



A Hitachi Group Company

INVESTORS PRESENTATION

2021.12.29

SAFE HARBOR NOTICE

- ◆ YUNGTAY's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- ◆ Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.





▶ **COMPANY OVERVIEW**

Company Background



PAID-IN CAPITAL

NT\$4.1 Billion

2020 REVENUE

NT\$15.3 B billion

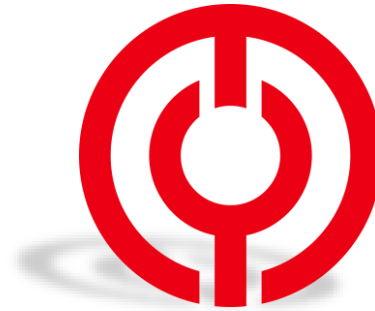
NO. OF EMPLOYEES

**5,298
(as of Q3 2021)**

CORE PRODUCTS

**Elevators,
Escalators,
Moving Walkways**

Organizational Structure



YUNG TAY ENGINEERING CO., LTD

SUBSIDIARIES

- YUNG TAY ELEVATOR EQUIPMENT(CHINA) CO., LTD.
- YUNG TAY-HITACHI CONSTRUCTION MACHINERY CO., LTD.
- YUNGCHUN CAPITAL, INC.

RELATED COMPANIES

- EVEST CORPORATION

Core Products & Services



Passenger Elevator



Room-less Elevator



Villa Elevator



Freight Elevator



Hospital Bed Elevator



Panoramic Elevator



Firefighter Elevator



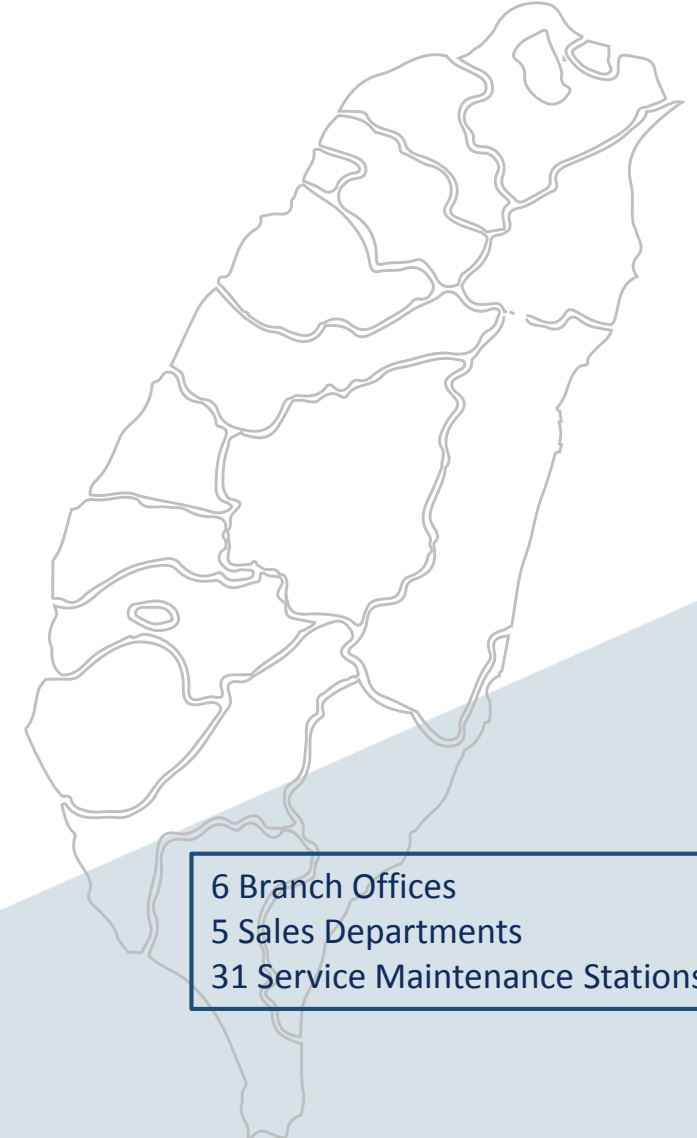
Escalator



Moving Walkway



Maintenance service



6 Branch Offices
5 Sales Departments
31 Service Maintenance Stations

Five Major Manufacturing Bases

- Yungtay (Taiwan) Factory Land Area of 40,619 m²
- Yungtay (China) Factory Land Area of 264,787 m²

