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)

2024 Annual Results
Corporate Presentation

March 2025

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Expert in Optics

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01

Financial Overview

Summary of Financial Statement

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	2023	2024	Change
(RMB mn)			
Revenue	31,681.3	**38,294.5**	+20.9%
Gross Profit	4,590.4	**7,006.0**	+52.6%
Profit Before Tax	1,358.2	**3,143.5**	+131.5%
Income Tax Expense	(207.8)	**(366.5)**	+76.4%
Effective Tax Rate *(%)*	15.3	**11.7**	-3.6 ppt
Profit for the Year Attributable to Owners of the Company	1,099.4	**2,699.2**	+145.5%
Earnings per Share – Basic *(RMB cents)*	100.7	**248.2**	+146.4%

Operating Expenses Breakdown

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	2022		2023		2024	
(RMB mn)		*(as % of revenue)*		*(as % of revenue)*		*(as % of revenue)*
Revenue	33,196.9	100.0%	31,681.3	100.0%	**38,294.5**	**100.0%**
Total Operating Expenses	4,084.8	12.3%	3,991.5	12.6%	**4,762.6**	**12.4%**
• **Selling and Distribution Expenses**	352.8	1.1%	415.1	1.3%	**439.3**	**1.1%**
• **R&D Expenditure**	2,803.4	8.4%	2,566.5	8.1%	**2,924.1**	**7.6%**
• **Administrative Expenses**	928.6	2.8%	1,009.9	3.2%	**1,399.2**	**3.7%**

Financial Ratios and Capital Expenditure

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	2022	2023	2024
Current Ratio *(Times)*	1.6	1.7	**1.7**
Operating Cash Inflow *(RMB mn)*	7,377.3	2,664.5	**3,455.3**
Net Cash per Share *(RMB)*	10.9	14.6	**14.3**
Gearing Ratio *(%)*	14.4	11.1	**11.0**
ROE *(%)*	11.2	5.0	**11.0**
Capital Expenditure *(RMB mn)*	3,113.8	2,487.8	**2,260.4**

Revenue and Growth Rate of Handset Segment

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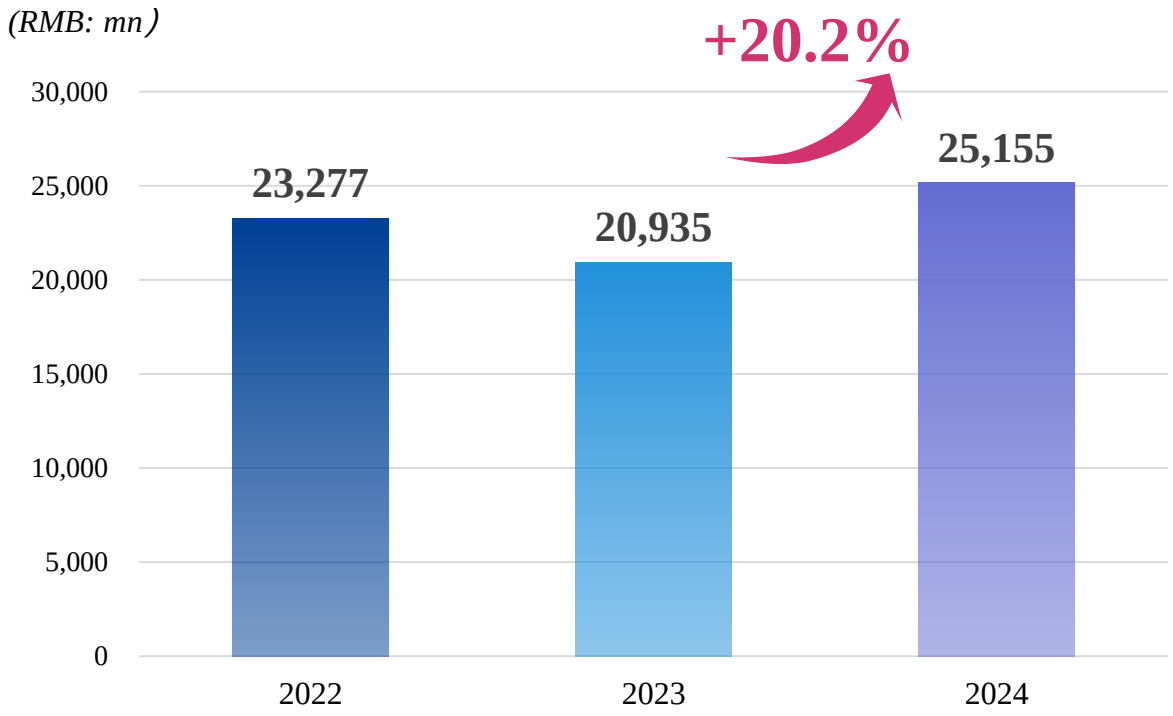
Revenue and Growth Rate of Handset Segment



