

***mosa***<sup>®</sup>

Stock code : 4564

# Mosa Industrial Corporation Investor Conference

11 Dec, 2024





# Disclaimer

---

- This report and simultaneously released information are the Company's internal and external data, and the Company's vision is towards the future up to now. If there is any change to these views in the future, the Company is not liable for timely updating the information or sending reminder.
- The Company has not released financial forecast. Any descriptions related to the Company's financial and business status, or Q&A details in this report may be differentiated from the actual results in the future. Such as market demand change, ex-factory price, fluctuation of raw material price, industry competition, world economy, fluctuation of exchange rate, upstream / downstream supply chain, and other risk factors that are out of the Company's control.

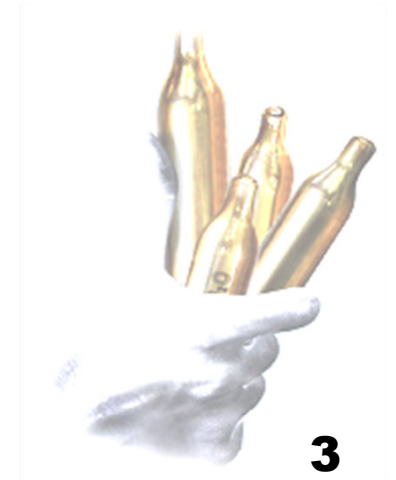




# Agenda

---

1. Operating Results      Hui-Ping Chuang
2. Future Outlook        Ho-Chung Fu
3. Q&A





## Consolidated Statement of Comprehensive Income

Unit: in Thousands of NTD	2024 9M	2023 9M	YoY
Operating Revenue	766,714	1,016,918	(25)%
Gross Profit(Loss)	(178,483)	(65,660)	172%
Operating Expenses	114,991	197,063	(42)%
Operating Profit(Loss)	(293,474)	(262,723)	12%
Non-Operating Income and Expenses	(434)	(20,185)	(98)%
Income(Loss) Before Tax	(293,908)	(282,908)	4%
Tax Expenses(Benefit)	(16,381)	(32,454)	(50)%
Net Income(Loss) for the Period	(277,527)	(250,454)	(11)%
Earnings (Losses) per share (in NTD)	(1.37)	(1.28)	
Gross Margin	(23)%	(7)%	
Operating Margin	(38)%	(26)%	
Net Margin	(36)%	(25)%	



# Sales Breakdown by Product

Unit: In Thousands of NTD	2024 9M		2023 9M		YoY
	Amount	%	Amount	%	%
<b>Chargers</b>	310,001	40	505,792	50	(39)%
<b>Inflators</b>	443,013	58	442,787	43	0%
Others	13,700	2	68,339	7	(80)%
Total	766,714	100	1,016,918	100	(25)%





# Consolidated of Balance Sheet

Unit:In Thousands of NTD	2024/9/30		2023/12/31		2023/9/30	
	Amount	%	Amount	%	Amount	%
Cash	889,092	12	933,674	12	1,288,454	16
Notes and Accounts Receivable	380,385	5	369,121	5	364,809	5
Inventories	356,643	5	391,738	5	440,588	5
Property , Plant and Equipment	4,350,813	60	4,561,077	60	4,645,877	57
Right-of-use Assets	1,029,876	14	1,036,552	14	1,042,321	13
Prepayments for Facilities	75,810	1	147,156	2	190,833	2
<b>Total Assets</b>	<b>7,254,952</b>	<b>100</b>	<b>7,581,853</b>	<b>100</b>	<b>8,137,145</b>	<b>100</b>
Current Liabilities	678,989	9	668,098	9	762,608	10
Bonds Payable	530,935	7	523,906	7	521,583	6
Long-term Borrowings	947,500	13	1,016,125	13	1,353,000	17
Non-current Lease Liabilities	1,059,308	15	1,061,314	14	1,065,287	13
<b>Total Liabilities</b>	<b>3,219,619</b>	<b>44</b>	<b>3,269,453</b>	<b>43</b>	<b>3,703,904</b>	<b>46</b>
<b>Total Equity</b>	<b>4,035,333</b>	<b>56</b>	<b>4,312,400</b>	<b>57</b>	<b>4,433,241</b>	<b>54</b>
<b>Book Value per share(in NTD)</b>	<b>19.90</b>		<b>21.27</b>		<b>21.86</b>	



# Agenda

---

1. Operating Results      Hui-Ping Chuang

2. Future Outlook          Ho-Chung Fu

3. Q&A





# Position and core technology

超高壓產品全球領先品牌與系統方案提供者  
The world's leading & total solution provider of ultra-high pressure products

Ultra-high Pressure and  
Precision Filling Technology

Operating pressure > 700 bar

Metal  
Precision Processing

**Core Technologies**

Self-made Gas  
Generation  
Tablets

Designing and Developing of  
High-pressure Valve

Metal Surface  
Treatment Technology







## Achievement and Market Outlook to 2025

---

### ■ High Pressure Charger

- Standing firmly as the No.1 brand in Asia , the preferred partner for China tea beverage brands to expand overseas.
- Launched Amazon North America online sales business, which became the best-selling new product of its kind within two months of launch.
- New clients in Europe and other regions, and sustained growth.
- Focus on 8.5g chargers to take on the world's leading brands.





## Achievement and Market Outlook to 2025

---

### ■ Airbag Inflator

- One of the major suppliers of the world's largest new energy vehicle plants. November sales volume exceeded the company's highest monthly production volume in history.
- To co-operate with customers in the development of new car models and overseas markets, to continue increasing the supply of goods.
- Expanding new customers and new car models, have been listed one by one in the Supply Manufacturer's List.

### ■ Wearable/Protective Inflator

- Successful development of lightweight inflator, 1/3 weight reduction.
- Cooperate with potential customers, accelerated mass production schedule.





## Achievement and Market Outlook to 2025

---

### ■ Inflatable + Tire Repair Kits

- Positive response from domestic market, strengthening overseas expansion.
- New tire sealant material, to enhance market acceptance.

### ■ Under-Sink Soda Water Module

- The first self-developed and manufactured soda water dispenser in Taiwan. The high-density foam test, meets the needs of the European and American markets.
- Increased ability to accelerate product launches through collaboration with major manufacturer of drinking water dispenser.





## Achievement and Market Outlook to 2025

---

### ■ High-pressure valve

- Development of electronic expansion valves and electronic ball valves, which can be applied to high-end applications such as environmentally friendly refrigerants and energy-saving and high-efficiency applications.
- Expected to station in ShuangHo Biotech Park in 2025, co-operation with major hospitals in Taiwan on high pressure applied medical products.

### ■ Appliment of metal surface treatment

- Leveraging mosa's surface treatment technique and energy advantage, expected to enter the Server GPU Board foundry business.





## Achievement and Market Outlook to 2025

---

- Critical components for the aerospace and marine
  - Became a partner of TASA in the supply of critical components.
- Drone-related products
  - Long endurance and maximum wind resistance up to force 7.
  - Continuing to develop inspection, disaster relief and other related businesses.
  - New overseas co-operation projects - Drone Launchers
- Hydrogen-related developments
  - Deepen the core technology and capacity, and actively seek domestic and overseas co-operation partners.







# Q & A



<http://www.twmosa.com/>