

DingZing Advanced Materials Inc.

2023 Earning Call

November 17th, 2023

Dingzing

Science. Innovation. Collaboration.

Disclaimer

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Agenda

- **Company Profile & Business Overview**
- **Financial Results**
- **Business Outlook**

Company Profile & Business Overview

Company Profile

Year Established : **1981**

Corporate Headquarters : **No. 8-1, Beilin Road, Xiaogang District, Kaohsiung, Taiwan**

Chairman : **Hsun-Tai Lin**

President : **Keng-Hsien Lin**

No. of Employees : **610 employees**

Capital : **NT \$692 million**

Manufacturing Sites: **Kaohsiung, Approx. 41,682 SQ METER 、**

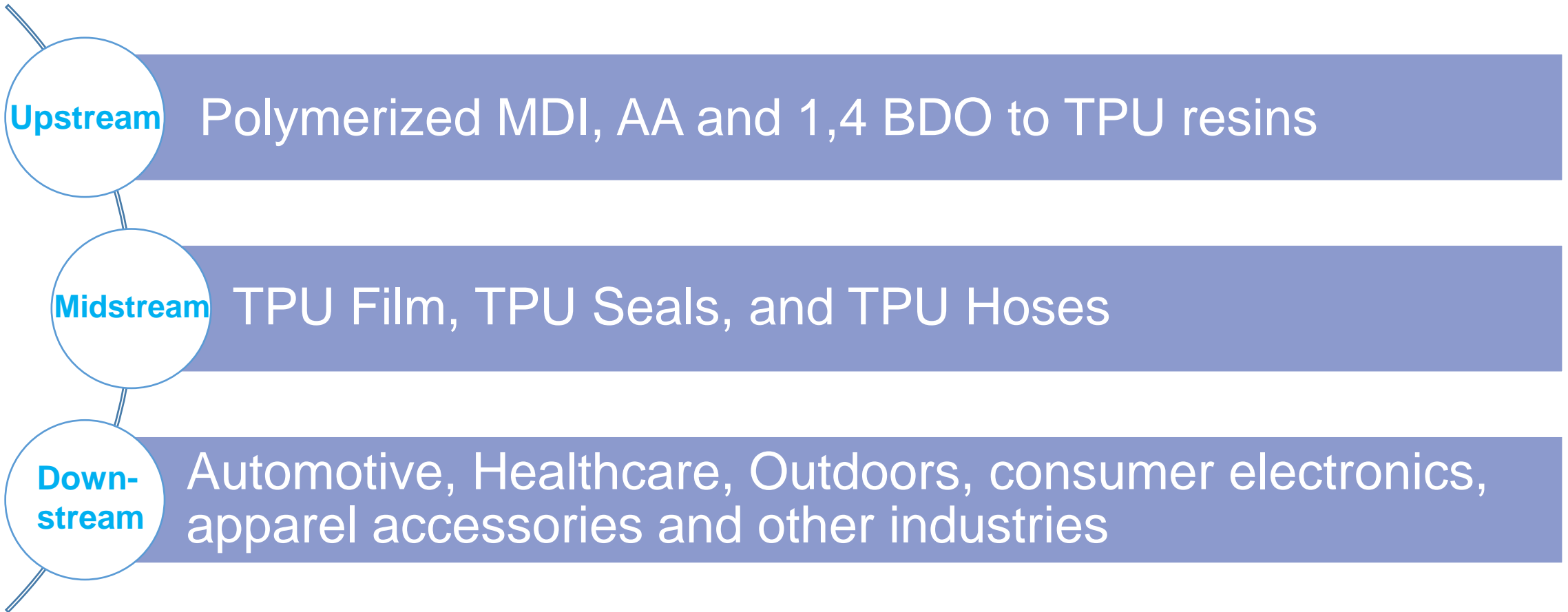
Pingtung, Aapprox. 30,538 SQ METER

Main Product Lines : **TPU Film(92%), TPU Seals(5%), and TPU Hoses(3%)**

Note : numbers shown as September 30, 2023

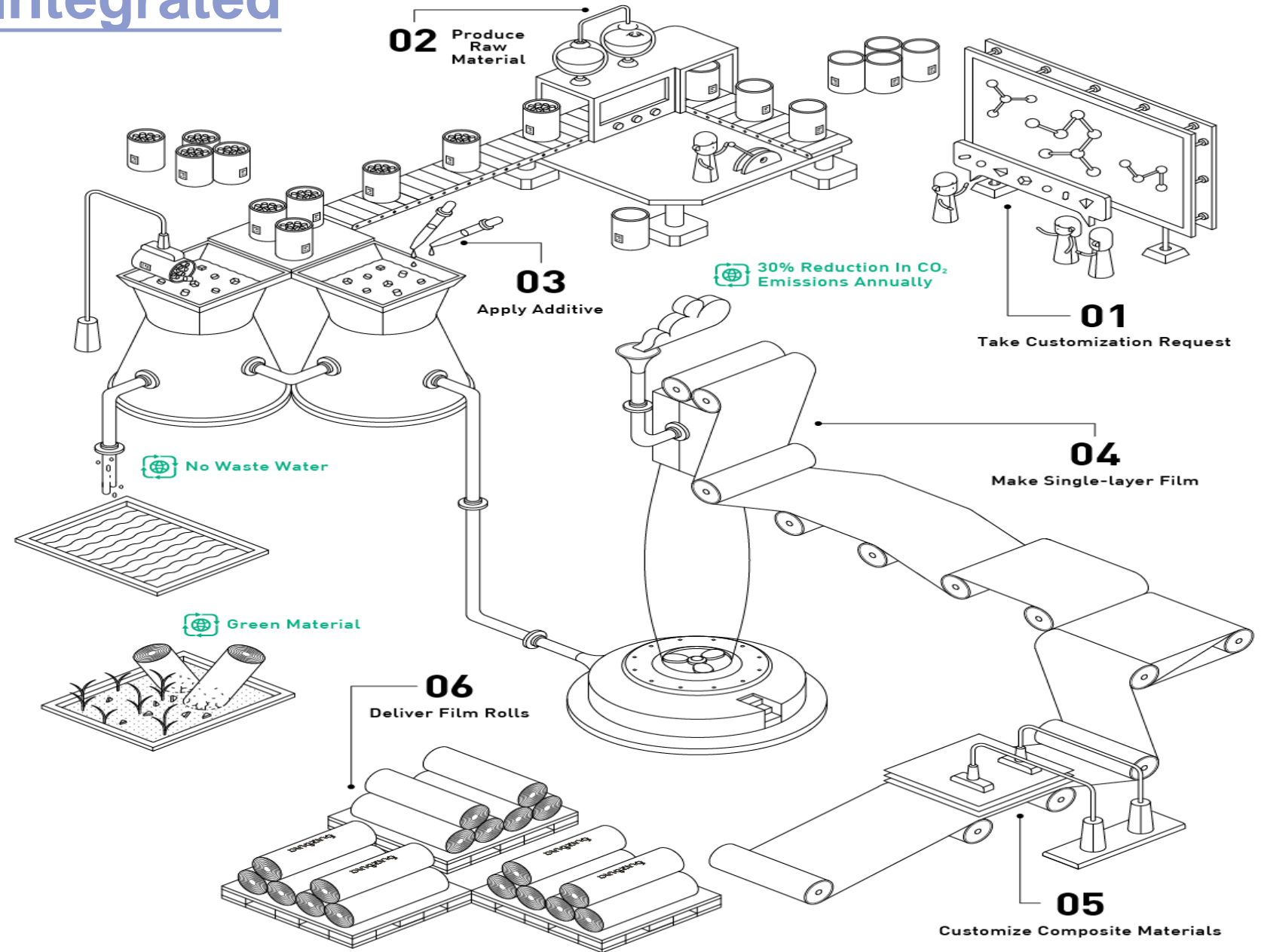


DingZing Positioning in the TPU Supply Chain



DingZing's key strength is its ability to produce everything 'under-one-roof.' From TPU resins to TPU films and to finish products, our solutions can always fulfill diversified customer demands.

