

MICROWORKS KOREA CO., LTD

SEMICONDUCTOR TOTAL SOLUTION

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

Corporate Name

|| MICROWORKS KOREA CO.,LTD. **SINCE 2007**

TEL

|| 82-2-6112-7320 (Rep.)

FAX

|| 82-2-6112-7321

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 (Warehouse)
Microworks China (Warehouse)
Microworks Taiwan (Warehouse)
Microworks USA (Warehouse)
Microworks JAPAN (Warehouse)

Employees

|| 27

Global Sourcing Team : 8

Sales Team : 8 / Export Team : 2

Total Sales

|| \$ 54 million (2021)

\$ 19 million in exports (2021)

Certified



Technical evaluation grade / Technical certification T-3

Company Information

Company Name	MICROWORKS KOREA CO., LTD.			Credit rating
Business registration number	117-81-	Corporate registration number	110111-	BBB-
Head office address	#614, Ace Gwang-myeong Tower 108 Haan-ro, Gwangmyeong-si Gyeonggi-do 14319, Korea			
Representative	Stanley Ahn			
Phone number	82-2-6112-7320			
Industry classification	Other Specified Commodity Intermediary Services			Technical evaluation grade
Date of establishment	2010/09/01			T-3
Financial settlement date	2022/12/31	Report Last Modified Date	2023/04/24	
Credit rating expiration date	2023/04/24 ~ 2024/04/23			



- a patent in possession**
- One type of patent for analysis of semiconductor defects
 - 1 type of patent for semiconductor inventory sharing platform
 - 1 type of patent related to ERP utilizing semiconductors
 - 1 kind of estimation patent using semiconductor AI
 - 1 type of patent for searching semiconductor AI counterparts
 - 1 patent related to unit price analysis of semiconductor AI

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

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

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

Edward Kim

■ Director



Milestone

2007

- MICROWORKS KOREA COMPANY ESTABLISHED

I 2008 - 2012

- Winbond Broker Distributor
- WINBOND Broker Distributor
- ZEMIITZ Franchise Distributor
- OS-CON Franchise Distributor
- Microworks Korea Limited Company Established / D.U.N.S Certified
- Analog Solution Device Franchise Distributor & Representative
- ISO9001:2008 Certified

I 2013 - 2017

- RUNCORE (SSD) / Franchise Distributor & Representative
- CILICOILS (Inductors for Automotive) / Franchise Distributor
- VOLEX (Cables and Connectors) / Franchise Distributor
- API DELEVAN (Power Inductor) / Franchise Distributor
- DUKE (Peek Tube) / Franchise Distributor
- TRANCEND Focus Channel Partner
- ADVANTECH Focus Channel Partner
- NEXCOPY (Memory Writing) / Franchise Distributor
- GOODRAM (Memory Cards) / Franchise Distributor

I 2018 - 2022

- I&C Technology (Wifi Module) / Franchise Distributor
- Win Gyeonggido Business & Science Accelerator Prize
- ISO9001:2015 Certificated
- Korea Main-Biz, Inno-Biz Authorized
- The Best Value SMEs (Certified By Gyeonggi Province)
- Won the Tower of Export for 10 Million Dollars exporters on Trading Day
- 50 billion won in sales
- Awarded by the Commissioner of the Gyeonggi Provincial Government
- ISO14001 Certificated
- Microworks Korea Customized ERP System (SPARTAN 2.0)
- Establishment of Semiconductor Defect Analysis Center (X-RAY, Decap)

I 2023 - 2024

- Great Place to Work certified
- IBK Industrial Bank of Korea Family Company Selection
- Launched Excess Stock Cloud (MICROWORKS ESC)
- AS9120B Production Certification

Business 6 Model

Franchise Distributor

- 15 Franchise Distributor Lines.
- Various Application Supply.
- Technical Support & Information Provision.
- Cross Reference Guide Provided

Global Sourcing Distributor

- Professional Global Purchasing Agents
- Sourcing from HQ/Rep./Franchise
- Over 25K Partners
- Competitive Price and Delivery
- Turn-Key, Samples, EOL Parts

Export

- USA, UK, China, Japan, Singapore, Taiwan, HK, Etc.
- Memory, LSI products
- OEM Excess Clearing
- Overstock Clearing from Franchise

Research & Development

- H/W PCB Artwork Design.
- S/W 16 Bit, 32 Bit MICOM.
- Module, Sub Board Development.
- EOL, Recommend a Replacement.
- Various Technical Support.

Writing Service & Semiconductor Analysis Service

- X-Ray analysis, Decapsulation
- Defect analysis, Visual Inspection
- Memory Cards, USB, SSD, HDD Writing Service
- MCU, ROM Writing
- Nexcopy Writing Equipments

Platform Service

- Stock searching by Applications
- OEM Overstock Sharing
- Franchise Overstock Sharing
- Stock, Samples, EOL Parts Sharing

Organization

MICROWORKS KOREA

BRANCH : HK, CHINA, TAIWAN, USA, JAPAN



COVID-19 non-face-to-face operations

Field Sales Team

- Local Field Sales
- Technical Support
- OEM Sales
- Solution for Lead Time Problem

Inside Sales Team

- Sales for OEM/Trading Company
- Technical Support
- Long Tail Business
- Hard to Find Stock Support

Global Sourcing Team

- Sourcing from HQ/Rep./Franchise
- Weekly Memory Price Trend Offer
- Lead Time Check
- Hard to Find Stock Support

Accounting

- Sales Documents
- Payments
- Management Support
- Accounting Management

R&D

- S/W, H/W Development
- Technical Support
- Memory Writing Support
- MCU Technical Support

Export Team

- Export to All Over The World
- Memory / LSI Sales
- Competitive Price and Lead Time
- Technical Support

B2B Marketing Team

- Website Management
- B2B Site Management
- SNS Marketing
- Trend Research

Strategy Purchasing

- Special Price Estimate
- Verify New Supplier
- Find New Items
- Undistributed Parts Support

T.O.Q.C

- Stock Incoming and Outgoing
- IQC, OQC
- Quality Inspection
- X-Ray Analysis
- Decapsulation

Manage Material

- Stock Counting
- LOT Management
- Long-Term Inventory Management
- Domestic/Overseas Packaging

Target Market

MAJOR MARKET

Automotive | Medical Device | Health Care | Industrial PC | Defense Industry | Network

