



Your Best Choice



THINKING

Investor Conference



2023.12



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Financial Status



Company Introduction



Markets and Customers



Competitive Strength



Target Markets





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Operation Overview: Quarterly Consolidated Income Statement

Unit: Thousand NTD

Item	3Q 2023	2Q 2023	3Q 2022	QoQ	YoY
Net sales	1,763,393	1,816,449	1,888,547	-2.9%	-6.6%
Gross profit margin	39.28	36.11	33.48	3.17	5.80
Operating expenses	285,658	297,300	283,990	-3.9%	0.6%
Operating expenses ratio	16.20	16.37	15.04	-0.17	1.16
Net operating income	407,031	358,672	348,377	13.5%	16.8%
Operating profit margin	23.08	19.75	18.45	3.34	4.64
Non-operating income and expenses	36,126	44,868	170,207	-19.5%	-78.8%
Net profit	334,937	313,041	403,435	7.0%	-17.0%
Net profit margin	18.99	17.23	21.36	1.76	-2.37
Earning per share (NTD)	2.6	2.43	3.12	0.17	-0.52



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Operation Overview: Yearly Consolidated Income Statement

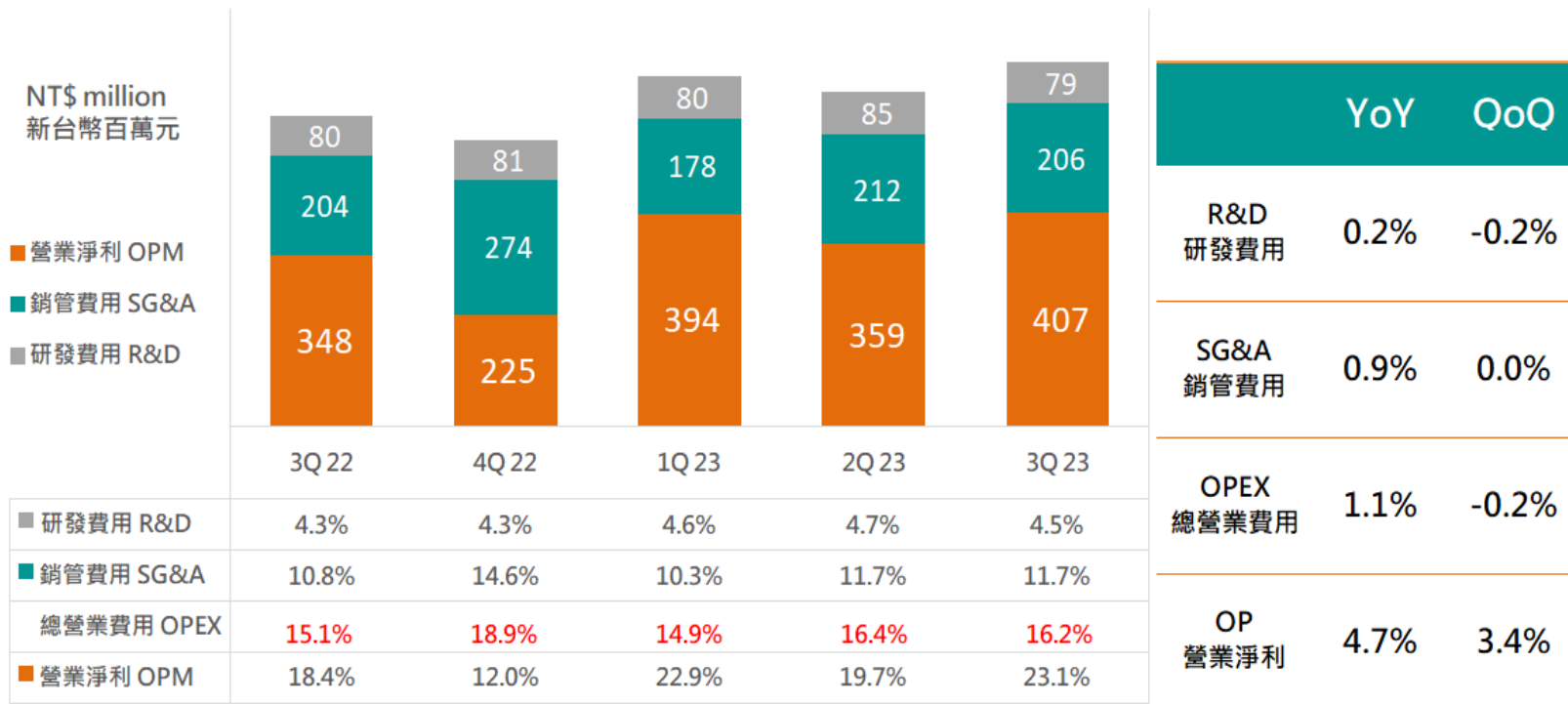
Unit: Thousand NTD

Item	2023 Q1~Q3	2022 Q1~Q3	YoY
Net sales	5,298,945	5,588,278	-5.2%
Gross profit margin	37.74	36.74	1.00
Operating expenses	840,438	877,845	-4.3%
Operating expenses ratio	15.86	15.71	0.15
Net operating income	1,159,555	1,175,415	-1.3%
Operating profit margin	21.88	21.03	0.85
Non-operating income and expenses	94,427	410,267	-77.0%
