

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 1,340 million
- Main products Fitness equipment
- Chairman LIN ING-GIN
- General Manager CHEN MING-NAN
- No.of Employees 1,500 人
- Brands



2019~2021 analysis by brand

Main Market	Home Market	Mass Market			Commercial Market	
Main brands						
Percentage of sales (%)	2021 : 54% 2020 : 63% 2019 : 40%	2021 : 16% 2020 : 12% 2019 : 14%	2021 : 1% 2020 : 1% 2019 : 1%	2021 : 17% 2020 : 14% 2019 : 25%	Shipment in succession	
Main Product	Treadmill, Elliptical and Exercise bike				Combat , Strength training, accessories, etc	
Mid Range Product Prices	Treadmill : 1,449 Elliptical : 1,374 Exercise bike : 899	Treadmill : 899 Elliptical : 999 Exercise bike : 599	Treadmill : 699 Elliptical : 499 Exercise bike : 399	Treadmill : 1,959 Elliptical : 2,032 Exercise bike : 1,399	-	
Main Distribution Channels	Exclusive stores, department stores, retail chains, online					

註：以上各品牌營收比重以不含戶外家具收入計算。

Price of the brand: Market Position

- A full range of brand layout

- ◆ Professional user/Sports fanatic
- ◆ Focus on the quality of products and the experience of users ←
- ◆ Commercial market/Professional Retail Market

- ◆ Sports lover
- ◆ Preference for product appearance is higher than performance ←
- ◆ The market of sporting goods