Production and delivery according to the client's needs



YT Taiwan



YT Shanghai



Shanghai GIE



YT TianJin



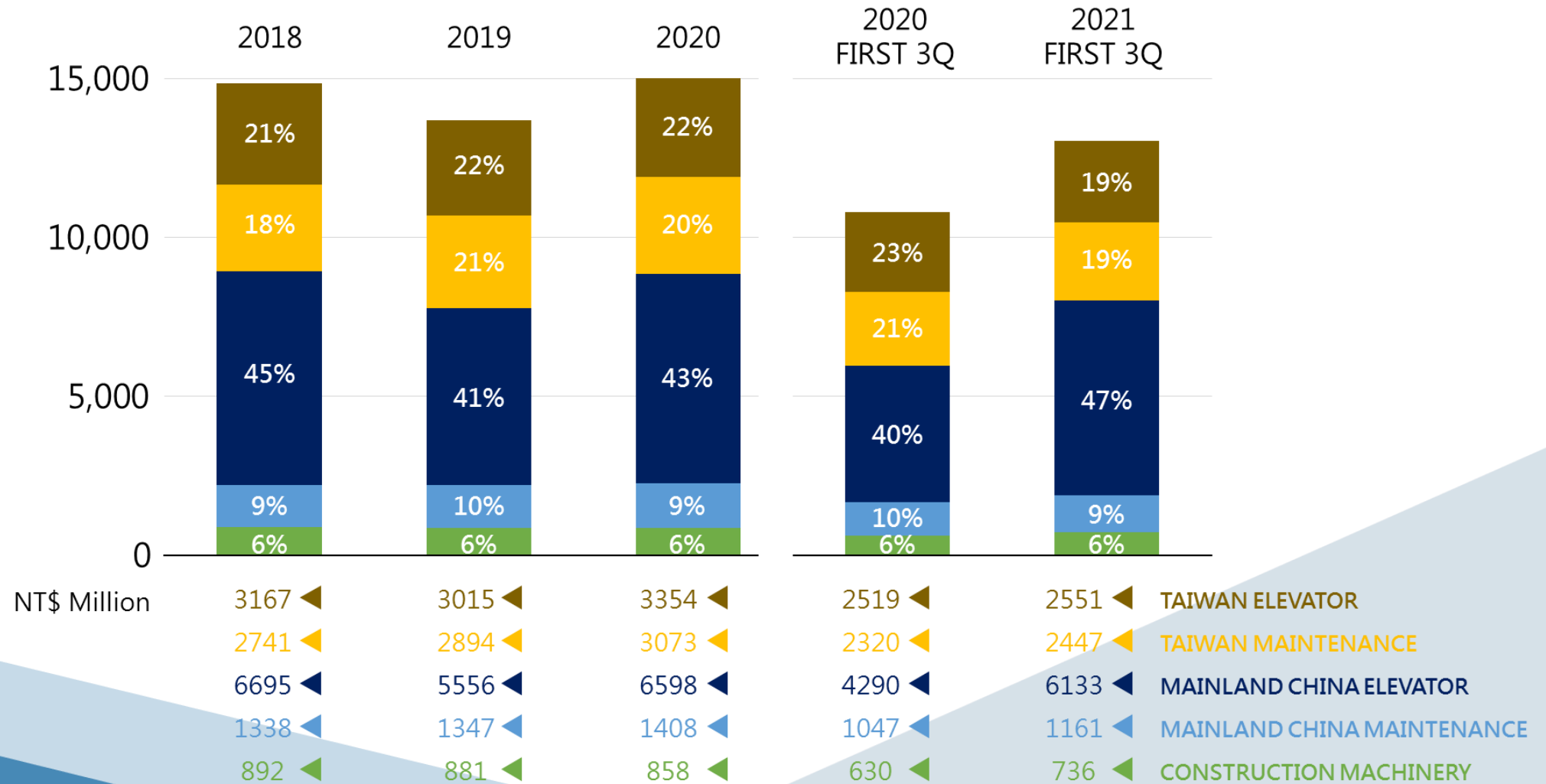
YT Sichuang



▶ **OPERATION REPORTS**



REVENUE BREAKDOWN



SALES BREAKDOWN BY SEGMENT

Revenue of elevator business in both Taiwan and Mainland China for first 3Q of 2021 and 3Q 21 has improved in terms of the YoY growth.

