



Turvo International Co., LTD

3Q23 Investor Conference

Stock Code : 2233

Peter Wu / Vice General Manager

Dec 11, 2023

Disclaimer

- The forecast information mentioned in this presentation and related information released at the same time, including the operation outlook, financial status and business forecast, etc., is the information obtained by the company based on internal information and the overall external economic development status.
- The actual future operating results, financial conditions and business results of the company may differ from the forecast information, which may be due to various factors, including but not limited to market demand, various policies and regulations and changes in the overall economic situation, and other risks and other factors beyond the control of the Company.
- The information provided in this presentation reflects the Company's view of the future as of now, and is not expressly or impliedly expressed or guaranteed to be correct, complete or reliable. The company is not responsible for updating or revising the content of the presentation if there are any changes or adjustments in the future.

01

Company Profile

- **Company Background**
- **Competitive Advantages**
- **Business Strategies**
- **Sustainable Development**

Company Background



Establishment Date

December 29, 1987



Capital Amount

TWD\$602,881 (thousand)



Location

NO.59, JING 2ND RD., WUCI DIST.,
TAICHUNG CITY 435, TAIWAN (R.O.C.)



Main Products

Precision metal components for
Automobile, Bicycles, Medical devices
and Industrial applications



Number of Employees

1,568 (As of June 30, 2023)



Dongguan Plant Guangdong, China

- Number of employees: 685
- Main product application: automobile, industrial and medical devices



Headquarter Taichung, Taiwan

- Number of employees: 390
- Main product application: bicycles, industrial and medical devices



New Headquarter Taichung, Taiwan

Construction started on Jan 19, 2021
Estimated to go into operation in 1Q24

MAINLAND CHINA

TAIWAN



Jiashan Plant Zhejiang, China

- Number of employees: 493
- Main product application: automobile and industrial

Competitive Advantages



Proficient in **precision metal components** with rapid R&D, stable quality and mass production capabilities



Implement **high-end manufacturing and precision testing equipment** to increase productivity and quality



Own **diversified quality certificates** to earn trust from customers and build long-term collaborative relationship



Meet various requirements from **international customers** and deliver products worldwide per agreements

IATF 16949
Automotive Quality Management
System Certification

ISO9001
Quality Management System
Certification



Automated Inspection Instrument



Multi-spindle Machine



Mikron Work-station



Business Strategies



Enlarge Core Capabilities

- Automobile components
- Bicycle components
- Medical products
- Industrial applications



Aggressive and Continuous Innovation

- Develop new products to satisfy customers' need
- Accelerate exploring non-ICE products