Revenue from handset segment was

RMB 25.16 billion

Increased by 20.2% yoy

Revenue and Growth Rate of Vehicle Segment

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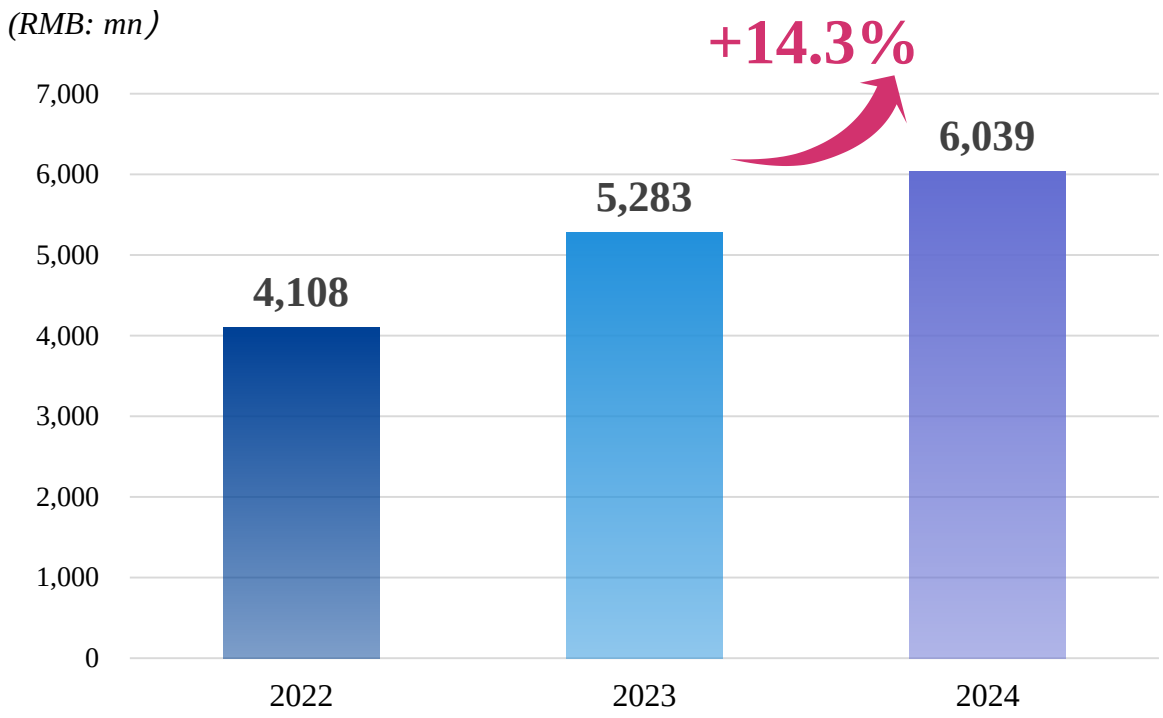
Revenue and Growth Rate of Vehicle Segment



