



Min Aik Technology Co., Ltd.

Code : 3060

12 Dec 2018



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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.

Main Topics

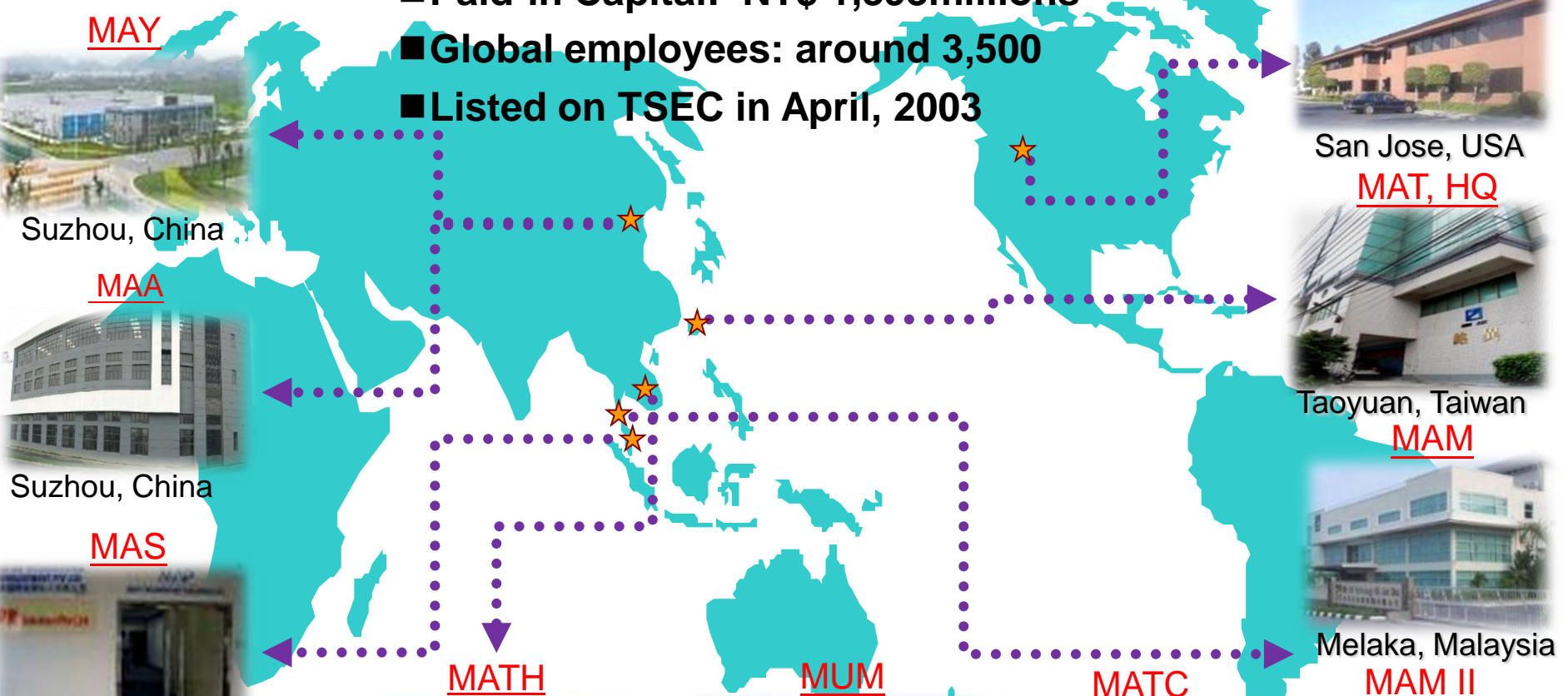


- Company Profile
- Major Products & Customers
- Financial Results
- Business Outlook
- Q&A

Global Presences



- MAT was incorporated in Oct. 3rd, 1979
- Paid-in Capital: NT\$ 1,393millions
- Global employees: around 3,500
- Listed on TSEC in April, 2003



MAY



Suzhou, China

MAA



Suzhou, China

MAS



Singapore

MATH



Ayutthaya, Thailand

MUM



Johor, Malaysia

MATC



Melaka, Malaysia

MA-US



San Jose, USA

MAT, HQ



Taoyuan, Taiwan

MAM



Melaka, Malaysia

MAM II



Melaka, Malaysia⁴

Functional Group



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

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

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

MAUS
Min Aik
Technology
USA Inc.
(USA)

