



# **AirTAC**

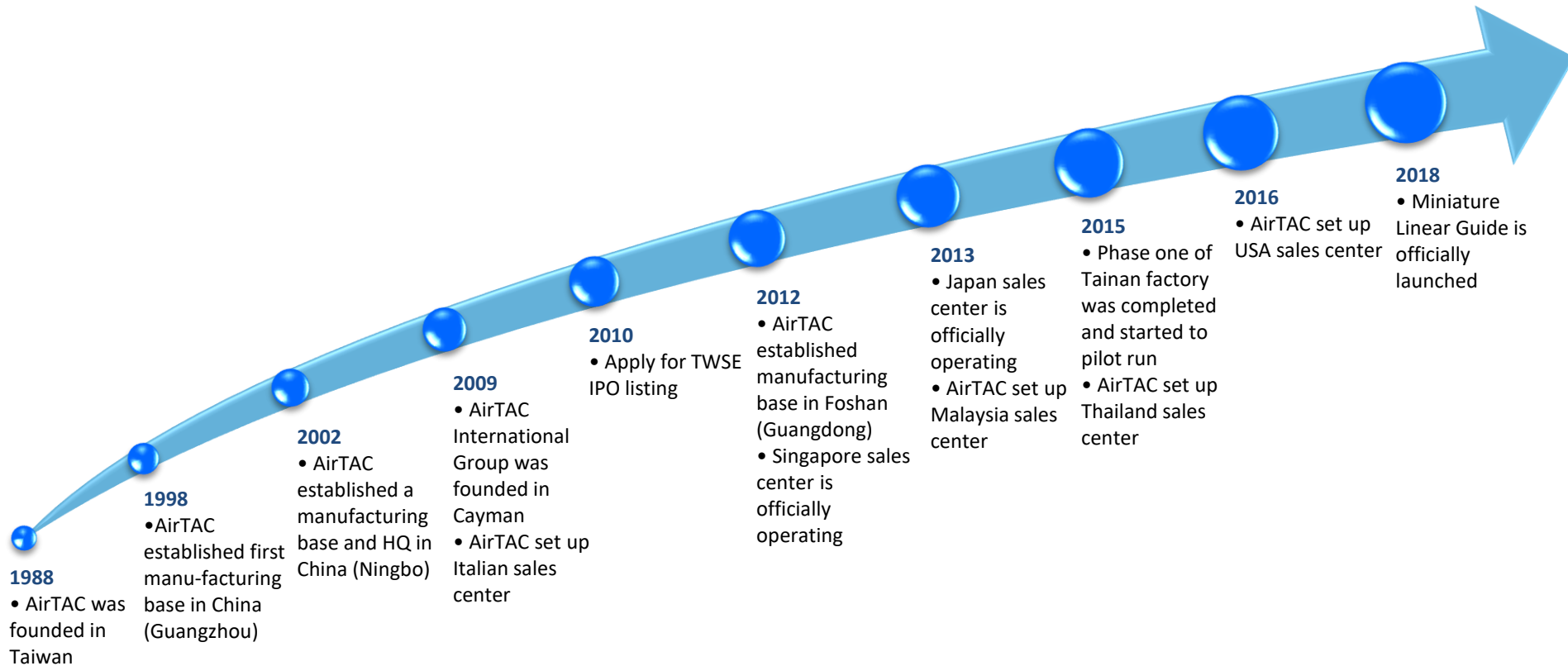
**Powered by AIRTAC**

# Agenda

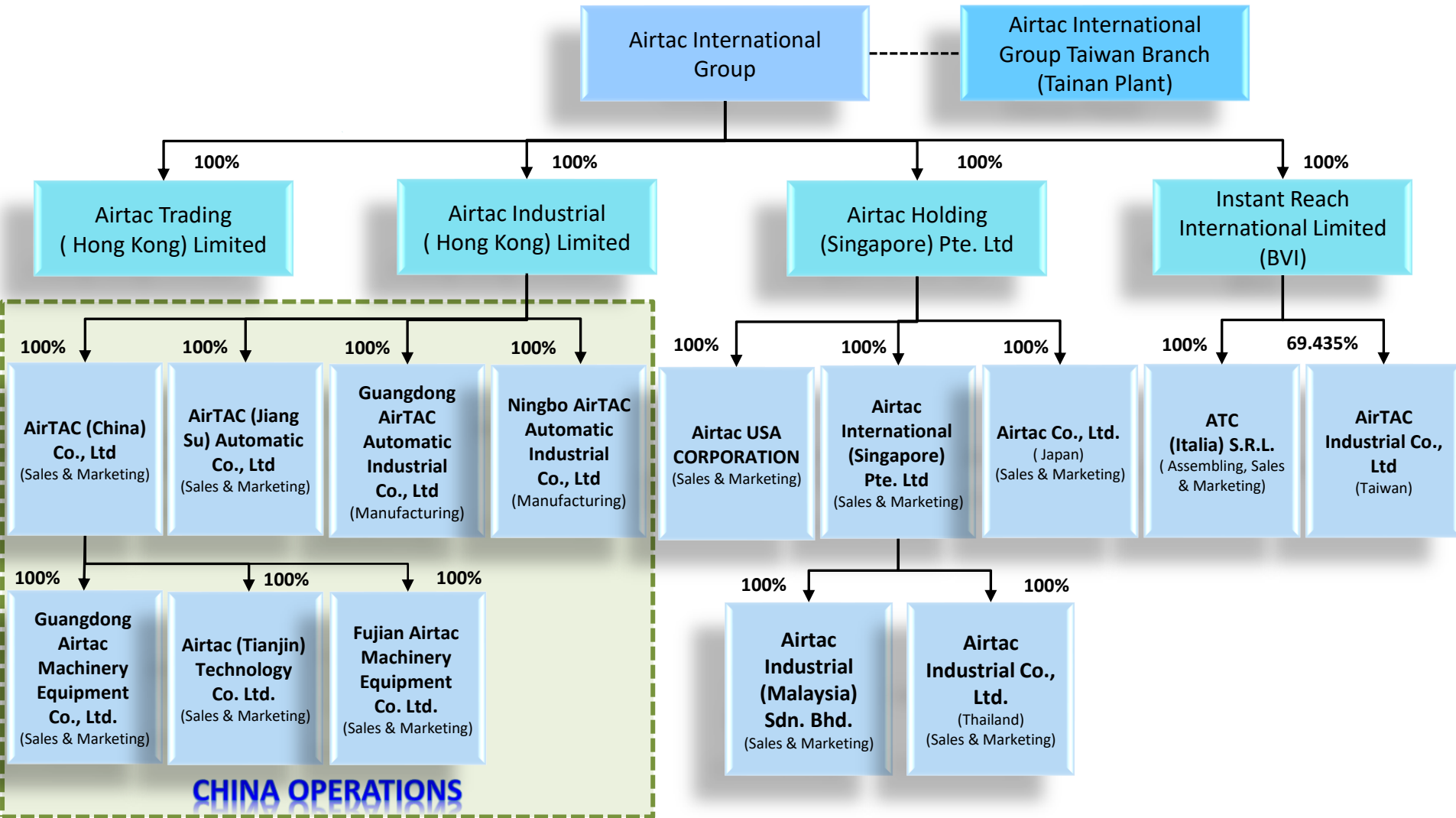
- I Group Overview**
- II Product & Market**
- III Competitive Advantage**
- IV Financial Outlook**
- V Development prospects & Strategic**

