AirTAC
Powered by AIRTAC

Agenda

AirTAC
股票代號：1590

Ⅰ Group Overview

Ⅱ Product & Market

Ⅲ Competitive Advantage

Ⅳ Financial Outlook

Ⅴ Development prospects & Strategic

Ⅰ · Group Overview

Group Overview

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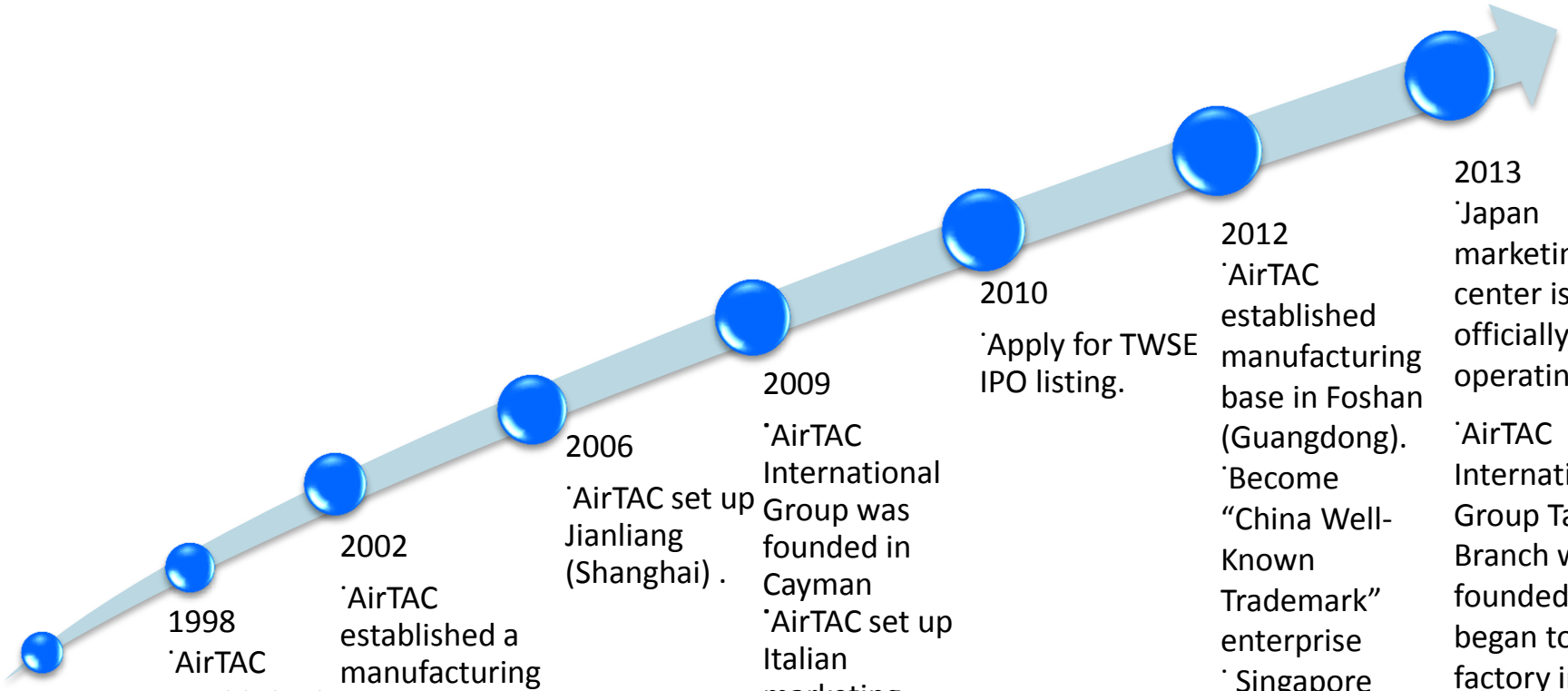
股票代號：1590



1988
·AirTAC was founded in Taiwan

1998
·AirTAC established first manu-facturing base in China (Guangzhou).

2002
·AirTAC established a manufacturing base and HQ in China (Ningbo).

2006
·AirTAC set up Jianliang (Shanghai) .

2009
·AirTAC International Group was founded in Cayman
·AirTAC set up Italian marketing center

2010
·Apply for TWSE IPO listing.

2012
·AirTAC established manufacturing base in Foshan (Guangdong).
·Become "China Well-Known Trademark" enterprise
· Singapore marketing center is officially operating

2013
·Japan marketing center is officially operating
·AirTAC International Group Taiwan Branch was founded and began to build factory in Tainan
·AirTAC set up sales base in Malaysia

