



錦明實業
股份有限公司
JIIN MING INDUSTRY CO., LTD.

Stock Code 3230

INVESTOR CONFERENCE

2023年12月25日

General Manager: Alson Chien



Disclaimer

This newsletter is the main and objective factor of the company at the time of the briefing. It summarizes and evaluates the past, present and future operations. It contains forward looking statements which will be affected by risks, uncertainties and inferences. Some will exceed ours. Outside the control, the actual conclusion may be very different from these forward looking statements.

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We do not guarantee the correctness of the data and is not responsible for updating or amending the contents of this newsletter.

Agenda

- **Company Introduction**
- **Operating performance**
- **Business Growth Plan**
- **Future Prospects Strategy**
- **Q&A**

Company Introduction

JIIN MING INDUSTRY CO.,LTD.

Date of Establishment: May 1st, 1987

Paid-In Capital: NT\$710,109,000

Date Listed on the Over-the-Counter Market: September 25th, 2006

Chairman: Tsai Hsiang-Feng

Address: 16F., No. 896, Jingguo Rd., Luzhu Dist., Taoyuan City 338 , Taiwan (R.O.C.)

Factory Locations:

- Ningbo Wangquan Factory
- Kunshan Jincheng Factory
- Kunshan Changyisheng Precision Mold Factory

Business Philosophy:

Customer-Centric Approach –

Proactively understanding customer needs, dedicated to enhancing product value, and providing comprehensive product solutions.

Sustainable Operation –

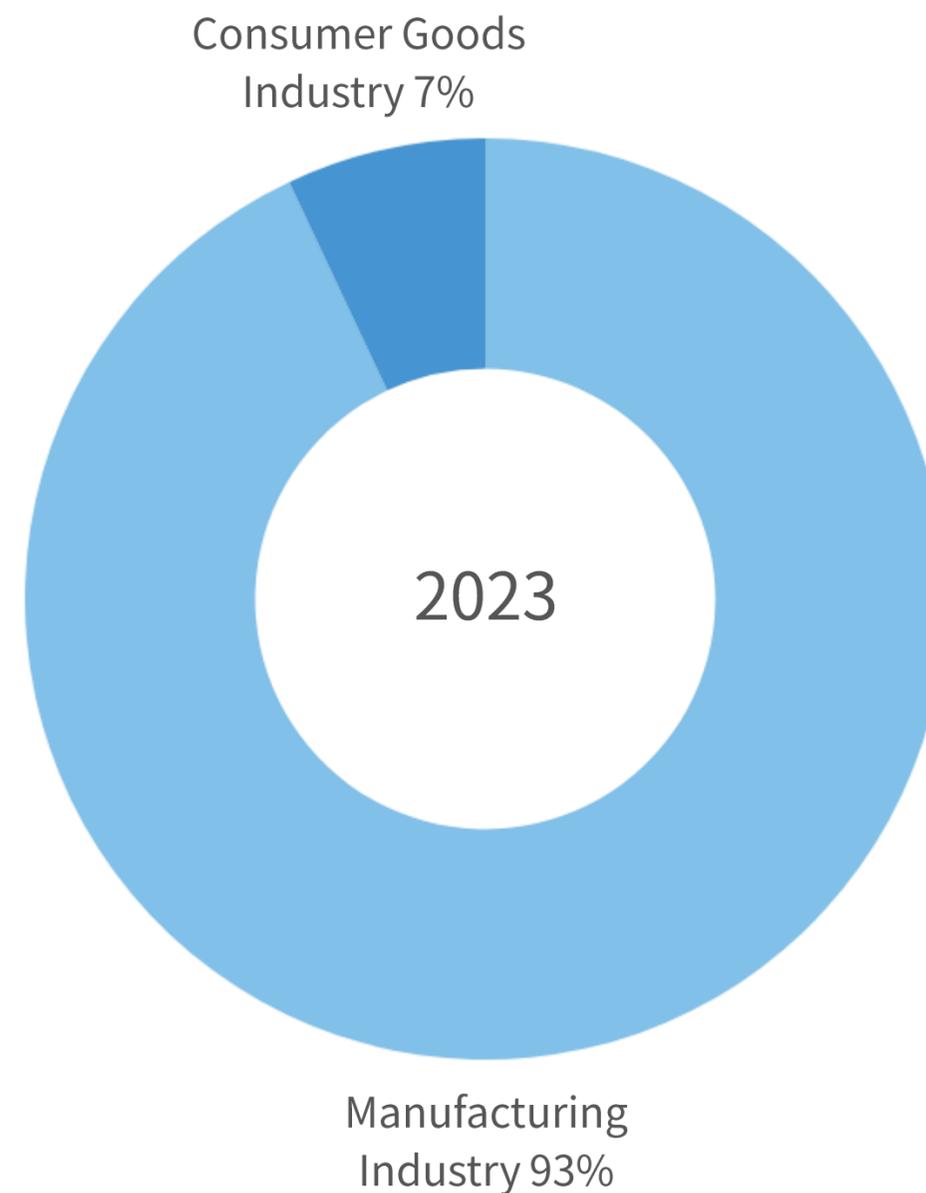
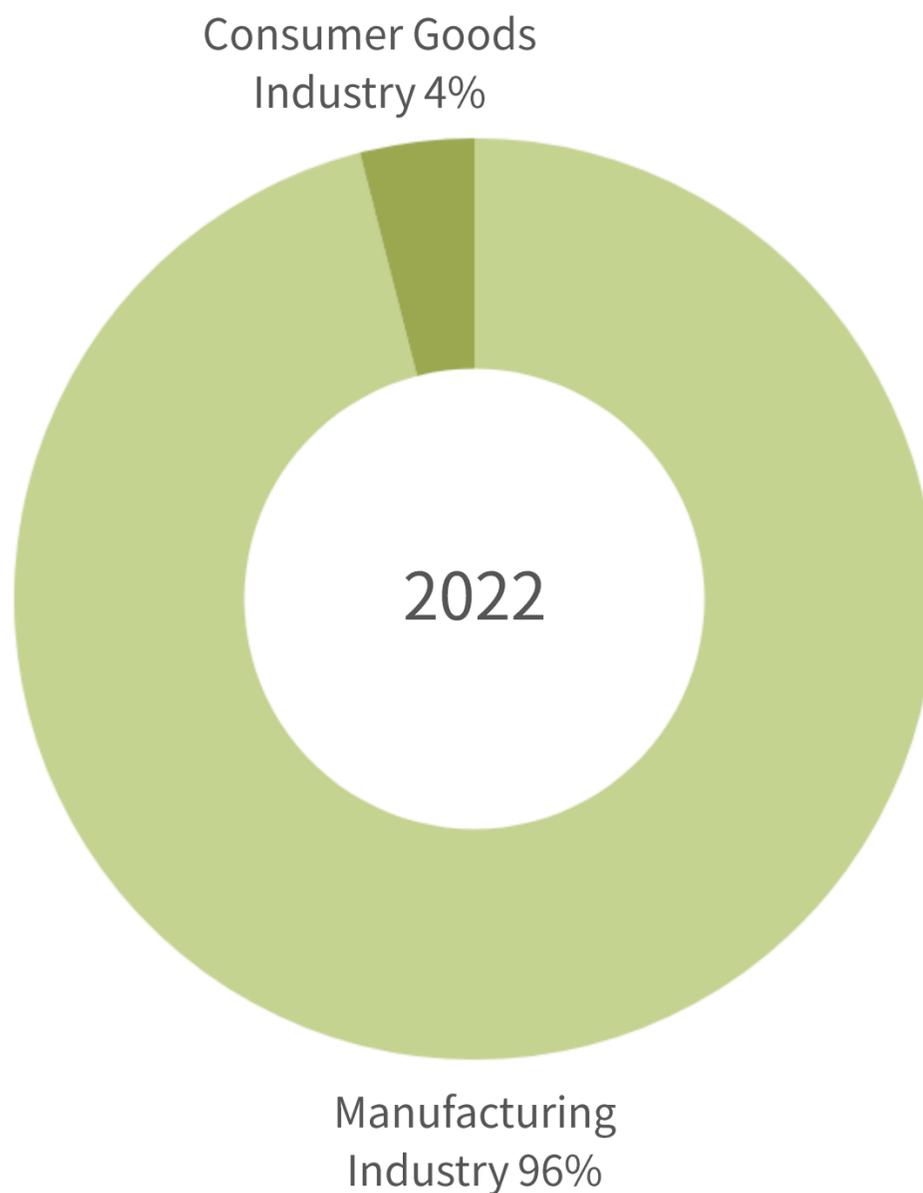
Based on growth, aiming for profitability, and employing sustainable operations as a decision-making guideline.





