



元創精密車業股份有限公司

Tradetool Auto Co., Ltd.

Stock code : 3685

Investor Conference
2024.12



免責聲明Disclaimer

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Tradetool Auto Co., Ltd.

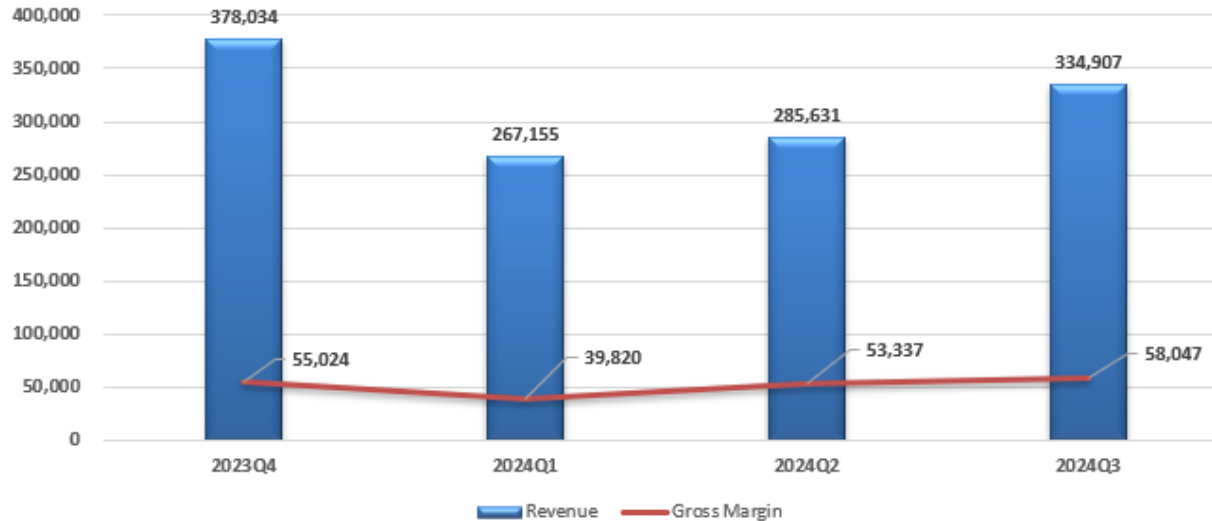
Operating Performance



Revenue and Gross Margin

In NT\$ Thousands

Quarter	Revenue			Gross Margin				Net Income (Attributable to the Parent)				EPS(NT\$)
	Amount	YOY	QOQ	Amount	YOY	QOQ	Ratio	Amount	YOY	QOQ	Ratio	
2023Q4	378,034	-10%	-16%	55,024	-21%	-20%	15%	(25,827)	-21%	118%	-7%	(0.32)
2024Q1	267,155	-22%	-29%	39,820	-35%	-28%	15%	(10,363)	-31%	-60%	-4%	(0.13)
2024Q2	285,631	-18%	7%	53,337	-33%	34%	19%	(12,275)	44%	18%	-4%	(0.15)
2024Q3	334,907	-25%	17%	58,047	-16%	9%	17%	(7,374)	-38%	-40%	-2%	(0.09)

