

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

TICKER : 5215

# INDEX

ABOUT KO JA

MAIN PRODUCT

MAJOR CUSTOMERS

COMPETITIVE STRENGTHS

FINANCIAL RESULTS

Q&A

# ABOUT KO JA

- ▶ FOUNDED : 1975/4
- ▶ PAID-IN CAPITAL : NTD 543 MILLION
- ▶ EMPLOYEES : 2,330 PEOPLE
- ▶ CHAIRMAN : JEFF LIN ; SALES PRESIDENT : HAN-HO HO ;  
MANUFACTURING PRESIDENT : VINCENT TSAI

# ABOUT KO JA-OPERATION SITES



**TAIPEI OFFICE**



**SUZHOU GODA**  
10,887m<sup>2</sup>



**SUZHOU LUUMII**  
4,863m<sup>2</sup>



**SUZHOU CHIA CHI**  
10,893m<sup>2</sup>

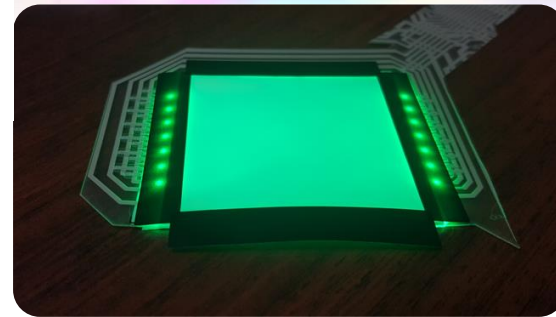
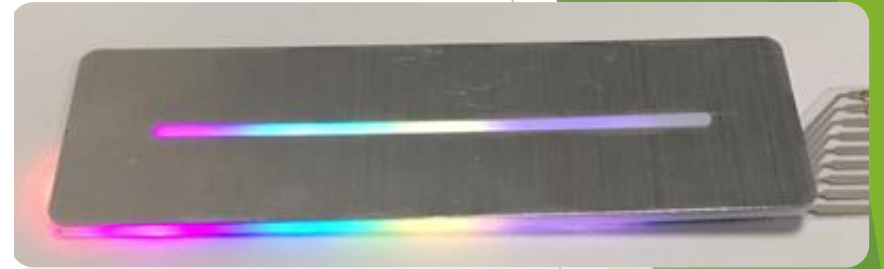
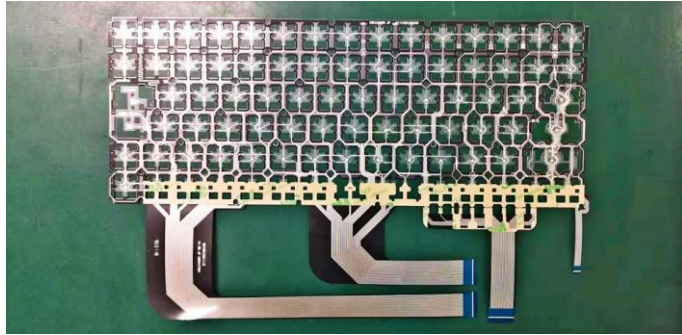


