

Investor Conference Dec 2024

(1626:TT)

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1. company profile

公司簡介



Established: Airmate (ShenZhen) Co. in 1991

Airmate (JioJiang) Co. in 2014

Stock abbreviation: 艾美特-KY

Stock symbol: 1626

Paid-in capital: NTD1,528,217 (2024.9.30)

Chairman: Shih Jui Pin

CEO: Shih Jui Pin

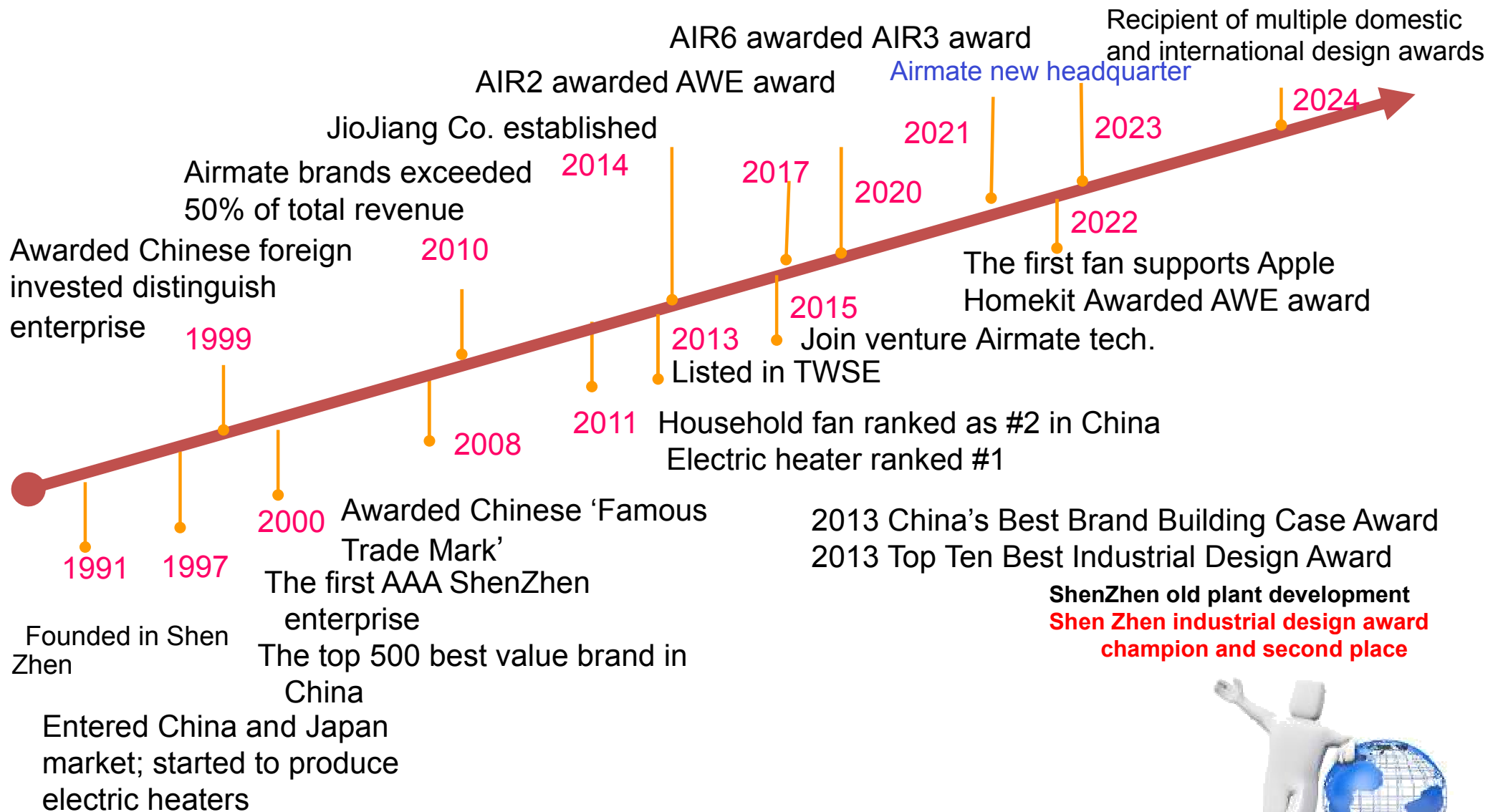
Employees: around 3,500

Plant size: ShenZhen 134,000 sqm, JioJiang 400,000 sqm, total 534,000 sqm

Business Model : Airmate Brands (China), OEM/ODM (Export worldwide)



