Powered by AIRTAC

Agenda

股票代號：1590

Ⅰ Group Overview

Ⅱ Product & Market

Ⅲ Competitive Advantage

Ⅳ Financial Outlook

Ⅴ Development prospects & Strategic

Ⅰ · Group Overview

Group Overview

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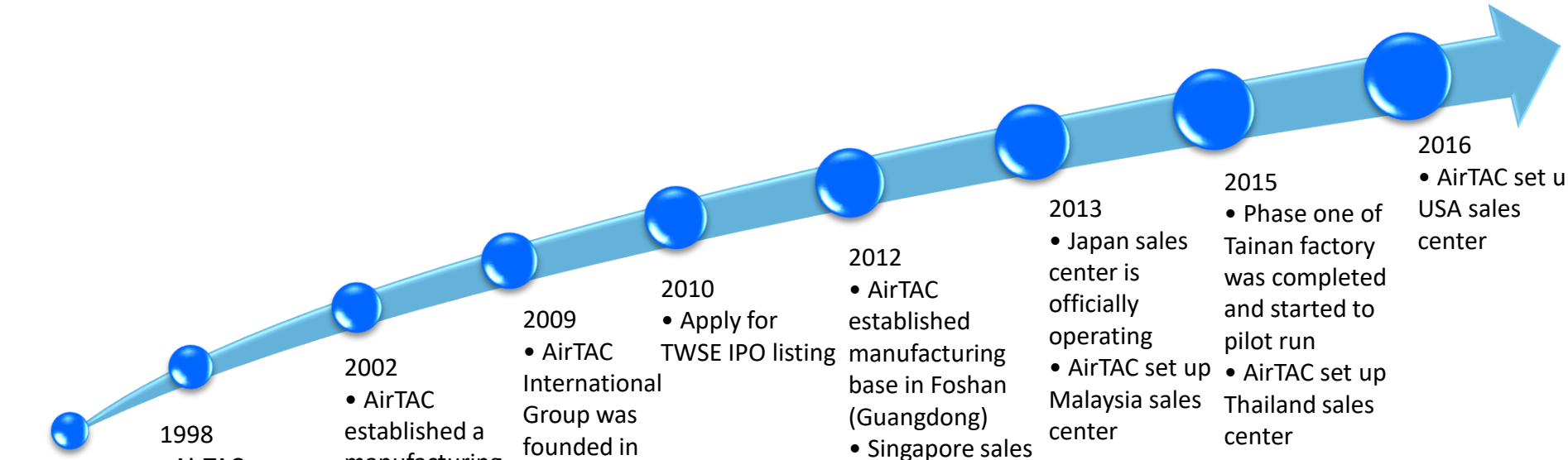

1988
• AirTAC was founded in Taiwan

1998
•AirTAC established first manu-facturing base in China (Guangzhou).

2002
• AirTAC established a manufacturing base and HQ in China (Ningbo)

2009
• AirTAC International Group was founded in Cayman
• AirTAC set up Italian sales center

2010
• Apply for TWSE IPO listing

2012
• AirTAC established manufacturing base in Foshan (Guangdong)
• Singapore sales center is officially operating

2013
• Japan sales center is officially operating
• AirTAC set up Malaysia sales center

2015
• Phase one of Tainan factory was completed and started to pilot run
• AirTAC set up Thailand sales center

2016
• AirTAC set up USA sales center

Organization Chart

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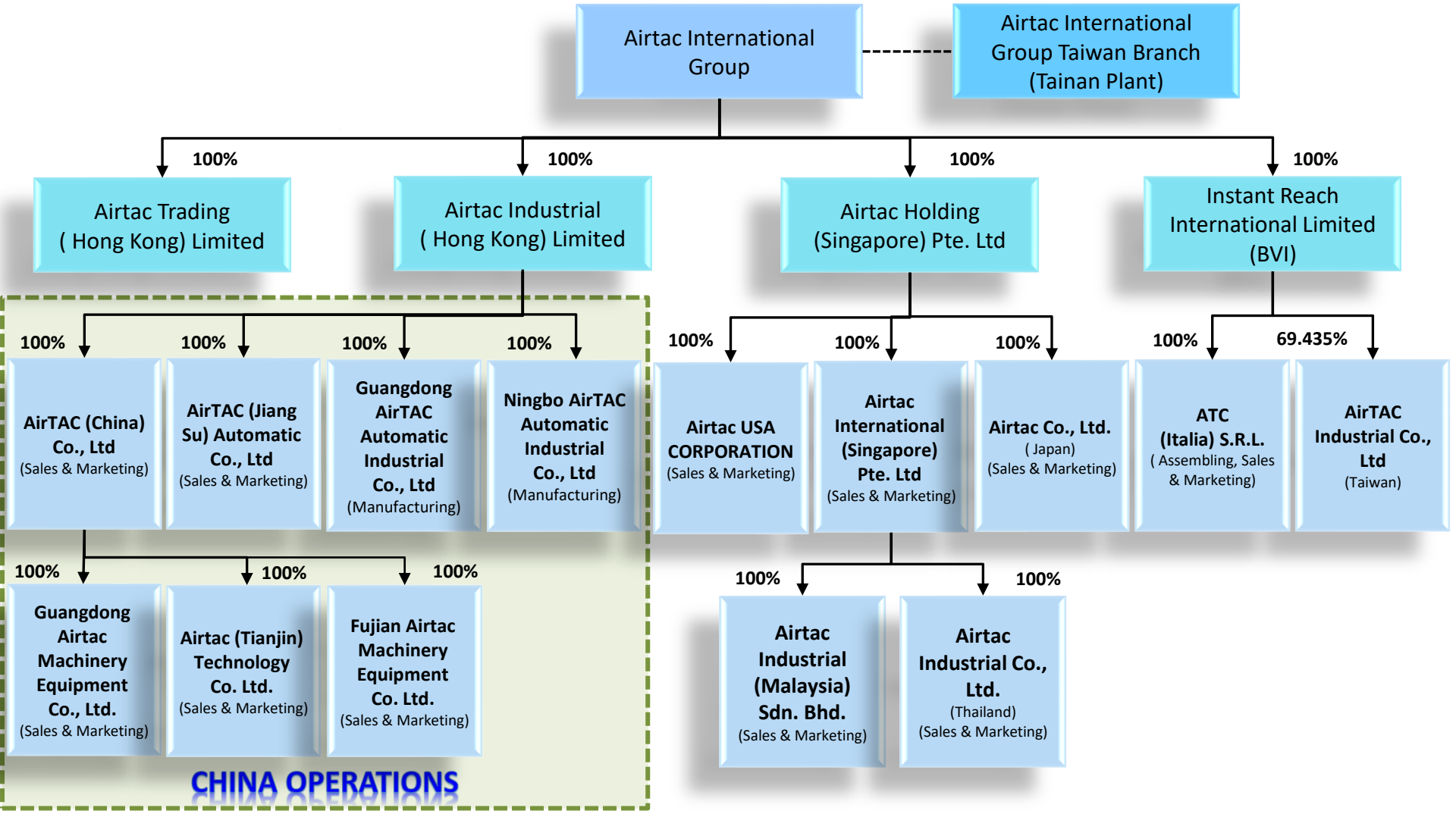

