



(8938)

**明安國際企業股份有限公司**

ADVANCED INTERNATIONAL MULTITECH CO., LTD.



# DISCLAIMER



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# Agenda

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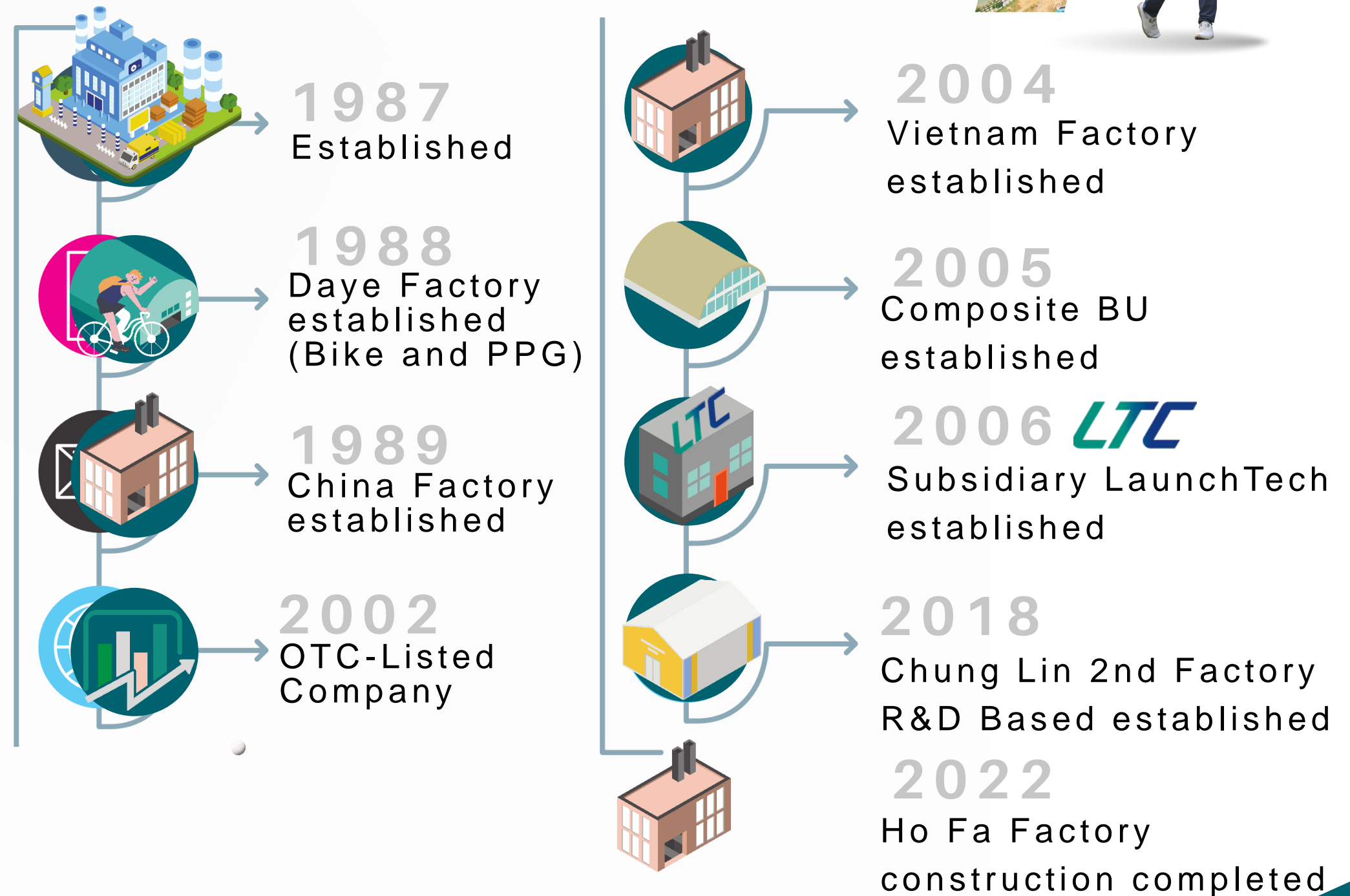


Chairman  
Sunny Cheng



- Chairman: Sunny Cheng
- President: Mike Chou
- Capital: 1,402,002 (NT\$ Thousands)
- Established: July 20, 1987
- Employees: 7,400
- Main Products:
  1. Sporting Goods
  2. Composite Materials and Industrial Products
- Address: No. 26, Chung Lin Road, Lin-Hai Industrial District, Kaohsiung, Taiwan.
- Application for (OTC) Listing : Dec. 2, 2002

