



Cosmo Electronics Corp.

Investor Conference

December 9th, 2024

【stock symbol : 2466】



Disclaimers



- This report might contain forward-looking statements which are based on the expectation that is reasonable when made. However, these statements are not guarantees and are subject to known, unknown risks or the uncertainties that are difficult to predict. The results may not prove to be accurate.
- Company assumes no obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, except as required by law.

Agenda



- Company overview
- Product lines
- Financial Results
- Strategy & Prospect
- Q&A

Company Overview



- Founded on May 25th, 1981
- Paid-in Capital :NT \$ 1,714,586,970
- Cosmo was listed on TWSE in 2001

Product Lines

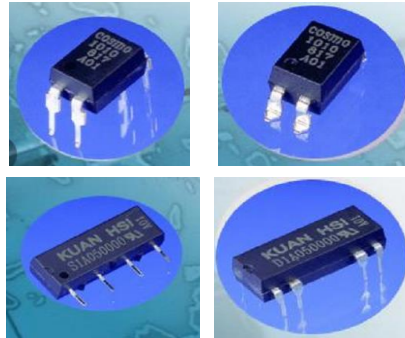


LED decoration



U.S.A Indonesia China

Optoelectronic device



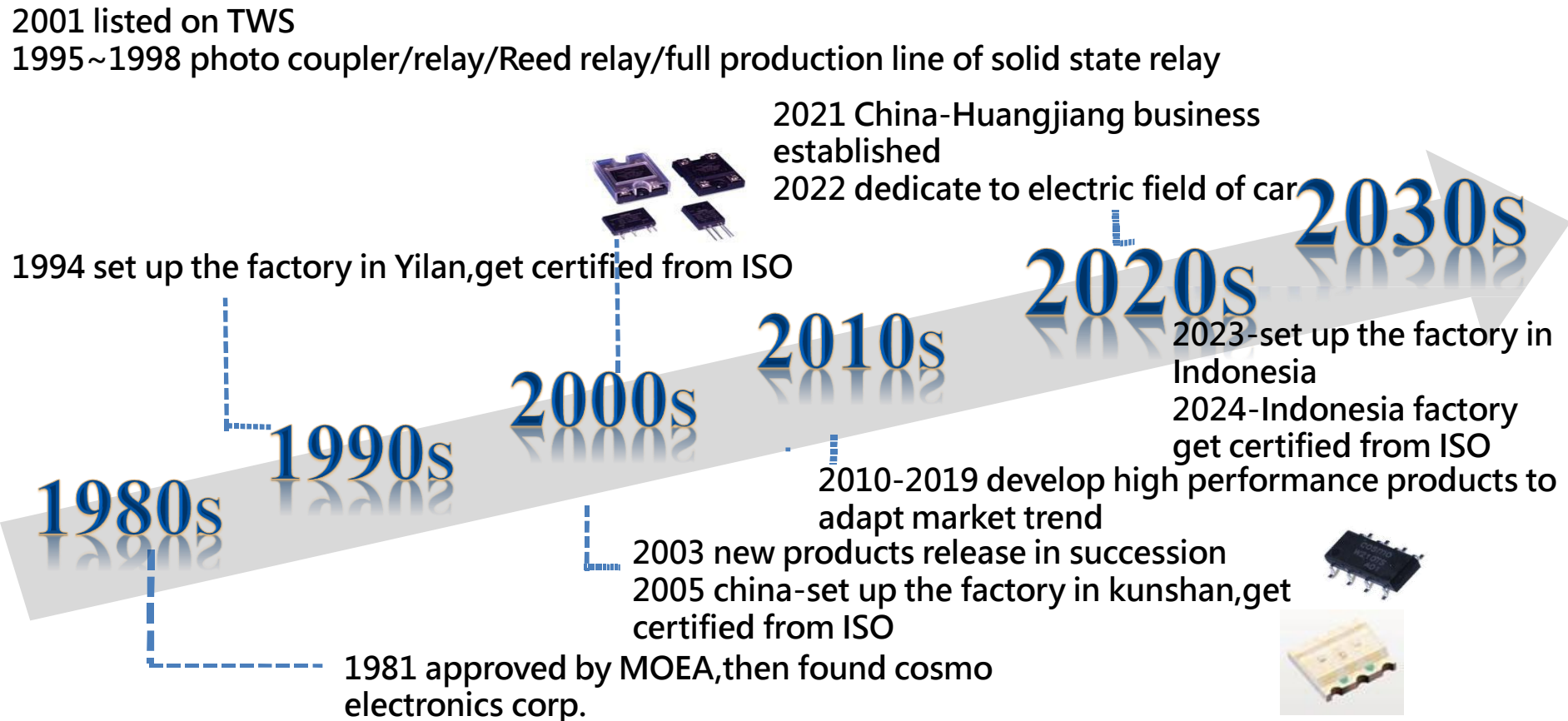
Taiwan China Indonesia

Indonesia development zone



Indonesia


Optoelectronic Device —Production Milestones




Optoelectronic Device — Factory Sites



Headquarter of
cosmo (Taiwan)

Taiwan 
Headquarter (New Taipei City)
Taiwan factory 1 (Yilan)
Taiwan factory 2 (Yilan)

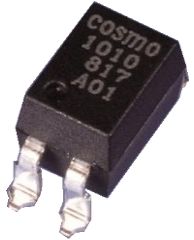
China 
China factory 1 (Kunshan)
China Business Operation
Office (Dongguan)

Indonesia 
Indonesia factory
(Sukabumi)

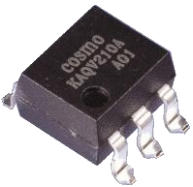
Channel flows
Asia / Europe / Americas
Africa / Oceania