Net profit	952,233	1,214,188	-21.6%
Net profit margin	17.97	21.73	-3.76
Earning per share (NTD)	7.37	9.40	-2.03



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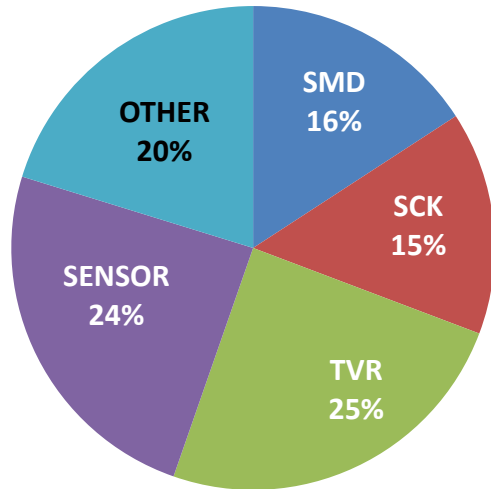
Operation Overview: Analysis of Operating Expenses





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Gross Margin Improvement Strategy



Internal Improvements:

1. Implementing strategic transfers of production bases for mature products among group companies to regions with a competitive advantage in labor and electricity costs, aiming to reduce overall production costs. **E.g., SCK+TVR revenue accounts for 40%.**
2. Continuously optimizing the yield of SMD surface-mount products and introducing foreign labor to achieve a reduction in labor costs.
3. Lowering overall production costs for SENSOR products, which are highly customized, through material system integration, process automation, and relocation to regions with lower labor costs.

External Expansion:

1. Sustaining growth in the export market and targeting an increase in **revenue share from exports to 40% from the current 25%.**
2. Enhancing capacity utilization to effectively reduce depreciation and fixed amortization costs.



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Corporate Mission

Mission Statement:

Contribute to safety and operation efficiency of electronics

We “think” and “are keen” to offer customers “service.”



