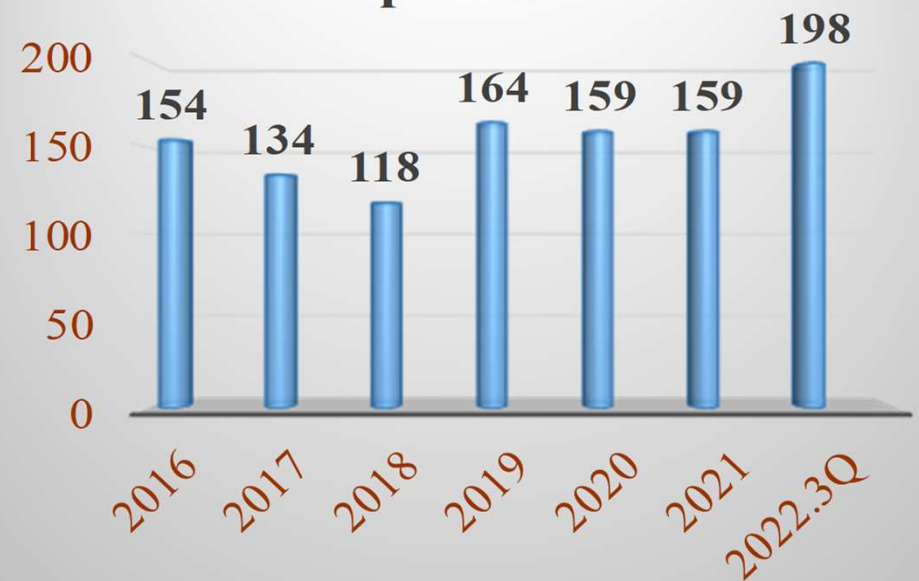
Net cash provided by operating activities



