

General Plastic Industrial Co., Ltd.

Investor Report 2024/11/26

Executive Vice President - Steven Huang



Disclaimer

GPI's statement of its current expectations are forward-looking statements subject to external or internal significant risks and uncertainties. Consequently, actual results may differ significantly from those contained in the forward-looking statements.

Except as required by law, we undertake no obligation to proactively update or revise any forward-looking statements, whether because of new information, the occurrence of future events, or otherwise.

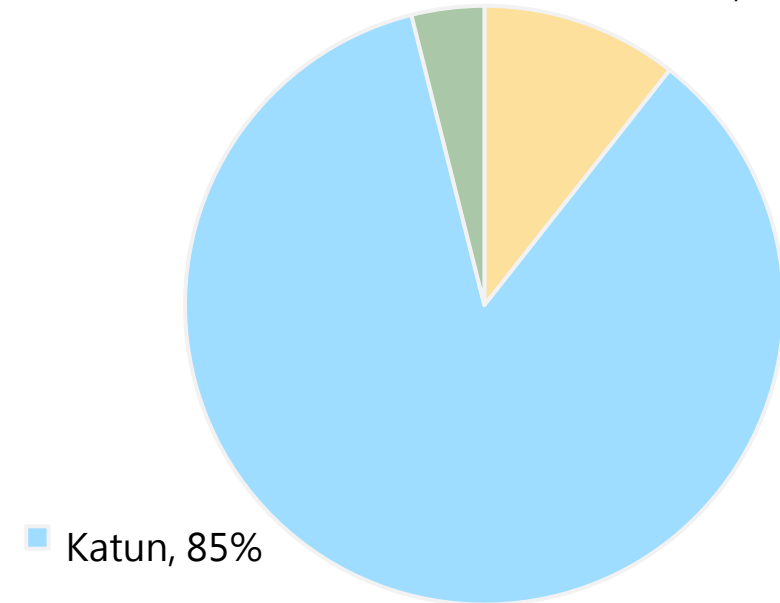


GPI Group

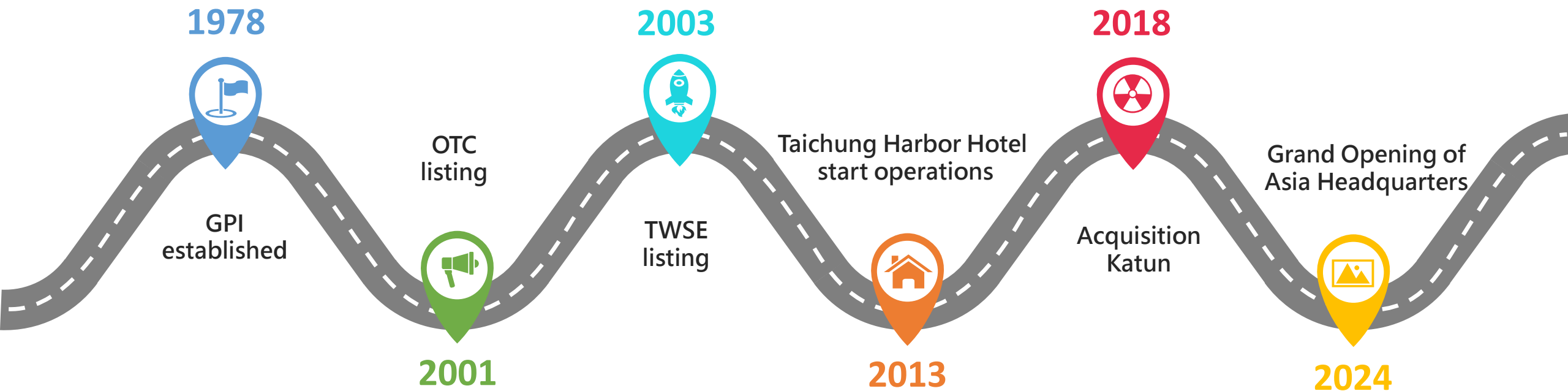
- 🌐 Capital stock : NTD 1,275,887,400
- 🌐 Established : 1978/7/12
- 🌐 TWSE listing : 2003/6/16
- 🌐 Chairman : 王瑞宏
- 🌐 Number of employees : 1,024
- 🌐 Primary business :
 - 🖨️ Development, production, and distribution of copier and printer toner cartridges.
 - 🏠 Hotel and restaurant business.