Develop OBM Products

- Planetary reduction gear



Business Strategies – Expand Automobile Customers and Product Lines



1. Deeply Cooperate with International Automobile Brand Customers

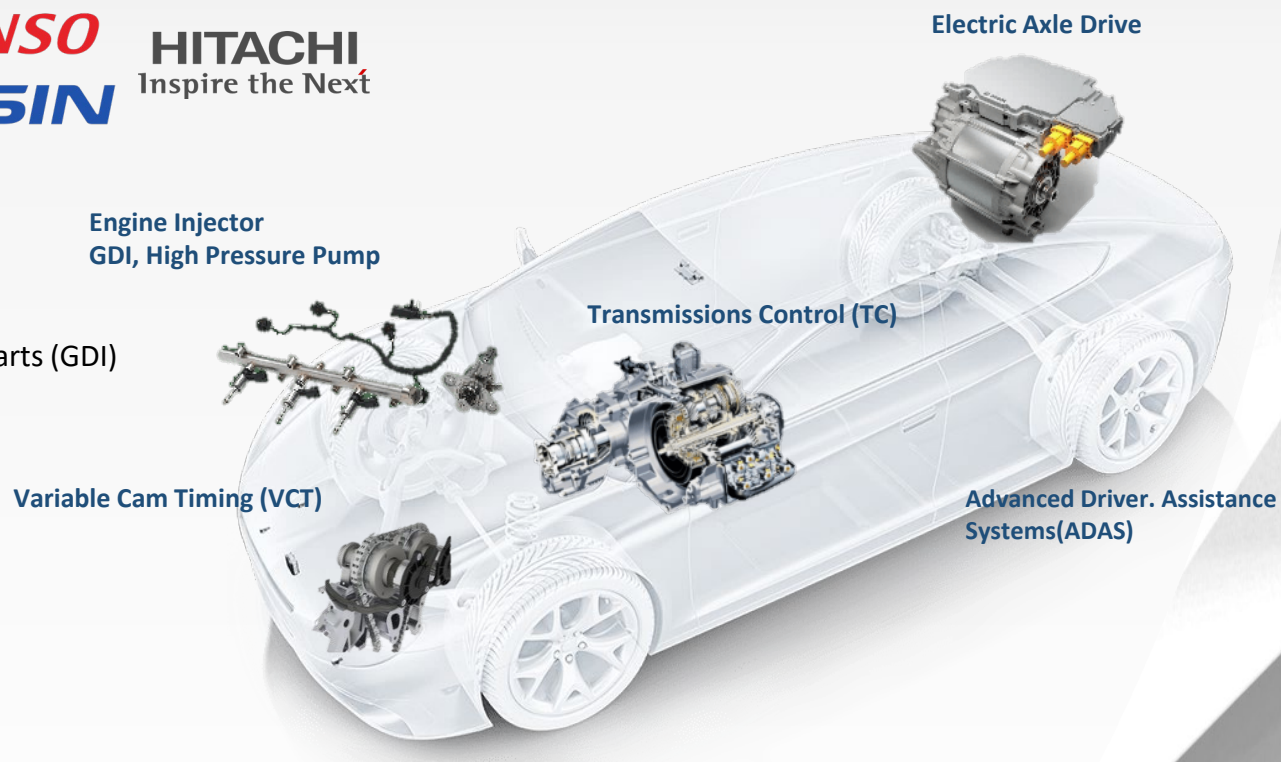


2. Enlarge Product Penetration and Produce Critical Parts Meeting Environmental Requirements

Fuel oil
injection
pump parts



- Gasoline and diesel engine direct-injection parts (GDI)
- Variable cam timing (VCT)
- Dual clutch transmission (DCT)
- High pressure fuel pump critical parts (HPFP)
- Transmissions control(TC)



Business Strategies – Expand Automobile Customers and Product Lines



3. Continuous Development of Non-ICE Product Line

Hydrogen Fuel Cell



Advanced Driver Assistance Systems (ADAS)



