

KET – KOREA ELECTRIC TERMINAL IR BOOK  
(2015.09)  
(2012.02)

# Investor Relations

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# Introduction

**Korea Electric Terminal :  
7-38, SONGDO-DONG, YEONSU-GU, INCHEON CITY**

Established in April 20<sup>th</sup>, 1973

**C.E.O** : Chang-Won Lee

**Capital** : 5.2 Billion Won

( Total issued shares : 10,415,000 , Face value : 500 won )

**Sales** : 555.3 Billion Won (2014.12)

**Employees** : 1,028 ( September.30<sup>th</sup>, 2015)

**Main Products** : Connectors for Car and IT Products, IT Module, LED Frame



# History



## 1996 ~ '01

### Constant Growth

- 1996** Listed in the K.R.X
- 1997** Built the R&D Center  
Selected as "Excellent Company in Labor & Management Reconciliation by the Ministry of Labor  
Awarded "GOLDEN TOWER INDUSTRIAL MEDAL"  
Awarded The 23th national quality contest facility renovation
- 1997** YAZAKI made a stock investment in KET, receiving 7% ownership
- 1998** Made A general technical support contract with YAZAKI  
Acquisition of QS-9000(KSA-OA)
- 2000** Built Pyungtaek facility  
Won the Grand prix of accounts information by "K.A.I"
- Selected as an admirable corp. by "K.R.X"
- 2001** Awarded SINGLE PPM grand pix by president

## 1973 ~ '95

### Pioneering of connector market

- 1973** Established in yeonji-dong, Busan  
Developed connectors for electronic products
- 1974** Moved the headquarter & facilities to Kajwa-dong, Incheon
- 1983** Develop connectors for car
- 1987** Formed a Technical Alliance with YAZAKI, Japan
- 1990** Moved the headquarters & facilities to Nonhyun-dong, Namdong-gu, Incheon  
Received the industrial Award (NO.23030 contribution to the growth of trade)
- 1992** Built the Hanam plant in Gwangju
- 1994** Built the 2nd plant in Namdong (Injection-only plant)
- 1995** Acquisition of ISO-9001 Certification

## 2002 ~ NOW

### Growth to the global general parts company

- 2003** Awarded "Grand prize of transparent accounting contest" by "K.A.I"
- 2004** Established and operated local corporation in Weihai, China  
Moves Head Office & R&D Center to Song-do Techno Park, Incheon
- 2005** Introduced ERP System (SAP R3)  
Received a grand prize of Industrial Peace
- 2006** Completed Pyeongtaek Distribution Center
- 2007** Attained Presidential Citation on the National Taxation Day
- 2008** Renew A general technical support contract with YAZAKI
- 2009** Established affiliated company ( Gyeonwon Electronics Co., Ltd. - Gwang Ju )  
Awarded "Prize of Creation of many employment" by the Ministry of Labor
- 2010** Established local corporation for LED Leadframe at paju (Company Name : KET Solution )  
Established Shanghai branch of Chinese local corporation
- 2011** Extend a Pyungtaek factory and distribution center
- 2012** Awarded "A exemplary taxpayer" by prime minister
- 2013** Completion of KETS Paju 2nd facility construction  
Completion of PPS [Pedestrian Protection sensor]Development
- 2014** Completed Pyeongdong Factory  
Expanded Pyeongtaek Logistics Center  
Expanded R&D Center
- 2015** Extend a KETS Paju 2nd facility construction  
Established and operated local corporation in Vietnam