**SUZHOU CHIA TSAI**  
20,013m<sup>2</sup>

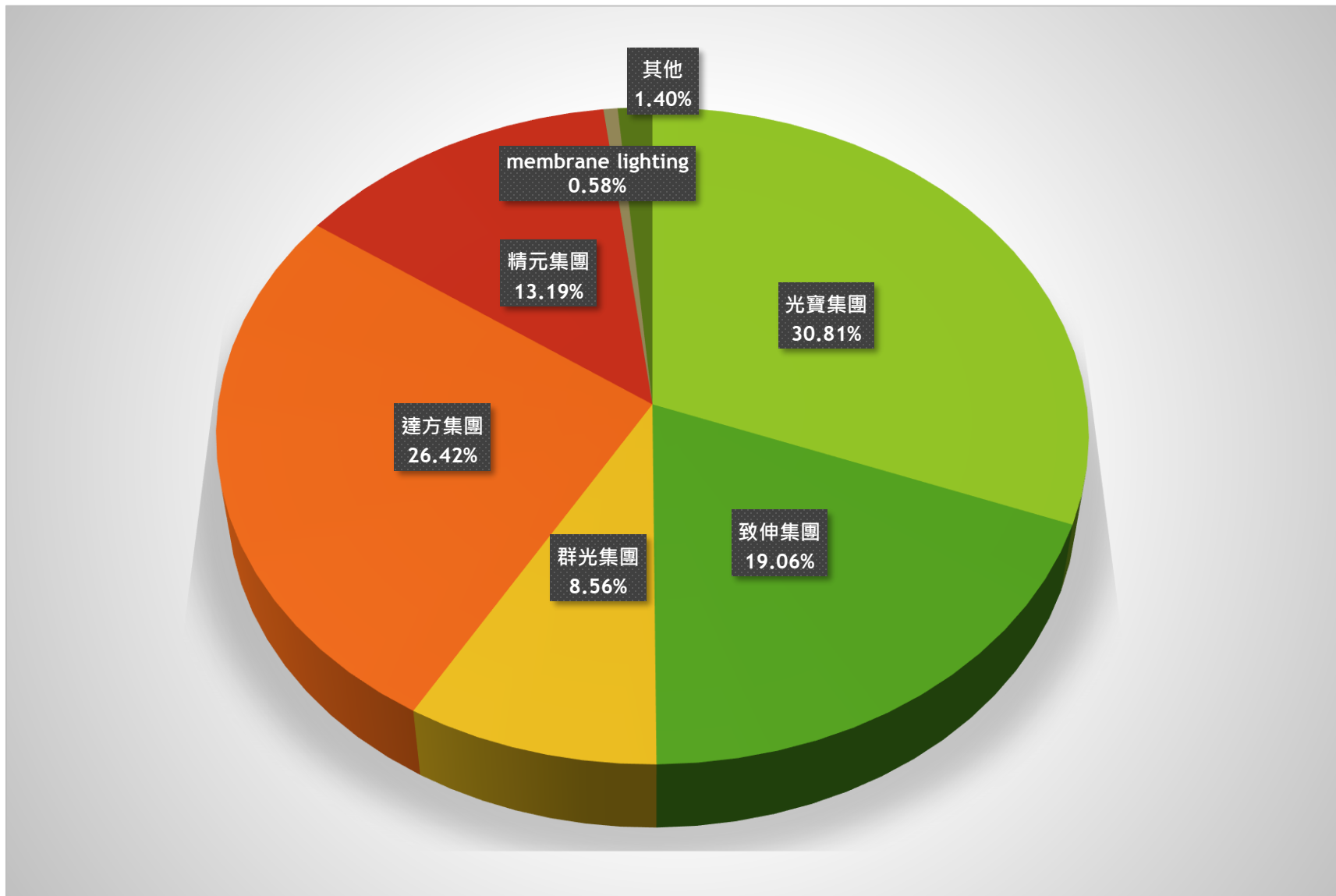


**CHONGQING JIA