

Stock Code: 1525



Kian Shen Corporation
Investors' Conference
2024/5/23

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Agenda

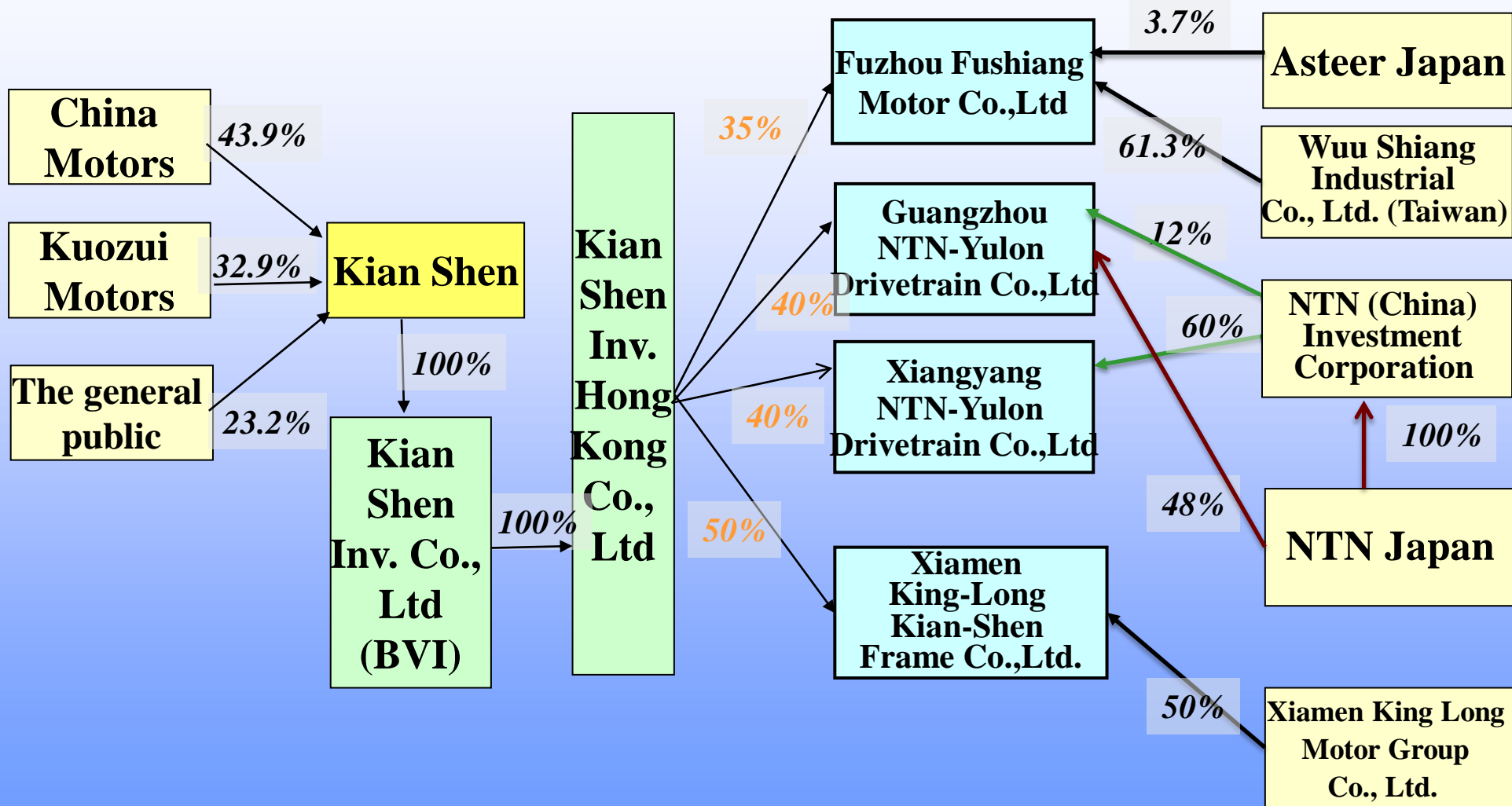
Agenda Items	Time	Presenters
Welcome Remarks	5 min.	Tseng, General Manager
2023 and 2024 Q1 Financial Highlights	10 min.	Chang, Assistant Vice President
Future Prospects	10 min.	Tseng, General Manager
Q & A	15 min.	Tseng, General Manager / Chang, Assistant Vice President

