



AirTAC

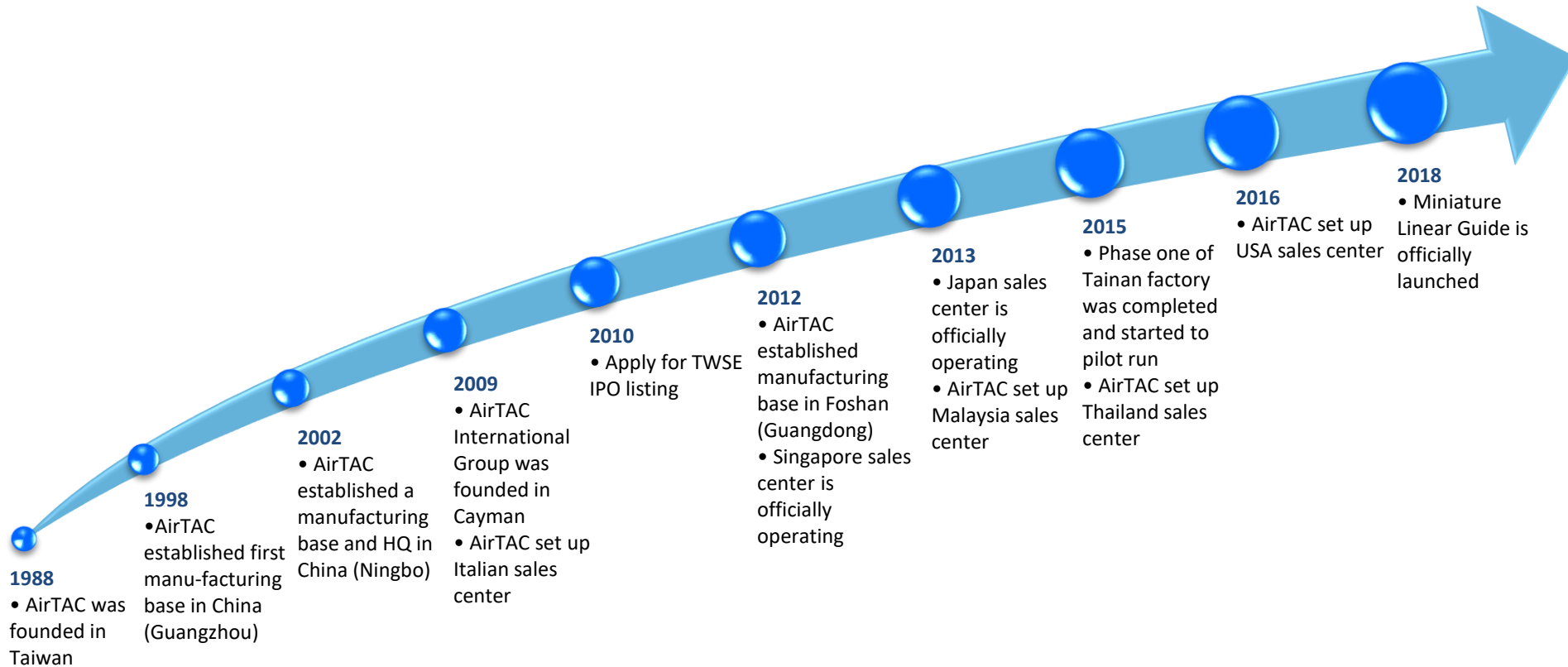
Powered by AIRTAC

Agenda

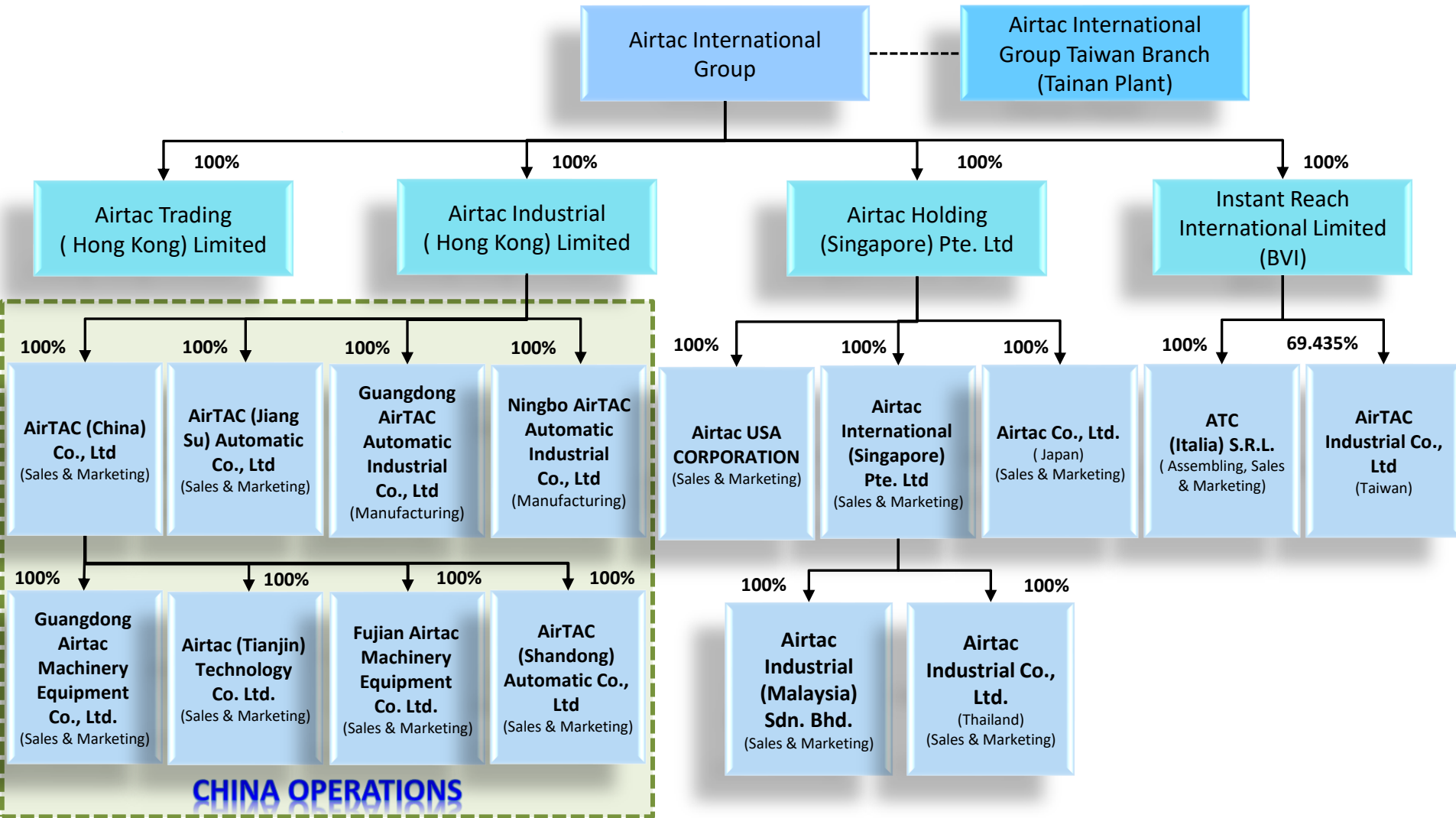
- I Group Overview**
- II Product & Market**
- III Competitive Advantage**
- IV Financial Outlook**
- V Development prospects & Strategic**