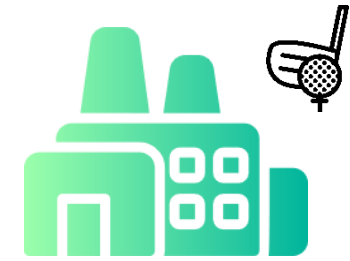
**TIMELINE**  
INFOGRAPHIC



# Global Operations

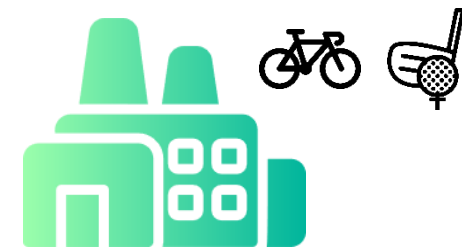


## TAIWAN



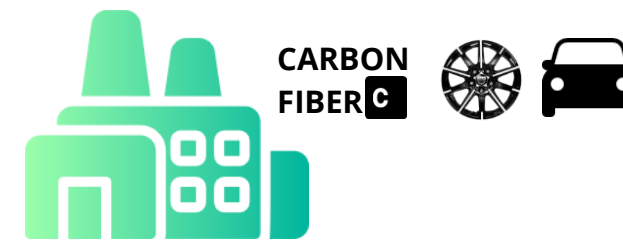
### Chung Lin Factory Headquarter

Golf shaft



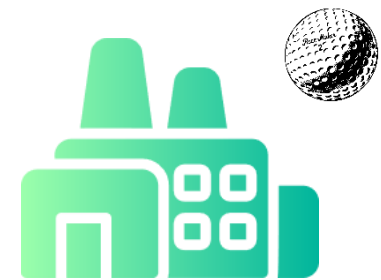
### Chung Lin 2nd Factory R&D Base

Carbon fiber bike frame  
Golf shaft

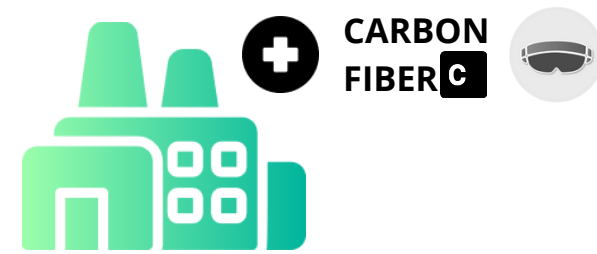


### Daye Factory

Composite wheel  
and related products



### LaunchTech Golf Balls



### Kaohsiung Branch

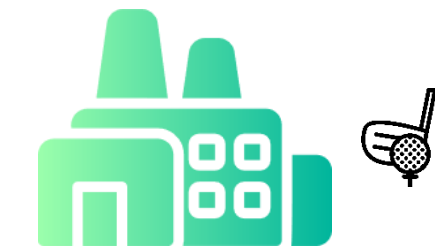
Carbon fiber plate for shoes  
Exoskeleton  
Metaverse industry



