

# General Plastic Industrial Co., Ltd.

Investor Conference  
2023.11.21

Executive Vice President - Steven Huang



# Safe Harbor Notice

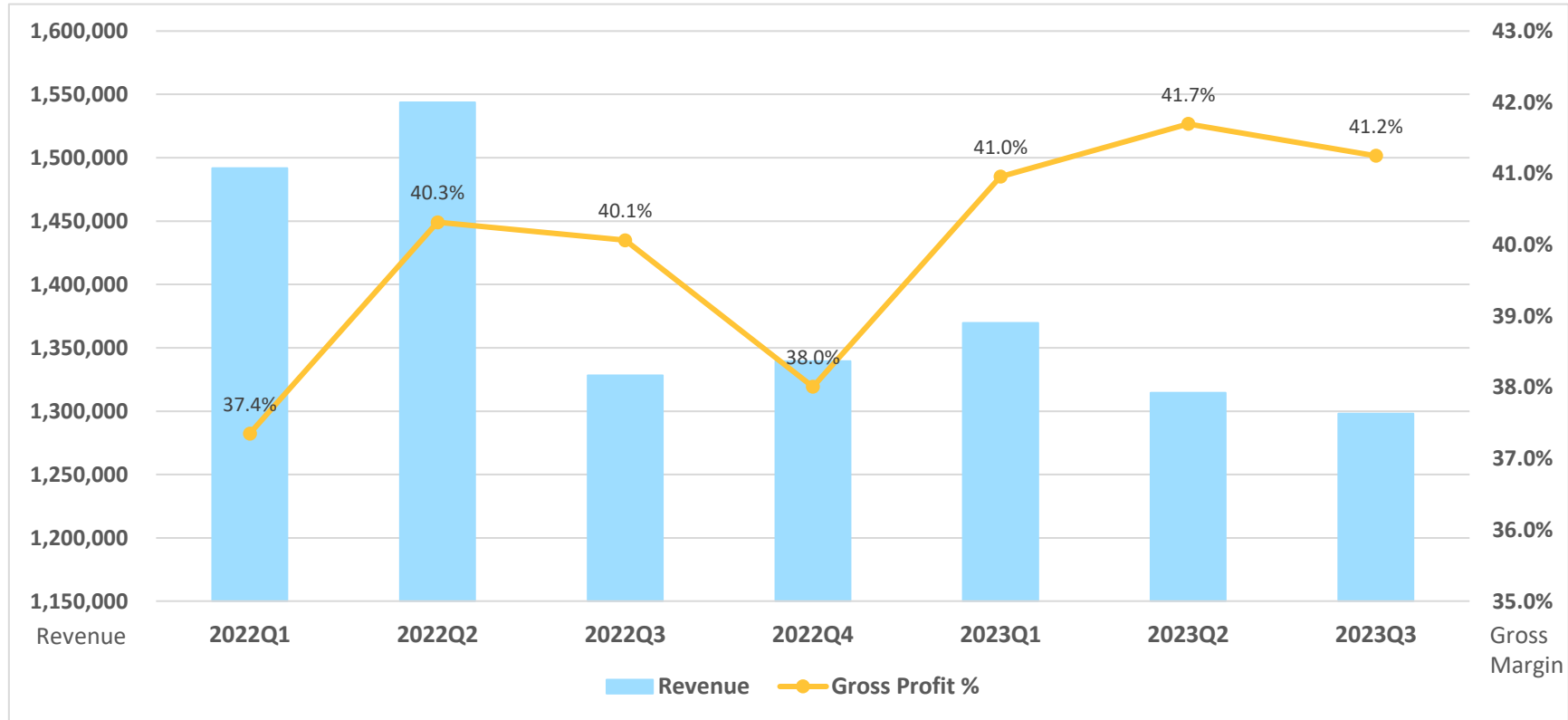
GPI's statement of its current expectations are forward-looking statements subject to external or internal significant risks and uncertainties. Consequently, actual results may differ significantly from those contained in the forward-looking statements.

