



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

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning Sunny Optical Technology (Group) Company Limited (the “Company”). The Company makes no representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.

In addition, the information contains projections and forward-looking statements that may reflect the Company’s current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct. It is not the intention to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or to provide any investment service or investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto.

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

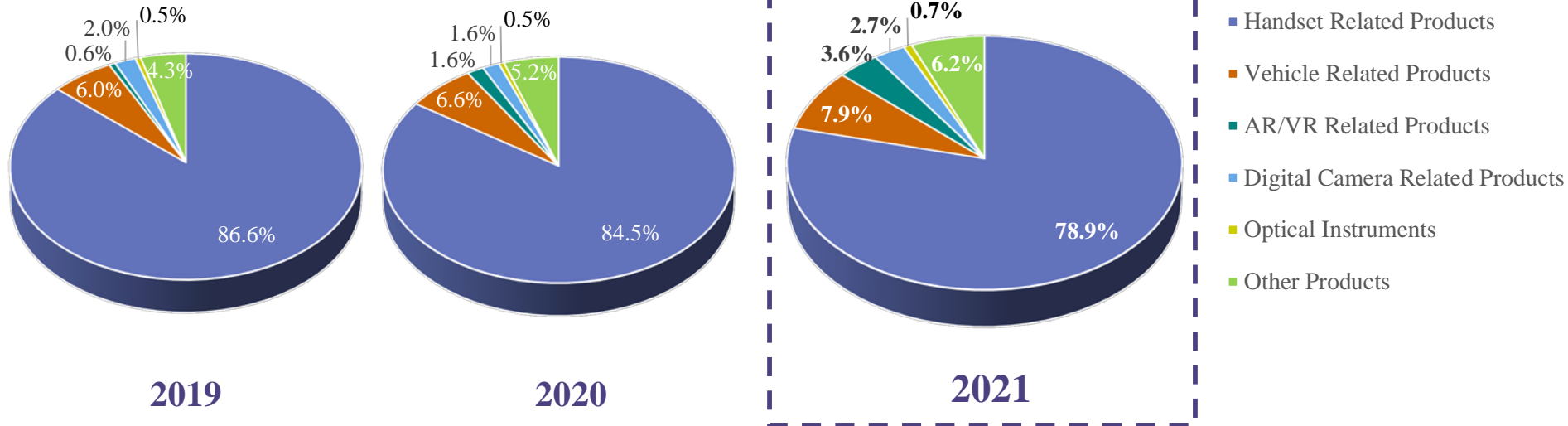
# Well-controlled Operating Expenses

	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>	
<b>Revenue</b>	37,848.7	100.0%	38,001.8	100.0%	<b>37,496.9</b>	100.0%
<b>Total Operating Expenses</b>	3,138.3	8.3%	3,531.2	9.3%	<b>3,673.9</b>	9.7%
• <b>Selling and Distribution Expenses</b>	278.6	0.7%	313.5	0.8%	<b>274.1</b>	0.7%
• <b>R&amp;D Expenditure</b>	2,209.3	5.9%	2,499.1	6.6%	<b>2,642.2</b>	7.0%
• <b>Administration Expenses</b>	650.4	1.7%	718.6	1.9%	<b>757.6</b>	2.0%



	2019	2020	2021
<b>Current Ratio</b> <i>(Times)</i>	1.8	1.9	<b>2.4</b>
<b>Operating Cash Inflow</b> <i>(RMB mn)</i>	4,661.6	7,160.0	<b>6,979.0</b>
<b>Cash and Cash Equivalents</b> <i>(RMB mn)</i>	7,601.1	11,560.3	<b>14,992.7</b>
• <b>Pledged Bank Deposits</b> <i>(RMB mn)</i>	6.1	3.4	<b>18.3</b>
• <b>Financial Assets at Fair Value through Profit or Loss</b> <i>(RMB mn)</i>	5,662.8	8,480.2	<b>8,275.3</b>
• <b>Short Term Fixed Deposits, Bank Balances and Cash</b> <i>(RMB mn)</i>	1,932.2	3,076.7	<b>6,699.1</b>
<b>Net Cash per Share</b> <i>(RMB cents)</i>	212.6	511.8	<b>818.1</b>
<b>Gearing Ratio</b> <i>(%)</i>	17.2	16.8	<b>15.6</b>
<b>ROE</b> <i>(%)</i>	31.6	29.4	<b>24.2</b>
<b>Capital Expenditure</b> <i>(RMB mn)</i>	3,167.9	2,798.4	<b>2,588.9</b>

