

MACAUTO 皇田工業

Sincere • Diligent • Creative

Company Profile

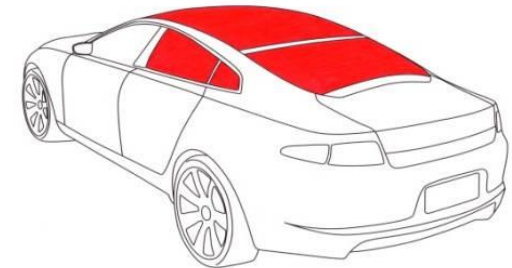
Date: June 29, 2017



SunUp
AUTOMOTIVE
SUN SCREENS



ECO STAR
CORDLESS ELECTRIC
GARDEN TOOLS



Milestone

1979-2001

1979

- MACAUTO founded in Tainan, Taiwan
- Automotive Sunshade business started

1991

- Garden Tool business started

1994

- OEM Automotive sunshade business started
- Case New Holland

1999

- QS 9000 certification received – Taiwan

2000

- MACAUTO China established in Kunshan - China

2001

- MACAUTO USA established in Rochester N.Y., USA

2003

- ISO/TS16949 certification received
- Taiwan, China and USA
- ISO14001 certification received
- Taiwan
- Taiwan stock market listed
- MACAUTO Europe office established in Apeldoorn, Holland

2004

- ISO14001 certification received
- China

2005

- MACAUTO USA office established in Troy M.I., USA

2007

- Europe office moved to Essen Germany and service center in Eindhoven area, Holland

2008

- Ford Q1 Certification received
- Taiwan
- MACAUTO Korea office established in Seoul, Korea

2002-2016

2009

- OHSAS-18001 certification received - China
- Ford Q1 certification received
- China
- High Technic Industrial Certification from Scientific Technological Dept. at Jiang-Su Province - China

2010

- Foreign Enterprise R&D Institution approval of Su-Zhou City - China

2013

- Office established in England

2014

- MACAUTO Taiwan Headquarter relocated in Yongkang Technology Industrial Park
- Office in England moved to the county of Shropshire, and established an Engineering base at Wuppertal in Germany.

2015

- Feb., MACAUTO Mexico was established in Leon, Guanajuato, Mexico
- Yanfeng 2015 European Supplier Leadership Award Quility