Corporate Culture

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People-oriented	Commitments	Profit sharing	Co-development
• Value employees as the most precious resource. • Encourage them to glow with company.	• AirTAC commitment to sustain growth and fulfill social responsibility	• Share the profit with every employees to reward their contribution and efforts.	• Match talent-development with organization development by providing the best career path for talented people with expertise or leadership skills.

AirTAC Shareholder Structure

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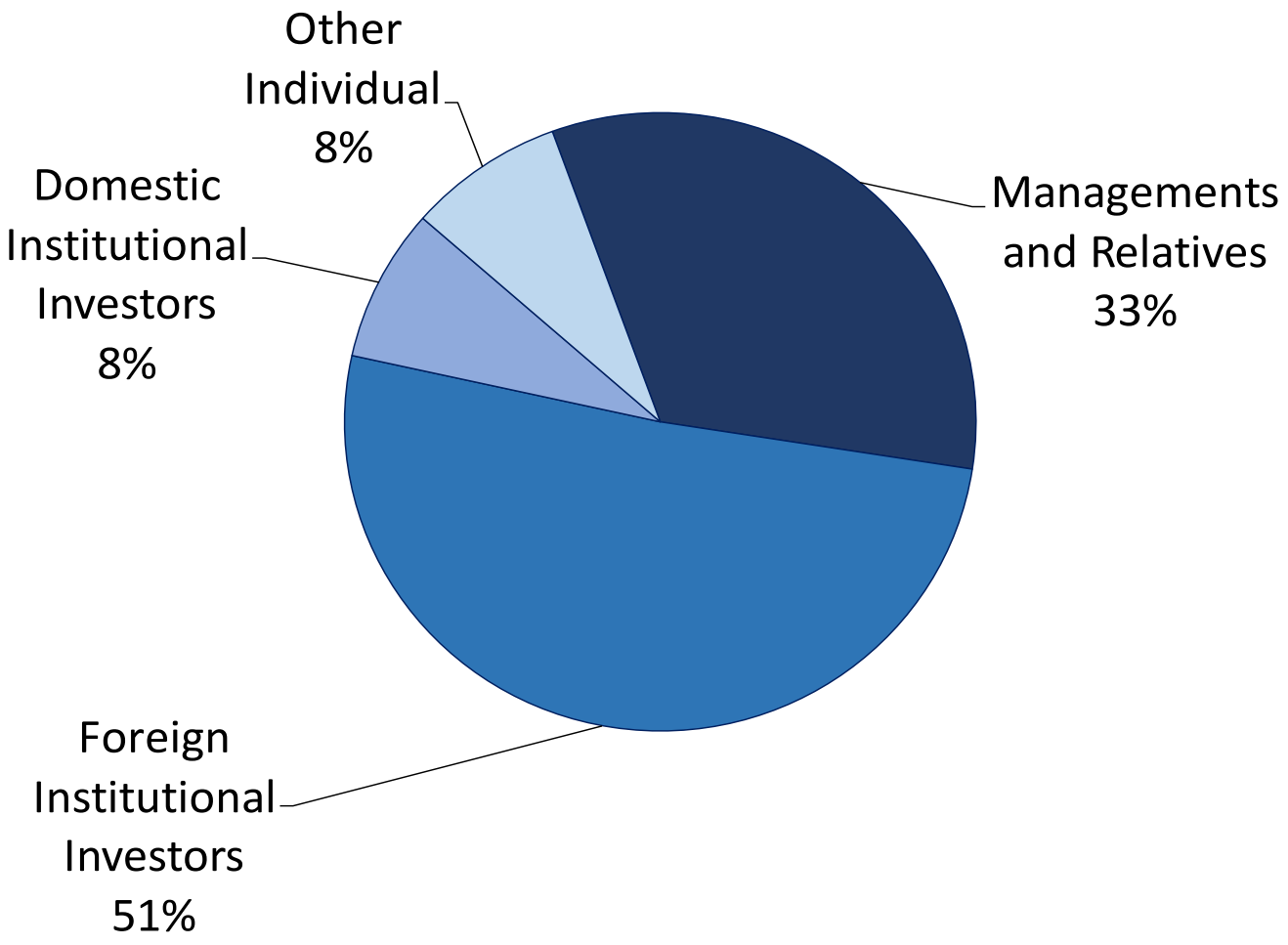

