

# Pan-International Industrial Corp. Investor Conference

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Nov. 20, 2024



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# 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%
<b>Gross profit rate</b>	<b>15.22%</b>	<b>14.34%</b>	<b>0.88%</b>	<b>11.80%</b>	<b>3.42%</b>
Operating expenses	(431,570)	(412,791)	4.55%	(382,063)	12.96%
Operating profit	483,167	367,931	31.32%	430,365	12.27%
<b>Operating profit rate</b>	<b>8.04%</b>	<b>6.76%</b>	<b>1.28%</b>	<b>6.25%</b>	<b>1.79%</b>
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%
<b>Net profit rate</b>	<b>5.18%</b>	<b>6.05%</b>	<b>-0.87%</b>	<b>5.74%</b>	<b>-0.57%</b>
EPS	0.56	0.53		0.64	
<b>ROE</b>	<b>1.89%</b>	<b>2.12%</b>		<b>2.60%</b>	

# 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%
<b>Total Assets</b>	<b>25,018,281</b>	<b>100%</b>	<b>24,900,981</b>	<b>100%</b>	<b>24,601,624</b>	<b>100%</b>
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%
<b>Total liabilities</b>	<b>8,545,026</b>	<b>34%</b>	<b>9,380,700</b>	<b>38%</b>	<b>9,387,180</b>	<b>38%</b>
<b>Total equity</b>	<b>16,473,255</b>	<b>66%</b>	<b>15,520,281</b>	<b>62%</b>	<b>15,214,444</b>	<b>62%</b>

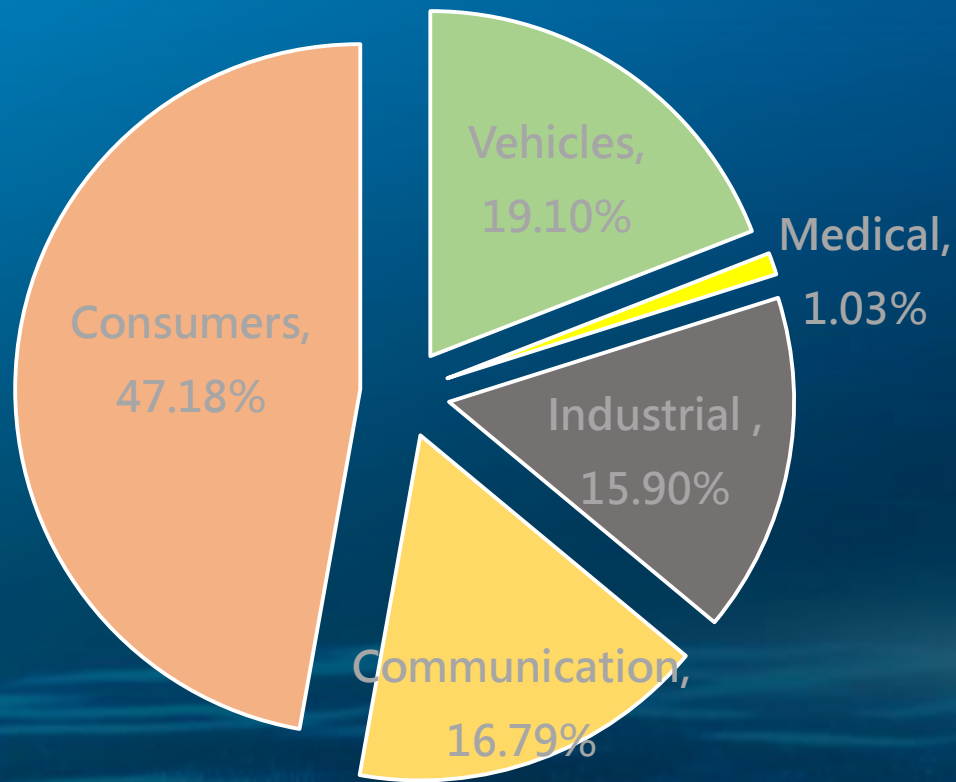
<b>A/R Turnover Days</b>	120	130	108
<b>Inventory Turnover Days</b>	78	83	65
<b>A/P Turnover Days</b>	108	125	96

