



# **YING HAN TECHNOLOGY CO., LTD.**

## **Financial statements & Business report**

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# Disclaimer

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The following pages contain projections & estimates of financial information as well as the market and product developments for future periods. These projections & estimates are based on information currently available which we believe to be reliable, but they involve risks and uncertainties.

Our actual results of operation and financial condition may differ significantly from those contained in the projections & estimates.

These projections & estimates should not be interpreted as legally binding commitments.

# Company Profile

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# History, Chronicle



**1987**

YLM was founded in 1987

**1995**

In 1995, YLM's CNC PC Based tube bender was the first advantaged control system developed in Asia

**2000**

YLM is one of the leaders in supply of advanced solutions for companies in metal tube forming industries (USA TENNECO )

**2017**

**IPO in 2017**

Blooming up the market of laser cutting machine & 6 axes articulated robot

**2018**

**2020**

Blooming up the market of laser technology

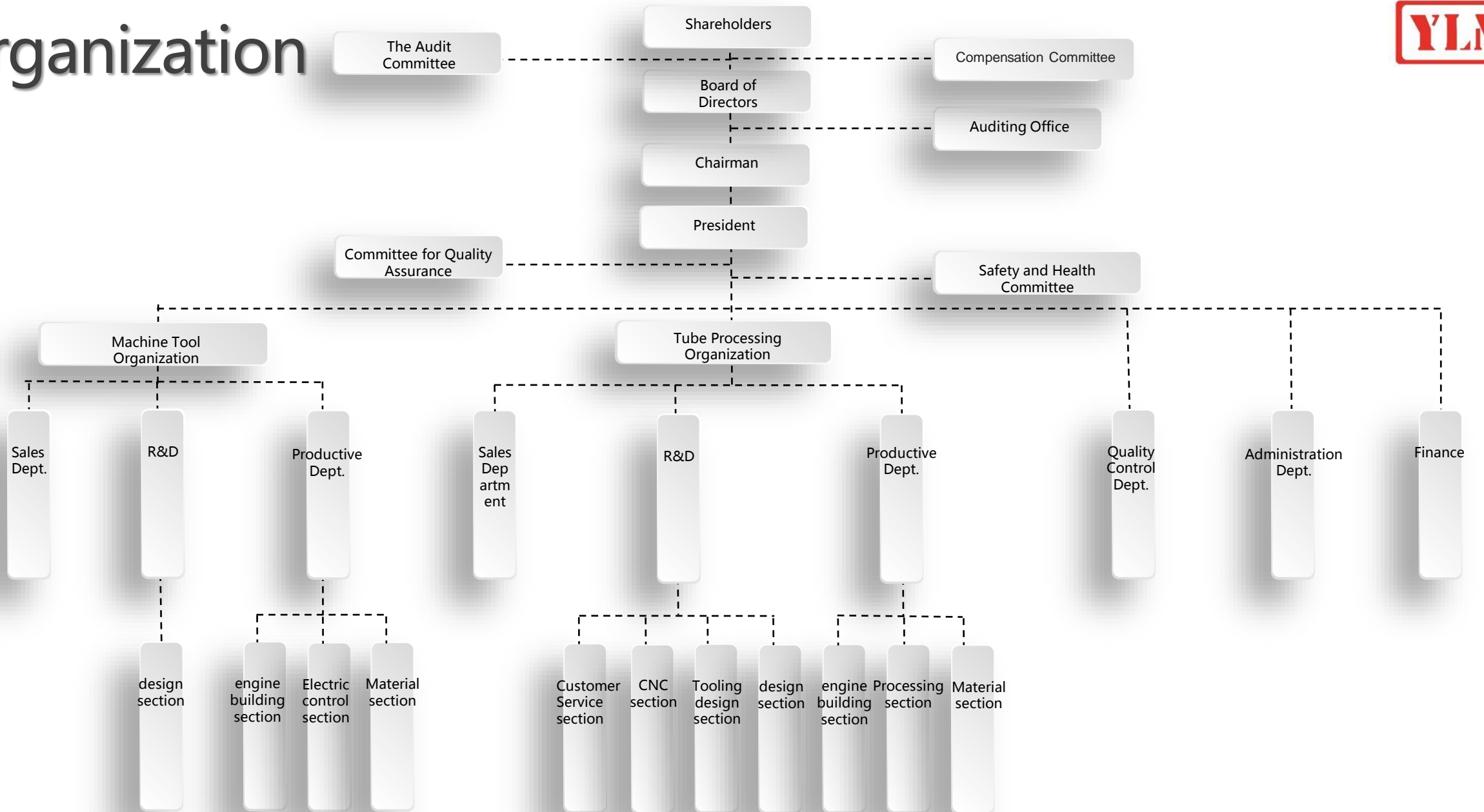
**2021**

AI Intelligence & Digital communications era

**2022**

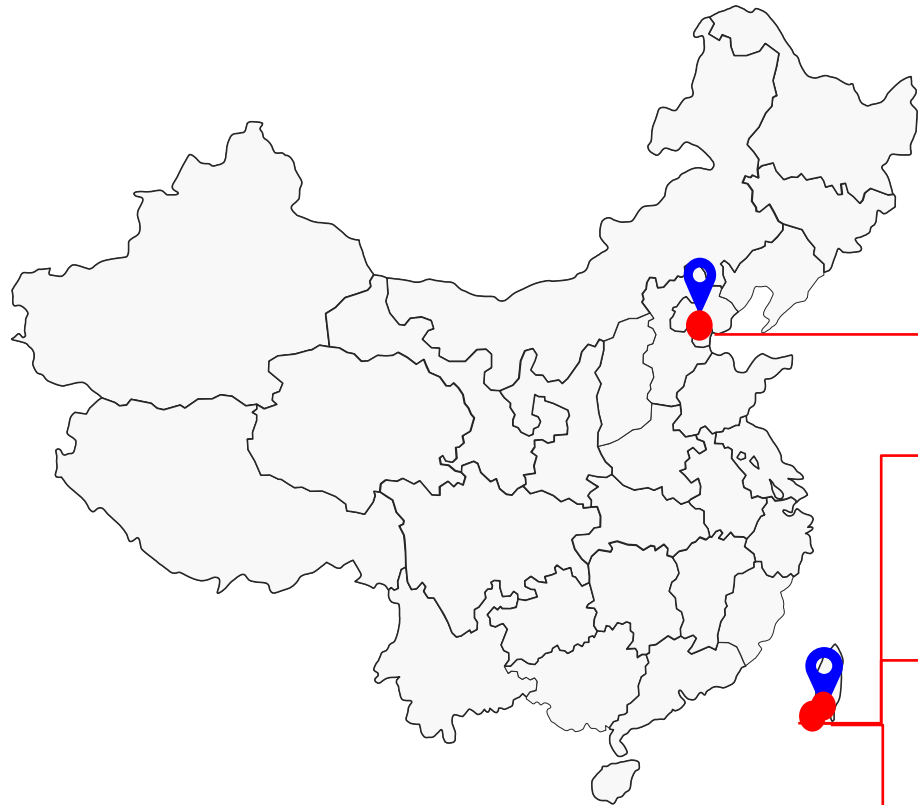
Smart Automation combat information center