A True Vertically Integrated Company



Our Brand Partners

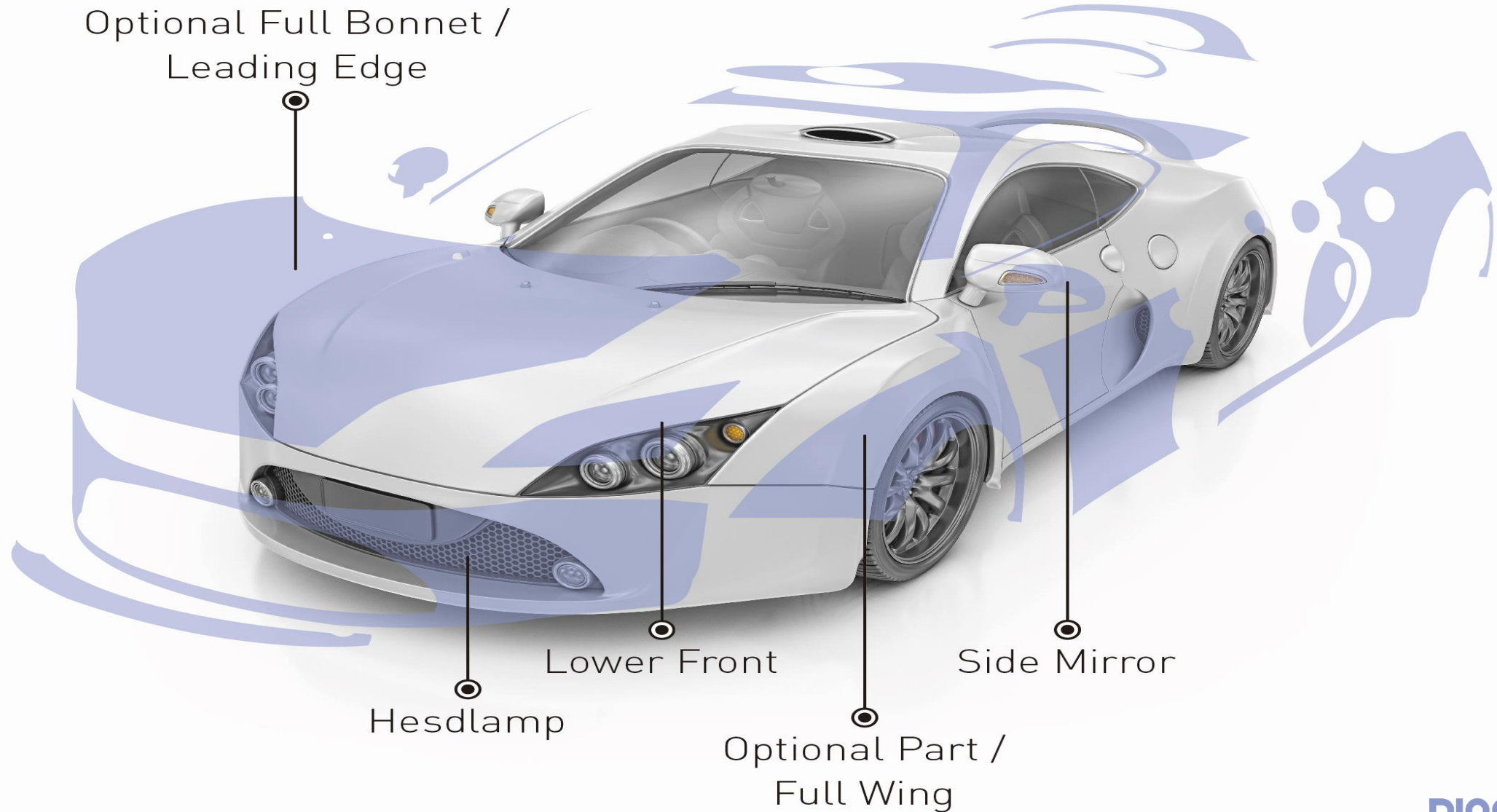


TPU Film Application: Paint Protective Film (PPF)

- Excellent protection with remarkable scratch and stain resistance
- Self-healing from scratches
- Durable and easy maintenance