Revenue from vehicle segment was

RMB 6.04 billion

Increased by 14.3% yoy

Revenue and Growth Rate of XR Segment

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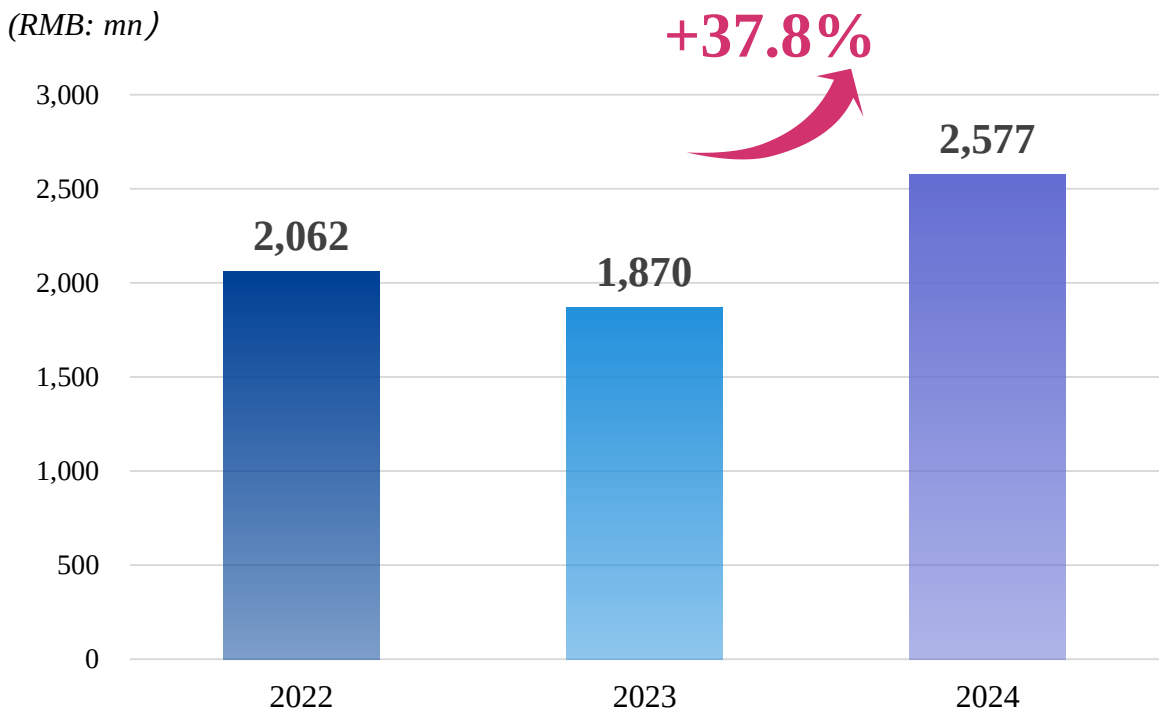
Revenue and Growth Rate of XR Segment