I · Group Overview

Group Overview



Organization Chart



Corporate Culture

People-oriented

- Value employees as the most precious resource.
- Encourage them to grow with company.

Commitments

- AirTAC commitment to sustain growth and fulfill social responsibility

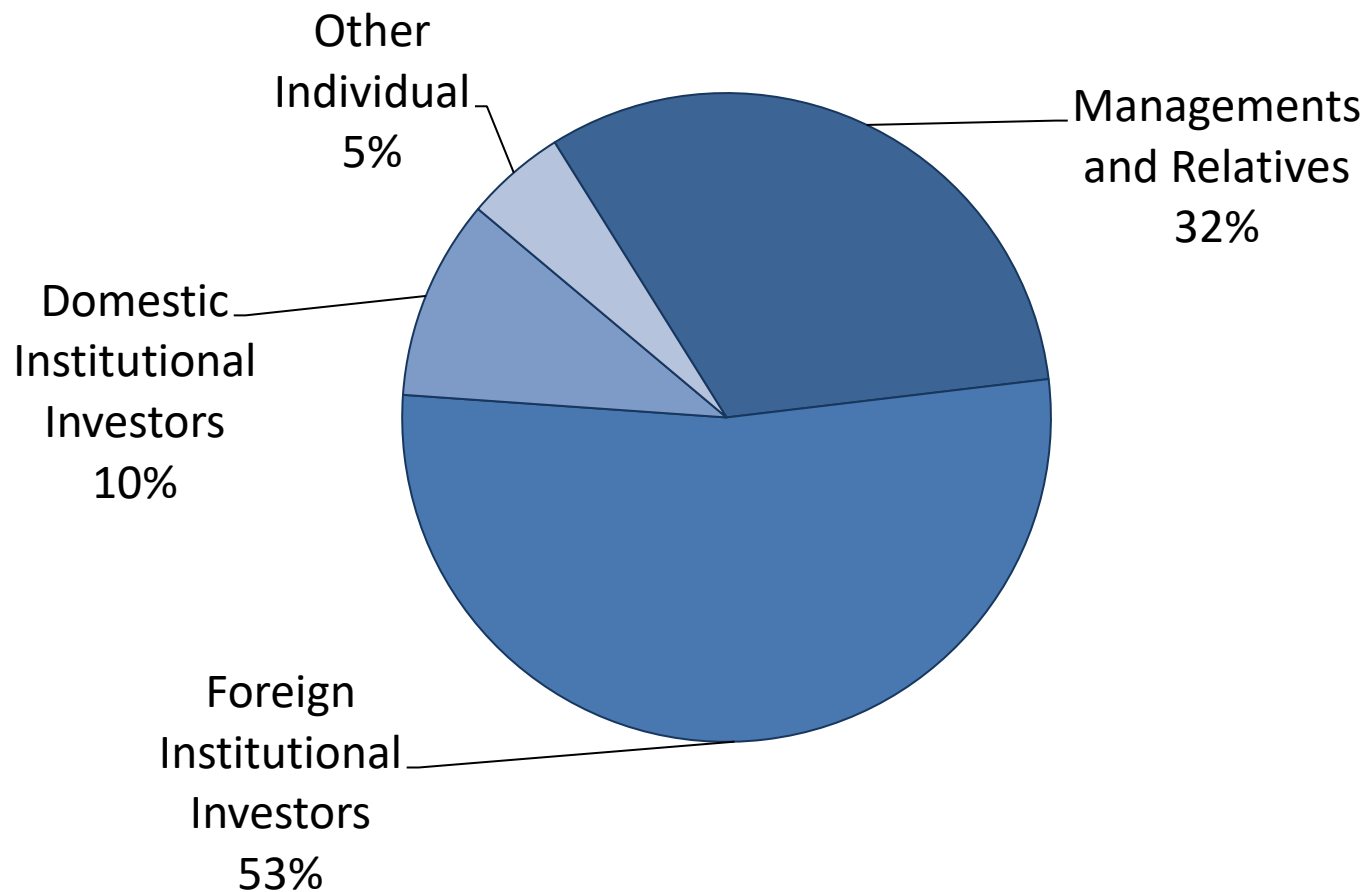
Profit sharing

- Share the profit with every employees to reward their contribution and efforts.

Co-development

- Match talent-development with organization development by providing the best career path for talented people with expertise or leadership skills.

