



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)

2021 Annual Results Corporate Presentation

March 2022

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Agenda

1 Financial Highlights

2 Operation Review

3 Outlook

4 Appendix

 1

Financial Highlights

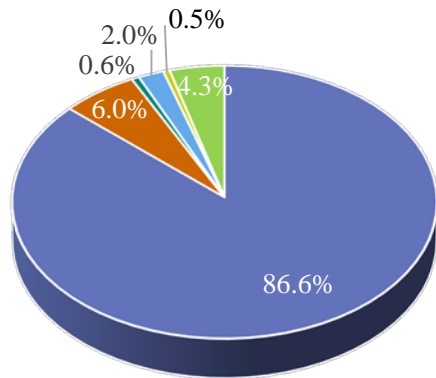
	2020	2021	Change
<i>For the year ended 31 December (RMB mn)</i>			
Revenue	38,001.8	37,496.9	-1.3%
Gross Profit	8,697.9	8,736.2	+0.4%
Profit Before Tax	5,642.9	5,634.9	-0.1%
Income Tax Expense	(702.6)	(579.0)	-17.6%
Effective Tax Rate (%)	12.5	10.3	-2.2ppt
Profit for the Year Attributable to Owners of the Company	4,871.8	4,988.0	+2.4%
Earnings per Share – Basic <i>(RMB cents)</i>	445.8	456.5	+2.4%

Well-controlled Operating Expenses

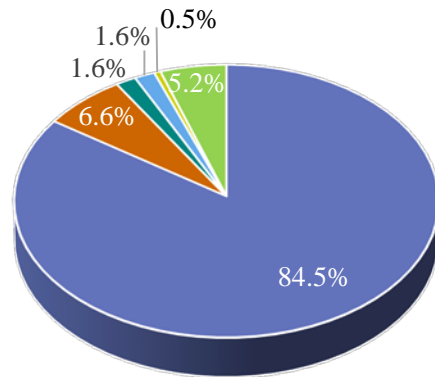
	2019		2020		2021	
<i>For the year ended 31 December (RMB mn)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>		<i>(as % of revenue)</i>
Revenue	37,848.7	100.0%	38,001.8	100.0%	37,496.9	100.0%
Total Operating Expenses	3,138.3	8.3%	3,531.2	9.3%	3,673.9	9.7%
• Selling and Distribution Expenses	278.6	0.7%	313.5	0.8%	274.1	0.7%
• R&D Expenditure	2,209.3	5.9%	2,499.1	6.6%	2,642.2	7.0%
• Administration Expenses	650.4	1.7%	718.6	1.9%	757.6	2.0%

	2019	2020	2021
Current Ratio (<i>Times</i>)	1.8	1.9	2.4
Operating Cash Inflow (<i>RMB mn</i>)	4,661.6	7,160.0	6,979.0
Cash and Cash Equivalents (<i>RMB mn</i>)	7,601.1	11,560.3	14,992.7
<ul style="list-style-type: none"> • Pledged Bank Deposits (<i>RMB mn</i>) • Financial Assets at Fair Value through Profit or Loss (<i>RMB mn</i>) • Short Term Fixed Deposits, Bank Balances and Cash (<i>RMB mn</i>) 	6.1	3.4	18.3
	5,662.8	8,480.2	8,275.3
	1,932.2	3,076.7	6,699.1
Net Cash per Share (<i>RMB cents</i>)	212.6	511.8	818.1
Gearing Ratio (%)	17.2	16.8	15.6
ROE (%)	31.6	29.4	24.2
Capital Expenditure (<i>RMB mn</i>)	3,167.9	2,798.4	2,588.9

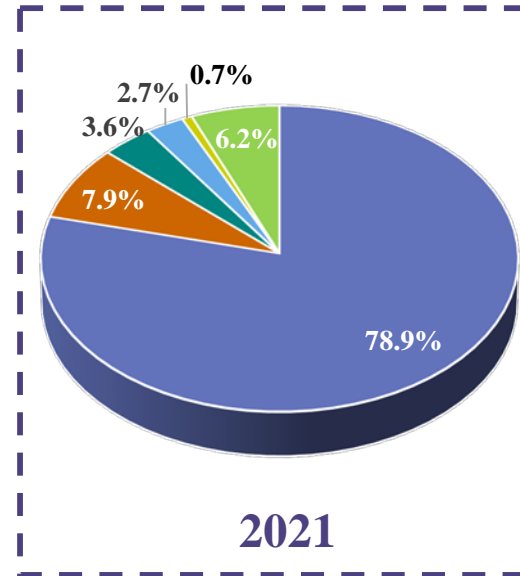
Revenue Breakdown by Product Applications



2019



2020

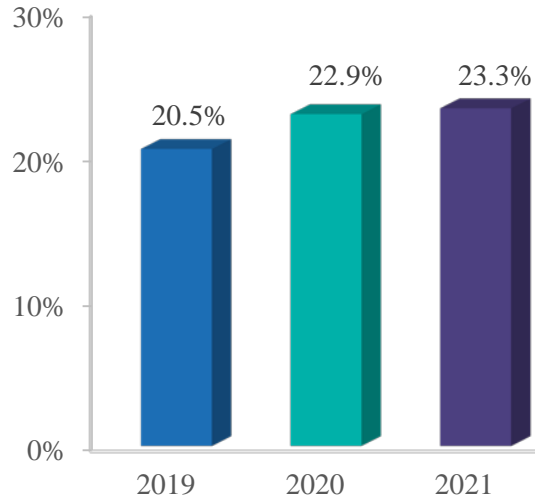


2021

- Handset Related Products
- Vehicle Related Products
- AR/VR Related Products
- Digital Camera Related Products
- Optical Instruments
- Other Products

