



Min Aik Technology Co., Ltd.

Code : 3060

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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\$ 1,376 millions
- Global employees: around 1,500
- Listed on TSEC in April, 2003

MAY



Suzhou, China

MA-US



San Jose, USA

MAT, HQ



Taoyuan, Taiwan

MAM



Melaka, Malaysia

MAM II

MAS



Singapore

MATH



Ayutthaya, Thailand

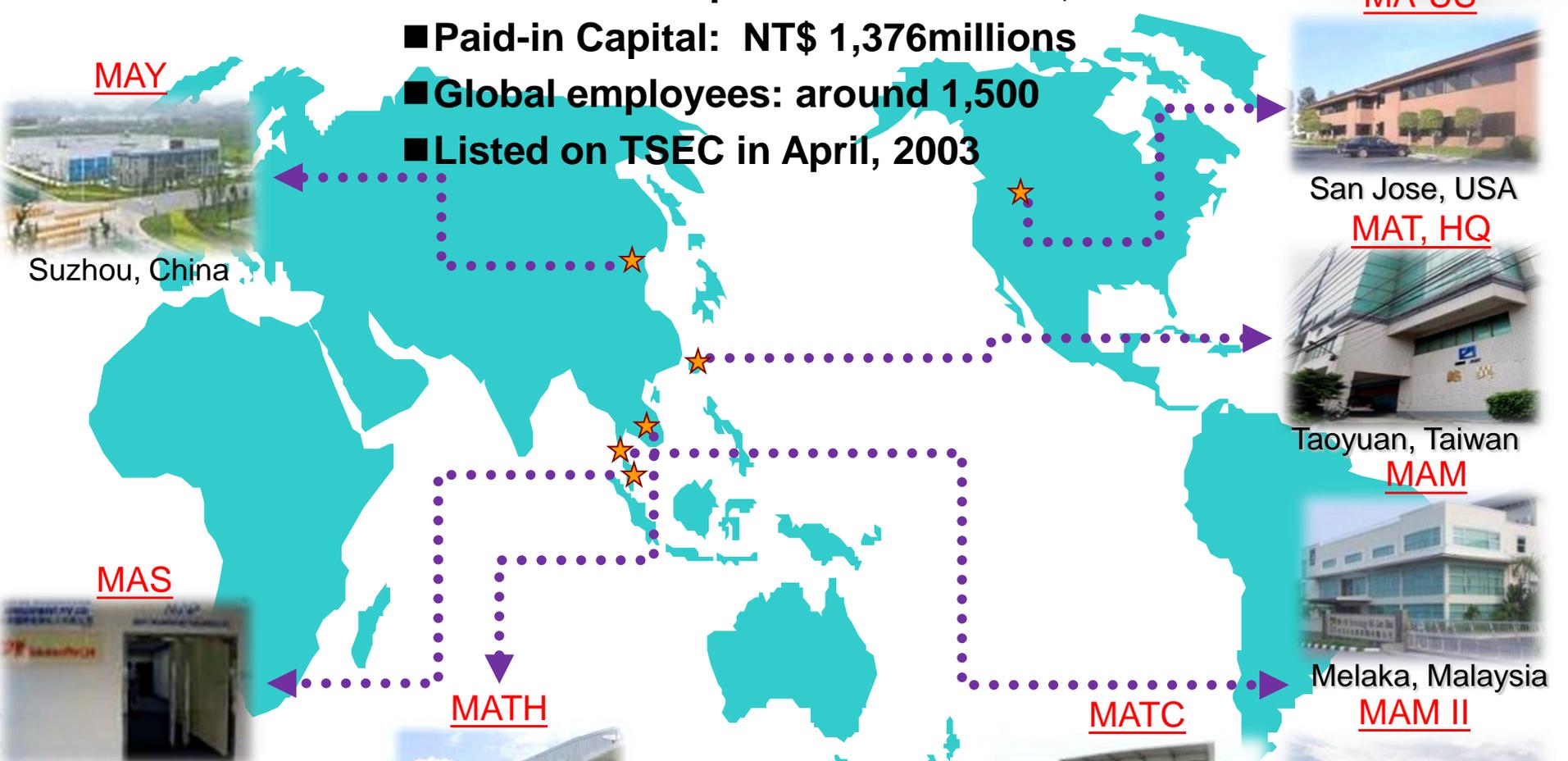
MATC



Melaka, Malaysia



Melaka, Malaysia⁴



Functional Group



- Corporate head quarter
- Group Program Management
- Engineering/R&D(HDD plastic)
- Business Development(Automation/Medical)
- 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