AirTAC Shareholder Structure



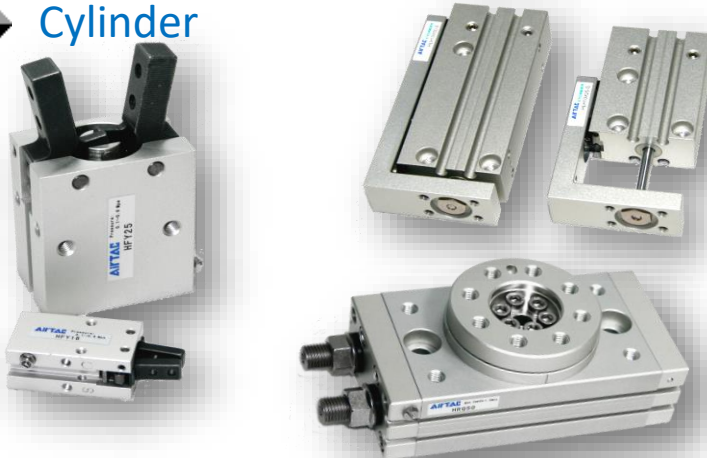
II · Product & Market

Diversified Product Lines

AirTAC

股票代號：1590

► Cylinder



► Air valve & mechanical valve



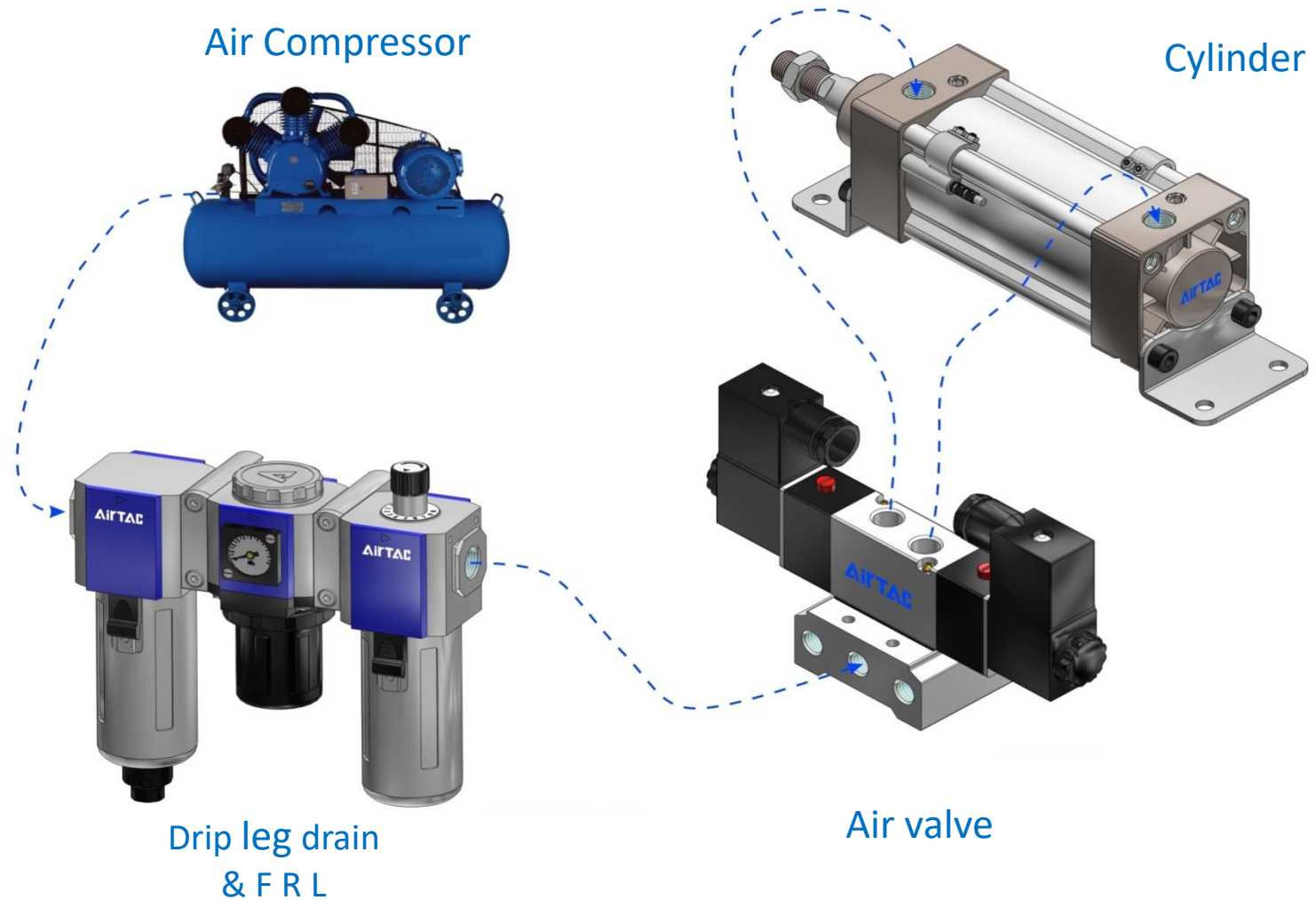
► Drip leg drain & F R L



► Linear guide



Pneumatic operation of the process



Products Application by Industry

AirTAC products are applied in various industrial automation equipment and assembly processes, such as environmental protection machinery, construction machinery, electronic industry, automotive assembly line and the robot arm.

