



# Min Aik Technology Co., Ltd.

## Code : 3060

22 Dec 2023



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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\$ 1,376millions
- Global employees: around 1,300
- 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

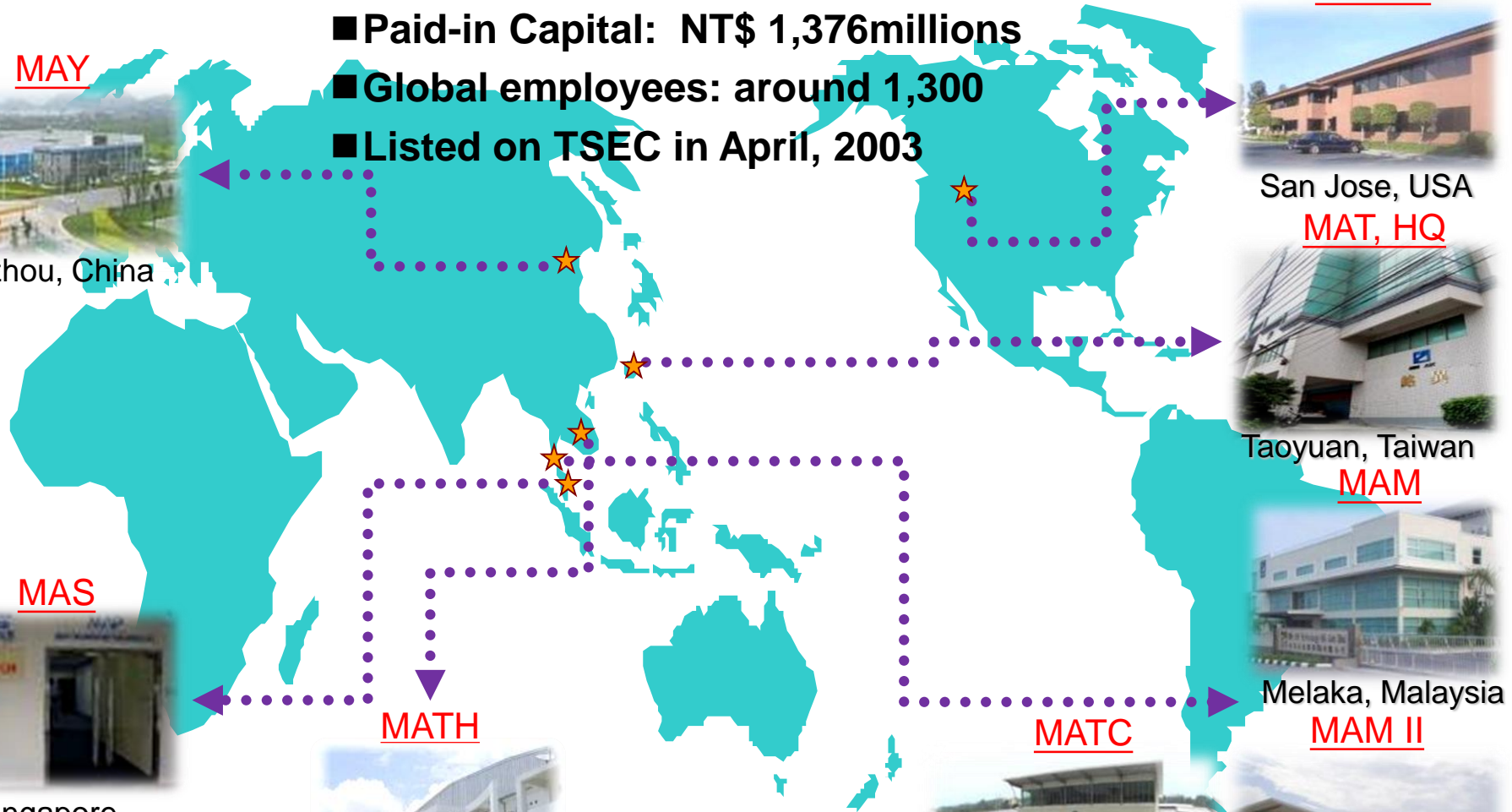


MATC

Melaka, Malaysia



Melaka, Malaysia<sup>4</sup>



# 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



SanDisk

TOSHIBA

## Non-Storage



BERNINA

SAURER.  
Embroidery



Targus

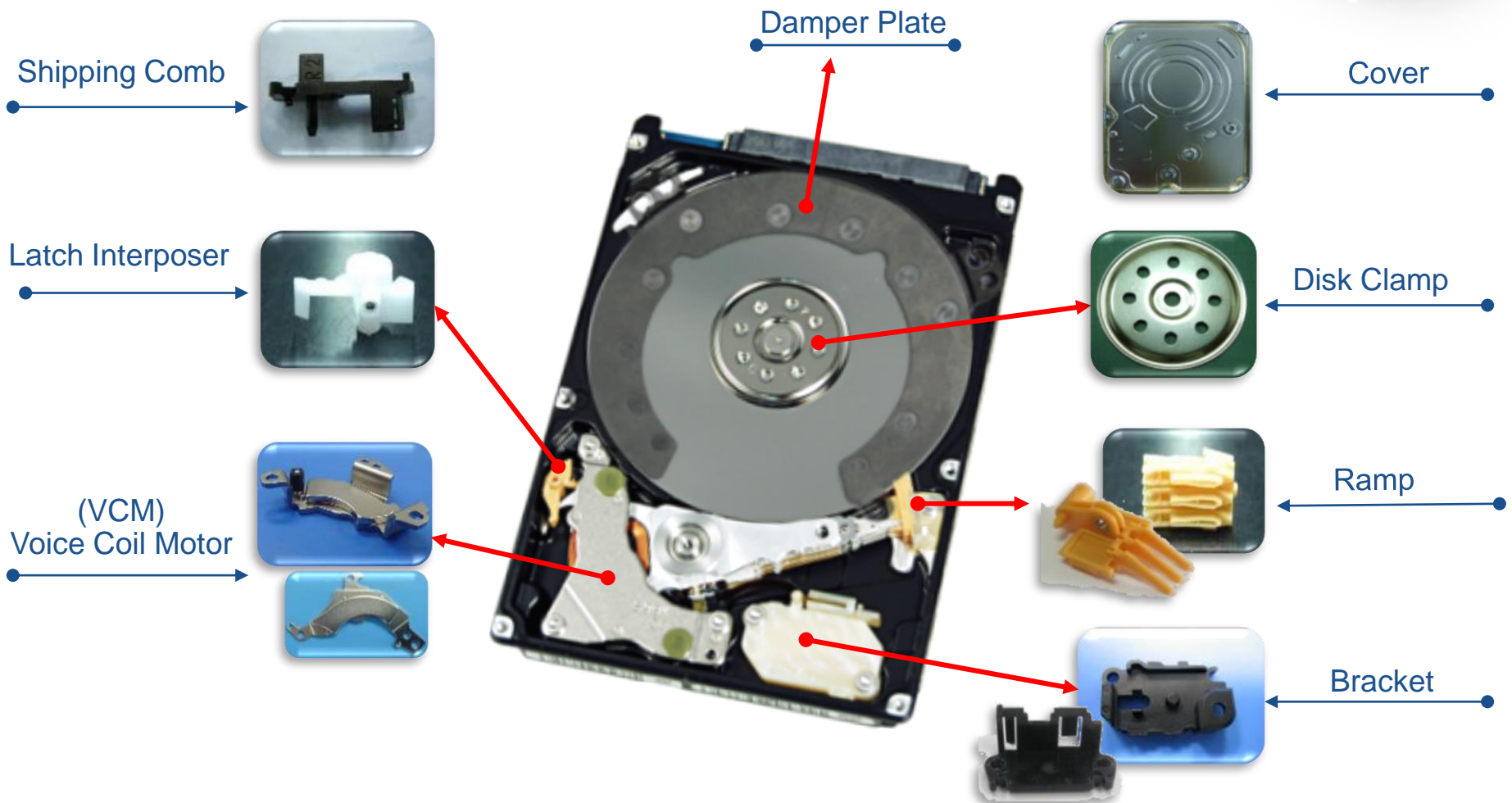


WelchAllyn



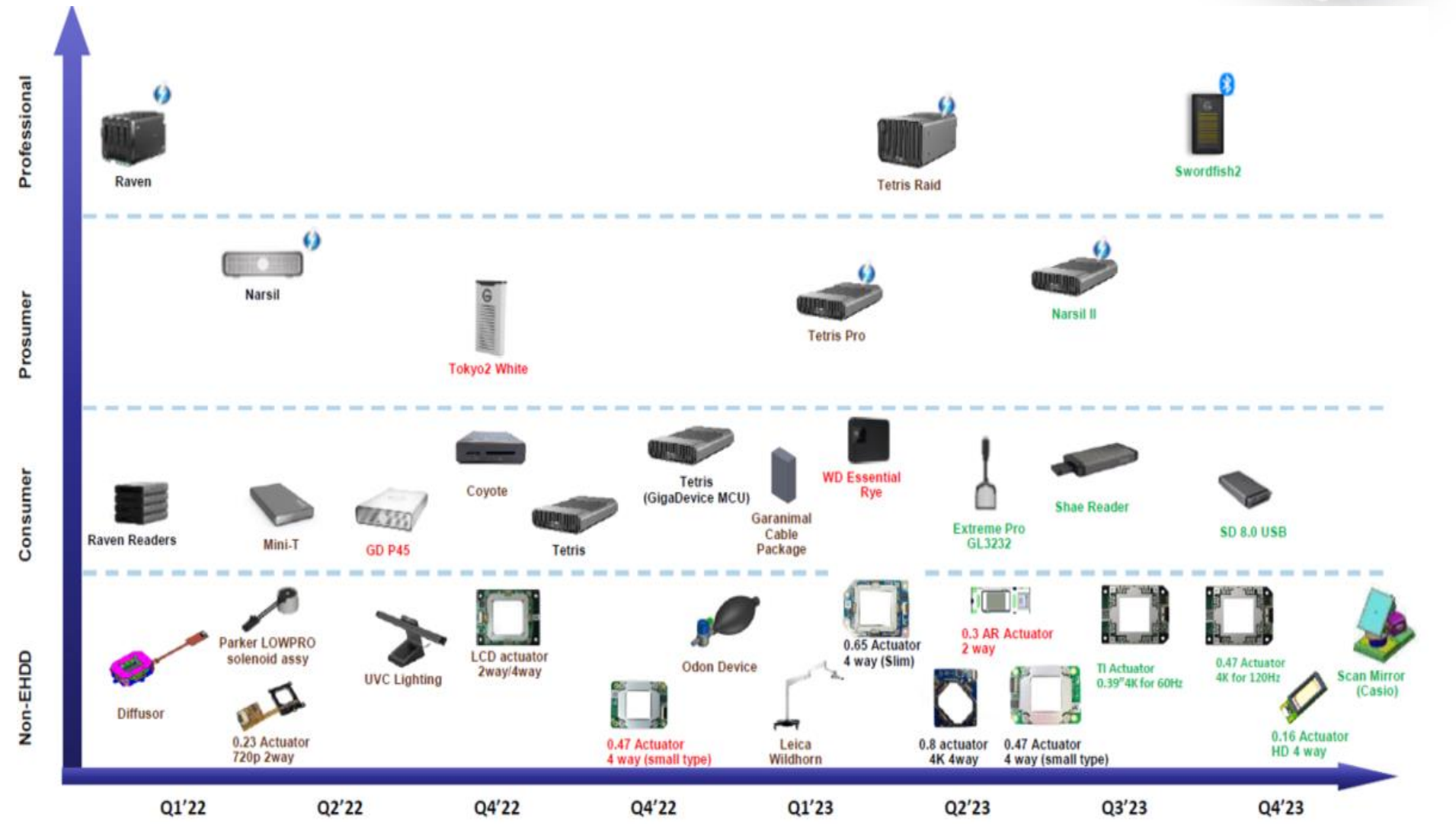


# HDD Components





# Non-HDD New Product road map





# Financial Results

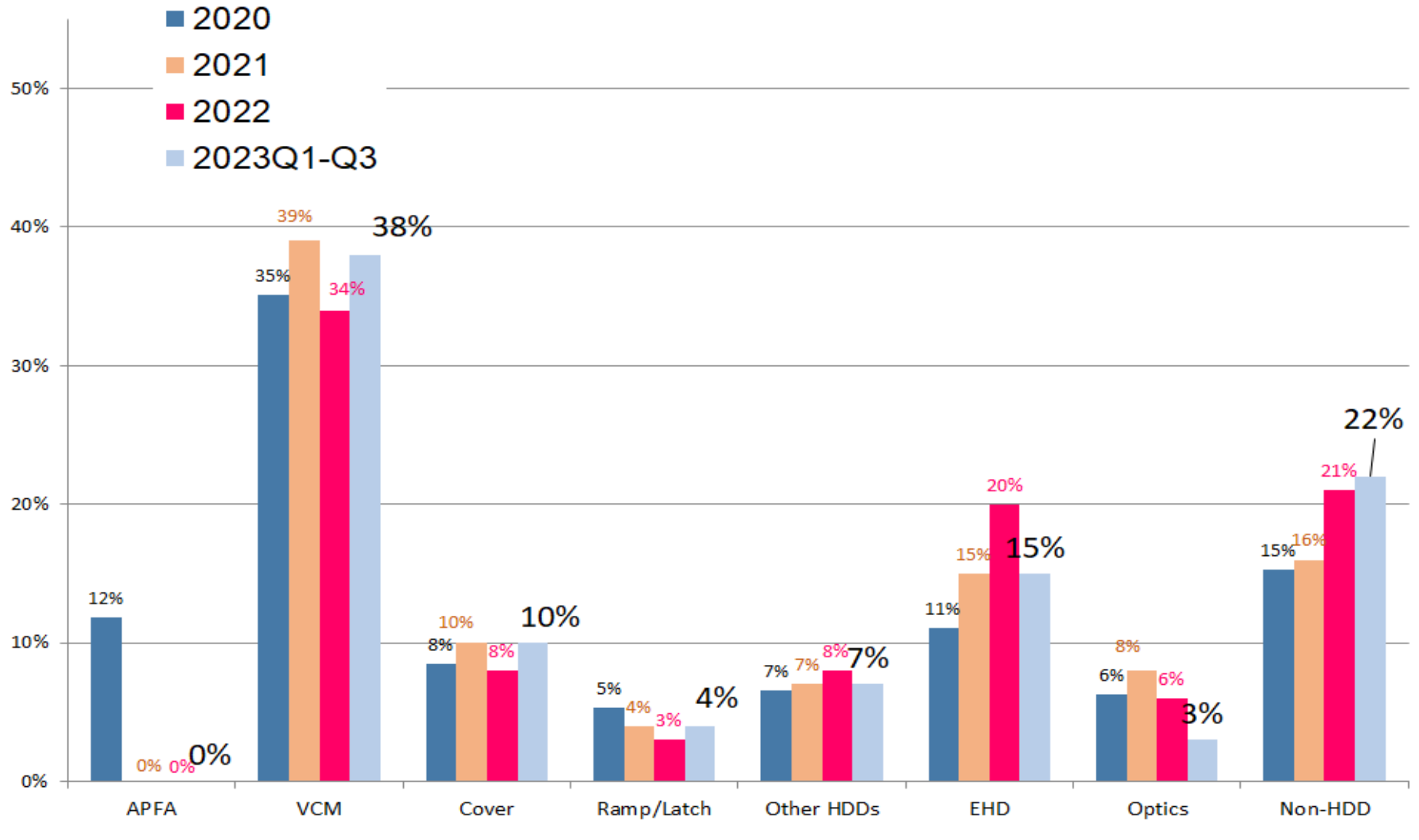
# Consolidated Income Statement



Unit: NT\$'000

	2021		2022		2023Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	4,158,812	100	3,223,080	100	1,881,260	100
