



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 Director



Company Profile

- **Stock Code** : 5288 TT
- **Founded** : 2011/07/18
- **Paid-in Capital** : 663,355,530
- **Number of Employees** : Total 4,800
- **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



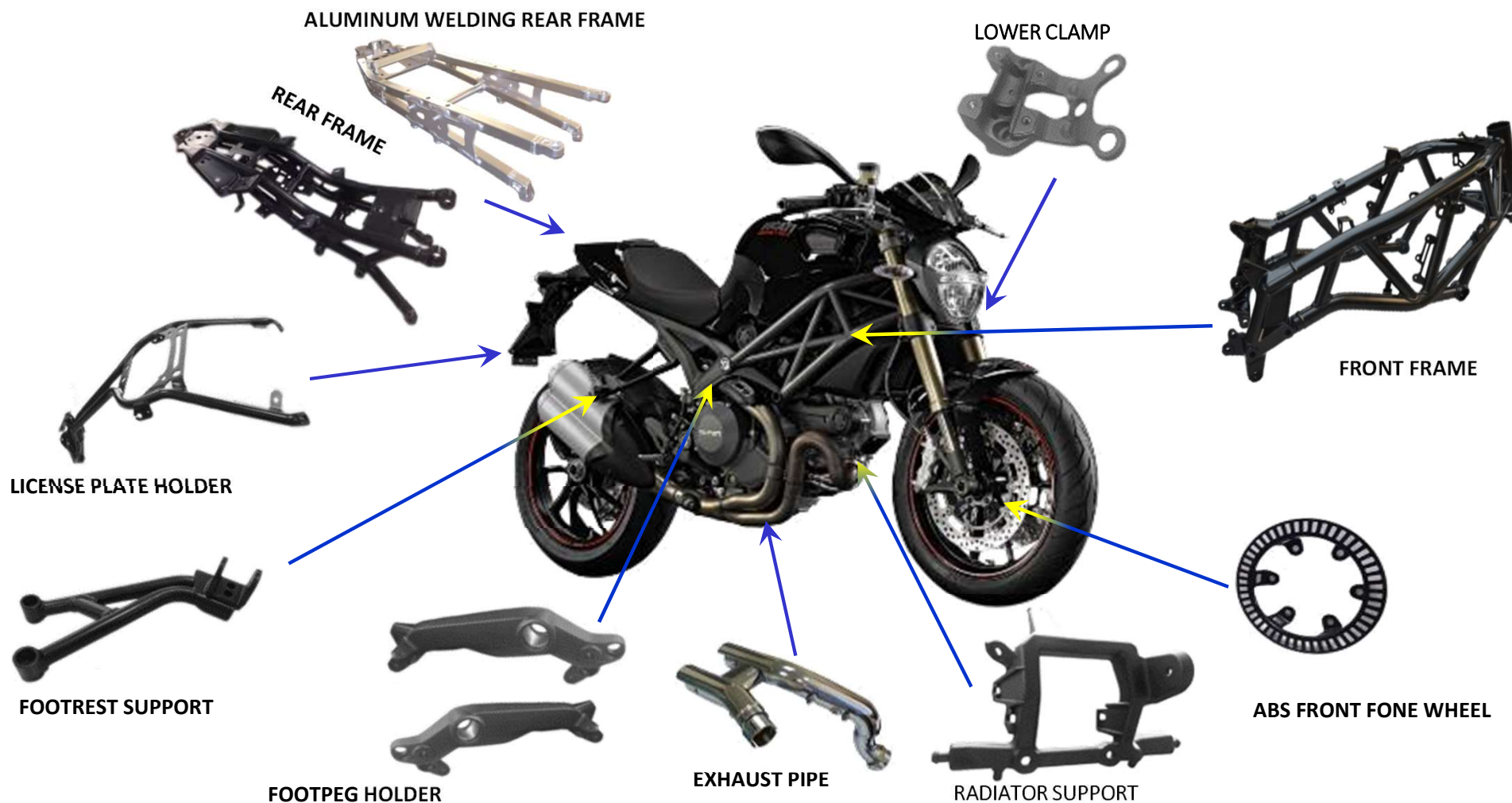
Yes, you can.®

FranceBed

Power Motorcycle Parts



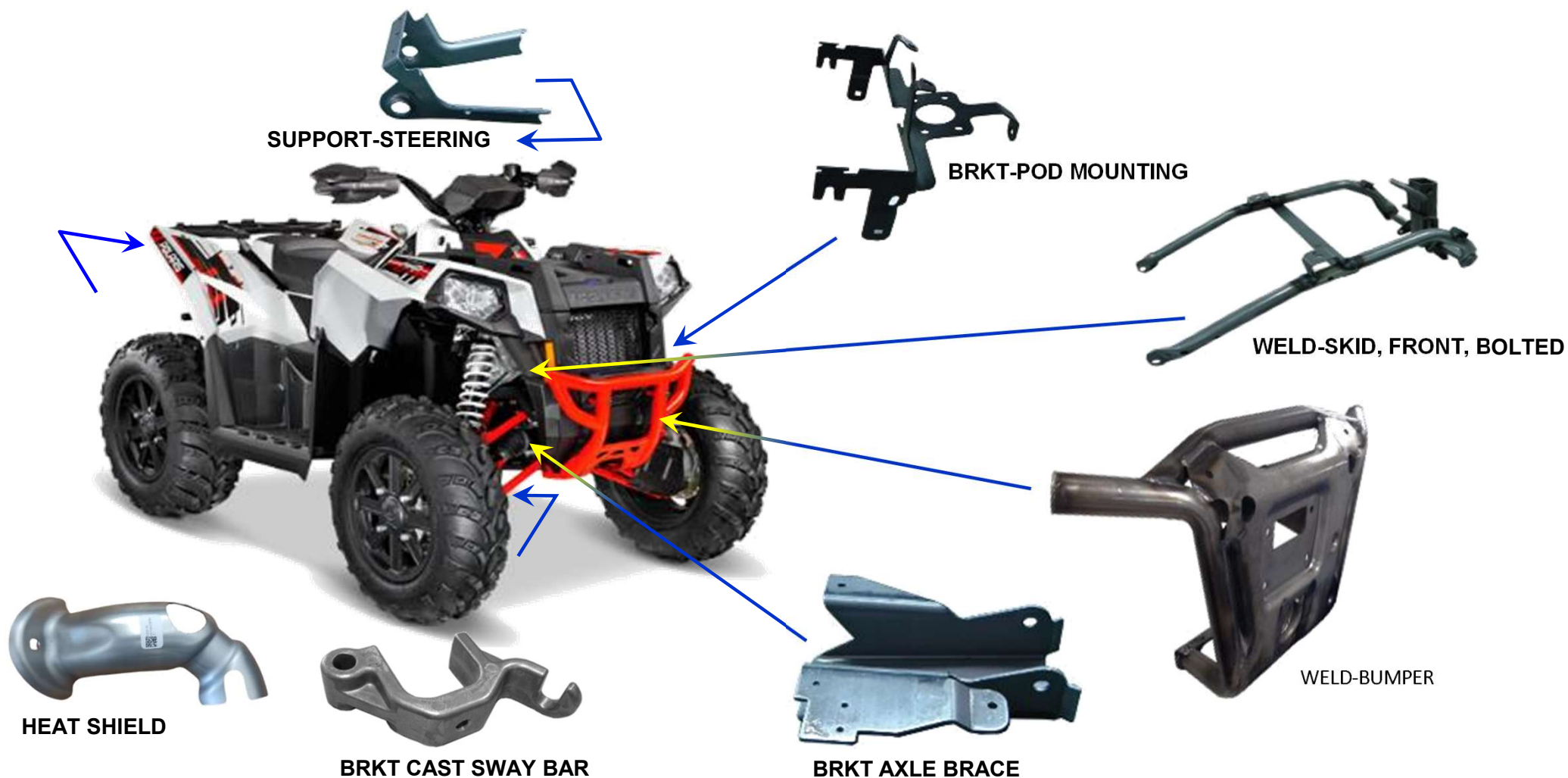
Power Motorcycle Parts



Snowmobile Parts



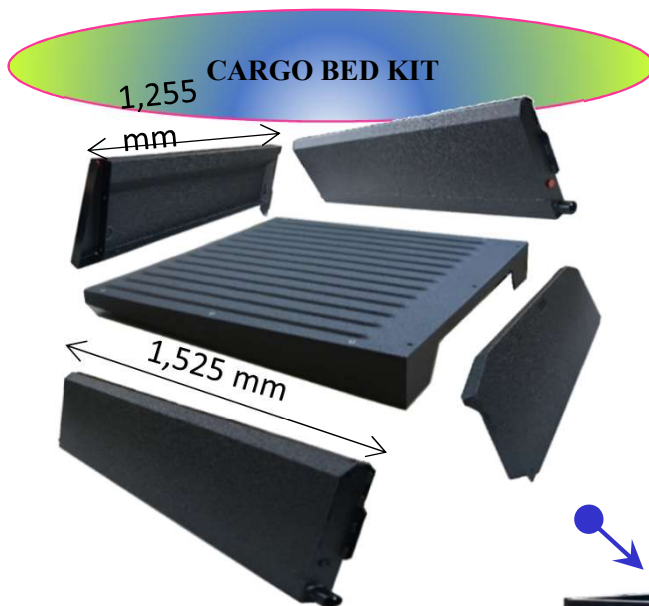
Recreational Vehicle Parts--ATV



Recreational Vehicle Parts--SxS



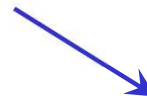
