

# Pan-International Industrial Corp. Investor Conference

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May 28, 2024



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# Q1 Financial Results



# 2024 Q1 Consolidated Statement of Income Summary



(NTD K)	Q1 24	Q4 23	QoQ	Q1 23	YoY
Revenue	4,657,870	6,451,107	-27.80%	6,080,658	-23.40%
Gross profits	560,068	898,175	-37.64%	817,809	-31.52%
Gross profits rate	12.02%	13.92%	-1.90%	13.45%	-1.43%
Operating expenses	(392,374)	(447,627)	-12.34%	(371,918)	5.50%
Operating profits	167,694	450,548	-62.78%	445,891	-62.39%
Operating profits rate	3.60%	6.98%	-3.38%	7.33%	-3.73%
Non-operating items	88,789	(28,256)	214.23%	(6,016)	1375.9%
Net profits before tax	256,483	422,292	-49.74%	439,875	-41.69%
Net profits after tax	198,581	395,136	-49.74%	339,784	-41.56%
Net profits rate	4.26%	6.13%	-1.86%	5.59%	-1.32%
EPS	0.33	0.58		0.57	
ROE	1.31%	2.64%	-1.33%	2.21%	-0.90%

# 2024 Q1 Consolidated Balance Sheet Summary



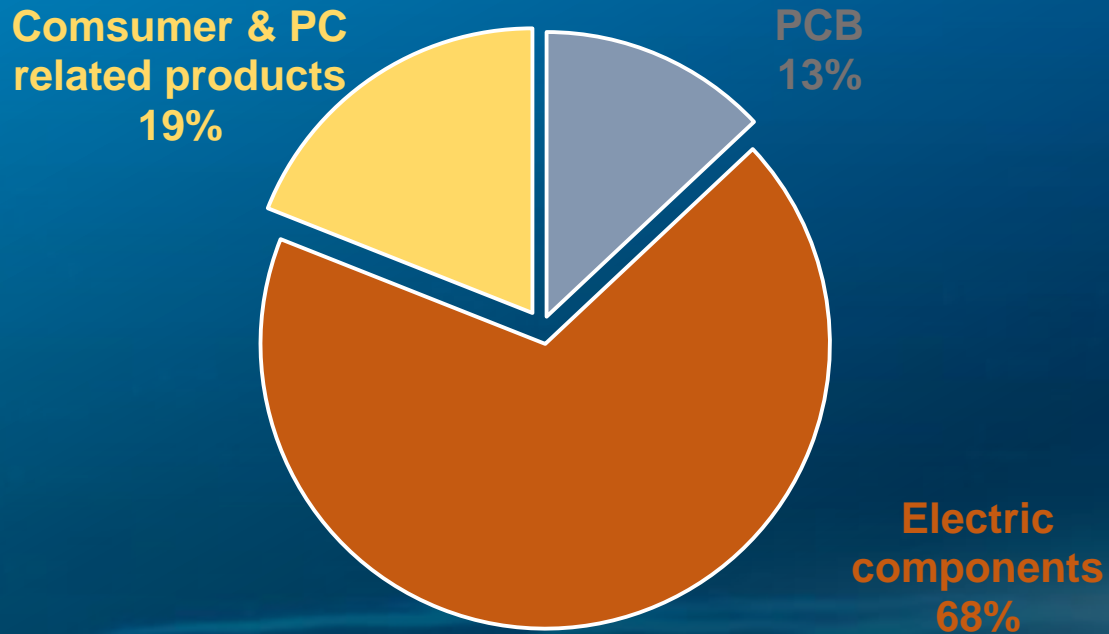
(NTD K)	Q1 24		2023		Q1 23	
	Amount	%	Amount	%	Amount	%
Cash and equivanents	6,588,335	27%	6,440,208	26%	7,507,168	31%
Accounts receivables	5,797,456	24%	6,324,117	26%	6,154,892	25%
Inventories	3,674,704	15%	3,721,666	15%	3,852,136	16%
Property, plant&equipments	3,383,411	14%	2,817,342	12%	2,697,748	11%
<b>Total Assets</b>	<b>23,978,326</b>	<b>100%</b>	<b>24,397,209</b>	<b>100%</b>	<b>24,462,400</b>	<b>100%</b>
Current liabilities	8,201,859	34%	8,587,612	35%	8,652,662	35%
Non-current liabilities	613,258	3%	461,388	2%	466,438	2%
<b>Total Liabilities</b>	<b>8,815,117</b>	<b>37%</b>	<b>9,049,000</b>	<b>37%</b>	<b>9,119,100</b>	<b>37%</b>
<b>Total Equity</b>	<b>15,163,209</b>	<b>63%</b>	<b>15,348,209</b>	<b>63%</b>	<b>15,343,300</b>	<b>63%</b>
A/R Turnover Days	133		100		105	
Inventory Turnover Days	88		64		70	
A/P Turnover Days	121		98		95	