- ◆ General user/Beginner ←
- ◆ Public market ←



Global Distribution Channels

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

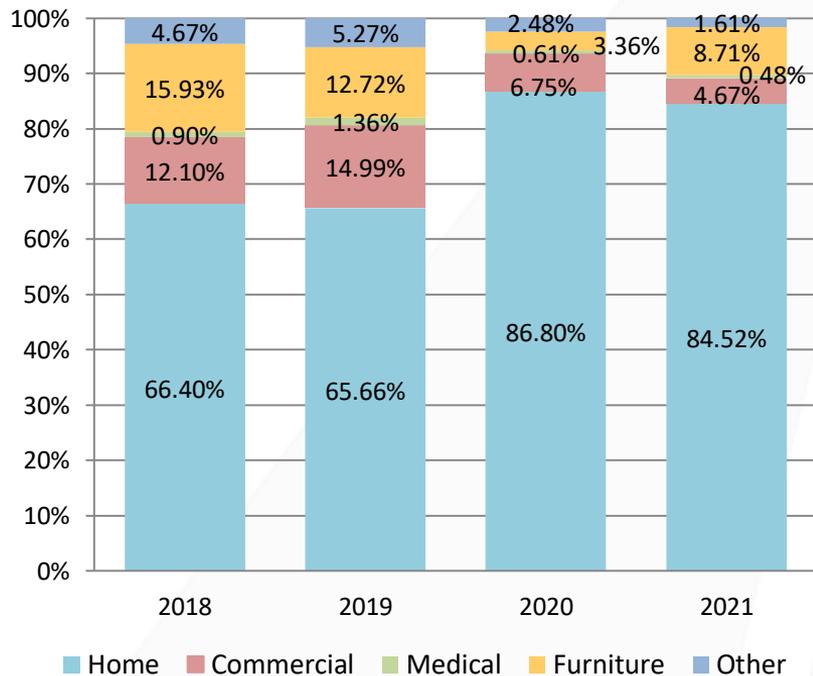


2018-2021/1-3Q Income Statement

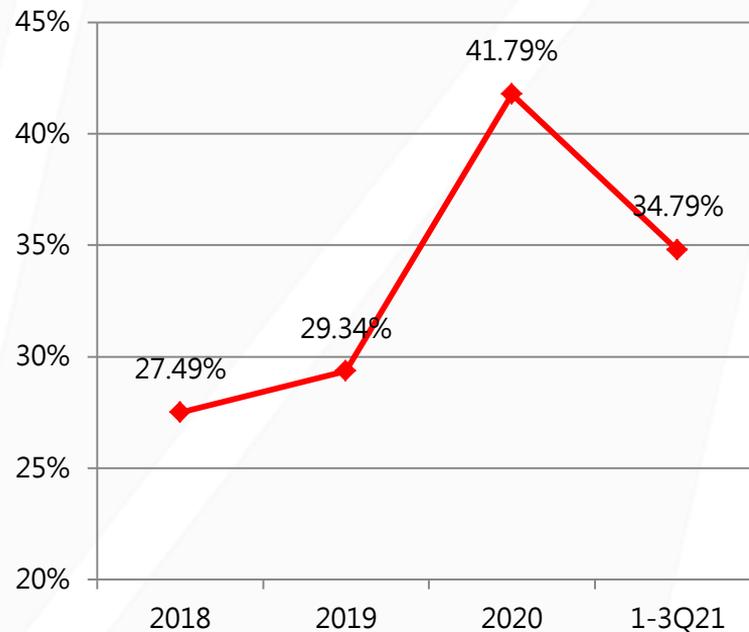
in Thousands of NTD	2021/1-3Q	2020/1-3Q	YoY	2020	2019	2018
Operating income	9,048,548	7,731,501	17.03%	13,123,756	5,850,528	5,557,150
COGS	5,900,540	4,466,263	32.11%	7,639,437	4,134,129	4,029,751
Gross profit	3,148,008	3,265,238	-3.59%	5,484,319	1,716,399	1,527,399
Gross margin	34.79%	42.23%	-	41.79%	29.34%	27.49%
Operating expenses	2,436,959	2,277,633	7.00%	3,644,573	1,377,363	1,539,755
Operating profit	709,023	981,863	-27.79%	1,852,910	327,705	85,090
Operating profit Margin	7.84%	12.70%	-	14.12%	5.60%	1.53%
Non operating income(expense)	-171,188	-95,191	-	-198,006	-49,061	61,571
Income tax expense	416,782	612,084	-31.91%	336,848	58,549	19,205
Income after income taxes	426,381	613,138	-30.46%	1,318,056	220,095	127,456
EPS	3.36	5.61	-40.11%	11.69	2.05	1.16
Capital(Million)	13.39	12.09	-	1,327	1,151	930

