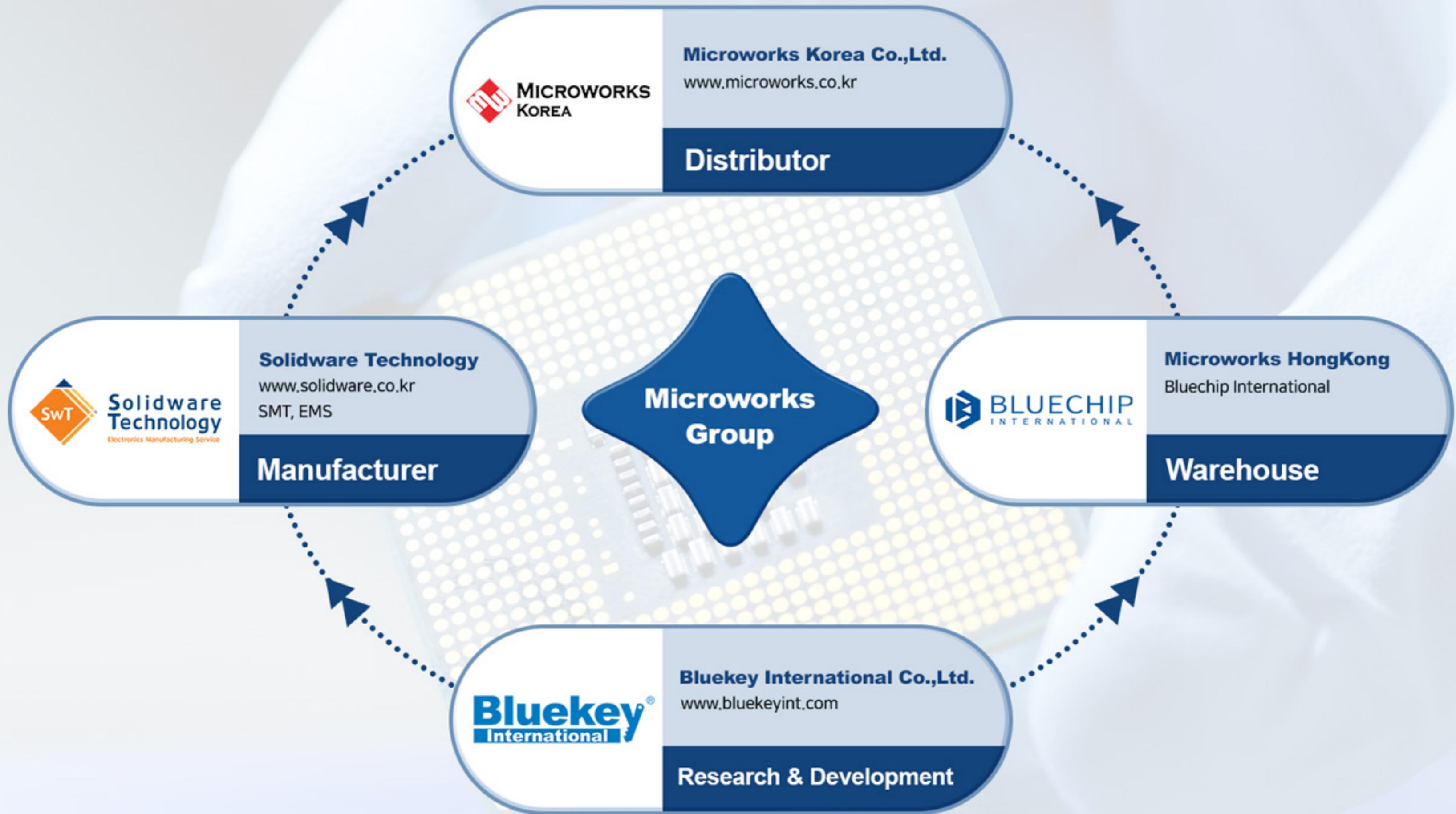




MICROWORKS KOREA CO.,LTD
GLOBAL SOURCING DISTRIBUTOR



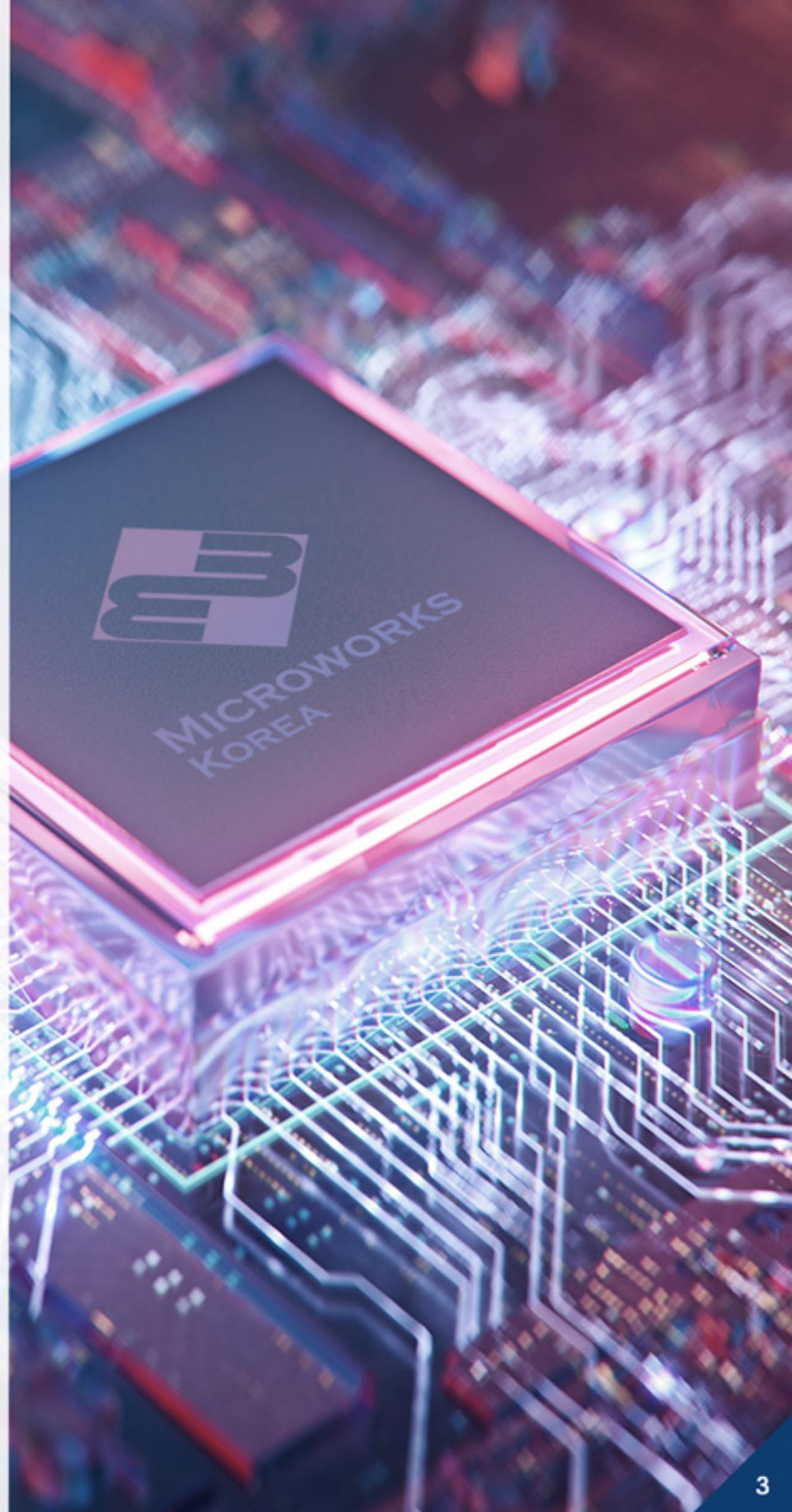
GLOBAL SOURCING DISTRIBUTOR

Microworks Korea is a strong and reliable distributor of electronic components in South Korea, founded in 2007

Corporate Name	MICROWORKS KOREA CO.,LTD.
TEL	02-6112-7320 (Rep.)
FAX	02-6112-7321
Web	www.microworks.co.kr
Head Office	#614, Ace Gwang-myeong Tower 108 Haan-ro, Gwangmyeong-si Gyeonggi-do 14319, Korea
Branch	Microworks Hong Kong (Sourcing & Warehouse) Microworks China (Warehouse) Microworks Taiwan (Warehouse) Microworks USA (Warehouse) Microworks JAPAN (Warehouse)
Employees	20 + Global Sourcing Team - 8 Sales Team - 8
Total Sales	\$11.4 million (2017) \$1.8 million in exports (2017)
Certified	  INNOBIZ 기술혁신형중소기업  DRAMeXchange Venture for Tomorrow  ISCP 11 year Club Verified