2016

- (VQE) Volvo Car Quality Excellence

Products Introduction

產品介紹



Products Introduction 產品介紹

電池式園藝工具 **Cordless Electric Garden Tools**



Cordless Electric Mower



Cordless Electric Mower



Battery-Powered Electric Trimmer



Battery-Powered Pruner



Eco Barrow 3 Wheels



**Eco Barrow 3 Wheels
with Flatbed frame**



Robot Mower

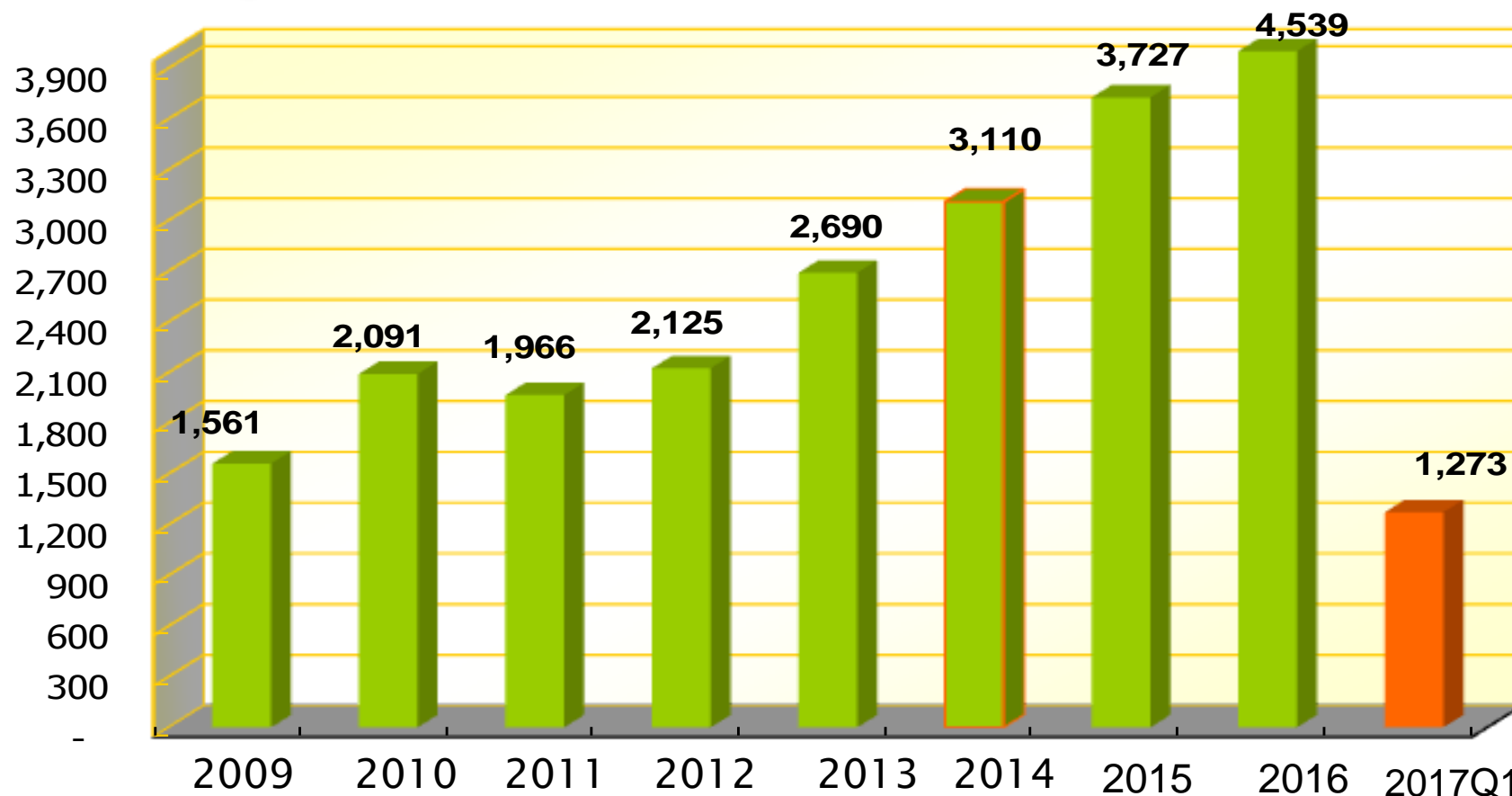


Robot Caddy

皇田集團銷售業績推移圖 - 合併

Sales Turnover Bar Chart-Consolidated

