



AirTAC

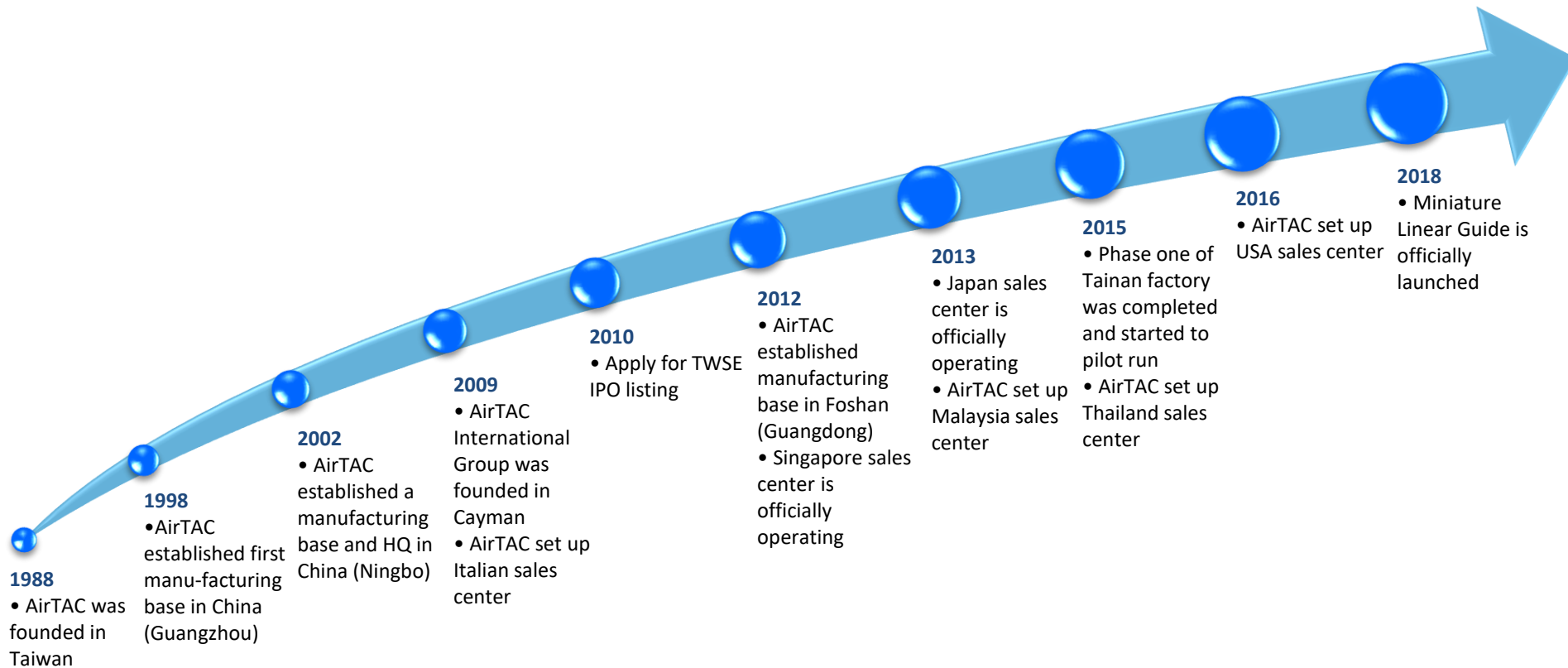
Powered by AIRTAC

Agenda

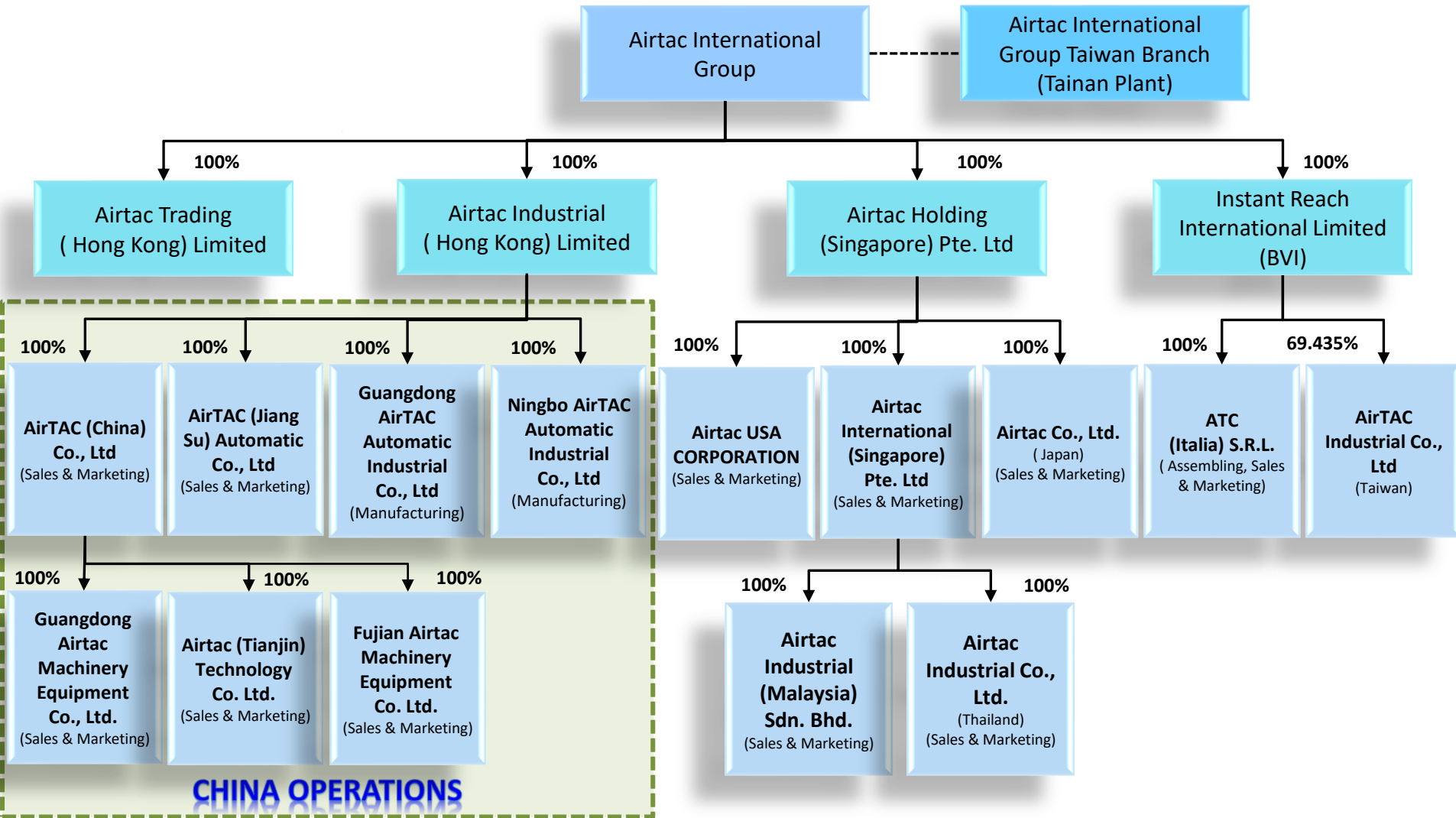
- I Group Overview**
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- III Competitive Advantage**
- IV Financial Outlook**
- V Development prospects & Strategic**