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



# Operating Report-Revenue and Gross Margin Trends

(NT\$ Thousands)

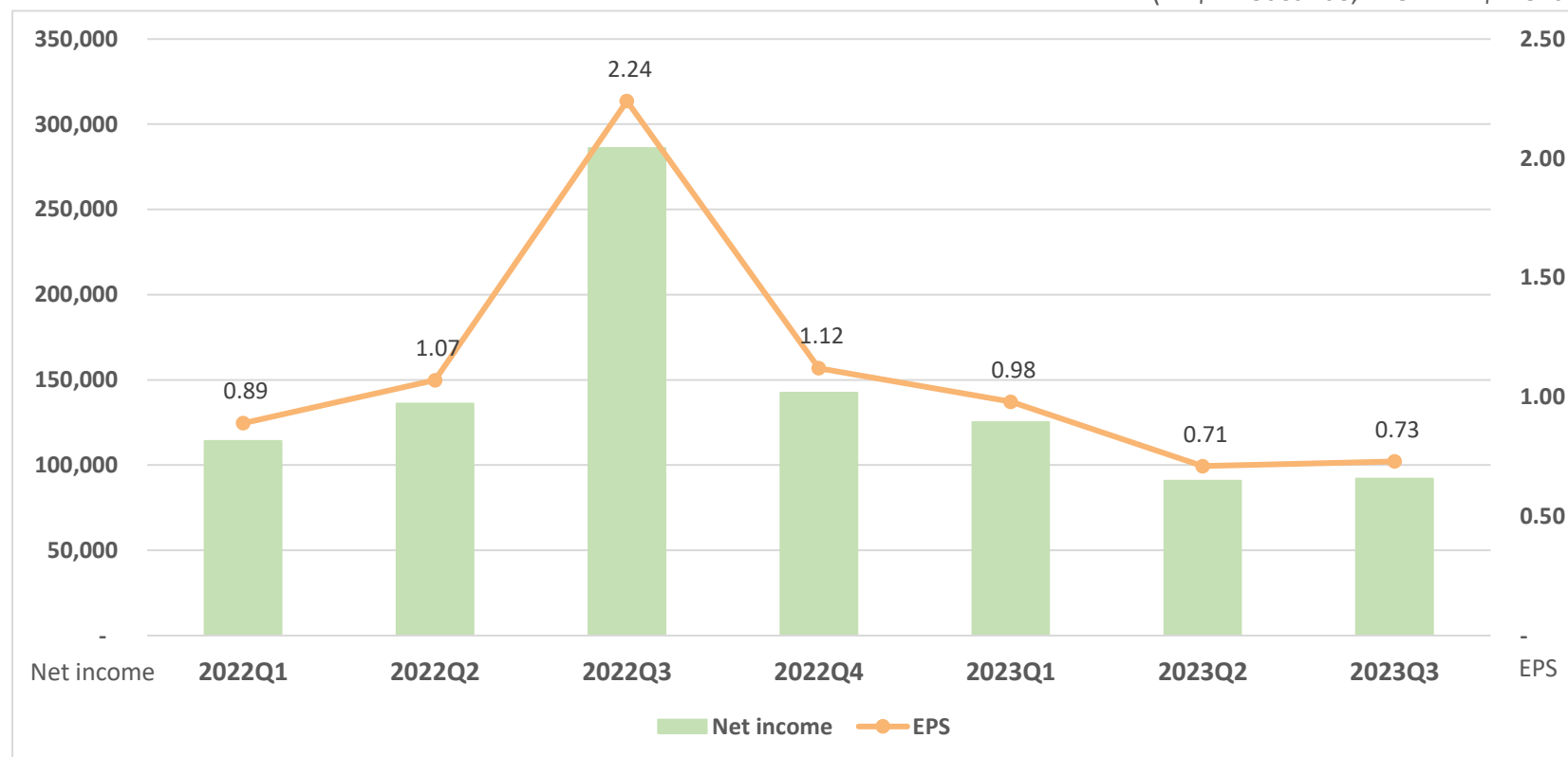


	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Revenues	1,491,820	1,543,615	1,328,213	1,339,559	1,369,524	1,314,442	1,297,954
Gross Margin	37.4%	40.3%	40.1%	38.0%	41.0%	41.7%	41.2%
Q1~Q3	NT\$ 4,363,648 (39.2%)			NT\$ 3,981,920 (41.3%)			
Year	NT\$ 5,703,207 (38.9%)						



# Operating Report-Net Income and EPS Trends

(NT\$ Thousands; EPS in NT\$ Dollar)