### Ho Fa Factory

Composite Prepreg

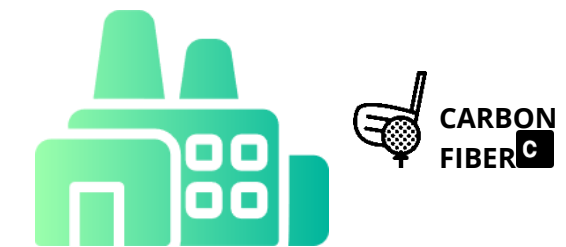
## VIETNAM



### Vietnam Factory

Golf shaft

## CHINA



### Dongguan Factory

Consumer Electronics  
Golf shaft



## Sporting Goods

NEW



golf club head and golf ball

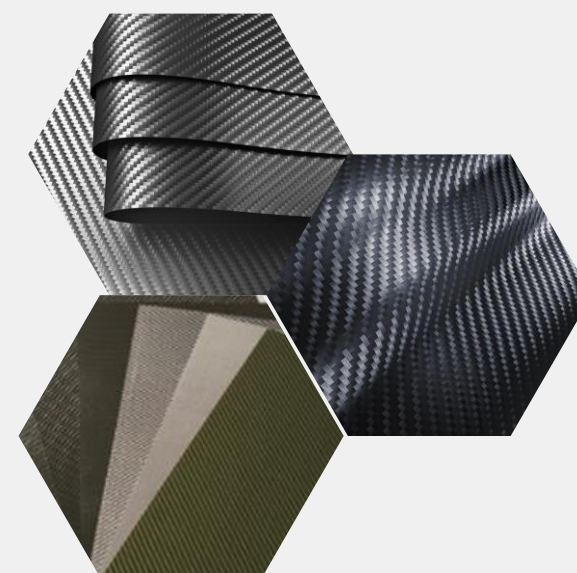


bike



carbon fiber plate  
for shoes

## Composite Materials and Industrial Products



composite Prepreg products



consumer electronics

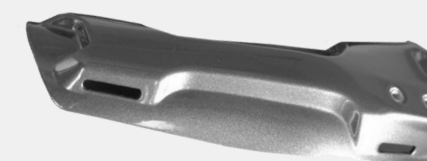
NEW



carbon fiber  
accessory parts



wearable 3C consumer  
electronics



exoskeleton

NEW



composite wheel

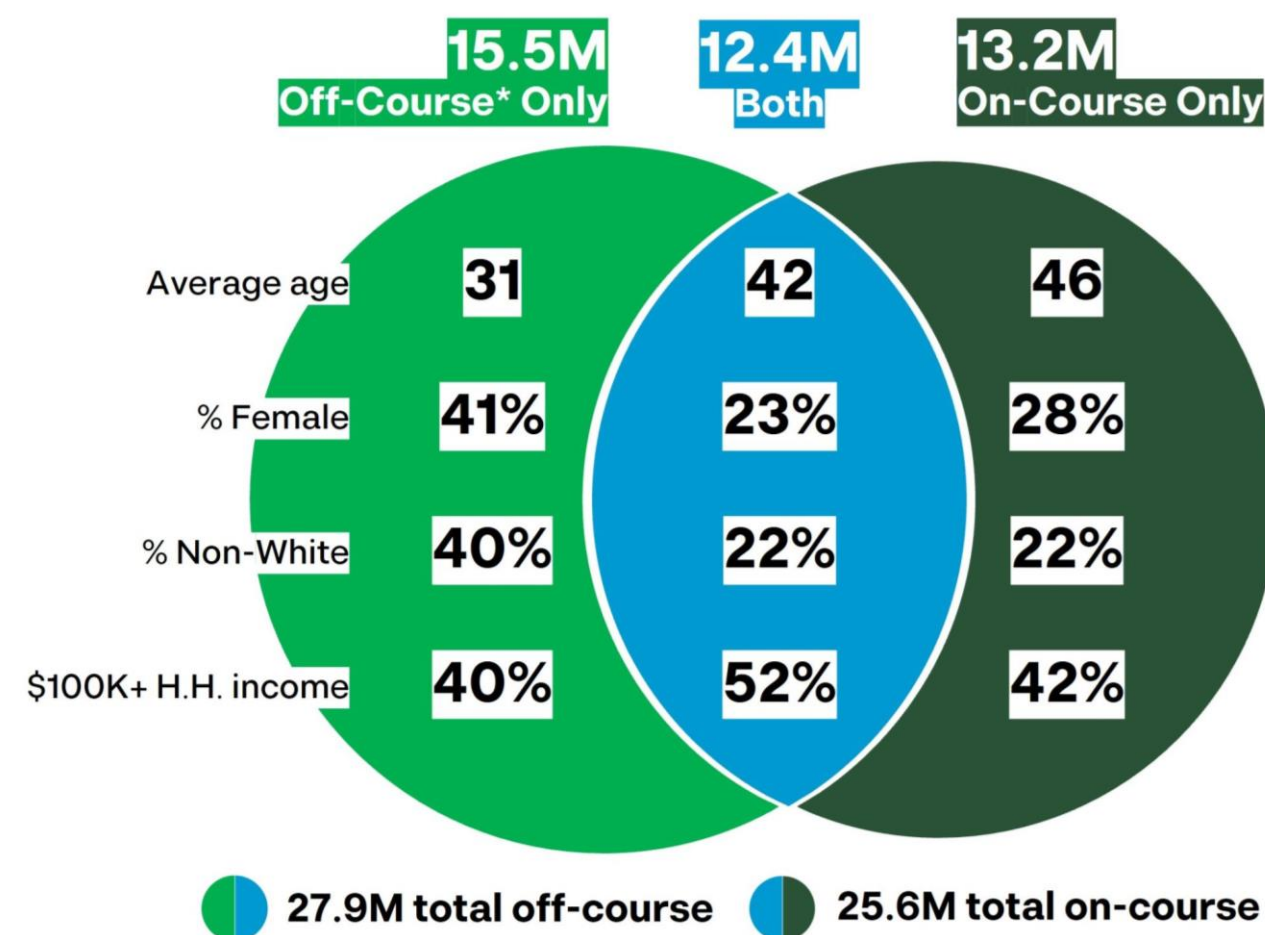


# 2022 U.S. Golf Market



## 2022 U.S. Golf Participation

41.1 Million Total Participants



Data from NGF

Comparing the numbers of U.S. on-course rounds with 2021, 2022 showed a slightly decline due to bad weather at the beginning of the year. There were 510 million rounds play in 2022 and 520 million round play in 2021. However, the numbers of rounds play are still at a 20 year high.

