



Sunny Optical Technology (Group) Company Limited

舜宇光學科技（集團）有限公司

*(Incorporated in the Cayman Islands with limited liability)*

*(Stock Code: 2382.HK)*

# 2020 Interim Results Corporate Presentation

August 2020



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# Agenda

1. Financial Highlights

2. Operation Review

3. Market Opportunities

4. Appendix





1.

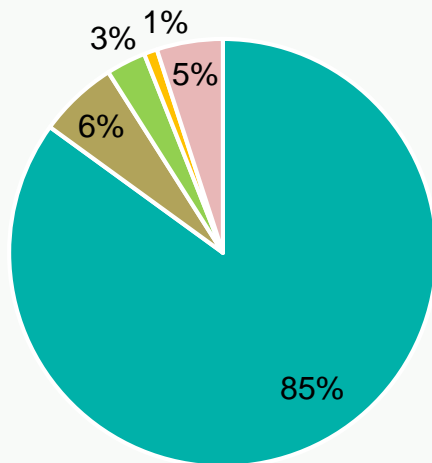
# Financial Highlights

	1H19	1H20	Change
<i>(RMB mn)</i>			
<b>Revenue</b>	15,574.9	18,863.8	+21.1%
<b>Gross Profit</b>	2,864.0	3,676.3	+28.4%
<b>Profit Before Tax</b>	1,660.6	2,123.4	+27.9%
<b>Income Tax Expense</b>	(228.2)	(347.3)	+52.2%
<b>Effective Tax Rate (%)</b>	13.7	16.4	+2.7ppt
<b>Profit for the Period Attributable to Owners of the Company</b>	1,431.2	1,749.0	+22.2%
<b>Earnings per Share - Basic <i>(RMB cents)</i></b>	130.8	159.8	+22.2%

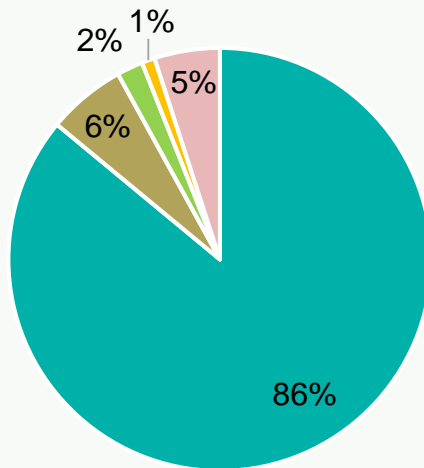
	1H18		1H19		1H20	
<i>(RMB mn)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>
<b>Revenue</b>	11,976.4	100.0%	15,574.9	100.0%	18,863.8	100.0%
<b>Total Operating Expenses</b>	824.1	6.8%	1,214.7	7.8%	1,537.4	8.2%
• <b>Selling and Distribution Expenses</b>	95.5	0.8%	130.8	0.8%	136.0	0.7%
• <b>R&amp;D Expenditure</b>	544.5	4.5%	826.5	5.3%	1,068.0	5.7%
• <b>Administrative Expenses</b>	184.1	1.5%	257.4	1.7%	333.4	1.8%

	1H18	1H19	1H20
Current Ratio ( <i>Times</i> )	2.0	1.8	1.8
Operating Cash Inflow ( <i>RMB mn</i> )	599.6	1,158.4	2,003.9
Cash and Cash Equivalents ( <i>RMB mn</i> )	5,875.8	6,084.2	7,516.7
• Pledged Bank Deposits ( <i>RMB mn</i> )	355.3	12.2	3.8
• Financial Assets at Fair Value through Profit or Loss ( <i>RMB mn</i> )	4,003.3	4,439.1	5,702.4
• Bank Balances and Cash ( <i>RMB mn</i> )	1,517.2	1,632.9	1,810.5
Net Cash per Share ( <i>RMB cents</i> )	41.9	80.5	122.8
Gearing Ratio (%)	26.7	20.4	19.9
ROE (%)	14.8	14.1	13.0
Capital Expenditure ( <i>RMB mn</i> )	1,092.0	1,188.8	1,526.7