Product Mix & Margin

Product Mix

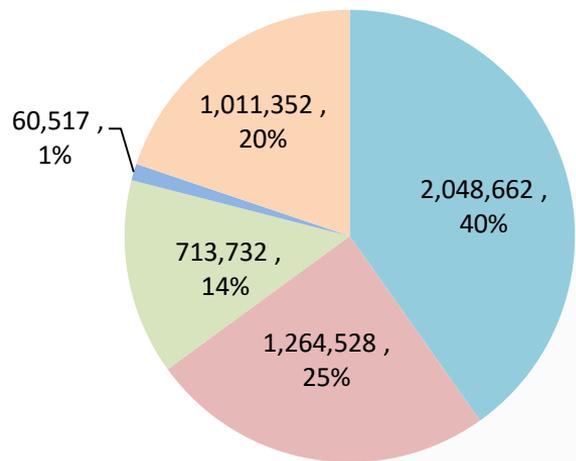


Margin

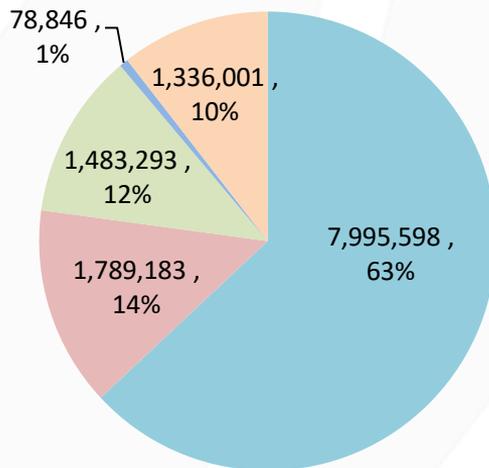


Brand marketing mix

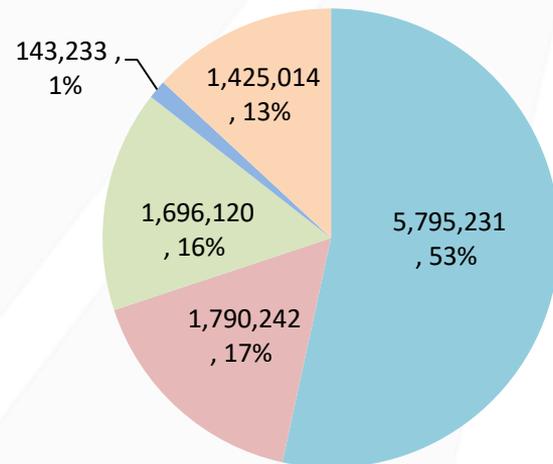
2019



2020



2021

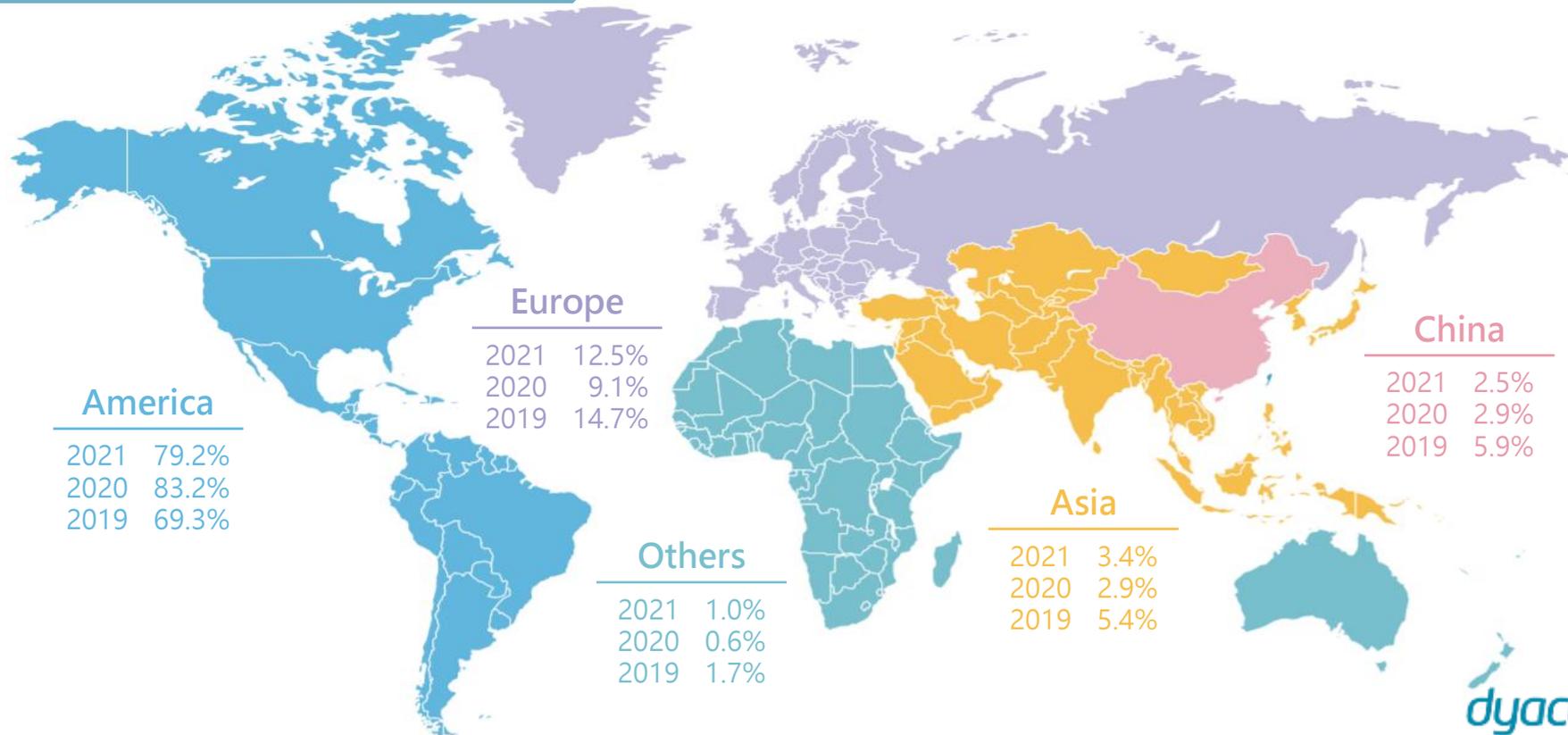


SOLE SPIRIT XTERRA OTHERS FUEL

NT \$1000

註：以上各品牌營收比重以不含戶外家具收入計算。

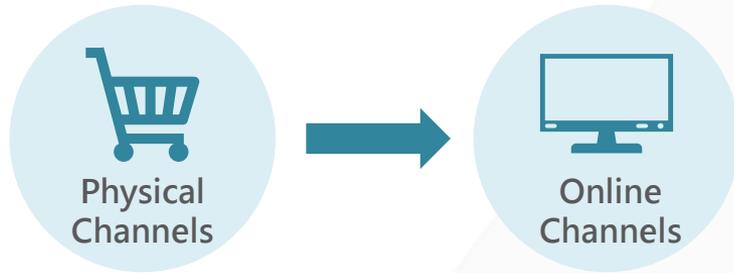
Revenue by Region



Dividend Policy

	2020	2019	2018
EPS	11.69	2.05	1.2
Cash Dividend	7.46	1.15	0.35
