



# KO JA (CAYMAN) CO., LTD. 2020 Second Quarter Results

TICKER : 5215

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ABOUT KO JA

MAIN PRODUCT

MAJOR CUSTOMERS

COMPETITIVE STRENGTHS

FINANCIAL RESULTS

Q&A

# ABOUT KO JA

- ▶ FOUNDED : 1975/4
- ▶ PAID-IN CAPITAL : NTD 593 MILLION
- ▶ EMPLOYEES : 3000 PEOPLE
- ▶ CHAIRMAN : JEFF LIN ; SALES PRESIDENT : HAN-HO HO ;  
MANUFACTURING PRESIDENT : VINCENT TSAI

# ABOUT KO JA-OPERATION SITES



TAIPEI OFFICE



SUZHOU GODA



SUZHOU LUUMI



東莞,百景

DONGGUAN BAIJING



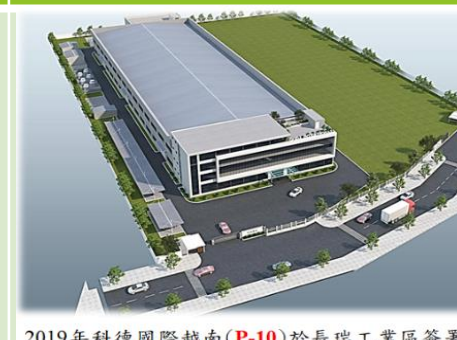
SUZHOU CHIA CHI



SUZHOU CHIA TSAI



CHONGQING JIA JUN



2019年科德國際越南(P-10)於長瑞工業區簽署協議,租地22,503平方米,建設科嘉集團Membrane生產基地。

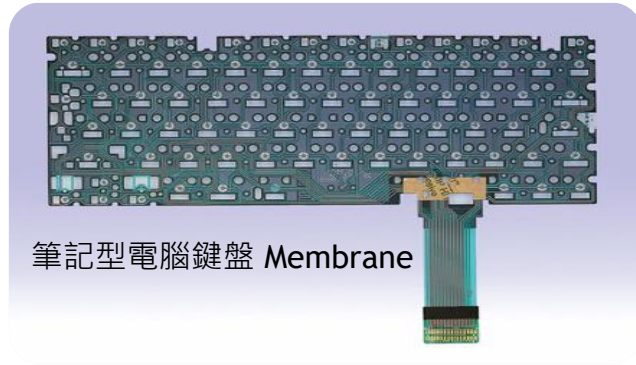
GODA VIET NAM

# CORE OPERATION STRATEGY- QDCST

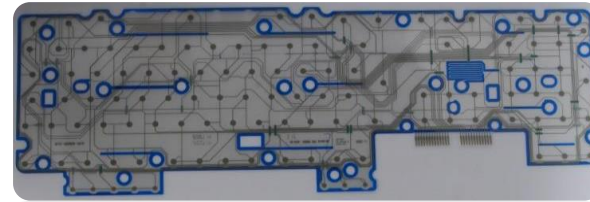




# Main products - 1



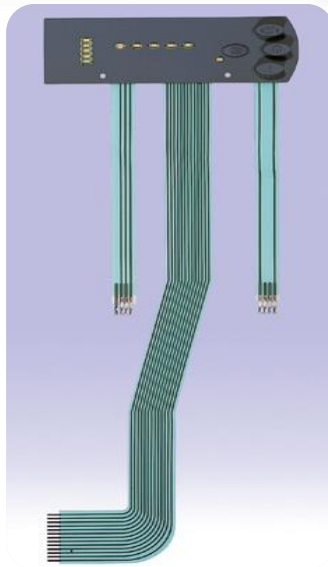
筆記型電腦鍵盤 Membrane



桌上型電腦鍵盤 Membrane



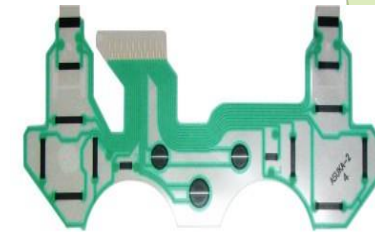
ECG & EEG



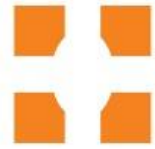
Membrane Touch Switches (MTS)