Ⅱ · Product & Market

Diversified Product Lines

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Cylinder

Air valve & mechanical valve

Drip leg drain & F R L

Others

Pneumatic operation of the process

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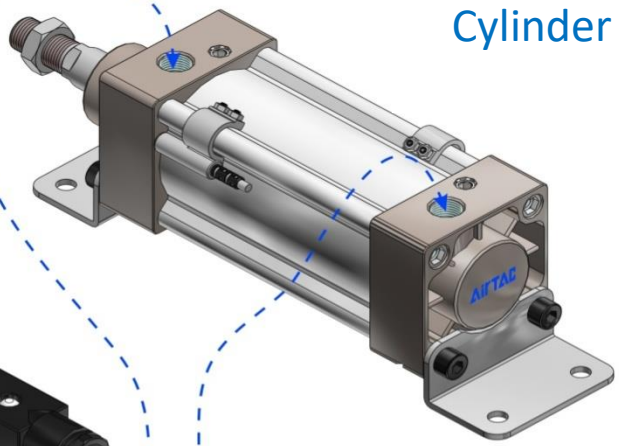
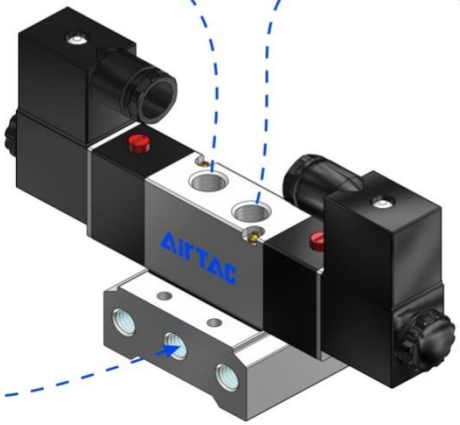
Air Compressor

Cylinder





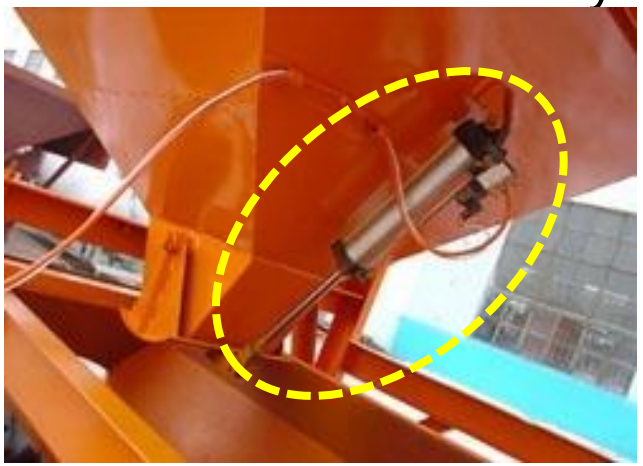
Drip leg drain
& F R L

Air valve

Products Application by Industry

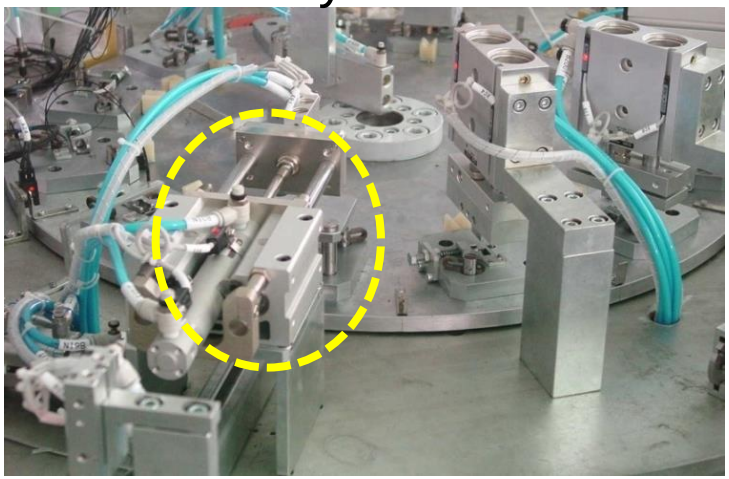
AirTAC products are applied in various industrial automation equipment and assembly processes, such as environmental protection machinery, construction machinery, electronic industry, automative assembly line and the robot arm.

Construction machinery



Environmental processing machinery

Assembly automation



Products Application by Industry

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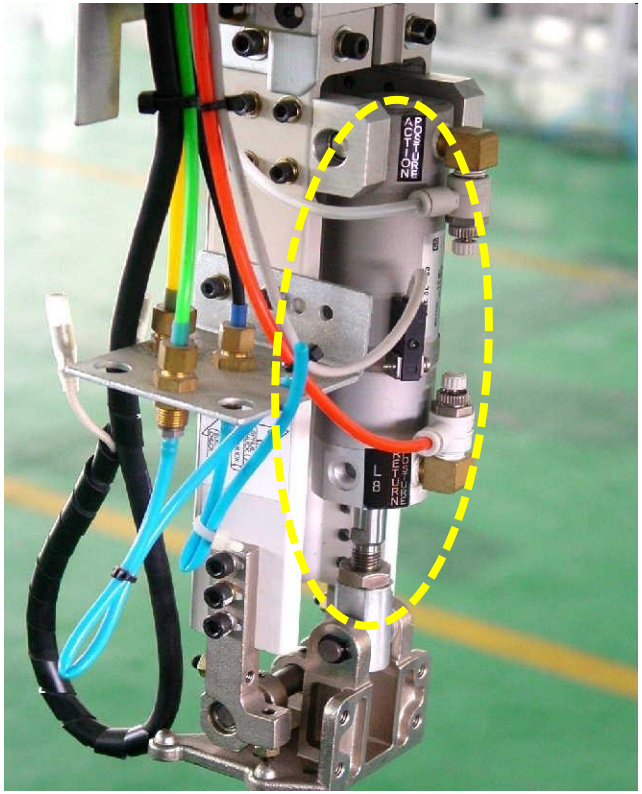
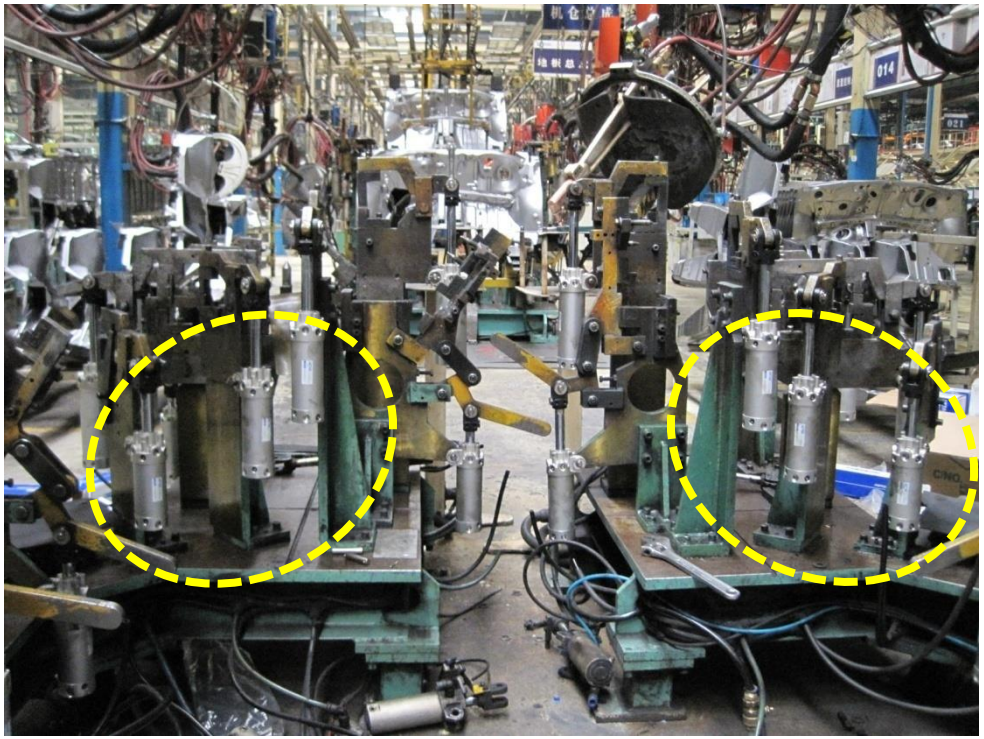
Robot arm