MATH
Min Aik
Technology
(Thailand) Co., LTD
(Thailand)

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

VCM

APFA

COVER

ACA

EHD

Automation

MAM
Melaka,
Malaysia

MAM II
Melaka,
Malaysia

MATC
Melaka,
Malaysia

MUM
Johor,
Malaysia

MAY
Suzhou,
China

MAA
Suzhou,
China

*R&D/NPI

*Supply Chain Management

*Sample Preparation

* Quality Assurance

* Project Management

*Customers Services

* Business Development

*High Volume Manufacturing

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

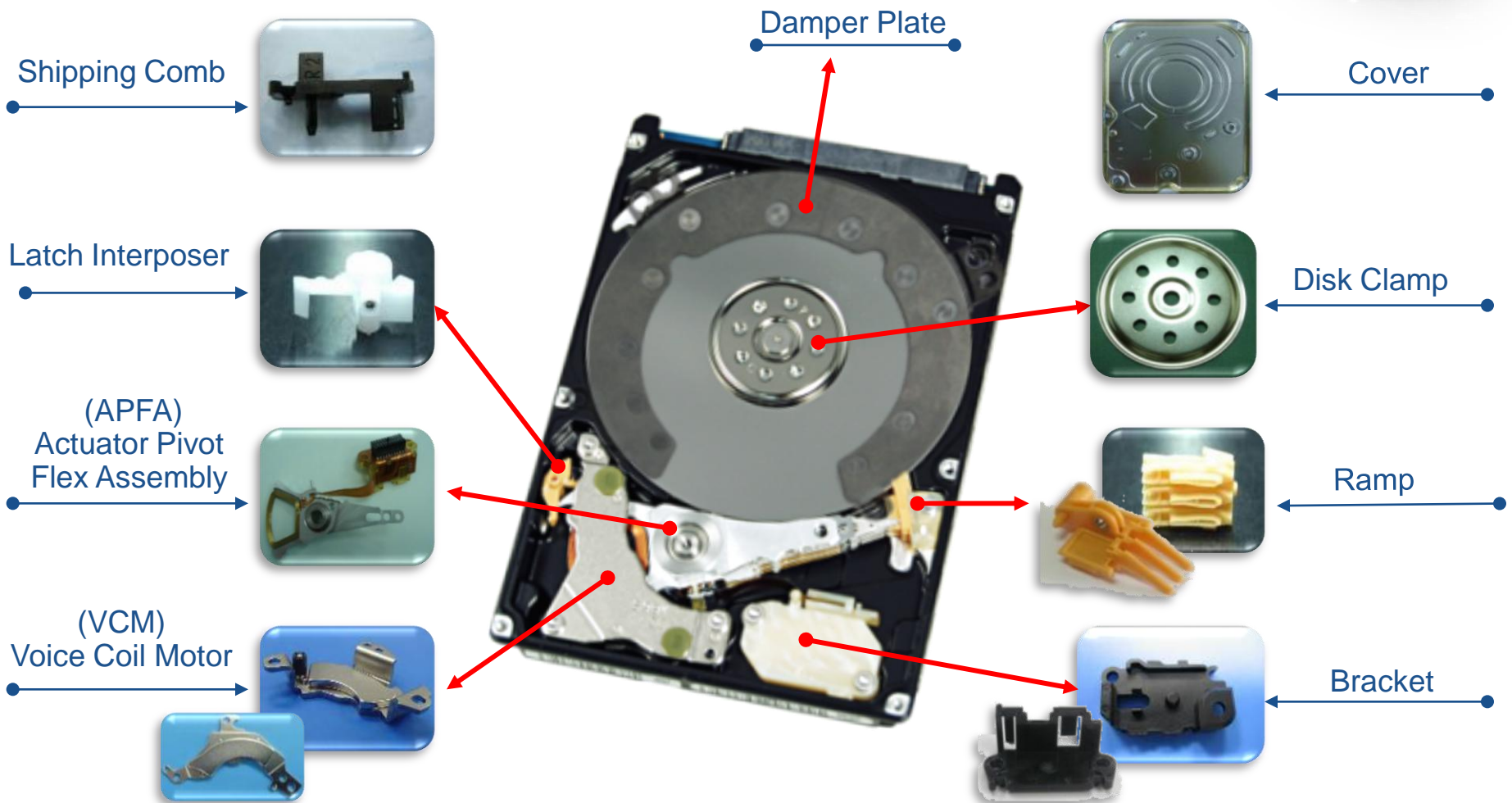
Clean Room Cleanliness Control &
Chemical Lab

