

# MACHVISION

(3563 TT)

Presenter : Kavir Zeng

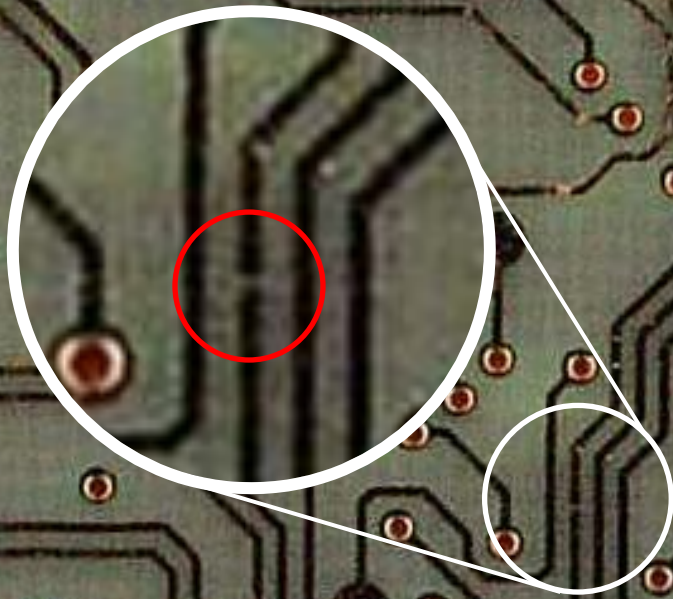
2019 / 3 / 22

# What is AOI?





# The Trend of Market





# Applications of AOI



# Applications of AOI

偉特科技公司  
KLSE: VITROX

7.20 MYR +0.18 (2.56%) ↑

3月21日 下午4:59 [GMT+8] · 免責聲明

1天 5天 1個月 6個月 本年迄今 1年 5年 最大



開盤	7.05	殖利率	0.66%
最高	7.29	上次收盤價	7.02
最低	7.04	52週高點	8.52
市值	33.88億	52週低點	4.85
本益比	32.17		



