

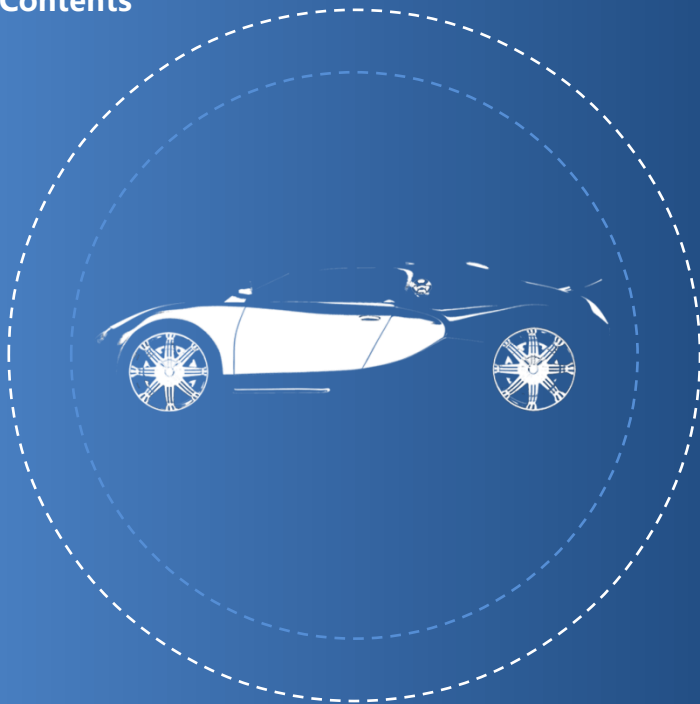


ENGLEY-KY



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Future Prospect

1

公司簡介

Company Profile

● 公司基本資料

Company Profile

● 公司沿革

Company History

● 產品應用

Product Application





Company Profile

公司名稱
Company 開曼英利工業股份有限公司
Cayman Engley Industrial Co., Ltd.

董事長
Chairman 林啟彬
Chi-Pin Lin

創立時間
Set-up Time 2015年01月16日
16th, Jan, 2015

公司總部
Headquarter 吉林省長春市高新區順達路888號
NO.888, Shunda Rd, High-tech Area, Changchun, Jilin Province, P. R. China

員工總人數
Staff number 4248人 (截止至2020年第三季)
4248 (Till 2020Q3)

行業別
Industry 汽車工業
Automobile industry

主營業務
Business 金屬汽車零組件、非金屬汽車零組件、模具及其他
Development and manufacturing of metallic and non-metallic automobile part, mold manufacturing and other services





Company Milestone



Moved to Changchun;
expanded the business with
automobile BIW stamping
parts



Established
Suzhou Engley



Established Yizheng and
Liaoning Engley; Signed
cooperation agreement with
Linde+Wiemann (Germany)



Established Linde+
Engley(Tianjin) and
Lightweight



Established Cayman Engley
in Cayman Islands, and
Suzhou Engley - Kunshan
Branch

1991

2001

2006

2008

2009

2011

2012

2013

2014

2015



Found in Harbin;
Focused on vehicle
seat belt production



Established Changchun
Chengtai (Today' s
Changchun Engley)



Established Chengdu
Engley; Established JV-
Constellium Engley



Established Foshan and
Tianjin Engley, and Linde+
Engley (Changchun)



Establish JV- Honley
(CECK) and Changsha
Engley



Company Milestone



1. Listed on Taiwan Stock Exchange in Jan, 27th.
2. Established Tsingtao Engley
3. Established Taiwan Engley
4. Established Samoa Engley
5. Acquired Ningbo Maoxiang Material Co., Ltd and Taizhou Maoqi Metal Co., Ltd.

2016



1. Established Dutch Englet
2. Acquired Kranendonk Beheersmaatschappij B.V.
3. Acquired 20% shares of Zhejiang Sanse Mold Technology Co., Ltd

2017

添加標題



Metal Products



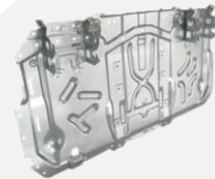
CCB/ Cross Car Beam
儀錶板骨架



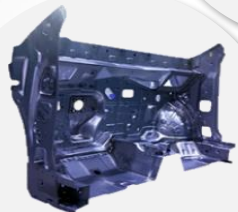
B/S Reinforcement
Plate Welding Assembly
車身側圍總成