Debt Ratio



Depreciation



Customer Structure

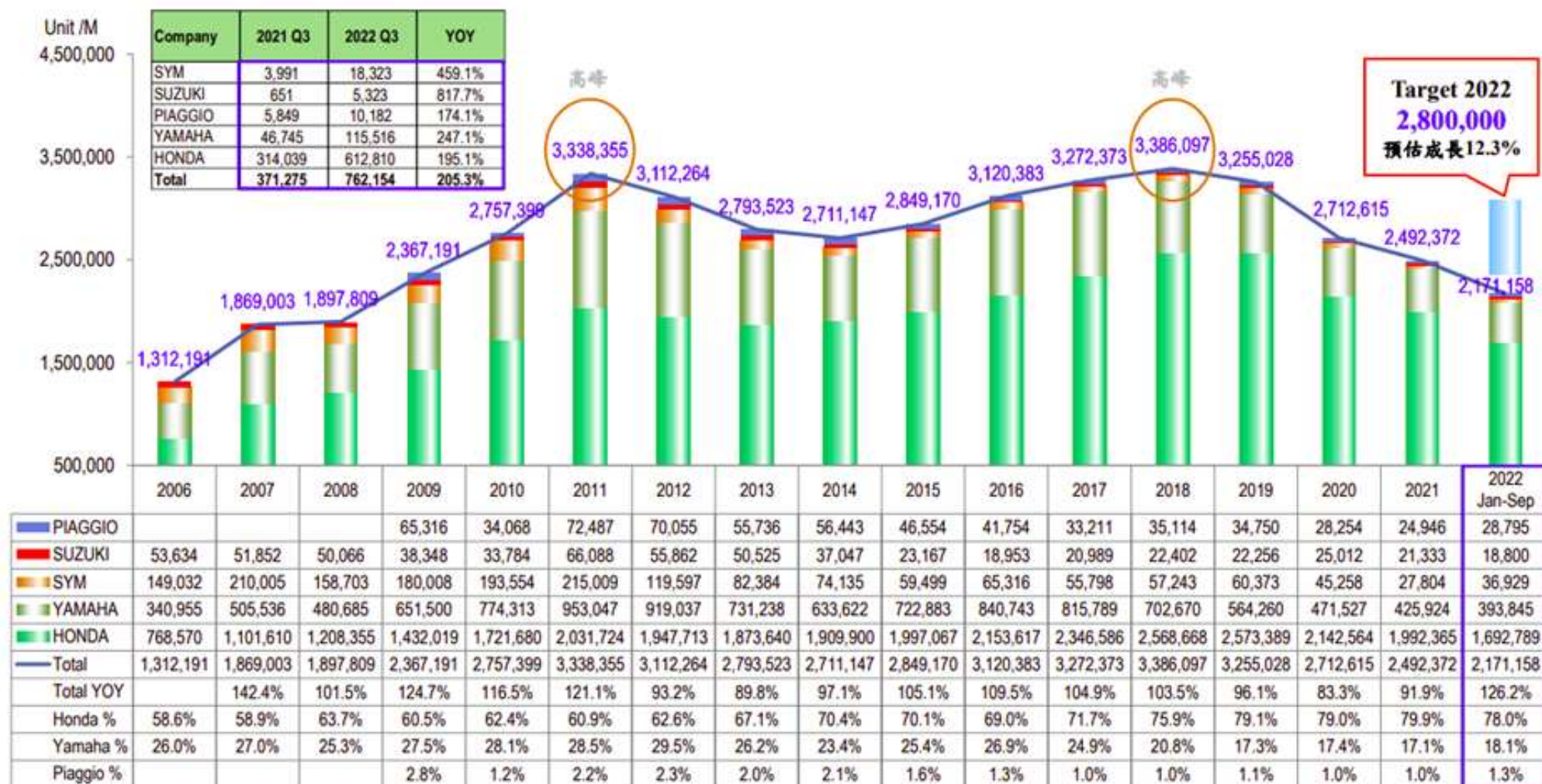
	客戶別	2015	2016	2017	2018	2019	2020	2021	2022.3Q
1	HONDA	51%	50%	48%	45%	39.83%	32.64%	29.32%	27.07%
2	YAMAHA	9%	9%	8%	6%	3.85%	2.52%	1.69%	1.89%
3	POLARIS	8%	8%	11%	14%	20.84%	25.05%	25.68%	25.29%
4	EXEDY	5%	5%	4%	3%	2.57%	2.33%	1.87%	2.04%
5	PIAGGIO	6%	6%	6%	6%	6.45%	7.67%	8.35%	10.44%
7	Others	29%	22%	23%	26%	26.46%	29.79%	33.09%	33.27%
	Total	100%	100%	100%	100%	100.00%	100.00%	100.00%	100.00%

	Regions	2015	2016	2017	2018	2019	2020	2021	2022.3Q
1	Vietnam	74%	74%	68%	64%	58%	51%	46%	45.86%
2	others	26%	26%	32%	36%	42%	49%	54%	54.14%