(Unit : NT\$ millions)	FIRST 3Q 21	(%)	Y on Y Change	3Q 21	(%)	Y on Y Change
TAIWAN	4,998	38%	3%	1,733	37%	5%
Elevator	2,551	19%	1%	907	19%	4%
Maintenance	2,447	19%	5%	826	18%	5%
MAINLAND CHINA	7,294	56%	37%	2,702	58%	16%
Elevator	6,133	47%	43%	2,301	49%	17%
Maintenance	1,161	9%	11%	401	9%	8%
Construction Machinery	736	6%	17%	225	5%	-5%
Others	20	-	5%	7	-	-
Total	13,052	100%	20%	4,668	100%	10%

Total includes write-off from related parties

CONSOLIDATED INCOME STATEMENT (FIRST 3Q)

Core-business operating income was slightly down for first 3Q of 2021, and net income was declined, compared to previous year due to the increase in raw material prices.

(Unit : NT\$ millions)	FIRST 3Q 21	%	FIRST 3Q 20	%	Y on Y Change
Operating Revenue	13,048	100%	10,827	100%	20.5%
Gross Profit	2,991	22.9%	2,774	25.6%	7.8%
Operating Expenses	(2,041)	-15.6%	(1,806)	-16.7%	13%
Net Operating Income	950	7.3%	968	8.9%	-1.9%
Non-Operating Income and Expenses	183	1.4%	288	2.7%	-36.5%
Income before Income Tax	1,133	8.7%	1,256	11.6%	-9.8%
Net Income (Attributed to Stockholders of the Company)	705	5.4%	977	9%	-27.8%
EPS (NT Dollar)	1.73		2.39		

CONSOLIDATED INCOME STATEMENT (SINGLE QUARTER)

Non-operating income, and income before income tax has improved in terms of the QoQ growth.

(Unit : NT\$ millions)	3Q 21	%	2Q 21	%	Q on Q Change	3Q 20	%	Y on Y Change
Operating Revenue	4,666	100%	4,613	100%	1.1%	4,234	100%	10.2%
Gross Profit	1,000	21.4%	1,008	21.9%	-0.8%	1,064	25.1%	-6%
Operating Expenses	(676)	-14.5%	(674)	-14.6%	0.3%	(686)	-16.2%	-1.5%
Net Operating Income	324	6.9%	334	7.2%	-3%	378	8.9%	-14.3%
Non-Operating Income and Expenses	78	1.7%	51	1.1%	52.9%	194	4.6%	-59.8%
Income before Income Tax	402	8.6%	385	8.3%	4.4%	572	13.5%	-29.7%
Net Income (Attributed to Stockholders of the Company)	215	4.6%	272	5.9%	-21%	442	10.4%	-51.4%
EPS (NT Dollar)	0.53		0.67			1.08		

CONSOLIDATED BALANCE SHEET

(Unit : NT\$ millions)	3Q 21	%	2Q 21	%	3Q 20	%	Y on Y Change
Cash and Cash equivalents	4,755	18.4%	4,176	16.8%	4,061	17.7%	17.1%
Financial asset at fair value through profit or loss	23	0.1%	676	2.7%	680	3%	-96.6%
Accounts receivable, net inventories	4,624	17.9%	4,679	18.8%	3,785	16.5%	22.2%
Inventories	7,555	29.2%	6,457	26%	5,707	24.9%	32.4%
Investments accounted for using the equity method	147	0.6%	142	0.6%	143	0.6%	2.8%
Property, plant and equipment	4,744	18.3%	4,773	19.1%	4,802	21%	-1.2%
Others	4,008	15.5%	3,972	16%	3,734	16.3%	7.3%
Total assets	25,856	100%	24,875	100%	22,912	100%	12.8%
Accounts payable	4,272	16.5%	3,480	14%	2,832	12.4%	50.8%
Current contract liabilities/Advanced received	7,415	28.7%	6,800	27.3%	6,446	28.1%	15.0%
Others	2,291	8.9%	2,138	8.6%	1,919	8.4%	19.4%
Total liabilities	13,978	54.1%	12,418	49.9%	11,197	48.9%	24.8%
Total equity	11,878	45.9%	12,457	50.1%	11,715	51.1%	1.4%



▶ **INDUSTRY & YUNG TAY OUTLOOK**

2021 Taiwan Real Estate Market

Domestic Real-Estate

Sale Transfer

(Acc. Jan – Sep)