Optoelectronic Products Application



光耦合器
PHOTO COUPLER



光繼電器
SSR-MOSFET OUTPUT



磁簧繼電器
REED RELAY

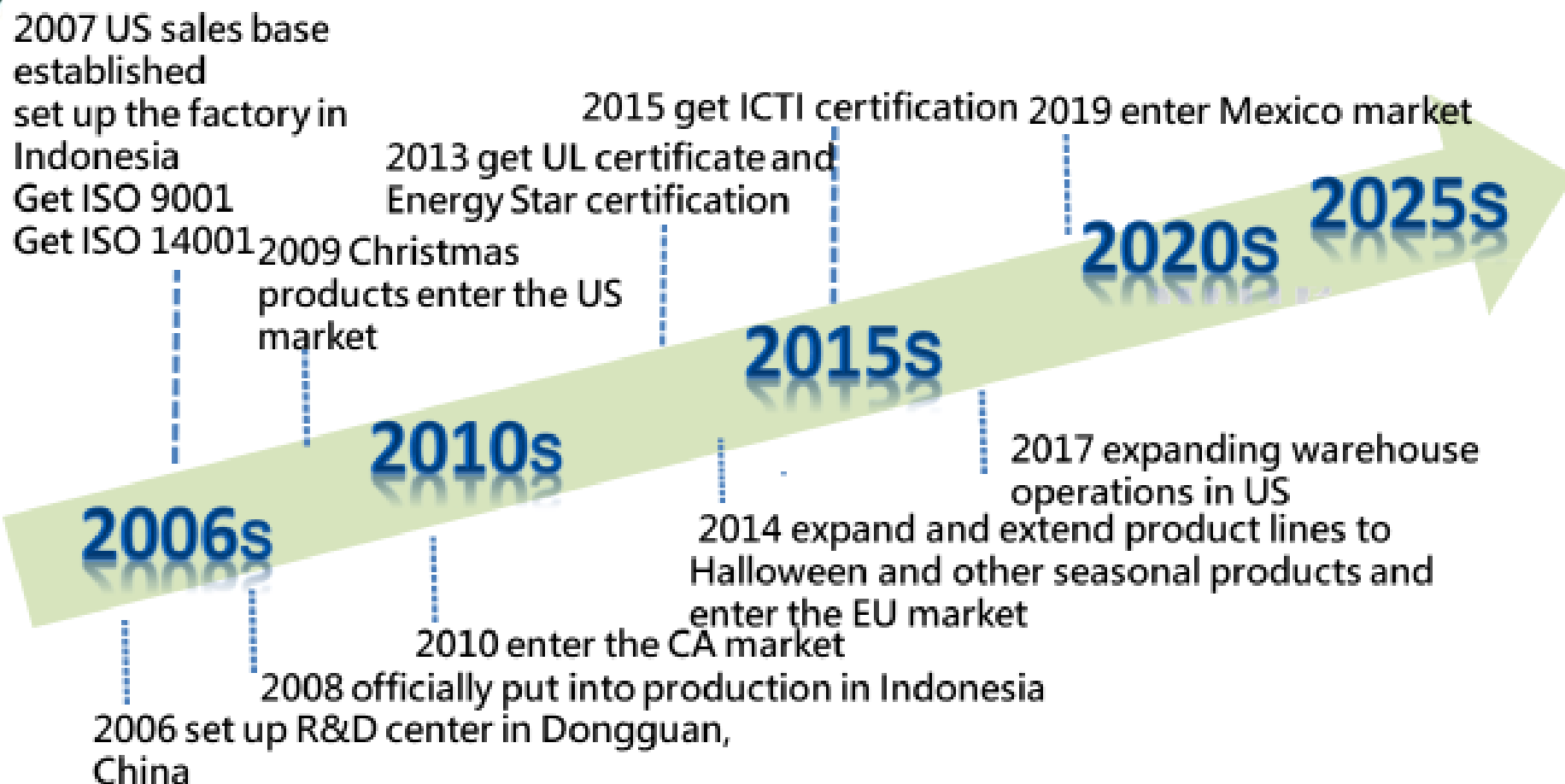


固態繼電器
SOLID STATE RELAY

- Power switch
- charger
- appliance
- O/A machine
- sensor
- factory automation control
- LED lighting
- controller
- Battery management system



Decorative Lights Milestones



Decorative Lights—Factory Sites



Decorative Lights Factory in Indonesia



Area	
• Total	48.33 km ² (18.66 sq mi)
• Water	4.815 km ² (1.859 sq mi)
Elevation	
584 m (1,916 ft)	
Population (mid 2022 estimate) ^[2]	
• Total	356,410
• Rank	37th, Indonesia
• Density	7,400/km ² (19,000/sq mi)

Sukabumi

[Article](#) [Talk](#)

From Wikipedia, the free encyclopedia

Sukabumi (Sundanese: ᮊᮥᮕᮊᮥᮒ) is a landlocked city surrounded by the [regency of the same name](#) (within which it is an [enclave](#)) in the southern foothills of [Mount Gede](#), in [West Java](#), [Indonesia](#), about 100 km (62 mi) south of the national capital, [Jakarta](#).

At an altitude of approximately 584 m (1,916 ft), the city is a minor [hill station](#) resort, with a cooler climate than the surrounding lowlands. The area around Sukabumi is also a popular destination for [whitewater rafting](#). [Tea](#) and [Rubber](#) production is a major industry in the area. The suburban area surrounding Sukabumi circling the mountain has grown tremendously in population, such that northern [Sukabumi Regency](#), hugging the volcano, and bordering [Greater Jakarta](#), is home to the bulk of the [regency's](#) population.

The area of the city is 48.33 km², and the population at the 2010 Census was 300,359,^[3] while the 2020 Census was 346,325;^[4] the official estimate as at mid 2022 was 356,410.^[2] However, some 1.8 million people, as of the 2010 census figures, live in the surrounding metropolitan area. The bulk of the metro area population is unusual in that it forms a narrow southwest ring around Mount Gede. The eastern portion of the ringed population belt continues on into [Cianjur Regency](#).