Total numbers of golf participants are about 41.1 million according to statistics in 2022. 25.6 million were on-course golfers. 27.9 million were playing off-course such as TopGolf, driving ranges, indoor simulators, etc. It was the first time that more people played off-course than on-course.

25.6 million on-course golfers increased by 1.3 million comparing to 2019. The significant growths were female players which increased 15%, and aged 6 to 17 increased 36%.

# 2022 Japan Golf Market

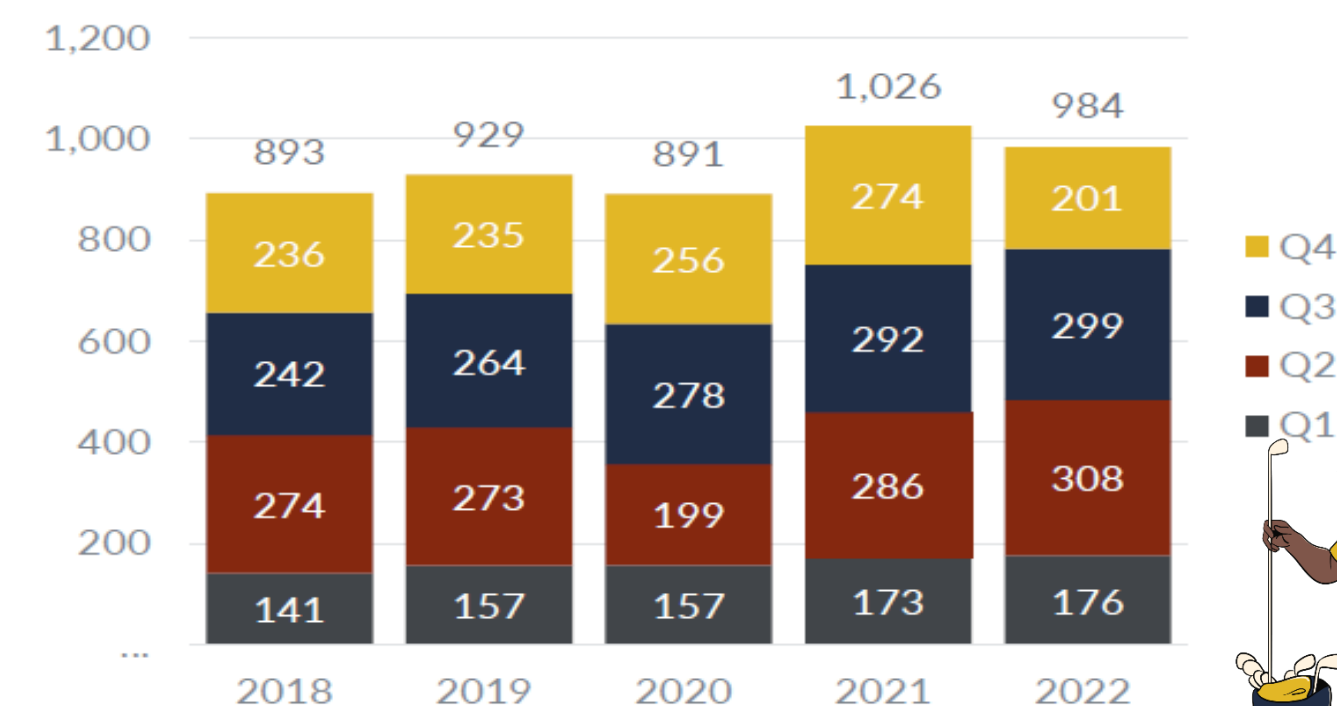


Besides U.S, Japan is the second largest golf market. Despite the pandemic, the total golf rounds play in Japan has not decreased but increased. In 2021 and 2022, the numbers of golfers exceeded 10 million continuously. There was a double-digit increase comparing to 9 million before pandemic.