Cost of goods sold	3,473,472	84	2,848,232	88	1,753,366	93
<b>Gross profit</b>	<b>685,340</b>	<b>16</b>	<b>374,848</b>	<b>12</b>	<b>127,894</b>	<b>7</b>
Operating expenses	502,688	12	471,009	15	337,710	18
<b>Income from operating</b>	<b>182,652</b>	<b>4</b>	<b>(96,161)</b>	<b>(3)</b>	<b>(209,816)</b>	<b>(11)</b>
Non-operating income and loss	56,445	1	139,970	4	46,765	2
<b>Profit before tax</b>	<b>239,097</b>	<b>6</b>	<b>43,809</b>	<b>1</b>	<b>(163,051)</b>	<b>(9)</b>
Income tax	57,593	1	23,244	1	7,765	0
<b>Net profit</b>	<b>181,504</b>	<b>4</b>	<b>20,565</b>	<b>1</b>	<b>(170,816)</b>	<b>(9)</b>
<b>Profit, attributable to owners of parent</b>	<b>186,906</b>	<b>4</b>	<b>39,758</b>	<b>1</b>	<b>(156,469)</b>	<b>(8)</b>
Basic earning per share	<b>\$1.36</b>		<b>\$0.29</b>		<b>-\$1.14</b>	

# Products Weight - by Revenue



# Consolidated Balance Sheet



Unit: NT\$'000