# Facilities

Provision of the growth foundation through building a large scale produce system

## H.Q , R&D CENTER

Yeonsu-gu, Incheon  
Scale : 16,502 m<sup>2</sup>



## NONHYUN FACILITY

Namdong-gu, Incheon  
Scale : 6,600 m<sup>2</sup>  
Terminal, Molding



## NAMDONG FACILITY

Namdong-gu, Incheon  
Scale : 6,597 m<sup>2</sup>  
Injection, Assembly



## PYUNGTAEK FACILITY

PYUNGTAEK, Kyunggi  
Scale : 40,268 m<sup>2</sup>  
J/B, F&R Box, IPDM



## DISTRIBUTION CENTER

PYUNGTAEK, Kyunggi  
Scale : 20,134 m<sup>2</sup>



## GWANGJU FACILITY

Gwansan, Gwangju  
Scale : 12,943 m<sup>2</sup>  
HOUSING



Weihai

Gaesung

Paju

Incheon

Pyungtaek

Gwangju

Cheongdo

## Affiliate Company

### Weihai ELECTRONICS

Weihai, China  
Scale : 49,098.48 m<sup>2</sup>  
Housing, Assembly

### KET SOLUTION

Paju, Kyunggi  
Scale : 17,045.40m<sup>2</sup>  
LED L/F products

### KET NETWORK

Cheongdo-gun,  
Gyeongsangbuk-do  
Scale : 6,865.7 m<sup>2</sup>  
IT Connetor

### KYUNGWON INDUSTRY

KAESUNG ( North Korea)  
Scale : 8,116 m<sup>2</sup>  
Assembly Parts

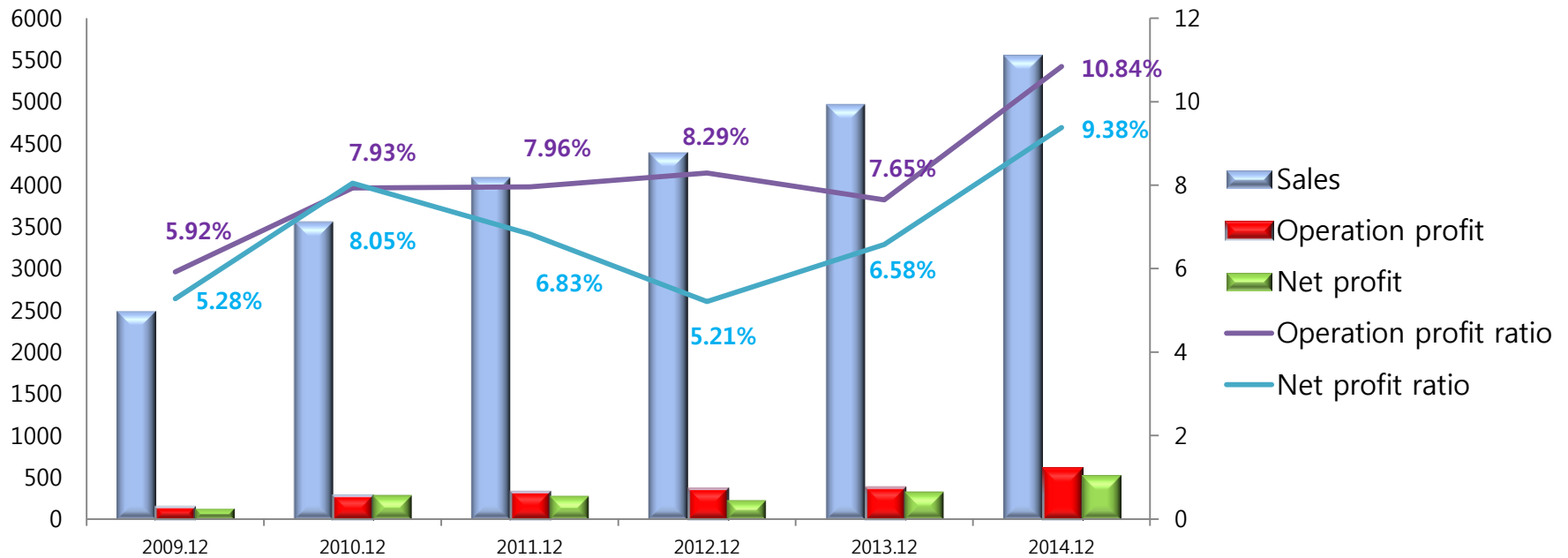
### KUNGWON ELECTRONICS

Gwansan, Gwangju  
Scale : 6,612.00 m<sup>2</sup>  
IT Connetor

### KET VINA CO.,LTD

Diem Thuy Industrial Complex,  
Vietnam

# Business Record for recent years



## ◎ Business record for recent years

(unit : 100 Million won)

	2010.12	2011.12	2012.12	2013.12	2014.12	2015.12(E)
	IFRS	IFRS	IFRS	IFRS	IFRS	IFRS
Sales	3,567	4,098	4,392	4,968	5,553	6,545
Operation profit	283	326	364	380	602	757
Net profit	287	280	229	327	521	637

