



Min Aik Technology Co., Ltd.

Code : 3060

22nd Nov 2017



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for business and operating results update**

Safe Harbor Notice



- This presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.
- The Company never announces financial forecasts. Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Agenda



- The Company
- Major Products & Customers
- Financial Results
- Business Outlook
- Q&A

Global Presences

- MAT was incorporated in Oct. 3rd, 1979
- Paid-in Capital: NT\$ 1,393millions
- Global employees: around 3,700
- Listed on TSEC in April, 2003

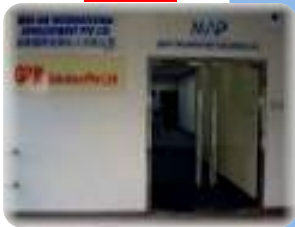


MAY



Suzhou, China

MAS



Singapore

MUM



Johor, Malaysia

MATC



Melaka, Malaysia

MAM II



Melaka, Malaysia

MA-US



San Jose, USA

MAT, HQ



Taiwan

MAM



Melaka, Malaysia

Functional Group



MAT
Min Aik
Technology
Co., Ltd.
(Taiwan)

- Corporate head quarter
- Group Program Management
- Engineering / R&D
- Business Development
- Strategic Planning

Consolidated Basis

Equity-Method Investments

MAS
Min Aik
International
Development
Pte. Ltd.
(Singapore)

MAUS
Min Aik
Technology
USA Inc.
(USA)

- Customers Service
- Sales Correspondence
- Engineering Evaluation
- Drawing/Design Support

Shareholding
35.04%

MAP
Min Aik
Precision Industrial
Co. Ltd.
(Taiwan)

Shareholding
46.60%

MAPT
MAP Technology
Holdings Pte. Ltd.
(Singapore)

VCM APFA EHD/Medical COVER

MAM
Melaka,
Malaysia

MAM II
Melaka,
Malaysia

MAY
Suzhou,
China

(Shareholding:80%)
MATC
Melaka,
Malaysia

VCM Plates/ Stamping Parts / Automation

Shareholding
27.05%

ABLYTEK
Abyltek
Co., Ltd
(Taiwan)

Shareholding
22.86%

DAS
DAS Technology
Co., Ltd.
(Taiwan)

(Shareholding: 69.41%)
MUM
Johor/
Malaysia/
(ACA)

- *R&D/NPI
- *Supply Chain Management
- *High Volume Manufacturing
- *Customers Services
- * Quality Assurance
- * Business Development
- * Project Management
- * Sample Preparation