Robot | IOT | LCD | Semiconductor Equipment | POS | PDA | Communication

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 | S/W , H/W Development

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

Major Partners



SIEMENS

HYUNDAI
MOBIS



tyco

KOCOM®



SAM4S

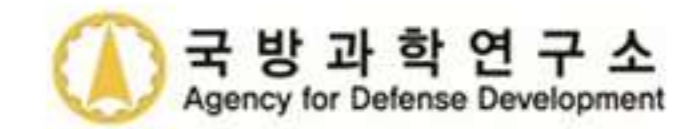


SECOM

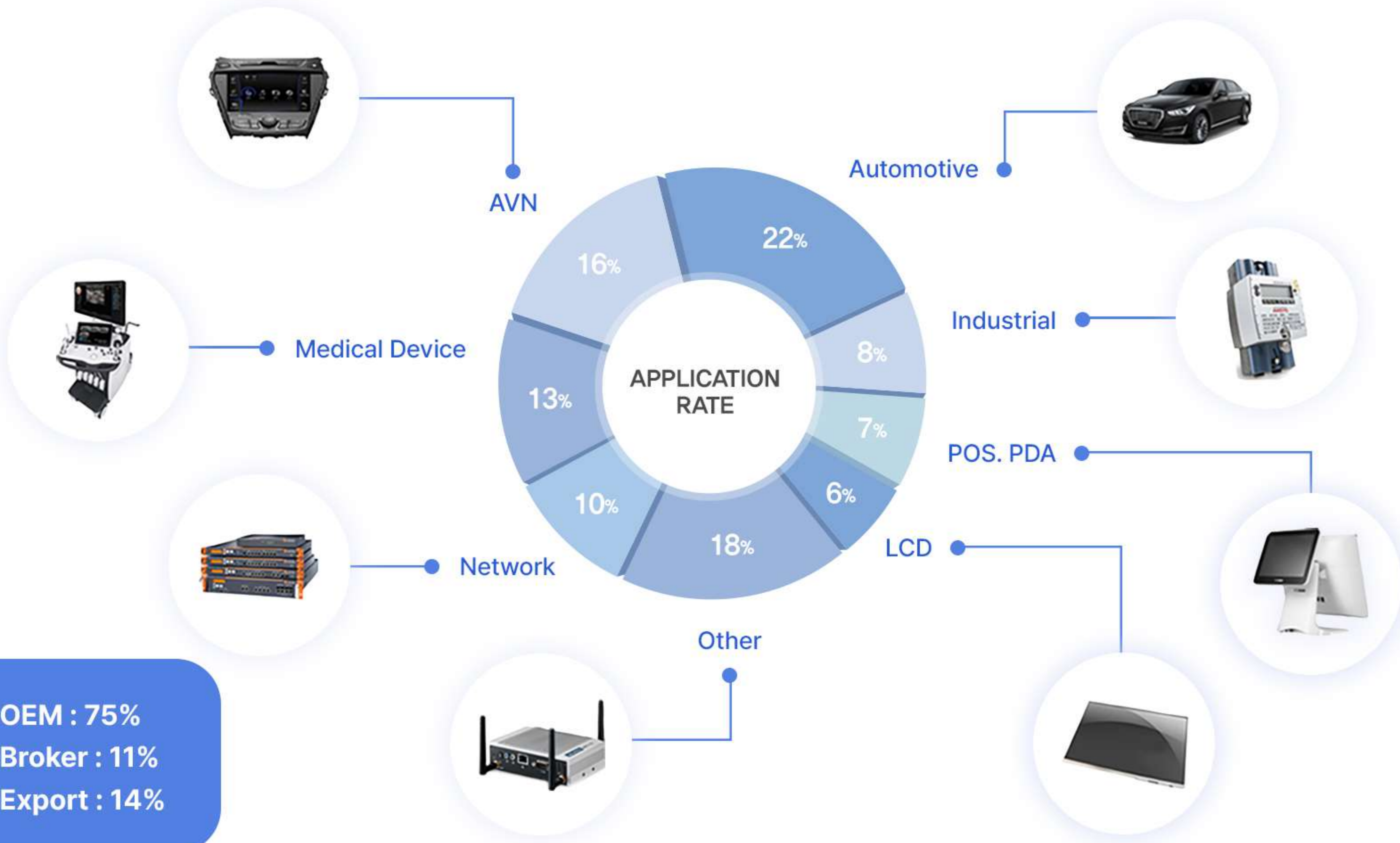


LS산전

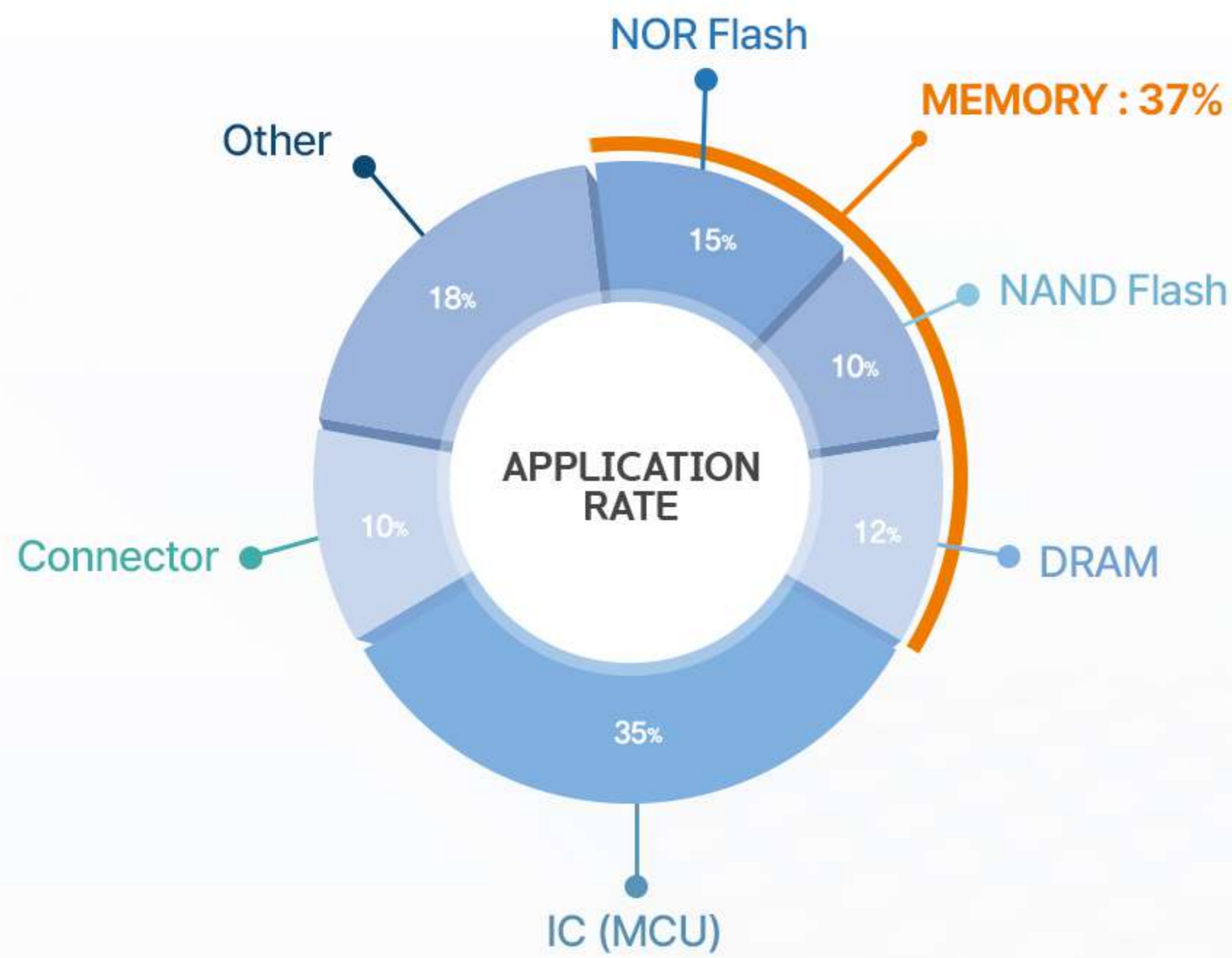
Education and Institution



Market Rate



Market Annual



- Memory : 37%
- IC (MCU) : 35%
- Other : 28%

Annual Sales



Line Card

Franchise Distributor Line



Memory



Mixed Signal, Analog



MCU & CPU



FPGA



Relay



Connector



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



Vendor Verification Program 4 Step

Manage more than 25,000 suppliers divided into 4 categories by using big data of over 20 years.

As an ERAI member, bad parts or supplier's information updated in real time.