# 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

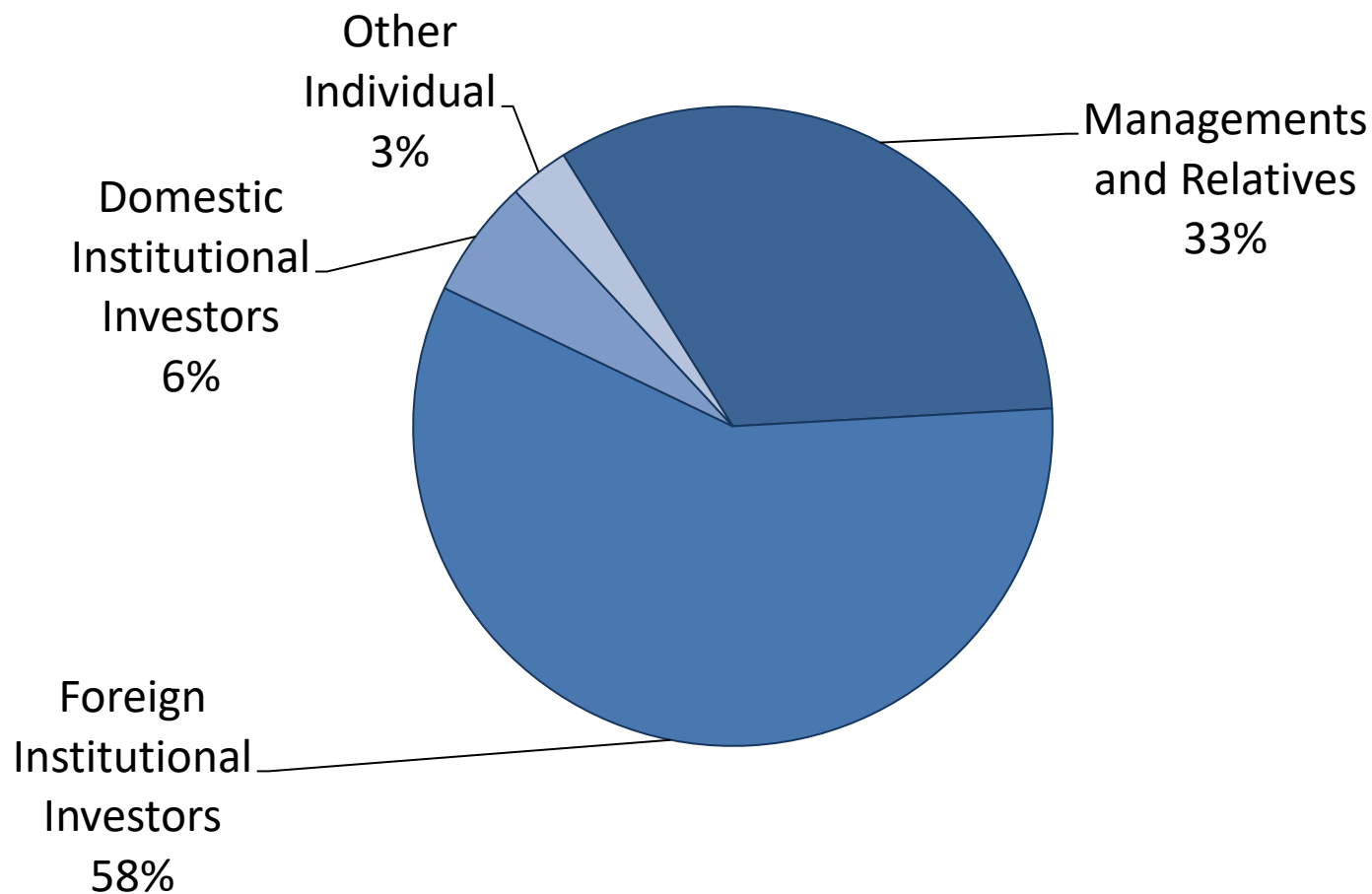
## Profit sharing

- 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

## ► Cylinder



## ► Air valve & mechanical valve



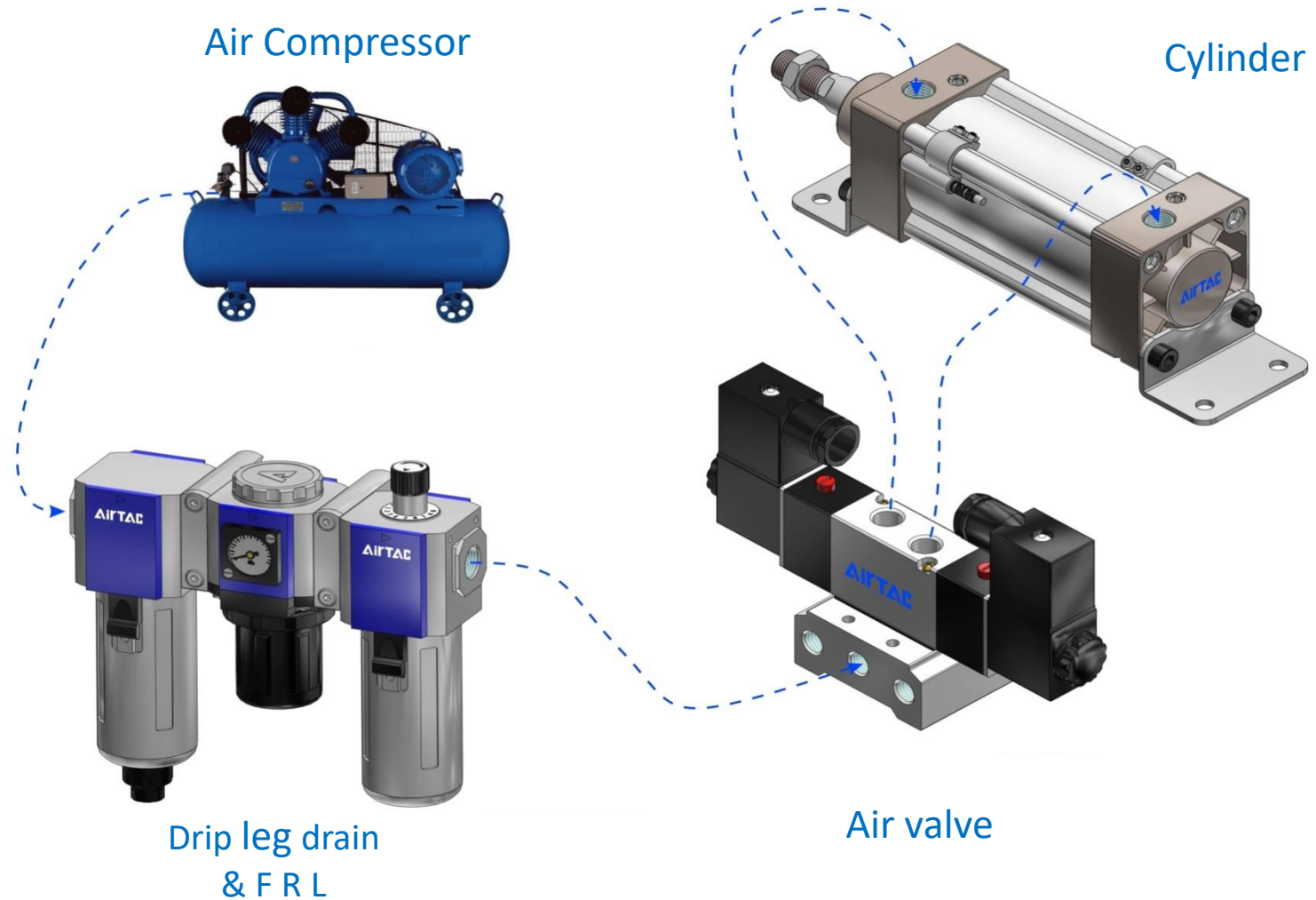
## ► Drip leg drain & F R L



## ► 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.

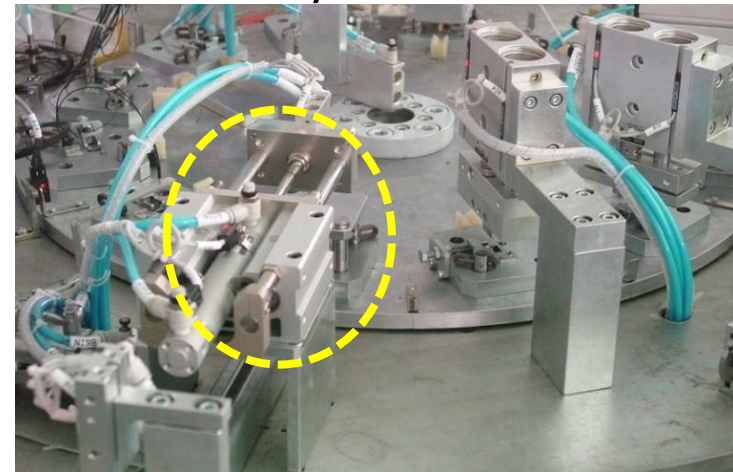