Decorative Lights Factory in Indonesia



- Land area: about 12 hectares
- Factory area: about 8 hectares

Christmas



Halloween/Harvest



Spring/Wedding



Financial Results



Consolidated Income Statement

Unit:NTDThousands

Item \ Year	2023		2023Q3		2024Q3	
		%		%		%
Revenue	1,053,420	100%	920,509	100%	891,647	100%
Cost of good sold	897,585	85%	740,188	81%	767,830	86%
Gross Profit	155,835	15%	180,321	19%	123,817	14%
Operating expenses	268,559	26%	210,637	23%	211,248	24%
Gain(Loss) From Operation	(112,724)	-11%	(30,316)	-4%	(87,431)	-10%
Income before Tax	56,199	5%	(68,945)	-8%	(141,783)	-16%
Net Income	30,083	3%	(73,333)	-8%	(128,489)	-15%
EPS(Unit: NTDdollar)	0.18		(0.43)		(0.75)	

Financial Results



Consolidated Income Statement



	2023	2023Q3	2024Q3
Revenue(100 million)	10.53	9.21	8.92
Gross profit(100 million)	1.56	1.80	1.24
Net Income (100 million)	0.30	(0.73)	(1.28)
EPS(Unit: NTD)	0.18	(0.43)	(0.75)

■ Revenue(100 million) ■ Gross profit(100 million)
■ Net Income (100 million) ■ EPS(Unit: NTD)

