



**AirTAC**

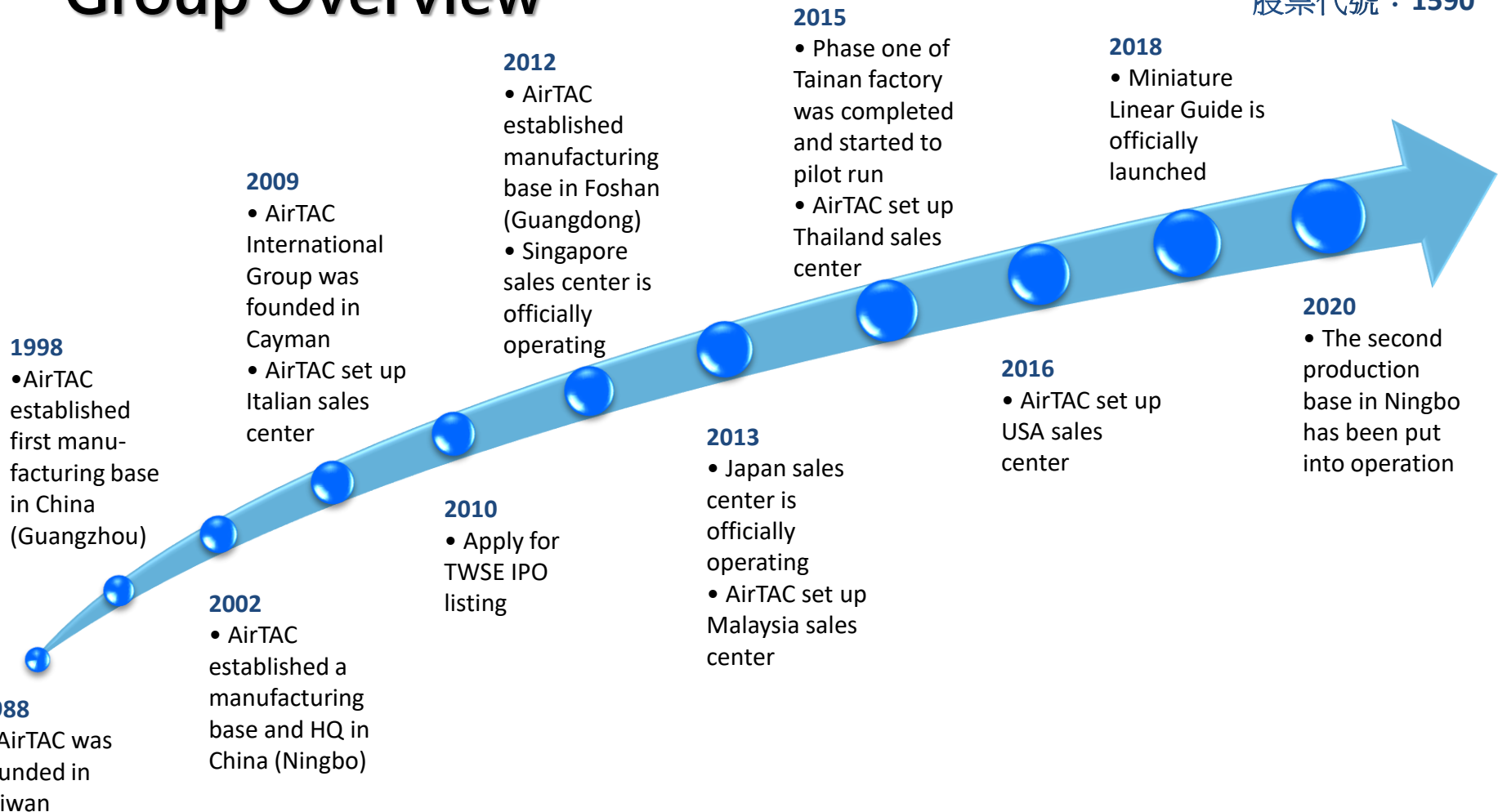
**Powered by AIRTAC**

# Agenda

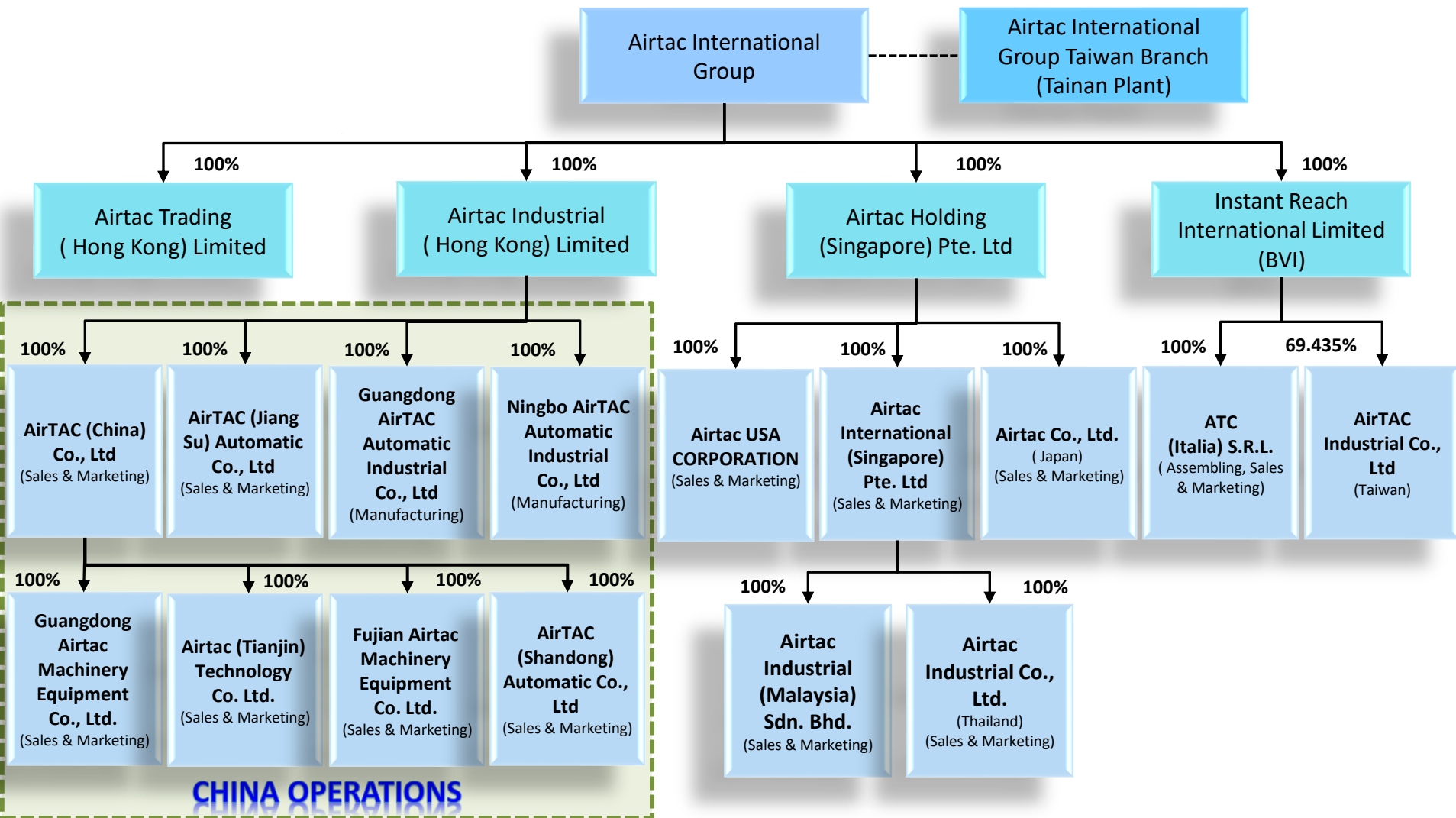
- I Group Overview**
- II Product & Market**
- III Competitive Advantage**
- IV Financial Outlook**
- V Development prospects & Strategic**