Organization Chart

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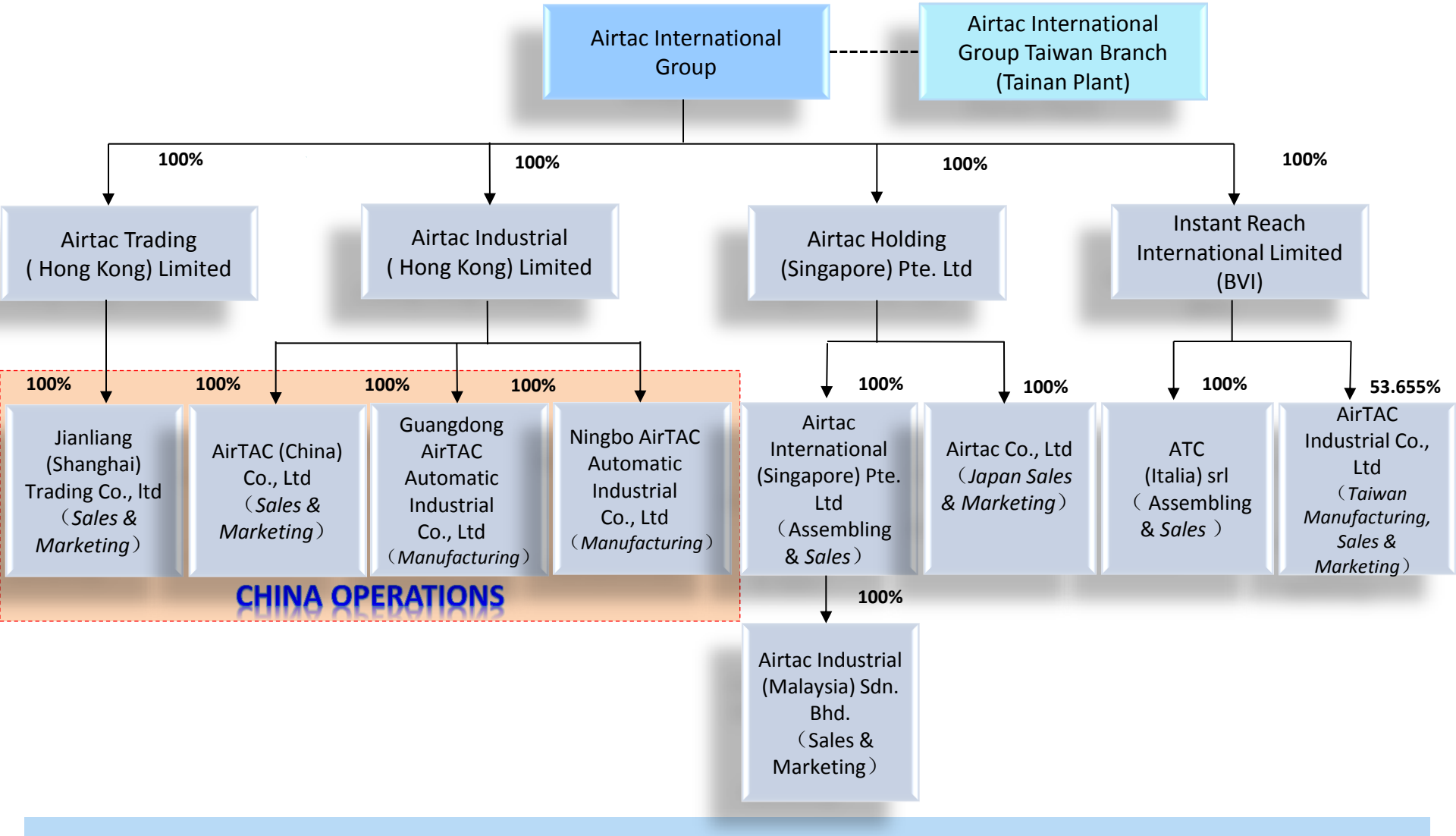

Corporate Culture

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People-oriented	Commitments	Profit sharing	Co-development
• Value employees as the most precious resource. • Encourage them to glow with company.	• AirTAC commitment to sustain growth and fulfill social responsibility	• Share the profit with every employees to reward their contribution and efforts.	• Match talent-development with organization development by providing the best career path for talented people with expertise or leadership skills.

AirTAC Shareholder Structure

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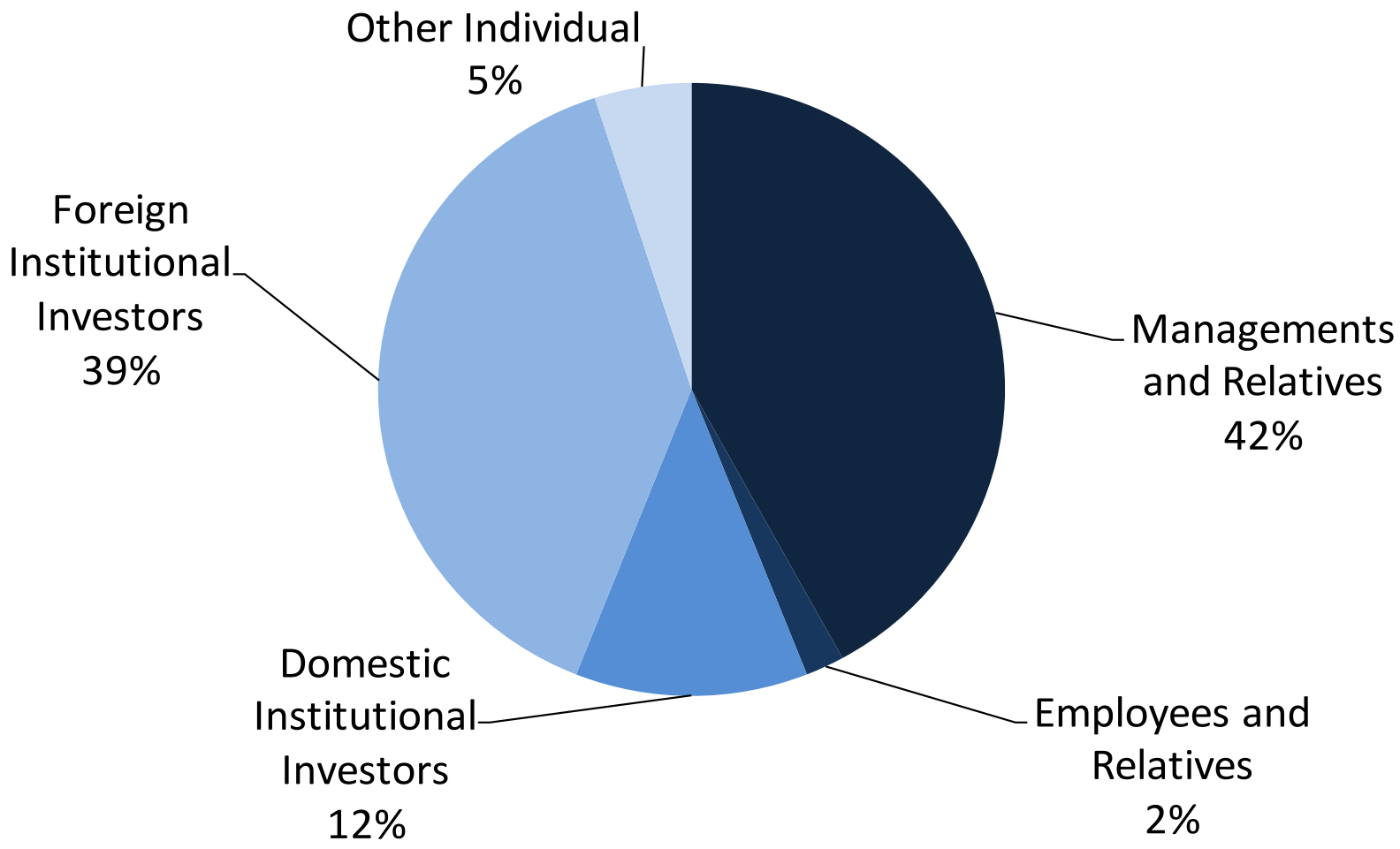