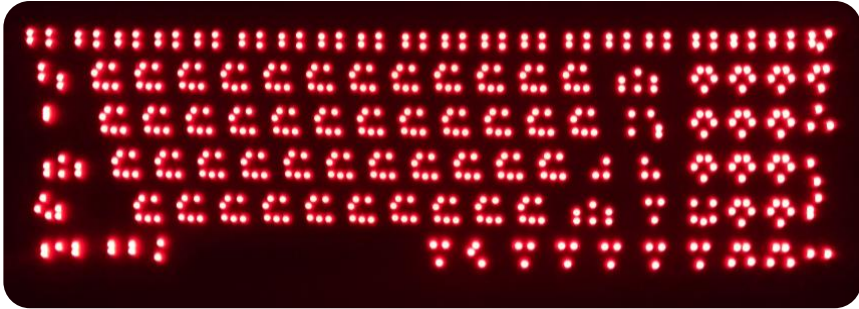
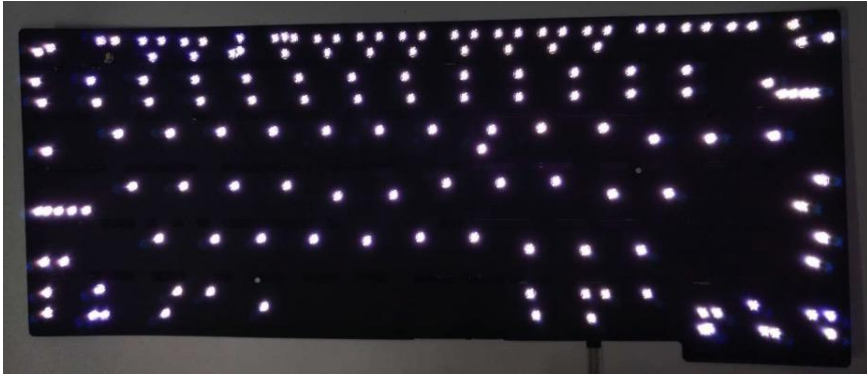
讀卡機 Membrane(MESH)



Force Sensitive Resistor  
Variable Resistor Membrane



# Main products - 2

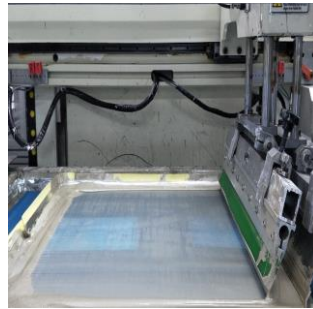




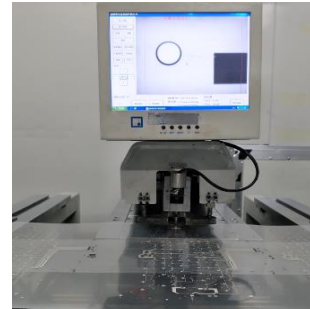
# Membrane manufacture - 1



Annealing



Roll to roll printing



Punch guide holes



Paste protective mylar



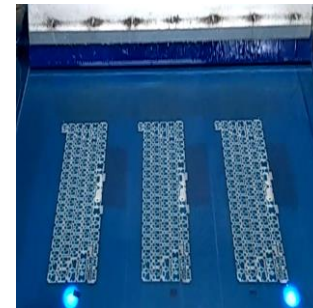
Punch upper layer



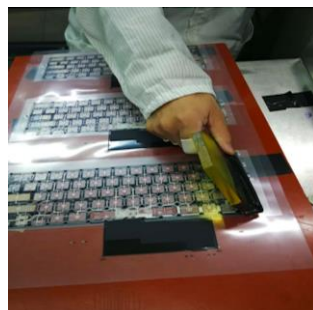
Punch spacer  
(Automation)