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

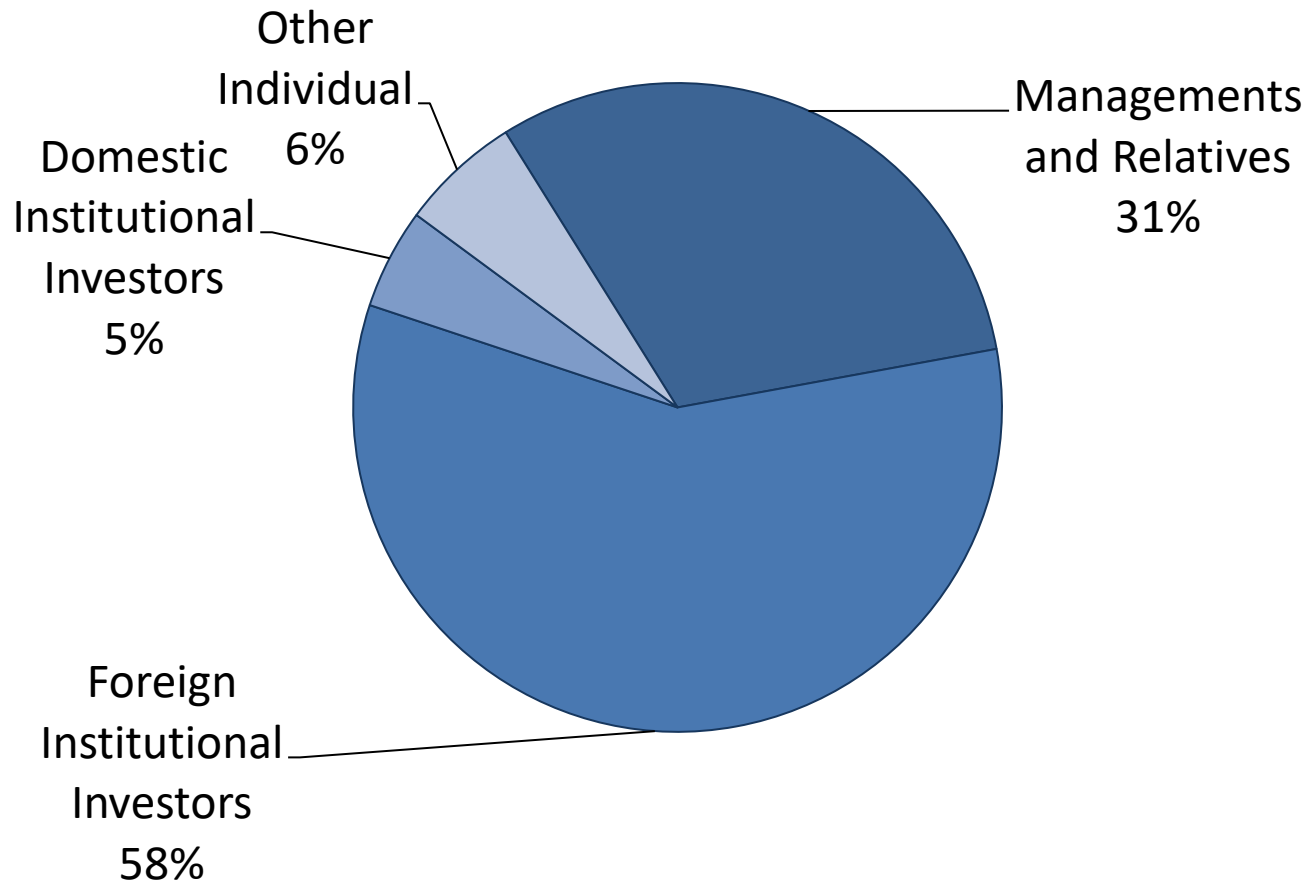
Profit sharing

- 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

► Cylinder



► Air valve & mechanical valve



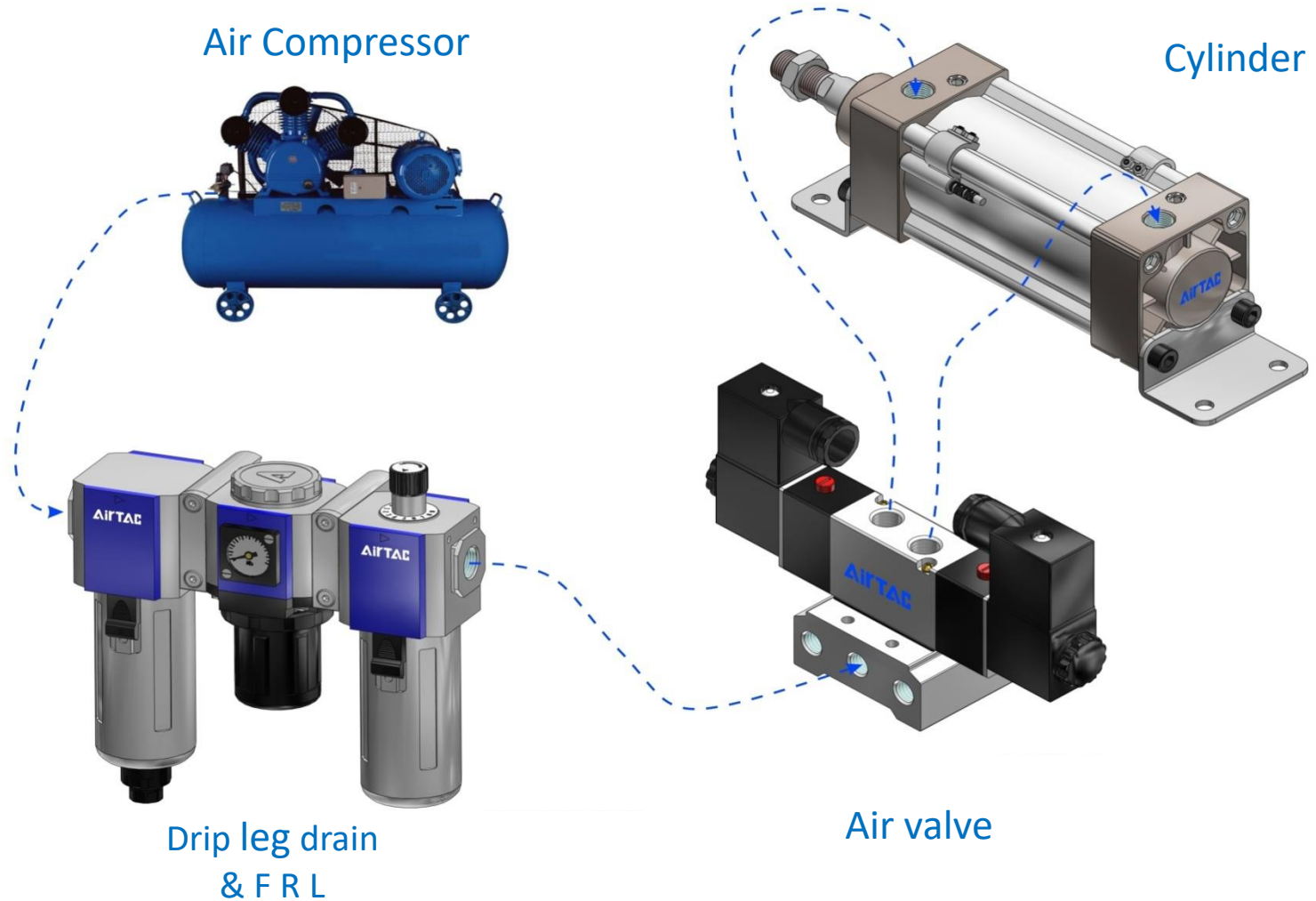
► Drip leg drain & F R L



► Linear guide



Pneumatic operation of the process



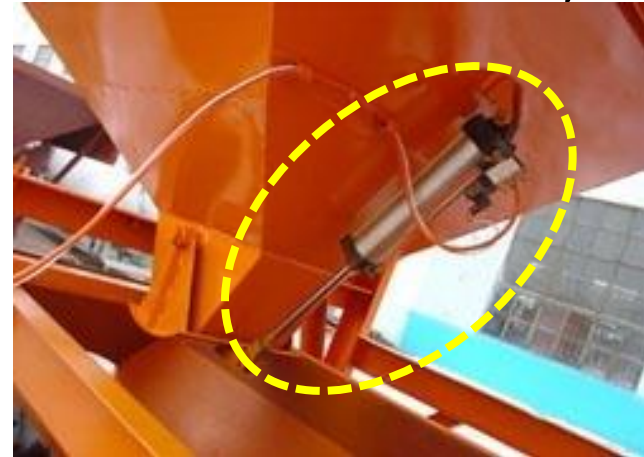
Products Application by Industry

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.

