



Sunny Optical Technology (Group) Company Limited

舜宇光学科技（集团）有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 2382.HK)

2020 Annual Results Corporate Presentation

March 2021



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Agenda

- 1 **Financial Overview**
- 2 **Operation Review**
- 3 **Outlook**
- 4 **Q&A**
- 5 **Appendix**



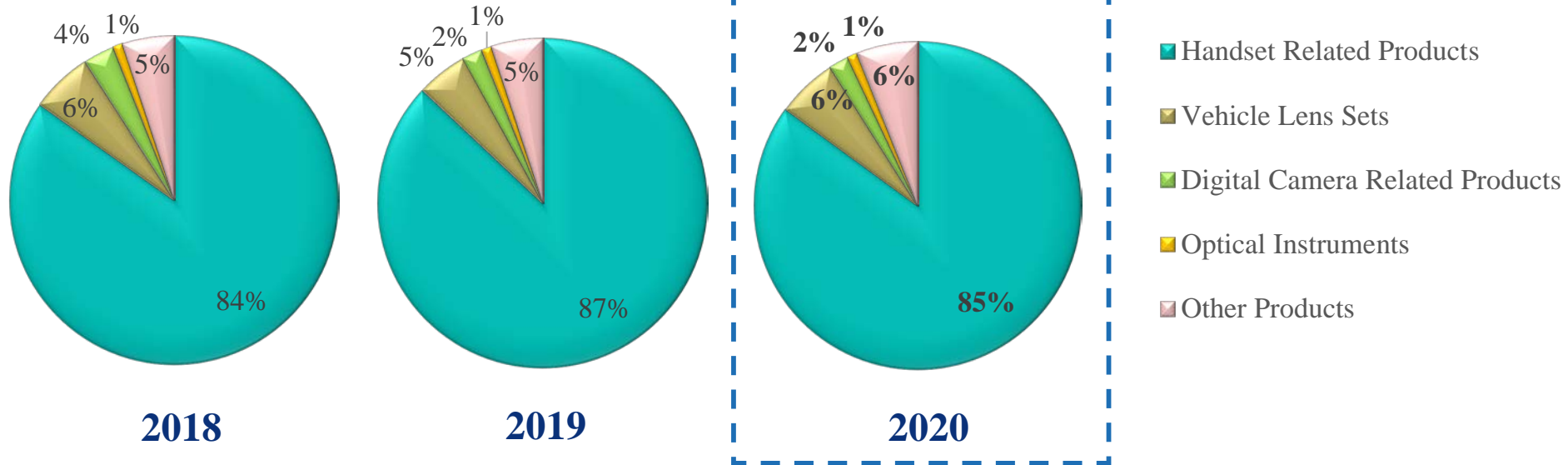
Financial Overview

	2019	2020	Change
<i>For the year ended 31 December (RMB mn)</i>			
Revenue	37,848.7	38,001.8	+0.4%
Gross Profit	7,750.7	8,697.9	+12.2%
Profit Before Tax	4,550.3	5,642.9	+24.0%
Income Tax Expense	(531.0)	(702.6)	+32.3%
Effective Tax Rate (%)	11.7	12.5	+0.8ppt
Profit for the Year Attributable to Owners of the Company	3,991.3	4,871.8	+22.1%
Earnings per Share – Basic <i>(RMB cents)</i>	364.8	445.8	+22.2%

	2018		2019		2020	
<i>For the year ended 31 December (RMB mn)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>
Revenue	25,931.9	100.0%	37,848.7	100.0%	38,001.8	100.0%
Total Operating Expenses	2,006.1	7.8%	3,138.3	8.3%	3,531.2	9.3%
• Selling and Distribution Expenses	209.9	0.8%	278.6	0.7%	313.5	0.8%
• R&D Expenditure	1,362.3	5.3%	2,209.3	5.9%	2,499.1	6.6%
• Administration Expenses	433.9	1.7%	650.4	1.7%	718.6	1.9%

