



Min Aik Technology Co., Ltd.

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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

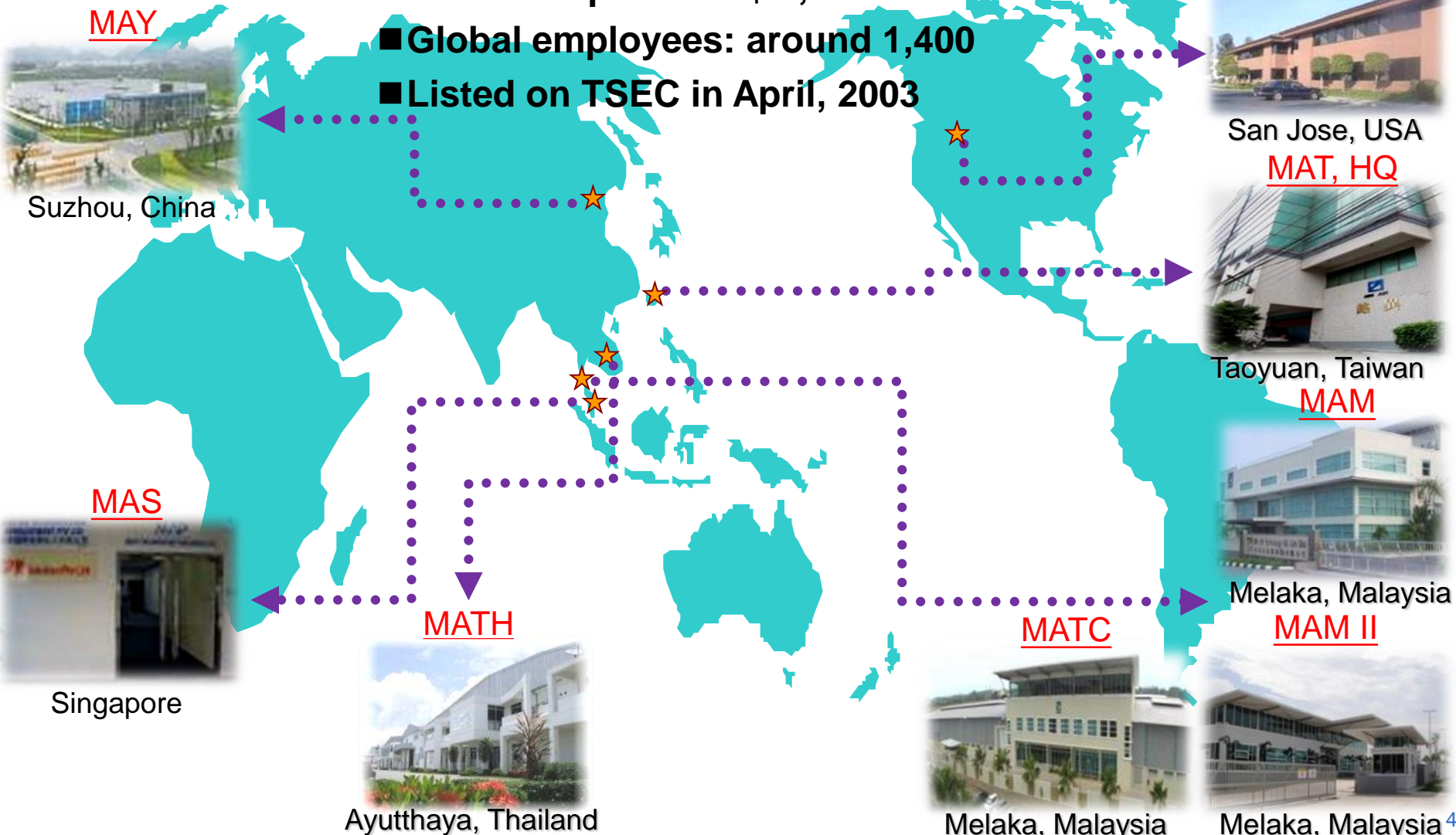


- Company Profile
- Major Products & Customers
- Financial Results
- Business Outlook
- Q&A