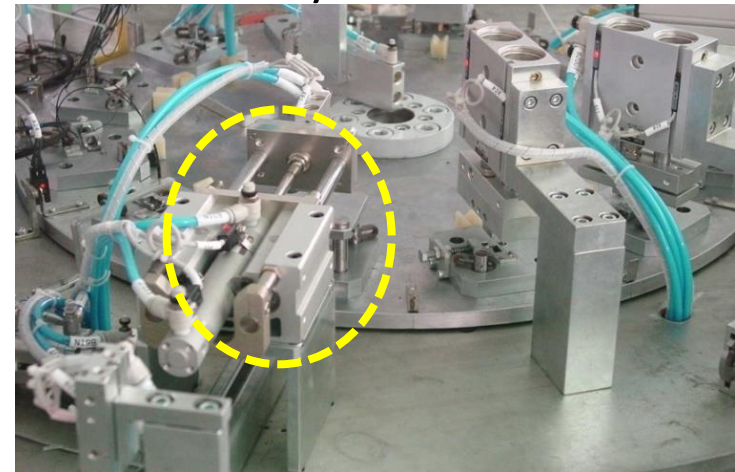
Construction machinery



Environmental processing machinery

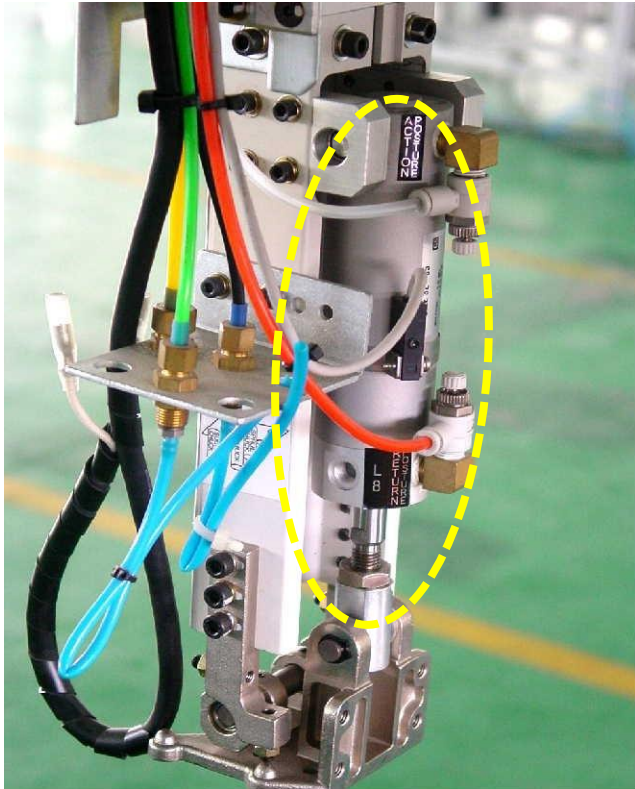


Assembly automation

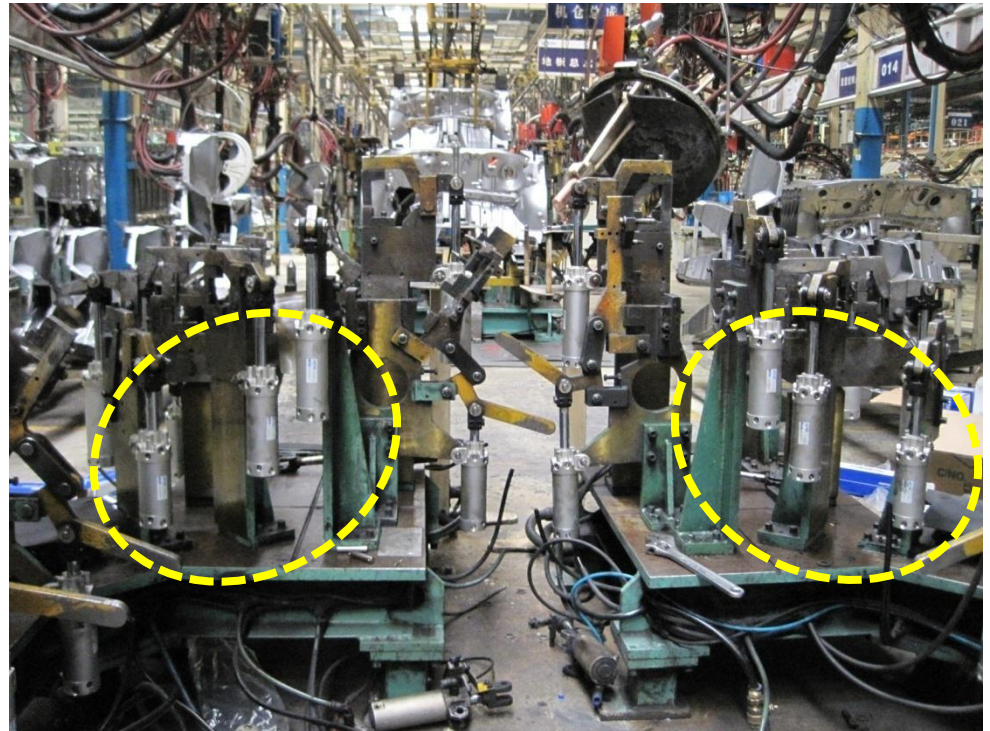


Products Application by Industry

Robot arm

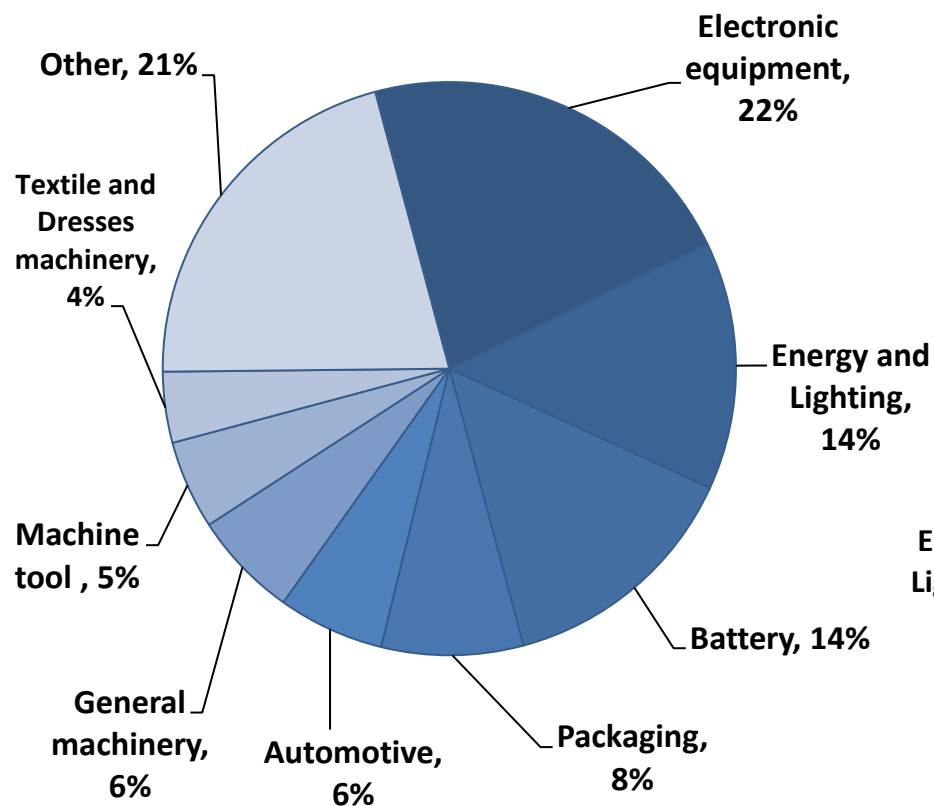


Automobile assembly

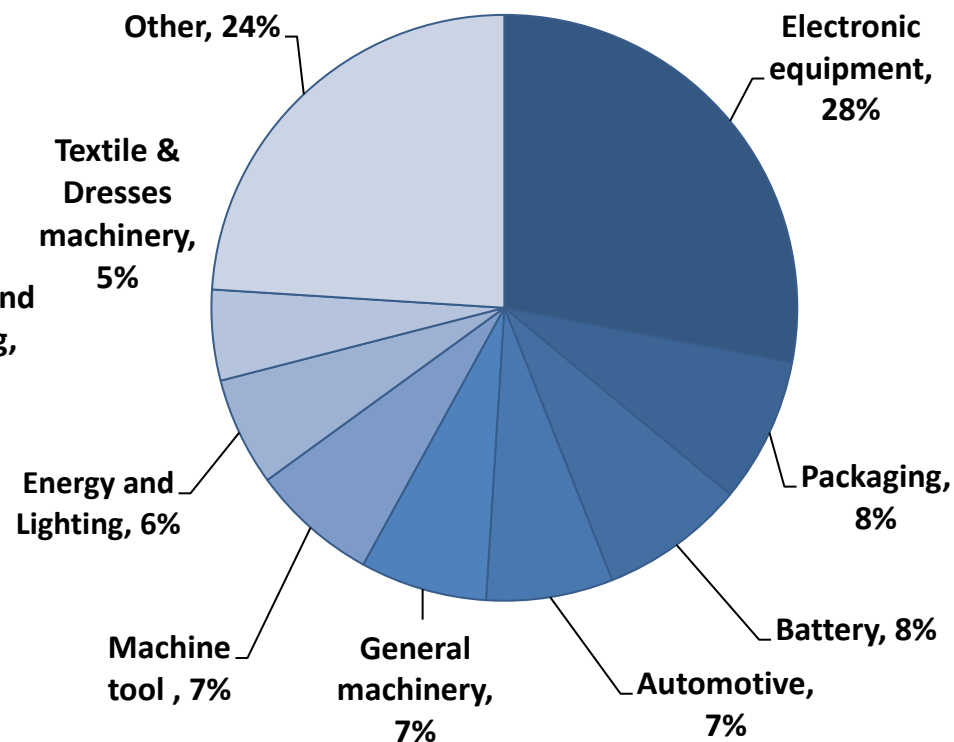


Clients breakdown by industry

2023 Sales



2024 Q1~Q3 Sales



Note: The proportion of the above customer industries is only calculated for the sales amount of direct customers, and does not include distributor sales, which account for about 30% of the consolidated revenue.

III · Competitive Advantage

Competitive Advantage

Own Brand

- Sell products under the **AirTAC** brand.
- Establish spec & price in Greater China.

Own Sales Channels

- Strong self own sales channels in Greater China.