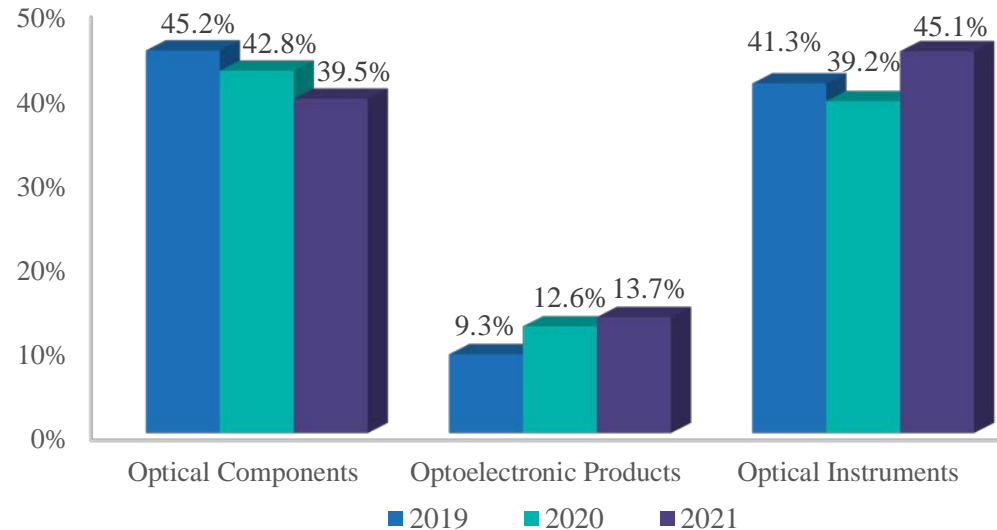
For the year ended 31 December

Consolidated Gross Profit Margin



For the year ended 31 December

Gross Profit Margins by Business Segments



For the year ended 31 December



② Operation Review

Continued to Make Breakthroughs in Technology Built High-tech Barriers

R&D Completed

Ultra-thin miniaturized head lens sets
used for foldable phones

200MP ultra-large image size (1/1.22") lens sets

Ultra-large image size (1/1.12") lens sets with 8P

Wide-angle lens sets with 2 freeform lenses

Large image size (1/1.5") periscope lens sets
dedicated to ultra-high-definition portrait shooting

Mass Production Achieved

Ultra-wide angle (> 140°) lens sets

Ultra-thin lens sets with large image size (1/1.5")

GM+P main camera lens sets with large image size

Smartphone Related

Vehicle Related

R&D Completed

2MP / 3MP hybrid ADAS lens sets
containing multiple plastic lenses after tackling temperature excursion for cost reduction and performance improvement

ADAS lens sets with automatic defrosting and demisting functions
the first in the industry, applied in L3-L4 platform-based projects from various OEMs

Mass Production Achieved

All-plastic rear-view lens sets
solved the reliability problem

Various 8MP ADAS lens sets
including various projects based on platforms of NVIDIA, Qualcomm and Horizon Robotics, etc.

HUD-freeform lenses

Core optical engine for holographic AR HUD

Core lens sets for various 0.01MP projecting modules
applied in smart headlamps

Optical Components



R&D Completed

New-generation VR positioning lens sets
tackled temperature excursion and improved the stability of spatial orientation

Binocular VR optical modules
improved distortion and chromatism, optimised display effect

Emerging Optics

Mass Production Achieved

VR eyepieces with two fresnel lenses
improved immersive experience through enlarging field of view

Developed Advantageous Businesses In-depth Continued to Carry Out R&D Innovation

R&D Completed

Cost-effective 5X optical zoom periscope camera modules
Ultra-large image size (1/1.12") camera modules

Mass Production Achieved

Dual OIS camera modules
GM+P main camera modules with large image size

Smartphone Related

Vehicle Related

R&D Completed

3MP panoramic modules
3MP ultra-wide angle modules
applied in rear-view E-mirrors
Super high resolution Carlog modules

Mass Production Achieved

8MP sensing modules for external environment
obtained more than 10 designated customers based on the platforms of Horizon Robotics, Mobileye and NVIDIA, among which projects with Horizon Robotics and Mobileye have achieved mass production
1.7MP/ 2MP/ 5MP sensing modules for external environment
2MP OMC modules
1.3MP/ 2MP DMC modules
Automotive-grade COB production line was established and has the capability of mass production



Optoelectronic Products



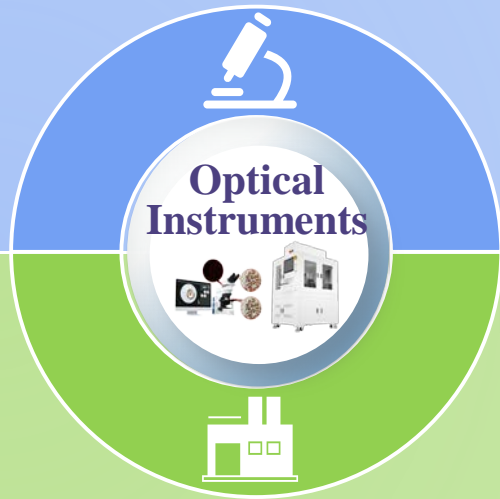
Robotic Vision

Recognition Business

Structured light modules made breakthroughs in the application scenario of identity verification
Dual-camera and structured light modules in the application scenario of smart door locks with facial recognition were recognized by customers
Visual AI chips were taped-out