Utility Vehicle Parts



POLYUREA (PU) PAINTING



CROSS LINK



FRONT / REAR ROPS
WELDMENTS



BUMPER

Recreational Vehicle Parts-- others



**TRIM-RADIO
DISPLAY BEZEL**



HOOP-ROLL



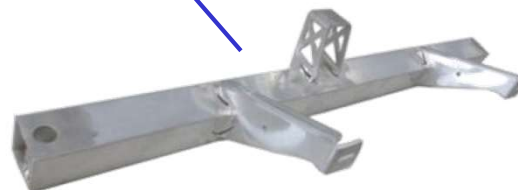
BRACKET-IGNITION



CENTER HEADLIGHT



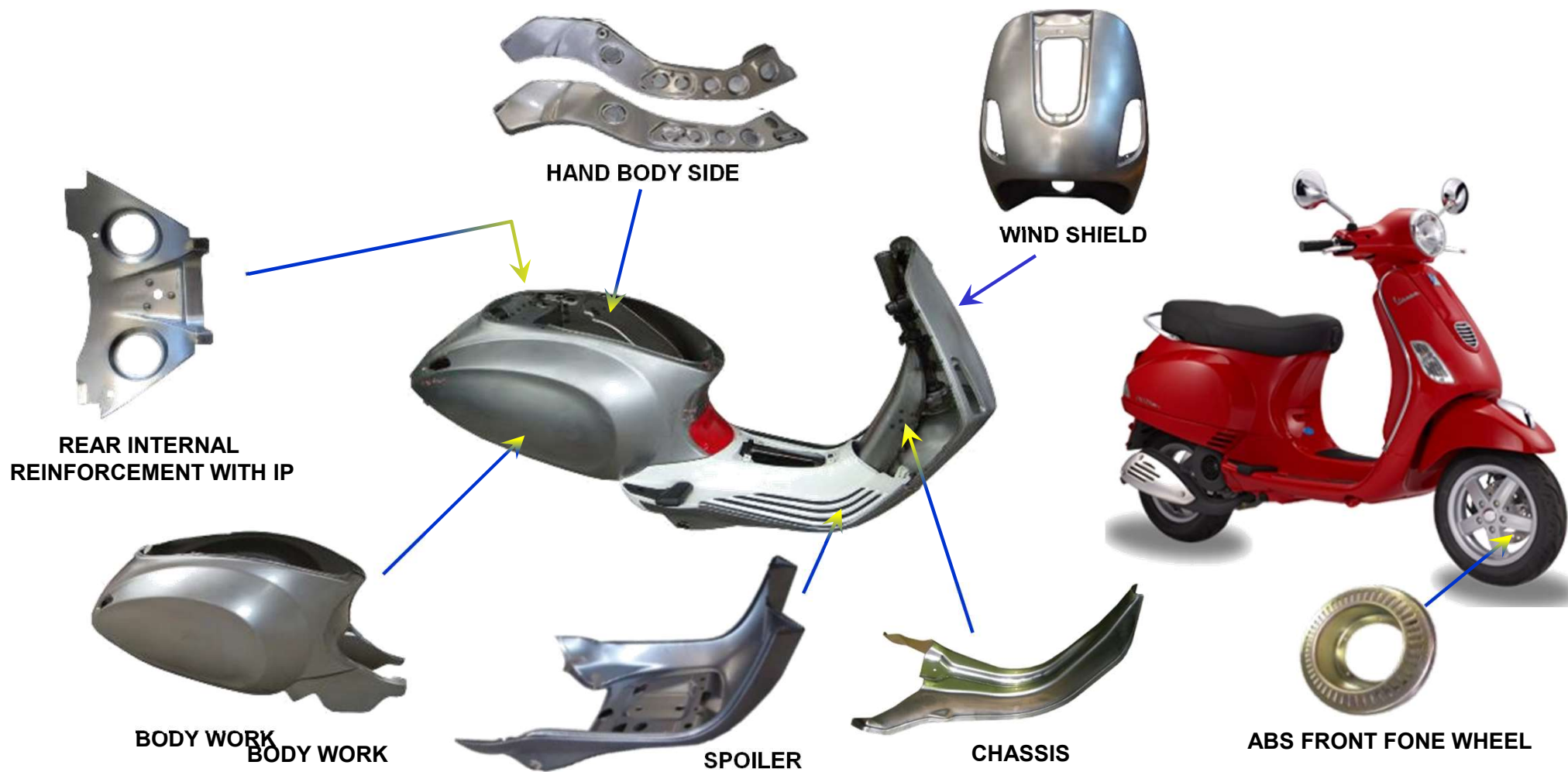
WELD-MNT, RADIATOR



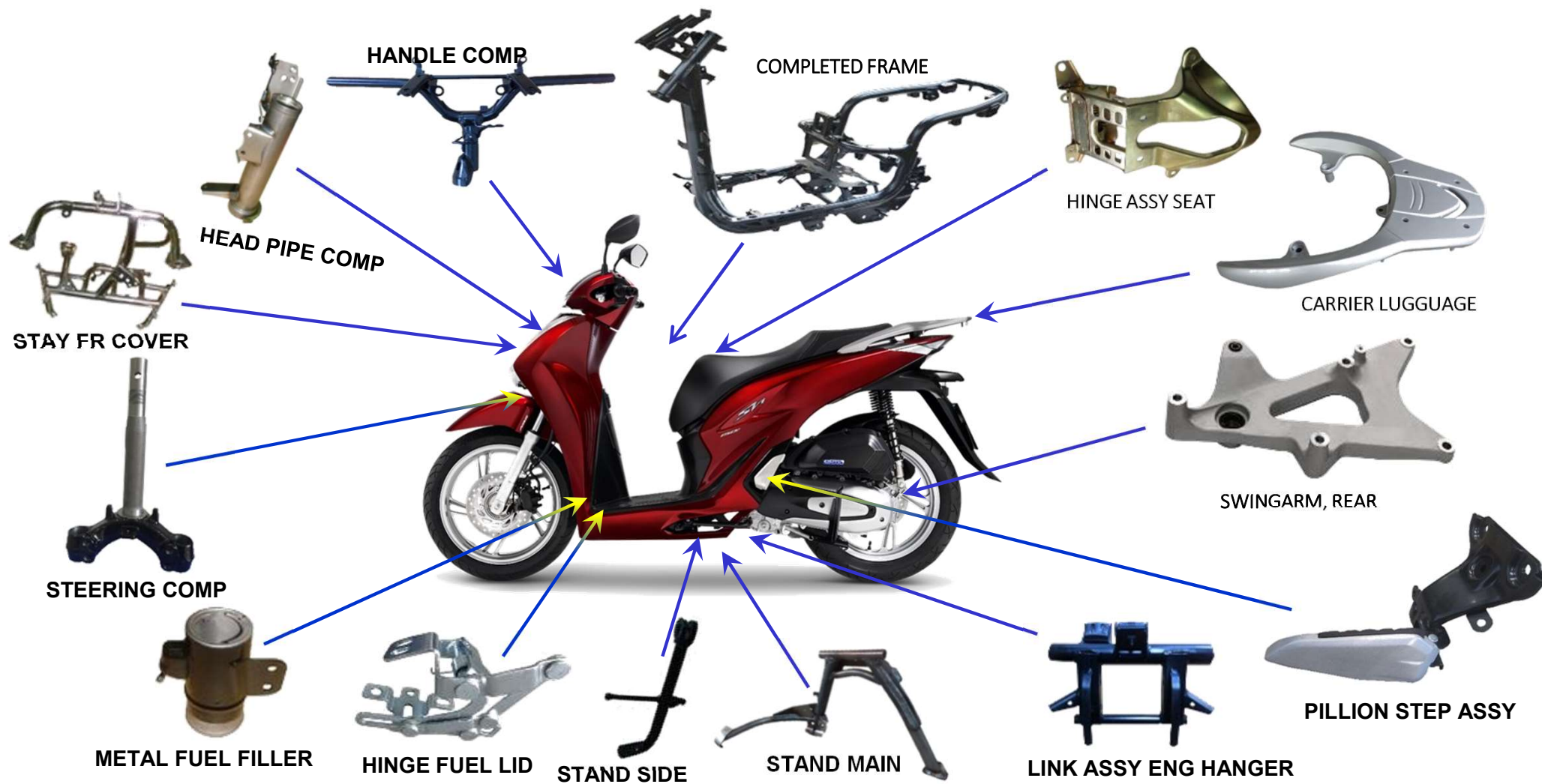
WELD-SUBFRAME



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

Forging Parts

STEEL FORGING



TOWING EYE



BRIDGE



SIDE STAND



BALL JOINT HOUSING



HUB WHEEL



TRIPLE CLAMP



MOUNT SHOCK



TOE LINK CLEVIS