🌐 Major revenue sources

■ Taichung Harbor Hotel, 4% ■ GPI, 11%



Milestones



Opportunities

- 🌐 Companies in Europe and the United States are increasingly bringing employees back to the office, scaling down remote work options.
- 🌐 The soaring prices due to inflation have pushed both businesses and consumers towards more affordable options.
- 🌐 With over 8,000 retail clients worldwide, enables us to stay ahead of market trends and foster strategic partnerships.
- 🌐 Customers are increasingly concerned about sustainability and environmental protection.
- 🌐 The demand for both business and family trips to Taichung's coastal areas is steadily increasing.



Challenges

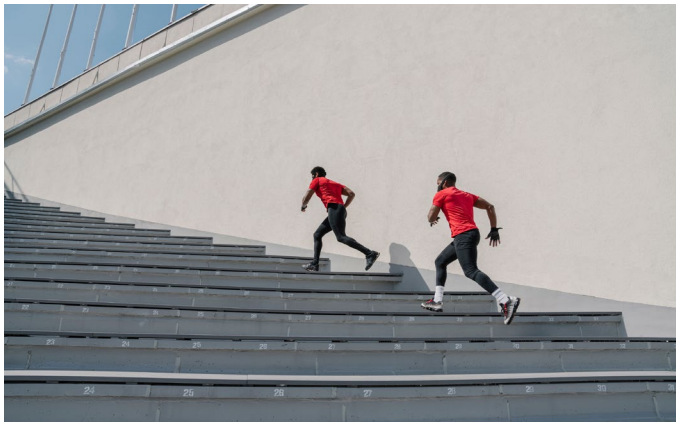


- 🌐 The OEM keeps strengthening its patent and chip barriers to entry.
- 🌐 The market is being disrupted by non-OEM competitors offering products at lower prices.
- 🌐 Technological advancements have accelerated the paperless trend.



Competitive advantages

- 🌐 A dedicated R&D team and a substantial patent portfolio.
- 🌐 Regular supplier evaluation management ensures our supply chain consistently delivers products and services that meet our exacting standards.
- 🌐 To produce high-quality products with a defect rate of less than 3 PPM.
- 🌐 A wide range of products to fulfill customers' one-stop shopping requirements.
- 🌐 Excellent after-sales support with prompt responses to customer complaints.