Positioning Business

Solutions for the visual system of service robots have commenced application in the clients



Microscopes

R&D Completed

25X flat field multiphoton excitation dedicated objectives

the first in China for commercial use, achieved breakthroughs in near-infrared single-photon and multiphoton in-depth and high spatial resolution with large numerical aperture and broadband achromatic correction

Mass Production Achieved

All series of objective lenses of super apochromat

currently have the largest numerical aperture and achromatic correction range in China, and can realize high resolution and high precision imaging in scientific research field

Intelligent Equipment

Industrial Field

R&D Completed

AA equipment for VR modules

used in active alignment for VR modules and liquid crystal displays

Integrated production line for the testing of handset lens sets

Mass Production Achieved

Vehicle plain glass with large size inspection equipment

used for appearance inspection of the glass of active center stack

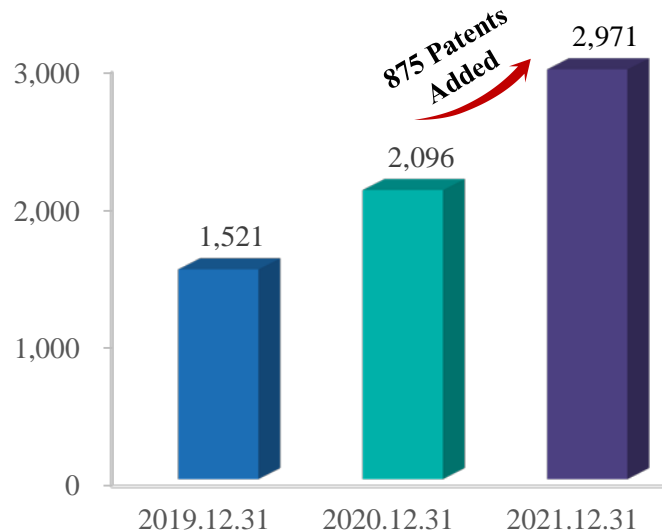
Medical Field

R&D Completed

Chromosome caryotype auto microscopic scanner

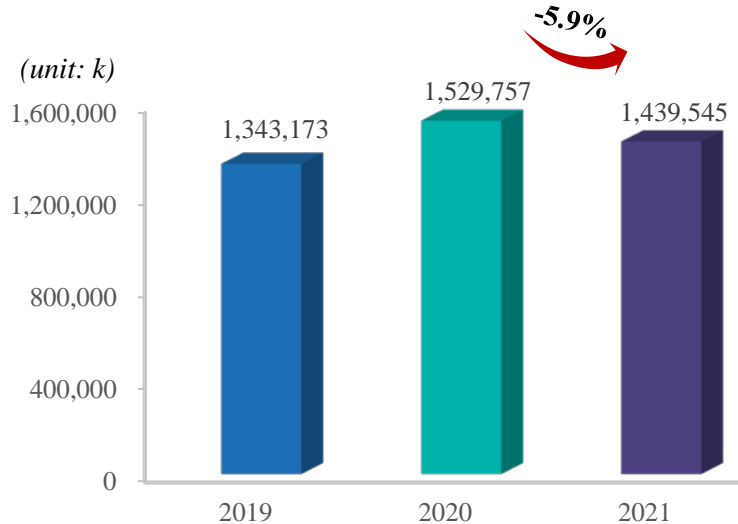
applied in prenatal examination, screening and diagnosis, genetic diseases diagnosis, hematologic tumor diagnosis and other fields, and replaced imported equipment successfully

Number of Authorized Patents

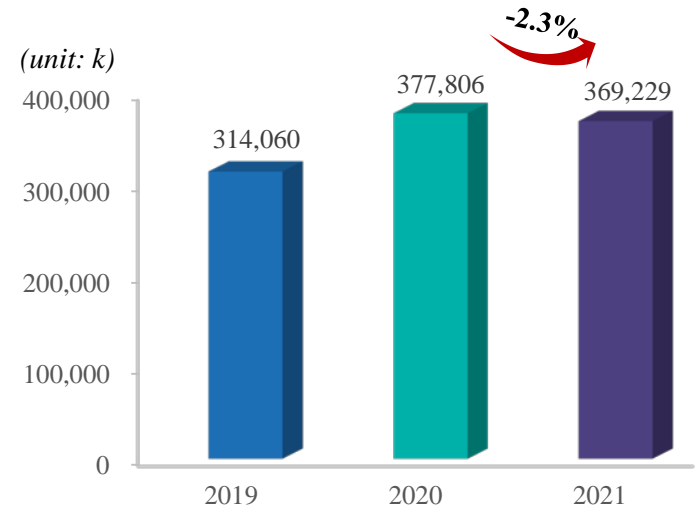


- ◆ Equipped with professional management team, and actively carried out the layout of independent intellectual property rights
- ◆ In 2021, 875 new authorized patents were added, including 469 invention patents
- ◆ As at 31 December 2021, 3,970 patents are pending approval, mainly related to the fields of smartphone, vehicle imaging and sensing system, 3D technology and LiDAR, AR/VR, robotic vision and other fields