# 2024 Q1 Cash Flow Summary

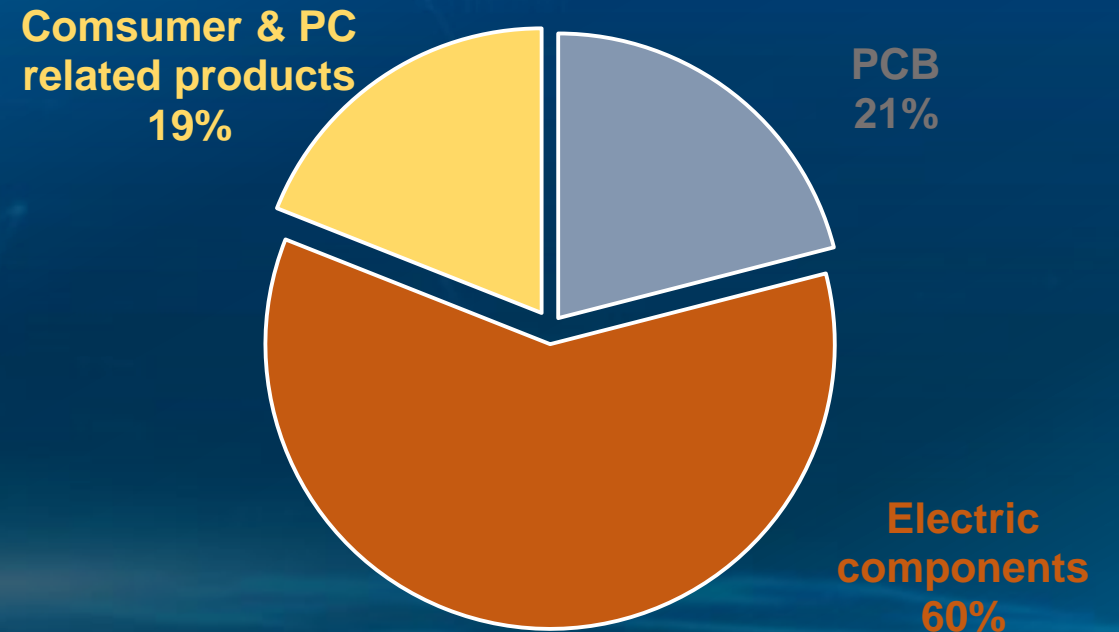
(NTD K)	Q1 24	2023	Q1 23
Cash at Beginning	6,440,208	6,713,571	6,713,571
Operating cash flow	(192,293)	4,435,586	1,371,462
Capital expenditure	(287,660)	807,817	(178,366)
Short term loans	179,848	(1,573,435)	(567,596)
Investments & others	448,232	(3,943,331)	168,097
Cash at End	6,588,335	6,440,208	7,507,168