Company Profile and Overview of the Joint Venture in China

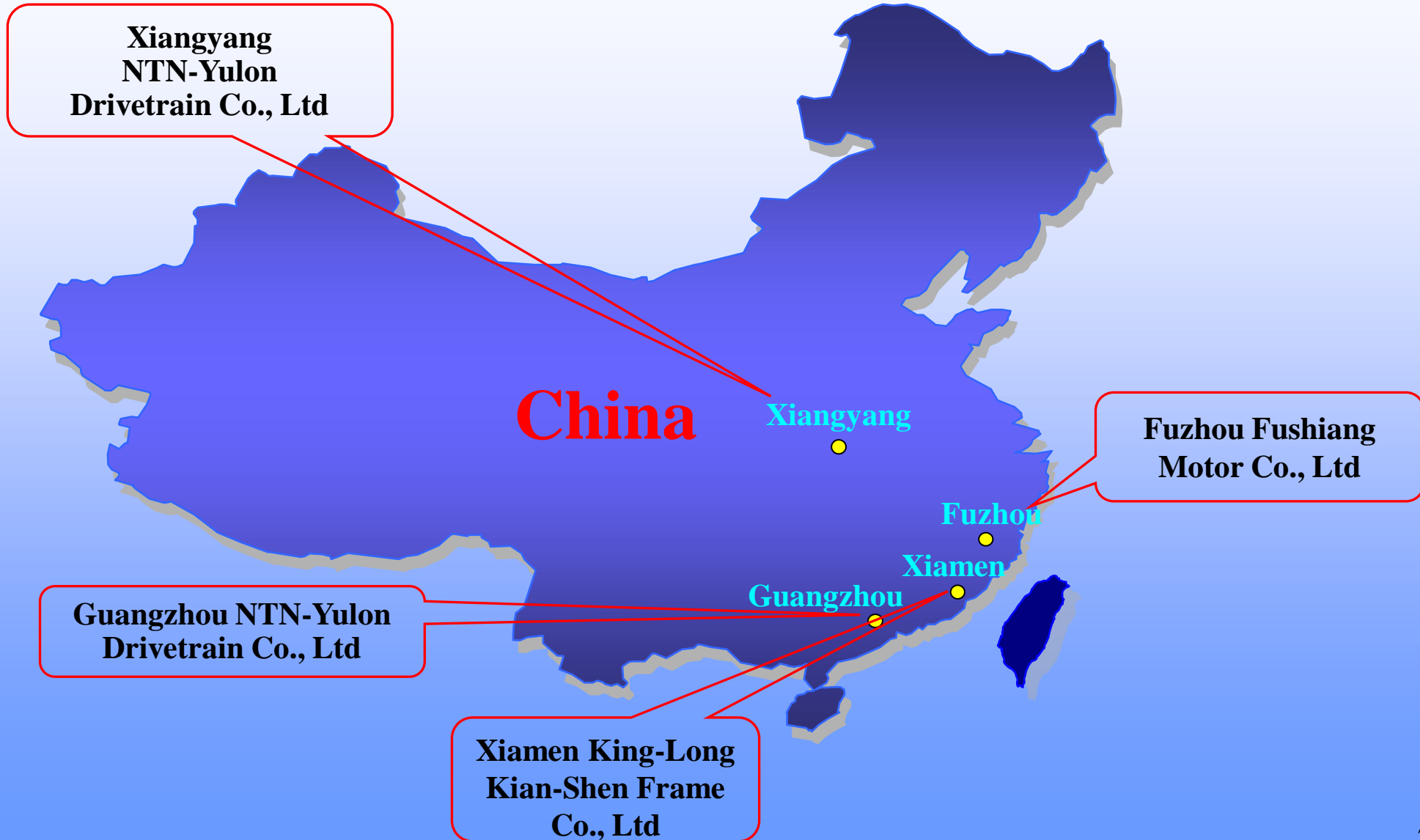
Company Profile - Kian Shen Co.

