

Pan-International Industrial Corp. Investor Conference

Dec. 09, 2024



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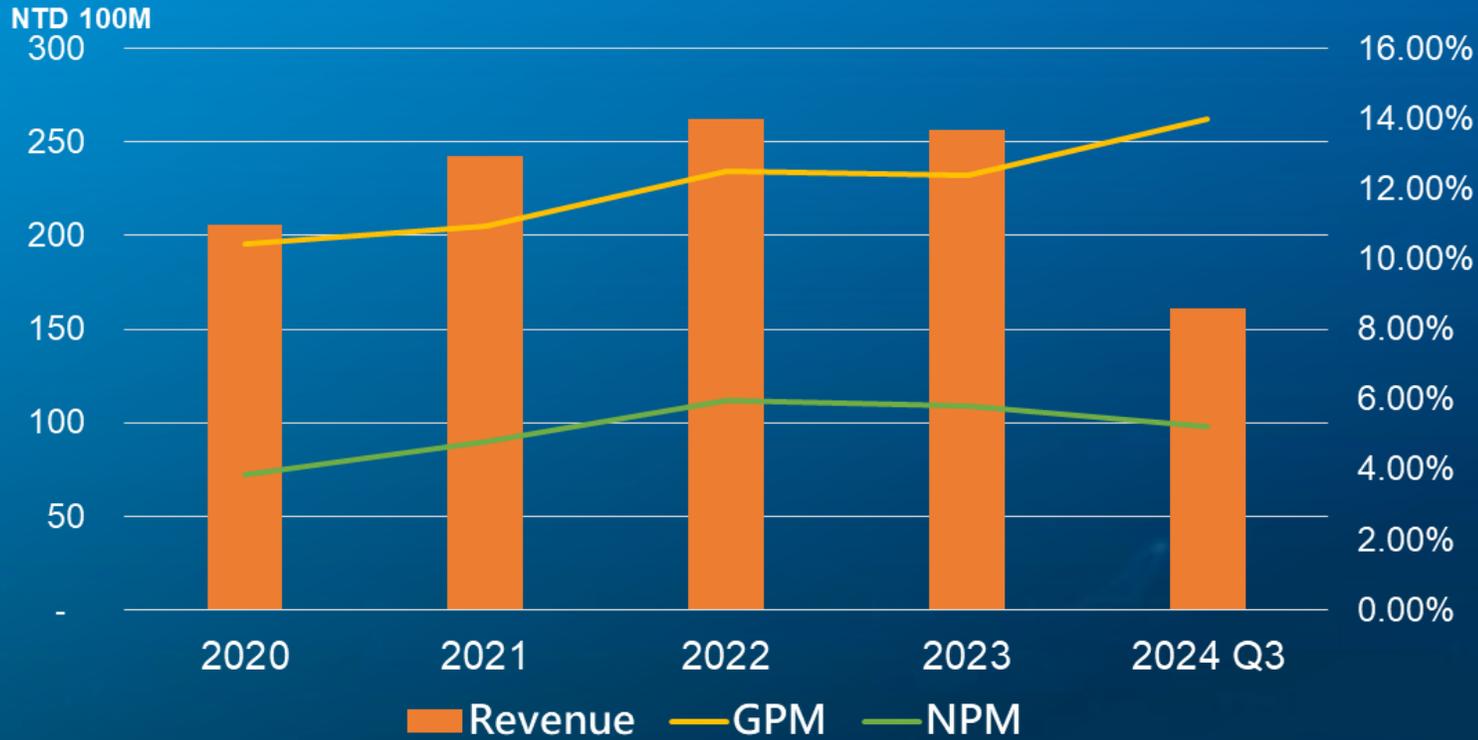
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Operation Overview



Current Operation Overview



By strategy of transformation and upgrading, and focus on vehicle products, the GPM has been continuously improving, revenue and profit maintain a stable level.

Challenge : Low Assets Turnover



Develop strategies and goals for rapid growth of revenue and profit to break through barriers.

	2020	2021	2022	2023	2024 Q3
EPS	1.28	1.87	2.55	2.42	1.41
Assets Turnover	0.99	1.00	1.03	1.04	0.96

Future Development Strategy

Optimize the portfolio, Profits from high margin products.

Fully focus on Niche industrials and customers, profits from high-margin products.