Milestone

- 07 - 09 | • MICROWORKS KOREA COMPANY ESTABLISHED
• ERAI MEMBER (USA) GLOBAL SOURCING DISTRIBUTOR
• WINBOND BROKER - DISTRIBUTOR
• ZEMIITZ FRANCHISE DISTRIBUTOR
• OS-CON FRANCHISE DISTRIBUTOR
- 10 - 12 | • MICROWORKS KOREA LIMITED COMPANY ESTABLISHED / D.U.N.S. CERTIFIED
• ASD (AnalogSolutionDevice) FRANCHISE DISTRIBUTOR & REPRESENTATIVE
• ISO 9001:2008 CERTIFIED
• CORERISE (SSD) DISTRIBUTOR & REPRESENTATIVE
- 13 - 15 | • RUNCORE (SSD) / FRANCHISE DISTIBUTOR & REPRESENTATIVE
• CILICOILS (Inductors for Automotive) / FRANCHISE DISTRIBUTOR
• VOLEX (CABLES AND CONNECTORS) / FRANCHISE DISTRIBUTOR
• API DELEVAN (POWER INDUCTOR) / FRANCHISE DISTRIBUTOR
- 16 - 19 | • DUKE (Peek Tube) FRANCHISE DISTRIBUTOR
• GOODRAM (Memory Cards) FRANCHISE DISTRIBUTOR
• I&C Technology (WifiModule) - FRANCHISE DISTRIBUTOR
• SEMICONDUCTOR COMPARISON SITE SCHEDULED TO OPEN
• REGISTERED QUALITY MANAGEMENT SYSTEM ISO 9001:2015 CERTIFIED
• KOREA INNO-BIZ CERTIFIED
• KOREA VENTURE INDUSTRY ASSOCIATION CERTIFIED



Executives



Stanley Ahn

■ CEO

- E-Rae Electronics Industry Co., Ltd. R&D Center : Senior Researcher
- Hankook Semiconductor Communications Co., Ltd.
: Samsung Semiconductor franchise FAE
- ENC KOREA : Winbond, Zilog Franchise FAE, Manager
- Classic Components Korea Co., Ltd. : Sales Team Director

- Inha University Graduate School : Completed the course of MBA
- Hanyang Cyber University : Telecommunication engineering
- Dale Carnegie Advanced Management Program Course Graduated
- Seoul University FIP(Future Integrated-technology Program) completion

Edward Kim

■ Director



- Gunnet : Software Engineer
- Classic Components Korea Co., Ltd. : Purchasing Team Manager
- Microworks Korea Co., Ltd Director
- Export : USA, Europe, Japan, China, Taiwan

Organization

MICROWORKS

HK, CHINA, TAIWAN, USA, JAPAN

SALES TEAM

- R&D Support
- OEM Sales
- Schedule Order

ONLINE-SALES TEAM

- Urgent Stock Sourcing
- Small Quantity Batch
- Technical Data Support

EXPORT TEAM

- Export All Over the World
- Technical Data Support
- Competitive Price & Lead Time

SOURCING TEAM

- Source from Global Franchise
- Global Sourcing Experts
- Hot Issue Items

ACCOUNTING

- Taxation Support
- Payments
- Management

T.O.Q.C

- Quality Inspection
- Faulty Inspection
- RMA Support

B2B MARKETING

- Website Management
- SNS Marketing
- B2B Management

MANAGE MATERIAL

- Stock Management
- LOT Management
- OEM Excess Management

Franchise Lines



● Distributor Line

■ Microworks Branch

◆ Global Sourcing (Only from Distributor)

Global Sourcing & Sales

Sourcing

- Source from wide distributors
- Authorized Distributors | D/C within 2 Years
- 25,000 Suppliers

Sales

- Schedule Orders [NCNR] : 6 month ~ 1 Year
- Stock Sourcing [Urgent Delivery]
- Weekly Memory Offer [Global Market Price Flow]
- Customized Quotation
- Turn-Key Service

Goal

- Deduct 10% of M/C

Good Handle

- GOOD PRICE, GOOD DELIVERY, GOOD QUALITY



Specialty



Franchise Distributor

- 15 Franchise Distributor Lines
- ERAI Member
- Leadtime / Stock Selling
- Compare World Wide Franchise Pricing



Weekly Memory Offer

- Weekly Memory Offer
 - Mailing Every Monday
- All Memory Support
- NAND, DRAM, NOR, Module, USB Card.
- SSD.HDD



Global Sourcing Distributor

- Urgent Stock Sourcing
- Turn-KEY
- EOL parts
- 6 Global Sourcing Experts
- 25,000 Verified Suppliers
- Leadtime : Asia 2 days / EU, US 4 days



Excess Stock

- Using World Wide B2B
(Brokerforum, IC Source, etc.)
- Local / Overseas Franchise Stock Buy & Sell
- OEM / EMS Excess Stock Buy & Sell