## Revenue Breakdown by Product Applications

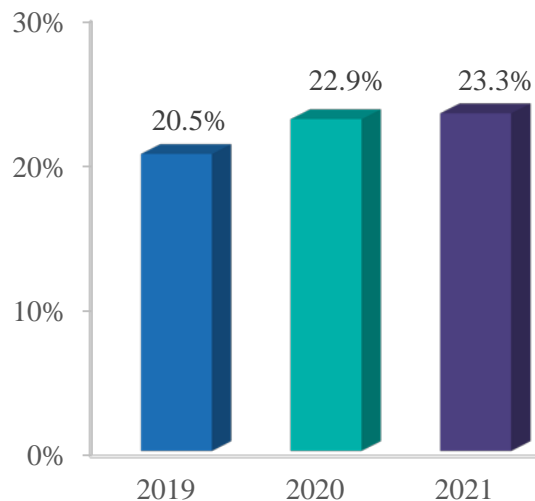


*For the year ended 31 December*



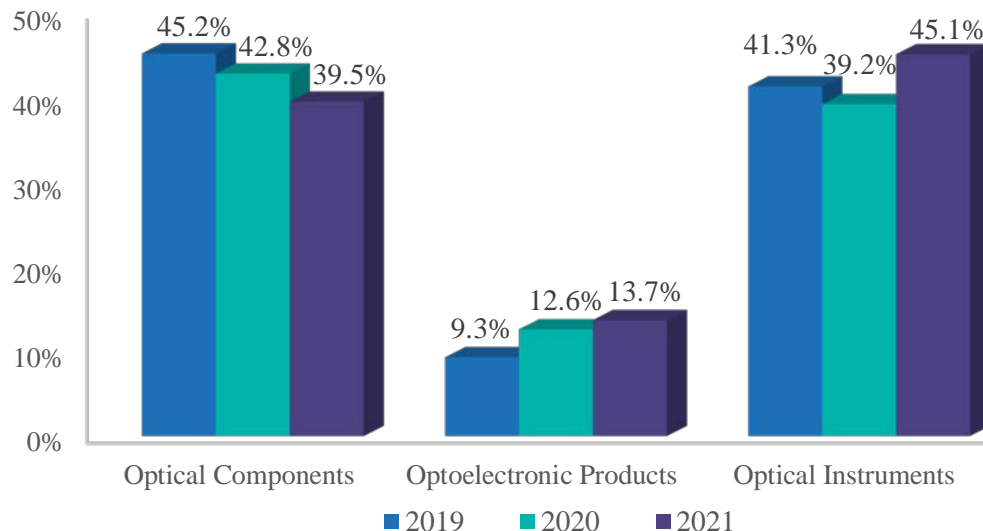
# Continued Improving Consolidated Gross Profit Margin

## 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 ( $> 140^\circ$ ) 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