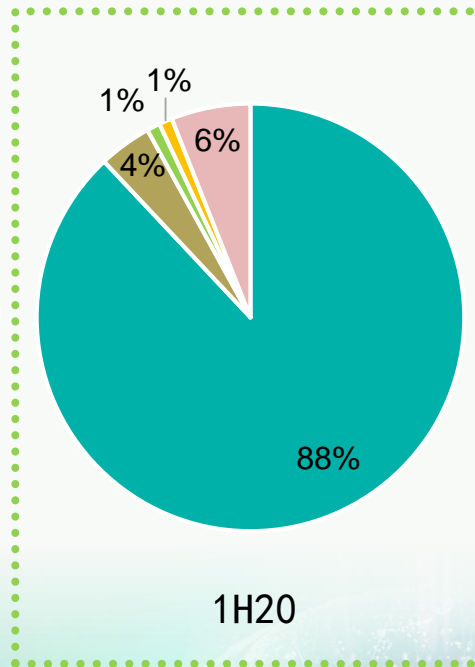
## Revenue Breakdown by Product Applications



1H18



1H19

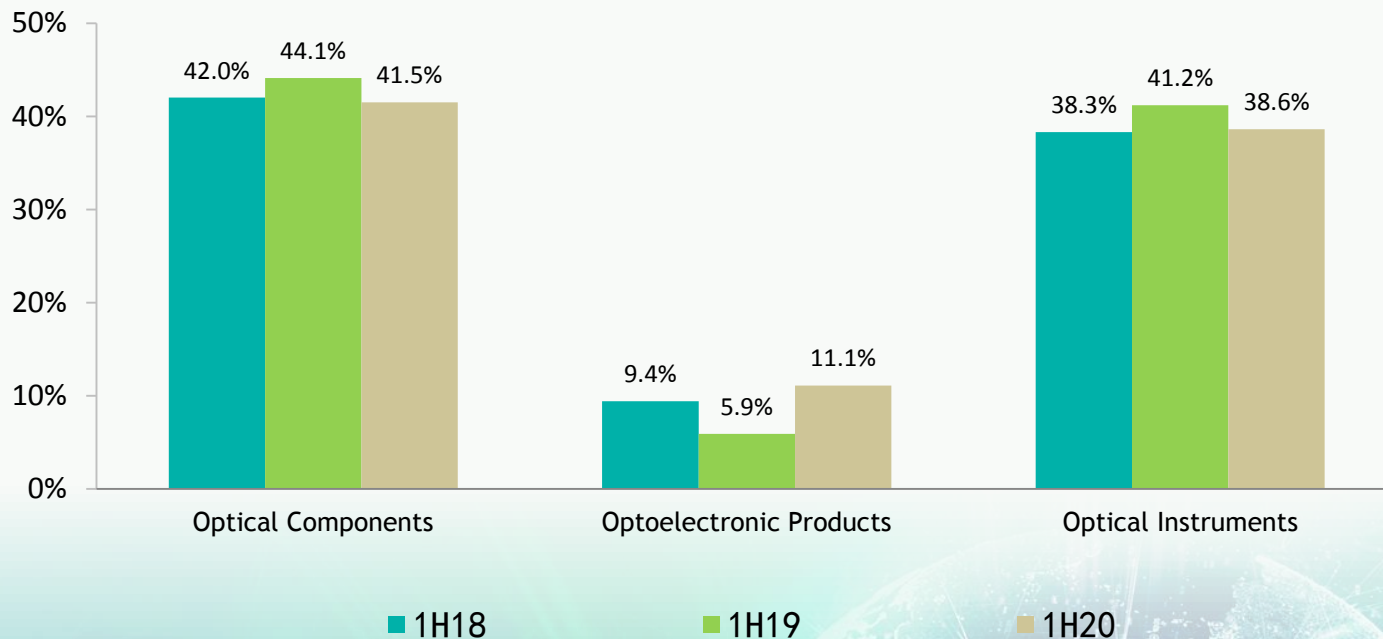


1H20

- Handset Related Products
- Vehicle Lens Sets
- Digital Camera Related Products
- Optical Instruments
- Other Products



