



**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

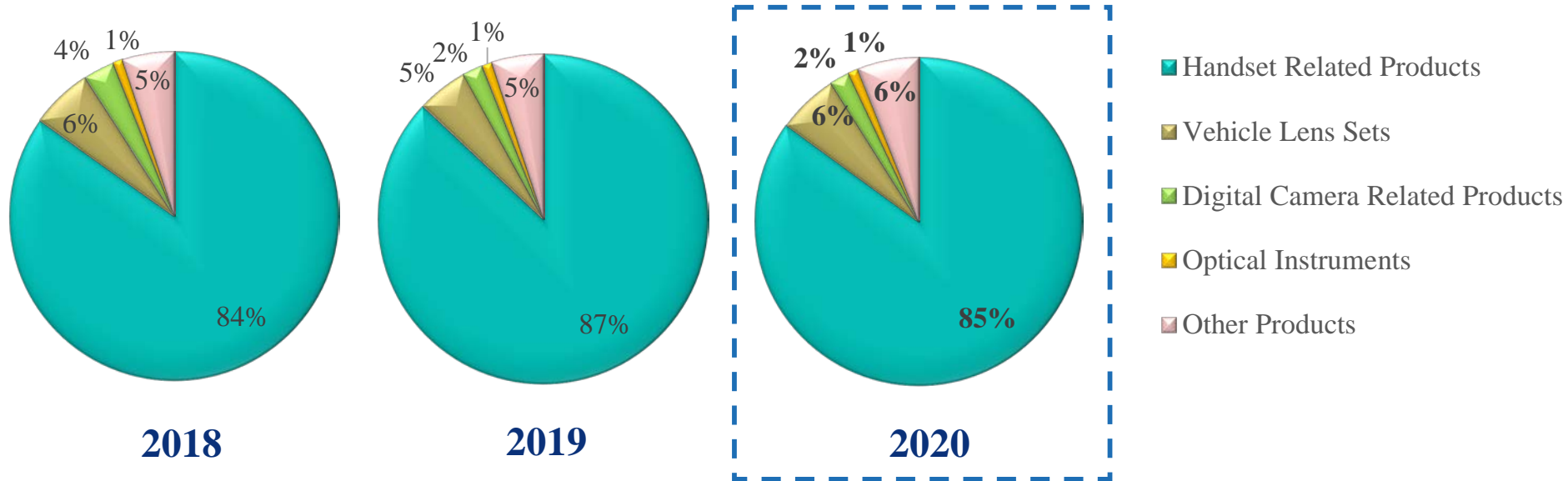
	2019	2020	Change
<i>For the year ended 31 December (RMB mn)</i>			
<b>Revenue</b>	37,848.7	<b>38,001.8</b>	+0.4%
<b>Gross Profit</b>	7,750.7	<b>8,697.9</b>	+12.2%
<b>Profit Before Tax</b>	4,550.3	<b>5,642.9</b>	+24.0%
<b>Income Tax Expense</b>	(531.0)	<b>(702.6)</b>	+32.3%
<b>Effective Tax Rate (%)</b>	11.7	<b>12.5</b>	+0.8ppt
<b>Profit for the Year Attributable to Owners of the Company</b>	3,991.3	<b>4,871.8</b>	+22.1%
<b>Earnings per Share – Basic</b> <i>(RMB cents)</i>	364.8	<b>445.8</b>	+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>
<b>Revenue</b>	25,931.9	100.0%	37,848.7	100.0%	<b>38,001.8</b>	<b>100.0%</b>
<b>Total Operating Expenses</b>	2,006.1	7.8%	3,138.3	8.3%	<b>3,531.2</b>	<b>9.3%</b>
• <b>Selling and Distribution Expenses</b>	209.9	0.8%	278.6	0.7%	<b>313.5</b>	<b>0.8%</b>
• <b>R&amp;D Expenditure</b>	1,362.3	5.3%	2,209.3	5.9%	<b>2,499.1</b>	<b>6.6%</b>
• <b>Administration Expenses</b>	433.9	1.7%	650.4	1.7%	<b>718.6</b>	<b>1.9%</b>



