

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, Jiaying, 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

XXTEERRA[®] FITNESS

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

SPIRIT

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

Brands and Market Position

dyaco
medical

- Medical & Rehabilitation
- Dyaco Insight cloud
- Medical rehabilitation clinics, rehabilitation hospitals, community-based elderly care facilities.....

UFC

- 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

Cikada

- 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.)

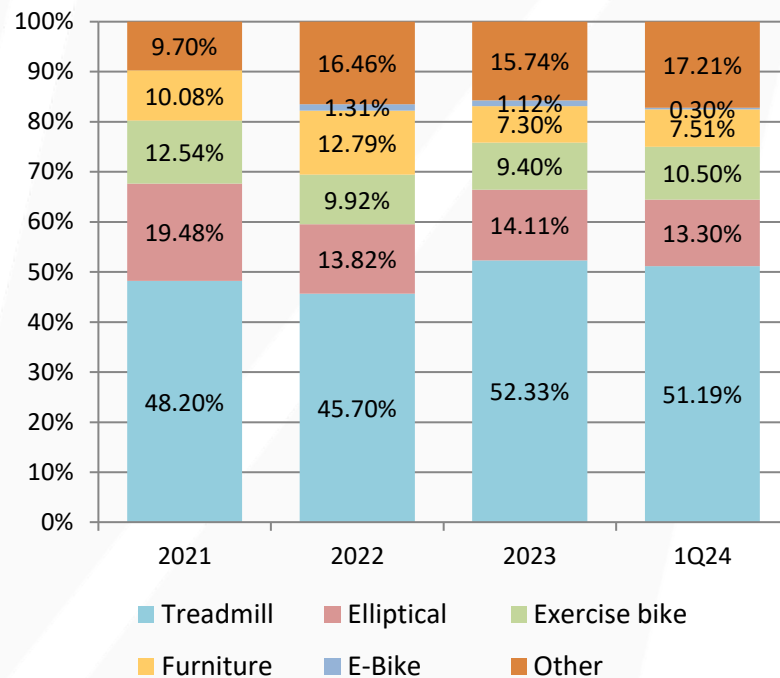
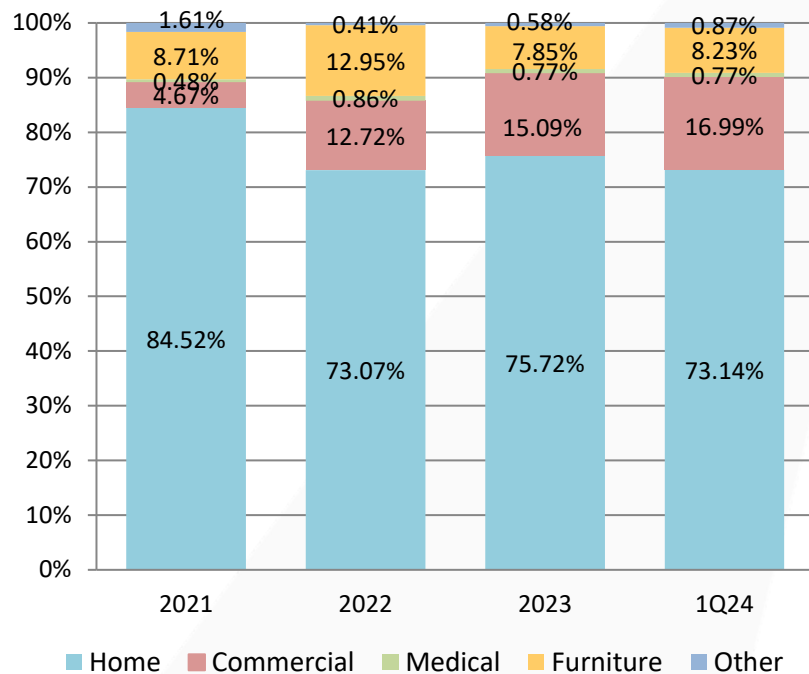


2021-2024/1Q Income Statement

in Thousands of NTD	2024/1Q	2023/1Q	YoY(%)	2023	2022	2021
Operating income	1,764,036	2,245,561	-21.44%	7,786,471	7,122,411	11,742,081
COGS	1,179,145	1,520,847	-22.47%	5,119,386	5,037,256	7,684,679
Gross profit	584,891	724,714	-19.29%	2,667,085	2,085,155	4,057,402
Gross margin	33.16%	32.27%	--	34.25%	29.28%	34.55%
Operating expenses	667,961	763,604	-12.53%	2,765,508	2,441,738	3,268,732
Operating profit	-83,361	-38,896	--	-99,605	(384,230)	785,830
Operating profit Margin	-4.73%	-1.73%	--	-1.28%	(5.39%)	6.69%
Income after income taxes	27,848	-80,001	--	-110,372	(94,683)	444,190
EPS	0.22	-0.90	--	-0.88	(0.61)	3.48
Capital(Million)	15.96	13.41	--	15.96	13.41	13.40

