

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

XTEERRA 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.)

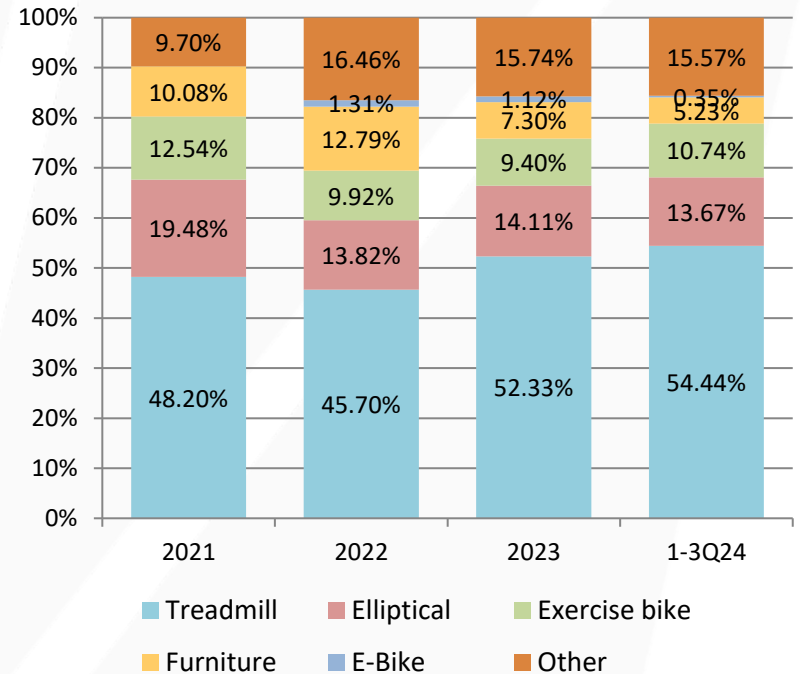
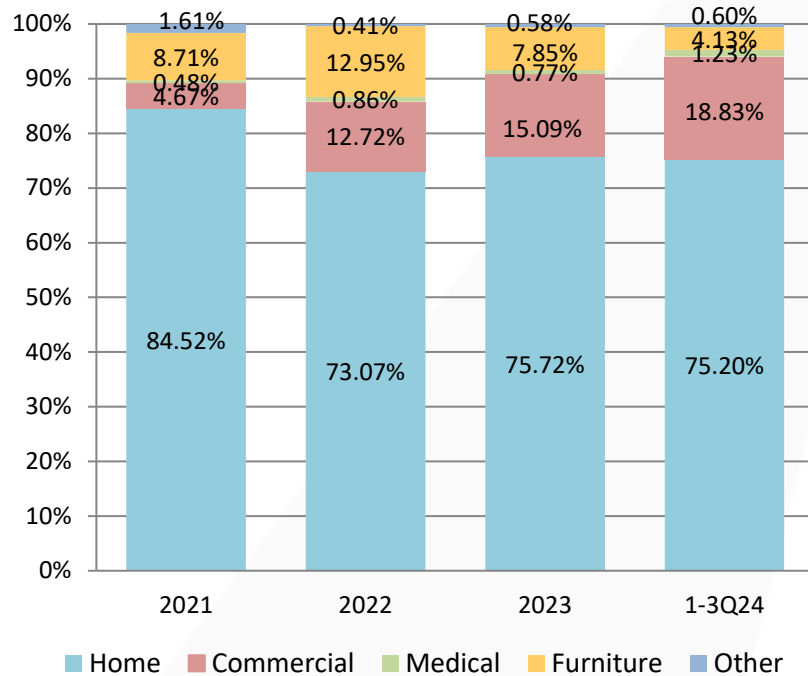


2021-2024/3Q Income Statement

in Thousands of NTD	2024/1-3Q	2023/1-3Q	YoY(%)	2023	2022	2021
Operating income	4,849,691	5,410,761	-10.37%	7,786,471	7,122,411	11,742,081
COGS	3,210,159	3,578,815	-10.30%	5,119,386	5,037,256	7,684,679
Gross profit	1,639,532	1,831,946	-10.50%	2,667,085	2,085,155	4,057,402
Gross margin	33.81%	33.86%	--	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	-200,864	-322,923	--	-99,605	(384,230)	785,830
Operating profit Margin	-4.14%	-5.97%	--	-1.28%	(5.39%)	6.69%
Income after income taxes	-225,201	-135,927	--	-110,372	(94,683)	444,190
EPS	-1.30	-0.92	--	-0.88	(0.61)	3.48
Capital(Million)	16.71	15.96	--	15.96	13.41	13.40