Sales of golf equipment also showed continuing growth in the past two years. There was still 2.8% growth in 2022 comparing with 2021. The total sales in Japanese Yen were more than 200 billion. Sales of golf clubs were about 140 billion, and 120 billion before pandemic.

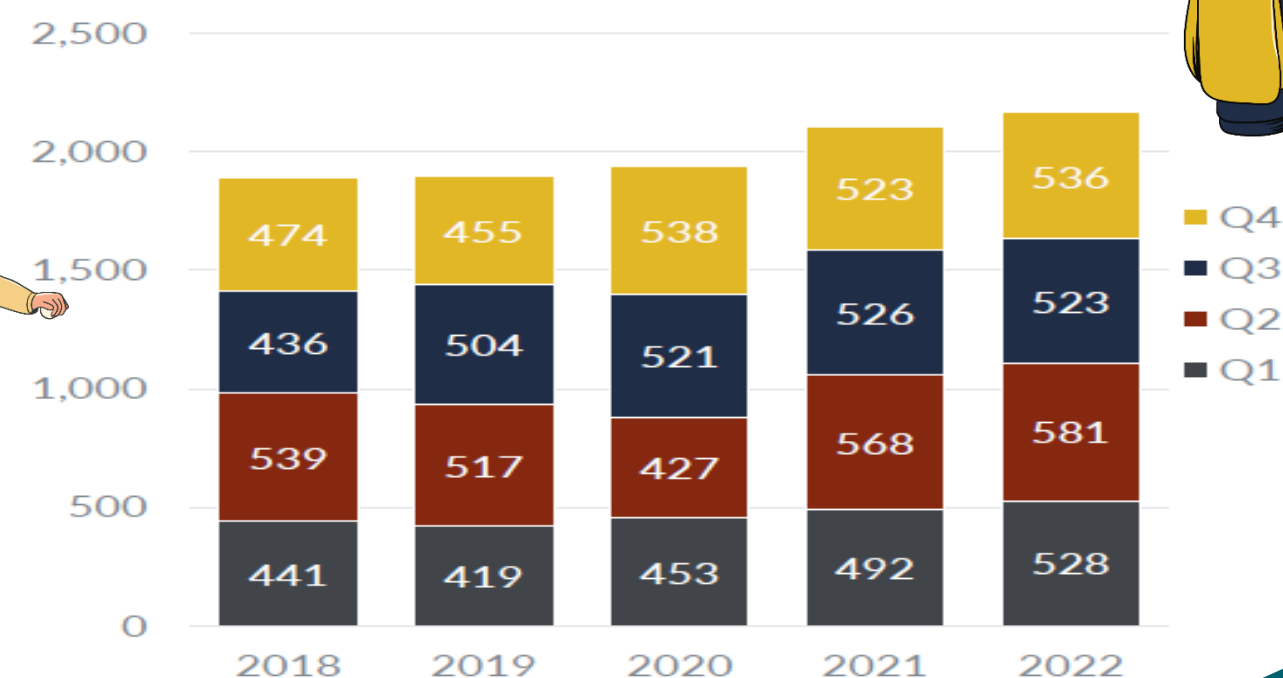
The selling prices of golf clubs in Japan remained stable at a higher point during pandemic. High-end products were selling better.

(万人/推計値)



2022年11月期データ迄

(100million/JPY)





# Industry Outlook and Layout (1)



## Prospect to Post-Pandemic Golf Industry

Golf consumers increased significantly in the past two years. The market shortage has eased. The problem of destocking came with high inventory level. Currently, U.S. golf market is affected by abnormal climates. The demand after beginning of spring is unpredictable. The trend of macroeconomic are changing. The Economy of U.S is not very clear with inflation and lifting interest rates. Consumption of golf sport and other entertainment remains to be seen. Off-course golf like TopGolf and indoor simulators makes this sport younger and more popular. It indirectly creates potential golf consumers in the future.

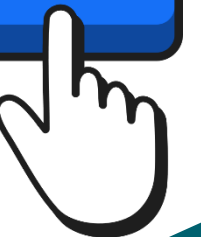
## Control of Supply Chain Risks

Considering geopolitical tensions between China and the West, customers of major brands expect suppliers to increase percentage of production in factories out of China. AIM Vietnam will complete the second factory in Q2 2023. We expect to start production in the second half of this year.

## Innovative Products to Drive Growth

To surprise the market by introducing new products with new material technology and process optimization.

**FUTURE**



# Industry Outlook and Layout (2)



## Developments in composites application in consumer electronics

With net zero carbon emissions targets announced by leading brands, composites materials are being developed for recyclability, low carbon footprint, energy efficient processing, and other sustainable attributes.