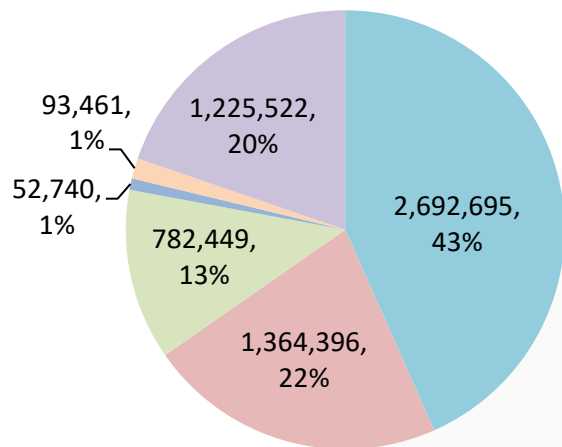
Operating Results

Product Mix

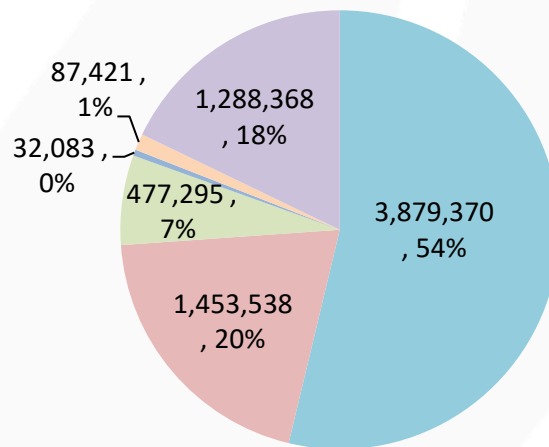


Brand marketing mix

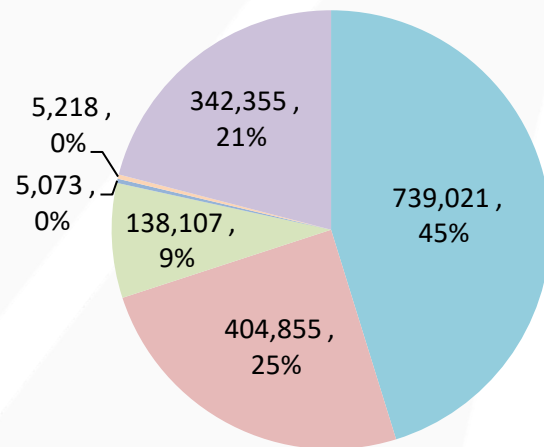
2022



2023



1Q24

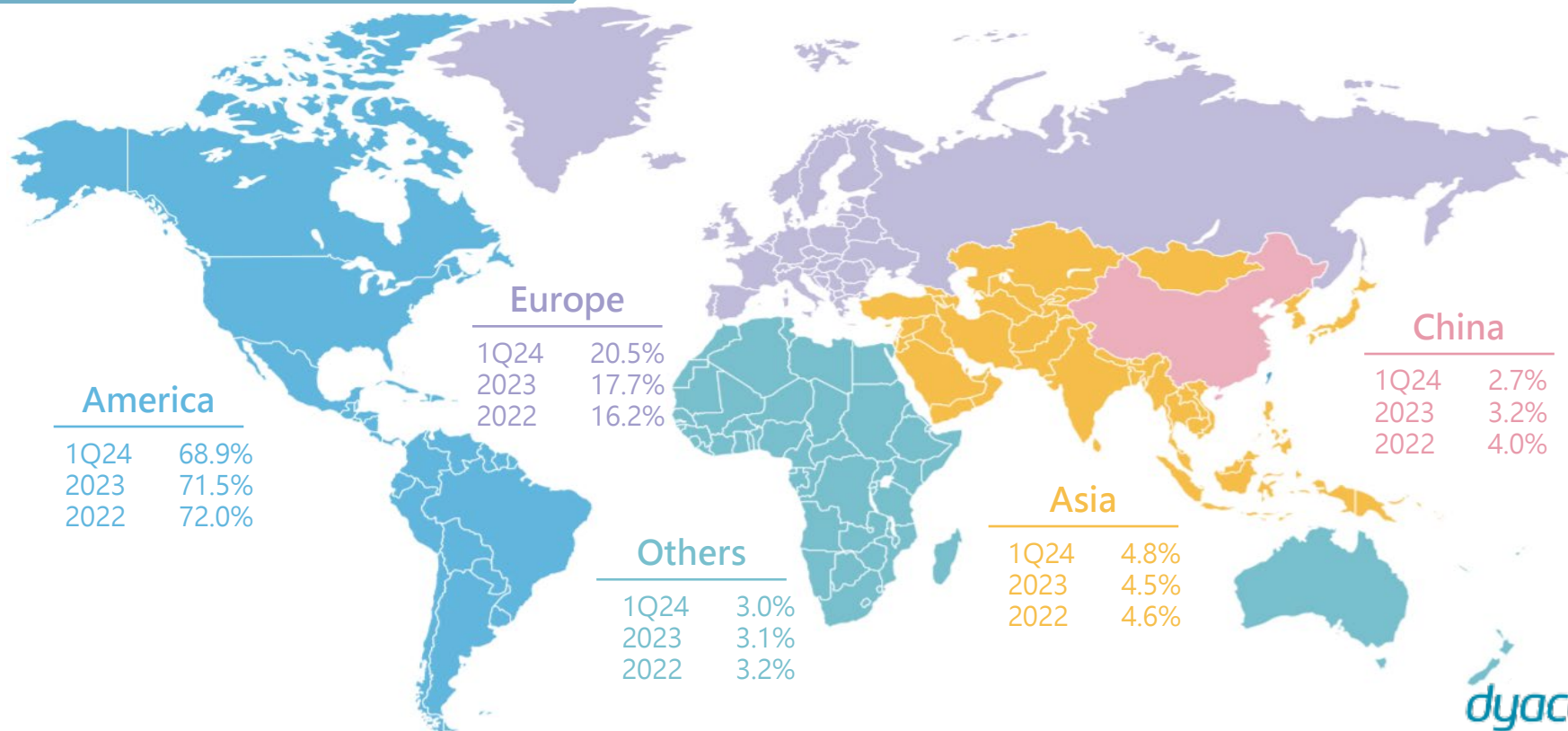


NT \$1000

SOLE SPIRIT XTERRA E-Bike FUEL OTHERS

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

	2023	2022	2021	2020
EPS	-0.88	-0.61	3.48	11.69
Cash Dividend	-	0.5	2.5	7.46
Stock Dividend	0.5	-	-	-
Dividend Payout Ratio	-	-	72%	64%

Dyaco sports and fitness industry layout



Smart Fitness Product



E-Bike



Increase Global Sales Channel


Smart Cardio Experience - Home

SOLE
FITNESS

X  **STUDIO**

 Support SOLE Fitness Equipment

 Over 4,000+ Classes On-Demand

 Detailed Heart Rate Metrics

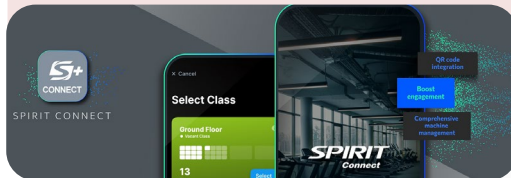


Smart Cardio Experience - Commercial