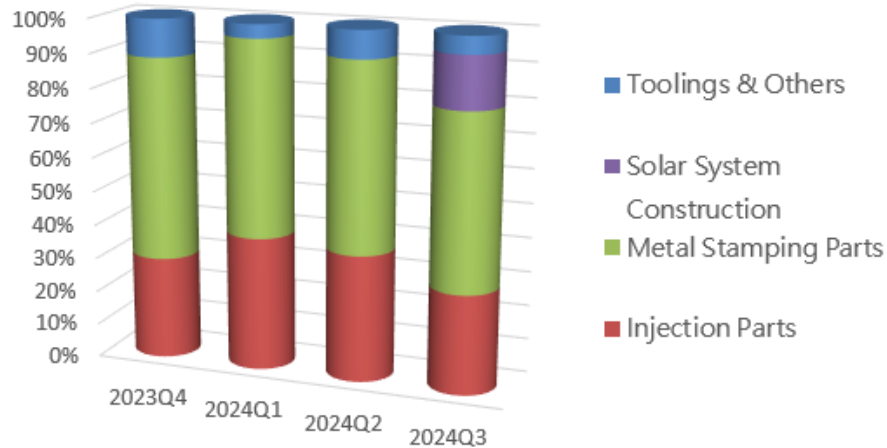




Quarterly Revenue and Sale Ratio of Product Items

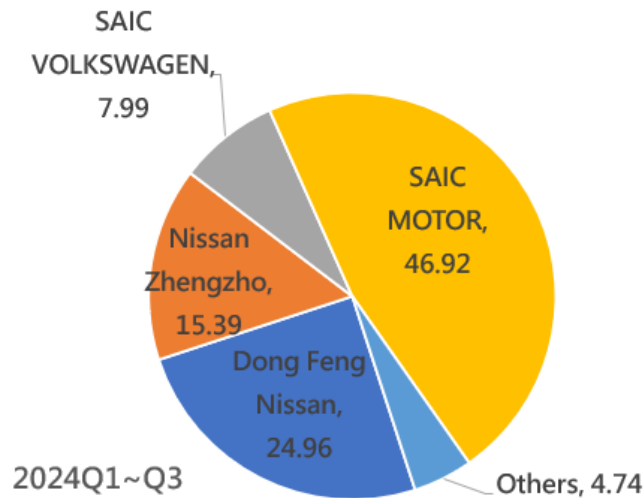
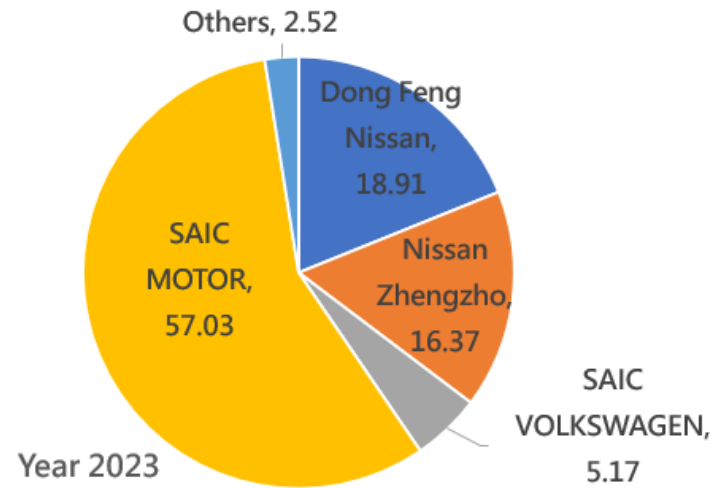
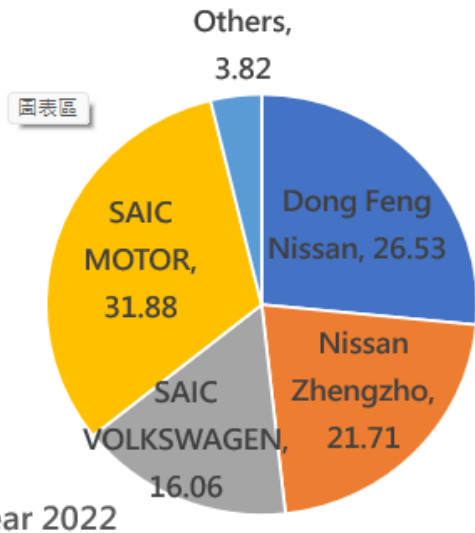
In NT\$ Thousands

Product Items	2023Q4		2024Q1		2024Q2		2024Q3	
	Revunue	Ratio	Revunue	Ratio	Revunue	Ratio	Revunue	Ratio
Injection Parts	114,151	30%	104,885	39%	106,505	37%	98,186	29%
Metal Stamping Parts	221,185	59%	151,124	57%	156,319	55%	169,602	51%
Solar System Construction	0	0%	0	0%	0	0%	51,469	15%
Toolings & Others	42,698	11%	11,146	4%	22,807	8%	15,650	5%
Total	378,034	100%	267,155	100%	285,631	100%	334,907	100%