## 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

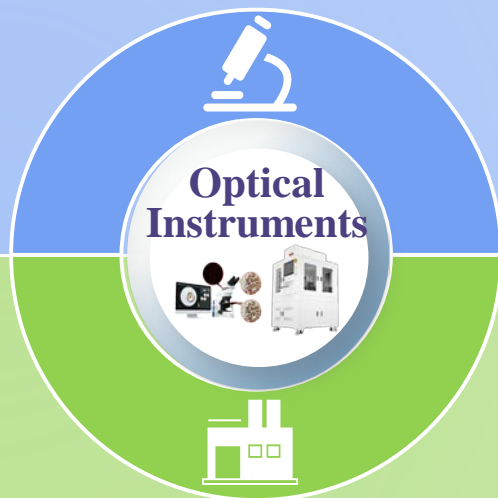
Visual AI chips were taped-out

## Robotic Vision

## Positioning Business

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

# Increased R&D Investment Further Enhanced Market Competitiveness



## 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*

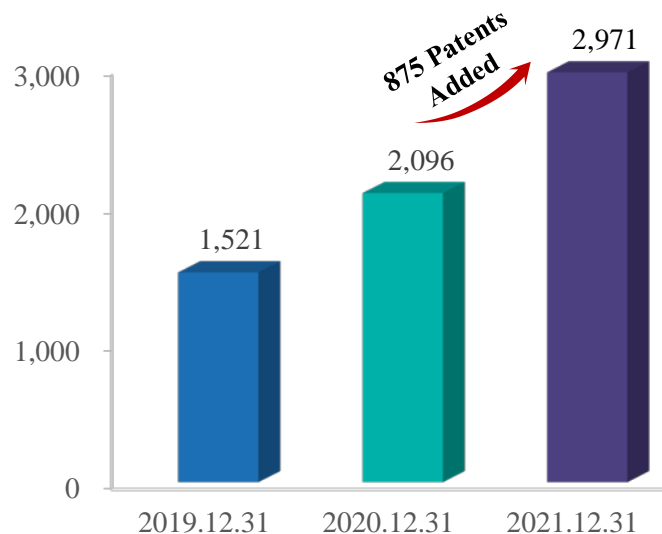
### Medical Field

### 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*

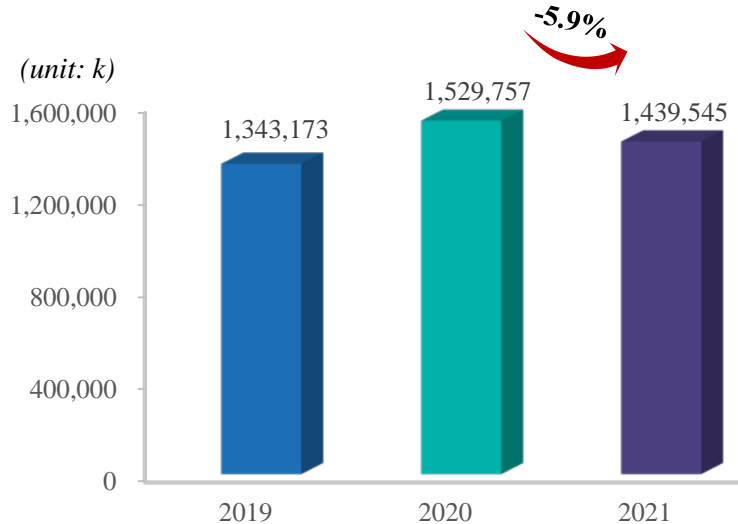
## Number of Authorized Patents



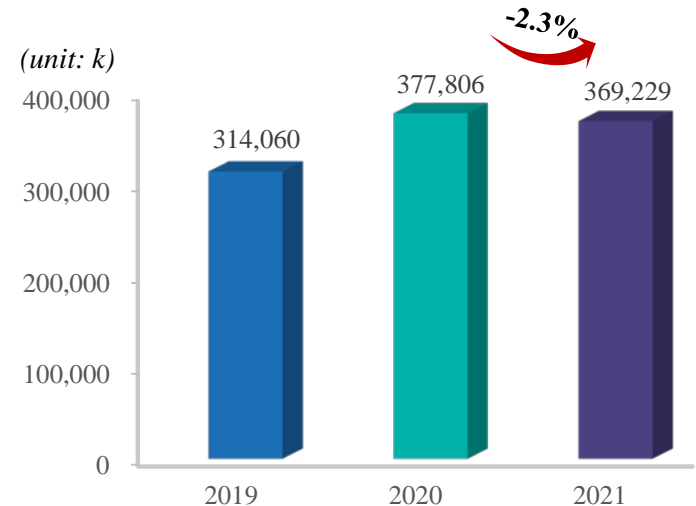
- ◆ Equipped with professional management team, and actively carried out the layout of independent intellectual property rights
- ◆ In 2021, 875 new authorized patents were added, including 469 invention patents
- ◆ As at 31 December 2021, 3,970 patents are pending approval, mainly related to the fields 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