Specialty

Purchasing

- Based on Vendor Verification Program
- 20 Years Experienced Human Resources
- Using Huge Database
- Strict Vendor Audits
- OEM Excess Stock Buying

Sales

- Urgent Stock Sourcing
- Schedule Order
- R&D Support

Overseas Sales

- Offers franchise stock only
- 100%, 1year warranty

Vendor Verification Program

Preferred

High performance,
Full traceability,
Favorable terms

Approved

Proven vendor with
Limited terms

Conditional

Unproven or promising
Vendor with limited
Transaction history or
Limited Traceability

UVL

Unreliable Vendor List
Trading prohibited
Inferior quality
Poor performance

Target Market

Major Market

Automotive | Network | POS | PDA | LCD | Medical Device | Industrial | IOT | Robot

Sub Market

AVN | LCD Module | Blackbox | IP-Camera | Set-Top-Box | WI-FI | Gateway | GPS

Other Market

Broker | Export (American / European) | EMS | Program writing service.

Promotion 4 steps

STEP 1

BOM Receiving
Urgent Delivery

STEP 2

1st Quote for Main Part
Weekly Memory Offer

STEP 3

Detailed Quotation
For more parts

STEP 4

Schedule Order
Stock Sourcing

Partners



GE Healthcare

SIEMENS

HYUNDAI
MOBIS



CHEVROLET



SSANGYONG MOTOR



LG

tyco

KOCOM

 **sewoo**
YES WE MAKE IT

Bluebird
Driving Enterprise Value

POSBANK®

 **SK hynix**

kt

Sam4s

SECOM

 **Fastrax**
Solutions

COMMAX
SmartHome & Security

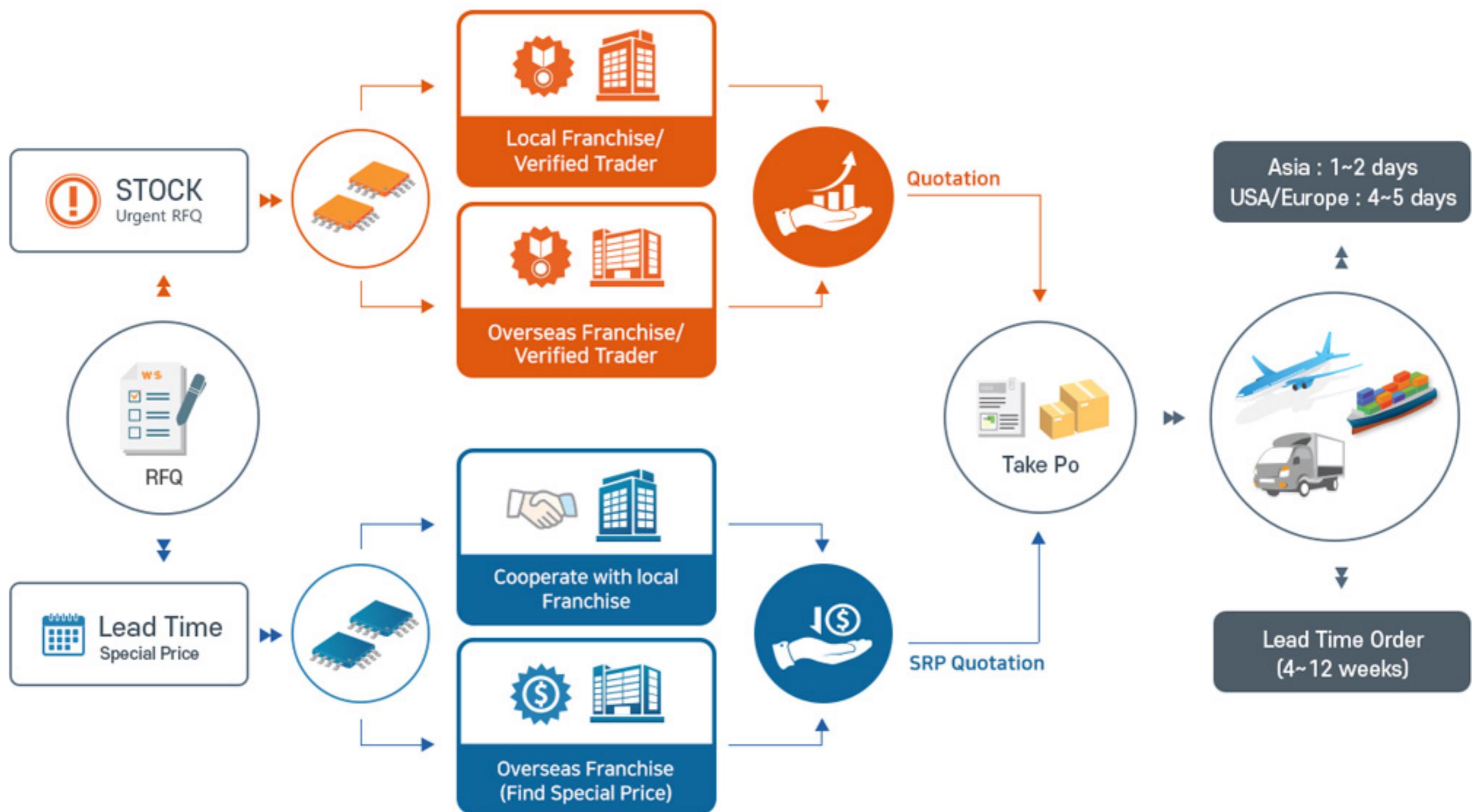
KIET
ENGINEERED

 **HYOSUNG**

Line Card

Franchise Distributor Line	Mixed Signal, Analog	FPGA
  	  	  
  	  	  
  	  	  
  	  	  
Memory	MCU & CPU	Connector
  	  	  
  	  	  
  	  	  
  	  	  