# I · Group Overview

## Group Overview



## Organization Chart



**CHINA OPERATIONS**

# 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

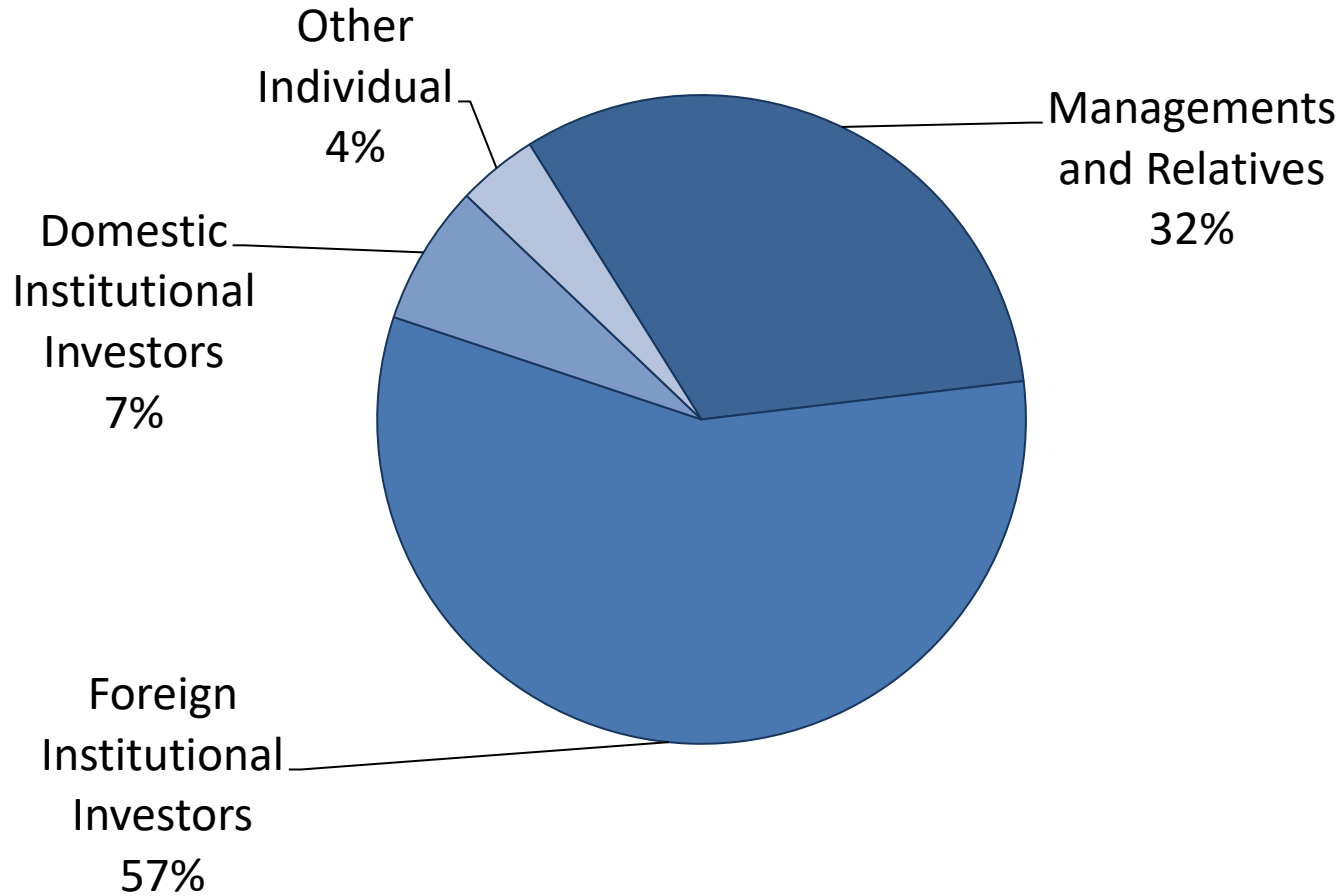
## Profit sharing

- 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



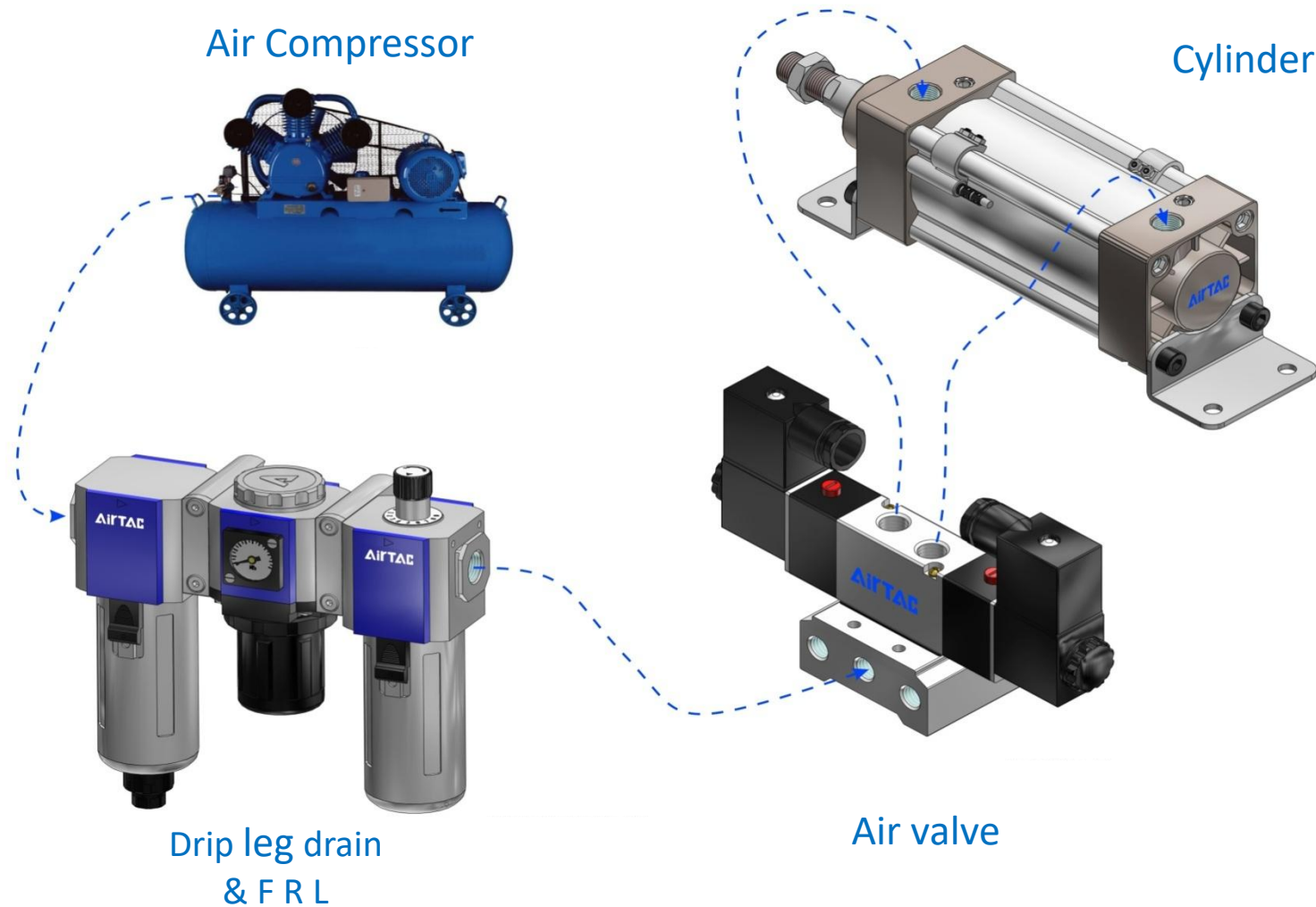
## ▶ Drip leg drain & F R L



## ▶ Linear guide



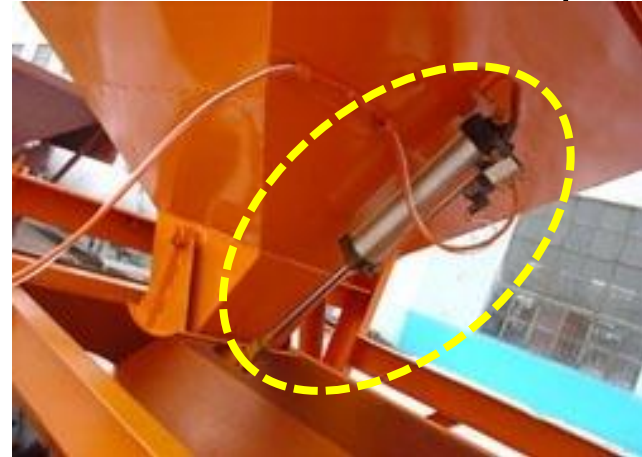