Stock Trading

- Purchasing from 100% verified suppliers
- Vendor audit by Vendor Verification Program
- Co-work with Local Franchise Distributors
- Co-work with Global Franchise Distributors
- Stock Sharing with Global EMS companies

Warranty

- Strict quality management by using big data of over 20 years
- 100% Quality assurance
- Same warranty condition with franchise distributor for lead time orders
- Limited warranty for stock orders based on the D/C
- D/C within 2 years - 1 year warranty
- Free RMA support (X-Ray, Decapsulation, Electrical Test)

Vendor Verification Program

Preferred

High performance,
Full traceability,
Favorable terms

Approved

Proven vendor with
Limited terms

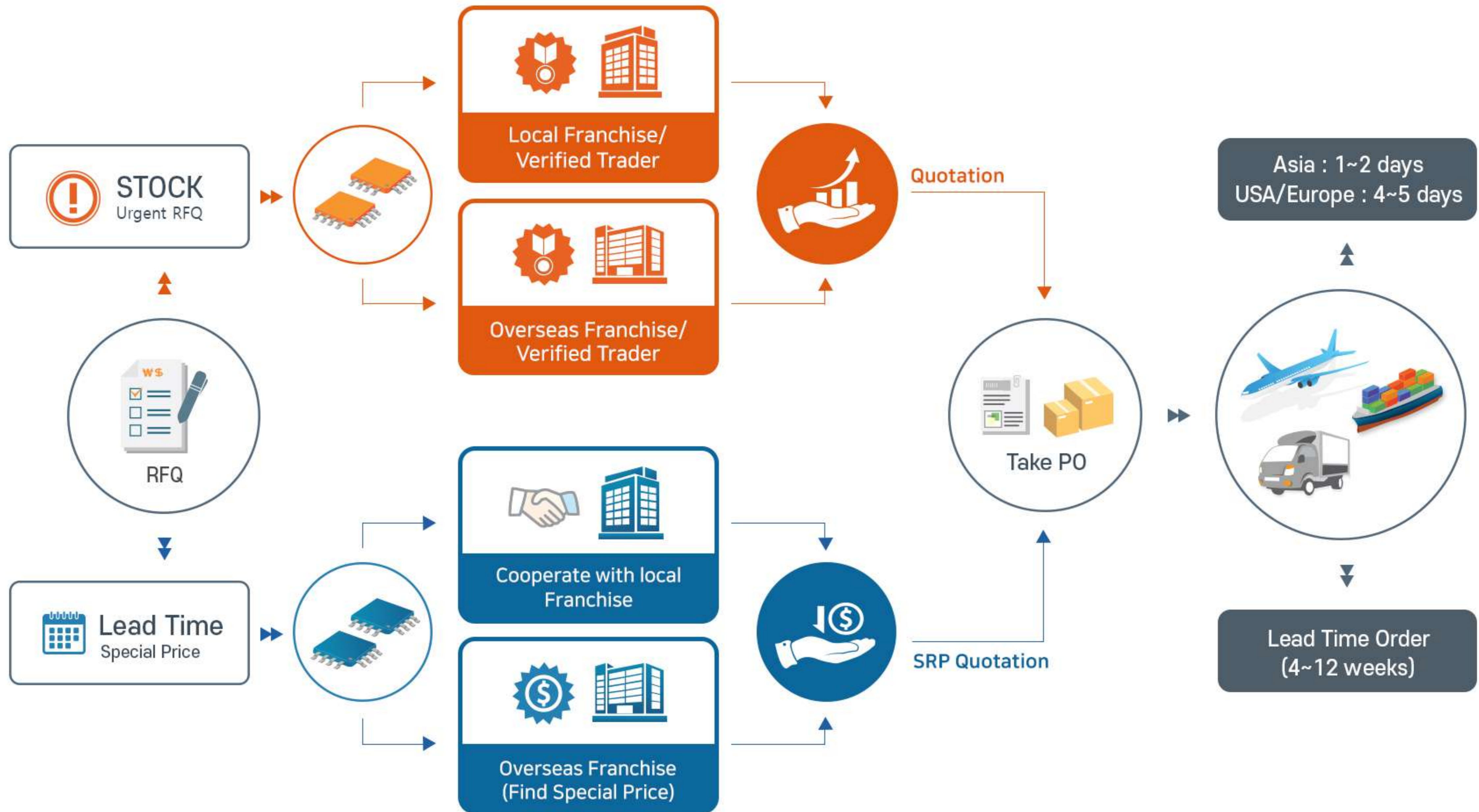
Conditional

Unproven or promising
Vendor with limited
Transaction history or
Limited Traceability