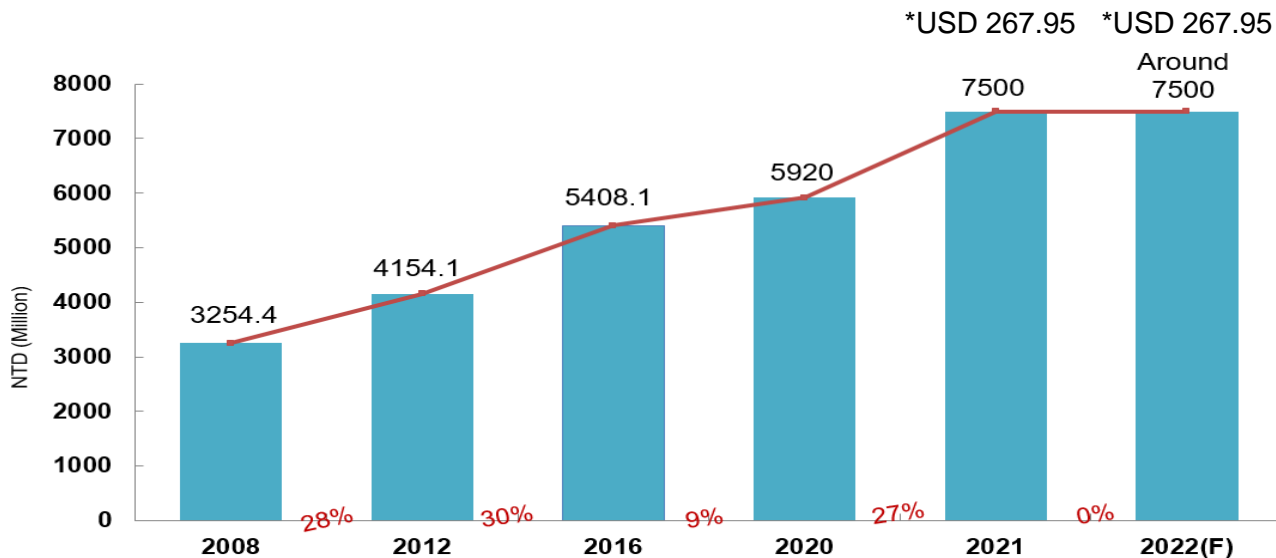
<i>T</i>	<i>Think</i>
<i>K</i>	<i>Keen</i>
<i>S</i>	<i>Service</i>



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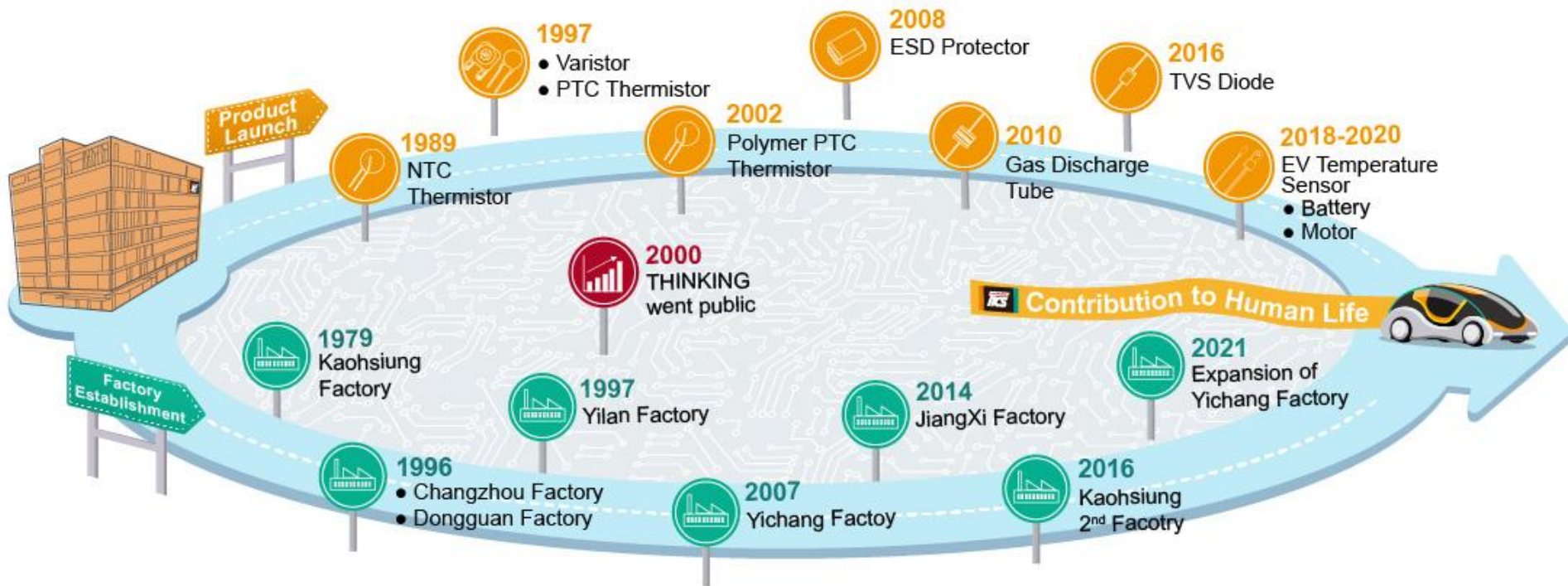
Company Introduction

