

Pan-International Industrial Corp. Investor Conference

Sep. 7, 2023



Disclaimer

- This presentation contains company's information from inside and outside sources, and forward-looking statements about our future results of operation, financial condition, and business prospects. However, the actual results of forward-looking statements may materially differ from those explicitly or implicitly indicated in this presentation due to a variety of reasons, including but not limited to global economic conditions, exchange rate fluctuation, market demand changes, and other risks and factors beyond company's controls.
- Except as required by law, forward-looking statements in this presentation only reflect the current view of the company as of the date it released, the company undertakes no obligation to update or revise any forward-looking statements for events or circumstances that occur subsequently.
- The company undertakes no obligation to declare or guarantee those forward-looking statements in this presentation. About the accuracy, fairness, and completeness of statements, investors should judge those by themselves.

Table of contents

- 一. Q2&H1 Financial Results
- 二. H2 Business Outlook
- 三. Recent Major Events
- 四. Q&A

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

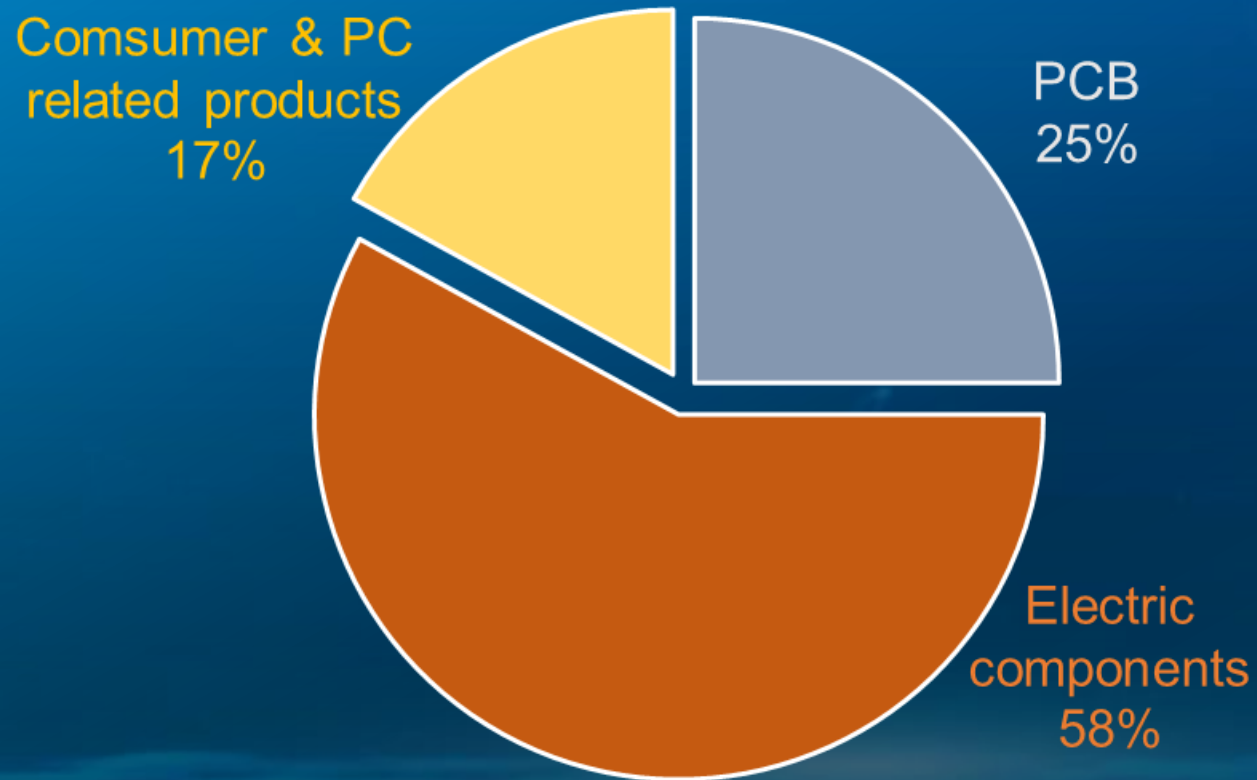


(NTD K)	Q2/2023		Q1/2023		Q2/2022	
	Amount	%	Amount	%	Amount	%
Cash and equivalents	7,013,710	30%	7,507,168	31%	6,565,035	29%
Accounts receivable	6,501,476	27%	6,154,892	25%	5,745,086	25%
Inventory	3,735,158	16%	3,852,136	16%	4,117,884	18%
Property, plant & equipments	2,663,982	11%	2,697,748	11%	2,369,963	10%
Total Assets	23,765,400	100%	24,462,400	100%	22,931,168	100%
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%
Total liabilities	9,118,941	38%	9,119,100	37%	9,192,432	40%
Total equity	14,646,459	62%	15,343,300	63%	13,738,736	60%
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