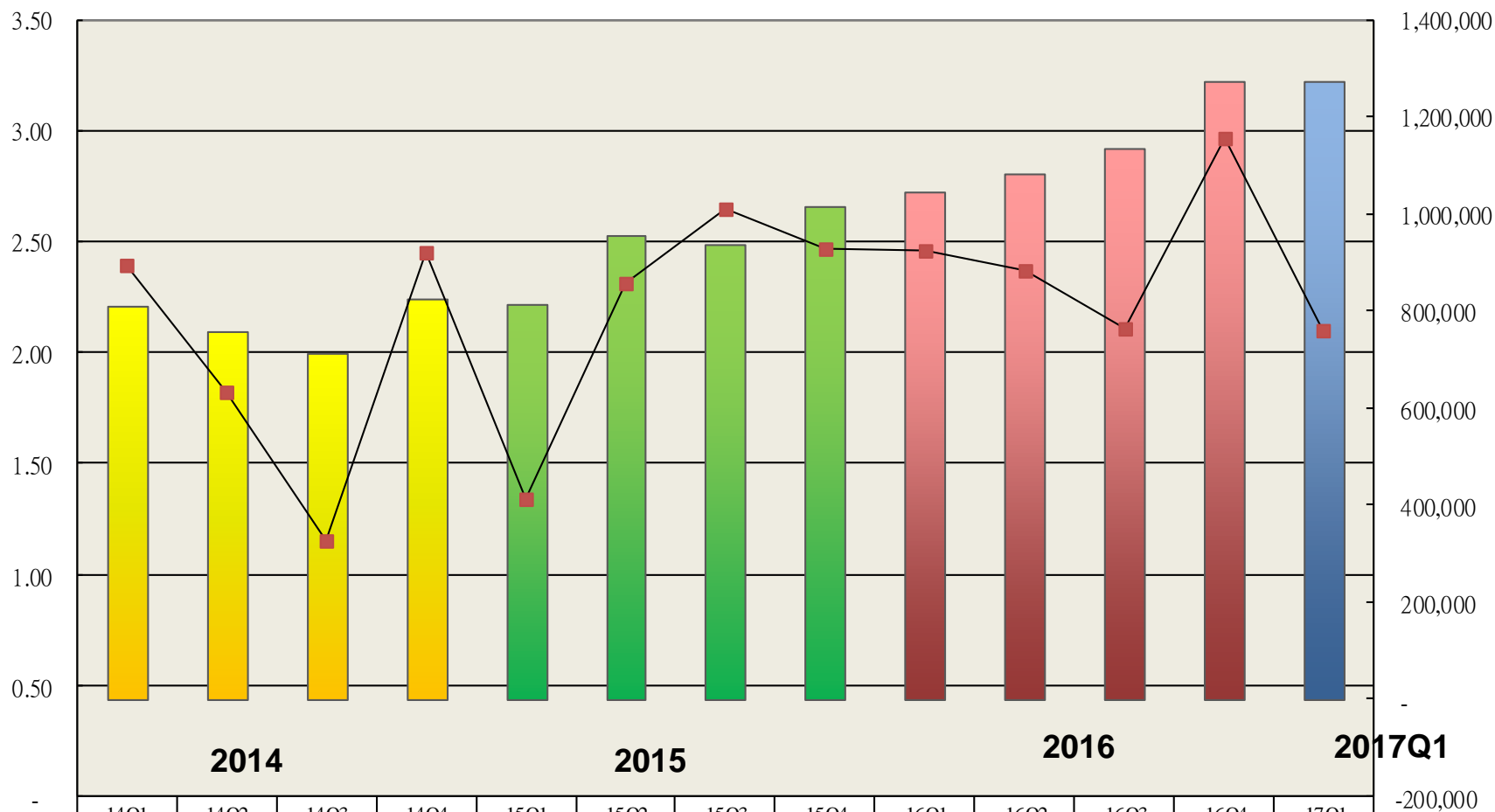
● 過去8年的營業額(Past 8 years Turnover) (台幣百萬)(Million NTD)



每季稅後每股盈餘及營收比較圖－合併

Quarterly EPS and Turnover Comparison-Consolidated

單位:元及千元(Unit: NT\$ /NT\$ thousand)



	14Q1	14Q2	14Q3	14Q4	15Q1	15Q2	15Q3	15Q4	16Q1	16Q2	16Q3	16Q4	17Q1
Quarter Sales	811,933	759,272	712,269	826,716	814,982	956,281	938,963	1,016,661	1,046,332	1,082,814	1,135,818	1,273,820	1,273,441
Quarter EPS	2.39	1.82	1.15	2.45	1.34	2.31	2.65	2.47	2.46	2.37	2.11	2.97	2.10

