

# Pan-International Industrial Corp. Investor Conference

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Sep. 5, 2023



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# Q2 and H1 Financial Results

# 2023 Q2 Consolidated Statement of Income Summary



(NTD K)	Q2/2023	Q1/2023	QoQ	Q2/2022	YoY
Revenue	6,217,119	6,080,658	2.24%	6,211,599	0.09%
Gross profit	646,753	817,809	-20.92%	669,641	-3.42%
Gross profit rate	10.40%	13.45%	-3.05%	10.78%	-0.38%
Operating expense	(372,090)	(371,918)	0.05%	(331,994)	12.08%
Operating profit	274,663	445,891	-38.40%	337,647	-18.65%
Operating profit rate	4.42%	7.33%	-2.92%	5.44%	-1.02%
Non-operating items	192,926	(6,016)		79,977	141.23%
Net profit before tax	467,589	439,875	6.30%	417,624	11.96%
Net profit after tax	359,527	339,784	5.81%	294,778	21.97%
Net profit rate	5.78%	5.59%	0.19%	4.75%	1.04%
EPS	0.62	0.57		0.51	
ROE	2.45%	2.22%		2.15%	

# 2023 H1 Consolidated Statement of Income Summary



(NTD K)	H1/2023	H1/2022	YoY
Revenue	12,297,777	12,173,745	1.02%
Gross profit	1,464,562	1,284,998	13.97%
Gross profit rate	11.91%	10.56%	1.35%
Operating expense	(744,008)	(644,161)	15.50%
Operating profit	720,554	640,837	12.44%
Operating profit rate	5.86%	5.26%	0.60%
Non-operating items	186,910	147,238	26.94%
Net profit before tax	907,464	788,075	15.15%
Net profit after tax	699,311	576,832	21.23%
Net profit rate	5.69%	4.74%	0.95%
EPS	1.20	0.93	
ROE	4.77%	4.20%	

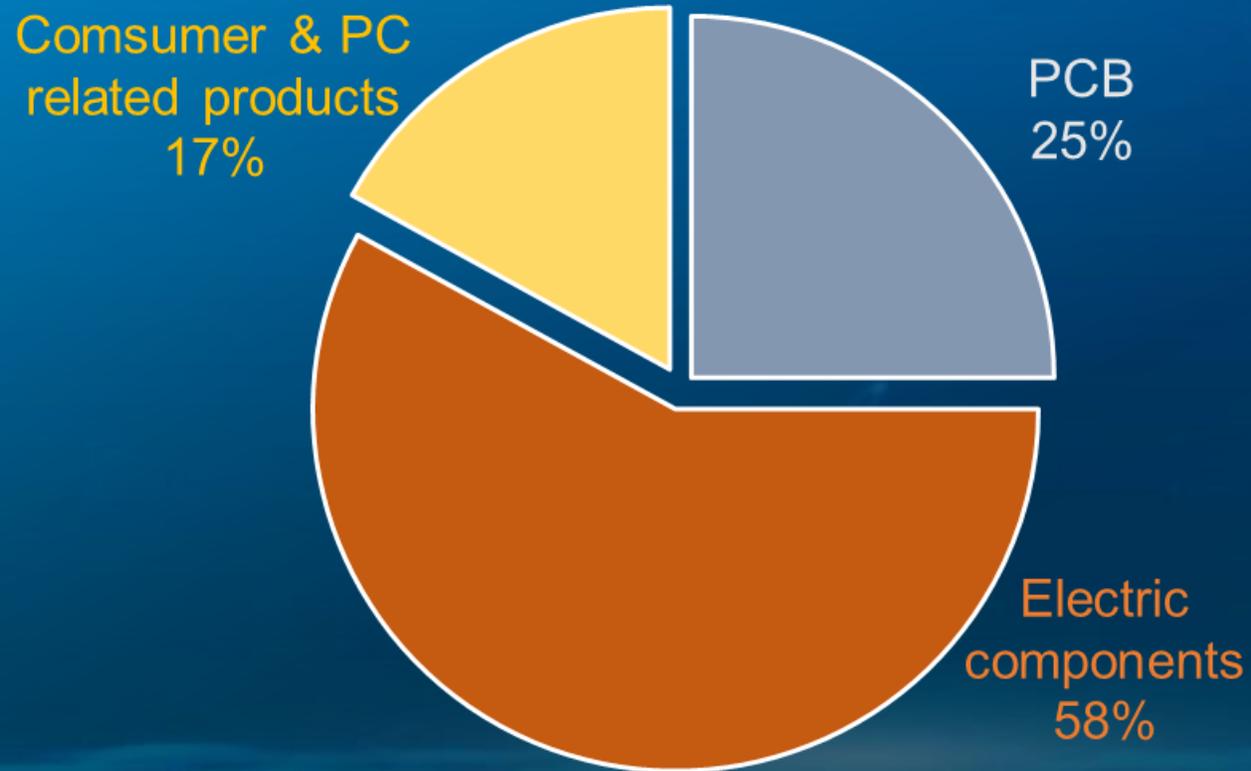
# 2023 H1 Consolidated Balance Sheet Summary