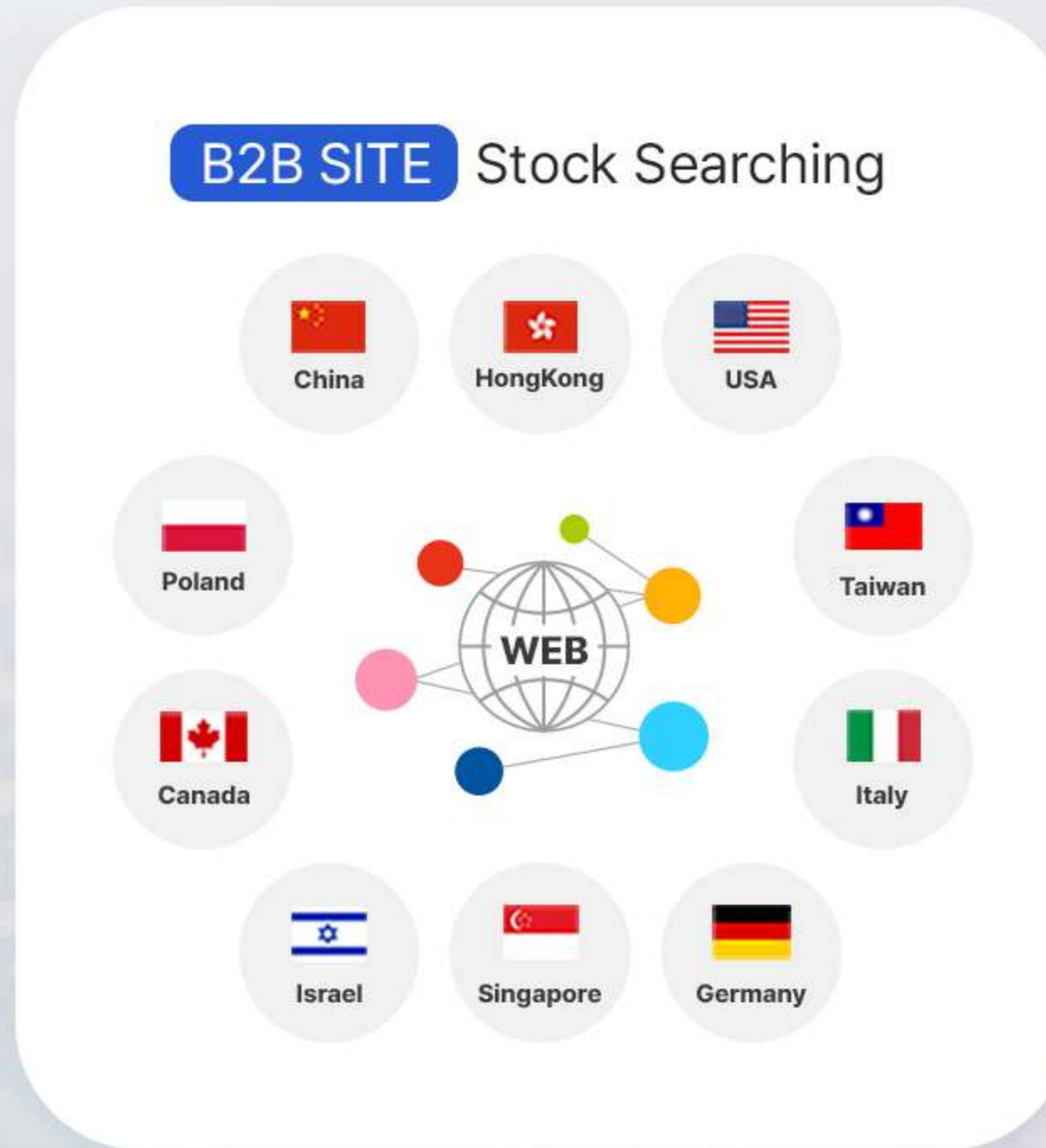
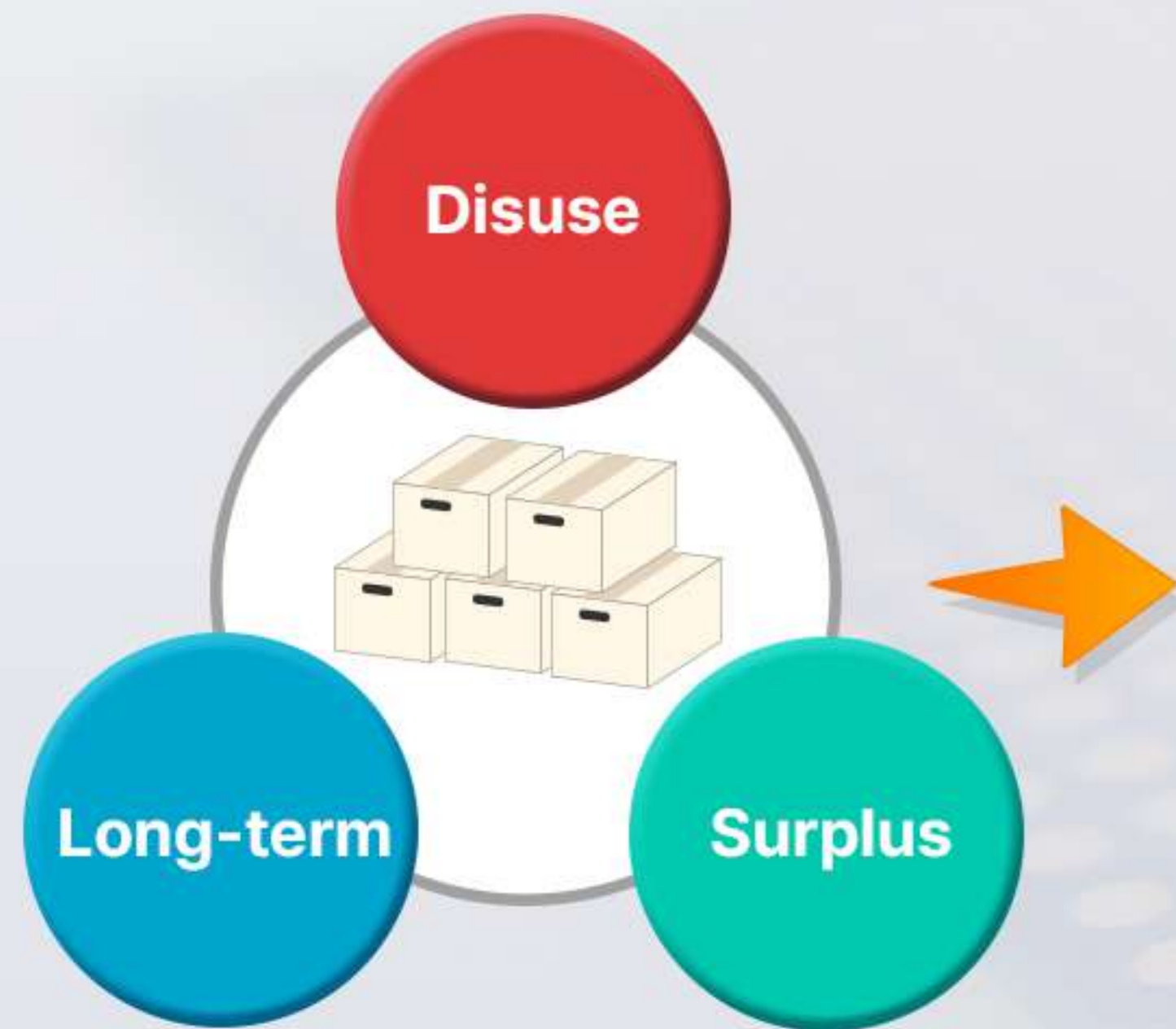
UVL

Unreliable Vendor List
Trading prohibited
Inferior quality
Poor performance

Flow Diagram



Stock Trading



Please send your stock list to get high chance to clear disuse, surplus and long-term stock.

Stock Cloud System



Escape from disuse, surplus and stock, **ESC**

Microworks ESC **Excess Stock Cloud** is a platform to sell disuse, surplus and long-term stock from OEM Factories and Franchise Distributors.

- Search Category Inventory by Application
- 100% Original Inventory of dealerships