Company Profile



- MAT was incorporated in Oct. 3rd, 1979
- Paid-in Capital: NT\$ 1,376millions
- Global employees: around 1,400
- Listed on TSEC in April, 2003



MA-US



San Jose, USA
MAT, HQ



Taoyuan, Taiwan
MAM



Melaka, Malaysia
MAM II



Melaka, Malaysia



Melaka, Malaysia⁴



Ayutthaya, Thailand



Singapore

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



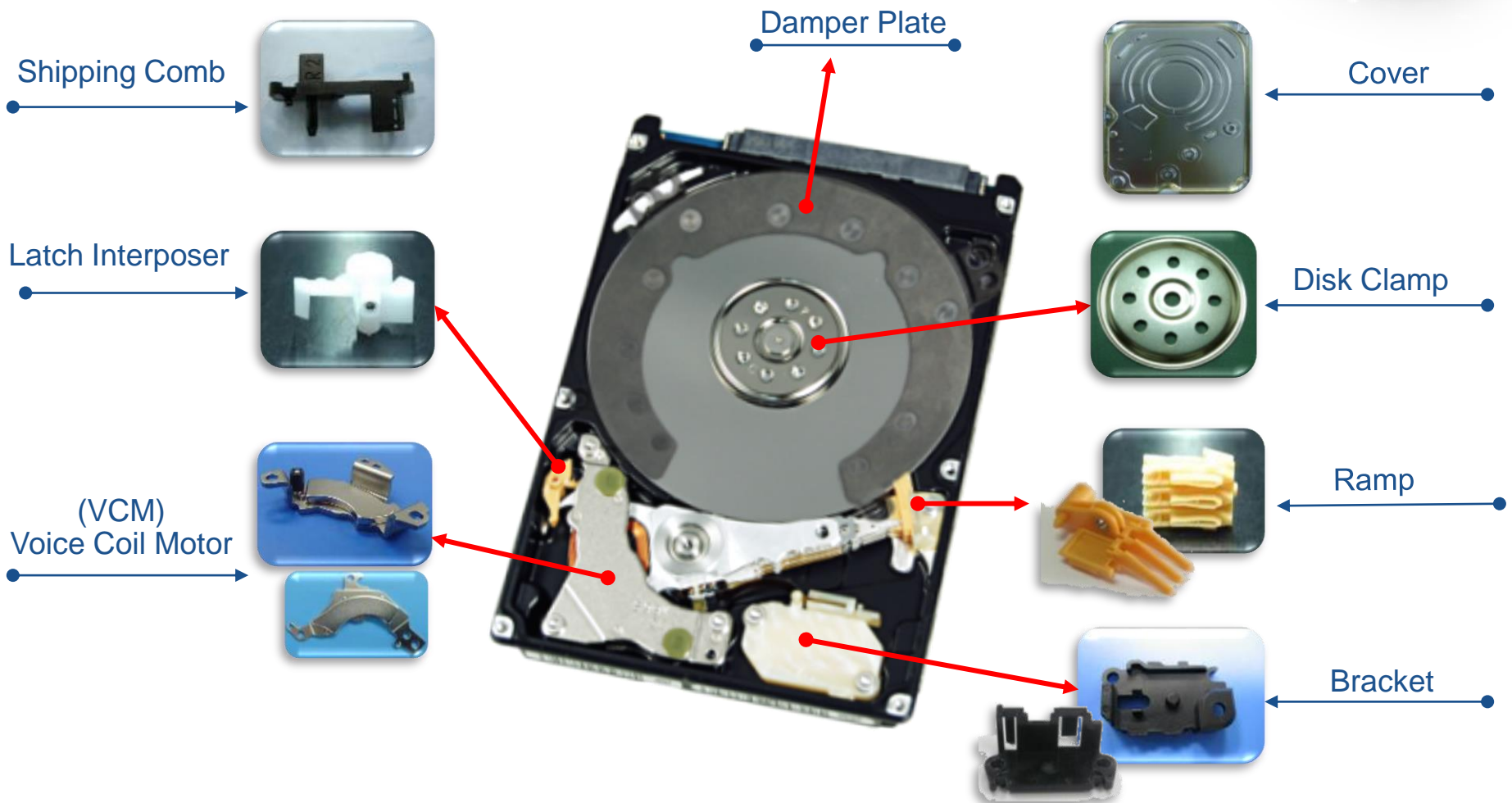
Storage



Non-Storage



HDD Components



EHDD product line



2.5 inch Military grade portable EHDD

專為戶外而打造
具備 IP54 防水防塵，且能承受高達 1000 磅衝擊。儲存您的重要內容不懼旅途中的任何惡劣環境因素。

G-DRIVE ARMORATD™

為冒險而生的儲存空間
G-DRIVE™ ArmorATD™ 可用容量最高 5TB*，無論您到什麼地方冒險，這款堅固的便攜式硬碟都可以為您提供充足的空間擴展筆記型電腦儲存空間，或備份您的相片、影像素材和檔案。

3.5 inch high speed EHDD

內建 7200RPM Ultrastar™ 企業級硬碟
對於要求苛刻的工作負載和其價值內容，您可以依賴內置 7200RPM Ultrastar™ 企業級硬碟的強大功能和卓越的可靠性。

頂級工業外殼
G-DRIVE™ 桌上型硬碟採用可堆疊建設外殼，與我們的高級電腦相得益彰，讓您能感受到它的堅固耐用。

4/8 platters capacity enterprise EHDD

可攜式設計。

G-RAID™ SHUTTLE 4
企業級 4 硬碟抽取槽桌上型硬碟
