

Stock Code **3537**



# **PODAK**

## **Investor Conference**

**2025.6.12**

### **Investor Relations Contact**

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**Presenter : President David Li**

# Disclaimer

This investor conference presentation contains forward-looking statements, including information regarding the Company's financial condition, future product plans, and corporate strategies. These statements are based on currently available information and reflect the Company's expectations and estimates of future events. While the Company believes these expectations and estimates are reasonable, such forward-looking statements are subject to risks and uncertainties.

In light of the uncertainties and assumptions involved, forward-looking events may not occur as anticipated, and the Company's actual performance may differ materially from the expectations expressed in the forward-looking statements. The Company undertakes no obligation to update or revise any forward-looking statements should future results differ significantly from those expectations.

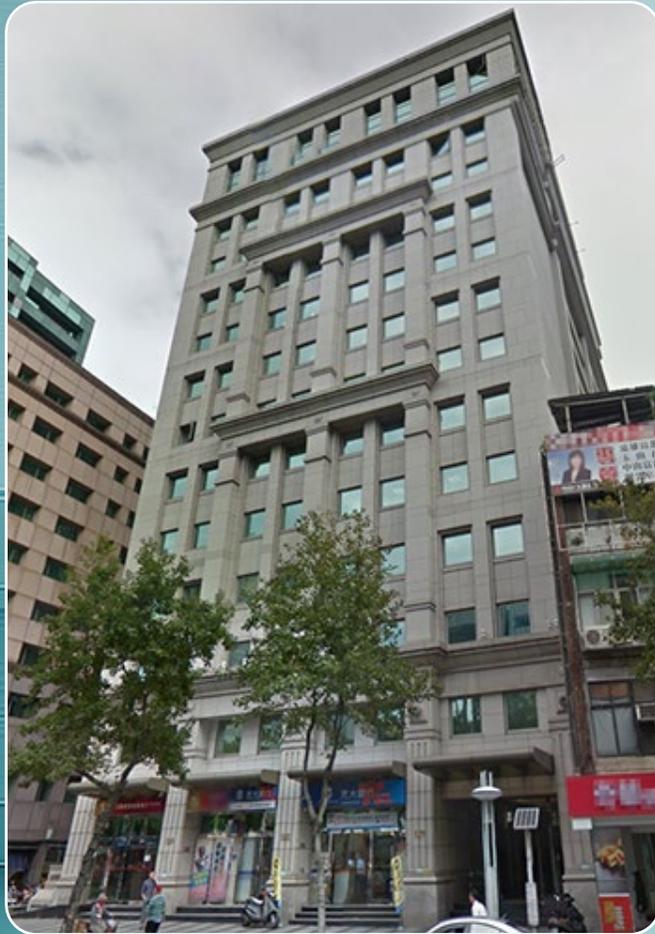
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# Company Profile