Stock Dividend	-	-	0.35
Dividend Payout Ratio	64%	56%	58%

post pandemic era – Changes in consumer demand



Total Body and Variety Exercise

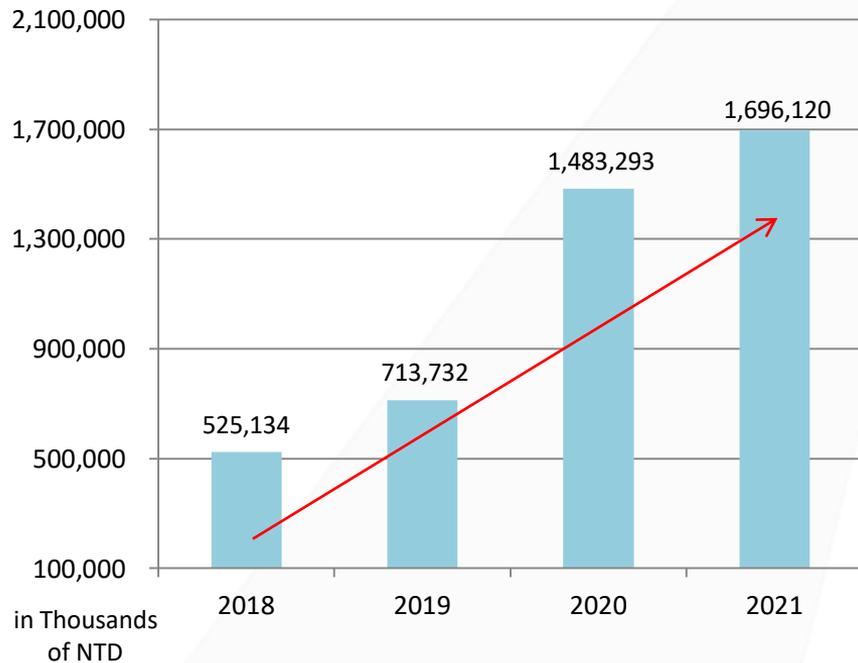


The COVID-19 epidemic has reshaped consumers' shopping habits, and gradually shifted from offline physical channels to online channels. The convenient and fast purchasing experience has led to a significant increase in the Group's online channel sales compared to before the epidemic.