ABS System

Business Strategies – Expand Other Core Applications

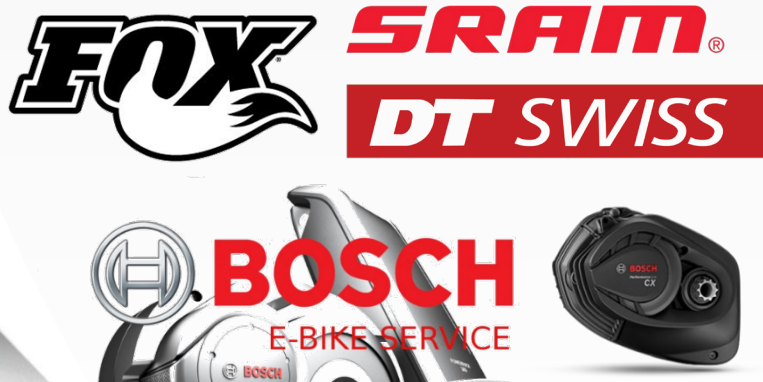


Expand Other Applications to Increase Revenue Contribution From Non-Automobile

Bicycle Components



- Shock absorbers
- Front forks
- Hubs
- Seat post parts



Medical Components



- Core components of insulin injector



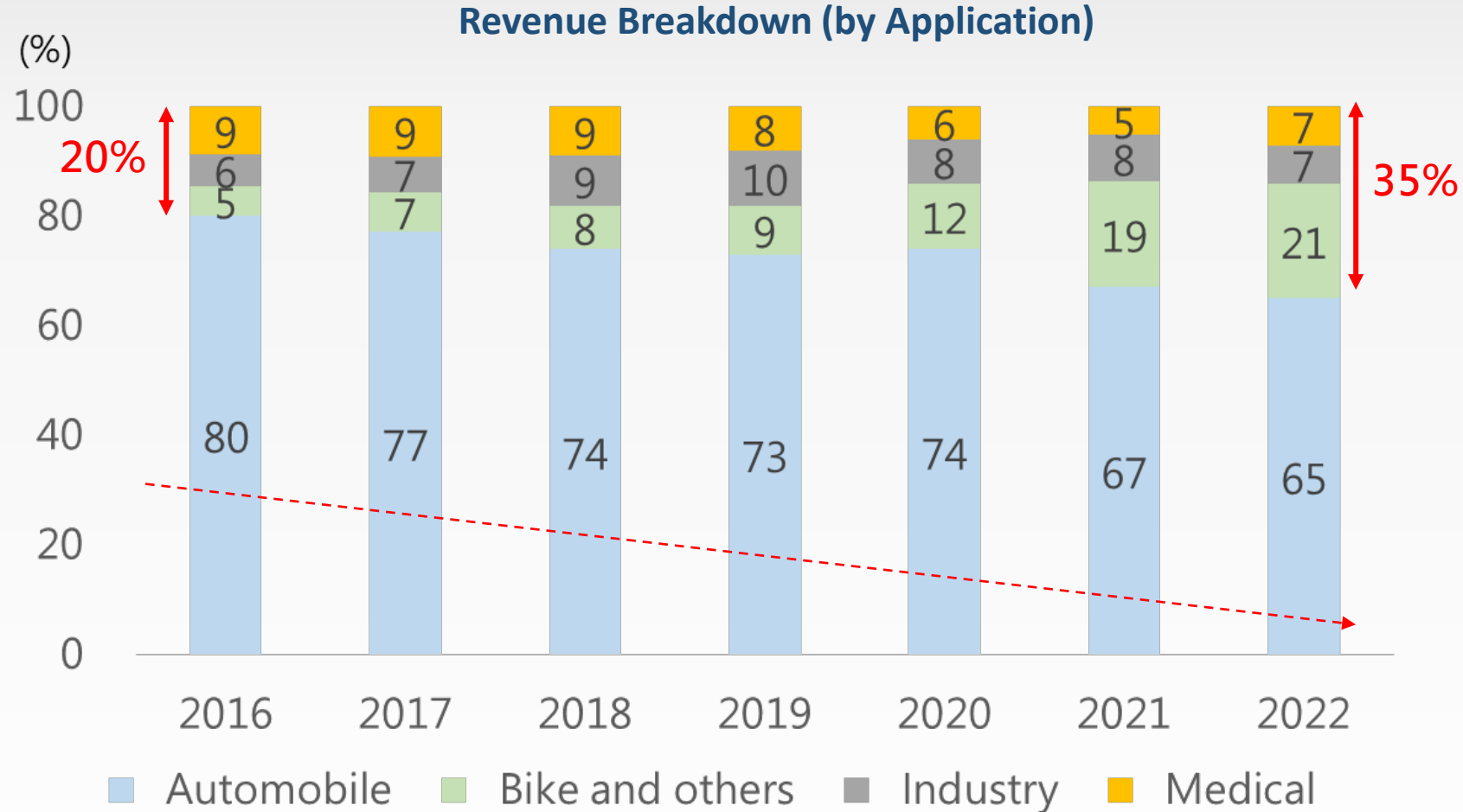
Industrial Automation



- Global industrial automatic sensors
- Hydraulic control systems



