

Stock Code : 1598



dyaco 岱宇國際

Presenter : Melon Huang

Agenda

- Company overview
- Competitive advantages
- Operating results
- Future outlook



Basic Information

- Date of Establishment 1990/06/02
- Head Office Taipei, Taiwan
- Factory Changhua, Taiwan
Dongguan, Jiaxing, China
- Capital NTD 1,596 million
- Chairman Sam Lin
- General Manager CHEN MING-NAN
- Number of employees 1,500 人
- Main products Fitness equipment

Brands and Market Position

SOLE
FITNESS

- No. 1 home fitness brand in USA
- High-quality cardio training equipment
- Awarded "Best Buy" by American Consumer Magazine

XTERRA
FITNESS

- Cost-effective home fitness equipment
- Most stringent process standards
- was selected as the best product of the year

SPIRIT FITNESS

- Cardio fitness equipment for home, business and medical
- Intermediate to high level fitness equipment products
- Get independent consumer reviews and awards



- Affordable home fitness equipment
- Meet the fitness needs of general users or beginners
- Diversified product selection to meet the different fitness needs of consumers



- The highest hall of combat sports in the world
- Meet the needs of home and commercial retraining
- Products include boxing combat, weight training and accessories



- Committed to creating high-quality and high-performance electric-assist bicycles
- Offering a variety of products to meet the diverse needs of different user groups

Global Distribution Channels

Dyaco's brands cooperates with numerous distributors (which include the largest fitness distributors of North America, Europe, China and etc.)

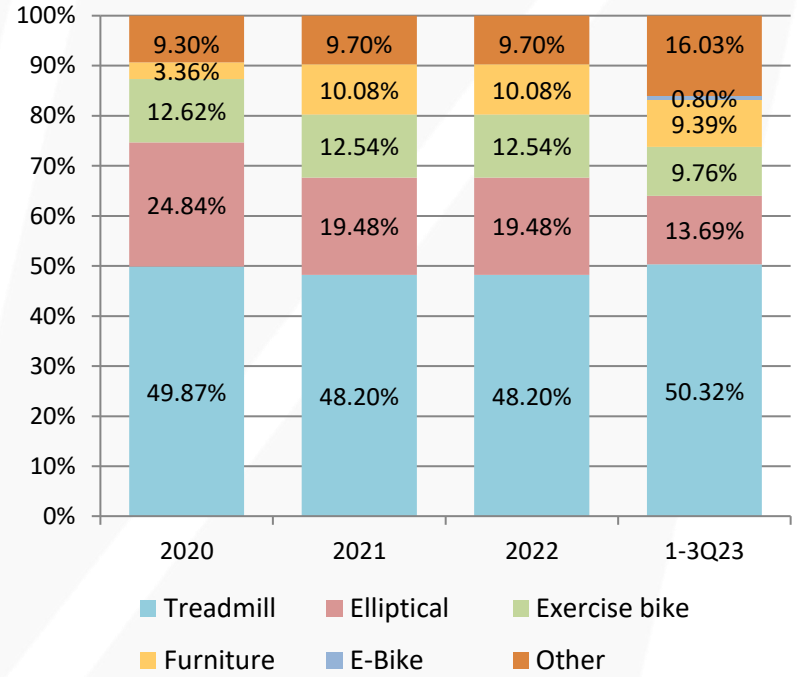
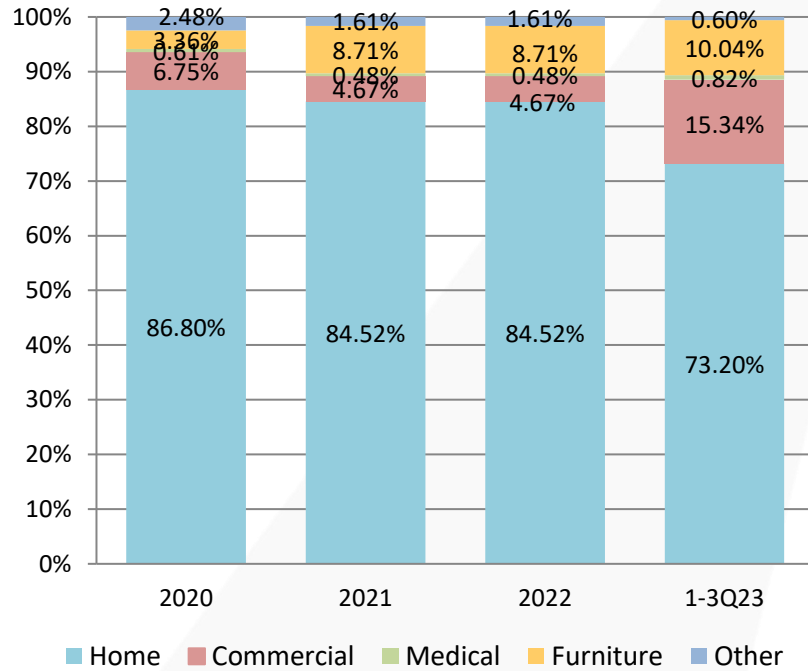