- Provide nation-wide after-sales service in Greater China.

Comprehensive Vertical Integration

- More than 80% of parts are manufactured in house.
- Achieve better profitability than its peers.

Tech Innovation

- Maintain high-quality products by sealant technology.
- Improve production process continuously.

Worldwide manufacturing bases & sales branches

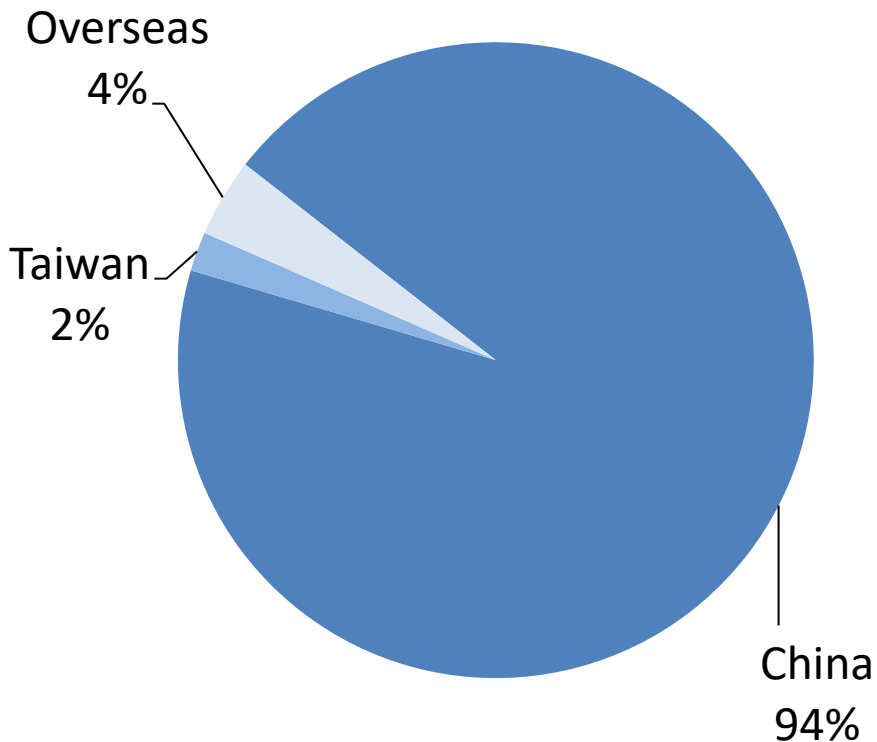


● Manufacturing Base ● Overseas Sales Center

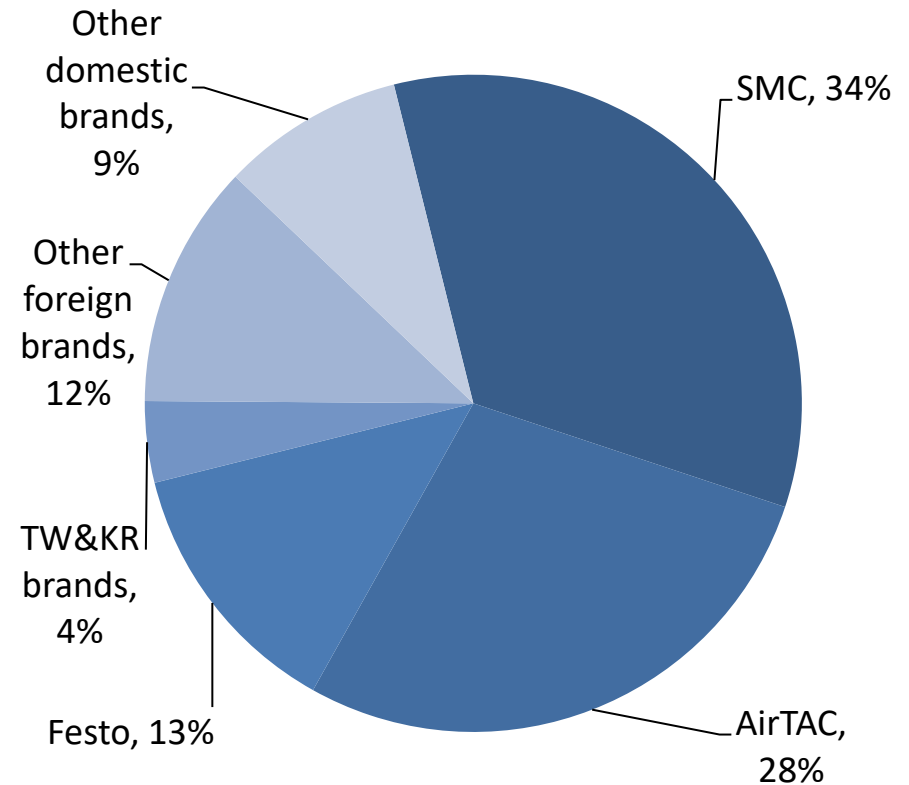
- ◆ Mainland: 2 manufacturing bases, 3 regional sales centers, 4 branches, 120 offices
- ◆ Taiwan: 1 manufacturing base and 3 offices
- ◆ Europe: 1 assembling and sales center in Italy
- ◆ Japan: 1 sales center
- ◆ Malaysia: 1 sales center
- ◆ Thailand: 1 sales center
- ◆ USA: 1 sales center
- ◆ Overseas: 300+ distributors to provide comprehensive sales network and service