IPO & Precision Assembly Services



Major Products & Customers

Major HDD Components



Major Customers



HDD

Non-HDD





Financial Results

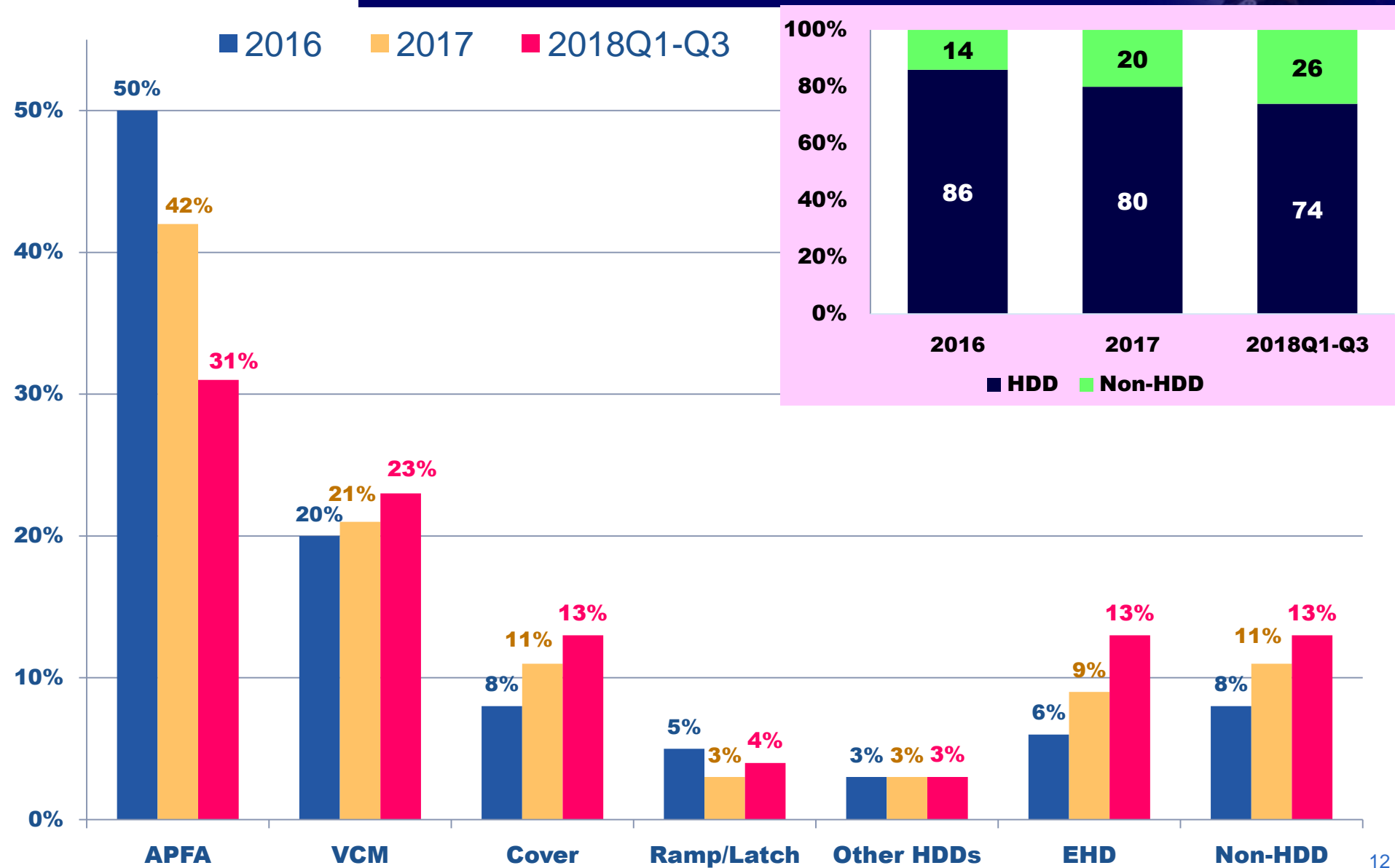
Consolidated Income Statement



Unit: NT\$'000

	2016		2017		2018Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	8,365,413	100	7,664,551	100	5,109,264	100
Cost of goods sold	7,350,595	88	7,049,375	92	4,852,424	95
Gross profit	1,014,818	12	615,176	8	256,840	5
Operating expenses	716,745	9	690,333	9	519,965	10
Income from operating	298,073	4	(75,157)	(1)	(263,125)	(5)
Non-operating income and loss	66,073	1	74,859	1	49,730	1
Profit before tax	364,146	4	(298)	0	(213,395)	(4)
Income tax	131,924	2	(42,160)	(1)	21,730	0
Net profit	232,222	3	41,862	1	(235,125)	(5)
Profit, attributable to owners of parent	213,883	3	54,449	1	(206,521)	(4)
Basic earning per share	\$1.23		\$0.34		-\$1.05	

Products Weight - by Revenue



Consolidated Balance Sheet



Unit: NT\$'000

	2016.12.31		2017.12.31		2018.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	5,488,279	68	4,591,742	64	4,100,035	61
Non-current assets	2,594,681	32	2,627,327	36	2,614,218	39
Total assets	8,082,960	100	7,219,069	100	6,714,253	100
Current liabilities	2,619,474	32	2,414,219	33	2,291,488	34
Non-current liabilities	895,148	11	833,999	12	715,163	11
Total liabilities	3,514,622	43	3,248,218	45	3,006,651	45
Ordinary shares	1,742,020	22	1,393,616	19	1,393,616	21
Capital surplus	1,789,500	22	1,748,231	24	1,748,231	26
Retained earnings	1,679,976	21	1,517,807	21	1,228,748	18
Other equity	(643,158)	(8)	(612,003)	(8)	(586,193)	(9)
Treasury stock	0	0	(76,800)	(1)	(76,800)	(1)
Total equity	4,568,338	57	3,970,851	55	3,707,602	55
Total liabilities and equity	8,082,960	100	7,219,069	100	6,714,253	100