249K BUILDINGS

YoY Growth 7.3%

Construction Area

(Acc. Jan – Sep)

31.2M m²

YoY Growth -0.1%

Commenced Construction Area

(Acc. Jan – Sep)

21.5M m²

YoY Growth -5.9%

Construction Loans

(Acc. Jan – Sep)

NTD 2.7 Trillion

YoY Growth 16.3%

Domestic Residential

Construction Area

(Acc. Jan – Sep)

18.4M m²

YoY Growth 6.3%

Commenced Construction Area

(Acc. Jan – Sep)

13.1M m²

YoY Growth -4.3%

Home Loans

(Acc. Jan – Sep)

NTD 8.5 Trillion

YoY Growth 9.4%

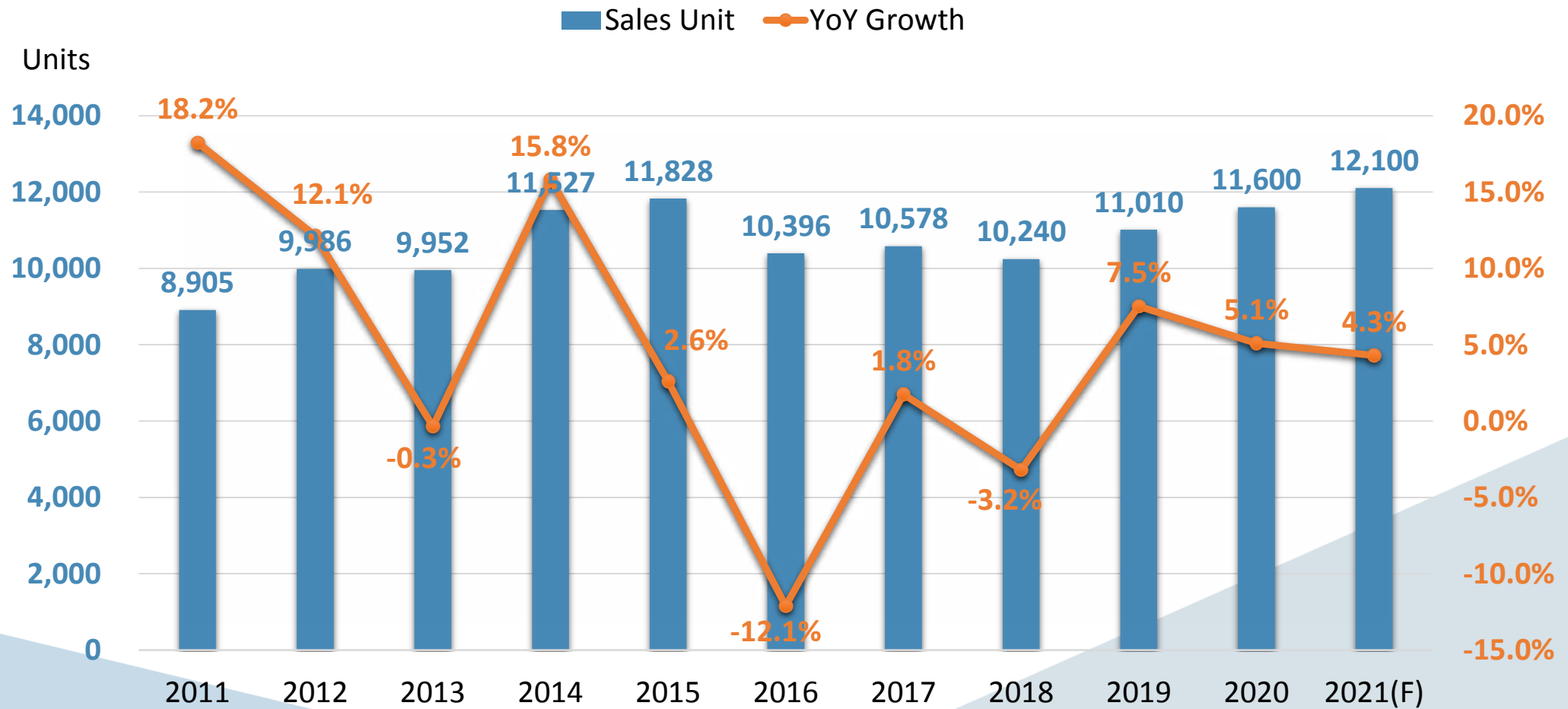


Slowdown in market growth
(impacts of Covid-19 alert)