Composites materials are selected for its ability to provide solutions in consumer electronics, including weight reduction, thermal management, and wireless communications. Combination with plastics or metals may create further advantage in the future.

## R&D planning for composite materials

TS, Thermoset

- High impact resistance, toughness and fast curing (Sporting Goods)
- RTM (Resin Transfer Molding) process (automotive)

TP, Thermoplastic

- Environmental protection, carbon reduction, and favorable recycling and decomposition.
- High performance plastics

Decompose and recycle carbon fiber for reuse







## New opportunities – CFRP automotive wheels and accessory parts 20" automotive wheels

- Pass the TUV and SAE wheel certification with the latest hybrid design
- Small-scale production line ready for manufacturing
- Newly-developed products including aeroblades and other interior/exterior parts
- Become an automotive aftermarket supplier
- OEM projects under development

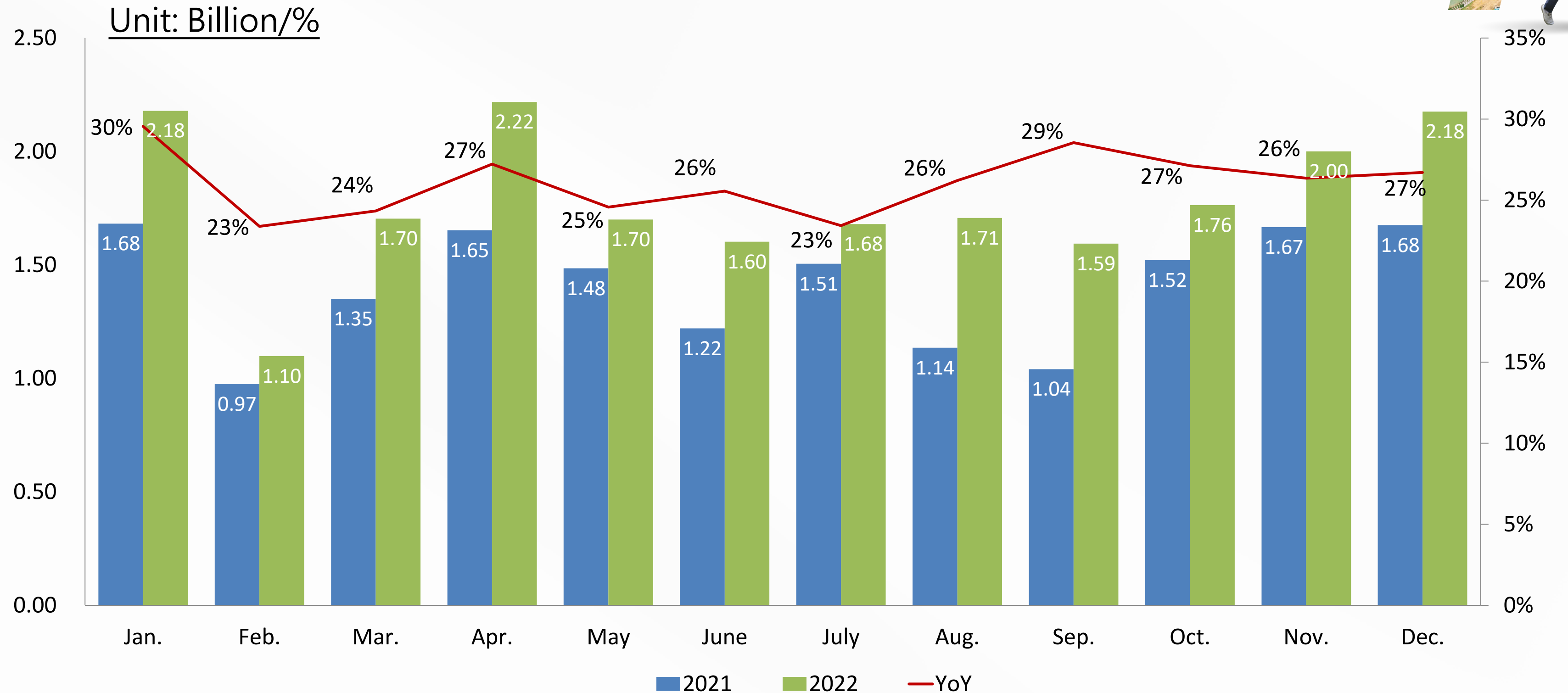


21" automotive wheels





## Monthly Consolidated Revenue of 2022

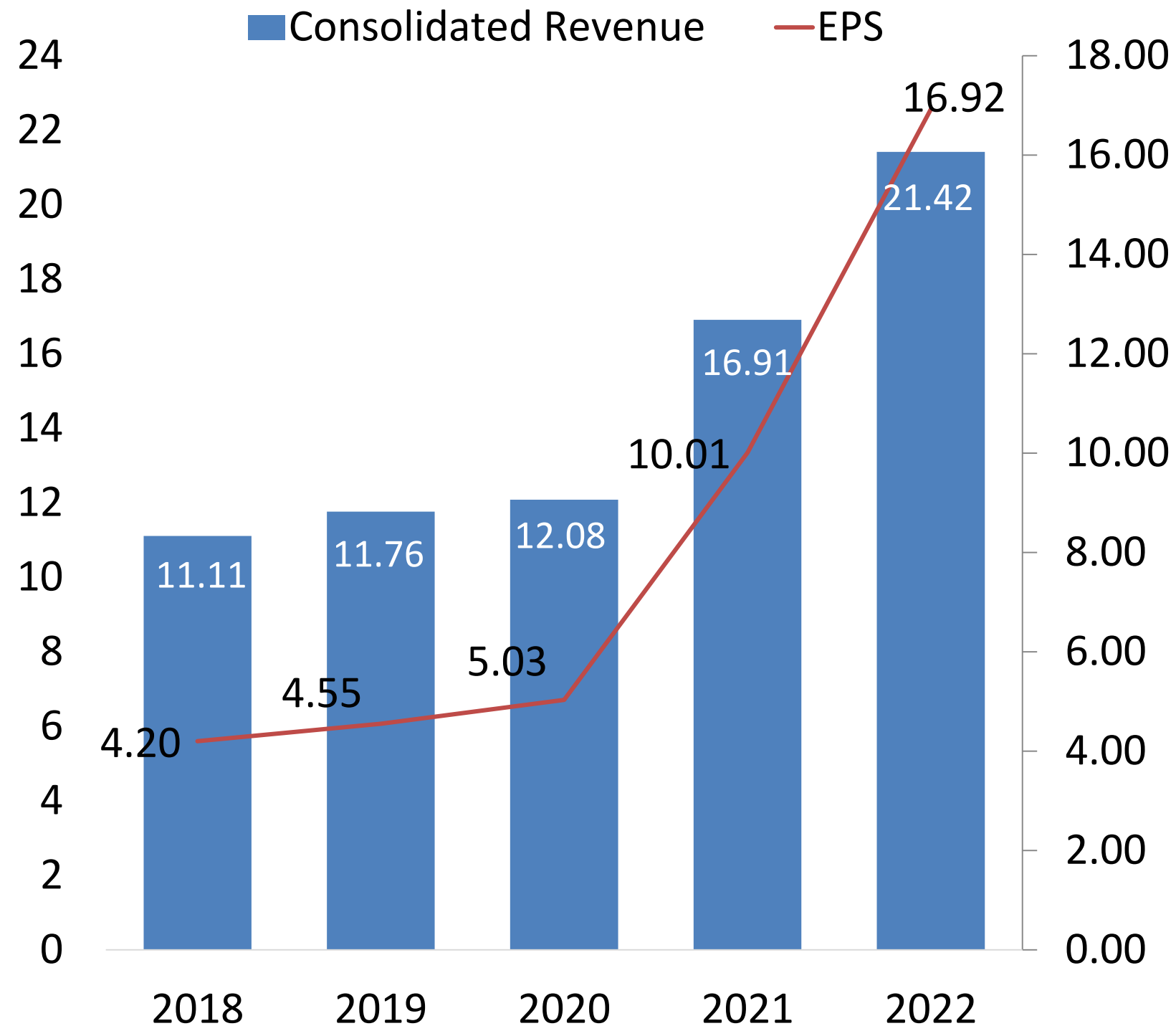






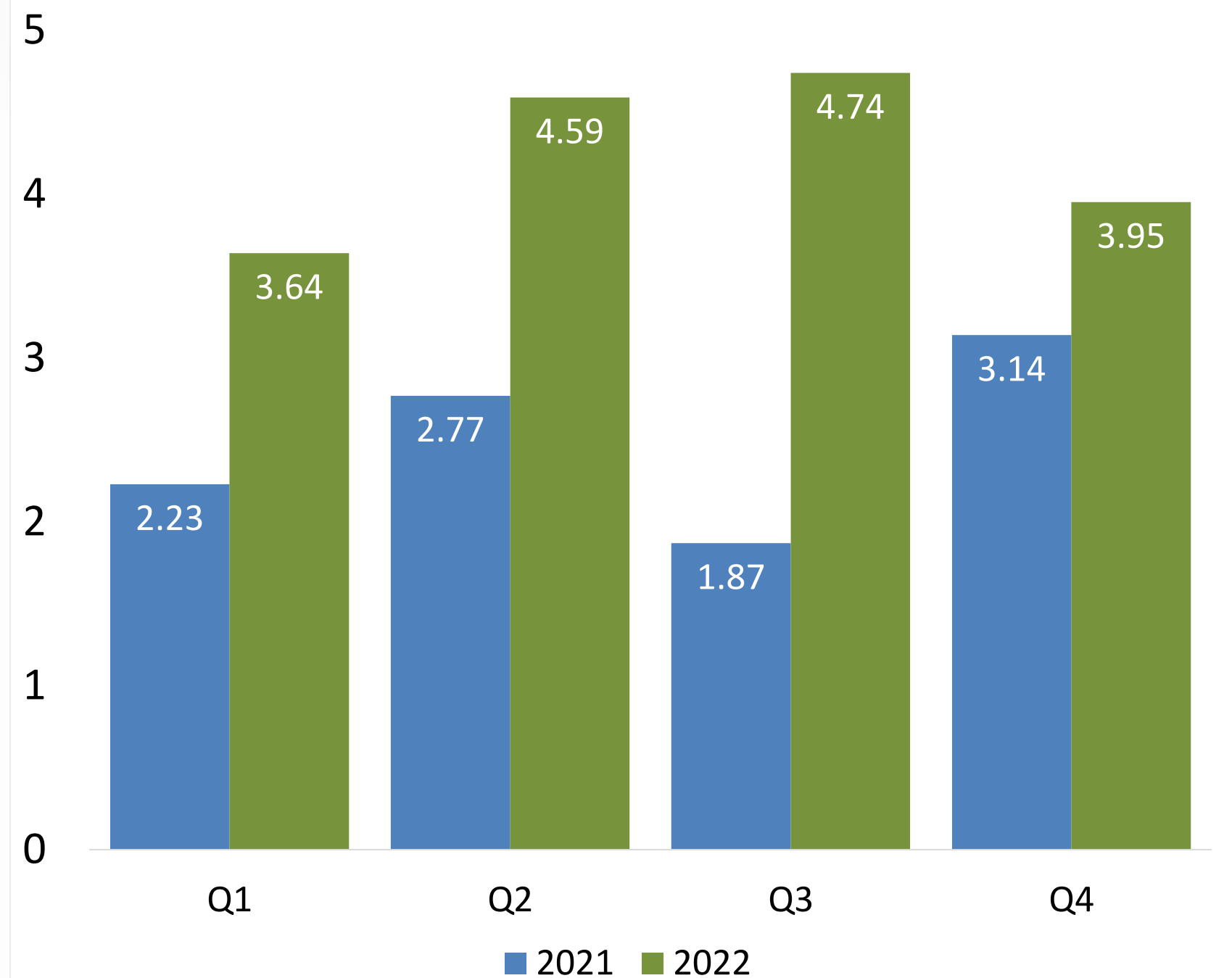
## Consolidated Revenue and EPS in 5 years

Unit: Billion/NT\$



Unit: NT\$

EPS



# Sustainable Development



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## Environment

- Sustainable development of composites: carbon fiber recycling and mass production
- Circular economy and improvements in energy efficiency: Electricity Saved 3.5%, Water Conservation 1.0%, Waste Reduction 2.0%
- Power-consuming and aging equipment replacement

## Social

- Adhere to government regulations and maintain customers certifications
- Zero occupational accident, friendly workplace
- Community involvement

## Governance

- In accordance with Corporate Governance 3.0 - Sustainable Development Roadmap
- Rank in the top 20% of the Corporate Governance Evaluation





# Long-term Community Involvement



Donate to Taiwan World  
Vision Children School Fee



Donate to Andrew Food  
Bank food boxes



Second-Hand Goods  
Donation



Sponsor ThreeBond TPGA



Sponsor Kaohsiung Spring  
Arts Festival



Sponsor in Cultivation of  
Youth Program



Fulfill Children's Christmas  
Wishes



Food Boxes Packaging  
Volunteers



Support Vegetative Person's  
Year-round Service





**明安國際企業股份有限公司**  
ADVANCED INTERNATIONAL MULTITECH CO., LTD.



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