(NTD K)	Q2/2023		Q1/2023		Q2/2022	
	Amount	%	Amount	%	Amount	%
Cash and equivalents	7,013,710	30%	7,507,168	31%	6,565,035	29%
Accounts receivable	6,501,476	27%	6,154,892	25%	5,745,086	25%
Inventory	3,735,158	16%	3,852,136	16%	4,117,884	18%
Property, plant & equipments	2,663,982	11%	2,697,748	11%	2,369,963	10%
<b>Total Assets</b>	<b>23,765,400</b>	<b>100%</b>	<b>24,462,400</b>	<b>100%</b>	<b>22,931,168</b>	<b>100%</b>
Current liabilities	8,653,746	36%	8,652,662	35%	8,725,562	38%
Non-current liabilities	465,195	2%	466,438	2%	466,870	2%
<b>Total liabilities</b>	<b>9,118,941</b>	<b>38%</b>	<b>9,119,100</b>	<b>37%</b>	<b>9,192,432</b>	<b>40%</b>
<b>Total equity</b>	<b>14,646,459</b>	<b>62%</b>	<b>15,343,300</b>	<b>63%</b>	<b>13,738,736</b>	<b>60%</b>
A/R Turnover Days	106		105		90	
Inventory Turnover Days	67		70		78	
A/P Turnover Days	91		95		93	

# 2023 Q2 Cash Flow Summary

(NTD K)	Q2/2023	Q2/2022
Cash at beginning	6,713,571	6,241,785
Operating cash flow	2,500,178	441,458
Capital expenditure	(456,333)	(427,881)
Short term loans	1,400,829	(568,216)
Investments & others	(3,144,535)	877,889
Cash at end	7,013,710	6,565,035