Financial Results

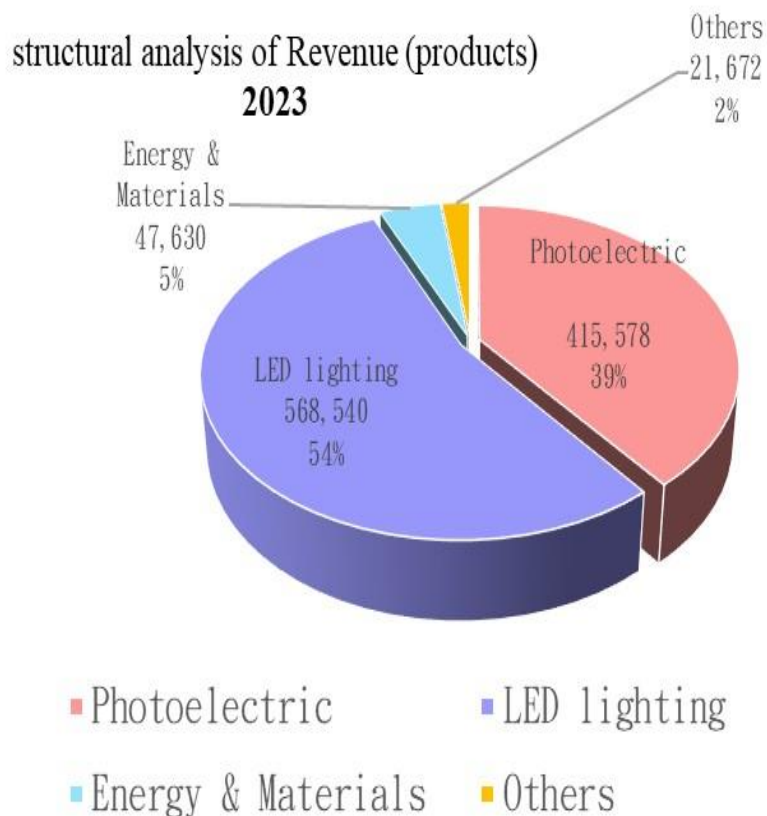


Revenue by Products

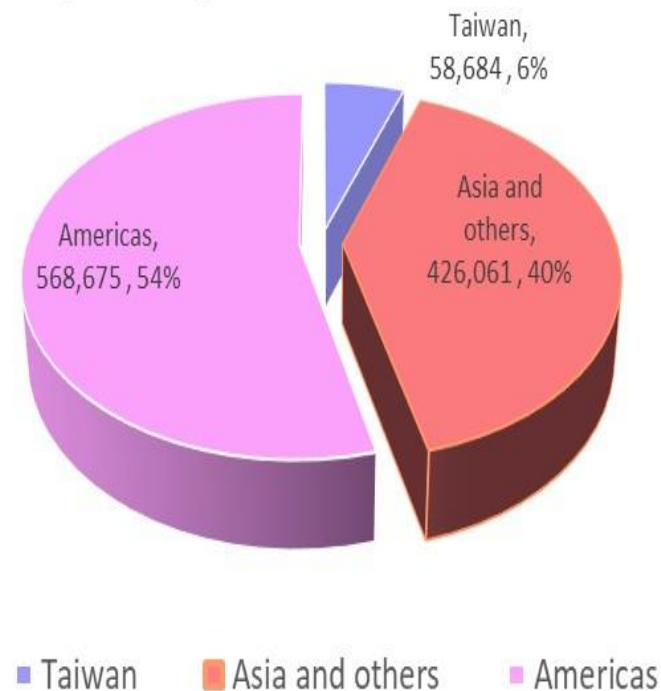
Unit:NTDThousands

Item \ Year	2023		2023Q3		2024Q3	
		%		%		%
Photoelectric	415,578	39%	320,326	35%	369,749	41%
LED lighting	568,540	54%	543,535	59%	485,258	55%
Energy & Materials	47,630	5%	35,134	4%	36,640	4%
Others	21,672	2%	21,514	2%	0	0%
Total	1,053,420	100%	920,509	100%	891,647	100%