Operational and Financial Overview

Operational Overview - Revenue by Product Category



Operational and Financial Overview

Operating Overview - Key Consolidated Financial Information

Consolidated Balance Sheet

Unit: New Taiwan Dollars (NTD) in thousands

Item	2021	2022	2022 Q3	2023 Q3
Current Assets	1,021,244	719,490	886,816	806,807
Property, Plant & Equipment	785,345	781,683	803,516	530,837
Intangible Assets	9,376	11,660	9,519	10,807
Other Assets	163,611	190,177	176,409	171,566
Total Assets	1,979,576	1,703,010	1,876,260	1,520,017
Current Liabilities	623,489	530,590	600,736	545,477
Non-current Liabilities	452,536	389,327	428,766	365,653
Total Liabilities	1,076,025	919,917	1,029,502	911,130
Share Capital	710,109	710,109	710,109	710,109
Capital Surplus	302,004	302,004	302,004	302,004
Retained Earnings	(17,791)	(149,489)	(94,750)	(323,082)
Other Equity	(90,771)	(79,531)	(70,605)	(80,144)
Total Equity	903,551	783,093	846,758	608,887
Total Liabilities & Equity	1,979,576	1,703,010	1,876,260	1,520,017

Operational and Financial Overview

Operating Overview - Key Consolidated Financial Information

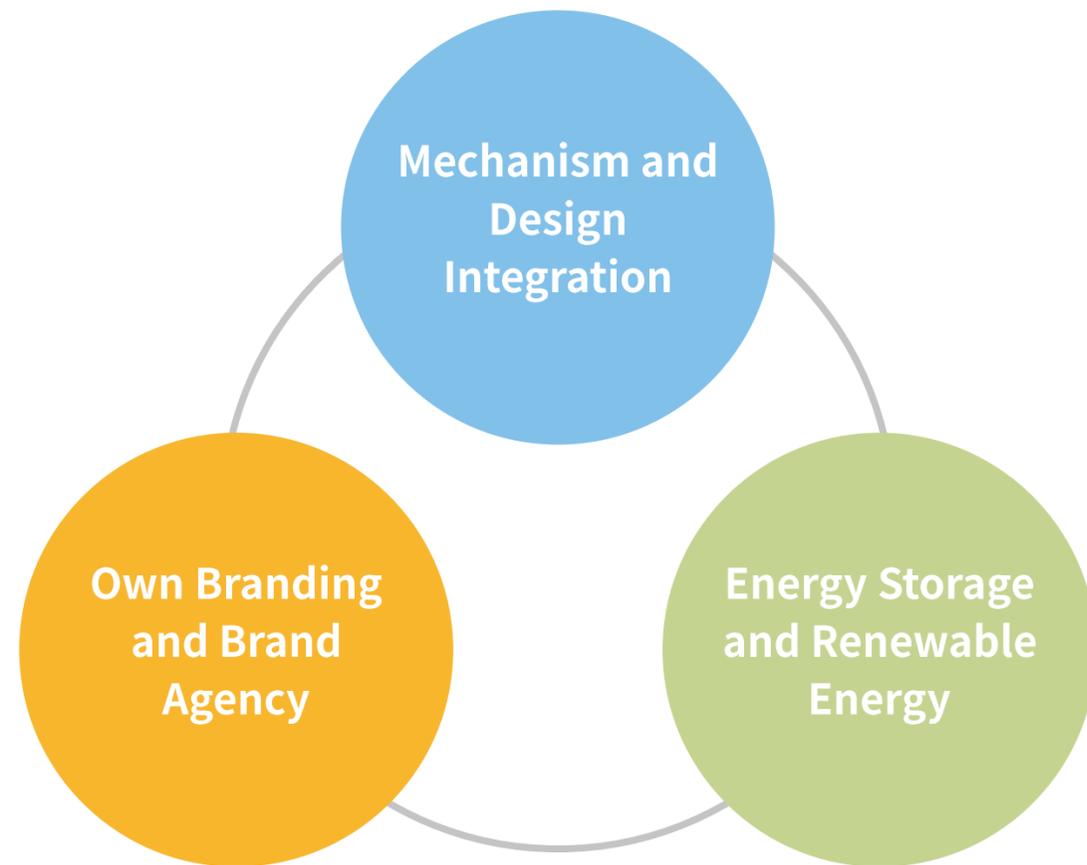
Unit: New Taiwan Dollars (NTD) in thousands
Loss per share is in New Taiwan Dollars.

Consolidated Income Statement

Item	2021	2022	2022 Q3	2023 Q3	2022 Q3 & 2023 Q3 Difference	2022 Q3 & 2023 Q3 Difference Rate
Operating Revenue	1,404,509	973,284	776,530	590,844	(185,686)	-24%
Operating Costs	(1,226,026)	(942,732)	(740,038)	(574,619)	165,419	-22%
Gross Operating Profit	178,483	30,552	36,492	16,225	(20,267)	-56%
Gross Operating Profit Margin	12.71%	3.14%	4.70%	2.75%	-1.95%	-42%
Operating Expenses	178,557	184,747	140,498	148,305	7,807	6%
Operating Expense Ratio	12.71%	18.98%	18.09%	25.10%	7.01%	39%
Other Net Income and Expenses	10,503	5,105	3,138	9,596	6,458	206%
Operating Loss	10,429	(149,090)	(100,868)	(122,484)	21,616	21%
Total Non-Operating Income and Expenses	(20,874)	24,107	35,592	(46,566)	(82,158)	-231%
Profit Before Tax	(10,445)	(124,983)	(65,276)	(169,050)	(103,774)	159%
Income Tax Expense	21,732	6,715	11,683	4,543	(7,140)	-61%
Net Loss for the Period	(32,177)	(131,698)	(76,959)	(173,593)	(96,634)	126%
Loss per Share	(0.51)	(1.85)	(1.08)	(2.44)	(1.36)	126%