Business Strategies – Expand Other Core Applications



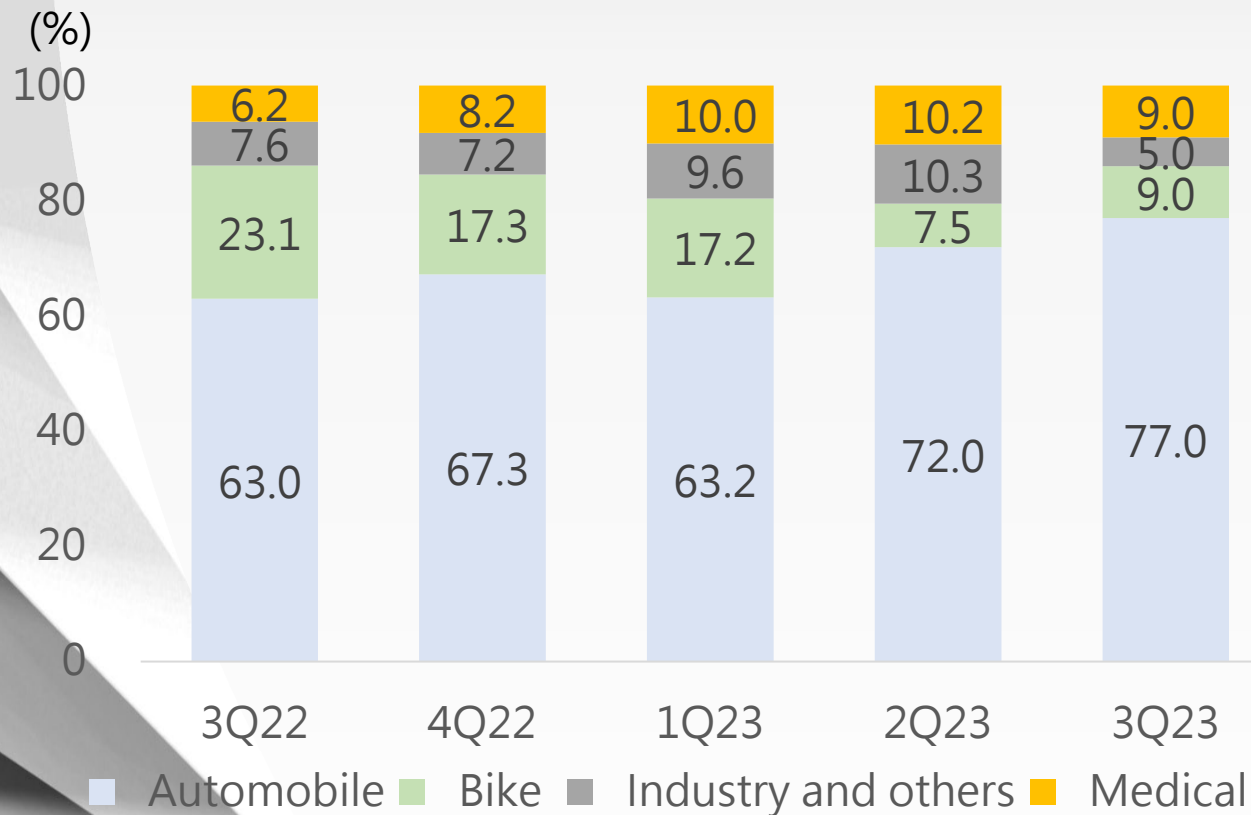
02

Operating Performance

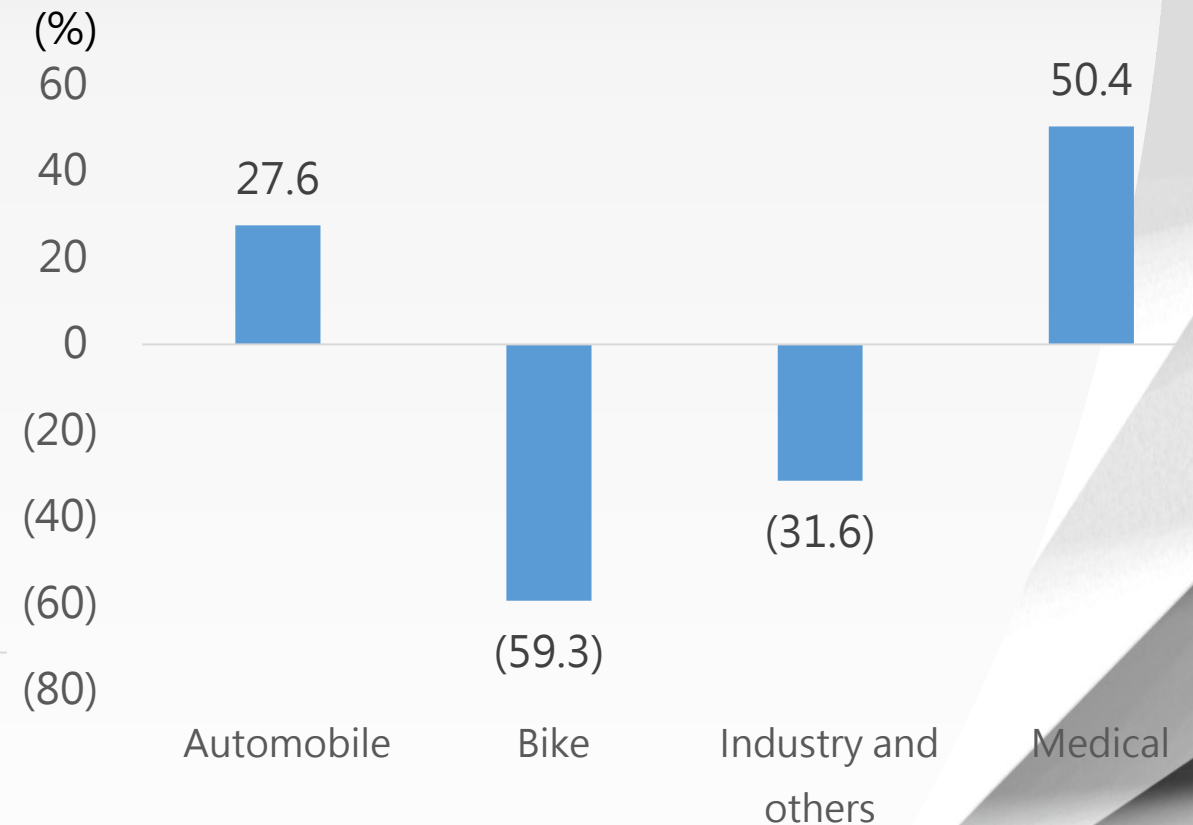
- Sales Analysis
- Operating Results

3Q23 Sales Analysis (by Application)