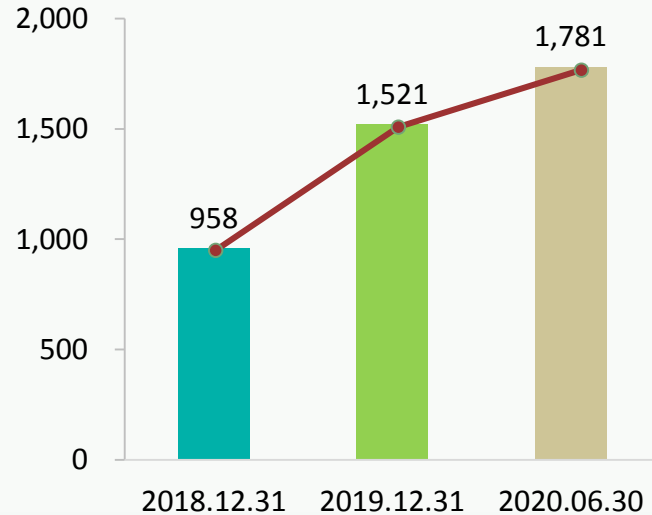
## Gross Profit Margins by Business Segments





## 2. Operation Review

## Number of Authorized Patents



- ◆ Equipped with professional management team, actively makes the layout of independent intellectual property rights
- ◆ In the first half of 2020, 260 new authorized patents were added, including 83 invention patents
- ◆ As at 30 June 2020, 2,718 patents are pending for approval, mainly related to the fields of handsets, vehicle imaging and sensing systems, security surveillance systems, AR/VR and robotic vision

### Optical Components



- The R&D of ultra-large aperture (FNo.1.27) handset lens sets has been completed
- The R&D of 48-mega pixel super-small distortion wide-angle (115°) handset lens sets has been completed
- Ultra-miniaturised head (head size is 1.74 mm) handset lens sets have achieved mass production
- 10-time optical zoom handset lens sets have achieved mass production
- 44-mega pixel ultra-miniaturised head autofocus handset lens sets have achieved mass production
- 3 cm professional macro shooting handset lens sets have achieved mass production
- 8-mega pixel vehicle lens sets which can be applied to mainstream autonomous driving platforms have obtained mass production approval

### Optoelectronic Products



- The R&D of ultra-large aperture (FNo.1.27) handset camera modules has been completed
- 100-mega pixel handset camera modules with large image size have achieved mass production
- 10-time optical zoom handset camera modules have achieved mass production
- 3 cm professional macro shooting handset camera modules have achieved mass production