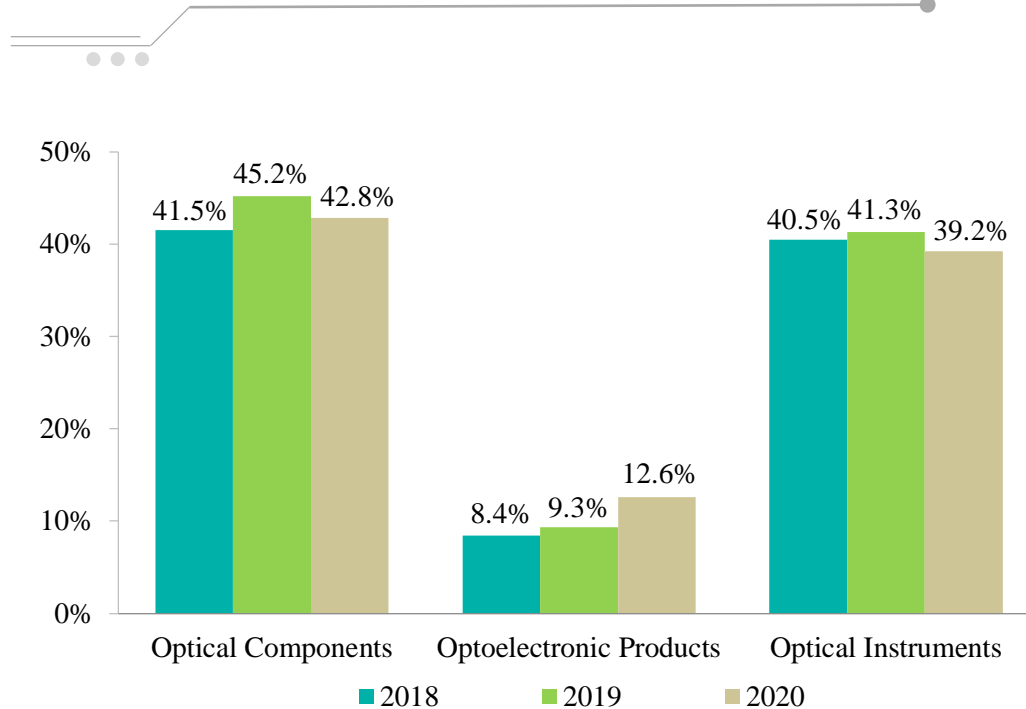
	2018	2019	2020
Current Ratio (<i>Times</i>)	1.9	1.8	1.9
Operating Cash Inflow (<i>RMB mn</i>)	3,567.9	4,661.6	7,160.0
Cash and Cash Equivalents (<i>RMB mn</i>)	7,248.6	7,601.1	11,560.3
• Pledged Bank Deposits (<i>RMB mn</i>)	214.7	6.1	3.4
• Financial Assets at Fair Value through Profit or Loss (<i>RMB mn</i>)	4,759.6	5,662.8	8,480.2
• Bank Balances and Cash (<i>RMB mn</i>)	2,274.3	1,932.2	3,076.7
Net Cash per Share (<i>RMB cents</i>)	154.3	212.6	511.8
Gearing Ratio (%)	24.3	17.2	16.8
ROE (%)	27.1	31.6	29.4
Capital Expenditure (<i>RMB mn</i>)	2,617.4	3,167.9	2,798.4

Revenue Breakdown by Product Applications



For the year ended 31 December

Gross Profit Margins by Business Segments



For the year ended 31 December

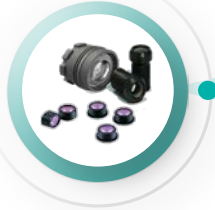


Operation Review

R&D Completed

Mass Production Achieved

Optical Components



- Continuous zoom handset lens sets
- 8P high-resolution handset lens sets
- Free-form handset lens sets
- Millimetre-scale ultra-macro shooting handset lens sets
- 2-mega pixel hybrid front-view vehicle lens sets

- 100-mega pixel large image size handset lens sets
- Super-small distortion wide-angle (115°) handset lens sets
- Pure glass 8-mega pixel front-view vehicle lens sets with glass aspherical lenses

Optoelectronic Products



- Continuous zoom handset camera modules
- Sensor-shift handset camera modules
- Front-view, side-view and rear-view vehicle modules which are all 8-mega pixel