2020-2023/3Q Income Statement

in Thousands of NTD	2023/3Q	2022/3Q	YoY(%)	2022年	2021年	2020年
Operating income	1,665,463	1,386,397	20.13%	7,122,411	11,742,081	13,123,756
COGS	1,070,159	979,735	9.23%	5,037,256	7,684,679	7,639,437
Gross profit	595,304	406,662	46.39%	2,085,155	4,057,402	5,484,319
Gross margin	35.74%	29.33%	--	29.28%	34.55%	41.79%
Operating expenses	696,958	549,308	26.88%	2,441,738	3,268,732	3,644,573
Operating profit	-101,705	-170,894	--	-384,230	785,830	1,852,910
Operating profit Margin	-6.11%	-12.33%	--	-5.39%	6.69%	14.12%
Income after income taxes	24,936	76,690	--	-94,683	444,190	1,318,056
EPS	0.17	0.61	--	-0.61	3.48	11.69
Capital(Million)	15.96	13.41	--	13.41	13.40	13.27

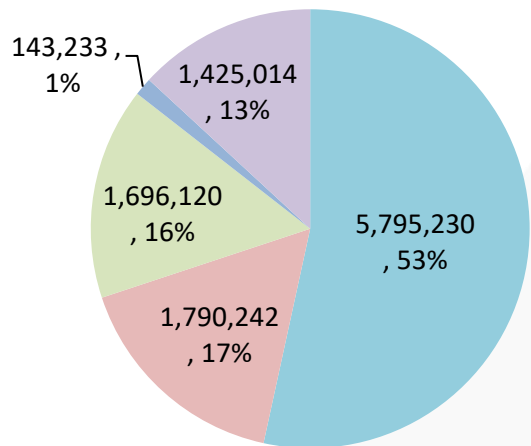
Operating Results

Product Mix

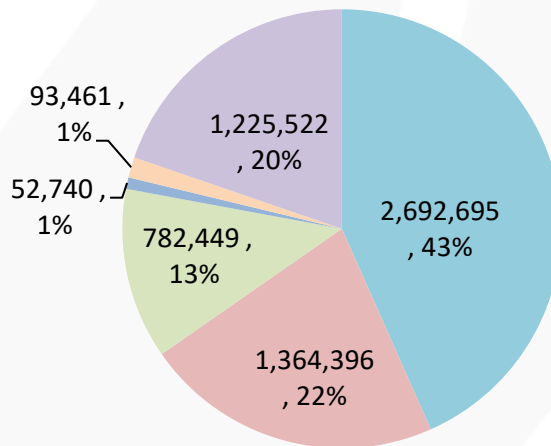