JUN**  
9,999m<sup>2</sup>

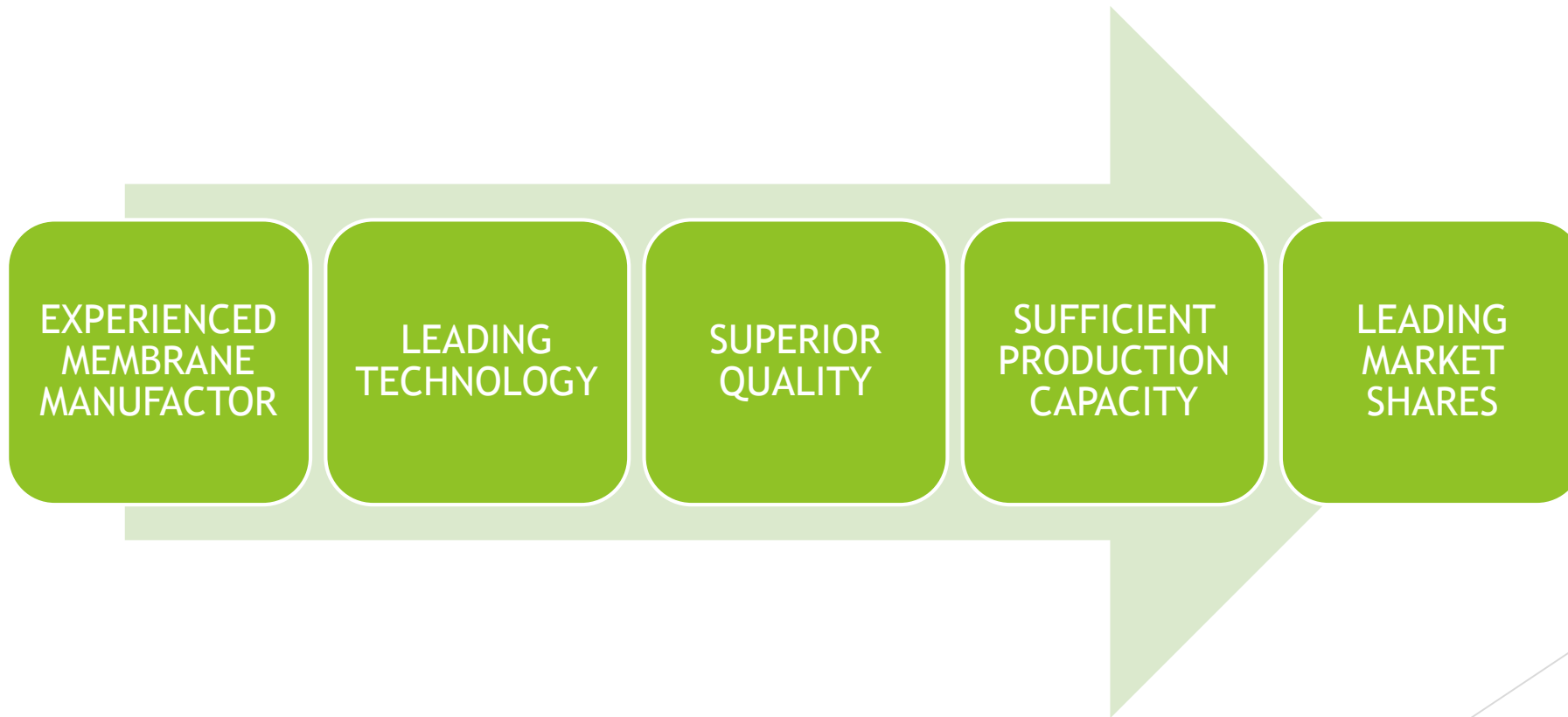
# MIAN PRODUCTS(AND ITS APPLICATIONS)



