

出國報告（出國類別：其他）

赴印尼參加臺日企業合作媒合會

服務機關：經濟部國際貿易局

姓名職稱：吳副組長嘯吟

王科員存安

派赴國家：印尼

出國期間：108年9月2日至9月4日

報告日期：108年10月15日

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摘要

東協市場為我國與日本共同的投資重鎮，雙方不但在供應鏈上互通有無，我國許多優勢產業如電子、五金、車輛及機械等大部分亦係由日本移轉技術而來。日商擅長研究發展、產品開發及製程優化，技術成分甚高；我商則積極活躍，在東南亞有綿密的華商人脈網絡，且能配合市場反應靈活調整因應，雙方關係可謂是密切互補。

日本企業雖在東協市場有完整的供應鏈及生產基地，惟為降低生產成本，盼提高在地採購率，但東南亞地區供應商無法滿足日本企業對品質的要求，在日方盼取得高品質且成本低廉之零組件，我方則盼切入日商在東南亞產業供應鏈情形下，雙方皆有利可圖，因此配合我國推動新南向政策，本局於 2017 年委託外貿協會推動「臺日共同開拓第三國市場」專案，目的在促成我商加入日商海外供應鏈，透過於國際專業展及臺灣形象展中辦理媒合會、於國內外辦理研討會，以及架設專案網站為臺日企業媒合提供管道等方式，促使我國業者與日本企業合作共同開拓第三國市場。

本次印尼臺日企業合作媒合會為本專案年度重要活動之一，於印尼汽機車產業聚落大城芝卡朗市(Cikarang)舉辦，由我外貿協會及日本貿易振興機構雅加達辦事處(JETRO Jakarta)主辦，包括日本瑞穗銀行、雅加達日本商會及雅加達台商工商聯誼會等協助宣傳活動及積極邀請周邊企業參與。

根據外貿協會統計，本次活動共計 27 家我商及 22 家日商參與，其中日商以汽車零配件製造商、機械、建築及電商物流為主；我商則以汽車零配件、電子及基礎工程為主。多數我商對此活動表示滿意及肯定，認為透過此管道成功結識許多商業夥伴，並可進一步瞭解現階段臺日企業需求，盼持續參與相關活動，另據現場問卷調查顯示，本次媒合會可望為我商促成逾 1,200 萬美元商機。

壹、背景目的

臺灣與日本企業在東協市場扎根已久，雙方多年來持續維持緊密的經貿合作關係，其中日企以汽機車、家電及資通訊產業為主，在東協市場有完整的供應鏈及生產基地，惟隨著面臨人力成本提高、競爭對手市佔率提升等問題，盼進一步降低生產成本，提高在地採購率；臺商則以零組件供應與加工製造業見長，在供應端具有高度機動、彈性化的客製化調整優勢，因此雙方在供應鏈上具有高度互補性，此外，臺日企業過去已有長期合作經驗，熟知彼此經商模式，若能在既有優勢下加強合作，將可創造更多互利的雙贏機會。

在此思維下，配合我國政府推動新南向政策，以及日本企業對投資東協、印度等市場的高度重視，本局於 2017 年委託外貿協會推動「臺日共同開拓第三國市場」專案，與日本經濟產業省及日本貿易振興機構(JETRO)雙方同意以調查、宣傳、媒合等三步驟之合作模式共同推動。首先調查臺日企業在第三國特定產業可行的商業合作模式與利基，並經由舉辦研討會、說明會及交流會等方式宣傳調研結果，俾臺日企業充分瞭解彼此合作優勢，再透過辦理媒合洽談會，促成雙邊企業合作。

其中針對印尼市場，日本經濟產業省於 2017 年委託日本三菱總合研究所(MRI)進行研究，結果顯示雙方在金屬加工、食品加工及電子製造等產業有合作利基，為深入瞭解當地我商需求及市場現況，本局與外貿協會、金工中心及精機中心等單位前於 2018 年 7 月 22 至 28 日實際赴印尼雅加達、芝卡朗及萬隆等臺日商主要聚集區域進行考察，瞭解當地我商在金屬加工產業之產能與技術水準，以及臺日企業合作現況。另為加強雙方企業交流，2018 年 11 月 15 日於印尼雅加達舉辦臺日企業交流會，藉此機會增進雙方企業對彼此的瞭解，並展示我商在生產技術的能量與合作優勢。

為擴大本專案之辦理效益及符合業者拓銷需求，本年延續去年進行市場考察及舉辦交流會之成果，首度於印尼芝卡朗及越南平陽省各規劃 1 場次之媒合洽談會(印尼 9/2，越南 9/20)，為臺日企業提供媒合交流平台，期成功促成雙方企業建立合作關係，共同拓展第三國市場。

貳、出席活動相關情形

一、9月2日搭機赴印尼雅加達，晚間與雅加達台灣工商聯誼會餐敘

當日傍晚時間抵達印尼雅加達後，旋即與外貿協會市場拓展處李副處長文鈺及雅加達台灣貿易中心廖主任俊生等出席由雅加達台灣工商聯誼會盧副理事長廷姜邀請之歡迎晚宴，與當地四十餘臺商交流，席間聽取臺商建言如下：

1. **提供貸款融資及徵信服務：**由於印尼貸款融資年利率高(超過 8%)，臺商建議國內銀行可提供中小企業赴印尼投資者貸款服務，另有關徵信問題，似可藉由在印尼當地成立認證公司之方式，協助國內銀行進行資產價格估算。
2. **後送服務納入保險商品：**印尼醫療資源匱乏，間接影響我商投資意願，建議政府可協調國內保險機構提供相關保險商品，例如將後送服務納入給付，俾利遭遇緊急健康狀況時可後送回臺灣就醫。
3. **協助輸出稻米耕作技術：**印尼土地肥沃，一年共可收成三次，市場潛力龐大，惟當地尚缺乏耕種稻米技術，建議我國政府可協助輸出稻米耕作相關技術。
4. **提供有意投資印尼廠商協助：**建議我國政府比照日本作法，提供有意赴印尼投資之廠商協助，尤其係盼縮短投資審查時程，俾使臺商成為我國國力之延伸。

二、9月3日出席印尼臺日企業合作媒合會

本媒合會為「臺日共同開拓第三國市場」專案年度重要活動之一，於印尼汽機車產業聚落大城芝卡朗市(Cikarang)舉辦，由我外貿協會及日本貿易振興機構雅加達辦事處(JETRO Jakarta)主辦，包括日本瑞穗銀行、雅加達日本商會及雅加達台商工商聯誼會等協助宣傳活動及積極邀請周邊企業參與，駐印尼代表處經濟組蔡秘書京樺亦出席(議程資料如附件一)。

