



KO JA (CAYMAN) CO., LTD.
Ticker: 5215

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**INVESTOR
CONFERENCE**

About KO JA

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- KO JA is a professional Membrane Touch Switch manufacturer
- Founded Date : August, 2009 (former company founded in April, 1975)
- Paid-in Capital : NTD 543,375,000
- Employees : 2,650 people
- Worldwide Locations :

Taipei Taiwan Branch

Wujiang Suzhou Goda

Suzhou Chia Chi

Suzhou Chia Tsai

ChongQing Jia Jun / Jia Feng



Main Products and Applications

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Main Product : MTS – Membrane Touch Switch

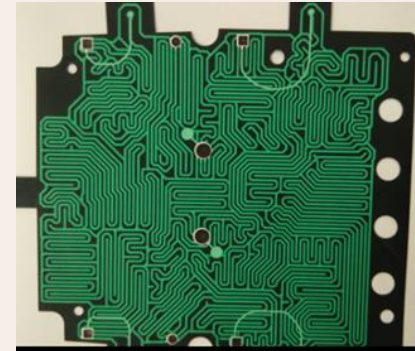
NB MTS



Membrane Lighting



Mesh

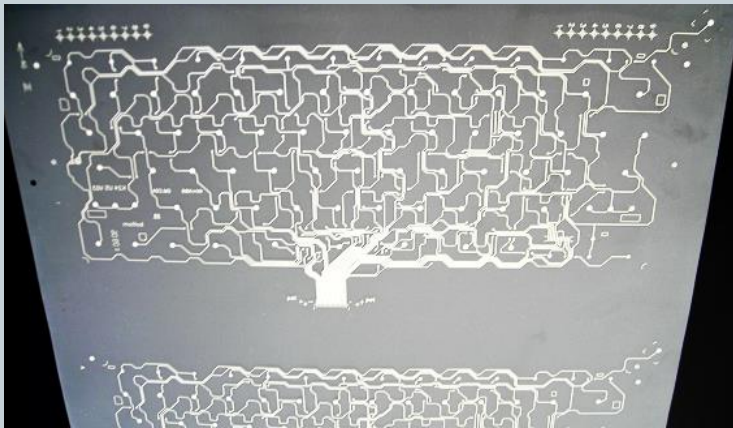


Applications : NB Keyboard, KB and logo backlight, credit card reader

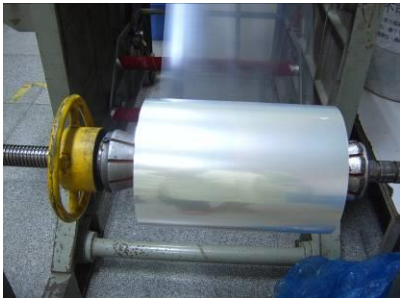


Membrane Touch Switch Diagram

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Production Flow ~1



Cutting



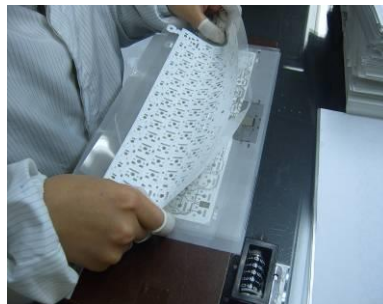
**Set Hole
Punching**



Printing



**Spacer Layer
Punching**



Assembly

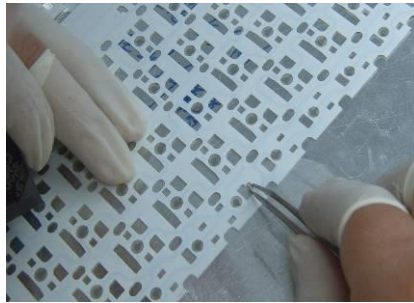


**Outline
Punching**

Production Flow ~2



Test O/S



LED Mounting



LED Test



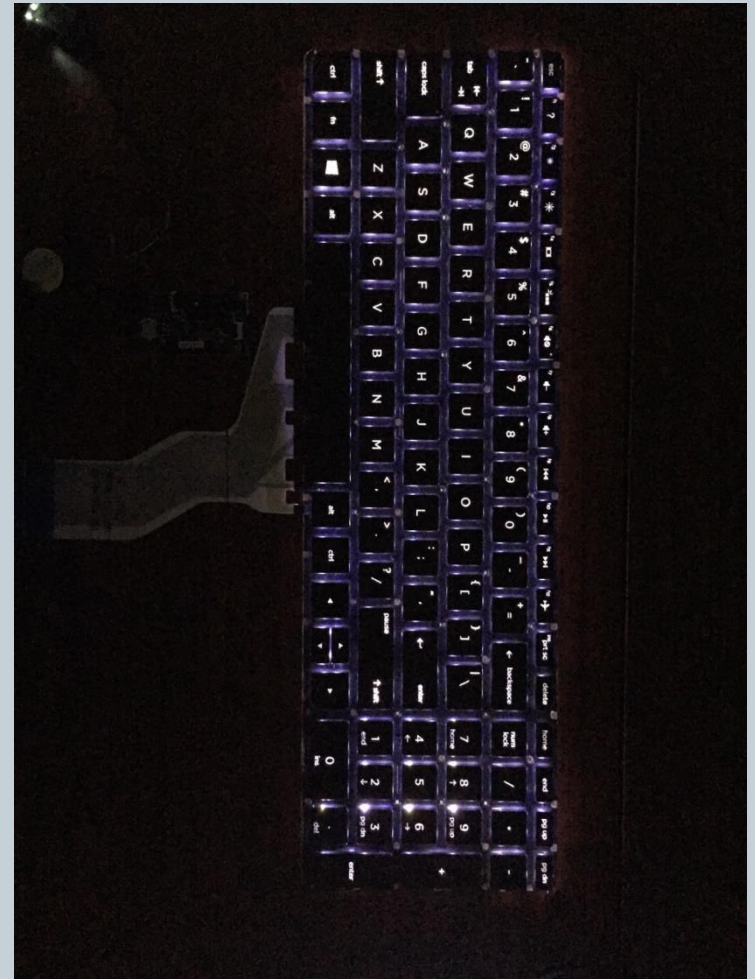
Inspection



Package

Membrane Lighting Diagram

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Micro-LED Membrane Lighting vs Light Guide Plate

	Power	Luminance	uniformity	weight	thickness	layer	color
LGP	5V, 209mA	5.6 nits	25%	8 g	0.3mm	4 layers	One color in all area
ML	2.9V, 30mA	6.9 nits	30%	4 g	0.16mm	2 layers	Different color in specific area
ML advantage	Less power	brighter	higher	Lighter(50%)	thinner(50%)	simpler	colorful

Industry Supply Chain

Supplier	Competitor	Customer	End Customer