Shipment Volume of the Company's Handset Lens Sets

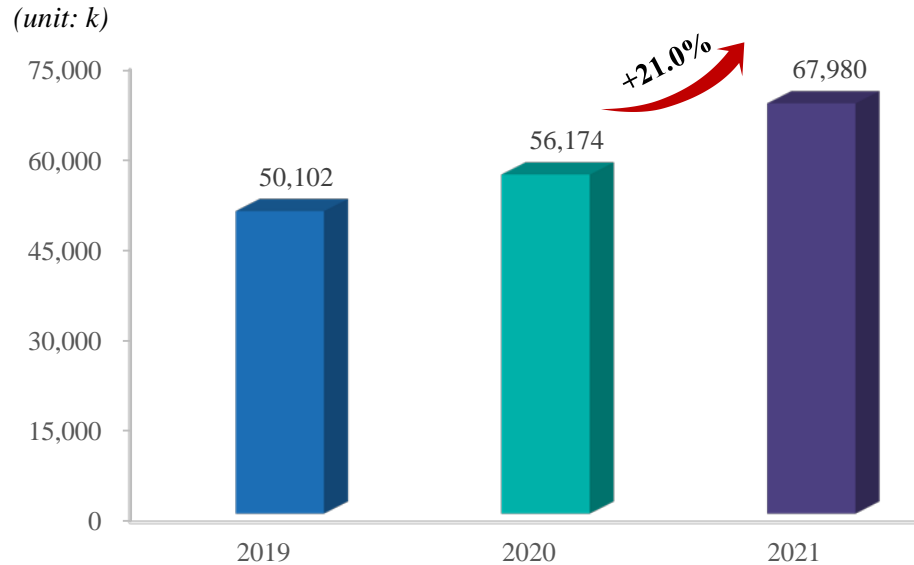


Shipment Volume of the Company's 6P and above Handset Lens Sets

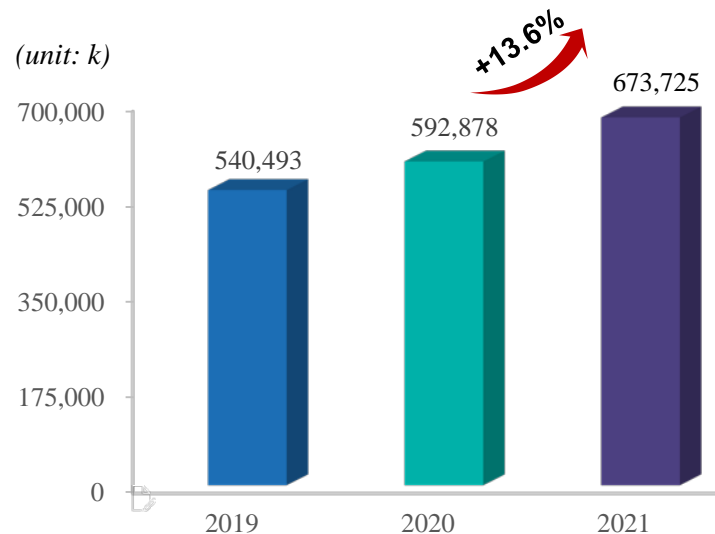


Continued to Maintain Leading Position as Global No.1 Raised Barriers of Product Technology

Shipment Volume of the Company's Vehicle Lens Sets

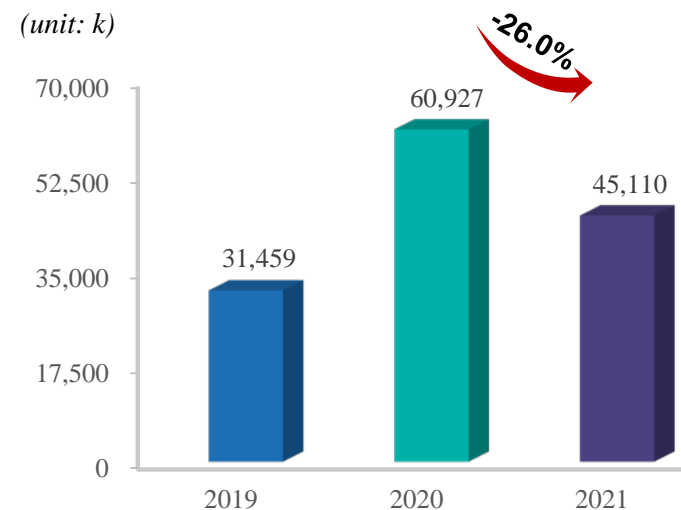


Shipment Volume of the Company's Handset Camera Modules



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

* Large image size modules refer to modules with 1/1.7" and above image size



Expanded Global Layout Enhanced Large-scale and High-end Manufacturing Capabilities

 Production Base  R&D Center



Sunny Zhejiang Optics was awarded

“Best Delivery Award”

--ZTE Corporation

“2021 Excellent Supplier Award”

--Wingtech Technology Co., Ltd.

“2021 Quality Management Innovation Award of Zhejiang Provincial People’s Government”

--Zhejiang Provincial People’s Government

Sunny Automotive Optech was awarded

“Excellence in Technology Award”

--Jiangsu New Vision Automotive Electronics Co., Ltd.