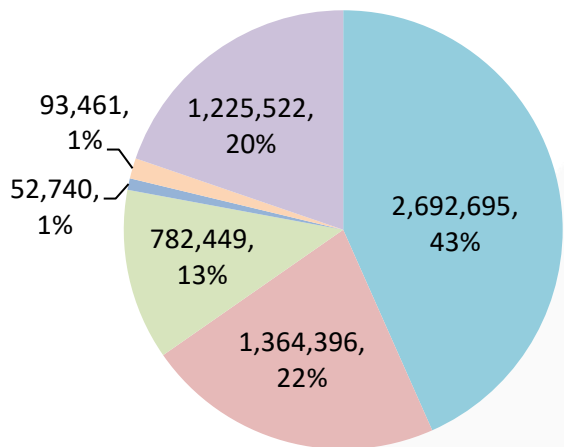
Operating Results

Product Mix

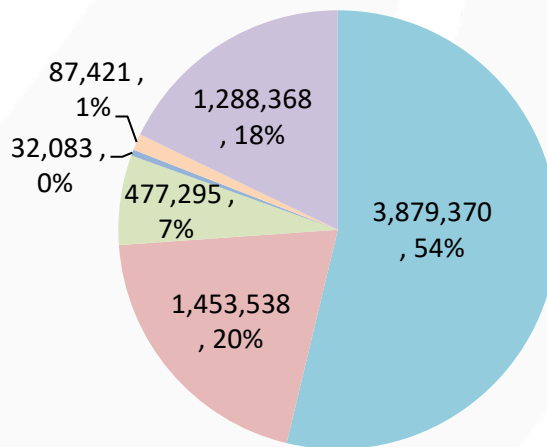


Brand marketing mix

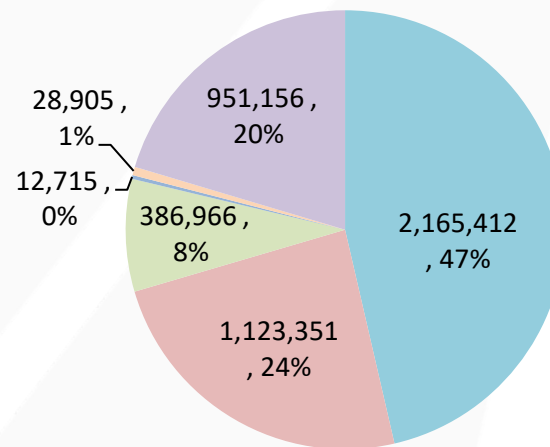
2022



2023



1Q24

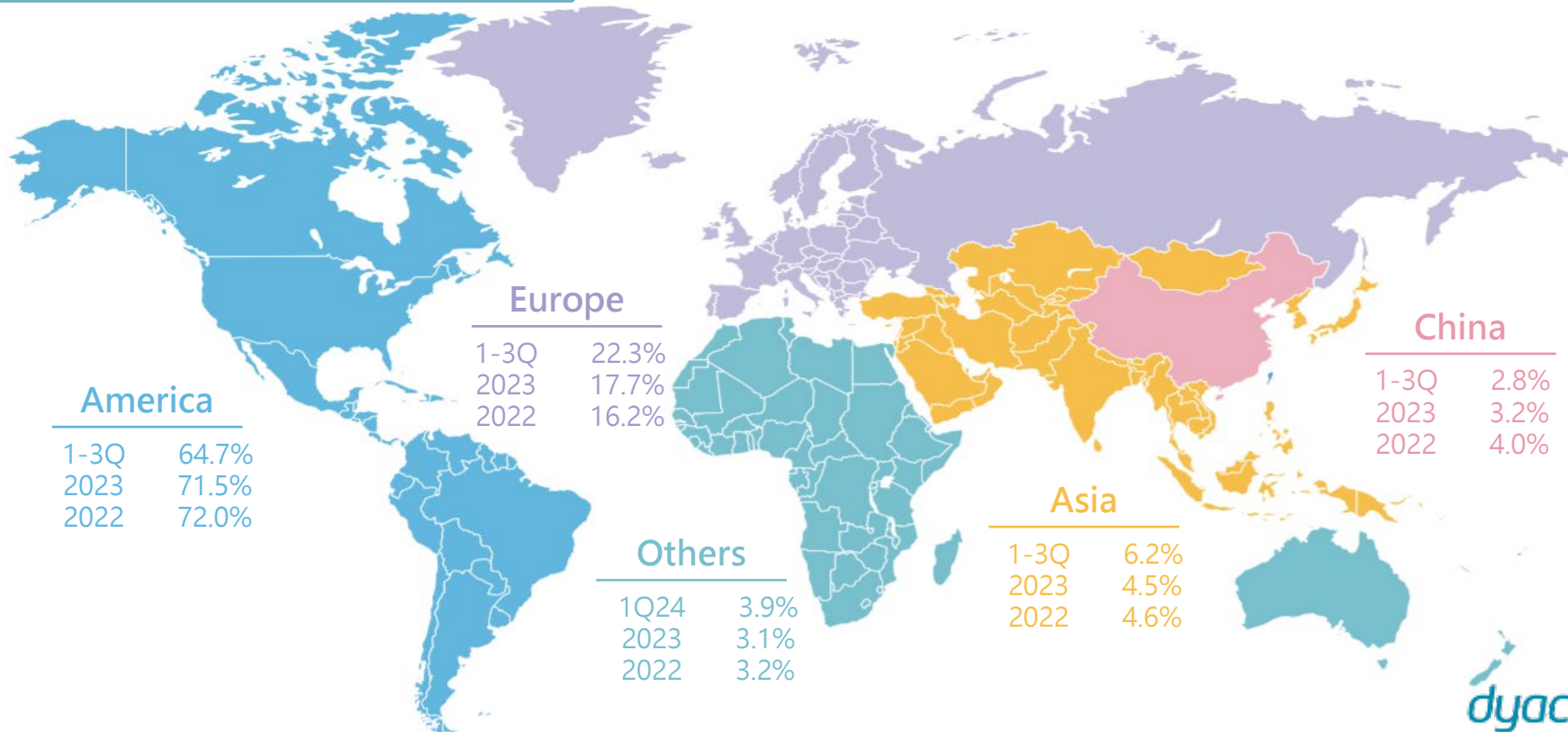


NT \$1000

■ 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



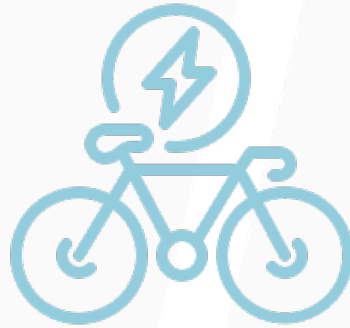
Dividend Policy

	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



Commercial Fitness



E-Bike



Increase Global Sales Channel

Commercial Fitness



The advertisement features a man in athletic wear running on a SPIRIT Phantom CT1000 treadmill. The treadmill is dark with a digital display on the front. The background is black, highlighting the runner and the machine. On the left side, there is a red logo consisting of interlocking shapes, followed by the text '台灣精品' (Taiwan Excellence) and 'TAIWAN EXCELLENCE' in white, and 'Everyday Excellence' in red script. Below this, the word 'SPIRIT' is written in large, bold, white italicized letters, and 'Phantom CT1000' is written in large, bold, white sans-serif letters. The treadmill itself has 'SPIRIT' written on the front panel.

Commercial Fitness