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

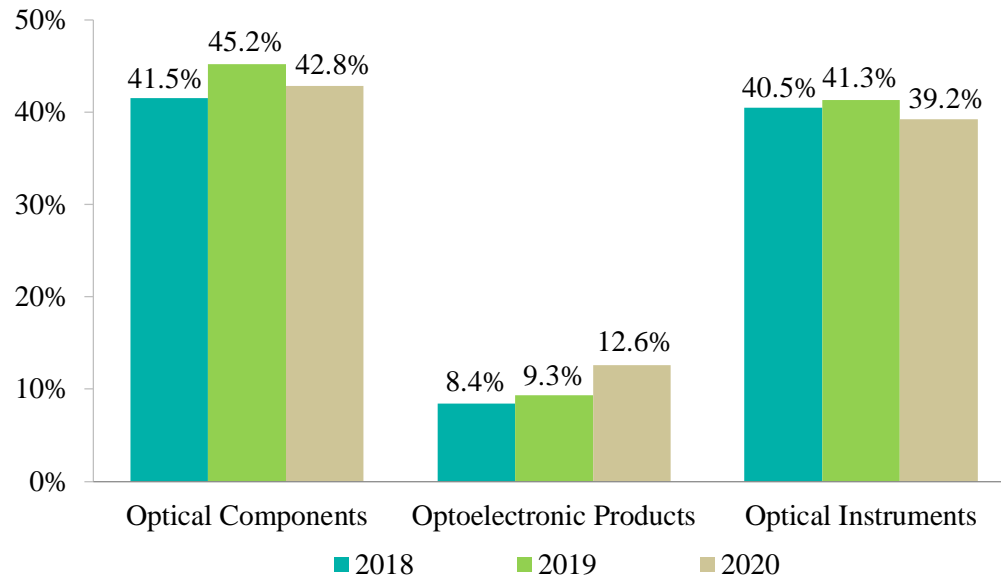
## Revenue Breakdown by Product Applications



*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

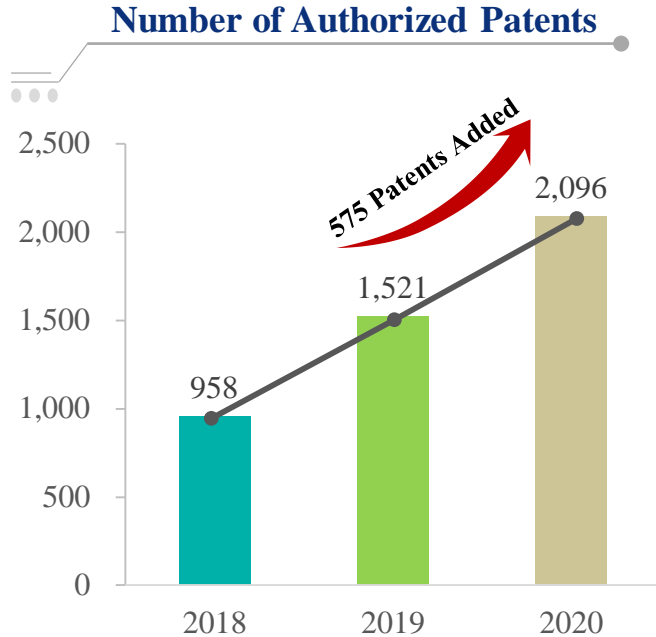


- Completed the R&D of structured light system applied to smart door locks
- Completed the R&D of ToF-related algorithm of sweeping robot and the development of binocular solution, and achieved delivery
- The face live detection solution has obtained the Bank Card Test Center enhanced-level certification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