Established in 1979
7 factories and 4500 employees
2008-2022 Net Revenue:



* Using an exchange rate of 1 USD =27.99 NTD

Milestone





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THINKING All Around the World

All Around The World.



Factories of THINKING

Yichang Factory



Changzhou Factory



Yilan Factory



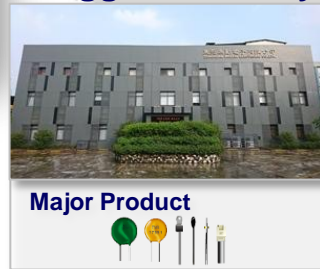
Kaohsiung 1st Factory



JiangXi Factory



Dongguan Factory



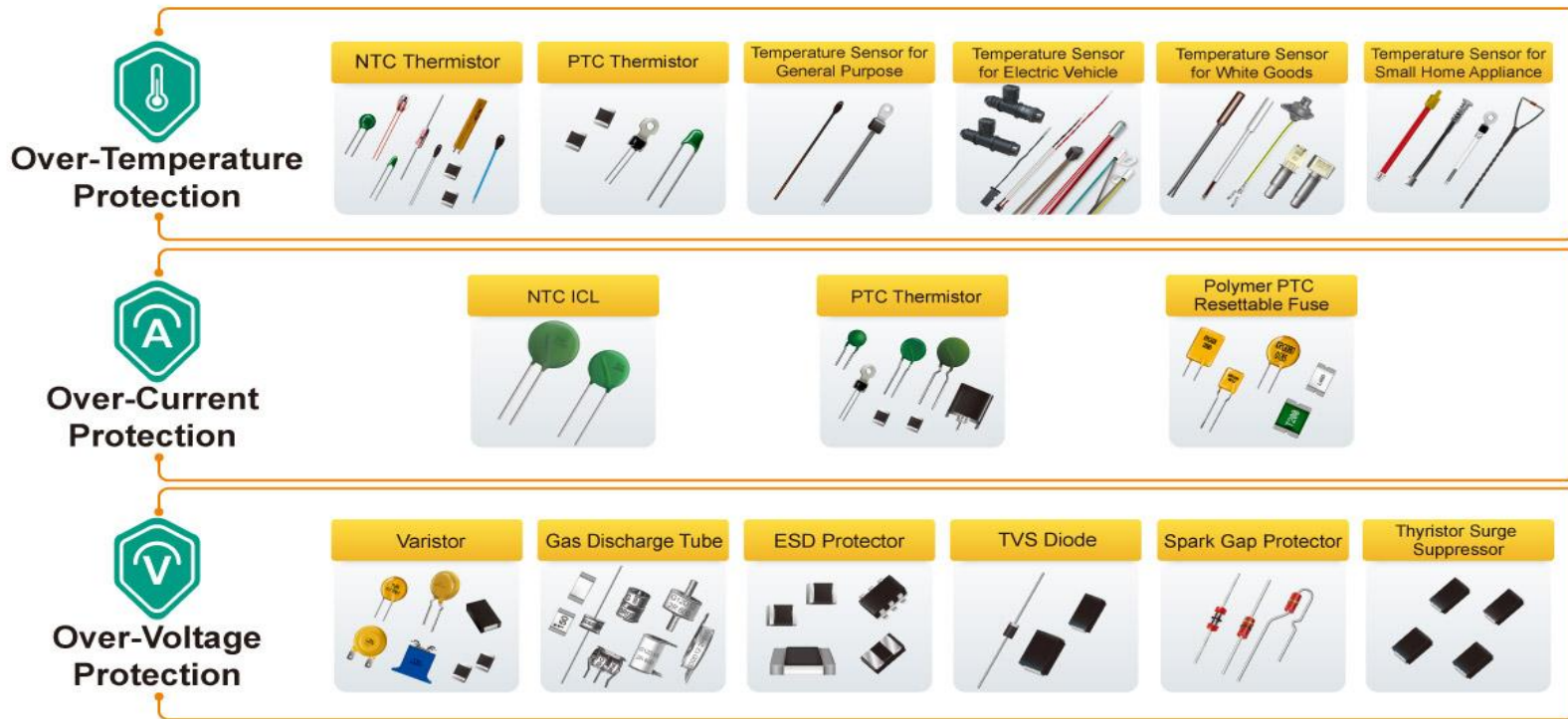
Kaohsiung 2nd Factory





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THINKING Products