# Applications of AOI

Kohyoung Technology Inc  
KOSDAQ: 098460

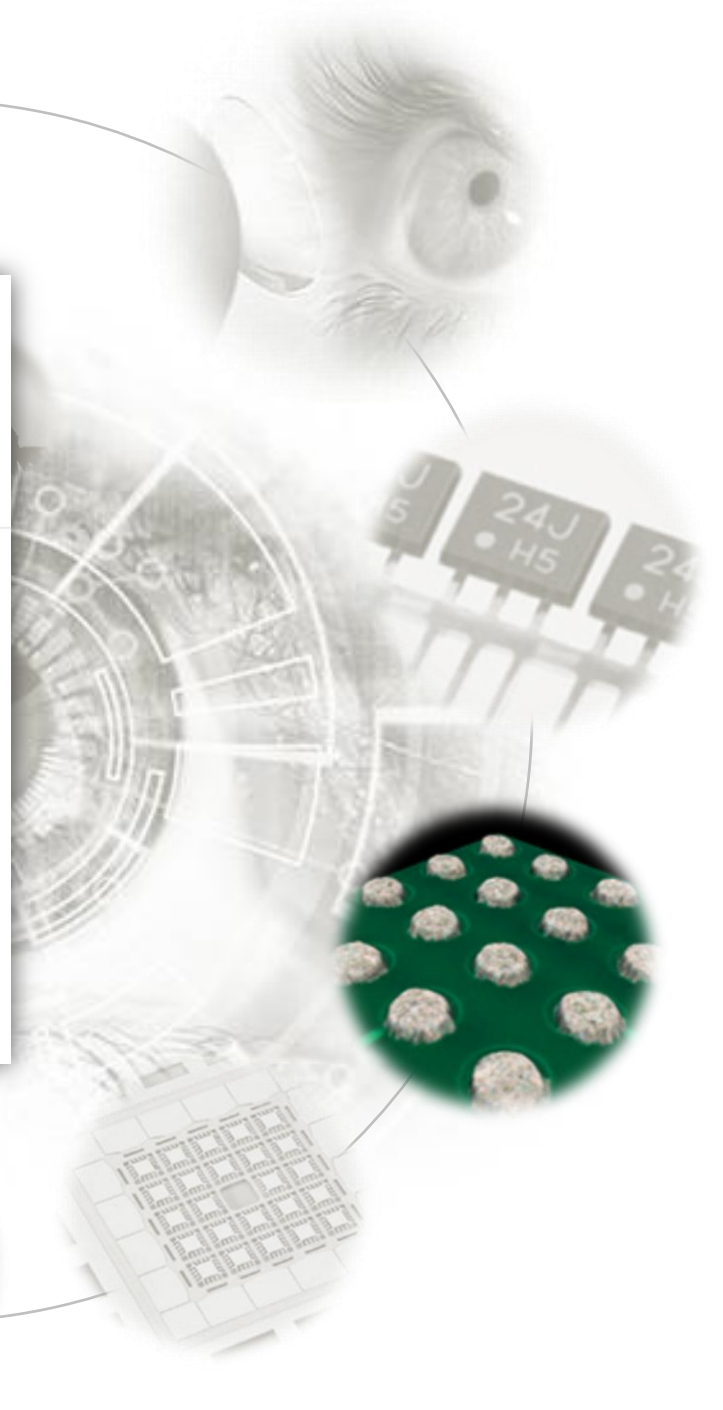
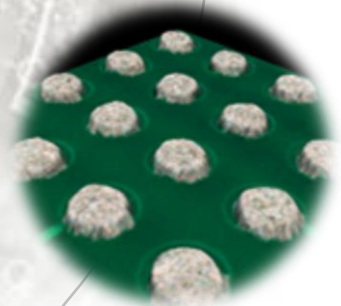
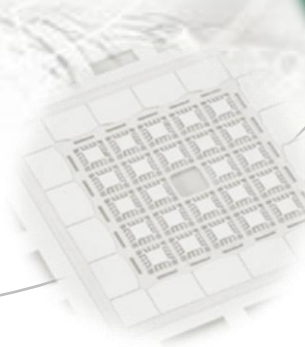
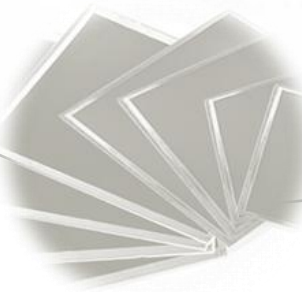
87,400 KRW -1,600 (1.80%) ↓

3月21日 下午3:30 [GMT+9] · 免責聲明

1天 5天 1個月 6個月 本年迄今 1年 5年 最大



開盤	89,100	殖利率	0.74%
最高	90,900	上次收盤價	89,000
最低	87,000	52週高點	116,900
市值	1.20兆	52週低點	72,300
本益比	28.07		