Ⅱ · Product & Market

Diversified Product Lines

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Cylinder

Air valve & mechanical valve

Drip leg drain & F R L

Others

Pneumatic operation of the process

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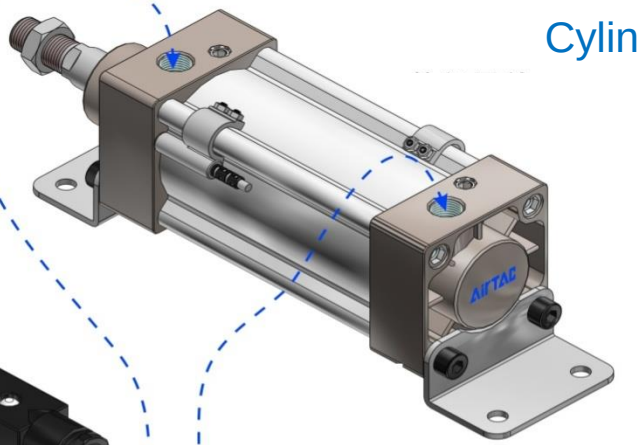
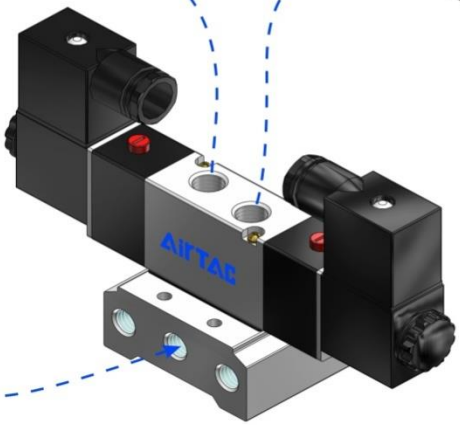
Air Compressor

Cylinder





Drip leg drain &
F R L

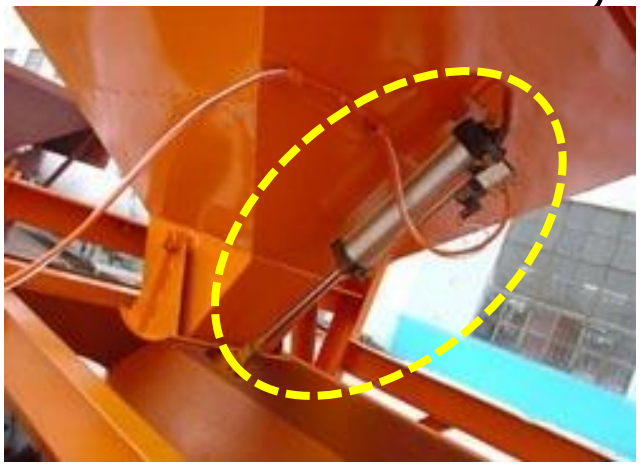
Air valve

Products Application by Industry

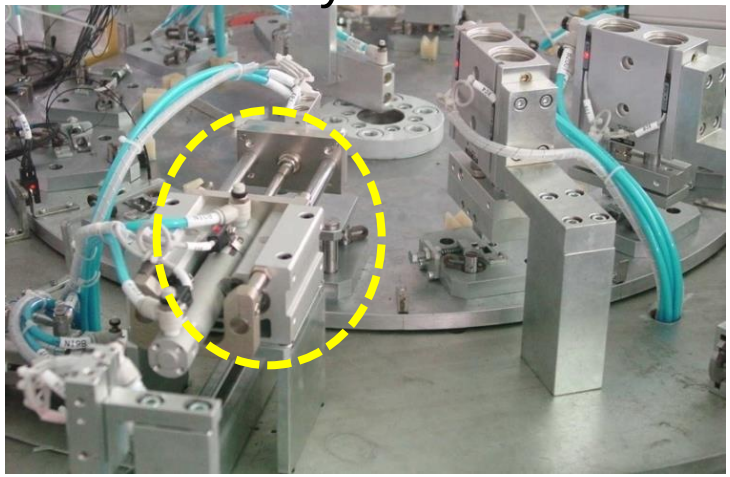
AirTAC products are applied in various industrial automation equipment and machine, such as environmental protection machinery, construction machinery, electronic industry, automative assembly line and the robot arm.

