

Best Partner of Automobile Industry, Stock Code: 2239

ENGLEY-KY

Changchun Engley automobile industry Co.,Ltd

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公司簡介

Company Profile

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Changchun Engley automobile industry Co.,Ltd

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	林上煒 Shang-Wei 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卓越大街2379號 No.2379, Zhuoyue Street, Hi-Tech Zone, Changchun, Jilin Province, P. R. China
員工總人數 Staff number	3942人 (截止至2023年第三季) 3942 Till 2023Q3)
主營業務 Business	車身結構零部件及防撞系統零部件的設計、研發、製造及銷售 Our main business is to design, research and development, manufacture, also sales of body structural parts and anti-collision system parts



公司分布 Company Layout

■ 全資公司(17) *Subsidiaries(17)*

● 辦事處(1) *Business offices(1)*



▲ 合資公司(6) *Joint Ventures(6)*



英利研發中心實驗室於2018年1月建成，5月份正式投入使用，占地面積約1547平方米，於2019年通過中國CNAS認證級別實驗室

Our lab of R&D center was set up in January and put into use in May, 2018, covering an area of 1,547m². Lab pass China National Accreditation Service for Conformity Assessment in 2019

英利研發中心涵蓋產品結構設計、CAE仿真模擬、模具設計、產品試製、品質管制、測試驗證等公，可以為客戶提供工程可行性分析、數據模擬、結構輕量化設計服務

Our lab of R&D center encompasses product structural design, CAE simulation modeling, mold design, product prototyping, quality control, testing and verification, etc. We are capable of providing customers with engineering feasibility analysis, data simulation, and structural lightweight design services.



