



# **AirTAC**

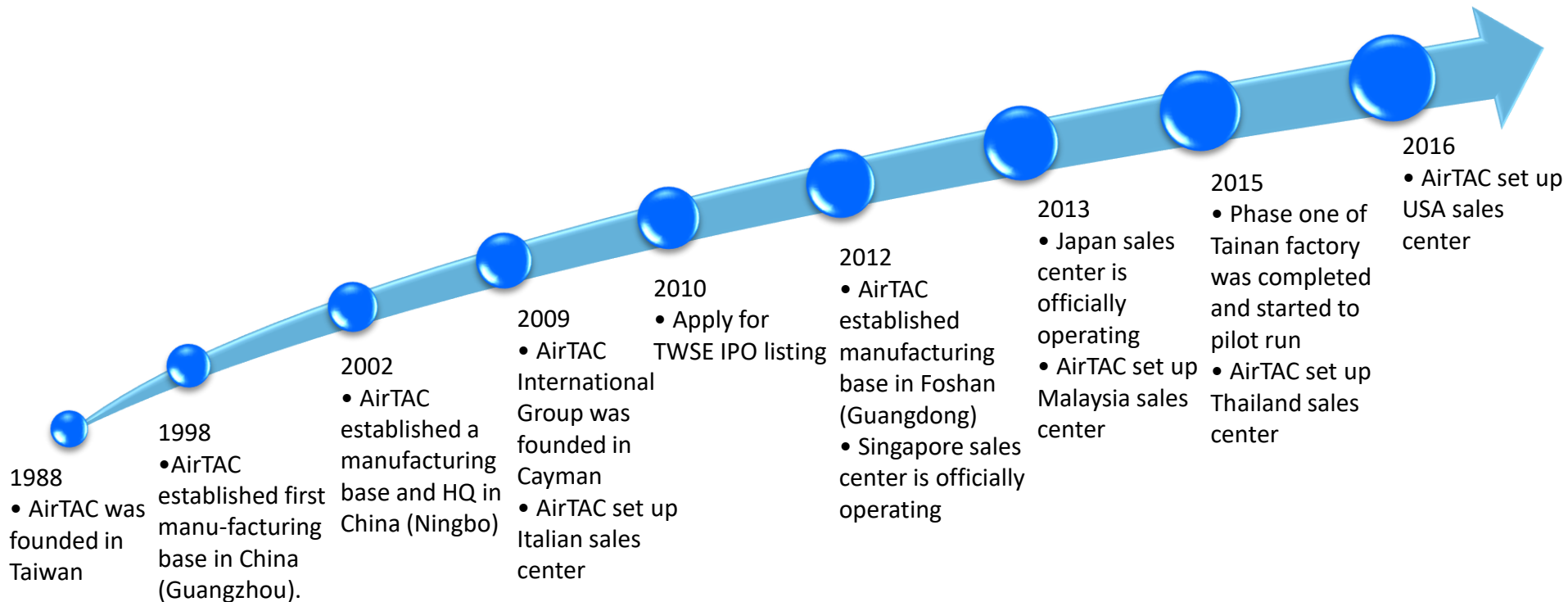
**Powered by AIRTAC**

# Agenda

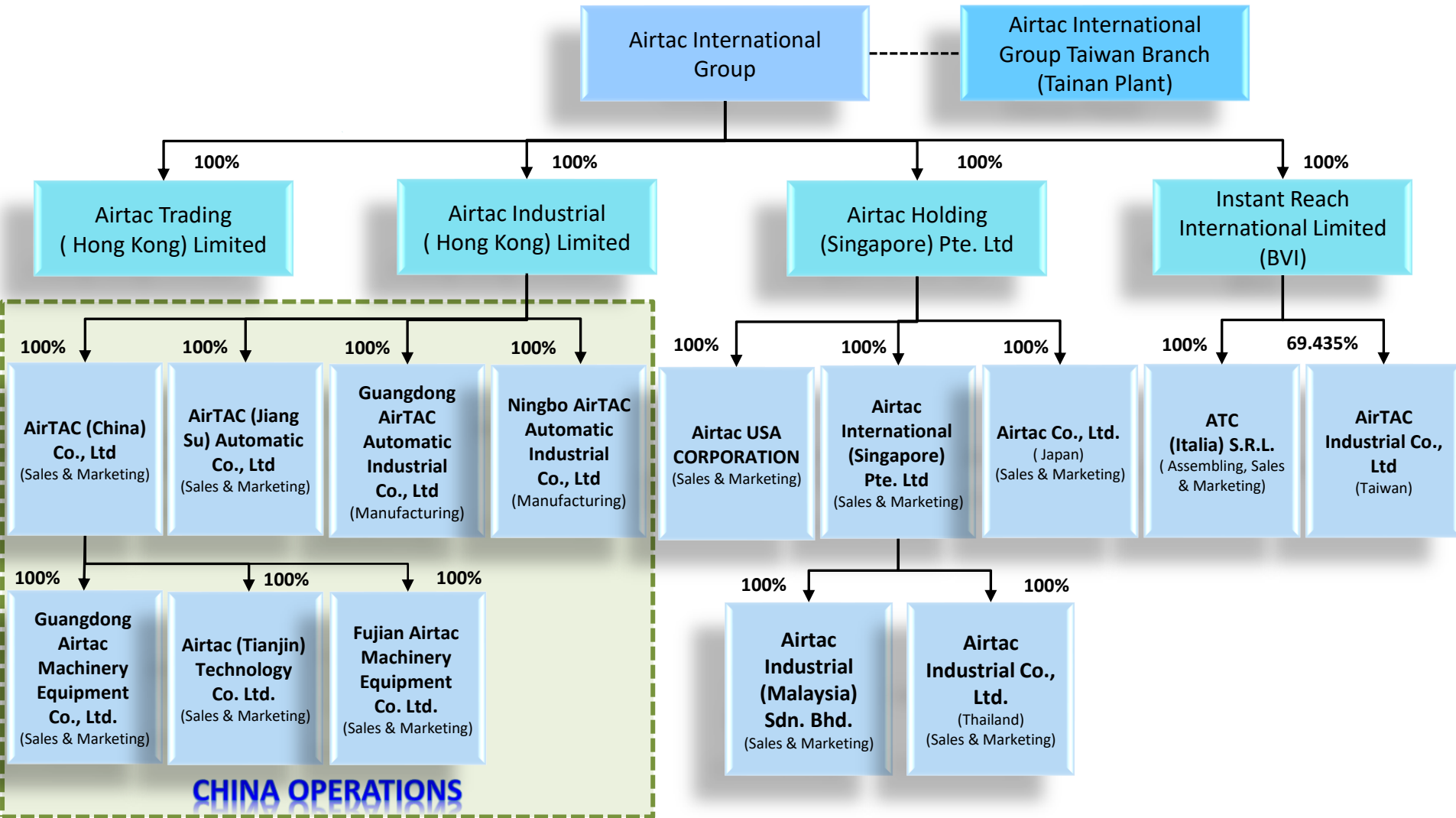
- I Group Overview**
- II Product & Market**
- III Competitive Advantage**
- IV Financial Outlook**
- V Development prospects & Strategic**