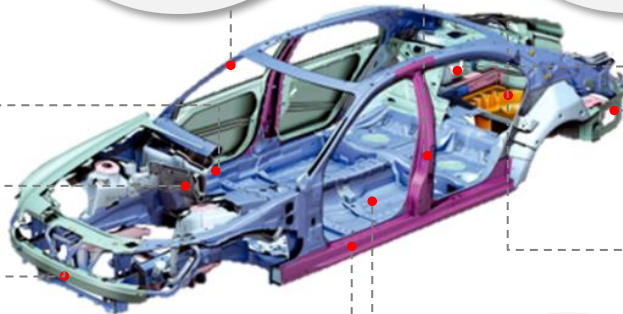
B Pillar
B柱



Rear Panel
後靠板



Dashboard Welding
Assembly
車身前圍總成



Front Bumper
前保險槓



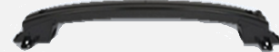
Door Sill
門檻



Battery Cover
電池下殼體



Spare Wheel Pan
備胎倉



Rear Bumper
後保險槓



Battery Cover Development

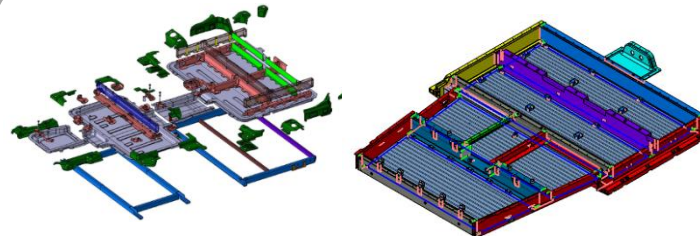
Battery Cover

Battery Cover is located on the bottom of the new energy car battery, to protect battery avoid damage when collision happened. The traditional battery cover using steel and aluminum, currently, Battery cover material consist by **Fiberglass compound, SMC, Carbon fiber compound material**, having much choice of the lightweight material.

Upper Cover



Lower Cover



Engley Strengths Point

1. Capable of new product design and **CAE virtual design**
2. Steel and Aluminum **lightweight** production process technology
3. **AL Alloy and new compound type material** lightweight production technology
4. **Comprehensive production process** including Injection molding, compound type material stamping, metallic stamping

Sales Development

1. Items in shipping including the battery cover of **FAW-VW BEV, Volvo BEV**
2. Active in sales promote, like **安新能源、吉利新能源、比亚迪新能源、广汽新能源、奇瑞新能源、北汽新能源、及新势力小鹏、威马、奇点、正道、领跑科技、蔚来。**



Non-Metallic Products



Front End Module
前端框架



Door Baseboard
門基板



Wheel Arch Liner
輪罩



Spare Wheel Pan
備胎倉



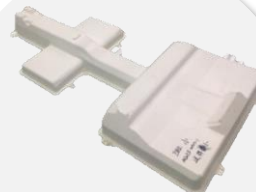
Front Lock Plate
前鎖板



Underbody Cover
底護板



Battery Tray
蓄電池托盤



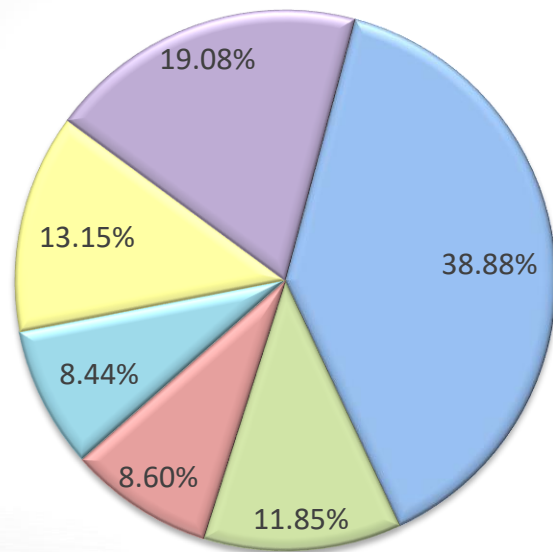
Battery Cover
電池上殼體



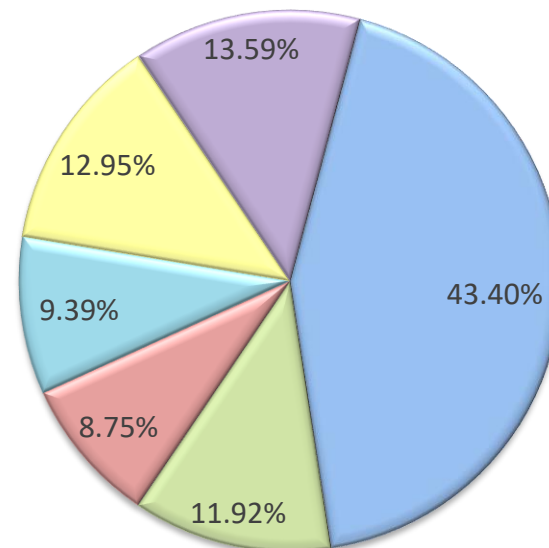


Sales Ratio of Product Items

2019



2020.Q3



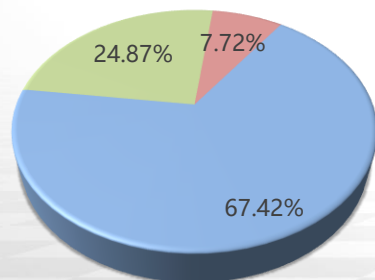
- 車身沖壓件
Stamping Parts
- 底護板
Underbody Cover
- 前端框架類
Front End Module
- 儀錶板骨架
CCB
- 車身安全件
Safety Parts
- 其他
Others