- Gimbal stabilization handset camera modules
- Handset camera modules with MOBII & MOCII packaging technique

Optical Instruments



- High-precision and high-speed switchable laser scanning confocal microscope

- Ultra-wide field of view (30mm) high magnification objective (20X and 60X), which is first innovated in China

Emerging Businesses

Optical Components



- Achieved breakthroughs in 6-inch, 8-inch wafer nano-imprint technology of DOE
- Completed the R&D of single-color AR diffractive waveguide
- Completed the R&D of megapixel lens sets of vehicle smart headlights
- Achieved the mass production of diffusers

Optoelectronic Products

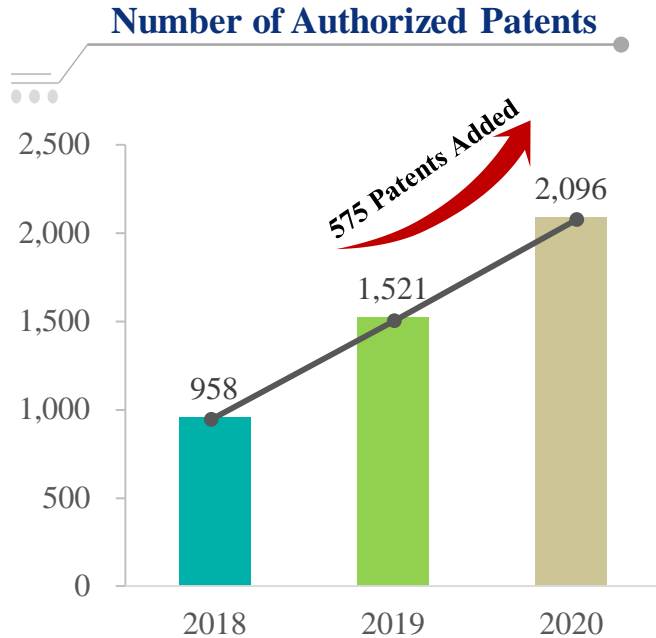


- Completed the R&D of structured light system applied to smart door locks
- Completed the R&D of ToF-related algorithm of sweeping robot and the development of binocular solution, and achieved delivery
- The face live detection solution has obtained the Bank Card Test Center enhanced-level certification
- The face scan payment solution has obtained the WeChat testing certification

Optical Instruments



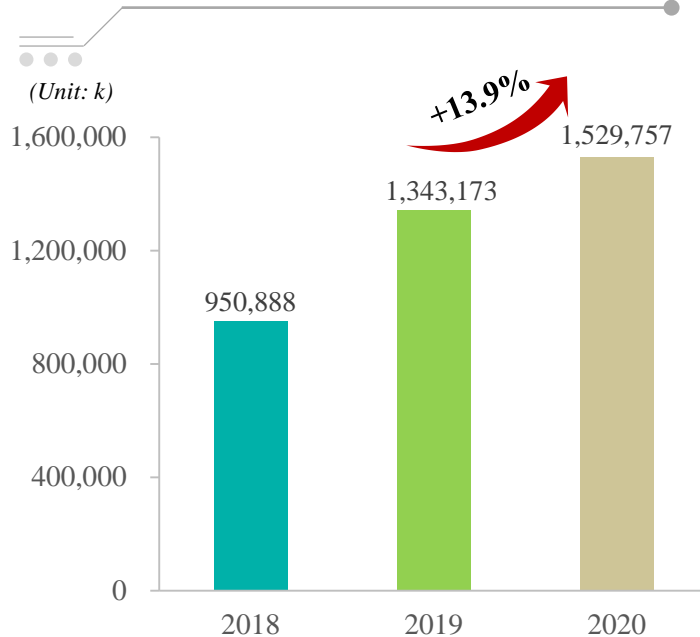
- Completed the R&D of immunofluorescence screening equipment for peripheral blood and achieved sales
- Completed the R&D of a digital pathology remote consultation platform



As at 31 December

- ◆ Equipped with professional management team, actively conducts the layout of intellectual property rights.
- ◆ In 2020, 575 new authorized patents were added, including 187 invention patents.
- ◆ As at 31 December 2020, 3,212 patents are pending approval, mainly related to the fields of smartphones, vehicle imaging and sensing systems, security surveillance, AR/VR and robotic vision.