#### Optical Instruments



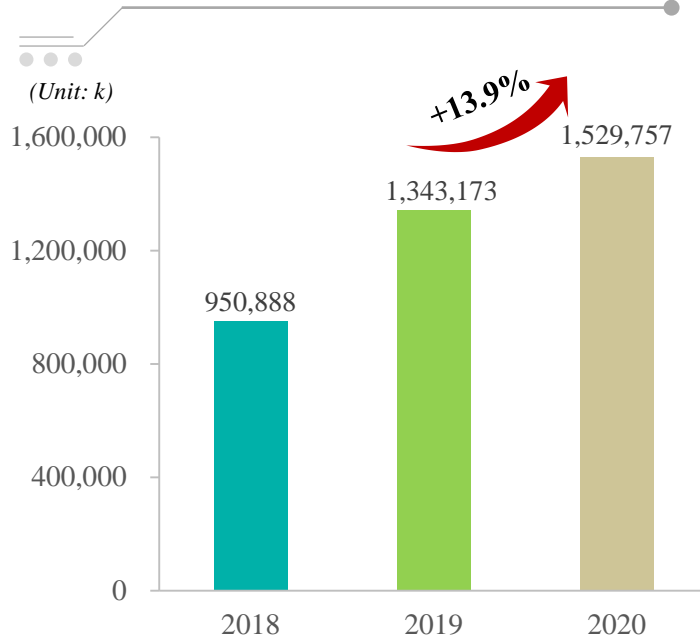
- Completed the R&D of immunofluorescence screening equipment for peripheral blood and achieved sales
- Completed the R&D of a digital pathology remote consultation platform



*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*

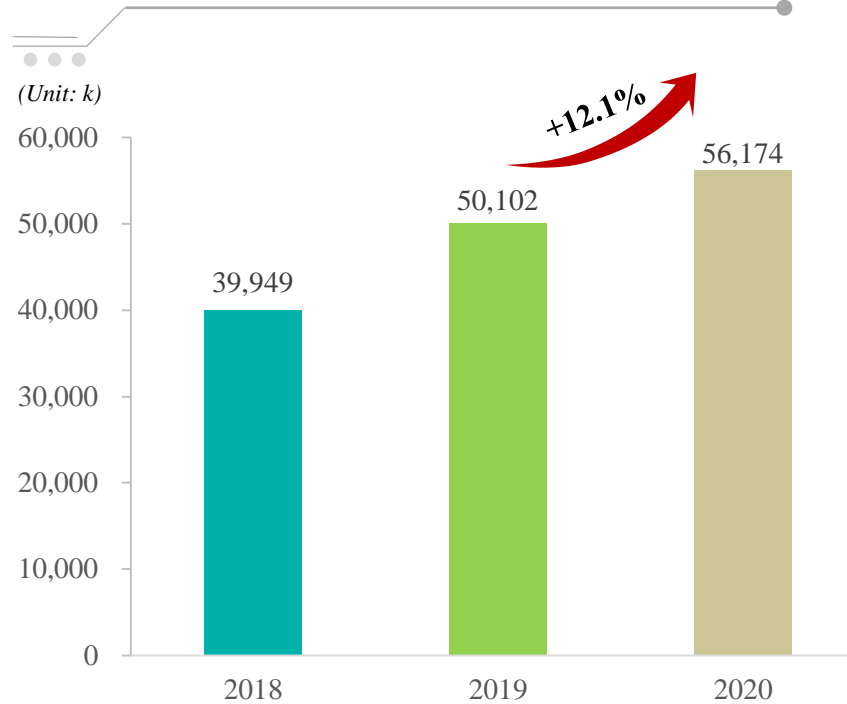
# Maintain Leading Position as Global No.1

## Further Raise Technological Barriers of Products



Expert in  
Optics

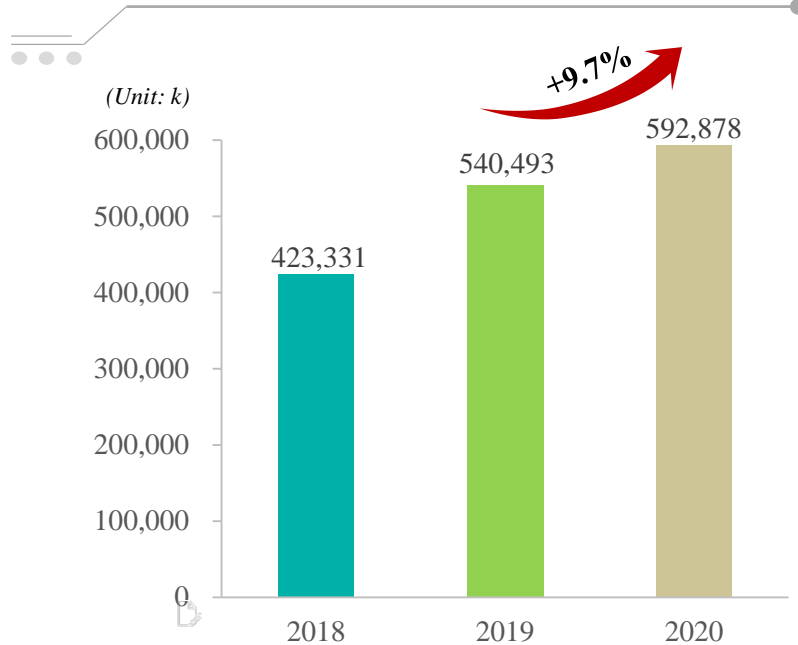
**Shipment Volume of  
the Company's Vehicle Lens Sets**