1. 我方代表與日方代表致詞：

活動首先由外貿協會市場拓展處副處長李文鈺及 JETRO Jakarta 所長鈴木啟之代表上台致詞，其中李文鈺副處長指出，「臺日共同拓展第三地市場」專案

主要目標係為臺日企業創造有效的互動交流平台，以增進雙方對彼此的了解與認識，進而促成產業鏈結合作。尤其我國在印尼有逾 2,000 家臺商，具備深厚的華僑人脈優勢，以及良好的製造、銷售能力與客製化調整彈性；日本汽機車及家電產業雖已布局印尼市場多年，惟隨當地市場需求不斷增長，仍有擴大產能及尋求合作夥伴空間，因此印尼已儼然成為臺日企業合作最重要的市場之一。

JETRO Jakarta 鈴木啟之所長則表示，臺日雙方自去年於雅加達舉辦交流會後，本年進一步選定於日本汽機車業者較多之 Cikarang 舉辦一對一媒合會，盼藉此機會為臺日企業打開在印尼市場的合作之門。目前印尼日商約有 3,000 家，其中又以汽車產業發展最為成熟，多集中於西爪哇省的 Cikarang 與 Karawang，惟隨著印尼經濟快速成長，許多日商也在積極擴大尋求合作夥伴，盼藉本次活動成功連結雙方企業，並滿足日方對當地汽機車、家電等產業之購料需求。

2. 現場洽談情形：

致詞結束後，接續由優群科技、益實實業、建大工業及志豐電子等 10 家我商，以及川崎重工印尼分公司(KAWASAKI)、B2B 電商平台 MONOTARO Indonesia 及物流商 SANKYU 等 3 家日商依序上台簡報(摘述部分廠商簡報資料如附件六)，簡述各公司之產品內容及優勢，並開始進行一對一媒合活動。

本次 22 家與會日商以汽車零配件製造商、機械、建築及電商物流為主，其中包括汽車零配件商 ARGAPURA(TOYOTA、NISSAN 及 SUZUKI 等大型車廠之供應商)、 Sugity Creatives(TOYOTA 供應商)、電鍍大廠 Uyemura Indonesia 及知名 B2B 電商平台 Monotaro Indonesia 等業者，我商則以汽車零配件、電子及基礎工程為主，現場交流場面熱絡，個別洽談情形如下：

- (1)日商 **Xacti Indonesia**：日本老字號光學設備製造商，在印尼設廠多年，有設備需汰舊換新及擴廠需求，本次特別看中我商台達電子印尼分公司，渠表示台達電子可提供工廠供電與節電規劃，且在當地有分公司，可提供後續設備維修服務，將進一步討論設計細節與軟硬體規劃，預期採購商機可達 200 萬美元。此外，Xacti Indonesia 亦與我車用電子相關廠商如神達數位、

飛鳥車電及全崴科技等進行洽談，渠表示我國製造的行車紀錄器具國際水準，費用也較自日本進口更為便宜，預期採購金額可達 20 萬美元。

(2)川崎燃氣渦輪印尼分公司：渠表示由於工程專用車輪胎對安全性要求相當高，目前許多零件係從日本進口，成本負擔大，因此對我建大工業的工程車用輪胎表示極高興趣，預期後續採購商機可達 40 萬美元；另渠對我金屬沖壓零件廠商 **Cahaya Sentosa Abadi, PT** 所提供之管線零件開模與金屬鑄造產品亦表示高度興趣，甚至媒合會前就已與我商進行聯繫瞭解，後續雙方合作機會相當高。

(3)B2B 電商平台 Monotaro Indonesia：據現場我商表示，透過 B2B 電商平台進入市場雖然需要負擔部分關稅及運費，但不失為體察市場的作法之一，我商驛盛車用電子即表示，臺灣出口至印尼的產品雖然品質良好，但因關稅問題導致價格偏高，成為臺灣廠商跨足海外市場一大阻礙，若可透過線上平台先行推廣品牌知名度及試水溫，再藉機找尋合適的代理商配合，也是一個適合進入當地市場的選項，另據渠表示本次媒合會預期採購商機上看千萬美元。

根據外貿協會統計，本次活動共計 27 家我商及 22 家日商參與（出席廠商名單如附件四、五），其中超過 8 成我商皆有與日商合作之經驗，主要參與目的係盼販售零件與設備，僅少部分具規模之當地臺商有與日商合資、共同研發之能力(如台達電子)。另據現場問卷調查統計，本次媒合會可望促成逾 1,200 萬美元商機。

三、9月4日返抵臺北

9月4日下午搭乘班機返臺，完成此行媒合任務。

參、心得與建議

本次媒合會成功為臺日企業合作踏出第一步，多數我商對成果表示滿意及肯定，認為透過此管道結識許多商業夥伴及瞭解現階段臺日企業需求，盼持續參與相關活動，且據 JETRO 現場調查回饋顯示，日商反應普遍良好，顯見本次媒合成效佳。針對本次活動提出心得與建議如下：

- 一、 **與日商合作須長期經營培養信賴感，以維持供應鏈關係**：日本企業重視產品品質與品牌形象維持，因此會慎選合作伙伴及供應商，且日商對製程、品質與檢驗的要求相當嚴格，不會立即下單，建議我商除須維持品質外，亦需投入更多時間與耐性，長期經營企業人脈以維持合作關係。
- 二、 **建議聚焦特定產業與特定日商媒合**：現場臺商如台達電建議未來類似活動應聚焦特定產業與特定日商進行媒合，才能吸引較多日商參與，並能直接切入核心需求。另益實實業建議未來可改採與日本大型商社企業辦理採購說明會之方式，協助我商與日本大型企業採購部門進行對接，或由我國大型企業代表領軍，帶領整串供應鏈與日本企業直接洽談，以擴大整體效益。
- 三、 **建議於當地辦理大型日商採購會**：經訪談我商表示，除建議媒合會應有明確的產業分類外，由於大型日商採購品項較廣，建議可邀請 2~3 家大型日商(如三菱、日系車廠等)辦理採購說明會。外貿協會第一時間已向日方表達我商建議，惟日方表示仍需待詢問業者意願後再議。
- 四、 **日商對自臺灣前往印尼拓銷之我商有較高興趣**：本次參與我商可分為自臺灣前往印尼拓銷之業者，以及在當地的臺商，經現場訪談我商及 JETRO 調查日商反應後瞭解，日商對自臺灣前往印尼拓銷之業者有較高興趣，尤其係針對車用電子相關產品，如神達數位的行車紀錄器及益實實業的車用電線即特別受到日商青睞，現場洽談情形踴躍，據瞭解主要係因此類我商尚未有當地合作夥伴，且產品多元化，未來有許多合作空間與機會。
- 五、 **日本企業較封閉保守，我商仍須積極主動聯繫接洽**：本次媒合會成功為臺

日商在印尼建立合作橋梁，惟後續仍須我商積極主動與日方聯繫接洽，方能克盡其功，另建議外貿協會應定期與本次參加之我商保持聯繫，瞭解媒合進度及其拓銷需求，俾本局作為未來執行本專案之參考。