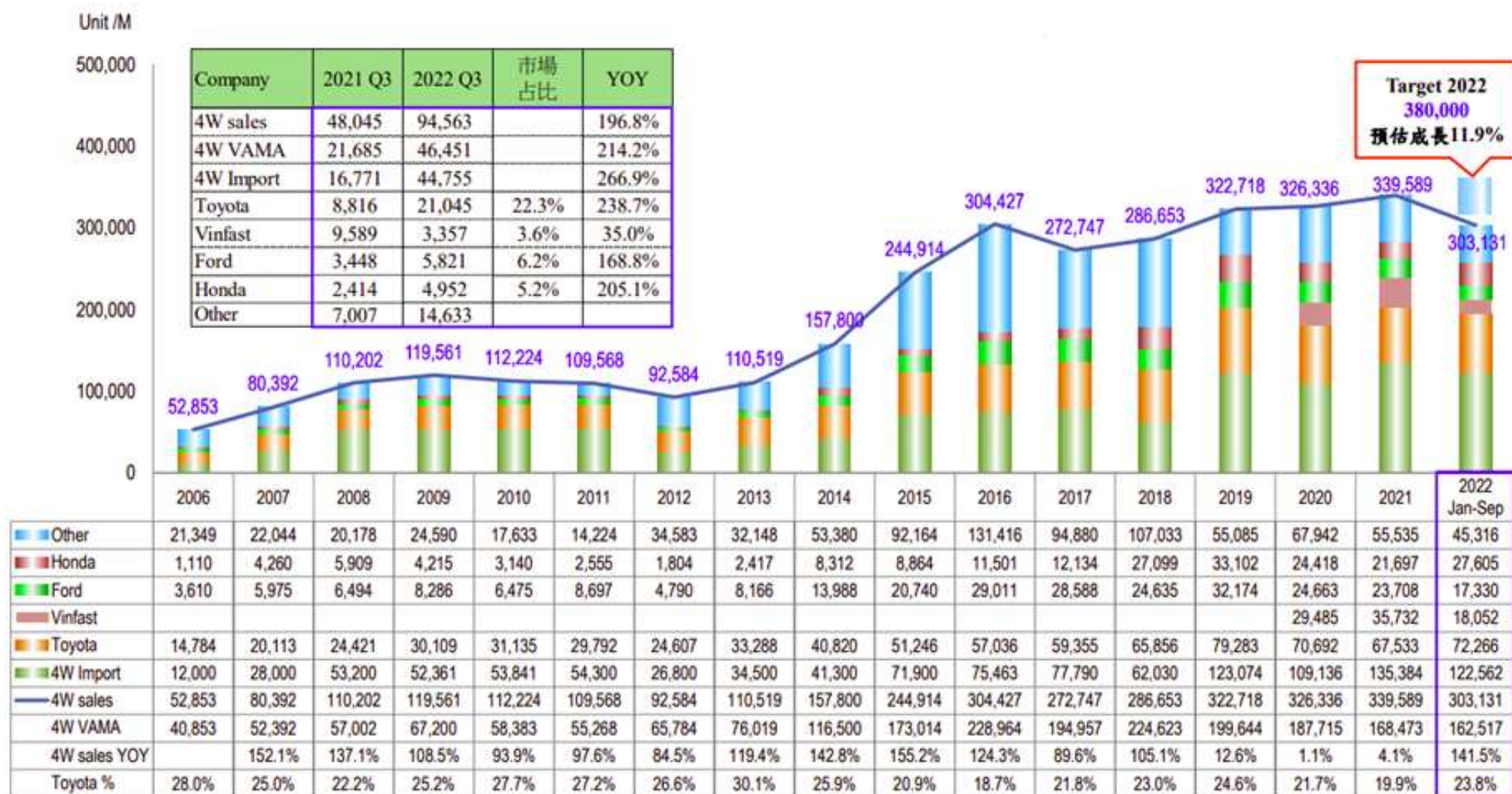
Product Diversification

	2020				2021				2022		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Revenue	1,262,948	783,345	1,304,762	1,307,853	1,317,593	1,462,895	1,374,854	1,568,105	1,792,512	1,883,139	2,091,292
Motorcycle	59.53%	59.59%	53.61%	54.83%	57.18%	54.36%	42.40%	51.55%	54.07%	44.97%	52.31%
Automobile	3.14%	2.43%	4.25%	3.38%	3.07%	2.50%	1.87%	2.25%	2.19%	2.77%	1.88%
Medical & Healthcare	11.01%	13.66%	9.15%	9.08%	9.50%	9.88%	12.73%	10.48%	10.40%	7.67%	15.98%
Heavy Motor & Recreational Vehicle	26.33%	24.31%	32.99%	31.78%	30.25%	33.25%	43.00%	35.72%	33.34%	44.59%	29.84%