# Organization



# Global Distribution

**Automatic & Intelligent  
Equipment Production  
Manufactories**



YLM TIANJIN China (YLM)



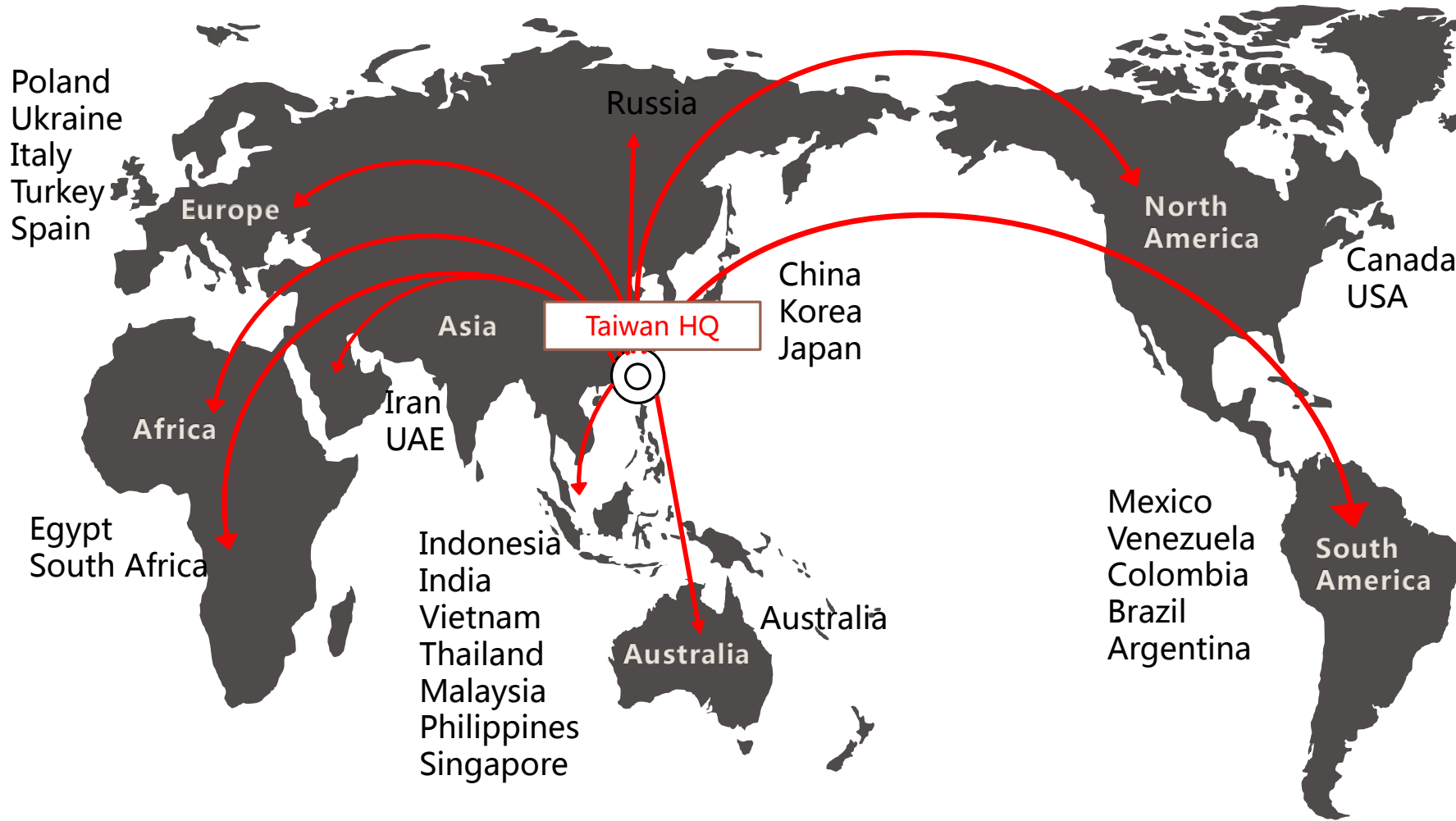
YLM Annan dist. Tainan (HQ)

YLM Annan dist. Tainan II



YLM TAIWAN Yong-Kang dist. Tainan

# YLM 24 hour NON-STOP Global Service



**30**

**Sales & Service  
Locations**

# Non-stop 24 hours service



You care, YLM care



Service  
team



# Products and industrial applications

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# Main Products



CNC hybrid tube bender(single side)



AE tube bender (single side / R&L)