KEYENCE Japan 68,090 JPY

COGNEX US 53.16 USD

KLA-Tencor US 119.93 USD



ORBOTECH US	69.02 USD
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VITROX Malaysia	7.2 MYR
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KOH YOUNG KR	87,400 KRW
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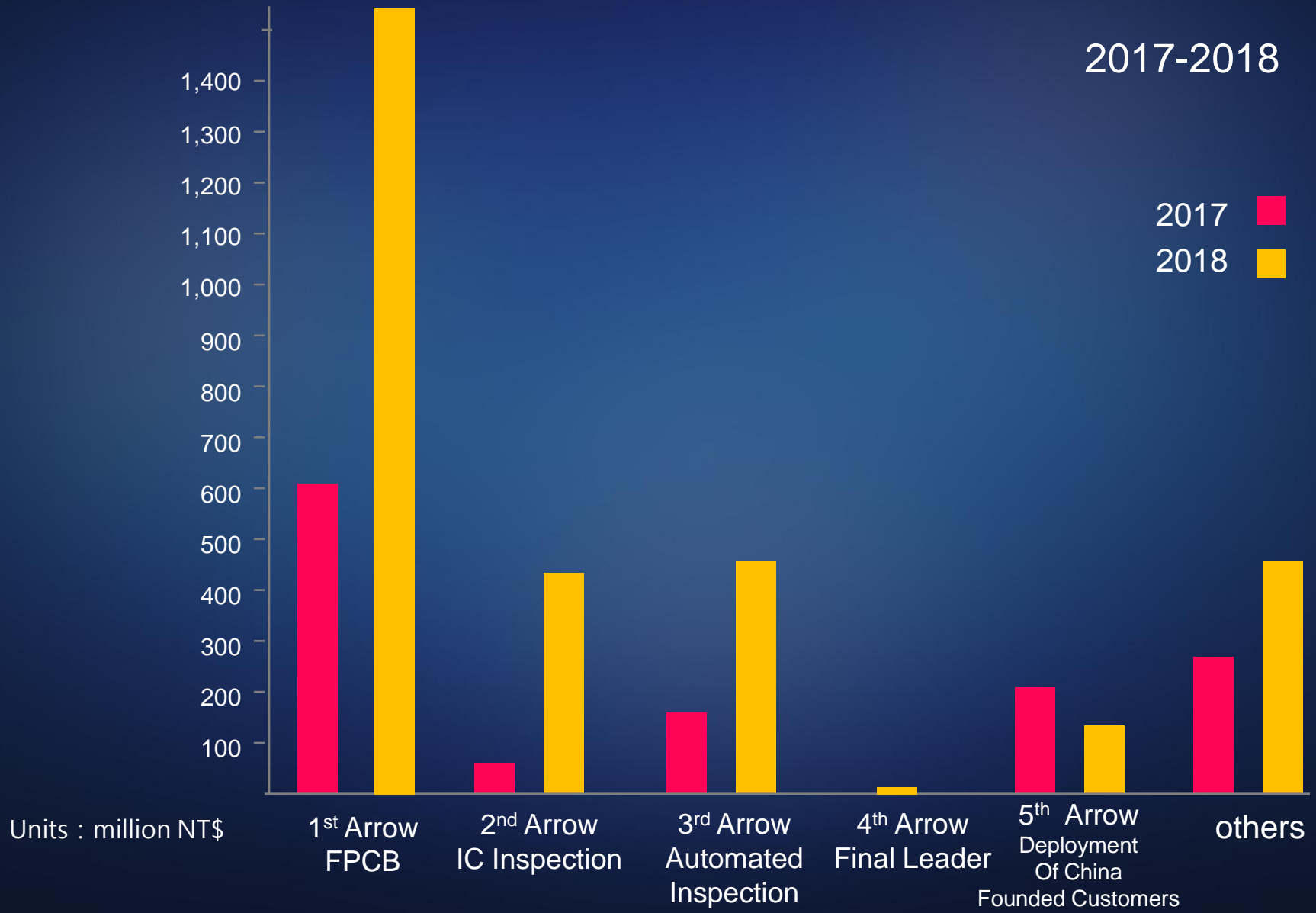


# Financial Ratios

Item	2016	2017	2018
ROA	15%	28%	48%
ROE	19%	37%	71%
Operating Profit / Capital	58%	133%	372%
Net Profit Margin	25%	32%	42%