COVER

EHD

Optics

Solar power

MAM
Melaka,
Malaysia

MATC
Melaka,
Malaysia

MAY
Suzhou,
China

GIT
Taiwan

LUFA
Taiwan

*R&D/NPI

*Supply Chain Management

*Sample Preparation

* Quality Assurance

* Project Management

*Customers Services

* Business Development

*High Volume Manufacturing



Major Products & Customers

Major Customers



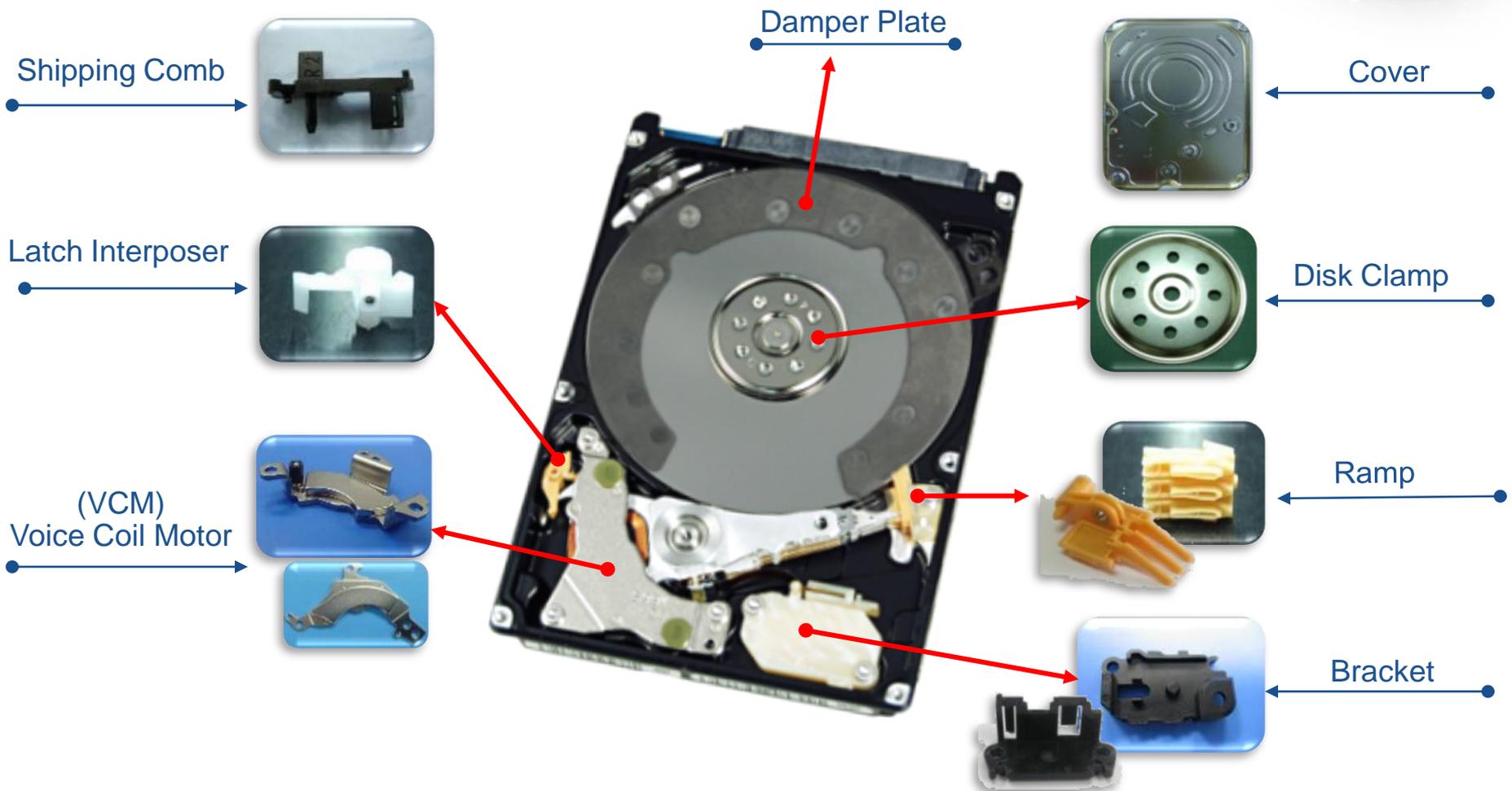
Storage



Non-Storage



HDD Components



External storage device



WD SanDisk Professional Products



SanDisk Professional Product Lines

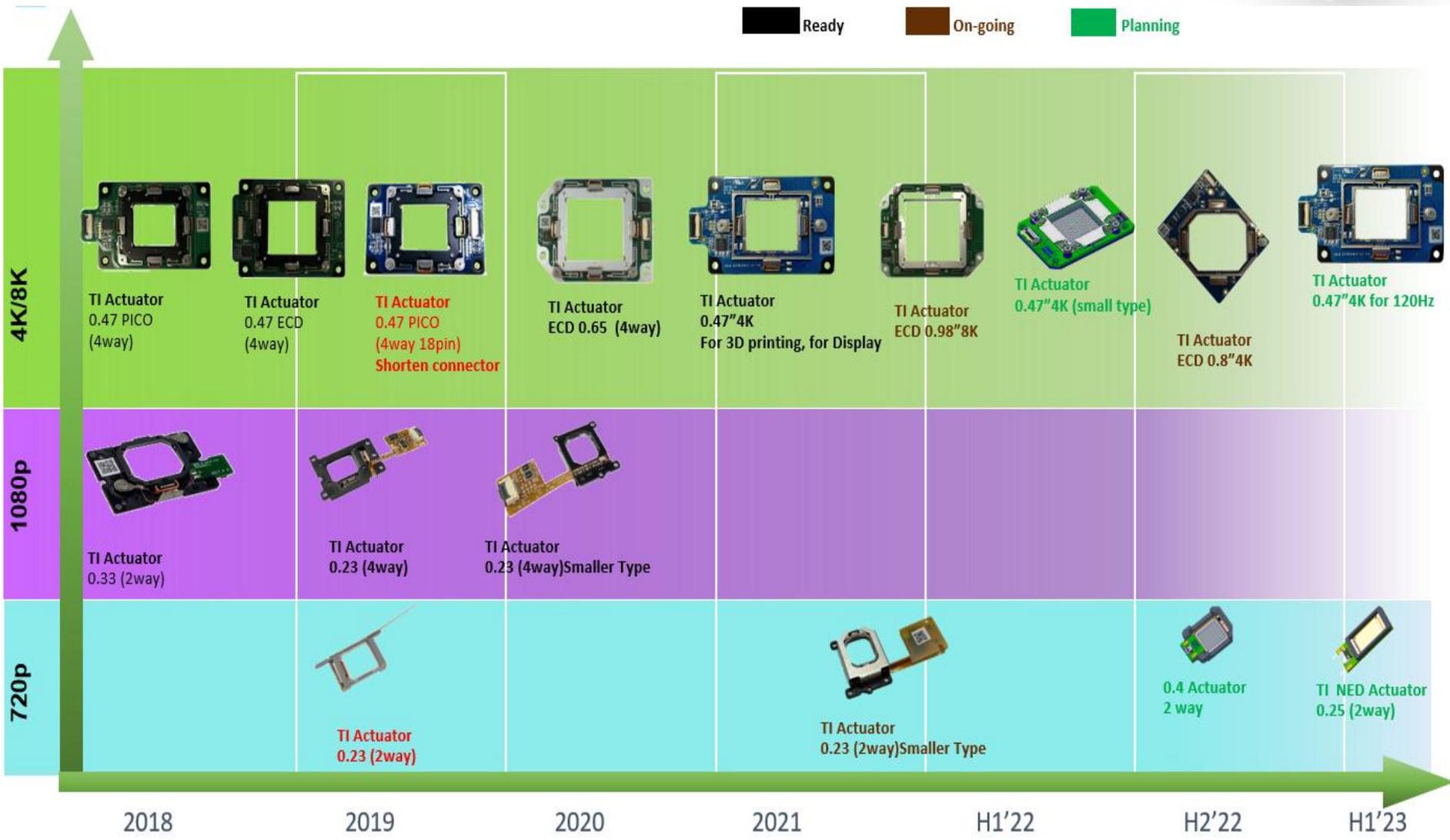
Pro-Dock Card Reader Center



Desktop External HDD Refresh

Portable External HDD & SSD

Optics Actuator





Financial Results

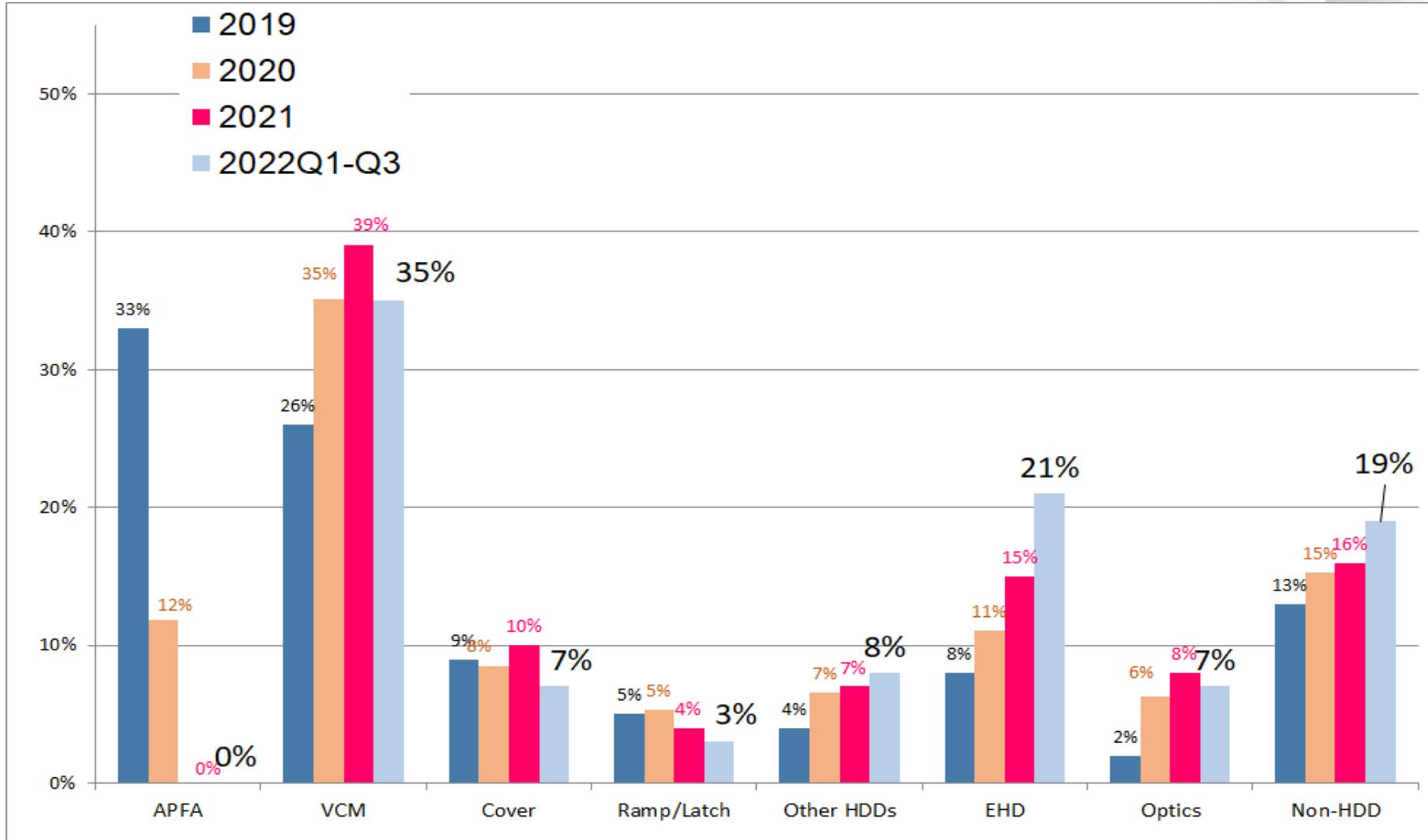
Consolidated Income Statement



Unit: NT\$'000

	2020		2021		2022Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	3,889,506	100	4,158,812	100	2,611,048	100