*For the year ended 31 December*

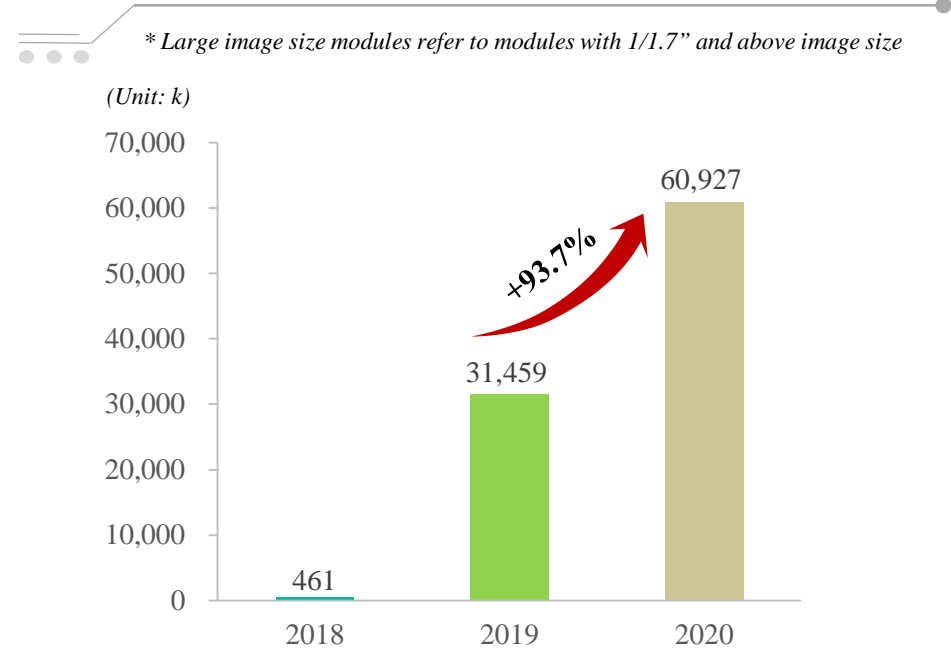


## Shipment Volume of the Company's Handset Camera Modules



*For the year ended 31 December*

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



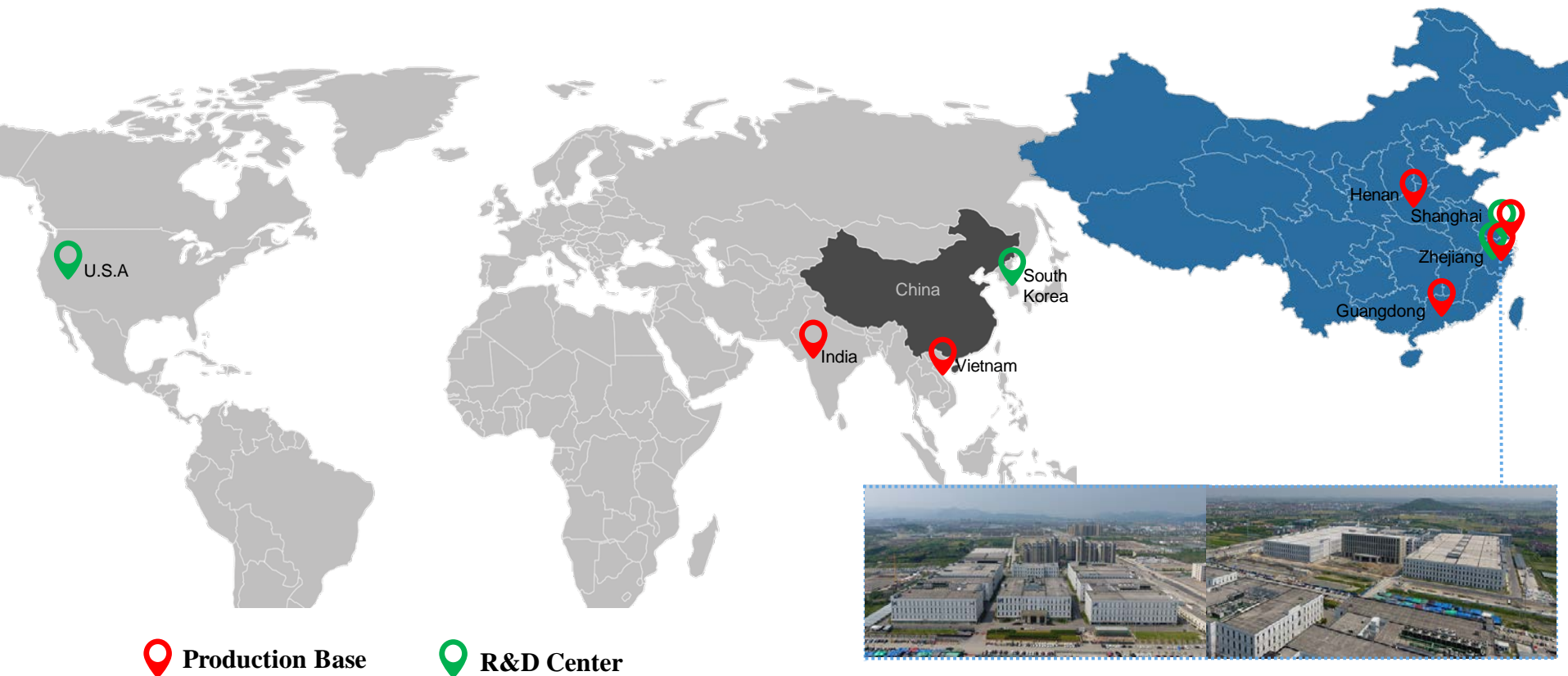
*For the year ended 31 December*

# Global Layout

## Enhance Large-scale High-end Manufacturing Capabilities



Expert in  
Optics



**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 5<sup>th</sup> “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 1<sup>st</sup> 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**”