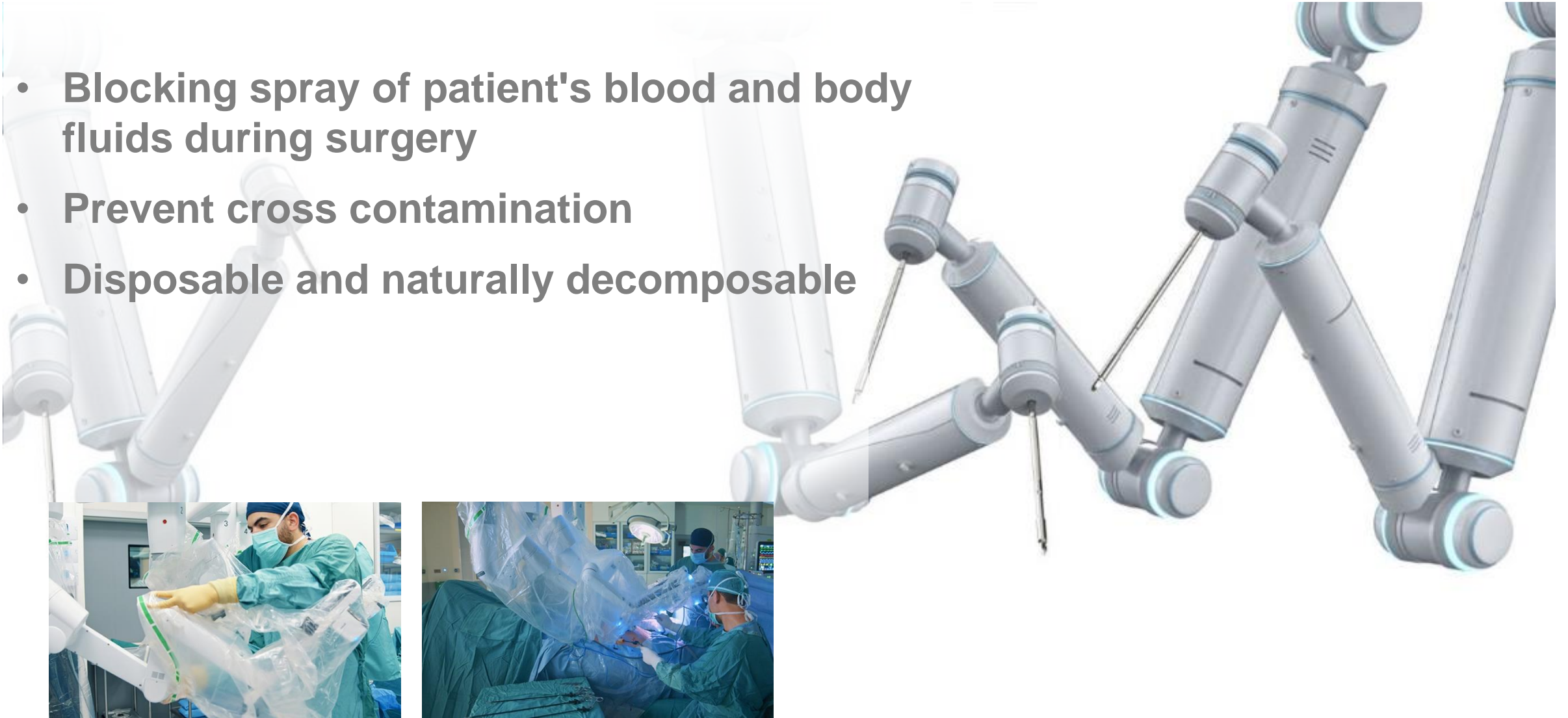


TPU Film Application: Paint Protective Film (PPF)