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Major Markets

Information and Communication Technology



Telecom



Power Supply



Consumer Electronics



Computer

Home Appliances and Lighting



Home Appliances



Lighting

Automotive and Industrial



Automotive
(12%)



Industrial

Medical and Others



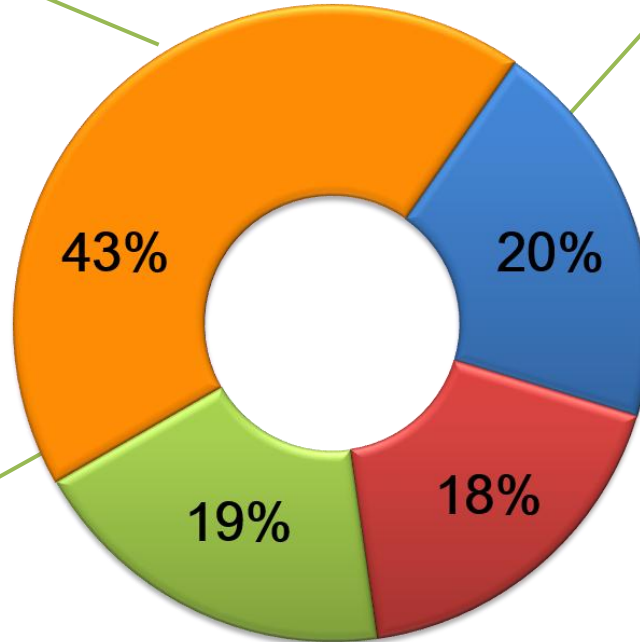
Medical



Other applications



Distributor

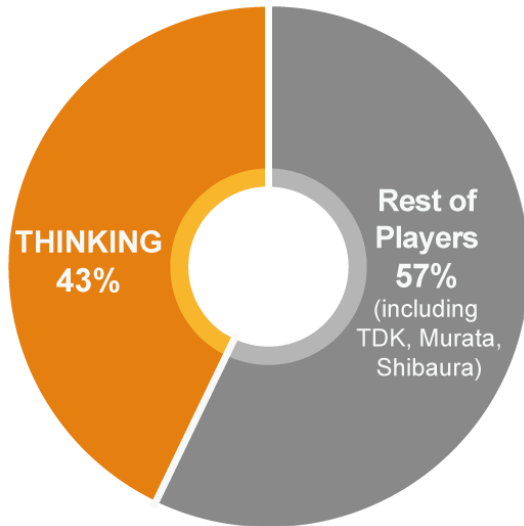




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Market Positions of THINKING Products