# I · Group Overview

# Group Overview



# Organization Chart



# Corporate Culture

## People-oriented

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

## Commitments

- AirTAC commitment to sustain growth and fulfill social responsibility

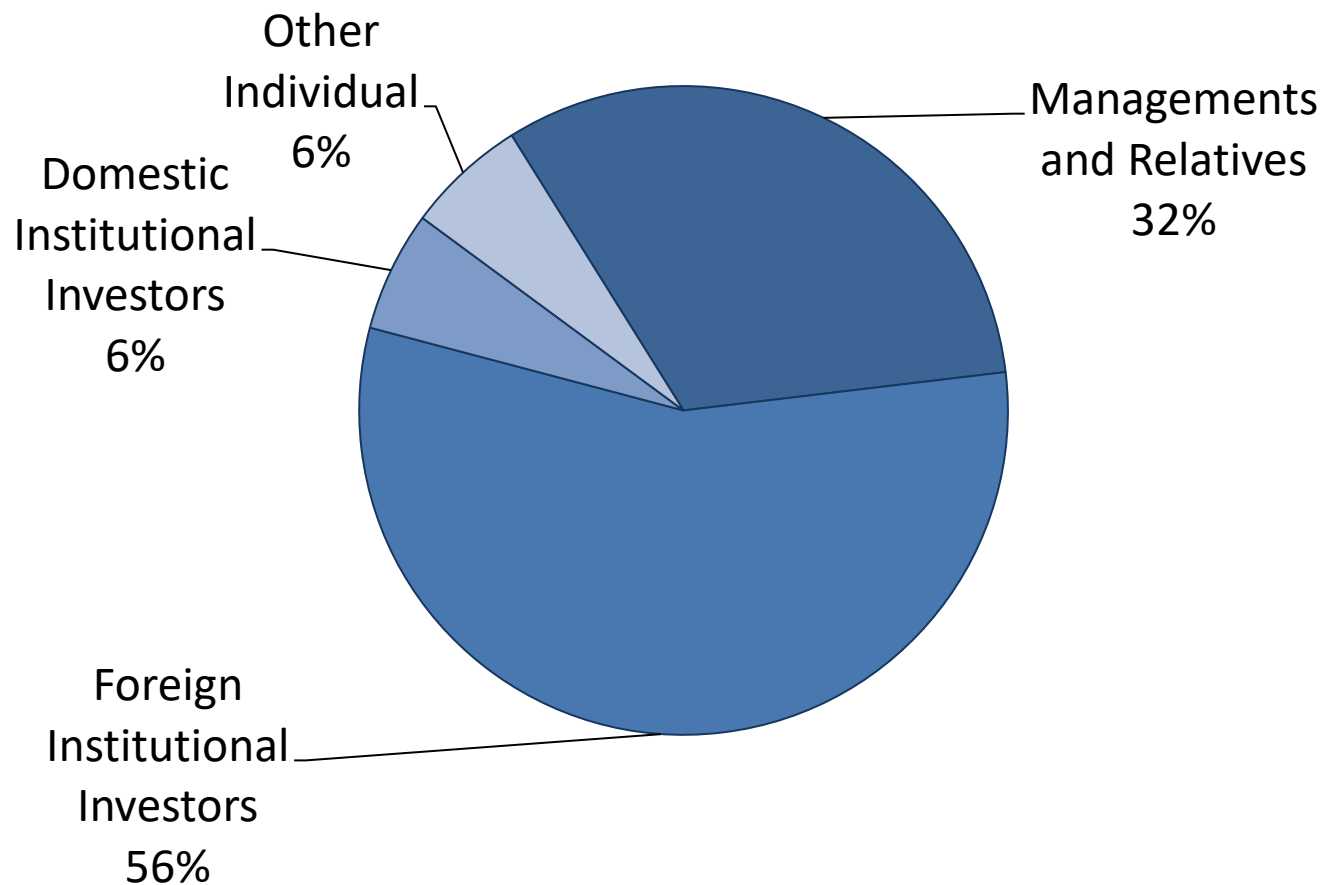
## Profit sharing

- 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

## ➤ Cylinder



## ➤ Air valve & mechanical valve



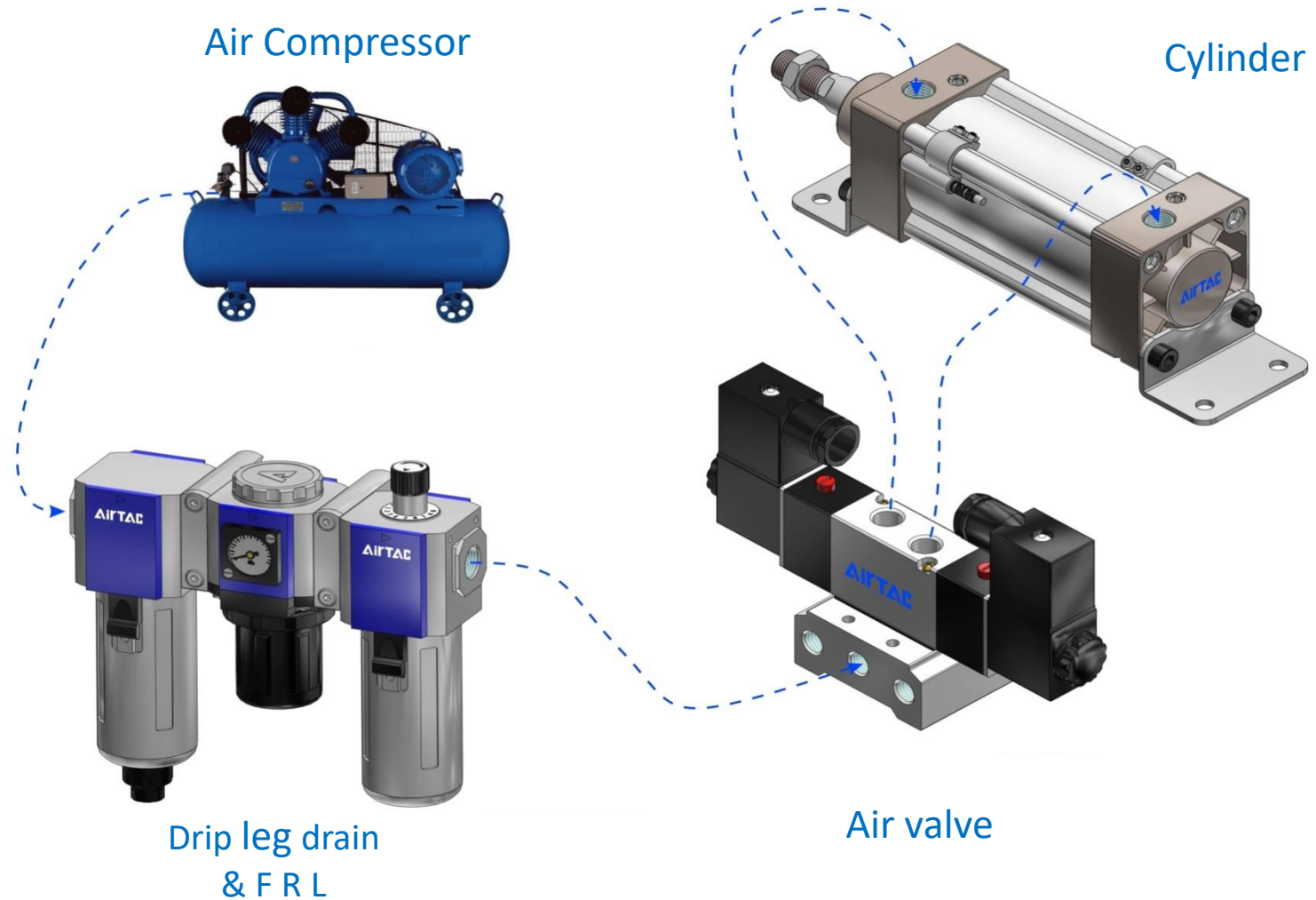