“Excellent Supplier Award”

--Bosch Group

Sunny Opotech was awarded

“Best Technological Innovation Award”

--ZTE Corporation

Sunny Optical Intelligence was awarded

“Co-Innovation Award”

--Beijing Roborock Technology Co., Ltd.

Sunny Optical Technology

Moody’s credit rating was raised from “Baa2” to **“Baa1”**

MSCI ESG rating was raised from “BBB” to **“A”**

was included in

“Hang Seng Sustainable Development Enterprises Index” &
“Hang Seng ESG 50 Index”

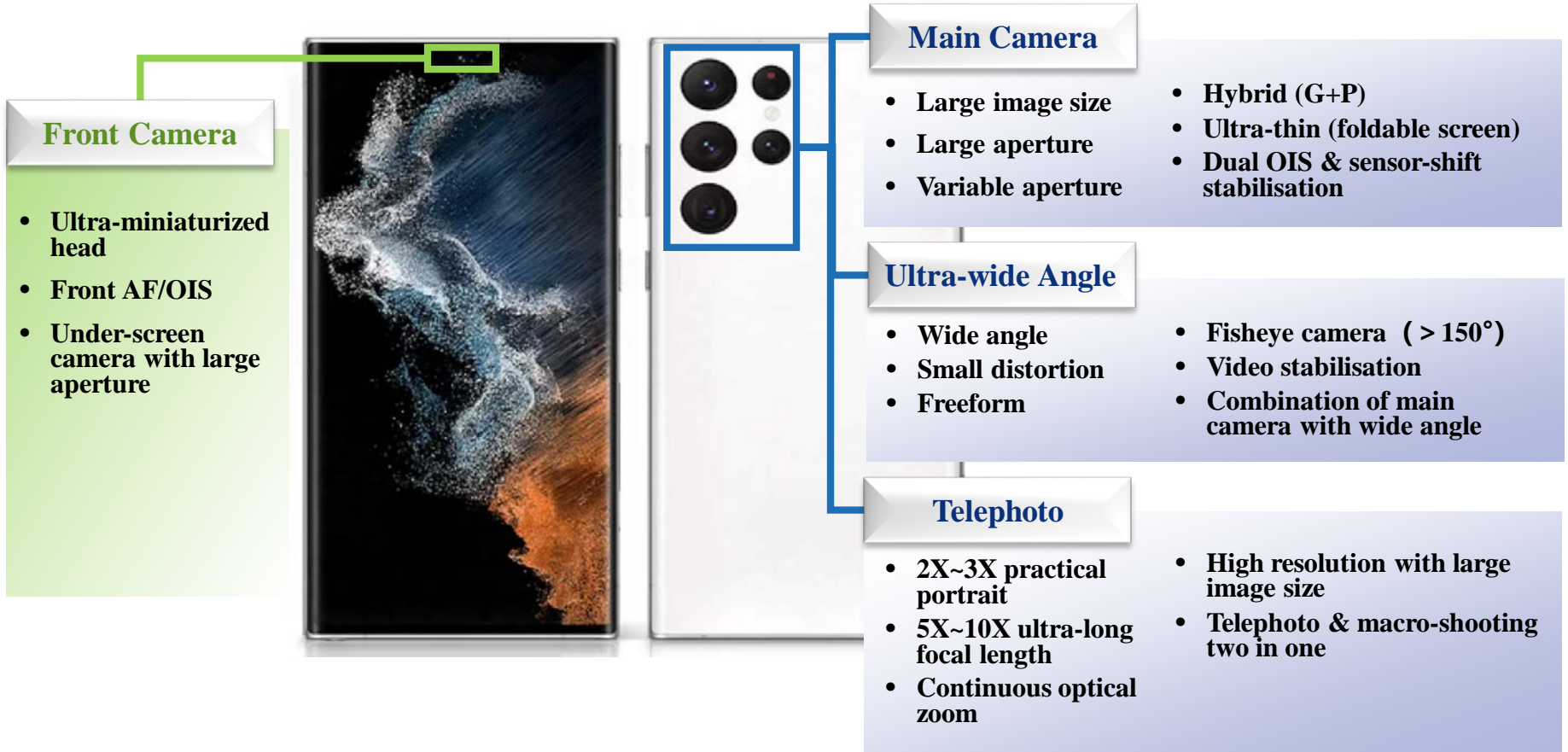
“Best Tech Constituent Stock”

--Hong Kong Outstanding Listed Enterprises Awards 2021
by “Economic Digest”

