

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



Brands and Market Position



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



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



- 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



- 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

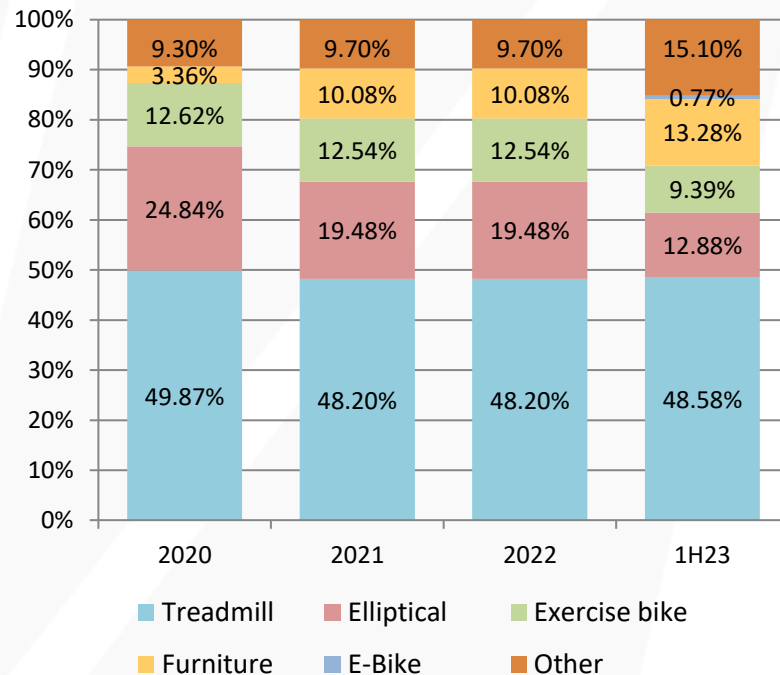
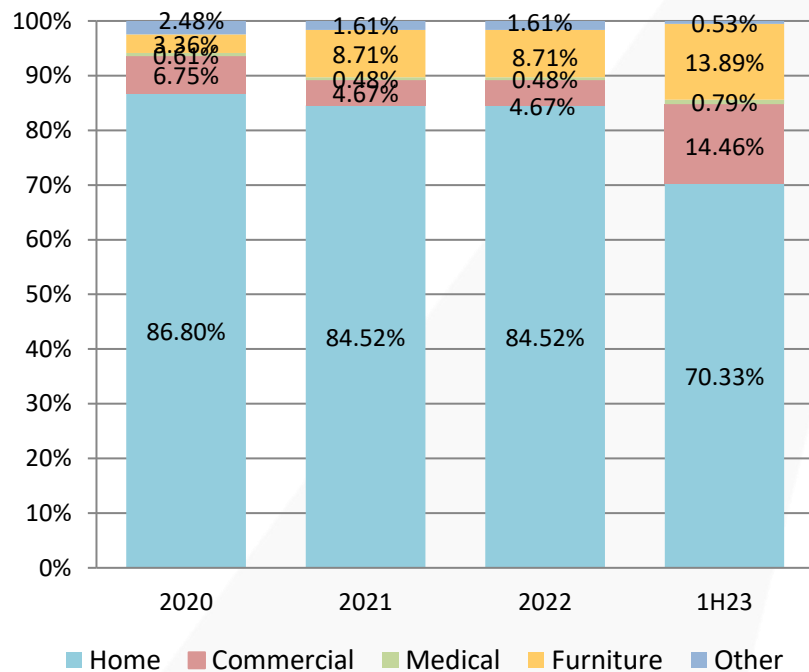
Global Distribution Channels