SPIRIT Digital Solution

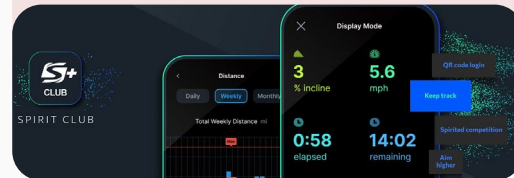
SPIRIT Connect

Offering owners a streamlined product management system, ensuring machine integrity with passive maintenance



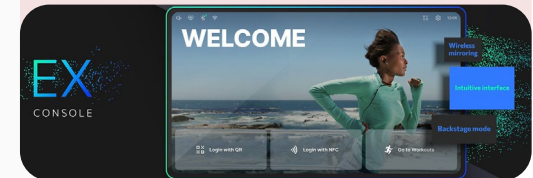
SPIRIT Club

Offering members fitness record upload and tracking



Ex Console

Innovative digital displays offering an immersive experience for sports enthusiasts



Future outlook

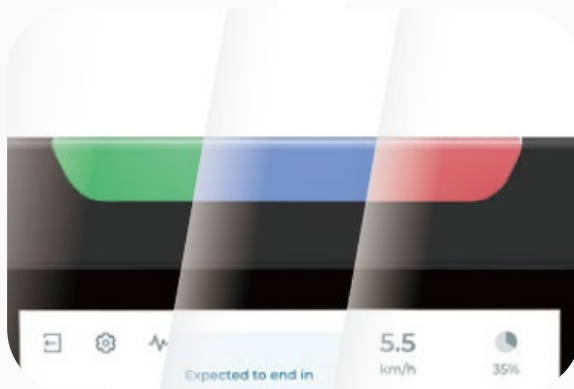
Rehabilitation medical equipment

dyaco medical 8 Series

360-Degree Articulating Arm



Beacon



Dyaco Insight



Future overlook

Rehabilitation medical equipment

dyaco 8 Series
medical



CIKADA - New E-bike Brand

Cikada



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

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

dyaco 岱宇國際

Thank You!