Brand marketing mix

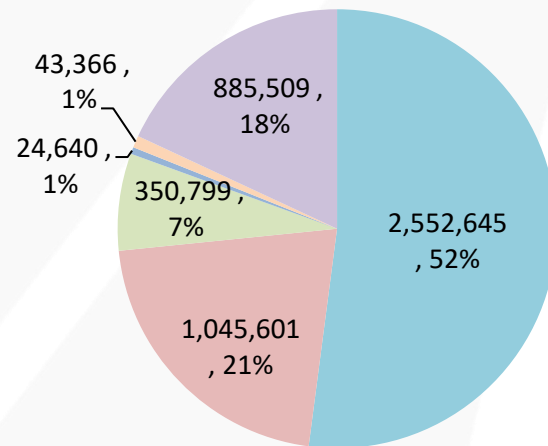
2021



2022



1-3Q23

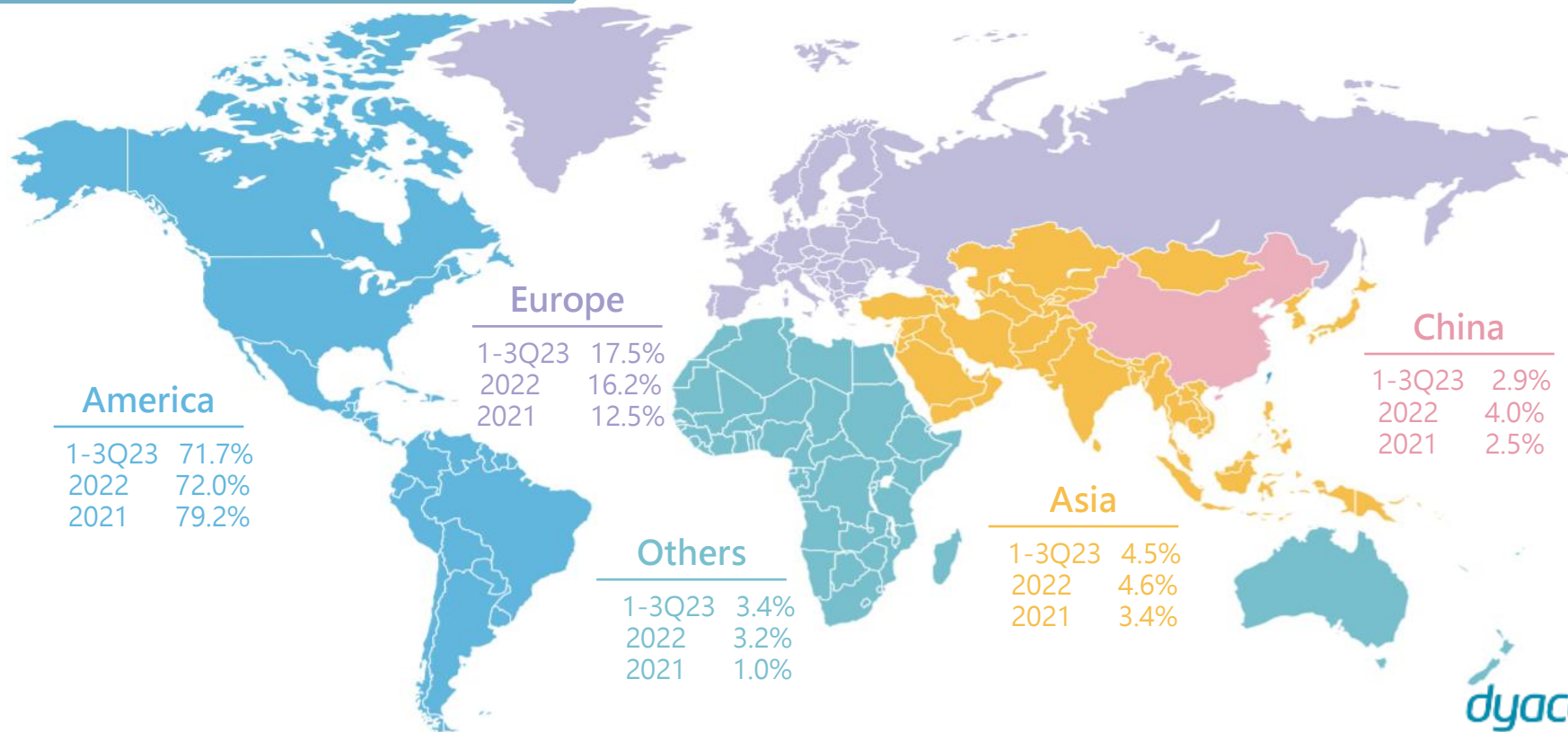


■ SOLE
 ■ SPIRIT
 ■ XTERRA
 ■ E-Bike
 ■ FUEL
 ■ OTHERS

NT \$1000

註：以上各品牌營收比重以不含戶外家具收入計算。

Revenue by Region



Global fitness equipment industry trends

Worldwide Survey of Fitness Trends for 2023

1. Wearable technology
2. **Strength training with free weights**
3. Body weight training
4. Strength training with free weights
5. Functional fitness training
6. **Outdoor activities**
7. High Intensity Interval Training
8. Exercise for weight loss
9. Employing certified fitness professionals
10. Personal training

Basic training is emphasized

The willingness to participate in physical activities among the elderly population has surged

