

KO JA (CAYMAN) CO., LTD. INVESTOR CONFERENCE

TICKER : 5215

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ABOUT KO JA

MAIN PRODUCT

MAJOR CUSTOMERS

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ABOUT KO JA

- ▶ FOUNDED : 1975/4
- ▶ PAID-IN CAPITAL : NTD 543 MILLION
- ▶ EMPLOYEES : 1,996 PEOPLE
- ▶ CHAIRMAN : JEFF LIN ; SALES PRESIDENT : HAN-HO HO ;
MANUFACTURING PRESIDENT : VINCENT TSAI

ABOUT KO JA-OPERATION SITES



TAIPEI OFFICE



SUZHOU GODA
10,887m²



SUZHOU LUUMII
4,863m²



SUZHOU CHIA CHI
10,893m²

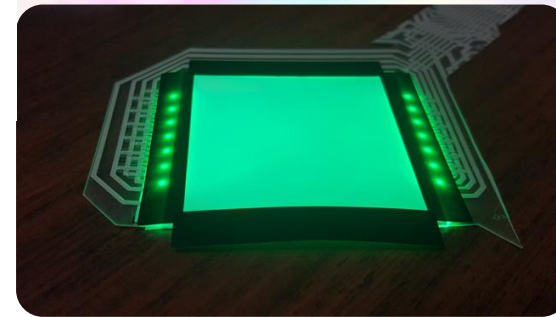
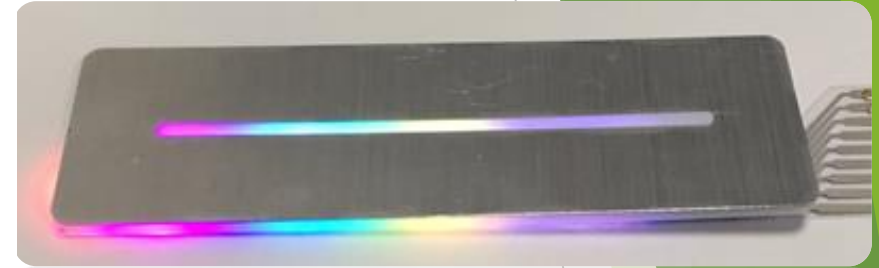
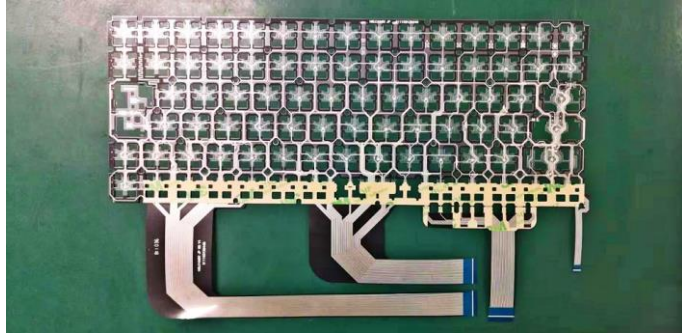