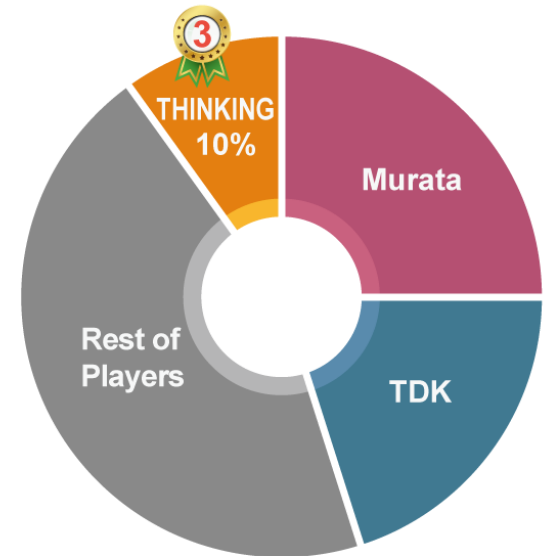
NTC Thermistor



Disc Varistor



Ceramic PTC Thermistor



Note:

- 1.Data source: Circuit Protection Components: World Markets, Technologies & Opportunities: 2019-2024, Paumanok Publication
- 2.Fiscal year 2021 calculation of THINKING NTC thermistor and disc varistor ended in December 31, 2021.



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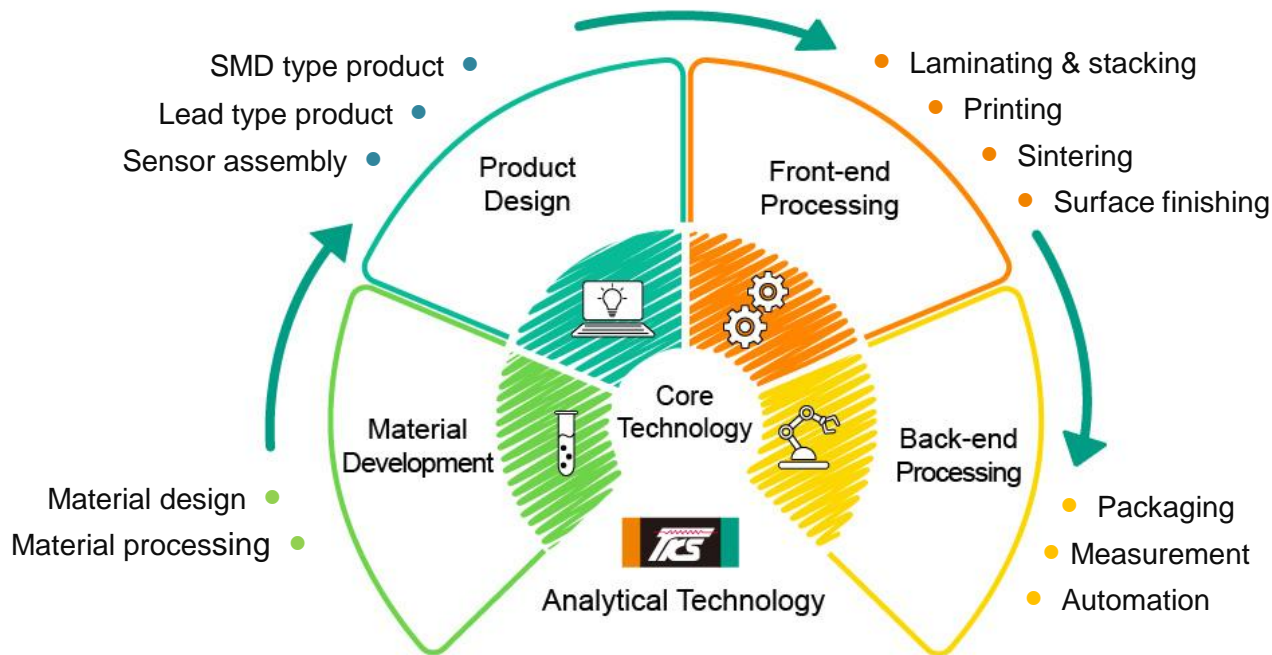
Competitive Strength



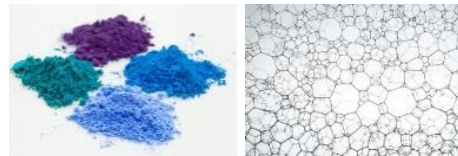
Target Markets



Core Technology

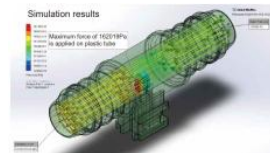


Material Development



Our know-how of key raw material and ceramic recipes make our products competitive in the market.