Sales Ratio of Material Category

*NTD in Thousand

	2018			2019			2020.Q1-Q3		
	1Turnover 營業額	Proportion 營業比重	Gross Margin 毛利率	Turnover 營業額	Proportion 營業比重	Gross Margin 毛利率	Turnover 營業額	Proportion 營業比重	Gross Margin 毛利率
Metal 金屬件	14,499,956	66.35%	16.52%	13,555,918	60.95%	8.65%	9,558,822	67.42%	13.82%
Non-Metallic 非金屬件	5,939,646	27.18%	24.43%	5,432,247	24.43%	25.88%	3,525,097	24.87%	18.48%
Tooling & Others 模具及其他	1,415,784	6.48%	27.98%	3,251,708	14.62%	35.84%	1,093,374	7.72%	33.00%
Total 合計	21,855,386	100.00%	19.41%	22,239,873	100.00%	16.84%	14,177,293	100.00%	16.45%



■ 金屬件 車身沖壓件、儀錶板骨架及車身安全件等

■ 非金屬件 底護板、前端框架類、輪罩、備胎倉、電瓶托盤及門板等

■ 模具及其他 模具設計、製造及相關技術諮詢服務等

2

經營概況

Management Overview

客戶及銷售

Customers and Sales Overview

財務摘要

Financial Overview





Our Customers

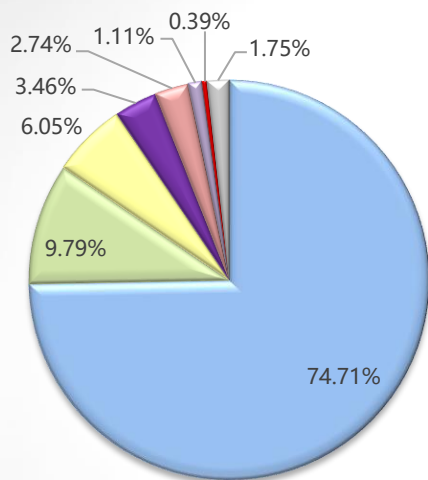


我們以成熟的製造經驗和卓越的產品開發能力，為國內各大整車製造企業提供汽車結構件的設計、開發、製造和售後服務。

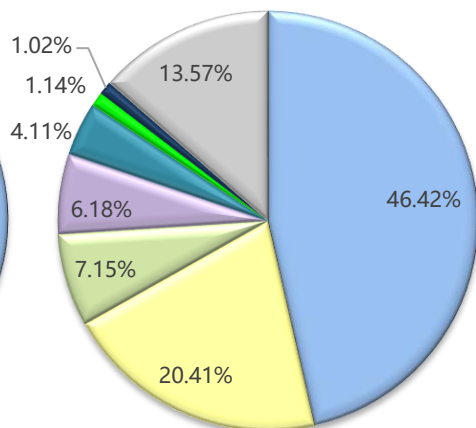


Sales Ratio of Customers

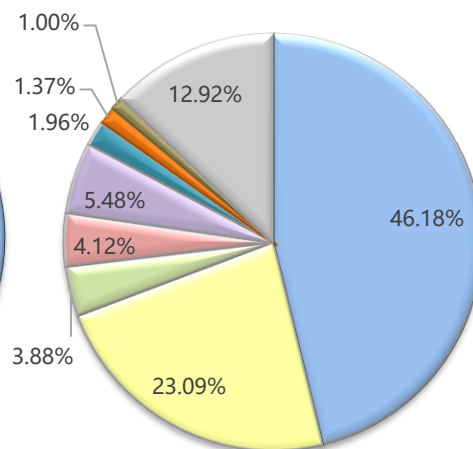
2015



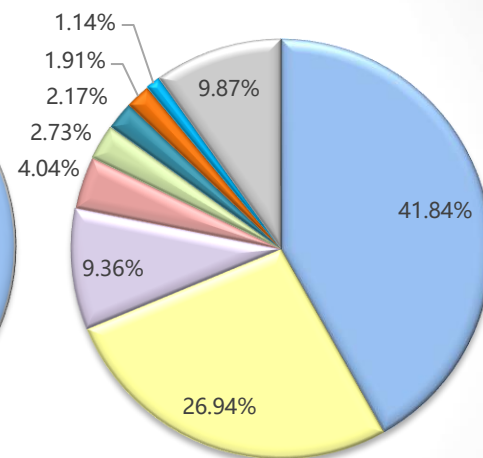
2018



2019



2020.Q3

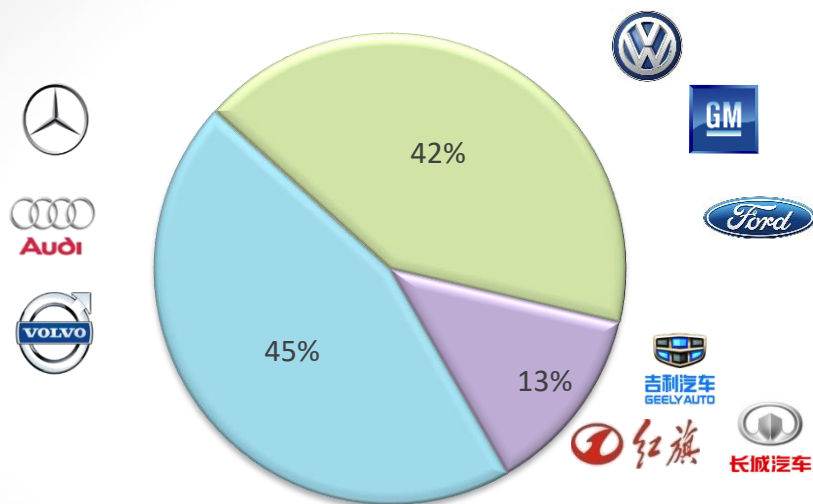


- | | | | | |
|--------|----------|--------|--------|------|
| ■ 一汽大眾 | ■ 一汽 | ■ 華晨寶馬 | ■ 長城汽車 | ■ 廣汽 |
| ■ 上汽大眾 | ■ 沃尔沃&領克 | ■ 長安福特 | ■ 華晨汽車 | ■ 其他 |
| ■ 北京奔馳 | ■ 吉利汽車 | ■ 長安汽車 | ■ 上汽通用 | |