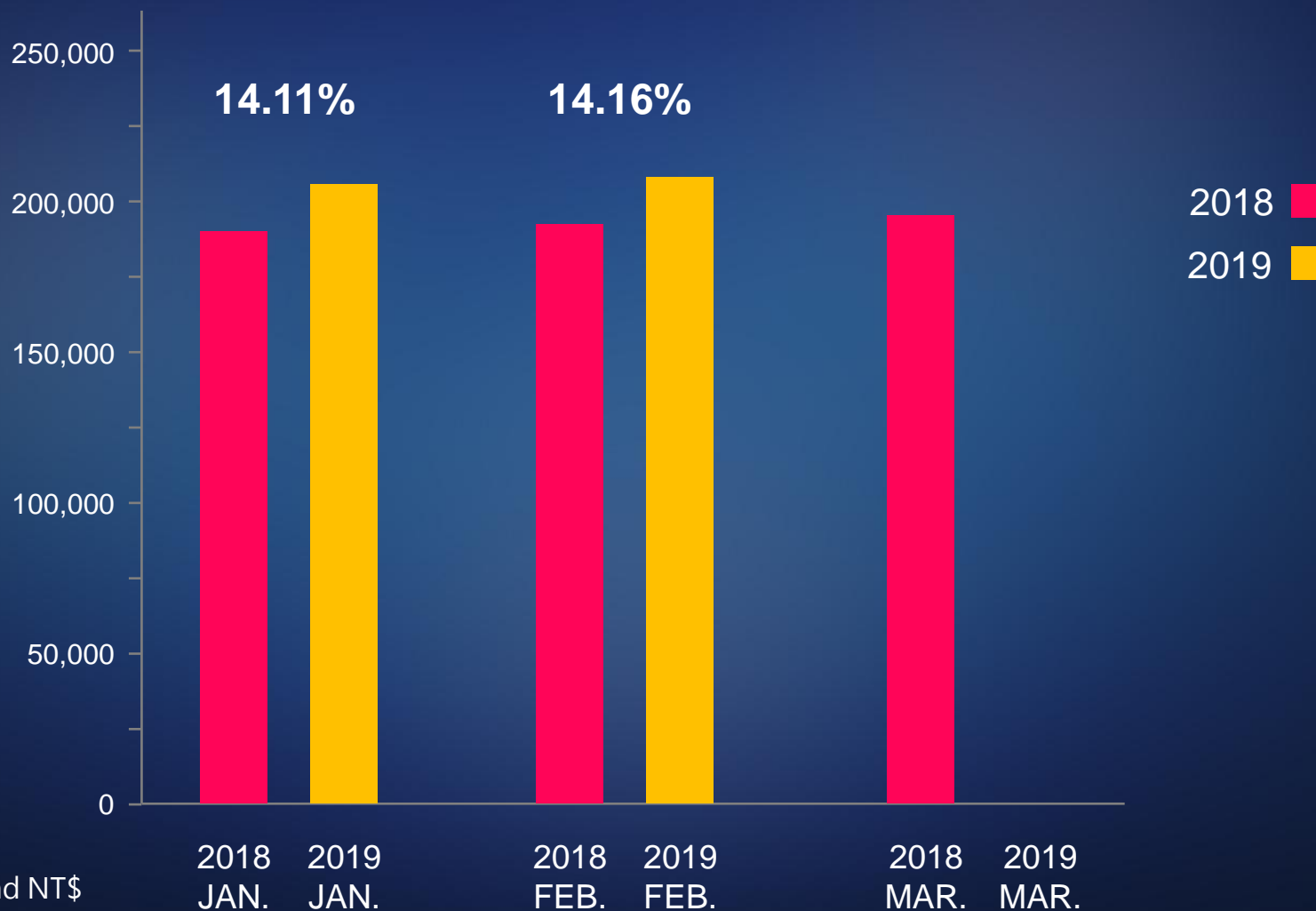
# Revenues Contribution from Five Arrows

2017-2018



# Combined Revenue of 2019

(NT\$)