Cost of goods sold	3,630,248	93	3,473,472	84	2,248,715	86
Gross profit	259,258	7	685,340	16	362,333	14
Operating expenses	538,080	14	502,688	12	374,356	14
Income from operating	(278,822)	(7)	182,652	4	(12,023)	(0)
Non-operating income and loss	16,836	0	56,445	1	171,100	7
Profit before tax	(261,986)	(7)	239,097	6	159,077	6
Income tax	19,645	1	57,593	1	57,530	2
Net profit	(281,631)	(7)	181,504	4	101,547	4
Profit, attributable to owners of parent	(254,213)	(7)	186,906	4	112,737	4
Basic earning per share	-\$1.85		\$1.36		\$0.82	

Products Weight - by Revenue



Consolidated Balance Sheet



Unit: NT\$'000

	2020.12.31		2021.12.31		2022.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	2,662,795	57	3,234,295	63	2,831,092	59
Non-current assets	2,008,864	43	1,886,654	37	1,979,492	41
Total assets	4,671,659	100	5,120,949	100	4,810,584	100
Current liabilities	1,460,612	31	1,882,293	37	1,442,266	30
Non-current liabilities	324,240	7	330,178	6	412,601	9
Total liabilities	1,784,852	38	2,212,471	43	1,854,867	39
Ordinary shares	1,375,632	29	1,375,632	27	1,375,632	29
Capital surplus	1,689,415	36	1,604,287	31	1,476,353	31
Retained earnings	485,071	11	758,637	15	861,744	17
Other equity	(710,107)	(15)	(868,968)	(17)	(787,945)	(17)
Treasury stock	0	0	0	0	0	0
Non-Controlling interest	46,796	1	38,890	1	29,933	1
Total equity	2,886,807	62	2,908,478	57	2,955,717	61
Total liabilities and equity	4,671,659	100	5,120,949	100	4,810,584	100

Consolidated Cash Flow Statement



Unit: NT\$'000

	2020	2021	2022Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	553,882	43,996	(89,014)
Cash flow used in investing activities	(74,546)	(153,545)	813
Cash flow used in financing activities	(122,405)	(17,270)	(208,325)