# MAJOR COUSTOMERS



# COMPETITIVE STRENGTHS





# Customers



FUJITSU

gogoro



HUAWEI

Google



SONY

logitech®



ASUS®

acer



Microsoft

Lenovo™

**TOSHIBA**  
Leading Innovation >>>



# OPERATION OVERVIEW

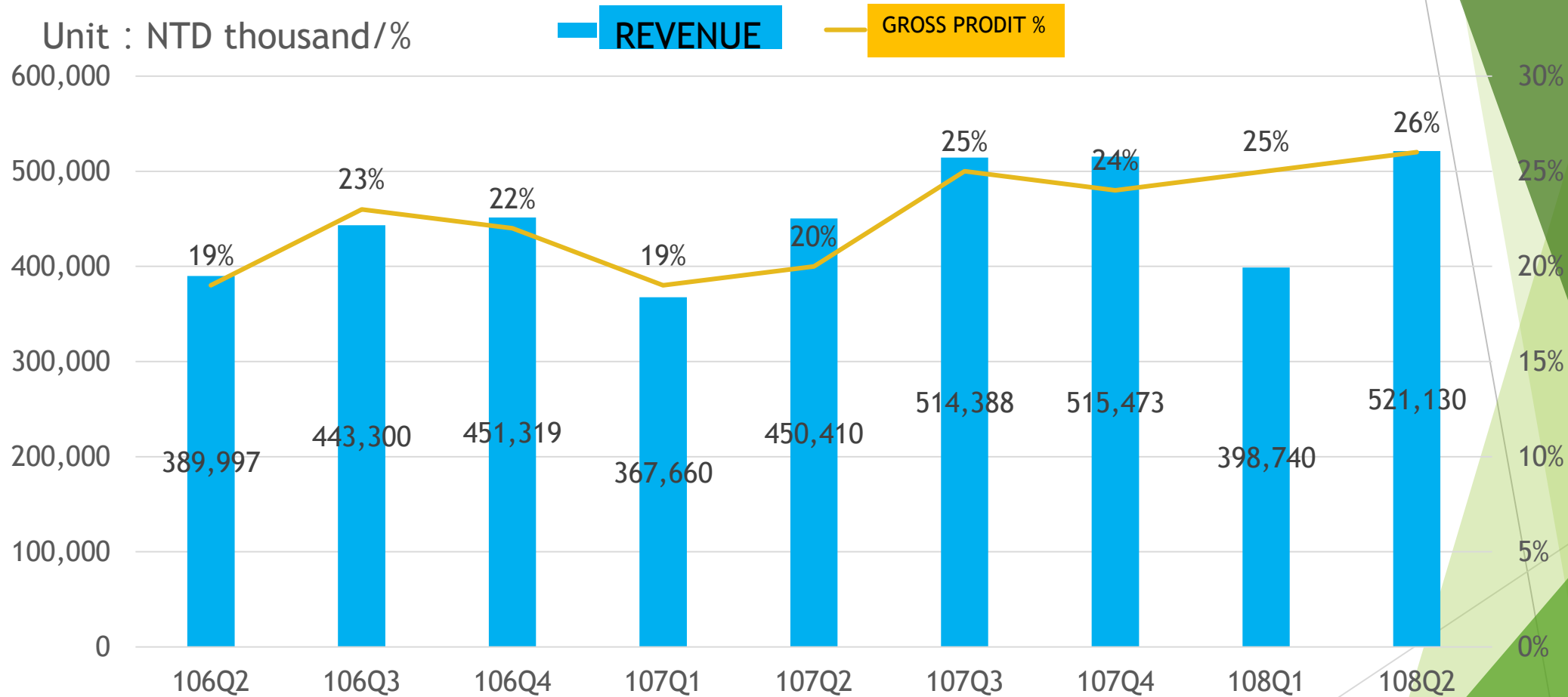
- ▶ PRODUCT : SUCCESSFULLY ENTERED INTO MEMBRANE LIGHTING MARKET, USED FOR LAPTOP NB LOGO AND ACCENT LIGHTING; DIRECTLY CO-DEVELOPED WITH NB BRAND FOR DESIGN IN
- ▶ MARKET :
  - (1) FROM SEPT 1, 2019, LAPTOP NB WILL BE INCLUDED IN THE THIRD CUSTOMS DUTY LIST BY THE USA AT 10% DUTY.
  - (2) INTEL CPU STILL MINDLY SHORTAGE IN THE FIRST HALF OF YEAR 2019 BUT THE SHORTAGE HAD BEEN SOLVED SLIGHTLY IN THE SECOND QUARTER.
  - (3) CHINA BRAND LAPTOP NB HAD ARISED.
  - (4) AG AND OIL PRICE SLIGHTLY INCREASE.
- ▶ FACTORY :
  - (1) AUTOMATION IN THE KEY PROCESS HAS SHOWN ITS EFFECTS. PER PERSON PER MONTH PRODUCTION PIECES ARE INCREASED BY 2%.
  - (2) MACHINE CAPACITY EXPANSION IS SCHEDULED BY 15% REQUIRED BY KEY CUSTOMERS.
- ▶ EXCHANGE RATE : USD DEPRECIATES IN Q1 RESULTING EXCHANGE LOSS; HOWEVER, USD APPRECIATES IN Q2, KO JA BOOKED EXCHANGE LOSS AT NTD 2.75 MILLION.