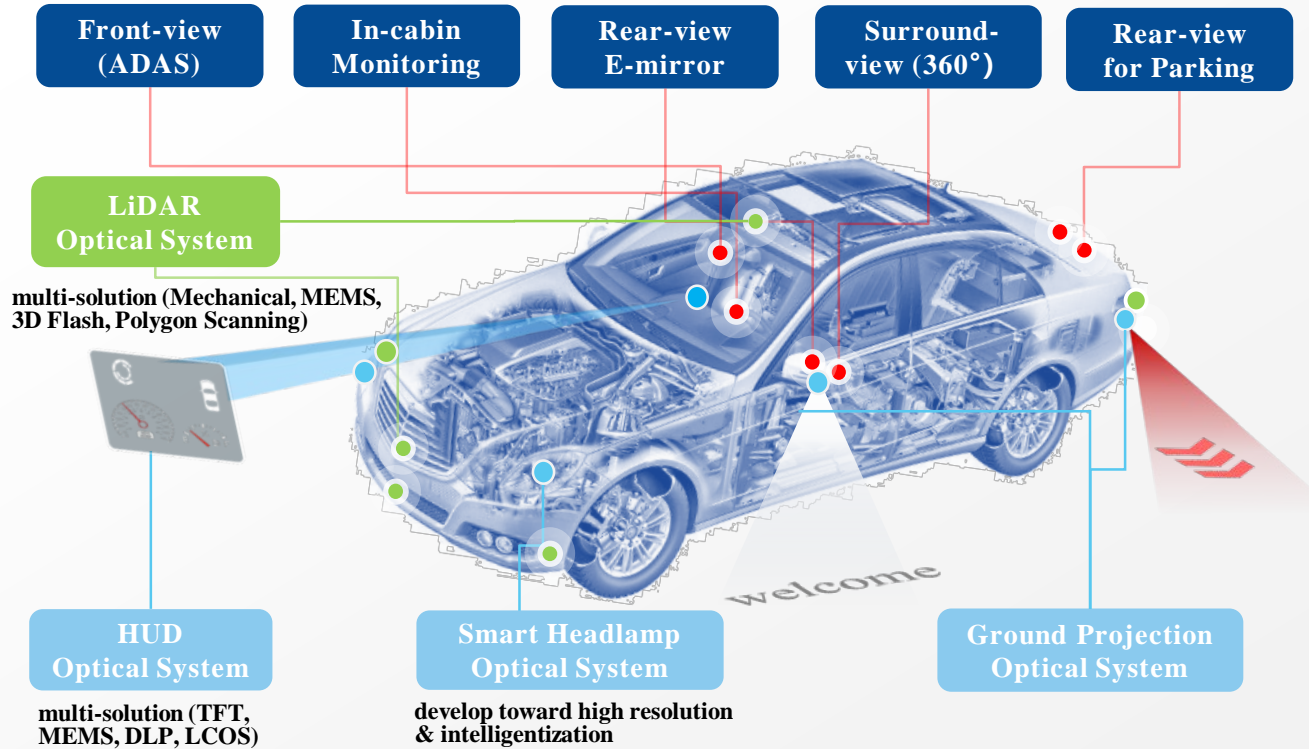
“The Most Remarkable Investor Relations Recognition”

Hong Kong Index Constituents (Hang Seng Index) Category
--Quam IR Awards 2020

3 Outlook



Rapid Progress of Autonomous Driving Huge Potential in Optical Applications



● Vehicle Camera Related