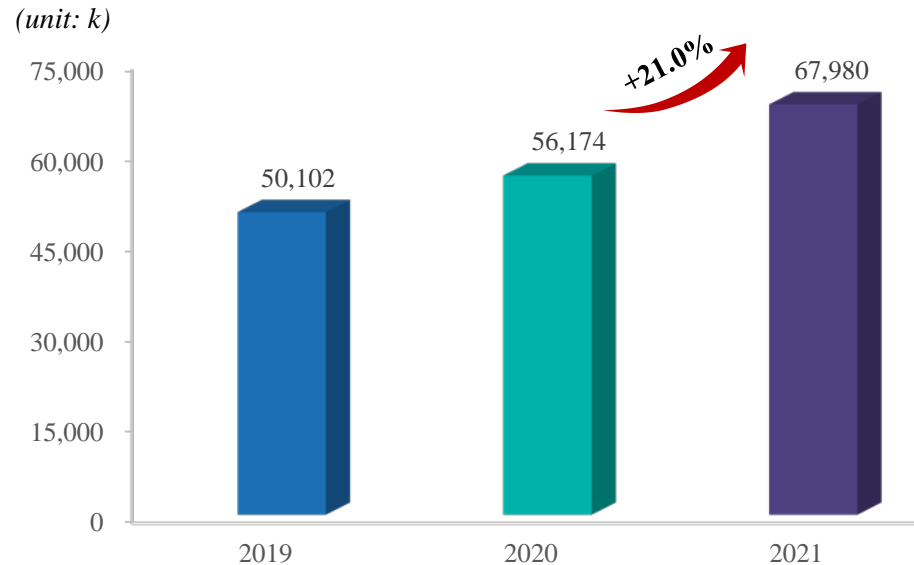
## Shipment Volume of the Company's 6P and above Handset Lens Sets





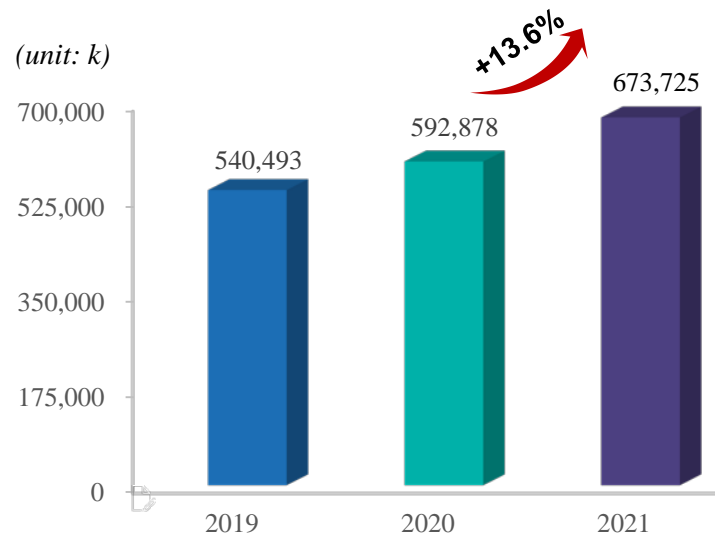
# Continued to Maintain Leading Position as Global No.1 Raised Barriers of Product Technology

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



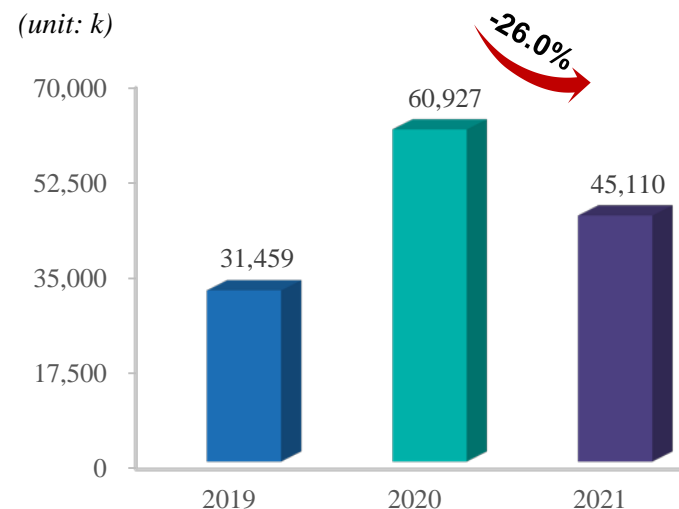
# Consolidated Leading Position in the Industry Carried out In-depth Cooperation with International Customers

## 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

## Front Camera

- Ultra-miniaturized head
- Front AF/OIS
- Under-screen camera with large aperture



## Main Camera

- Large image size
- Large aperture
- Variable aperture
- Hybrid (G+P)
- Ultra-thin (foldable screen)
- Dual OIS & sensor-shift stabilisation