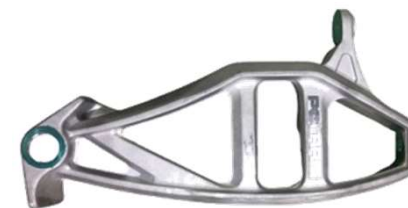


REAR AXLE

ALUMINUM FORGING



KNUCKLE



SPINDLE



BRACKET ADJUSTER



ROLL HOOP



SWAY BAR

Automobile Parts



CHASSIS



**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

SIDE STEP

Automobile Parts



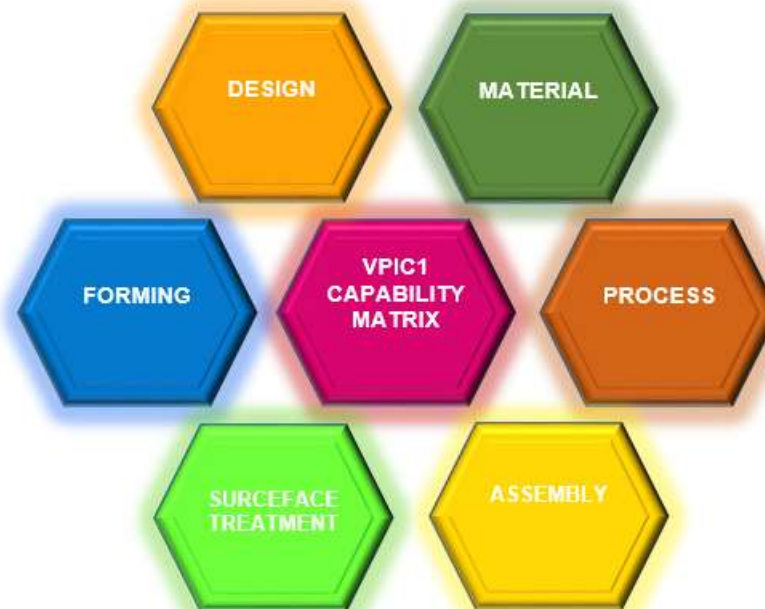
Medical & Healthcare Parts



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

ISO 14064

Consolidated Statements of Comprehensive Income

(2023.2Q & 2022.2Q)

In million of New Taiwan dollars

| Period | 2023.06 | % | 2022.06 | % | YoY (%) |
|-----------------------------------|---------|----------|---------|----------|-----------|
| Net revenue | 3,632 | 100.00% | 3,676 | 100.00% | (1.20%) |
| Cost of revenue | (2,881) | (79.32%) | (2,996) | (81.50%) | (3.84%) |
| Gross profit | 751 | 20.68% | 680 | 18.50% | 10.44% |
| Operating Expenses | (203) | (5.59%) | (206) | (5.60%) | (1.46%) |
| Income from Operations | 548 | 15.09% | 474 | 12.89% | 15.61% |
| Non-operating income and expenses | 41 | 1.13% | 1 | 0.03% | 4,000.00% |
| Income before income tax | 589 | 16.22% | 475 | 12.92% | 24.00% |
| Income tax expense | (132) | (3.63%) | (103) | (2.80%) | 28.16% |
| Net income | 457 | 12.58% | 372 | 10.12% | 22.85% |