# FINANCIAL RESULTS-KEY FIGURES

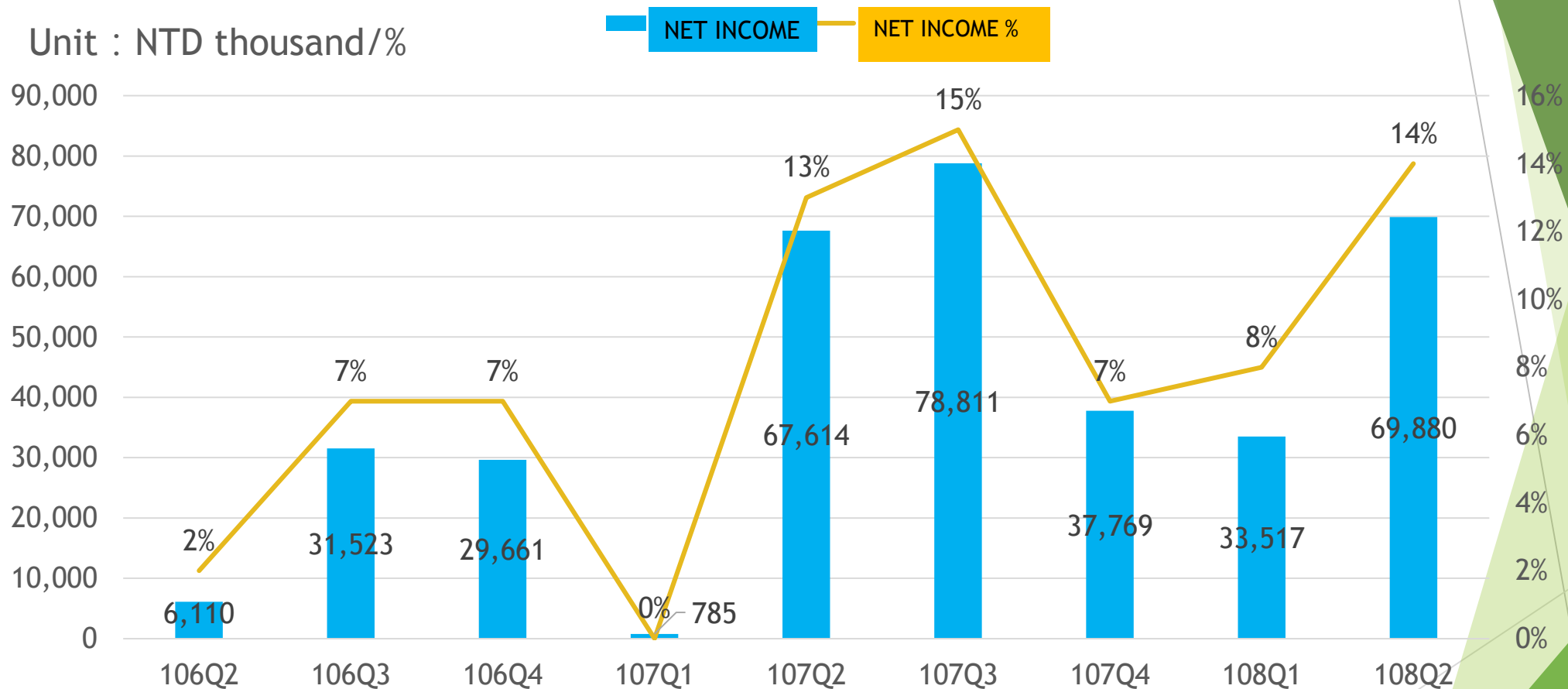
	FIRST HALF OF YEAR 2019						FIRST HALF OF YEAR 2018					
UNIT: NTD THOUSAND	2019Q1		2019Q2		TOTAL		2018Q1		2018Q2		TOTAL	
	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%	AMT	%
REVENUE	398,740	100	521,130	100	919,870	100	367,660	100	450,410	100	818,070	100
GROSS PRFIT	99,456	25	137,702	26	237,158	26	71,216	19	88,148	20	158,965	20
OPERATING INCOME	43,937	11	77,794	15	121,731	13	20,096	5	27,565	6	47,262	6
NON-OPE. INCOME	-5,030	-1	18,102	4	13,072	1	-18,509	-5	53,037	12	34,927	4
INCOME BEFORE TAX	38,907	10	95,896	19	134,803	14	1,587	0	80,602	18	82,189	10
NET INCOME	29,562	7	66,700	13	96,262	10	-2,400	-1	64,587	14	62,187	8
NET INCOME ( PARENT COMPANY)	33,517	8	69,880	14	103,397	11	785	0	67,614	15	68,399	9
EPS	0.62		1.29		1.90		0.01		1.24		1.26	