附件一、議程

Time	Activity	Remarks/ Note
10:00-11:00	Registration	
11:00-11:05	VIP Introduction	MC(English)-Introduction of representatives of JTEA 、 The Jakarta Japan Club (JJC) 、 PT. Bank Mizuho Indonesia 、 Mizuho Bank
11:05-11:15	TAITRA-JETRO Remarks	TAITRA-Wen-Chen, Lee (Deputy Director, Market Development Department) JETRO- Mr. Keishi Suzuki, President Director.
11:15-11:30	Presentation – Mizuho Bank	Mr. Hisato Tanabe, Joint General Manager
11:30-12:45	Presentation – Japanese & Taiwanese Company	Proceeding in English
12:45-12:50	Inauguration & Group Photo	
12:50-13:30	Lunch & Networking	Buffet (where is held in the same ball room as matchmaking event.)
13:30-16.00	Trade Meeting	(30 Min @session)

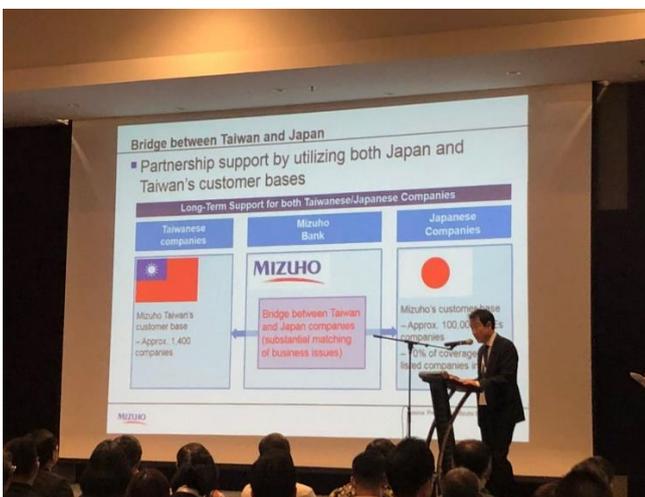
附件二、活動照片



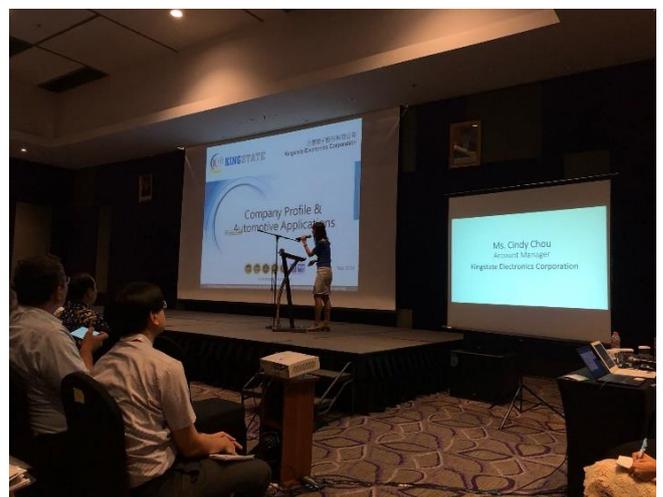
外貿協會李副處長文鈺致詞



JETRO Jakarta 鈴木啟之所長致詞



日本 MIZUHO 銀行 Hisato Tanabe 經理致詞



我商志豐電子上台簡報



我商飛鳥車用電子上台簡報



日商 Sankyu Indonesia International 上台簡報



現場貴賓上台合影



現場媒合情形 1



現場媒合情形 2



現場媒合情形 3

附件三、行程表

日期	時間	行程	備註
9月2日 (一)	07:00	赴桃園國際機場櫃檯報到	
	09:15 15:35	搭乘長榮 BR237 前往印尼雅加達 (飛行 5 時 20 分)	地點：桃園機場(TPE) T2 抵達：雅加達國際機場(CGK) T3
	15:35 17:35	抵雅加達後，搭乘休旅車前往下 榻及舉辦媒合會之飯店 The Clecton Hotel	地址：Kawasan Industri Jababeka 2, Jl.Cipto Mangunkusumo Blok A.II, Kavling Medical City,Bekasi 17530 Indonesia 電話：+62 21 8932 1299
	18:00 21:00	與雅加達台灣工商聯誼會與當地 四十餘位臺商餐敘並交流	地點：四季餐廳
	夜宿	The Clecton Hotel	
9月3日 (二)	09:30 10:00	確認會場情形及安排貴賓入場	
	10:00 10:45	開場、貴賓唱名、致詞、合影	我方：外貿協會李副處長文鈺致詞 日方：JETRO Jakarta 鈴木啟之所 長、瑞穗銀行田邊久人副支店長致 詞
	10:45 12:30	臺商及日商依序上台簡報公司背 景及產品內容	
	12:30 13:30	午餐	
	13:30 16:30	辦理一對一媒合會	
	17:40 20:00	與外貿協會台貿中心餐敘	
	夜宿	The Clecton Hotel	
9月4日 (三)	09:00 12:00	飯店 Lobby 集合，前往雅加達國 際機場	
	14:20 20:45	搭乘長榮 BR238 返臺 (飛行 5 時 25 分)	

附件四、出席我商名單

No	Company Name	Industry
1	優群科技股份有限公司 Argosy Research Inc.	連接器 Battery connector , RF connector
2	飛鳥車用電子股份有限公司 Asuka Autotronics INC.	車用電視盒及鏡像盒、車用影音主機 Multimedia Head Unit, Mirroring Box, Car-use TV Receiver Car etc.
3	Cahaya Sentosa Abadi, PT	金屬沖壓、模具製造 Molding
4	Cana Hardware Industrial, PT	金屬加工、捲釘 Metal processing/ coil nails
5	潘欣國際有限公司 Citi Plumb, PT	塑膠射出 Plastic Injection/ Plastic Plating
6	Daijo Industrial, PT	金屬加工、塑膠射出 Metal Working/Plastic Injection
7	台達電子印尼子公司 Delta Electronics, Jakarta	電源、自動化、資通訊基礎建設 Power management, Automation and ICT Infrastructure
8	登騏科技股份有限公司 Digital Delta Ltd.	電線 Structured cabling
9	益實實業股份有限公司 Elka International Ltd.	車用機內線束 Wire Harness for Automobile
10	弋揚科技公司 Eupfin Elektronik Indonesia, PT	車輛管理系統 GPS
11	福威爾有限公司 Fucolor Indomaret, PT	化學藥品、染料 Chemicals/Textile
12	Greencold, PT	建材 Raw Materials for Construction
13	Harsen, PT	藥品 Medicine
14	華儀實業(印尼)有限公司 Hua Yii Indonesia, PT	短纖維不織布 Textile
15	鉅祥企業股份有限公司 Indonesia G-Shank Precision, PT	金屬沖壓件 Metal Stamping Parts
16	建大工業股份有限公司 Kenda Rubber Industrial Co., Ltd.	巴士、汽車、摩托車輪胎 All kind of Tires
17	志豐電子股份有限公司 Kingstate Electronics Corporation	蜂鳴器、警報器、喇叭、麥克風