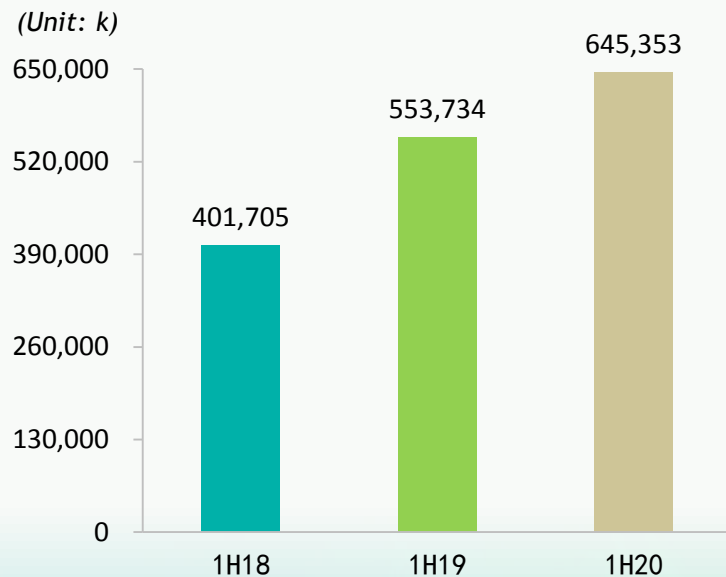
### Optical Instruments



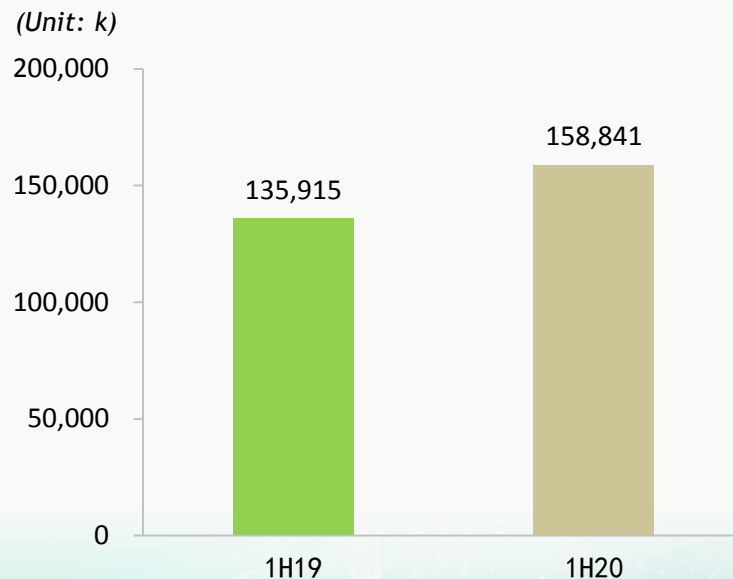
- The R&D of upright near-infrared region-II fluorescence microscopic in vivo imaging system has been completed
- The R&D of microscopic image analysis system has been completed
- Online optical inspection equipment has achieved batch applications in the optical components inspection industry