Industrial Control & Robots



Drag Chain Harness and flexible-bending cable for industrial robots

Medical



Skin-friendly wire harness and sterile wire harness for medical and surgical equipment

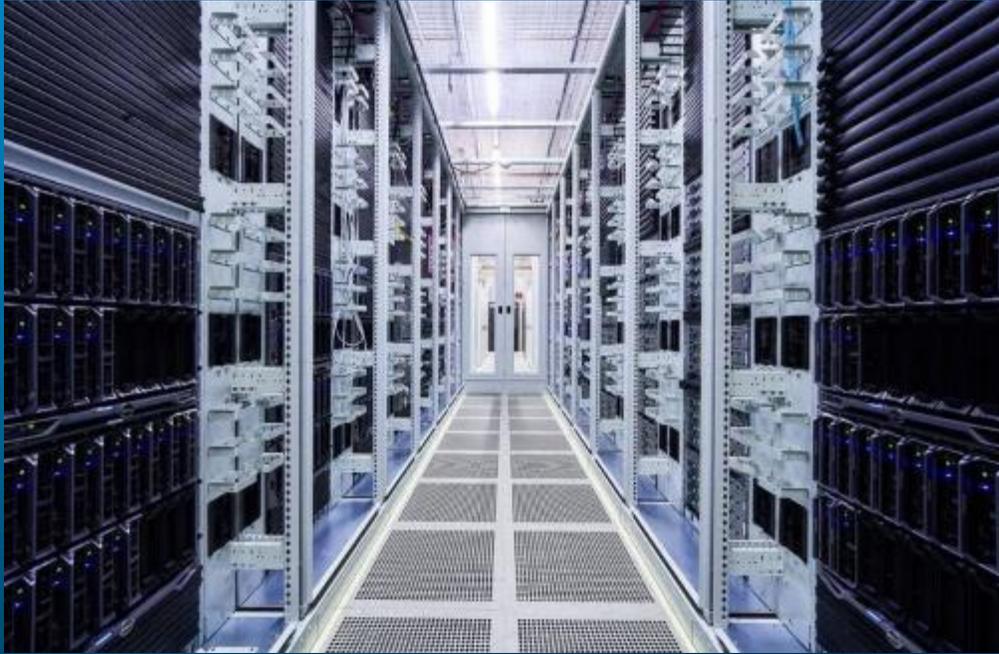
EV and New Energy



High-voltage cable for EV and Energy storage

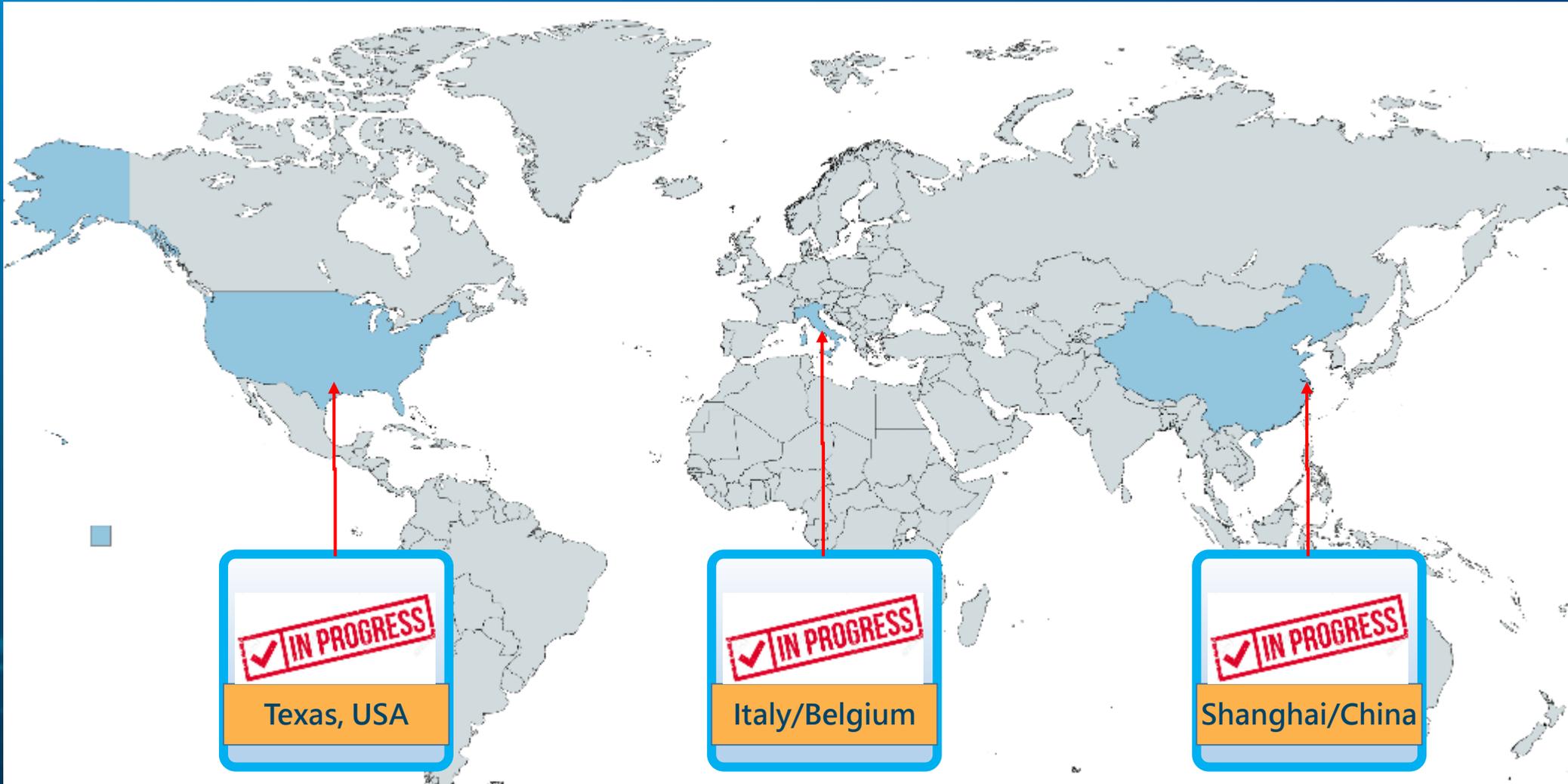
Move with new trends

**Established Southeast Asia AI server/switch manufacturing center,
Create the supplier chain village for the server industry**



Seeking the second developing growth engine

Continue to look for new technologies, new teams, investments, M&As, integrate effective resources, and create a second growth engine



2024 Q3 Financial Results



2024 Q3 Consolidated Statement of Income Summary



(NTD K)	Q3 24	Q2 23	QoQ	Q3 23	YoY
Revenue	6,010,532	5,446,118	10.36%	6,885,374	-12.71%
Gross profit	914,737	780,722	17.17%	812,428	12.59%
Gross profit rate	15.22%	14.34%	0.88%	11.80%	3.42%
Operating expenses	(431,570)	(412,791)	4.55%	(382,063)	12.96%