Revenue from XR segment was

RMB 2.58 billion

Increased by 37.8% yoy

Revenue Breakdown by Product Applications

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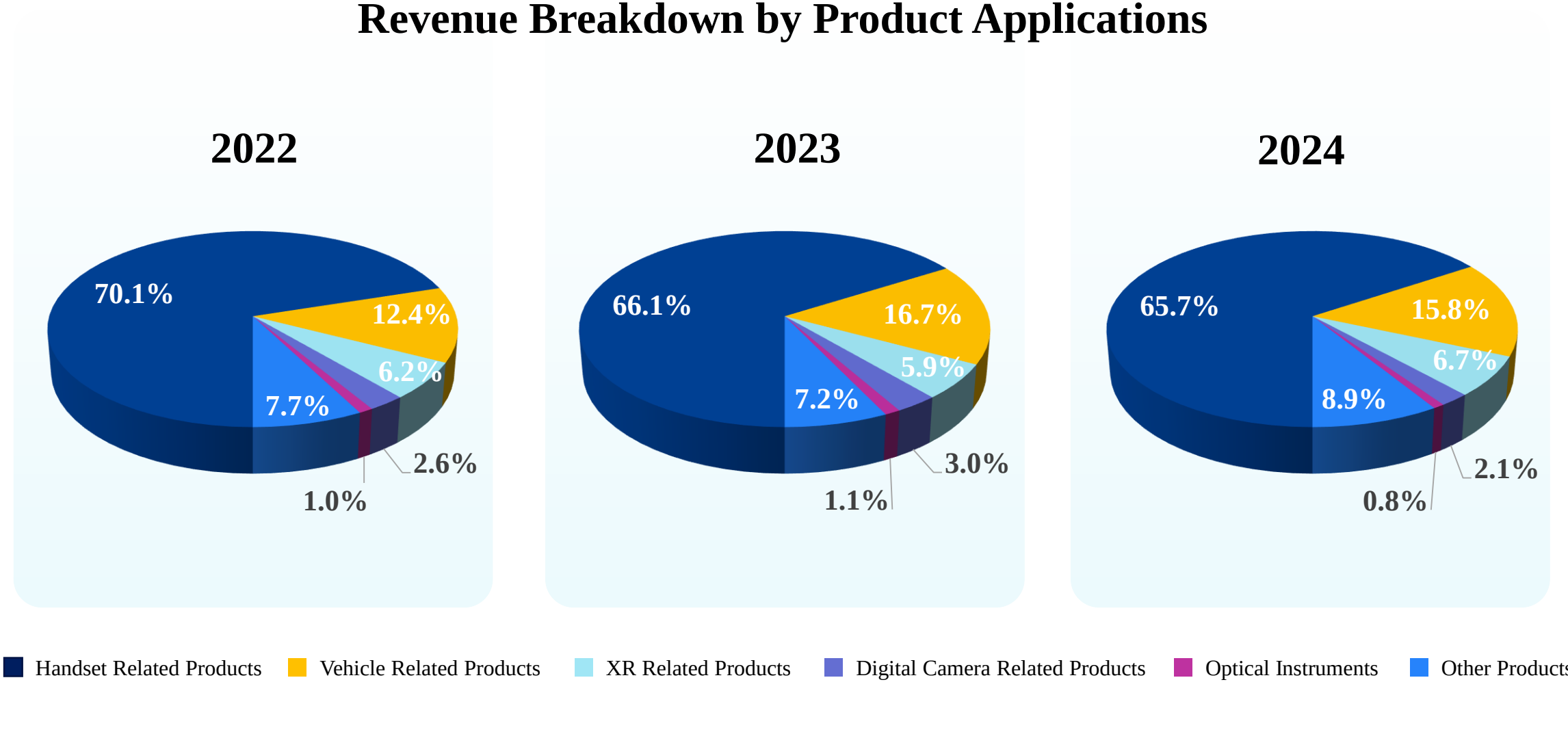
Revenue Breakdown by Product Applications