## Construction machinery



## Environmental processing machinery



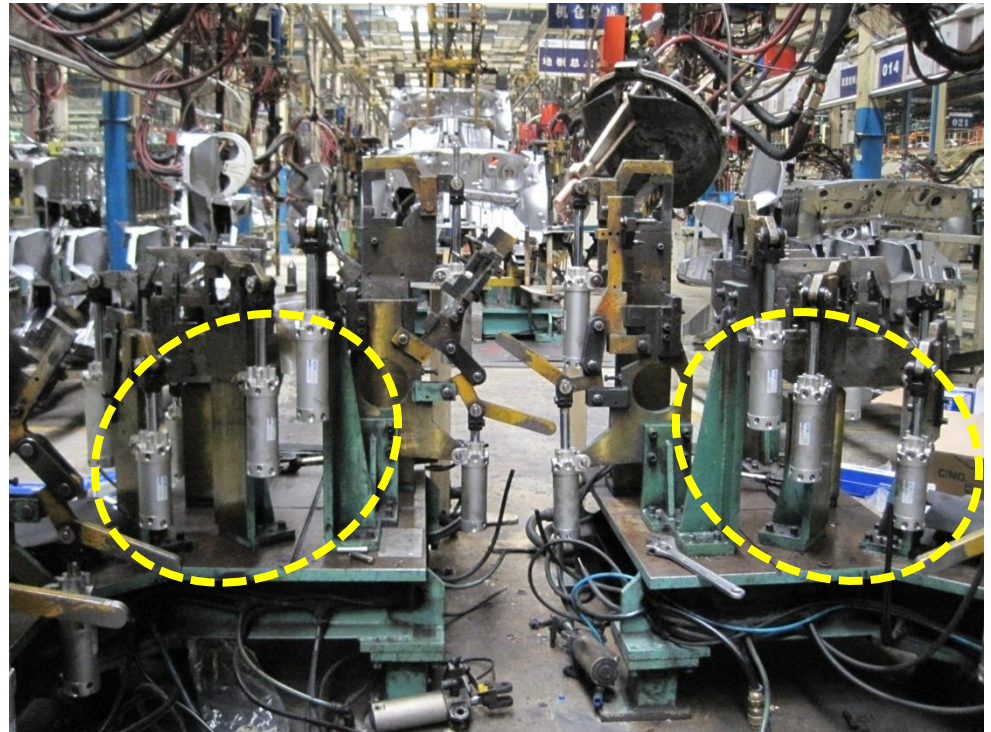
## Assembly automation





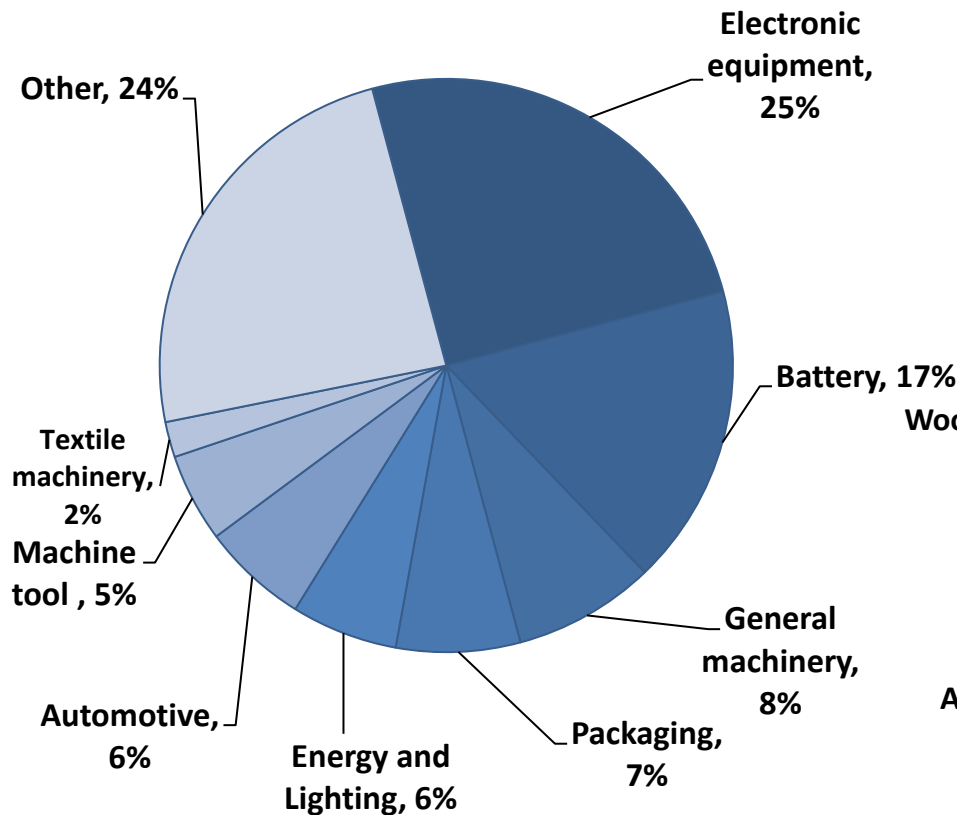
**AirTAC**  
股票代號：1590

# Automobile assembly

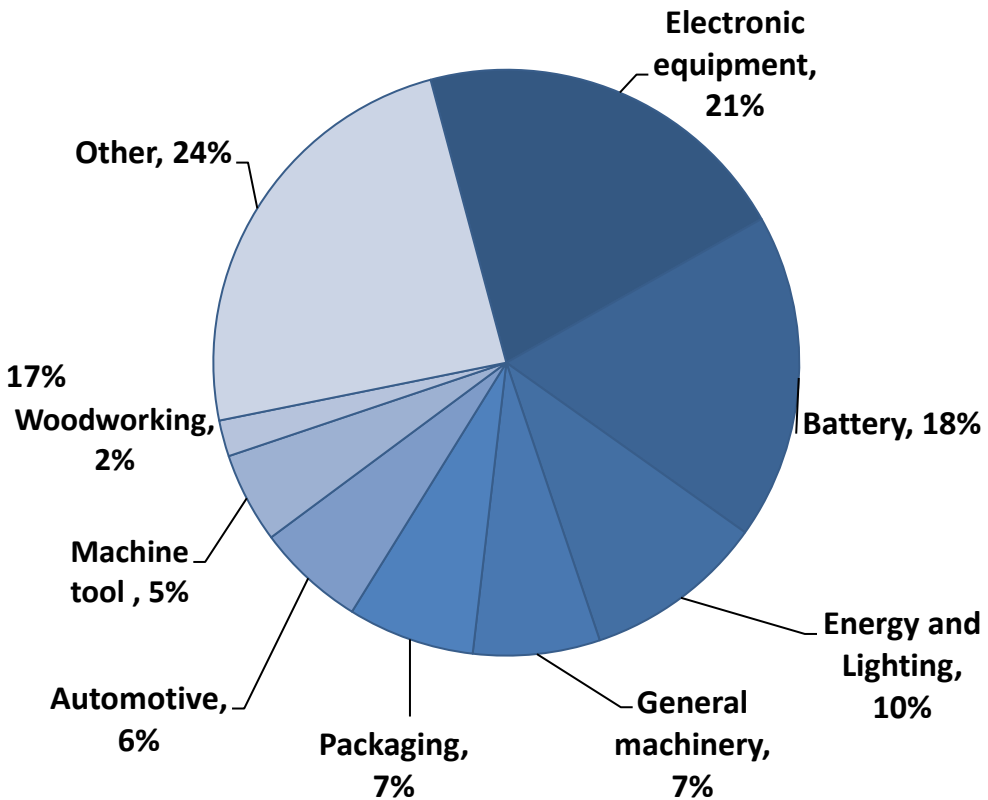


# Clients breakdown by industry

2022 Sales



2023 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

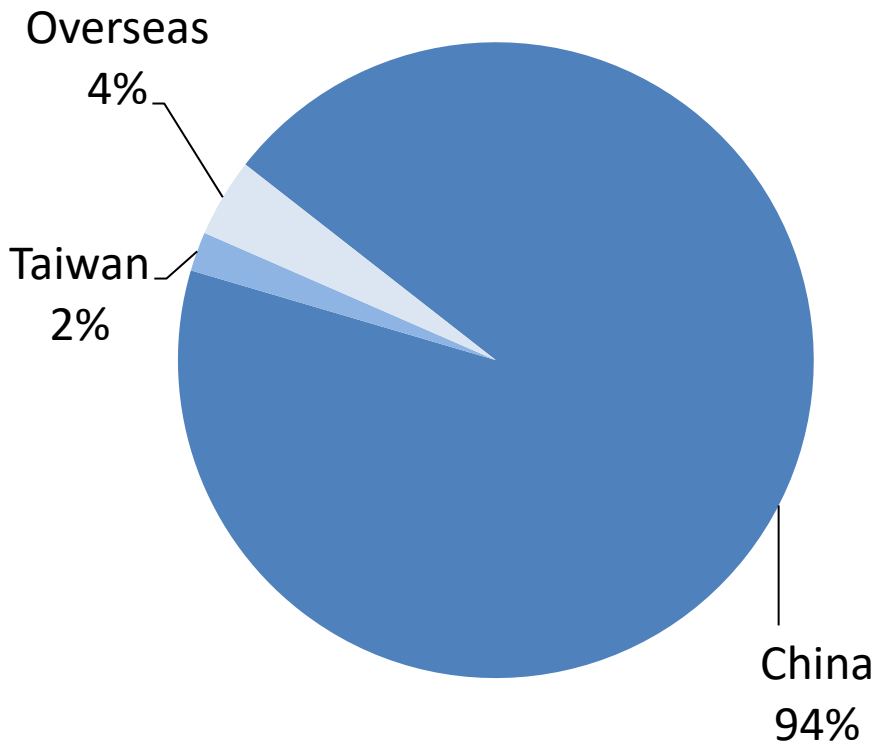


- ◆ Mainland: 2 manufacturing bases, 3 regional sales centers, 4 branches, 120 offices
- ◆ Taiwan: 1 manufacturing base and 3 offices
- ◆ Europe: 1 assembling and sales center in Italy
- ◆ Singapore: 1 sales center
- ◆ Japan: 1 sales center
- ◆ Malaysia: 1 sales center
- ◆ Thailand: 1 sales center
- ◆ USA: 1 sales center
- ◆ Overseas: 70+ distributors to provide comprehensive sales network and service