Shipment Volume of the Company's Handset Lens Sets



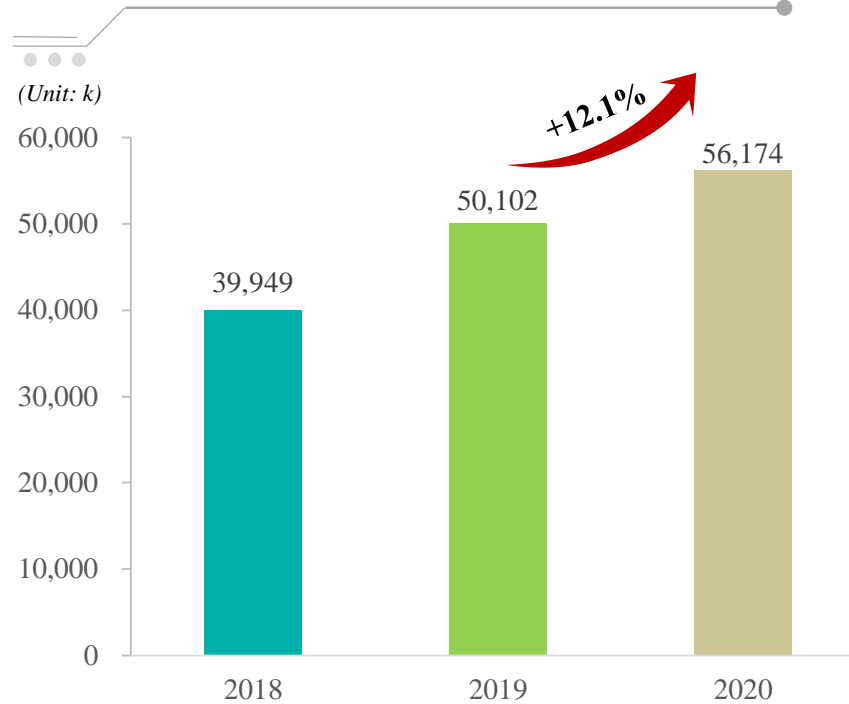
For the year ended 31 December

Shipment Volume of the Company's 6P and above Handset Lens Sets



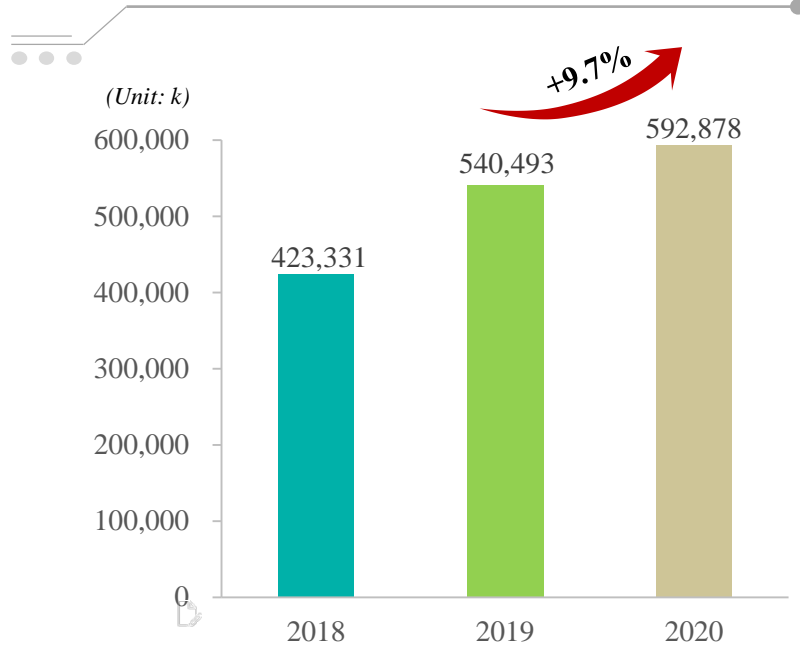
For the year ended 31 December

Shipment Volume of the Company's Vehicle Lens Sets



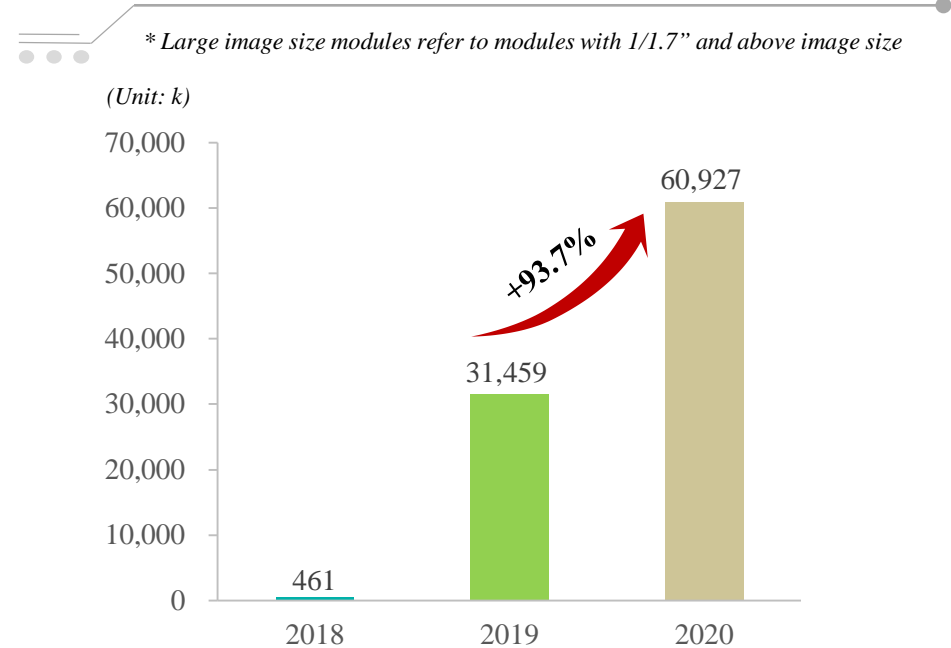
For the year ended 31 December

Shipment Volume of the Company's Handset Camera Modules



For the year ended 31 December

Total Shipment Volume of the Company's Periscope Modules and Large Image Size Modules



For the year ended 31 December

Global Layout

Enhance Large-scale High-end Manufacturing Capabilities



 Production Base

 R&D Center



Yuyao Chengxi Production Base



Sunny Zhejiang Optics was awarded the “**Best Delivery Award**” by Vivo Mobile Communication Co., Ltd.



Sunny Zhejiang Optics was awarded the “**2020 Strategic Partner Award**” by Q Technology Limited



The subsidiary in India of Sunny Opotech was awarded the “**2020 Best Delivery Award**” by OPPO MOBILES INDIA PRIVATE LIMITED



Included in “**Fortune China Top 500 list**” for the sixth consecutive year



Awarded the “**Best TMT Company**” at the 5th “Golden Hong Kong Stocks Awards”



MSCI ESG ranking raised from “BB” to “**BBB**”



Sunny Zhejiang Optics was awarded the “**Best Quality Award**” and “**Pandemic ‘War’ Delivery Partner Award**” by Weifang Goertek Electronics Co., Ltd.



Sunny Automotive Optech was awarded the “**2019 Quality Operation Award**” by Huizhou Desay SV Automotive Co., Ltd.



Sunny Optical Intelligence was awarded the “**Excellent Supplier Award**” by Ecovacs Robotics Co., Ltd.