Automobile assembly



Clients breakdown by industry

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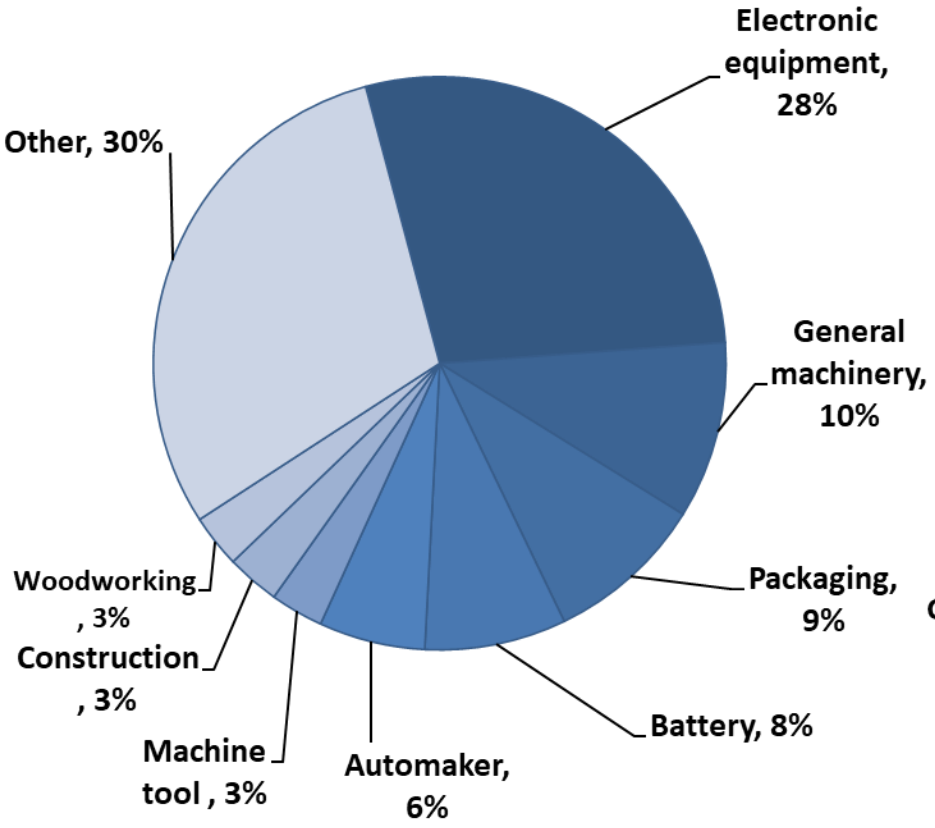
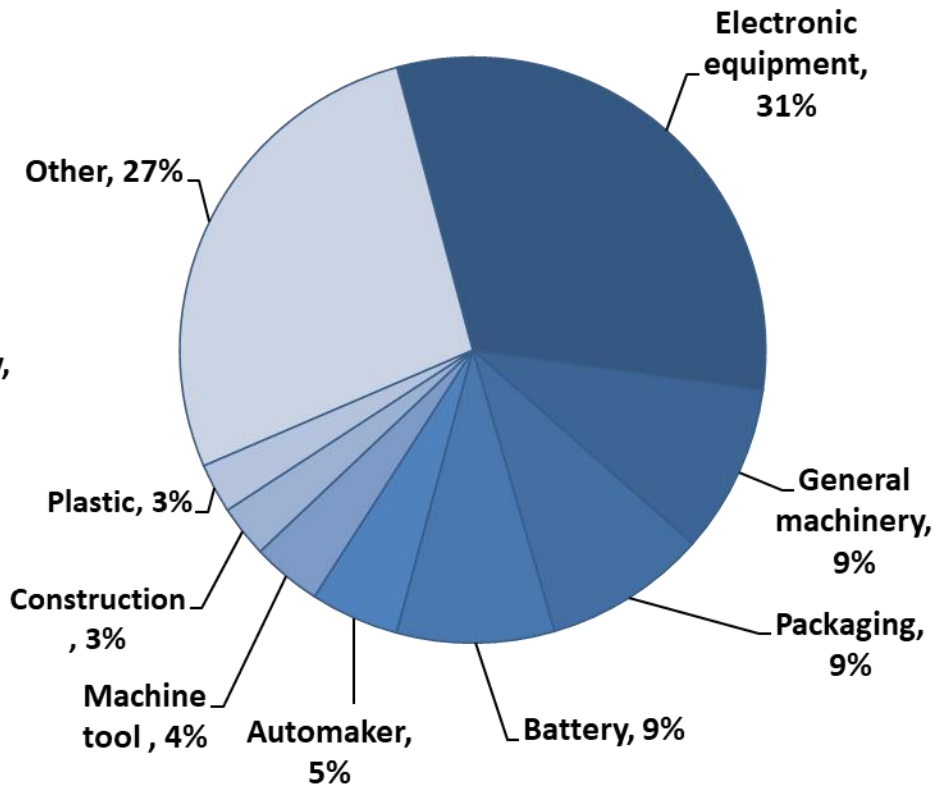
2019 Sales