Solar Module / Smart Meter

Core Competency



Core Competencies

ONE STOP SOLUTION

Time to Design
Time to Costs
Time to Quality
Time to Volume
Time to Customer

Clean Room Assembly

Tooling Design & Fabrication

In-house Automation Design
& Fabrication

Turnkey Solution

Plastic Injection Molding

Precision Machining/
Coil Winding/ Bonding

Sheet Metal Precision Stamping
/ Surface Treatment

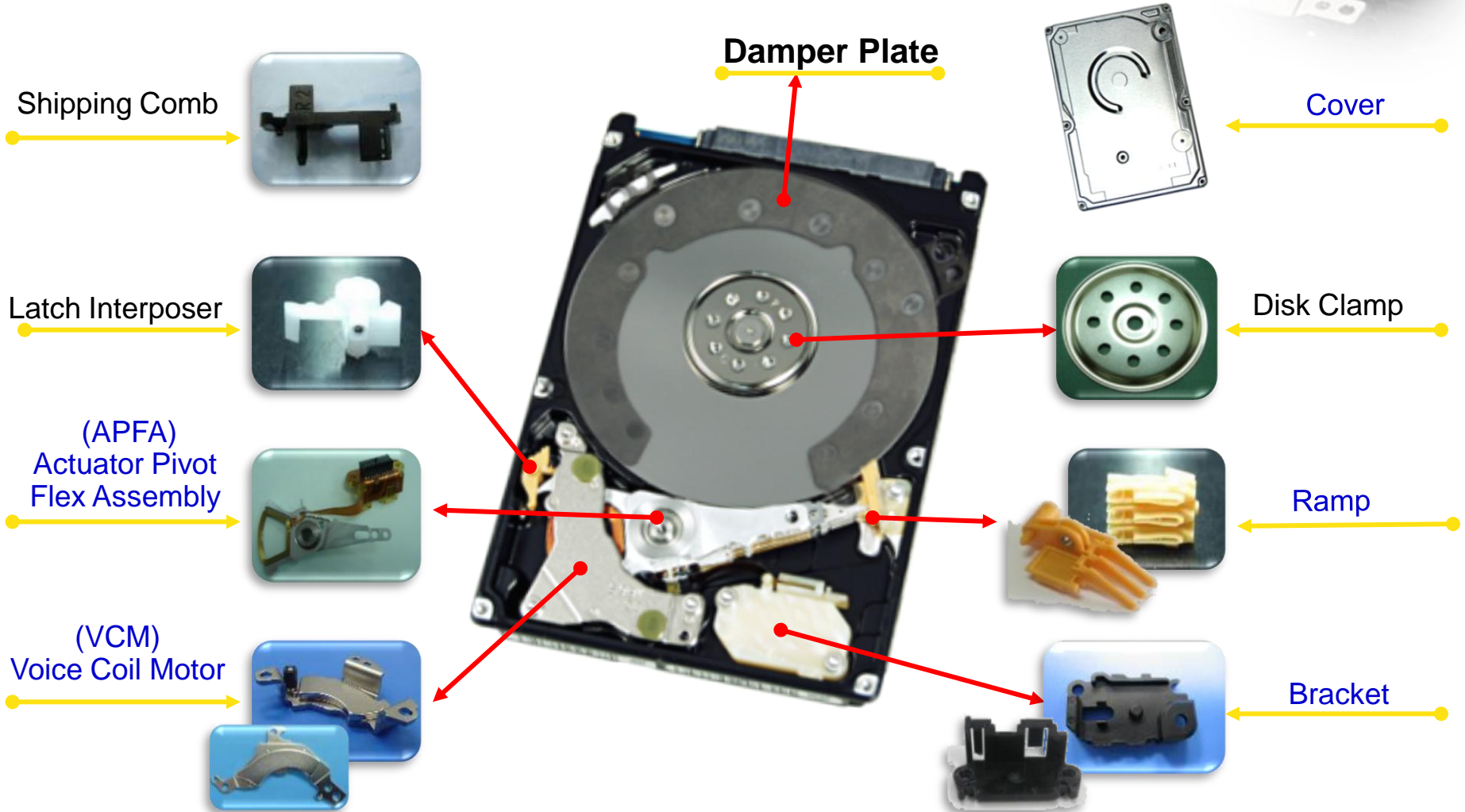
Clean Room Cleanliness Control &
Chemical Lab

IPO & Precision Assembly Services



Major Products & Customers

Major HDD Components



Major Customers



HDD

Non HDD



StanleyBlack&Decker

SAURER.
Embroidery



DAS TECHNOLOGY
We Automate Your Home

TOSHIBA



BERNINA

flex.