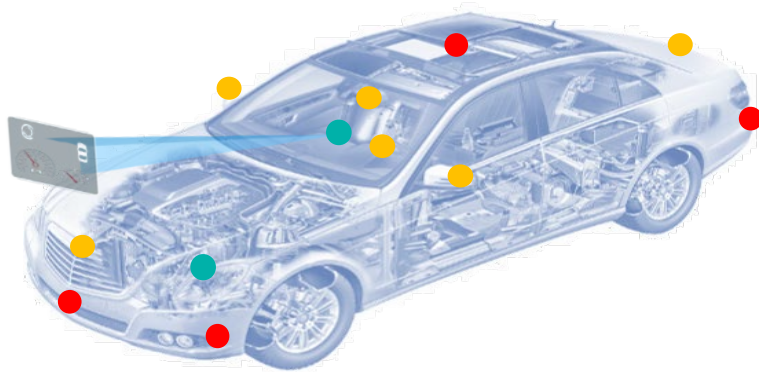


# Outlook





# Rapid Progress of Autonomous Driving Huge Potential in Optical Applications



- 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

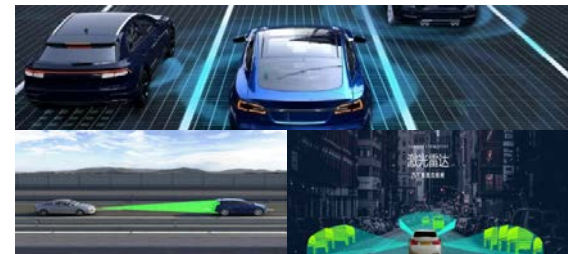


●  
Key Optical  
Components  
