



# Min Aik Technology Co., Ltd.

## Code : 3060

12 Dec 2019



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for business and operating results update**

# Safe Harbor Notice

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- 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

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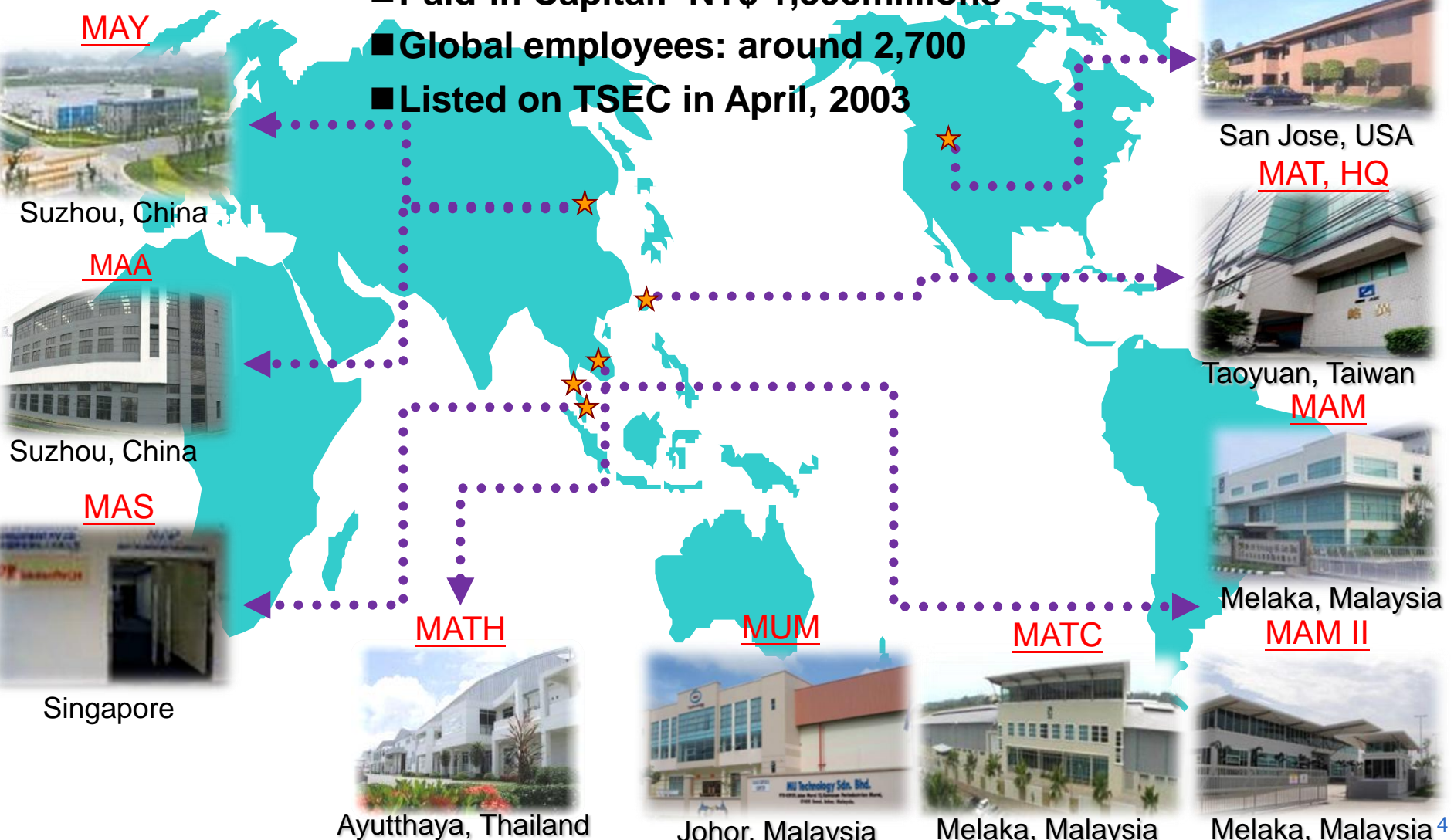


- Company Profile
- Major Products & Customers
- Financial Results
- Business Outlook
- Q&A