- 2019 FIRST HALF YEAR REVENUE YoY 12%
- 2019 Q2 NET INCOME QoQ 208% ; YoY 3% °
- 2019 Q2 EPS QoQ 208% ; YoY 4% °

# FINANCIAL RESULTS-GROSS PROFIT

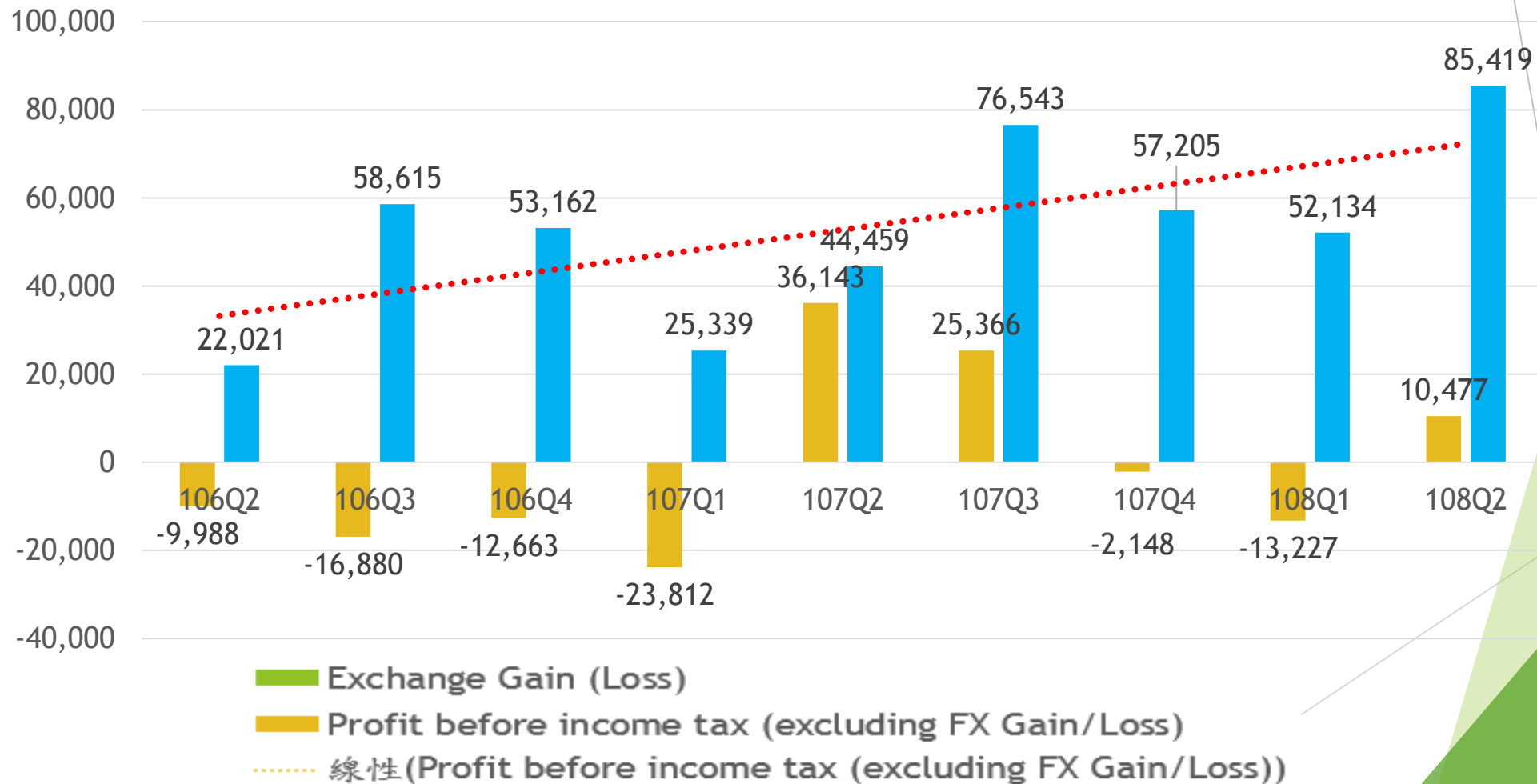


# FINANCIAL RESULT-NET INCOME AND %



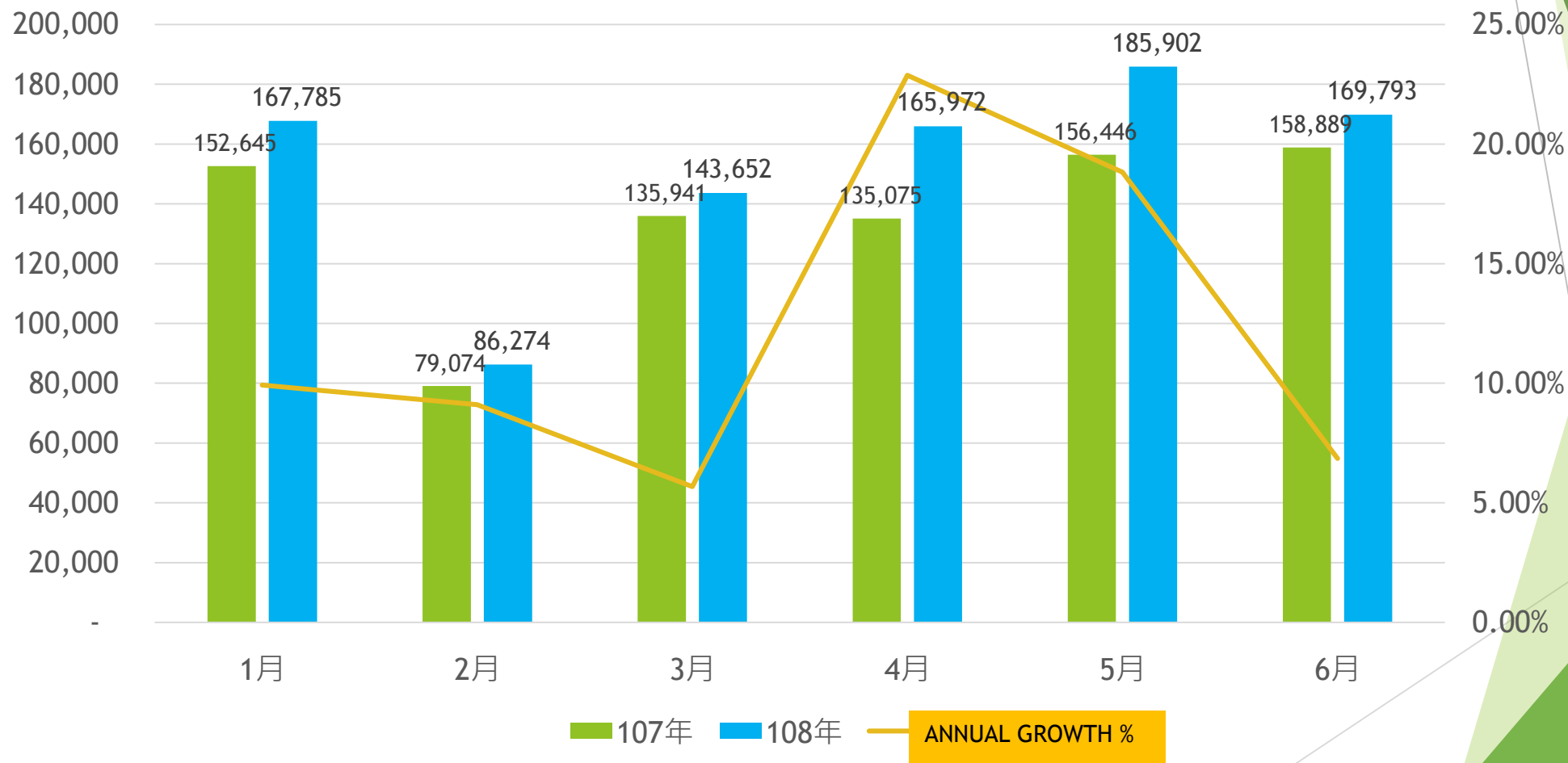
# FINANCIAL RESULTS - PROFIT BEFORE INCOME TAX - ADD BACK FX EFFECTS -PRO FORMA FIGURES

Unit : NTD thousand/%



# FINANCIAL RESULTS-REVENUE

Unit : NTD thousand/%



The background features abstract, overlapping green geometric shapes in various shades, including light lime green, medium green, and dark forest green, creating a modern and dynamic feel. The shapes are primarily located on the right side of the frame, with some extending towards the center.

Q & A

敬請指教