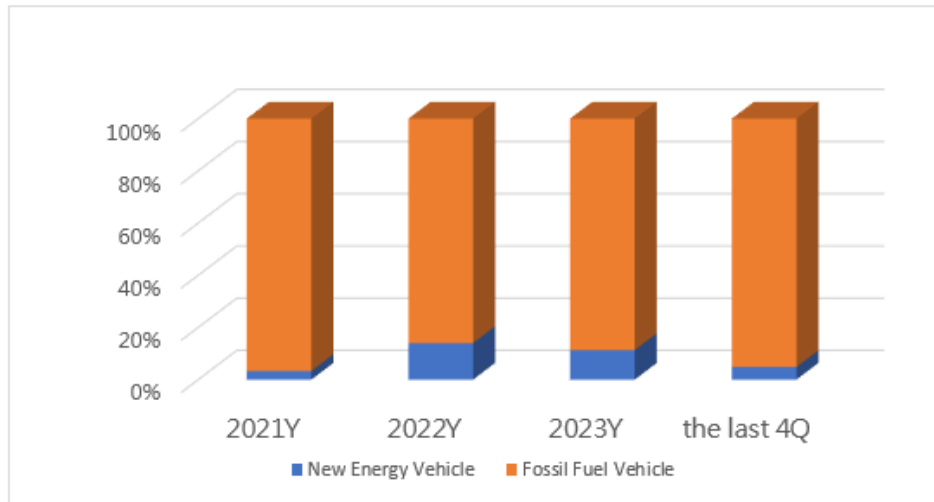
The recent annual revenue share of metal component products





Sale ratio of Electric Vehicle

	2021Y	2022Y	2023Y	the last 4Q
New Energy Vehicle	3.31%	14.00%	11.32%	4.82%
Fossil Fuel Vehicle	96.69%	86.00%	88.68%	95.18%
Total	100.00%	100.00%	100.00%	100.00%





Future Outlook



Outlook

1. Solar system construction business will gradually grow : The number of cases received in Taiwan will continue to grow with the needs of the gener. In addition, the Thailand' s investment will also first enter the solar system construction business.
2. The mainland auto market continues to compete in serious price bargaining, and at present, we cannot see the trend of car prices stopping and stabilizing, and we will start with the downsizing of Dongfeng and Zhengzhou Nissan's mainland production plants to reduce losses.
3. The two-wheeled high-end electric scooter lamps has officially taken the orders from the major German bicycle lighting manufacturers and customized orders from domestic bicycle leaders, and the business growth is expected.



Tradetool Auto Co., Ltd.



Integrated Bicycle Light



Double-Lens System



Tradetool Auto Co., Ltd.