<u>PET Film</u>	<u>MTS</u>	<u>NB Keyboard</u>	<u>PC Brand</u>
Toray	<u>KO JA</u>	Chicony	Apple
Sichuan Dongfang	SOE	Darfon	Acer
<u>LED</u>	JIT	Sunrex	Asus
Osram	Transimage	LiteOn	Dell
Everlight	Fujikura	Primax	HP
LiteOn		NB ODMs	Lenovo
<u>Silver Paste</u>		Quanta	Sony
Fujikura		Compal	Toshiba
Baijay		Inventec	Samsung
		Wistron	Microsoft
		Foxconn	

Competitive Strength

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- **Sufficient Production Capacity**
 - Worldwide No. 1 MTS manufacturer
 - Full-fledged MTS and rubber dome mounting factory in Chongqing
 - Automatic production
- **Leading Technological Skills**
 - Utilization of High Resistance Carbon Paste
 - Micro-LED membrane Lighting
- **Superior Quality**
 - Brand customers specified using our products
 - Establish the quality standard of the market

Threats and Response

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- Competitors' price cut
 - Enlarge print technology discrepancy
 - Adjust production capacity in Huaian and Chongqing factory and raise machine utilization rate
- Increase in wages in mainland China and in key materials cost
 - Utilize automation technology in the key production processes
 - Develop and utilize precious metal substitutions
- iPad and the like and Mobile phone squeeze demand of keyboard
 - Enter into new production line, such as MESH、KB membrane lighting、tablet computer logo membrane lighting

2016 Q3 Earnings Release

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Unit : Thousand Dollar/Dollar/%

	2016 Q1		2016 Q2		2016 Q3	
Revenue	314,415	100%	370,880	100%	493,075	100%
Gross Margin	70,247	22%	57,821	16%	106,263	21%
Operating Profit	14,122	4%	195	0%	45,929	9%
Net Profit	4,313	1%	14,261	4%	25,645	5%
EPS	0.08		0.26		0.47	