No	Company Name	Industry
		Buzzer/Siren/Speaker/Microphone/Hands-free Mic
18	金日實業股份有限公司 King Sun Indo Utama, PT	冷卻塔製造商 Machinery-Cooling Tower
19	神達數位股份有限公司 Mitac Digital Technology Corporation.	行車記錄器 Dashboard camera
20	新進工業股份有限公司 Shin Chin Industrial Co., Ltd.	車用開關、保險絲座、汽車電源轉換器、汽車室內燈、高功率 LED 工作燈 Car Switch、Fuse Holder、Auto Power Adapter、Car Interior Lamp、High Power LED Work Lamp
21	信音企業股份有限公司 Singatron Enterprise Co., Ltd.	電子連接器、防水連接器、車用連接器 Electronic connector、Waterproof connector、Car connector
22	中興工程顧問公司印尼辦事處 Sinotech Engineering Consultants, Ltd.	工程顧問 Engineering consultants
23	光藤縫技有限公司 Starindo Gemilang, PT	縫紉機 Machinery-Sewing machines
24	全巖科技有限公司 Three-In-One Enterprises Co., Ltd.	工業用內視鏡、折射計、車用測試計、汽車玻璃維修工具、行車記錄器 Borescopes、Endoscopes、Auto Testers、Windshield Tools、Refractometers
25	興炳精機股份有限公司 Yishen Industrial Ltd.	汽機車零配件 Auto parts
26	驊盛車用電子股份有限公司 Wieson Automotive Co., Ltd.	汽車線束、汽車天線 Automotive Wireless Charger、Wire harness、Antenna、ADAS Solution
27	TNP maternity and Baby, PT	成衣、消費性產品、美妝保養零售 Retail

附件五、出席日商名單

No	Company Name	Industry
1	ARGAPURA	汽機車零配件 Automotive Parts
2	Banshu Electric Indonesia	汽機車零配件、線束 Automotive Parts、Wire Harness
3	CTC Techno Solutions Indonesia	IT 產業 IT
4	Howaska Mesin Indonesia	提供發電機維修、保養等服務 Maintenance and Toriding
5	ISID INDONESIA	IT 產業 IT
6	JAC Indonesia	諮詢服務 Consulting
7	Jaya Obayashi/ジャヤ大林	建設業 Construction
8	The Jakarta Japan club	商會 Organization
9	Kawasaki Gas Turbine Asia Sdn. Bhd. Jakarta Representative Office	製造業(發電裝置) Manufactur Generator
10	Monotaro Indonesia	電子商務 E-Commerce
11	Mori Building	房地產 Real Estate
12	ROKI ASIA TRADING INDONESIA	汽機車零配件 Auto parts
13	SBCS Indonesia	諮詢服務 Consulting
14	SOMAGEDE INDONESIA	商社 Trading house
15	Sugity Creatives	汽機車零配件 Automotive Parts
16	Suryacipta Swadaya	房地產 Real Estate
17	SUZUYO INDONESIA	物流 Logistics
18	TOKAI TEXPRINT INDONESIA	紡織 TEXTILE
19	TSUCHIYA MANUFACTURING INDONESIA	汽機車零配件 Automotive Parts
20	Uyemura Indonesia	汽機車零配件 Automotive Parts
21	Xacti Indonesia	電子製造業、汽機車零配件 Manufacturing Electronic、Auto parts
22	Yahata Industry Indonesia	汽機車零配件 Automotive Parts

附件六、出席我商及日商簡報

1. 優群科技股份有限公司

ARGOSY
ARGOSY RESEARCH INC.
@LTK

Company Profile

Aug. 2018

Global Locations

Argosy Research Inc.

Founded: Aug. 1987 (Apr. 2004 IPO, Taiwan Stock No. 3217)
 Workforce: 1,000+ (Office & Production)
 Global Locations: Hsinchu & Taipei (Taiwan), Kunshan & Suzhou (China)
 Chongqing, Shenzhen, & Hefei (China), San Jose (USA)
 Capital: USD 27M (NTD 821M)
 Turnover: USD 57.7M(2018), 52.1M(2017), 48.7M(2016)

Hsinchu HQ & Factory Established in 1987 55 Employees
 Taipei Sales Office Established in 1999 45 Employees
 Kunshan Factory Established in 2006 650 Employees
 Suzhou Factory Established in 2012 350 Employees

Certificates

EICC 5.1 Silver/ RBA 6.0 IATF 16949 Plating License

QC 080000 OHSAS 18001 ISO 9001 ISO 14001

Customer Recognition

Zero compliant & *RMA in HP and OEMs
for continuous 2 years

*RMA = Return Material Authorization

Our Mission & Core Competence
Argosy Research Inc.

Aggressive

- Prior robotic arm adoption in connector manufacturing
- Proactive in international associations, JEDEC, USB-IF, etc.
- Setup High-Frequency chamber with CST MWS & e6071c ENA for 3D EM simulation

Reliable

- Zero quality claim & Leading position in volume production with high precision machinery & highly automation assembly
- In house production with highly vertical integration: design, tooling, stamping, plating, injection, assembly, & inspection
- RBA/EICC Silver certificate with score 163/200

Immediate

- Fast response: 24/7 hours reply, 48 hours lead-time notice, 72 hours proposal & diagram offer
- 1 month safety inventory level
- Global sales service

High Frequency Capability

3D Design & CAE High Frequency Boards

Agilent Network Analyzer In-house EMC Test Chamber

Customer Recognition

Wistron ranks Argosy as "A Class" Excellent Quality Supplier for continuous 7 years

Ranking - Connectors

Parts	Vendor	Quality Scoring Level	Purge Starting Times	Issue Rate
A	Wistron	4.0	25	0.0
	Argosy	3.5	25	0.0

B	Wistron	3.5	25	0.0
	Argosy	3.0	25	0.0

*RMA = Return Material Authorization

Product Series

All Compliance with EIA, MIL-STD, REACH & RoHS

Product types shown: HDMI 4, USB, Waterproof, Audio, USB 3.4A5, Mini PCIe, Cable, PD 2.0 & 3.0, USB, LVDS, SATA, SATA, SATA.

ARGOSY®
@LTK

DDR SO-DIMM Series

DDR2 /3 /4 /5 SO-DIMM Applications

- Key: A /B /E /G /M
- Top-mount /mid-mount

2

ARGOSY®
@LTK

DDR Long DIMM Series

DDR4 & 5 Long DIMM Applications

- Color: black, blue, gray, green, nature, red & yellow
- Surface: Glossy / Matte

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ARGOSY®
@LTK

USB Type-C Series

Applications

- Obtain USB-IF TID
- All pass >10,000 times mating tests
- All support Gen 2 (10 Gbps)

IPX8 waterproof

THUNDERBOLT

13

ARGOSY®
@LTK

USB Type-C Cable Series

PD 2.0 & 3.0 Applications

- Obtain USB-IF TID
- All pass >10,000 times mating tests
- All support Gen 2 (10 Gbps)

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ARGOSY®
@LTK

M.2 (NGFF) & Mini PCIe Series

M.2 (NGFF) Applications

- Key: A /B /E /G /M
- Top-mount /mid-mount

Mini PCI Express

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ARGOSY®
@LTK

RF Coaxial Series

RF Coaxial Applications

RF Switch

17

ARGOSY®
@LTK

Metal Parts Series

Antenna (customization) Applications

EMI Shielding (customization)

18

ARGOSY®
@LTK

Connector Development Process

Our "Vertical Integration & Automation" provide customers with Total Satisfaction for QCDS.