TPU Film Application: Surgical Robotic Arm Drapes

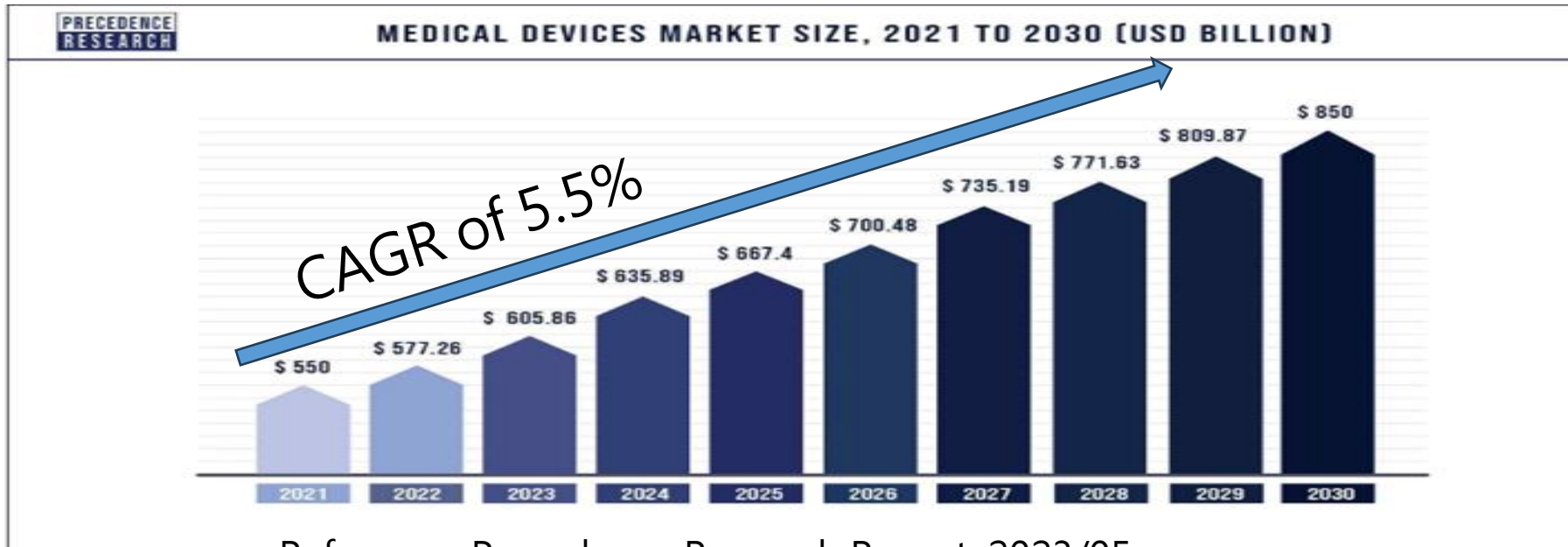
- Blocking spray of patient's blood and body fluids during surgery
- Prevent cross contamination
- Disposable and naturally decomposable



Global Demand Growth Forecast: PPF & Medical Applications

- According to Fortune business insights, global automotive paint protection film sales are expected to grow from US\$559.1 million in 2023 to US\$853.1 million in 2030, with an estimated compound annual growth rate of **6.2%**.
- According to a Precedence Research report, the global medical equipment market will reach US\$577.26 billion in 2022 and is expected to reach US\$850 billion in 2030. The compound annual growth rate is **5.5%**.