銷售金額事業別 - 合併

Turnover by divisions- Consolidated

(台幣:百萬)UNIT: NT Million

事業別 Divisions	2012 銷售額 Turnover	銷售 比率 %	2013 銷售額 Turnover	銷售 比率 %	2014 銷售額 Turnover	銷售 比率 %	2015 銷售額 Turnover	銷售 比率 %	2016 銷售額 Turnover	銷售 比率 %	2017Q1 銷售額 Turnover	銷售 比率 %
窗 簾 Sunshade	1,980	93%	2,537	94%	3,003	96%	3,648	98%	4,461	98%	1,239	97%
庭園工具 Garden Tool	80	4%	92	4%	84	3%	78	2%	78	2%	34	3%
其他 Others	65	3%	61	2%	23	1%	1	0%	0	0%	0	0%
總計(total)	2,125	-	2,690	-	3,110	-	3,727	-	4,539	-	1,273	-

市場別業績分析 - 合併 Global Turnover - By Area

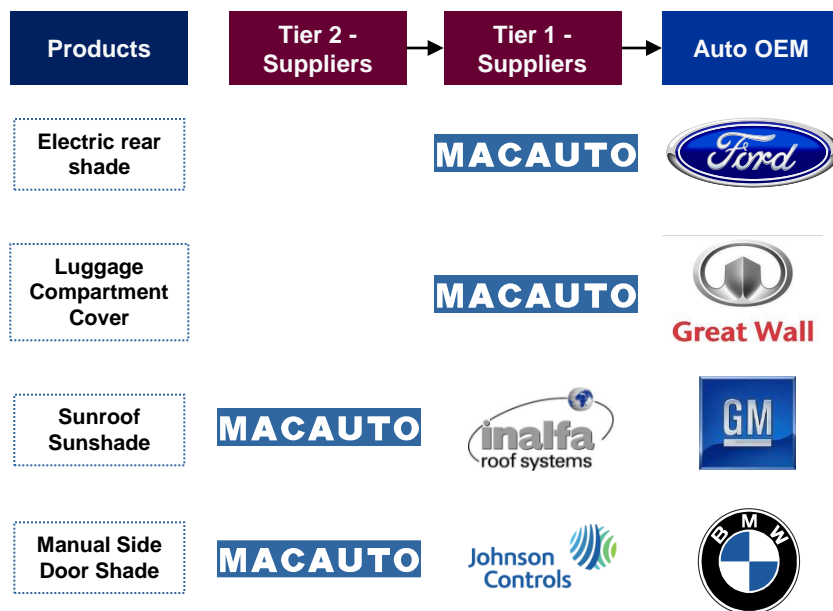
單位：百萬台幣 Million NTD

事業部 Division	市場 Market	Y 2012		Y 2013		Y 2014		Y 2015		Y 2016		2017Q1	
汽車窗簾 Sunshade	北美 North America	738	37%	838	33%	982	33%	966	26%	1,211	27%	369	30%
	歐洲 Europe	479	24%	578	23%	641	21%	683	19%	771	17%	179	14%
	中國 China	444	23%	847	33%	1,179	39%	1,624	45%	2,140	48%	627	51%
	其他 Others	319	16%	274	11%	201	7%	375	10%	339	8%	64	5%
	窗簾小計 Total	1,980	100%	2,537	100%	3,003	100%	3,648	100%	4,461	100%	1,239	100%
庭園工具 Garden Tool	北美 North America	42	54%	51	55%	44	52%	37	47%	38	49%	18	53%
	歐洲 Europe	19	24%	9	10%	21	25%	16	21%	16	21%	8	24%
	紐澳 Oceania	9	11%	5	6%	6	7%	5	6%	1	1%	1	3%
	其他 Others	9	11%	27	29%	13	16%	20	26%	23	29%	7	20%
	庭園小計 Total	79	100%	92	100%	84	100%	78	100%	78	100%	34	100%
其他	小計 Total	65	100%	61	100%	23	100%	1	100%	0	0%	0	0%
合計		2,124		2,690		3,110		3,727		4,539		1,273	
	中國 China	444	21%	847	31%	1,179	38%	1,624	44%	2,140	47%	627	49%
	北美 North America	781	37%	889	33%	1,026	33%	1,003	27%	1,249	28%	387	30%
	歐洲 Europe	498	23%	587	22%	662	21%	699	19%	787	17%	187	15%
	其他 Others	252	12%	165	6%	124	4%	274	7%	187	4%	48	4%
	台灣Taiwan	149	7%	202	8%	119	4%	127	3%	176	4%	24	2%
合計 Total		2,124	100%	2,690	100%	3,110	100%	3,727	100%	4,539	100%	1,273	100%