知識產權

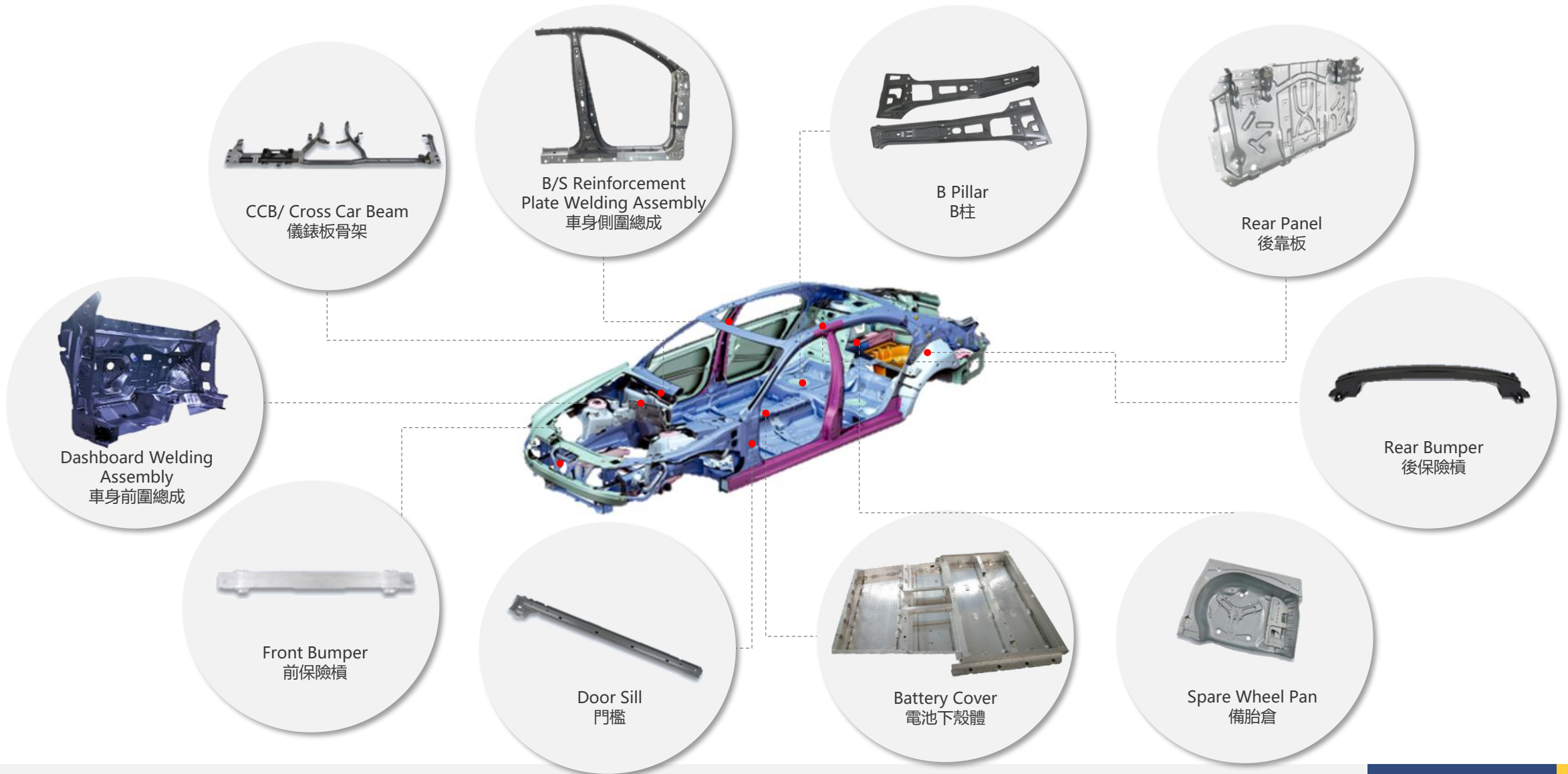
發明專利 11 項

實用型專利 295 項

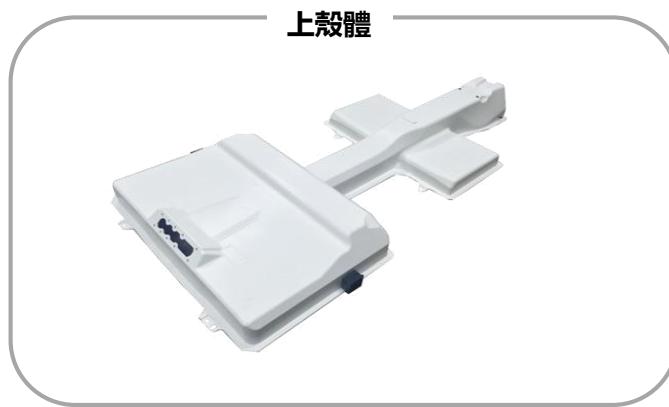
軟體著作權 17 項

外觀設計專利 8 項

註冊商標 7 項

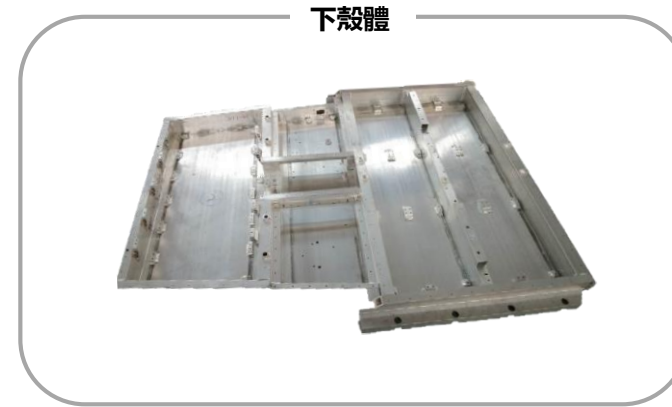


Battery Cover is located on the bottom of the new energy car battery, to protect battery avoid damage when collision happened. The traditional battery cover using steel and aluminum, currently, Battery cover material consist by **Fiberglass compound, SMC, Carbon fiber compound material**, having much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



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**



Front End Module
前端框架



Door Baseboard
門基板



Wheel Arch Liner
輪罩



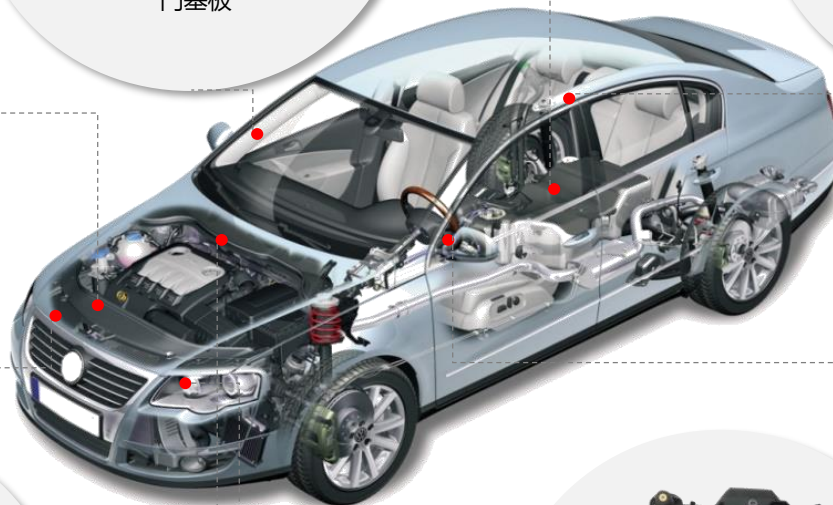
Spare Wheel Pan
備胎倉



Front Lock Plate
前鎖板



Underbody Cover
底護板



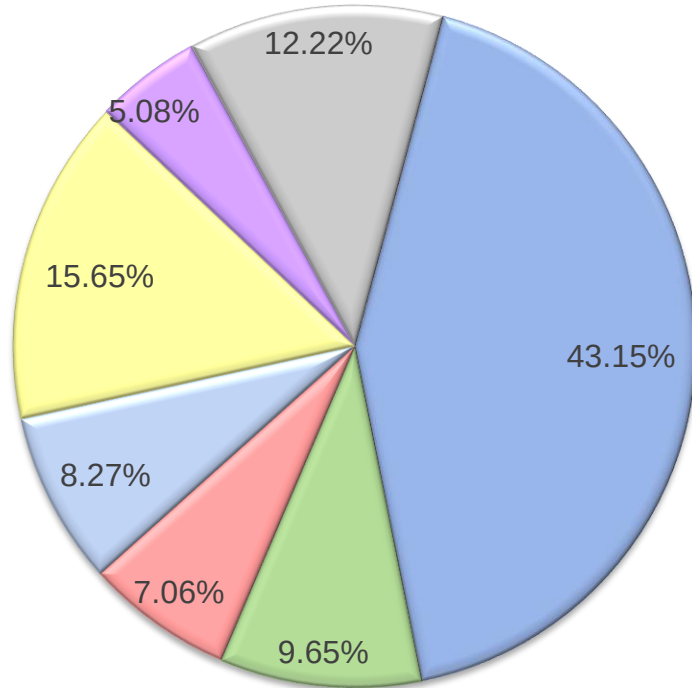
Battery Tray
蓄電池托盤



Battery Cover
電池上殼體

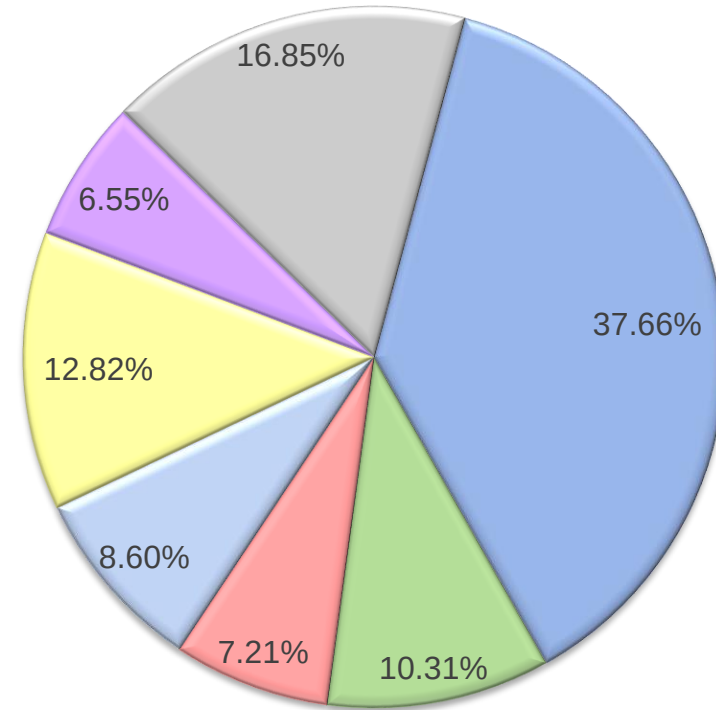
產品別銷售佔比 Sales Ratio of Product Items

2022



- 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
- 電池上下殼體
Battery Cover
- 其他
Others