# Improve both Quality and Quantity Focus on Market Share Gain

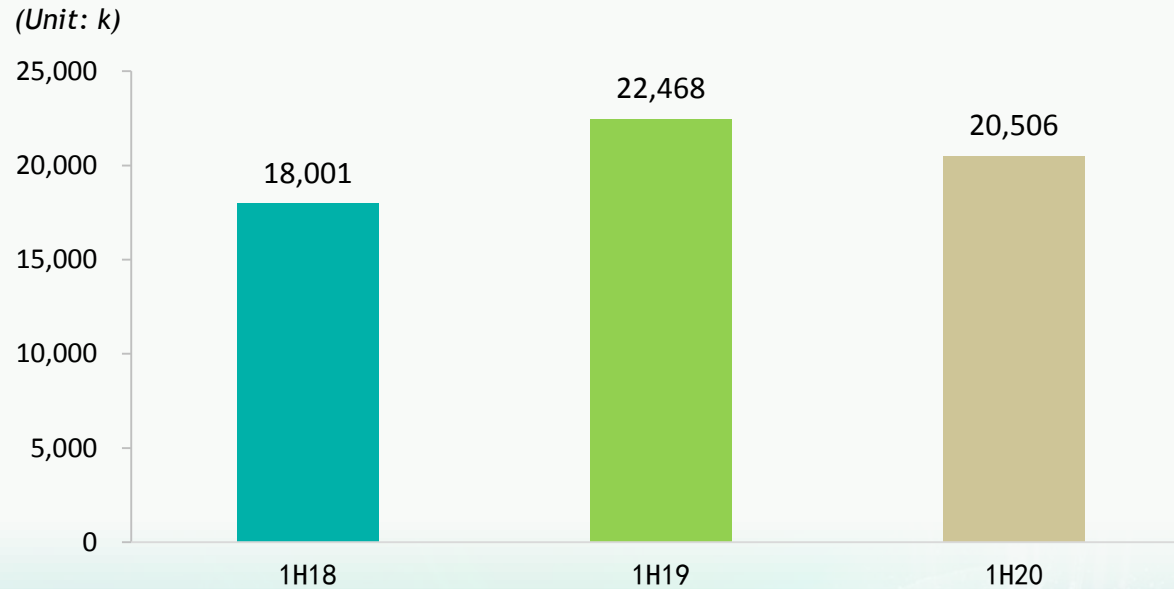
Shipment Volume of Handset Lens Sets



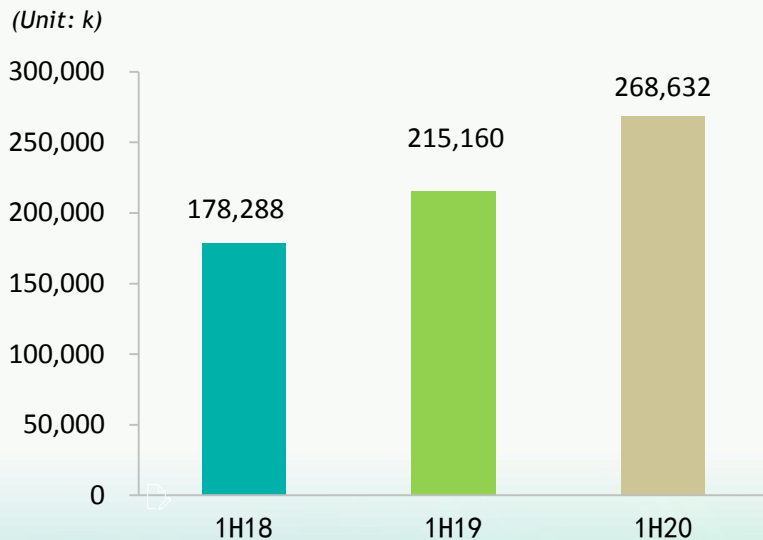
Shipment Volume of 6P and above Handset Lens Sets



## Shipment Volume of Vehicle Lens Sets

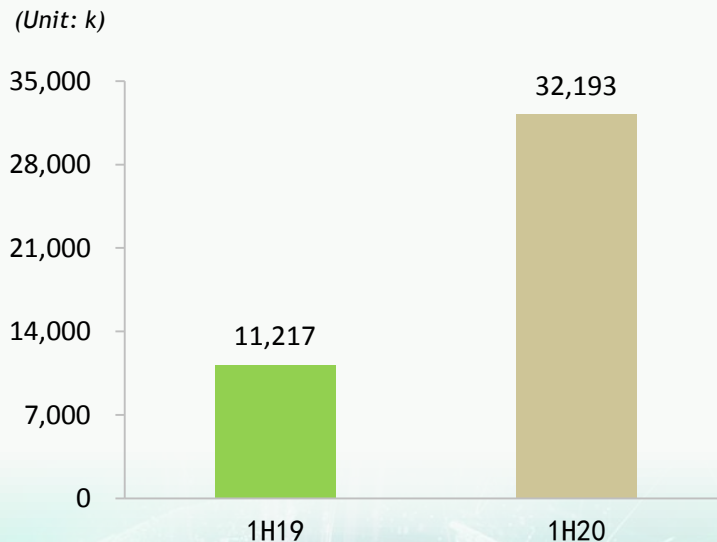


## Shipment Volume of Handset Camera Modules



## Total Shipment Volume of Periscope Modules and Large Image Size Modules

*Large image size refers to 1/1.7" and above*





# 3. Market Opportunities



# Distinct Upgrade in Handset Cameras

## Broad Application Prospects



### Number of Cameras

- Single Camera
- Dual-camera
- Triple-camera
- Multi-camera

### Rear Cameras

- High Resolution
- Large Image Size
- Ultra-wide Angle
- Large Aperture
- Macro Shooting
- ...

