

Pan-International Industrial Corp. Investor Conference

Dec. 15, 2023



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Q3 Financial Results

2023 Q3 Consolidated Statement of Income Summary



(NTD K)	Q3/2023	Q2/2023	QoQ	Q3/2022	YoY
Revenue	6,885,374	6,217,119	10.75%	6,483,846	6.19%
Gross profit	812,428	646,753	25.62%	860,311	-5.57%
Gross profit rate	11.80%	10.40%	1.40%	13.27%	-1.47%
Operating expense	(382,063)	(372,090)	2.68%	(377,034)	1.33%
Operating profit	430,365	274,663	56.69%	483,277	-10.95%
Operating profit rate	6.25%	4.42%	1.83%	7.45%	-1.20%
Non-operating items	81,671	192,926	-57.67%	201,717	-59.51%
Net profit before tax	512,036	467,589	9.72%	684,994	-25.10%
Net profit after tax	395,386	359,527	9.97%	554,511	-28.70%
Net profit rate	5.74%	5.78%	-0.04%	8.55%	-2.81%
EPS	0.64	0.62		0.95	
ROE	2.60%	2.34%		3.87%	

2023 Q3 Consolidated Balance Sheet Summary

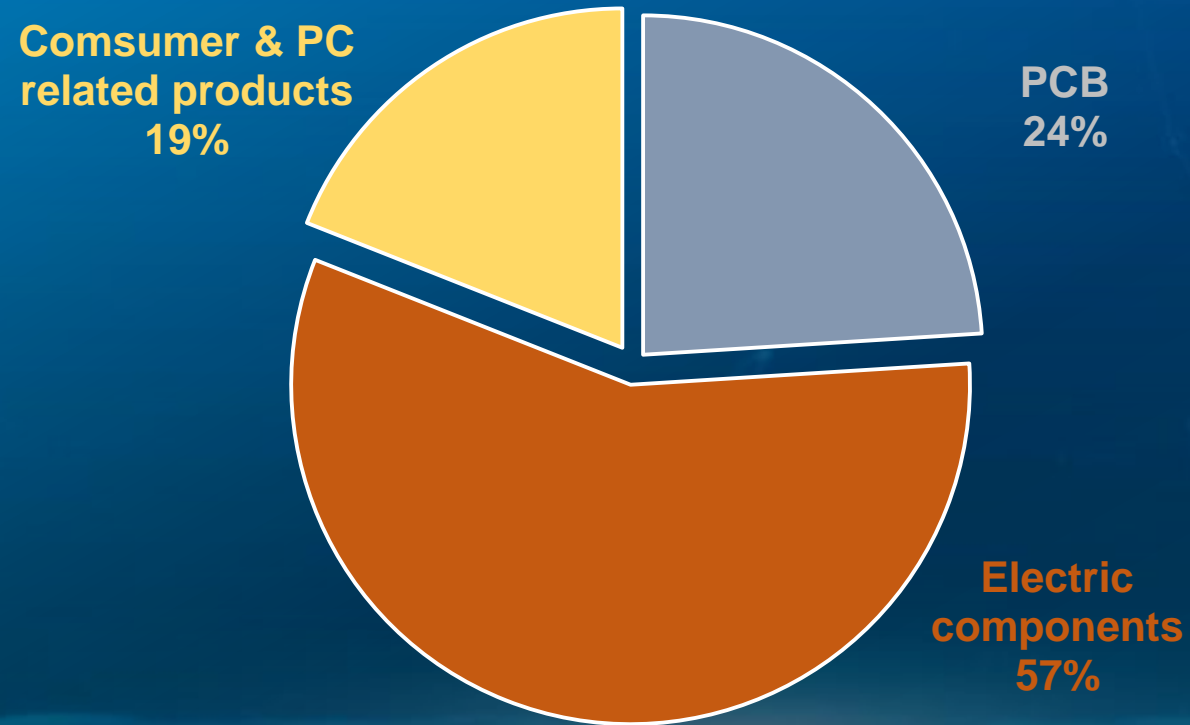


(NTD K)	Q3/2023		Q2/2023		Q3/2022	
	Amount	%	Amount	%	Amount	%
Cash and equivalents	6,408,889	36%	7,013,710	30%	7,035,532	28%
Accounts receivable	7,364,504	30%	6,501,476	27%	6,990,016	28%
Inventory	3,823,393	15%	3,735,158	16%	4,089,498	17%
Property, plant & equipments	2,721,905	11%	2,663,982	11%	2,523,173	10%
Total Assets	24,601,624	100%	23,765,400	100%	24,714,352	100%
Current liabilities	8,904,100	36%	8,653,746	36%	9,912,612	40%
Non-current liabilities	483,030	2%	465,195	2%	475,268	2%
Total liabilities	9,387,180	38%	9,118,941	38%	10,387,880	42%
Total equity	15,214,444	62%	14,646,459	62%	14,326,472	58%
A/R Turnover Days	108		106		97	
Inventory Turnover Days	65		67		77	
A/P Turnover Days	96		91		96	

2023 Q3 Cash Flow Summary

(NTD K)	Q3/2023	Q3/2022
Cash at beginning	6,713,571	6,241,785
Operating cash flow	3,135,543	623,899
Capital expenditure	(629,108)	(650,952)
Short term loans	(1,592,233)	1,263,683
Investments & others	(1,218,884)	(442,883)
Cash at end	6,408,889	7,035,532

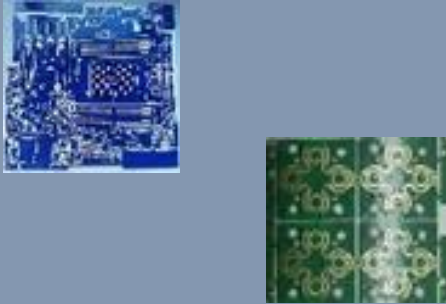
2023 Q3 Revenue by Products



2023 & 2024 Business Outlook

Annual Business Outlook

PCB



Electric components



Consumer & PC related products



2023

**Below
Expectation**

**Above
Expectation**

**As
Expectation**

2024

Flat

**Sustain
Growth**

Flat

Recent Major Events

Recent Major Events Summary

- Sponsor the Taipei Tech Racing to participate the Formula SAE Japan 23-24 season.
- The phase I of the solar power station at Yantai factory has been completed, and has been connected to provide power. The phase I project will provide green power account for 10% of annual power consumption.
- The solar power equipment has been installed in buildings at Malaysia factories. These equipment will provide green power account for 15% of annual power consumption.
- The solar power equipment is installing at Thailand factory which will be completed in Q3 2024.

Q&A

Thank you