**Franchise
Manufacturer
OEM Company
EMS Company**

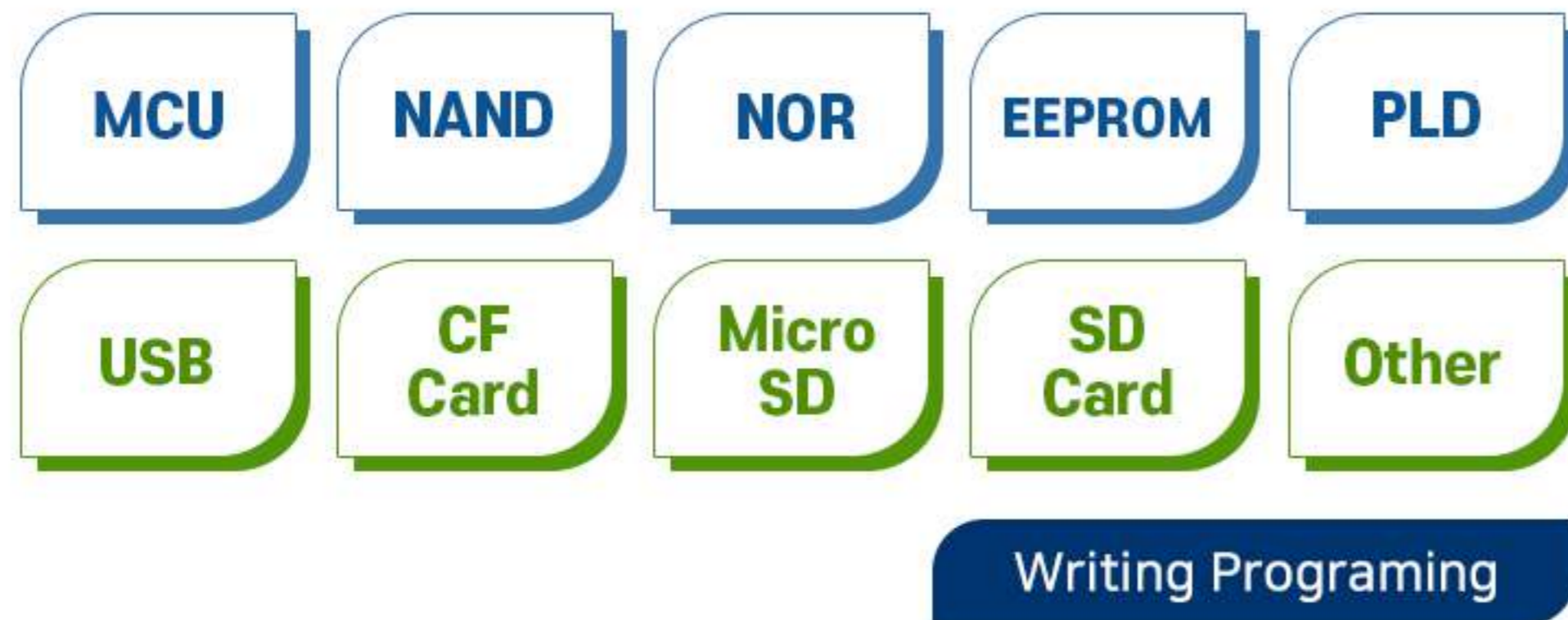


**Application Search
Manufacturer Search
Part# Search
Brand Search**

www.microworks-esc.co.kr

Support Service

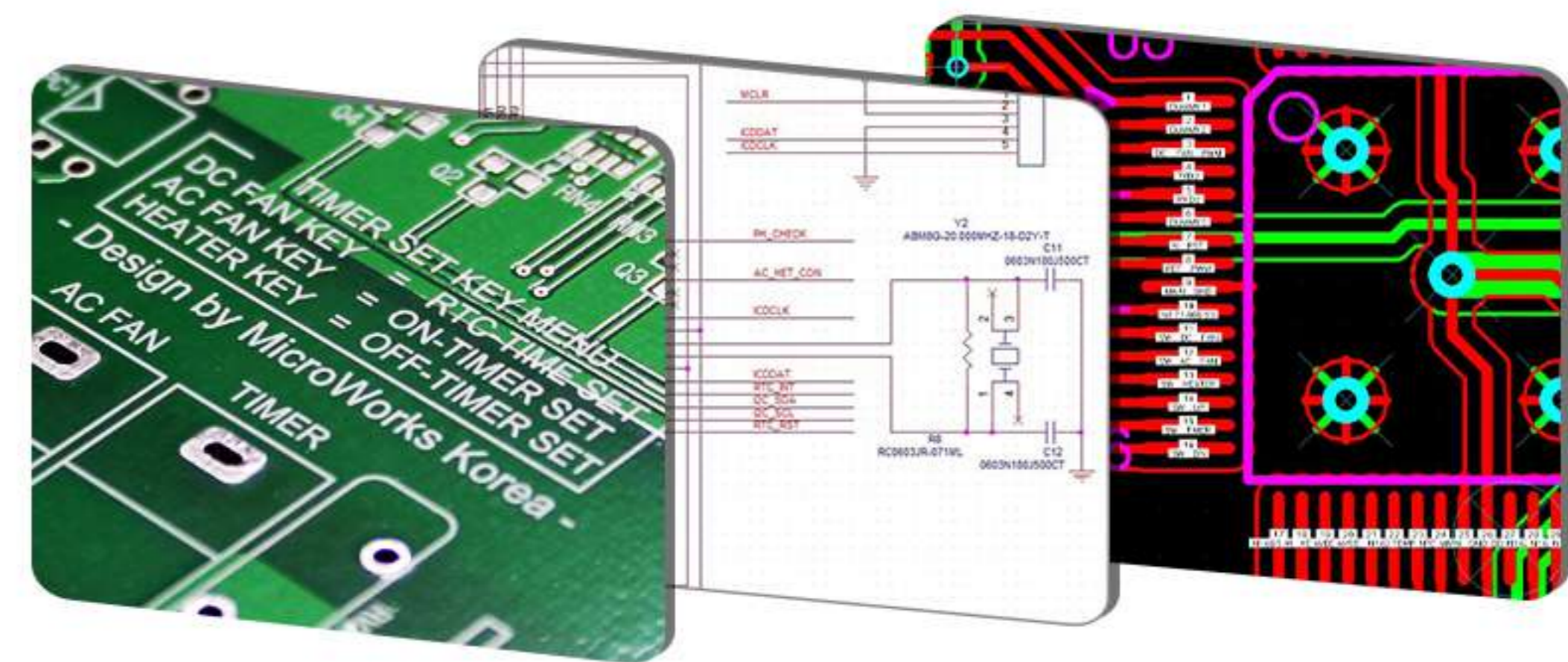
MEMORY / MCU WRITING



WRITING SERVICE FLOW DIAGRAM



R & D SERVICE



Technical Support

- Cross Reference for EOL parts
- Datasheet and reference data support
- Recommend smooth supply and demand parts
- Material Cost Reduction

R&D Support

- H/W Circuit Design (PCB Artwork)
- S/W Development (16bit, 32bit MICOM) PIC series support
- Sub Board development support
- Module, Sensor, Board development support