Gross Profit Margin Overview

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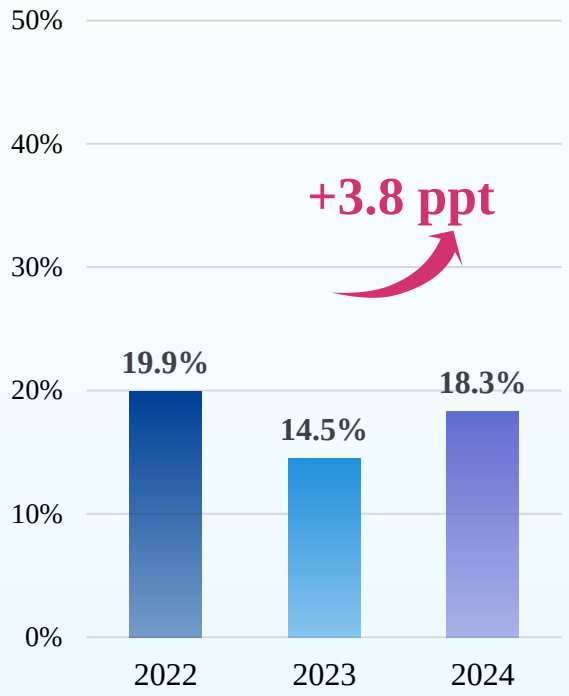
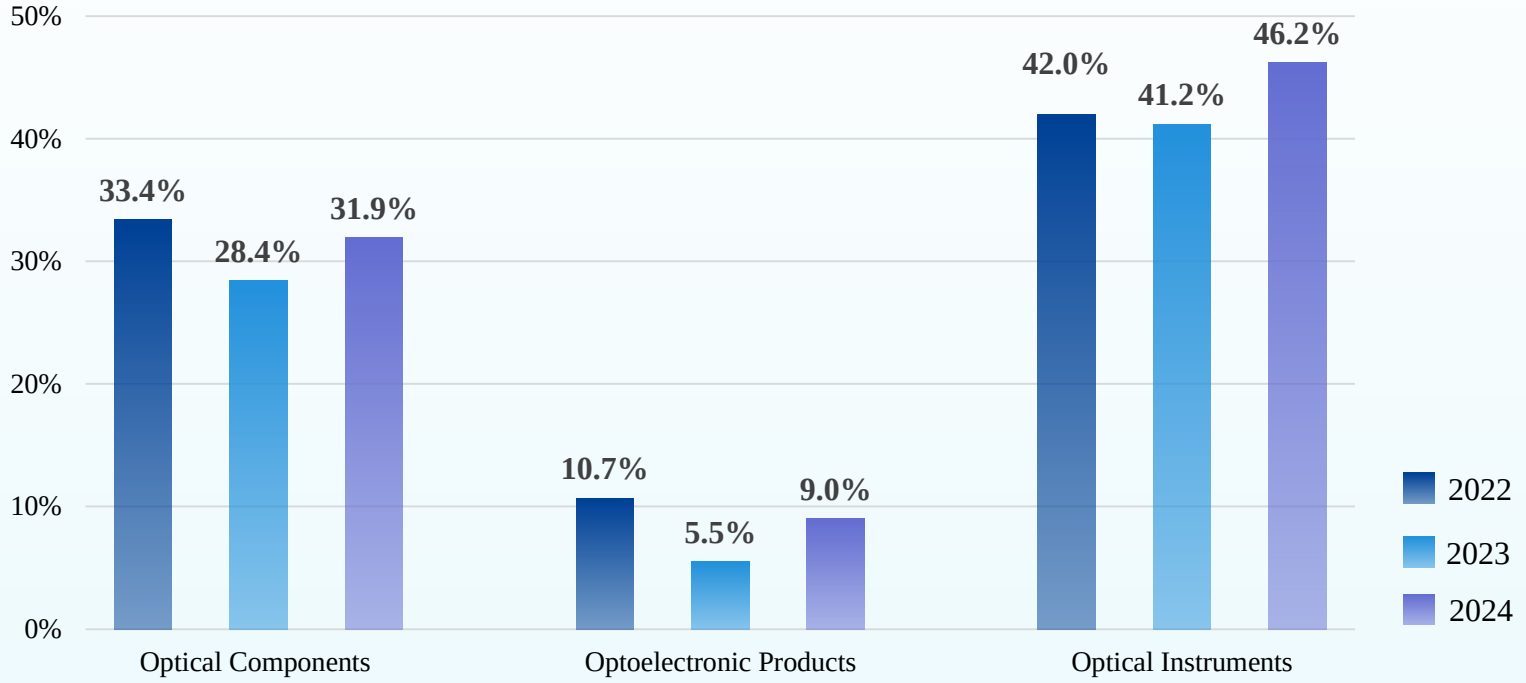
Consolidated Gross Profit Margin