Laser cutting technology



Cutter End-former



CNC machining centers



6 axes articulated robot



Laser cutting technology



Automation work cell



# Industry Application



## Automobile Industry



# Industry Application



## Furniture Industry



# Industry Application



## Boiler Industry



# Industry Application



Shipbuilding industry



# Technological Innovation

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# Industry 4.0 solutions





# Information Management Software



YLM 穎漢科技智能分析系統 YLM

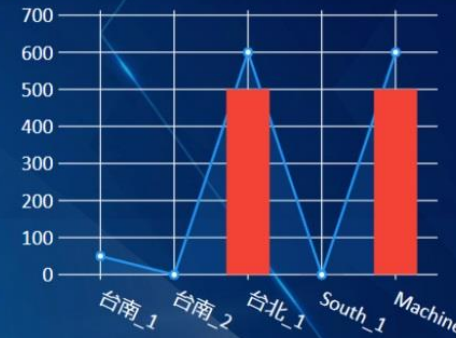
總稼動率



總達成量



每日產量及目標量



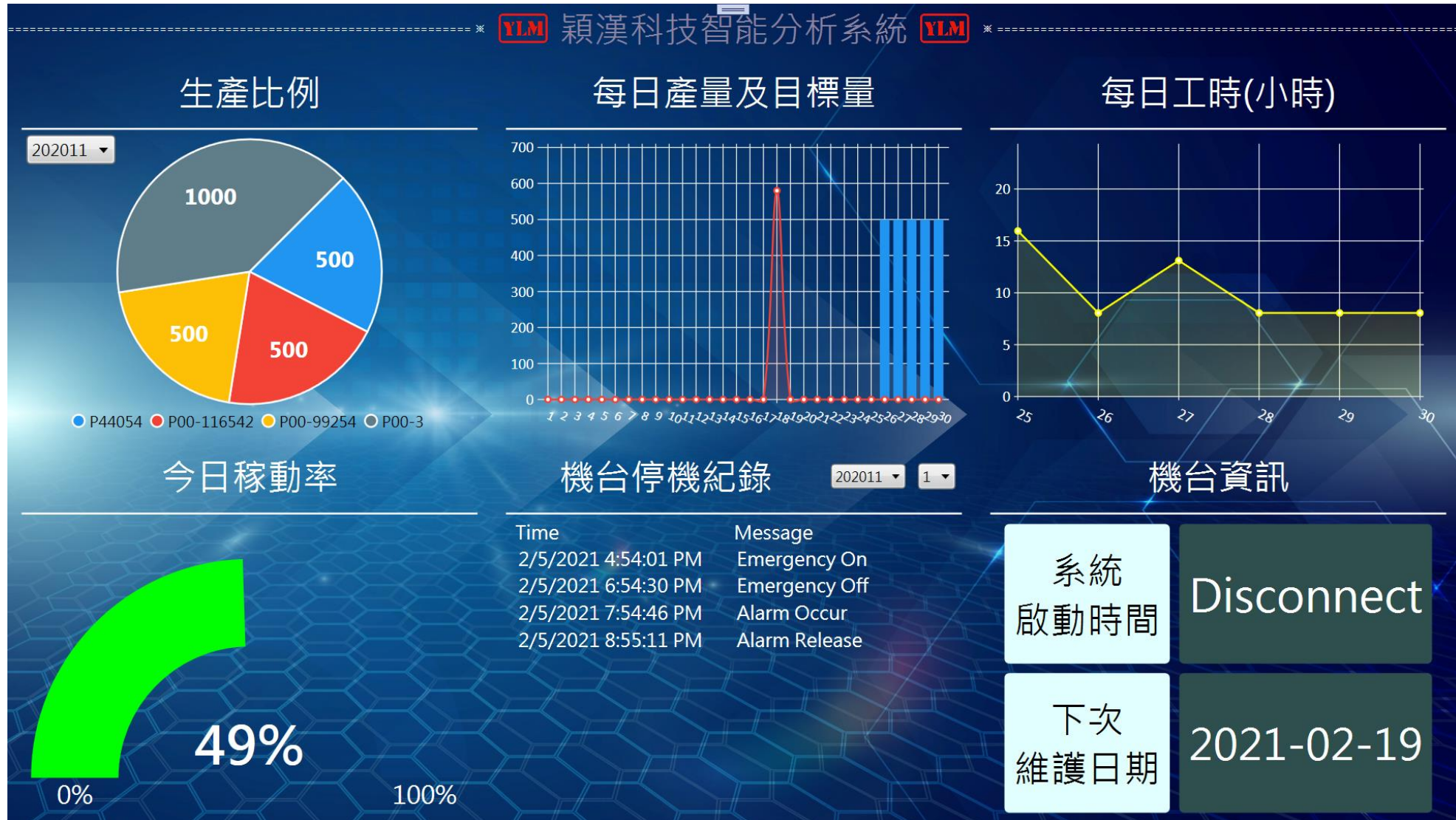
每日產量(工件名分類)



機台即時狀態

機台名稱	工件名稱	機台狀態	生產數量	達成率	稼動率
台南_1	000206-1	AUTO	364	0.00%	0%
台南_2	38BS2-1	STOP	2100	100%	0%
台北_1	3944	STOP	6595	83.33%	0%
South_1	1080	AUTO	9099	100%	1%
Machine	9122	ALARM	5818	83.33%	89%

