

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



2018 2016 • Miniature AirTAC set up 2015 Linear Guide is USA sales center • Phase one of officially 2013 Tainan factory launched Japan sales 2012 was completed center is • AirTAC officially and started to 2010 established • Apply for TWSE pilot run operating manufacturing 2009 **IPO** listing AirTAC set up AirTAC set up base in Foshan AirTAC Thailand sales Malaysia sales (Guangdong) 2002 International center center • Singapore sales AirTAC Group was center is established a founded in 1998 officially manufacturing Cayman AirTAC operating base and HQ in AirTAC set up established first Italian sales China (Ningbo) 1988 manu-facturing center AirTAC was base in China founded in (Guangzhou)

Taiwan

Organization Chart



Airtac International Airtac International **Group Taiwan Branch** Group (Tainan Plant) 100% 100% 100% 100% **Instant Reach** Airtac Industrial **Airtac Trading** Airtac Holding International Limited (Hong Kong) Limited (Singapore) Pte. Ltd (Hong Kong) Limited (BVI) 69.435% 100% 100% 100% 100% 100% 100% 100% 100% Guangdong Ningbo AirTAC Airtac AirTAC (Jiang **AirTAC AirTAC ATC** AirTAC (China) **Automatic** International Airtac USA Airtac Co., Ltd. Su) Automatic **Automatic** Industrial Co.. (Italia) S.R.L. Co., Ltd Industrial (Japan) CORPORATION (Singapore) Co.. Ltd Industrial (Assembling, Sales Ltd (Sales & Marketing) (Sales & Marketing) Co.. Ltd (Sales & Marketing) Pte. Ltd (Sales & Marketing) & Marketing) Co., Ltd (Taiwan) (Manufacturing) (Sales & Marketing) (Manufacturing) 100% **↓** 100% 100% 100% 100% 100% Guangdong **AirTAC Fujian Airtac Airtac** Airtac Airtac (Tianjin) Airtac (Shandong) Machinery Machinery **Technology** Industrial **Industrial Co...** Equipment **Automatic Co...** Equipment (Malaysia) Co. Ltd. Ltd. Ltd Co. Ltd. (Sales & Marketing) Co.. Ltd. Sdn. Bhd. (Thailand) (Sales & Marketing) (Sales & Marketing) (Sales & Marketing) (Sales & Marketing) (Sales & Marketing)

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

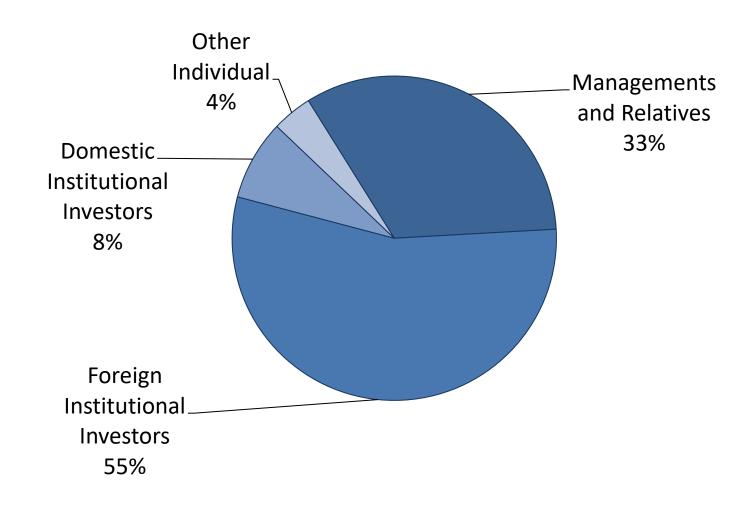
 Share the profit with every employees to reward their contribution and efforts.