# Global Presences



- MAT was incorporated in Oct. 3rd, 1979
- Paid-in Capital: NT\$ 1,393millions
- Global employees: around 2,700
- Listed on TSEC in April, 2003



# 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

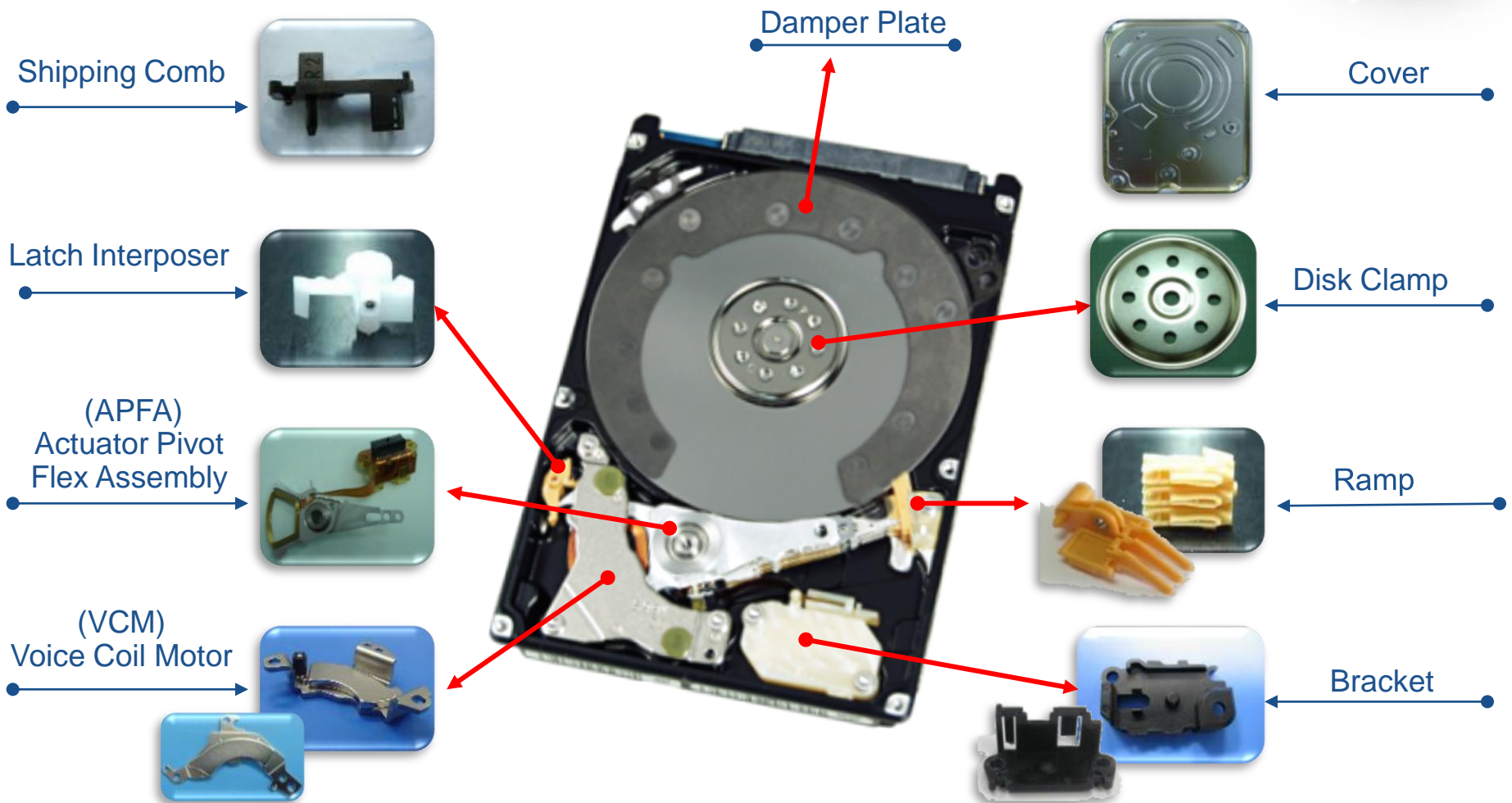
IPO & Precision Assembly Services



# Major Products & Customers



# Major HDD Components





# Major Customers



HDD

Non-HDD





# Financial Results

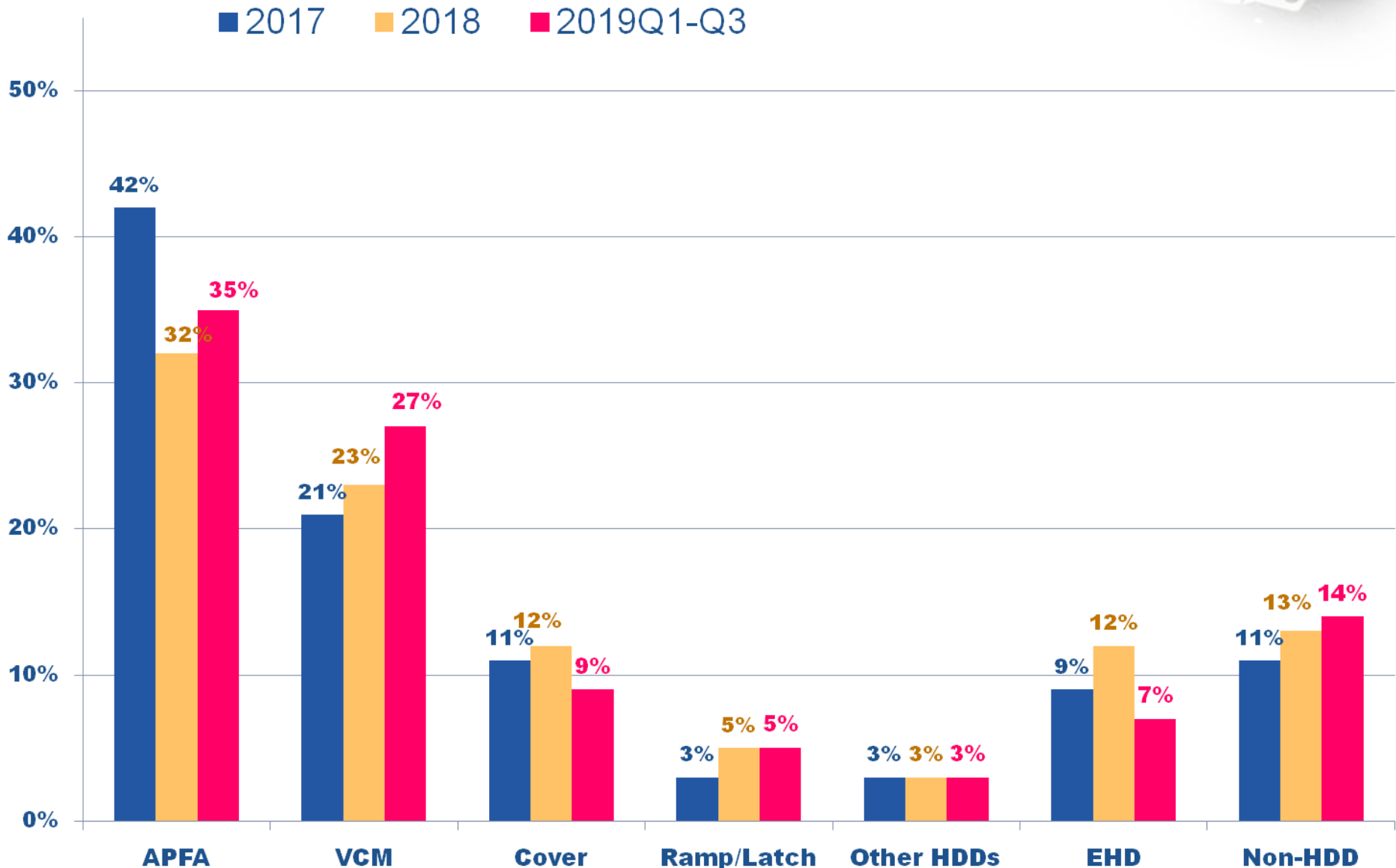
# Consolidated Income Statement



Unit: NT\$'000

	2017		2018		2019Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	7,664,551	100	6,786,263	100	4,002,830	100
Cost of goods sold	7,049,375	92	6,478,167	95	3,955,521	99
<b>Gross profit</b>	<b>615,176</b>	<b>8</b>	<b>308,096</b>	<b>5</b>	<b>47,309</b>	<b>1</b>
Operating expenses	690,333	9	697,663	10	471,640	12
<b>Income from operating</b>	<b>(75,157)</b>	<b>(1)</b>	<b>(389,567)</b>	<b>(6)</b>	<b>(424,331)</b>	<b>(11)</b>
Non-operating income and loss	74,859	1	48,714	1	(8,447)	(0)