Ranked 1st in the “**Best Investor Relations Program**” “**Best CEO**” for the fifth consecutive year, and awarded the title of “**Most Honored Company**” among all-Asia Technology/ Hardware companies by the US magazine, Institutional Investor



Awarded the “**The Most Remarkable Investor Relations Recognition (Hang Seng Index Category)**” at “Quam IR Awards 2019”

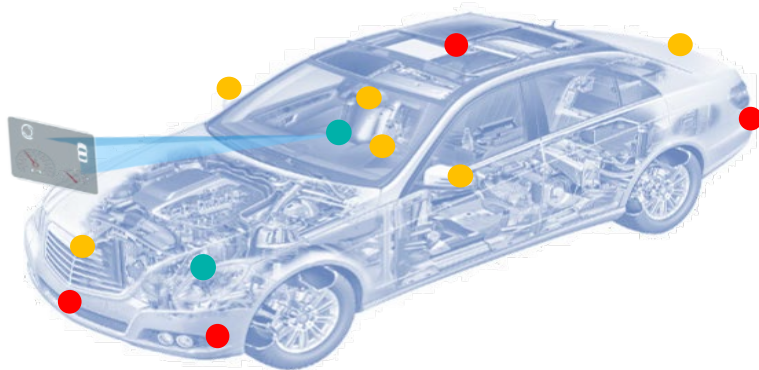


Included in “**Hang Seng China Enterprises Index**”, “**Hang Seng Tech Index**” and “**Hang Seng Corporate Sustainability Benchmark Index**”



Outlook





- Cameras, LiDAR and smart headlights make the cars to "see" and communicate with the world better
- "Display" + "Interaction" functions improve driving safety and entertainment interaction

● Vehicle Camera Related Products



●
Vehicle
Lens Sets

●
Vehicle
Modules

●
Solutions

● Display Related Products

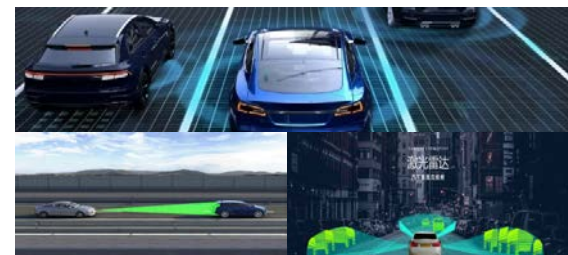


●
Key Optical
Components
in Head-up
Display

●
Key Optical
Components
in Smart
Headlights

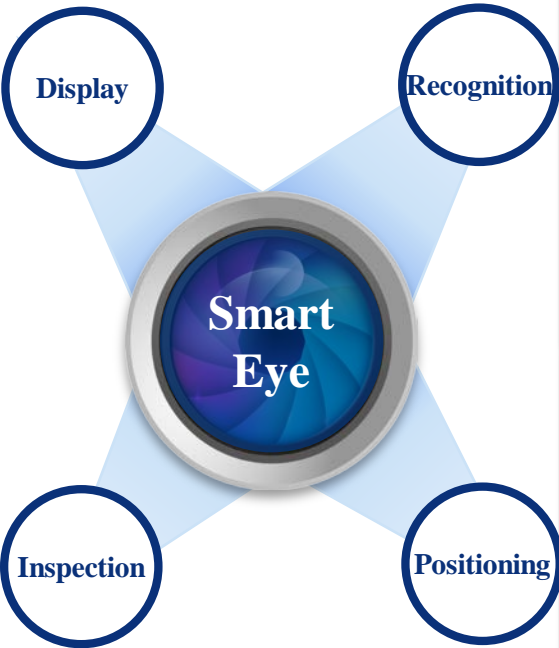
●
Solutions

● LiDAR Related Products



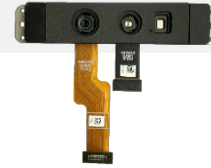
●
Key Optical
Components

●
Solutions



Object Recognition
Facial Recognition
Gesture Recognition
Eyeball Tracking
Attitude Recognition
Facial Expression Recognition
Obstacle Avoidance
Scene Rebuilding
Map-building Navigation