SUZHOU CHIA TSAI
20,013m²

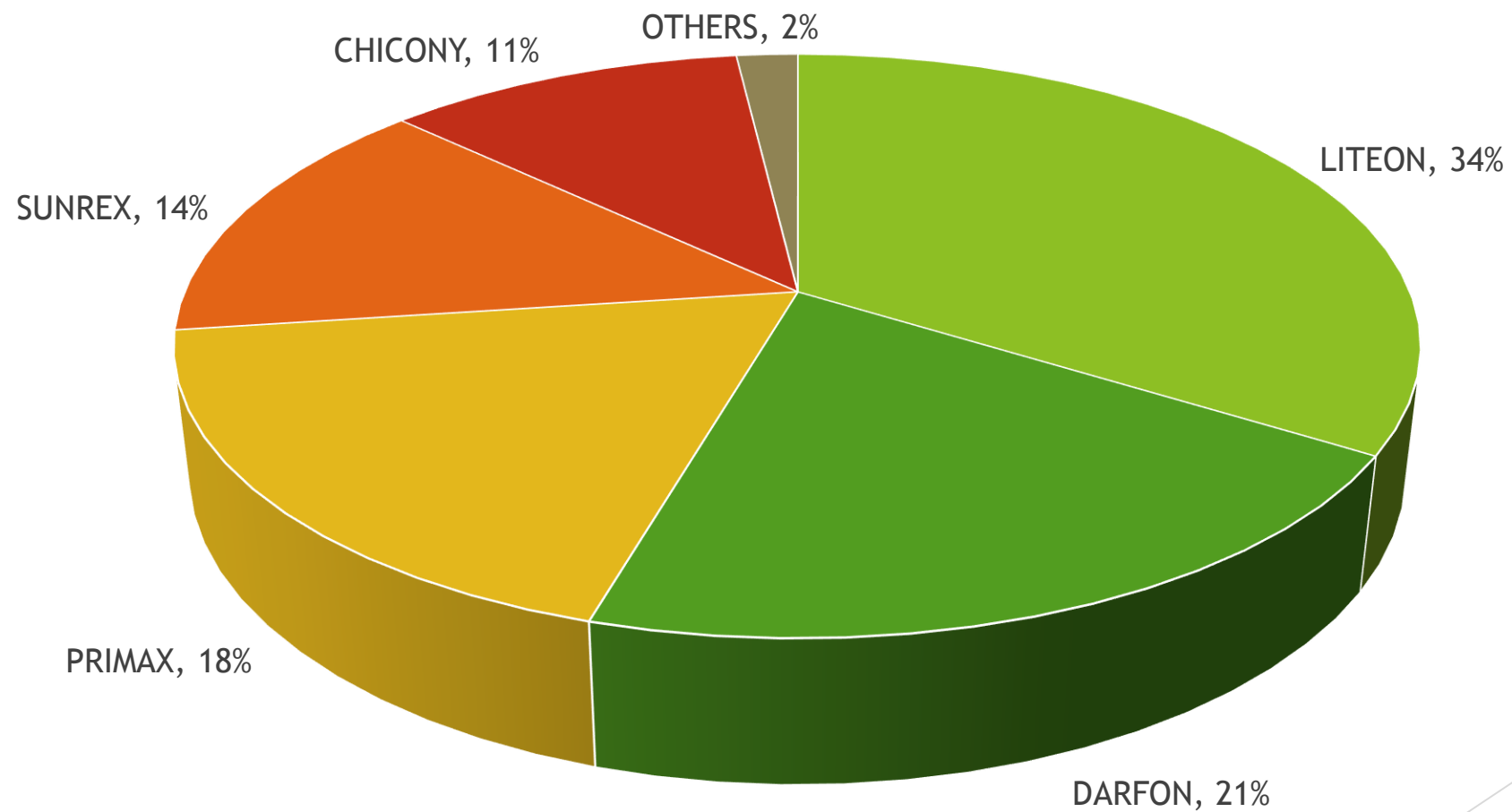


CHONGQING JIA JUN
9,999m²

MIAN PRODUCTS(AND ITS APPLICATIONS)