Revenue Contribution by Application

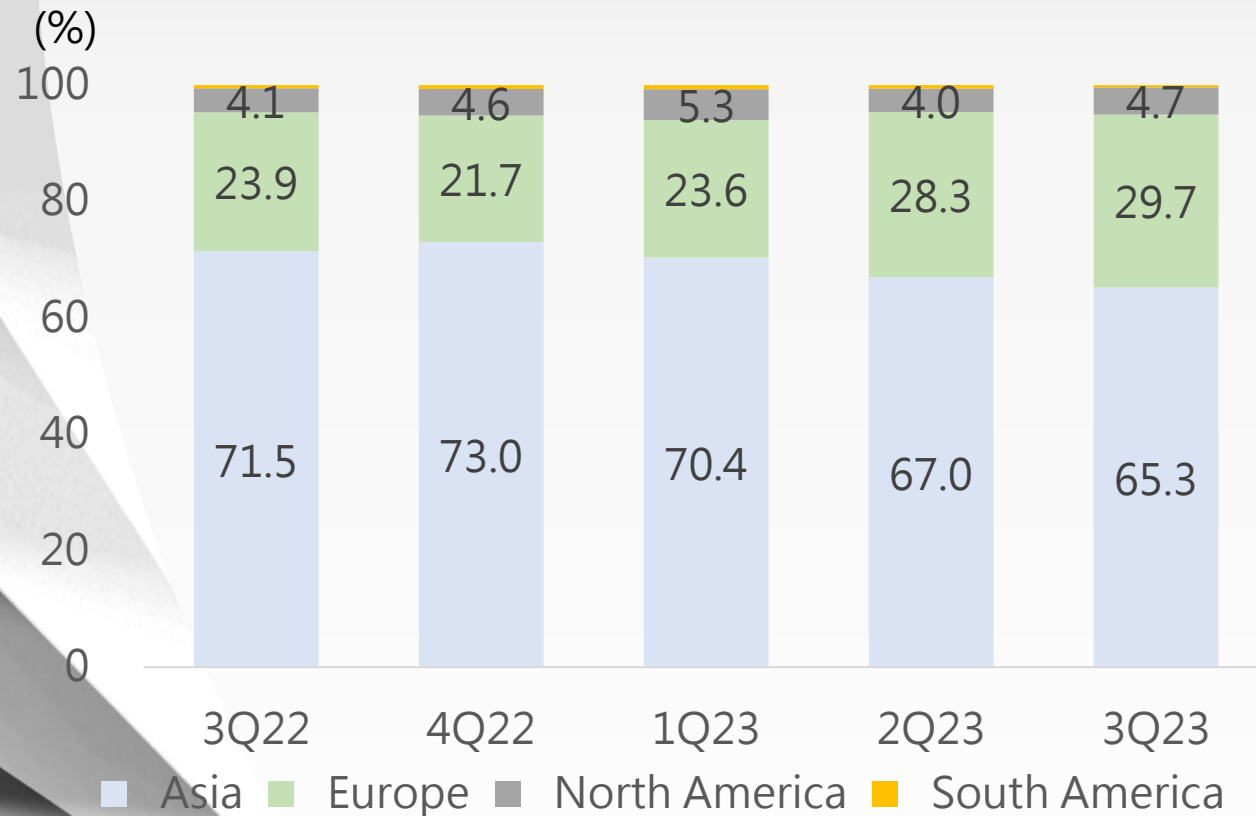


3Q23 Revenue Y-Y Growth by Application

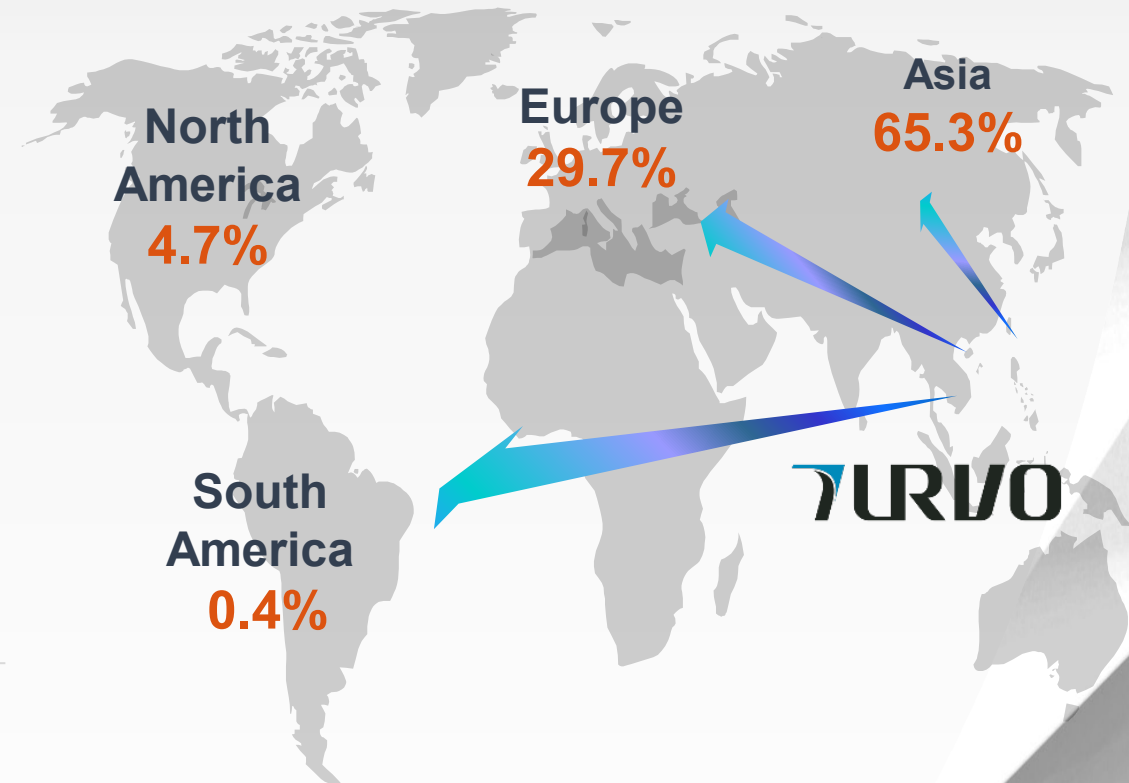


3Q23 Sales Analysis (by Region)