Module



Module combined with SDK



AI



VR



AR



Drone



Sweeping Robot



Service Robot



Unmanned Supermarket



Smart TV



Facial Scanning Payment Terminal



Smart Door Lock

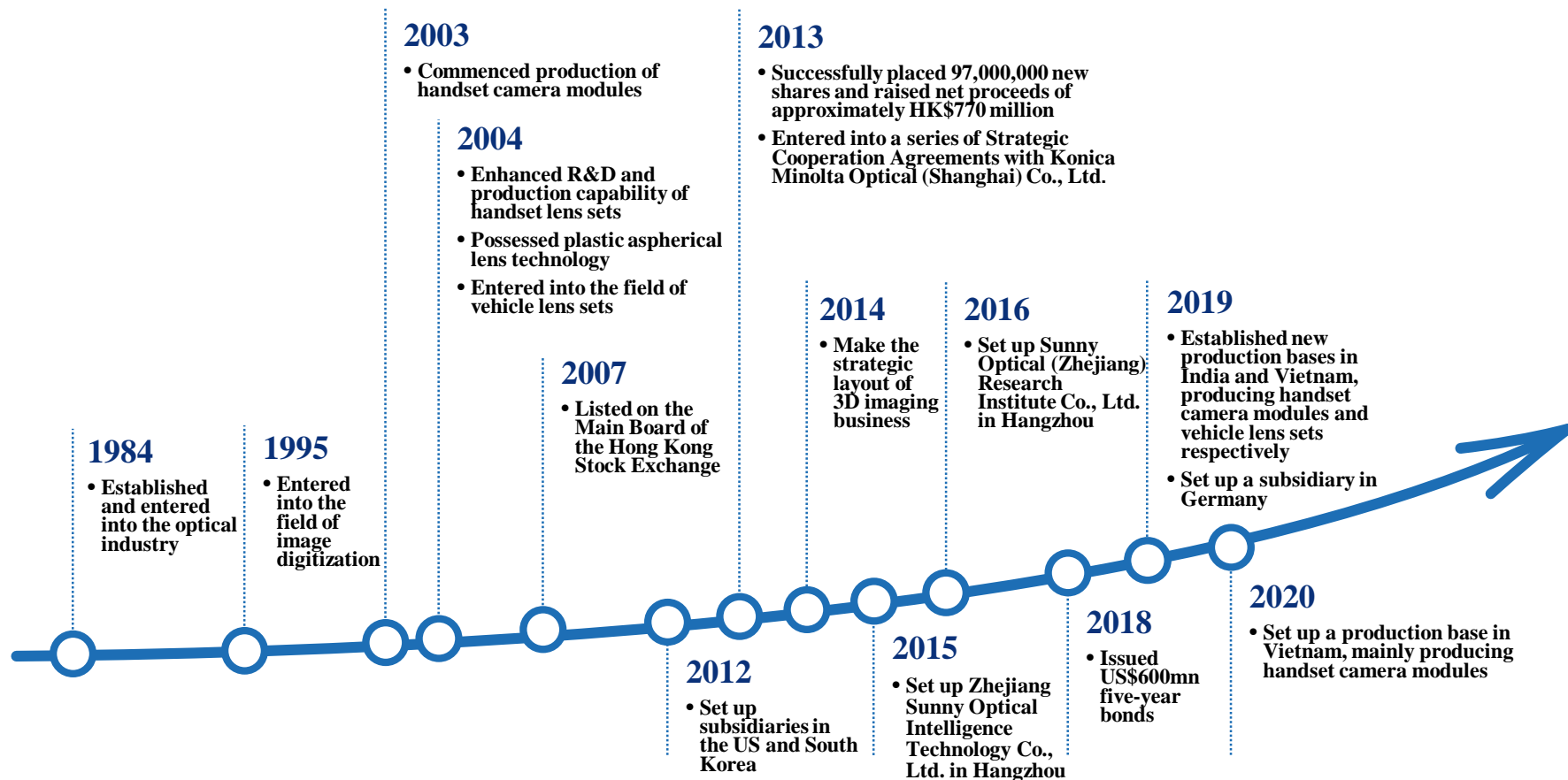


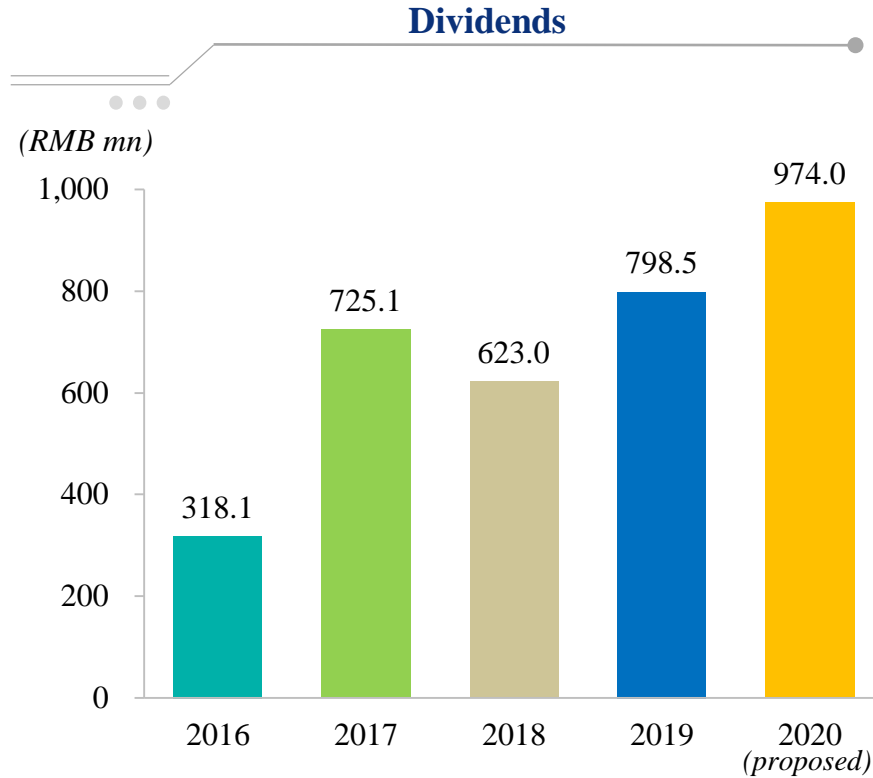