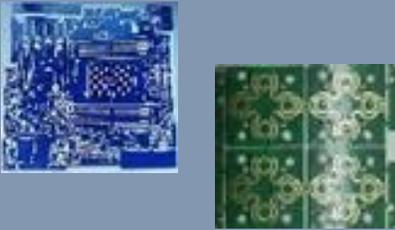
# 2023 H1 Revenue by Products



# H2 Business Outlook

# 2023 H2 Business Outlook

## PCB



**Lower than  
Expected**

## Electric components



**Better than  
Expected**

## Consumer & PC related products



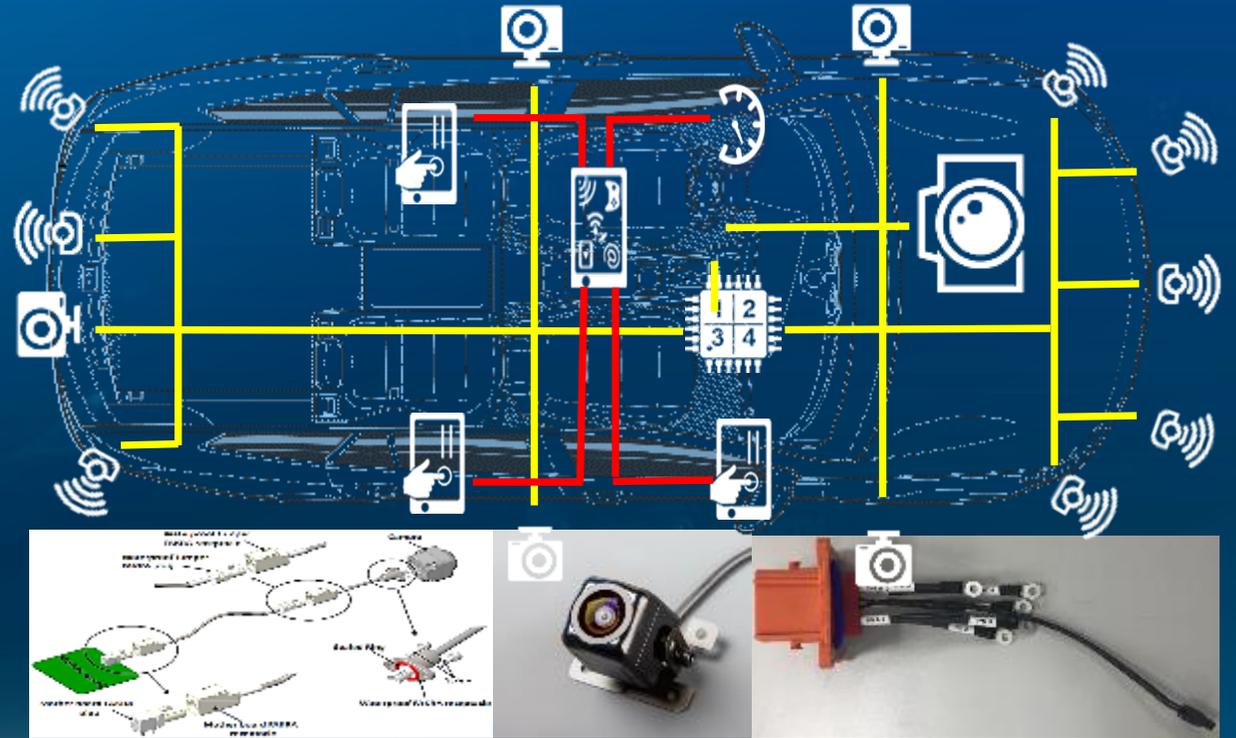
**As  
Expected**

# Optimize the Manufacturing Sites



- **Expand Wuhu and Thailand Manufacturing Sites**
- **Set-up Solar Energy System in New Buildings**

# More Focus on Automotive Fields



- Dig out new Auto Customers

- More Focus on Automotive Electronics Cable/Harness

# Recent Major Events

# Recent Major Events Summary

- All directors were re-elected in 6/9 AGM.
- Total 7 directors were elected, including 4 Independent directors (majority) and 2 female directors (29%).
- Mr. Lee, Kuang-Yao was elected as Chairman by the Board of Directors, and Mr. Tsai, Ming-Feng as GM.
- Cash dividend, NTD 1.4 per share was approved by the Board of Directors. Ex-dividend record date was 9/2, ex-dividend trading date was 8/25, and dividend payment date is 9/25.
- Nomination Committee was set up in 3/14, to improve the functions of the Board of Directors, and to strengthen the director nomination mechanism.
- Solar power plant installation was completed at the Dongguan factory to increase the usage of green power. Solar power plants are planning to install at Yantai, Malaysia and Thailand factories.

# Q&A

# Thank you