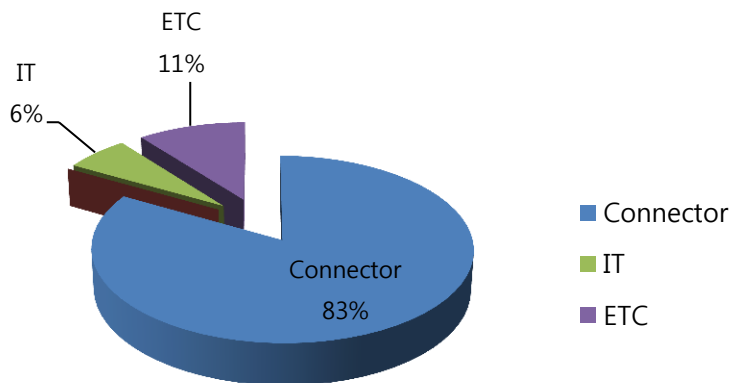
# Sales Organization of Business Parts

## Automobile

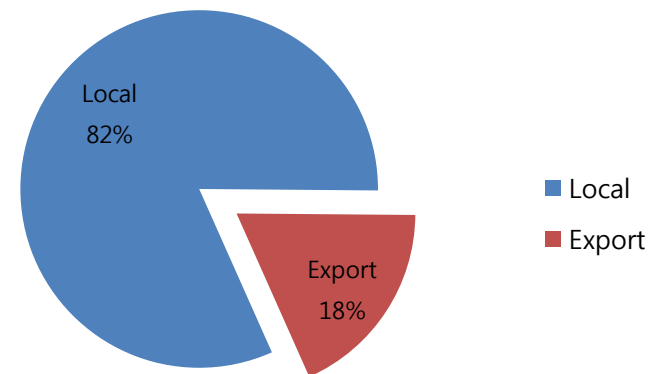
(unit : A Million won )

	Automobile business part								Total	
	Connector		F/B&J/B		IT		ETC			
	Local	Export	Local	Export	Local	Export	Local	Export	Local	Export
Sales	247,742	46,034	0	0	13,043	9,074	27,889	9,138	288,685	64,247

### Automobile Sales by products



### Automobile Sales by type



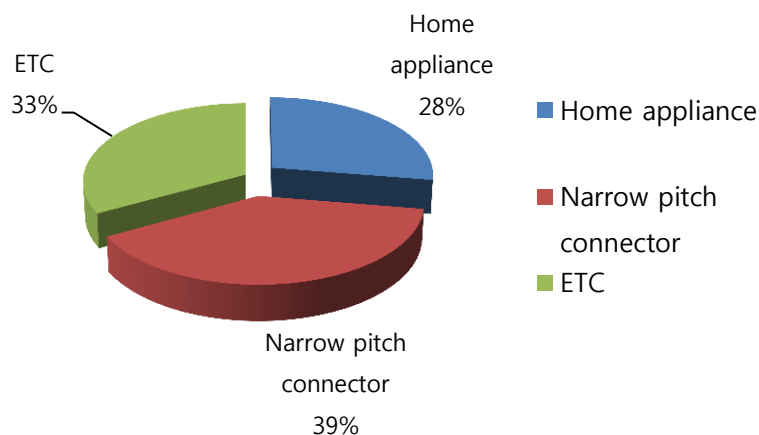
# Sales Organization of Business Parts

## Electric

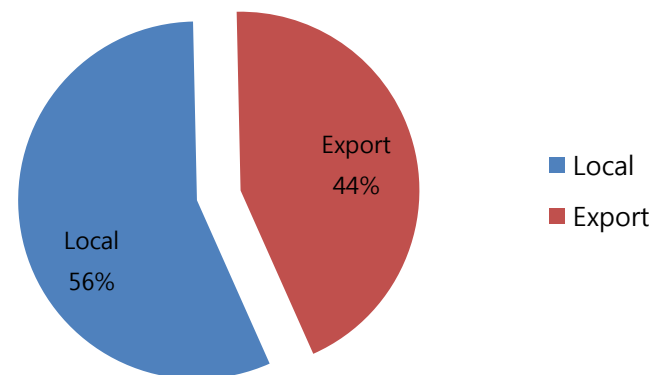
(unit : A Million won )

	Electric Business Parts						Total	
	Home appliance		Narrow Pitch Connector		ETC			
	Local	Export	Local	Export	Local	Export	Local	Export
Sales	12,403	9,232	17,689	13,332	14,159	11,757	44,251	34,322