Thank You !
Q&A

www.tradetools.com.tw

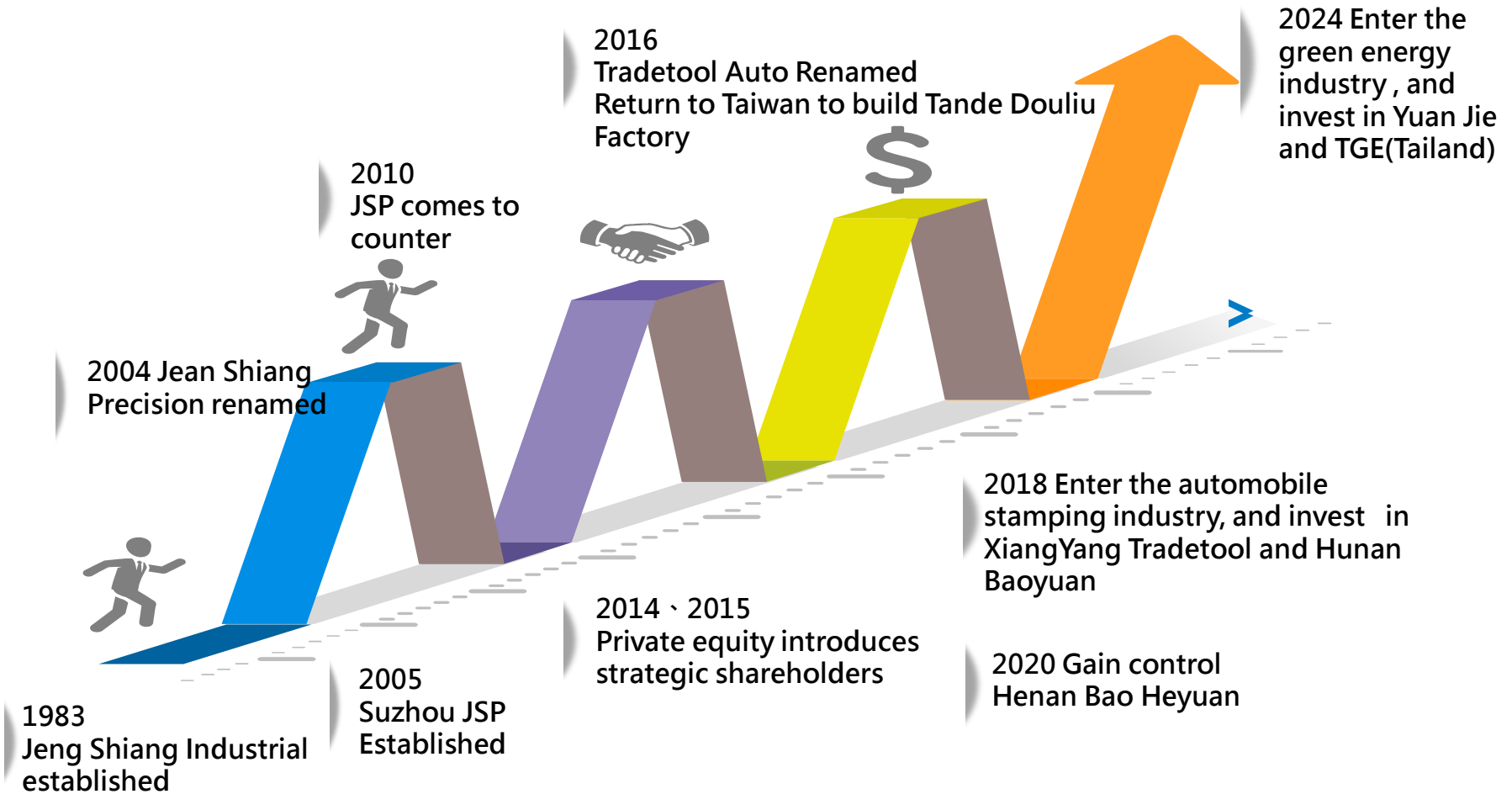


Tradetool Auto Co., Ltd.

Company Profile



Company Timeline





Company Profile



Established : 1983/09



Paid-in Capital : NTD 7.95 Million



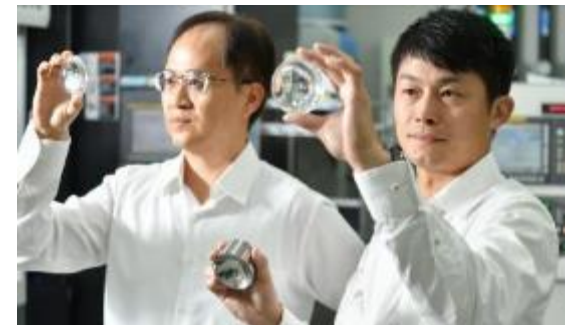
Number of Staff : 346(2024.10.31)



Company Layout : Taichung · Douliu · Hubei Xiangyang · Hunan Liling · Henan Kaifeng



Development and manufacturing automotive metal stamping, welding parts, automotive optics and automotive molds, renewable energy power generation equipment construction and maintenance services





Product Technology-

Automotive metal stamping parts and welding parts

- ✓ A Pillar Trim
- ✓ B Pillar Trim
- ✓ C Pillar Trim
- ✓ Reinforcement Plate
- ✓ Cross Member
- ✓ Fender Trim
- ✓ Body & Stamping Parts





Product Technology -

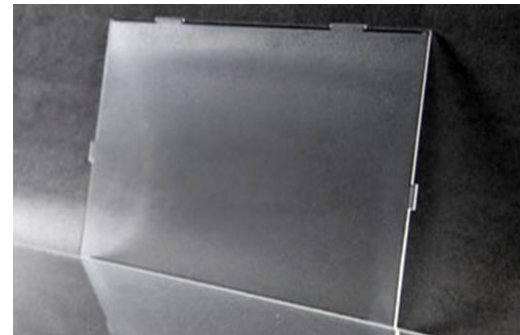
Optical Design and Injection Molding of Automotive Components

Automotive injection molding components like light guide plate/frame for display, lens, relevant tool and lighting device for automotive application.