Flow Diagram

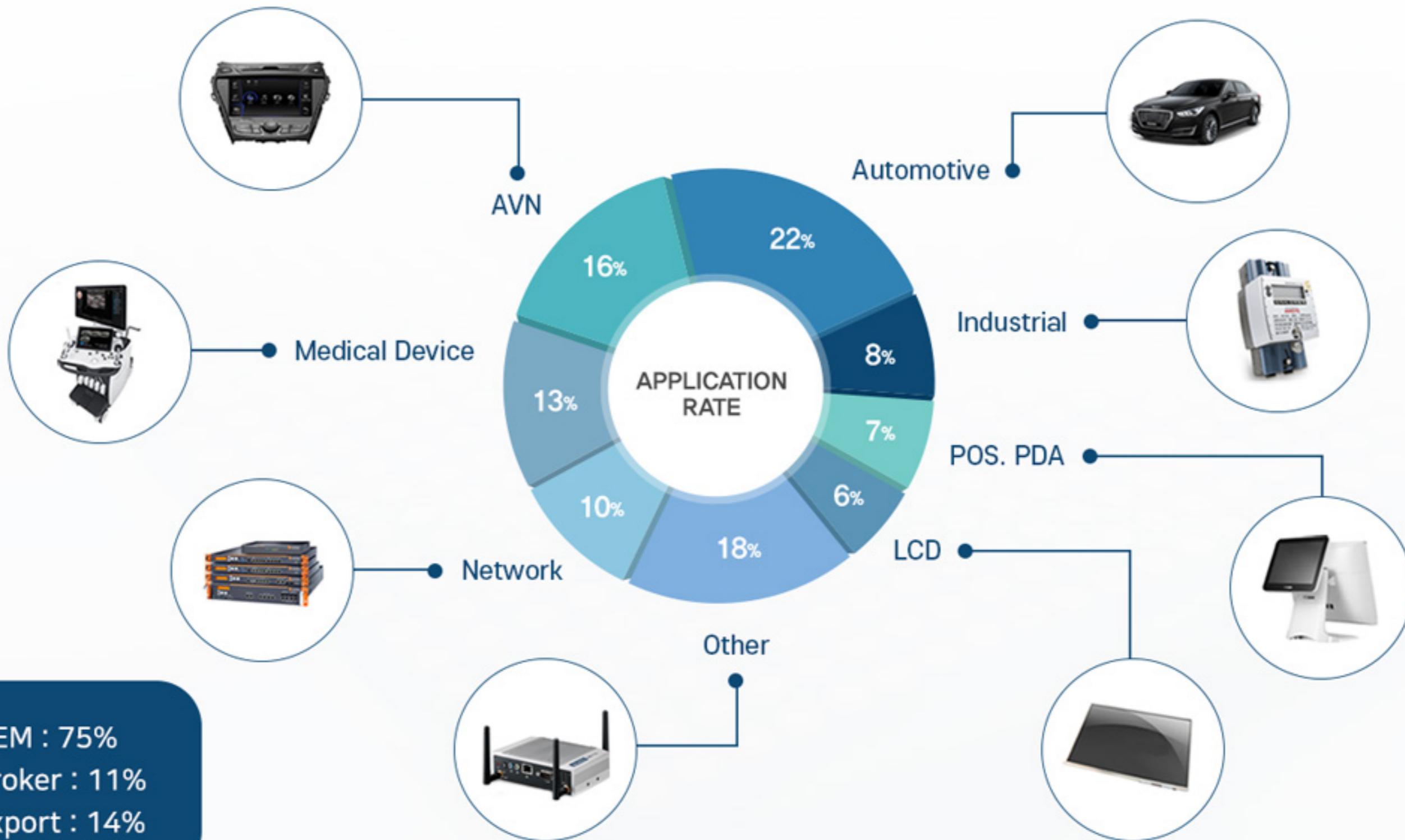


OEM Excess