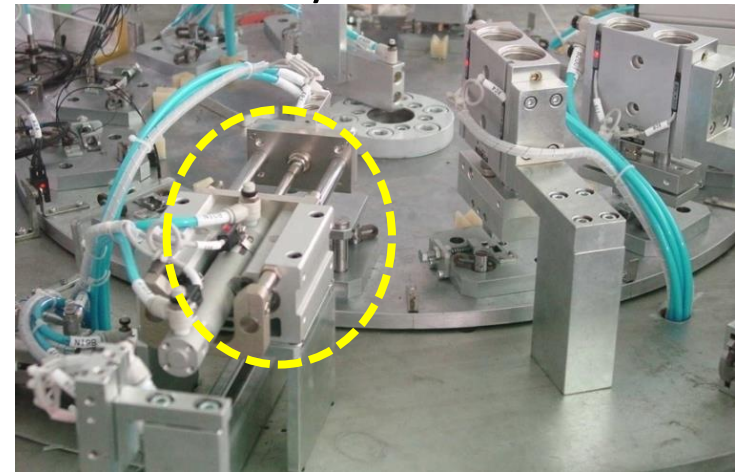
Environmental processing machinery



Construction machinery

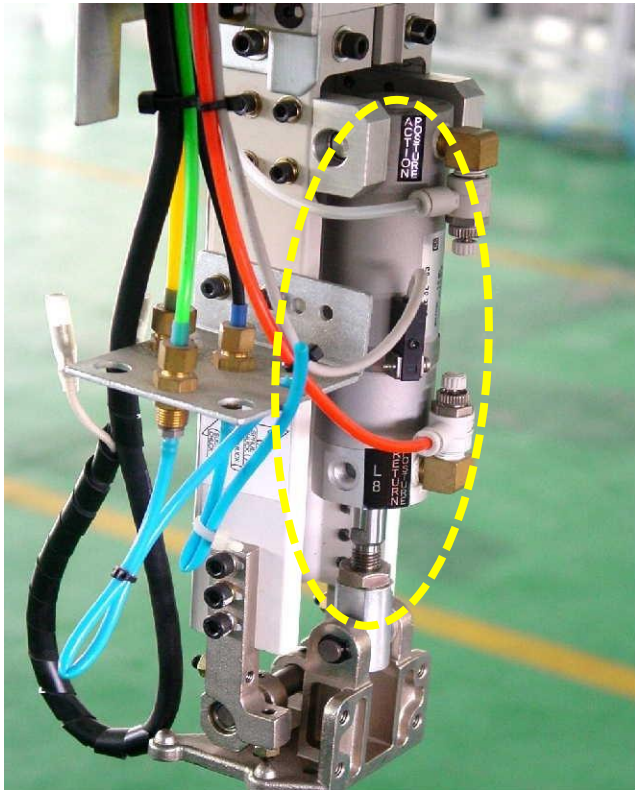


Assembly automation

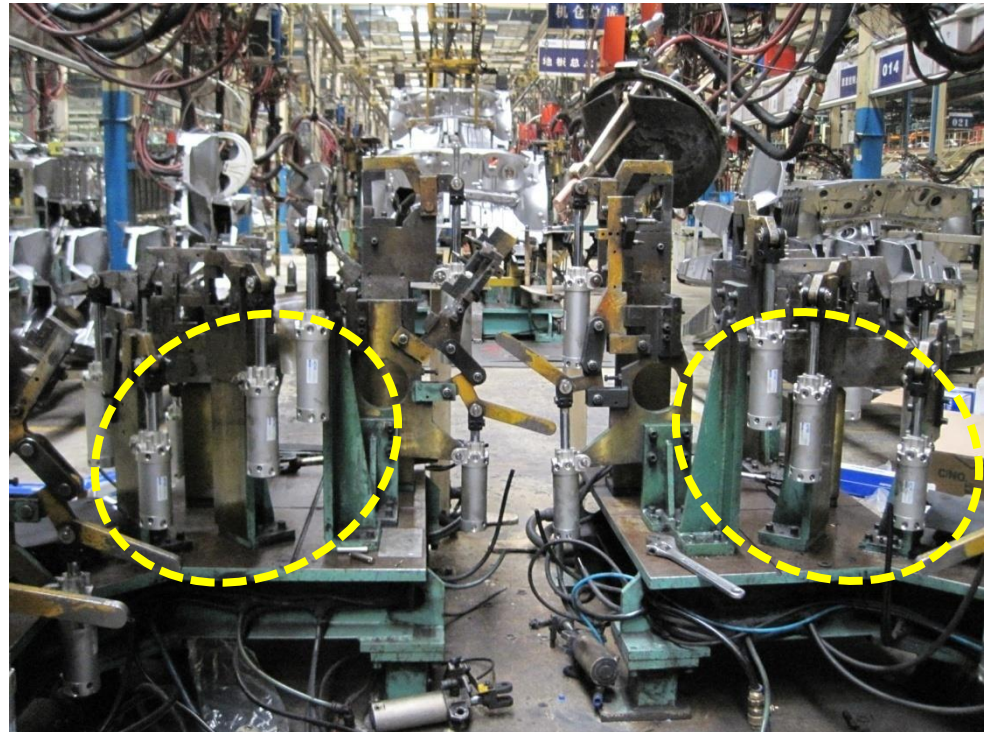


Products Application by Industry

Robot arm

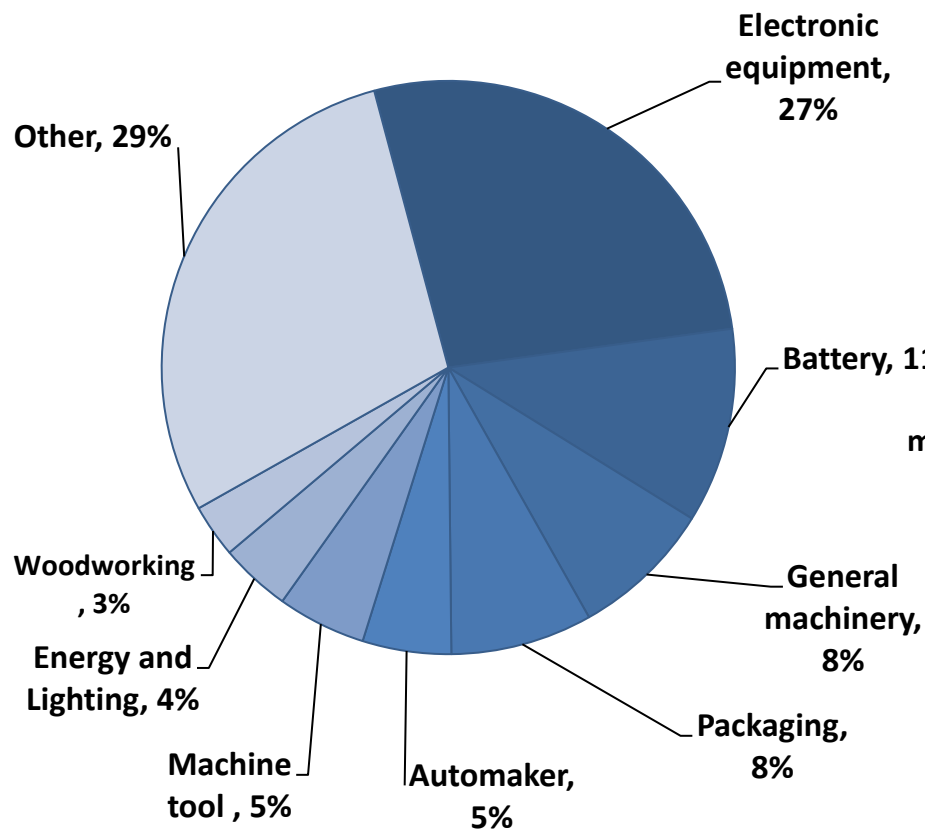


Automobile assembly