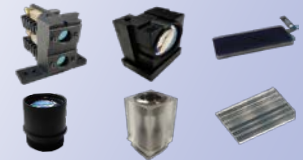
Vehicle Lens Sets Vehicle Modules

● Display Related



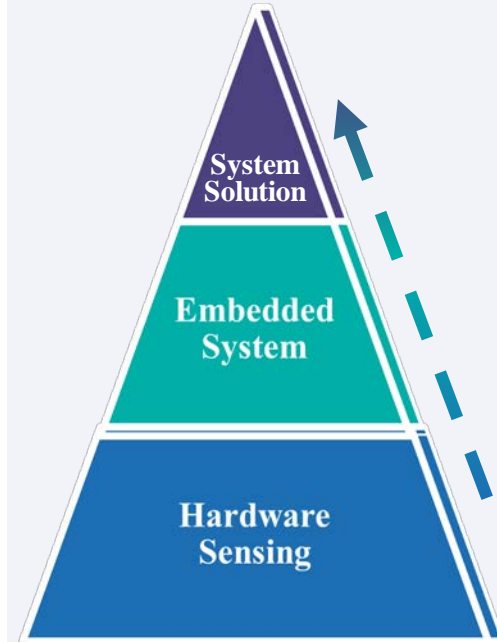
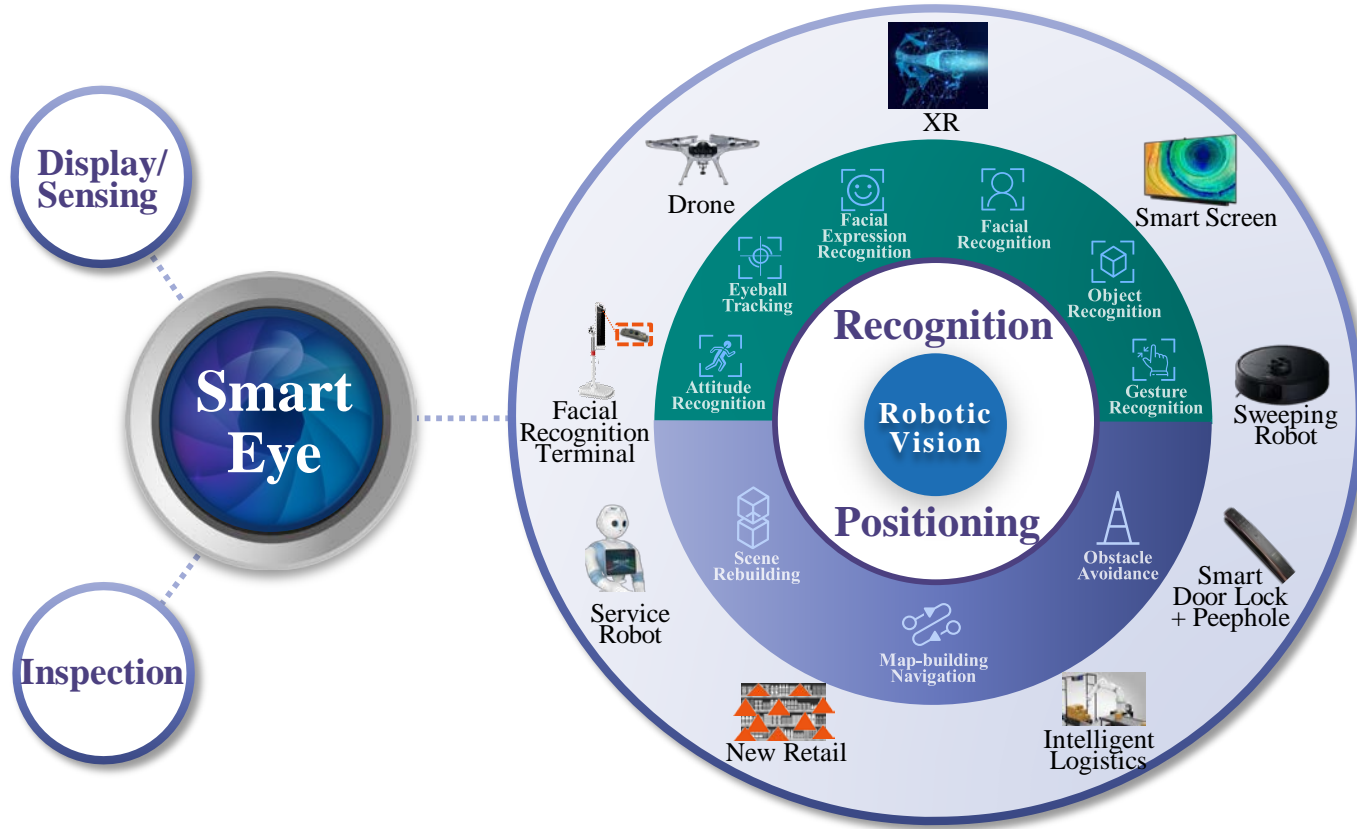
HUD / Smart Headlamp related products
(including PGU, ground projection modules,
key optical components and assemblies)