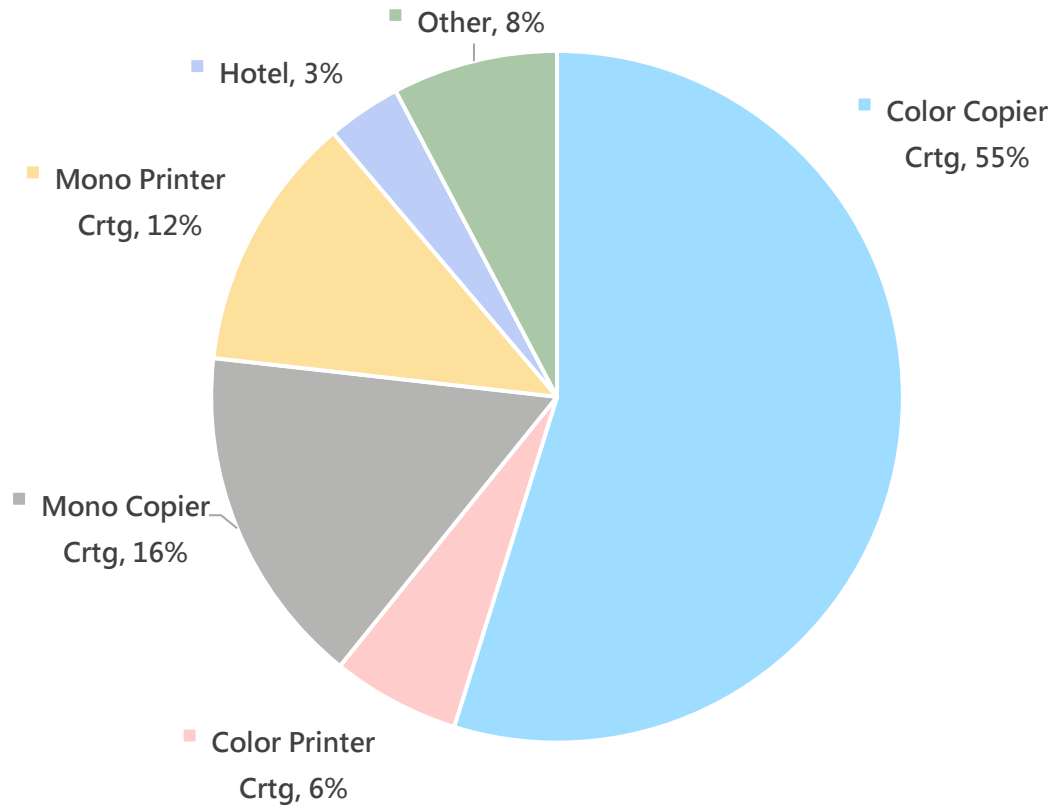
	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3
Net income	114,106	136,036	285,970	142,497	125,203	90,815	92,123
EPS	0.89	1.07	2.24	1.12	0.98	0.71	0.73

Q1~Q3	NT\$ 536,112 (NT\$ 4.20)	NT\$ 308,141 (NT\$ 2.42)
Year	NT\$ 678,609 (NT\$ 5.32)	