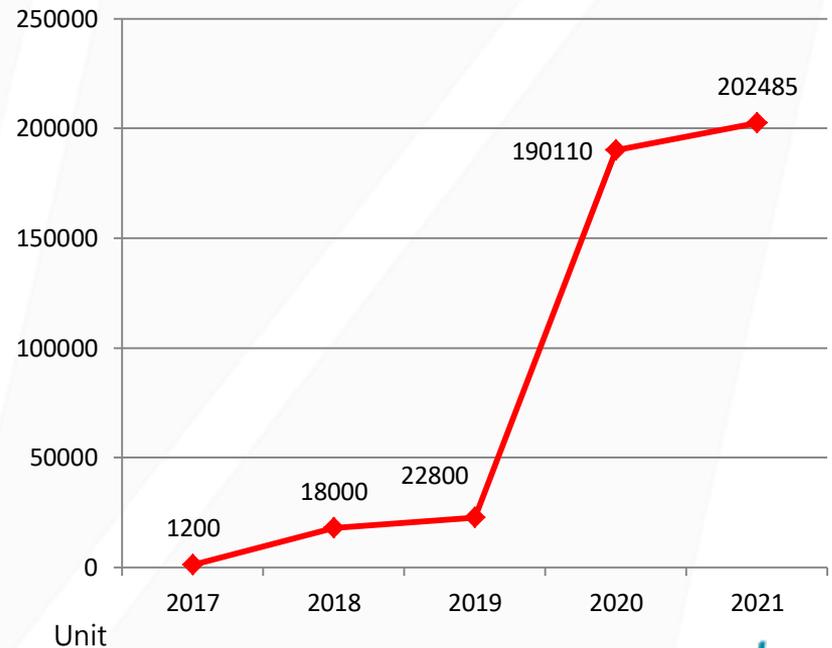
As the global sports and fitness population continues to grow under the catalysis of the epidemic, the concept of health and fitness has gradually received attention, and the public has begun to pursue precise fitness and systemic exercise.

Consumption habits shift to online trend

XTERRA Revenue



Amazon Shipment



Global fitness equipment industry trends



Health and fitness cognition rise



Home fitness has become a habit



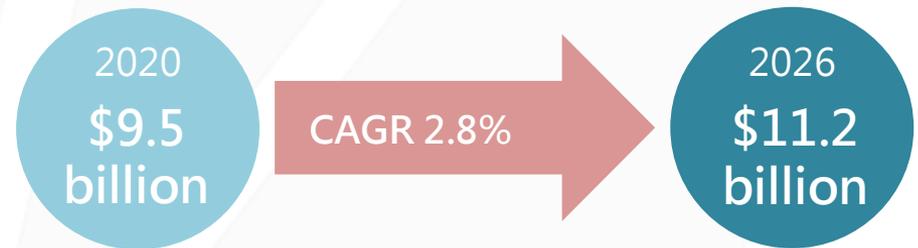
Online course & AI Fitness products rise

Global Fitness Market



Source: Research and Markets

Global Home Fitness Market



Source: Research and Markets

Smarter Cardio Experience

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High Quality Fitness Equipment

Dyaco continues to develop and launch excellent products at an affordable price. With its high cost performance, its brands continue to create outstanding sales performance.

Long-term experience in the home fitness equipment market

Dyaco has long-term experience in home fitness equipment. After acquiring SOLE in 2020, it successfully expanded its market share in home fitness equipment.



Top-notch Smart Fitness Content Development Technology

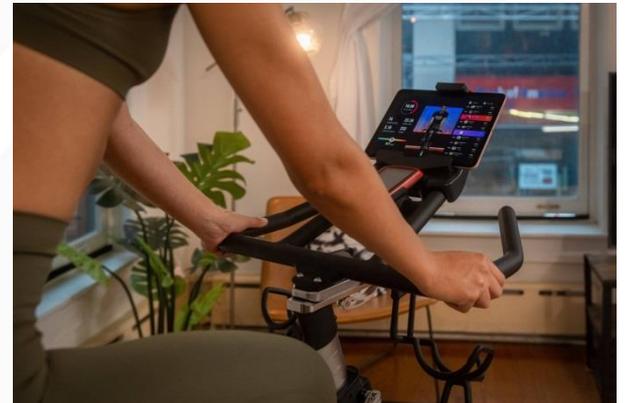
NYC-based STUDIO, has top-notch content development technology. Its smart fitness app has a steady growth in the number of subscription members and class fitness classes.

Monitor various sports indicators and physiological measurement data

STUDIO's smart fitness APP can accurately record the user's daily exercise indicators and physiological measurement data to help users achieve effective fitness.

Future overlook

Smarter Cardio Experience



▲ One Of the World's First Connected Elliptical Products

Expand global market share and improve competitiveness



M&A Distributors

U.K

- UK home fitness online store
- Will import XTERRA, UFC and other brands for sales

Thailand

- Thailand physical distributor
- Will focus on expanding its online market in Thailand



Global Factory Expansion Plan

Taiwan

- Taichung Dajia Factory
- Increase product line, production and shipping efficiency

America

- America Jonesboro
- Increase warehouse scale, logistics and after-sales service efficiency

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

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Thank You!