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



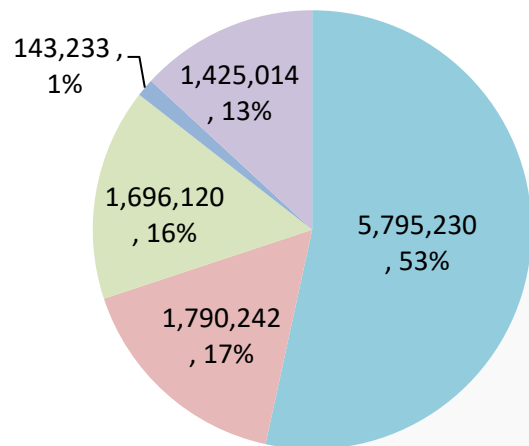
Operating Results

Product Mix

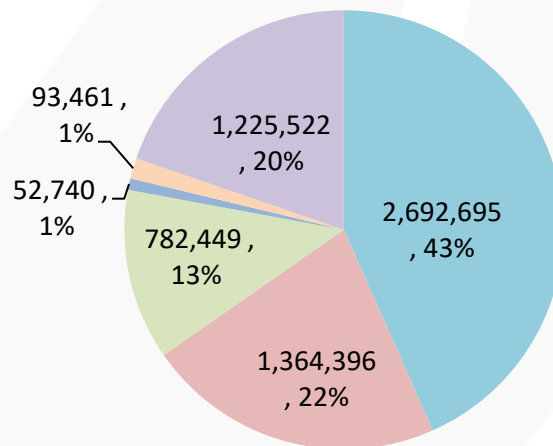


Brand marketing mix

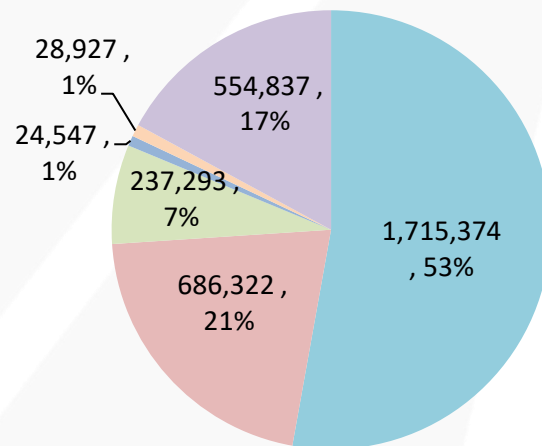
2021



2022



1H23

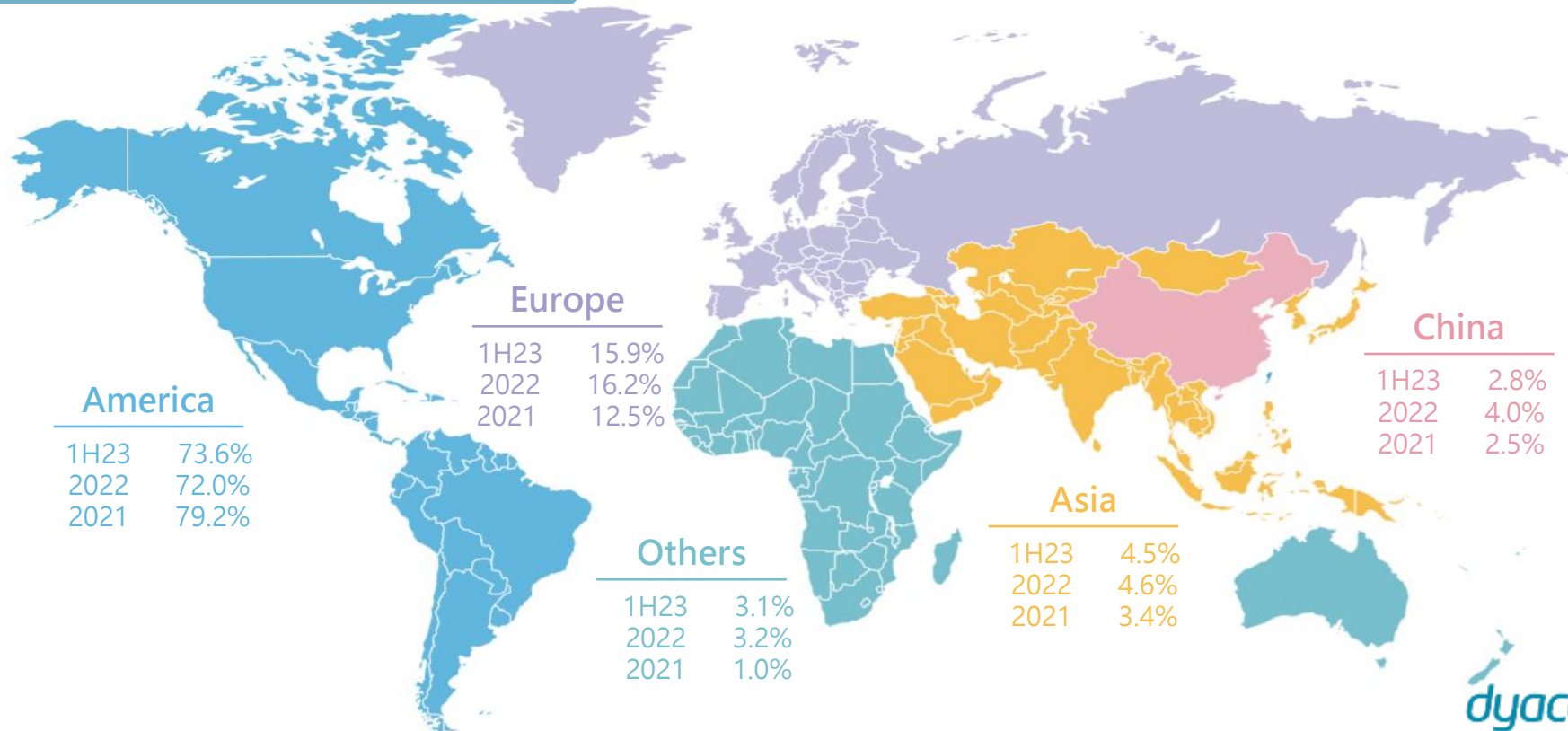


NT \$1000

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

	2022年	2021年	2020年	2019年
EPS	-0.61	3.48	11.69	2.05
Cash Dividend	0.5	2.5	7.46	1.15
Stock Dividend	-	-	-	-
Dividend Payout Ratio	-	72%	64%	56%

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

Future overlook

Smarter Cardio Experience

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Support SOLE Fitness Equipment



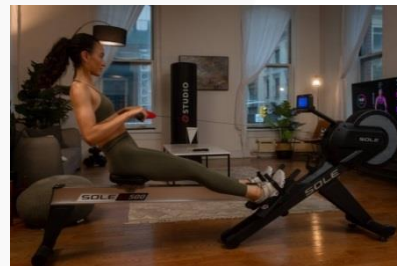
Over 4,000+ Classes On-Demand



