



KO JA (CAYMAN) CO., LTD. Operation Briefing

Ticker Symbol : 5215

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Main Product

Main Customer

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Company Profile

- ▶ Date of Establishment : 1975/4
- ▶ Capital : NTD 594,337,500
- ▶ Numbers of Employees : around 3,300



Suzhou Goda Plant 2



Suzhou Goda Plant 1



Chongqing Chia Jun Plant



Suzhou Chia Chi Plant



Dongguan factories

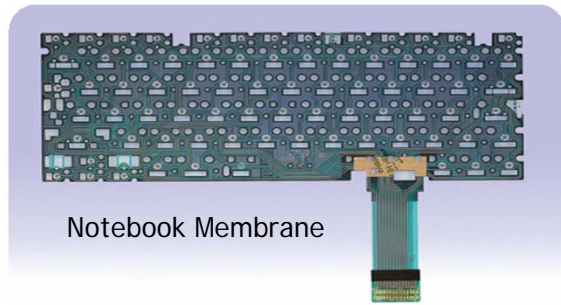


Suzhou Chia Tsai Plant

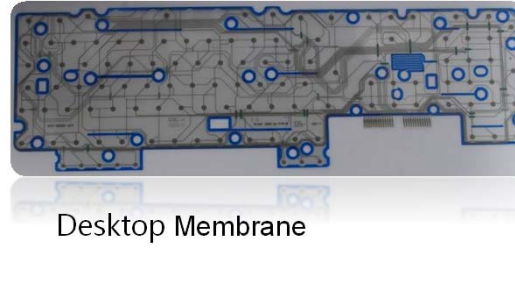


Taipei Office

Main Product - 1



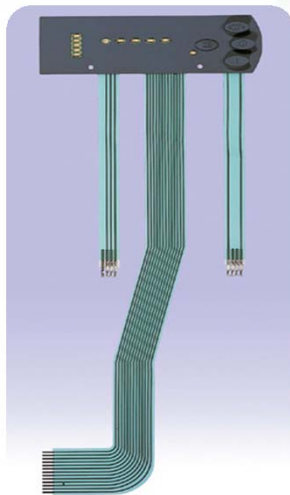
Notebook Membrane



Desktop Membrane



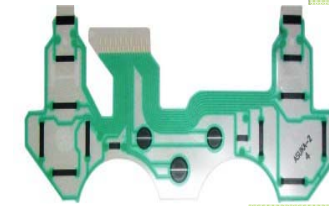
Glucose Test



Membrane Touch Switches (MTS)



Card Reader Membrane (MESH)