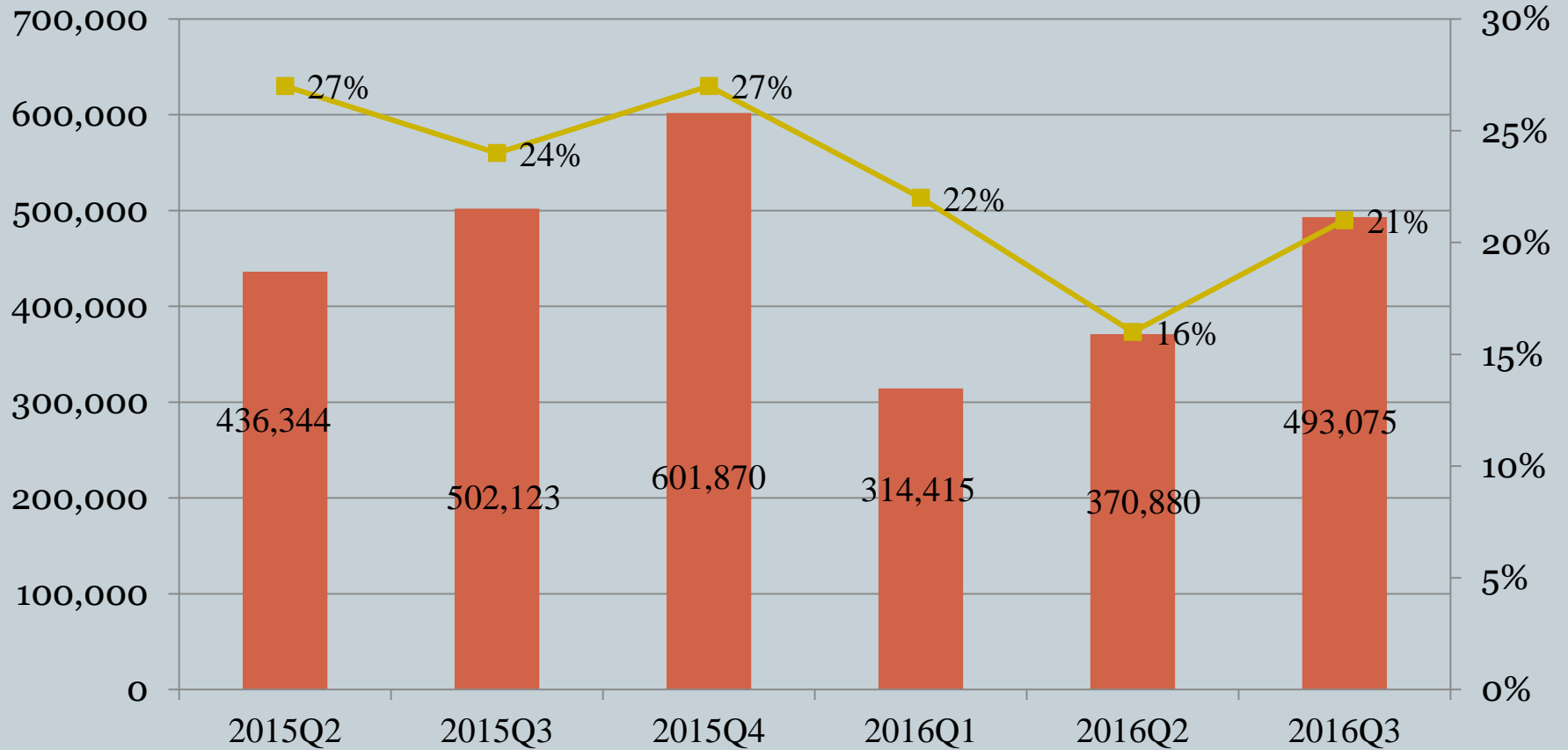
- 2016 Q3 Revenue QoQ 33% ; YoY -2% ◦
- 2016 Q3 Net Profit QoQ 80% ; YoY -17% ◦
- 2016 Q3 EPS QoQ 80% ; YoY -37% ◦