G-RAID™ SHUTTLE 4 內置有 7200RPM Ultrastar™ 企業級硬碟，提高了可靠性且享有 5 年有限保固服務，可滿足現場和工作室內要求苛刻的影片工作流的需求。

配備 Thunderbolt™ 3 和 USB-C™ 介面且採用便攜式設計的 4 槽
抽換磁碟機 RAID 解決方案，為內容製作提供高達 7200 RPM
最大容量，並提供高功率效能以確保整合備份、影片存取和即時
影片編輯。

- 採用可攜式設計，容量巨大
- Thunderbolt™ 3 (40Gbps) 和 USB-C™ (10Gbps) 相容性
- 支援多媒體 4K、6K 和 VR 工作流
- 支援 RAID - 包含常用的 RAID 5，支持 RAID 0、1、10、JBOD
- 讀取速度高達 1000MB/s，寫入速度高達 1100MB/s**
- 雙 Thunderbolt™ 3 連接埠和軟體連接，最多可供 5 部其他裝置使用
- 可靠的卸換式 7200RPM Ultrastar™ 企業級硬碟
- 5 年有限保固

High speed multi-functional card reader

加速您的創意工作流程
PRO-READER™ 多卡讀卡機

SanDisk™ Professional PRO-READER 多卡讀卡機提供多種用途功能，其額外型有助於您的工作流程。從提供快速存取，您的照片和影片，本機減少等待時間。此讀卡機具有可確保快速傳輸數據速度的 USB-C™ (10Gbps) 連接埠，備有 USB Type-C™ 讀卡機，G-RAID™ 從磁碟機快速存取。

擴大輸入減少傳輸時間及提高生產力

- 與 CFast™、CFexpress™、SD 記憶卡與 microSD™ 記憶卡相容
- 備有額外型有助於您的工作流程
- USB-C™ (10Gbps) 連接埠可提供超快傳輸速度
- 輸入保護鎖開關有助於免遭電擊
- 可備放式設計能夠簡化您的工作環境
- 與 PRO-DOCK 4 讀卡機完美配合

Multi Card 3+

內建硬體 RAID
為了取得均衡的效能，G-RAID™ SHUTTLE 8 已採用 RAID 5 架構，或將 RAID 0、1、6、10、50、60 或 JBOD 與極大地盤容量靈活。