Paste conductive tape



Print waterproof glue



Assemble 3 layers



Laminate 3 layers



Heat press conductive tape



Paste stiffener



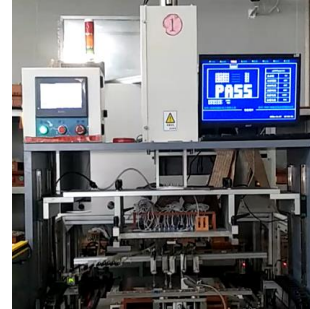
# Membrane manufacture - 2



Punch outline



Punch mechanism holes



1<sup>st</sup> Open/Short test



Visual inspection



Mount LED



2<sup>nd</sup> Open/Short test



LED inspection by CCD



Make force test



FQC Inspection



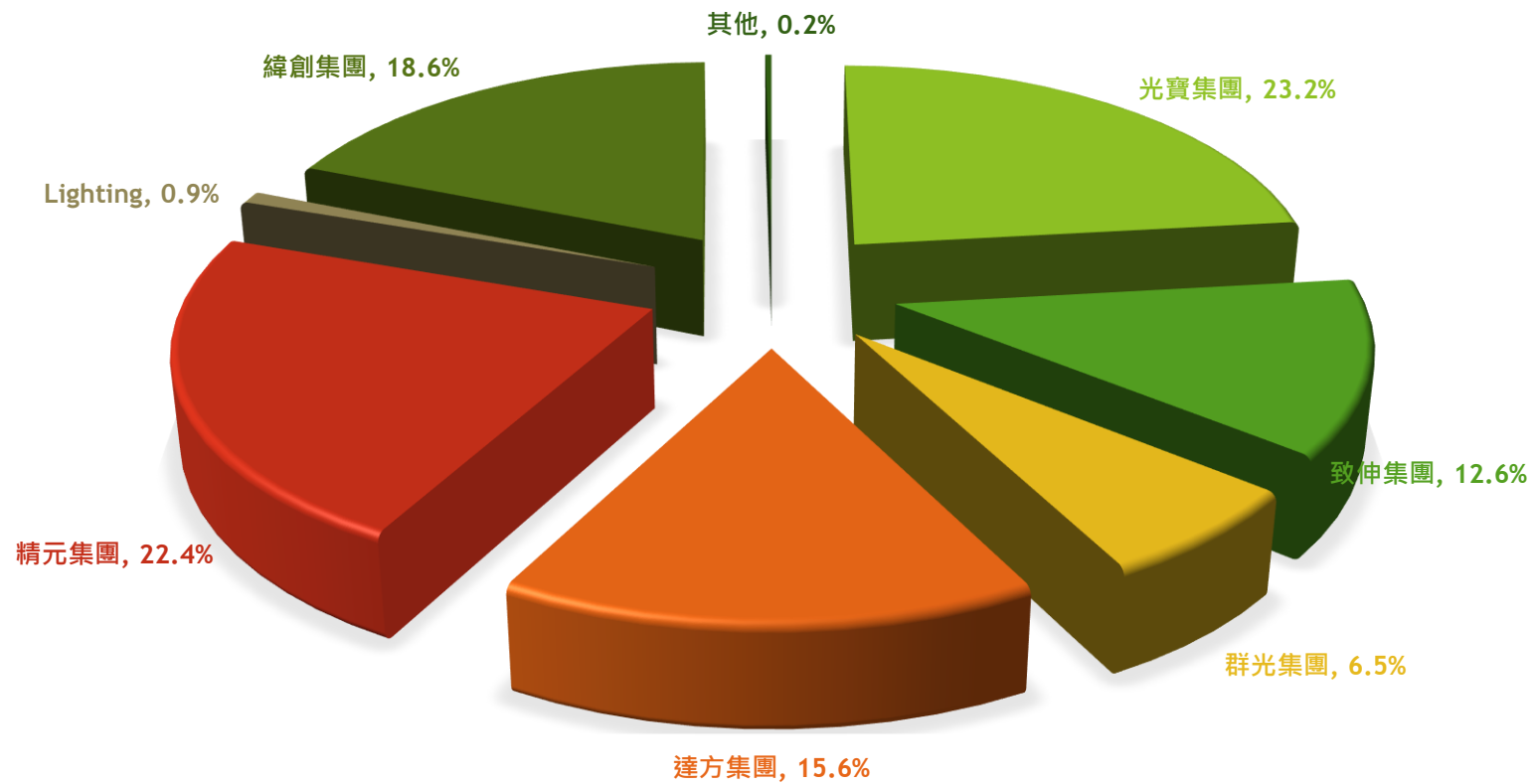
Packing



To warehouse

# MAJOR COUSTOMERS

客戶出貨金額%



# Customers



FUJITSU

gogoro



HUAWEI

Google



SONY

logitech®



ASUS®

acer



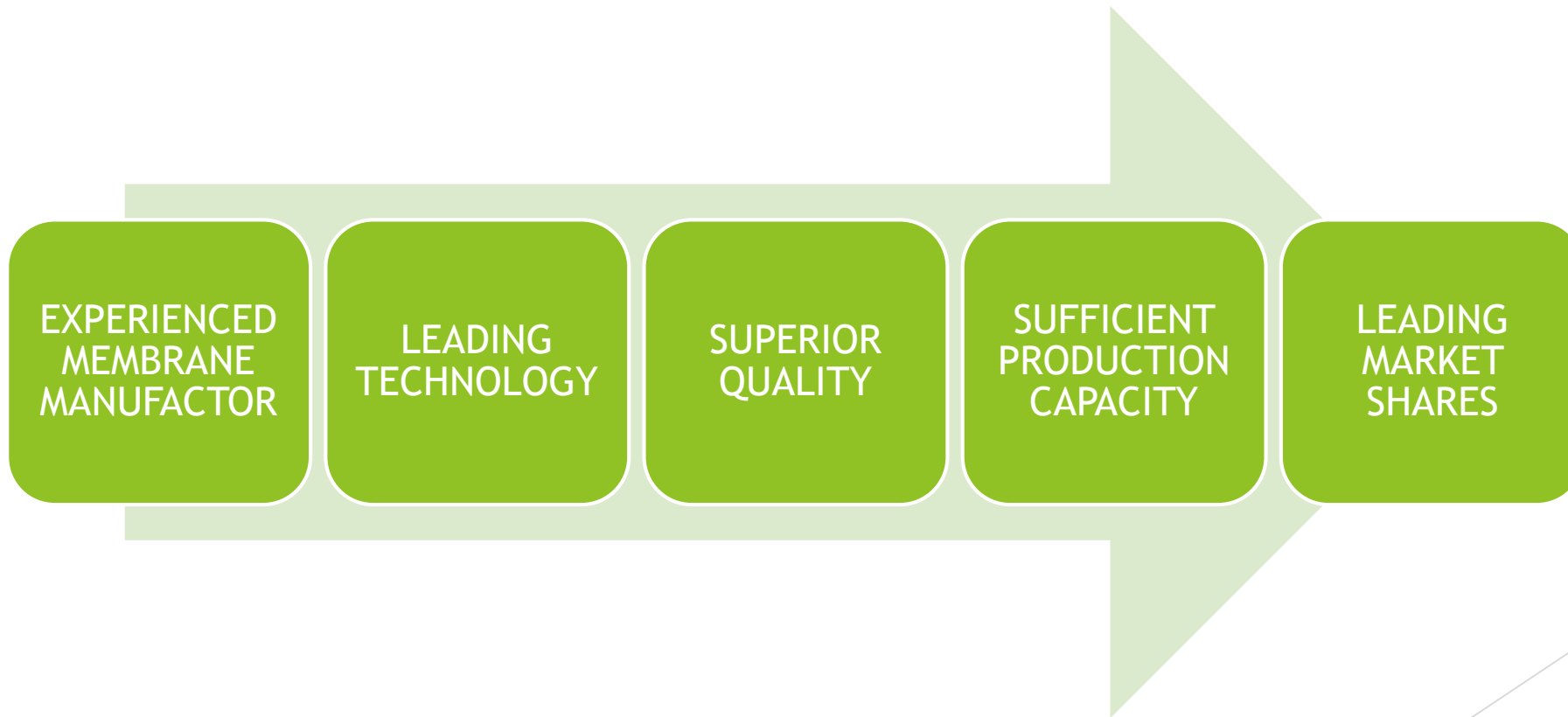
Microsoft

Lenovo™

**TOSHIBA**

Leading Innovation >>>

# COMPETITIVE STRENGTHS





# OPERATION OVERVIEW

- ▶ Capital : Finish NTD 250 Million dollars capital injection on June 10, 2020 in order to provide construction fund to Goda Viet Nam.