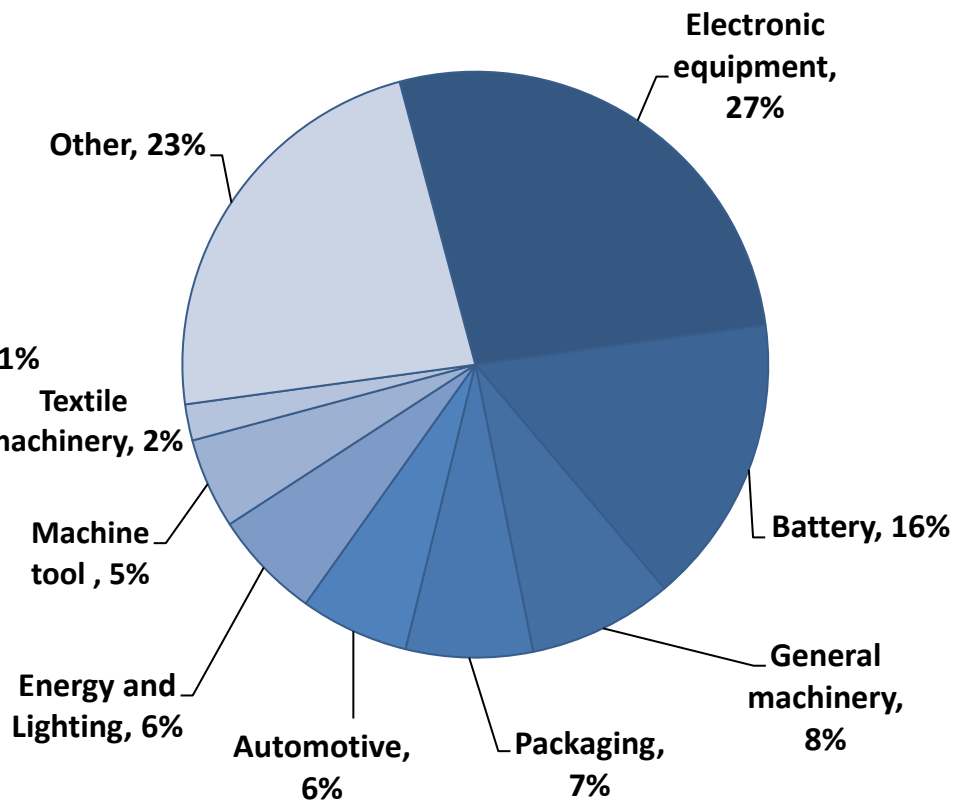


Clients breakdown by industry

2021 Sales



2022 Q1~Q3 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.

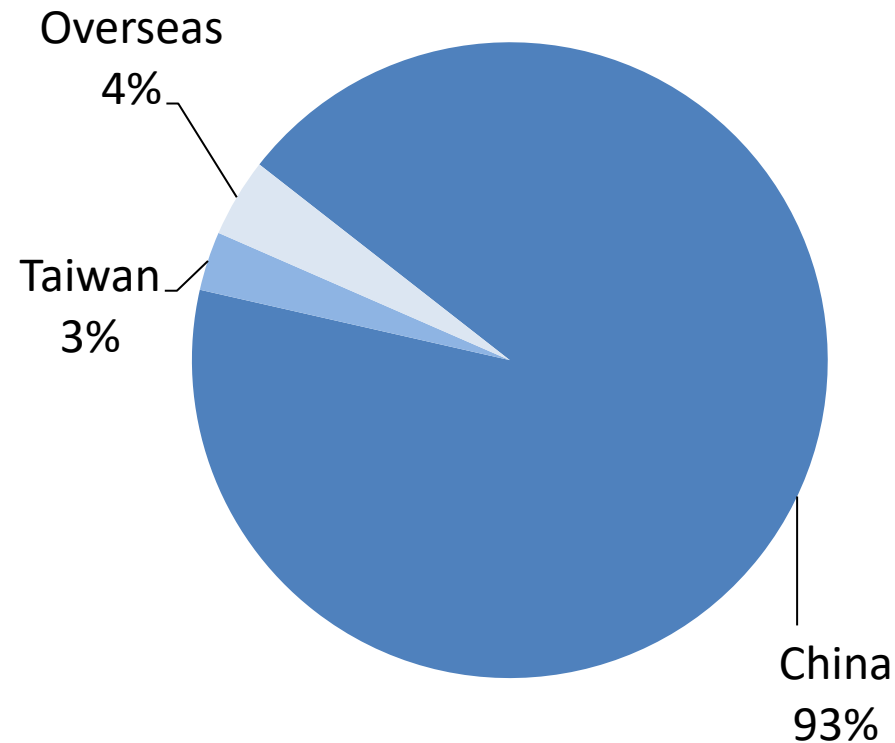
Worldwide manufacturing bases & sales branches



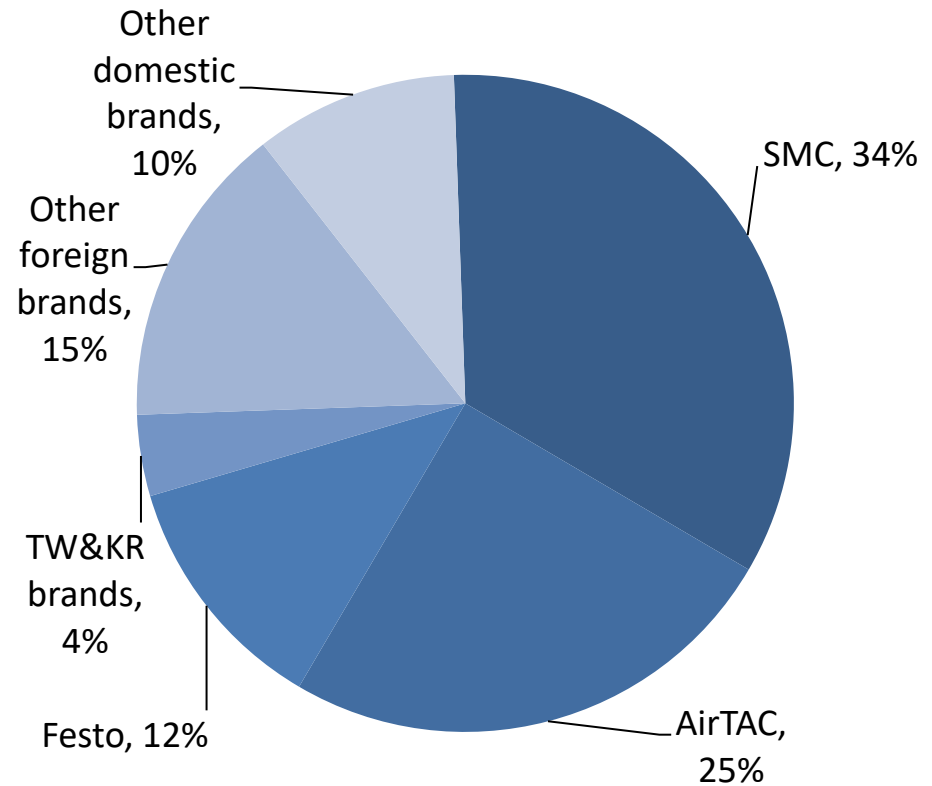
- ◆ Mainland： 2 manufacturing bases; 4 branches, 126 offices
- ◆ Taiwan： 1 manufacturing base and 3 offices
- ◆ Europe： 1 assembling and sales center in Italy
- ◆ Singapore： 1 sales center
- ◆ Japan： 1 sales center
- ◆ Malaysia： 1 sales center
- ◆ Thailand： 1 sales center
- ◆ USA： 1 sales center
- ◆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