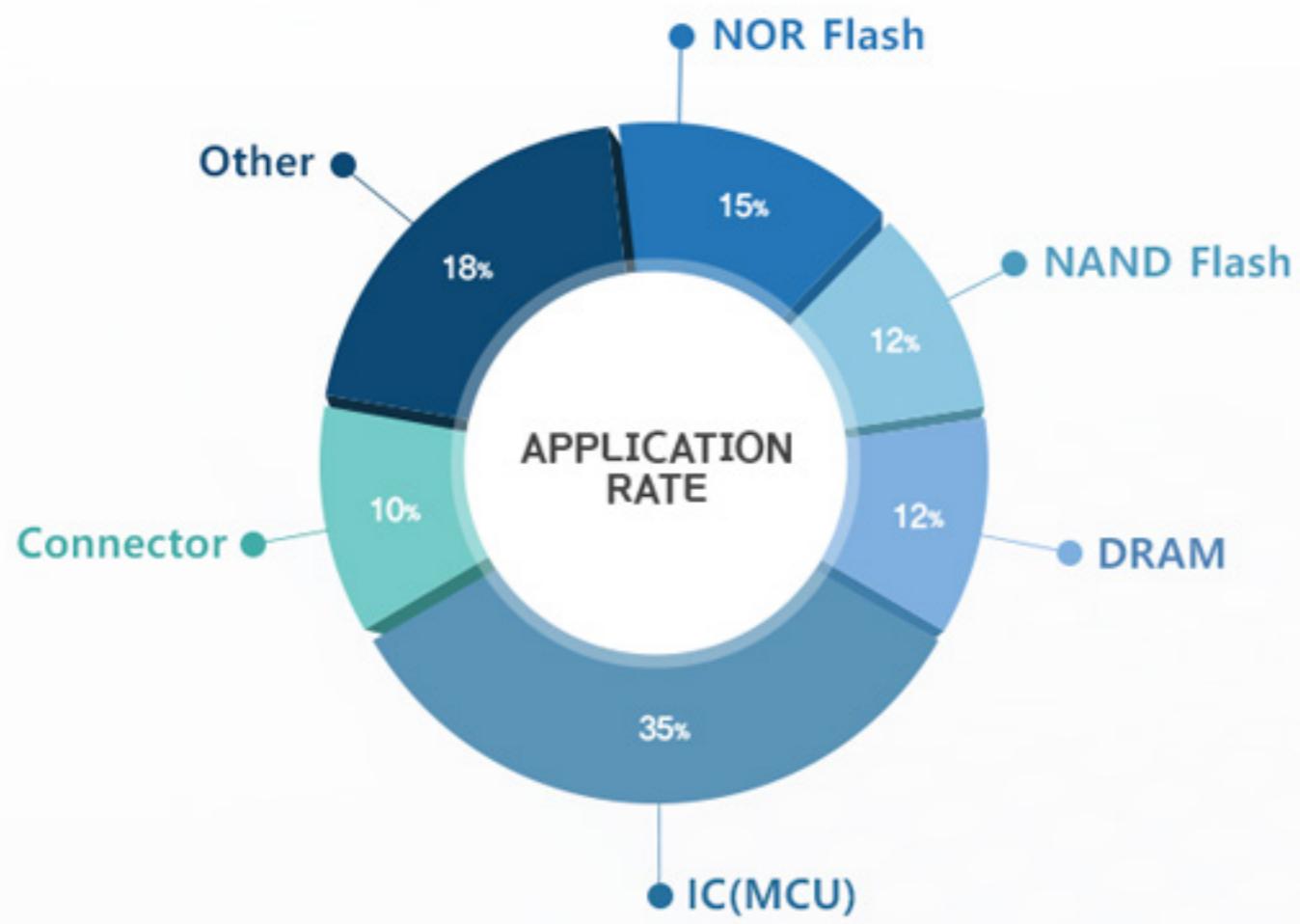
Clear excess stock, simply sharing the list