- 1. Est. Date: October 1955 Listing Date: May 1999**
- 2. Capital: NT\$ 734 million**
- 3. Land: 62,800 M² Building: 30,113 M²**
- 4. Main Products: RR Body(41%), Frame(23%),
Suspension/Stamping parts(26%)**
- 5. Main Customers: Kuozui Motors(47%) ,
China Motors(38%) , Yulon Motor(4%) ,
King Lung Auto(2%) , ROC-SPICER(2%) ,
RAC Electric Vehicles (2%)**

Investment Structure



Joint Venture in China





Fuzhou Fushiang Co.

- 1. Est. Date** : **December 1995**
- 2. Capital** : **US\$ 17.78 million**
- 3. Ownership Structure** : **Kian Shen (35%), Wu Shiang Taiwan (61.3%), Asteer Japan (3.7%)**
- 4. Main Products** : **Body Panel Parts, Chassis Parts...etc.**
- 5. Main Customers** : **CATL(80%) , Nissan Zhengzhou(7%) , Fujian Benz (5%) , VOLVO(4%)**
- 6. Capacity** : **160, 000 unit/year**

Guangzhou NTN-Yulon Co.

- 1. Est. Date : September 2002**
- 2. Capital : US\$ 12.5 million**
- 3. Ownership Structure : Kian Shen (40%), NTN Japan (48%), NTN (China) Investment (12%)**
- 4. Main Products : Constant Velocity Joints (CVJ)**
- 5. Main Customers : Nissan (China) (23%) ,NTN Manufacturing De Mexico (20%), FAW&GAC Toyota(10%) , Mazda (8%) , GAC Honda (6%)**
- 6. Capacity : 400,000 unit/month**

Xiangyang NTN-Yulon Co.

- 1. Est. Date : January 2014**
- 2. Capital : US\$ 34 million**
- 3. Ownership Structure : Kian Shen (40%), NTN (China) Investment (60%)**
- 4. Main Products : Constant Velocity Joints (CVJ)**
- 5. Main Customers : Dong Feng Nissan (31%) ,
Dong Feng Honda (27%) ,
Beijing Benz(8%),NNMI(7%),NTE(6%)**
- 6. Capacity : 240,000 unit/month**



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Xiamen King-Long Kian-Shen Co.