Panoramic Camera



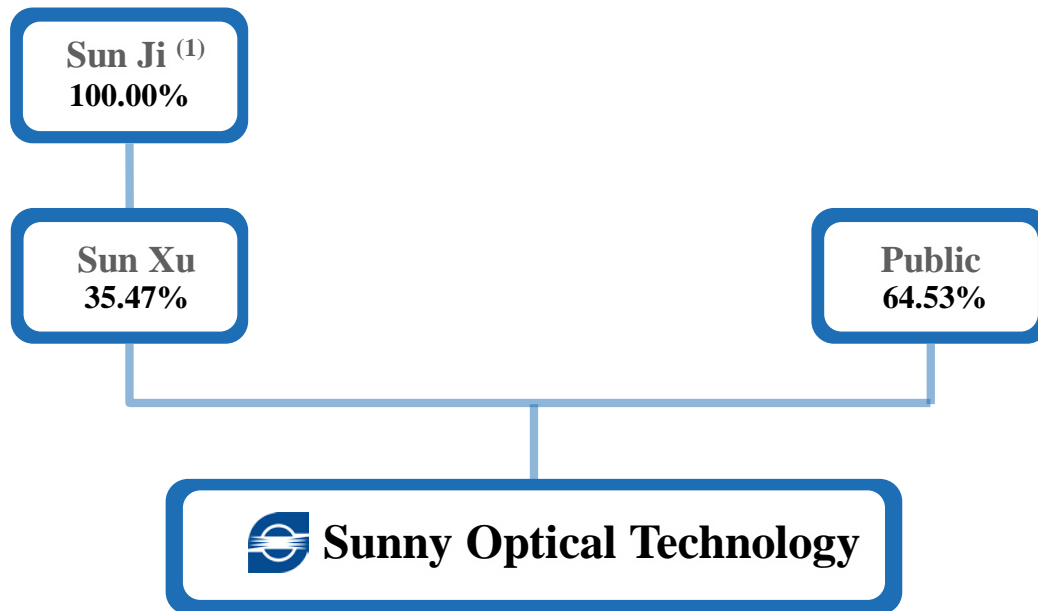
Q&A

Appendix





For the year ended 31 December



(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.

* As at 31 December 2020

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