2020 Q1~Q3 Sales



Ⅲ · Competitive Advantage

Competitive Advantage

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Own Brand	Own Sales Channels	Comprehensive Vertical Integration	Tech Innovation
• Sell products under the AirTAC brand. • Establish spec & price in Greater China.	• Strong self own sales channels in Greater China. • Provide nation-wide after-sales service in Greater China.	• More than 80% of parts are manufactured in house. • Achieve better profitability than its peers.	• Maintain high-quality products by sealant technology. • Improve production process continuously.

Worldwide manufacturing bases & sales branches

- Mainland： 2 manufacturing bases; 5 branches, 128 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

Manufacturing Base Overseas Sales Center

Ranked the second largest market share in China

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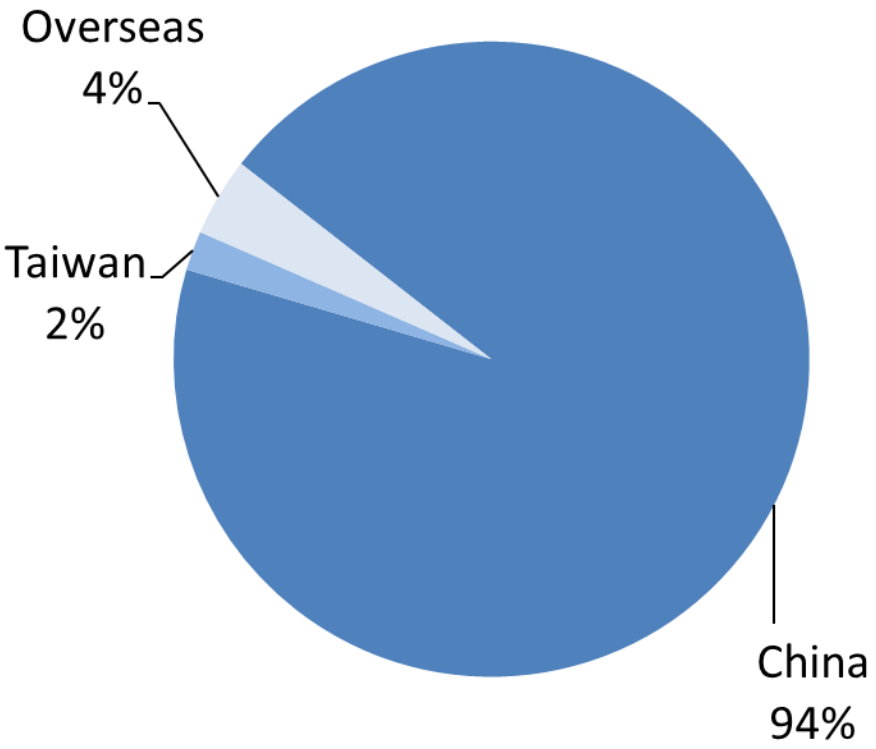
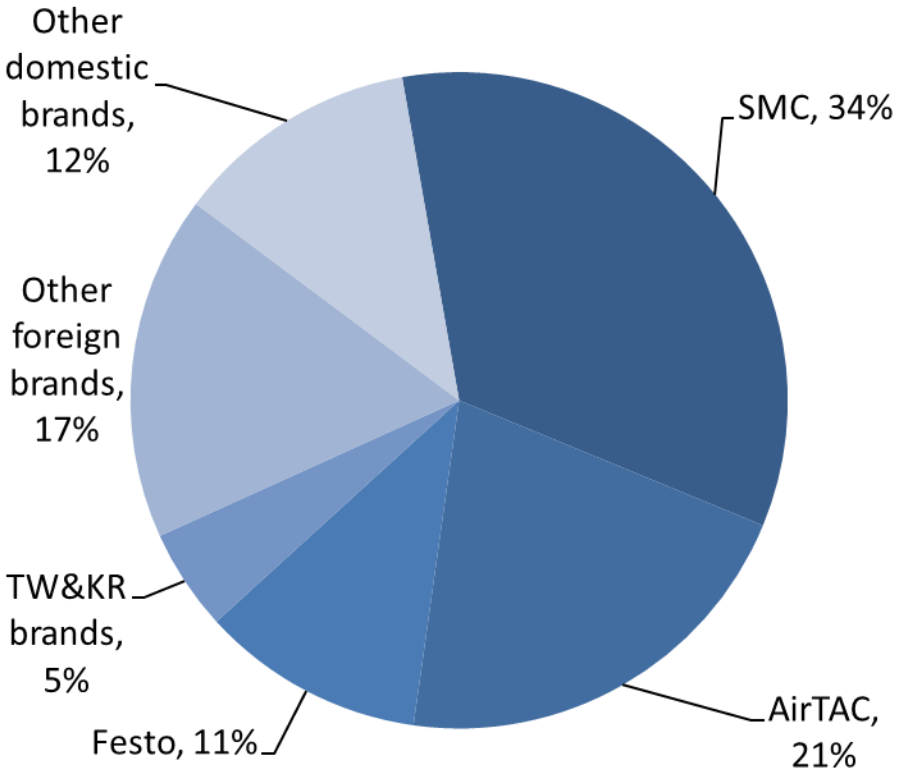
AirTAC Sales by region