	2021.12.31		2022.12.31		2023.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	3,234,295	63	2,435,916	55	2,328,056	56
Non-current assets	1,886,654	37	1,998,337	45	1,860,546	44
<b>Total assets</b>	<b>5,120,949</b>	<b>100</b>	<b>4,434,253</b>	<b>100</b>	<b>4,188,602</b>	<b>100</b>
Current liabilities	1,882,293	37	1,185,194	27	1,241,238	30
Non-current liabilities	330,178	6	381,413	9	305,568	7
<b>Total liabilities</b>	<b>2,212,471</b>	<b>43</b>	<b>1,566,607</b>	<b>36</b>	<b>1,546,806</b>	<b>37</b>
Ordinary shares	1,375,632	27	1,375,632	31	1,375,632	33
Capital surplus	1,604,287	31	1,476,353	33	1,466,724	35
Retained earnings	758,637	15	789,323	18	601,214	14
Other equity	(868,968)	(17)	(795,499)	(18)	(809,526)	(19)
Treasury stock	0	0	0	0	0	0
Non-Controlling interest	38,890	1	21,837	0	7,752	0
<b>Total equity</b>	<b>2,908,478</b>	<b>57</b>	<b>2,867,646</b>	<b>64</b>	<b>2,641,796</b>	<b>63</b>