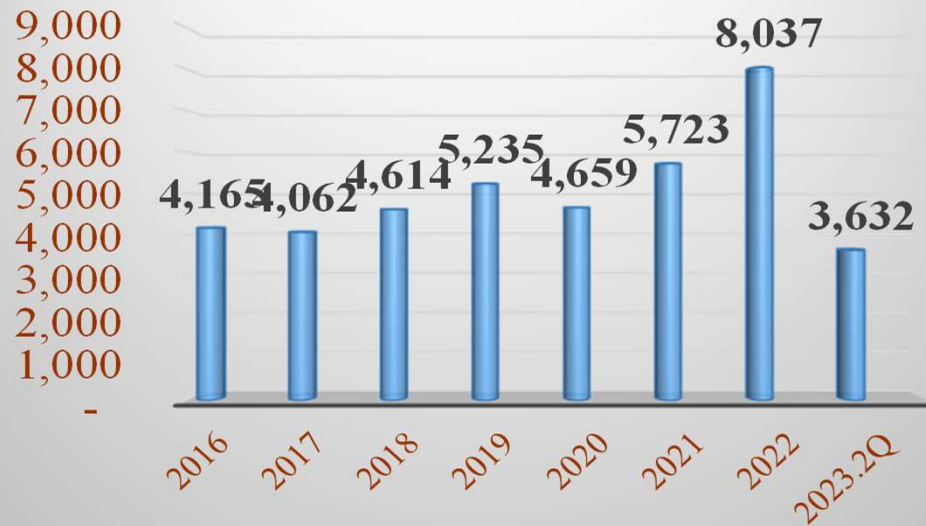
Consolidated Balance Sheet

In million of New Taiwan dollars

| Period | 2023.06.30 | % | 2022.12.31 | % | 2022.06.30 | % |
|--|--------------|----------------|--------------|----------------|--------------|----------------|
| Assets | 7,454 | 100.00% | 7,709 | 100.00% | 7,877 | 100.00% |
| Cash and cash equivalents | 1,942 | 26.05% | 1,397 | 18.12% | 1,756 | 22.29% |
| Financial assets measured at amortized cost | 184 | 2.47% | 543 | 7.04% | 196 | 2.49% |
| Notes and accounts receivable, net | 1,252 | 16.10% | 1,466 | 19.02% | 1,455 | 18.47% |
| Inventories | 869 | 11.17% | 1,102 | 14.29% | 1,192 | 15.13% |
| Property, plant and equipment | 2,094 | 26.92% | 2,129 | 27.62% | 2,137 | 27.13% |
| Other assets | 1,113 | 14.31% | 1,072 | 13.91% | 1,141 | 14.49% |
| Liabilities | 2,940 | 37.80% | 3,263 | 42.33% | 4,087 | 51.89% |
| Short-term loans | 1,040 | 13.37% | 1,642 | 21.30% | 2,207 | 28.02% |
| Accounts payable | 380 | 4.89% | 564 | 7.32% | 449 | 5.70% |
| Other payable | 739 | 9.50% | 377 | 4.89% | 600 | 7.62% |
| Other liabilities | 781 | 10.04% | 680 | 8.82% | 831 | 10.55% |
| Equity attributable to the parent company | 4,514 | 58.04% | 4,446 | 57.67% | 3,790 | 48.11% |
| Capital stock | 662 | 8.51% | 659 | 8.55% | 658 | 8.35% |
| Capital surplus | 928 | 11.93% | 889 | 11.53% | 877 | 11.13% |
| Retained earnings | 3,103 | 39.89% | 3,114 | 40.39% | 2,544 | 32.30% |
| Other components of equity | (179) | (2.30%) | (216) | (2.80%) | (289) | (3.67%) |