## ➤ Drip leg drain & F R L



## ➤ 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.

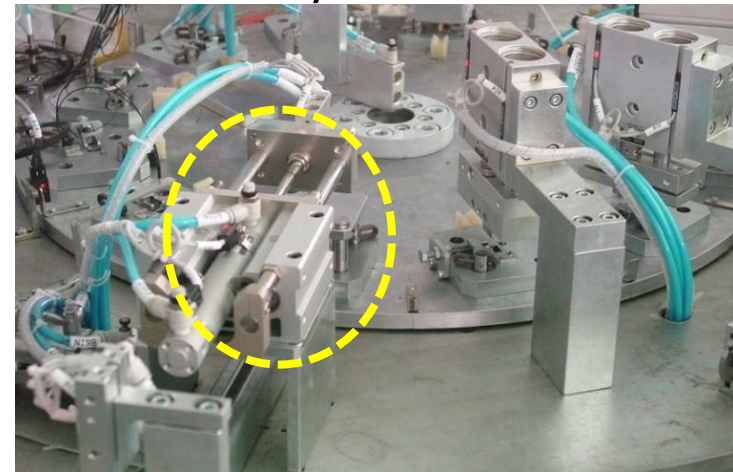
## Construction machinery



## Environmental processing machinery



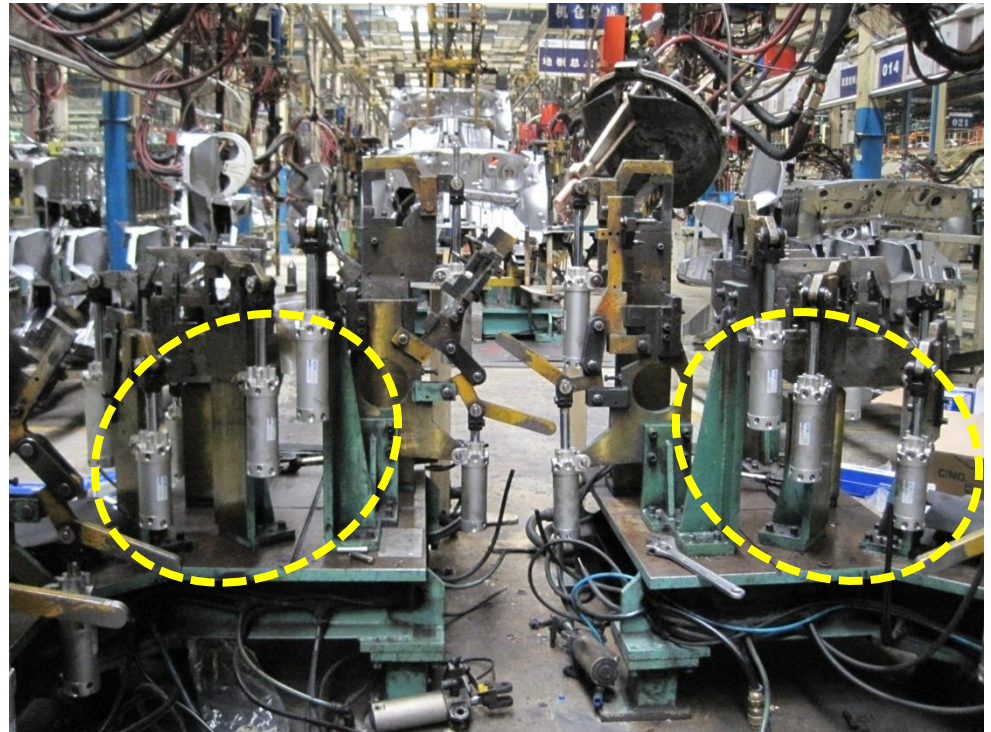
## Assembly automation





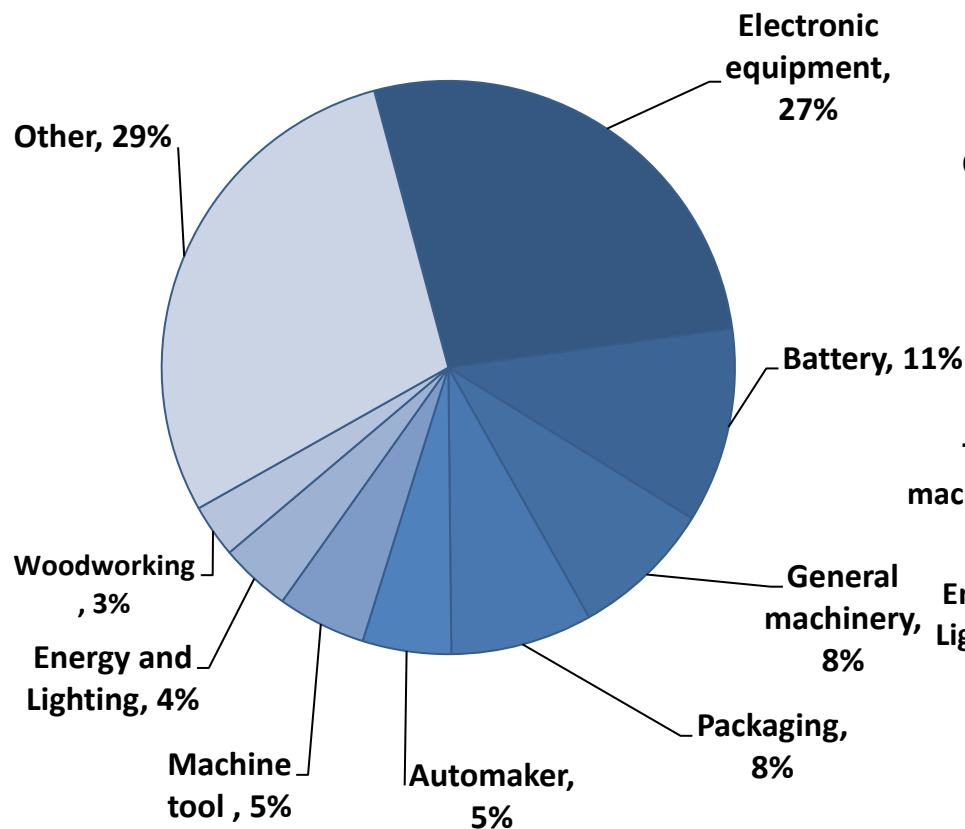
**AirTAC**  
股票代號：1590

# Automobile assembly

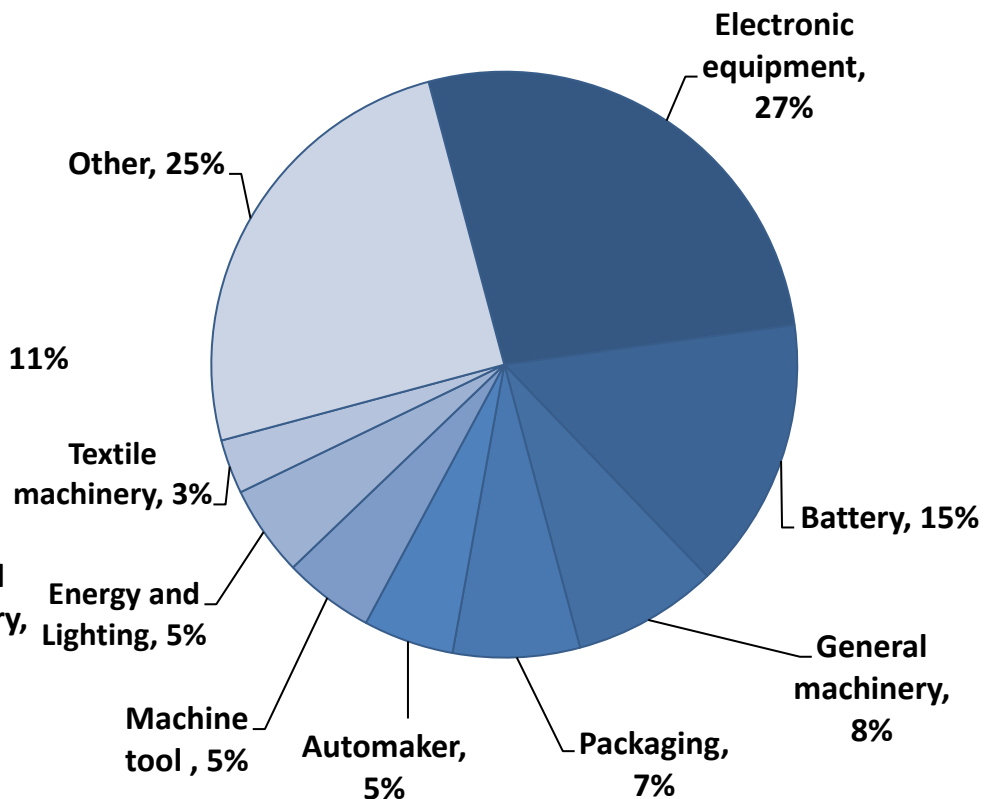


# Clients breakdown by industry

2021 Sales



2022 Q1 Sales