■ LED Lamps



■ Automotive display optical components





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Product Technology-

Renewable energy power generation equipment
Construction

Solar energy system design, M&E system integration and construction, and provision of solar site maintenance business



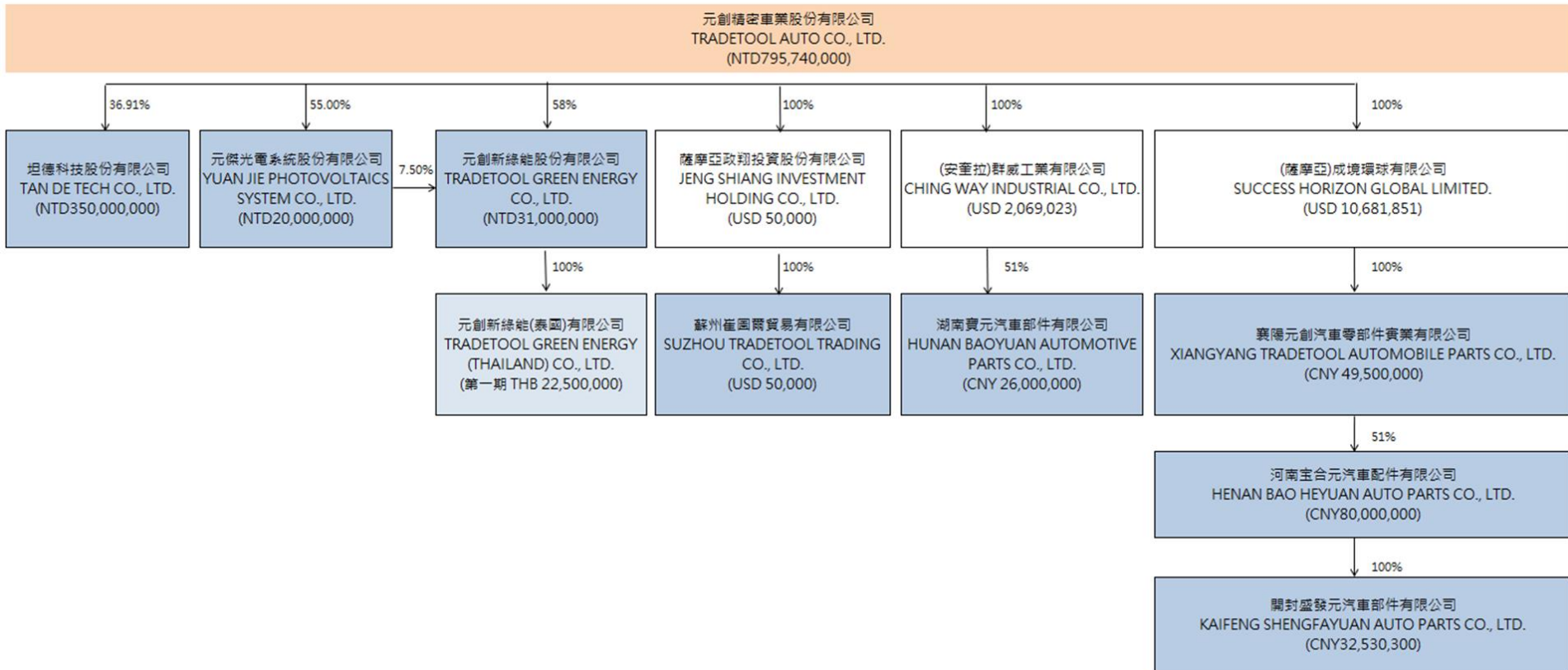


Tradetool Auto Co., Ltd.