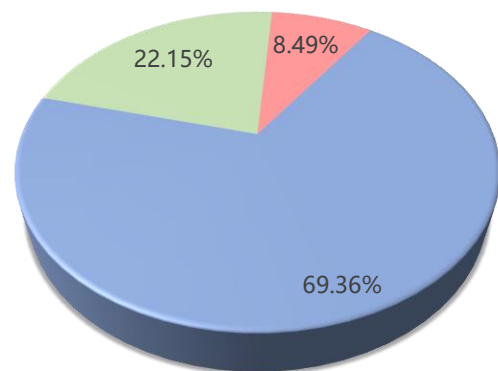
2023Q1-Q3



材料別銷售佔比 Sales Ratio of Material Category

*NTD in Thousand

	2021			2022			2023Q1-Q3		
	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	Turnover 營業額	Proportion 營業比重	Gross Margin 毛利率
Metal 金屬件	14,141,619	69.74%	11.98%	16,658,408	74.44%	8.52%	12,195,823	69.36%	8.69%
Non-Metallic 非金屬件	4,835,298	23.85%	16.96%	4,847,167	21.28%	16.33%	3,893,960	22.15%	16.89%
Tooling & Others 模具及其他	1,300,296	6.41%	37.84%	974,858	4.28%	16.94%	1,493,882	8.49%	31.58%
Total 合計	20,227,213	100.00%	14.79%	22,780,433	100.00%	10.54%	17,583,665	100.00%	12.44%



- 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

營運概況

Management Overview

- 客戶及銷售 Customers and Sales Overview
- 新能源車佈局 Distribution for Electric Vehicle
- 財務摘要 Financial Overview

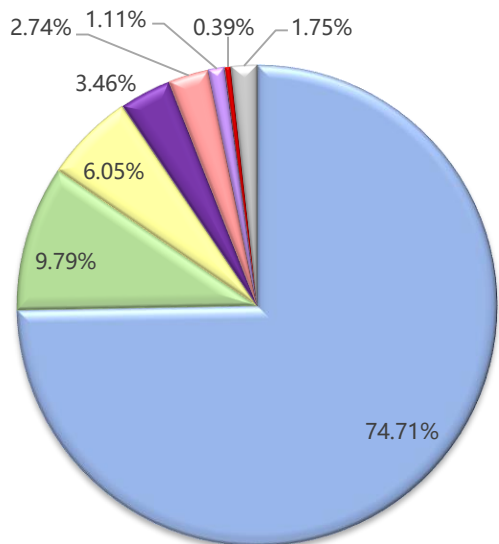
主要客戶 Our Customers



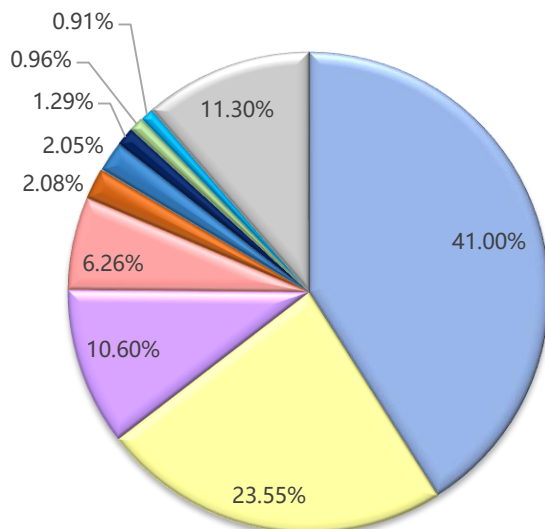
我們以成熟的製造經驗和卓越的產品開發能力，為各大整車製造企業
提供汽車結構件的設計、開發、製造和售後服務。