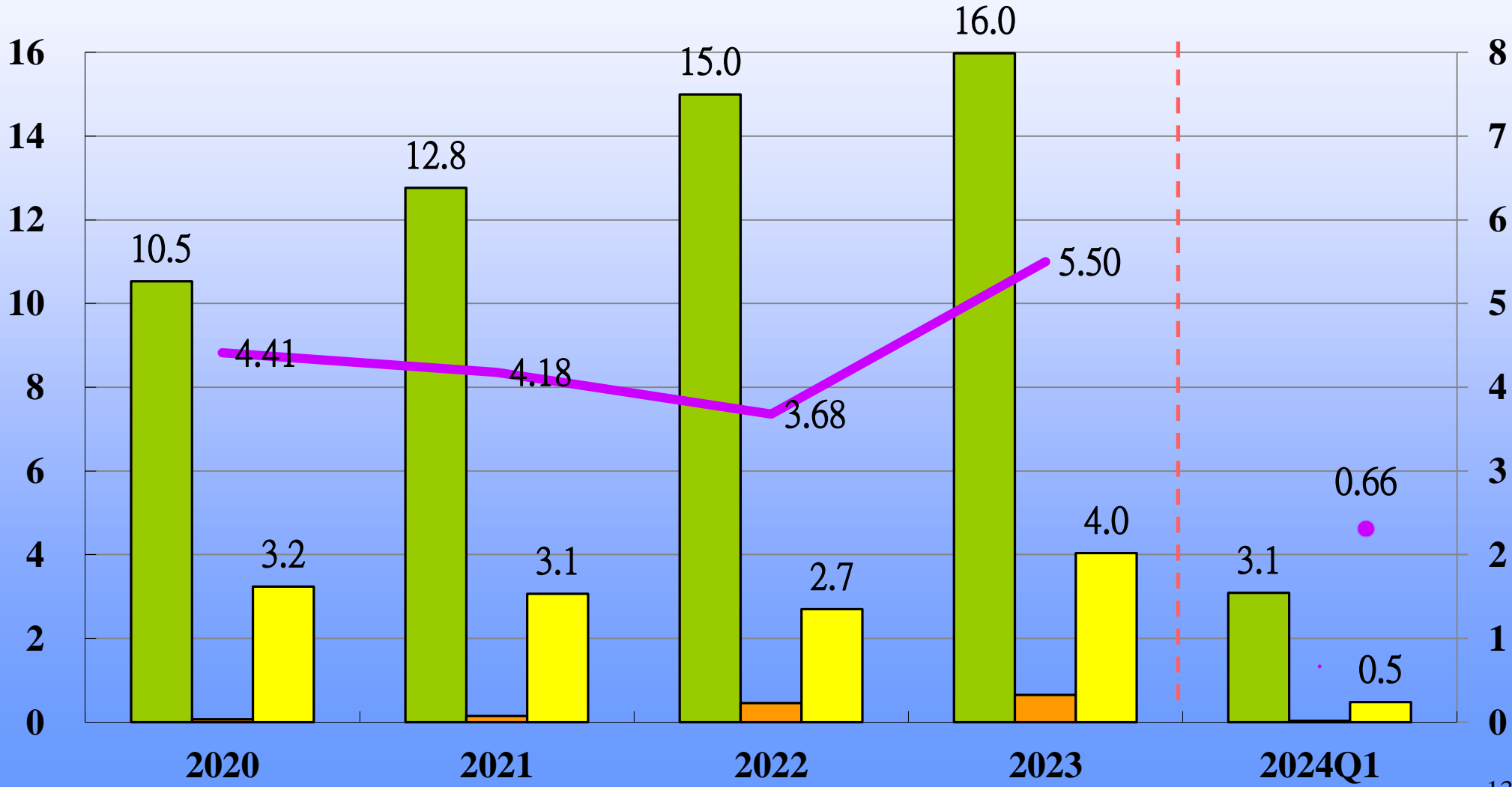
- 1. Est. Date : March 2006**
- 2. Capital : RMB\$ 96 million**
- 3. Ownership Structure : Kian Shen(50%), Xiamen King Long Motor Group (50%)**
- 4. Main Products : Frame(98%), etc.**
- 5. Main Customers : King Long United Automotive Industry Co., Ltd**
- 6. Capacity : 10,000 unit/year**

Operating Performance - Kian Shen Co.

Sales and Profit Status in the Past Five Years

NT\$100 million

NT\$



Consolidated Statement of Comprehensive Income

Unit: NT\$ thousand

Accounting Title	Q1		Diff. (%)	Full year		Diff. (%)
	2024	2023		2023	2022	
Net Sales	308,541	455,055	(32)	1,598,496	1,500,265	7
Gross Profit from Operations	30,581	58,589	(48)	180,751	147,501	23
Profit Margin	9.9%	12.9%	(3)	11.3%	9.8%	1
Net Operating Income	2,572	27,007	(90)	65,393	44,751	46
Operating Profit Margin	0.8%	5.9%	(5)	4.1%	3.0%	1
Net Non-Operating Income	63,356	193,334	(67)	486,786	294,379	65
Net Investment Income from Equity Method	40,296	184,415	(78)	454,939	274,546	66
Other	23,060	8,919	159	31,847	19,833	61
Income before Income Tax	65,928	220,341	(70)	552,179	339,130	63
Net Income	48,487	192,811	(75)	403,823	269,818	50
Net Profit Margin	15.7%	42.4%	(27)	25.3%	18.0%	7
Basic EPS (NT\$)	0.66	2.63		5.50	3.68	