# Pneumatic operation of the process



# 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.

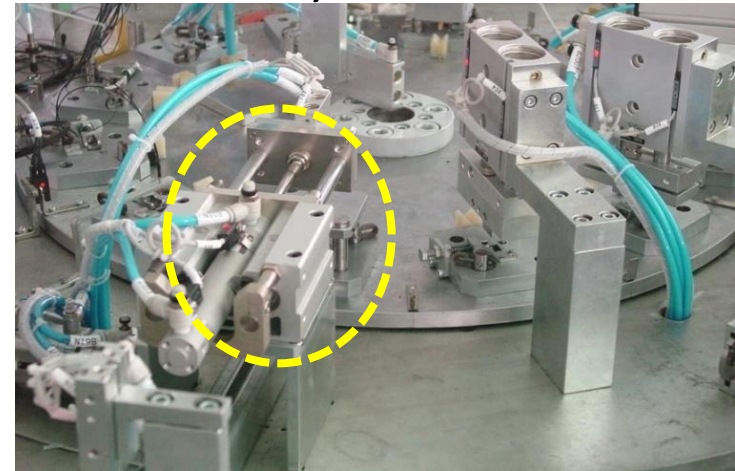
## Construction machinery



## Environmental processing machinery

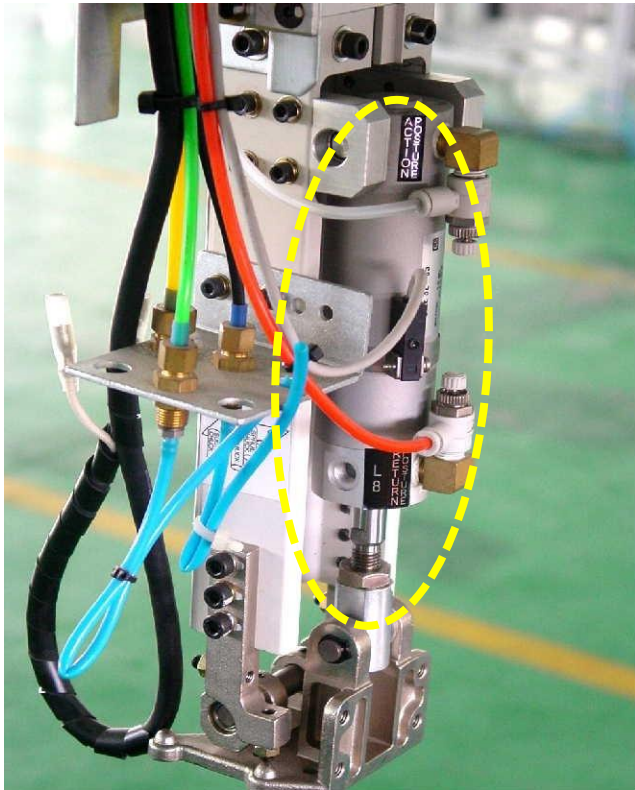


## Assembly automation

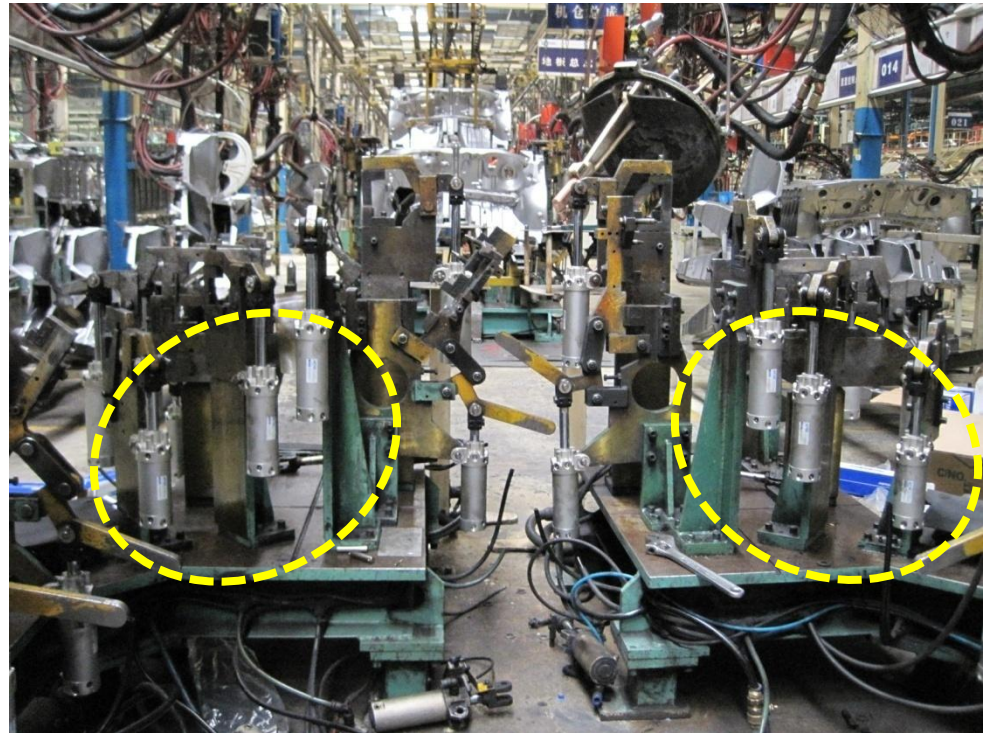


# Products Application by Industry

Robot arm