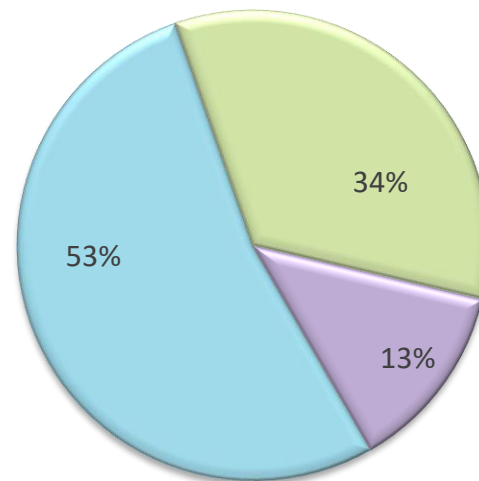
Sales Ratio of Brand Types

2019



■ High-end brand ■ Joint-venture brand ■ Self-owned brand

2020.Q3



■ High-end brand ■ Joint-venture brand ■ Self-owned brand



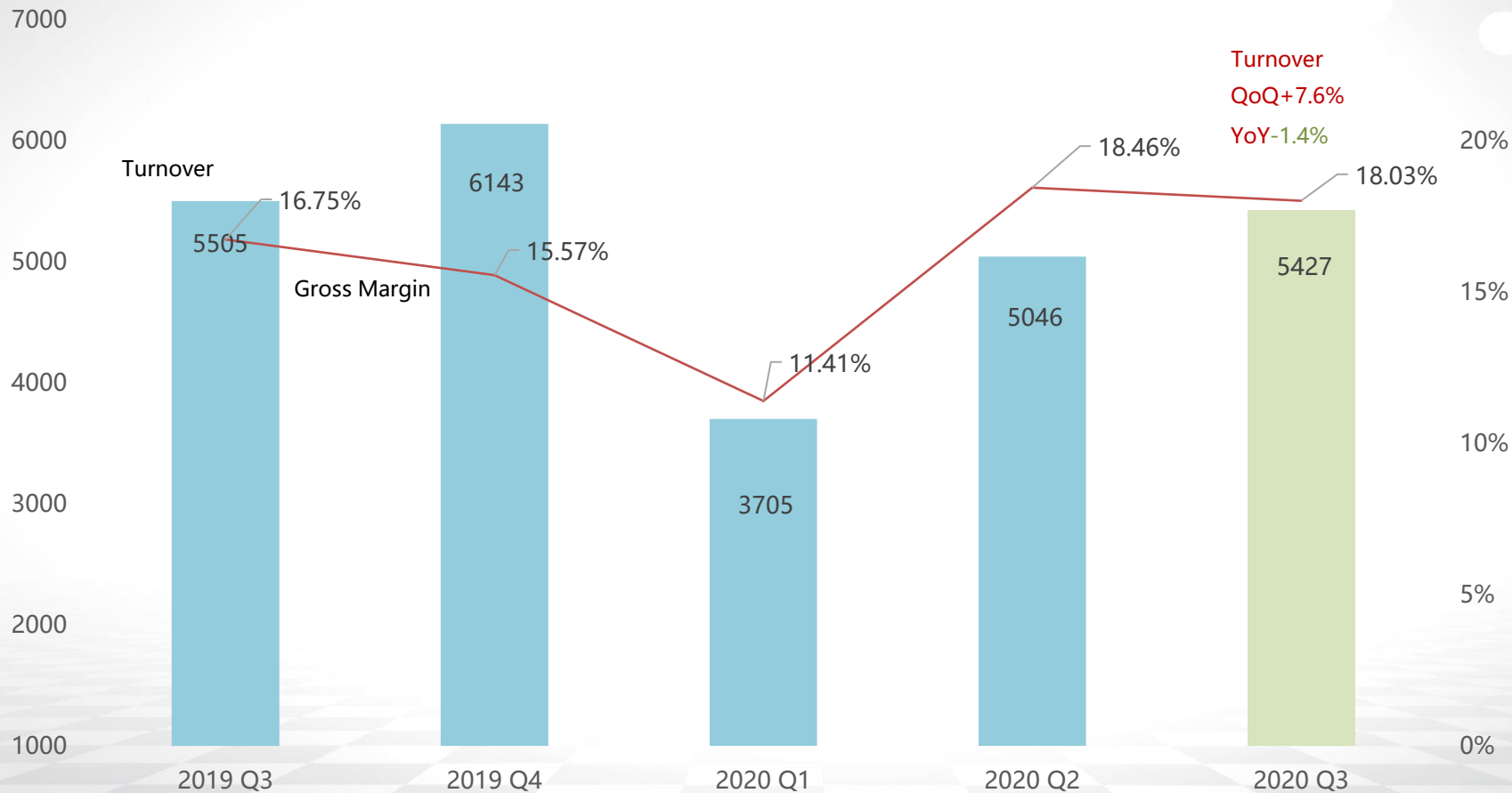
Financial Overview

	2017	2018	2019	2019Q1-Q3	2020Q1-Q3
Turnover (NTD in million) 營業額 (新台幣百萬元)	18,880	21,855	22,240	16,097	14,177