Analysis of revenue by products



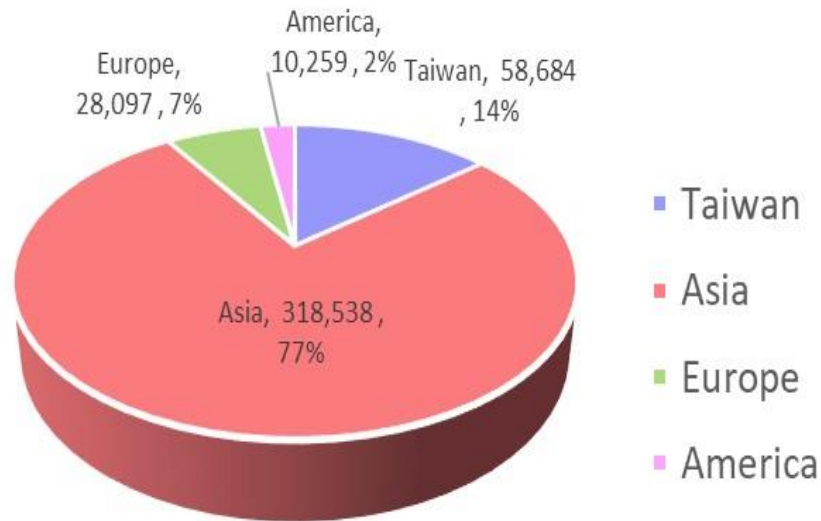
sales region of products-2023



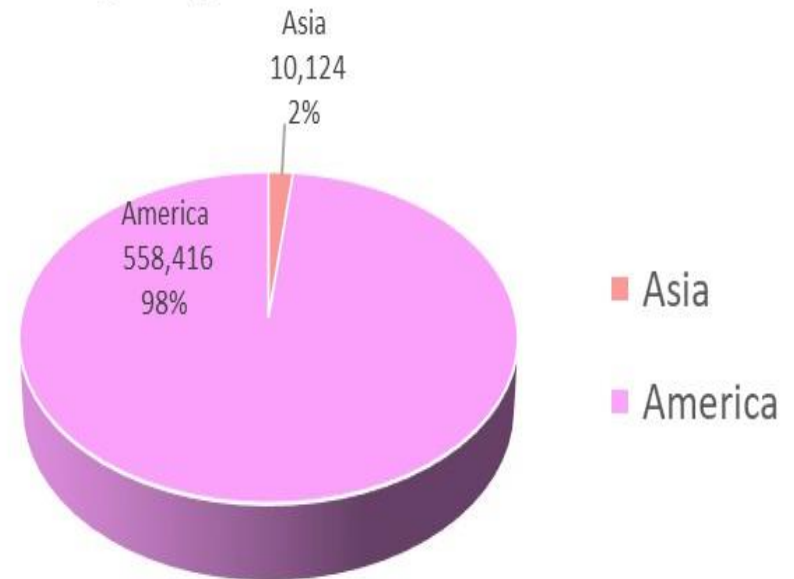
Analysis of revenue by region



Photoelectric



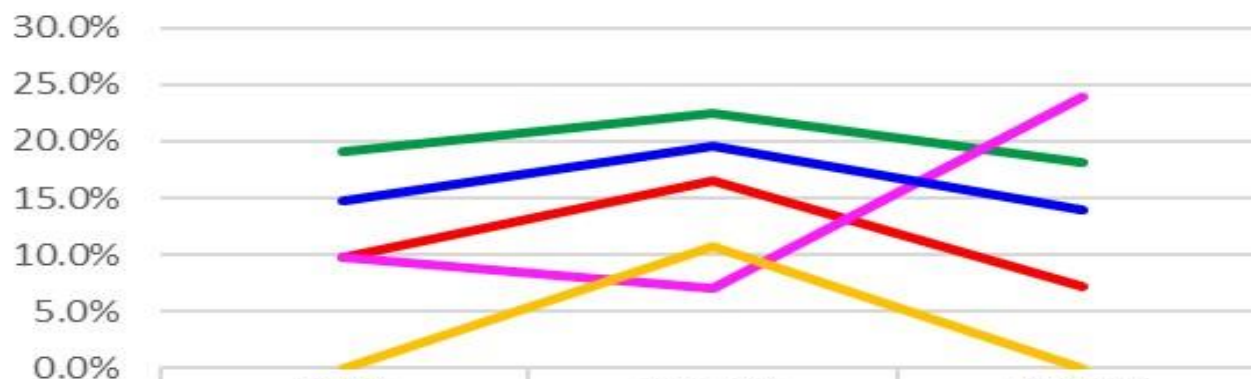
LED lighting



Financial Results



gross margin analysis of products



	2023	2023Q3	2024Q3
Photoelectric	9.8%	16.6%	7.2%
LED lighting	19.0%	22.5%	18.2%
Energy & Materials	9.8%	7.0%	24.0%
Others	0.00%	10.7%	0.0%
Total	14.8%	19.6%	13.9%

Photoelectric

LED lighting

Energy & Materials

Others

Total

Strategy & Prospect- Optoelectronic component



- Increase orders in the industrial control system and Electric vehicle markets
- Tap into 5G and automotive markets as business layout
- Improving manufacturing process to increase profit
- Invest in R&D of high-end products to increase the market share
- Obtain more OEM orders from famous brand
- Indonesia factory has started the first phase of production in Q4 2024



Strategy & Prospect- decorative lights

- Develop new products for diversification
- Develop outdoor Christmas lightings with strong sense of design and exquisiteness
- Improve service quality
- Acquire new projects from customers, especially the opportunities that Trump's taking office may bring



Investment Environment in Indonesia



- **Economic scale**

Gross domestic product (GDP) in Indonesia reach about 1.06 trillion U.S. Dollars, as the largest economy in ARF, the 16th largest in the world.

- **Population**

Indonesia's population is recorded as 270 million, the median age of the Indonesian population is around 30 years old. It is estimated to have large consuming capacity because of the tremendous domestic market and the high demographic dividend. Indonesia has huge potential in economic and trade investment.

- **Policy Support**

- 2020 Omnibus Law:
- Pioneer Industry tax relief

Indonesia Industrial Park - Location



- Located in the southern part of West Java Province
- It takes about 2 hours to get to central Jakarta.
- It takes about 2.5 hours to reach Jakarta Soekarno-Hatta International Airport.
- It takes about 2 hours and 15 minutes to the largest commercial export port in Jakarta - Tanjung-Priok.



Panorama of development zone



Project progress—set up fence



Transportation Construction

- The expressway was originally built to Ciawi.
- The first section to Cigombong was opened at the end of 2019.
- The section to Parungkuda was opened in August 2023.