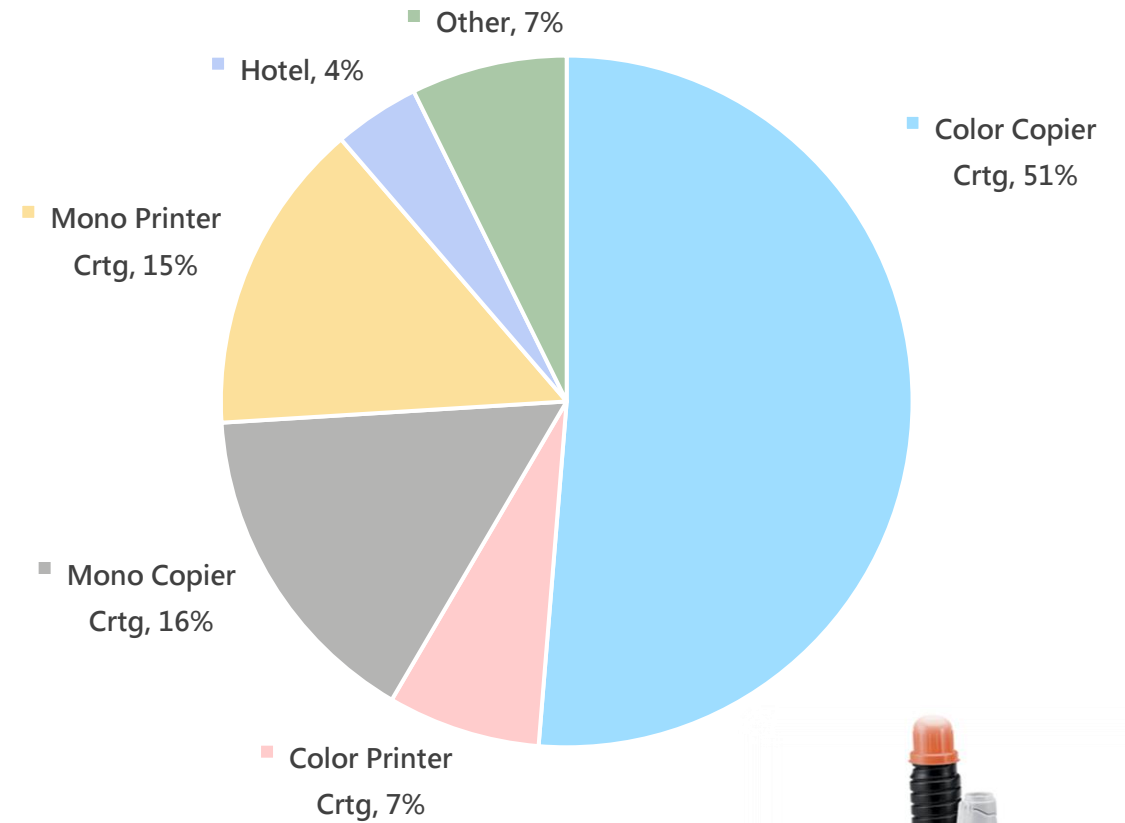


# Operating Report- Proportion of Revenues by Product

2022



2023 Q1~Q3



# 2023 Operating Results

- 🌐 Due to the global economic downturn, our 2023 revenue declined from 2022.
- 🌐 The continuous impact of increased price, along with effective cost control and reduced international freight costs, resulted in a 2.1% improvement in gross margin compared to 2022.
- 🌐 In 1H 2023, the Group benefited from the recovery of the Euro exchange rate, resulted in increased exchange gains. Conversely, the expected weakening of the Euro is anticipated to have a more conservative impact on foreign exchange in 2H 2023.



# 2023 Operating Results

- ④ Our 2023 revenue decreased due to the economic slowdown. However, effective cost and expense control enabled us to achieve an overall profit in 2023 that surpasses 2022, excluding gains from the sales of Cambodian land. This is resulted in a year-on-year increase in EPS of NT\$ 0.8.
- ④ Amidst the overall economic downturn, there has been a gradual adaptation of procurement strategies, contributing to the continuous clearance of inventory. Consequently, the current cash position is steadily growing.
- ④ Our subsidiary, “Taichung Harbor Hotel” , continues to benefit from business travelers associated with offshore wind power and the influx of tourists driven by Mitsui Outlet. In 2023, the hotel achieved record-breaking revenue and gross profit, reaching NT\$165 million and NT\$107 million, respectively.





# 2024 Operating Outlook

- ④ We have integrated the WMS (Warehouse Management System) into GPI and are actively promoting the MES (Manufacturing Execution System) to establish a robust foundation for digitization and intelligence. This initiative aims to enhance operational competitiveness and production efficiency.
- ④ With the completion of the Asia Headquarters building, we are leveraging integrated group resource to strengthen product technology development and diversify strategic layouts. This adaptation is in response to the rapid changes in the industry environment, aimed at improving product development efficiency.





# 2024 Operating Outlook

- 🌐 We are continuously expanding markets, enhancing product variety, and actively seeking opportunities for collaboration with original equipment manufacturers (OEMs).
- 🌐 In response to the population growth along the coastal Taichung and the development of new communities over the past two years, resulting in an increased demand for house-cleaning, Taichung Harbor Hotel, renowned for its hotel-type services, has diversified its business portfolio by adding house-cleaning services. This strategic move aims to create new revenue streams.







**THANK YOU**