Product Design


























Our simulation technology ensures our precise product design.


Back-end Processing



Automated production ensures our stable product quality.

Agency Approval of Product

NTC Thermistor	NTC Temperature Sensor	PTC Thermistor	Polymer PTC Thermistor	Varistor	TVS Diode	Gas Discharge Tube
  	   	   	  	    	 	 

備註:  代表UL+cUL



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Certified Laboratories

Laboratories of THINKING passed the CTDTP (Client Test Data Program) of UL and witness testing qualification of TUV, and they provide the following advantages.

- International laboratory management is based on **ISO 17025**
- Testing equipment and technicians **are equivalent with** those of approval agencies, and which offers reliable test results
- In-house equipment tests and measures THINKING products, and which **shortens certification process time** and **accelerates customer's new product launch**





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Technical Support

 THINKING AE team provides comprehensive technical support.



Technical Consultation

AE discusses technical problems with customers



Product Selection Suggestion

- AE selects products based on customer's needs
- Customer selects products via selection tools of THINKING website



Circuit Design & Application

AE discusses circuit design problems and shares application experience with customers



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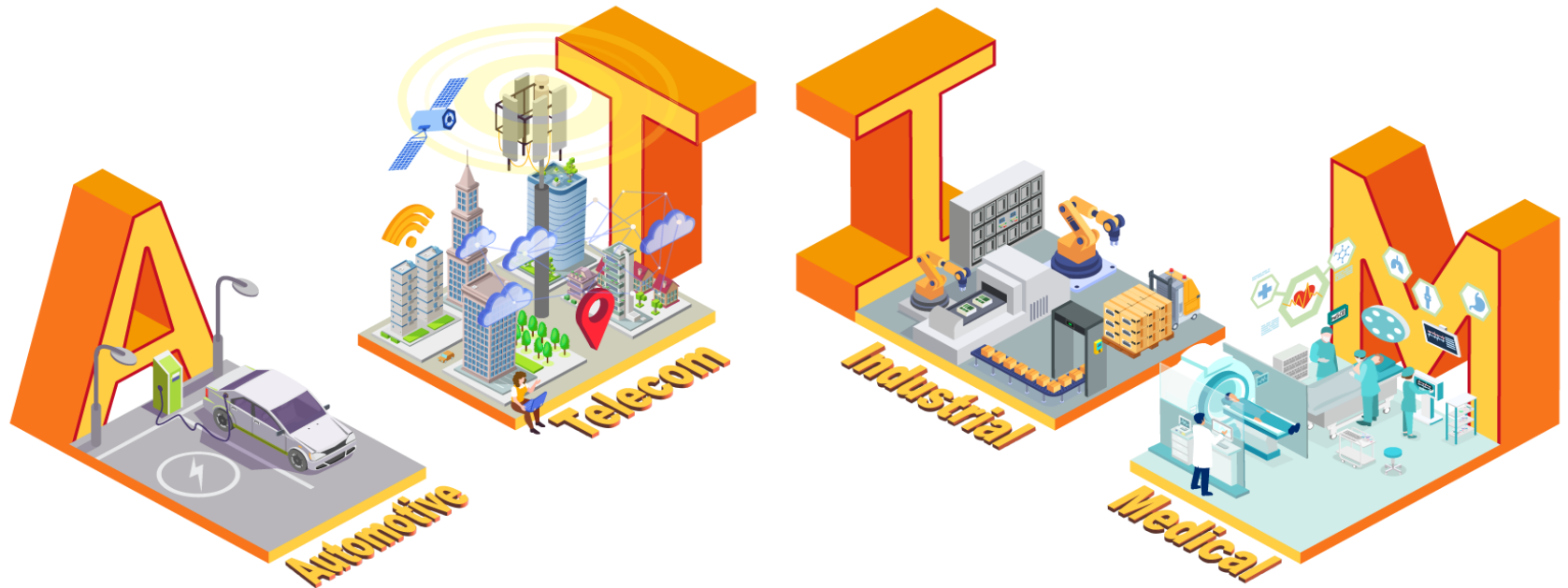