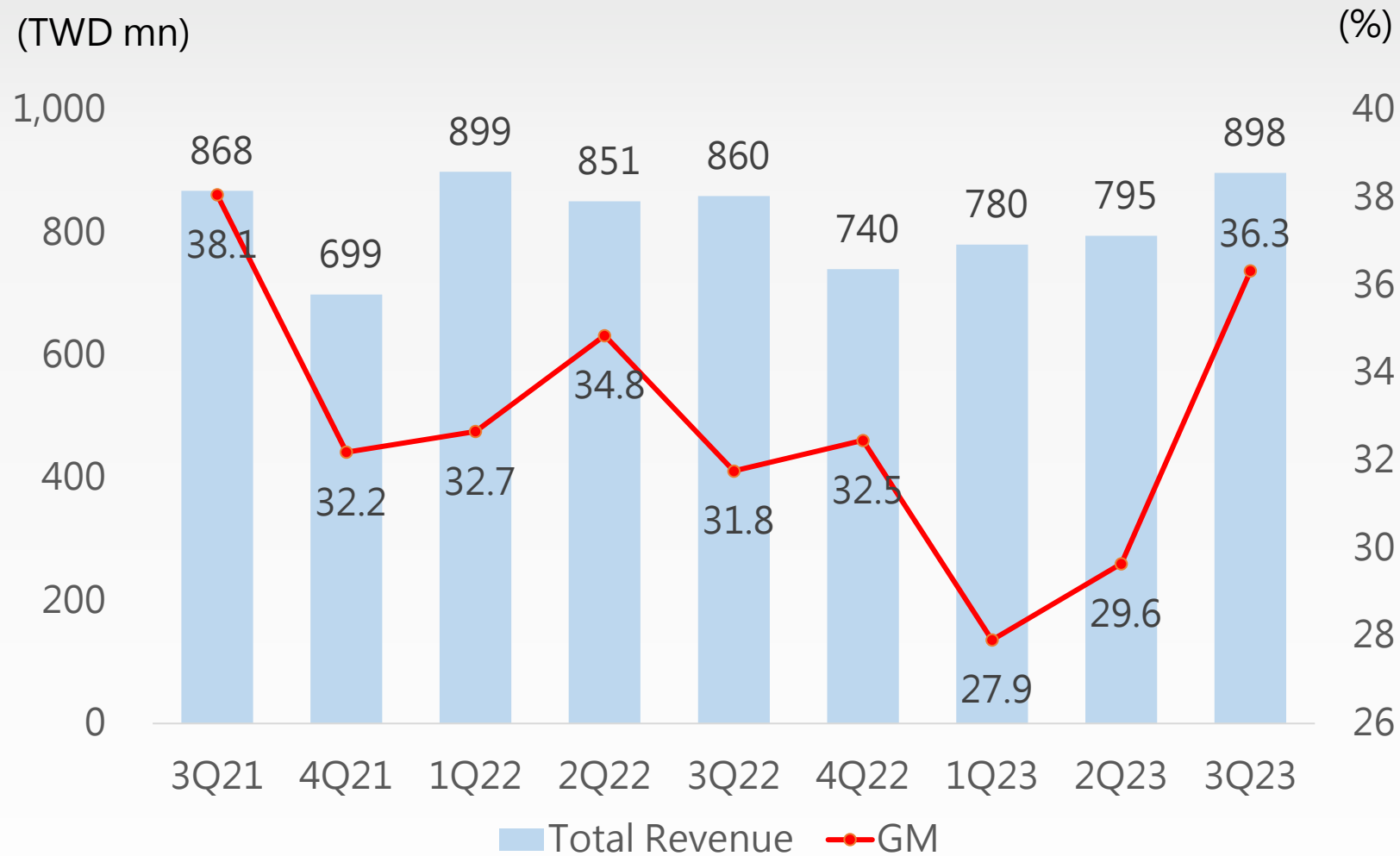
Revenue Contribution by Region



3Q23 Revenue Contribution



Operating Results – Sales & Gross Margin



03

Business Update & Outlook

➤ Growth Drivers

Growth Drivers



- European customers undergo **centralized procurement**. Increasing existing customers' contribution due to **supply chain integration**
- Enlarge product application and increase revenue contribution from parts in diversified automobile (including ICE and non-ICE). **ABS** has entered sample testing stage and target to get customers' certifications this year
- **Hydrogen fuel cell** has started delivery in China this year and continuously work hard to win new R&D cases in Europe



- Contribution from **new customers and new products**
- **E-bike** has entered sample testing stage



- Contribution from **new customers and new products**



- Develop own-brand planetary reduction gear, **TUF ONE**



- Taichung new plant is estimated to **go into production in 1Q24**
- High level of automation of Taichung new plant could increase production capacity and efficiency. It could manufacture precision metal components for automobile, bicycle, medical devices and industrial application and planetary reduction gear

Q & A