in Head-up  
Display

●  
Key Optical  
Components  
in Smart  
Headlights

●  
Solutions

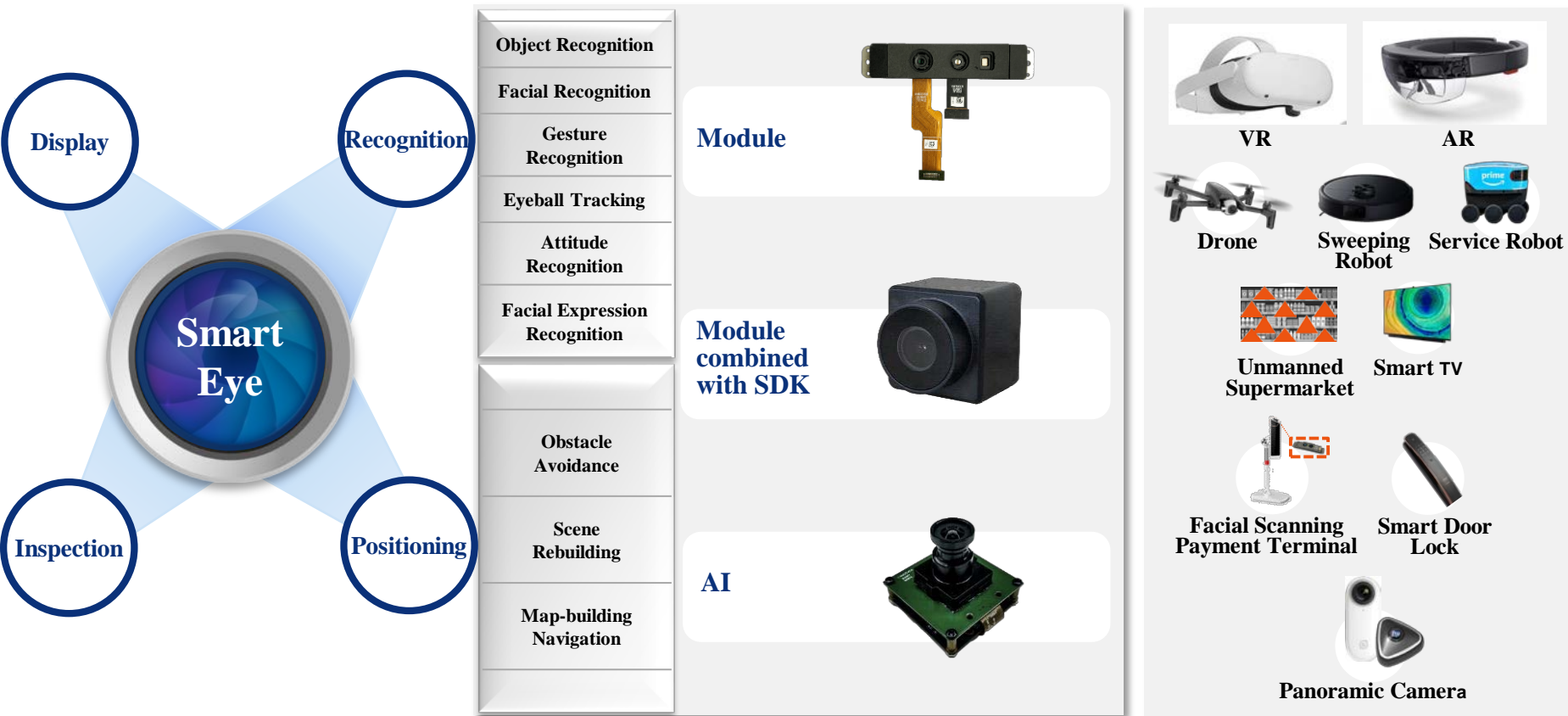
## ● LiDAR Related Products



●  
Key Optical  
Components

●  
Solutions

# Seize the New Opportunities in the Market Take the