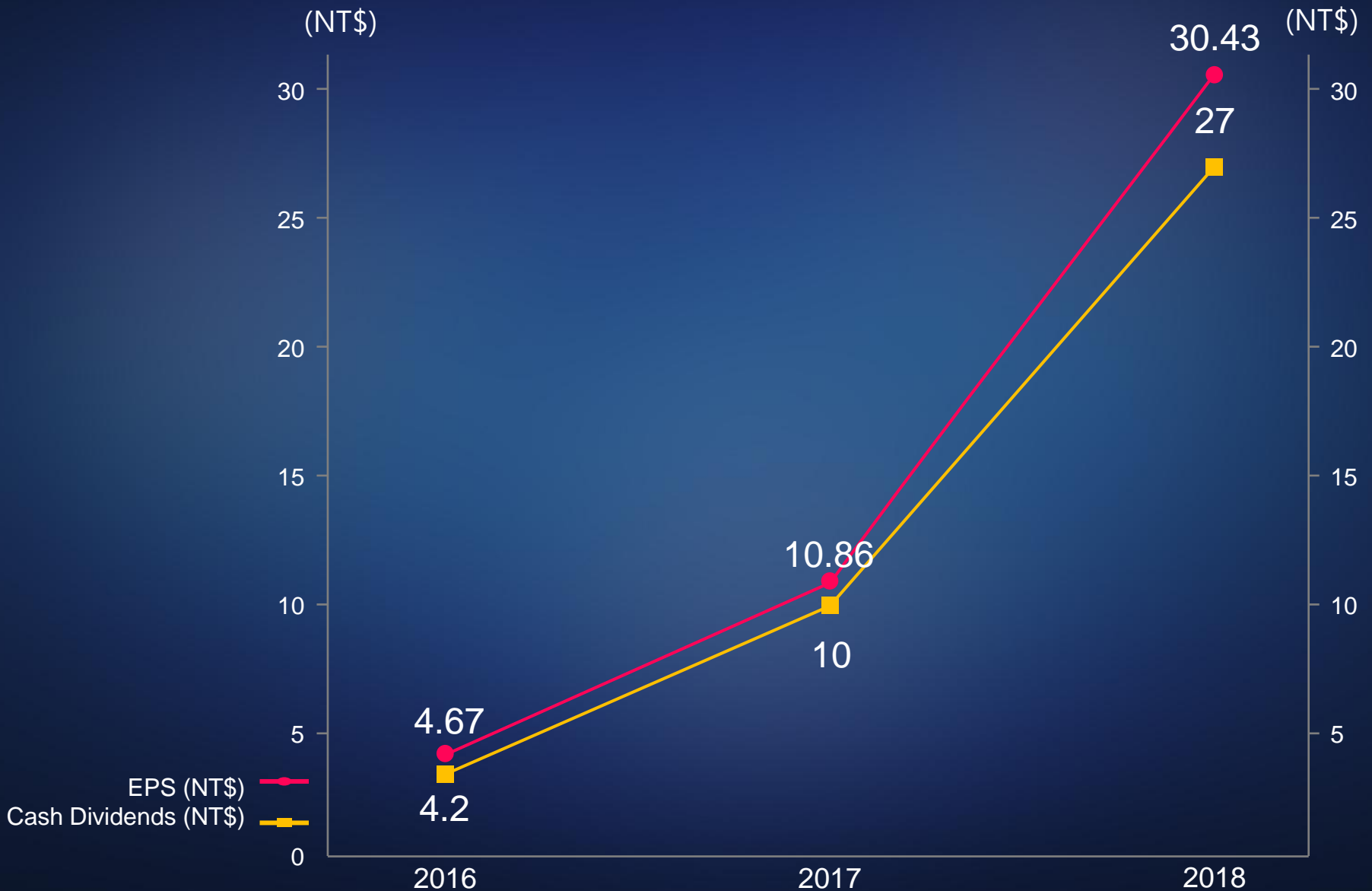
**Cont. 33 Months  
YOY Growth**



# Comparison Chart of Three Asian Tigers

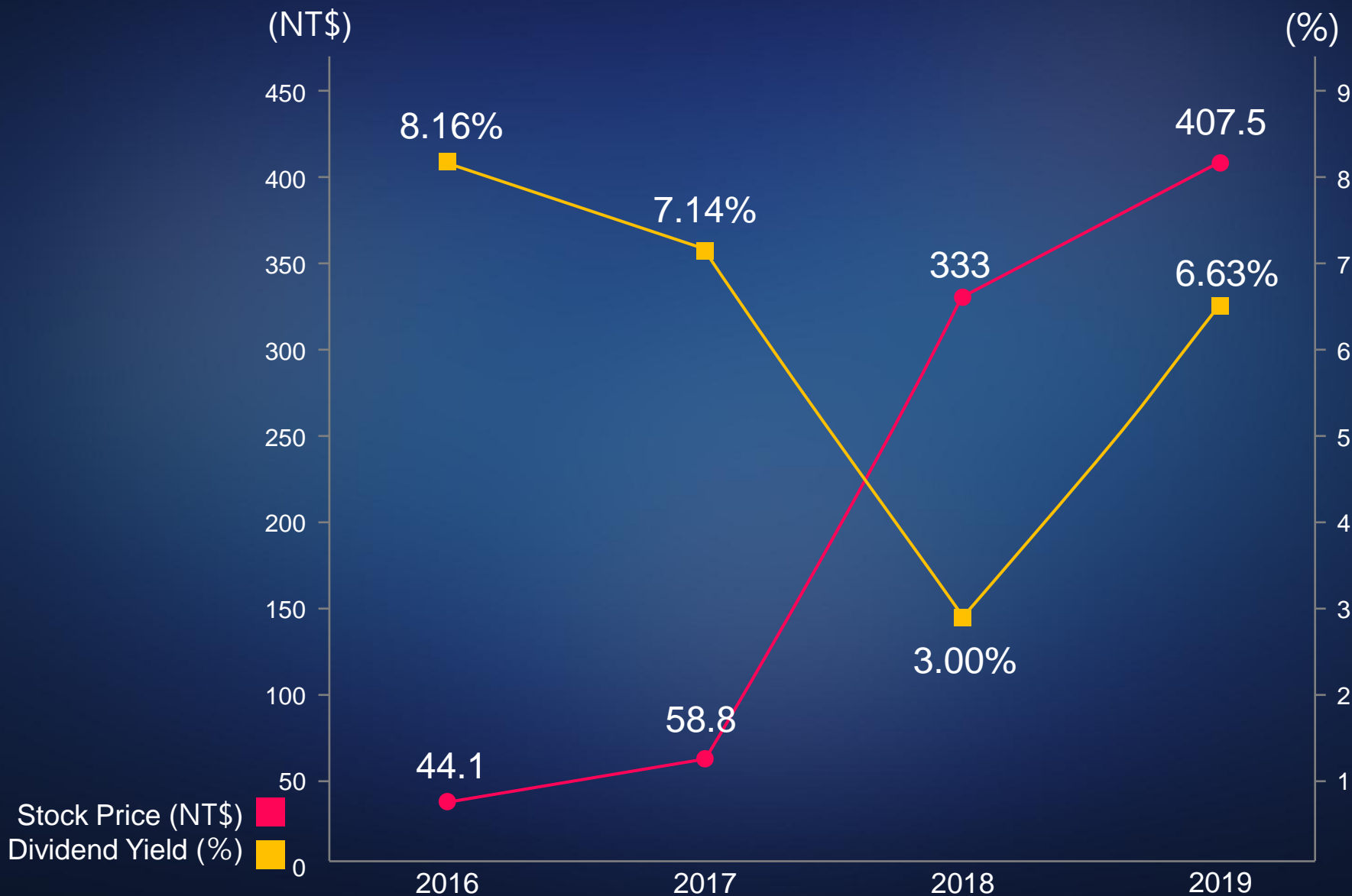
Company	KOH YOUNG	VITROX	MACHVISION
Net Profit Margin	17.76%	26.76%	42%
P/E ratio	28.59	31.41	15.9
Yield	0.73%	0.68%	6.27%