<b>Profit before tax</b>	<b>(298)</b>	<b>0</b>	<b>(340,853)</b>	<b>(5)</b>	<b>(432,778)</b>	<b>(11)</b>
Income tax	(42,160)	(1)	31,090	0	(54,433)	(1)
<b>Net profit</b>	<b>41,862</b>	<b>1</b>	<b>(371,943)</b>	<b>(5)</b>	<b>(378,345)</b>	<b>(9)</b>
<b>Profit, attributable to owners of parent</b>	<b>54,449</b>	<b>1</b>	<b>(329,218)</b>	<b>(5)</b>	<b>(299,459)</b>	<b>(7)</b>
Basic earning per share	<b>\$0.34</b>		<b>-\$2.39</b>		<b>-\$2.18</b>	

# Products Weight - by Revenue



# Consolidated Balance Sheet



Unit: NT\$'000

	2017.12.31		2018.12.31		2019.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	4,591,742	64	3,877,939	60	3,177,500	56
Non-current assets	2,627,327	36	2,598,008	40	2,447,965	44
<b>Total assets</b>	<b>7,219,069</b>	<b>100</b>	<b>6,475,947</b>	<b>100</b>	<b>5,625,465</b>	<b>100</b>
Current liabilities	2,414,219	33	2,203,176	34	1,775,970	32
Non-current liabilities	833,999	12	676,164	10	552,402	9
<b>Total liabilities</b>	<b>3,248,218</b>	<b>45</b>	<b>2,879,340</b>	<b>44</b>	<b>2,328,372</b>	<b>41</b>
Ordinary shares	1,393,616	19	1,393,616	22	1,393,616	25