● LiDAR Related

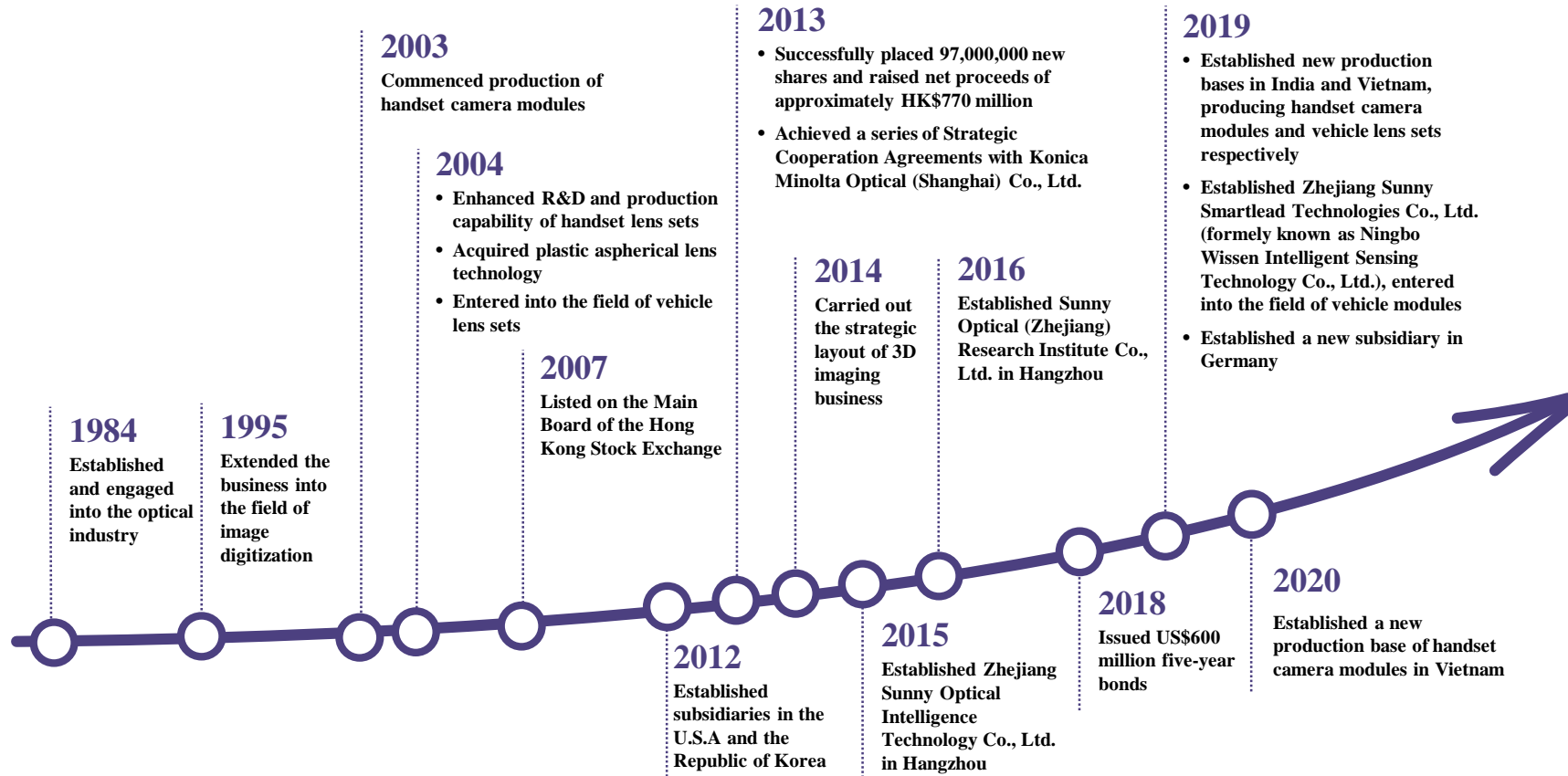


LiDAR related products
(including receiving and transmitting modules,
key optical components and assemblies)

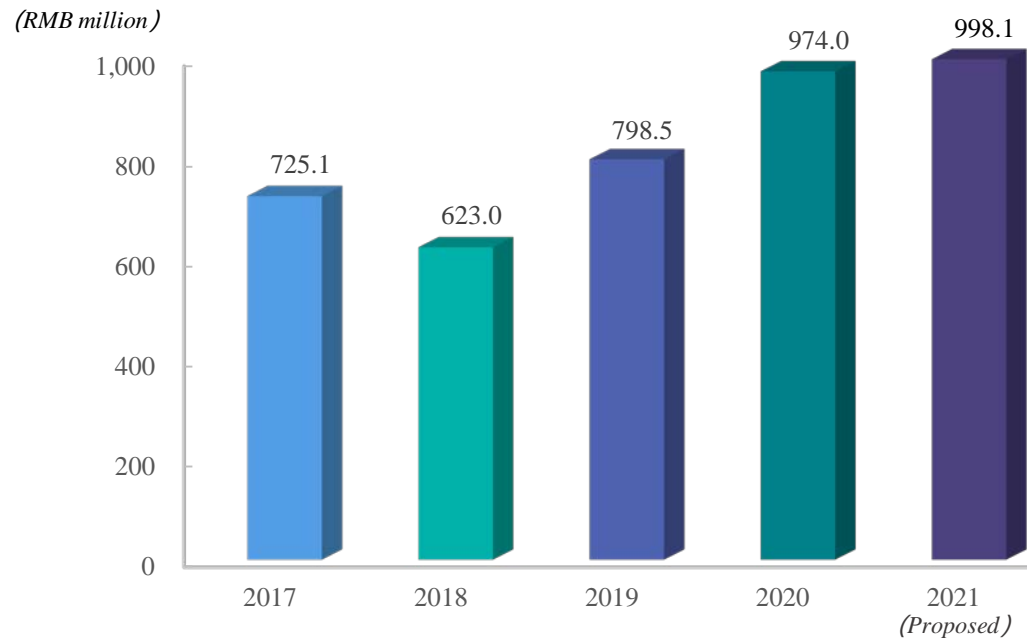
Seize New Opportunities in Markets Take the Lead in the Industry



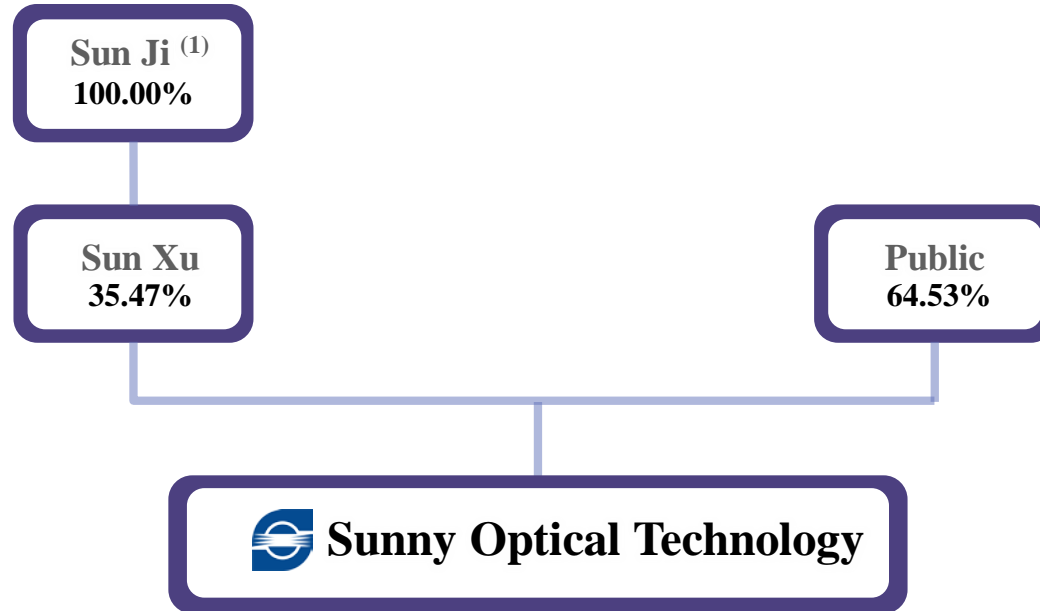
4 Appendix



Dividends



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 December 31, 2021

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