Environmental processing machinery

Construction machinery



Assembly automation



Products Application by Industry

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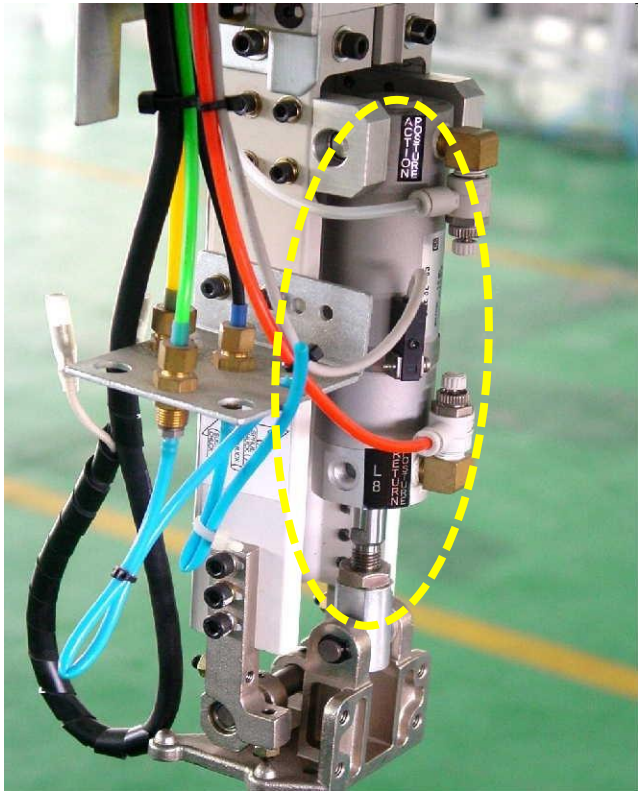
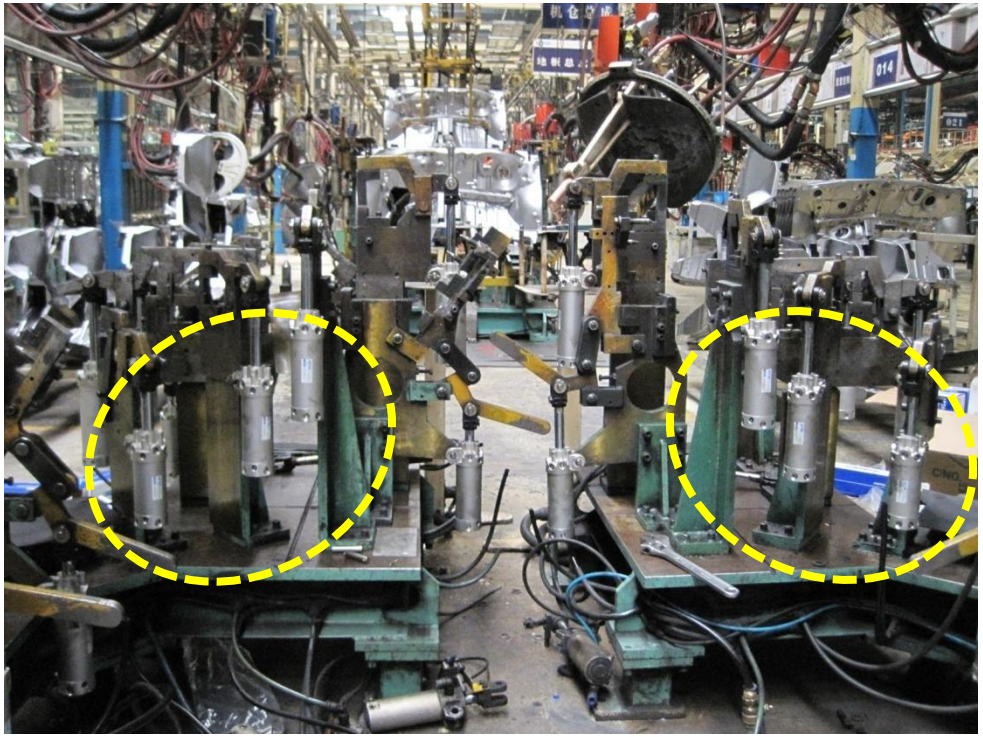
Robot arm



Automobile assembly



Clients breakdown by industry

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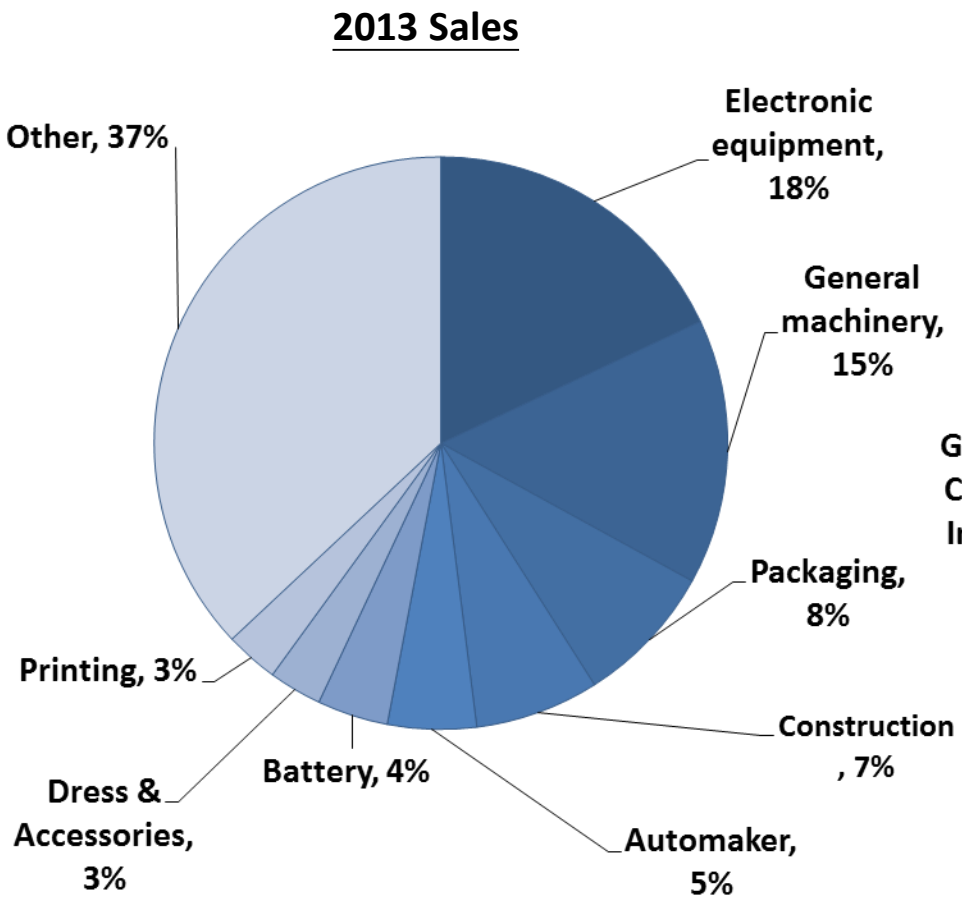