Pneumatic equipment - market share in China



Integration of upstream industrial chain

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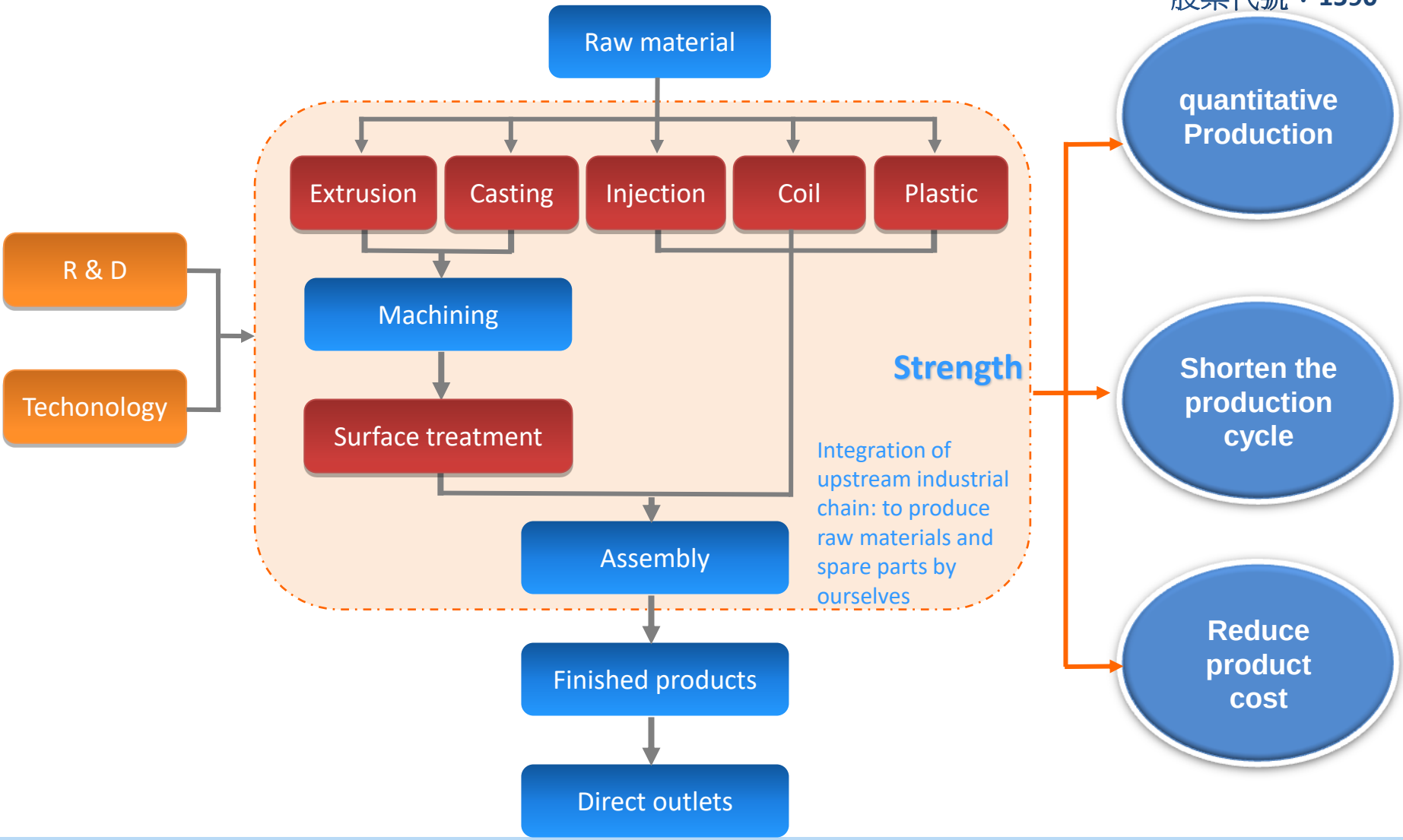