Group Introduction

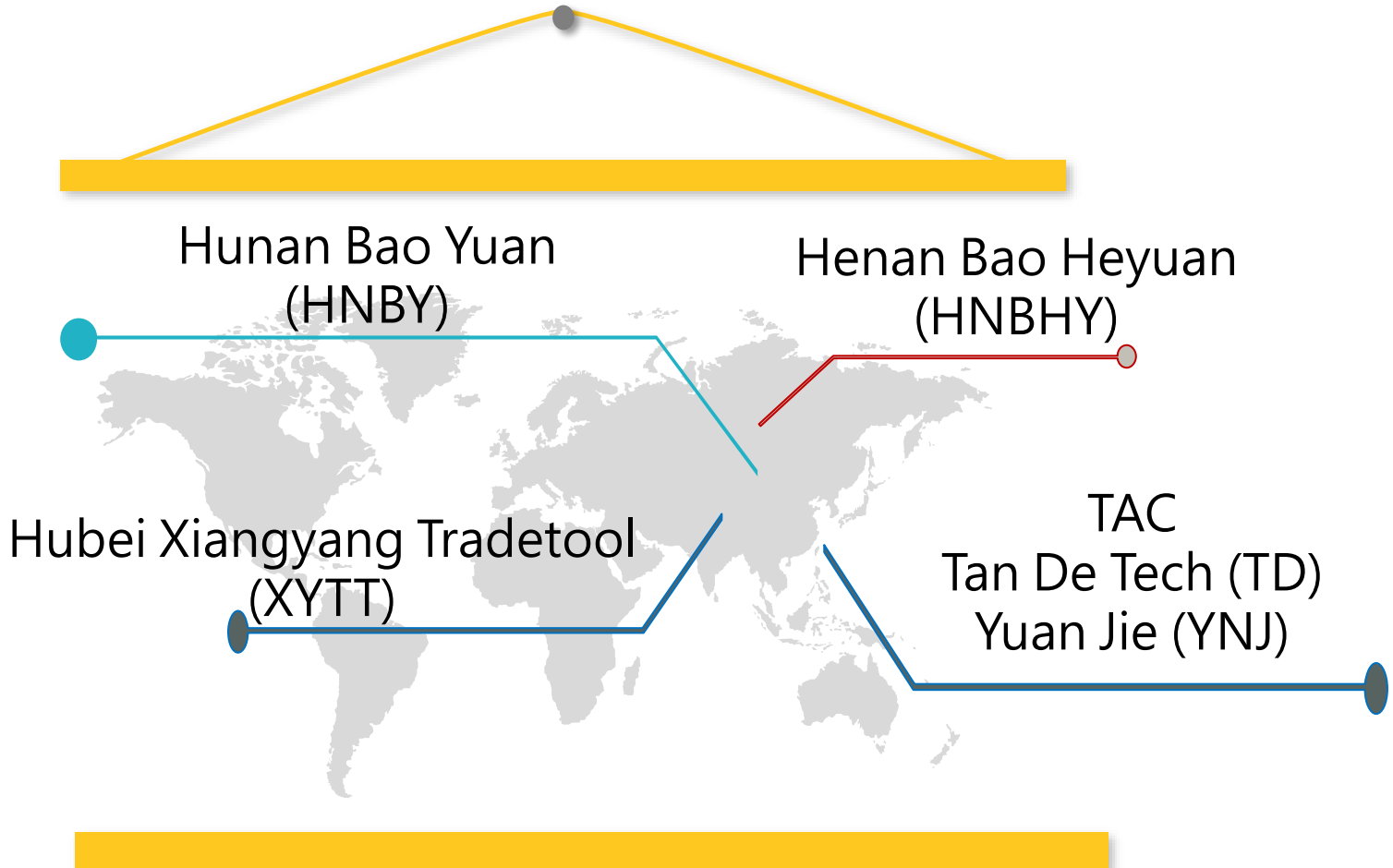


Business Organization



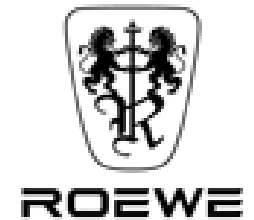


Group Introduction





Our Customers





Car Brand Model





Car Brand Model-New Energy





Tan De Headlight Product Design Outlook



2020

- 自主開發:
- (a). 2cm機車模組
 - (b). 4cm汽車模組



2021

- OEM:
- (a). 鴻華Model T 燈具
 - (b). 達方電動自行車燈具

- 自主開發:
- (a). 1cm自行車頭燈
 - (b). 1.5cm機車頭燈
 - (c). 2cm汽車頭燈
 - (d). 1.5cm汽車頭燈



2022

- OEM:
- (a). 國內汽車自主品牌 LED 頭燈

- 自主開發
- (a). 0.6cm自行車內嵌式前燈
 - (b). 自行車握把照地燈
 - (c). 8 PIXEL ADB頭燈
 - (d). 1.5cm汽車頭燈
 - (e). 1cm機車頭燈(遠近燈)
 - (f). 3cm遠近燈合一機車頭燈
 - (g). 菱型自行車尾燈
 - (h). 一字型自行車尾燈