Business Growth Plan

Business Field



36 years

Manufacturing Industry

7 years

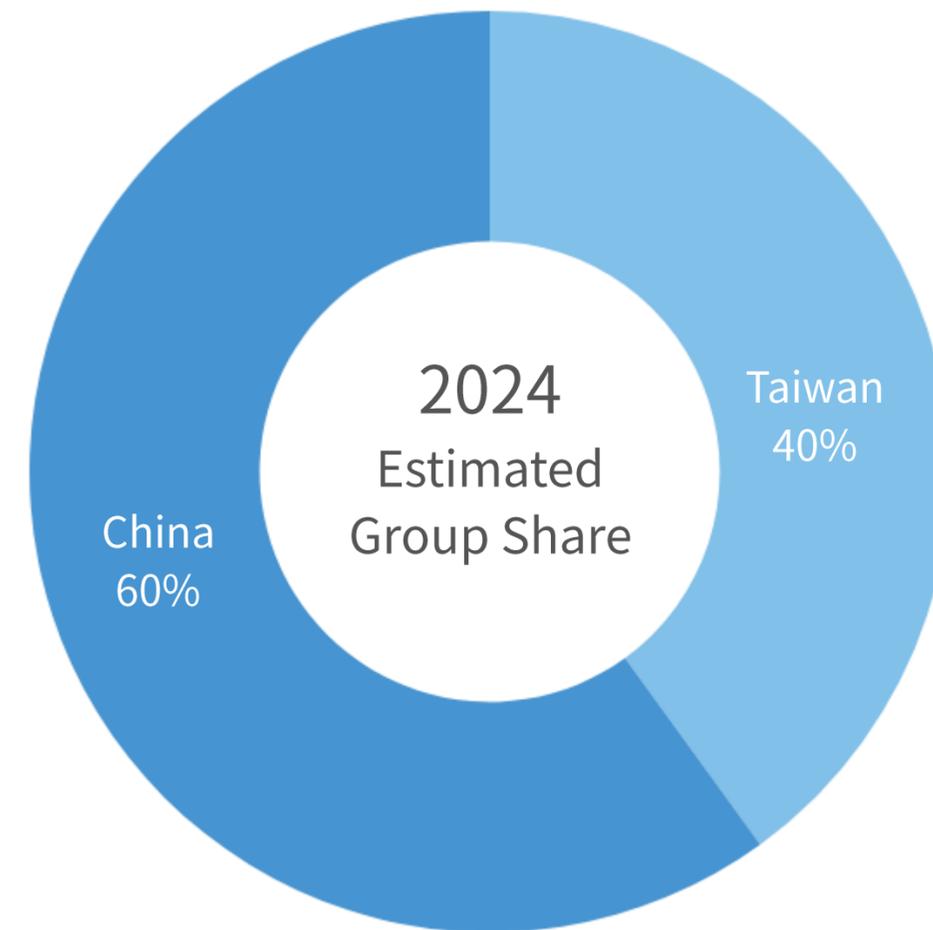
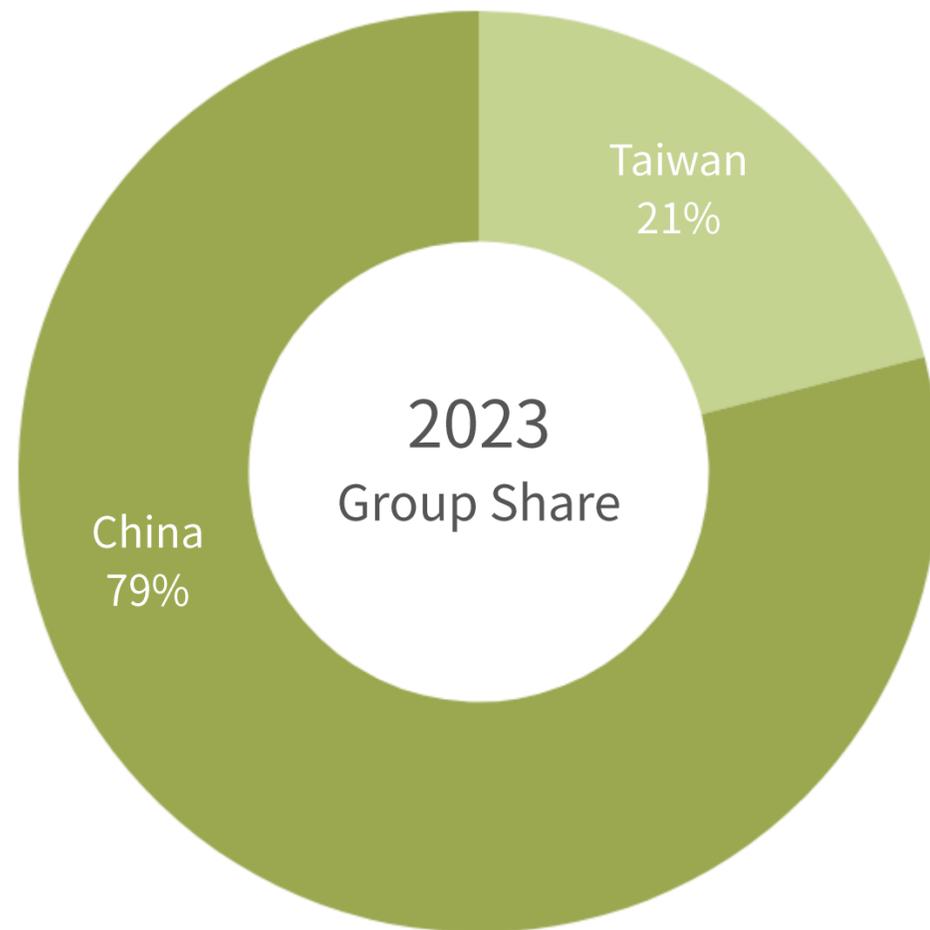
Consumer Goods Industry