## 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



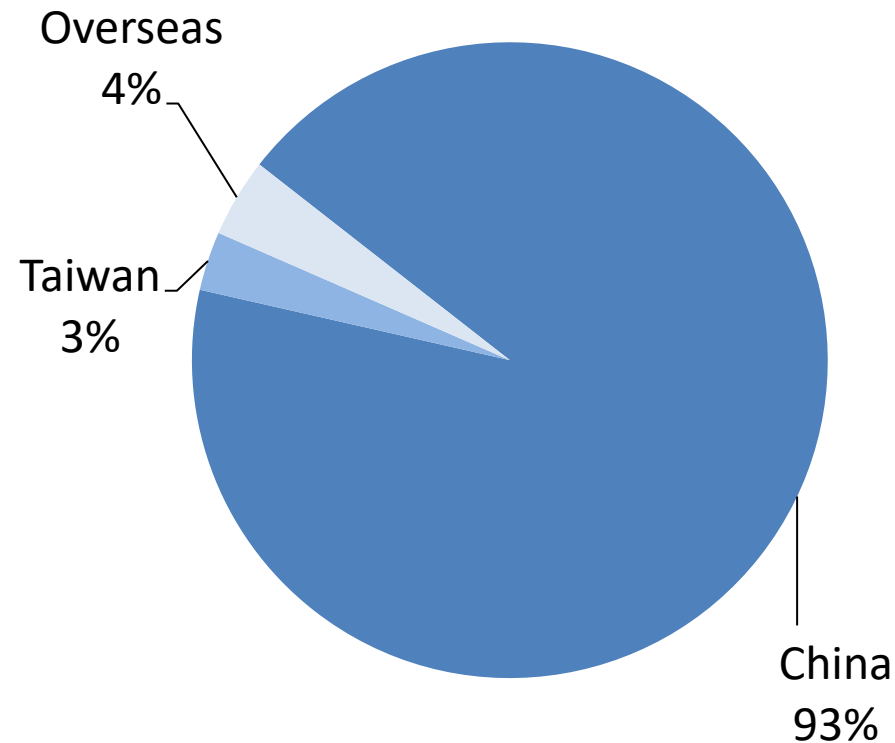
● Manufacturing Base ● Overseas Sales Center

- ◆ Mainland: 2 manufacturing bases; 4 branches, 126 offices
- ◆ Taiwan: 1 manufacturing base and 3 offices
- ◆ Europe: 1 assembling and sales center in Italy
- ◆ Singapore: 1 sales center
- ◆ Japan: 1 sales center
- ◆ Malaysia: 1 sales center
- ◆ Thailand: 1 sales center
- ◆ USA: 1 sales center
- ◆ Overseas: 40+ distributors to provide comprehensive sales network and service