- ▶ PRODUCT : SUCCESSFULLY ENTERED INTO MEMBRANE LIGHTING MARKET, USED FOR LAPTOP NB LOGO AND ACCENT LIGHTING; DIRECTLY CO-DEVELOPED WITH NB BRAND FOR DESIGN IN, Sale amount increased in April 2020.
- ▶ MARKET :
  - (1) New notebook demand arising from COVID - 19 .
  - (2) AMD CPU shipped in the first half of 2020 so that notebook CPU shortage is solved.
  - (3) Multi USA brand newly notebooks were introduced in the market in 2020.
- ▶ FACTORY :
  - (1) AUTOMATION IN THE KEY PROCESS HAS SHOWN ITS EFFECTS. PER PERSON PER MONTH PRODUCTION PIECES ARE INCREASED.
  - (2) MACHINE CAPACITY EXPANSION IN SUZHOU AND CHONGQING FACTORIES ARE COMPLETED AND MOSTLY UTILIZED BY KEY CUSTOMERS.
  - (3) MACHINE CAPACITY OF DONGGUAN BAIJING WERE ACQUIRED AND USED TO PRODUCE DESKTOP AND NOTEBOOK MEMBRANE
  - (4) GODA VIET NAM LAND USE RIGHT FOR AREA 22503 M2 AND BEGAN TO BUILD FACTORY PLANT IN JULY

# Operation Strategy

- ▶ Continue to observe the political and economic situation and industry trends, and design strategies to maintain Company's competitive advantages
  - ▶ Revenue declined after 2015. The Company adopted a policy of maintaining product quality and profitability, instead of cutting prices to grab orders, making differentiation with peers, and introducing automation to reduce labor cost.
  - ▶ In 2016, Luumii Co., Ltd. was established as a joint venture with an American based company to develop backlight products, aiming at the trend toward lighter and thinner products and more important energy saving.
  - ▶ Established a subsidiary in Vietnam in 2019 and built a factory this year. Mass production is expected early next year in response to the trade war between US and China.