Sales by Product

Unit: NT\$ thousand

Products	Q1					Full year				
	2024	%	2023	%	Diff. (%)	2023	%	2022	%	Diff. (%)
Frame	65,118	21	157,820	35	(59)	420,613	26	463,435	31	(9)
Electric bus frame	6,776	2	50,989	11	(87)	153,877	10	78,495	5	96
RR Body	127,801	41	156,735	34	(18)	598,437	37	595,505	40	0
Suspension / Stamping parts	80,152	26	88,683	19	(10)	367,341	23	316,604	21	16
Die & Jig	25,363	8	0	0	-	48,349	3	33,308	2	45
Other	3,331	2	828	1	302	9,879	1	12,918	1	(24)
Total	<u>308,541</u>	<u>100</u>	<u>455,055</u>	<u>100</u>	(32)	<u>1,598,496</u>	<u>100</u>	<u>1,500,265</u>	<u>100</u>	7

Income Recognized from Joint Ventures

Unit: NT\$ thousand

Joint Ventures	Q1				Diff. (%)	Full year				Diff. (%)
	2024	%	2023	%		2023	%	2022	%	
Fuzhou Fushiang	3,454	9	(14,331)	(8)	124	43,160	9	6,435	2	571
Guangzhou NTN-Yulon	22,780	57	20,233	11	13	150,538	33	160,293	58	(6)
Xiangyang NTN-Yulon	12,553	30	19,241	11	(35)	97,969	22	118,013	44	(17)
Xiamen King-Long Kian-Shen	1,509	4	159,272	86	(99)	163,272	36	(10,195)	(4)	1,701
Total	<u>40,296</u>	<u>100</u>	<u>184,415</u>	<u>100</u>	(78)	<u>454,939</u>	<u>100</u>	<u>274,546</u>	<u>100</u>	66

Quarterly Consolidated Income Statement

Unit: NT\$ thousand

Accounting Title	2024Q1		2023Q4		2023Q3		2023Q2		2023Q1	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net Sales	308,541	100	358,754	100	359,543	100	425,144	100	455,055	100
Gross Profit from Operations	30,581	10	35,439	10	34,457	10	52,266	12	58,589	13
Net Operating Income (Loss)	2,572	1	6,596	2	9,231	3	22,559	5	27,007	6
Net Non-Operating Income	63,356	20	139,552	39	103,214	28	50,686	12	193,334	42
Net Investment Income from Equity Method	40,296	13	131,596	37	93,687	25	45,241	10	184,415	40
Other	23,060	7	7,956	2	9,527	3	5,445	2	8,919	2
Income before Income Tax	65,928	21	146,148	41	112,445	31	73,245	17	220,341	48
Net Income	48,487	16	70,529	20	81,705	23	58,778	14	192,811	42
Basic EPS (NT\$)	0.66		0.96		1.11		0.80		2.63	

Quarterly Consolidated Balance Sheet

Unit: NT\$ thousand

Accounting Title	2024/3/31		2023/12/31		2023/9/30		2023/6/30		2023/3/31	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Current Assets	2,463,790	42	2,470,696	43	1,933,680	34	2,042,447	36	2,126,324	37
Non-Current Assets	3,346,370	58	3,281,090	57	3,801,084	66	3,602,717	64	3,651,231	63
Total Assets	5,810,160	100	5,751,786	100	5,734,764	100	5,645,164	100	5,777,555	100
Current Liabilities	629,494	11	575,914	10	629,430	11	759,220	14	619,422	11
Non-Current Liabilities	273,822	5	391,556	7	298,341	5	291,923	5	324,635	5
Total Liabilities	903,316	16	967,470	17	927,771	16	1,051,143	19	944,057	16
Ordinary Share	734,001	12	734,001	12	734,001	13	734,001	13	734,001	13
Capital Surplus	1,251 -		1,251 -		1,251 -		1,251 -		1,251 -	
Retained Earnings	4,522,978	78	4,474,491	78	4,404,237	77	4,322,532	76	4,417,894	77
Other Equity Interest	(351,386)	(6)	(425,427)	(7)	(332,496)	(6)	(463,763)	(8)	(319,648)	(6)
Total Equity	4,906,844	84	4,784,316	83	4,806,993	84	4,594,021	81	4,833,498	84
Book Value Per Share	66.85		65.18		65.49		62.59		65.85	

Future Prospects

- **Taiwan Commercial Vehicles Market Outlook**
- **Operation Prospect for Kian Shen China Joint Ventures**