客戶別銷售佔比 Sales Ratio of Customers

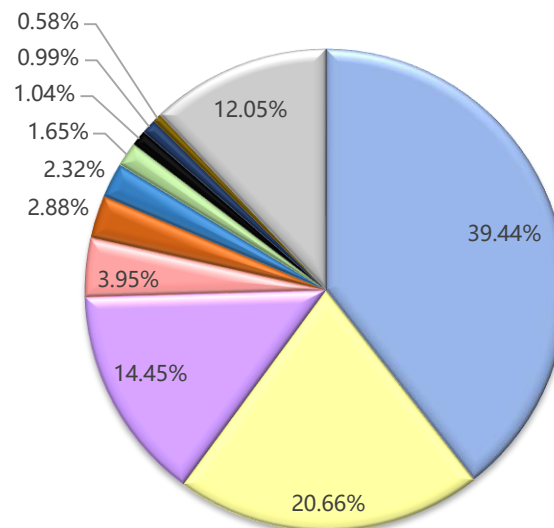
2015



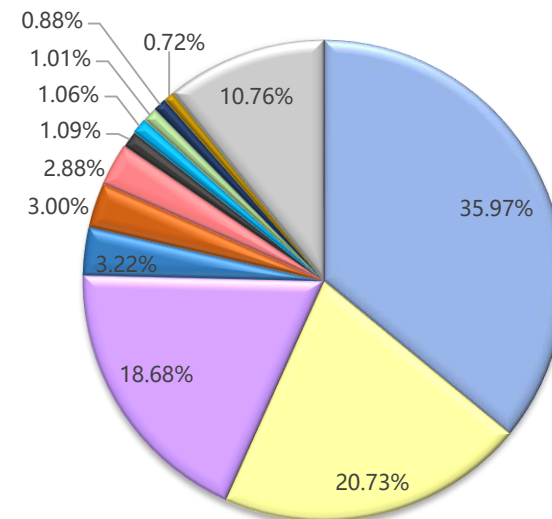
2021



2022

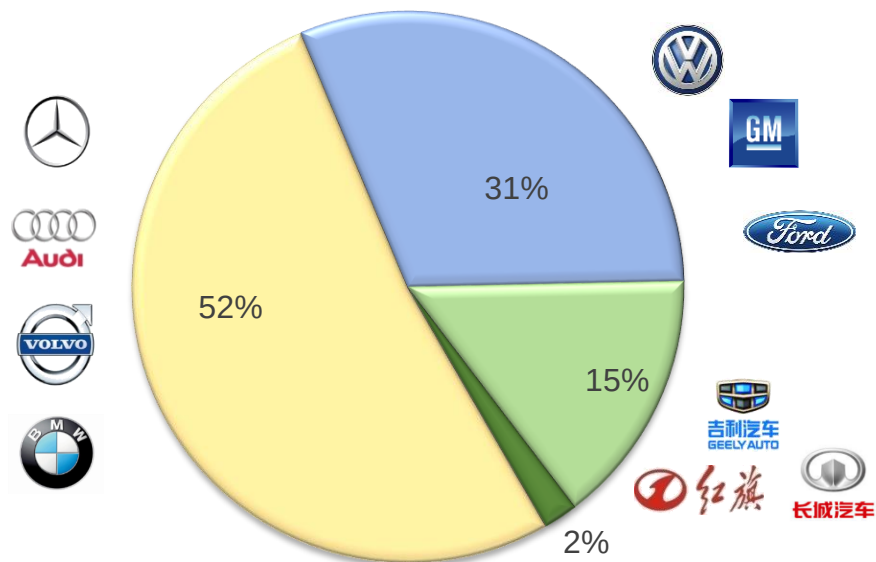


2023Q1-Q3



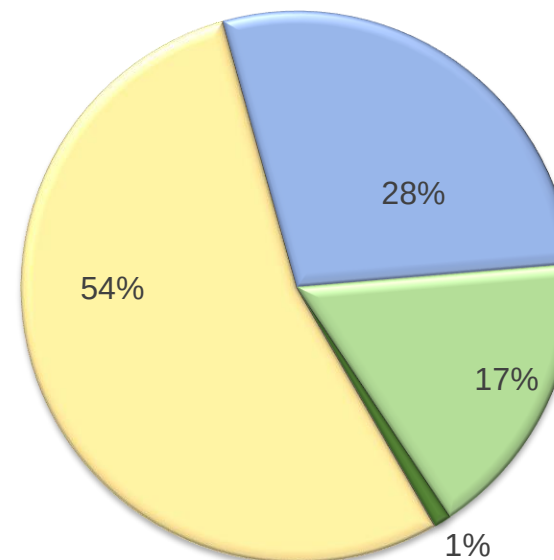
- | | | | | | |
|--------|----------|--------|--------|--------|---------|
| ■ 一汽大眾 | ■ 一汽 | ■ 华晨寶馬 | ■ 長城汽車 | ■ 廣汽 | ■ 比亞迪 |
| ■ 上汽大眾 | ■ 沃尔沃&領克 | ■ 長安福特 | ■ 华晨汽車 | ■ 上海汽車 | ■ 美系電動車 |
| ■ 北京奔馳 | ■ 吉利汽車 | ■ 長安汽車 | ■ 上汽通用 | ■ 上海蔚來 | ■ 其他 |