<b>Total liabilities and equity</b>	<b>5,120,949</b>	<b>100</b>	<b>4,434,253</b>	<b>100</b>	<b>4,188,602</b>	<b>100</b>

# Consolidated Cash Flow Statement



Unit: NT\$'000

	2021	2022	2023Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	43,996	(46,032)	270,150
Cash flow used in investing activities	(153,545)	(29,667)	(41,668)
Cash flow used in financing activities	(17,270)	(267,821)	(40,882)
Effect of exchange rate changes on cash and cash equivalents	(81,722)	72,053	(8,364)
Net increase (decrease) in cash and cash equivalents	(208,541)	(271,467)	179,236
Cash and cash equivalents at beginning of period	910,502	701,961	430,494
Cash and cash equivalents at end of period	701,961	430,494	609,730



# Outlooks



# Storage Market Outlook by Segment



## Two Independent Public Data Storage Companies

	HDD	Flash
<b>FY23 Revenue Mix<sup>(1)</sup></b>	<p>Client 11% Consumer 13% Cloud 76%</p>	<p>Client 60% Consumer 32% Cloud 8%</p>
<b>Product Categories</b>	<ul style="list-style-type: none"> <li>Nearline HDD</li> <li>Desktop HDD</li> <li>Notebook HDD</li> <li>Smart Video</li> <li>Retail HDD</li> </ul>	<ul style="list-style-type: none"> <li>Client SSD</li> <li>Retail Flash</li> <li>Enterprise SSD</li> <li>Gaming Consoles</li> <li>Mobile</li> <li>Wafers &amp; Components</li> </ul>
<b>Representative Customer Base</b>	<ul style="list-style-type: none"> <li>Top 4 US cloud titans</li> <li>Top 3 storage OEMs</li> <li>Top 5 PC OEMs</li> <li>Leading Cloud and Smart Video providers in China</li> </ul>	<ul style="list-style-type: none"> <li>Top 5 PC OEMs</li> <li>Over 350K retail stores</li> <li>All major e-tailers and retailers</li> <li>All major gaming console platforms</li> </ul>



Q & A



Thank you !