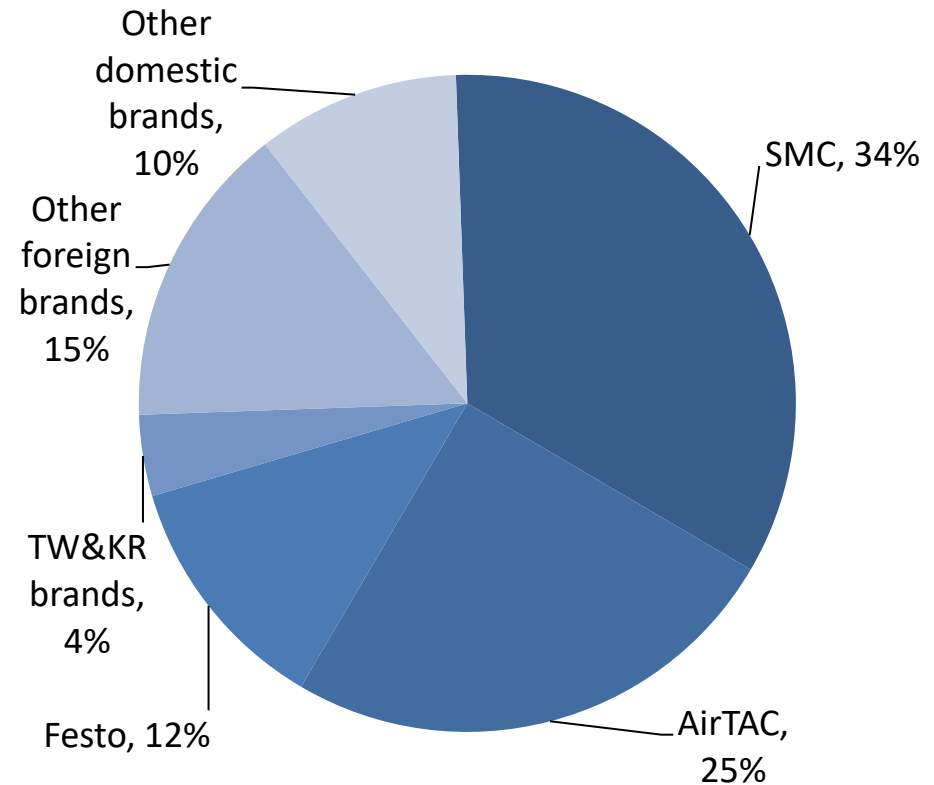


# Ranked the second largest market share in China

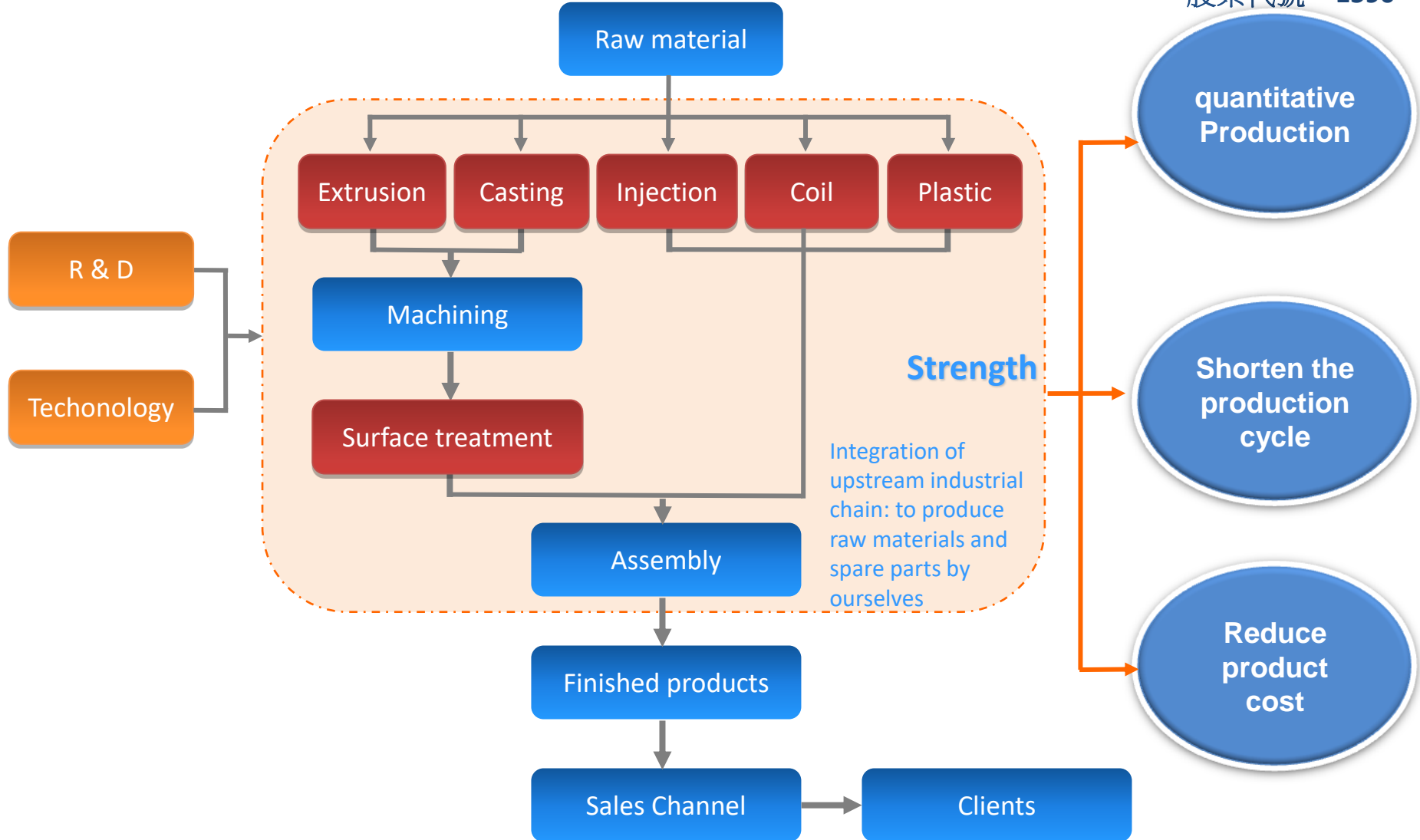
AirTAC Sales by region