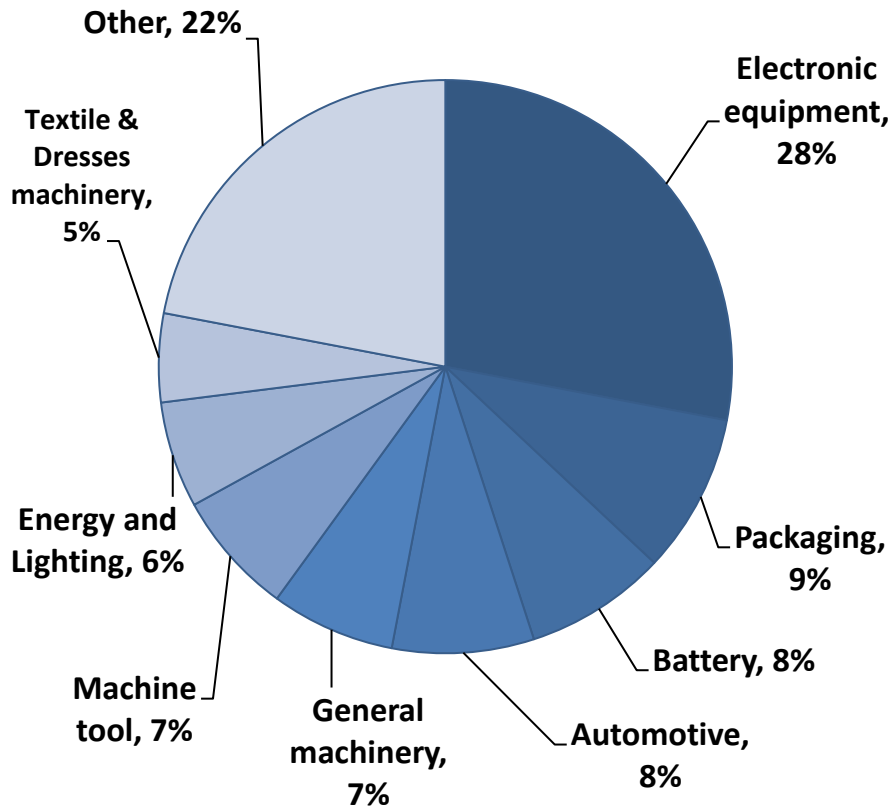


Automobile assembly

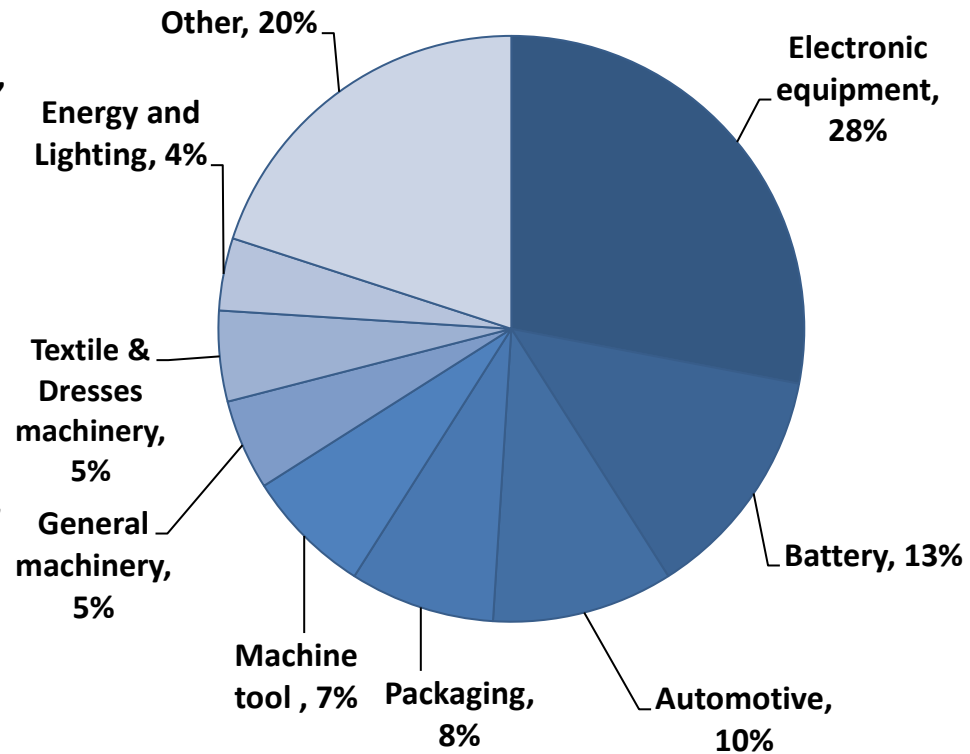


# Clients breakdown by industry

2024 Sales



2025Q1 Sales



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 **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

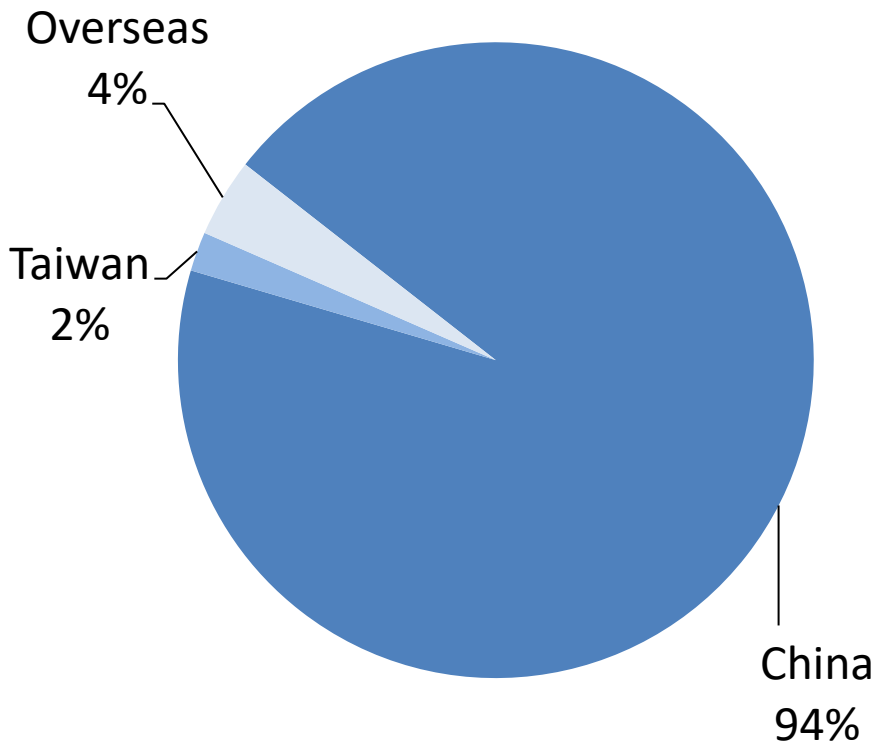


● Manufacturing Base ● Overseas Sales Center

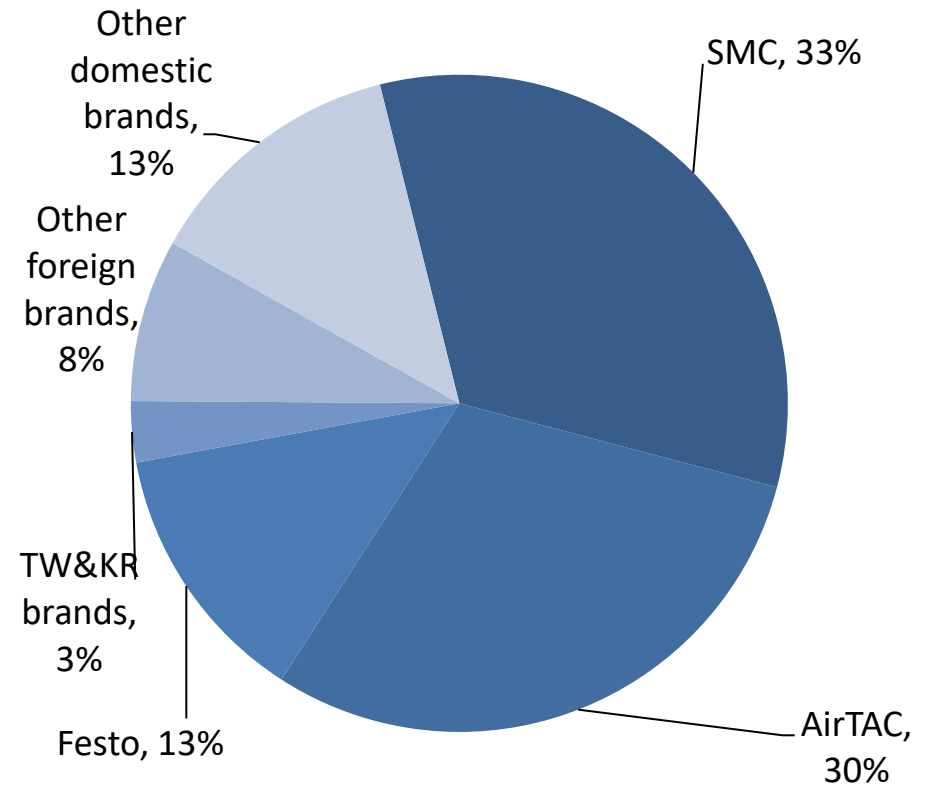
- ◆ Mainland: 2 manufacturing bases, 3 regional sales centers, 4 branches, 120 offices
- ◆ Taiwan: 1 manufacturing base and 3 offices
- ◆ Europe: 1 assembling and sales center in Italy
- ◆ Japan: 1 sales center
- ◆ Malaysia: 1 sales center
- ◆ Thailand: 1 sales center
- ◆ USA: 1 sales center
- ◆ Overseas: 300+ distributors to provide comprehensive sales network and service