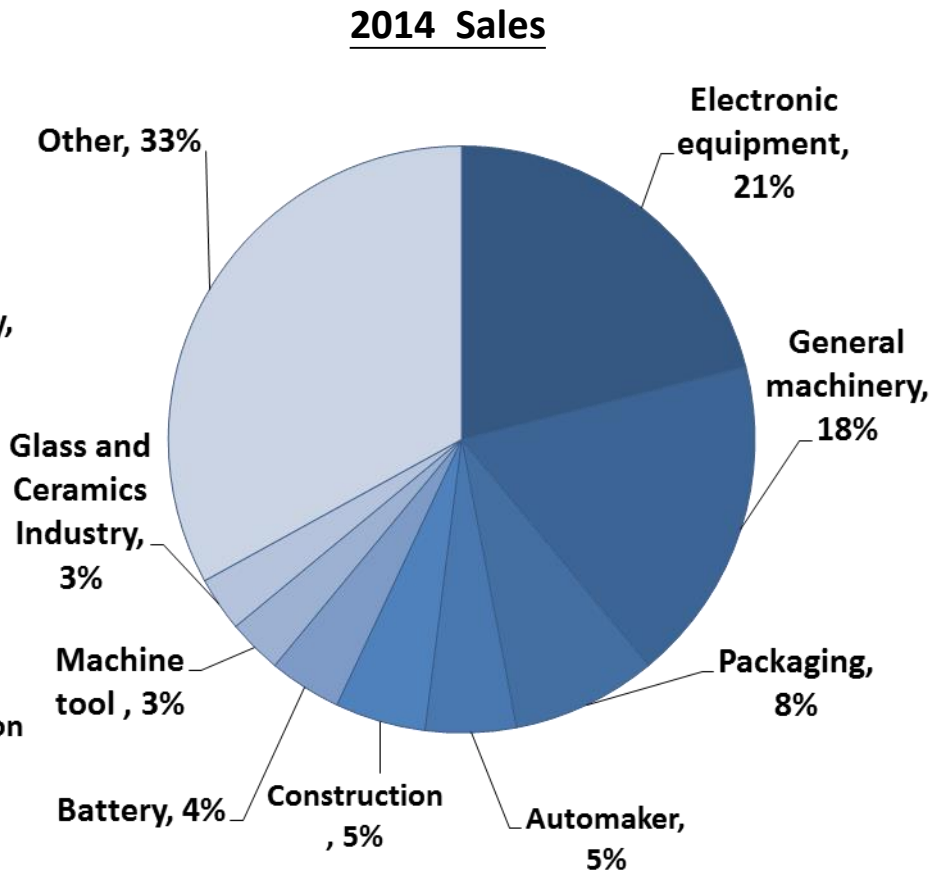

Ⅲ · Competitive Advantage

Competitive Advantage

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Own Brand	Own Sales Channels	Comprehensive Vertical Integration	Tech Innovation
• Sell products under the AirTAC • brand. • Establish spec & price in Greater China.	• Strong self own sales channels in Greater China. • Provide nation-wide after-sales service in Greater China.	• 90% of component are manufactured in house. • Achieve better profitability than its peers	• Maintain high-quality products by sealant technology. • Improve production process continuously

Worldwide manufacturing bases & sales branches

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- Mainland： 2 manufacturing bases; 62 branches, 13 offices
- Taiwan： 1 manufacturing base and 5 offices
- Europe： 1 assembling and sales center in Italy
- Singapore： 1 assembling and sales center
- Japan： 1 sales center
- Malaysia： 1 sales subsidiary
- Overseas： +40 distributors to provide comprehensive sales network and service