## Ultra-wide Angle

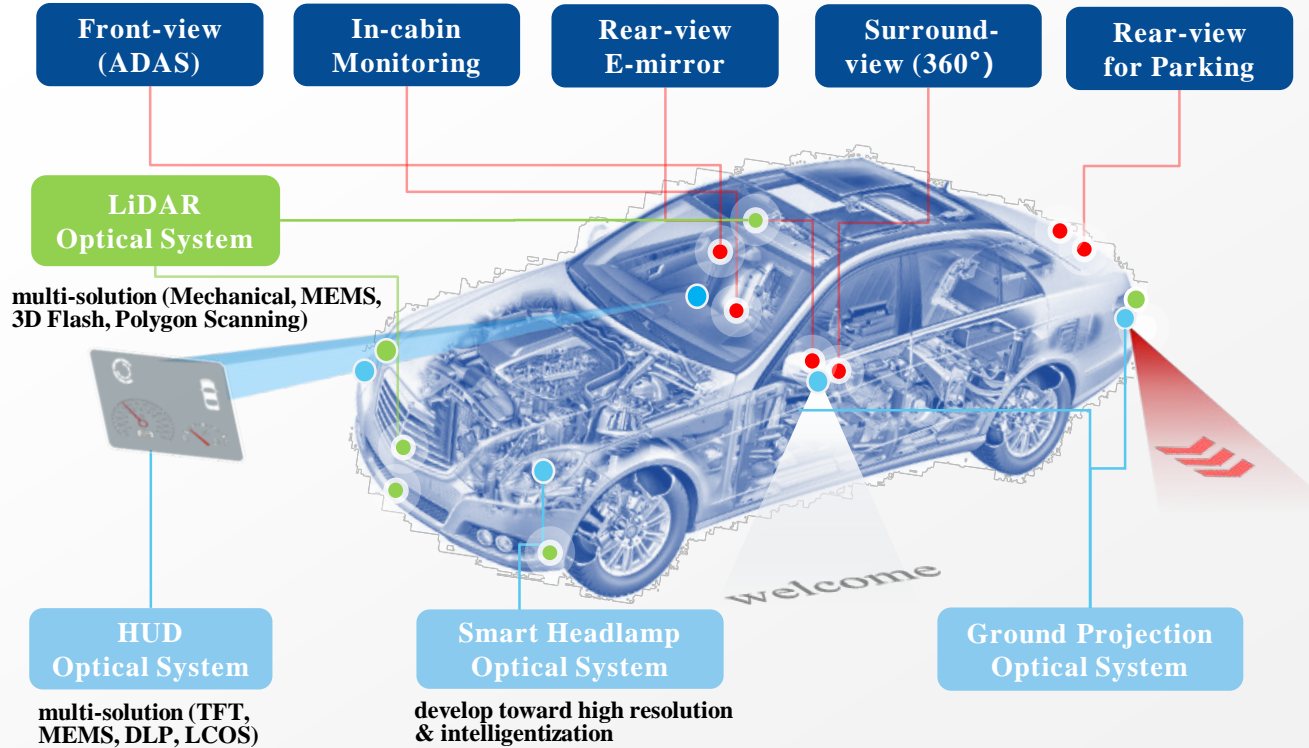
- Wide angle
- Small distortion
- Freeform
- Fisheye camera ( $> 150^\circ$ )
- Video stabilisation
- Combination of main camera with wide angle

## Telephoto

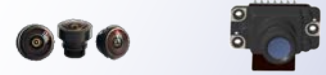
- 2X~3X practical portrait
- 5X~10X ultra-long focal length
- Continuous optical zoom
- High resolution with large image size
- Telephoto & macro-shooting two in one