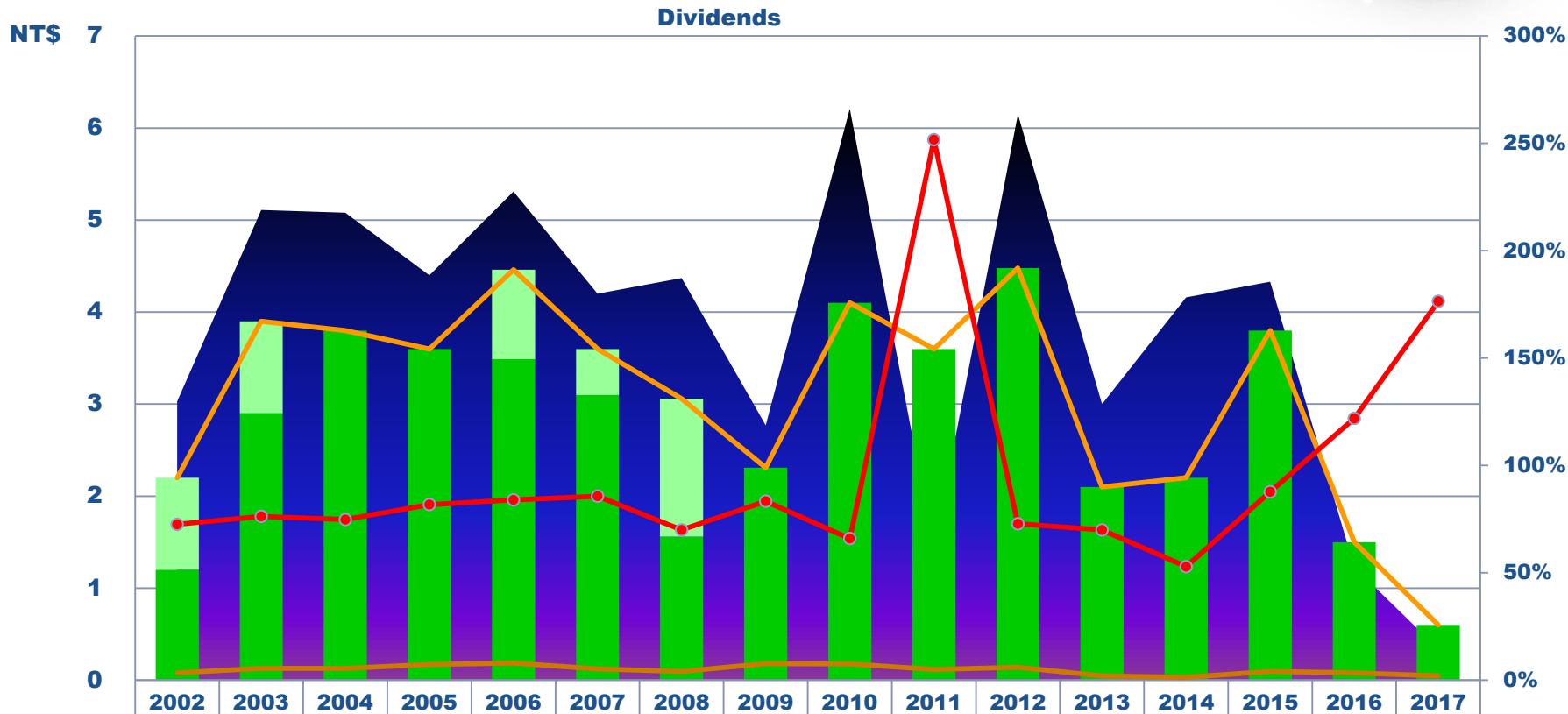
Consolidated Cash Flow Statement



Unit: NT\$'000

	2016	2017	2018Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	919,563	51,768	(982,357)
Cash flow used in investing activities	(488,403)	(97,217)	(280,221)
Cash flow used in financing activities	(105,304)	(704,417)	(3,389)
Effect of exchange rate changes on cash and cash equivalents	(168,378)	14,830	570
Net increase (decrease) in cash and cash equivalents	157,478	(735,036)	(1,265,397)
Cash and cash equivalents at beginning of period	2,426,532	2,584,010	1,848,974
Cash and cash equivalents at end of period	2,584,010	1,848,974	583,577