2022



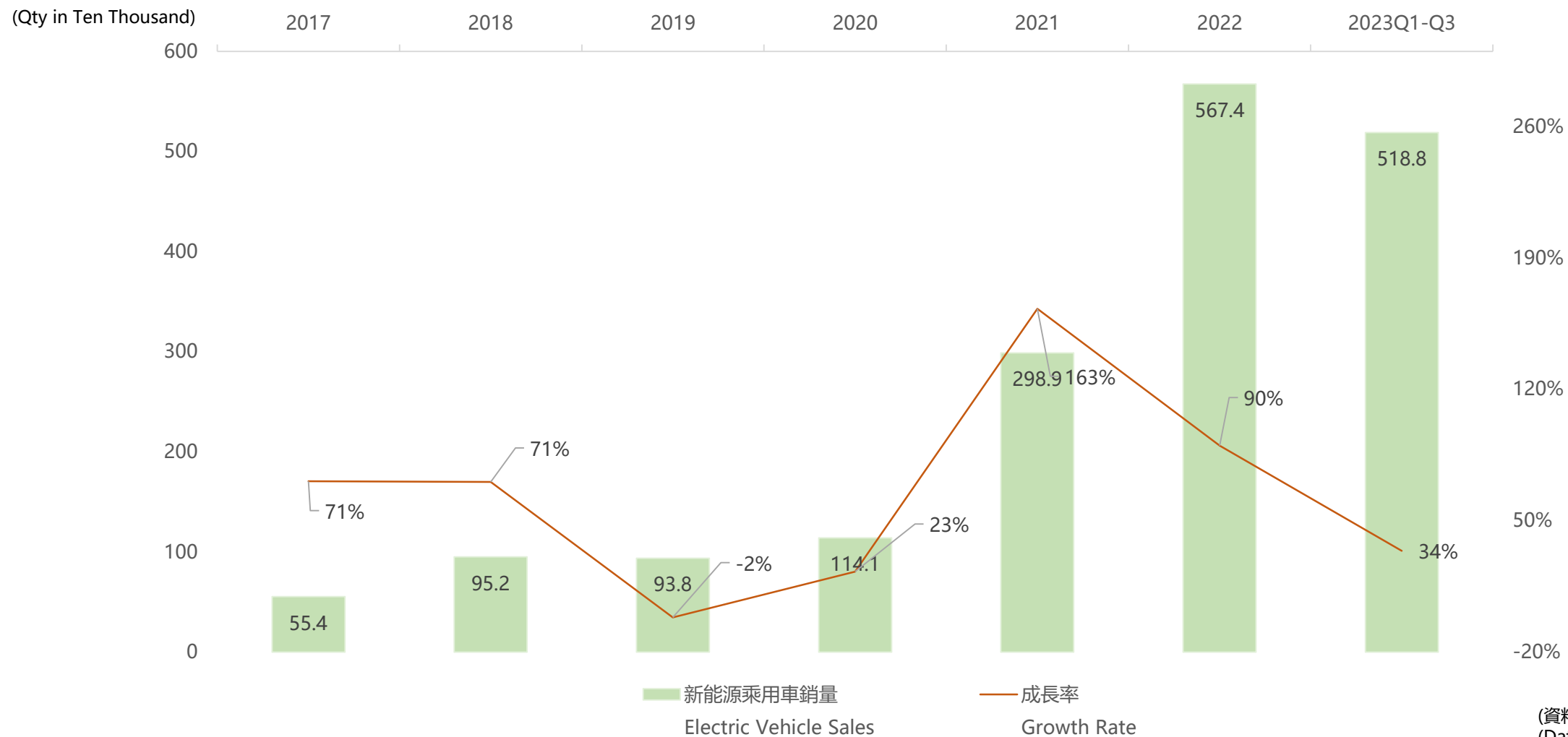
■ 高端品牌
 ■ 合資品牌
 ■ 自主品牌
 ■ 造車新勢力

2023Q1-Q3



■ 高端品牌
 ■ 合資品牌
 ■ 自主品牌
 ■ 造車新勢力

中國新能源車趨勢 EV Trend in China



(資料來源:中國乘聯會)
(Data from CPCA)