Operating profit	483,167	367,931	31.32%	430,365	12.27%
Operating profit rate	8.04%	6.76%	1.28%	6.25%	1.79%
Non-operating revenue & expenses	(83,315)	81,654	2.03%	81,671	-202.01%
Net profit before tax	399,852	449,585	-11.06%	512,036	-21.91%
Net profit after tax	311,079	329,300	-5.53%	395,386	-21.32%
Net profit rate	5.18%	6.05%	-0.87%	5.74%	-0.57%
EPS	0.56	0.53		0.64	
ROE	1.89%	2.12%		2.60%	

2024 Q3 Consolidated Balance Sheet Summary



(NTD K)	Q3 24		Q2 24		Q3 23	
	Amount	%	Amount	%	Amount	%
Cash and equivalents	6,055,082	24%	6,564,051	26%	6,408,889	26%
Accounts receivable	5,960,401	24%	6,173,062	25%	7,347,305	30%
Inventory	3,653,873	15%	3,648,180	15%	3,823,393	16%
Property, plant and equipment	3,842,770	15%	3,572,423	14%	2,721,905	11%
Total Assets	25,018,281	100%	24,900,981	100%	24,601,624	100%
Current liabilities	7,929,643	32%	8,742,259	35%	8,904,100	36%
Non-current liabilities	615,383	2%	638,441	3%	483,080	2%
Total liabilities	8,545,026	34%	9,380,700	38%	9,387,180	38%
Total equity	16,473,255	66%	15,520,281	62%	15,214,444	62%