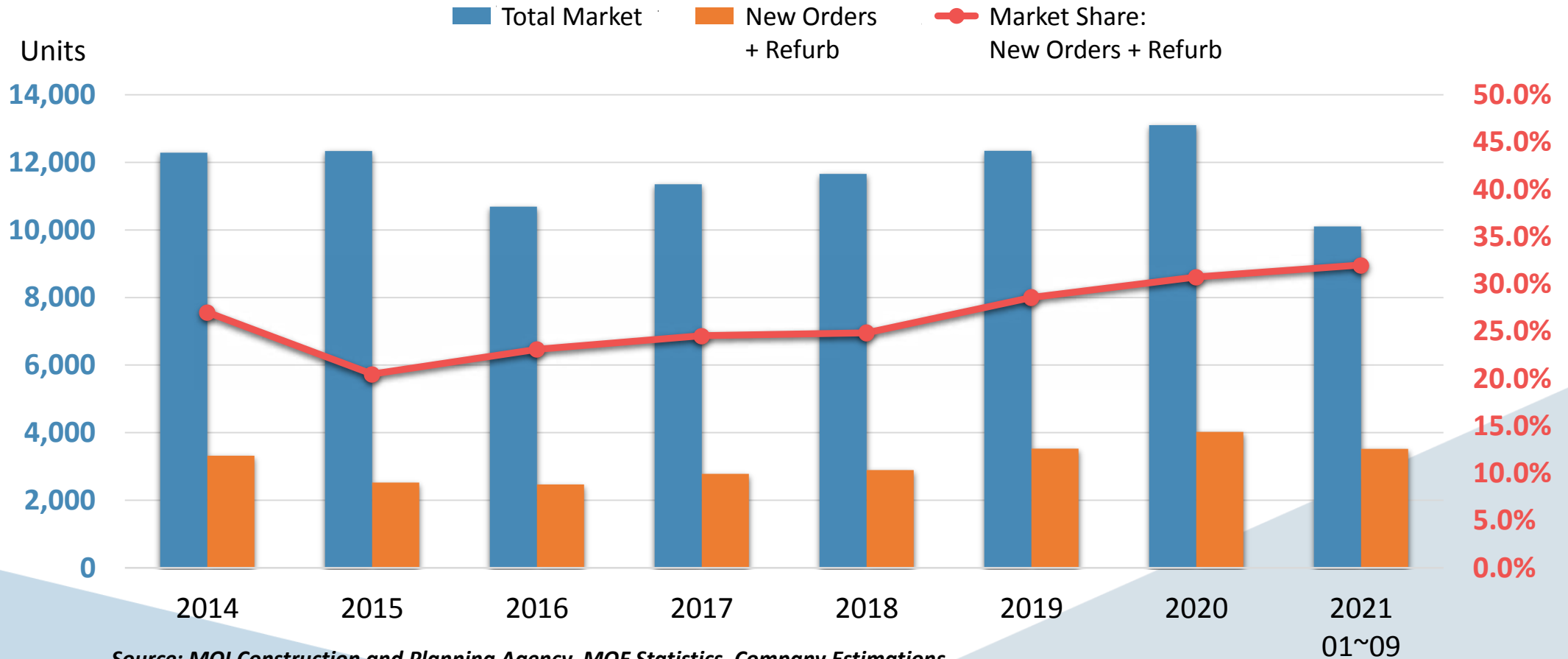
Steady growth in elevator demand

Taiwan Market: Total Addressable Market



Source: MOEA Industrial Statistics, Company Estimations

Taiwan Market: Yungtay's Market Share



Source: MOI Construction and Planning Agency, MOF Statistics, Company Estimations

Our ESG Efforts

Environmental Protection

- Energy-saving
- Consumption reduction
- Waste reduction
- Higher production efficiency

Social Dedication

- Caring for life
- Active participation
- Respecting
- Authentic service
- Warming the world
- Harmonious society

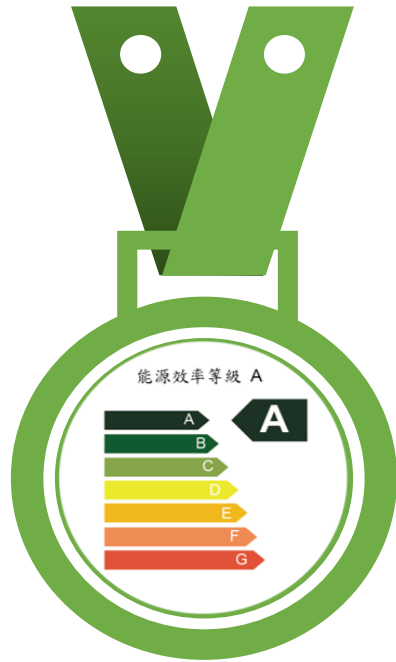
Corporate Governance

- ISO 45001
- Safety and healthy working environment
- Highest standards for workplace