Ranked the second largest market share in China

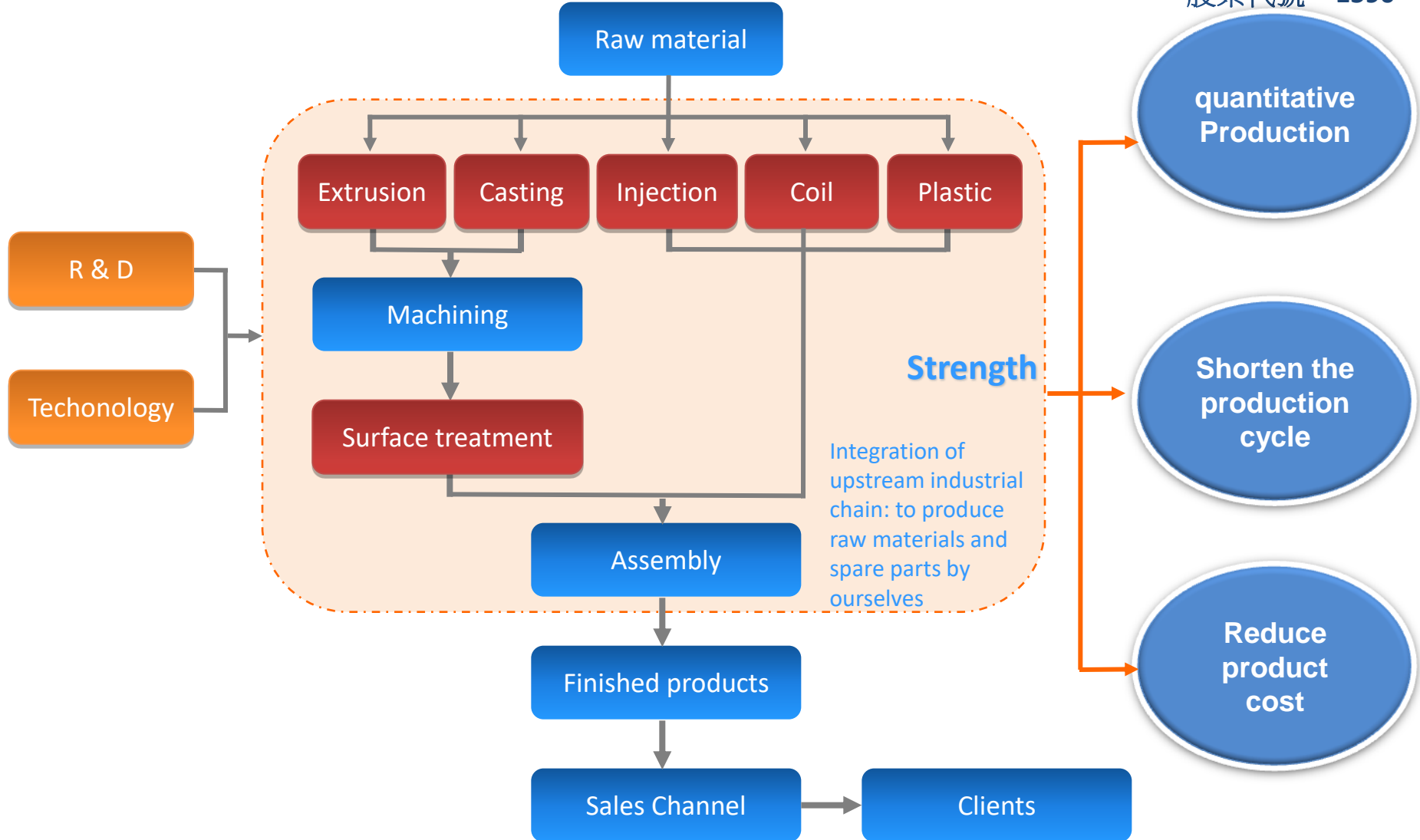
AirTAC Sales by region



Pneumatic equipment - market share in China



Integration of upstream industrial chain