### Electric Sales by products



### Electric Sales by type

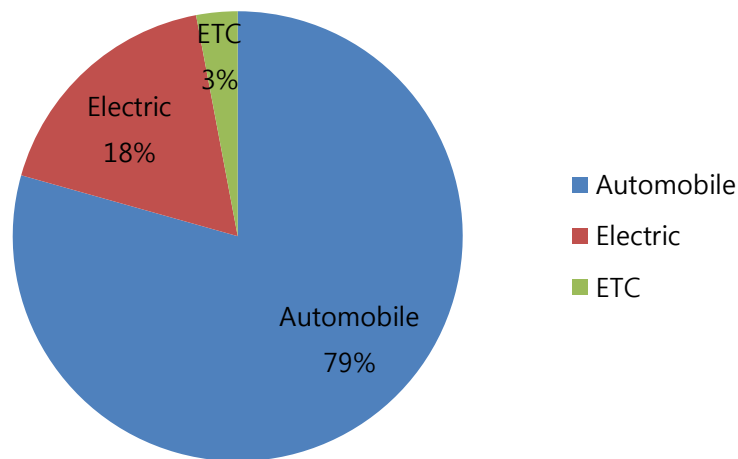




# Sales Organization of Business Parts

## Sales by Business Part

(unit : A Million won)

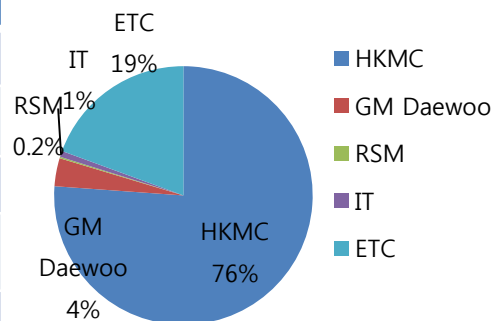


Business Part	Sales
Automobile	352,964
Electric	78,574
ETC	13,191
Total	444,730

## Main sales by business parts and companies

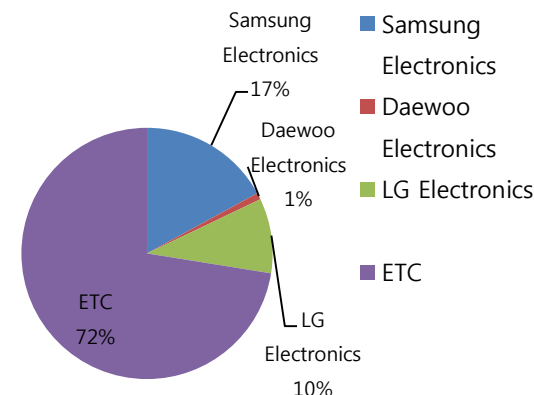
### Automobile (unit : A Million won)

Company	Sales
HKMC	270,751
GM Daewoo	12,493
RSM	662
IT	2,667
ETC	69,042
Total	352,964



### Electric (unit : A Million won)

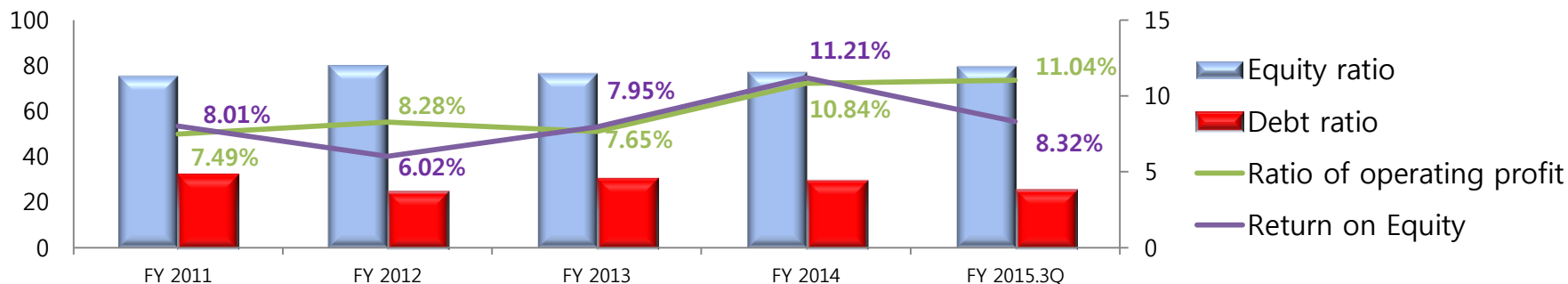
Company	Sales
Samsung Electronics	13,390
Daewoo Electronics	672
LG Electronics	7,572
ETC	56,938
Total	78,574