2023~2024

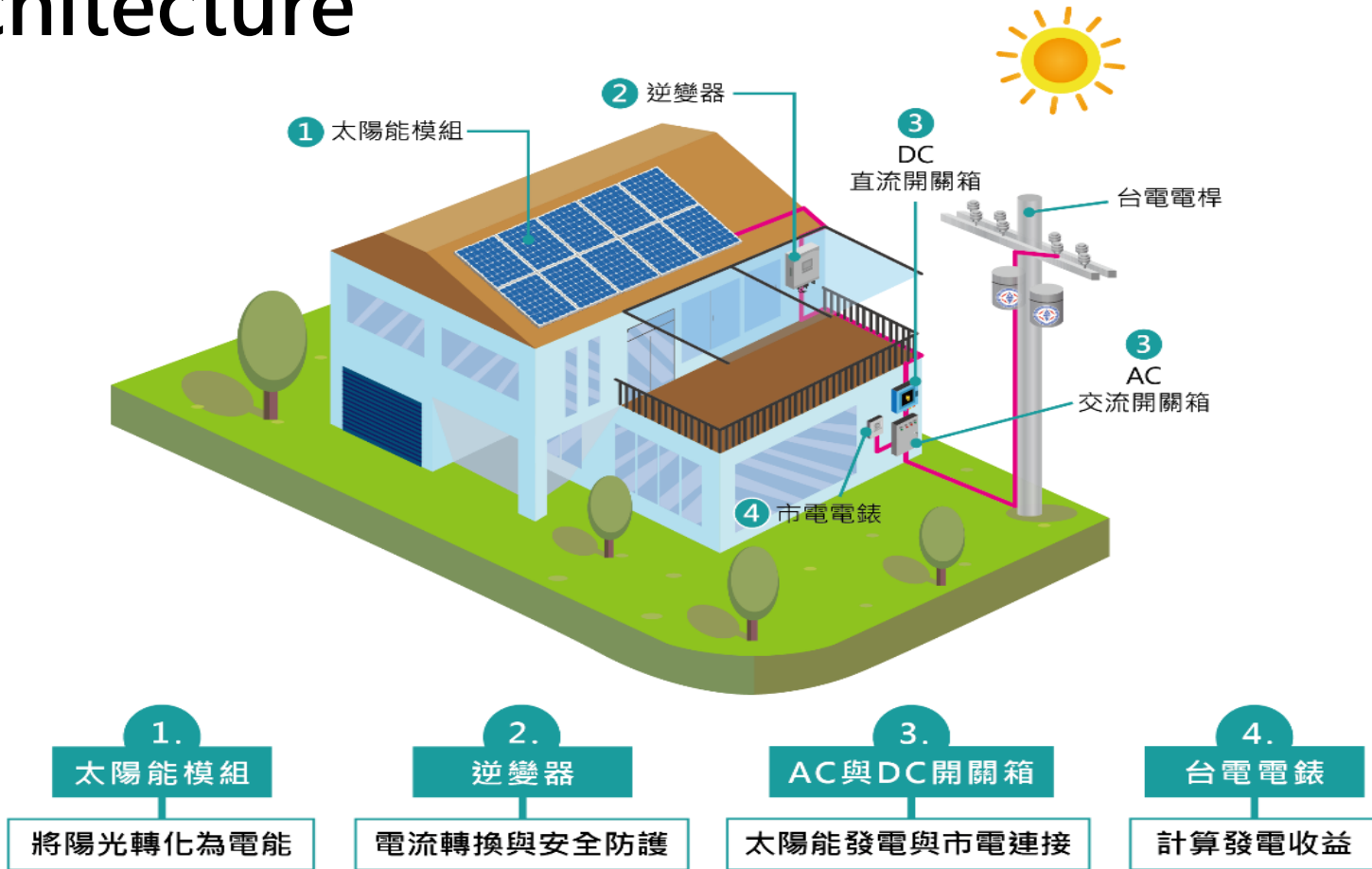
- OEM:
- (a). MIH_未來新概念車燈
 - (b). 歐洲自行車大廠 LED頭燈

- 自主開發:
- (a). 1cm遠近燈合一自行車頭燈
 - (b). 自行車環形尾燈
 - (c). 自行車反光片
 - (d). 自行車一字形尾燈(包含位置/剎車燈)
 - (e). Mini LED燈具開發
 - (f). 機車轉向輔助燈
 - (g). 12 PIXEL ADB頭燈
 - (h). 汽車遠近合一頭燈
 - (i). LIDAR自主開發
 - (j). 100 PIXEL ADB頭燈
 - (k). 貫穿式尾燈





Description of Photonic System Architecture





Solar System Csaes

Total amount above 200MW

- North : 9,531 kW
- Central : 6,131 kW
- South : 176,169 kW
- East : 75,000kW