公司新能源車營收占比 Electric Vehicle Turnover Ratio

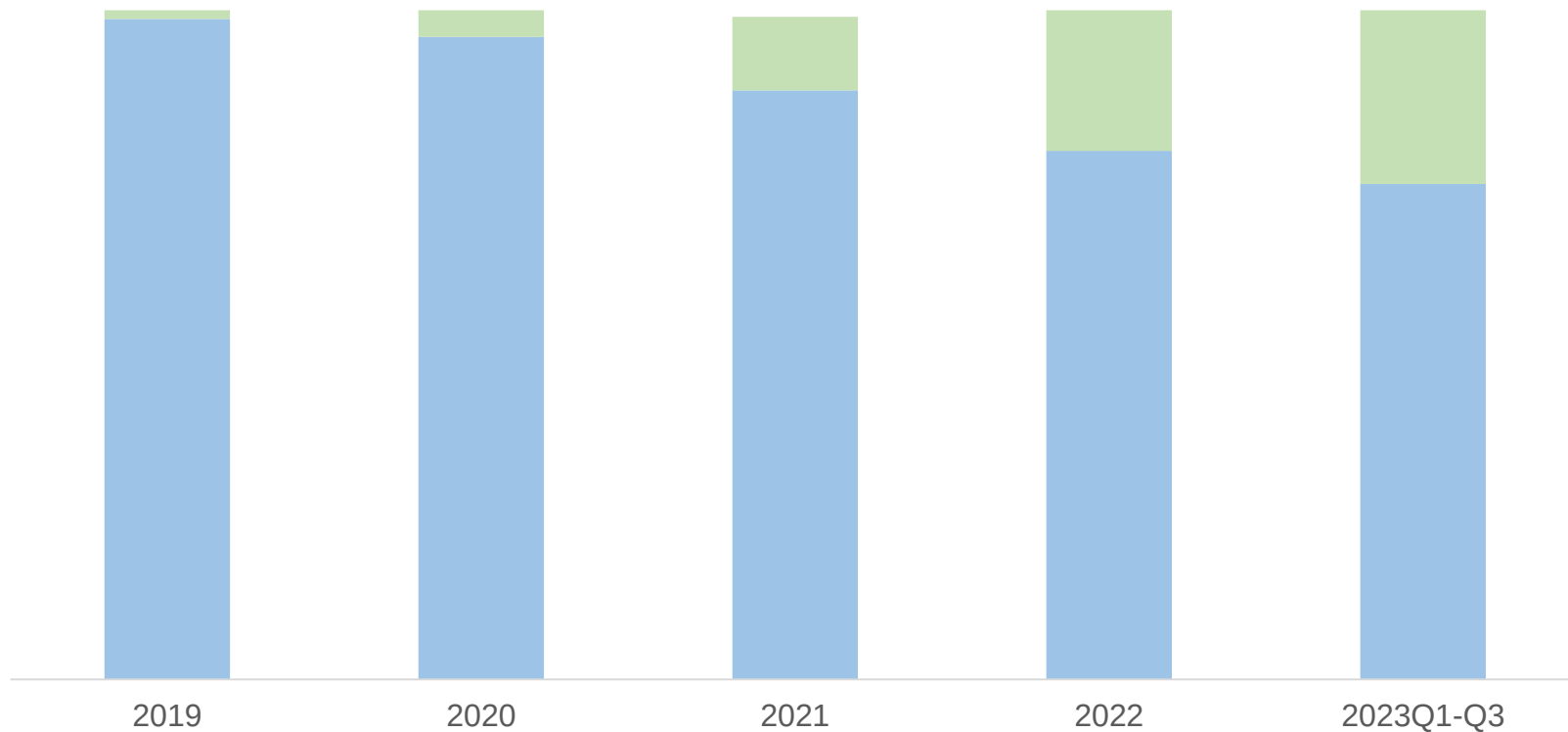
EV Ratio ≐ 1.3%

≐ 4%

≐ 12%

≐ 21%

≐ 26%



■ 燃油車營收佔比

Fuel Vehicle Turnover Ratio

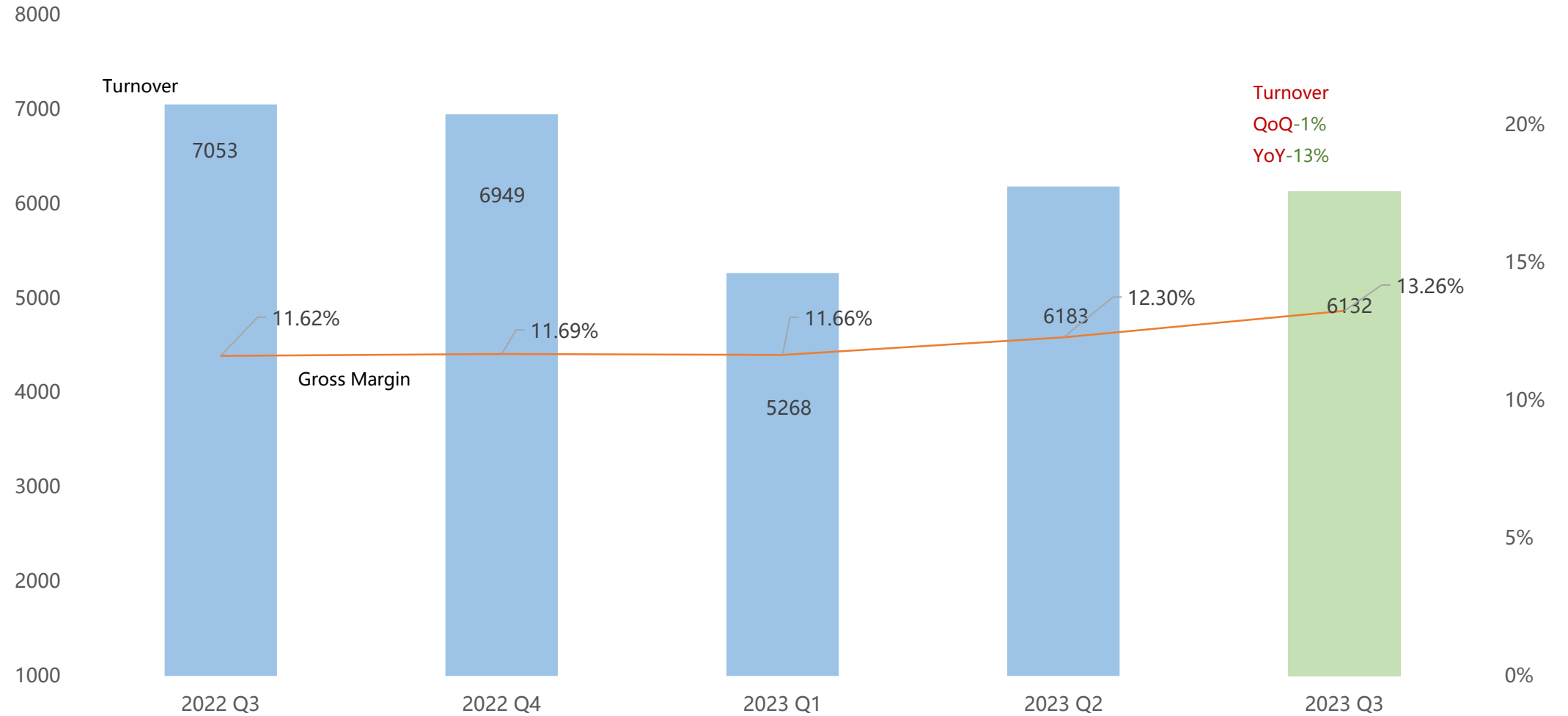
■ 電動車營收佔比

EV Turnover Ratio

	2020	2021	2022	2022Q1-Q3	2023Q1-Q3
Turnover (NTD in million) 營業額 (新台幣百萬元)	21,644	20,277	22,780	15,831	17,584
Net Profit (NTD in million) 歸屬母公司淨利潤 (新台幣百萬元)	481	665	138	-89	-15
Gross Margin 毛利率	15.97%	14.79%	10.54%	10.04%	12.44%
Receivables Turnover Days 應收帳款周轉天數	93	104	96	99	103
Inventories Turnover Days 存貨周轉天數	94	104	107	119	110
EPS (NTD) 每股盈餘 (新台幣元)	4.07	5.64	1.17	-0.74	-0.12

