JOHNSON

喬山健康科技(股)公司

Johnson Health Tech

Content

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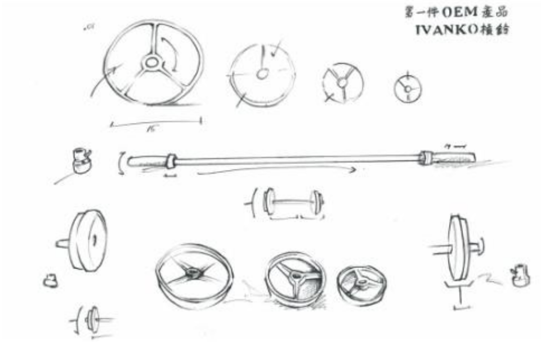
Johnson Group

OUR HISTORY

1975-1979

Early Years

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



1980-1995

Fitness Manufacturing

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

1996-2024

Brand / Market Development

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

2020

FUJIIRYōKI

Acquisition of Japan's leading massage chair brand company Fujiiryoki

2024

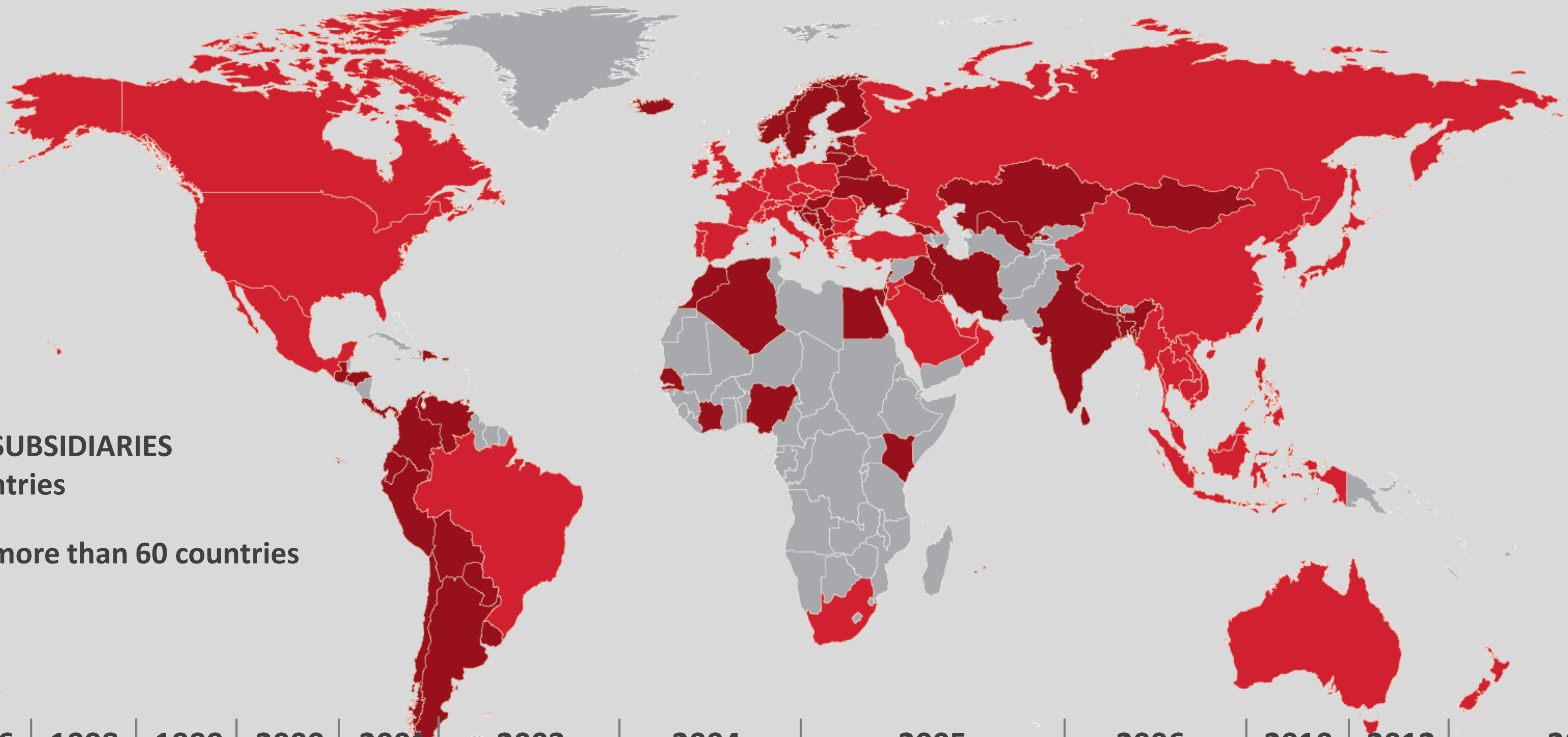
BowFlex

Merged into the third-largest global Home Use brand BowFlex

SCHWINN FITNESS

Jrny

40 SBUs Around the World



- WHOLLY OWNED SUBSIDIARIES
  40 SBUs in 34 countries
- DISTRIBUTORS in more than 60 countries