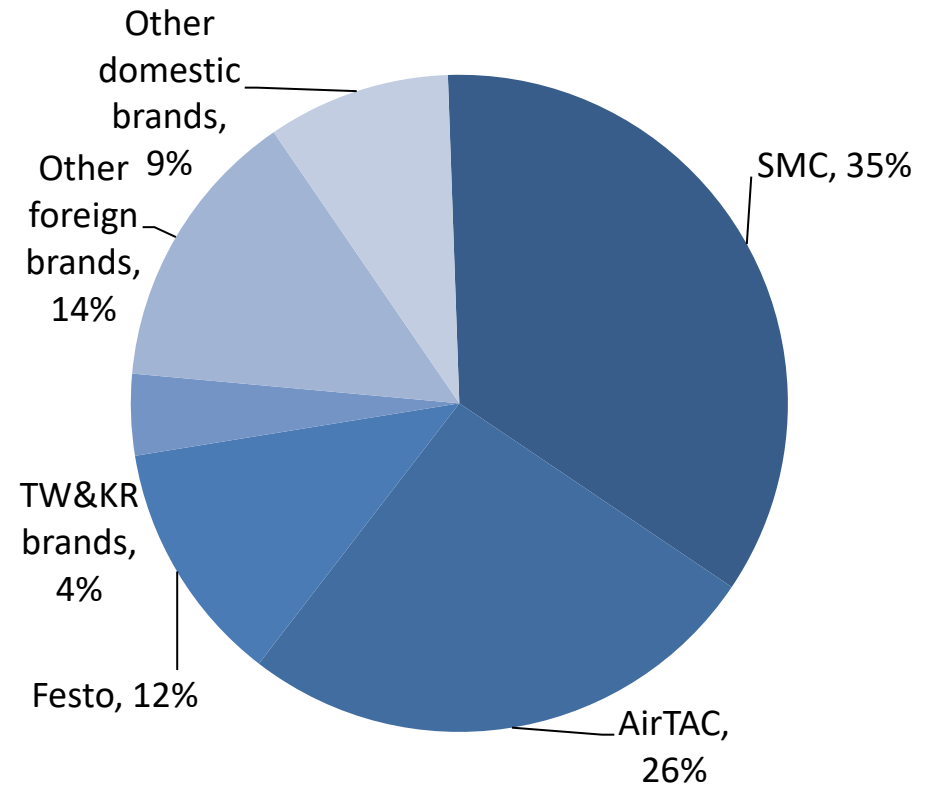


# Ranked the second largest market share in China

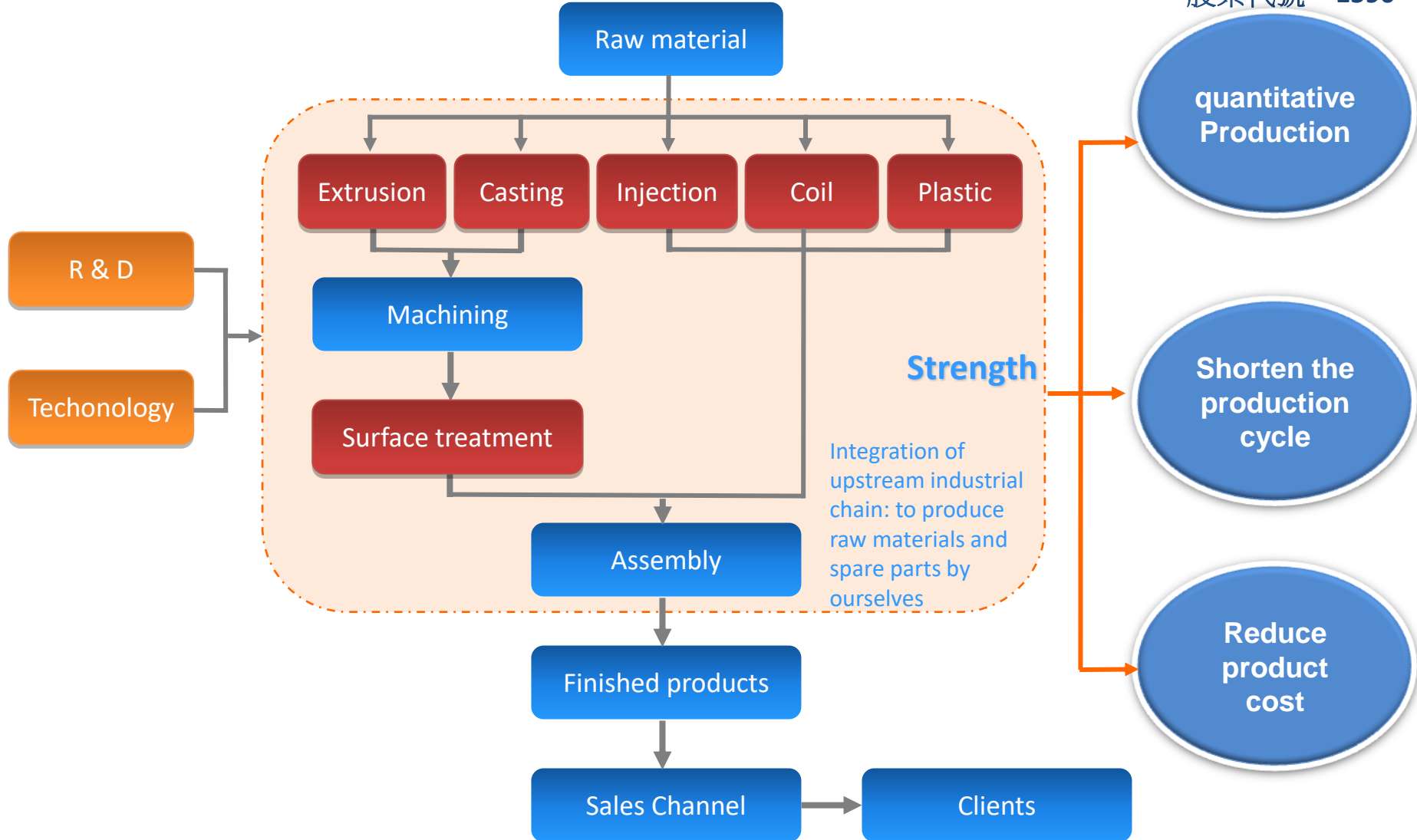
AirTAC Sales by region