Net Profit (NTD in million) 淨利潤 (新台幣百萬元)	1,072	1,123	644	489	260
Gross Margin 毛利率	20.84%	19.41%	16.84%	17.32%	16.45%
Receivables Turnover Days 應收帳款周轉天數	88	83	85	91	97
Inventories Turnover Days 存貨周轉天數	95	103	106	110	116
EPS (NTD) 每股盈餘 (新台幣元)	9.75	9.89	5.46	4.14	2.18



Turnover and Gross Margin

(NTD in million)





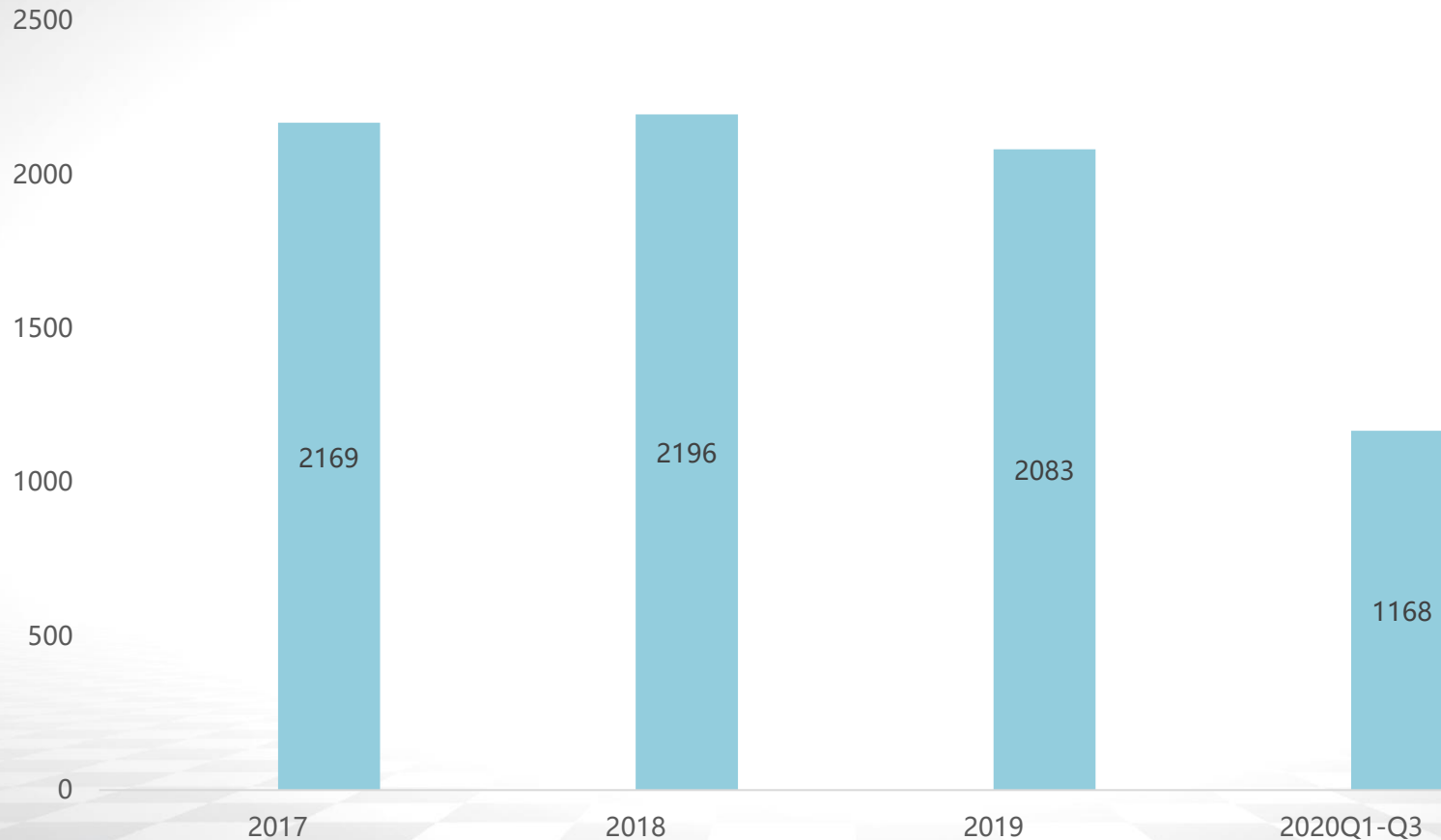
Financial Profile –Cost (/Turnover)