The pandemic subsides, and there is an increasing demand for outdoor activities

Dyaco sports and fitness industry layout



Smart Fitness Product



E-Bike




Increase Global Sales Channel

Smarter Cardio Experience

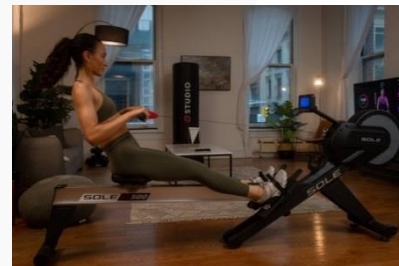
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 Support SOLE Fitness Equipment

 Over 4,000+ Classes On-Demand

 Detailed Heart Rate Metrics

 Real-Time Community Leaderboard



E-Bike Market

✓ Travel, Long Ride

✓ Commute and Avoid Traffic Jams

✓ Sport, Lightweight

✓ Green Energy Development

- The post-epidemic era has changed the way of commuting. In 2021, Taiwan's bicycle exports will approach 3 million units. In addition, with the rise of global awareness of green energy, the electric bicycle market will develop rapidly.
- According to a research report by Grand View Research, the global electric bicycle market will be worth US\$17.83 billion in 2021 and is expected to grow at a compound annual growth rate (CAGR) of 13.5% from 2022 to 2030.



CIKADA - New E-bike Brand



The lowered top tube makes it easier for riders to get on and off the bike with any outfit.



Equipped with a high-charging capacity battery to provide a wide riding range from 30-80 km.



Intelligent app support

- ✓ Intelligent Bike Lock
- ✓ Record Riding Routes
- ✓ Bike Body Function Control
- ✓ Bike Condition Diagnosis Function



Design with front and rear racks to carry more stuff while riding.



City Bike



Cargo Bike

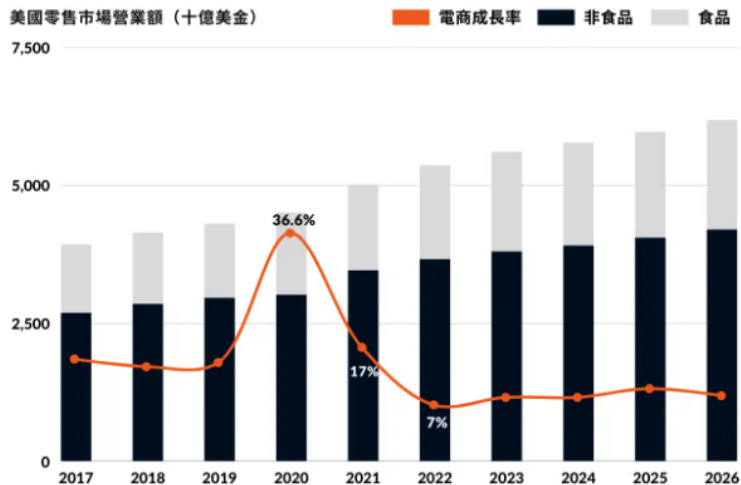
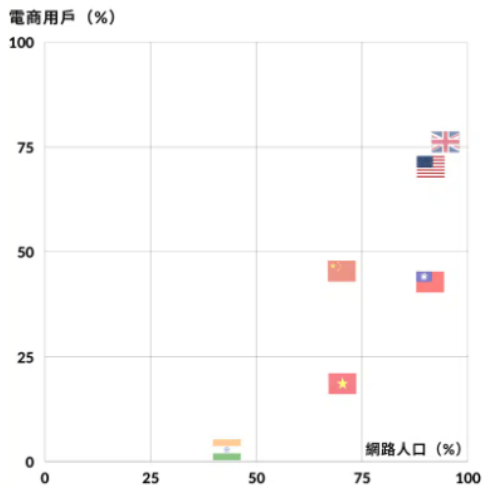


Touring Bike

Online shopping becomes mainstream

美國電商市場狀況

雖然在疫情前美國線上交易成長已經非常快速了，但是相對於其他的歐美先進國家，美國在線上零售的滲透率一直普遍較低，然而隨著疫情大幅的改變了消費者的行為模式，其電商滲透也預計將在2026年成長至20%



- Amazon, the leading player in the e-commerce market in the United States, recorded a staggering revenue of \$161.3 billion in North America in 2021, accounting for 33.2% of the total e-commerce traffic.
- As for Walmart, its revenue in FY 2022 reached an impressive \$470.3 billion, with an estimated online department revenue of \$47.8 billion, representing 6.6% of the entire U.S. e-commerce traffic.

An illustration of a person from the back, wearing a yellow long-sleeved shirt, grey shorts, and running shoes, running on a path. The background features diagonal stripes in shades of grey and blue.

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Thank You!