# Ranked the second largest market share in China

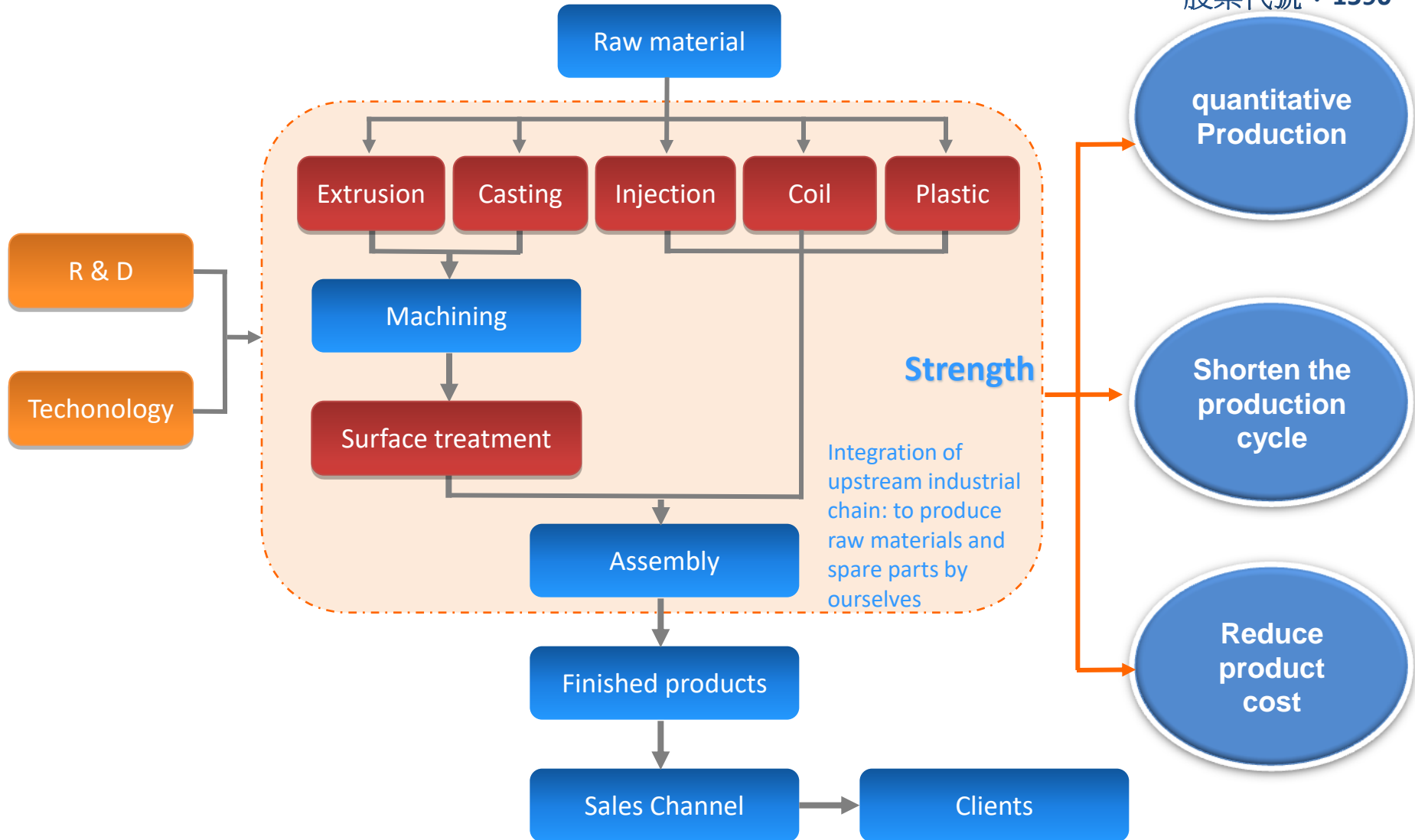
AirTAC Sales by region



Pneumatic equipment - market share in China



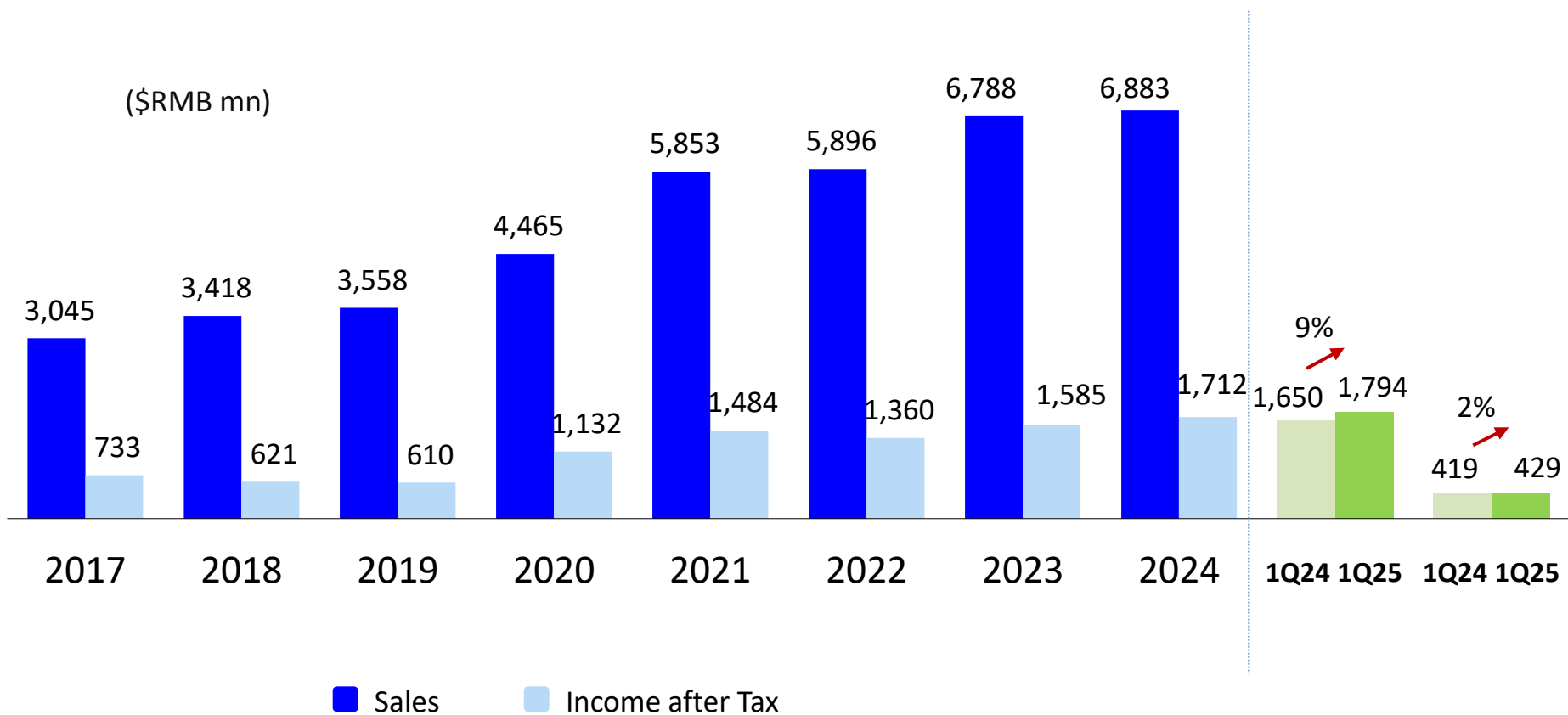
# Integration of upstream industrial chain