Pneumatic equipment - market share in China



# Integration of upstream industrial chain

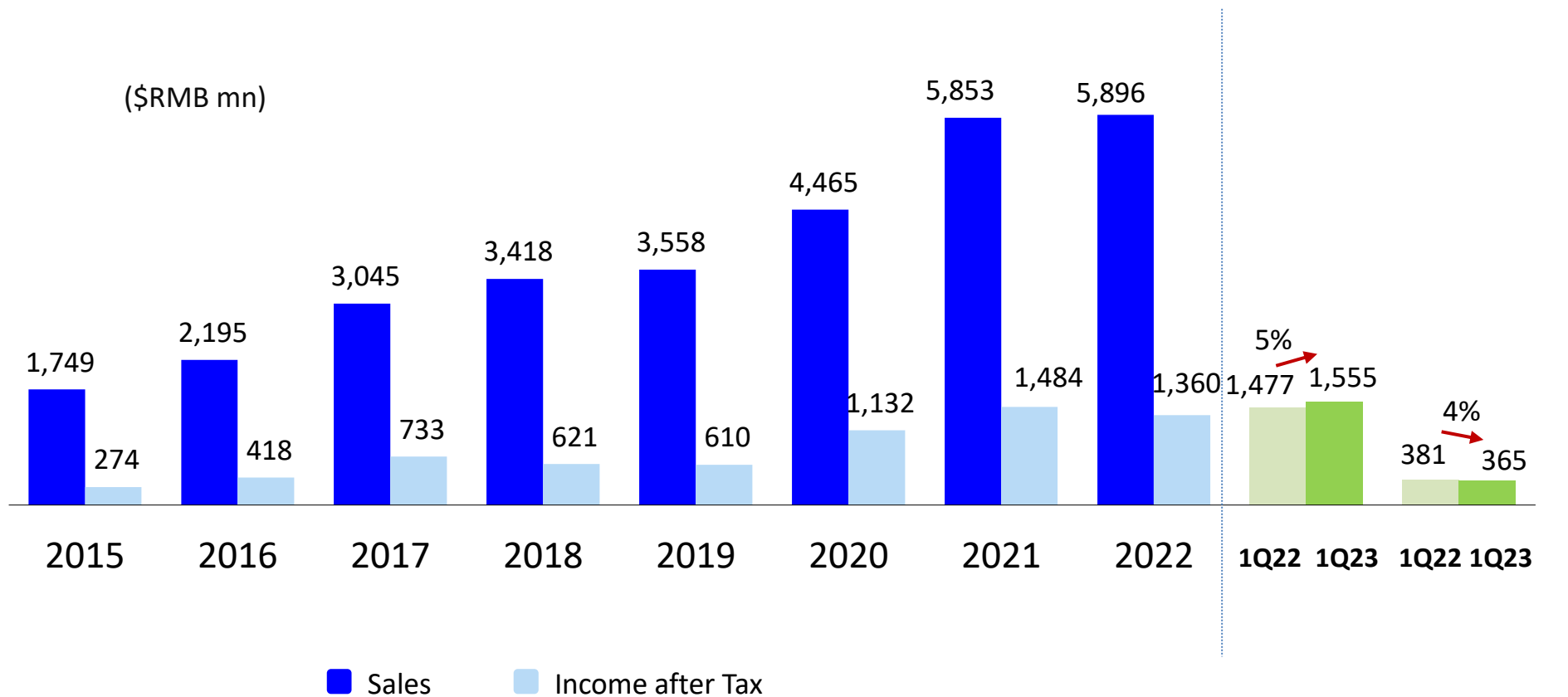


## IV · Financial Outlook