Pneumatic equipment - market share in China



# Integration of upstream industrial chain

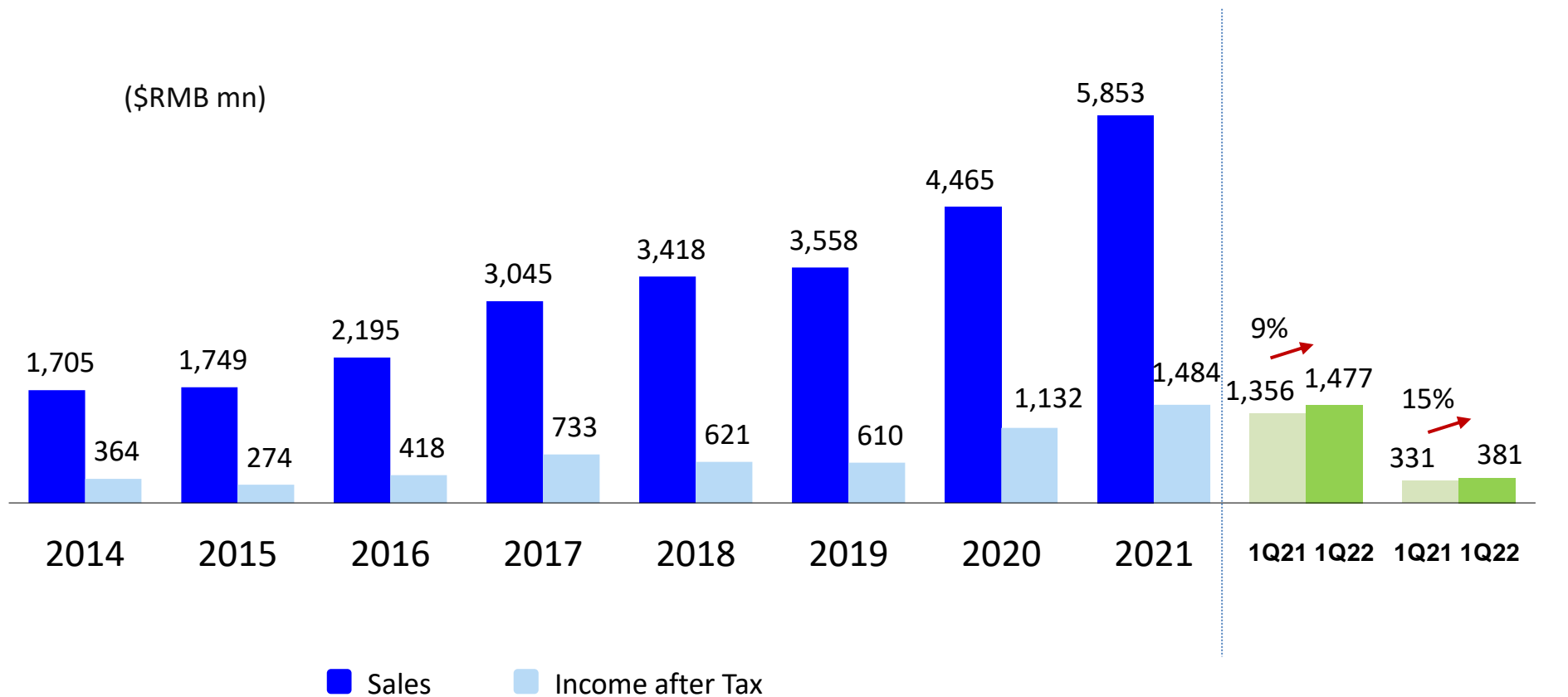


## IV · Financial Outlook