Gross Profit Margins by Business Segments



02

Operational Highlights

R&D and Technical Achievements – Handset Segment

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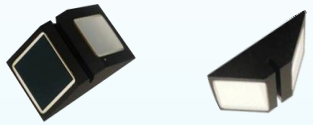
Multi-fold Prism

Innovation and optimization based on 40-year of experience in cold processing of glass

Achieved mass production:

Multi-fold Prism



Handset Lens Sets

Key supplier of large-image size main camera handset lens sets

Achieved mass production:

Various 7P HLS

Various Glass-plastic Hybrid HLS

Multi-group Telephoto HLS

Handset Camera Modules

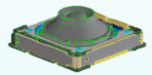
Industry leader in self-developed integrated module

Achieved mass production:

Various Optical Image Stabilization Main HCM with Integrated Actuators

Periscope HCM with Integrated Actuators

Completed the R&D:



Large-aperture Periscope HCM with Reflective Mirror

Ultra-low Height Main HCM with Integrated Actuators

Shipment and Product Mix - Handset Lens Sets

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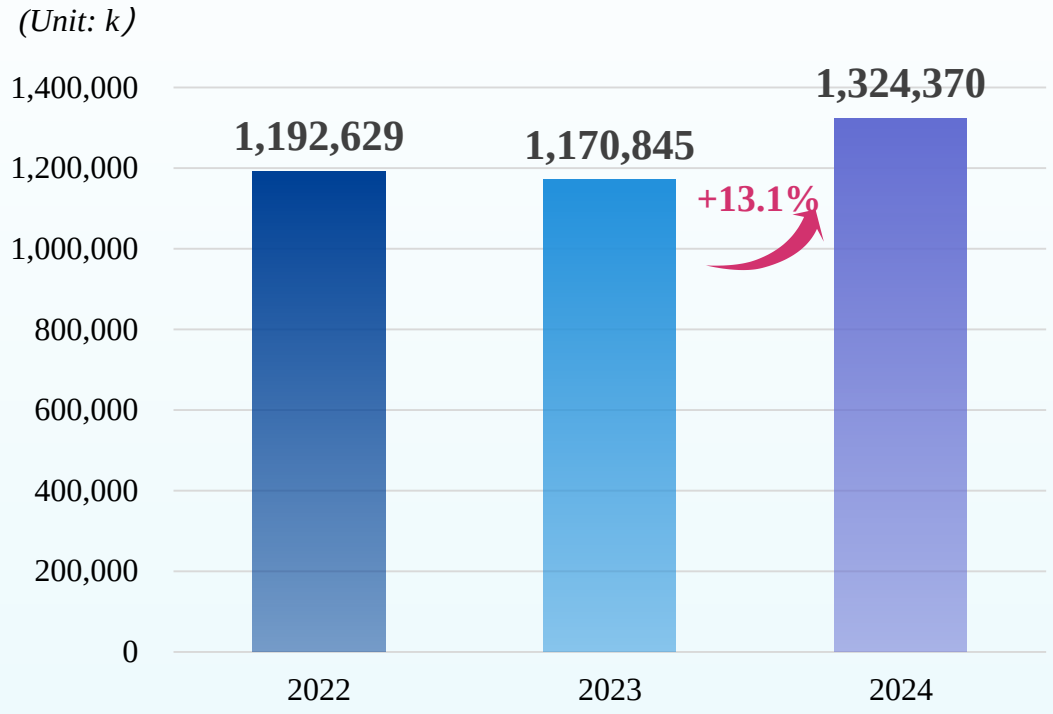
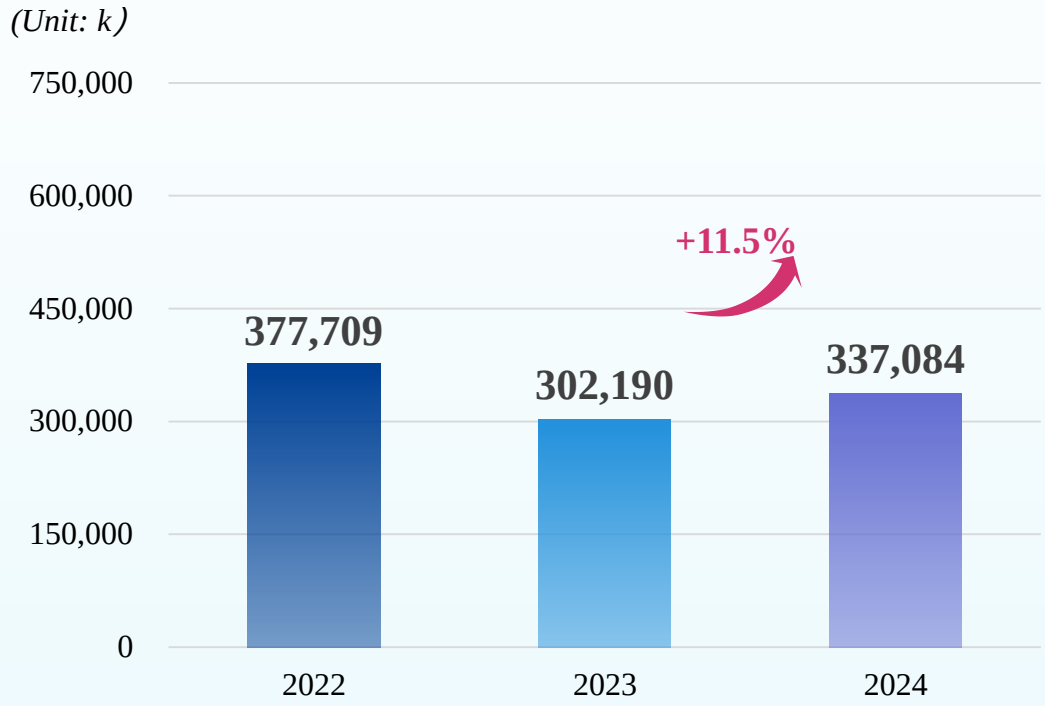
Shipment Volume of Handset Lens Sets