# Dividends Distribution of Recent Years





# Stock Price vs. Dividend Yield



2018 EPS Ranking	5 <sup>th</sup> ( Till 3/21 )
2018 Turnover Ranking	17 <sup>th</sup> (3.49% / Daily)
2018 P/E Ratio Ranking	687 <sup>th</sup>

# 2019 Strategy

## ( Investor Conference in OCT. 2018 )

- **The Expansion of Market Share**
- **The Investment in Potential 6.5 Billion Momentum Market**





# Technology- PCB

	FPCB	PCB	IC Substrate
Circuit AOI	1	1	2
Exterior AOI	1	1	1
Blind Hole AOI	1	1	1
Drilling AOI	X	1	X
Exterior Measuring	3	1	2
3D AOI	3	1	3
ArtWork AOI	X	1	X
Hole Counter AOI	X	3	X
LineGauge	3	2	

\*Note    1 : Technology is ahead of competitors    2 : Technology is equal to competitors  
          3 : Technology is less than competitors or we don't have the product

# Technology- Semiconductor

	COF	Package
Circuit AOI	1	X
Exterior AOI	1	X
Chip Exterior AOI	1	X
ILB	1	X
Wafer AOI	X	1

\*Note    1 : Technology is ahead of competitors    2 : Technology is equal to competitors  
          3 : Technology is less than competitors or we don't have the product



# Sales Channel

	Taiwan	China (Include Taiwan-funded firms)	Asia
PCB	1	1	2
COF	1	1	3
Package	1	2	3

\*Note    1 : Technology is ahead of competitors    2 : Technology is equal to competitors  
          3 : Technology is less than competitors or we don't have the product

# 2019 Strategy

## ( Investor Conference in OCT. 2018 )

- The Expansion of Market Share

- The Investment in Potential 6.5 Billion Momentum Market

# Progress of New Momentum

	2019/2/13	2019/3/22
<b>FPCB Assembly AVI</b>	Already received some PO	PO Increasing
<b>COF Market</b>	Already received some PO	PO Increasing
<b>Smart Camera</b>	3Q	3Q
<b>International Market</b>	BOD passed the establishment of Korea subsidiary in FEB.	Registration ongoing
<b>China-Funded SME</b>	End of 2Q	Started from May