tascent



light

PRYSM



Financial Results

Consolidated Income Statement



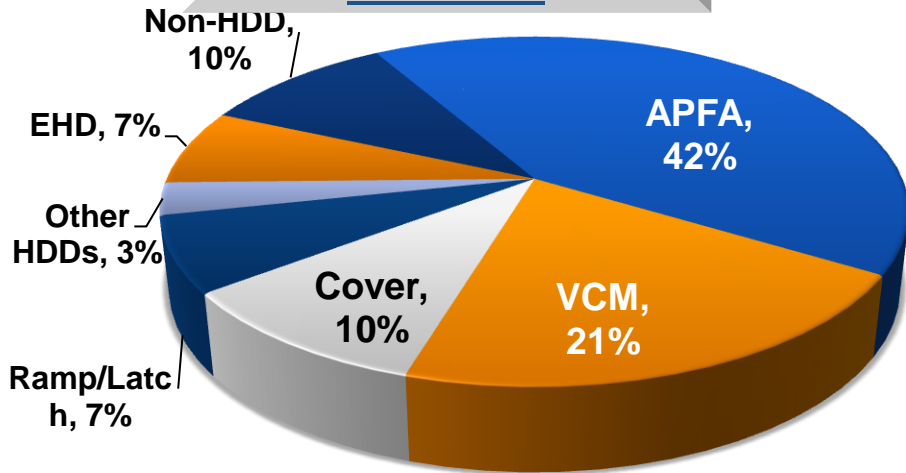
Unit: NT\$'000

	2015		2016		2017Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	8,164,884	100	8,365,413	100	5,647,433	100
Cost of goods sold	6,687,241	82	7,350,595	88	5,134,445	91
Gross profit	1,477,643	18	1,014,818	12	512,988	9
Operating expenses	751,894	9	716,745	9	519,168	9
Income from operating	725,749	9	298,073	4	(6,180)	(0)
Non-operating income and loss	472,370	6	66,073	1	84,279	1
Profit before tax	1,198,119	15	364,146	4	78,099	1
Income tax	396,376	5	131,924	2	22,109	0
Net profit	801,743	10	232,222	3	55,990	1
Profit, attributable to owners of parent	755,083	9	213,883	3	60,545	1
Basic earning per share	\$4.33		\$1.23		\$0.36	