Payout Ratio

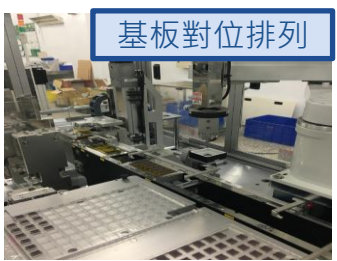
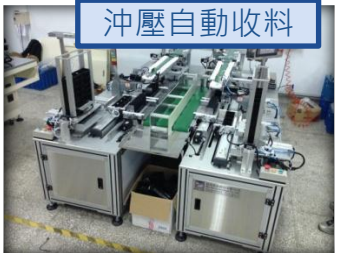
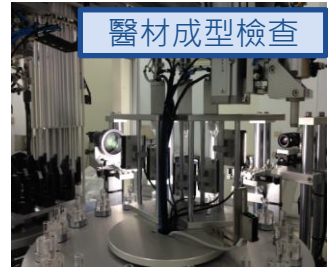
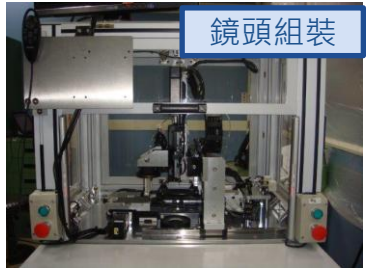
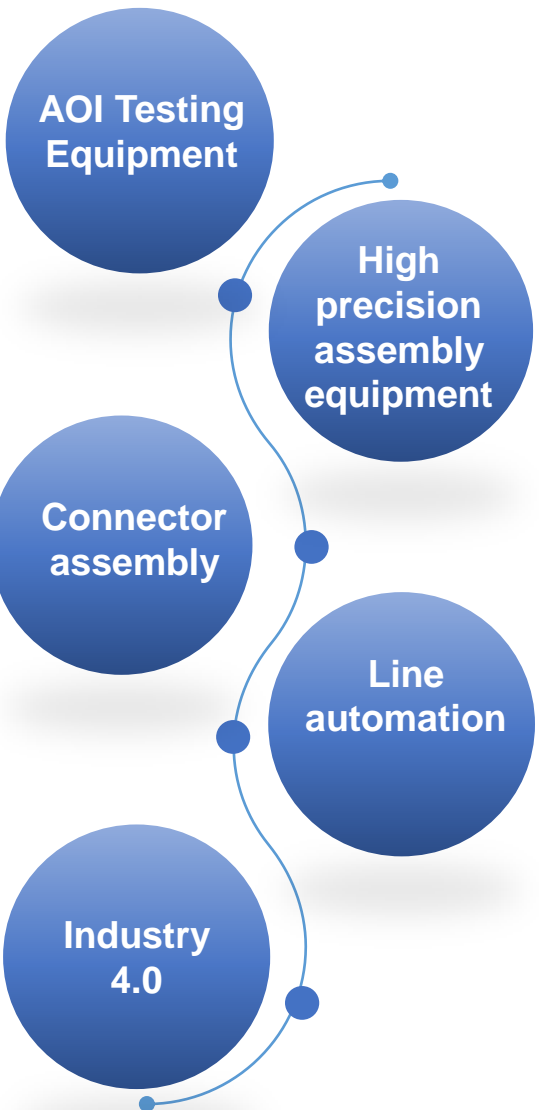


EPS	3.03	5.11	5.08	4.40	5.31	4.20	4.37	2.77	6.21	1.43	6.15	3.00	4.16	4.33	1.23	0.34
Stock Dividend	1.00	1.00	-	-	0.97	0.50	1.50	-	-	-	-	-	-	-	-	-
Cash Dividend	1.20	2.90	3.80	3.60	3.49	3.10	1.56	2.31	4.10	3.60	4.48	2.10	2.20	3.80	1.50	0.60