Co-development

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

AirTAC Shareholder Structure







· Product & Market

Diversified Product Lines



→ Cylinder





Air valve & mechanical valve

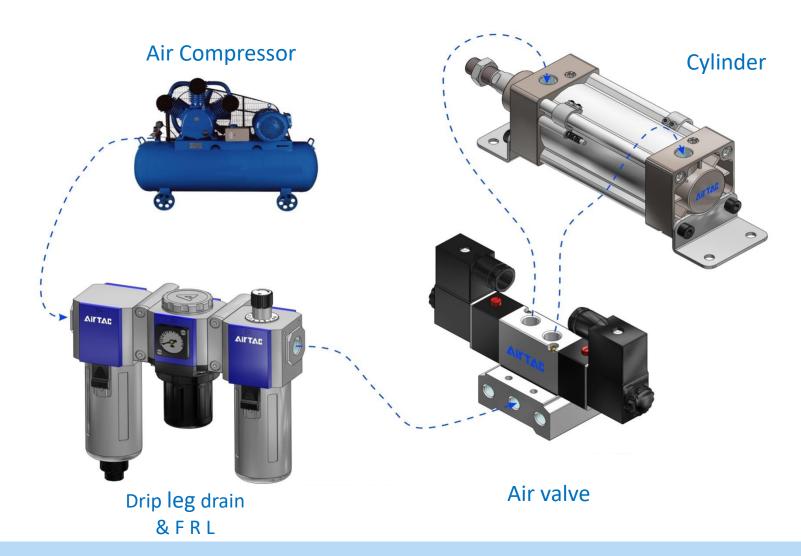






Pneumatic operation of the process





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, automative assembly line and the robot arm.

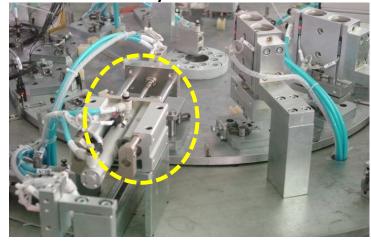
Environmental processing machinery



Construction machinery



Assembly automation

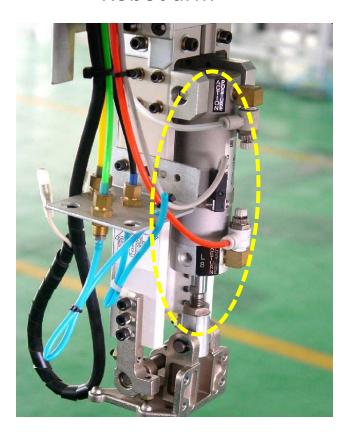


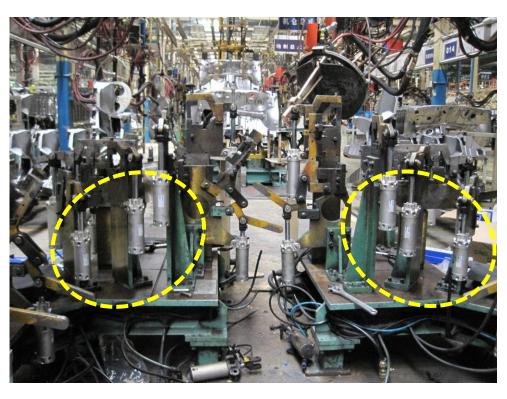
Products Application by Industry



Robot arm

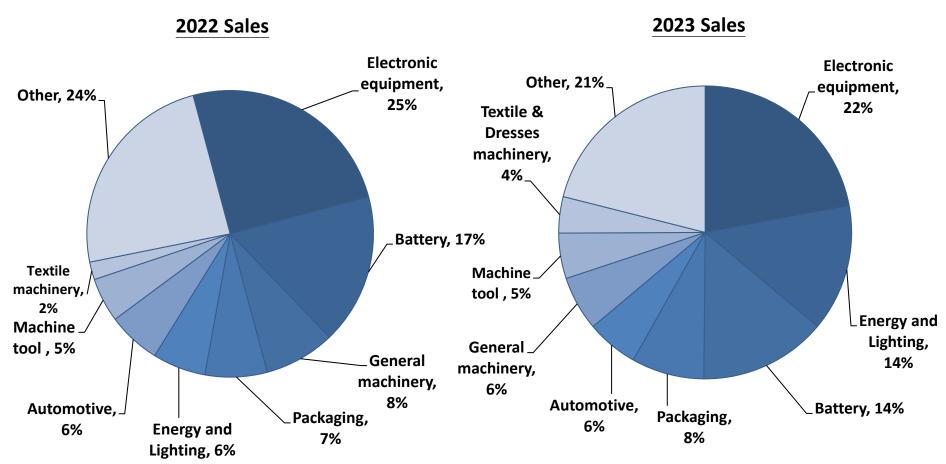






Clients breakdown by industry





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 AirTAE
 brand.
- Establish spec & price in Greater
 China.

Own Sales Channels

- Strong self own sales channels in Greater China.
- Provide nationwide 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 highquality products by sealant technology.
- Improve production process continuously.