Effect of exchange rate changes on cash and cash equivalents	(45,274)	(81,722)	57,602
Net increase (decrease) in cash and cash equivalents	311,657	(208,541)	(238,924)
Cash and cash equivalents at beginning of period	598,845	910,502	701,961
Cash and cash equivalents at end of period	910,502	701,961	463,037



Outlooks



UNIT:M pcs

HDD Market Outlook by Segment (2018 - 2022E)

	2018	2019	2020	2021	2022E
Performance Enterprise	21.3 (-5.8%)	17.4 (-18.3%)	12.6 (-27.6%)	13.3 (+5.6%)	11.2 (-15.8%)
Capacity Enterprise	51.2 (+20.8%)	52.7 (+2.9%)	59.7 (+13.3%)	73.5 (+23.1%)	75.6 (+2.9%)
2.5" Mobile	182.3 (-10.1%)	143.6 (-21.2%)	100.9 (-29.7%)	82.5 (-18.3%)	61.2 (-25.8%)
3.5" ATA	120.5 (-11.0%)	103.9 (-13.8%)	86.8 (-16.5%)	89.9 (+3.6%)	72.0 (-19.9%)
TTL	375.4 (-8.2%)	317.7 (-15.4%)	260.1 (-18.1%)	259.3 (-0.3%)	220.0 (-15.2%)



Q & A



Thank you !