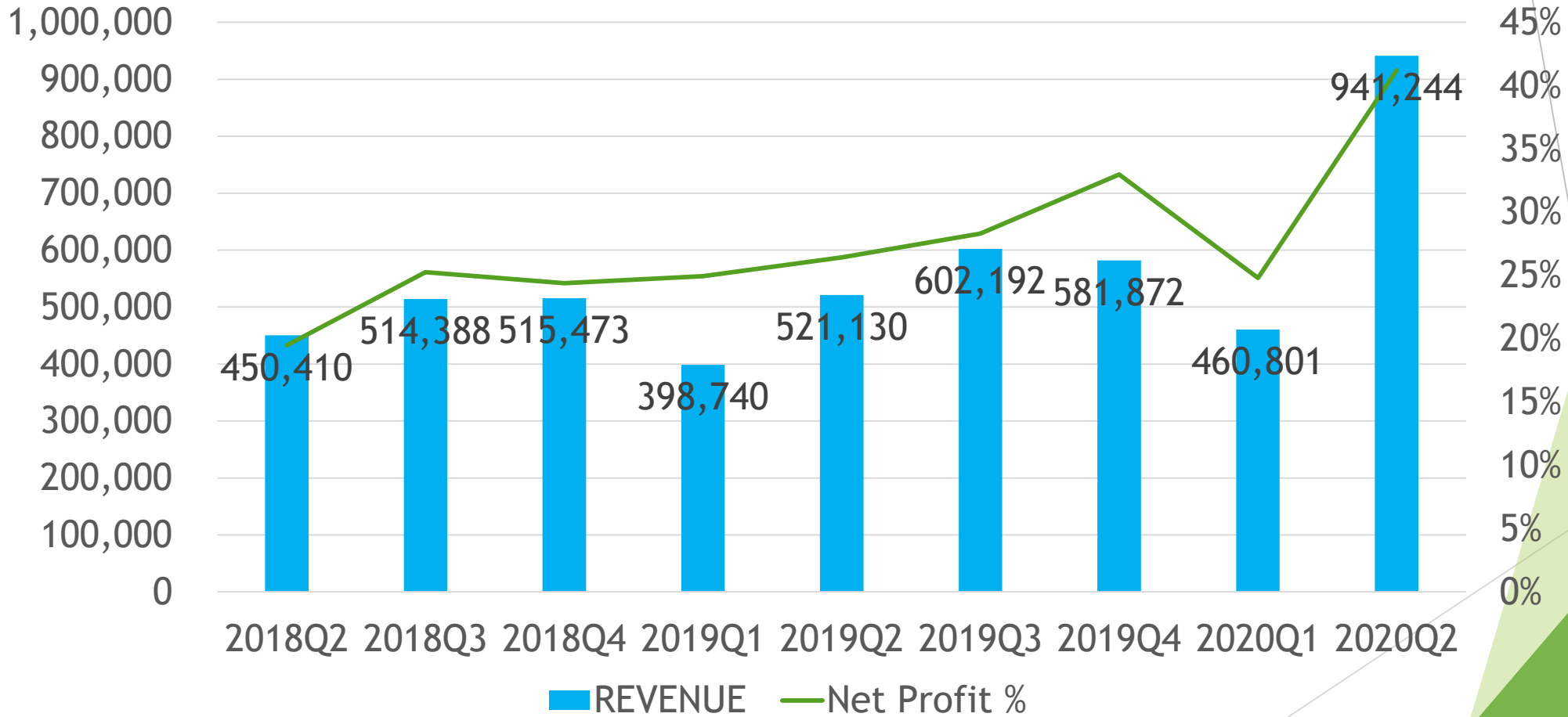
# FINANCIAL RESULTS-KEY FIGURES

	FIRST HALF OF YEAR 2020						FIRST HALF OF YEAR 2019					
UNIT: NTD THOUSAND	2020Q1		2020Q2		TOTAL		2019Q1		2019Q2		TOTAL	
	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%
REVENUE	460,801	100	959,244	100	1,420,045	100	398,740	100	521,130	100	919,870	100
GROSS PRFIT	114,267	25	387,784	40	502,051	35	99,456	25	137,702	26	237,158	26
OPERATING INCOME	52,075	11	303,587	32	355,662	25	43,937	11	77,794	15	121,731	13
NON-OPE. INCOME	1,832	-1	12,945	1	14,777	1	-5,030	-1	18,102	4	13,072	1
INCOME BEFORE TAX	53,907	10	316,532	33	370,439	26	38,907	10	95,896	19	134,803	14
NET INCOME	36,407	7	225,605	24	262,012	18	29,562	7	66,700	13	96,262	10
NET INCOME ( PARENT COMPANY)	39,591	8	227,128	24	266,719	18	33,517	8	69,880	14	103,397	11
EPS	0.73		4.09		4.86		0.62		1.29		1.90	