# 2024 Q1 Cash Flow Summary

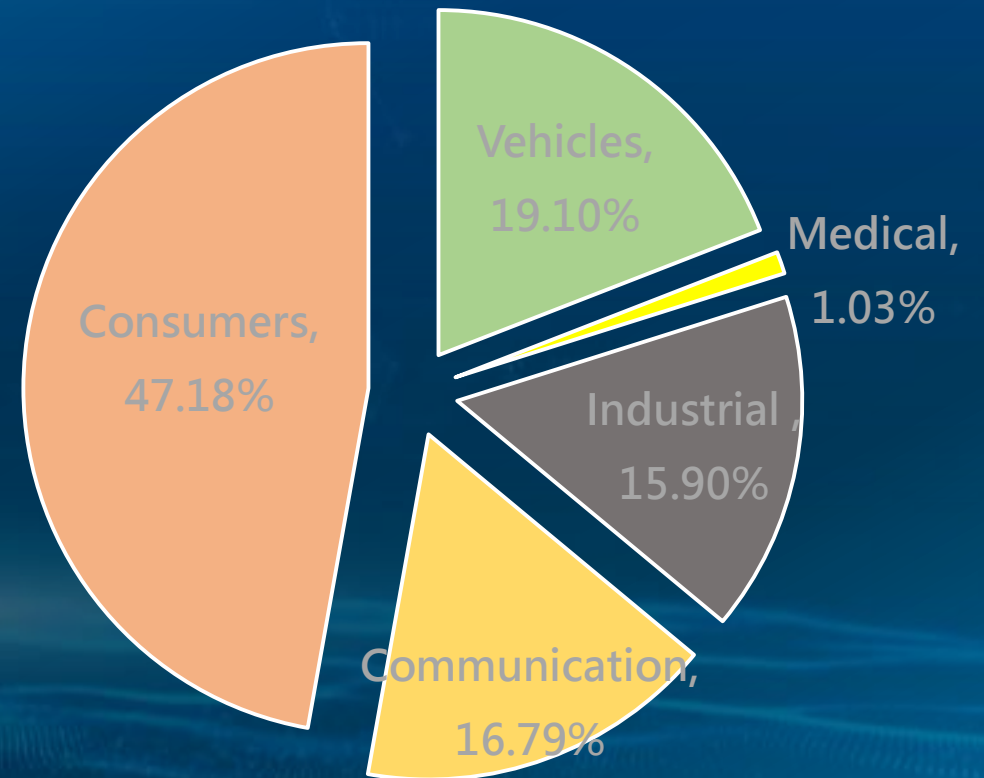
(NTD K)	Q3 24	Q3 23
<b>Cash at beginning</b>	6,440,208	6,713,571
Cash inflow from operating	292,092	3,135,543
Capital expenditure	767,130	629,108
Cash outflow from investing	(629,045)	(934,690)
Cash dividend	(673,850)	(725,685)
Cash outflow from financing	(328,108)	(2,511,291)
<b>Cash at end</b>	6,055,082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

# Revenue by Applications

## Q3 24



## Q2 24



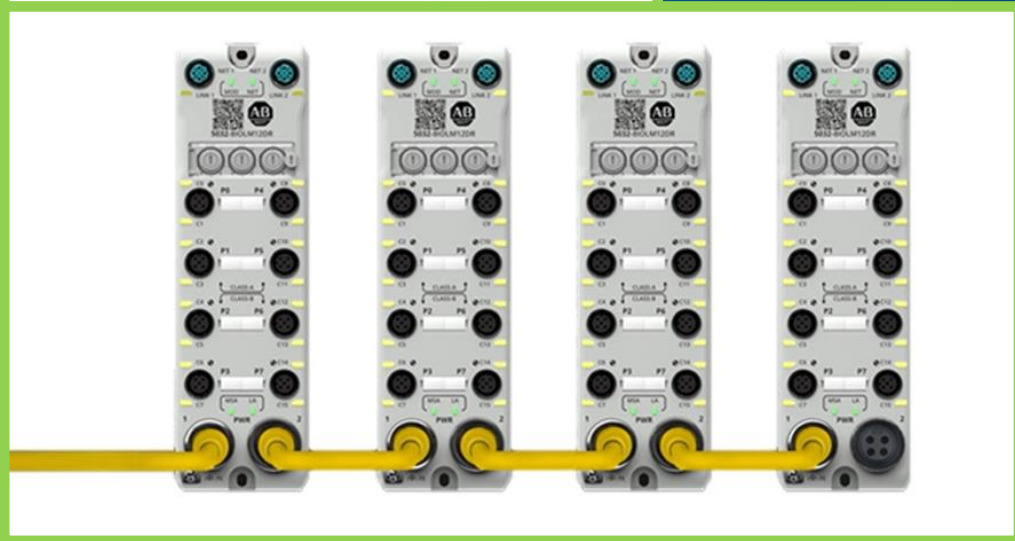


# 2024 Q4 Business Outlook

# Q3 Result and Q4 Outlook

	Vehicles	Medicals	Industrial	Communication	Consumers
Q3 24	Below Expectation	Flat	Flat	Flat	Below Expectation
Q4 24	Below Expectation	Flat	Flat	Flat	Below Expectation

# Development of New Technology and Product



**Cable Assembly for Industrial Automation Control**



**Drag Chain Wire Industrial Control Use**

# Recent Major Events

# Recent Major Events Summary



Deliver love to light up rural areas, donated to prompt elder health activities in Wulai Xinxian Township, to build a sustainable and healthy sociality.

Involved in Keelung Island release fish fry and clean beach activities, to protect our ocean.





**Donated to local community activity-  
elder health and lunch of Anhe village,  
to enhance community cohesion**

**Sponsor the NTUT Racing Team,  
to develop quality education and  
cultivate technical talents.**



# Q&A

# Thank you