Company profile-1



1. Key Business

- OEM supplier for International small home appliances brands
- Airmate brand in China, Amazon northern US 、 CANADA 、 GERMANY and FRANCE

2. Key products

- Fan, Electric heater, Ventilation system, Air purifier, Dehumidifier, Humidifier



电风扇



电暖器



新风系统



空气净化器



除湿机器



加湿机

2. Q1-3 performance 2024

2024 Q1-3 Consolidated Income AIRMATE

(Unit: NT\$ Thousand)

Items	2024Q3	%	2023Q3	%	YOY
Net Sales	6,621,325	100%	6,914,498	100%	-4.24%
Gross Profit	1,278,086	19%	1,443,066	22%	-11.43%
Operating Expenses	1,336,855	20%	1,404,578	21%	-4.82%
Operating Income (Loss)	(58,769)	-1%	38,488	1%	-252.69%
Non-operating Income & Expenses	(12,919)	0%	32,872	0%	-139.30%
Net Income	(97,903)	-1%	34,134	1%	-386.82%

3. R&D updates

In recent years, under "Sustainable Development Goals" (SDGs) promoted by United Nations, most developed and developing countries have successively promoted environmental sustainability in the form of policies and regulations, urging companies to think differently on issues such as energy saving, carbon reduction, plastic reduction and apply materials to design products to be closer to mainstream values and the "net zero" and circular economy goals.

In the current and future product development, Airmate reduces effectively the carbon footprints, uses renewable materials and optimizes energy efficiency.

Recycling materials application

Airmate products use PCR green environmental friendly recyclable materials which can be recycled, environmental friendly and effectively reduce carbon missions.

Airmate tries best to eliminate high-pollution traditional processes and use more environmental friendly materials and procedure.

Alternative energy application:

In the energy crisis and the post pandemic era, outdoor activates have become a trend. Portable and low energy consumption products become consumers' preference.

Airmate has embarked green technology in solar energy application products which are closer to consumer needs and in line with the trend of sustainable goals.



Sustainability (cont'd)



Sustainable product packaging& design

Apply sustainable product packings in Airmate products. Product packings are modifies from PE plastic to paper bags and product protection materials from EPS, EPE to carboard. Minimizing packing material aims to reduce carbon footprints, material recycling and energy efficiency.

Airmate's product series design, platform design and universal modules are reuseable features which achieve the goal of reducing development costs and reducing resource waste.

Green Design Products

Green design products refer to those that, at the stage of product design and development, systematically consider the impact of raw material selection, production, sales, usage, recycling, and disposal on resources and the environment based on the whole life cycle concept. The goal is to minimize resource consumption throughout the entire life cycle, thereby achieving environmental protection objectives. Currently, Airmate has three products that have obtained the Green Design Product Certificate, which include a room fan, a circulation fan, and an electric heater.



Green Factory Qualification Application and Progress:

To address global environmental issues such as the depletion of natural resources and carbon emissions, governments worldwide have implemented various environmental policies, encouraging enterprises to move towards sustainable green development.

The Group's main operating company is based in Shenzhen, China, where the support for green factory policies is particularly strong. A green factory refers to a new type of factory that achieves intensive land use, non-toxic materials, clean production, resource recycling, and low-carbon energy.

Based on the application thresholds, green factory qualifications are categorized into national, provincial, and municipal levels. AIRMATE aims for the national level green factory status as its ultimate goal. Currently, AIRMATE has submitted the application for municipal-level green factory qualification, with results expected to be announced in early 2025.

Being designated as a green factory will bring multiple benefits to the company:

1. Enhance corporate reputation and influence.
2. Obtain privileges such as exemption from environmental inspections and no production restrictions in winter.
3. Receive corresponding government subsidies based on the qualification level.
4. Gain access to development resources and bonuses for the enterprise.