Ranked the second largest market share in China

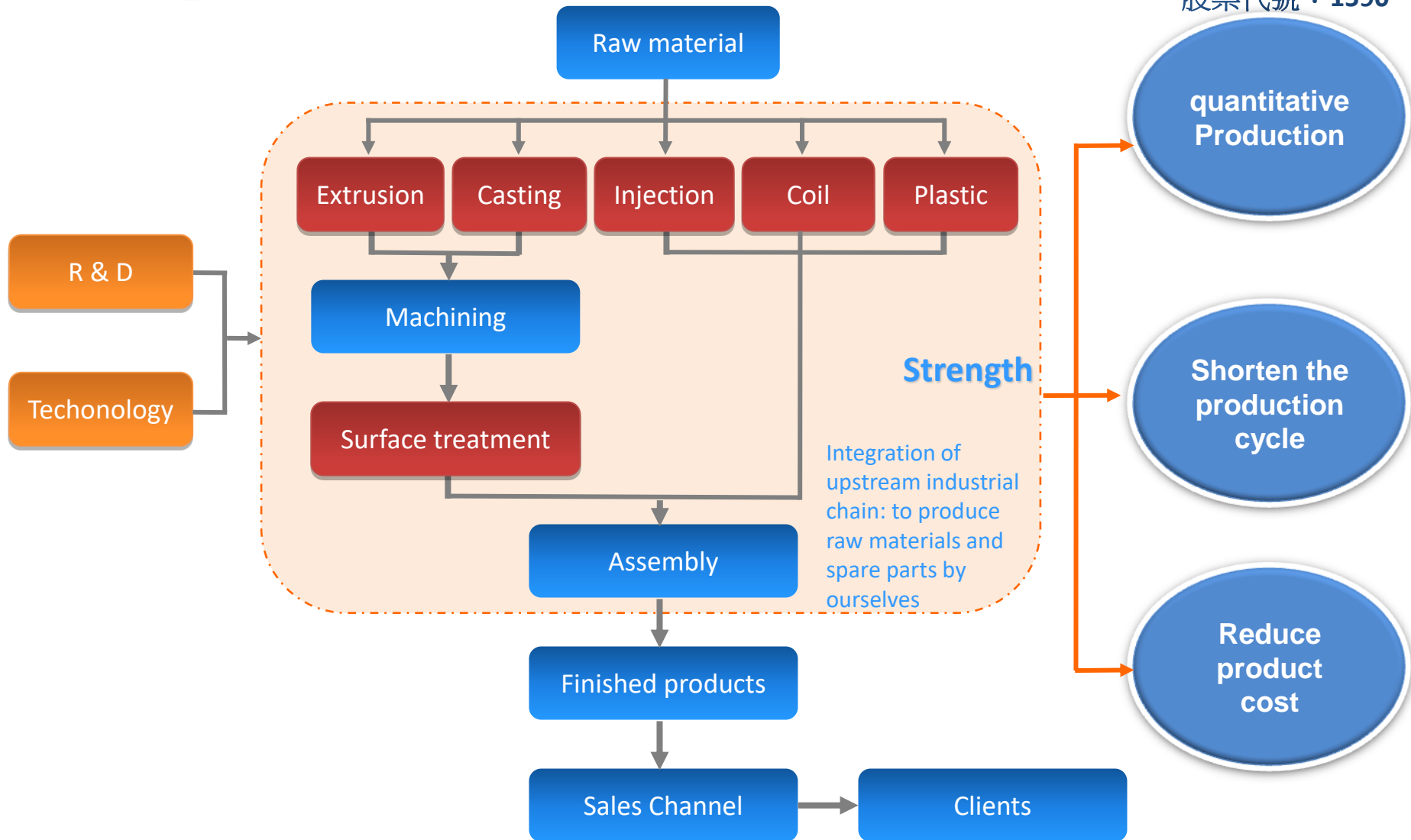
AirTAC Sales by region



Pneumatic equipment - market share in China



Integration of upstream industrial chain