Manufacturing Base Overseas Subsidiaries Sales Channels

Ranked the second largest market share in China

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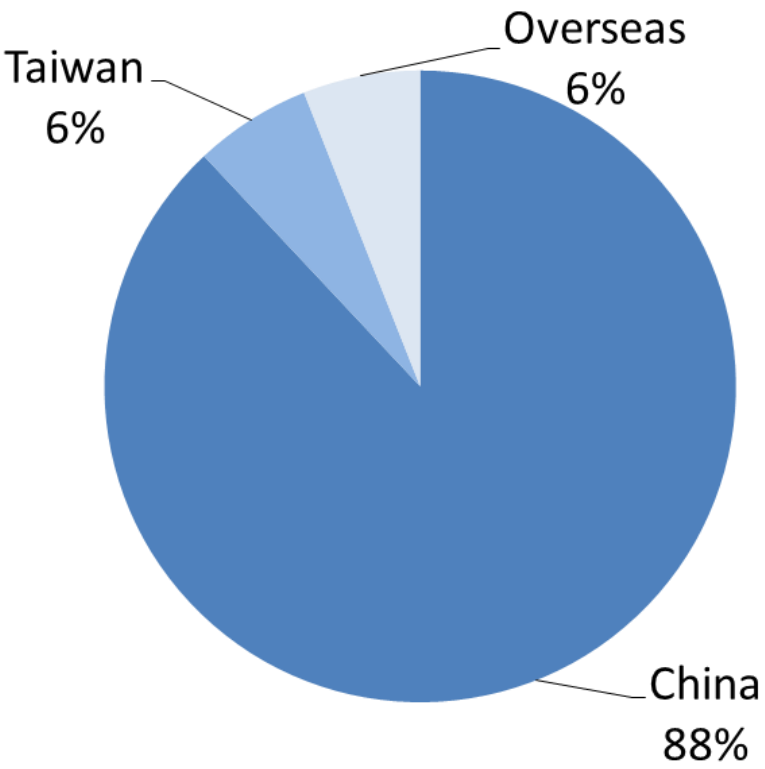
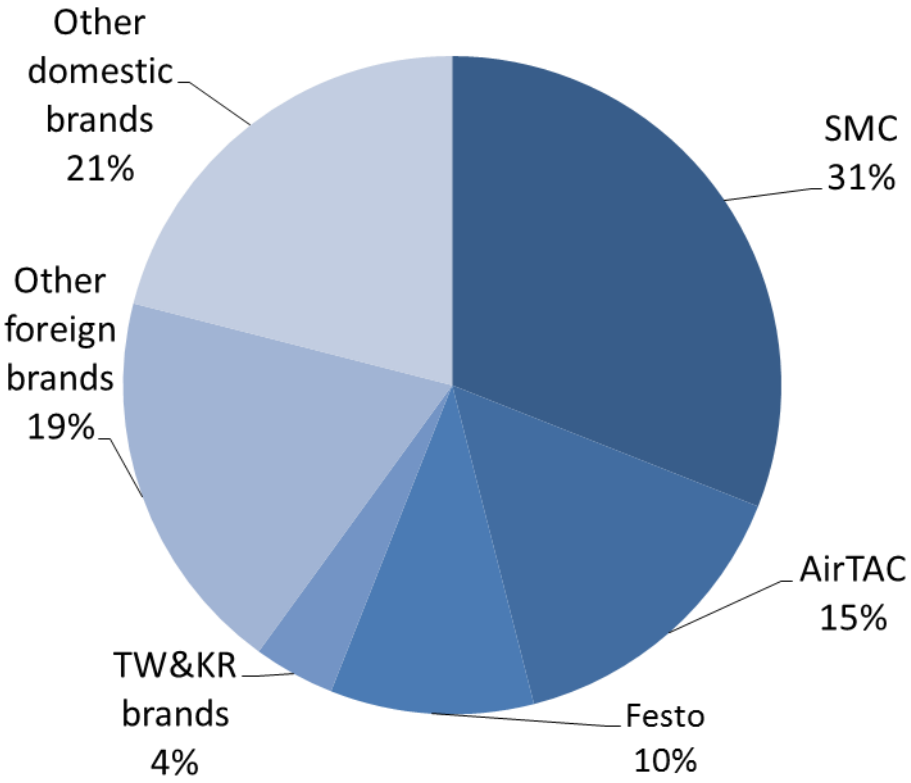
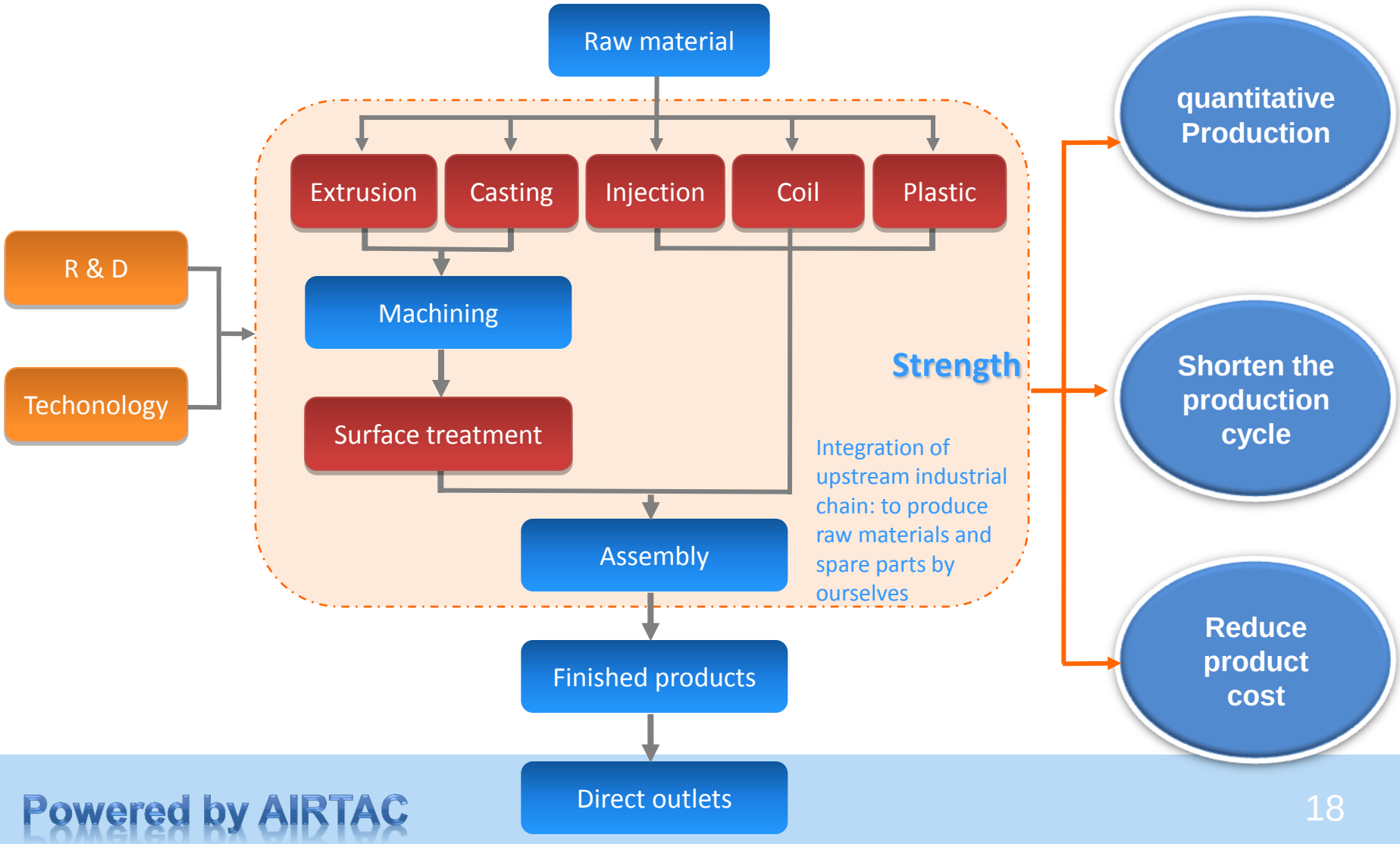
AirTAC Sales by region