1975	1996	1998	1999	2000	2001	2003	2004	2005	2006	2010	2012	2013

2014	2015	2016	2018	2020	2021	2022

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Retail Stores around the world
Total 337 Stores

America (106)

USA - 105
Brazil - 1

Europe (8)

Italy - 2
Greece- 2
Germany – 4

Asia (223)

Taiwan -	74	Malaysia -	10
China -	74	Vietnam -	4
Thailand -	58	Pilippines -	3

Global Manufacturing

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2

Brand and Channel

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Fitness Brands

Commercial

MATRIX

Vertical Market

VISION FITNESS

Sporting Goods and Mass Market

HORIZON FITNESS

BowFlex

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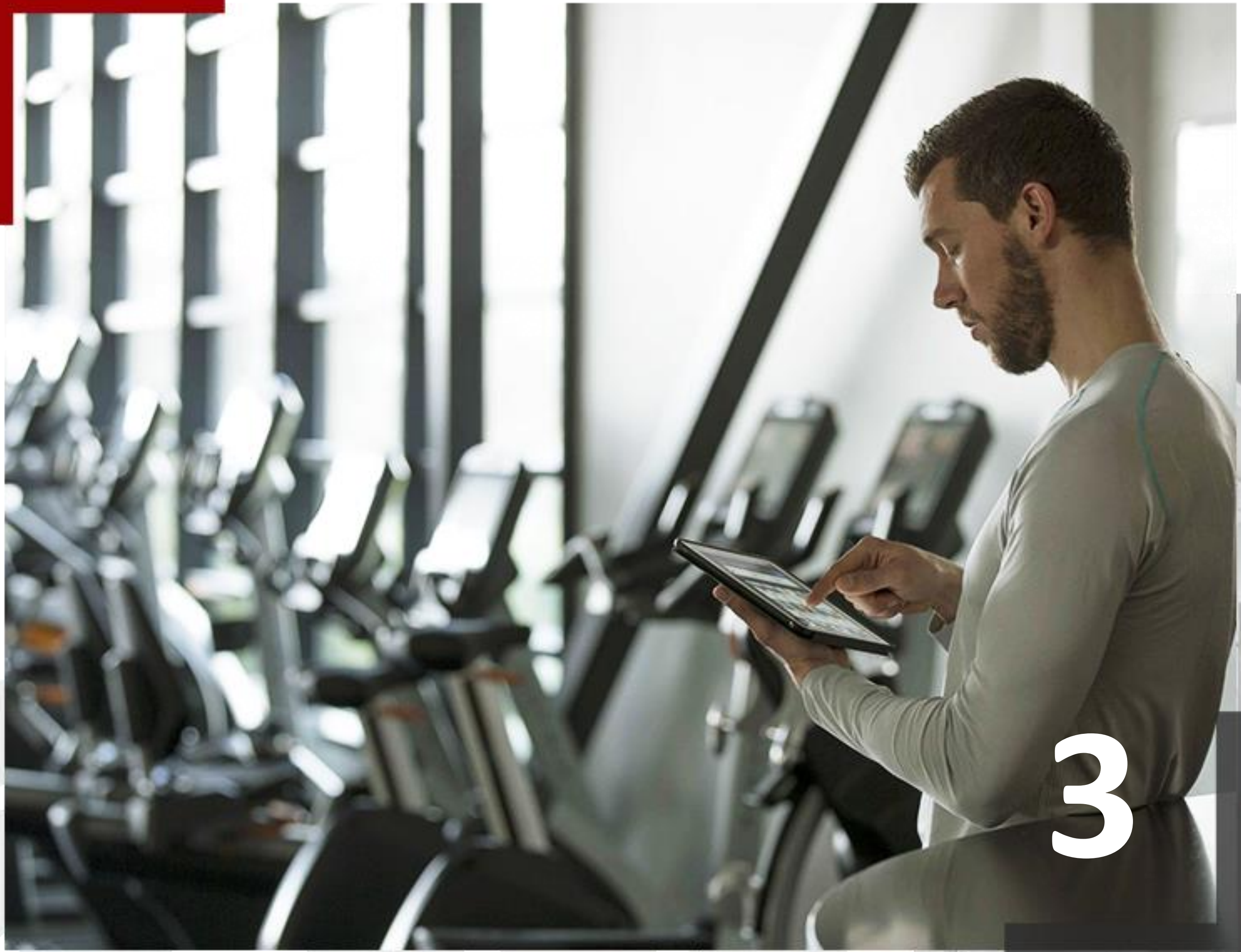
Massage Chair Brand