Force Sensitive Resistor
Variable Resistor Membrane



luumij™



Main Product - 2

LOGO



Keyboard



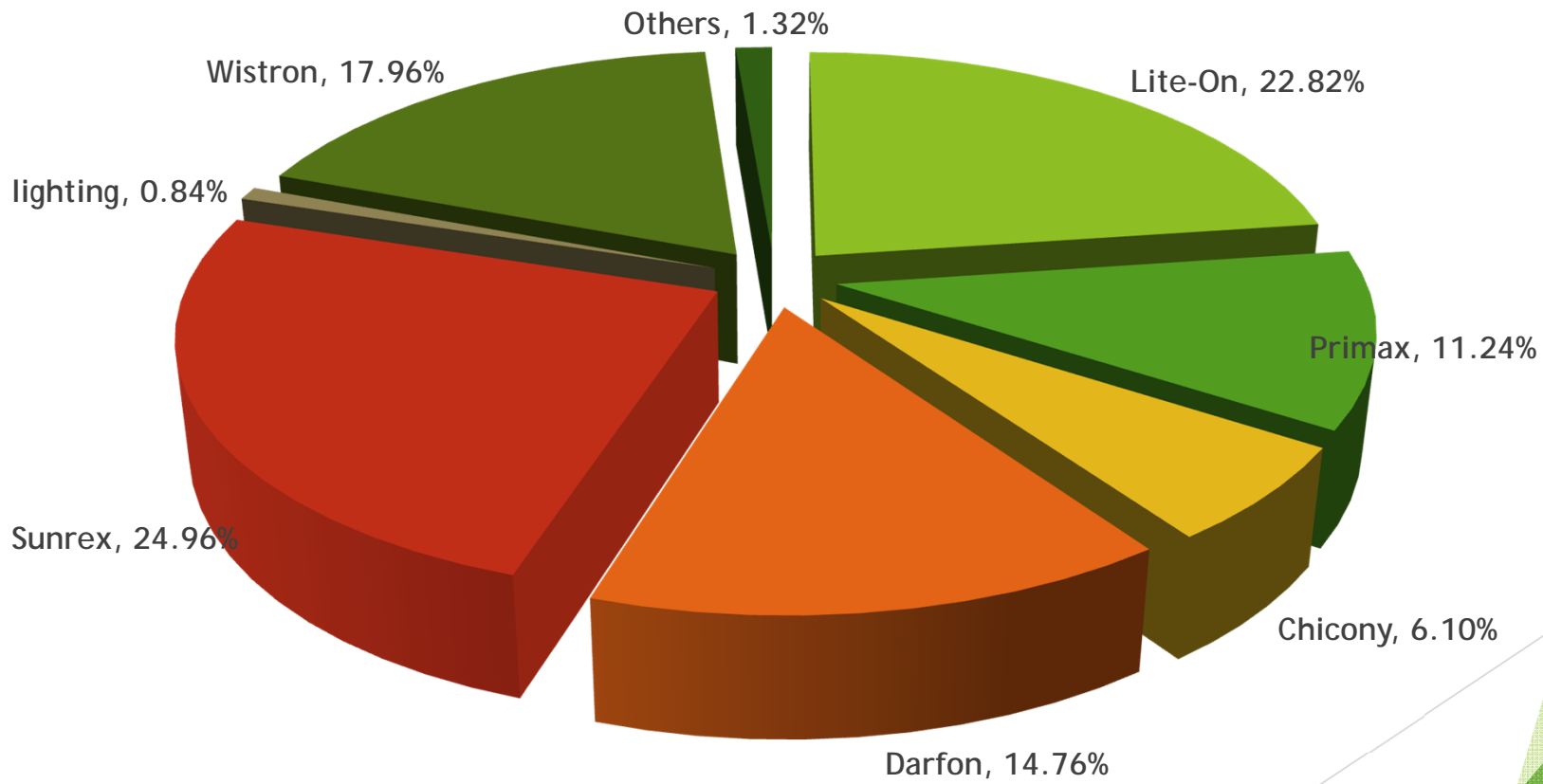
Tail Light



Head Light

主要客戶

Sales % from January to September 2020



Main Customer-Brand Customer



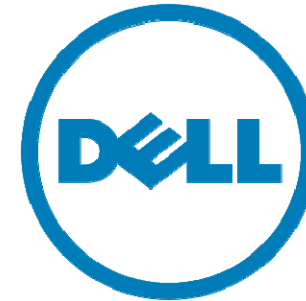
FUJITSU

gogoro



HUAWEI

Google

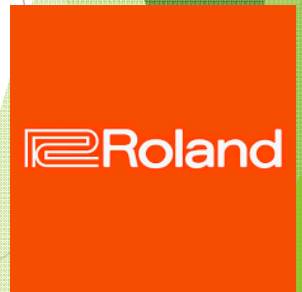


SONY

logitech

ASUS

acer



Microsoft

Lenovo

TOSHIBA
Leading Innovation >>>

Operation Overview

Business Philosophy + Competitive Advantages => Results

經營理念

- Quality Delivery Cost Service Technology

Competitive Advantages

- Years of manufacturing and sales experience
- Leading R&D and production technology
- Excellent and reliable product quality

Result

- Leading capacity scale and shipments
- Qualified supplier of major multinational companies