Pneumatic equipment - market share in China



Integration of upstream industrial chain



IV · Financial Outlook

2008~2014 Sales & Income after Tax

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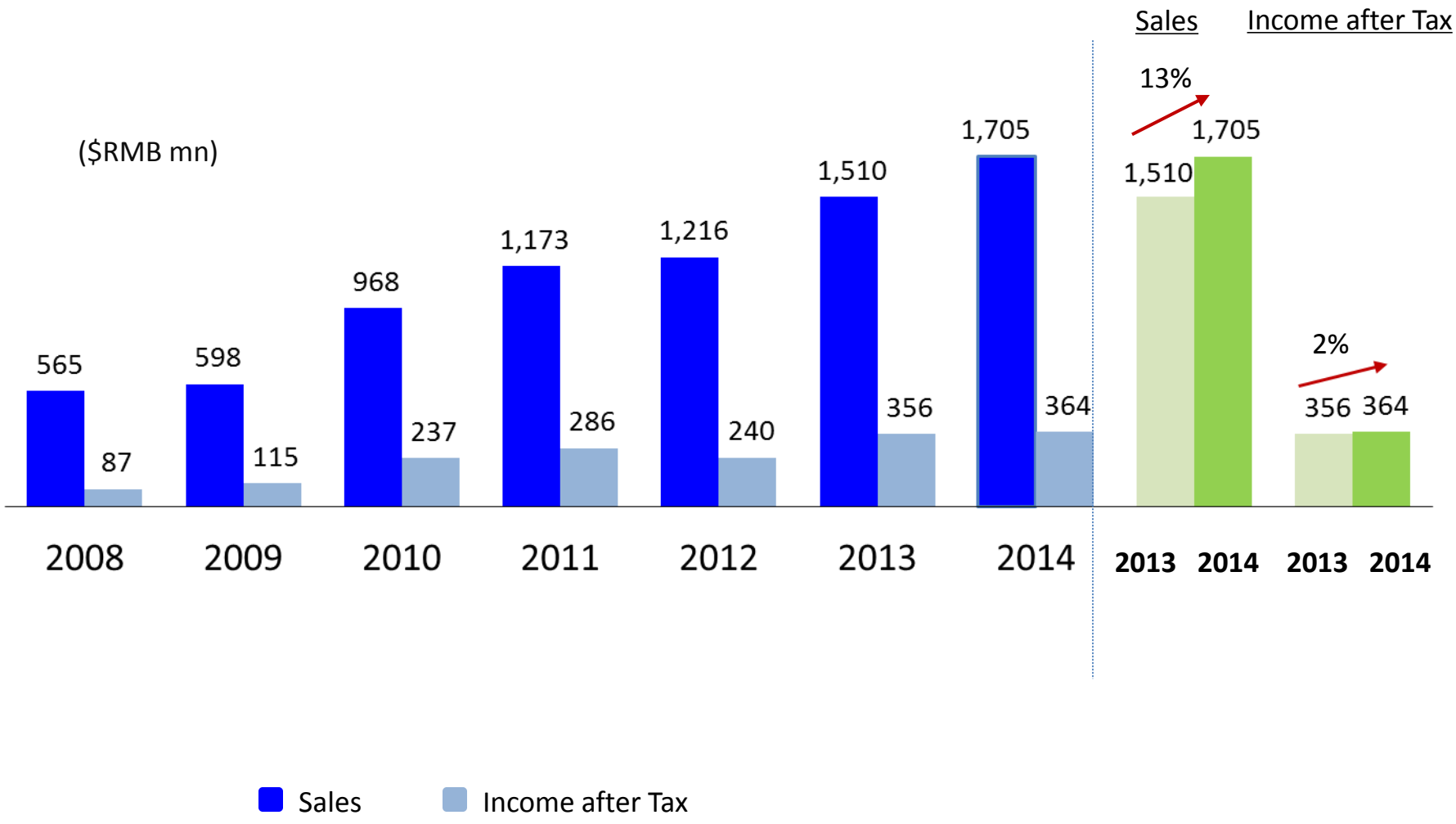
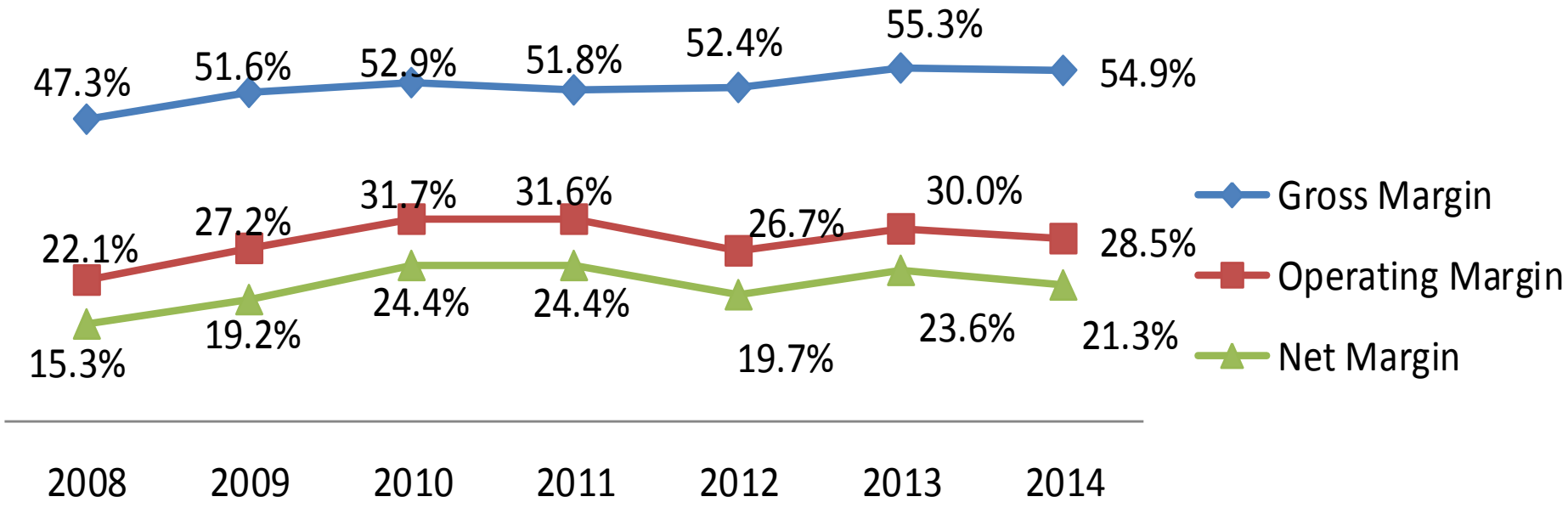