卸換式 7200RPM Ultrastar™ 企業級硬碟
針對所有要求苛刻的工作負載和影片製作需求設計，您可以依賴內置 8-Bay 卸換的卸換式 7200RPM Ultrastar™ 企業級硬碟的強大功能和卓越的可靠性。





Financial Results

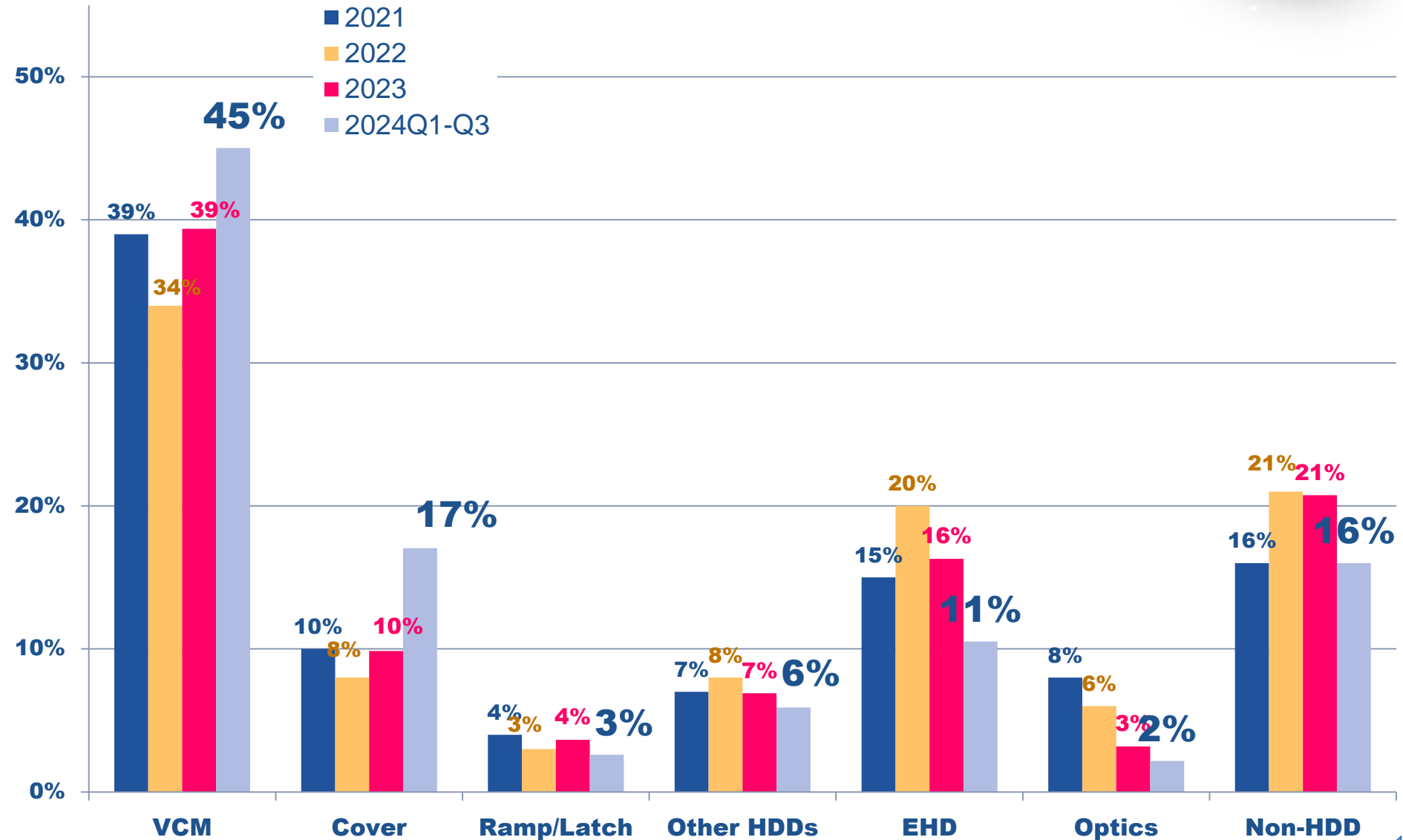
Consolidated Income Statement



Unit: NT\$'000

	2022		2023		2024Q1-Q3	
	Amount	%	Amount	%	Amount	%
Net sales	3,223,080	100	2,655,528	100	2,576,948	100
Cost of goods sold	2,848,232	88	2,432,649	92	2,274,040	88
Gross profit	374,848	12	222,879	8	302,908	12
Operating expenses	471,009	15	439,933	17	344,670	13
Income from operating	(96,161)	(3)	(217,054)	(8)	(41,762)	(2)
Non-operating income and loss	139,970	4	4,914	0	56,069	2
Profit before tax	43,809	1	(212,140)	(8)	14,307	1
Income tax	23,244	1	21,622	1	6,020	0
Net profit	20,565	1	(233,762)	(9)	8,287	0
Profit, attributable to owners of parent	39,758	1	(215,646)	(8)	3,722	0
Basic earning per share	\$0.29		-\$1.57		\$0.03	

Products Weight - by Revenue



Consolidated Balance Sheet



Unit: NT\$'000

	2022.12.31		2023.12.31		2024.9.30	
	Amount	%	Amount	%	Amount	%
Current assets	2,435,916	55	2,360,315	57	2,758,796	61
Non-current assets	1,998,337	45	1,796,017	43	1,764,807	39
Total assets	4,434,253	100	4,156,332	100	4,523,603	100