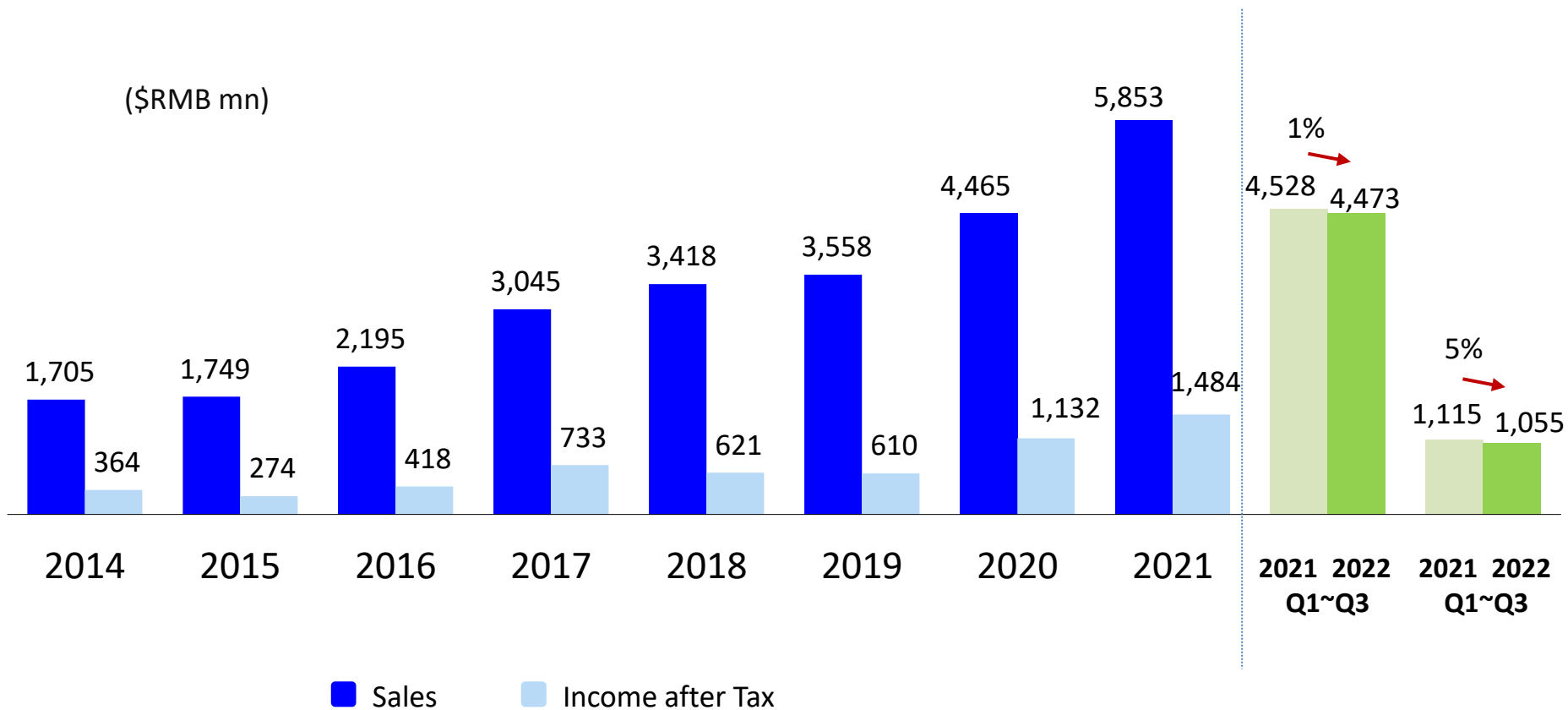


IV · Financial Outlook

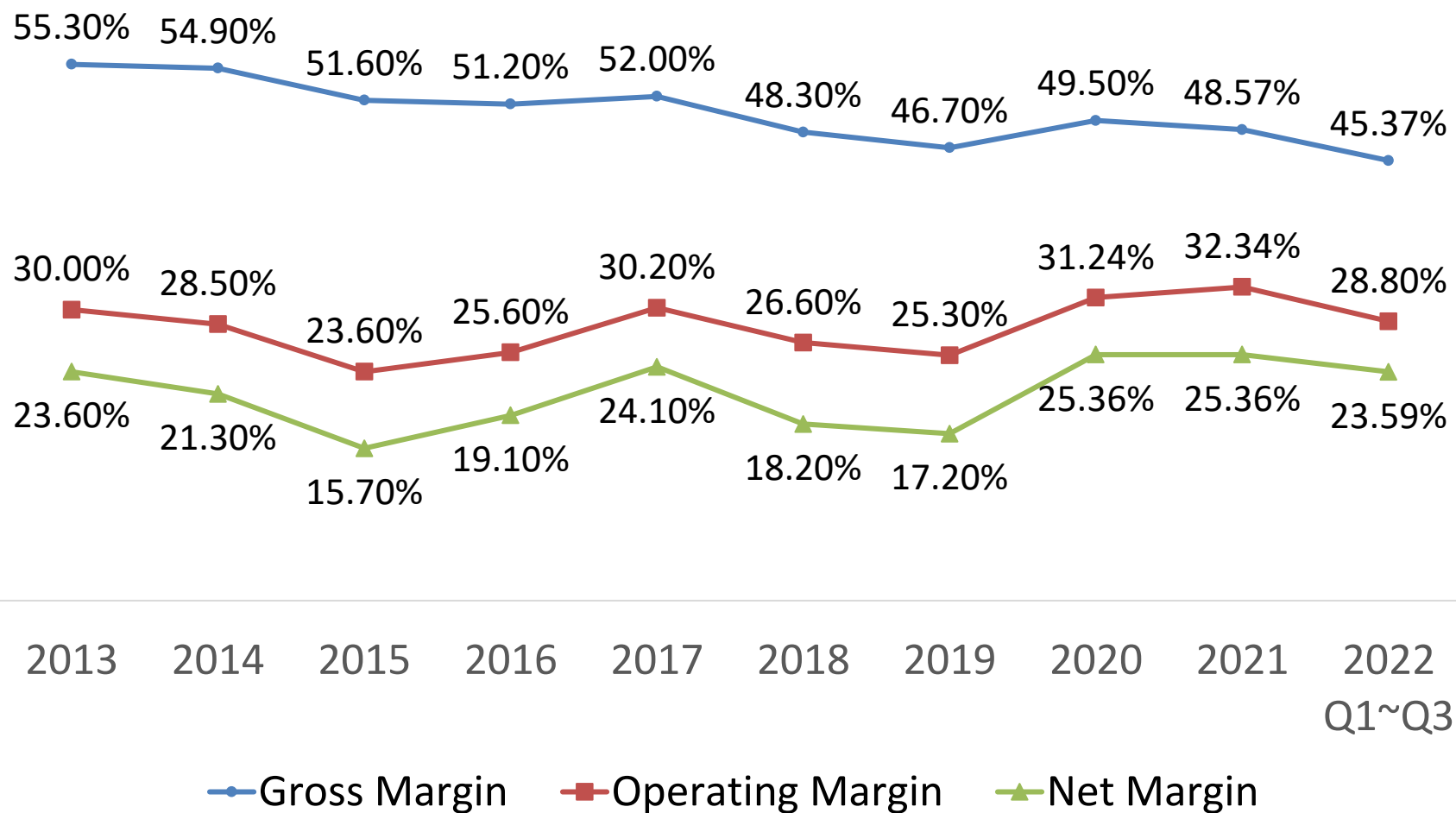
Sales & Income after Tax

Sales Income after Tax

(\$RMB mn)