# Information Management Software



# Operating performance-Automation work cell



Work cell in Australia



Work cell in Turkey



Work cell in Japan



Work cell in Egypt

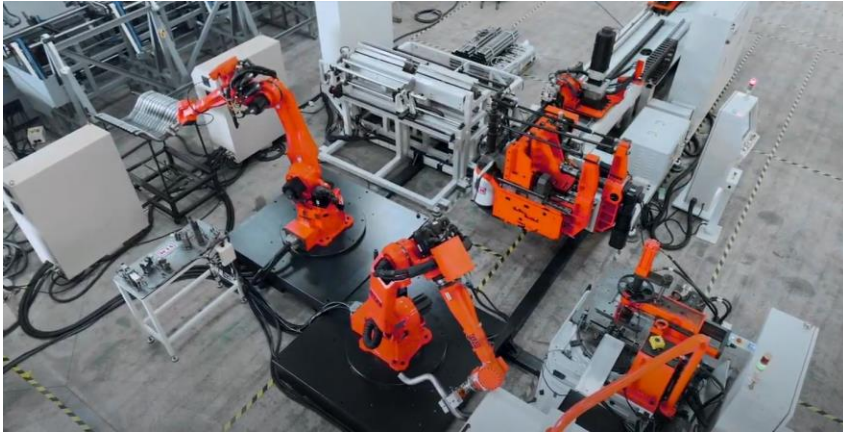


Work cell in Russia



Work cell in USA

# Operating performance-Automation work cell



Work cell in USA



Work cell in Taiwan



Work cell in USA



Work cell in USA



Work cell in French



Work cell in Mexico

# Operating performance-YLM Robot



Coordinate measure system with YLM robot



CNC machining center with YLM robot



Warehouse with YLM robot



MMK with YLM robot



Sanitary equipment with YLM robot



ACER with YLM robot

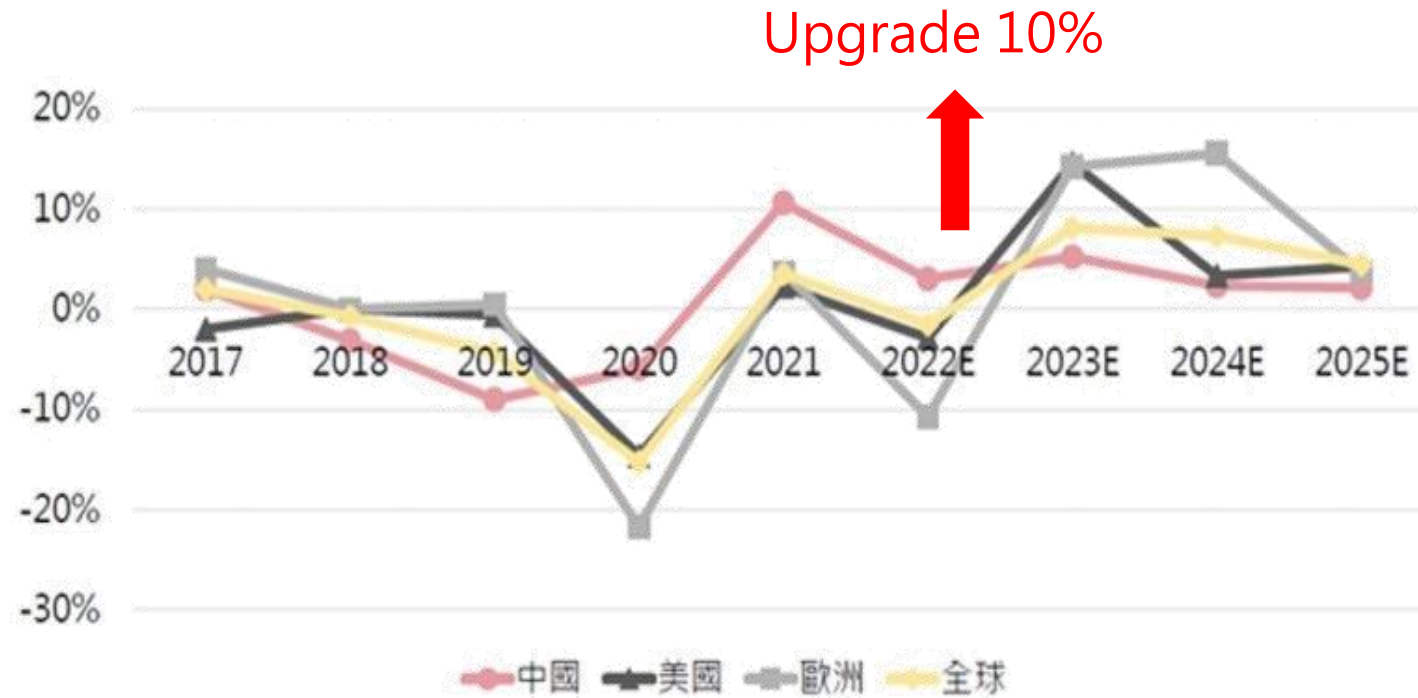


Automatic Rice Bag Stacking Line with YLM robot

# Future Prospects

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# The Market Ahead 2023



YoY	2020	2021	2022E	2023E	2024E	2025E
中國	-5.95%	10.59%	3.01%	5.20%	2.34%	2.12%
美國	-14.62%	2.26%	-2.88%	14.54%	3.33%	4.23%
歐洲	-21.74%	3.70%	-10.71%	14.22%	15.54%	3.68%
全球	-15.27%	3.50%	-1.55%	8.12%	7.30%	4.45%

# The Market Ahead 2023

年度	PETROL		DIESEL		APV		EV / BEV		PHEV /		HEV	
	汽油 小客車	當年度 佔比	柴油 小客車	當年度 佔比	商用廂型 貨車	當年度 佔比	純電動車	當年度 佔比	Plug-in hybrid 油電車	當年度 佔比	燃油 電動車	當年度 佔比
2022 (Q1/Q2)	2,144,530	65%	866,098	19%		0%	647,479	13%	472,722	24%	1,323,679	32%
2021	4,756,897	70%	2,078,022	22%		0%	1,218,360	12%	1,045,022	10%	2,409,495	26%
2020	5,749,502	64%	3,106,377	27%	3,021,762	26%	745,684	7%	619,129	28%	1,447,973	11%
2019	9,215,976	114%	4,794,390	38%	1,772,273	11%	360,164	2%	199,707	15%	956,809	6%
2018	8,752,773	113%	5,522,882	50%	1,220,537	8%	201,284	1%	182,768	23%	606,210	4%
2017	7,786,268	92%	6,766,776	71%	951,792	6%	135,775	1%	153,297	26%	455,653	3%

**Demand for fuel vehicles remains strong**



# Future Prospects



## “Work Cell Network” Plan

Entertaining the era of 5G network communication, using wireless communication technology to connect multiple single working stations to achieve working simultaneously at the whole area, this what we called Unmanned Work Cell condition.

## “Combat Information Center ” Plan

Design low-energy power, monitor carbon emissions, adopt communication support format, achieve digital transmission system, collect and analyze data, and establish a large platform for smart manufacturing. The interface is in the form of web pages, which can be used in offices or mobile phones to monitor and grasp information.

## 「Service Transformation」

Using AR technology, long-distance instant messaging can be carried out to achieve zero-distance and zero-time difference service. Utilize virtual-real integration technology to achieve equipment maintenance, epidemic situation delivery, and remote in-plant education and training.



# Financial statements

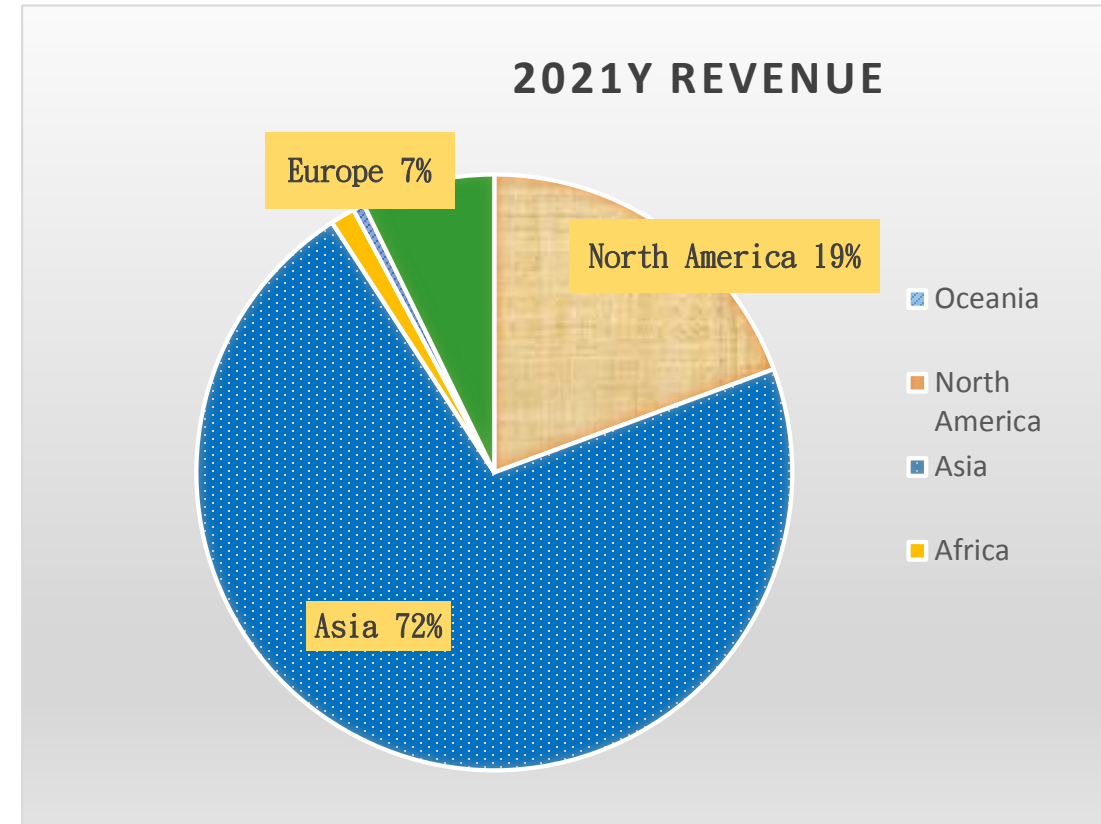
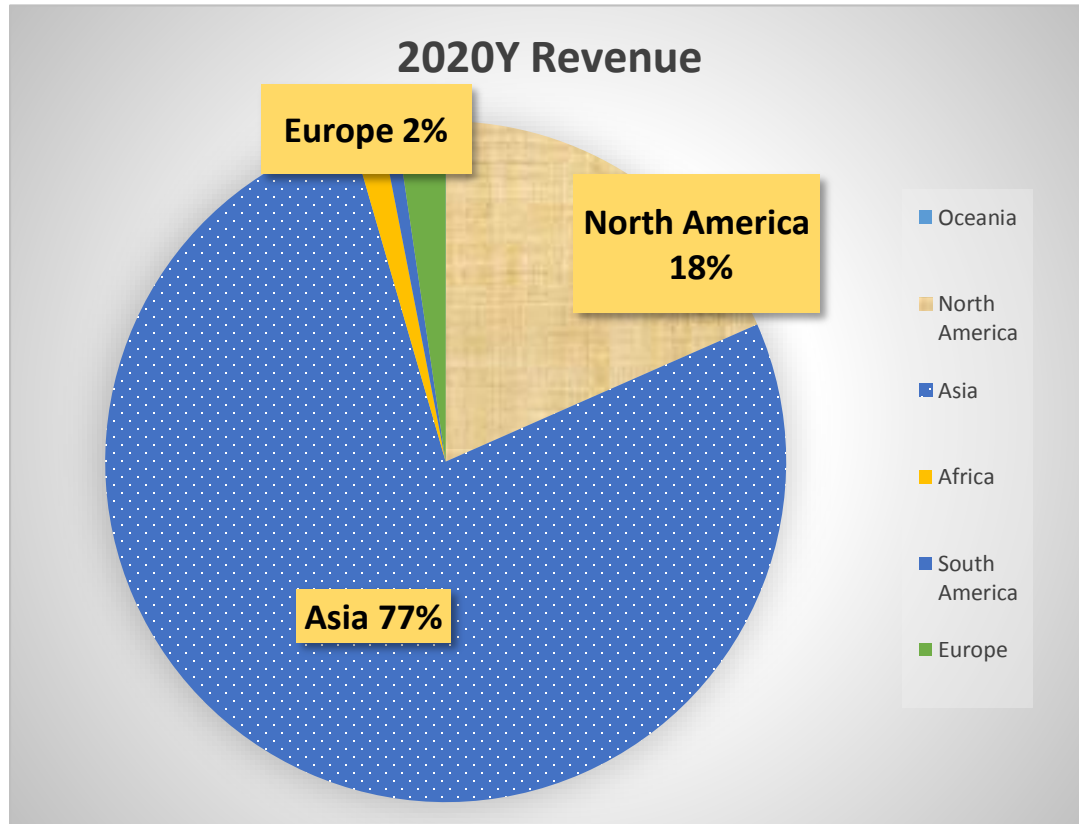
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# Statement of Comprehensive Income