Lead in the Industry

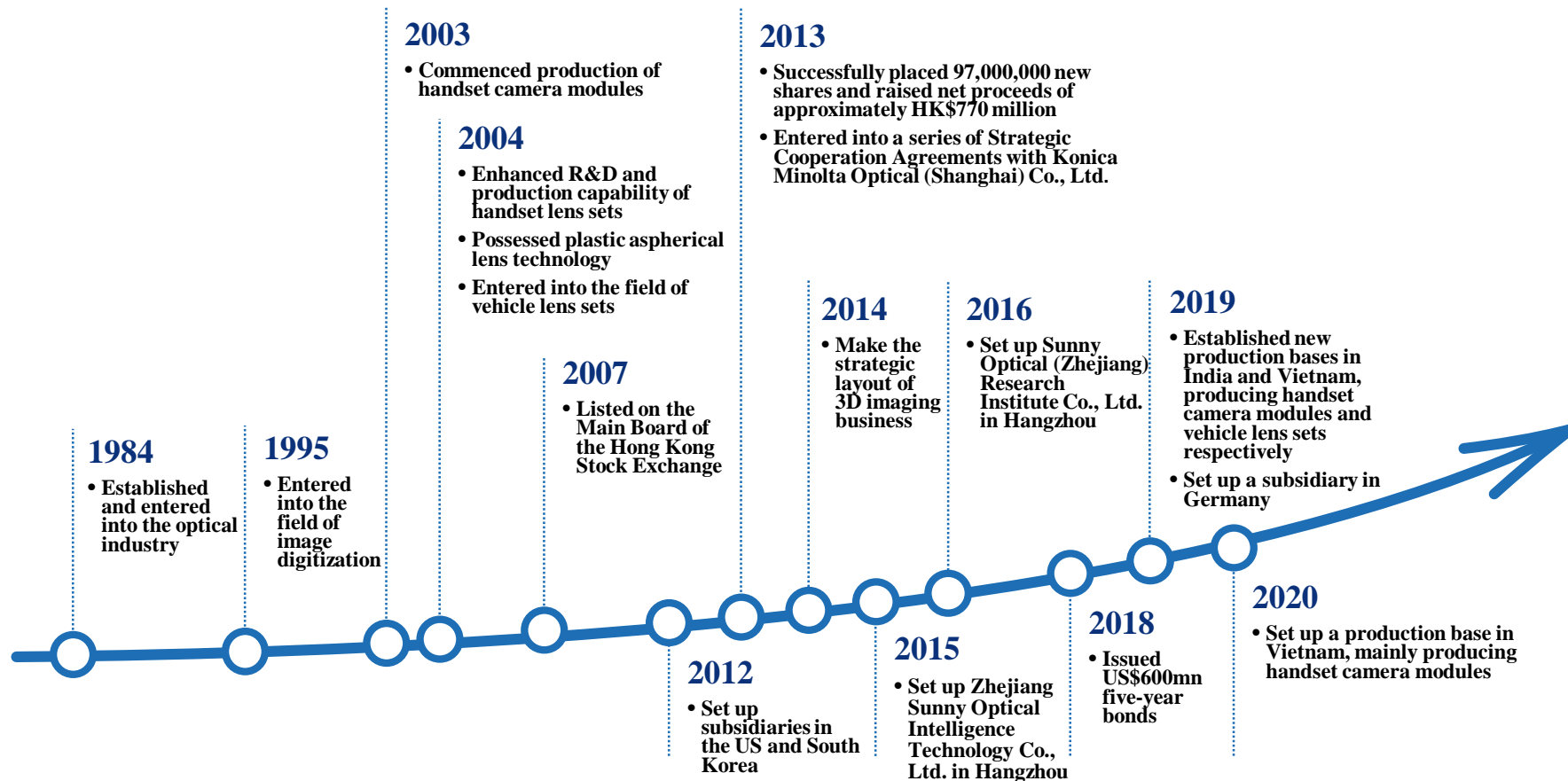


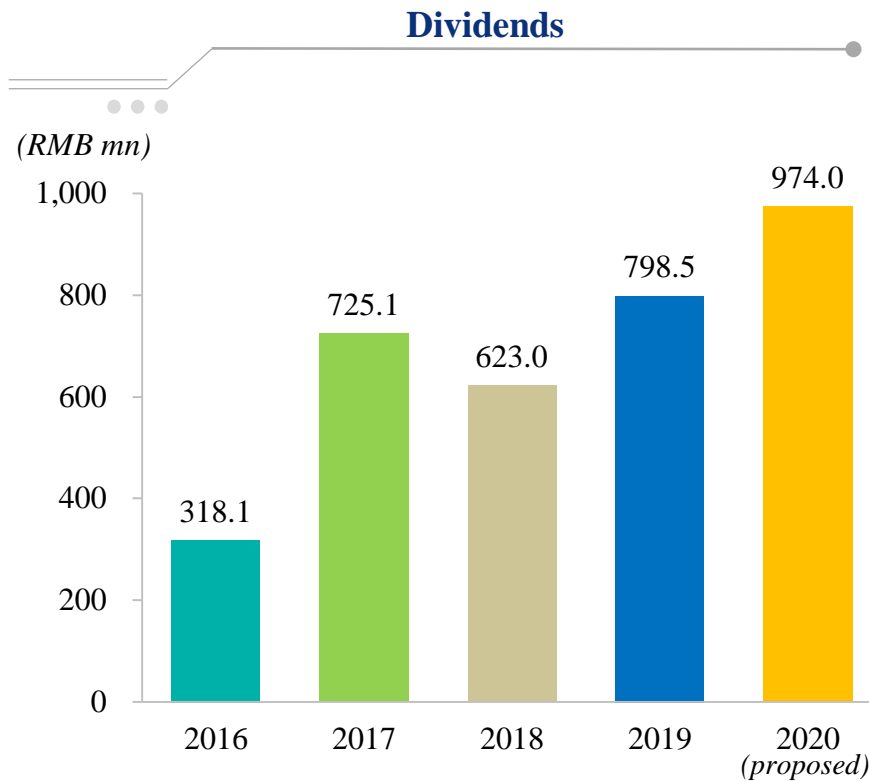




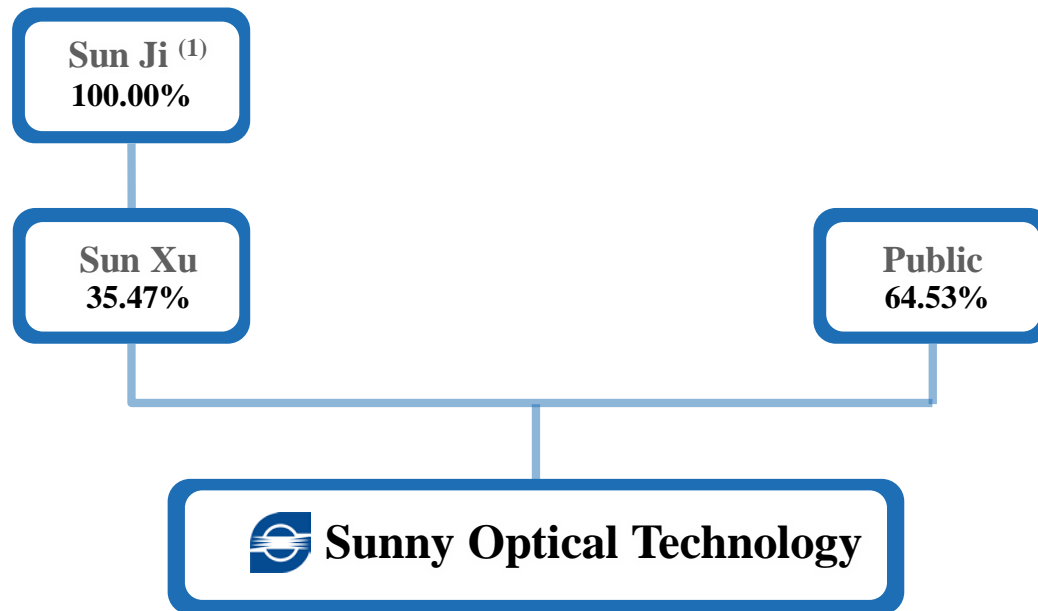
# Q&A

# 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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