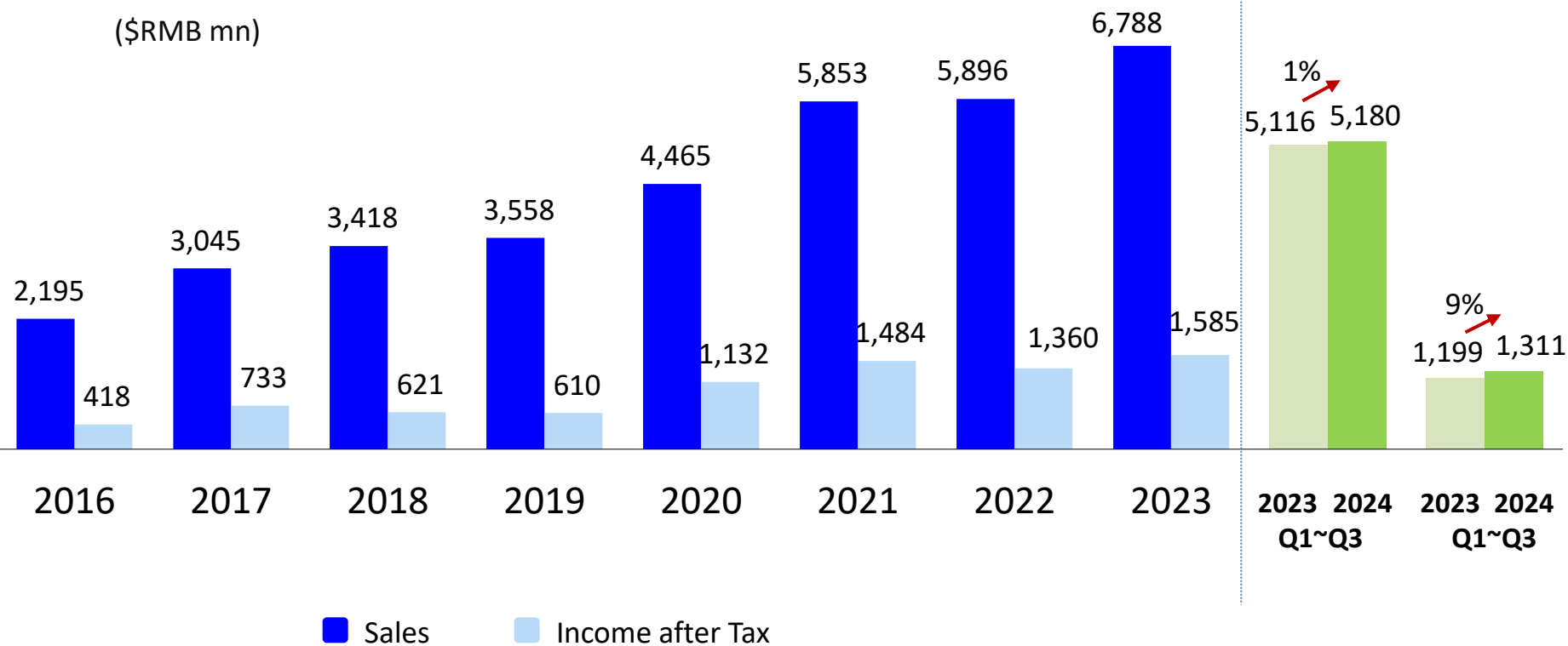


IV · Financial Outlook

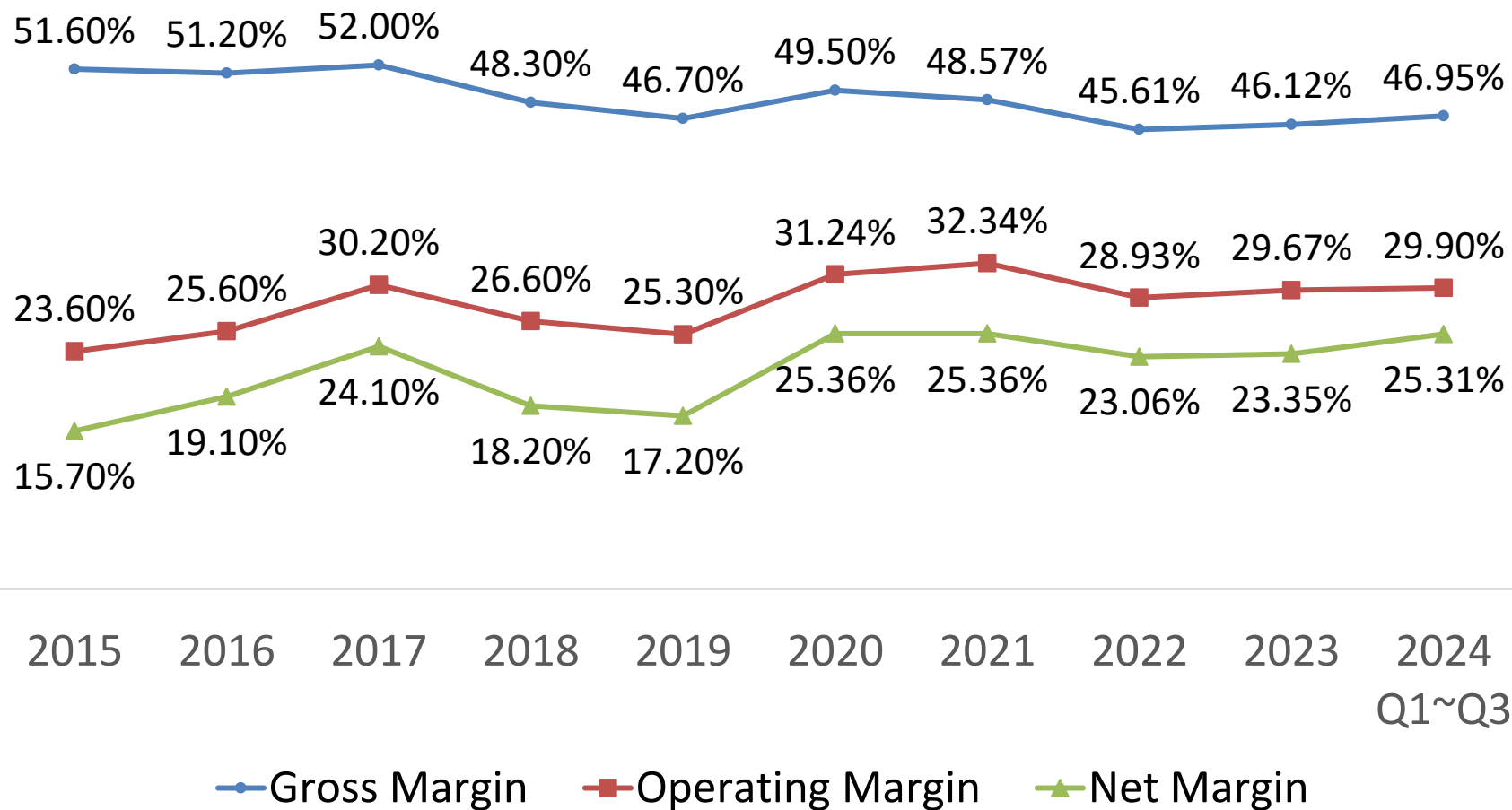
Sales & Income after Tax

Sales Income after Tax

(\$RMB mn)