MAJOR COUSTOMERS



MAJOR CUSTOMERS-BRAND

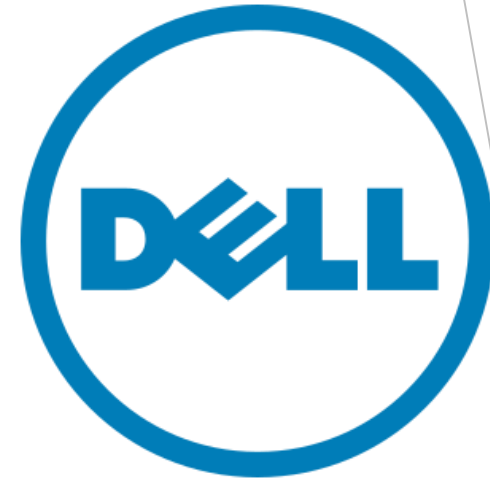
gogoro



FUJITSU



Google



SONY

logitech®



ASUS®

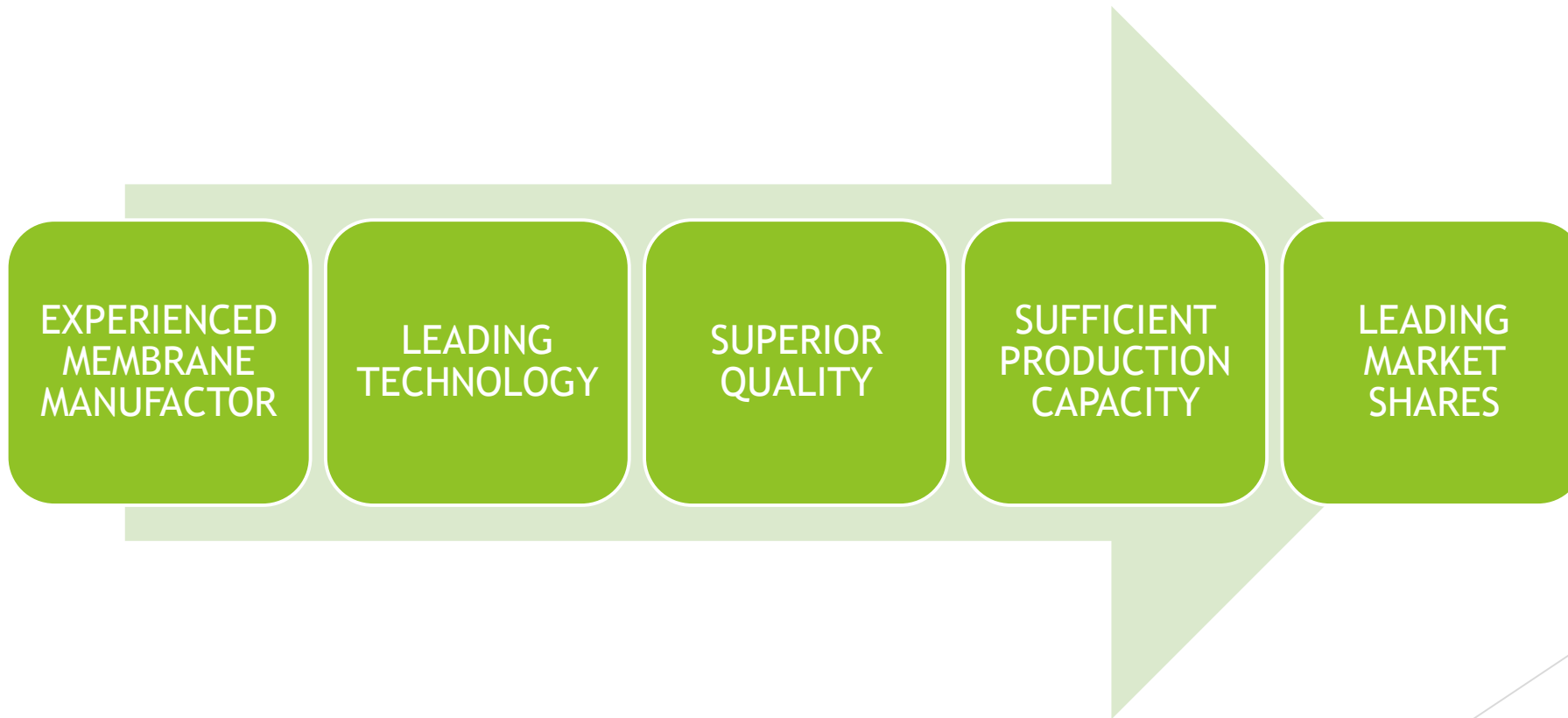
acer



Lenovo™

TOSHIBA
Leading Innovation >>>

COMPETITIVE STRENGTHS



OPERATION OVERVIEW

- ▶ PRODUCT : SUCCESSFULLY ENTERED INTO MEMBRANE LIGHTING MARKET
- ▶ MARKET : ACCORDING TO IDC MARKET SURVERY REPORT ON OCTOBER 11, 2018, PC SHIPMENT IN Q3 WORLDWIDE IS DOWN 0.9%, BUT BEATED EXPECTATION. PER Gartner RELEASE PC SHIPMENT ON THE SAME DAY, MICROSOFT BECOMES TOP 5 PC SUPPLIER IN THE USA BECAUSE OF SURFACE PRODUCT LINE (INCLUDING DESKTOP, NOTEBOOK AND TABLET).
- ▶ FACTORY : HUIAN JIA GUAN SOLD ITS PLANT AND LAND PROPERTY IN Q3 WITH GAIN NTD 16.41 MILLION.
- ▶ EXCHANGE RATE : USD DEPRECIATES IN Q1 RESULTING EXCHANGE LOSS; HOWEVER, USD APPRECIATES IN Q2 AND Q3, KO JA BOOKED EXCHANGE GAIN.