FUJIIRYŌKI

SYNCA



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MARKET OVERVIEW

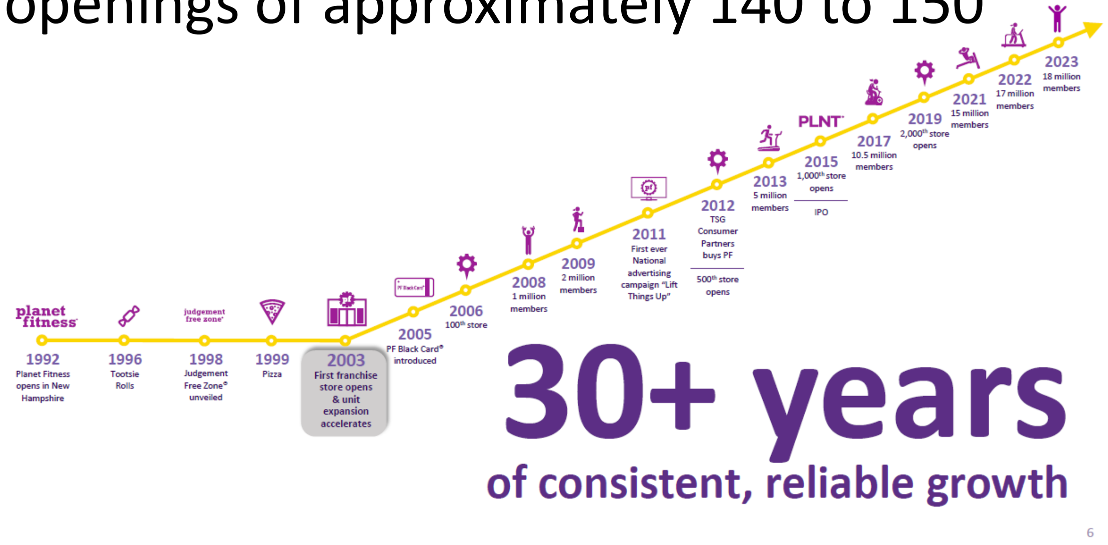
Planet Fitness

1) The number of members and stores continues to grow :

	2024Q3	2023	2022	2021	2020
Members	19.6M	18.7M	17M	15.2M	13.5M
Clubs	2,637	2,575	2,410	2,254	2,124