# Rapid Progress of Autonomous Driving Huge Potential in Optical Applications



## ● Vehicle Camera Related



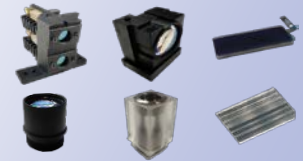
Vehicle Lens Sets    Vehicle Modules

## ● Display Related



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

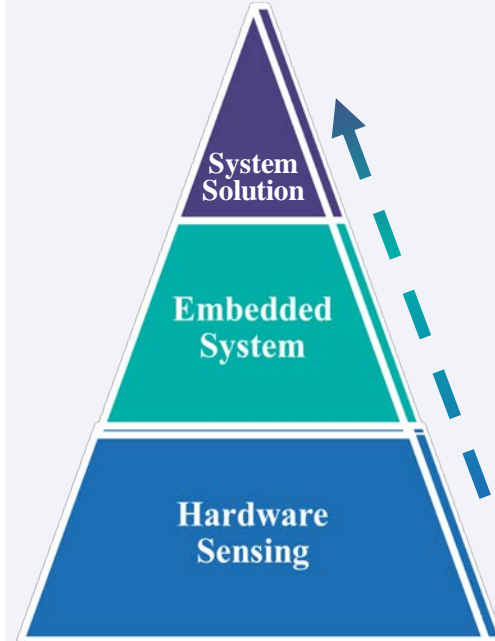
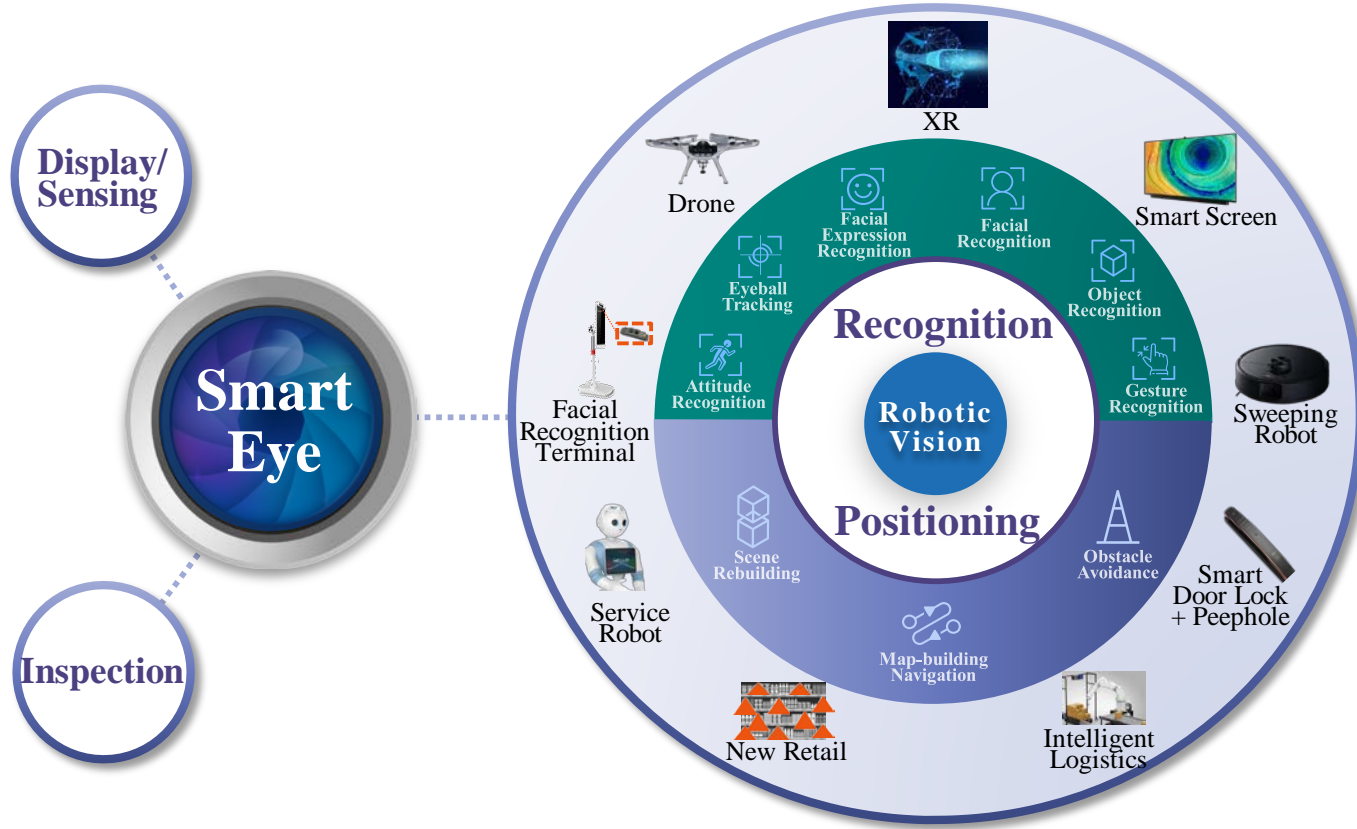
## ● LiDAR Related