Market



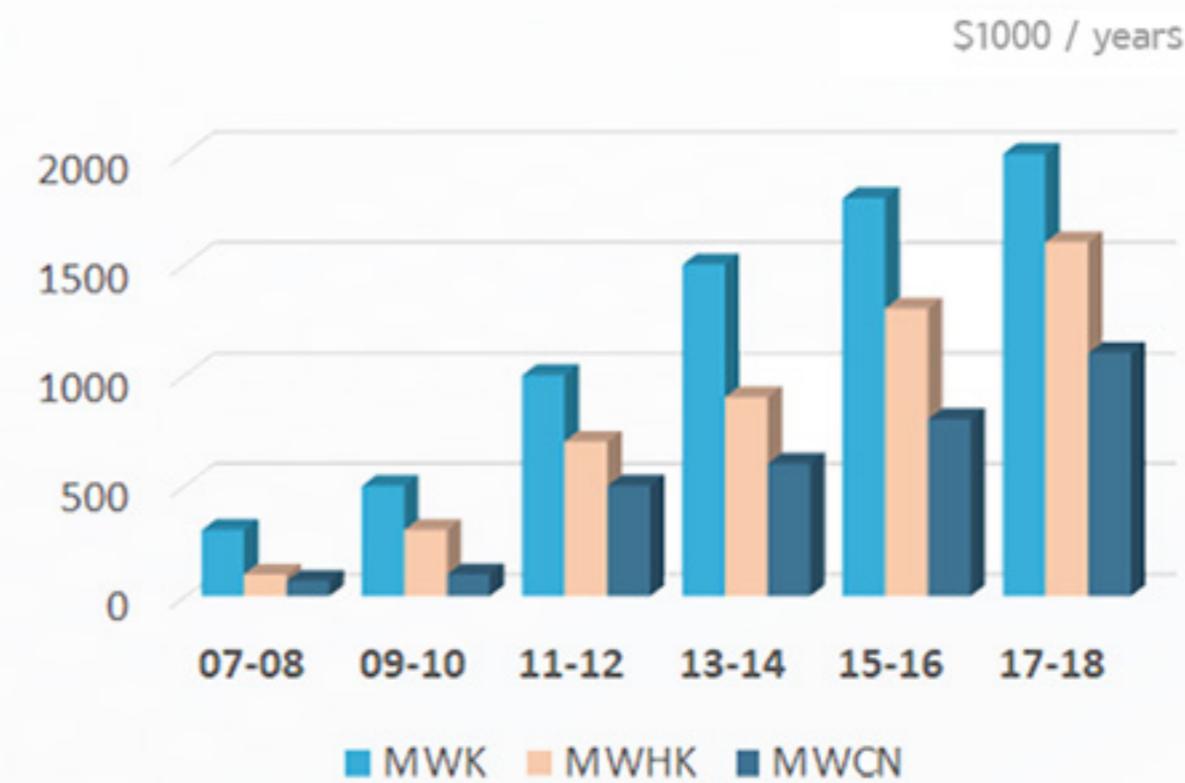
- OEM : 75%
- Broker : 11%
- Export : 14%