Semiconductor Analysis Center

Equipments



X-RAY



High Magnification
Electronic Microscope



Vacuum Sealing Machine



V-I Curve Trac

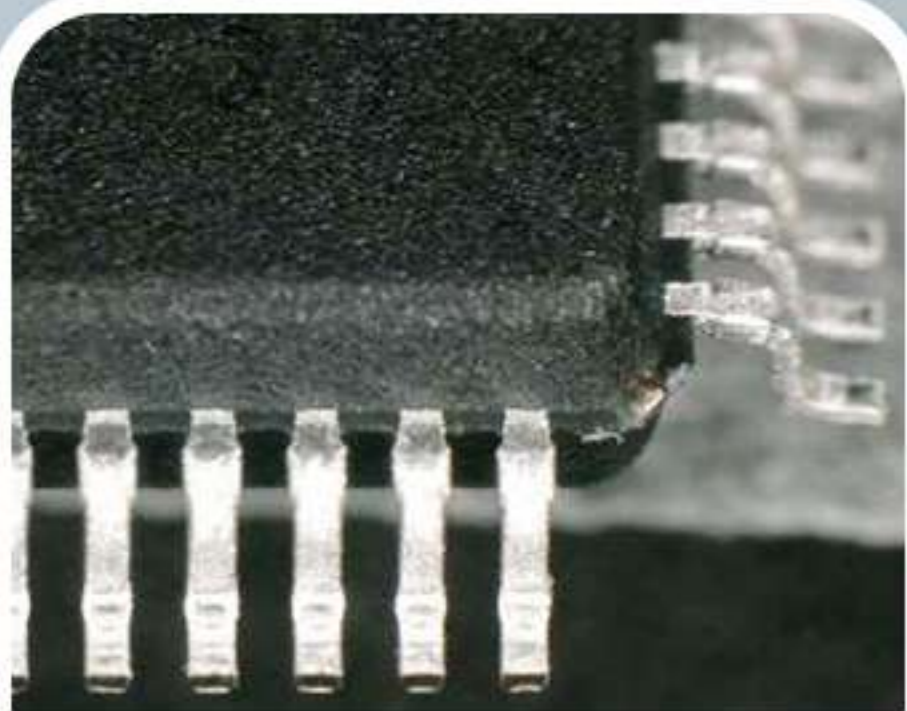


3D electron microscope

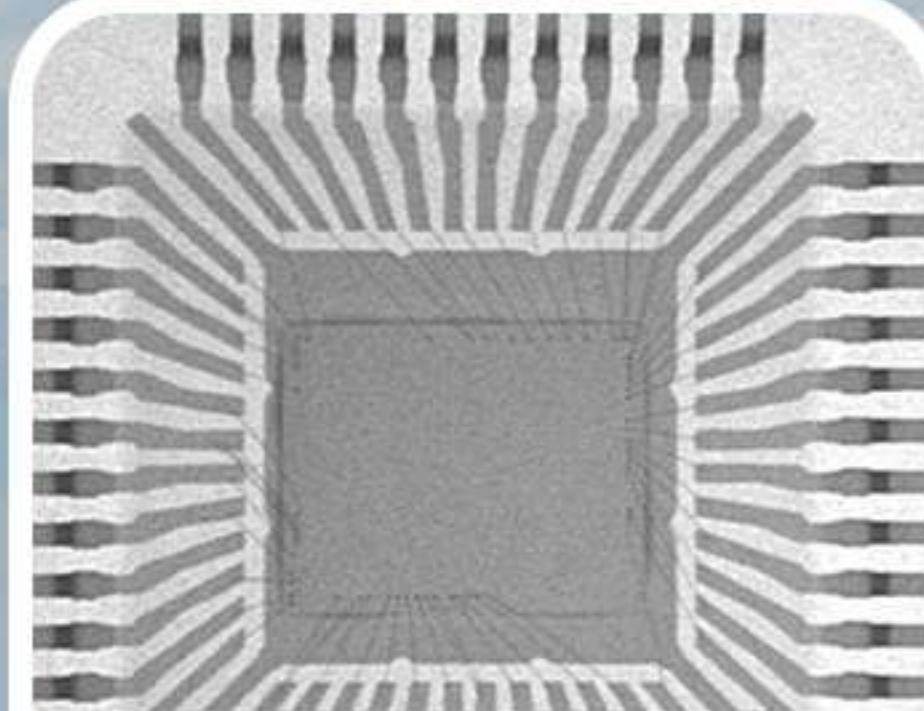


X-RAT CHIP COUNTER

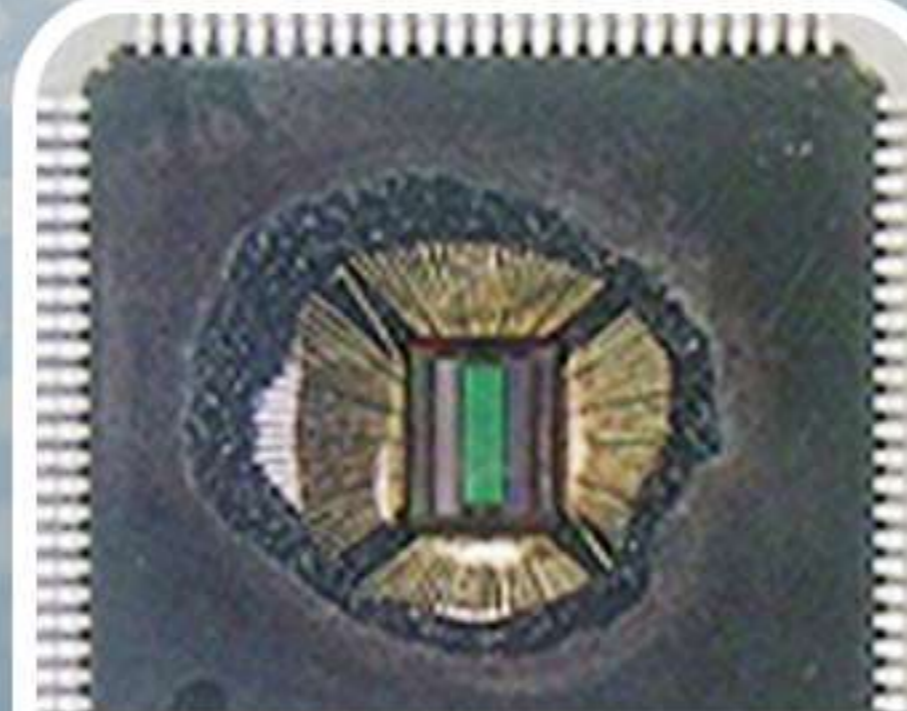
Analysis



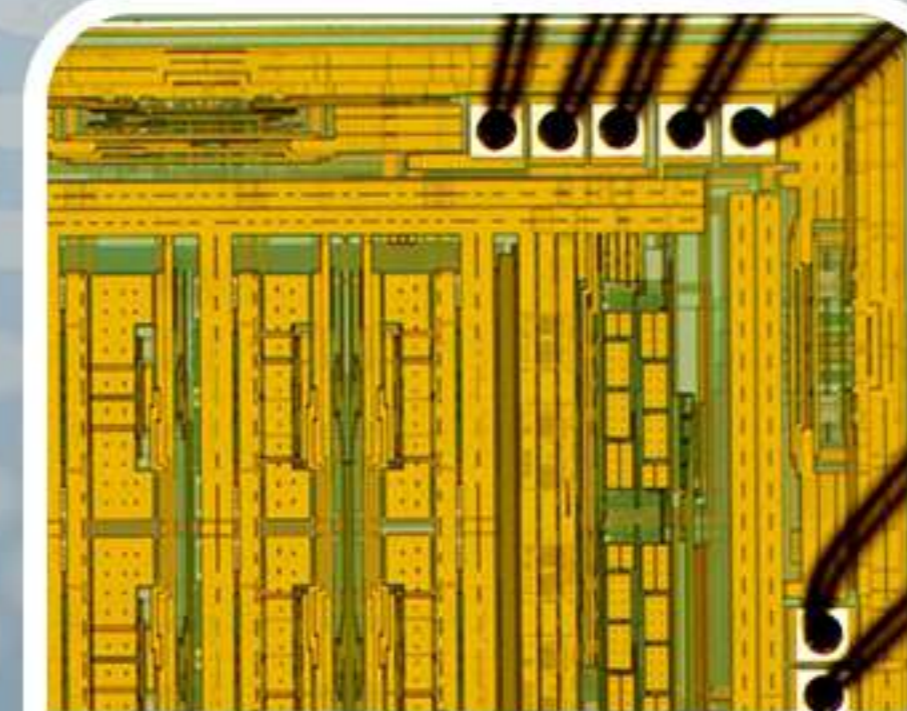
Visual Inspection