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# Company Profile

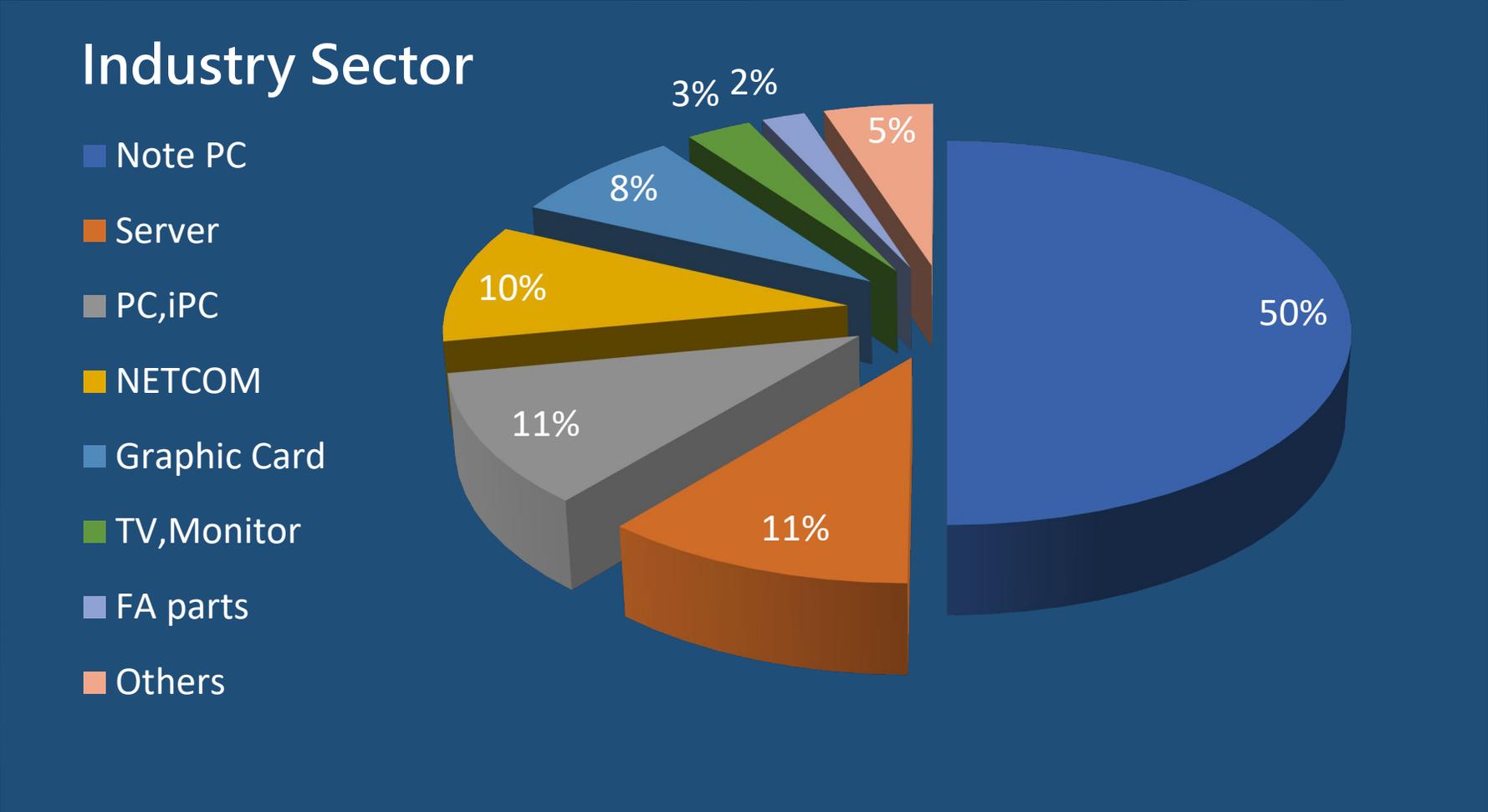


Company Name	PODAK CO., LTD.
Head Office	10F., No. 129, Sec. 2, Zhongshan N. Rd., Zhongshan Dist., Taipei City 104
Date of Establishment	1987/8/14, Listed on the OTC Market in 2010
Capital	NT\$ 562 million
Employee	73 employees (46 in Taiwan / 27 overseas)
Overseas Offices	Shanghai, Suzhou, Kunshan, Hong Kong, Shenzhen
Products Sold	Panasonic Electronic Components / SHIZUKI Capacitors / CO <sub>2</sub> Heat Pumps / Cell Culture System