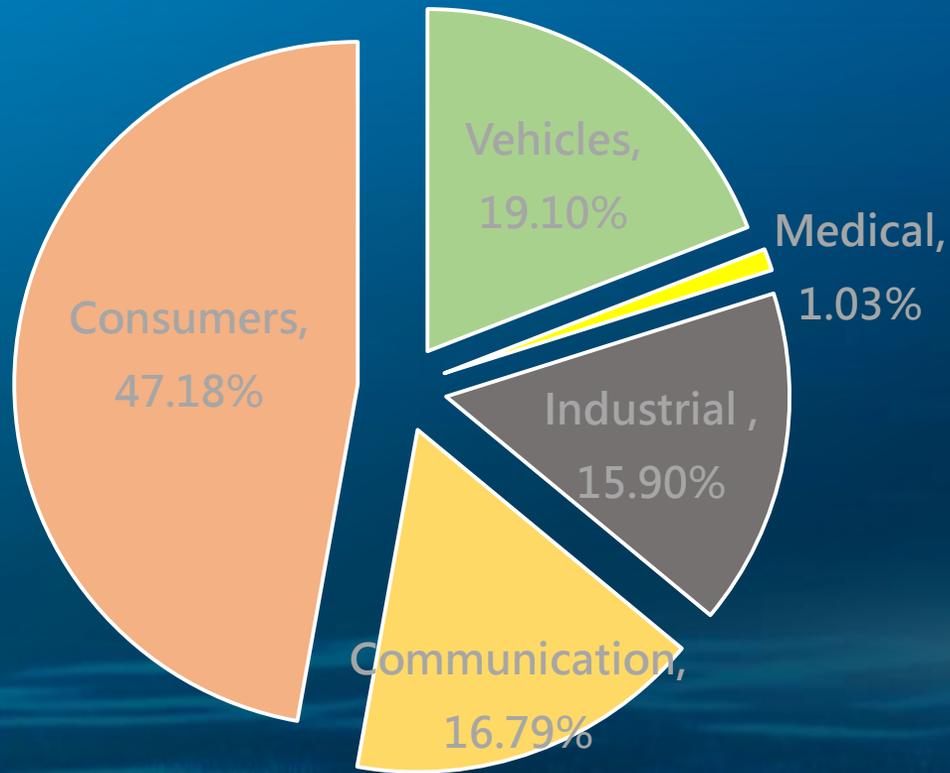
A/R Turnover Days	120	130	108
Inventory Turnover Days	78	83	65
A/P Turnover Days	108	125	96

2024 Q1 Cash Flow Summary

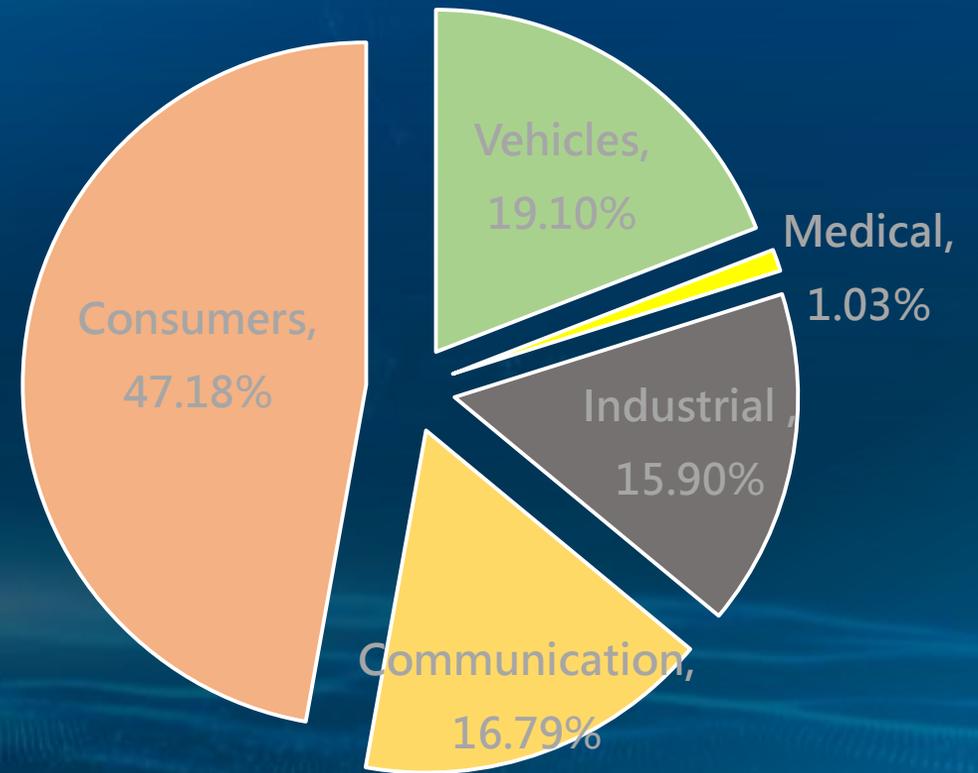
(NTD K)	Q3 24	Q3 23
Cash at beginning	6,440,208	6,713,571
Cash inflow from operating	292,092	3,135,543
Capital expenditure	767,130	629,108
Cash outflow from investing	(629,045)	(934,690)
Cash dividend	(673,850)	(725,685)
Cash outflow from financing	(328,108)	(2,511,291)
Cash at end	6,055,082	6,408,889

Revenue by Applications

Q3 24



Q2 24



Q&A

Thank you