Current liabilities	1,185,194	27	1,245,508	30	1,351,632	30
Non-current liabilities	381,413	9	391,432	9	471,335	10
Total liabilities	1,566,607	36	1,636,940	39	1,822,967	40
Ordinary shares	1,375,632	31	1,375,632	33	1,375,632	30
Capital surplus	1,476,353	33	1,466,724	35	1,432,333	32
Retained earnings	789,323	18	535,318	14	539,040	12
Other equity	(795,499)	(18)	(861,872)	(21)	(654,052)	(14)
Treasury stock	0	0	0	0	0	0
Non-Controlling interest	21,837	0	3,590	0	7,683	0
Total equity	2,867,646	64	2,519,392	61	2,700,636	60
Total liabilities and equity	4,434,253	100	4,156,332	100	4,523,603	100

Consolidated Cash Flow Statement



Unit: NT\$'000

	2022	2023	2024Q1-Q3
	Amount	Amount	Amount
Cash flow from operating activities	(46,032)	422,507	(144,511)
Cash flow used in investing activities	(29,667)	(4,443)	177,963
Cash flow used in financing activities	(267,821)	(105,190)	(121,634)
Effect of exchange rate changes on cash and cash equivalents	72,053	(49,945)	144,433
Net increase (decrease) in cash and cash equivalents	(271,467)	262,929	56,251
Cash and cash equivalents at beginning of period	701,961	430,494	693,423
Cash and cash equivalents at end of period	430,494	693,423	749,674