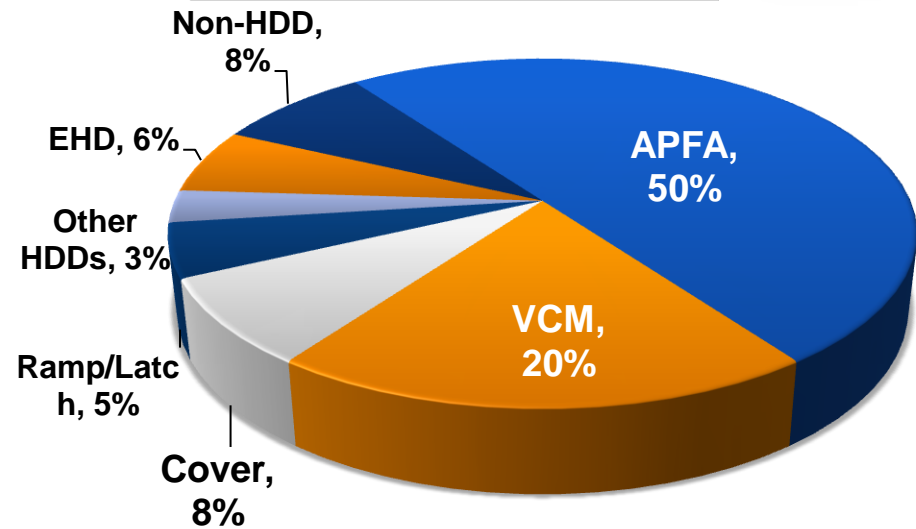
Products Weight - by Revenue



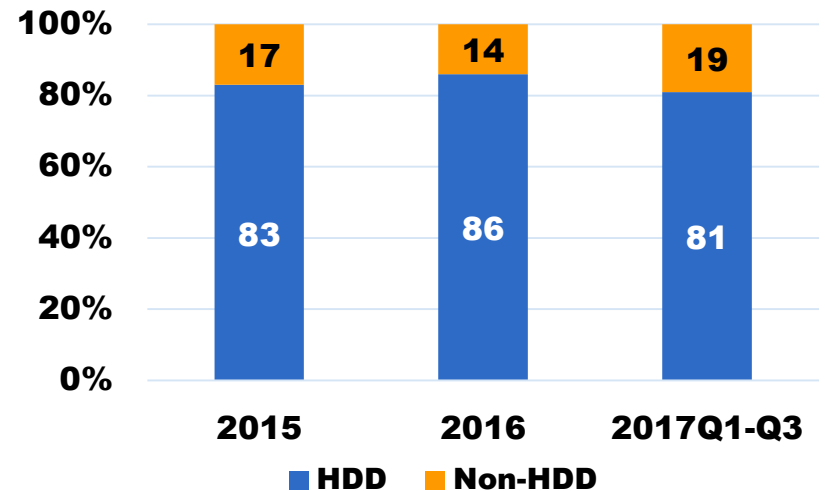
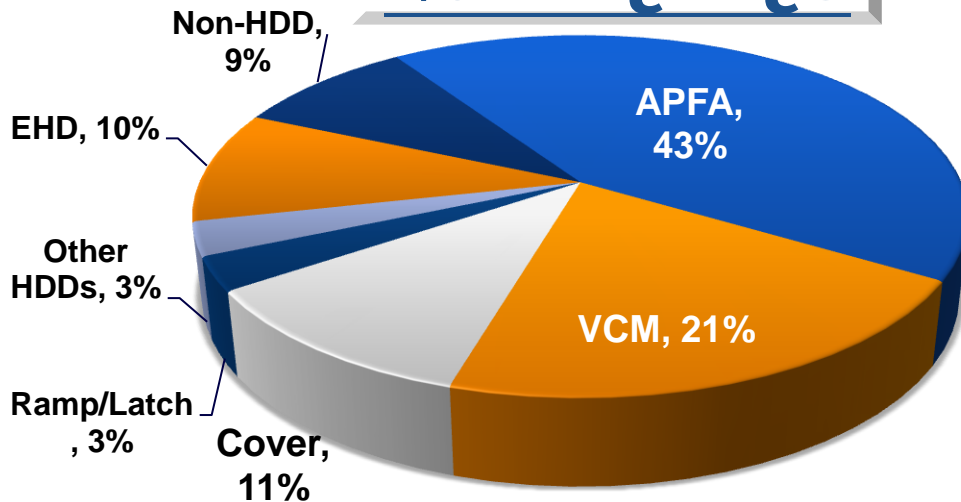
2015



2016



2017 Q1-Q3



Consolidated Balance Sheet



Unit: NT\$'000

	2015.12.31		2016.12.31		2017.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	5,481,685	69	5,488,279	68	5,014,835	66
Non-current assets	2,519,875	31	2,594,681	32	2,551,310	34
Total assets	8,001,560	100	8,082,960	100	7,566,145	100
Current liabilities	2,121,656	27	2,619,474	32	2,800,631	37
Non-current liabilities	878,137	10	895,148	11	853,124	11
Total liabilities	2,999,793	37	3,514,622	43	3,653,755	48
Ordinary shares	1,742,020	22	1,742,020	22	1,393,616	19
Capital surplus	1,578,072	20	1,789,500	22	1,748,231	23
Retained earnings	2,127,213	27	1,679,976	21	1,523,859	20
Other equity	(445,538)	(6)	(643,158)	(8)	(672,020)	(9)
Treasury stock	0	0	0	0	(81,296)	(1)
Total equity	5,001,767	63	4,568,338	57	3,912,390	52
Total liabilities and equity	8,001,560	100	8,082,960	100	7,566,145	100

Consolidated Cash Flow Statement



Unit: NT\$'000

	2015	2016	2017Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	1,004,833	919,563	(523,572)
Cash flow used in investing activities	(378,847)	(488,403)	(15,578)
Cash flow used in financing activities	(411,012)	(105,304)	(361,940)
Effect of exchange rate changes on cash and cash equivalents	(309,181)	(168,378)	(32,934)
Net increase (decrease) in cash and cash equivalents	(94,207)	157,478	(934,024)
Cash and cash equivalents at beginning of period	2,520,739	2,426,532	2,584,010
Cash and cash equivalents at end of period	2,426,532	2,584,010	1,649,986