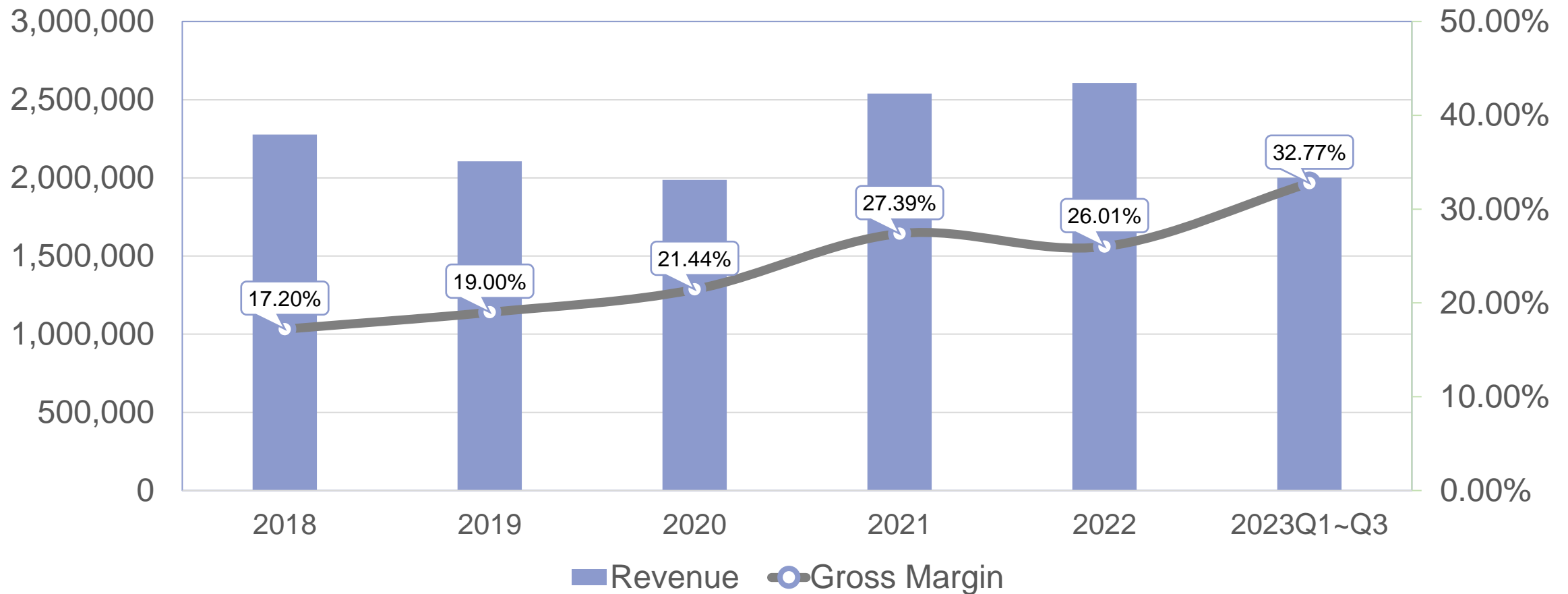
Global Medical Equipment Market Trend (2021~2030)



Reference: Precedence Research Report, 2023/05

Financial Results

Revenue and Gross Margin Compared



- Gave up pursuing for volume, sales strategy shifted to high-end and inimitable products and resulted in a record high profit margin in the first three quarters of 2023.