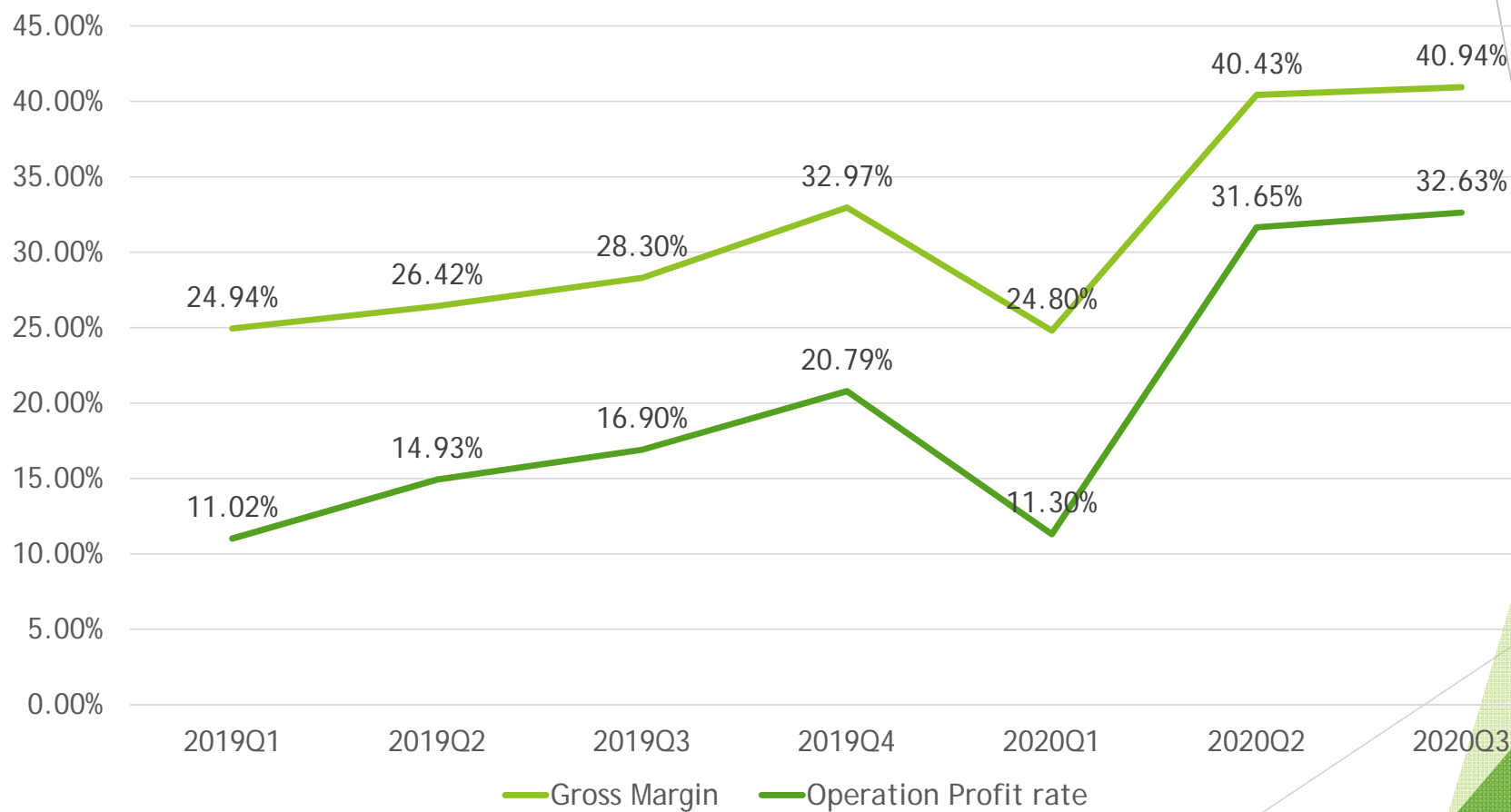
Operation Overview — Financial Result(2020 Q3)

Unit : thousands of NTD/%	2020/7~9		2019/7~9		Difference	%
Revenue	1,124,071	100.00%	602,192	100.00%	521,879	86.66%
Gross Margin	460,167	40.94%	170,394	28.30%	289,773	170.06%
Operation Profit	366,771	32.63%	101,796	16.90%	264,975	260.30%
Non-Operating Income or Expense	- 30,319	-2.70%	24,381	4.05%	- 54,700	-224.36%
Income Before Tax	336,452	29.93%	126,177	20.95%	210,275	166.65%
Income After Tax	245,852	21.87%	84,432	14.02%	161,420	191.18%
Net Income Attributed to Stockholders	247,067	21.98%	87,971	14.61%	159,096	180.85%
EPS	4.16		1.62		2.54	156.79%