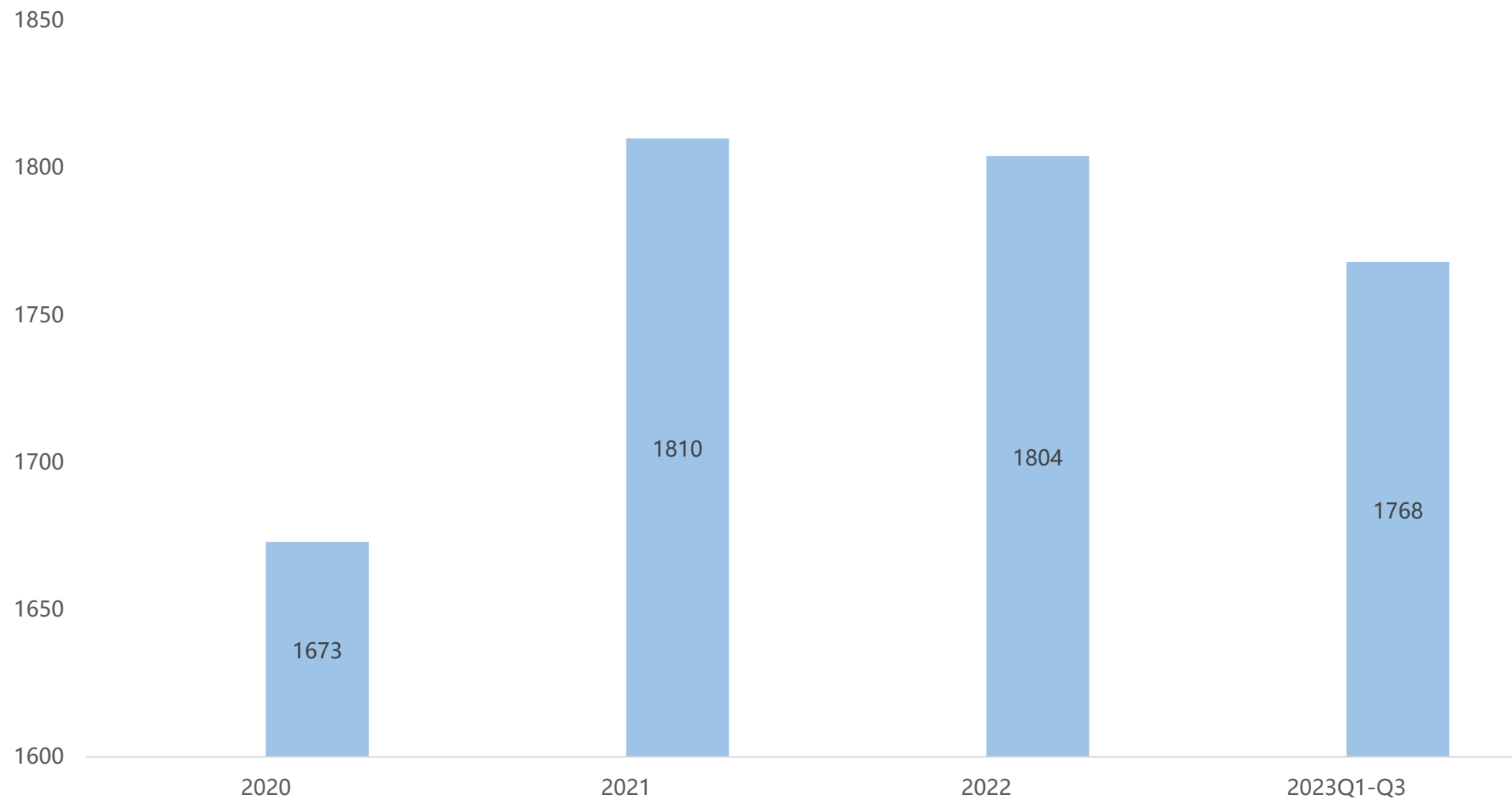
營收及毛利率 Turnover and Gross Margin

(NTD in million)

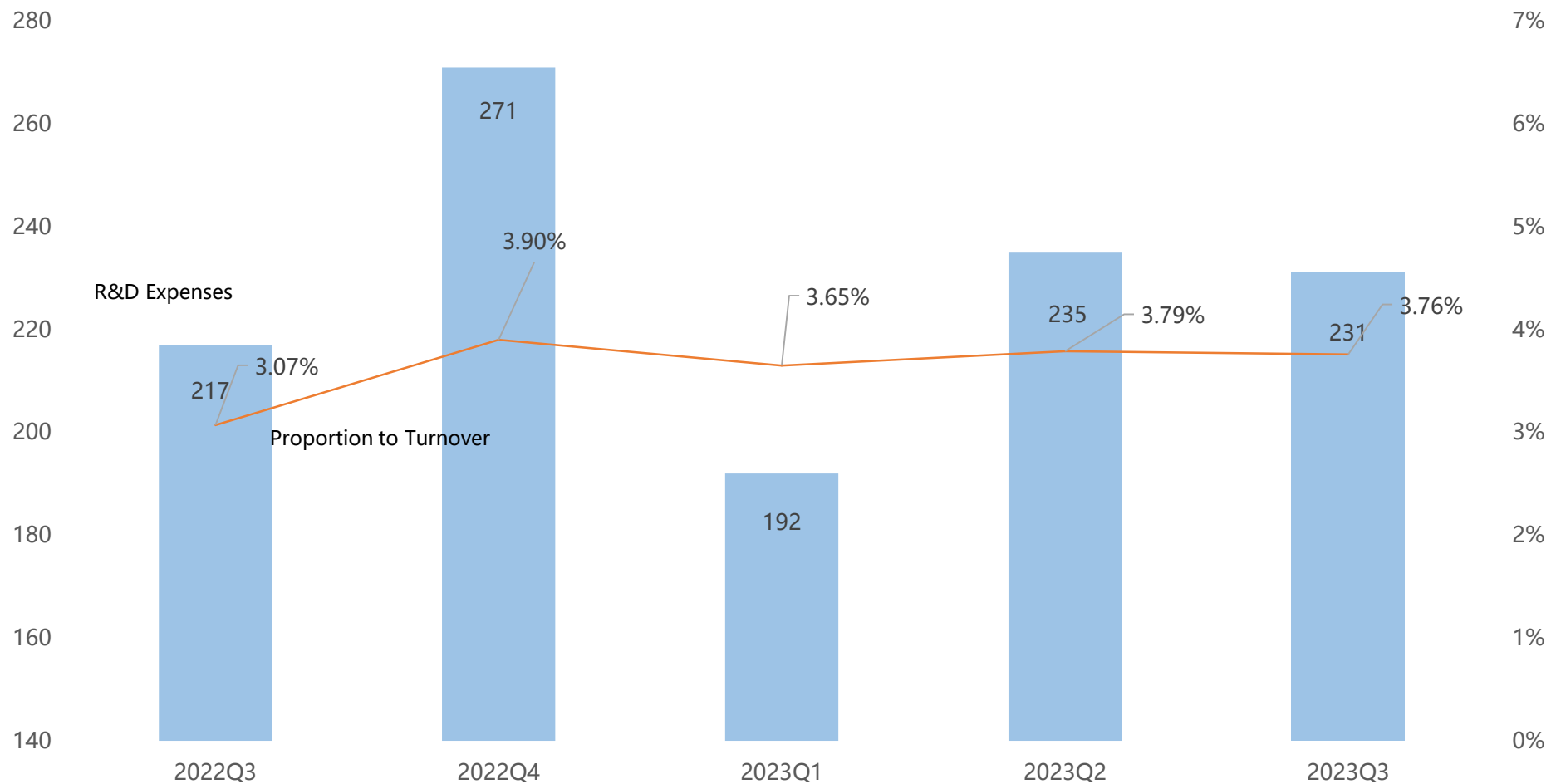


	2020	2021	2022	2022Q1-Q3	2023Q1-Q3
Selling Expenses Proportion 銷售費用佔比	2.18%	2.22%	1.98%	2.19%	2.31%
Administrative Expenses Proportion 管理費用佔比	4.22%	5.02%	4.31%	4.34%	4.42%
R&D Expenses Proportion 研發費用佔比	3.44%	4.28%	3.99%	4.03%	3.74%
Operation Expenses Proportion 營業費用佔比	10.11%	11.46%	10.47%	10.62%	10.33%
Depreciation Expenses Proportion 折舊費用佔比	5.21%	6.71%	6.70%	7.16%	7.22%
Financial Expenses Proportion 財務費用佔比	1.25%	0.93%	0.73%	0.83%	1.28%