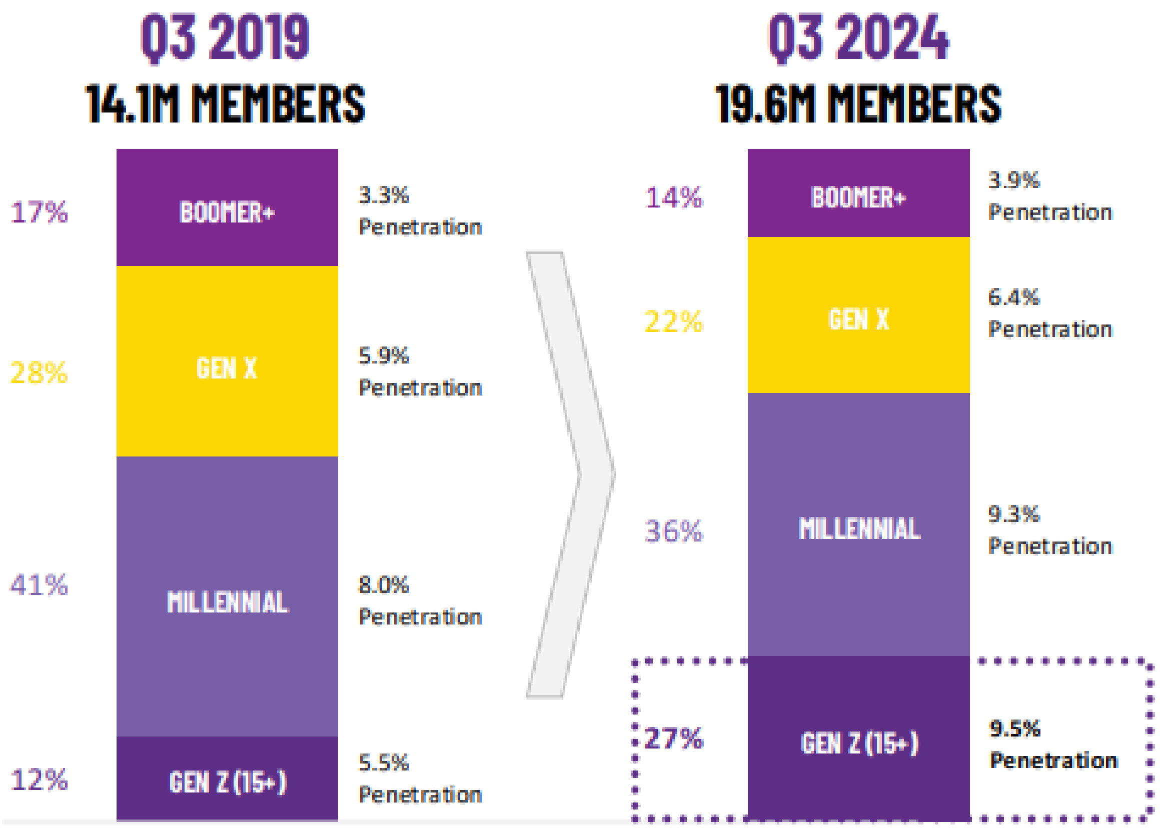
2) 2024 Outlook:

- New equipment placements of approximately 120 to 130 in franchisee-owned locations
- System-wide new club openings of approximately 140 to 150 locations



Differentiated Fitness Concept with Broad Demographic Appeal

Proven success of increasing penetration of millennials; maturing Generation Z is great opportunity to grow our member base



GENERATIONAL MIX

>50% of members are male

26% of members have incomes under $50K

35% of members have incomes over $100K

49% of members are under age 35

20% of members are over age 55

The largest fitness chain in Europe

KPIs

	9M 2024	9M 2023	change
Revenue (€ millions)*	892	765	17%
Clubs	1,570	1,376	14%
Memberships (millions)	4.20	3.71	13%
Avg. revenue per membership (€)*	23.86	23.28	3%

CLUB NETWORK & MEMBERSHIP DEVELOPMENT

Geographic club split

	Sep 2024	Dec 2023	Sep 2023
Netherlands	242	237	238
Belgium	229	223	222
Luxembourg	10	10	10
France	852	781	763
Spain	209	139	135
Germany	28	12	8
Total	1,570	1,402	1,376

Launch of franchise platform in 2025

After having announced our plans to explore a franchise model during the capital markets day in November 2023, we see great opportunities and are now ready to take the next steps and start our own franchise business. Basic-Fit expects to launch a franchise platform during 2025 in which it can leverage its scale advantages, technologies and knowledge. The franchise business will require limited capex and opens up possibilities to expand to new countries. We are currently in discussion with strong potential franchisee partners with ample franchise experience in their respective countries. We expect that the first franchise clubs will be opened in the course of 2025, at which time we will communicate more details.