- 2020 FIRST HALF YEAR REVENUE YoY 54%
- 2020 Q2 NET INCOME QoQ 573% ; YoY 325% °
- 2020 Q2 EPS QoQ 531% ; YoY 317% °

# FINANCIAL RESULTS-GROSS PROFIT

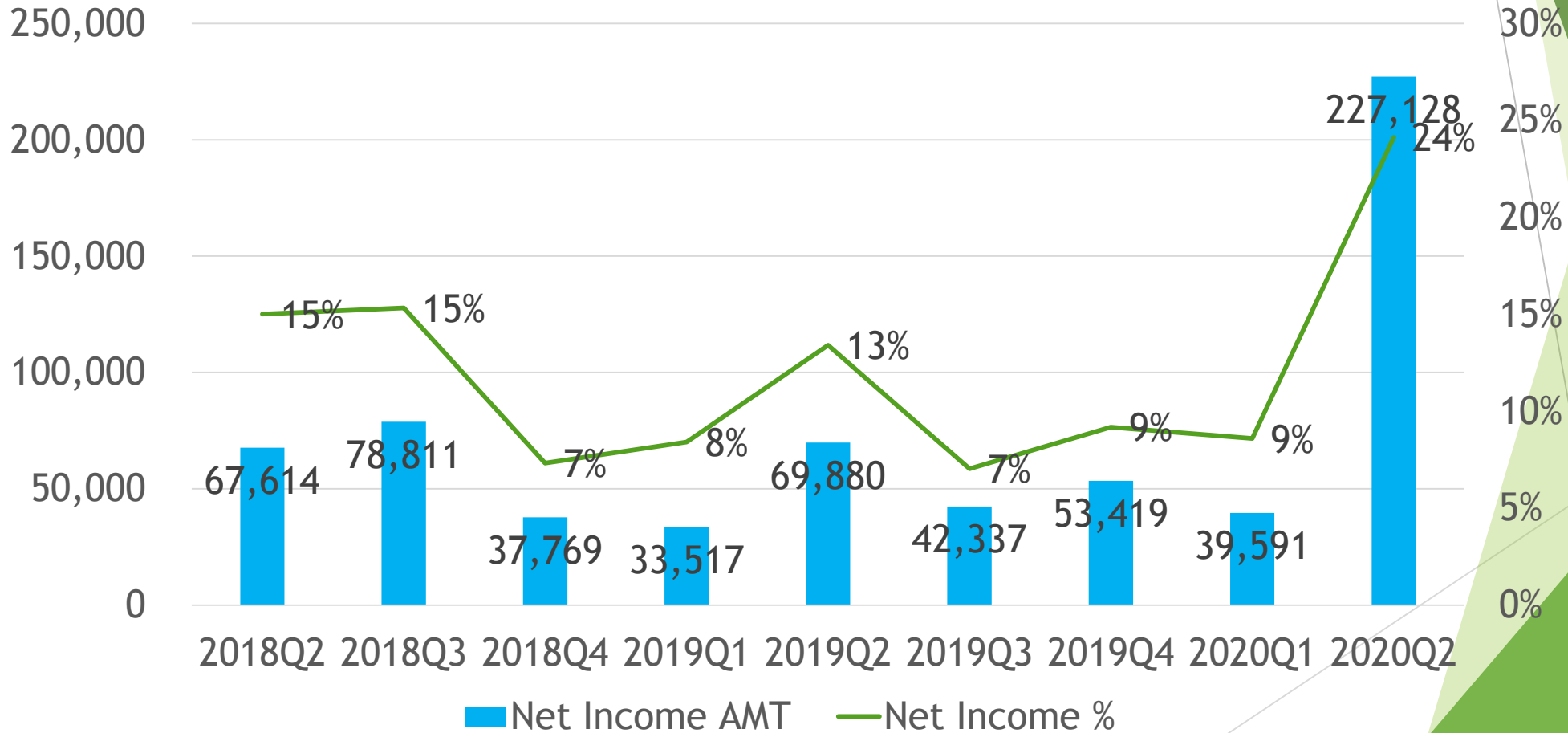