(NTD in million)



(NTD in million)



(NTD in Thousand)

	Q1	Q2	Q3	Q4	Exchange Losses 匯兌總(損)益
2020	8,810	(12,626)	(37,412)	(22,443)	(63,671)
2021	109,453	26,476	69,314	110,209	315,452
2022	(27,138)	56,764	(20,961)	(156,633)	(147,968)
2023	(41,955)	(73,964)	(5,384)	--	(121,303)

未來展望

Future Prospect

● 發展重點 Development Focus

Changchun Engley automobile industry Co.,Ltd

Lighter

Stronger



**SymaLite & New
compound material**



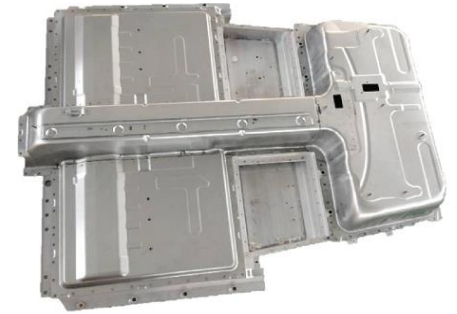
**Aluminum Alloy
structure parts**



**Hot forming high
strength safety parts**



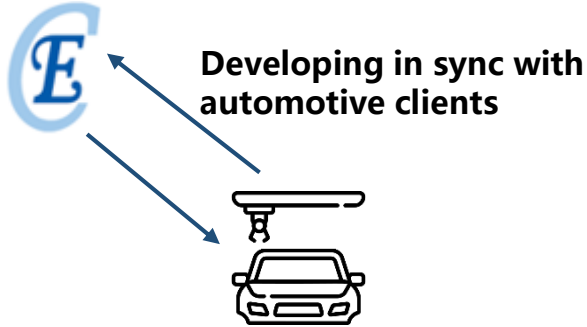
**New compound
material battery cover**



**Aluminum Alloy
battery cover**

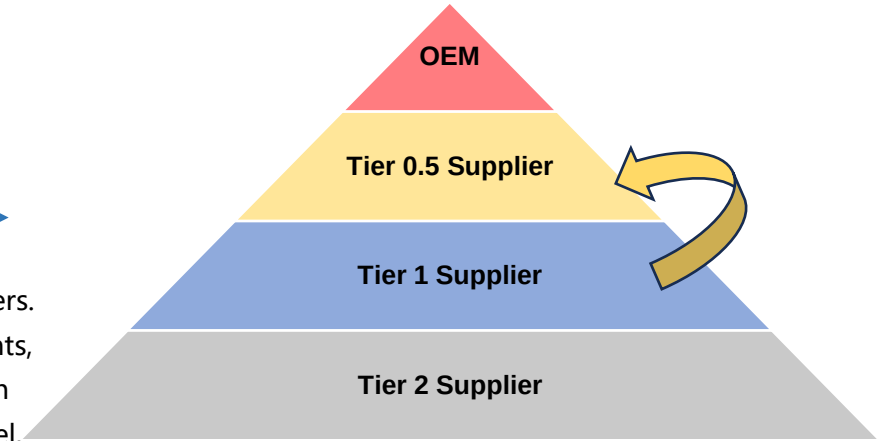


打造Tier 0.5模式 Building Tier 0.5 Mode



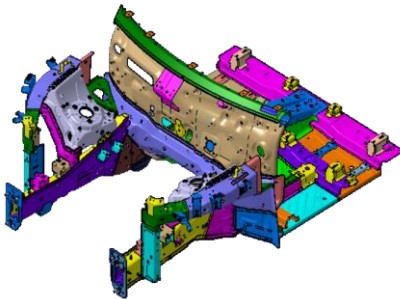
Tier 0.5 will be involved in the entire process, including the R&D, production, manufacturing, and post-process data management of the host factory

We currently established partnerships with well-known local host manufacturers in China, including pure electric vehicle manufacturers. Cooperation involves collaborative innovation in certain components, joint technological research and development in the early stages. In the future, the company aims to gradually establish a Tier 0.5 model, further enhancing its irreplaceability in the industry

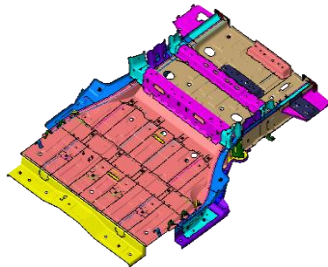


The Trend of Complete Assembly Parts

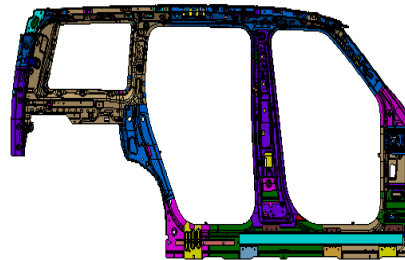
機艙前地板總成



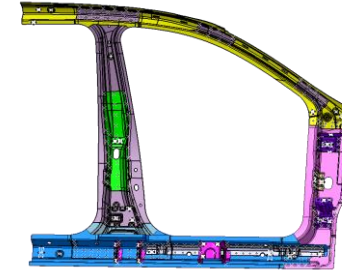
後地板



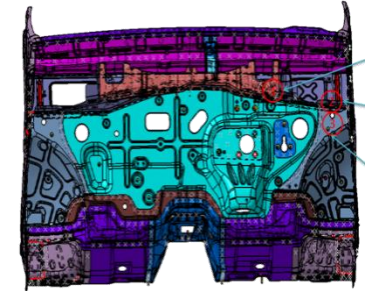
側圍內版加強總成



側圍總成



前圍總成



The supply of complete assemblies contributes to increasing ASP. For the automotive manufacturer, it aids in inventory management, reduces quality management costs, and enhances the speed of assembling finished vehicles.

VISION

Changchun Engley Automobile Industry Co.,Ltd.

輕量化 解決方案的領導者
A leader for all lightweight solutions



謝謝 / THANKS