The largest fitness chain in South America

GRUPO smart fit

HIGHLIGHTS OF THE PERIOD 2024Q3

- **Record of 285 clubs added in the last 12 months, an acceleration in the pace of expansion. New guidance of 280-300 net openings in 2024, a 35%[2] increase in the number of clubs added compared to 2023**

  Solid growth of 22% in the clubs' network vs. 3Q23, with the addition of 62 units in 3Q24, totaling 1,591 clubs in 15 countries across Latin America.

- **Member base reached the impressive milestone of 5.2 million in 3Q24, being 4.8 million in clubs, a growth of 18% vs. 3Q23 and 4% vs. 2Q24**

  The addition of 686 thousand members in clubs in the first nine months of 2024, reflects the expansion of the club network and the successful efforts to attract and retain members.

- **Significant growth of 31% in net revenue vs. 3Q23, surpassing R$1.4 billion in 3Q24 (+5% vs. 2Q24)**

  Strong performance reflects a 19% expansion in the average member base in own clubs and an 11% increase in the average ticket in the period.

- **Cash gross margin of 49.7% in 3Q24, combining record expansion of the club network with solid profitability**

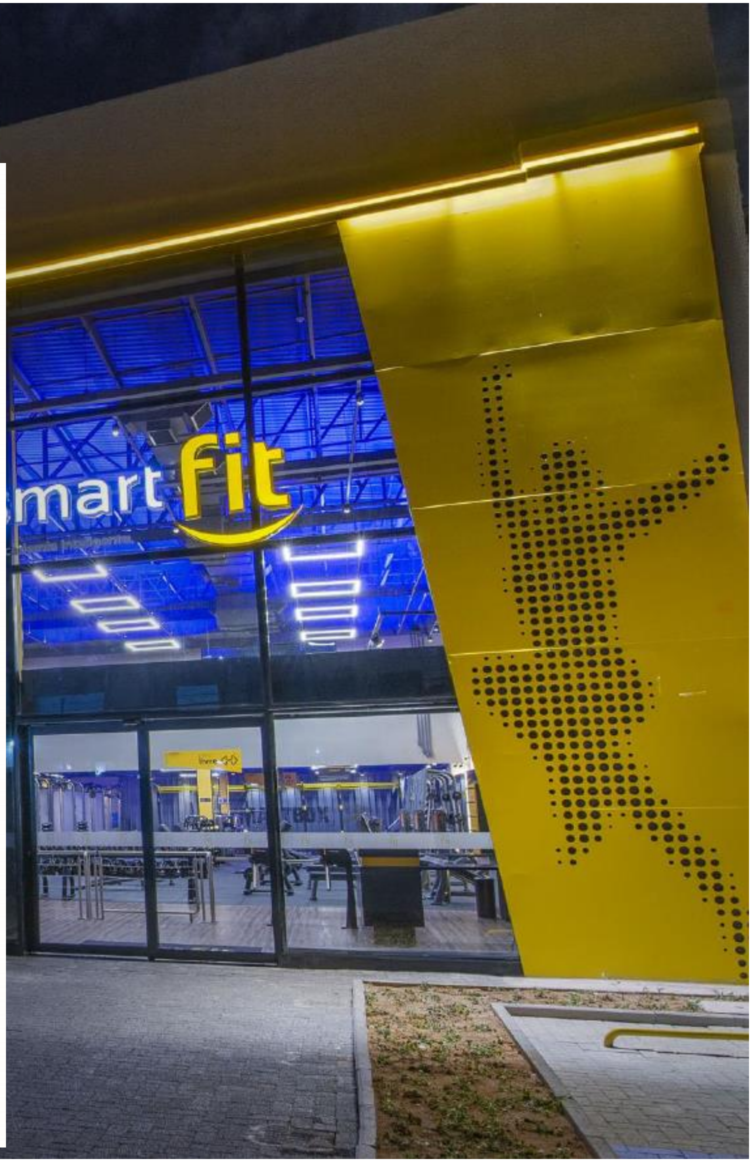
  The seventh straight quarter of stable cash gross margin of mature clubs[3] at 52% and maturation of units opened in recent years are consistent with historical levels.

- **Record EBITDA of R$442 million in 3Q24, strong growth of 35% vs. 3Q23, with operating cash flow of R$379 million, representing a conversion of 86%**

  Increase of 1.1 p.p. in the EBITDA margin vs. 3Q23, totaling 31.1% in 3Q24. Record EBITDA of R$1.6 billion over the last 12 months, with a high conversion rate to operating cash of 96%.