The advertisement features the 'Taiwan Excellence' logo at the top. Below it, the text 'The 21.5-Inch Interactive Console' is prominently displayed. Three icons represent key features: a smartwatch for 'Garmin Compatibility', a mirror for 'Mirror Casting', and a hand holding a QR code for 'NFC/QR Code Login'. At the bottom, a treadmill console is shown with a large 21.5-inch screen displaying a 'WELCOME' message, a user profile, and a QR code for login.

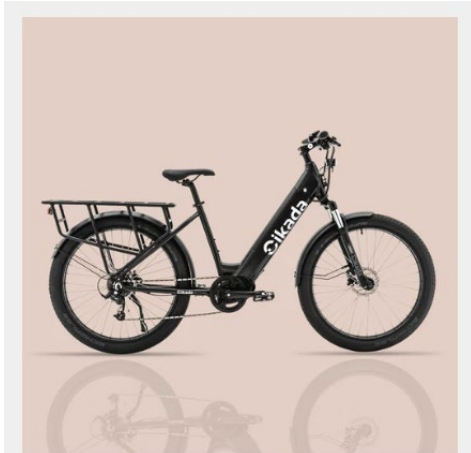
The advertisement features the 'Taiwan Excellence' logo at the top. Below it, the text 'Spirit Connect Management App' is prominently displayed. The image shows two smartphone screens. The left screen displays an 'Errors Log' with a table of treadmill data. The right screen shows a 'Tr001' treadmill entry with an 'Edit Code Name' option and a small image of the treadmill.

New	
Treadmill Tr002	CB900 A1B2
9/10/2020	05:20 am
E1	No motor ou

Archive	
Treadmill Tr002	CB900 A1B2
9/10/2020	05:20 am
E01	No motor ou

The advertisement features the 'Taiwan Excellence' logo at the top. Below it, the text 'Durability Tested for Over 10,000 Hours' is prominently displayed. The image shows a person running on a treadmill, with the treadmill's brand name 'SPIRIT' visible on the front panel.

CIKADA - New E-bike Brand



Cikada Touring E-Bike



Cikada APP



BaFang Electronic
Motors



LG Battery
Technology



Cikada City E-Bike

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

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Thank You!