# PODAK's Locations in Taiwan and Mainland China



# Industry Distribution of PODAK's Customer Base



# Product Introduction

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PODAK Products

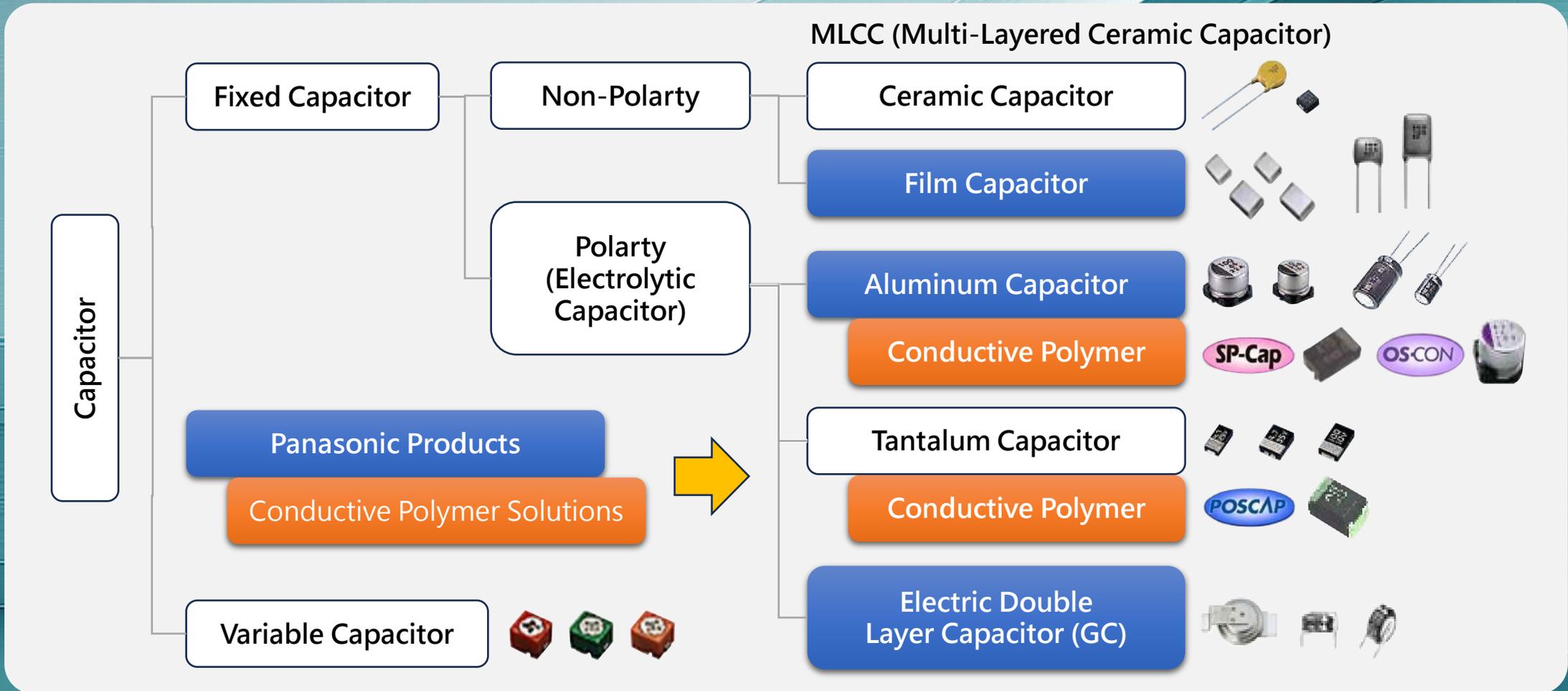
**Panasonic**

# Core Strength - Conductive Polymer Capacitors



Stock Code **3537** PODAK CO., LTD.

◆ Panasonic provides a wide range of products to cover the various needs in the market



# PODAK Products



## Our Advantages

Wider Polymer product range, as No.1 Polymer solution supplier.



<POSCAP>



<SP-SCAP>

We could solve many kinds of your requests and more.

Cost Saving

Space Saving

High Reliable products

## Application Products





**Panasonic**  
Conductive Polymer  
Aluminum Solid Capacitors

**OS-CON**

- Low ESR
- High Voltage
- High Ripple

Voltage range **2 to 100 VDC**  
 Capacitance range **3.3 to 2700 uF**  
 Temperature range **-55°C/+105°C, -55°C/+125°C**  
 Lifetime **2000h@125°C (20 degC/10 times longer)**  
 ESR **Down to 5mΩ**  
 Ripple current **up to 7200 mArms**  
 Size  $\Phi$  **4mm to 10mm**  
 Height **5.5mm to 13mm**



**Panasonic**  
Conductive Polymer Hybrid  
Aluminum Electrolyte Capacitors

**Hybrid**

- Low ESR
- Long Life
- Low LC

Voltage range **25 to 80 VDC**  
 Capacitance range **10 to 330 uF**  
 Temperature range **-55°C/+105°C, -55°C/+125°C**  
 Lifetime **10000h@105°C, 4000h@125°C**  
 ESR **Down to 20mΩ**  
 Ripple current **up to 2500 mArms**  
 Size  $\Phi$  **5mm to 10mm**  
 Height **5.8mm to 10.2mm**