1 years

New Energy Industry

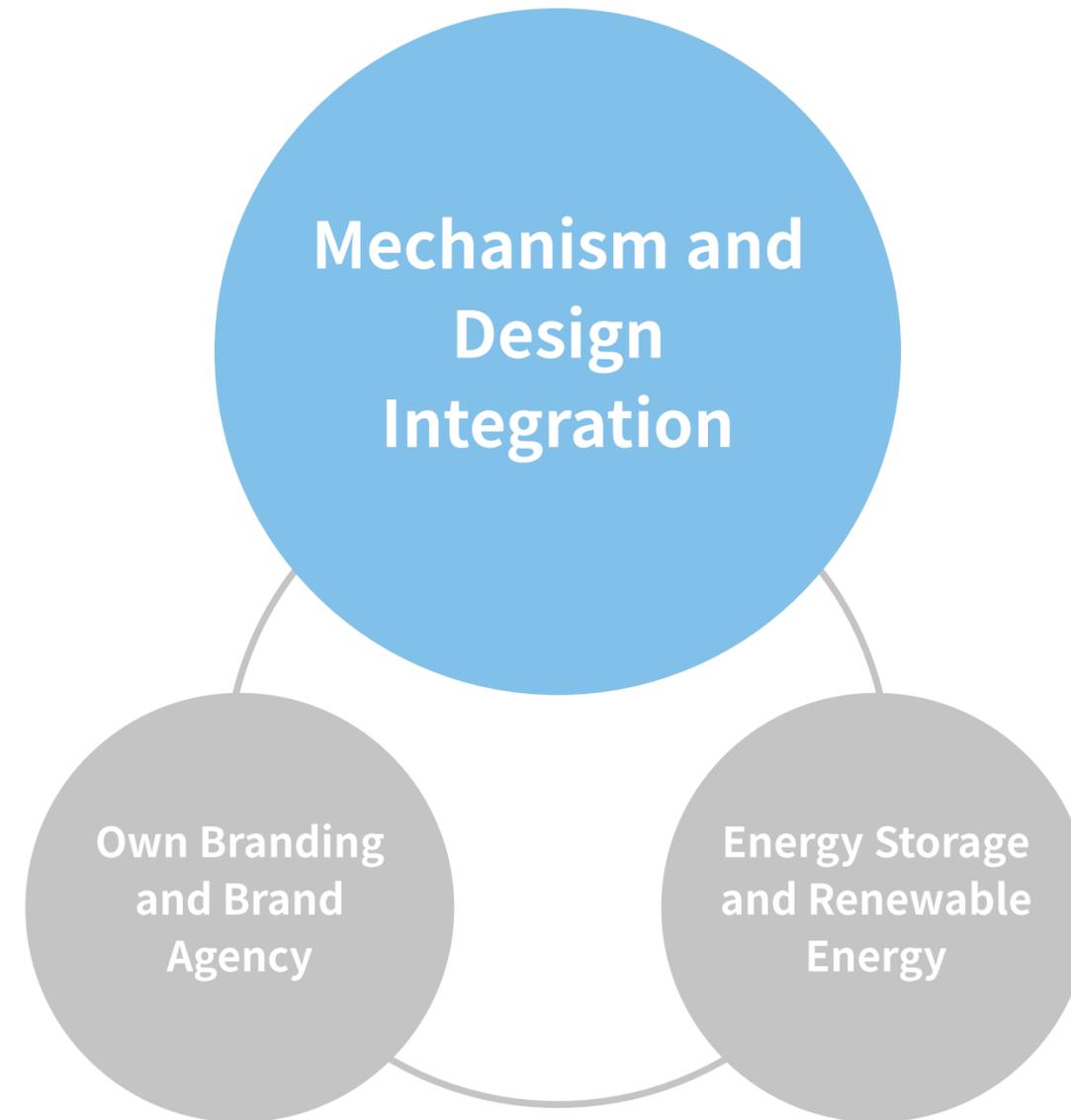
Business Growth Plan

Revenue Projection for 2023 vs 2024



Business Growth Plan

Business Field - Manufacturing Industry



Business Growth Plan - Manufacturing Industry

Company Operations and Supply Chain Configuration

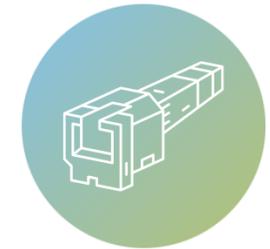
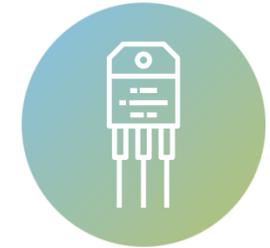
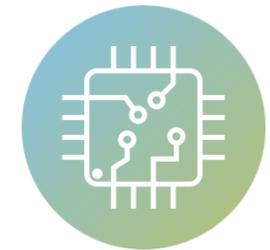
Jiin ming Industries History: With 36 years of specialized experience in contract manufacturing consumer electronics.

Supply Chain Deployment: The future supply chain will be focused on Taiwan and Mainland China, with a revenue ratio of 1:4 between Taiwan and China.

Market Trend Analysis: In 2024, the Taiwanese market is expected to continue its focus on high-tech and innovative products to meet the growing professional demand. In Mainland China, due to the rapid growth in consumer electronics and the automotive industry, market demand is anticipated to keep rising. Jiin ming Industries aims to solidify its market position through continuous product innovation and market expansion.

Taiwan

- **Non-Consumer Electronics:** Focuses on specialized markets and high-profit product lines, adapting actively to market shifts, and enhancing innovation and technology.
- **Electronics Component Distribution:** Engages in early-stage product development as Taiwan shifts from manufacturing to design integration. Currently concentrates on key product categories like Integrated Circuits (IC), Metal-Oxide-Semiconductor (MOS), Optical Modules, and integrating them closely with existing inventory.