Capital surplus	1,748,231	24	1,748,231	27	1,748,231	31
Retained earnings	1,517,807	21	1,101,759	17	802,300	14
Other equity	(612,003)	(8)	(570,199)	(9)	(570,254)	(10)
Treasury stock	(76,800)	(1)	(76,800)	(1)	(76,800)	(1)
<b>Total equity</b>	<b>3,970,851</b>	<b>55</b>	<b>3,596,607</b>	<b>56</b>	<b>3,297,093</b>	<b>59</b>
<b>Total liabilities and equity</b>	<b>7,219,069</b>	<b>100</b>	<b>6,475,947</b>	<b>100</b>	<b>5,625,465</b>	<b>100</b>

# Consolidated Cash Flow Statement



Unit: NT\$'000

	2017	2018	2019Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	51,768	(448,413)	(296,539)
Cash flow used in investing activities	(97,217)	(348,296)	(78,715)
Cash flow used in financing activities	(704,417)	(8,251)	(156,961)
Effect of exchange rate changes on cash and cash equivalents	14,830	9,311	(28,527)
Net increase (decrease) in cash and cash equivalents	(735,036)	(795,649)	(560,742)
Cash and cash equivalents at beginning of period	2,584,010	1,848,974	1,053,325
Cash and cash equivalents at end of period	1,848,974	1,053,325	492,583





