

喬山健康科技(股)公司

JOHNSON HEALTH TECH



CONTENTS



- MILESTONE
- BRAND AND CHANNEL
- MARKET TREND
- GLOBAL REACH
- OPERATION RESULT

OUR HISTORY



1975-1979

Early Years
草創期

JHT was established in 1975 in Taichung, Taiwan. Cooperated with IVANKO to produce weightlifting equipment, and became the largest supplier in the world within 3 years

1980-1995

Fitness Manufacturing
製造轉型期

Grew OEM & ODM fitness business with leading industry partners like Ross, Universal, Tunturi, Schwinn, True, Omron and Mizuno.



1996-2020

Brand/Market Development
行銷轉型期

Developed core Competencies in international manufacturing, R&D, global branding, channel development and management

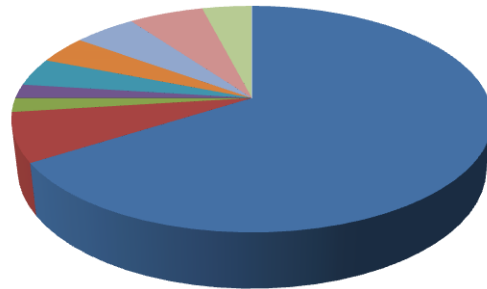


BRAND AND CHANNELS

BRAND POSITIONING & CHANNELS



Field	Commercial				Home		
	Health Clubs	Hospitality	Athletic Performance	Corporate	Specialty Store	Ecommerce	Mass Market
MATRIX	✓	✓	✓	✓	✓		
 VISION FITNESS				✓	✓		
 HORIZON FITNESS					✓	✓	✓



- Health Clubs
- Hotel
- Corporate
- YMCA
- Others
- Military
- Education
- RT/Rehab
- Hospital

MAJOR COMMERCIAL CHANNELS



Health Clubs



Hospitality



Athletics & Education



YMCA / JCC



Active Aging / Rehab



Corporate

COMMERCIAL // MATRIX



MATRIX

HOME PRODUCT // VISION



HOME PRODUCT // HORIZON

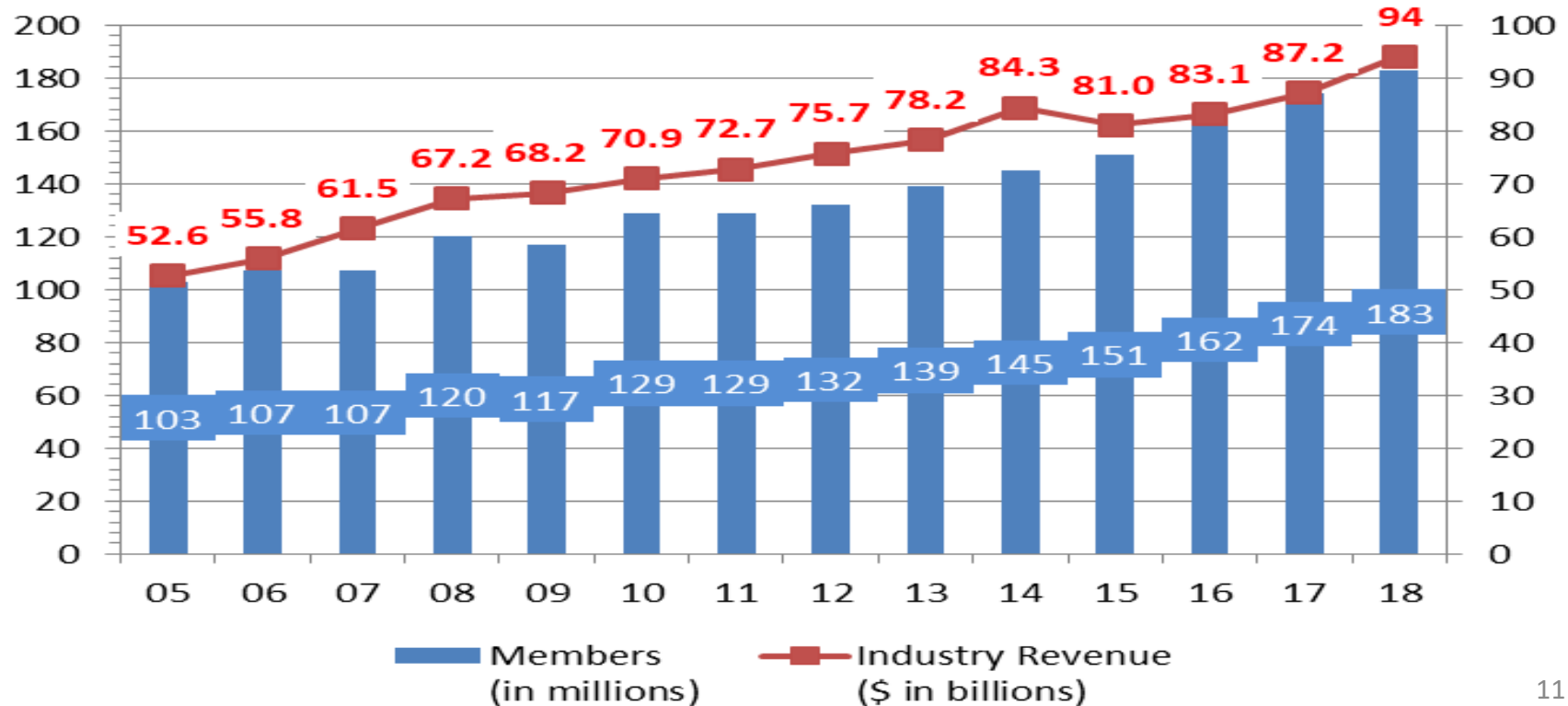


HORIZON
FITNESS



MARKET TREND

HEALTH CLUB MEMBERSHIP & REVENUE



Source : IHRSA Global Reports



GLOBAL REACH

Global Distribution Network



32 marketing companies and distributors in **60** countries delivering world-class product and service.

Global Product Development Team



R&D

The JHT R&D team operates cooperatively from **US, Taiwan** and **China** which over 300 R&D employees.

Advantage

This global focus ensures products meet the demands of the markets we serve.

Global Manufacturing



Shanghai – JIS2

Produces a wide variety of fitness equipment



Shanghai –JIS 1

Houses our key component facilities



Taiwan Factory

Our Taiwan manufacturing facility produces Matrix cardio pieces



North America

Magnum and varsity series strength



Vietnam (NEW)

Small production at end of 2019.

A world map composed of small red dots on a red background, centered behind the text.

OPERATION RESULT

Profit & Loss – Q1 2020



Units in TWD M	2020 Q1	%	2019 Q1	%	± %
Sales	5,535		5,337		4%
Gross Margin	2,608	47.1%	2,642	49.5%	-2.4%
Operation Exp.	2,814	50.8%	2,610	48.9%	+2%
Operation profit	(206)	-3.7%	32	0.6%	-4.3%
Non-OP exp.	(77)		33		
Profit before tax	(283)	-5.1%	65	1.2%	
Profit after tax	(234)	-4.2%	26	0%	-4.2%
EPS	(0.83)		0.09		(0.92)

A world map composed of small red dots on a red background. The dots are arranged to form the outlines of the continents, with a higher density of dots in some areas, creating a halftone effect. The map is centered on the Atlantic Ocean.

THANK YOU!