Target Markets



Target Markets

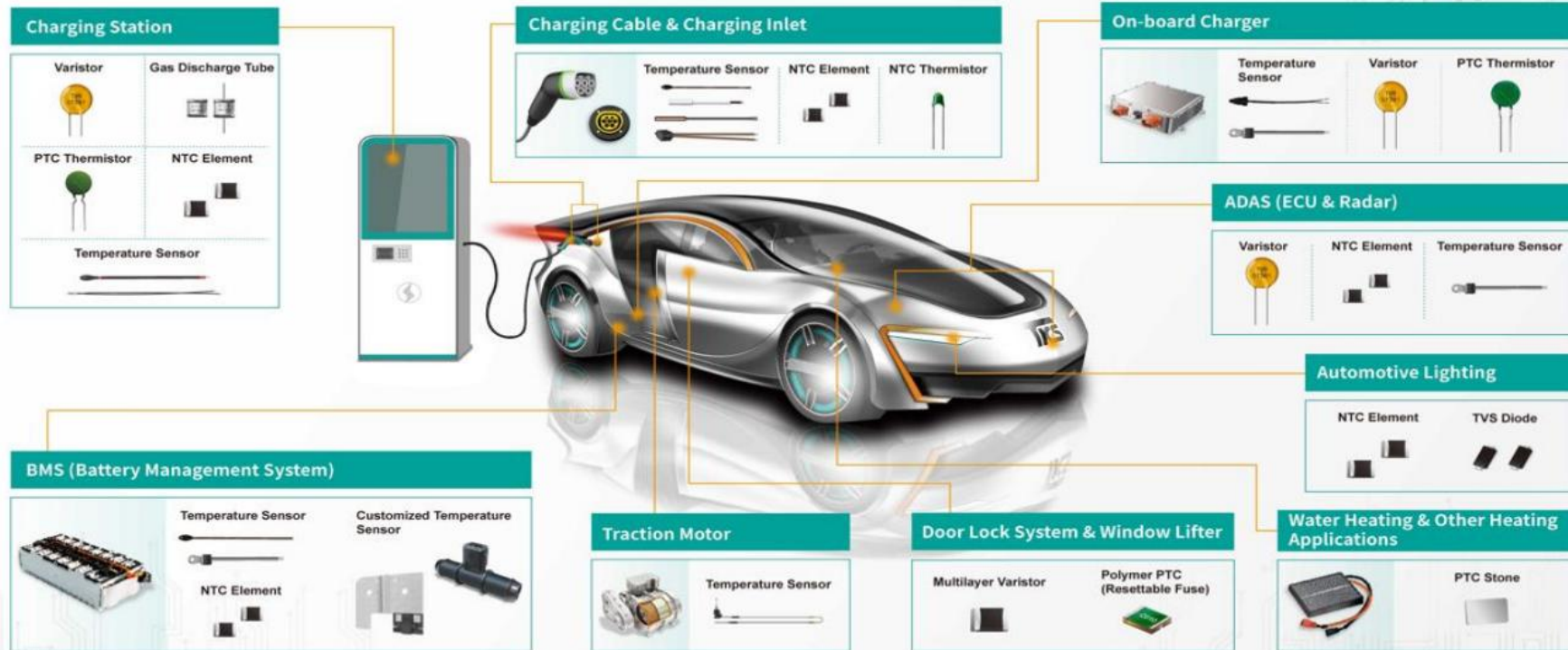
Contribution to Human Life in





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EV Applications



THINKING ELECTRONIC INDUSTRIAL CO., LTD.



THANK YOU!

THINKING

Contribute to safety and operation efficiency of electronics