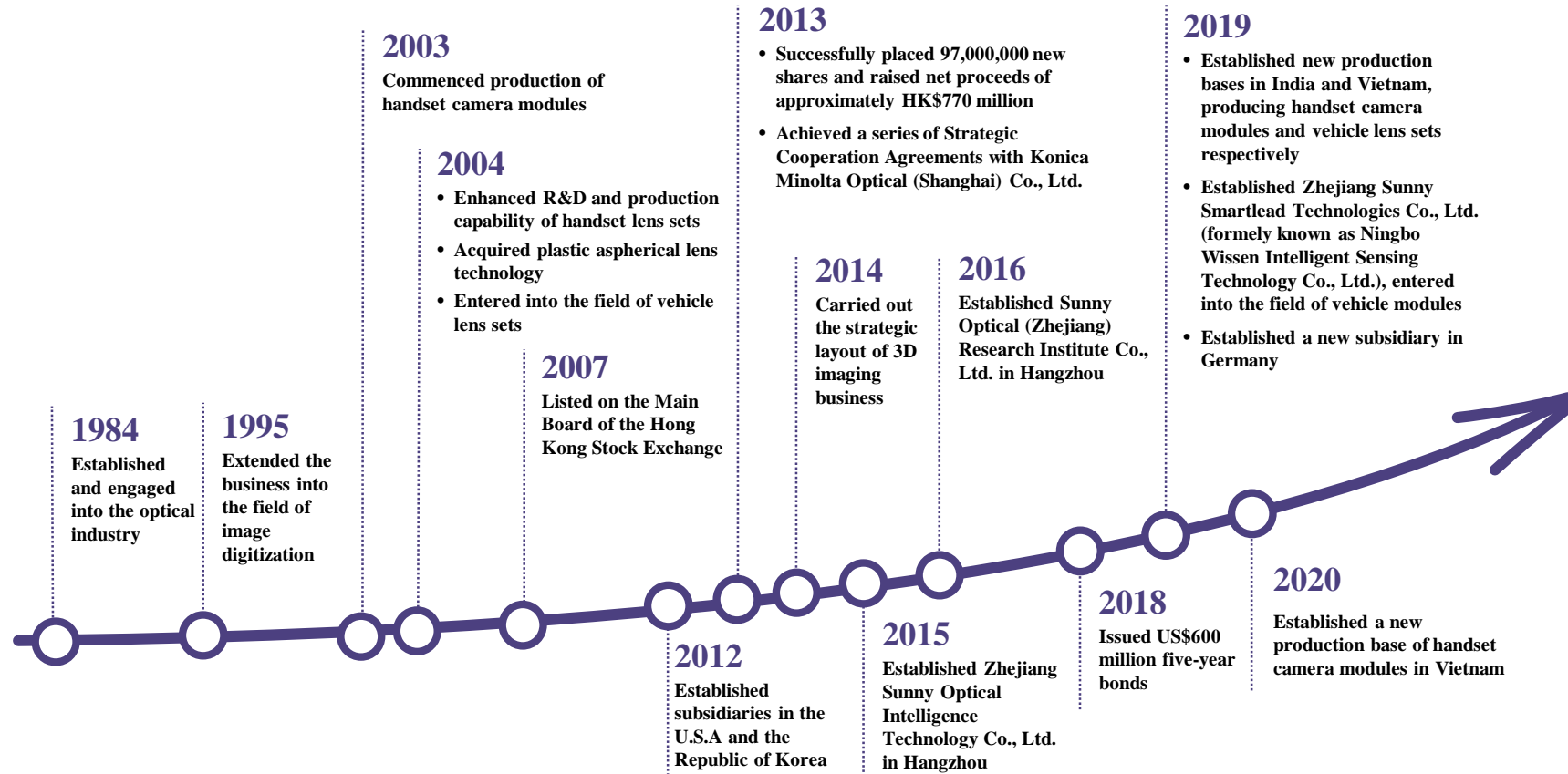
LiDAR related products  
(including receiving and transmitting modules,  
key optical components and assemblies)