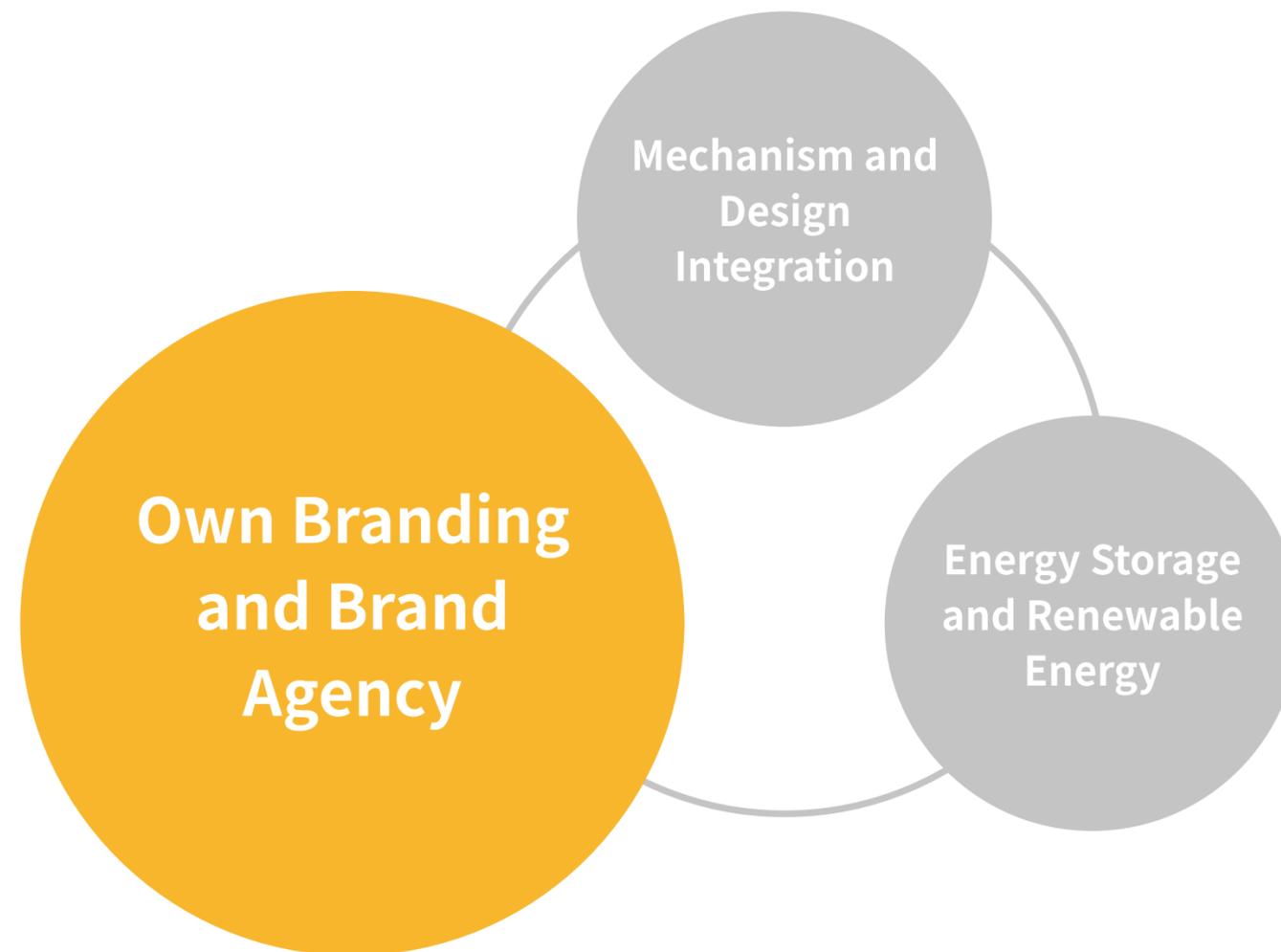
China

- **Consumer Electronics and Automotive Parts:** Primarily catering to major clients, with a focus on consumer electronics and automotive parts. Actively