- **Recurring net income[4] of R$124 million, +22% vs. 3Q23**

  Recurring net margin of 8.7% in 3Q24, (0.6) p.p. vs. 3Q23.



smart fit

MARKET SOLID GROWTH POTENTIAL

Updated external study for Brazil reinforces growth opportunity

smart fit

CASE STUDY: *WHITE SPACE* BRAZIL

Cities with Smart Fit operations

Micro areas with Smart Fit	Micro areas without Smart Fit
+129 Clubs	**+458** Clubs
19%	**66%**

Cities without Smart Fit operations

+107 Clubs

15%

+694 Clubs

% White Space

CONTEXT/GOAL

Study with external consultancy to estimate white space in Brazil, contributing to the execution of the expansion

METHODOLOGY

Regression model, combining external and internal variables

LATIN AMERICA

HIGH GROWTH POTENTIAL

Countries with Smart Fit operations

4 Outlook

Quarterly Profit & Loss

(NT$ mn)	2024Q3		2024Q2		2024Q1		2023Q1		2023Q2		2023Q3		2023Q4	
	amt	%	amt	%	amt	%	amt	%	amt	%	amt	%	amt	%
Net Sale	120.8	100.0	103.1	100.0	80.3	100.0	70.4	100.0	86.4	100.0	96.8	100.0	127.2	100.0
Cost of Goods Sold	58.5	48.5	50.7	49.2	40.1	49.9	37.7	53.5	45.5	52.6	49.6	51.2	63.8	50.1
Gross Margin	62.2	51.5	52.4	50.8	40.2	50.1	32.7	46.5	40.9	47.4	47.2	48.8	63.4	49.9
	62.2	51.5	40.2	50.1	40.2	50.1	32.7	46.5	40.9	47.4	47.2	48.8	63.4	49.9
Selling Expenses	26.9	22.2	25.6	24.9	18.5	23.1	15.9	22.6	18.0	20.9	21.7	22.4	28.1	22.1
Admin Expenses	22.9	18.9	20.0	19.4	22.1	27.5	19.9	28.3	19.2	22.2	18.2	18.8	19.0	15.0
R&D Expenses	2.9	2.4	2.5	2.5	2.9	3.6	2.4	3.4	2.7	3.1	2.4	2.4	3.2	2.5
Expected credit loss	0.0	-	0.1	0.1	0.0	0.0	0.4	0.6	0.2	0.2	0.4	0.4	0.4	0.3
Operating Expenses	52.6	43.5	48.3	46.9	43.5	54.2	38.6	54.9	40.0	46.3	42.6	44.0	50.8	39.9
Operating Income	9.7	8.0	4.1	4.0	- 3.3	- 4.1	- 5.9	- 8.4	0.9	1.0	4.6	4.8	12.6	9.9
Net non-operating Income	- 2.2	- 1.8	0.6	0.6	2.8	3.5	- 1.3	- 1.8	4.0	4.6	1.0	1.0	- 2.6	- 2.0
Profit(Loss) before Tax	7.5	6.2	4.7	4.6	- 0.5	- 0.6	- 7.2	- 10.2	4.8	5.6	5.6	5.8	10.1	7.9
Income Tax	2.7	2.3	1.8	1.7	0.9	1.1	- 0.7	- 1.0	1.5	1.7	1.9	2.0	3.5	2.8
Net income after tax	4.8	3.9	2.9	2.8	- 1.4	- 1.7	- 6.5	- 9.2	3.3	3.9	3.7	3.8	6.5	5.1
EPS (NT$)		1.6		1.0		- 0.5		- 2.1		1.1		1.2		2.2

Expand the commercial market with new products/new channels

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ONXY SERIES

VISION SERIES

OUTLOOK

Revenue Growth Stabilized

- Commercial new products injecting Full-Channel development
- Implementation of multi-brand strategy for Home use products, enhancing brand influence

Gross Profit and Operating Profit Increase

- Optimization of product manufacturing base allocation, increased capacity utilization rate of each manufacturing plant, reduced production costs
- Expansion of procurement scale, enhanced negotiation capability increase in the proportion of high-gross margin models


Q&A