ARGOSY®
@LTK Factory (1)



Stamping



Plating



Injection



Mold Processing

17

ARGOSY®
@LTK Factory (2)



Robotic Arm Assembly



Auto CCD Inspection & Packaging



Automated Assembly

18

ARGOSY®
@LTK Lab Equip.- Electrical Tests & RoHS



High Voltage Test



Contact Resistance Test



EDX-720 Test (RoHS)

21

ARGOSY®
@LTK Lab Equip.- Mechanical Tests



Durability Test



Mating & Un-Mating Force Test



Vibration, Shock & Drop Test



Hardness Test

22

ARGOSY®
@LTK Lab Equip.- Environmental Tests (1)



High Temp. Oven



Salt Spray Test



Humidity Test



Moisture Content Test



Thermo-Shock Test



Temp. Rise Test

19

ARGOSY®
@LTK Lab Equip.- Environmental Tests (2)



Reflow (Solderability)



X-Ray Test
(Terminal Plating Thickness)



EMC Test Chamber

20

ARGOSY®
@LTK Lab Equip.- Appearance Inspection



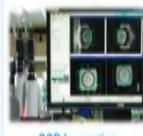
2D Video Projector



Horizontal Projector



Vertical Projector



CCD Inspection



Polishing Machine



Height Gauge

23

2. 益實實業股份有限公司

Elka Group Company Presentation

September 2019

Our Values

Quality Reliability Honesty Responsibility

Elkat Malaysia (M) Sdn. Bhd.

197,000 sq' (18,300 M²) Total Area Size

Production B
Testing & Packing
Production A
Production C
Production D&E (Future Plan)
To be increased floor area with additional 40,000sq' (3,700 M²)

Audited by Deloitte. Introduced SAP in 2012.

A Well Organized Company with Credibility

Financial Credibility Systematic Organization

Audited by Deloitte. Introduced SAP in 2012.

Evolution of Elka

- Pioneered in the Middle East Countries
- Stepped into Manufacturing
- Collaborated with Foreign/American Customers on OEM/ODM basis
- Expanded our product portfolio to PCB Assemblies and Electronics Manufacturing
- Provided Value-Added Services for Industrial Customers

Trading
Cable assemblies
OEM/ODM
Electronics manufacturing
Industrial manufacturing service

Elka, founded in 1974
Everlink, founded in 1982
Elkat, founded in 1991
Yungliay, founded in 1999
Kunshan Everlink, founded in 2005
Everkat Savlink Joint venture in 2017
Dafeng, founded in 2018

An experienced electronics manufacturer

China
Hong Kong
Taiwan
Malaysia

45 years' experience in connection solutions

Manufacturing Facilities

Everkat Taiwan	1982	2,400	24,125
Elkat Malaysia	2005	2,500	26,242
Yungliay China	1999	700	22,950
Everlink China	2003	400	22,200
Everlink China	2005	500	26,242
Da-Hong China	2014	300	22,240

Established Work Place Production Lines

A Comprehensive Service Provider

Order management
Material management
Vendor management
Lead-time management
Logistics management
Shipment consolidation

Elka Product Portfolio

Excelling in data transmission, including audio, video, and power.

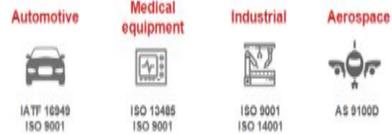
I/O Solution	Mobile Solution	Industrial Solution
for audio and video		
<ul style="list-style-type: none"> DisplayPort™ HDMI® Hybrid Any two or more of the interfaces integrated 	<ul style="list-style-type: none"> DisplayPort™ Lightning™ USB 	<ul style="list-style-type: none"> Cable Assembly Custom connector design Metal parts OEM PDB/PCBA Plastics parts OFM Tooling Final assembly

Memberships



elka INTERNATIONAL LTD | elka

In Compliance with various International Quality System



elka INTERNATIONAL LTD | elka

Heavy Duty Connector



elka INTERNATIONAL LTD | elka

Heavy Duty Connector



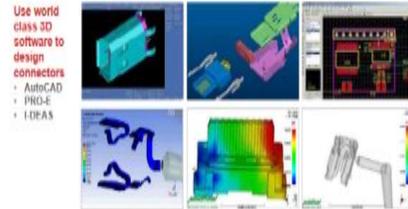
elka INTERNATIONAL LTD | elka

Cable Assembly



elka INTERNATIONAL LTD | elka

Customized Connector Design



elka INTERNATIONAL LTD | elka

Automotive

- ▶ Exceptional project development support
- ▶ Complete quality-driven production process in-house
- ▶ Enhanced material tolerances
- ▶ Variants for high temperatures range
- ▶ Strong marks from qualified automotive supplier audits
- ▶ IATF 16949:2016 facility certification
- ▶ Format to use VDA 6.3, PPAP, FMEA, Control Plan, 8PC, 8D method, IMD6
- ▶ High frequency test available

elka INTERNATIONAL LTD | elka

Core Technologies for Automotive



- Customized connector design
- PCB assembly
- Cable assembly
- Reliability test
- Manufacturing production
- Continuous improvement

elka INTERNATIONAL LTD | elka

//// In-car entertainment system



- Display port / USB charges
- USB sub harness charges
- Connect to Car video player for data transferring
- Video Display
- HDMI cable type E – 2 & 4m
- ISO 6722-1:2011 Test voltage & Temperature



ELKA INTERNATIONAL LTD. | elka

//// Mobile GPS device



- Car charger extension for GPS device.
- Need stable electrical supply to protect GPS device.



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//// Medical Equipment



ELKA INTERNATIONAL LTD. | elka

//// Industrial Equipment



ELKA INTERNATIONAL LTD. | elka

//// Antenna system



- Auto antenna cable harness
- RF cable assembly with using RG174 coax cable.
- AM/FM splitter
- Achieved low temperature -40degC, humidity 93%, 96 hours.



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//// Motorbike Speaker cable



- Speaker wire harness
- Use resistance to sunlight and pass environment test molding material.