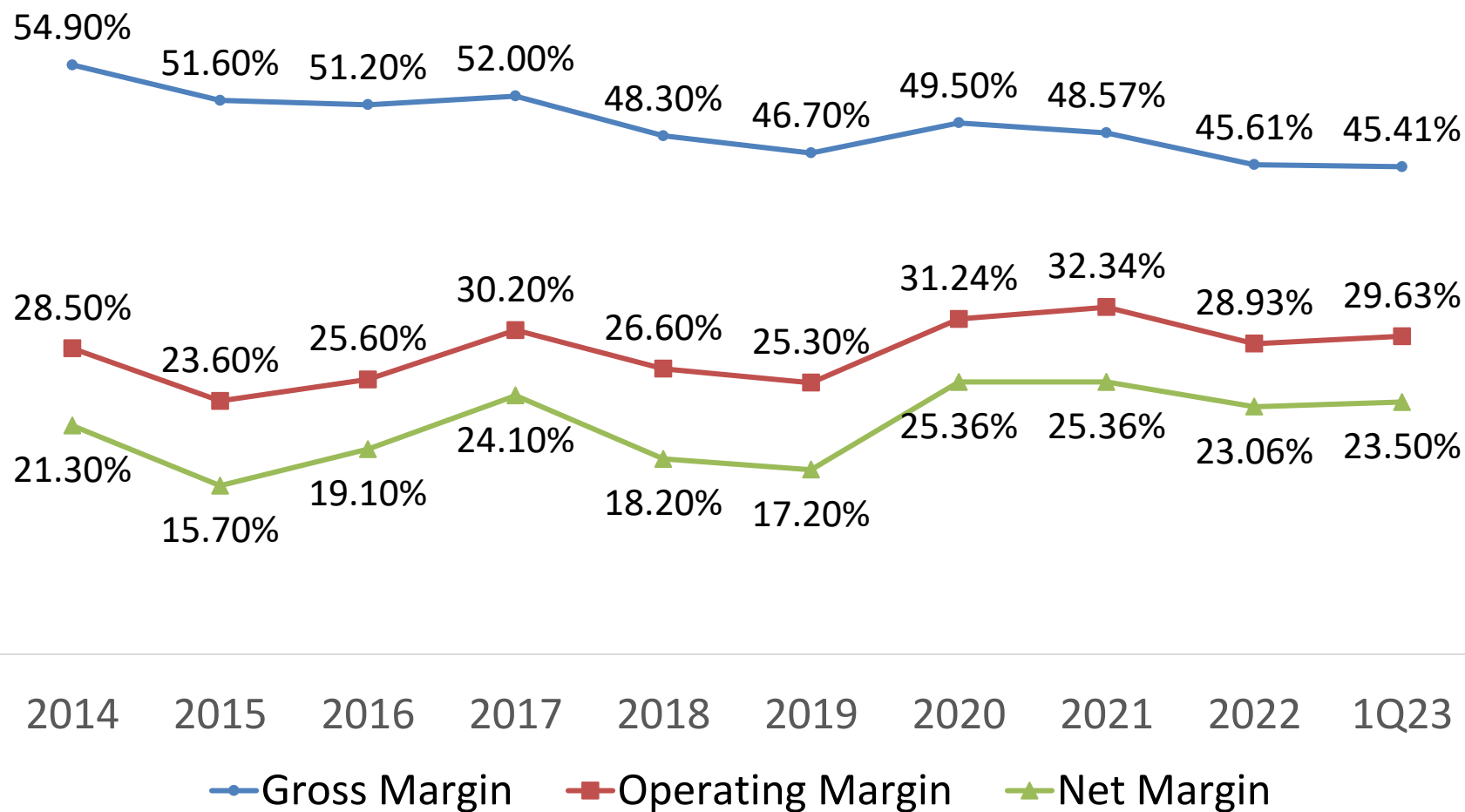
# Sales & Income after Tax

Sales   Income after Tax

(\$RMB mn)



# Profitability Trend



# Income Statement

(\$RMB mn)