R&D trend



Summer product



Stabilize the existing summer products and winter products, and at the same time have more small ideas and innovations to increase the added value of products, such as UVC sterilization, voice recognition control, motion recognition control, camera and other functions.

Winter product



New product development



Full Seasons

Personal care Bathroom Appliances

Hair Dryer



Hair Straightener Comb
Hair -dyeing Comb



GI-controlling
Bottle



Iron



Electric Space
heater



Health and personal issues are important development directions in the future, increase development efforts .At the same time combined with bathroom supplies.

Pet care, household items

Food Dehydrator



Electric Food
Steamer



Pet Hair Dryer



4-in-1 Dryer



Dryer Heater



Pet care : Pet Hair Dryer, use the company's existing quilt dryers for product integration and optimization ;

Refrigeration

Mini Fradige Bar



Portable air conditioner



Freezer



Existing customers continue to develop new projects, for special consumption and groups, develop related products independently to satisfy consumers.

獲獎情形：

2024 FRENCH DESIGN AWARD-Gold Award

2024 FRENCH DESIGN AWARD

2024 American Good Design-Platinum Award

2024 American Good Design-Gold Award

2024 MUSE DESIGN AWARD-GOLD WINNER

2024CMF DESIGN AWARD-Good Product Design Award

2024Goldreed Industrial Design Award

Participate in industrial design awards and patent applications

290 patent applications 2024

139 patent certificates 2024



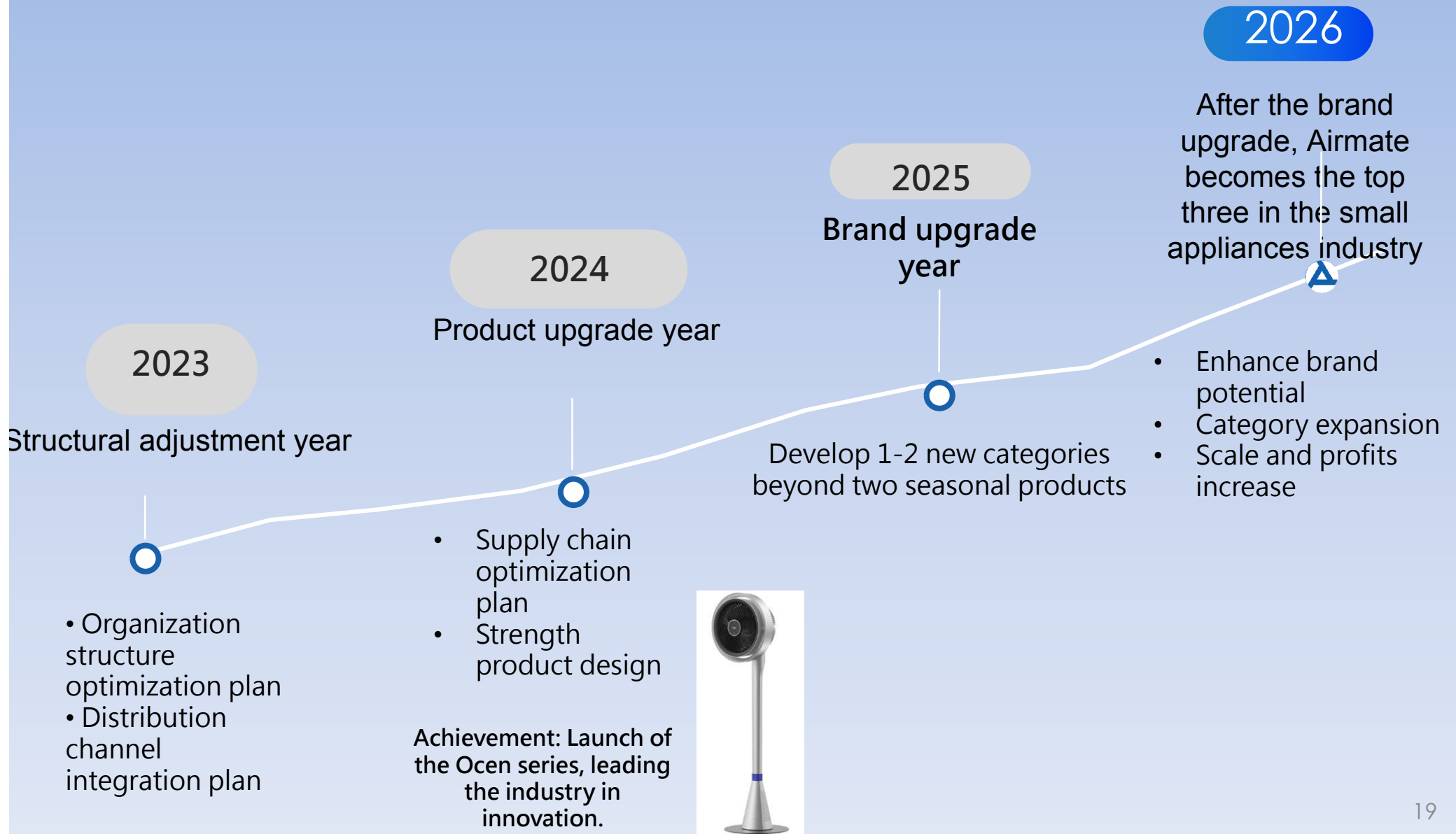
R&D innovation updates





4. Future plan

Airmate future plan for next three years

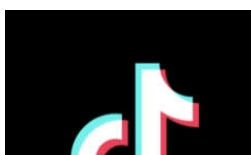


Optimal Airmate brand

1. Use new media(Tiktok, Xiaohongshu) to deliver brand exposure to enhance Airmate visibility.
2. Uplift brand visual design to enhance brand image and attract consumer purchase.

Optimal Airmate distribution

1. Change business model (from online distributors to self-distribute); optimize clients structure.
2. Develop more distribution channels, ex social media, live stream and specialty stores.



The global economic downturn in 2024 triggers more trading competition in China, in addition, sluggish economy growing slowdowns consumer purchase and increased price competitions, facing current challenge our strategies are as follows:

1. Optimize value chain to ensure stabled product quality
2. Enhance new innovation to satisfy different consumer needs
3. Omni-channel optimization- Airmate's online and offline dealers are gradually optimized and replaced, optimizing the aging dealers.
4. Deepen the image of “precision manufacturing from Airmate” and enhance brand image, awareness and customer loyalty.

Overseas markets future plan



In 2024, the overall export business (Europe, America and Northeast Asia) suffers a sluggish environment and economic downturn. The global energy crisis triggers a serious consumption downgrade effect. Consumers consume is according to the price, as long as their basic needs are fulfilled. High-end products suffer high inventory which affects sales enormously. Coping strategies are as follows.

1. Focus on sales to basic models, increase low unit price products and good service to seize more market share.
2. Highly frequent visit existing clients to provide diverse choices and increase the possibility of cooperation.
3. Expand refrigeration series products (window air conditioners, mobile air conditioners, small outdoor air conditioners and small refrigerators.)

Overseas markets future plan (cont'd) AIRMATE

4. Cross-industry alliances

Acer is an earlier and more successful case since 2020. Currently in Asia there are several stable markets (Thailand, India, Malaysia, Singapore, Philippines). The project actively modifies existing models and aims to expand to the world market.

5. Intensive visits Southeast Asia countries (such as the Philippines, Singapore, Malaysia, Vietnam, Indonesia etc.) to develop new clients. This year are Increased three new clients.



Overseas markets future plan (cont'd) AIRMATE

6. Cross-border E-commerce Platform Launch Plan for Own Brand Expansion

- (1) Expand online sales platform channels and countries.
- (2) Focus marketing efforts on promoting key searches, increasing online KOL reviews, and emphasizing brand characteristics to build international consumer awareness of the Airmate brand.
- (3) For comprehensive overseas channel category expansion, include online social media, offline supermarkets, agents, and exhibition exposure. Continuously monitor the market environment and trade policies of various countries, and assess risks accordingly.



Q&A