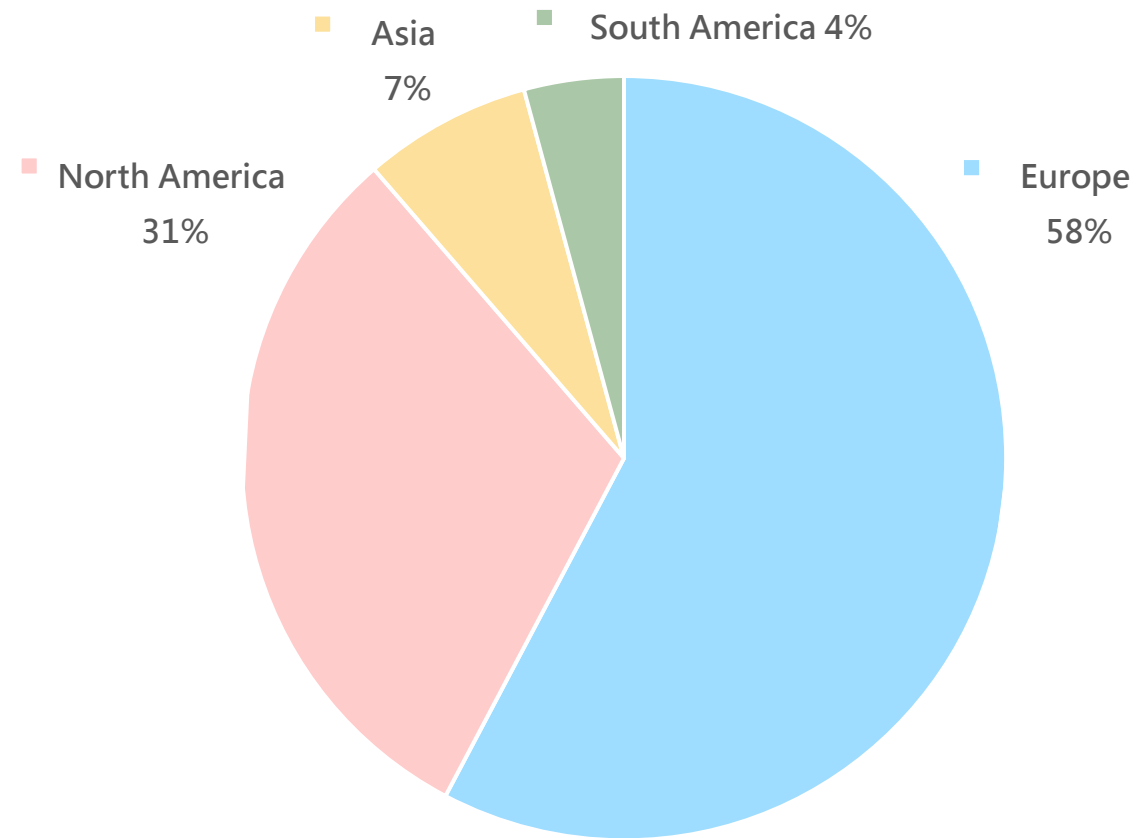
Core values

- 🌐 Creating value in products and services while respecting intellectual property rights.
- 🌐 Collaborating with our supply chain and customers to drive growth and share in the success.
- 🌐 Growing our global talent for greater success.
- 🌐 Founded in Taiwan, expanding worldwide.