Unit : NTD thousand / %





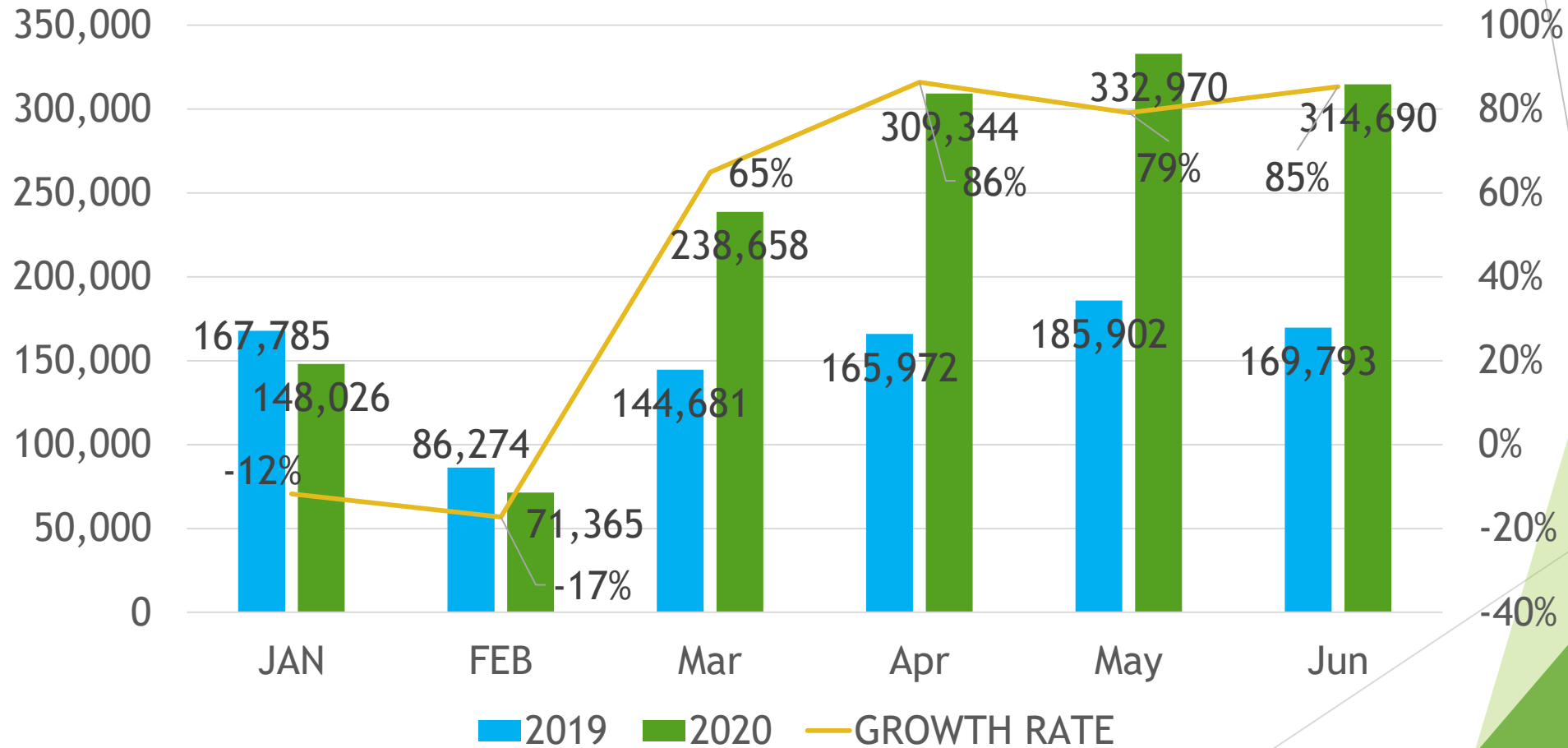
# FINANCIAL RESULT-NET INCOME AND %

Unit : NTD thousand / %



# FINANCIAL RESULTS-REVENUE

UNIT : NTD THOUSAND / %



Q & A

敬請指教