In million of New Taiwan dollars ; %

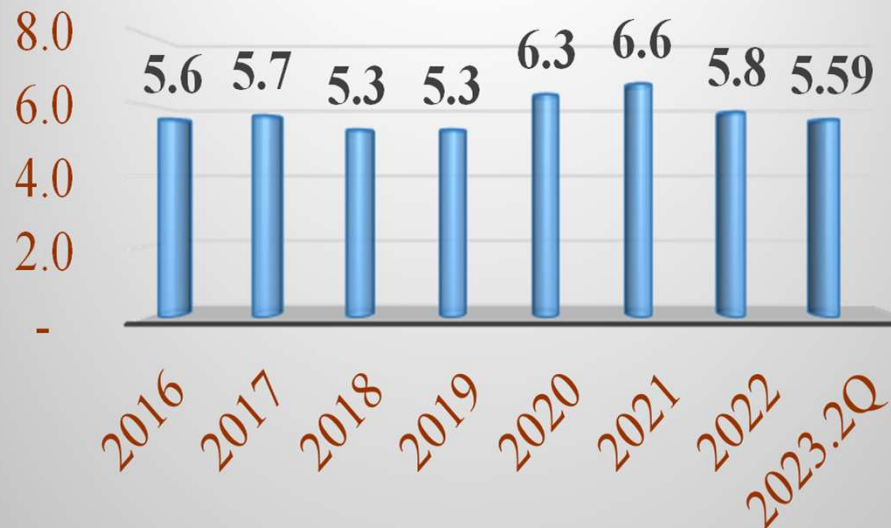
Net Revenue



Gross profit margins



Operating expenses margins

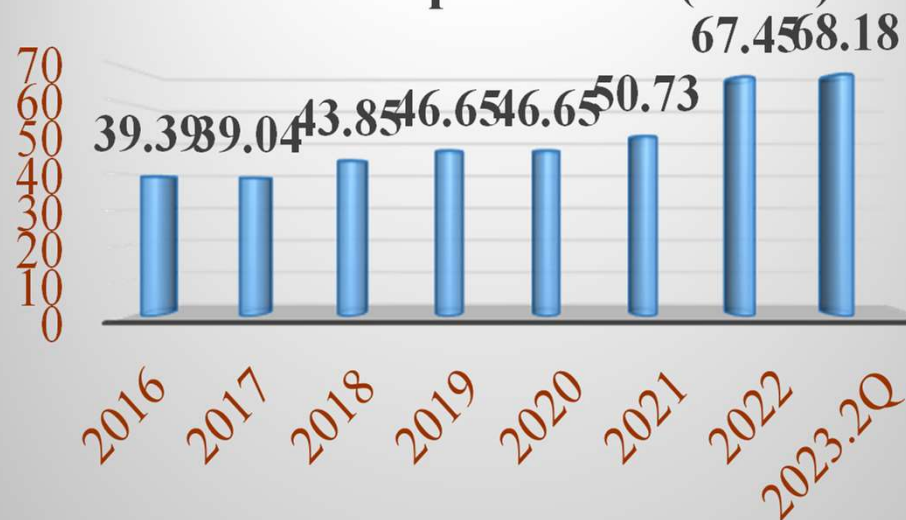


Income before income tax



In million of New Taiwan dollars ; %

Book value per share (NTD)



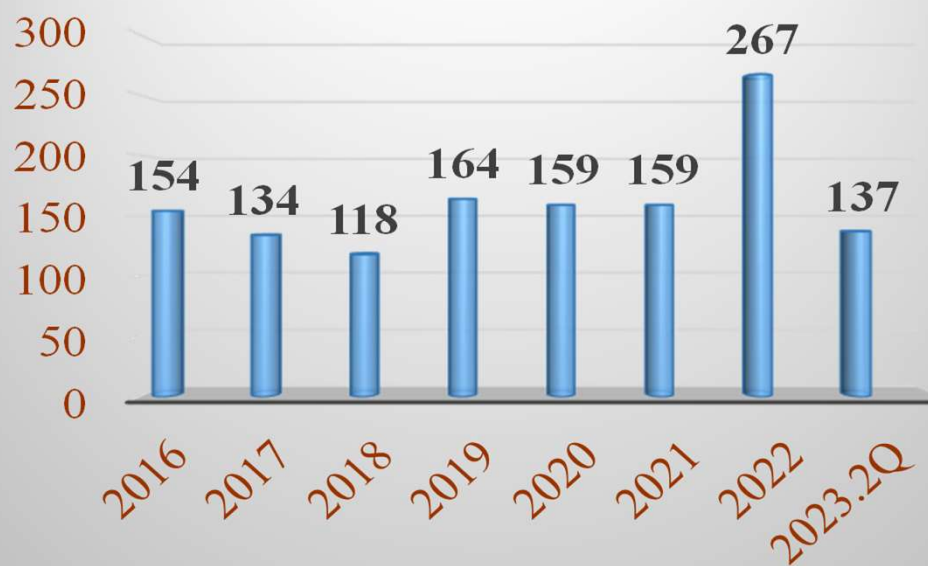
Net cash provided by operating activities



Debt Ratio



Depreciation



Customer Structure

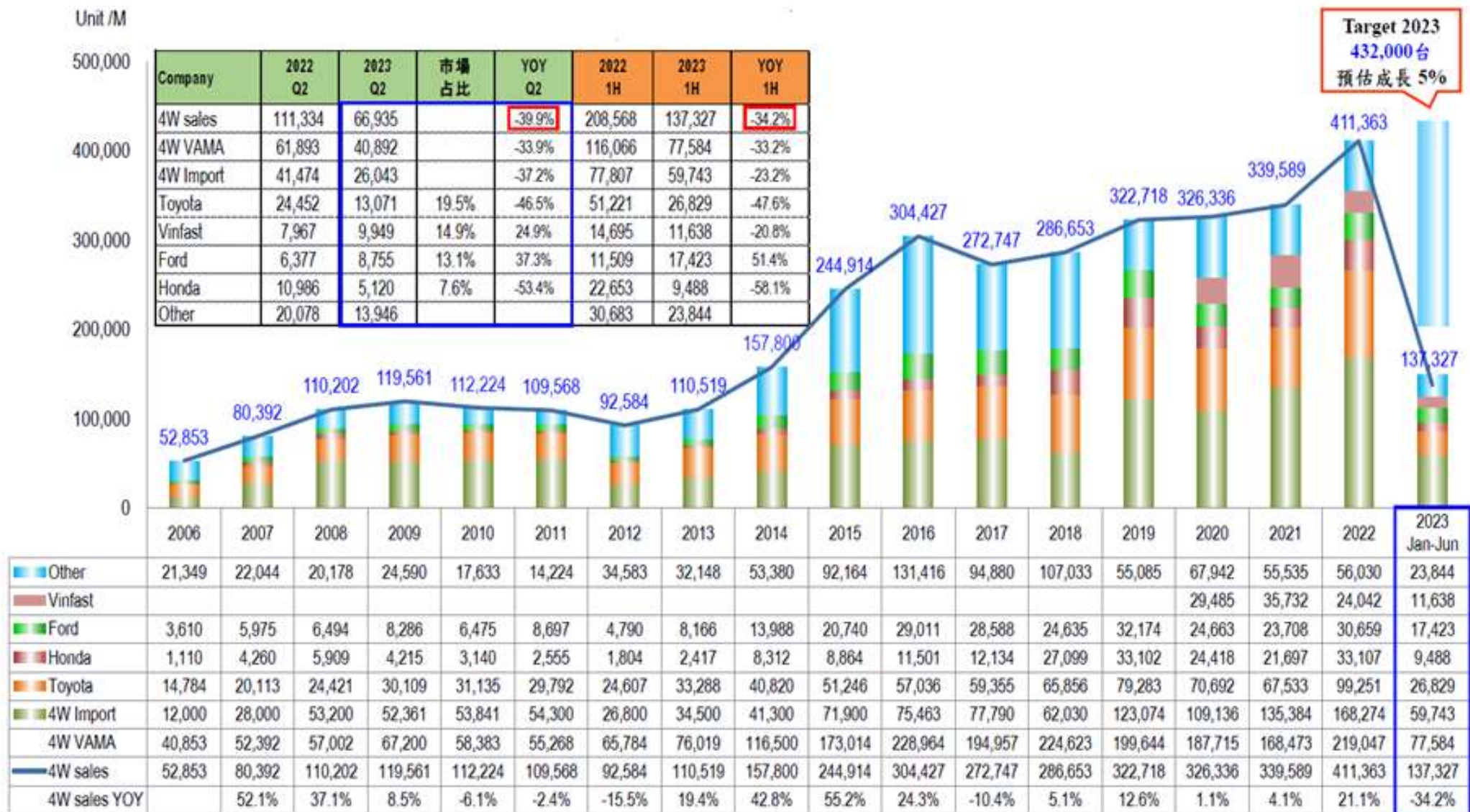
| | 客戶別 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023.2Q |
|---|---------|------|------|------|--------|--------|--------|--------|---------|
| 1 | HONDA | 50% | 48% | 45% | 39.83% | 32.64% | 29.32% | 28.35% | 26.66% |
| 2 | POLARIS | 8% | 11% | 14% | 20.84% | 25.05% | 25.68% | 23.96% | 27.54% |
| 3 | EXEDY | 5% | 4% | 3% | 2.57% | 2.33% | 1.87% | 1.95% | 1.51% |
| 4 | PIAGGIO | 6% | 6% | 6% | 6.45% | 7.67% | 8.35% | 10.38% | 10.90% |
| 5 | Others | 22% | 23% | 26% | 26.46% | 29.79% | 33.09% | 33.52% | 33.39% |
| | 合計 | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100.00% |