皇田在全球汽車OEM窗簾供應鏈的位置及機會

- Macauto has long standing relationship with global OEMs and leading suppliers

Illustrative Supply Network Overview



Macauto Current Supplier Relationship

	Tier 1 Supplier	Tier 2 Supplier
	✓	✓
	✓	✓
	Opportunity	✓
	✓	✓
	✓	✓
	✓	✓
	Opportunity	✓
	Opportunity	✓
	✓	✓
	✓	✓
	✓	✓

財務狀況分析 – 合併

Financial Snapshot - Consolidated

<div> <div>年份Year</div> <div>項目Item</div> </div>		2010	2011	2012	2013	2014	2015	2016
財務結構 (%) Financial Structure	負債比率 Debt Ratio	42.22%	46.57%	43.02%	49.05%	49.29%	48.36%	51.53%
	負債對股東權益比率 Debt To Equity Ratio	73.08%	87.15%	69.43%	96.26%	97.20%	93.63%	106.32%
償債能力 (%) Solvency	流動比率 Current Ratio	185.56%	176.58%	175.11%	162.85%	205.82%	231.65%	204.52%
	速動比率 Quick Ratio	131.43%	127.13%	121.25%	111.56%	148.89%	166.98%	140.43%
獲利能力 (%) profitability	毛利率 Gross Profit Margin	38.84%	36.56%	38.83%	41.97%	40.78%	40.74%	39.17%
	營業利益率 Operating Profit Margin	19.25%	17.07%	18.40%	22.40%	20.35%	20.92%	20.90%