2008~2014 Profitability Trend



Income Statement

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($RMB mn)	2011		2012		2013		2014	
Sales	$1,173	100%	$1,216	100%	$1,510	100%	$1,705	100%
Cost	$566	48%	$579	48%	$675	45%	$768	45%
Gross Profit	$607	52%	$637	52%	$835	55%	$937	55%
Operating Expenses	$236	20%	$312	25%	$381	25%	$450	27%
Income from Operations	$371	32%	$325	27%	$454	30%	$487	28%
Non-operating Income	$14	1%	$16	1%	$48	3%	$14	1%
Non-operating Expenses	$7	1%	$11	1%	$13	1%	$14	1%
EBT	$378	32%	$330	27%	$489	32%	$487	28%
TAX	$92	8%	$90	7%	$133	8%	$123	7%
Net Income	$286	24%	$240	20%	$356	24%	$364	21%

Balance Sheet

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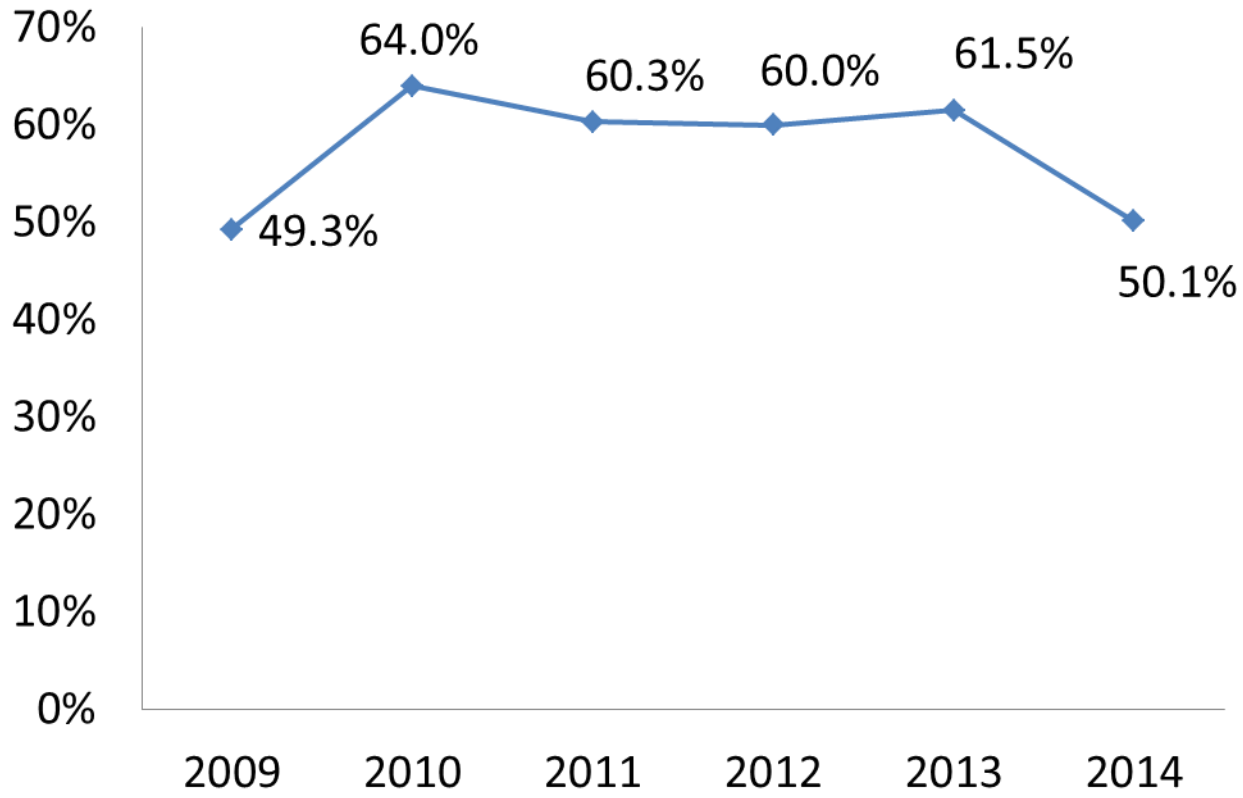
($RMB mn)	2011		2012		2013		2014	
Cash & Cash Equivalents	$304	17%	$233	11%	$323	11%	$490	13%
NR & AR	$289	16%	$335	15%	$448	15%	$545	14%
Inventory	$205	11%	$232	11%	$314	11%	$363	10%
Other Current Assets	$38	3%	$43	2%	$37	1%	$61	2%
Property, plant and equipment, Other	$945	53%	$1,335	61%	$1,829	62%	$2,260	61%
Total Assets	$1,781	100%	$2,178	100%	$2,951	100%	$3,719	100%
Bank Debt	$410	23%	$710	32%	$825	28%	$1,436	39%
Other Current Liabilities	$174	10%	$210	10%	$227	8%	$241	6%
Other Long-term liabilities	$50	3%	$39	2%	$61	2%	$67	2%
Total Liabilities	$634	36%	$959	44%	$1,113	38%	$1,744	47%
Total Equity	$1,147	64%	$1,219	56%	$1,838	62%	$1,975	53%
Total Liabilities & Equity	$1,781	100%	$2,178	100%	$2,951	100%	$3,719	100%

Dividend Payout
(Include stock dividends)



Expected 2014 Cash dividends to shareholders – NTD 4.8 per share (around RMB 0.9595 per share)
Stock dividends to shareholders – NTD 0.5 per share (around RMB 0.1 per share)

V · Development prospects & Strategic

Goals in our expending schedule

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

Q&A