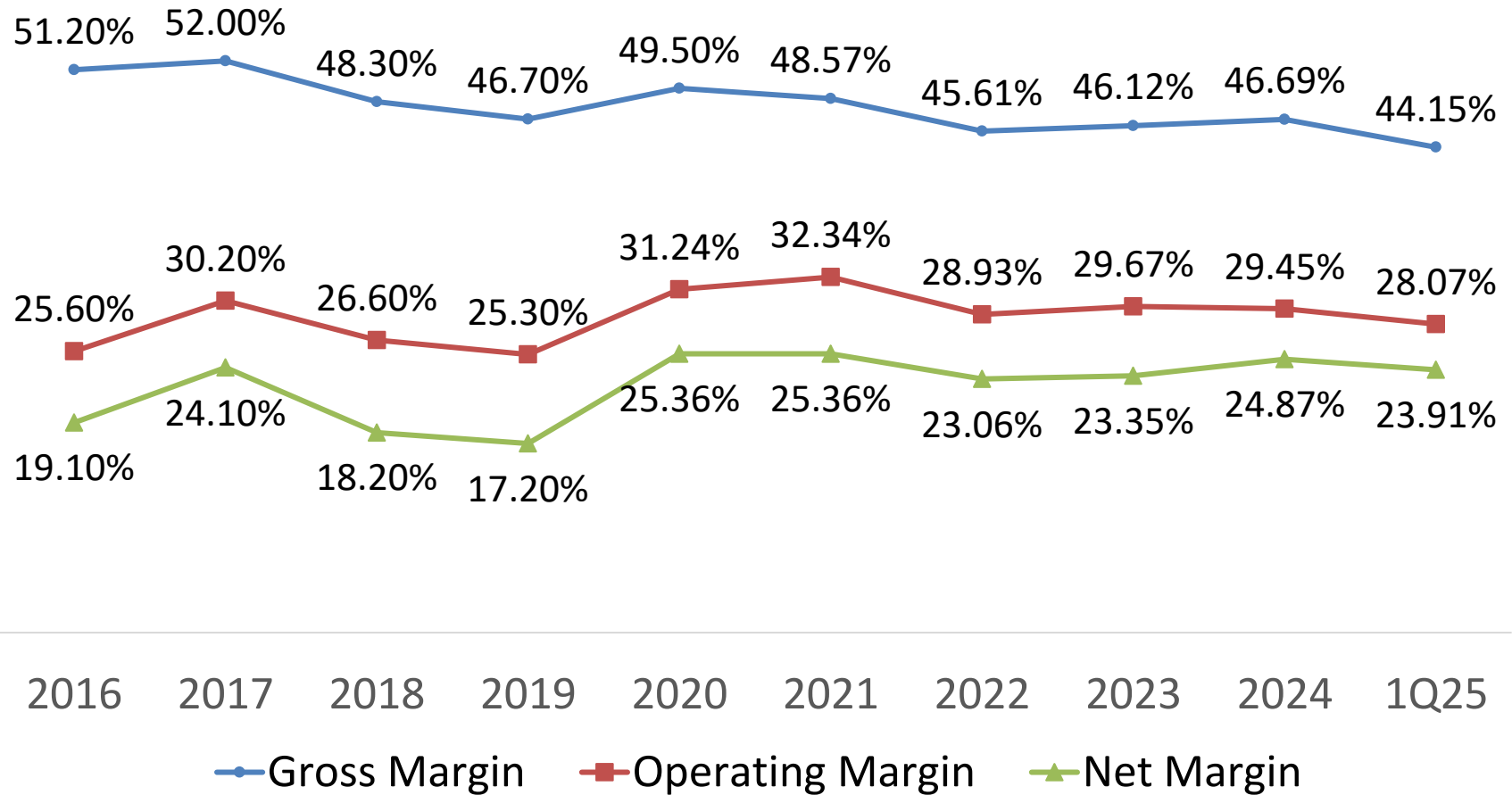
## IV · Financial Outlook

# Sales & Income after Tax

Sales    Income after Tax



# Profitability Trend



# Income Statement

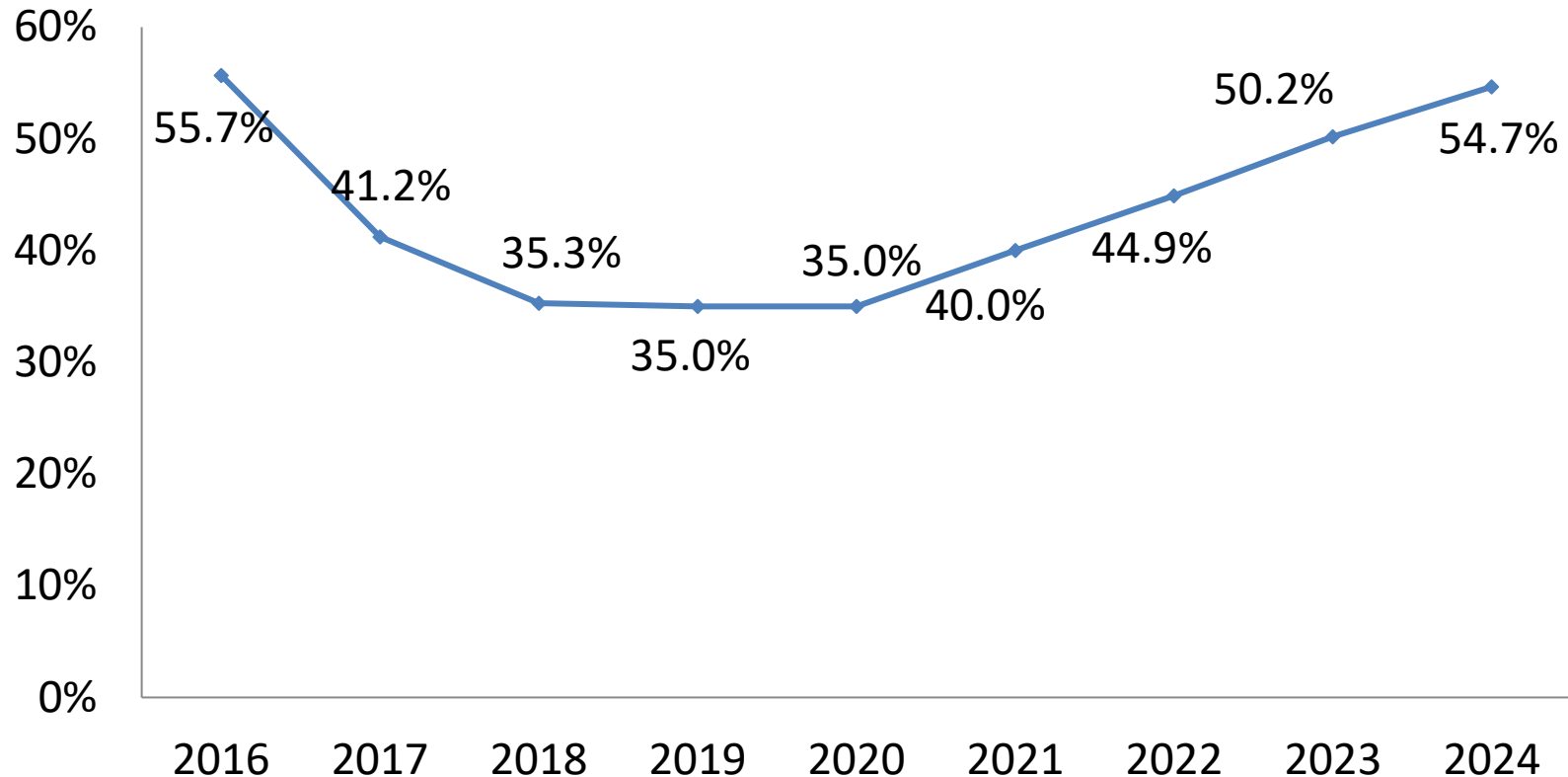
(\$RMB mn)	2022		2023		2024		2025 Q1	
Sales	\$5,896	100%	\$6,788	100%	\$6,883	100%	\$1,794	100%
Cost	3,207	54%	3,658	54%	3,669	53%	1,002	56%
Gross Profit	2,689	46%	3,130	46%	3,214	47%	792	44%
Operating Expenses	984	17%	1,116	16%	1,187	17%	288	16%
Income from Operations	1,705	29%	2,014	30%	2,027	30%	504	28%
Non-operating Income & Exp.	64	1%	11	-%	137	2%	43	2%
EBT	1,769	30%	2,025	30%	2,164	32%	547	30%
TAX	409	7%	440	7%	452	7%	118	6%
Net Income	\$1,360	23%	\$1,585	23%	\$1,712	25%	\$429	24%

# Balance Sheet

(\$RMB mn)

	<b>2022</b>		<b>2023</b>		<b>2024</b>		<b>2025 Q1</b>	
Cash & Cash Equivalents	\$1,499	12%	\$2,326	17%	\$1,924	15%	\$1,486	12%
NR & AR	2,053	17%	2,285	17%	2,170	17%	2,530	20%
Inventory	1,645	13%	1,509	11%	1,519	12%	1,428	11%
Other Current Assets	78	1%	77	1%	63	1%	62	1%