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

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



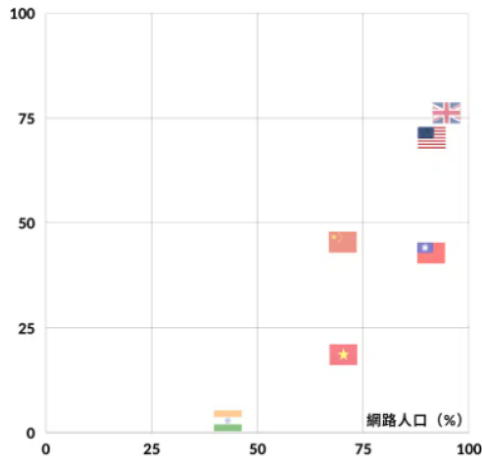
Touring Bike

Online shopping becomes mainstream

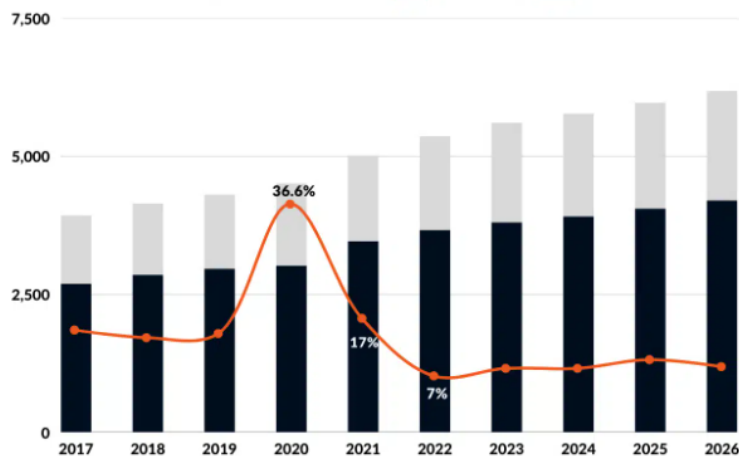
美國電商市場狀況

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%

電商用戶 (%)



美國零售市場營業額 (十億美金)



- 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.

New sales channel

NEW

UFC

sweatband.com

Walmart  **COSTCO**
.co.uk

DECATHLON
.co.uk

Argos

SOLE
FITNESS

sweatband.com

Argos

COSTCO
.co.uk

DECATHLON
.co.uk

X **XTERRA**
FITNESS

sweatband.com

DECATHLON
.co.uk

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

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Thank You!