Operation Overview — Financial Result (Jan. ~ Sep. 2020)

Unit : thousands of NTD/%	2020/1~9		2019/1~9		Difference	%
Revenue	2,544,116	100.00%	1,522,062	100.00%	1,022,054	67.15%
Gross Margin	962,218	37.82%	407,552	26.78%	554,666	136.10%
Operation Profit	722,433	28.40%	223,527	14.69%	498,906	223.20%
Non-Operating Income or Expense	-15,542	-0.61%	37,453	2.46%	-52,995	-141.50%
Income Before Tax	706,891	27.79%	260,980	17.15%	445,911	170.86%
Income After Tax	507,864	19.96%	180,694	11.87%	327,170	181.06%
Net Income Attributed to Stockholders	513,786	20.20%	191,368	12.57%	322,418	168.48%
EPS	9.11		3.52		5.59	158.81%

Operation Overview — Profitability



Operation Overview — Operation Strategies

- ▶ Continue to observe the political and economic situation and industry trends, and formulate company strategies to maintain a leading position and plan for the future
 - ▶ Assist customers to diversify supply sources — Set up a subsidiary in Vietnam in 2019, build a factory this year, and expect mass production early next year
 - ▶ Integrate advantages and lay out new business — In 2016, Lumii Co., Ltd. was established as a joint venture with American company Rohinni to develop backlight products, aiming at backlight products such as LOGO for handheld devices and laptops, accent lighting and keyboards

Operation Overview — Operation Strategies

Introduction to Vietnam Factory

- ▶ Land scale : 22,503.2 m²
- ▶ Plant area : 13,420 m²
- ▶ Capacity : NB 1.5kk/m ; DT 0.8KK/m
- ▶ Location : 越南海防市安陽縣長睿工業區
- ▶ Schedule : 21Q1 Trial · 21Q2 MP



Operation Overview — Operation Advantages of Vietnam Factory

- ▶ Except Fujikura, the only MTS company with production base outside China
- ▶ large electronics factories (Wistron, Compal, Pegatron, Hon Hai) all use North Vietnam as their new overseas factories, and North Vietnam has become the first important base of the ASEAN and after the trade war. Geographical location is as follows :
 - ▶ About 2~2.5 hours from Hanoi Airport
 - ▶ About 1 hour from Cat Bi International Airport
 - ▶ About 1.5 hours from Winton International Airport in Quang Ninh Province
 - ▶ About 1 hour from Haiphong Port
 - ▶ About 1 hour from Beining Industrial Zone (Foxconn)
 - ▶ About 1 hour from Yongfu Industrial Zone (Quanta, Compal)
- ▶ Major customers Lite-On and Darfon have determined to establish a base in North Vietnam, which is about 0.5 hours away from VSIP (Lite-On) and about 2 hours from Darfon.
- ▶ The tax concession is five exemptions and four halves, and it has a tax concession for up to 9 years after the first sale.

rohinni™ Who is Rohinni?

▶ A Team of Disruptive Innovators

Rohinni develops technologies that enable the next step in the evolution of Mini LED and IC transfer onto circuits that is faster and more accurate than anyone in the industry!

▶ Locations:

- ▶ Coeur d'Alene, Idaho
- ▶ Austin, Texas

▶ Partners:

- ▶ BOE — the largest volume display manufacturer in the world
- ▶ MAGNA — a world class automotive supplier with a focus on electrification and autonomy
- ▶ K&S — a leading provider of semiconductor and electronic assembly solutions serving the global automotive, consumer, communications, computing and industrial markets

▶ Conclusion : Rohinni cooperates with the world's leading manufacturers, and its technology should be the most efficient solution for mass migration of Mini LED (Micro LED) on the market. Luumii is the exclusive license for LOGO and keyboard applications on mobile devices. °



Q & A

Thank you for your attention