IV · Financial Outlook

2011~2020 Sales & Income after Tax

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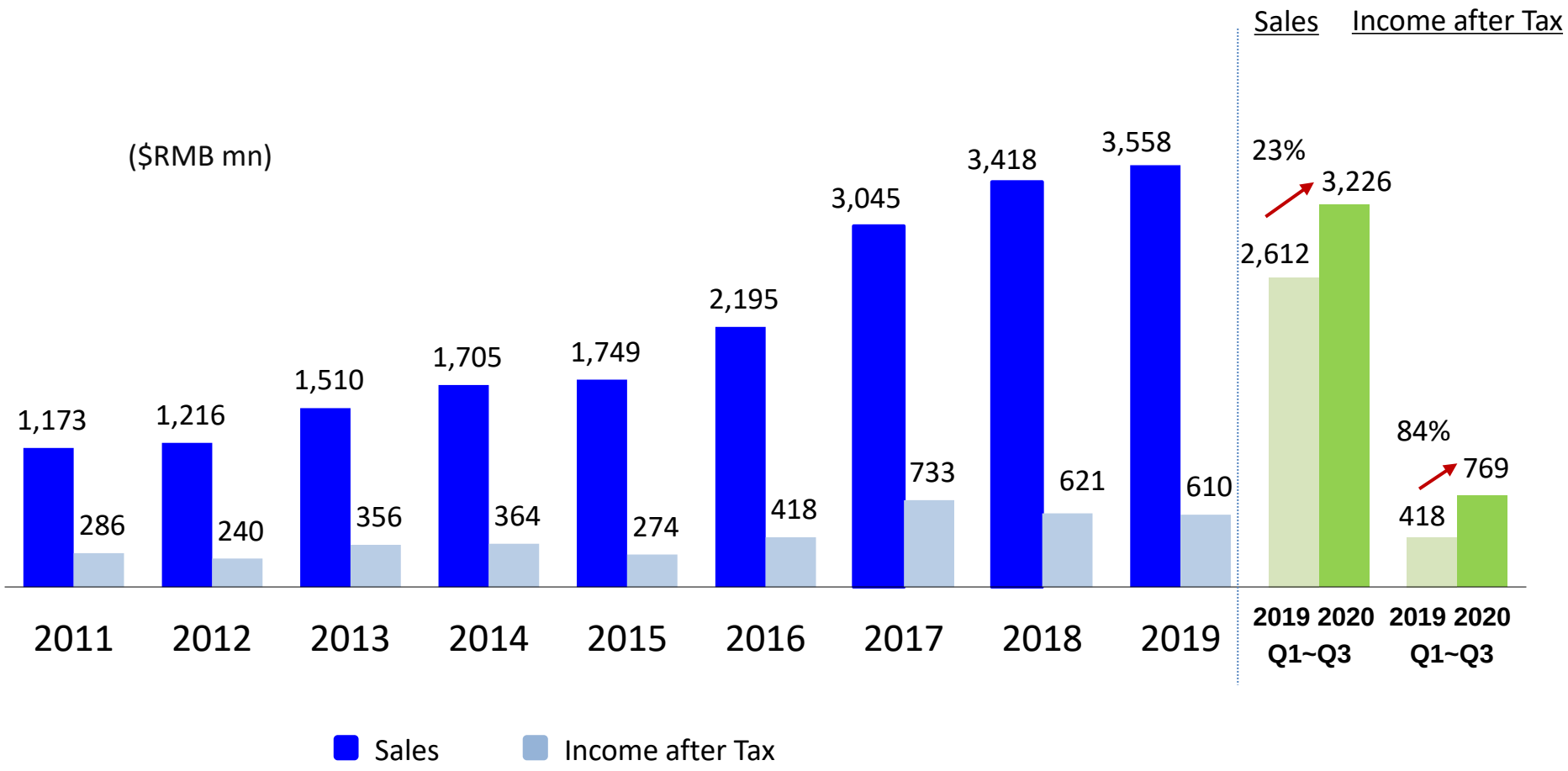
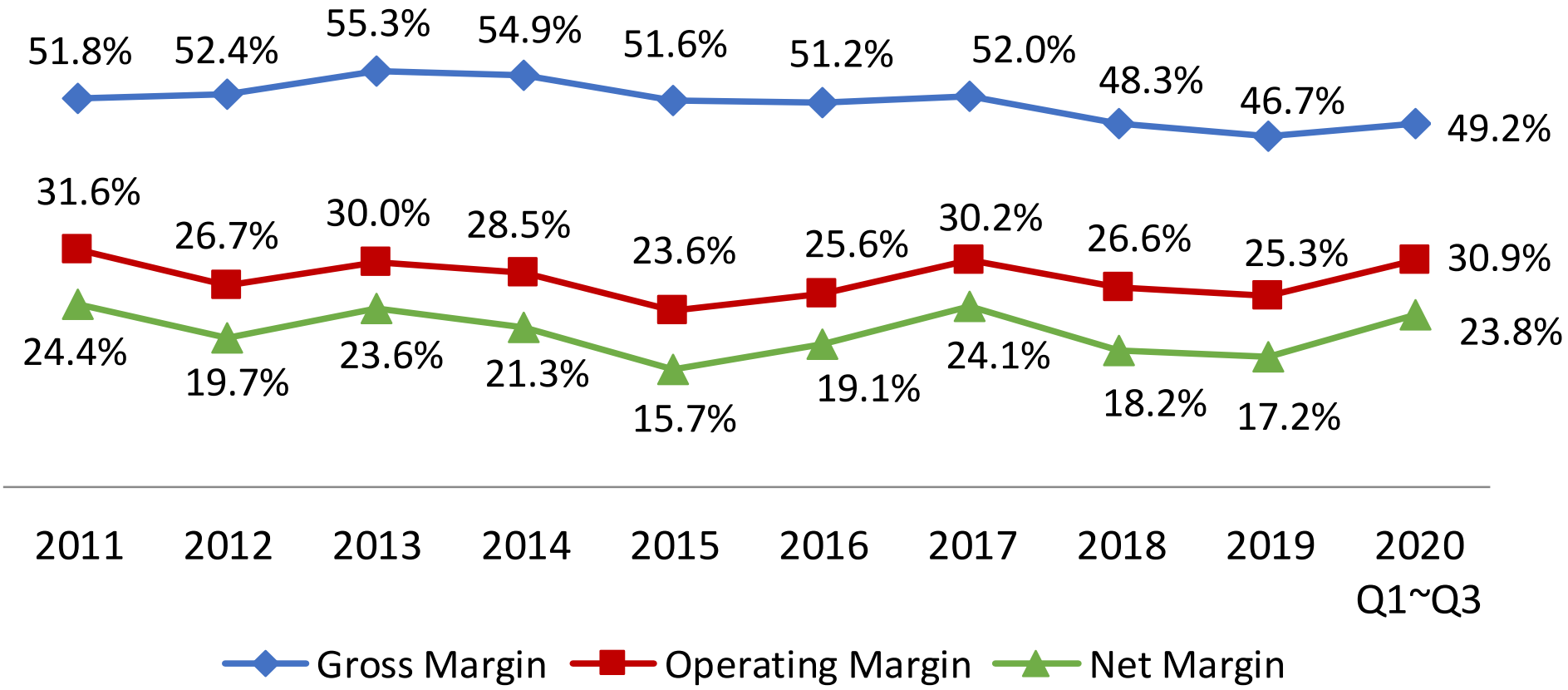