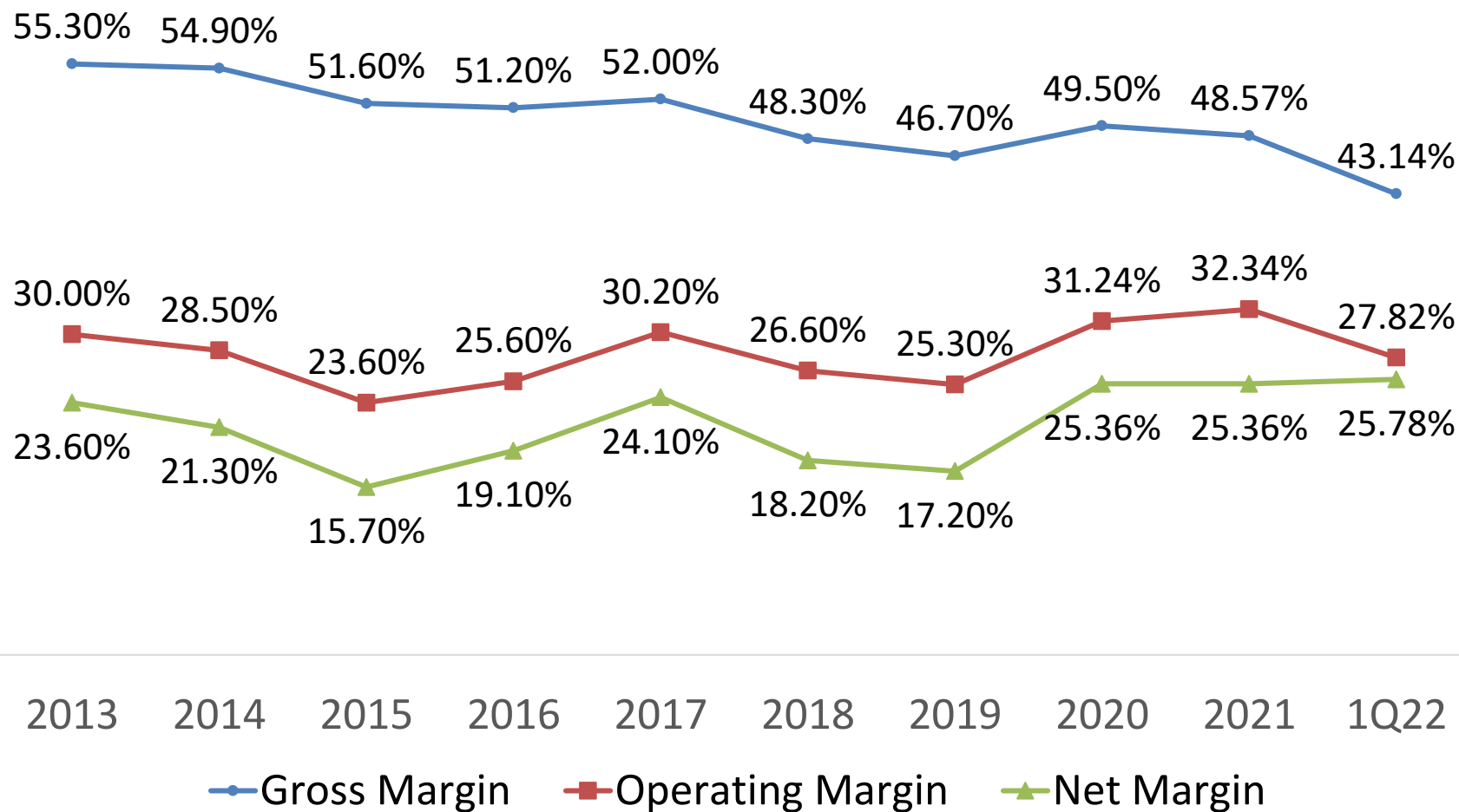
# Sales & Income after Tax

Sales   Income after Tax

(\$RMB mn)



# Profitability Trend



# Income Statement

(\$RMB mn)