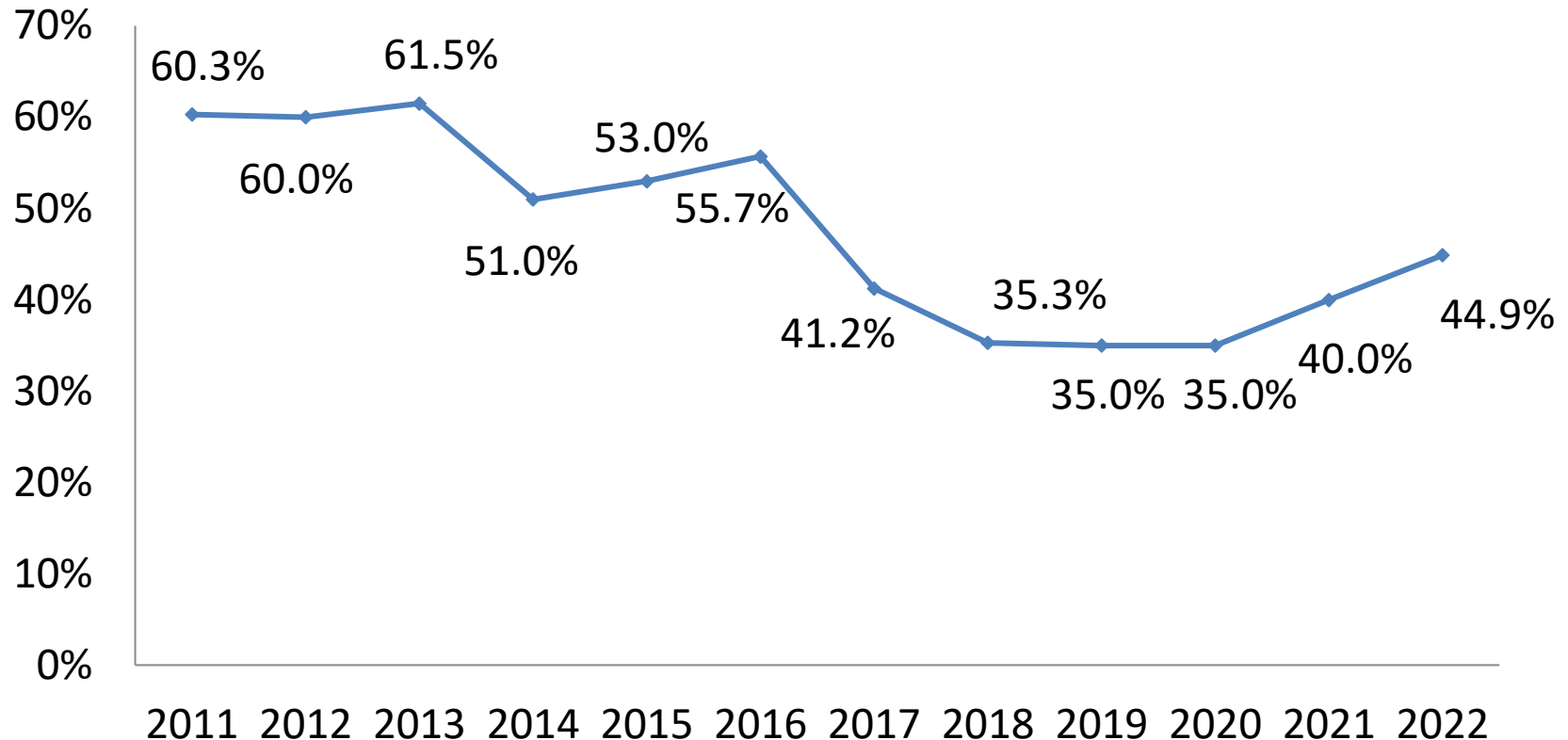
	<b>2020</b>		<b>2021</b>		<b>2022</b>		<b>2023 Q1</b>	
Sales	\$4,465	100%	\$5,853	100%	\$5,896	100%	\$1,555	100%
Cost	2,255	51%	3,010	51%	3,207	54%	849	55%
Gross Profit	2,210	49%	2,843	49%	2,689	46%	706	45%
Operating Expenses	815	18%	950	17%	984	17%	245	16%
Income from Operations	1,395	31%	1,893	32%	1,705	29%	461	29%
Non-operating Income & Exp.	87	2%	39	1%	64	1%	9	1%
EBT	1,482	33%	1,932	33%	1,769	30%	470	30%
TAX	350	8%	448	8%	409	7%	105	7%
Net Income	\$1,132	25%	\$1,484	25%	\$1,360	23%	\$365	23%

# Balance Sheet

(\$RMB mn)

	<b>2020</b>		<b>2021</b>		<b>2022</b>		<b>2023 Q1</b>	
Cash & Cash Equivalents	\$1,315	14%	\$1,432	13%	\$1,499	12%	\$1,227	10%
NR & AR	1,614	17%	1,723	16%	2,053	17%	2,358	19%
Inventory	830	9%	1,221	11%	1,645	13%	1,627	13%
Other Current Assets	44	-%	71	1%	78	1%	74	1%
Property, plant and equipment, Other	5,662	60%	6,529	59%	7,111	57%	7,098	57%
<b>Total Assets</b>	<b>\$9,465</b>	<b>100%</b>	<b>\$10,976</b>	<b>100%</b>	<b>\$12,386</b>	<b>100%</b>	<b>\$12,384</b>	<b>100%</b>
Bank Debt	\$3,429	37%	\$1,857	17%	\$2,560	21%	\$2,251	19%
Other Current Liabilities	754	8%	911	8%	828	6%	1,372	11%
Other Long-term liabilities	144	1%	116	1%	166	2%	183	1%
<b>Total Liabilities</b>	<b>\$4,327</b>	<b>46%</b>	<b>\$2,884</b>	<b>26%</b>	<b>\$3,554</b>	<b>29%</b>	<b>\$3,806</b>	<b>31%</b>
<b>Total Equity</b>	<b>\$5,138</b>	<b>54%</b>	<b>\$8,092</b>	<b>74%</b>	<b>\$8,832</b>	<b>71%</b>	<b>\$8,578</b>	<b>69%</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$9,281</b>	<b>100%</b>	<b>\$9,465</b>	<b>100%</b>	<b>\$12,386</b>	<b>100%</b>	<b>\$12,384</b>	<b>100%</b>

# Dividend Payout (Include stock dividends)



2022 Cash dividends to shareholders – RMB 3.05 per share ( around NTD 13.45355 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