# Main Financial Index

## Stability Index

	FY2011	FY2012	FY 2013	FY 2014	FY 2015.3Q
	IFRS	IFRS	IFRS	IFRS	IFRS
Current ratio	221	256	223	218.7	258.2
Debt ratio	32	24.5	30.19	29.2	25.3
Equity ratio	75.7	80.3	76.81	77.4	79.8
Quick ratio	167.9	195.7	117.86	159.8	178.1
Dependence on borrowings	2.09	1.18	0.52	0.69	1.11
Retained earning ratio	6712.4	7084.4	7,625.83	8513.1	9,190.8



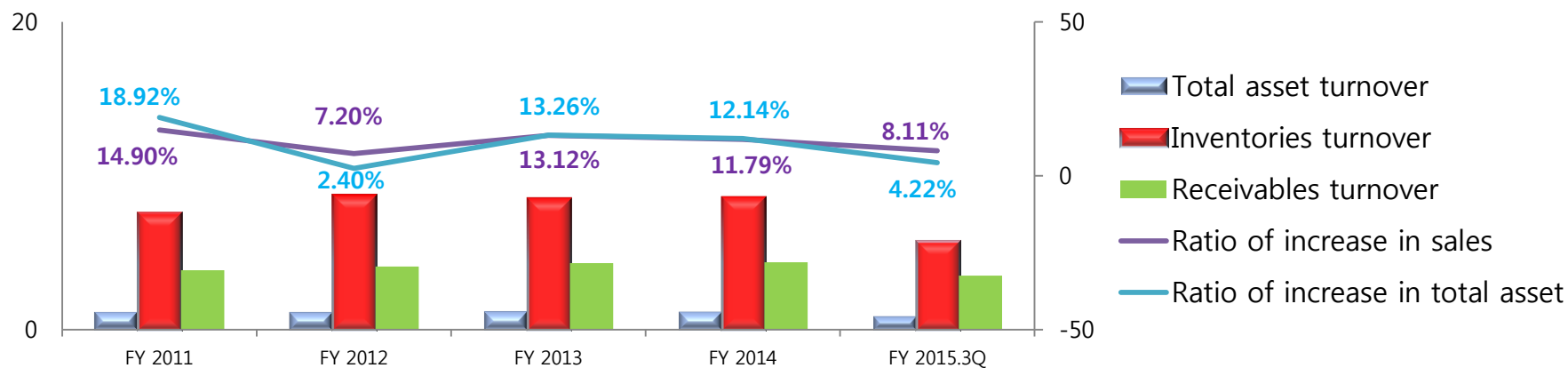
## Profitability Index

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015.3Q
	IFRS	IFRS	IFRS	IFRS	IFRS
Ratio of operating profit	7.49	8.28	7.65	10.84	11.04
Ratio of net profit	6.83	5.21	6.58	9.38	9.36
Return on assets	6.06	4.84	6.11	8.68	6.64
Return on equity	8.01	6.02	7.95	11.21	8.32

# Main Financial Index

## Activity Index

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015.3Q
	IFRS	IFRS	IFRS	IFRS	IFRS
Total asset turnover	1.17	1.15	1.20	1.19	0.88
Inventories turnover	7.59	8.74	8.53	8.62	5.77
Receivables turnover	3.86	4.10	4.32	4.39	3.52



## Growth Index

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015.3Q
	IFRS	IFRS	IFRS	IFRS	IFRS
Rate of increase in sales	14.9	7.2	13.12	11.79	8.11
Rate of increase in operating profit	11.4	11.5	4.5	58.47	3.31
Rate of increase in total asset	18.92	2.4	13.26	12.14	4.22

# Thank You!

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[HTTP://www.KET.com](http://www.KET.com)

## **Matters that requires attention about prediction information**

This report contains prediction information. This report was written for investors' convenience and contains predictable information like income estimation. And predictable information remarks uncertain data. So, mostly this "predictable information" could be very different from actual company's income or performance. Therefore, we do not have responsibility or guarantee of this report because this report is just reference data.

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