Total Dividend	2.20	3.90	3.80	3.60	4.46	3.60	3.06	2.31	4.10	3.60	4.48	2.10	2.20	3.80	1.50	0.60
Payout Ratio	72.6%	76.3%	74.8%	81.8%	84.0%	85.7%	70.0%	83.4%	66.0%	251.8%	72.9%	70.0%	52.9%	87.8%	122%	176%
Cash Yield	3.4%	5.5%	5.5%	7.4%	8.0%	5.3%	4.1%	7.7%	7.6%	5.0%	6.0%	2.0%	1.3%	4.1%	3.5%	2.0%



Outlooks

Automation



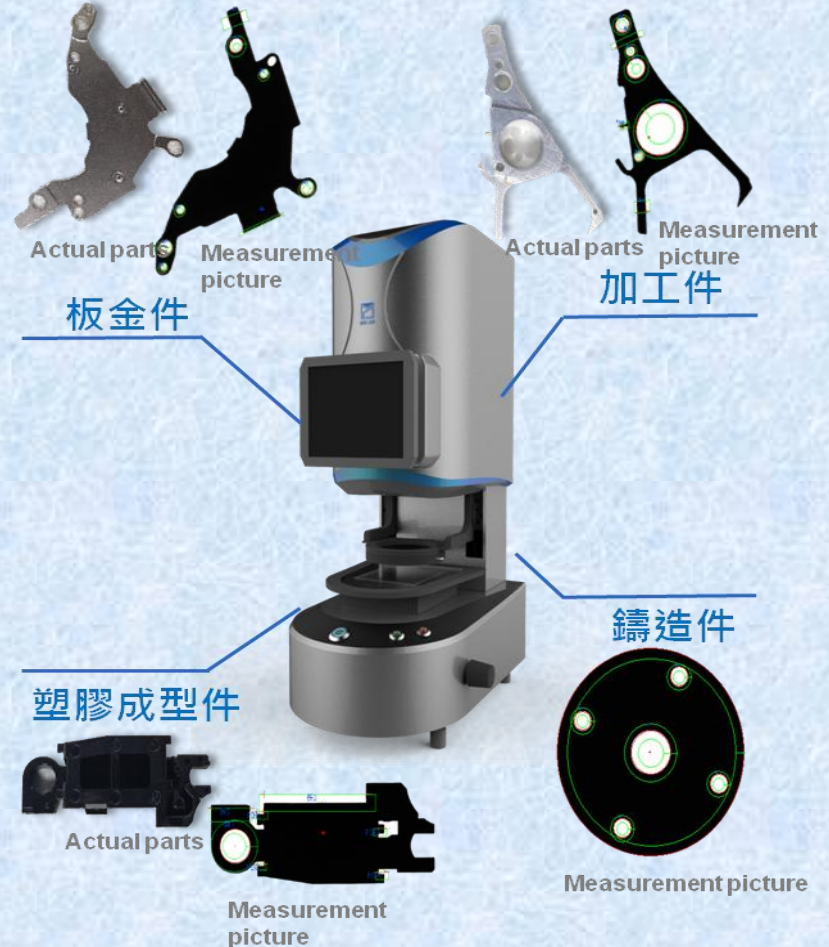
Automation (cont'd)