### Front Cameras

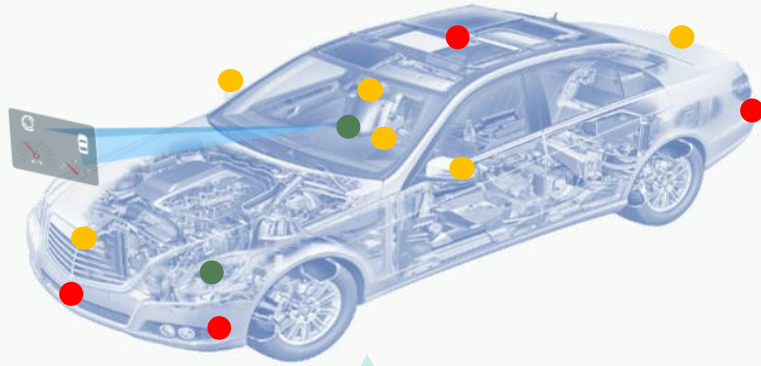
- High-time Optical Zoom
- Continuous Zoom
- Pan-tilt Stabilization
- High Frame Rates Video
- ...

### Key Components Applied to Emerging Optical Fields

- Miniaturised Head
- Ultra-thin
- Auto Focus
- Under-screen Camera
- Under-glass Optical Fingerprint
- ...

- Diffuser
- Diffractive Optical Element
- Collimating Lens Sets
- ...

# Rapid Progress of Autonomous Driving Huge Potential in Optical Applications



- Improving laws & regulations and strengthening active safety awareness help promote the ADAS penetration rate and autonomous driving level
- As one of the key optical components, vehicle cameras per car are increasing and the specifications are upgrading

## Vehicle Cameras Related:

- Vehicle Lens Sets
- Vehicle Modules
- Solutions



## Display Related:

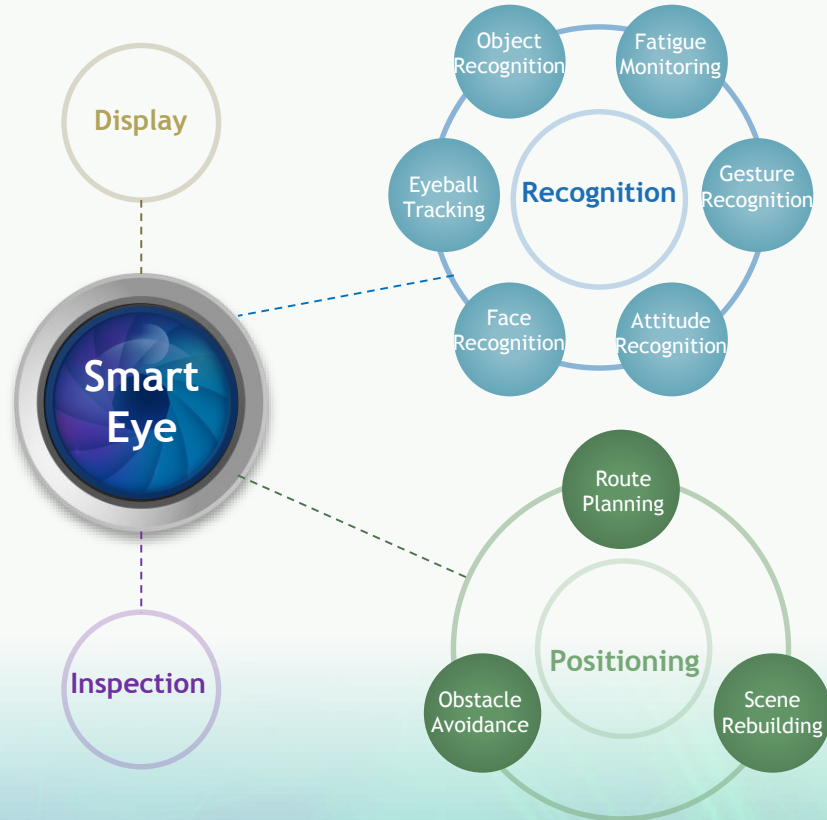
- Key Optical Components in Head-up Display
- Key Optical Components in Smart Headlights
- Optical Solutions