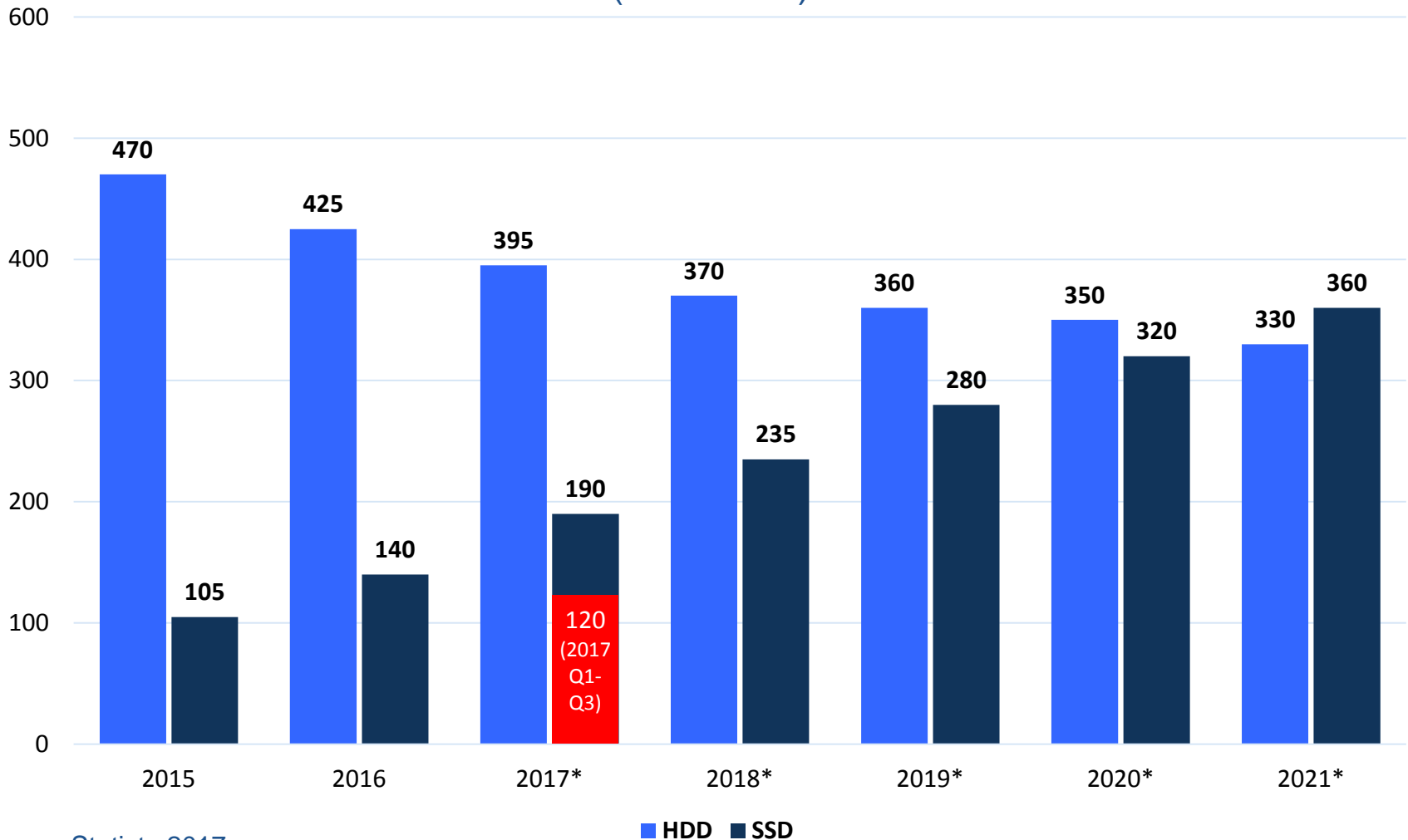


Outlooks

HDD Market View



Shipments of HDDs/SSDs worldwide from 2015 to 2021
(in millions)