Market



- Memory : 75%
- IC (MCU) : 35%
- Other : 28%

Annual Sales



Equipment



Microscope



Vacuum Seal Machine



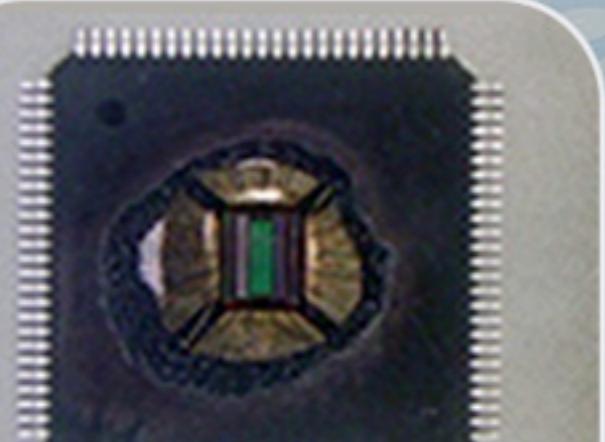
Bar-code Reader



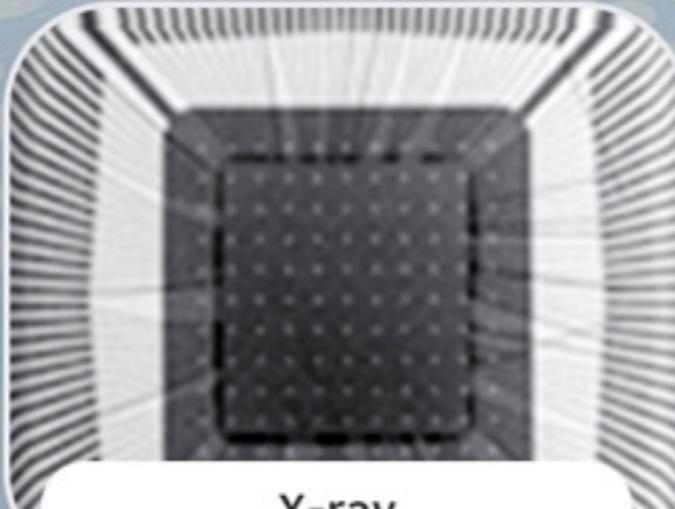
Chamber

Microworks Korea takes pictures of the part and labels of all receiving products for LOT management

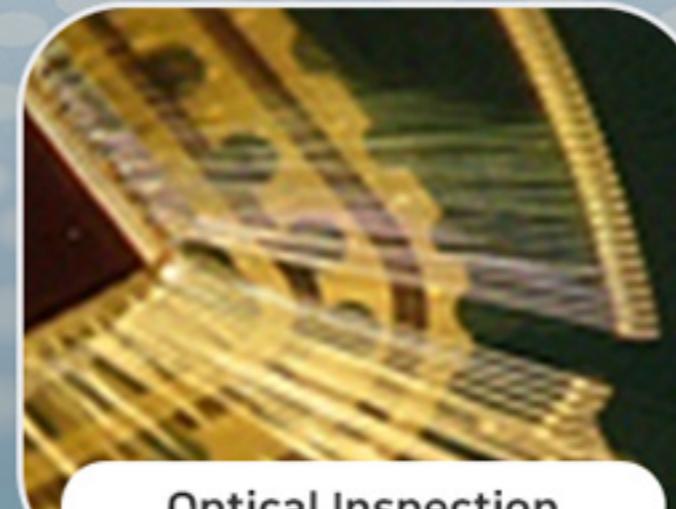
RMA Analysis



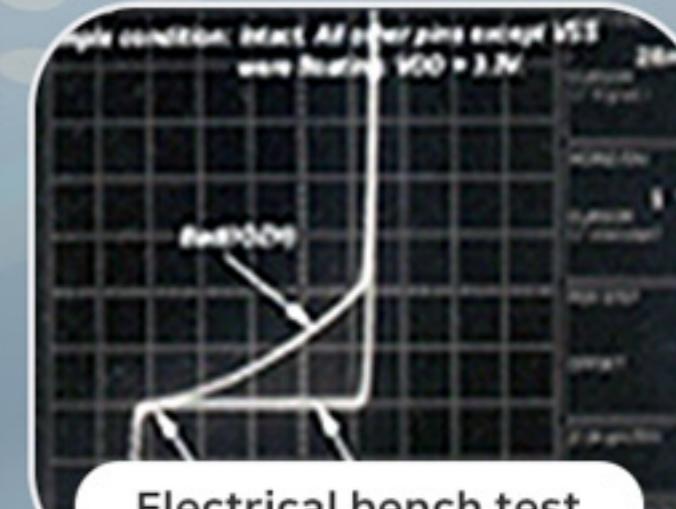
Decapsulation



X-ray



Optical Inspection



Electrical bench test

Outsource : Advanced Semiconductor Analysis Center in Korea

RMAAnalysis/ Decapsulation. X-ray. Optical Inspection. Bench test.

License & Certifications



ISO 9001:2015



2017 Korea Future Management Awards



Research and Development Division Certified



Korea Inno-Biz Certified



Korea Main-Biz Certified



Korea International Trade Association Membership



Dun & Bradstreet Certified



ERAI Membership



An online marketing business registration document



Venture Association Certified

Location



HEAD OFFICE

Microworks Korea Co.,Ltd.

- ▶ #614, Ace Gwangmyeong-Tower, Haan-ro108
Gwangmyeong-si, Gyeonggi-Do, Korea, 14319
- ▶ TEL : 82-2-6112-7320 (Rep.)
- ▶ TEL : 82-70-7568-2607 (Voip)
- ▶ Fax : 82-2-6112-7321

BRANCH

- ▶ MICROWORKS HONG KONG
- ▶ MICROWORKS CHINA
- ▶ MICROWORKS TAIWAN
- ▶ MICROWORKS U.S.A
- ▶ MICROWORKS JAPAN

Global Sourcing Team | 02-6112-7331

Export Team | 02-6112-7327

Online Sales Team | 02-6112-7328

Sales Team | 02-6112-7326

Accounting | 02-6112-7320