

Investor Conference Dec 2021

**Airmate (Cayman)
International Co. Limited**

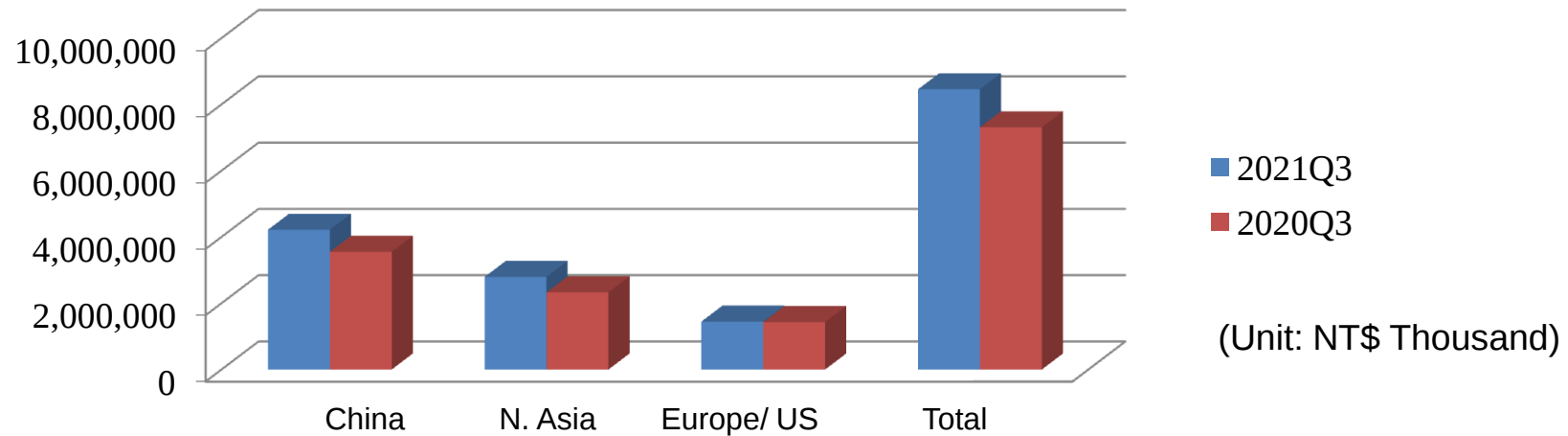
(1626:TT)

Outline

1. Q1-Q3, 2021 business performance
2. ShenZhen urban renewal update
3. 2022 business plan

1. Q1-Q3, 2021 business performance

2021 Q3 Sales Revenues Breakdown by Region



Region	2021Q3	銷售比	2020Q3	銷售比	YoY
China	4,216,969	50%	3,550,878	49%	19%
Northeast Asia	2,793,795	33%	2,327,176	32%	20%
Europe &America	1,444,967	17%	1,431,271	19%	1%
Total	8,455,731	100%	7,309,325	100%	16%

Sales Analysis :

1. Each market has grown sales than last year and product supply has become stabled, due to COVID has less affected, however the shortage of raw materials caused its retail price rose sharply. For response the rising costs, all products selling price were adjusted accordingly.
2. Exchange rate influence

2021 Q3 Sales Revenues Breakdown by Product Category



(Unit: NT\$ Thousand)

Product	2021Q3	銷售比	2020Q3	銷售比	YoY
Fan	6,502,680	77%	5,571,903	76%	17%
Heater	824,914	10%	730,983	10%	13%
Small home appliances	543,770	6%	650,785	9%	-16%
Exhaust fan	335,773	4%	234,160	3%	43%
Others	248,594	3%	121,494	2%	105%
Total	8,455,731	100%	7,309,325	100%	16%

Sales Analysis :

- The COVID has less affected for fans, however the shortage of raw materials caused its retail price rose sharply. For response the rising costs, all products selling price were adjusted 3-5% accordingly.
- Small home appliances category has more market players and furious competition, Airmate doesn't contain competitive edges therefore the revenue decreased.

2021 Q3 Consolidated Income



Items	2021Q3	2020Q3	YOY
Net Sales	8,455,731	7,309,325	15.68%
Gross Profit	1,037,154	1,298,279	-20.11%
Gross Margin(%)	12.27%	17.76%	-30.94%
Operating Expenses	1,247,611	1,088,758	14.59%
Operating Profit	-210,457	209,521	-200.45%
Non-operating Income & Expenses	-1,899	-1,036	83.30%
Net Income	-221,245	154,470	-243.23%

2. ShenZhen urban renewal update

Urban renewal plan

- ✓ Joint venture, rental and sale methods
- ✓ Invite small and medium enterprises to conduct marketing campaign



Renewal photo-1 (Daytime)



Renewal photo-2 (Daytime)





Surrounding area



此图仅为周边环境效果示意,相关数据均基于物理现状或现有资讯处理而成,受载体大小限制,距离、形态等相关要素与实际情况存在细微差异,所以此图内数据仅供参考,不作为实际效果对比标准,也不构成项目利益承诺。相关规划请以政府部门公布为准。

How to use:

Apart from certain floors for R&D and office, the rest floors will be for sale

Fount ion	Area (m ²)	How to use
R&D Office	19,997.25	Total 21 floors Office use (five floors) 14,000m ² for sale
Plant	5,649.58	sale
Dorm	9,313.26	sale
Business	1,299.24	sale
Total	36,259.33	

3. 2022 business plan

Q&A