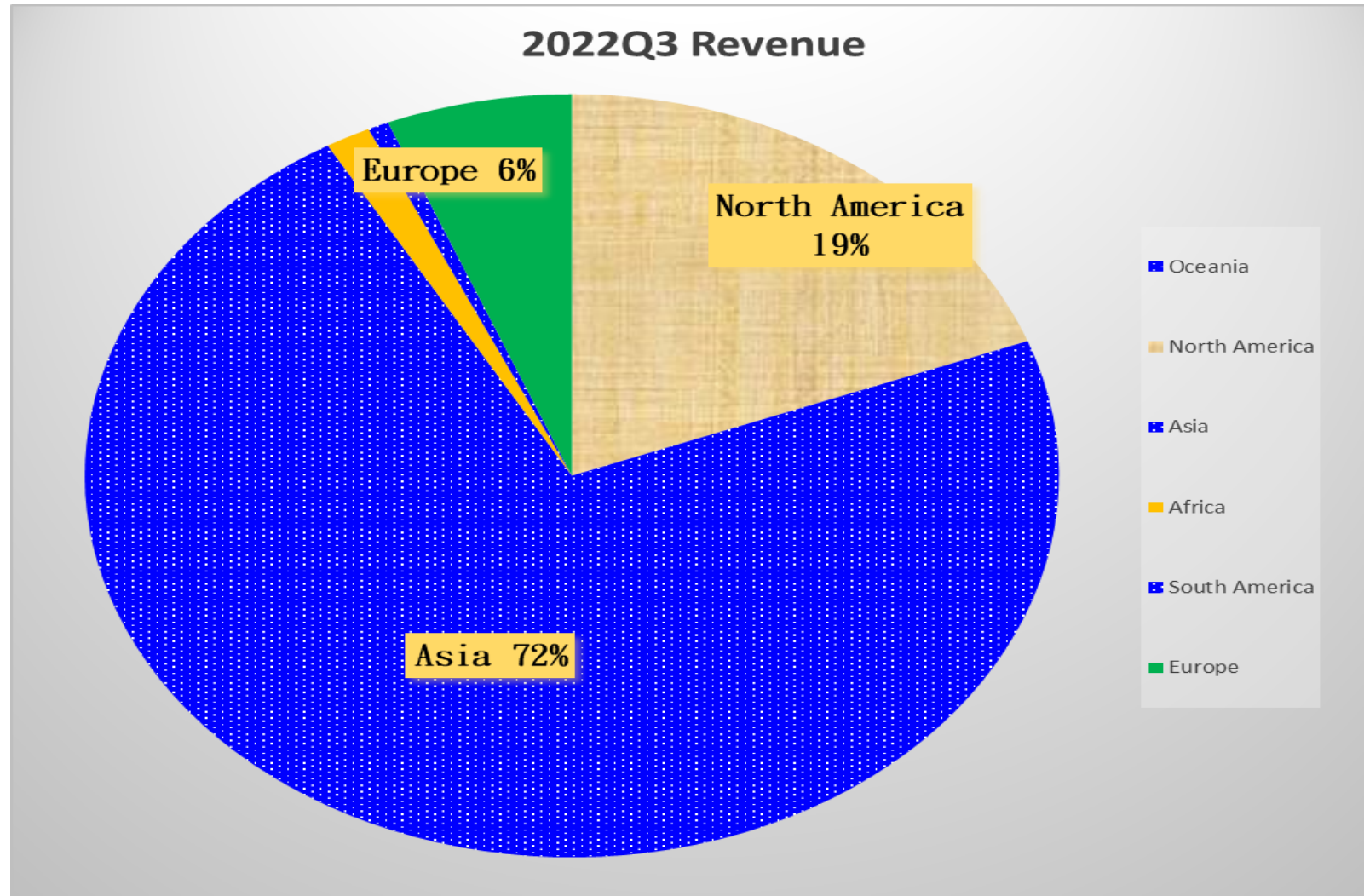
Unit: NTD Thousand

	2019Y		2020Y		2021Y		2022Q3	
	Amounts	%	Amounts	%	Amounts	%	金額	%
Revenue	984,653	100%	658,110	100%	823,592	100%	543,156	100%
Gross Profit	317,386	32%	151,679	23%	204,512	25%	158,101	29%
Expense	344,250	35%	286,477	44%	299,737	36%	227,864	42%
Operating Income	(26,801)	-3%	(133,192)	-20%	(93,450)	-11%	(69,748)	-13%
Non-operating Gain/Loss	(33,925)	-3%	(19,834)	-3%	(38,838)	-5%	50,841	9%
Net Income	(62,038)	-6%	(152,490)	-23%	(136,471)	-21%	(28,486)	-4%
EPS	(\$0.95)		(\$2.23)		(\$2.01)		(\$0.31)	

