

PAN INTERNATIONAL INDUSTRIAL CORP.

2022/12/19

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Q3 Financial Results

2022 Q3 Consolidated Statement of Income Summary



Pan-International

(NTD K)	Q3 22	Q2 22	QoQ	Q3 21	YoY
Revenue	6,483,846	6,211,599	4.38%	6,902,497	-6.07%
Gross profit	860,311	669,641	28.47%	739,334	16.36%
Gross profit rate	13.27%	10.78%	2.49%	10.71%	2.56%
Operating expenses	(377,034)	(331,994)	13.57%	(340,902)	10.60%
Operating profit	483,277	337,647	43.13%	398,432	21.29%
Operating profit rate	7.45%	5.44%	2.02%	5.77%	1.68%
Non-operating revenue & expen	201,717	79,977	152.22%	77,650	159.78%
Net profit before tax	684,994	417,624	64.02%	476,082	43.88%
Net profit after tax	554,511	294,778	88.11%	337,083	64.50%
Net profit rate	8.55%	4.75%	3.81%	4.88%	3.67%
EPS	0.95	0.51		0.56	
ROE	3.87%	2.15%		2.50%	

2022 Q3 Consolidated Balance Sheet Summary



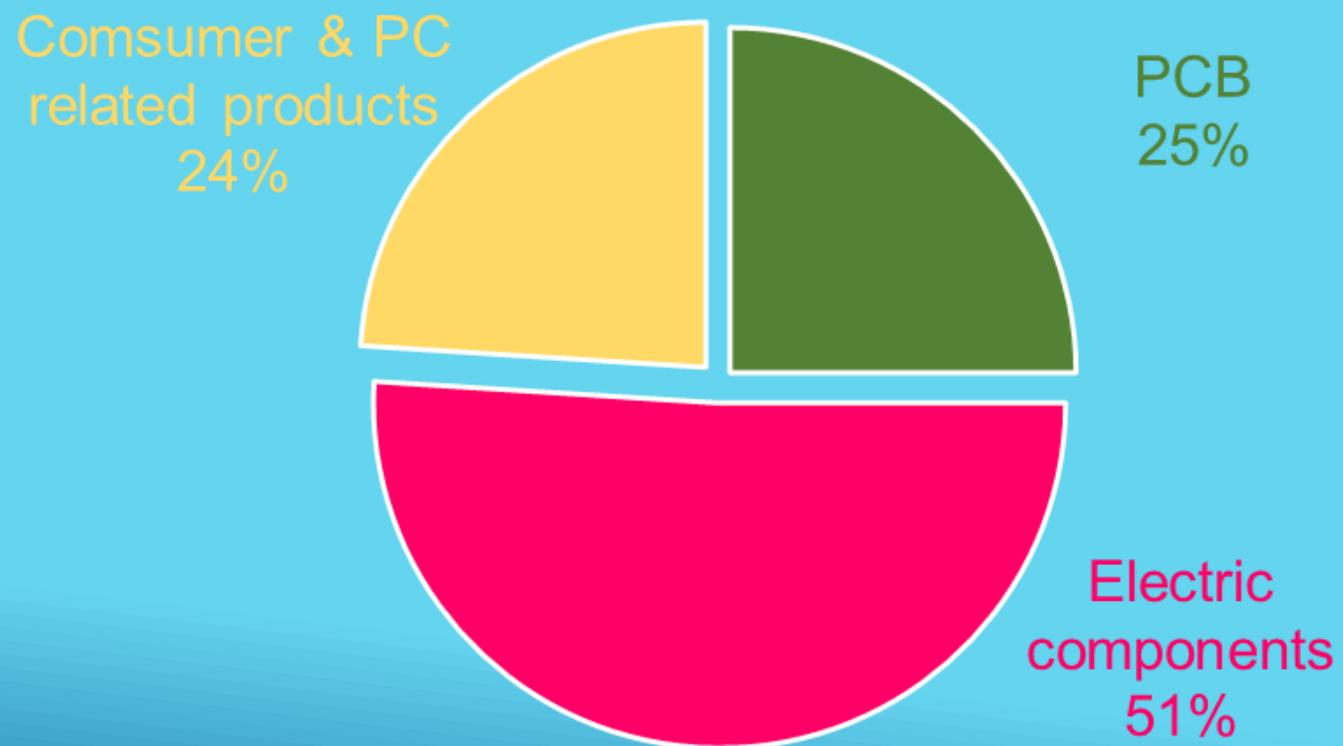
(NTD K)	Q3 22		2021		Q3 21	
	Amount	%	Amount	%	Amount	%
Cash and equivalents	7,035,532	28%	6,241,785	26%	6,830,001	30%
Accounts receivable	7,003,742	28%	6,240,204	26%	6,321,493	28%
Inventory	4,263,585	17%	5,029,126	21%	3,618,168	16%
Property, plant and equipment	2,523,173	10%	2,152,912	9%	1,894,727	8%
Total Assets	24,714,352	100%	24,322,424	100%	22,976,567	100%
Current liabilities	9,912,612	40%	9,832,739	40%	9,105,919	40%
Non-current liabilities	475,268	2%	395,770	2%	402,585	2%
Total liabilities	10,387,880	42%	10,228,509	42%	9,508,504	41%
Total equity	14,326,472	58%	14,093,915	58%	13,468,063	59%

A/R Turnover Days	97	87	94
Inventory Turnover Days	77	61	52
A/P Turnover Days	96	88	86

2022 Q3 Cash Flow Summary

(NTD K)	Q3 22	Q3 21
Cash at beginning	6,241,785	7,544,242
Operating cash flow	623,899	(119,327)
Capital expenditure	(650,952)	(465,008)
Short term loans	1,263,683	206,856
Investments & others	(442,883)	(336,762)
Cash at end	7,035,532	6,830,001

2022 Q3 Revenue by Products



Q4 and 2023 Business Outlook

2022 Q4

Optimistic.

2023 Business Outlook

- Build up production capacities in the China and the South East Asia, to increase revenue of car related products.
- Maintain revenue growth, and focus on the improvement of profit growth.

ESG Major Achievements

- **TCFD Project** : TCFD project has been completed, and related information will be disclosed in the Sustainability Report of 2022 ◦
- **CFV Project** : Carbon Footprint Verification project (CFV) of the parent company has been completed, and related information will be disclosed in the Sustainability Report of 2022 ◦
- **Sharing and Carbon Reduction Action** : We had been work with the Give Circle for three consecutive years, employees donate family idle items and through the Give Circle to reach welfare organizations and schools need them ◦ Hope to increase the recyclability of idle items and reduce carbon emissions.

Q&A

Thank You