# Revenue by Products

## Q1 24



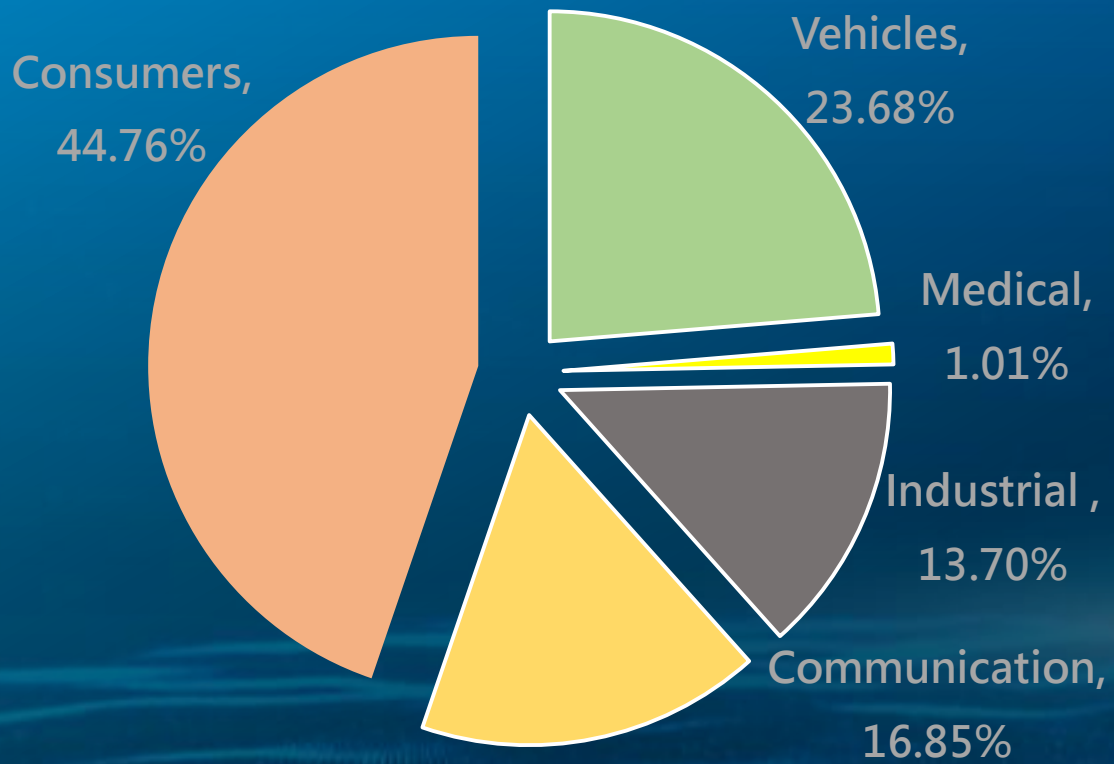
## 2023



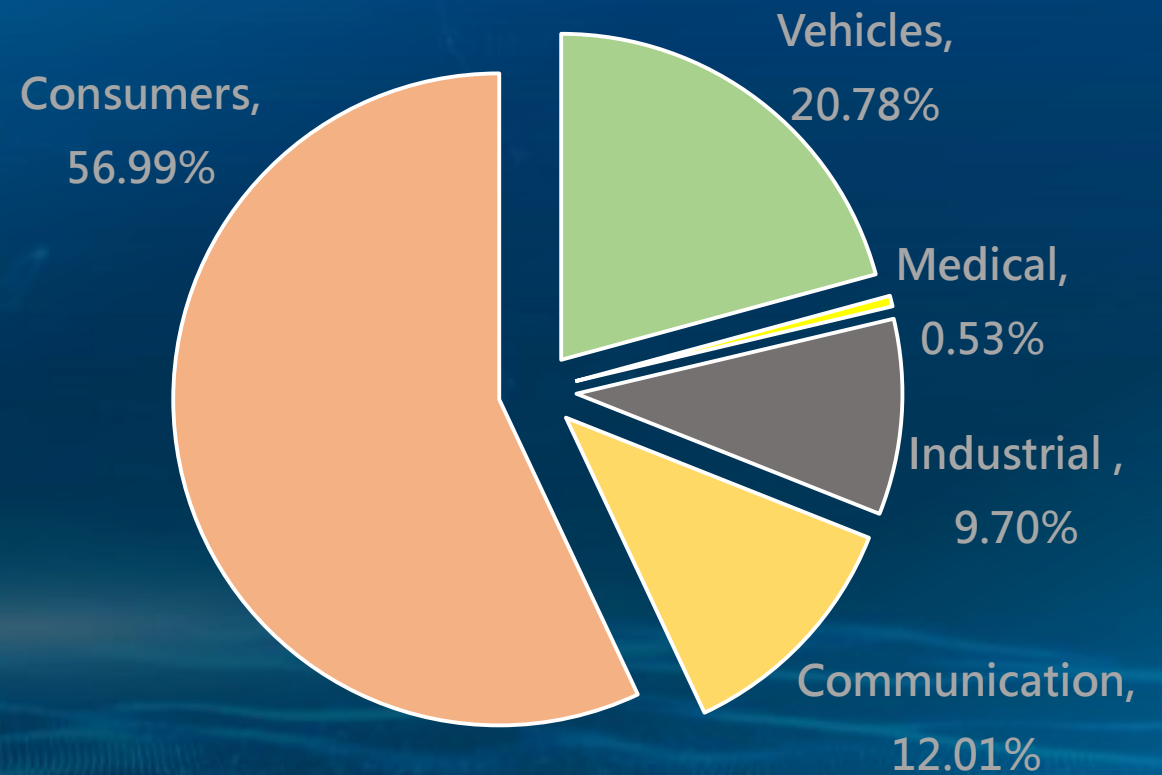


# Revenue by Applications

## Q1 24



## 2023



# 2024 Q1 & Q2 Business Outlook

# Annual Business Outlook

	Vehicles	Medicals	Industrial	Communication	Consumers
Q1 24	Above Expectation	Flat	Flat	Flat	Below Expectation
Q2 24	Flat	Flat	Flat	Flat	Flat

# Recent Major Events



# Recent Major Events Summary

- Sponsor the FRC 8806 Team of Our Lady of Providence High School to attend the 2024 FIRST Robotics competition who won Alliance Second Place, and tied for First in Ability of Innovation and Control Prize.
- The phase II of the solar power station at Yantai factory will be completed in Q2. The total solar power station will provide green power account for 10% of annual power consumption.
- The installation process of solar power equipment has been more than 80% at Malaysia factories. These equipment will provide green power account for 13% of annual power consumption.
- The phase I of the solar power equipment installation had been completed at Thailand factory which will provide green power account for 15% of annual power consumption.

# Q&A

# Thank you