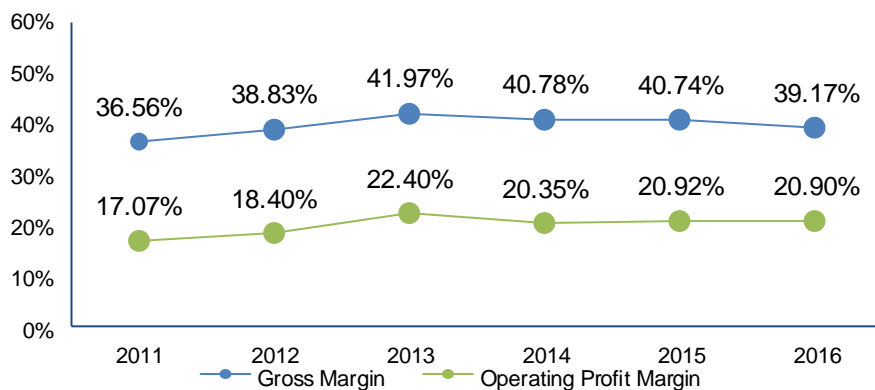
資料來源：經會計師查核或核閱之財務報告

Reference : Financial Report

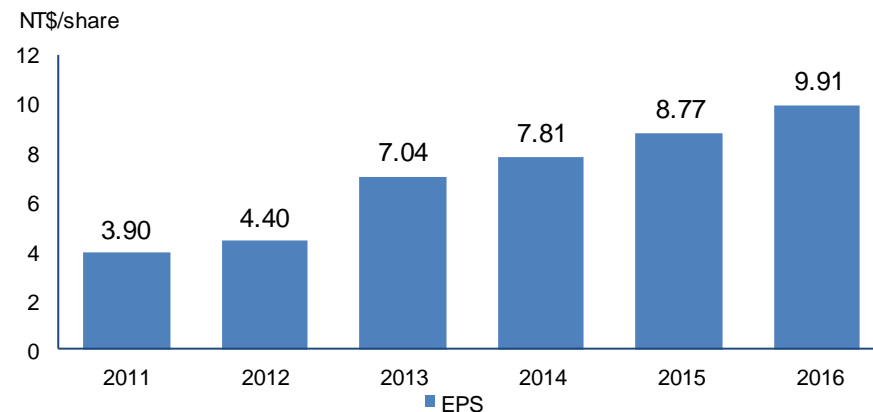
財務狀況分析 - 合併

Financial Snapshot - Consolidated

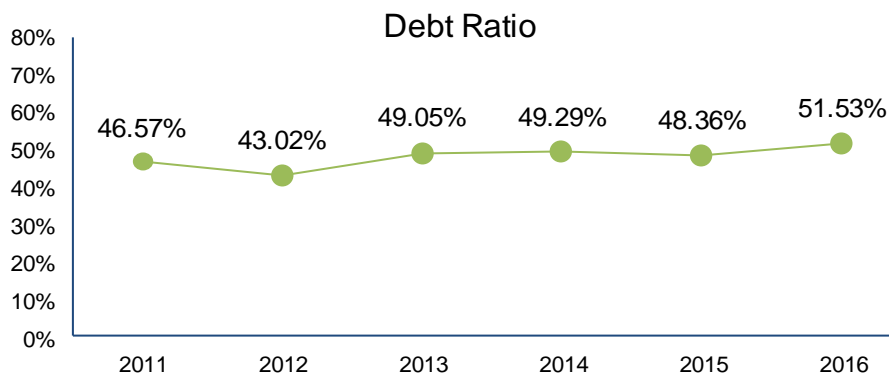
Profitability



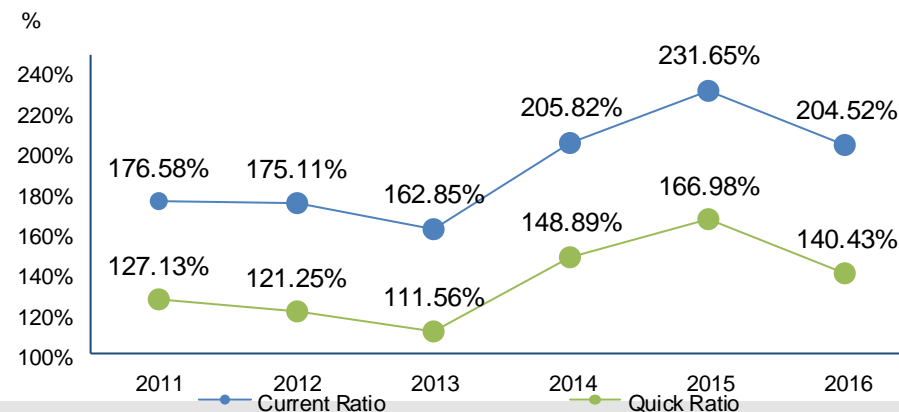
EPS



Financial Structure



Solvency



台灣新廠概述

Taiwan Headquarter-New Plant



地址(Location)：台南市永康區永科五路6號 6 Yongke 5th Rd., Yongkang Dist., Tainan City 710, Taiwan
 資本額(Capital)：新台幣 7.49 億 (USD18 Million)
 現有員工人數(Number of Employees)：985 (end of Mar. 2017)
 生產產品(Products):汽車窗簾 Automotive Sunshade, 庭園工具Garden Tool

大陸昆山廠

KUNSHAN MACAUTO AUTOMOBILE PARTS INDUSTRY CO., LTD.

成立日期(Date of Establishment): Nov., 2000

地址(Location) : 369, Jinyang East Rd., Lujia, Kunshan, Jiangsu, China

現有員工(Number of Employees) : 350

廠房面積(Space) : 16381m²



美國紐約廠 North America Plant

MACAUTO USA INC.