## LiDAR Related:

- Key Optical Components
- Optical Solutions

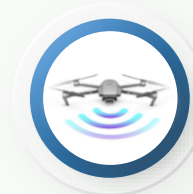




VR Helmet



AR Glasses



Drone



Smart Retail



Sweeping Robot



AMR Storage and Logistics Robot



Unmanned Patrol Car



Mobile Robot Platform

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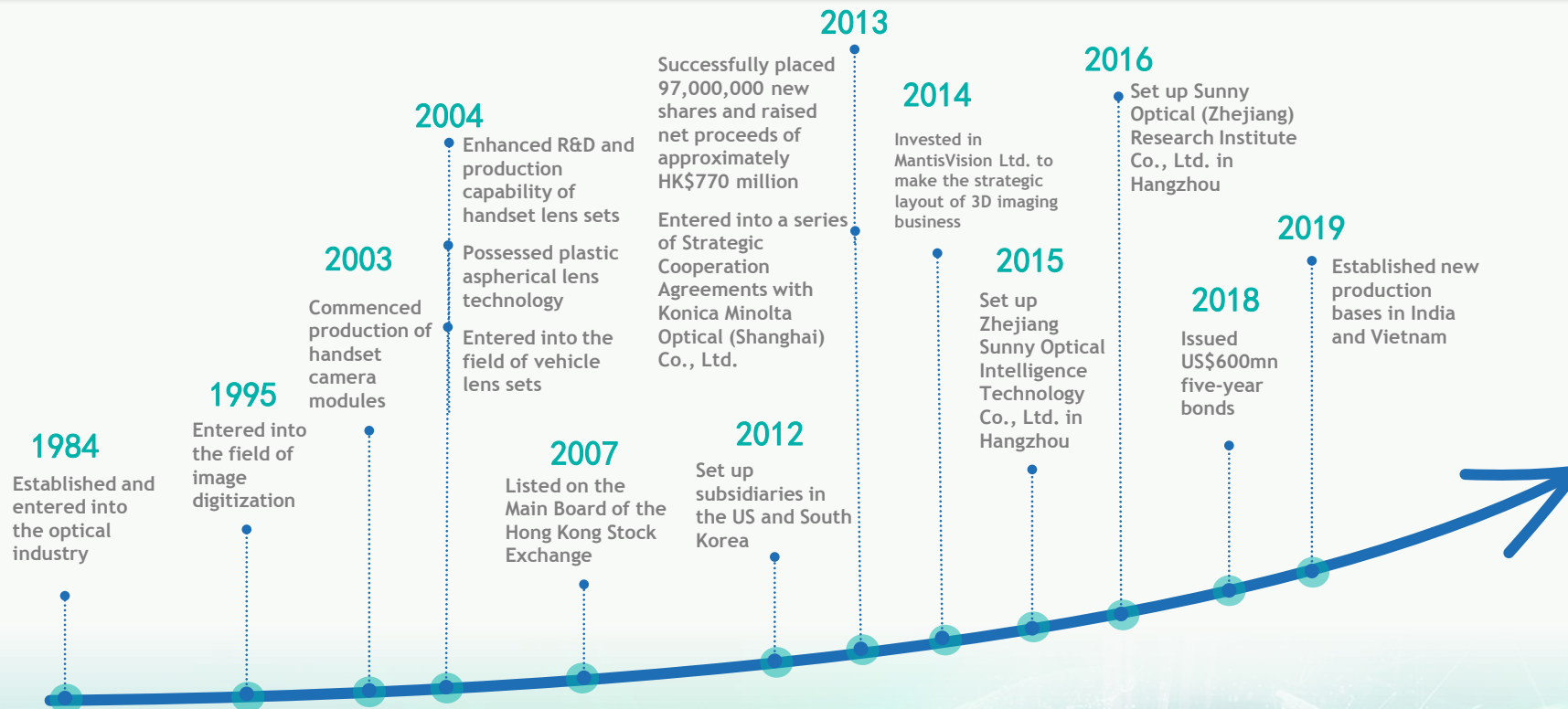
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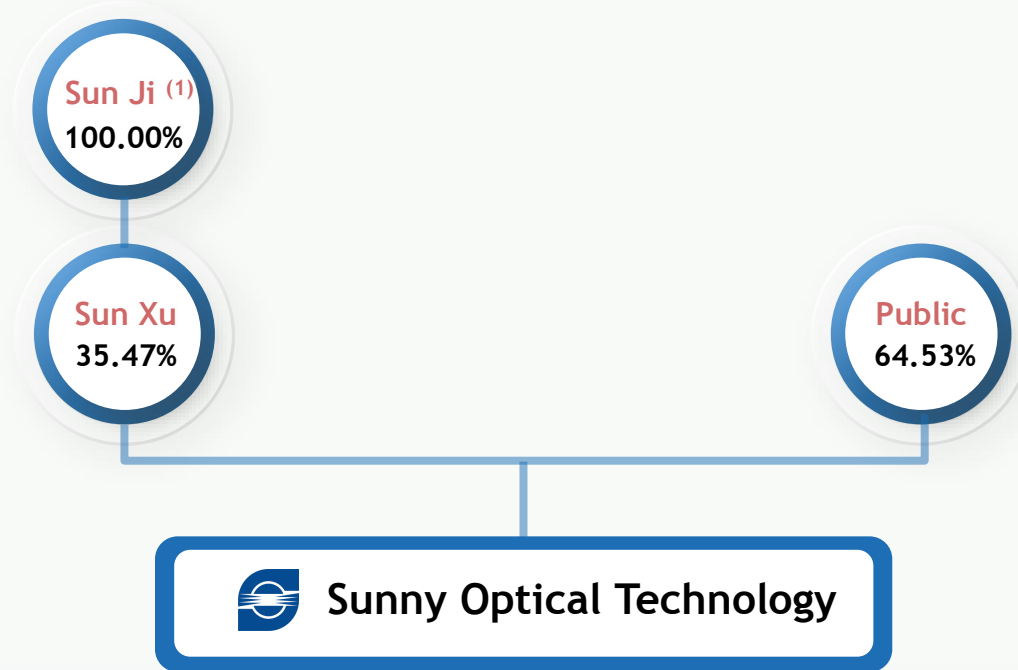
# Appendix