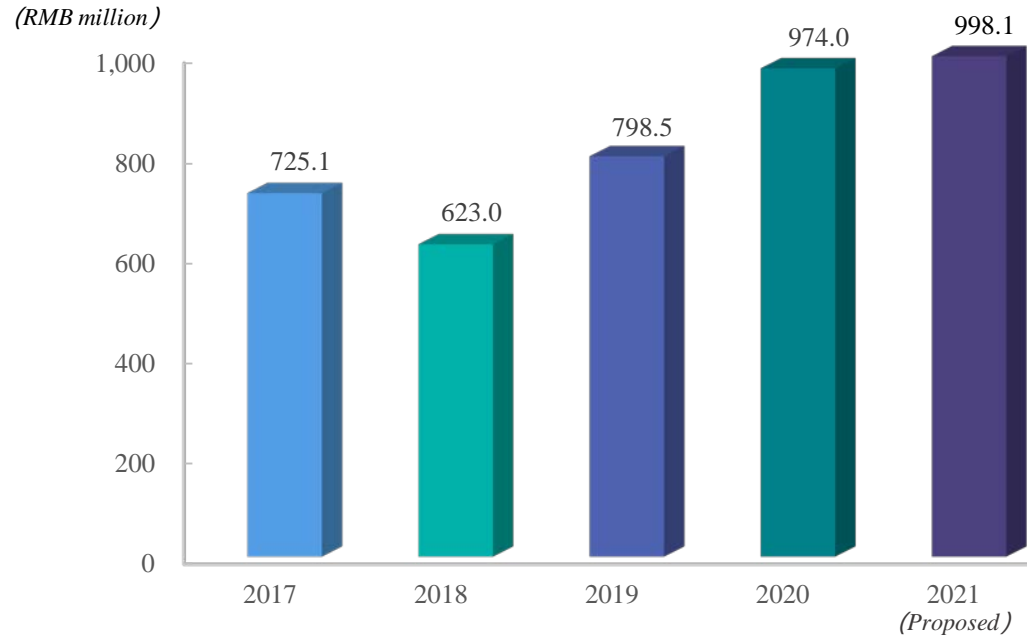
# Seize New Opportunities in Markets Take the Lead in the Industry



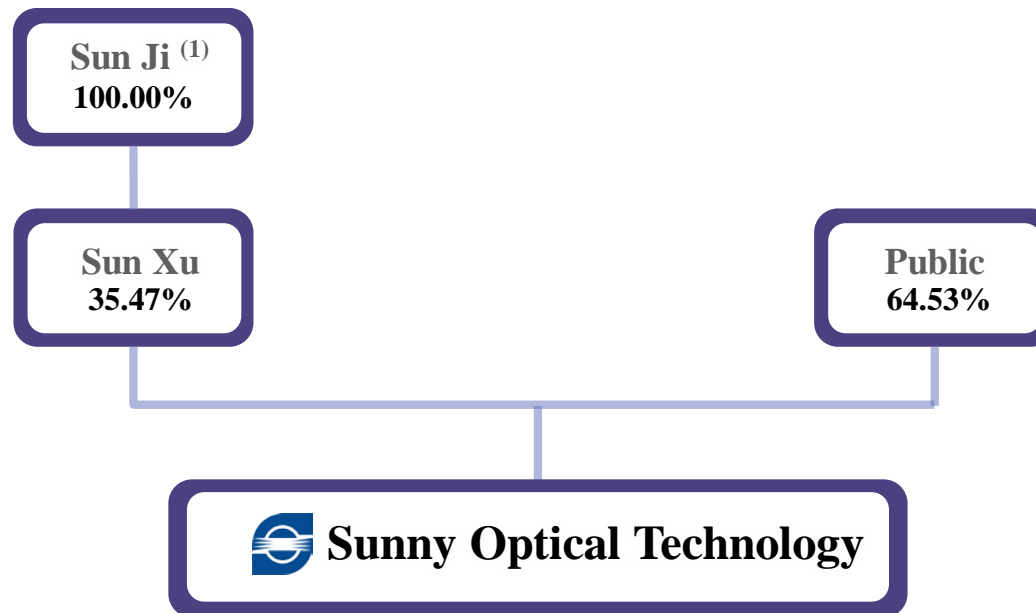
# 4 Appendix



## 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*

## Investor Relations Contacts:

### Sunny Optical Technology (Group) Company Limited

@ iroffice@sunnyoptical.com  
jasmine@sunnyoptical.com  
chris@sunnyoptical.com



📞 +852-3568 7038  
+86 (574)-6253 0875

📍 Unit 2304-5, 23/F., Henley Building, 5 Queen's Road Central,  
Hong Kong  
No. 27-29, Shunke Road, Yuyao City, Zhejiang Province, PRC

## Media Relations Contacts:

### Porda Havas International Finance Communications Group

@ sunnyoptical@pordahavas.com



📞 +852-3150 6788