addressing market demand growth, emphasizing supply chain stability, and product diversification.



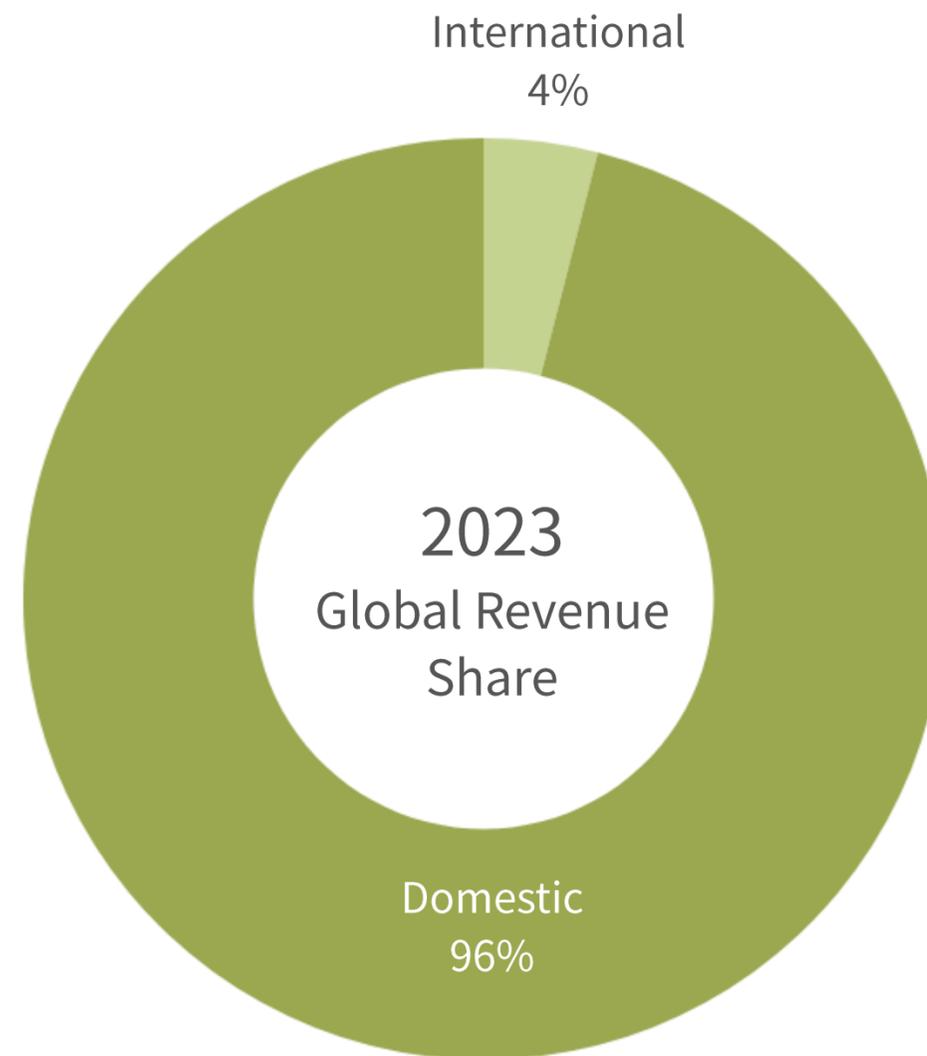
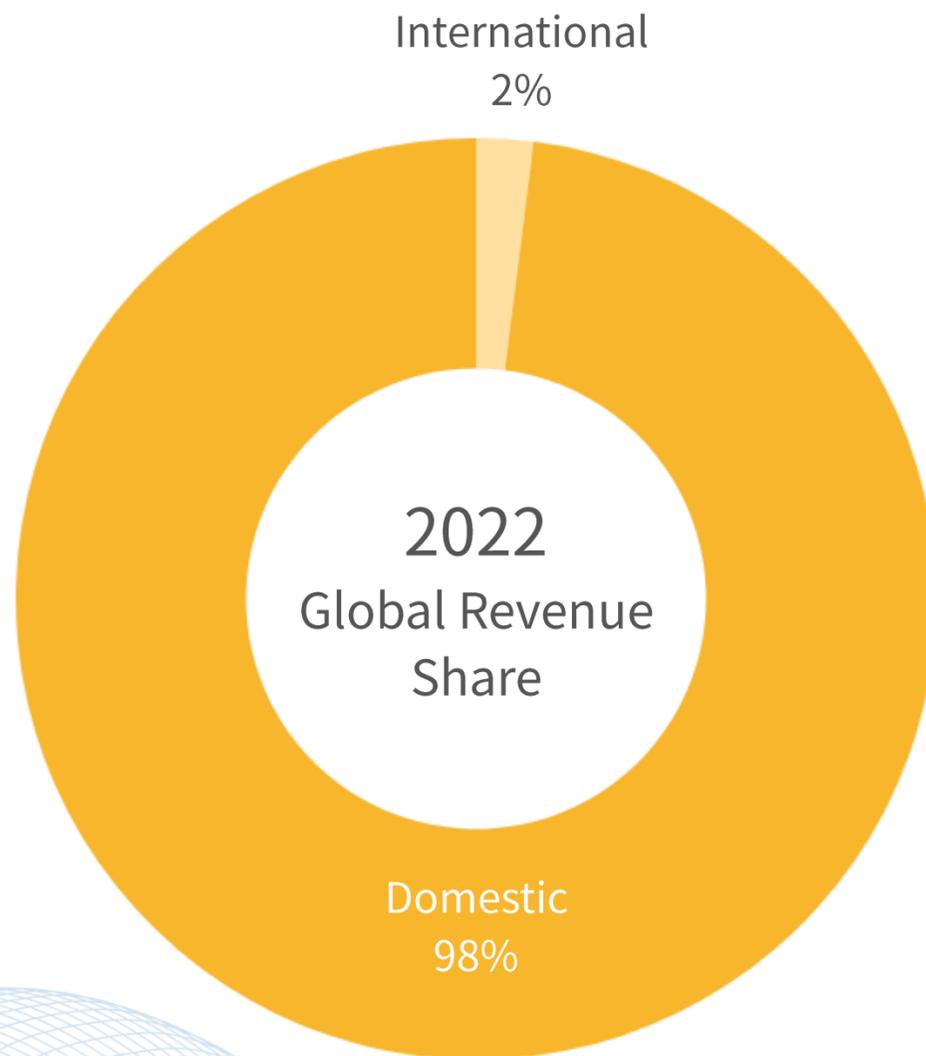
Business Growth Plan