# Global Sales Allocation



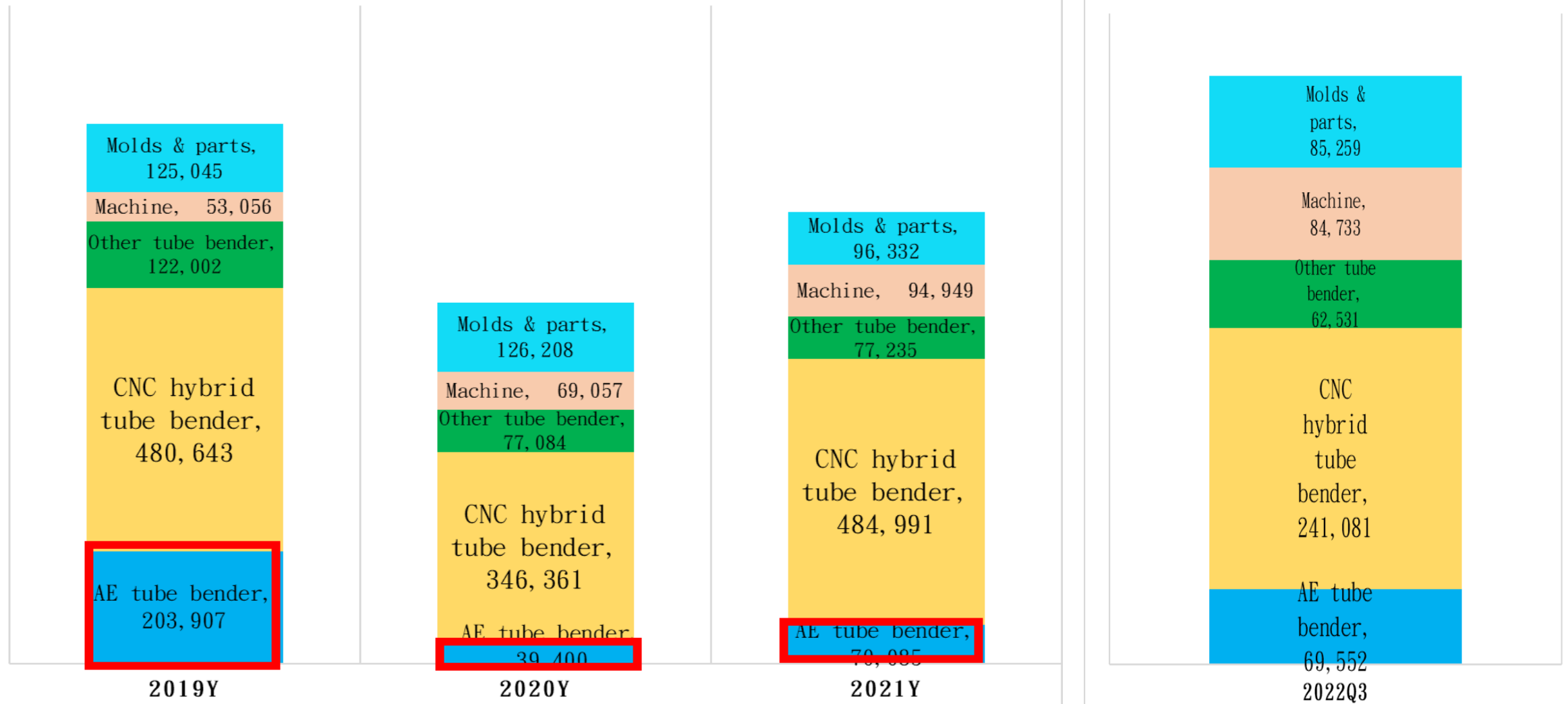
# Global Sales Allocation



# Main Income Source

Unit: NTD Thousand

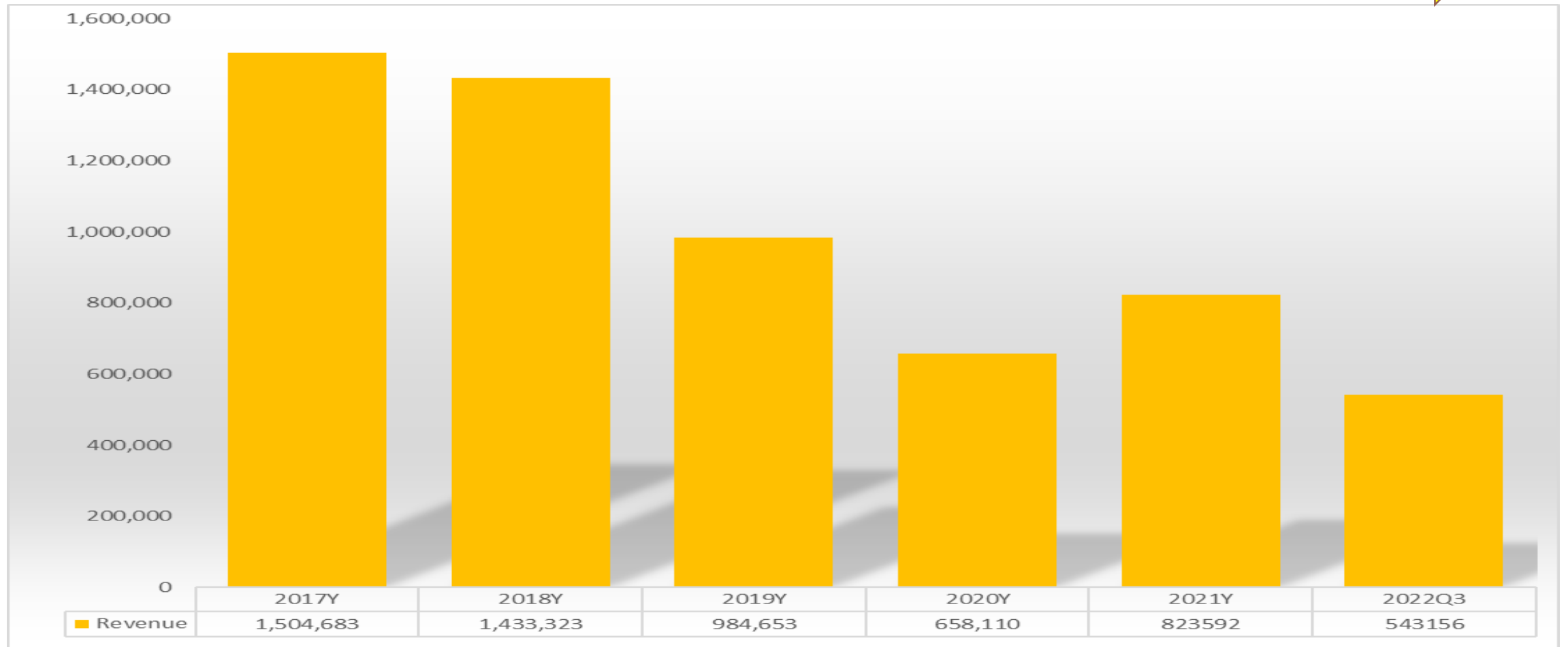
- N.A. & EU market has slowed down import of competitive machines