	2017	2018	2019	2019Q1-Q3	2020Q1-Q3
Selling Expenses Proportion 銷售費用佔比	2.08%	2.37%	2.57%	2.49%	2.47%
Administrative Expenses Proportion 管理費用佔比	5.06%	4.61%	4.65%	4.79%	4.55%
R&D Expenses Proportion 研發費用佔比	3.06%	3.50%	3.06%	3.24%	3.71%
Operation Expenses Proportion 營業費用佔比	10.20%	10.48%	10.39%	10.51%	11.09%
Depreciation Expenses Proportion 折舊費用佔比	3.88%	4.06%	5.61%	4.97%	6.73%
Financial Expenses Proportion 財務費用佔比	1.17%	1.19%	1.47%	1.59%	1.52%



Financial Profile -Capex

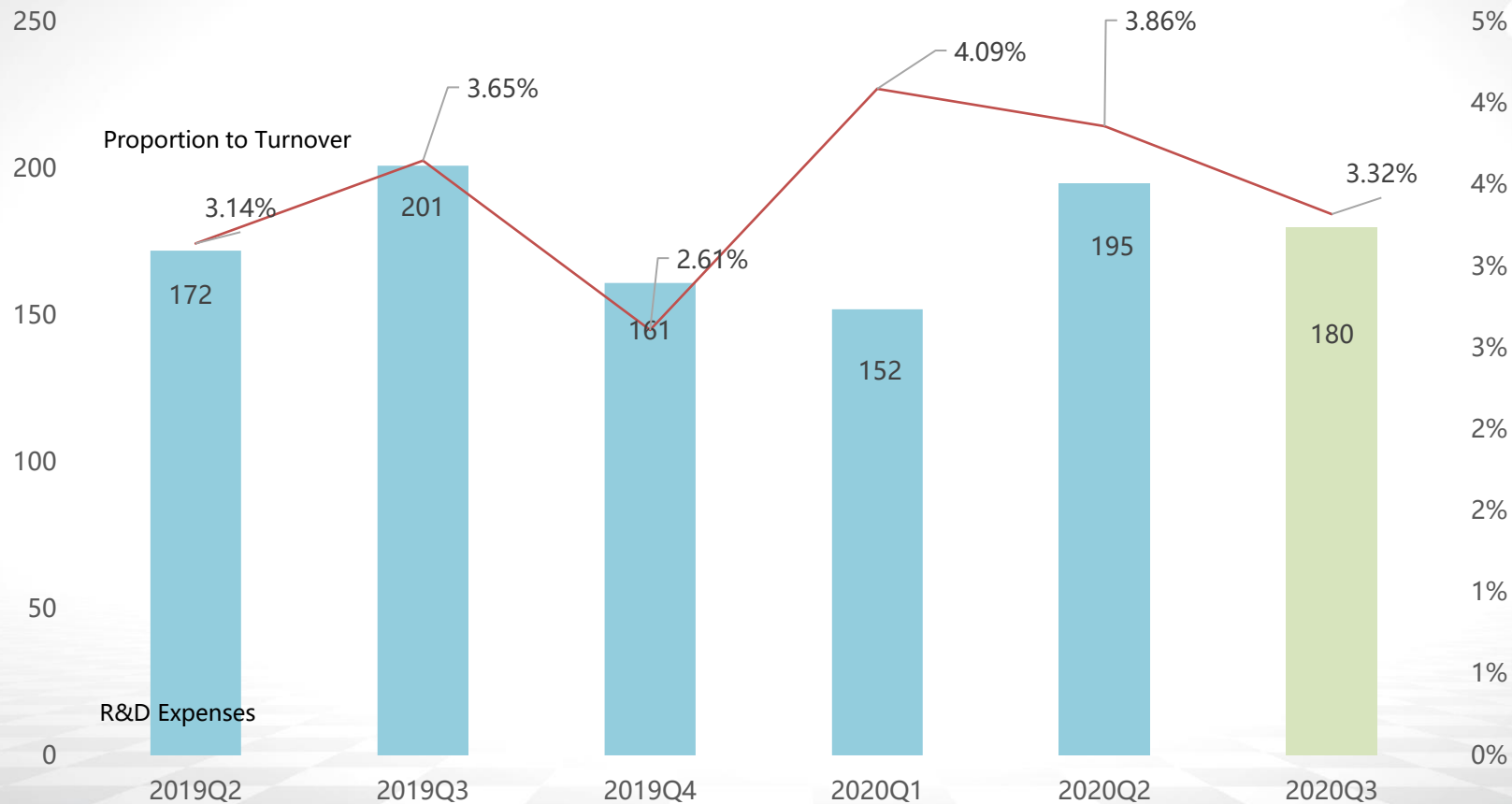
(NTD in million)