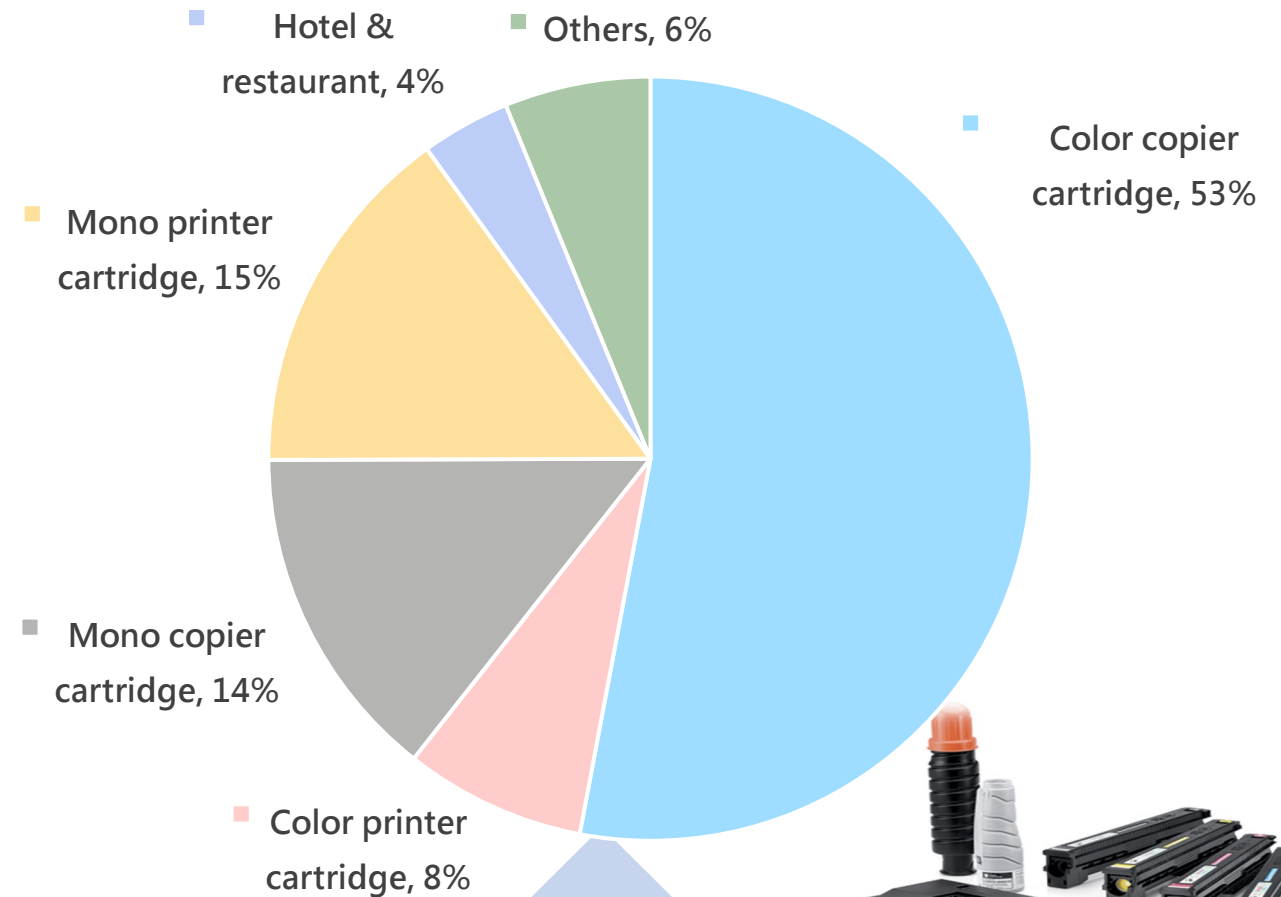


Revenue for Q1-Q3 of 2024

By Region



By Product



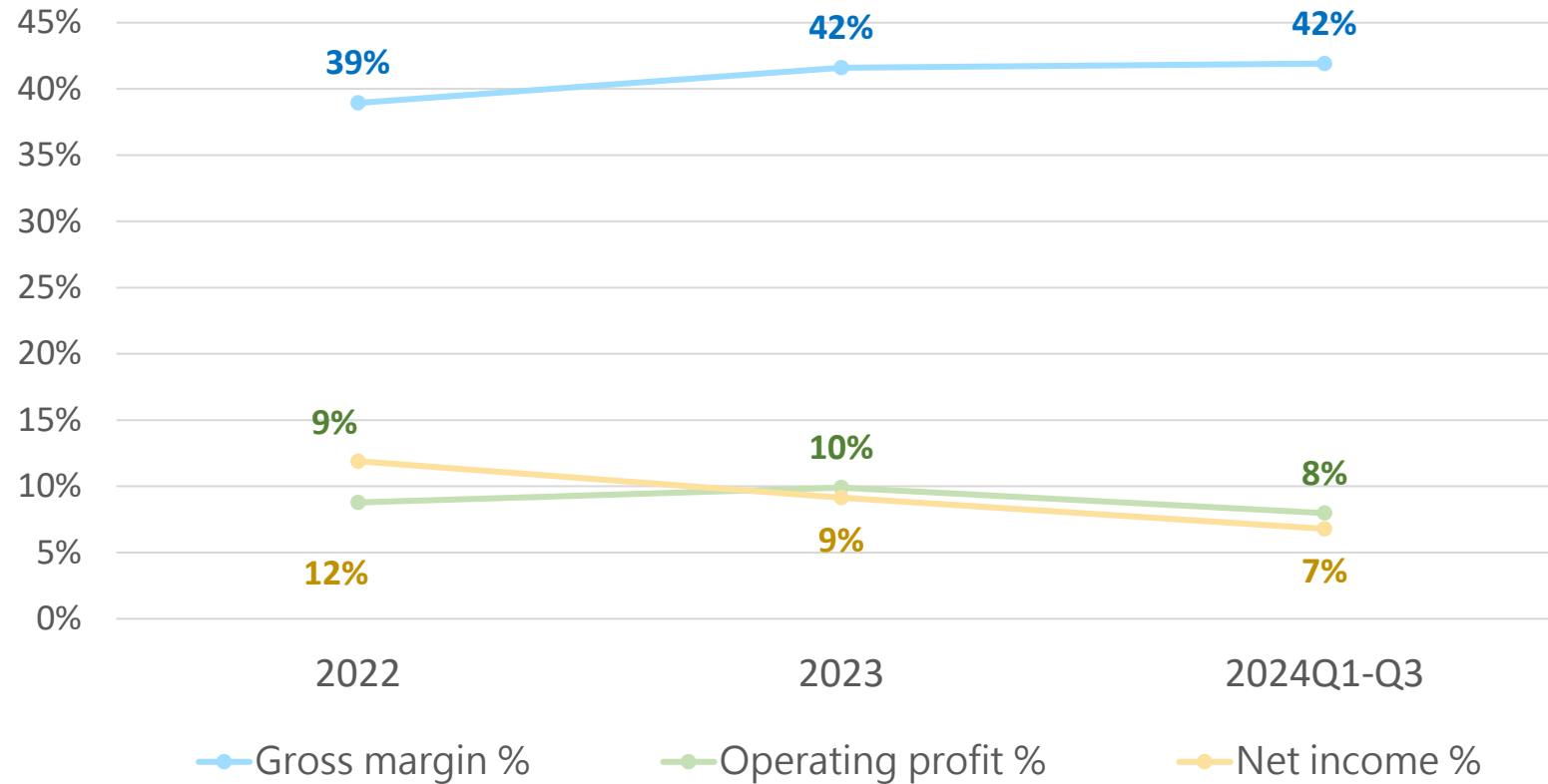
Financial results

	NTD Thousand			
	2023Q1-Q3	2024Q1-Q3	YOY	YOY%
Revenue	3,981,920	4,121,521	139,601	4%
Gross margin	1,644,371	1,727,428	83,057	5%
Operating profit	385,313	328,824	-56,489	-15%
Net income	308,141	279,973	-28,168	-9%
EPS (NTD)	2.42	2.19	-0.23	-10%

	2022	2023
Revenue	5,703,207	5,314,527
Gross margin	2,220,844	2,210,683
Operating profit	501,051	526,248
Net income	678,609	433,232
EPS (NTD)	5.32	3.40