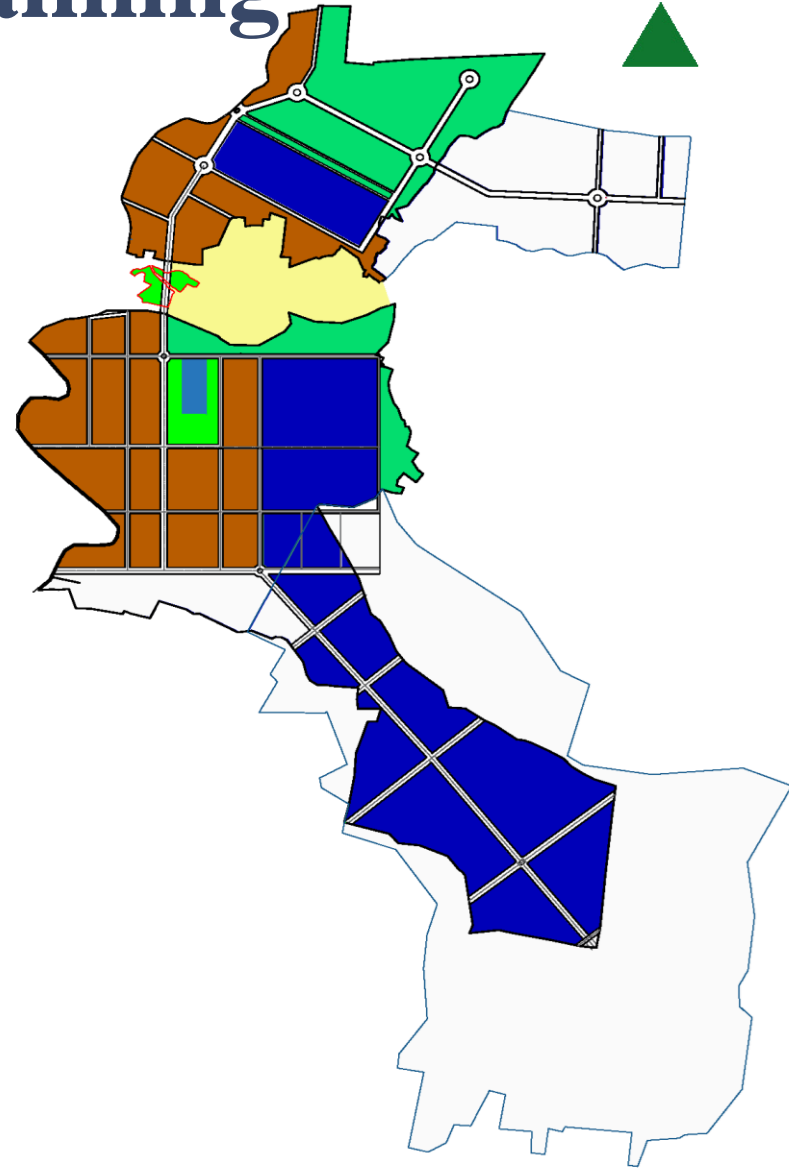
length: 54km
Overall phase: 4 (second phase Cigombong – Cibadak 12 m, predict to complete the construction in early of 2023



District Planning



- The development zone is located in Zhikenbar Town, Sukabumi County, West Java Province, Indonesia.(INDONESIA Jawa Barat Sukabumi Cikembar)
- There are 3 industrial zones planned in this county:
First Industrial Zone (50 hectares)
Second Industrial Zone (300 hectares)
Third industrial zone (150 hectares)
- Our group holds the second industrial zone (160 hectares) and the third industrial zone (44 hectares). We have obtained relevant permits and land rights certificates, and have carried out planning, land preparation and public works construction in phases.
- The development zone will be developed into industrial, commercial and residential areas.



Advantage



- **Qualifications for applying industrial or manufacturing production parks with moderate or above pollution permit.**
- **Low minimum wage**
- **Low electricity bill**
- **Low employee turnover and easy recruitment**
- **Factory setup assistance services**

Strategy & prospect- development area



- **Choose the suitable and reputable clients.**
- **Negotiated sales agency to speed up sales.**

Q & A