Property, plant and equipment, Other	7,111	57%	7,218	54%	7,178	55%	7,096	56%
<b>Total Assets</b>	<b>\$12,386</b>	<b>100%</b>	<b>\$13,415</b>	<b>100%</b>	<b>\$12,854</b>	<b>100%</b>	<b>\$12,602</b>	<b>100%</b>
Bank Debt	\$2,560	21%	\$2,631	20%	\$1,253	10%	\$625	5%
Other Current Liabilities	828	6%	795	6%	780	6%	1,707	13%
Other Long-term liabilities	166	2%	145	1%	125	1%	121	1%
<b>Total Liabilities</b>	<b>\$3,554</b>	<b>29%</b>	<b>\$3,571</b>	<b>27%</b>	<b>\$2,158</b>	<b>17%</b>	<b>\$2,453</b>	<b>19%</b>
<b>Total Equity</b>	<b>\$8,832</b>	<b>71%</b>	<b>\$9,844</b>	<b>73%</b>	<b>\$10,696</b>	<b>83%</b>	<b>\$10,149</b>	<b>81%</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$12,386</b>	<b>100%</b>	<b>\$13,415</b>	<b>100%</b>	<b>\$12,854</b>	<b>100%</b>	<b>\$12,602</b>	<b>100%</b>

# Dividend Payout (Include stock dividends)



Expected 2024 Cash dividends to shareholders – RMB 4.68 per share ( around NTD 21.13956001 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**