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//// AR/VR Devices



ELKA INTERNATIONAL LTD. | elka

//// Aerospace



ELKA INTERNATIONAL LTD. | elka

Key Customers (Industrial)



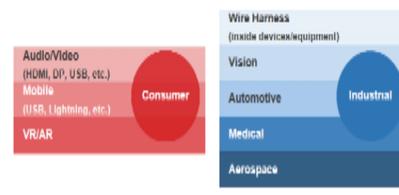
ELKA INTERNATIONAL LTD. | elka

Key Customers (Industrial)



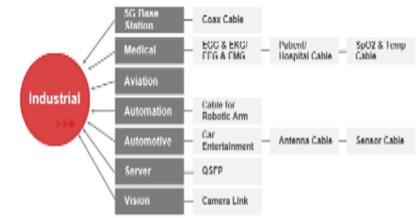
ELKA INTERNATIONAL LTD. | elka

Current Market Position



ELKA INTERNATIONAL LTD. | elka

Future Target Market



ELKA INTERNATIONAL LTD. | elka

Key Customers (Consumer Electronics)



ELKA INTERNATIONAL LTD. | elka

Short to Mid-term Planned Activities

- Group-wide E-Flow Implementation (e-Management)
- Production Process Automation
- Connector Manufacturing
- Continuous Investment on the Technology
 - Consumer Interface (USB 4, Type-C 2.0, HDMI 2.1&2.2, DP 2.0, etc.)
 - Server-related (QSFP)
 - RF (12Gbps DMC Coax Cable, Cable for 5G)
 - Cables for Car Electronics (Entertainment, Camera Module, Sensor, Antenna)
 - Cables for Robotic Arms

ELKA INTERNATIONAL LTD. | elka

Core Value to Grow



ELKA INTERNATIONAL LTD. | elka

Thank You!

Richard Ho
 richardho@elka.com.tw

elka | ELKA GROUP

- Taiwan: www.elka.com.tw
- Malaysia: www.elkagroup.com
- China: www.elka.com.cn

3. 建大工業股份有限公司

DESIGNED FOR YOUR JOURNEY

1

1. Company Profile
 2. Products
 3. Marketing & Branding
 4. OE Supply
 5. R&D
- 2

Locations



Taiwan Plant



Founder & Chairman

Founder / Chin-Pao Yang

Year 1962

Group Chairman

Chairman

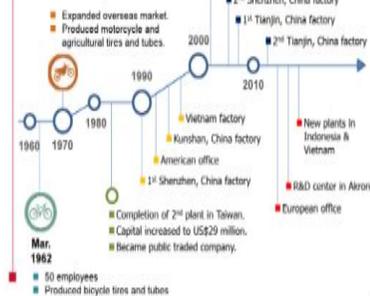
Nowadays

Ying-Ming Yang

Jimmy Yang

3

History

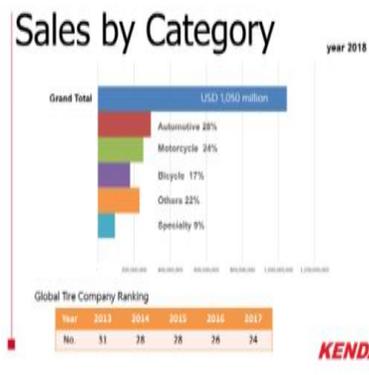
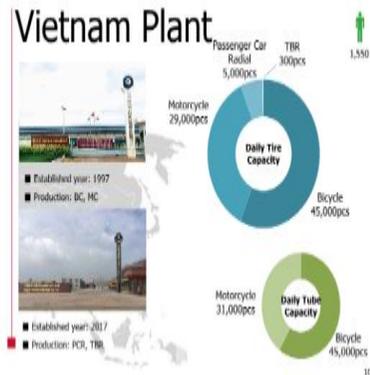
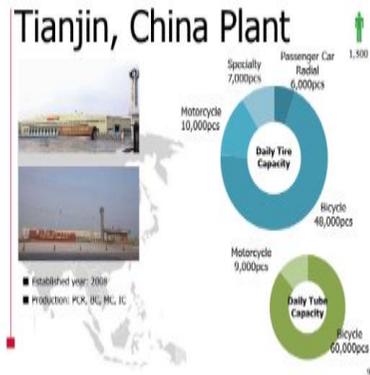


Shenzhen, China Plant



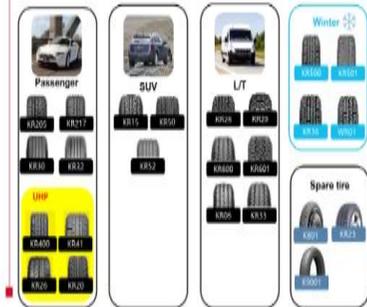
Shanghai, China Plant





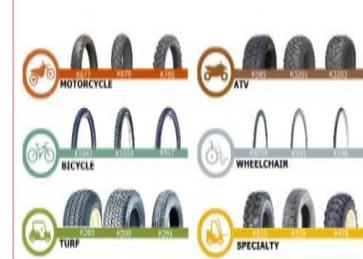
1. Company Profile
2. Products
3. Marketing & Branding
4. OE Supply
5. R&D

Products



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Products



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Marketing & Branding



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Marketing & Branding



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1. Company Profile
2. Products
3. Marketing & Branding
4. OE Supply
5. R&D

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Marketing & Branding



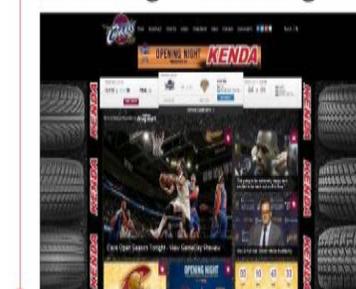
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Marketing & Branding



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Marketing & Branding



24

Marketing & Branding



25

Marketing & Branding



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Marketing & Branding



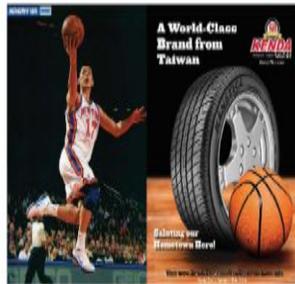
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Marketing & Branding



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Marketing & Branding



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Marketing & Branding



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Marketing & Branding



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Marketing & Branding



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Marketing & Branding



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1. Company Profile
2. Products
3. Marketing & Branding
4. OE Supply
5. R&D

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OEM Supply

Others

Brand	YAMAHA	EMMI	PLU Car	Auto Parts	YAMAHA
Brand	YAMAHA	EZGO	Club Car	EVANGELIST	TORO
Brand	HUSQVARNA	YAMAHA	BRIGGS & STRATTON	KUBOTA	DOOSAN
Brand	Husqvarna	YAMAHA	BRIGGS & STRATTON	Kyobota	DOOSAN

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1. Company Profile
2. Products
3. Marketing & Branding
4. OE Supply
5. R&D

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OEM Supply

Automotive manufacturer (outside of China)

Brand	HONDA	MAZDA	TOYOTA	MITSUBISHI	BMW	FIAT
Brand	HONDA	MAZDA	TOYOTA	MITSUBISHI	BMW	FIAT

Automotive manufacturer (inside of China)