Turnover and Gross Margin Trend

Unit : NTD thousand dollar/%

Turnover

Gross Margin



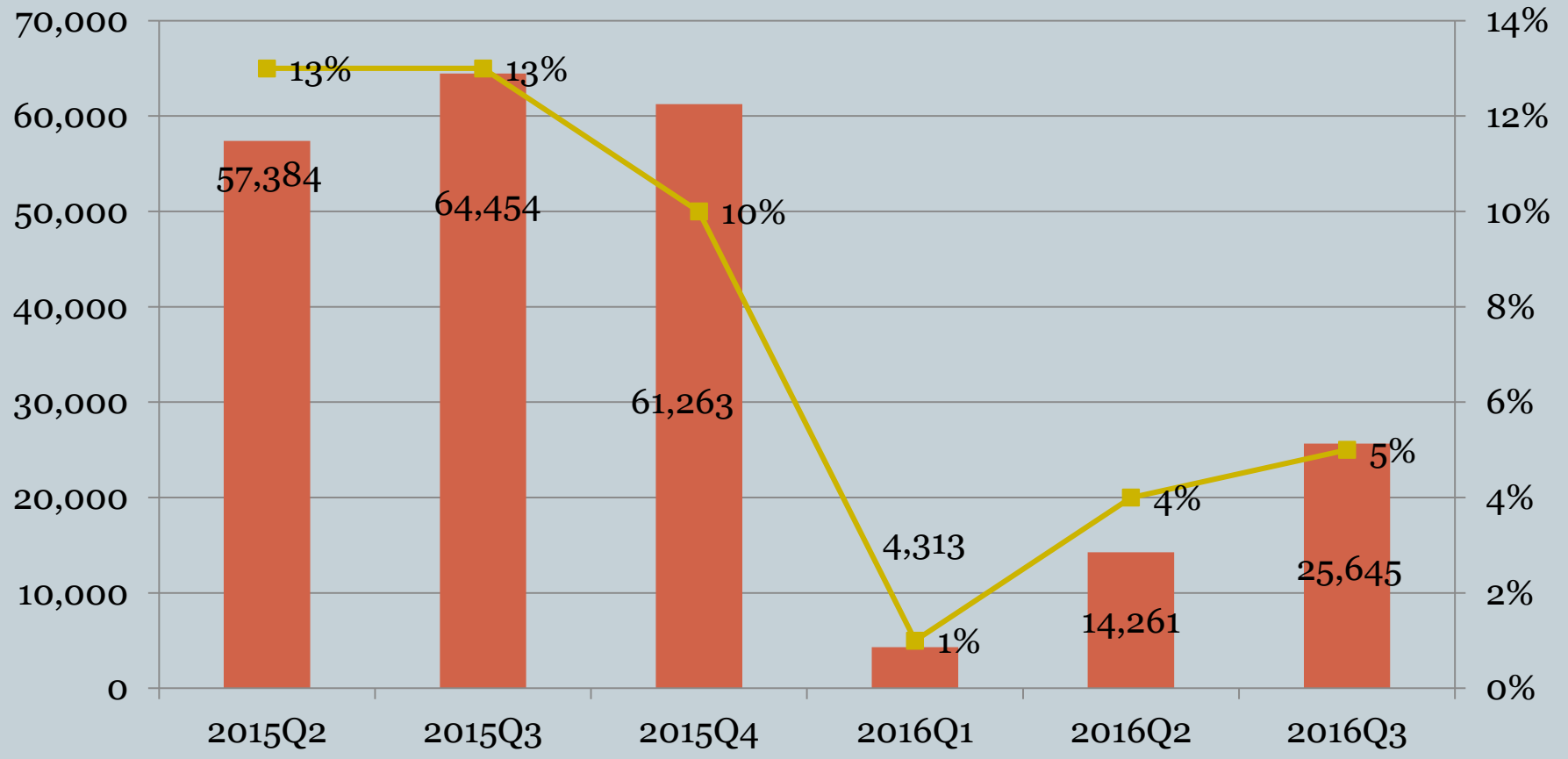
Net Income and Net Income Margin Trend

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Unit : NTD thousand dollar / %

Net Income

Net Income Margin



Financial Data & Ratio Summary



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	2015/12/31	2016/9/30
Item	NTD thousand dollar/%	NTD thousand dollar/%
Cash & Equivalent	1,060,946	696,749
Cash & Equivalent Per Share	19.52	12.82
Current Asset	2,142,483	1,855,601
Total Asset	2,884,859	2,562,987
Current Liability	565,699	421,010
Bond Payable	142,392	144,689
Total Liability	799,038	705,024
Total Equity	2,085,821	1,857,963
Book Value Per Share	38	34 (after dividend)
Current Ratio	378%	441%
Debt to Asset Ration	28%	28%

Summary

New Products & Technology
Development : RTR printing
and High Resistance Carbon

Market Expansion :
MESH 、
Membrane Lighting

Core Competitive Strength
Leading Technology & Quality

Leading Capacity &
Market Share

Cooperation with Global PC
& Specified Use

Solid Foundation

Q & A

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