**Panasonic**  
Conductive Polymer  
Aluminum Solid Capacitors

**SP-Cap**

- Low Profile
- Super Low ESR
- Long Life

Voltage range **2 to 35 VDC**  
 Capacitance range **2.2 to 560 uF**  
 Temperature range **-55°C/+105°C**  
 Lifetime **2000h@105°C**  
 ESR **Down to 3mΩ**  
 Ripple current **up to 4000 mArms**  
 Size **7.3 x 4.3 mm**  
 Height **1.1mm to 4.2mm**



**Panasonic**  
Conductive Polymer Tantalum  
Solid Capacitors

**POSCAP**

- Super Small
- Large Cap
- Low ESR

Voltage range **2 to 35 VDC**  
 Capacitance range **2.7 to 1500 uF**  
 Temperature range **-55°C/+105°C**  
 Lifetime **2000h@105°C**  
 ESR **Down to 9mΩ**  
 Ripple current **up to 4400 mArms**  
 Size **2.0x1.25mm to 7.3x4.3mm**  
 Height **0.9mm to 3.8mm**

# PODAK Products



	Before	After
<b>Capacitor type</b> <b>Mounted circuit area image</b>	Ceramic capacitor (MLCC) 	 
<b>Series, part number</b>	-	TQC series 25TQC15MYFB
<b>Specifications</b>	25V, 01uF, 2.0 x 1.2 mm	25V, 15uF, 3.5 x 2.8 mm
<b>Quantity</b>	10 pcs	1 pcs
<b>Effective electrostatic capacitance</b>	15 uF 220uF x 10 pcs x 15% = 15 uF (Capacitance reduced by 20 VDC)	15 uF (No Capacitance reduced by 20 VDC)
<b>Mounted circuit area</b>	42.9 mm <sup>2</sup>	16.5 mm <sup>2</sup>
<b>Datasheet Specification, part number search</b>	-	POSCAP TQC series <a href="#">Datasheet</a> <a href="#">Specification, part number search</a>

Space saving

Quantity reduction

# PODAK Products **CO<sub>2</sub> Heat Pump – Product Advantages**

## **Environmental Protection**

Using CO<sub>2</sub> as a replacement for traditional refrigerants, with an Ozone Depletion Potential (ODP) of 0 and a Global Warming Potential (GWP) of 1.

## **Energy Saving**

Direct-heating water output eliminates the need for circulation reheating, resulting in over 50% energy savings compared to conventional heat pumps using refrigerants like R32 or R410A.

## **High Environmental Adaptability**

Thanks to the properties of CO<sub>2</sub> refrigerant, the system maintains high efficiency even in sub-zero temperatures, such as in mountainous regions or during cold waves.

## **High Outlet Water Temperature**

Traditional refrigerants typically provide outlet water temperatures up to 60°C, while CO<sub>2</sub> heat pumps can reach over 90°C, offering broad applicability across various settings.

## **Durable**

PODAK's CO<sub>2</sub> heat pump adopts compressors from Panasonic, BITZER, and DORIN, ensuring high reliability and an extended service life.

## **Labor-Saving**

PODAK's CO<sub>2</sub> heat pump is equipped with smart connectivity features, enabling remote diagnostics and operation.

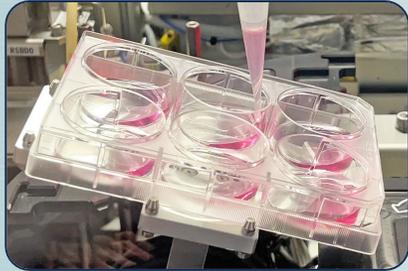
# PODAK Products CO<sub>2</sub> Heat Pump Installation Record Google Taiwan R&D Center