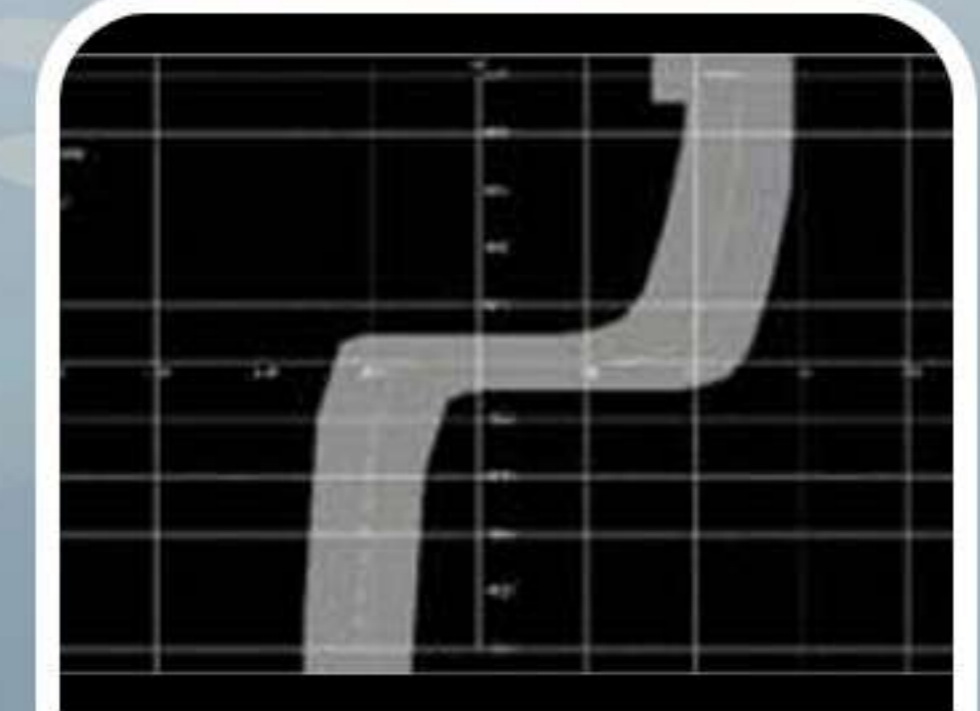
X-ray



Decapsulation



Optical Inspection



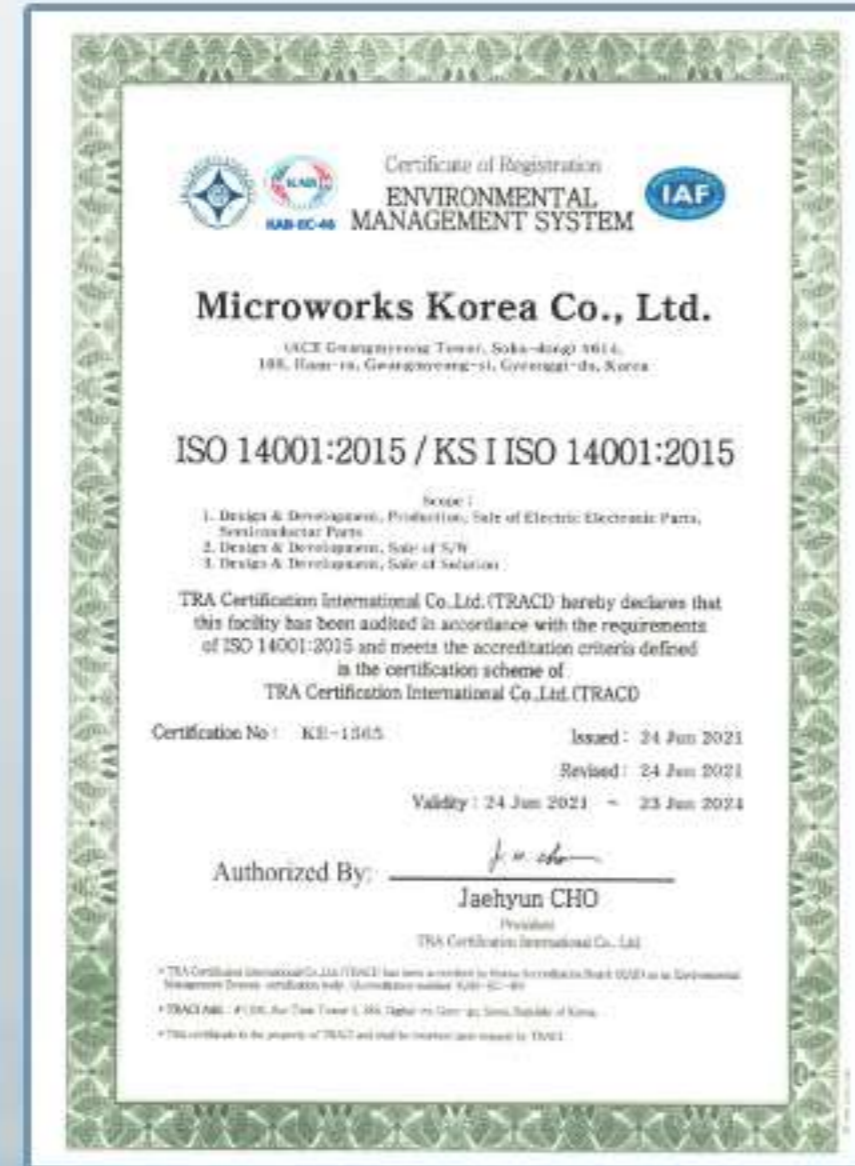
Electrical bench test

- All of incoming parts are managed by taking pictures of detailed product condition and labels.
- Decapsulation is operated by a trusted external organization.
- Visual Inspection, X-Ray, Optical Inspection and Electrical Bench Test are operated by Microworks Korea.