- Founded in 1984 and focuses on the R&D, manufacture and sale of optical and optical-related products
- Listed on the main board of the Hong Kong Stock Exchange in 2007 and included in the Hang Seng Index, Hang Seng China Enterprises Index and Hang Seng Technology Index currently





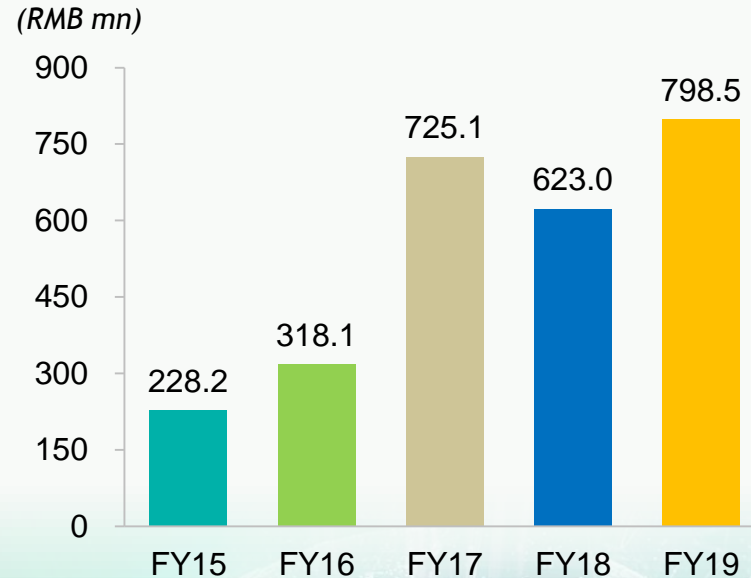


(1) The Sunny Group Employee Offshore Trust is a trust which holds the entire issued share capital of Sun Ji Limited. Mr. Wang Wenjian, together with TMF Trust (HK) Limited, is one of the two trustees and one of the beneficiaries of the Sunny Group Employee Offshore Trust.

## Dividend Policy :

- ◆ The dividend payout ratio is 20%-30% of the profit for the year attributable to owners of the Company

## Dividends







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