# Summary

**In 2019, market changes more than 2018.  
However, chance favors the strong company.**

**It may be difficult to maintain 100% revenue growth like 2018,  
but we're confident in keeping a steady YOY growth.**

# MACHVISION

## Bethel Unicorn Incubation Center

Presenter :

Chairman – Dr. Collin Wang

2019 / 3 / 22

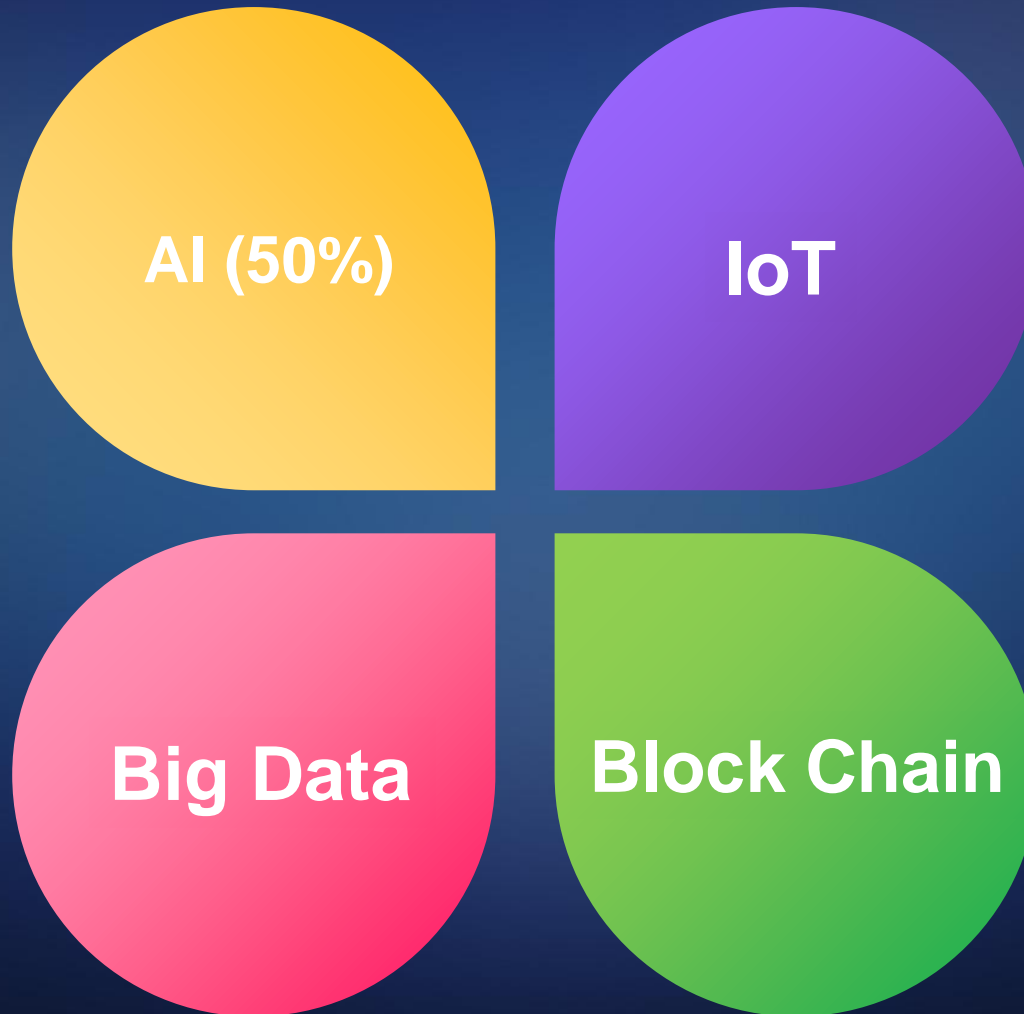
# Why Setting Up this Center?

- **Future Development of AI**
- **Machvision's products are no longer just AOI, but also deep into Unicorn company.**





# Operating Unicorn Incubation Center and Invest in Unicorns



# What is the lack of breeding center nowadays ?



# MACHVISION 牧德科技



**SIGOLD**  
矽金光學



**AUTOVISION**  
奧圖威迅股份有限公司



# Reason of Choosing MACHVISION

- Hole Process (From Application→IPO)





MACHVISION Building Appearance ( Illustration )



Stadium



Cafe



Free Standing Office ( Illustration )



Restaurant



Kindergarten





Q & A