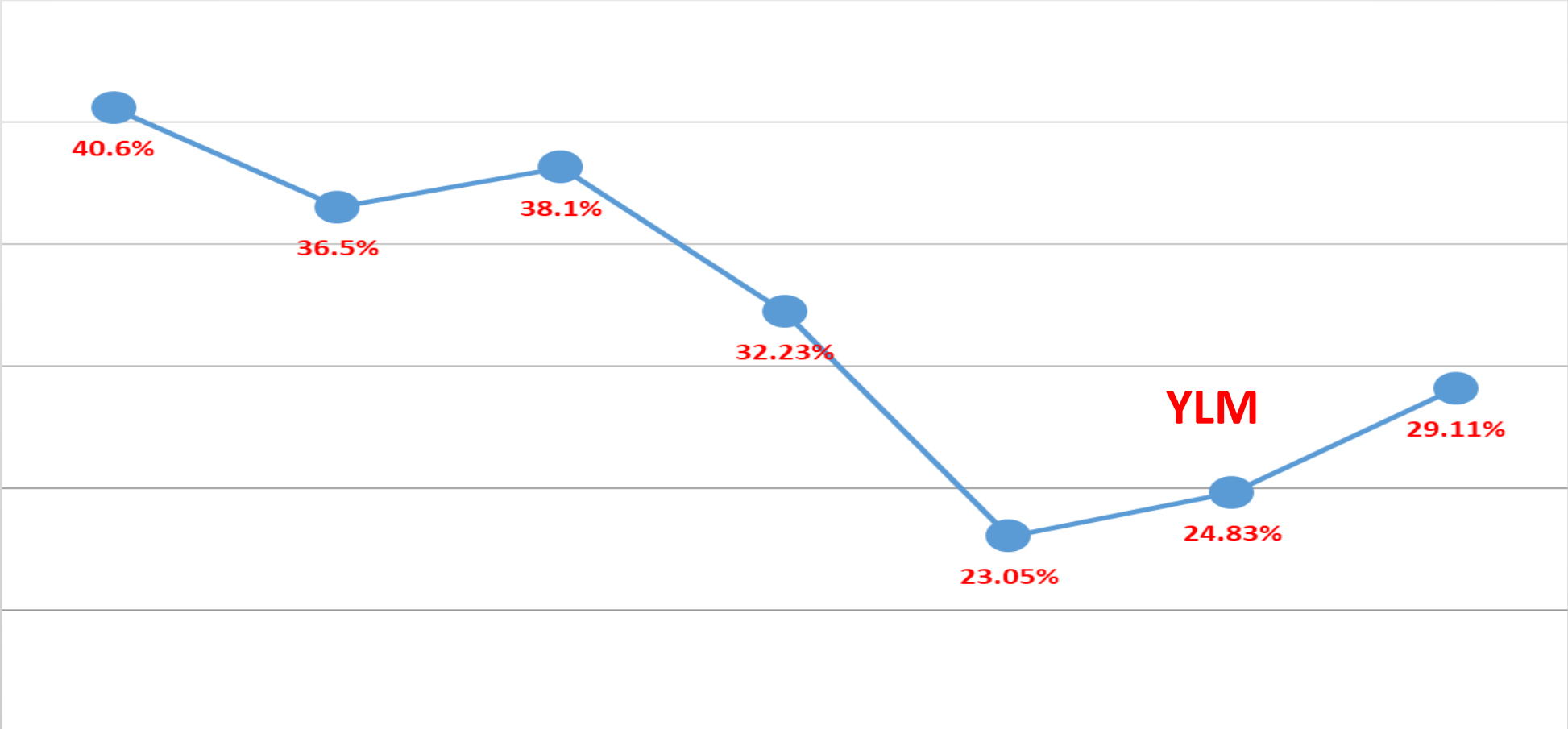
# Stable Operation Strategy – Sales Income

Unit: NTD Thousand

Decline caused by Covid-19 & business controversy



# Continuous mission on high profit – Gross Profit



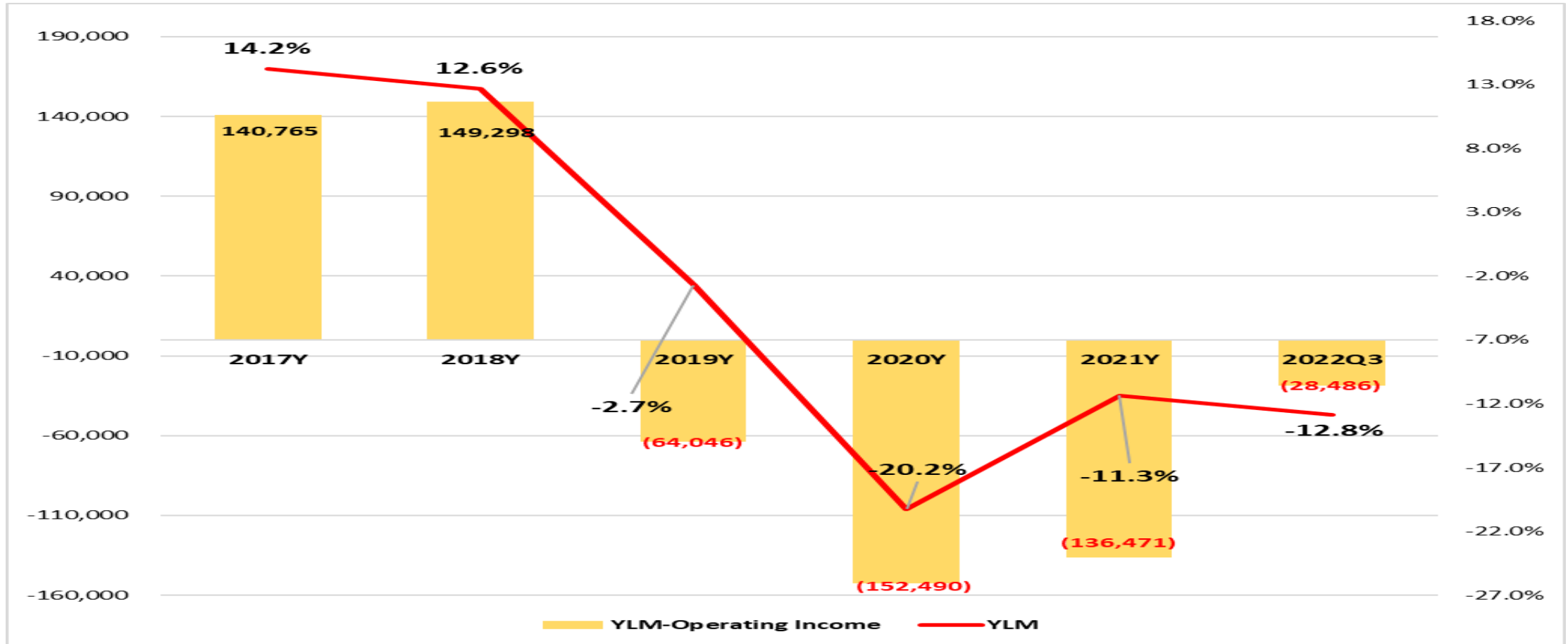
	2016Y	2017Y	2018Y	2019Y	2020Y	2021Y	2022Q3
數列1	40.6%	36.5%	38.1%	32.23%	23.05%	24.83%	29.11%