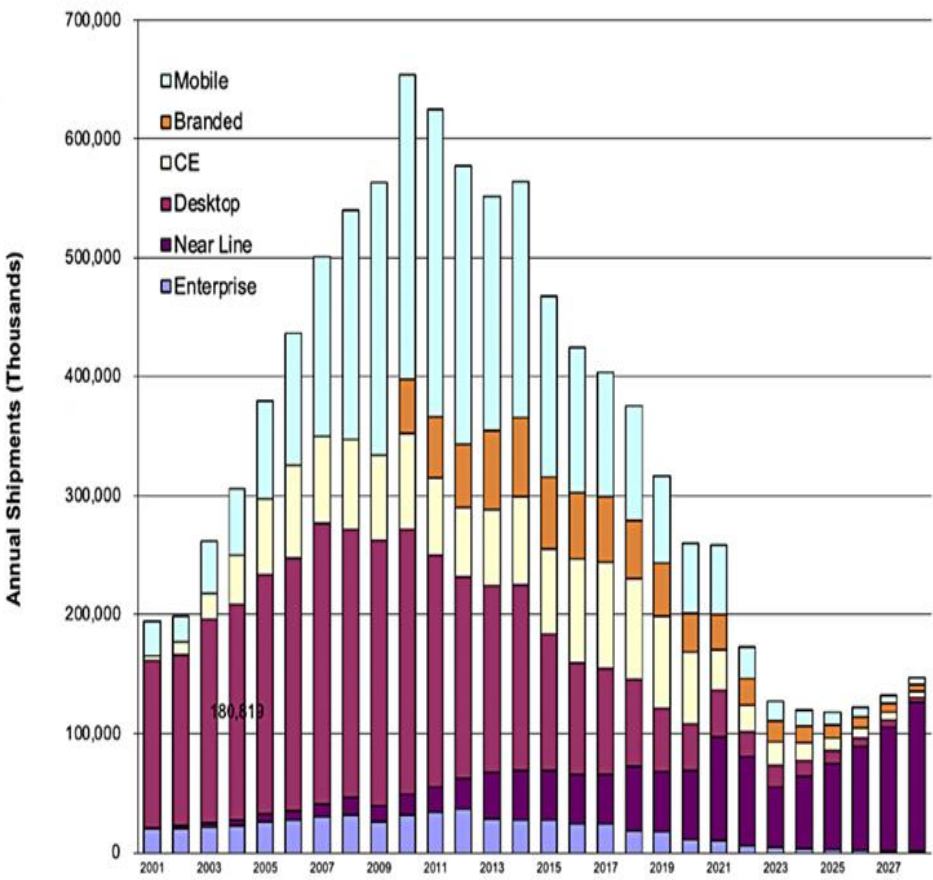


Data Storage market Outlooks

Data Storage Market Outlooks

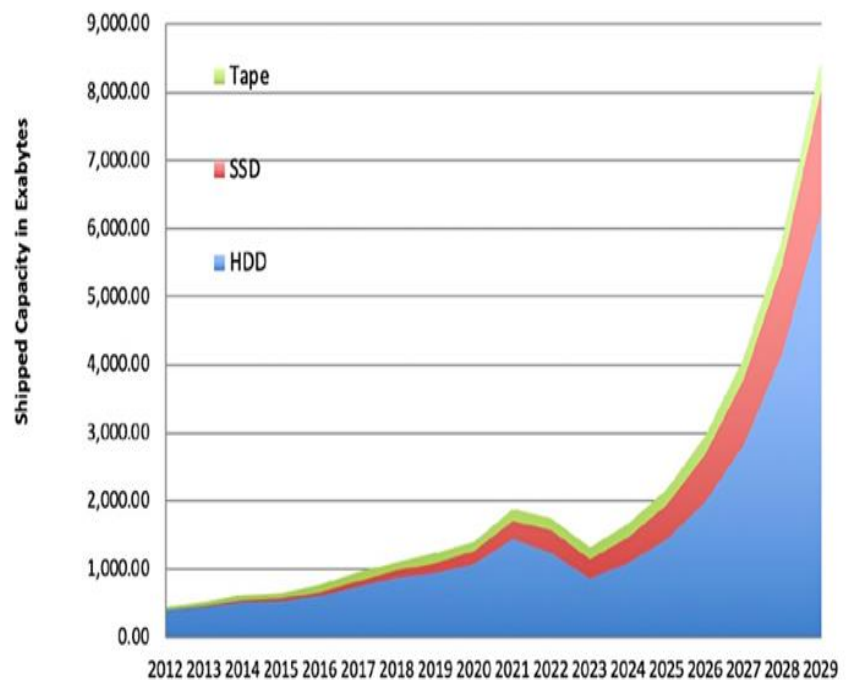


HDD shipments trend



Shipment trend of Storage media

FIGURE 11. CAPACITY SHIPMENTS FOR LTO TAPE, SSDS AND HDDS



資料來源: blocksandfiles.com

Figure 11. Shipped Disk Drive Volumes vs. Time, by Application

Source: Coughlin Associates



Q & A



Thank you !