# PODAK Products



## iPSC Automated Cell Culture System



Automated Medium Exchange



AI-Based Automated Cell Observation



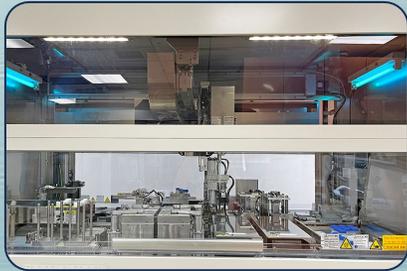
Automated Passaging and Plate Splitting



84-Dish Incubator



Refrigeration Unit



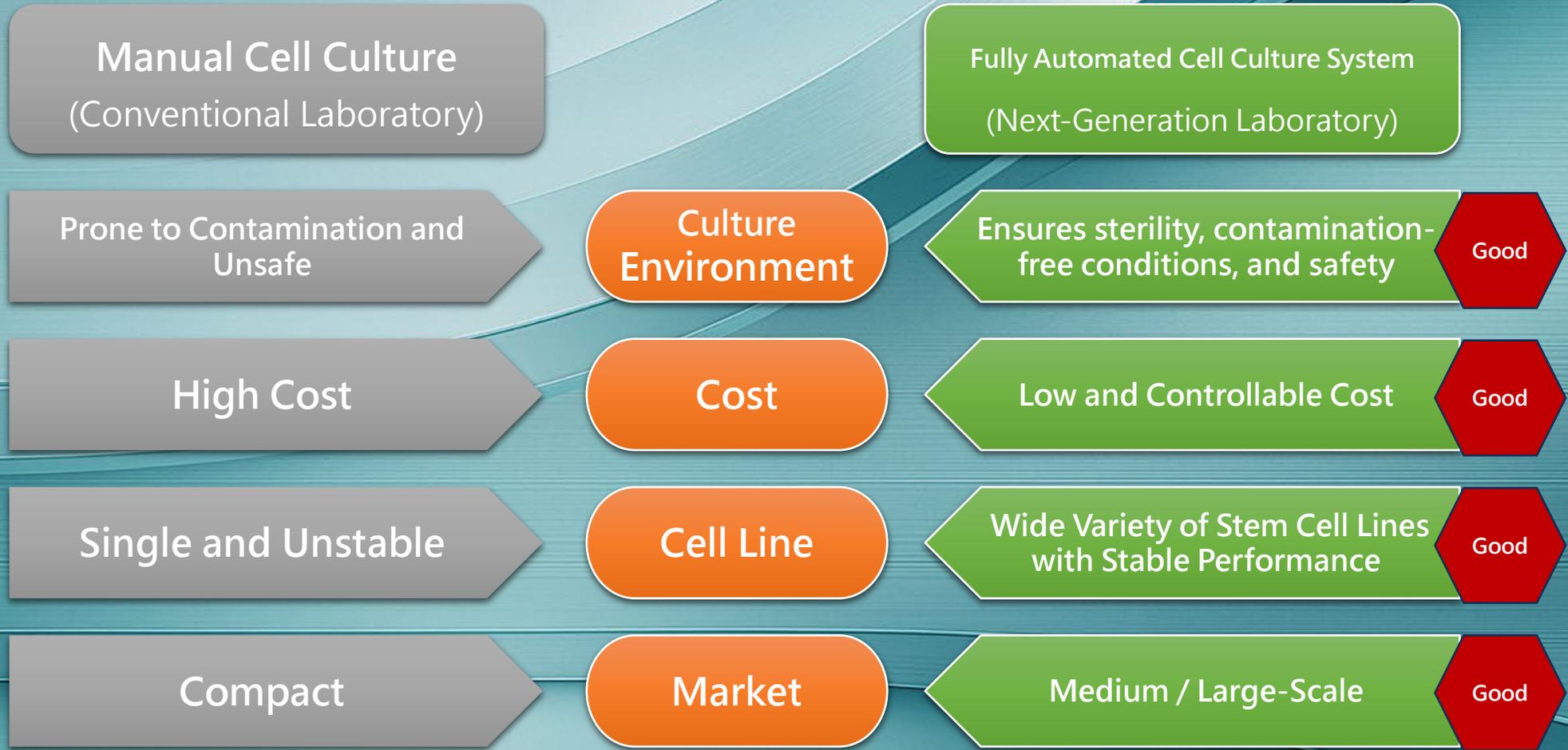
Class II Sterile Environment

### Fully Closed Cell Culture



# PODAK Products

## Stem Cell Development Trends Fully Automated Culture Replacing Manual Operation



# Industry Perspective

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# Industry Perspective



In 2025, driven by applications such as AI, automotive electronics, and new energy, demand in the electronics industry is steadily recovering. Although the passive components market has not fully rebounded, demand for high-end product lines is showing signs of improvement. Industry trends are centered on inventory control, enhanced supply chain flexibility, and maintaining cash flow to cope with uncertainty. Boda is closely monitoring developments in the semiconductor and end-product markets, and is adjusting its procurement and shipping strategies with agility. Looking ahead to the second half of the year, as the global economy stabilizes and emerging applications expand, market growth momentum is expected to strengthen. The company will continue to enhance its adaptability and seize opportunities.