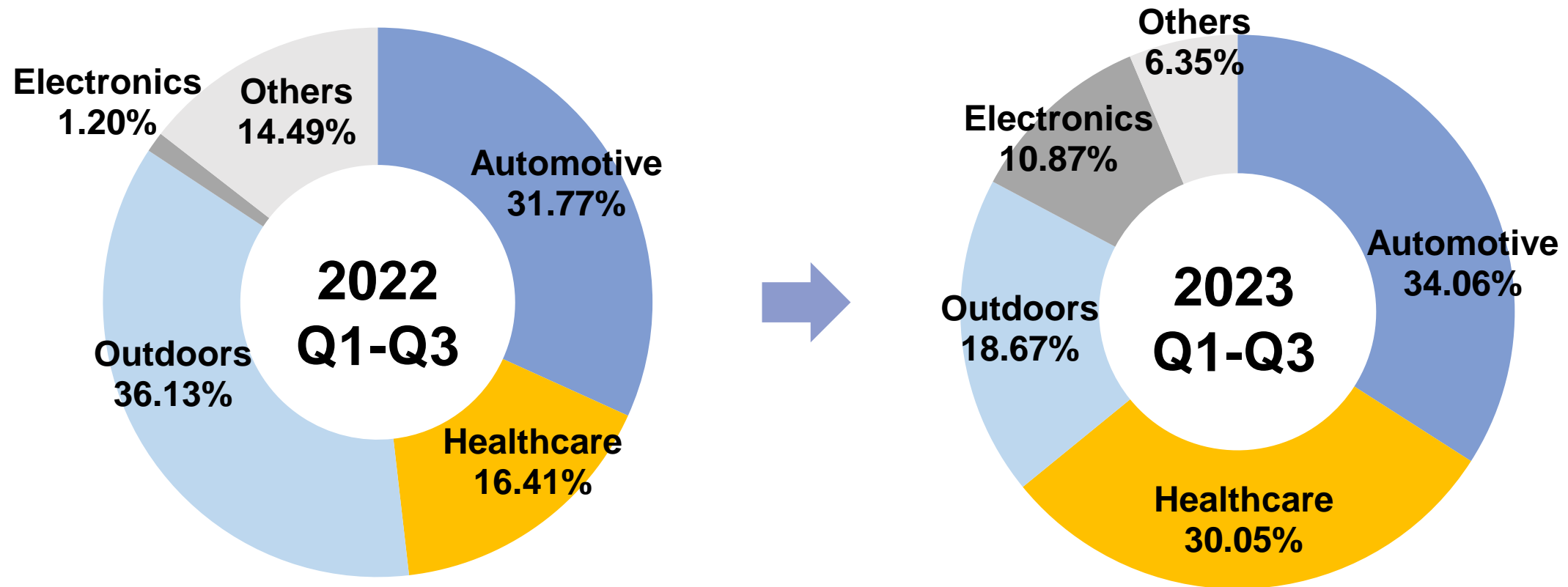
Financial Results

(in Thousand NT\$)

	2022 Q1~Q3	2023 Q1~Q3	YOY
Operating Revenue	1,997,828	2,001,150	0.17%
Gross profit	506,704	655,795	29.42%
Operating income	205,498	345,012	67.89%
Net Income	204,510	282,153	37.97%
EPS (NT\$)	3.12	4.07	
Gross Profit Margin	25.36%	32.77%	
Operating Income Margin	10.29%	17.24%	
Net Profit Margin	10.24%	14.10%	

- Compared to last year, gross profit margin, operating income margin and net profit margin all increased in the first three quarters of 2023.

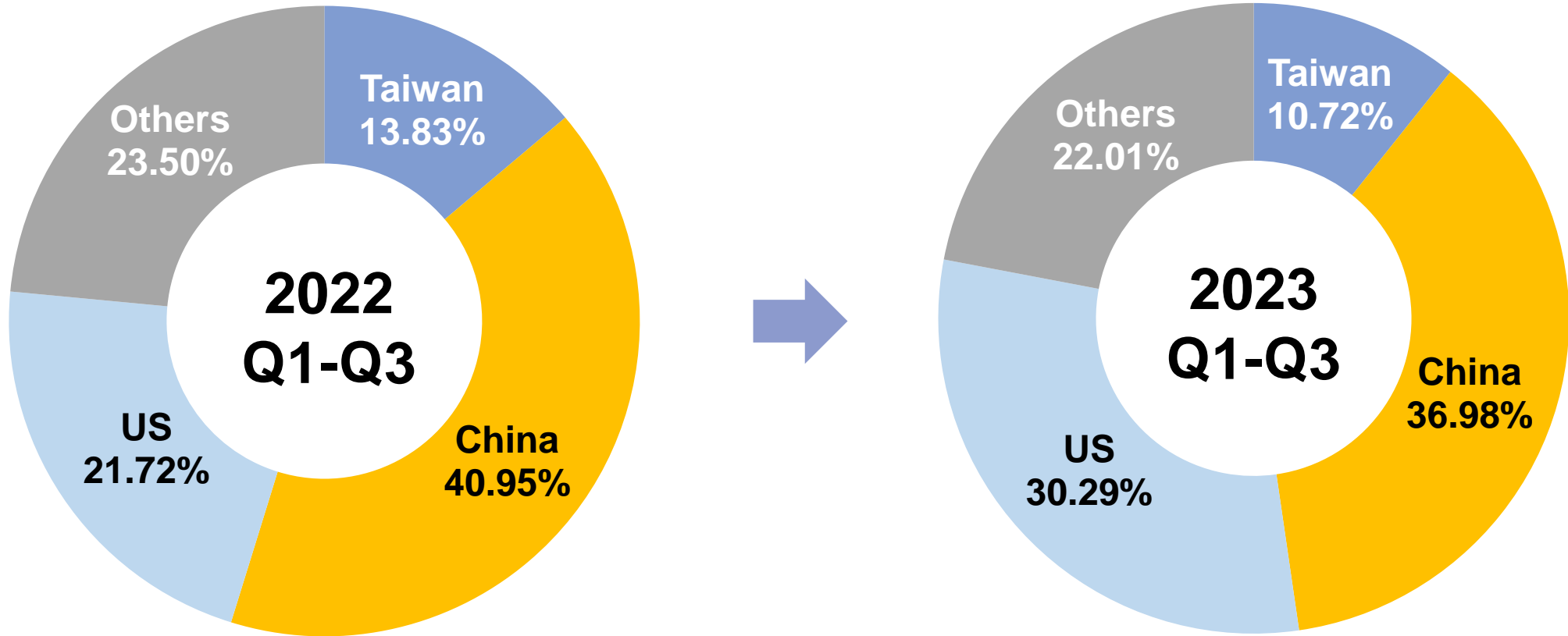
Revenue by Application



Product Portfolio Optimization:

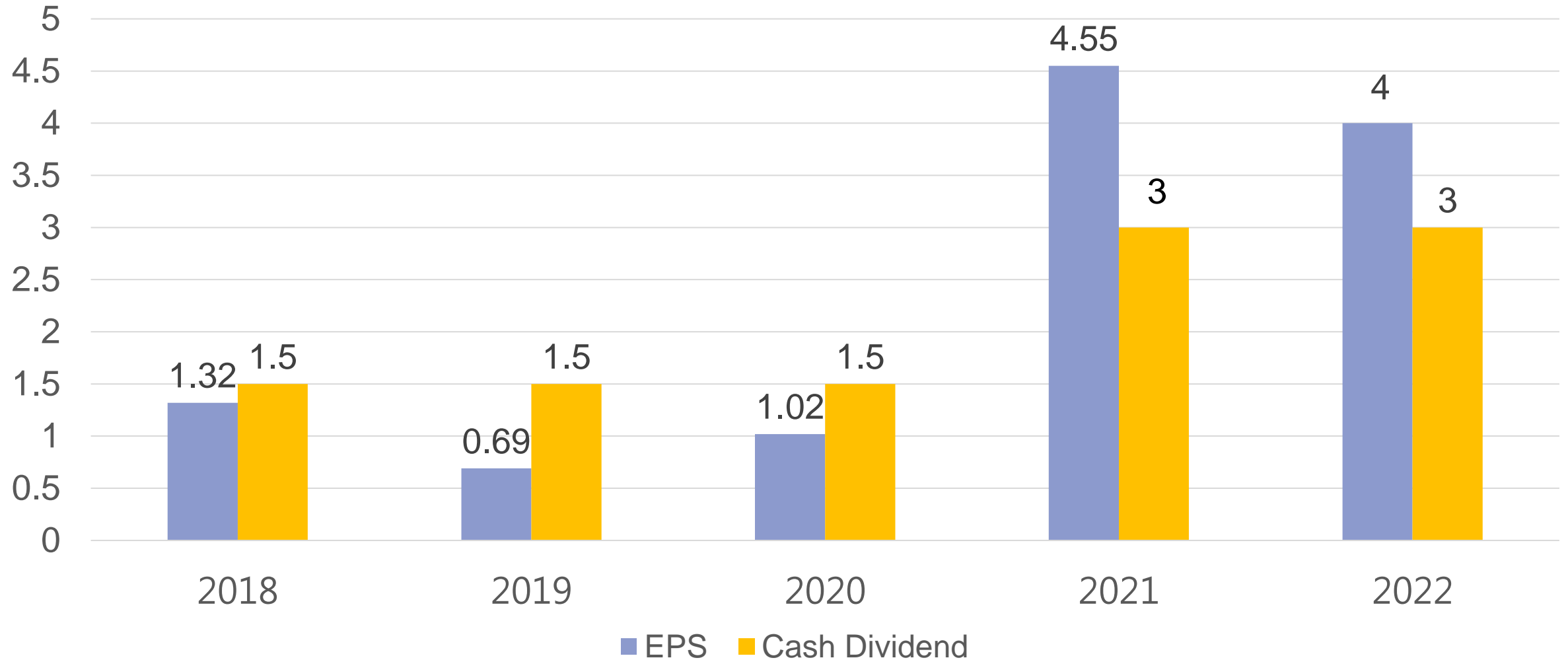
Compared to the same period of last year, the total proportion of automotive, medical and electronics application sales 2023 increased from 49.38% to 74.98% .

Revenue by Region



- Sales gradually shifted from the Chinese market to the US market strategically, and the US market growth increased 30% YoY.

Dividend Payouts in the Past Five Years



- Profits grow steadily and dividend payouts are stable

Business Outlook & Key Growth Drivers

Business Outlook – Key Growth Factors and Focused Areas



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Q&A



Thank You