Worldwide manufacturing bases & sales branches

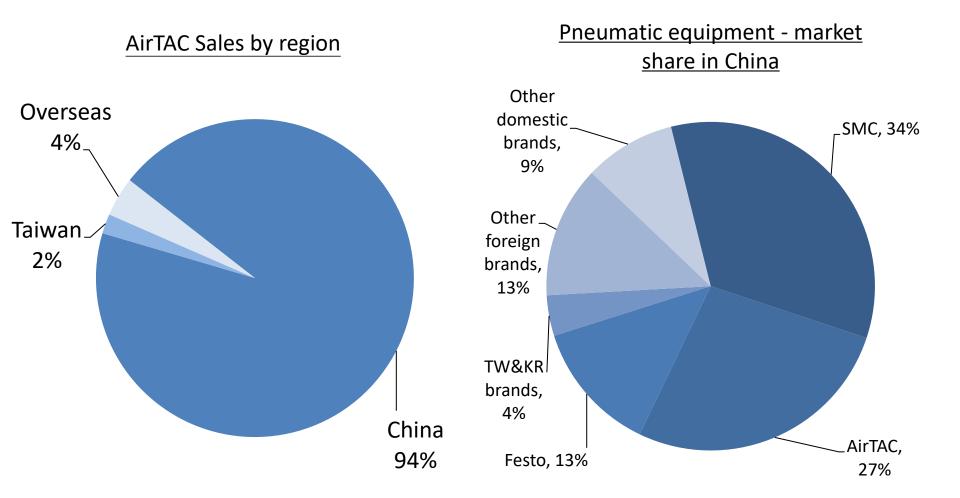




- Mainland: 2 manufacturing bases, 3 regional sales centers,
 4 branches, 120 offices
- ◆ Taiwan: 1 manufacturing base and 3 offices
- ◆ Europe: 1 assembling and sales center in Italy
- ◆ Singapore: 1 sales center
- ◆ Japan: 1 sales center
- ◆ Malaysia : 1 sales center
- ◆ Thailand: 1 sales center
-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

Ranked the second largest market share in China





Integration of upstream industrial chain AirTAC Raw material quantitative **Production** Extrusion Injection Coil Plastic Casting **R & D** Machining Strength **Shorten the** production Techonology cycle Surface treatment Integration of upstream industrial chain: to produce raw materials and **Assembly** spare parts by ourselves Reduce product Finished products cost Sales Channel Clients