CSR Report with International Certification



Our Product Strategies



Green Energy Saving Elevator



All-round Epidemic Prevention Elevator



E PASS Smart (IoT+AI) Safety Elevator


Green Energy Saving Elevators

VDI 4707 EU Energy Saving 5A Certification



Yungtay products have passed the review of the world-renowned certification body (TÜV Rheinland), and the entire series of passenger elevators have obtained energy efficiency certification, highlighting Yungtay’s elevators reaching advanced international standards in energy efficiency.



Lift energy efficiency certificate according to VDI 4707 Part 1	
Manufacturer: Yungtay Engineering Co., LTD. Location: No. 1352, Chun Jih Rd., Taoyuan District, Taoyuan City, Taiwan Lift model: YHVF Lift type: Passenger Lift Serial number: ET94D12	Energy efficiency class A  Nominal demand per year for rated values as shown: 22,443 kWh
Rated load: 2000 kg Rated speed: 4.0 m/s Operating days per year: 365	
Standby demand: 218 W Energy demand class D	Specific travel demand: 0.333 mWh/(kg*m) Energy demand class A
Usage category 5 according to VDI 4707 Comparisons of energy efficiency classes are possible under equal usage only.	
Date: 01.07.2020 Reference: VDI 4707 Part 1 (Issue 03-2009)	

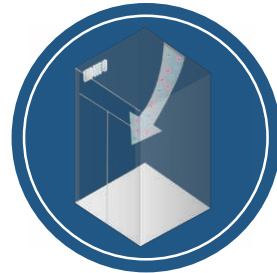
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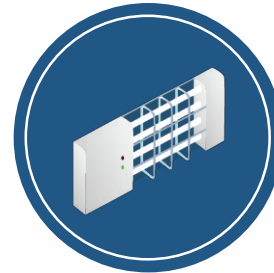
- High performance PM (permanent magnet) synchronous gearless traction machine
- Full series of LED lighting systems
- Intelligent floor indicating device
- Green energy-saving energy feedback system

All-round Epidemic Prevention Elevator

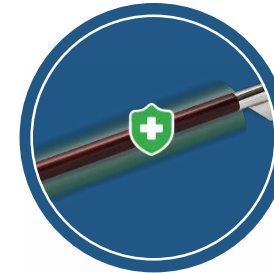
Multiple sterilization technology



Plasma ion air purifier
Nano photo-catalyst air purifier



UV germicidal lamp



Antibacterial handrail

Non-contact elevator



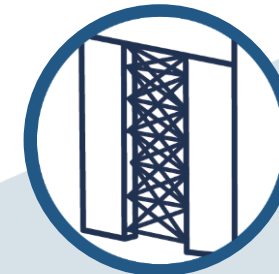
Non-contact
Elevator Call



Gesture Elevator
Call



Voice-activated
Elevator Call



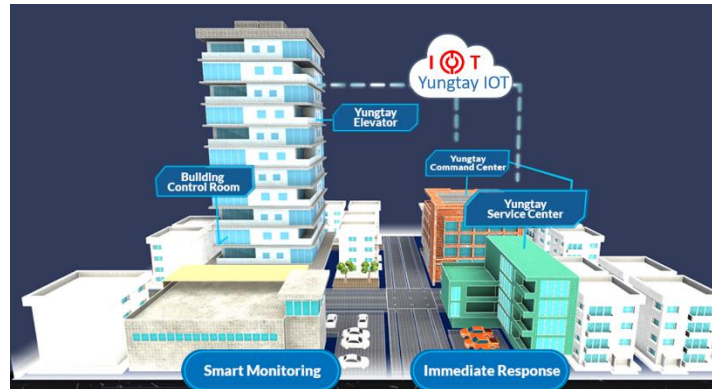
Infrared light curtain

E PASS Smart (IoT+AI) Safety Elevator

E PASS Smart Safety System



IoT



Smart AI





▶ **THANK YOU**

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