| | Regions | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023.2Q |
|---|---------|------|------|------|------|------|------|--------|---------------|
| 1 | Vietnam | 74% | 68% | 64% | 58% | 51% | 46% | 47.65% | 46.10% |
| 2 | others | 26% | 32% | 36% | 42% | 49% | 54% | 52.35% | 53.90% |

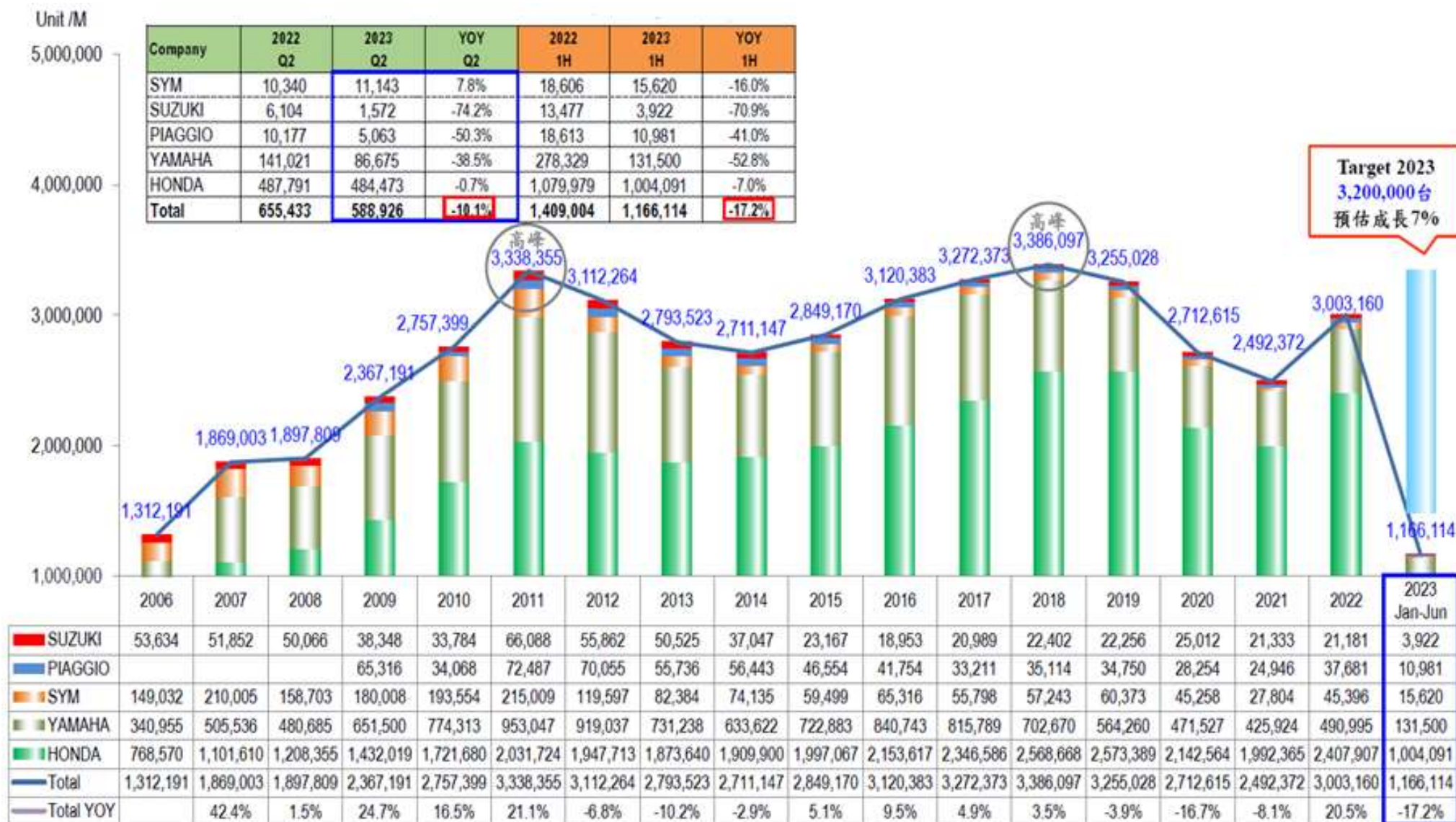
Product Diversification

| | 2021 | | | | 2022 | | | | 2023 | |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Revenue | 1,317,593 | 1,462,895 | 1,374,854 | 1,568,105 | 1,792,512 | 1,883,139 | 2,091,292 | 2,270,411 | 1,835,985 | 1,796,305 |
| Motorcycle | 57.18% | 54.36% | 42.40% | 51.55% | 54.07% | 44.97% | 52.31% | 47.30% | 48.24% | 49.29% |
| Automobile | 3.07% | 2.50% | 1.87% | 2.25% | 2.19% | 2.77% | 1.88% | 11.82% | 3.80% | 4.07% |
| Medical & Healthcare | 9.50% | 9.88% | 12.73% | 10.48% | 10.40% | 7.67% | 15.98% | 10.20% | 10.45% | 8.92% |
| Heavy Motor & Recreational Vehicle | 30.25% | 33.25% | 43.00% | 35.72% | 33.34% | 44.59% | 29.84% | 30.68% | 39.94% | 37.72% |

Vietnam automobile's sales volume statistics

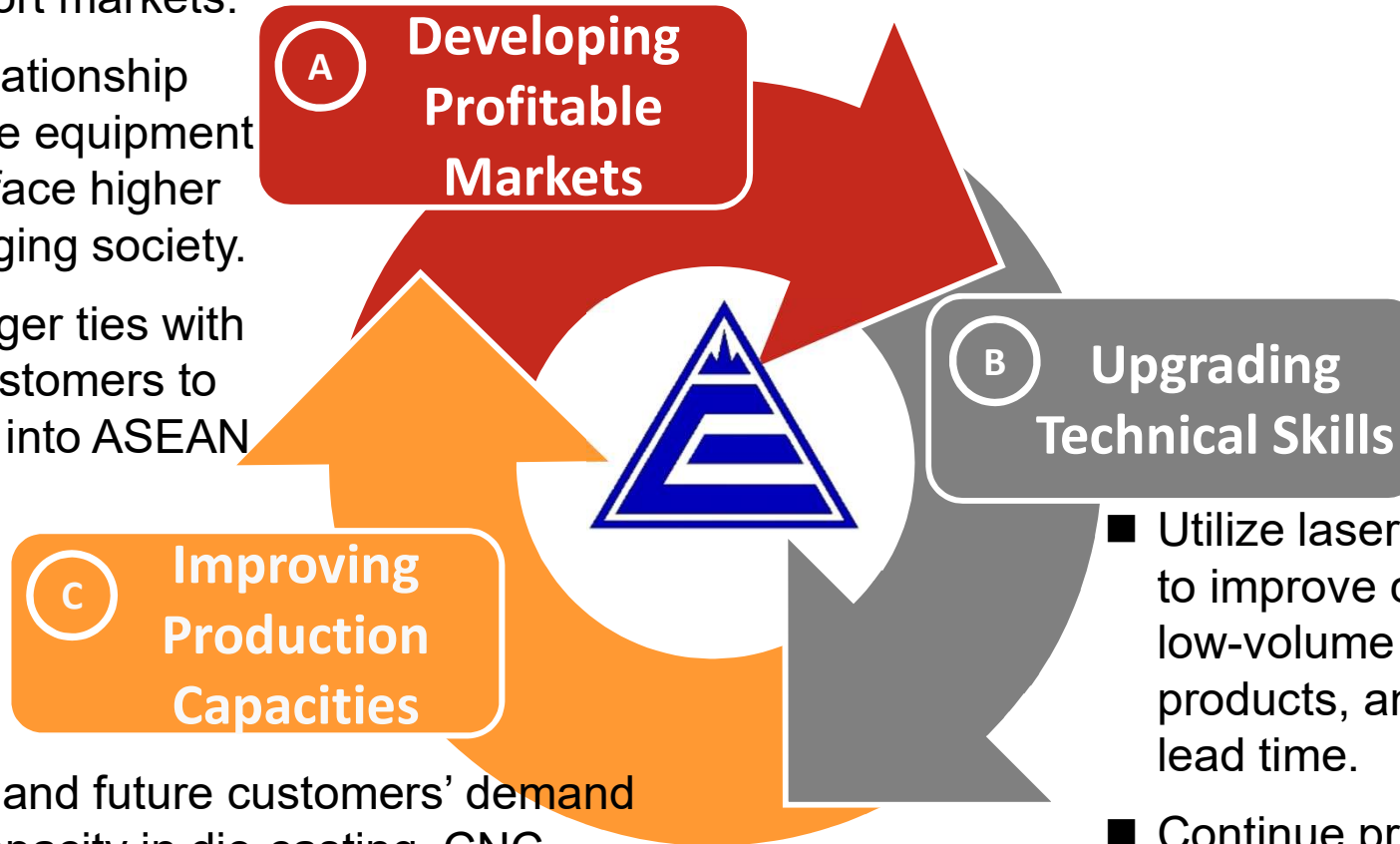


Vietnam big 5 motorcycle's FDI statistics



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