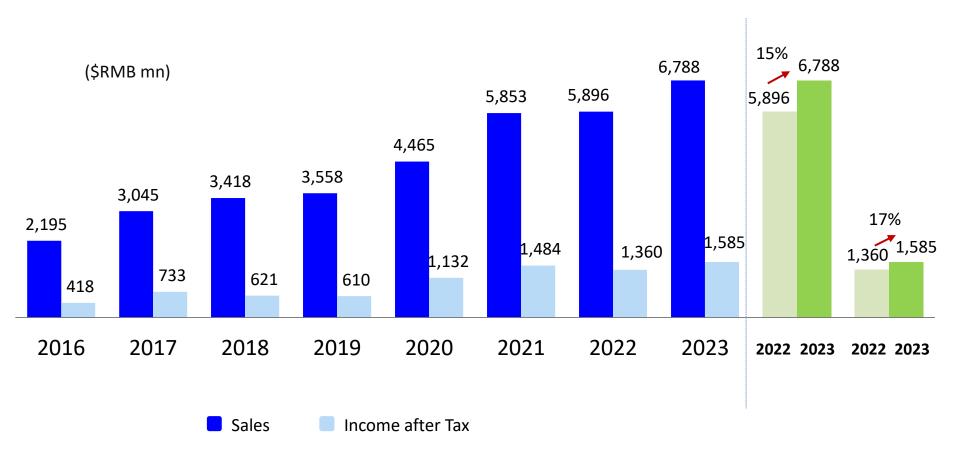


IV · Financial Outlook

Sales & Income after Tax

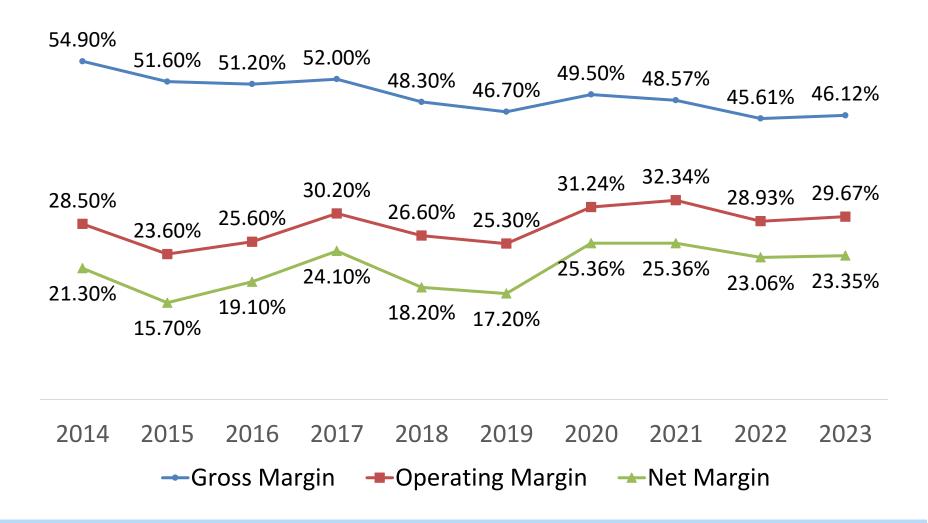


Sales Income after Tax



Profitability Trend





Income Statement



(\$RMB mn)	2020		2021		2022		2023	
Sales	\$4,465	100%	\$5,853	100%	\$5,896	100%	\$6,788	100%
Cost	2,255	51%	3,010	51%	3,207	54%	3,658	54%
Gross Profit	2,210	49%	2,843	49%	2,689	46%	3,130	46%
Operating Expenses	815	18%	950	17%	984	17%	1,116	16%
Income from Operations	1,395	31%	1,893	32%	1,705	29%	2,014	30%
Non-operating Income & Exp.	87	2%	39	1%	64	1%	11	-%
EBT	1,482	33%	1,932	33%	1,769	30%	2,025	30%
TAX	350	8%	448	8%	409	7%	440	7%
Net Income	\$1,132	25%	\$1,484	25%	\$1,360	23%	\$1,585	23%

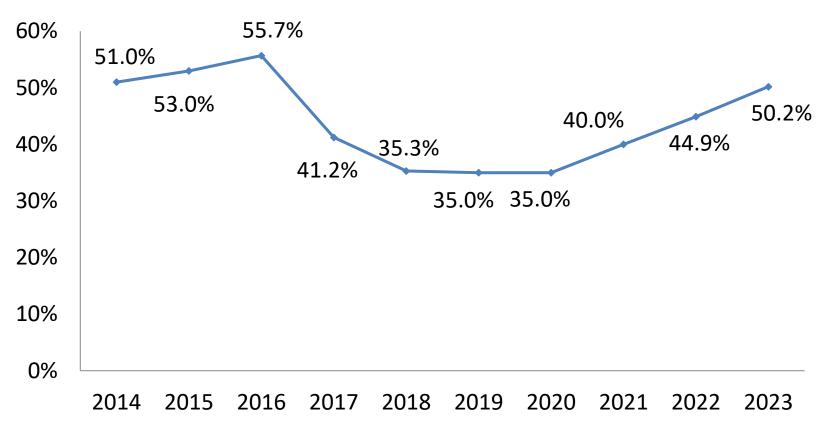
Balance Sheet



(\$RMB mn)	2020		2021		2022		2023	
Cash & Cash Equivalents	\$1,315	14%	\$1,432	13%	\$1,499	12%	\$2,326	17%
NR & AR	1,614	17%	1,723	16%	2,053	17%	2,285	17%
Inventory	830	9%	1,221	11%	1,645	13%	1,509	11%
Other Current Assets	44	-%	71	1%	78	1%	77	1%
Property, plant and equipment, Other	5,662	60%	6,529	59%	7,111	57%	7,218	54%
Total Assets	\$9,465	100%	\$10,976	100%	\$12,386	100%	\$13,415	100%
Bank Debt	\$3,429	37%	\$1,857	17%	\$2,560	21%	\$2,631	20%
Other Current Liabilities	754	8%	911	8%	828	6%	795	6%
Other Long-term liabilities	144	1%	116	1%	166	2%	145	1%
Total Liabilities	\$4,327	46%	\$2,884	26%	\$3,554	29%	\$3,571	27%
Total Equity	\$5,138	54%	\$8,092	74%	\$8,832	71%	\$9,844	73%
Total Liabilities & Equity	\$9,281	100%	\$9,465	100%	\$12,386	100%	\$13,415	100%







Expected 2023 Cash dividends to shareholders – RMB 3.98 per share (around NTD 17.3727 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