License & Certifications



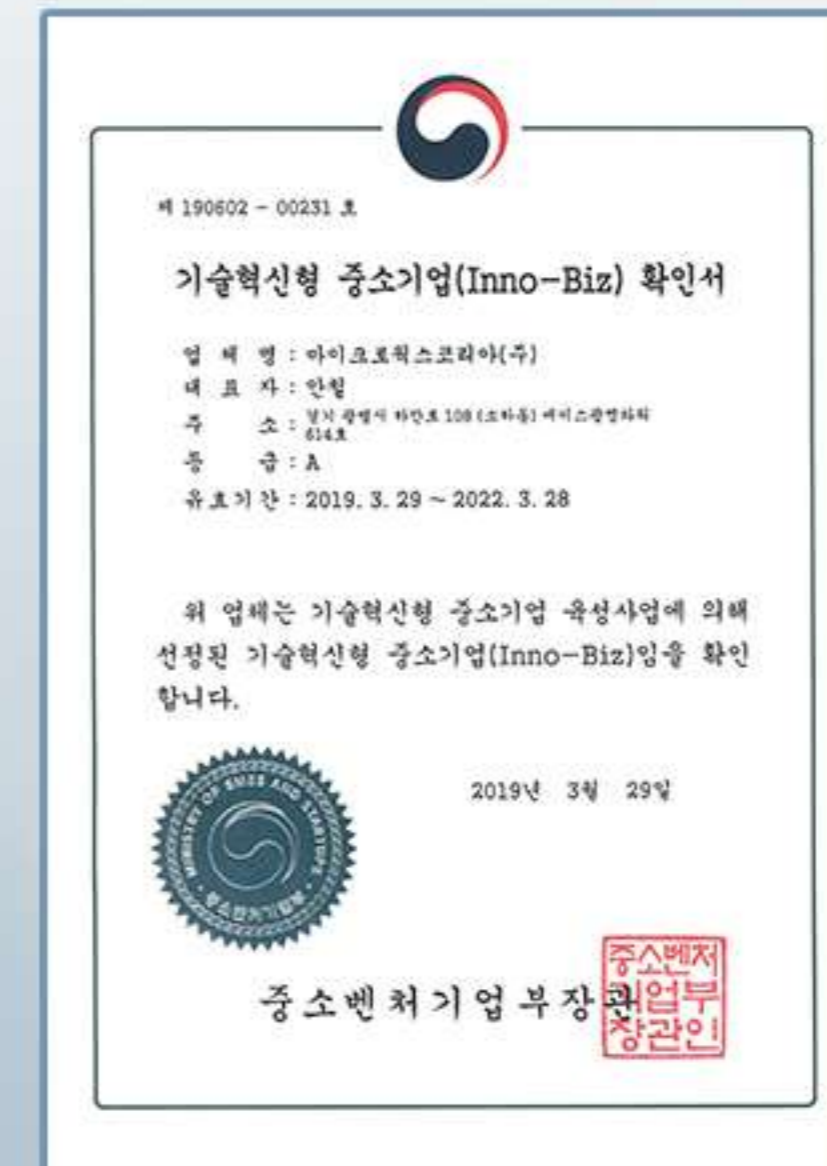
ISO 9001:2015



ISO 14001:2015



Research and Development Division Certified



Korea Inno-Biz Certified



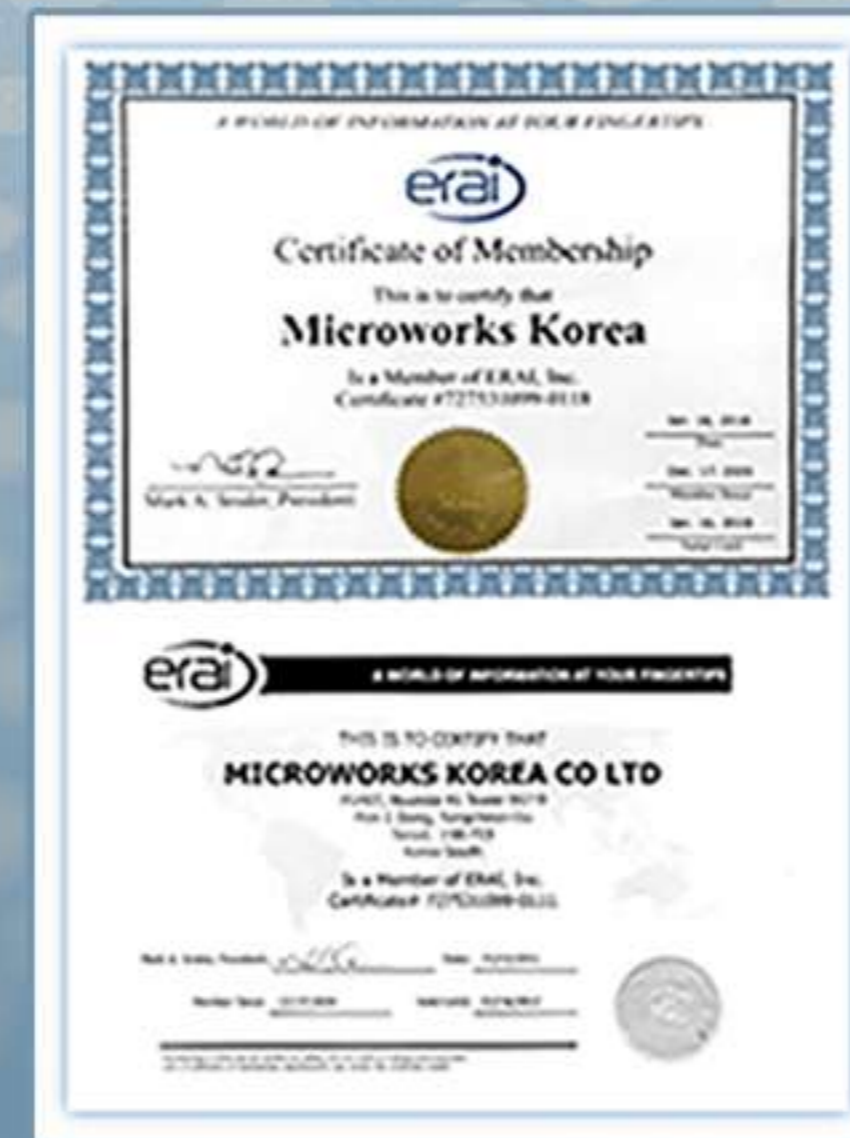
Korea Main-Biz Certified



Korea International Trade Association Membership



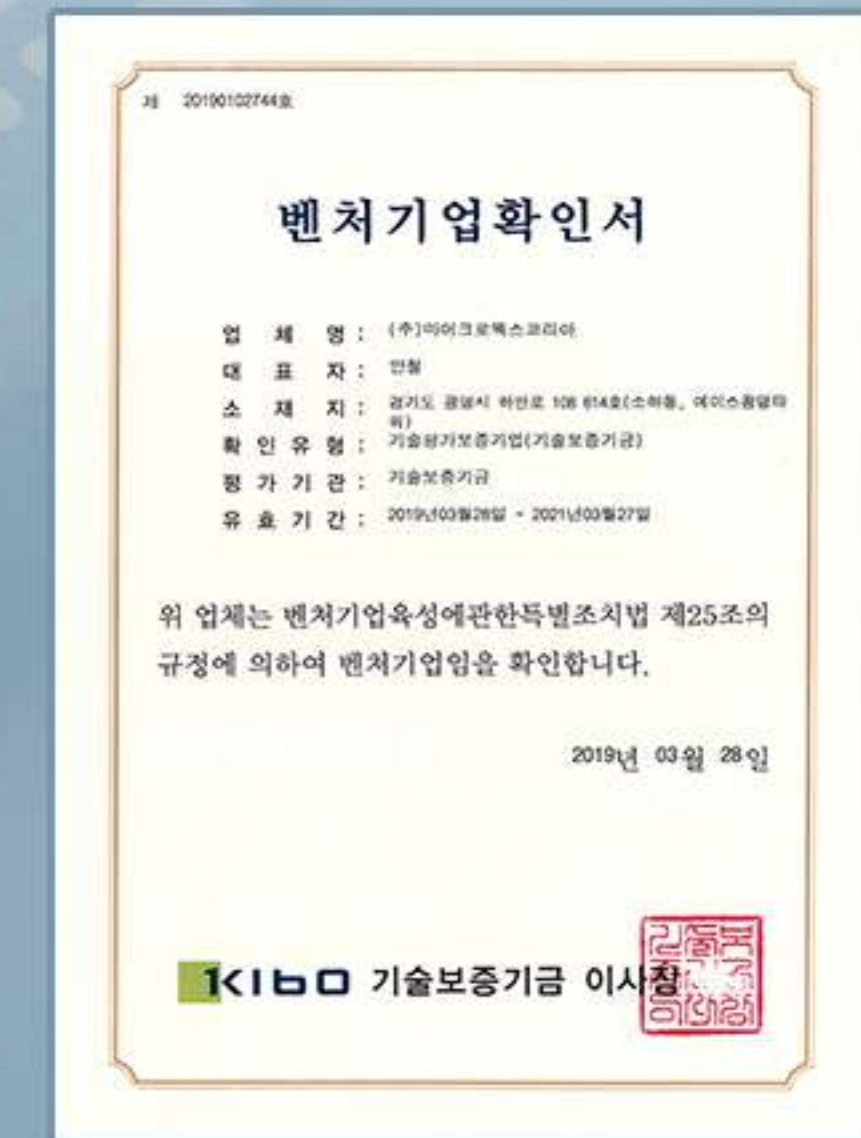
Dun & Bradstreet Certified



ERA Membership



An online marketing business registration document



Venture Association Certified

Location

MICROWORKS KOREA CO., LTD.

- ▶ TEL : 02-6112-7320 (Rep.)
- ▶ TEL : 070-7568-2607 (VoIP)
- ▶ FAX : 02-6112-7321
- ▶ WEB : www.microworks.co.kr

Export Team | 82-2-6112-7327

Global Sourcing Team | 82-2-6112-7335

Inside Sales Team | 82-2-6112-7328

Field Sales Team | 82-2-6112-7324

Accounting | 82-2-6112-7320

HEAD OFFICE

#614, Ace Gwangmyeong-Tower, Haan-ro108
Gwangmyeong-si, Gyeonggi-Do, Korea 14319



BRANCH (Export Team)

#512, 1700, Dongil-ro, Nowon-gu, Seoul, Republic of Korea