Business Field - Consumer Goods Industry

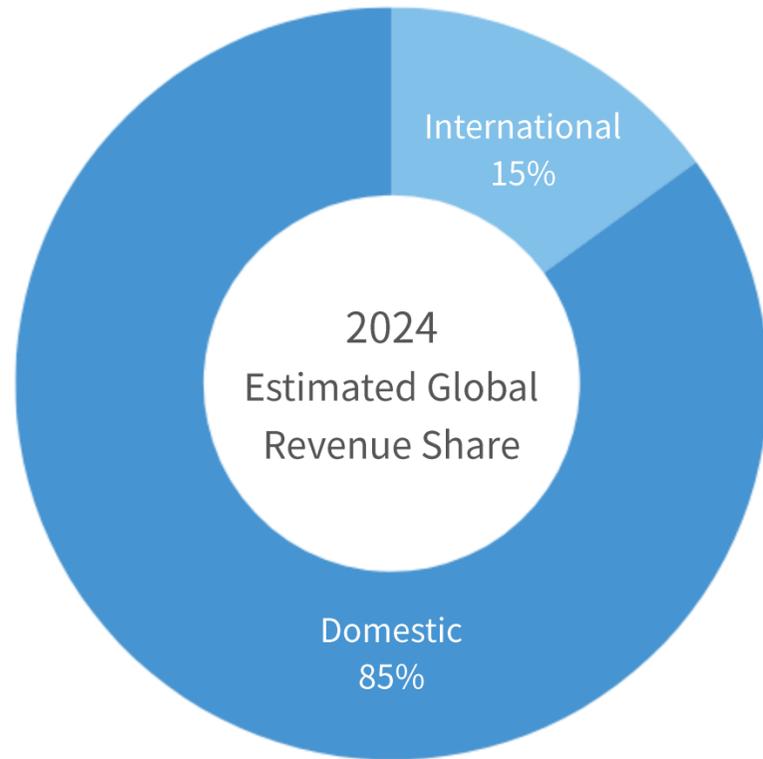


Business Growth Plan - Consumer Goods Industry

Domestic and International Revenue Performance of the Brand



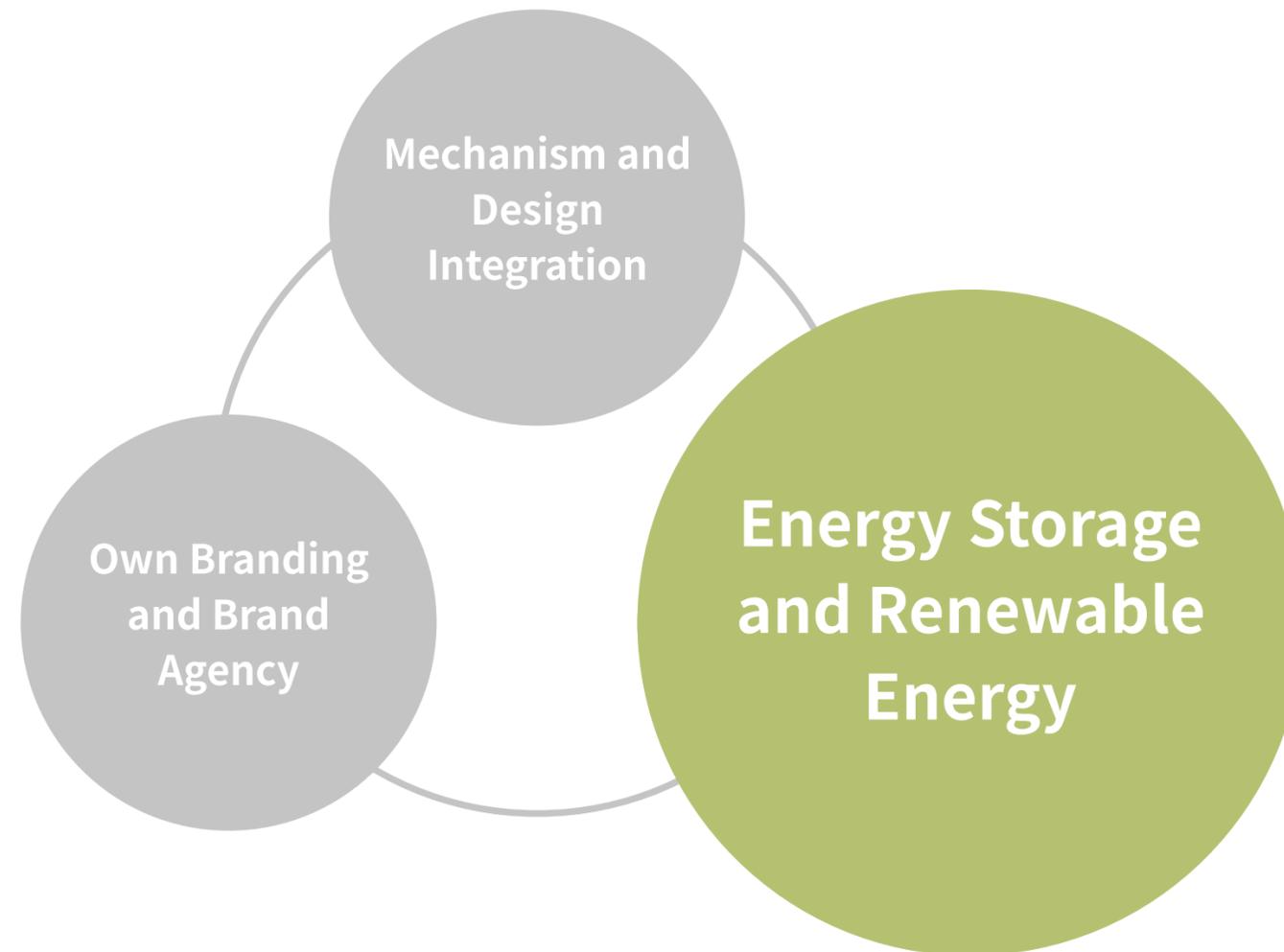
Business Growth Plan



Domestic revenue forecast	Own Brands	Agency Brands	Distributed Brands
Actual domestic revenue breakdown for 2023	Revenue growth of 80%	Revenue growth of 10%	Revenue growth of 10%
Projected domestic revenue breakdown for 2024	Revenue growth of 70%	Revenue growth of 20%	Revenue growth of 10%
Expected 15% growth in foreign revenue for 2024	Market Growth Rate: The annual growth rate for children's products in the Southeast Asian market is estimated at 10%. Particularly, in Malaysia and Singapore, the anticipated annual growth rates are projected to be 12% and 15%, respectively.	Market Expansion: Utilizing the resources at hand, we aim to combine agency brands while signing sales agreements directly with manufacturers for Southeast Asia, thereby expanding our presence in overseas markets.	

Business Growth Plan

Business Field - New Energy Industry



Business Growth Plan - New Energy Industry

Development of New Energy Business and Sustainability Commitment

Global Sustainable Development Commitment

Jiin ming Industries responds to the global call for sustainable development by expanding its business scope into the field of new energy. This transition not only demonstrates the company's responsibility towards environmental conservation but also reflects its insight into future market trends.

Layout of New Energy Business

- **Solar Energy Storage:** Investing in advanced solar technology to create efficient solar panels and storage solutions, focusing on regions with ample sunlight.
- **Infrastructure Development:** Engaging in the establishment and enhancement of sustainable energy infrastructure, including smart grids and electric vehicle charging stations.

Targeted Revenue Contribution Increase by 10%

Jiin ming Industries aims to elevate its new energy business to contribute 10% of the total company revenue. This expansion is anticipated to not only deliver financial gains but also enhance the company's reputation as a sustainability-driven entity.





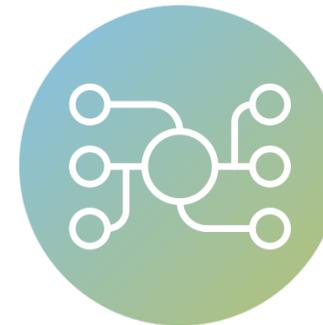
Future Development Strategy



Implementing sustainability and corporate governance



Promoting the development of green energy



Diversifying operations in hardware components



Enriching the variety of products in our proprietary brand

Q&A



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THANK YOU