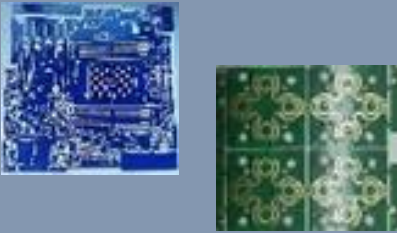
2023 H1 Revenue by Products



H2 Business Outlook

2023 H2 Business Outlook

PCB



**Lower than
Expected**

Electric components



**Better than
Expected**

Consumer & PC related products



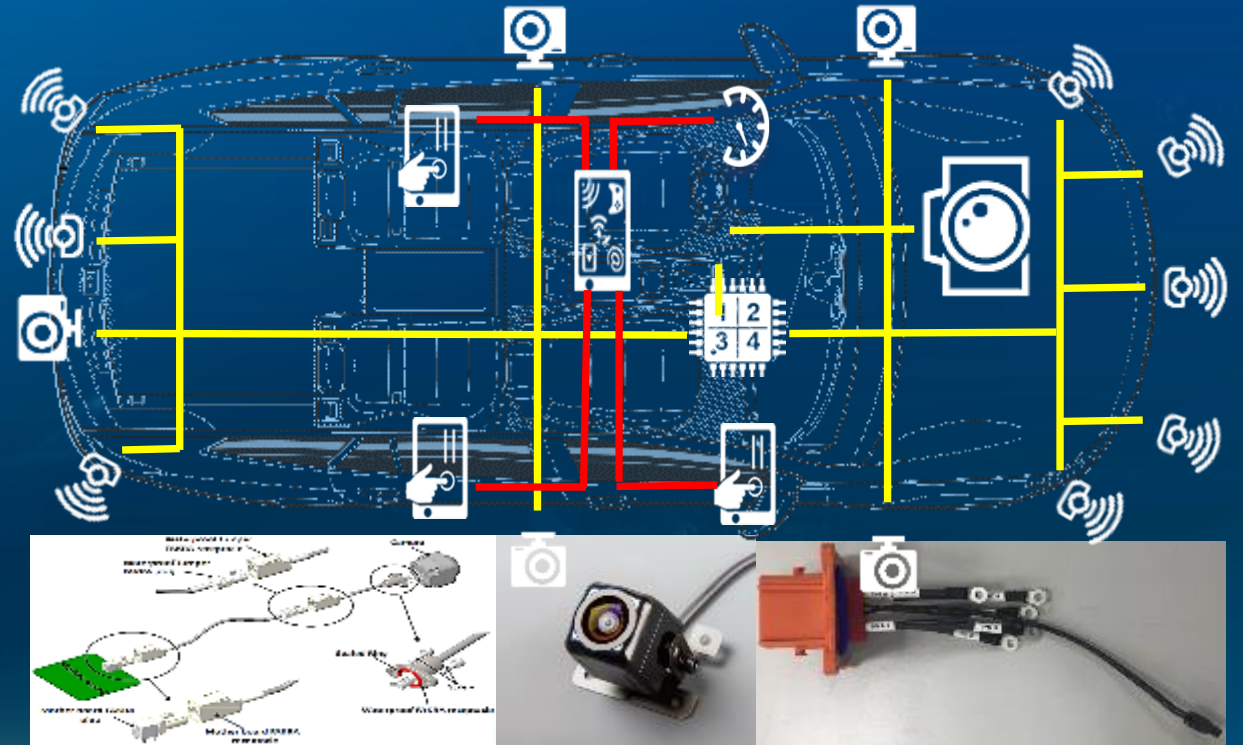
**As
Expected**

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