FINANCIAL RESULTS-KEY FIGURES

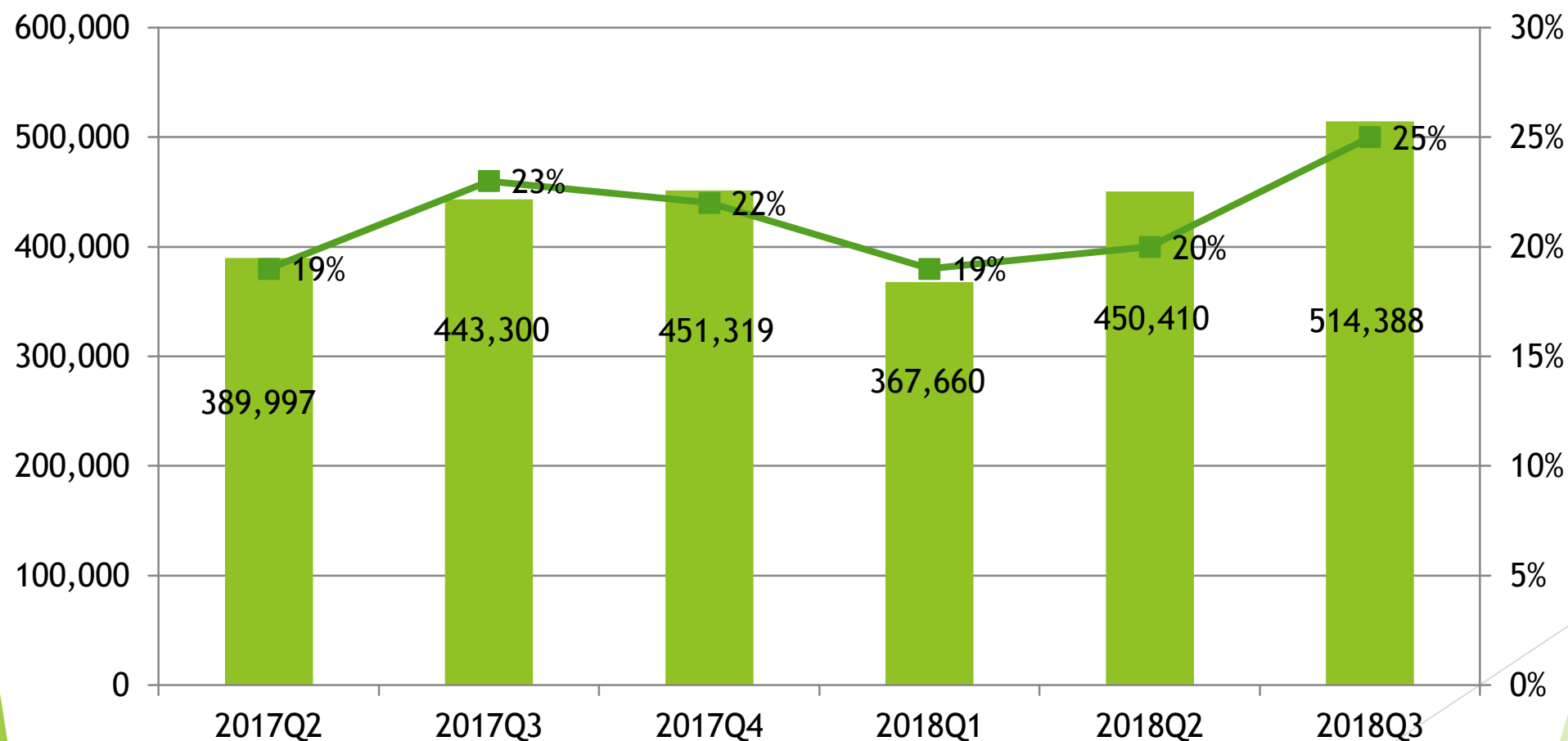
	107Q1		107Q2		107Q3	
REVENUE	367,660	100%	450,410	100%	514,388	100%
GROSS PROFIT	71,216	19%	88,148	20%	129,930	25%
OPERATING INCOME	20,096	5%	27,565	6%	79,555	16%
NET INCOME (PARENT)	785	0%	58,993	13%	78,811	16%
EPS	0.01		1.24		1.45	