Trend of profit margin rate

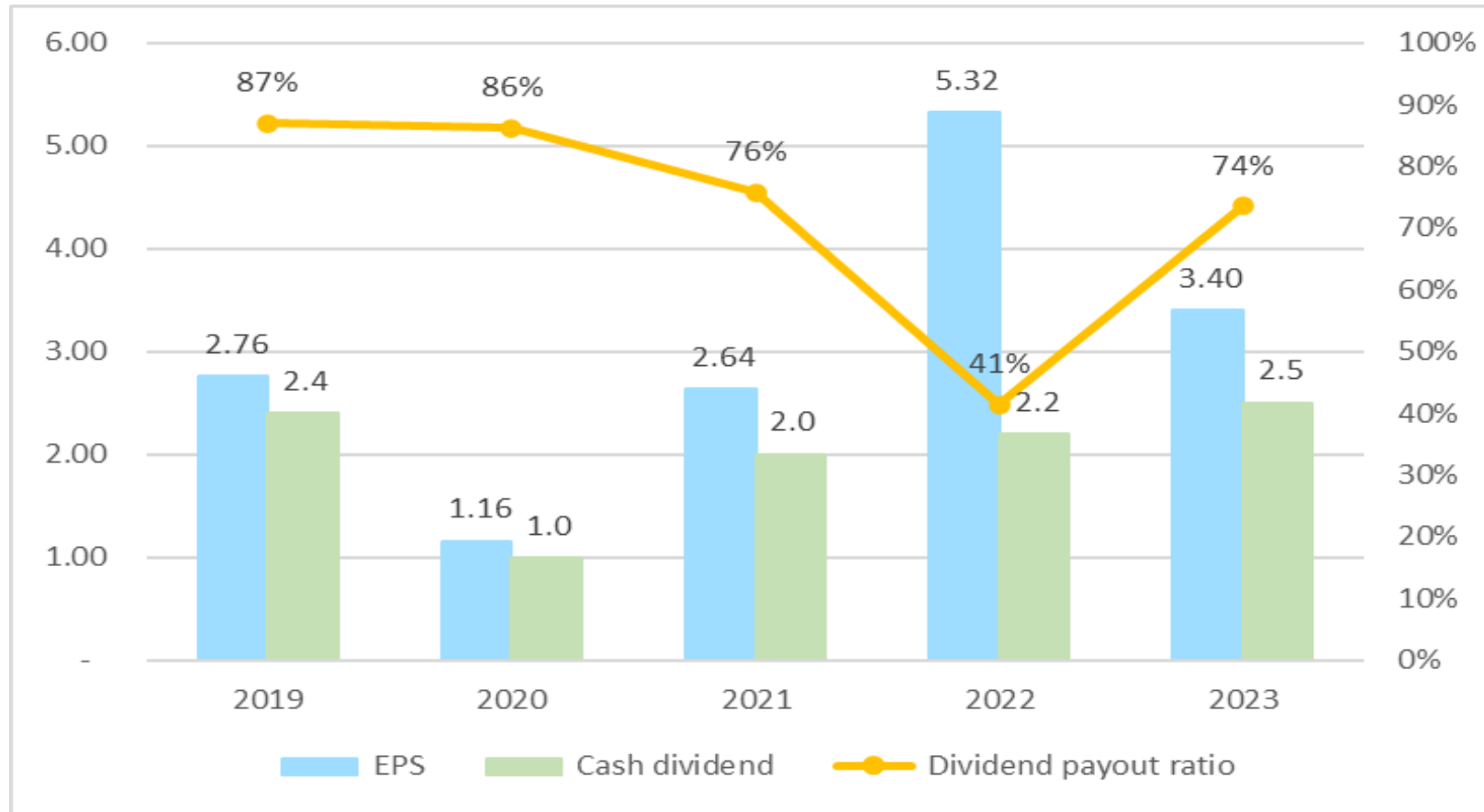


Balance sheets

	NTD Thousand					
	2022		2023		2024Q3	
	Amount	%	Amount	%	Amount	%
Cash and short-term investments	1,077,760	14%	1,730,596	21%	1,455,497	17%
Account receivable	752,487	10%	808,995	10%	812,392	10%
Inventory	1,253,372	16%	959,522	12%	1,256,796	15%
Fixed assets	1,747,251	22%	1,942,798	24%	2,091,813	25%
Other assets	2,991,255	38%	2,779,805	34%	2,723,563	33%
Total assets	7,822,125	100%	8,221,716	100%	8,340,061	100%
Loan	1,636,250	21%	1,965,000	24%	2,079,000	25%
Total current liabilities	1,413,573	18%	1,336,027	16%	1,343,134	16%
Total long-term liabilities	798,859	10%	770,191	9%	732,323	9%
Total liabilities	3,848,682	49%	4,071,218	50%	4,154,457	50%
Total equity	3,973,443	51%	4,151,517	50%	4,185,604	50%



Cash dividend and payout ratio



Operating outlook

- 🌐 The launch of our Asia regional headquarters has enabled us to integrate our group's R&D, procurement, and production capabilities, significantly reducing the time-to-market for new products.
- 🌐 Aligned with our commitment to corporate sustainability, we have developed eco-friendly toner cartridges.
- 🌐 To seek out mutually beneficial strategic collaborations with renowned international brands.
- 🌐 Developing new products and technologies through a diversified strategy.
- 🌐 Taichung Harbor Hotel operations will be expanded in line with the wind energy and tourism developments in Taichung's coastal areas .







THANK YOU