成立日期(Date of Establishment) : Jan., 2001

地址(Location) : 80 Excel Drive, Rochester, NY 14621, USA

現有員工(Number of Employees) : 12

廠房面積(Space) : 1393 m²



美國皇田 TROY Office-MI., USA

2654 Elliott Avenue, Troy, MI, 48083,USA



墨西哥皇田 **MACAUTO MEXICO, S.A. DE C.V.**

Bldv. Venustiano Carranza numero 1902 Col. San Rafael CP. 37480,
en la Ciudad de Leon, Guanajuato, Mexico





海外分公司 Overseas Business Office

美國辦事處 Troy MI USA

成立於(Founded) :
2005年8月

地址(Location) :
2654 Elliott Avenue, Troy, MI, 48083, USA

**總經理
(President) :**
Betty Lin

歐洲辦事處/德國 Essen Germany

成立於(Founded) :
Dec. 2007

地址(Location) :
Flurstrasse 88 D 45355, Essen, Germany

**總經理
(General Manager) :**
Roger Weissmann

歐洲辦事處/荷蘭 Eindhoven Holland

成立於(Founded) :
Feb. 2003

地址(Location) :
Eindhoven Holland

**專案經理
(Manager) :**
Erik Ouderling

韓國辦事處 Gyeonggi-Do, Korea

成立於(Founded) :
Jun. 2008

地址(Location) :
307, Acropalace, 1594, Gwanyang-Dong,
Anyang-Si, Gyeonggi-Do, 431-815, Korea

**專案經理
(Manager) :**
Hyun-Joon Lee

歐洲辦事處/英國 England

成立於(Founded) :
Jun. 2013

地址(Location) :
Fair Acre, Buildwas Lane, Little Wenlock
TF6 5AZ

**專案經理
(Manager) :**
Matt Williamson

 Audi	 BENTLEY	 ŠKODA		 JAGUAR LAND-ROVER
 VOLVO	 Ford	 GM	 HONDA The Power of Dreams	 MITSUBISHI MOTORS
 NISSAN INFINITI	 TOYOTA	 HYUNDAI KIA MOTORS	 DRÄXLMAIER	 GRUPO ANTOLIN
 trèves	 EPI Century Plastics, Inc.	 DAIMAY Automotive Interior	 DELPHI	 faurecia Technical perfection, automotive passion
 Johnson Controls	 Valley Enterprises	 DENSO	 TOYOTA BOSHOKU	 dk DongKwang Group
 (주)동원테크 DONGWON TECHNOLOGY CO.,LTD	 AISIN	 inalfa roof systems	 INTEVA PRODUCTS	 Webasto Feel the drive
 AGCO Your Agriculture Company	 CNH	 JOHN DEERE		

 北京汽车 BAIC MOTOR	Brilliance Auto 华晨汽车	 CHANGAN FORD	 CHERY	 DFAC
 DONGFENG NISSAN	 DONGFENG PSA	 FAW	 FAW TOYOTA	 FAW VOLKSWAGEN
	 Great Wall	HONDA The Power of Dreams HONDA ACCESS	JAC	 JMC
 LIFAN	 NISSAN(CHINA)	SAIC MOTOR 上海汽车	 SHANGHAI GM	 上海大众汽车 SHANGHAI VOLKSWAGEN
 SOUEAST	DFV 东风伟世通	GSK GROUP WUXI JIXING	 inalfa roof systems	 SJJ 金杯江森
 TOYOTA BOSHOKU	 Webasto Feel the drive			

Competitive Landscape 主要競爭對手

- Macauto is a highly competitive automotive sunshades supplier globally



Macauto Competitive Strengths 皇田競爭優勢

Technology and R&D
Capabilities

Service and Flexibility

Product Range and Price

Q&A

--Thanks For Your Attention --

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以上資料由
皇田工業股份有限公司
提供

For questions, please contact:

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