NO.1

Global Share: 30.8%



Shipment Volume of 6P and Above Handset Lens Sets



Shipment and Product Mix - Handset Camera Modules

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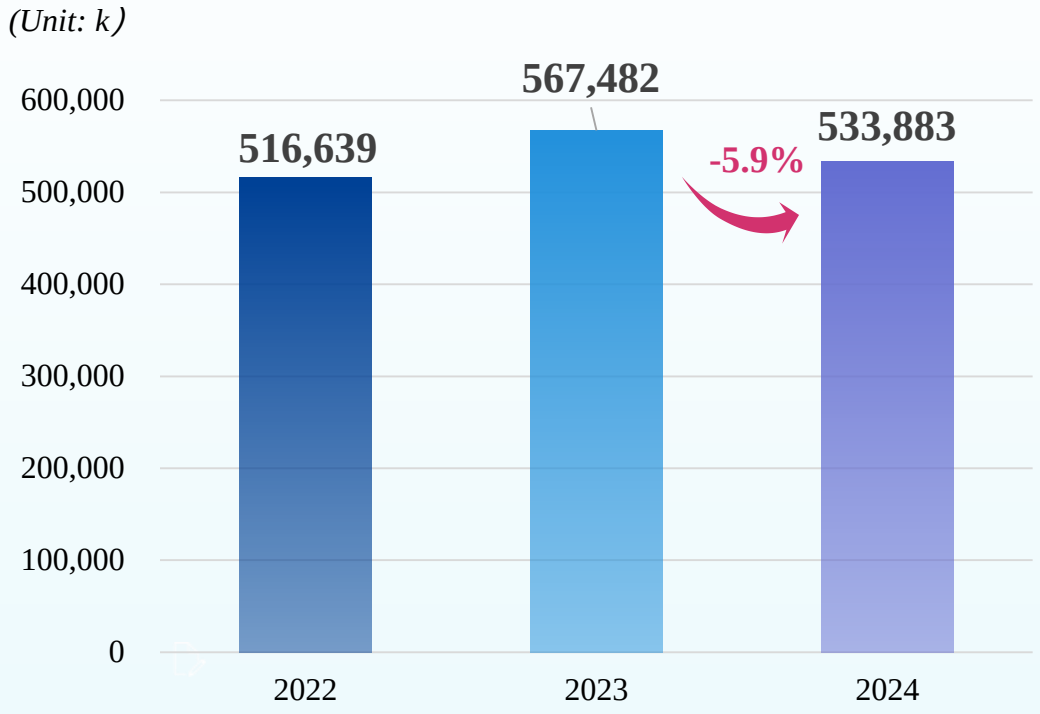
Shipment Volume of Handset Camera Modules