2011~2020 Profitability Trend



Income Statement

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($RMB mn)	2017		2018		2019		2020 Q1~Q3	
Sales	$3,045	100%	$3,418	100%	$3,558	100%	$3,226	100%
Cost	1,463	48%	1,769	52%	1,896	53%	1,639	51%
Gross Profit	1,582	52%	1,649	48%	1,662	47%	1,587	49%
Operating Expenses	662	22%	740	22%	760	22%	589	18%
Income from Operations	920	30%	909	26%	902	25%	998	31%
Non-operating Income & Exp.	48	2%	-76	-2%	-73	-2%	14	-%
EBT	968	32%	833	24%	829	23%	1,012	31%
TAX	235	8%	212	6%	219	6%	243	8%
Net Income	$733	24%	$621	18%	$610	17%	$769	23%

Balance Sheet

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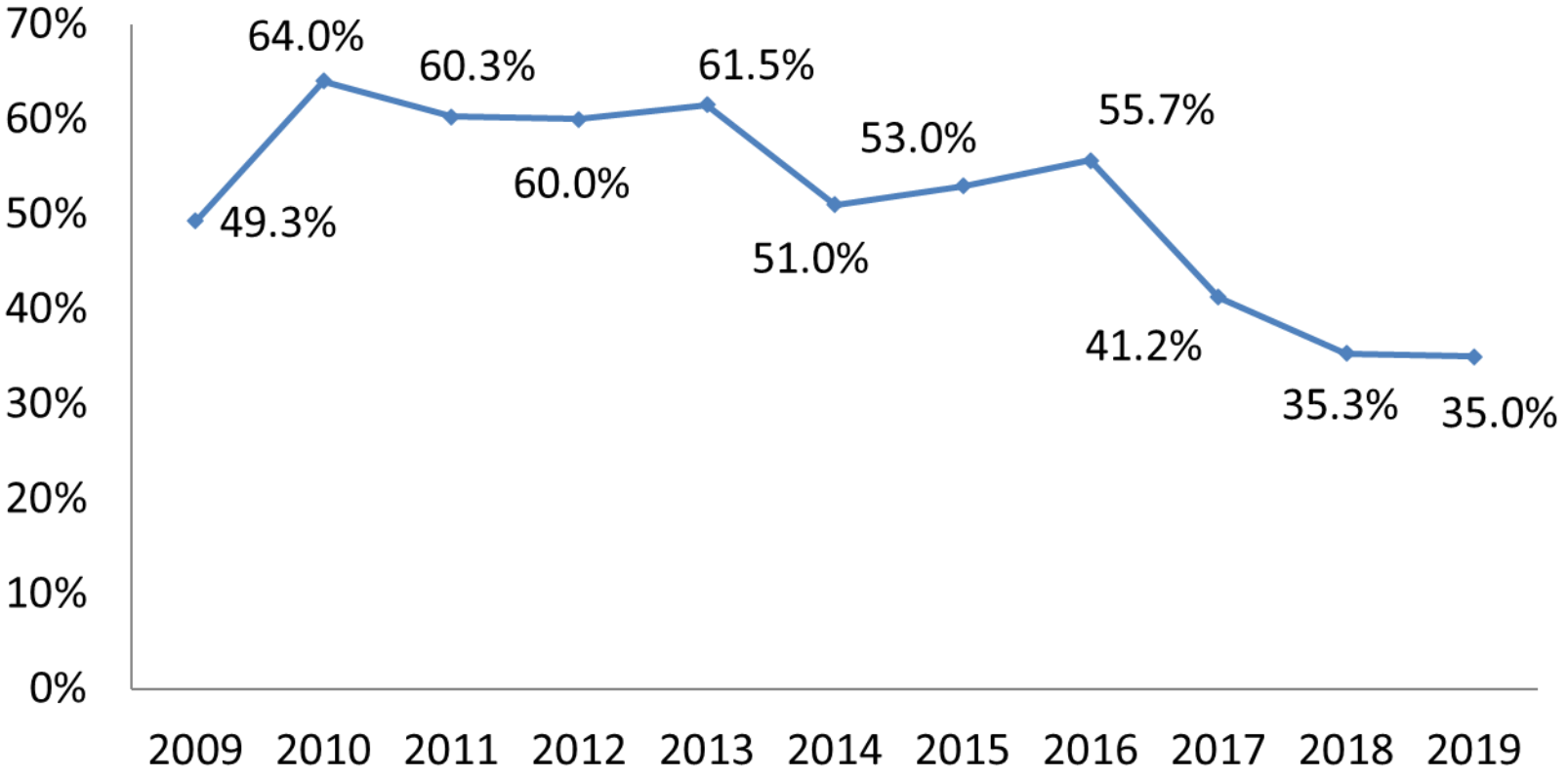
($RMB mn)

	2017		2018		2019		2020 Q3	
Cash & Cash Equivalents	$443	7%	$871	11%	$1,945	20%	$1,377	15%
NR & AR	1,190	19%	1,117	14%	1,162	12%	1,544	17%
Inventory	868	14%	913	12%	732	9%	777	8%
Other Current Assets	102	1%	232	3%	50	1%	51	1%
Property, plant and equipment, Other	3,729	59%	4,703	60%	5,392	58%	5,510	59%
Total Assets	$6,332	100%	$7,836	100%	$9,281	100%	$9,259	100%
Bank Debt	$2,200	35%	$3,398	43%	$4,237	46%	$3,657	39%
Other Current Liabilities	554	9%	502	6%	657	7%	673	7%
Other Long-term liabilities	81	1%	110	2%	162	1%	150	2%
Total Liabilities	$2,835	45%	$4,010	51%	$5,056	54%	$4,480	48%
Total Equity	$3,497	55%	$3,826	49%	$4,225	46%	$4,779	52%
Total Liabilities & Equity	$6,332	100%	$7,836	100%	$9,281	100%	$9,259	100%

Dividend Payout
(Include stock dividends)



2019 Cash dividends to shareholders – RMB 1.13 per share (around NTD 4.7347 per share)

V · Development prospects & Strategic

Goals in our expending schedule

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1. Expand sales channels
2. Expand overseas markets
3. Expand product portfolio
4. To be global top 3 players

Q & A