- 2018 Q3 REVENUE QoQ 14% ; YoY 16% °
- 2018 Q3 NET INCOME QoQ 33% ; YoY 250% °
- 2017 Q3 EPS QoQ 17% ; YoY 250% °

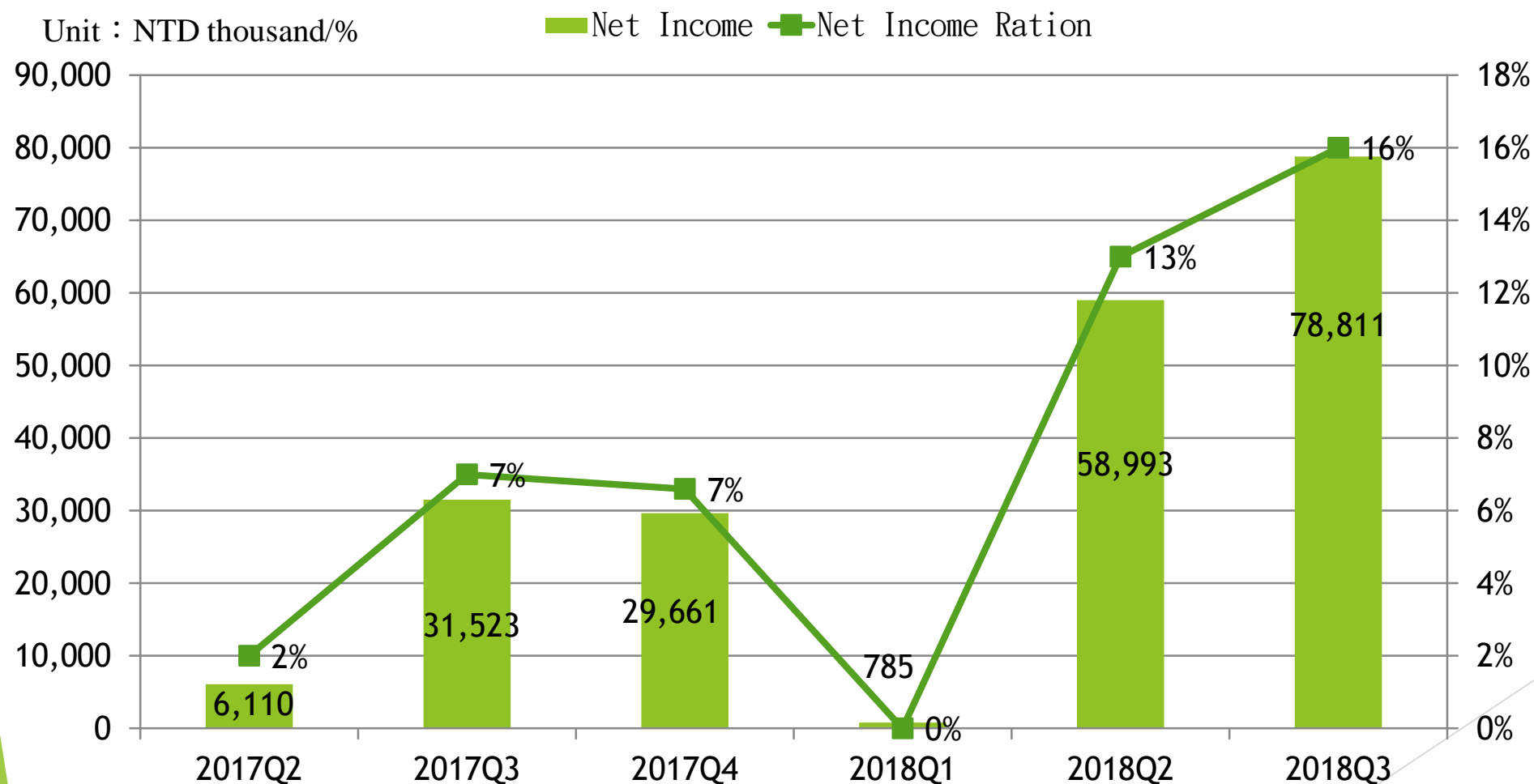
FINANCIAL RESULTS-GROSS PROFIT

Unit : NTD thousand/%

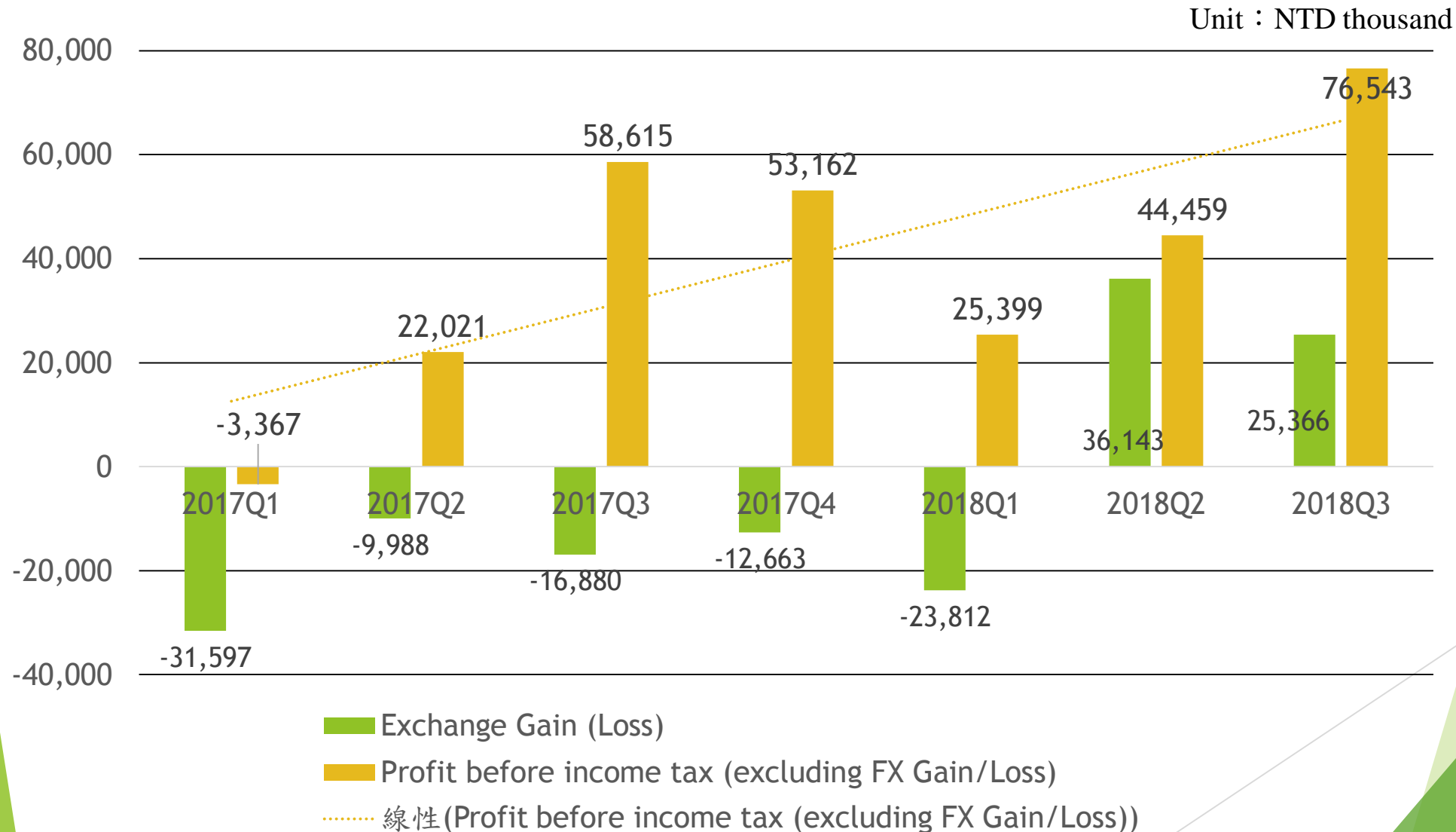
REVENUE Gross PROFIT



FINANCIAL RESULT-NET INCOME AND %



FINANCIAL RESULTS - PROFIT BEFORE INCOME TAX - ADD BACK FX EFFECTS -PRO FORMA FIGURES



The background features abstract, overlapping green geometric shapes in various shades of green, creating a modern and dynamic feel. The shapes are primarily located on the left and right sides of the slide, framing the central text.

Q & A

敬請指教