Vietnam big 5 motorcycle's FDI statistics

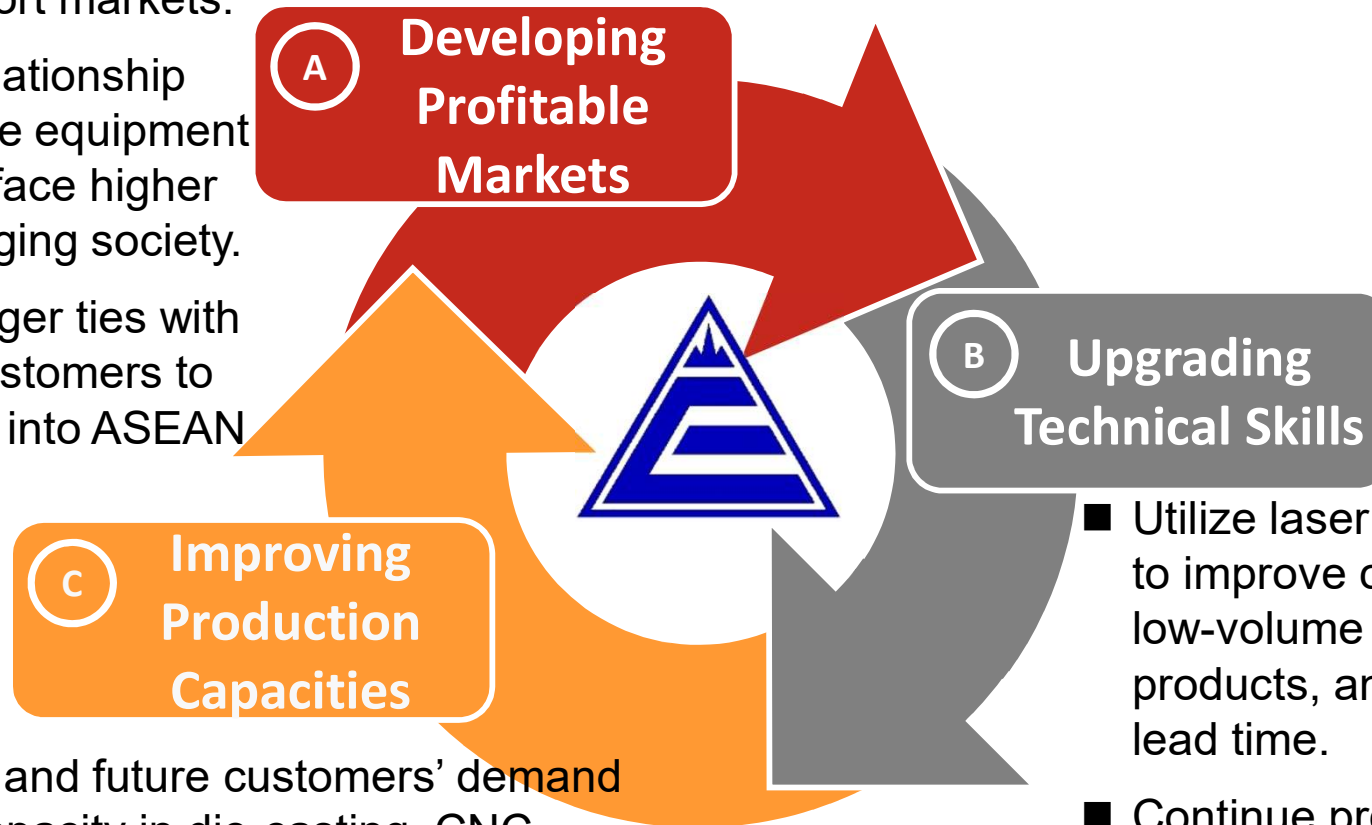


Vietnam automobile's sales volume statistics



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 Ba Thien 2 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