Profitability Trend



Income Statement

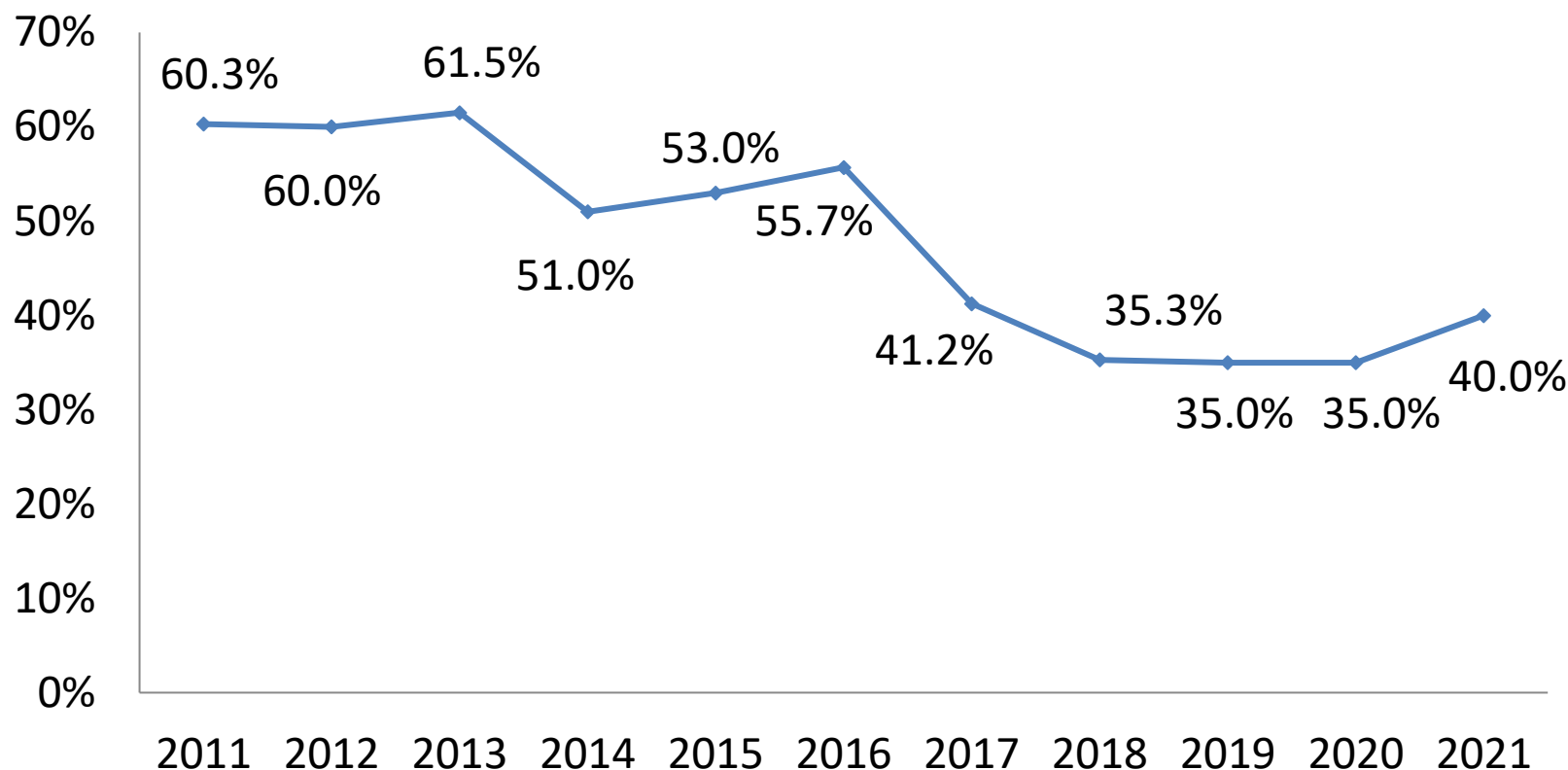
(\$RMB mn)	2019		2020		2021		2022 Q1~Q3	
Sales	\$3,558	100%	\$4,465	100%	\$5,853	100%	\$4,473	100%
Cost	1,896	53%	2,255	51%	3,010	51%	2,444	55%
Gross Profit	1,662	47%	2,210	49%	2,843	49%	2,029	45%
Operating Expenses	760	22%	815	18%	950	17%	741	16%
Income from Operations	902	25%	1,395	31%	1,893	32%	1,288	29%
Non-operating Income & Exp.	-73	-2%	87	2%	39	1%	82	2%
EBT	829	23%	1,482	33%	1,932	33%	1,370	31%
TAX	219	6%	350	8%	448	8%	315	7%
Net Income	\$610	17%	\$1,132	25%	\$1,484	25%	\$1,055	24%

Balance Sheet

(\$RMB mn)

	2019		2020		2021		2022 Q3	
Cash & Cash Equivalents	\$1,945	20%	\$1,315	14%	\$1,432	13%	\$1,137	10%
NR & AR	1,162	12%	1,614	17%	1,723	16%	1,908	16%
Inventory	732	9%	830	9%	1,221	11%	1,552	13%
Other Current Assets	50	1%	44	-%	71	1%	74	1%
Property, plant and equipment, Other	5,392	58%	5,662	60%	6,529	59%	7,042	60%
Total Assets	\$9,281	100%	\$9,465	100%	\$10,976	100%	\$11,713	100%
Bank Debt	\$4,237	46%	\$3,429	37%	\$1,857	17%	\$2,116	18%
Other Current Liabilities	657	7%	754	8%	911	8%	938	8%
Other Long-term liabilities	162	1%	144	1%	116	1%	158	1%
Total Liabilities	\$5,056	54%	\$4,327	46%	\$2,884	26%	\$3,212	27%
Total Equity	\$4,225	46%	\$5,138	54%	\$8,092	74%	\$8,501	73%
Total Liabilities & Equity	\$7,836	100%	\$9,281	100%	\$9,465	100%	\$11,713	100%

Dividend Payout (Include stock dividends)



2021 Cash dividends to shareholders – RMB 3 per share (around NTD 13.37946037 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