# Operating Results

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# Statement of Comprehensive Income

Unit : NT\$ thousand

	Q1, 2025		2024		2023	
	Amount	%	Amount	%	Amount	%
Net Operating Revenue	686,178	100	2,822,285	100	2,836,006	100
Gross Profit	125,563	18	413,326	15	405,878	14
Operating Income	72,119	10	194,533	6	189,570	7
Profit Before Tax	86,632	12	261,259	8	190,923	7
Net Income for the Period	69,272	9	206,678	6	148,918	5
Total Comprehensive Income for the Period	73,859	10	219,681	6	146,062	5

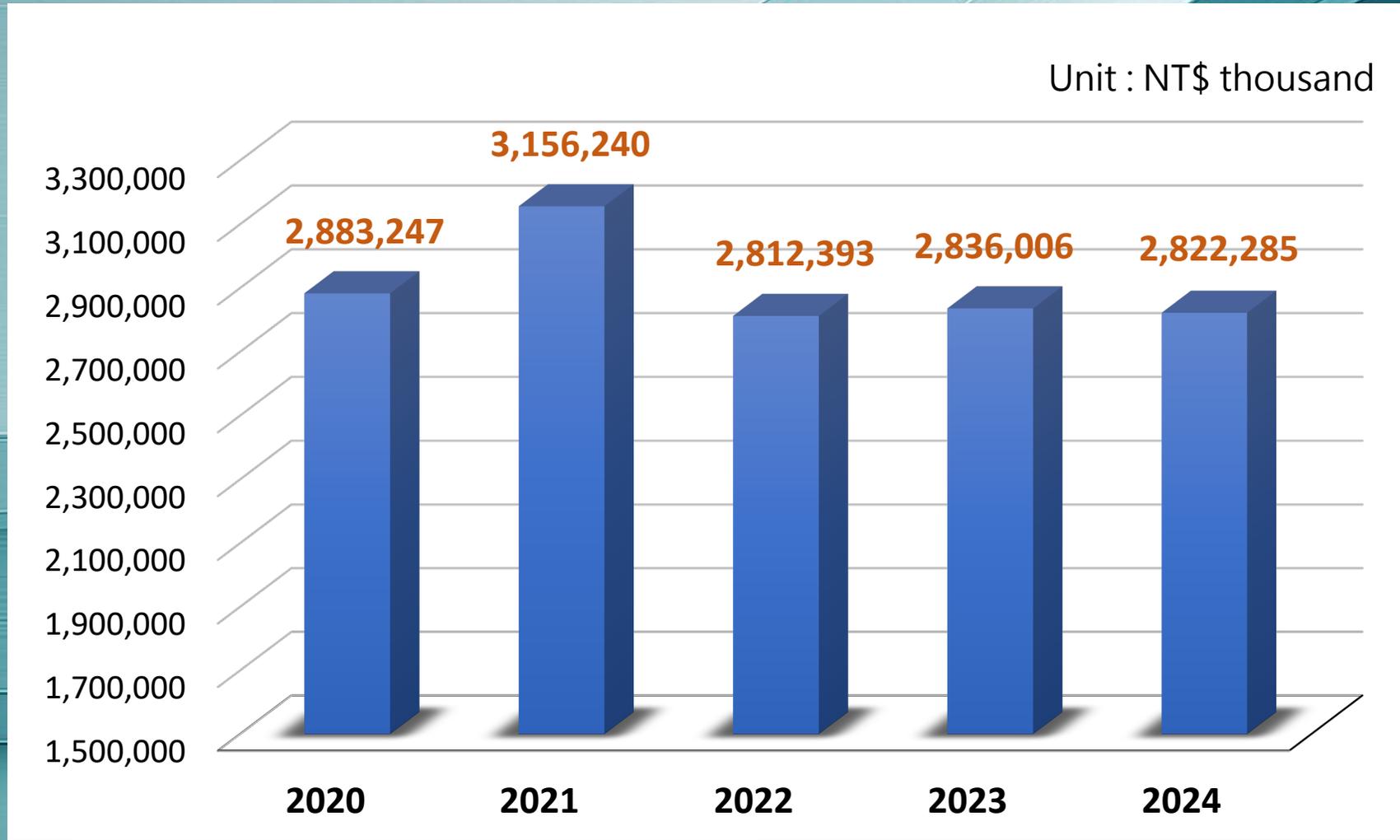
# Management Capability

	2024	2023
Accounts Receivable Turnover (Times)	2.66	2.9
Average Collection Period (Days)	137.21	125.86
Inventory Turnover (Times)	6.72	5.76
Average Days Inventory Outstanding (Days)	54.31	63.36
Fixed Asset Turnover (Times)	12.12	12.36
Total Asset Turnover (Times)	1.41	1.39

# Profitability

	2024	2023
Return on Assets (%)	10.55	7.66
Return on Equity (%)	17.11	13.00
Pre-tax Profit to Paid-in Capital Ratio (%)	46.45	35.64
Net Profit Margin (%)	7.32	5.25
Earnings Per Share (EPS) (NT\$)	3.67	2.78

# Net Revenue



# Dividend Policy

Fiscal Year	EPS (NT\$)	Dividend (NT\$)	Cash Dividend (NT\$)	Dividend Payout Ratio (%)
<b>2020</b>	2.81	2.5	2.5	89%
<b>2021</b>	3.97	3.5	3.5	88%
<b>2022</b>	4.42	2.5	2.5	57%
<b>2023</b>	2.78	2.5	2.0	90%
<b>2024</b>	3.67	2.3	2.3	63%

# Vision and Outlook



This year, the company continues to deepen its diversification strategy, with a focus on promoting new initiatives such as CO<sub>2</sub> energy-saving heat pump water heaters, dryers, and fully automated iPSC cell culture systems. In recent years, we have actively built cross-disciplinary technical teams and transformed from a single electronic component distributor into an integrated system solution provider.

Our services now span site assessment, equipment installation, software configuration, training, and after-sales support. As customer demand for integrated solutions continues to grow, the company leverages its strong technical capabilities and extensive experience as the foundation for product diversification, steadily expanding its market presence.