R&D Cost

(NTD in million)





Exchange Rate Impact

*NTD in Thousand

	Q1	Q2	Q3	Q4	Exchange Losses 匯兌總(損)益
2017	(49,367)	(18,099)	(15,767)	2,017	(81,216)
2018	28,317	(48,948)	(70,926)	8,060	(83,497)
2019	54,820	(71,299)	(4,787)	7,696	(13,570)
2020	8,810	(12,626)	(37,412)	-	(41,228)

3

未來展望

Future Prospect

發展重點

Development Focus

新能源車佈局

Distribution for Electric Vehicle





Development Focus

Lighter



SymaLite & New compound material

Stronger



Aluminum Alloy structure parts



Hot forming high strength safety parts

Cleaner



New compound material battery cover

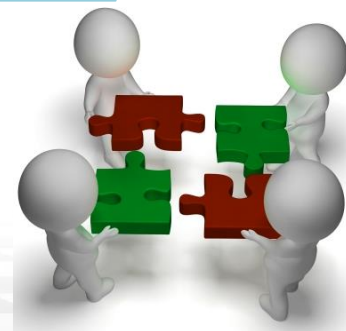


Aluminum Alloy battery cover





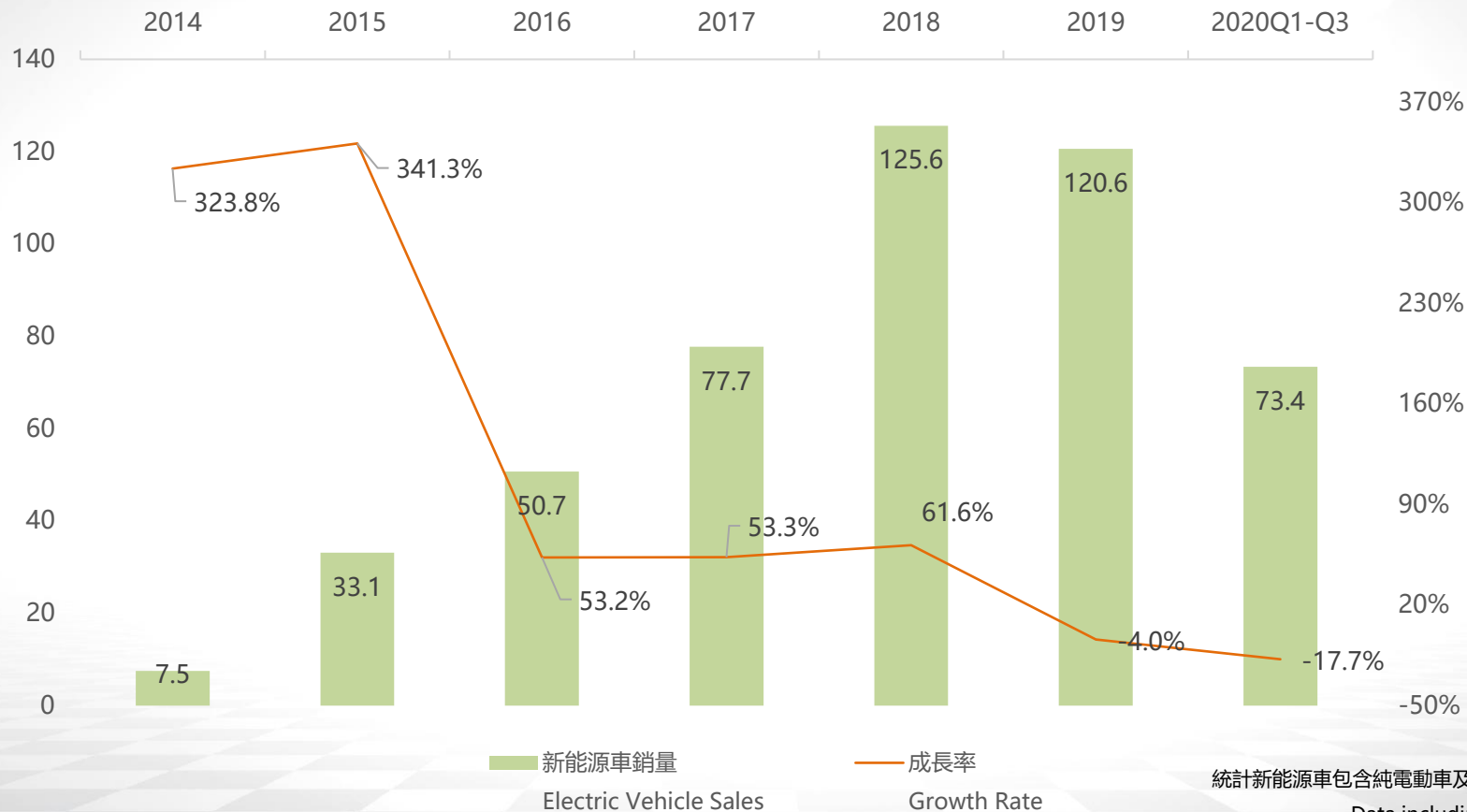
Assembly Piece Trend





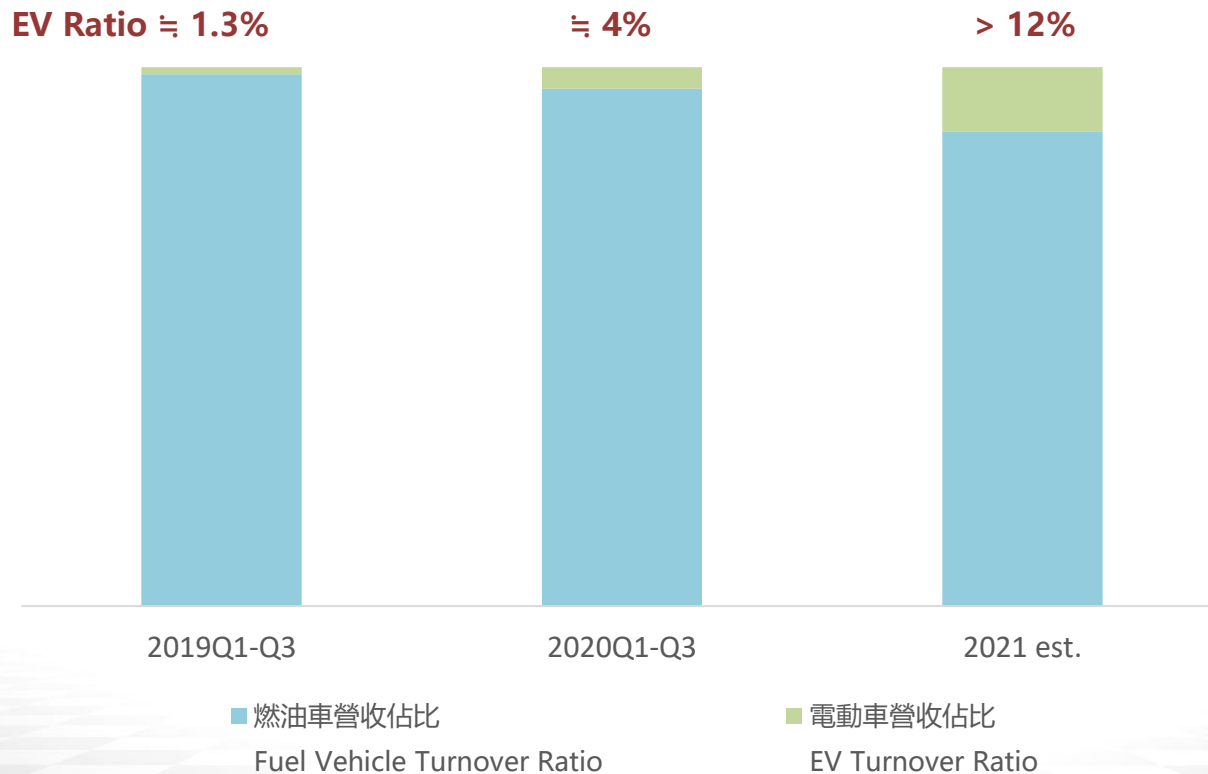
Electric Vehicle Trend in China

(Qty in Ten Thousand)





Engley Electric Vehicle Turnover Ratio





Thank You