Brand	FAW	Geely	Changan	Baotai	BYD	SAIC
Brand	FAW	Geely	Changan	Baotai	BYD	SAIC

Brand	FAW	Geely	Changan	Baotai	BYD	SAIC
Brand	FAW	Geely	Changan	Baotai	BYD	SAIC

Brand	FAW	Geely	Changan	Baotai	BYD	SAIC
Brand	FAW	Geely	Changan	Baotai	BYD	SAIC

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OEM Supply

Motorcycle manufacturer

Brand	HONDA	YAMAHA	SUZUKI	BMW	NISSAN	YAMAHA
Brand	HONDA	YAMAHA	SUZUKI	BMW	NISSAN	YAMAHA

Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA
Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA

Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA
Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA

Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA
Brand	YAMAHA	SYM	YAMAHA	YAMAHA	YAMAHA	YAMAHA

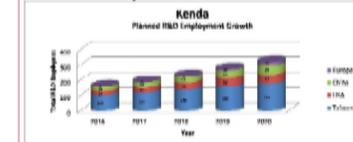
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R&D Location



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R&D Manpower



Kenda America Technical Center

- Tom Williams (Mechanical Chief Engineer, 20 yrs in career) -> Vice President at KENDA America Technical Center (KATC)
- Dan Quares (Manufacturing Manager - Leading Engineer, 20 yrs in career) -> Engineering Manager
- Gordon Griffith (Mechanical Chief Engineer, 20 yrs in career) -> Research Manager
- Martin Engelhardt (Mechanical Manager - Compound Development, 10 yrs in career) -> Compounding Manager
- Greg Conroy (Senior Senior Development Engineer, 20 yrs in career) -> Senior Project Engineer
- Joshua Harris (Mechanical - Principal Engineer, 10 yrs in career) -> Senior Project Engineer
- Sam Kinley (Development, Mechanical - Chief Engineer, 20 yrs in career) -> Research Scientist
- Brian Murphy (Development, Mechanical - Chief Engineer, 20 yrs in career) -> Senior Software Engineer

Advisors of Tire compound/compound design

- Mr. Tamas Mészáros (20 yrs, 18 yrs in career)
- Mr. Andras Mészáros (20 yrs, 18 yrs in career)
- Mr. Sung Wook Hong (20 years, 18 yrs in career)



KENDA AMERICA TECHNICAL CENTER

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4. Kawasaki Gas Turbine Asia Sdn. Bhd. Jakarta Representative Office(日商)

Prime Movers for Energy Solutions

2019 edition
Kawasaki Gas Turbine Asia Sdn Bhd

What's Kawasaki?

Kawasaki
Powering your potential

Gas Engine Gas Turbine

Suitable Utilization of Kawasaki Energy Products

Kawasaki can arrange Gas Engine and/or Gas Turbine depending on your demand!

Kawasaki Gas Engine Features

- Power Output 5.2 / 7.8MW @50Hz
- Highest Electrical Efficiency 49.5%
- Excellent Partial Load Performance
- Wide Operating Range 30 -100%
- Quick Start-Up (In 10minutes to 100% Load)

Kawasaki Gas Turbine Asia Overview

Kawasaki Gas Turbine Asia (KGA) is an affiliated company of Kawasaki Heavy Industries Ltd. (KHI) with its head quarter in Malaysia. KGA is focused on the sales and after-sales gas turbine and gas engine business throughout West Asia, SEA and Pacific rim. In April 2018, KGA has opened the representative office in Jakarta.

Sahid Sudirman Center (Central Jakarta)

Co-Generation System (Combined Heat & Power)

Fuel ; 30%OFF CO₂ ; 48%OFF

Kawasaki Gas Engine Features

- Highest Electrical Efficiency 49.5%
- Excellent Partial Load Performance
- Wide Operating Range 30 +100%

Keep High Efficiency Operation in the wide range

Kawasaki Gas Engine Features

Quick Start/Stop
In 10 minutes to rated load (100%)
In 5 minutes to unload (0%)

Kawasaki Gas Turbine Features



- Power Output **1.7~30MW @ISO**
- Highest Total Efficiency **>80%**
- Application to several systems
- High Fuel Flexibility
- Capability for island operation

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Kawasaki Gas Turbine Line-Up



Gas Turbine Model	Electrical Output	Electrical Efficiency	Total Thermal Efficiency
GPB17D	1,630kW	25.9%	80.1%
GPB50D	4,440kW	31.9%	84.5%
GPB80D	7,670kW	33.2%	83.2%
GPB180D	17,970kW	33.6%	84.0%
GPB300D	32,160kW	39.1%	85.1%

Normal Performance: Inlet Air Temperature: 15 degree C, Inlet Pressure Loss: 0.99 kPa, Exhaust Pressure Loss: 2.05 kPa / 1.43 kPa (GPB17D, GPB180D, GPB300D)

All models can reach to over 80% for total efficiency

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Worldwide Gas Turbine/Gas Engine Experiences



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Conclusions

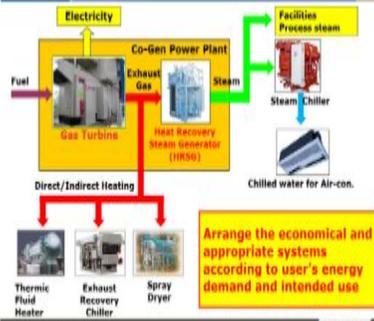
- Kawasaki can supply both Gas Turbine and Gas Engine depending on user's energy demand and requirement
- Kawasaki Gas Engine
Electrical efficiency is world class **49.5%**
- Kawasaki Gas Turbine
Total Efficiency can reach to **over 80%** in all models

Kawasaki can contribute to energy solutions with Prime Movers (Gas Engine / Gas Turbine)

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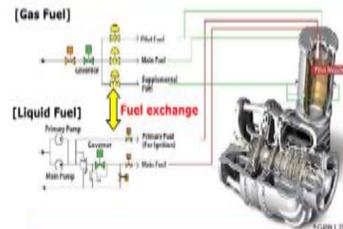
Application example to several systems



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Fuel Flexibility



- Capability for Natural Gas, LPG, Diesel, Kerosene, etc (Dual Fuel Capability)
- Fuel Exchange at all load range

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KAWASAKI
POWER SYSTEMS

Kawasaki
Powering your potential

Contact to
Muneyuki Nishi (nishi_muneyuki@khi.co.jp)
Kemal Baskoro (kemal_baskoro@kgajkt.co.id)

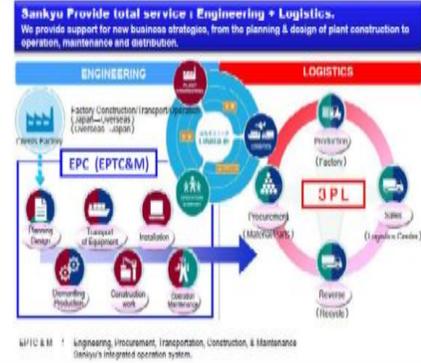
Our Service SANKYU

Forklift Operation **Sea & Air freight** **On-site Operation**

Warehousing (General & Special) **Land Transportation** **Plant engineering**

We provide various services in Indonesia by our own assets & Manpower.