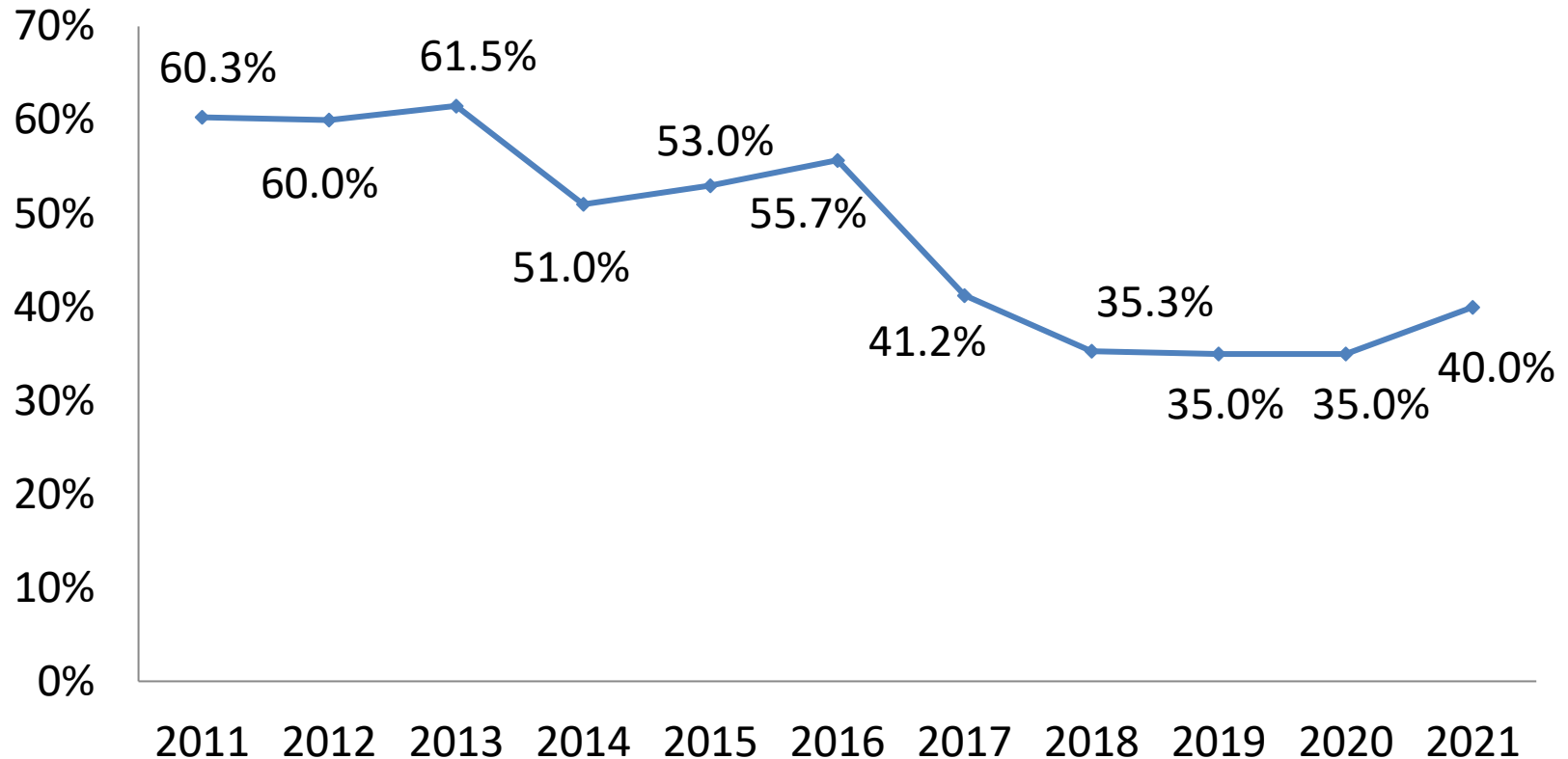
	<b>2019</b>		<b>2020</b>		<b>2021</b>		<b>2022 Q1</b>	
Sales	\$3,558	100%	\$4,465	100%	\$5,853	100%	\$1,477	100%
Cost	1,896	53%	2,255	51%	3,010	51%	840	57%
Gross Profit	1,662	47%	2,210	49%	2,843	49%	637	43%
Operating Expenses	760	22%	815	18%	950	17%	226	15%
Income from Operations	902	25%	1,395	31%	1,893	32%	411	28%
Non-operating Income & Exp.	-73	-2%	87	2%	39	1%	86	5%
EBT	829	23%	1,482	33%	1,932	33%	497	33%
TAX	219	6%	350	8%	448	8%	116	7%
Net Income	\$610	17%	\$1,132	25%	\$1,484	25%	\$381	26%

# Balance Sheet

(\$RMB mn)

	<b>2019</b>		<b>2020</b>		<b>2021</b>		<b>2022 Q1</b>	
Cash & Cash Equivalents	\$1,945	20%	\$1,315	14%	\$1,432	13%	\$755	7%
NR & AR	1,162	12%	1,614	17%	1,723	16%	1,806	17%
Inventory	732	9%	830	9%	1,221	11%	1,308	12%
Other Current Assets	50	1%	44	-%	71	1%	74	1%
Property, plant and equipment, Other	5,392	58%	5,662	60%	6,529	59%	6,694	63%
<b>Total Assets</b>	<b>\$9,281</b>	<b>100%</b>	<b>\$9,465</b>	<b>100%</b>	<b>\$10,976</b>	<b>100%</b>	<b>\$10,637</b>	<b>100%</b>
Bank Debt	\$4,237	46%	\$3,429	37%	\$1,857	17%	\$1,278	12%
Other Current Liabilities	657	7%	754	8%	911	8%	1,411	13%
Other Long-term liabilities	162	1%	144	1%	116	1%	137	1%
<b>Total Liabilities</b>	<b>\$5,056</b>	<b>54%</b>	<b>\$4,327</b>	<b>46%</b>	<b>\$2,884</b>	<b>26%</b>	<b>\$2,826</b>	<b>26%</b>
<b>Total Equity</b>	<b>\$4,225</b>	<b>46%</b>	<b>\$5,138</b>	<b>54%</b>	<b>\$8,092</b>	<b>74%</b>	<b>\$7,811</b>	<b>74%</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$7,836</b>	<b>100%</b>	<b>\$9,281</b>	<b>100%</b>	<b>\$9,465</b>	<b>100%</b>	<b>\$10,637</b>	<b>100%</b>

# Dividend Payout (Include stock dividends)



Expected 2021 Cash dividends to shareholders – RMB 3 per share ( around NTD 13.311 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