- Our customized industry includes but not limited :
 - Medical
 - Automobile
 - Consumer electronics
 - Plastic injection
 - PCB
 - Contact lens
 - Motor
 - Energy

VS.

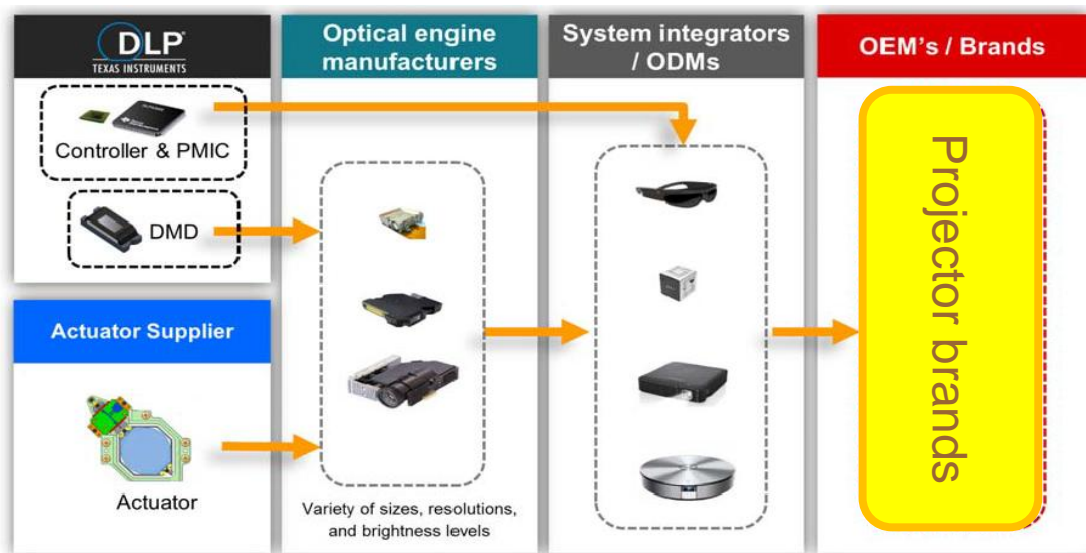
- Brand development – Quick Check Machine



Actuator



- Cooperate with Texas Instruments digital projection technology
- Integrating our owned technology strengths : electronics, optics, magnetism, and institutional design (MinAik patents)
- Authorized development and production by Texas Instruments
- Efficiently increase projector resolution
 - Increased from 720P to 1080P
 - Increased from 1080P to 4K
- Developing different sizes of products for projectors of different specifications.



Iris Recognition System



Tascent InSight One at Singapore ICA Passport Office

Application of InSight One :

- Currently in use at the Singapore Immigration Service.
- Iris and face recognition at the same time.
- Image capture time is only 2.1 seconds.
- Compared with other iris devices on the market, it is small in size and easy to operate.





Q & A



Thank you!