Business Model SANKYU



Cikarang Logistics Center (Location) SANKYU

SANKYU "NEW Warehouse Hub" in East Jakarta

Indonesia is now considered as the most attractive country which has one of the largest domestic consumption market expanding day by day. Industrial Zone located in east of Jakarta is a symbol of the country's industrial development where many multi-nation companies are seeking opportunity to expand their business here. In order to respond to customers' request Sankyu Indonesia had therefore decided to build a new warehouse in Cilela Mas City, Bekasi, 37km east from Jakarta Metropolitan.

Warehouse Code	Area (sqm)	Year
1	10,000	2013
2	30,000	2014
3	10,000	2014
4	10,000	2014
5	10,000	2014
6	10,000	2014
7	10,000	2014
8	10,000	2014
9	10,000	2014
10	10,000	2014

East Industrial Zone

Cikarang warehouse started operation in 4th quarter in 2013
We established 2nd warehouse in 2014

Cikarang Logistics Center (Warehouse) SANKYU

WH Total Space : 38,836 m²

(Detail)

Structure: Combination Steel and Concrete Construction

Walls: Lower : Concrete, Top : Galvanneal Steel

Withstanding Load: 1.3T/m²

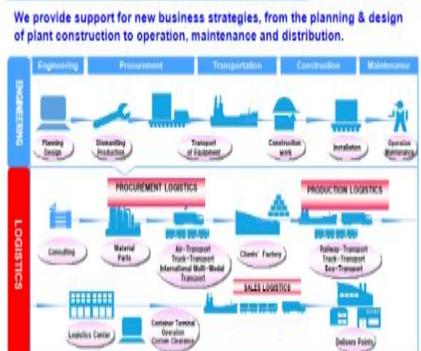
Dock Leveller: 1:17

[Phase2] two-storied building
-Total 31,626m²
-Distribution processing space: 475m²

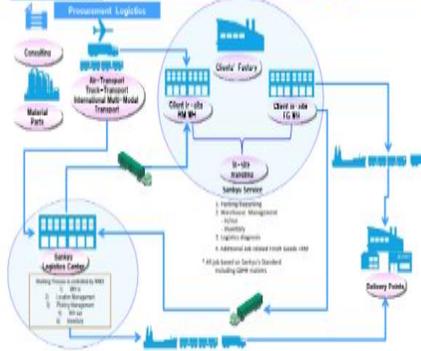
[Phase1] General goods: 5,210m²
-Dangerous goods: 1,816m²

[Total Land Space : 63,792m²]

Engineering and In-plant business SANKYU



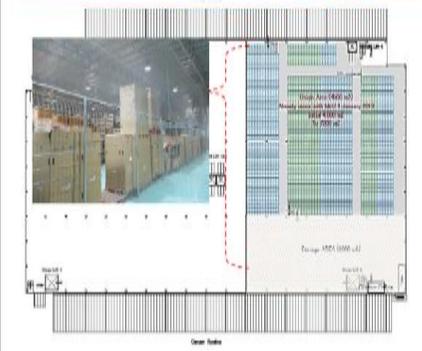
3PL Services SANKYU



Cikarang warehouse (PLB Ground Floor) SANKYU



Cikarang warehouse (PLB 1st Floor) SANKYU



Cikarang warehouse picture

SANKYU



- [General] Installed 6 steps racking system & specific forklift (3way forklift).
- [Dangerous Goods] installed shuttle racking system & fully equipped with sprinler, fire prevention walls, eye washing & body washing shower.

Case-1

SANKYU

(1) A Japanese company example in Foods Industry

Key points of our services

- Services for "Total Foods" made in Indonesia for sales of Singapore. (Our working scope : On-site operation in client's Indonesia factory, transportation between factory and our WH, warehousing, Export FWD, Import FWD.)
- Customized "Hub-type" logistics schemes based on our own-developed system and ICT systems with our client.
- Providing a reasonable amount of products from Indonesia to Singapore.

Production Site: Integrated Inventory Management, Total Delivery Control, W/H & FWD & other service.

Client's factory in Indonesia: (On-site operation), (Scheduled Delivery), (Production SIP), (Exp FWD), (Imp FWD), (Sales SIP).

Singapore WH: Full system secondary control.

Yearly Volume: 600 FCU.

The totally logistics cost reduction by Our W/H with low storage charge in Indonesia as main DP.

Providing a reasonable amount of products timely from Indonesia to Singapore

Warehouse Management System

SANKYU

(1) Outline of Sankyu WMS (Web-LINCS@PLUS)

Integrated inventory across Sankyu warehouses in Japan & overseas is shown on a single screen.

Virtual Inventory Management makes your supply chain transparent.

Collaboration with core system

Part in Japan: YOKOHAMA, NAGOYA, KOKUBE, MIYAZAKI

Sankyu's self-developed system for logistic center operation. Web-LINCS can carry out "logistics" visualization for customers in real time based on our standard wireless track-type system.

- Inventory Search:** Enables to refer to accumulated inventory in our warehouses. (1st or past 30 days)
- Receiving Inquiry:** Enables to refer to track receiving information of inventory in our warehouses. (1st or past 30 days)
- Shipping Inquiry:** Enables to refer to track shipping information of inventory in our warehouses. (1st or past 30 days)
- Stock Balance:** Enables to refer to our stock balance based on a past designated period. (1st or past 30 days)
- Inventory Movements:** Enables to refer necessary inventory volume needed for shipping based on designated period of shipping/delivery receiving schedule. (1st or a maximum of 10 days)

Case-2

SANKYU

(2) B Japanese company example in Automotive-parts industry

Key points of our services

- Item : Engines rings and other automotive parts.
- Providing services : Forwarding services of products from Vietnam, warehousing services, JIT and route delivery, Pickup of materials (JITM) (1st level boat), Preparing services for materials (JITM) (1st level boat) to Vietnam.
- Working volume : Import 200 EU/Month, Export: 70 EU/Month, Delivery track: 24/day

Comprehensive 3PL service designed differently every time for each clients

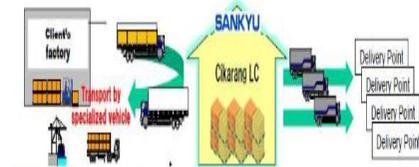
Case-3

SANKYU

(3) C Japanese company in Petrochemical Industry

Key points of our services

- Item : Indonesia domestic sales lubricant oil / Imported raw materials
- Providing Services : Delivery from client's factory, Warehousing service
- Working volume : Storage: 5,000pallet, Delivery truck: 30/Day
- Note : Operation started with the start of warehouse in 2014.



(Image of the Warehouse services)

We provide Japan Quality warehouse and delivery services in Indonesia

SANKYU

Thank You トクノバツト **ধোনোবাদ**
トクノバツト

"Thank You"
is our Spirit.

カマノ **ขอบคุณ ครับ ค่ะ** トウリマ カシ- **Terima kasih** カムン **Cám ơn**