# Transformation Initiatives



The company continues to advance its transformation and application expansion in the field of automated stem cell culture. Since introducing Panasonic's fully integrated iPSC cell culture system, multiple stages of validation have been completed, demonstrating higher efficiency and stability compared to manual cultivation.

Collaborative experiments and automation testing are currently underway with several biotech firms, and credible performance reports are being generated. These efforts help strengthen industry trust, attract potential partners, and lay a solid foundation for future market expansion and cross-disciplinary applications.

# Future Business Model



With the continued relaxation of Taiwan's Special Regulation for Cell Therapy and strong policy support for the biotech sector, demand in the cell therapy market is rapidly expanding. Automated cell culture has become an irreversible industry trend. Only through full automation can high-quality, stable, and scalable cell manufacturing be achieved.

Future business models will include diversified approaches such as equipment sales, leasing, and CDMO (Contract Development and Manufacturing Organization) services, allowing flexible responses to varying customer needs. As the government actively promotes the biotech industry as a new strategic pillar, the company will continue strengthening its technological capabilities in automation equipment, aiming to become a key player in the biotech automation supply chain.

# Core Strategy



PODAK adheres to the management philosophy of “steadiness and integrity,” committed to enhancing the value of electronic component distribution while placing risk control at the core of its operations. The company places great importance on building long-term, trustworthy partnerships with its clients.

Our strategic focus remains on “preserving stability while pursuing sustainability” and “effective management.” In the short term, Boda aims for steady operations to ensure consistent profitability. In the mid-term, we adopt a strategy of stable progress, seeking opportunities in emerging markets and new technology applications. For the long term, we are dedicated to both quality and scale, continually expanding new product lines and driving diversification to build a more resilient and growth-oriented corporate foundation.

# Q&A

# Thank You

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