Profitability Trend



Income Statement

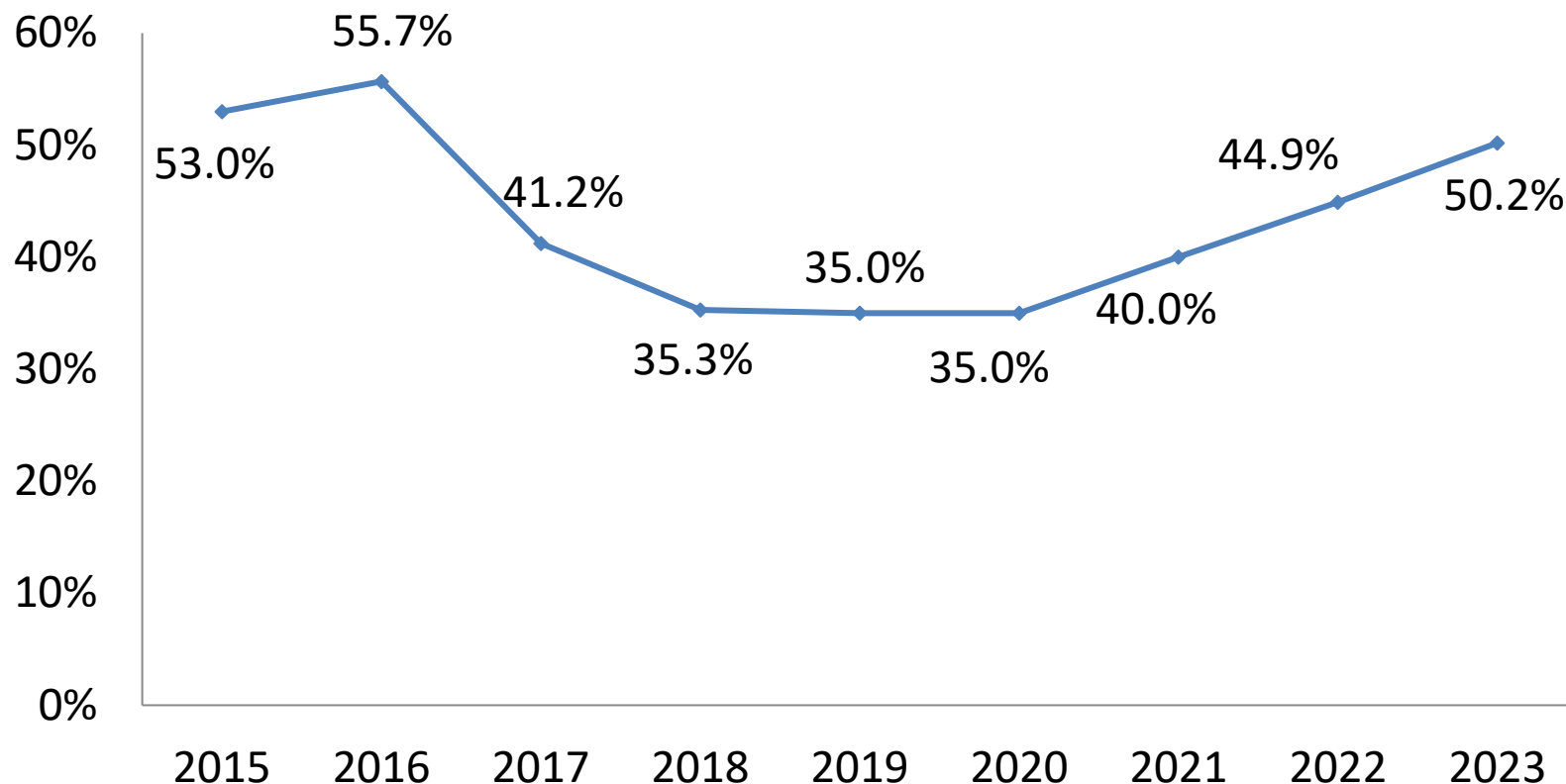
(\$RMB mn)	2021		2022		2023		2024 Q1~Q3	
Sales	\$5,853	100%	\$5,896	100%	\$6,788	100%	\$5,180	100%
Cost	3,010	51%	3,207	54%	3,658	54%	2,748	53%
Gross Profit	2,843	49%	2,689	46%	3,130	46%	2,432	47%
Operating Expenses	950	17%	984	17%	1,116	16%	883	17%
Income from Operations	1,893	32%	1,705	29%	2,014	30%	1,549	30%
Non-operating Income & Exp.	39	1%	64	1%	11	-%	112	2%
EBT	1,932	33%	1,769	30%	2,025	30%	1,661	32%
TAX	448	8%	409	7%	440	7%	350	7%
Net Income	\$1,484	25%	\$1,360	23%	\$1,585	23%	\$1,311	25%

Balance Sheet

(\$RMB mn)

	2021		2022		2023		2024 Q3	
Cash & Cash Equivalents	\$1,432	13%	\$1,499	12%	\$2,326	17%	\$1,725	13%
NR & AR	1,723	16%	2,053	17%	2,285	17%	2,303	18%
Inventory	1,221	11%	1,645	13%	1,509	11%	1,534	12%
Other Current Assets	71	1%	78	1%	77	1%	81	1%
Property, plant and equipment, Other	6,529	59%	7,111	57%	7,218	54%	7,193	56%
Total Assets	\$10,976	100%	\$12,386	100%	\$13,415	100%	\$12,836	100%
Bank Debt	\$1,857	17%	\$2,560	21%	\$2,631	20%	\$901	7%
Other Current Liabilities	911	8%	828	6%	795	6%	1,544	12%
Other Long-term liabilities	116	1%	166	2%	145	1%	113	1%
Total Liabilities	\$2,884	26%	\$3,554	29%	\$3,571	27%	\$2,558	20%
Total Equity	\$8,092	74%	\$8,832	71%	\$9,844	73%	\$10,278	80%
Total Liabilities & Equity	\$9,465	100%	\$12,386	100%	\$13,415	100%	\$12,836	100%

Dividend Payout (Include stock dividends)



2023 Cash dividends to shareholders – RMB 3.98 per share (around NTD 17.97480019 per share)

V · Development prospects & Strategic

Goals in our expending schedule

1. Expand sales channels
2. Expand overseas markets
3. Expand product portfolio
4. To be global top 3 players

Q & A