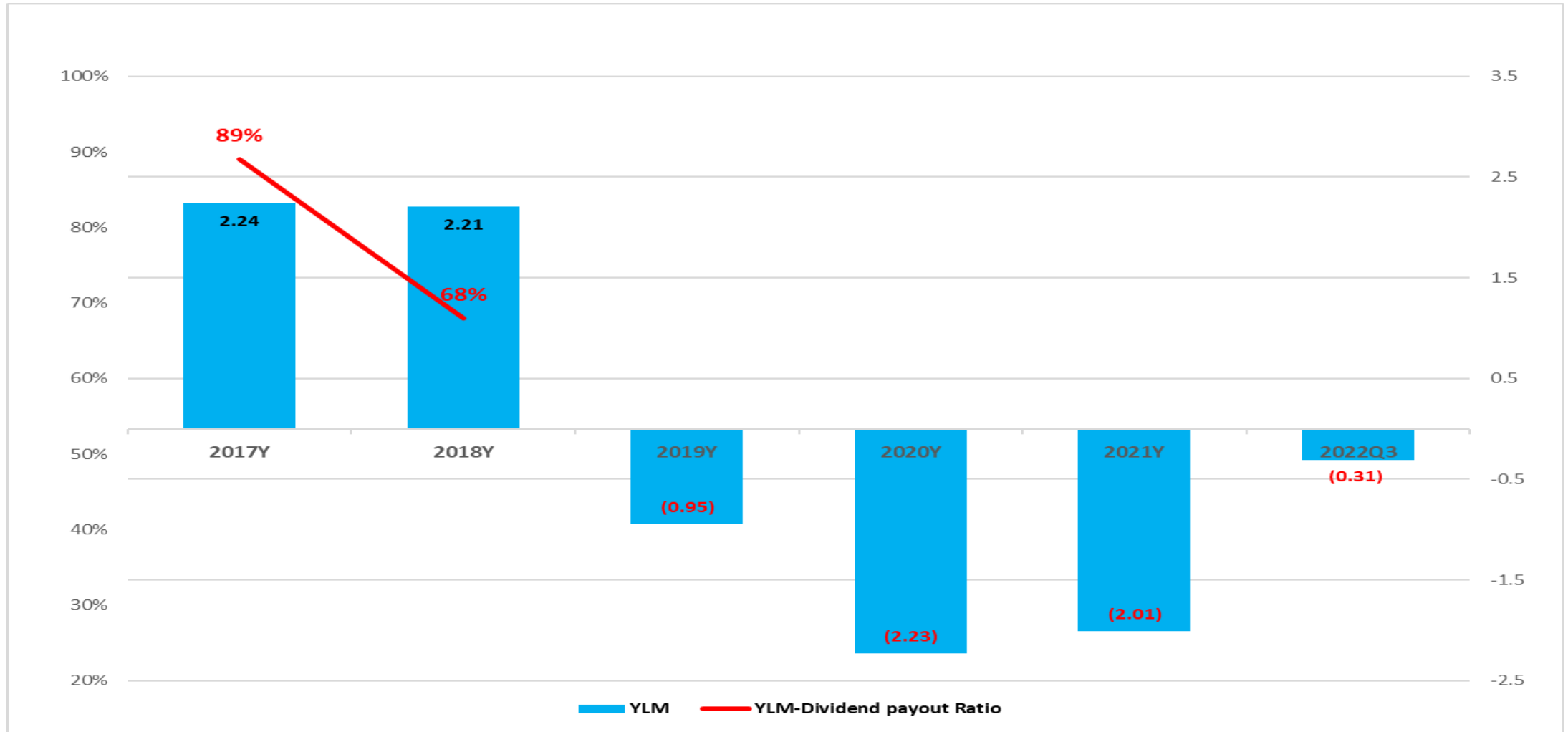
# Income Efficiency – Net Profit

Unit : NTD Thousand , %

Impacted by Covid-19 & business controversy of US & China started from Q4 2018



# To create highest profit for shareholders -EPS



# Balance Sheet

Unit: NTD Thousand

	2019Y		2020Y		2021Y		2022Q3	
Total Assets	<b>3,049,136</b>	<b>100%</b>	<b>2,746,009</b>	<b>100%</b>	<b>2,810,146</b>	<b>100%</b>	<b>2,535,651</b>	<b>100%</b>
Cash and cash equivalents	394,328	13%	278,965	10%	338,883	12%	323,201	13%
Current assets	1,627,295	53%	1,494,462	54%	1,478,919	53%	1,234,421	49%
Property, plant and equipment	764,553	25%	726,717	26%	832,867	30%	814,554	32%
Noncurrent assets	262,960	9%	245,865	9%	159,477	6%	163,475	6%
Total liabilities	<b>1,943,159</b>	<b>64%</b>	<b>1,788,826</b>	<b>65%</b>	<b>1,686,713</b>	<b>60%</b>	<b>1,418,191</b>	<b>56%</b>
Short-term loans	1,074,127	35%	925,120	34%	783,703	28%	544,493	21%
Current liabilities	278,882	9%	273,531	10%	293,418	10%	311,714	12%
Long-term loans	447,958	15%	462,017	17%	496,135	18%	435,239	17%
Noncurrent liabilities	142,192	5%	128,158	5%	113,457	4%	126,745	5%
Equity attributable to	<b>1,096,287</b>	<b>36%</b>	<b>949,555</b>	<b>35%</b>	<b>1,116,888</b>	<b>40%</b>	<b>1,102,855</b>	<b>43%</b>
Total liabilities&equity	3,049,136	100%	2,746,009	100%	2,810,146	100%	2,535,651	100%
Net value per share	<b>16.2</b>		<b>14.1</b>		<b>12.8</b>		<b>12.6</b>	
Debt Ratio	<b>63.7%</b>		<b>65.1%</b>		<b>60.0%</b>		<b>55.9%</b>	
Current Ratio	<b>149%</b>		<b>148%</b>		<b>169%</b>		<b>182%</b>	
Quick Ratio	<b>78.2%</b>		<b>78.3%</b>		<b>90.4%</b>		<b>80.8%</b>	

A graphic featuring the text "Q&A" in a bold, dark grey font. The text is centered between two parallel, slightly upward-sloping red lines. To the left of the top red line, there are three red arrowheads pointing towards the center.

# Q&A