# Outlooks



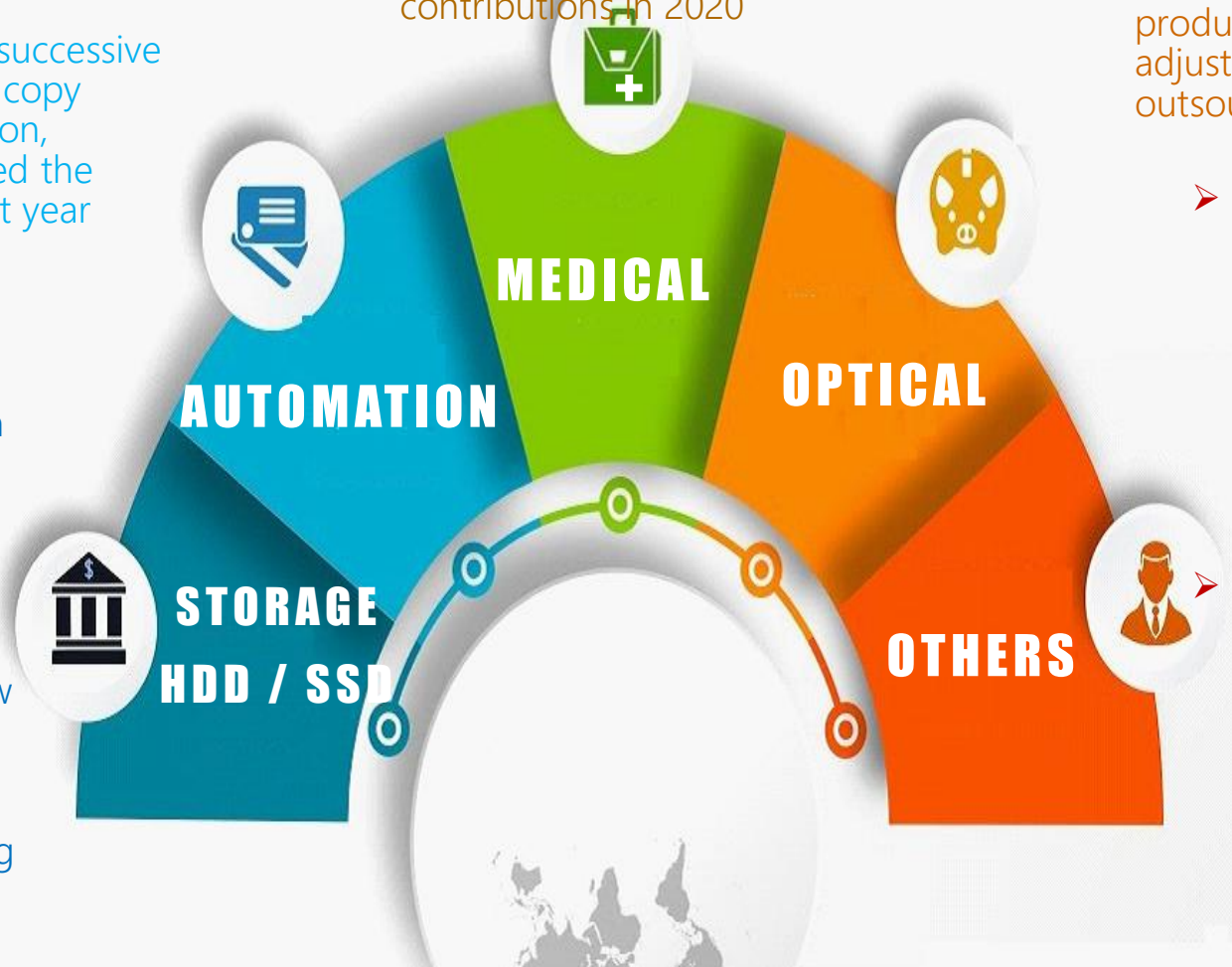
# Implement Vision & Mission

- China factory established stable development of new customers, estimated year 2020 performance will growth significantly
- Taiwan factory's successive large orders and copy machine evaluation, estimated doubled the performance next year
- HDD: WD - maintain competitive commodity. Then keep moving forward on STX; predict growth significantly in year 2020
- SSD: Contact new guests, currently there is Plastic/Stamping quotation coming continuously

- Set up dedicated BU responsible team member
- Estimated that there will another two to three stable turnover contributions in 2020

- First year TI ACA mass production in 2019. Looking forward to 2020, expecting more sizes and different application products, and further adjusting the self-made outsourcing strategy

- The establishment of Tooling BU allows MAT core capabilities to extend not only externally, but also to extend the ability of Plastics to LSR technology
- Continuous research and development of alternative materials and raw plastics





Q & A



Thank you !