HDD Market View



- 隨NAND快閃記憶體技術進步，市場上一度認為磁帶機、光碟機、甚至硬碟機，都將被固態硬碟等半導體記憶體產品取代，但日本經濟新聞(Nikkei)網站報導，或許線上儲存(On-line Storage)市場會由固態硬碟稱霸，但硬碟光靠近線儲存(Near-line Storage)市場，至少到2025年之前都還能存活甚至持續進化。這有一部分固然與現在市場上的NAND快閃記憶體短缺，導致漲價有關，但物聯網(IoT)與深度學習(Deep Learning)等技術，帶來更大儲存設備需求，才是重點。
- 硬碟大廠希捷科技(Seagate Technology)出資，委託市調機構IDC的調查，2016年全球製造的資料量約16ZB，2025年將增為10倍的163ZB，雖然並非所有資料都需儲存，但2017~2025年之間的儲存裝置需求，至少有19ZB，其中58%為傳統硬碟。
- 而日本硬碟協會(IDEMA Japan)的預測，2015年全球數位資料儲存裝置中，硬碟佔總容量83%，而2020年仍將有79%。硬碟持續為資料儲存容量最大裝置的原因，在於硬碟單位容量價格仍低，以2016年出貨平均資料，硬碟的1GB容量平均單價為0.04美元，NAND快閃記憶體則是8倍的0.332美元。
- 雖然NAND快閃記憶體的容量在過去10年快速增大，單位容量價格也明顯降低，但現在NAND快閃記憶體線材寬度已難縮減，3D NAND快閃記憶體增加層數也有極限，至少在2025年以前，NAND快閃記憶體與硬碟的單位容量價格變化趨勢，將相對近似，固態硬碟無法取得價位優勢。
- 而且，傳統硬碟記憶容量，在2020年之前，仍將維持每年增加2TB的速度，2017年預料將出現14TB的硬碟，2019年將增為18TB，到2020年會有記憶容量達20TB的產品出現，傳統硬碟仍將維持對固態硬碟的容量優勢。

Non-HDD Activities (Diversification)



➤ EHD (外接式儲存裝置)



**Ev Series Reader
Atomos Edition**



G-DRIVE USB-C



G-DRIVE with Thunderbolt 3



G-RAID with Thunderbolt 3



**G-DRIVE slim
SSD USB-C**



G-DRIVE ev Raw



2.5" & 3.5" HDD IDK



**G-SPEED Shuttle XL
with Thunderbolt 3**



Non-HDD Activities (Diversification)



➤ Medical (醫療器材零件)



避孕皮下埋植器



靜脈注射微量調節器



驗毒測試尿杯



一次性喉鏡 葉片

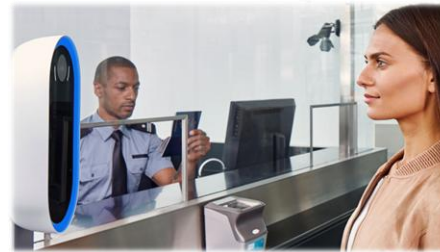


一次性使用腔鏡切割吻合器

Non-HDD Activities (Diversification)



➤ Others (其他電子產品)



IRIS Recognition System

Non-HDD Activities (Diversification)



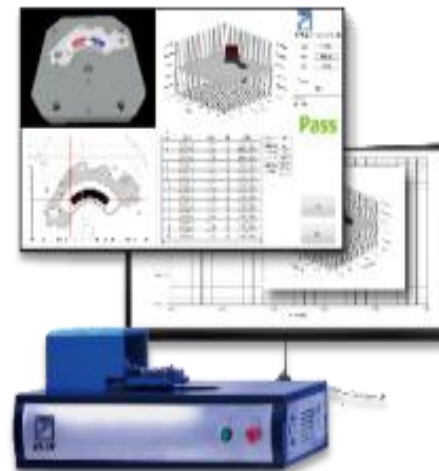
➤ Automation (自動化設備)



➤ 客製化機械設備銷售



- 瞬間檢查機
- 功能:金屬件,塑膠件
尺寸量測



- 高斯量測機
- 直流電動馬達,永磁量測
- 運用:電動汽機車,飛行器等行業
- 功能:分析出高扭力高轉速配方



Q & A



Thank you!