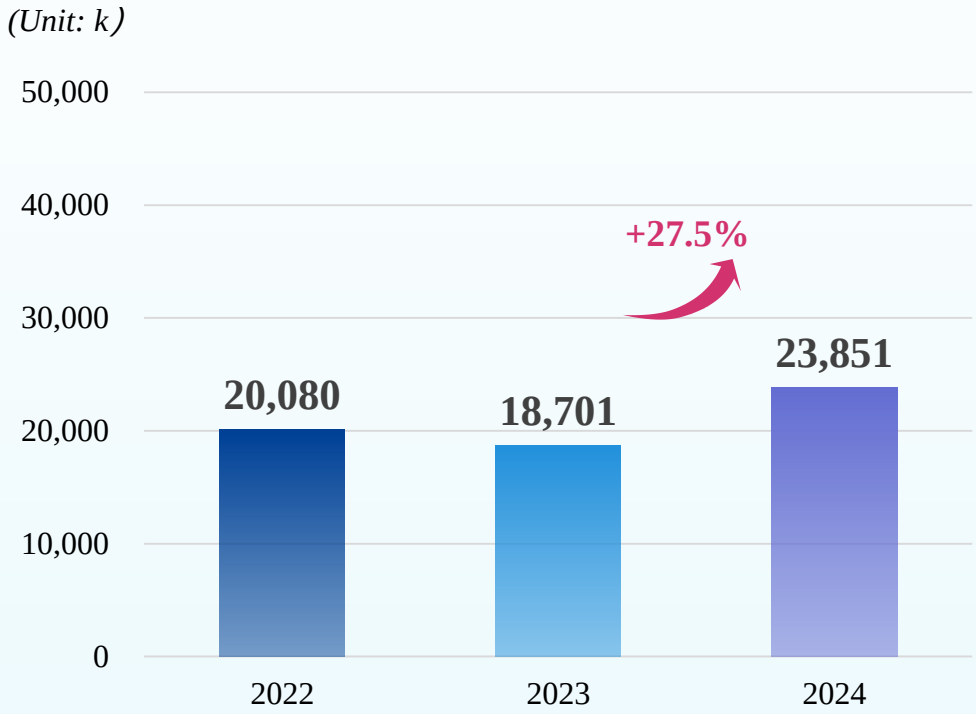
NO.1

Global Share: 12.1%



Shipment Volume of Periscope Modules and Large Image Size Modules

** Large image size modules refer to modules with **1/1.5"and above** image size*



R&D and Technical Achievements – Vehicle Segment

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Vehicle Lens Sets

Industry-leading technology in high-end ADAS VLS

Completed the R&D:

8MP Heating VLS

8MP Ultra-low-reflection Coating VLS

First 8MP Front-view Hybrid VLS in Industry

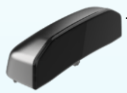
Vehicle Modules

Continuously obtain adaptation certification from mainstream autonomous driving platforms including Mobileye, Horizon Robotics, QUALCOMM and NVIDIA

Completed the R&D:

8MP Heating VM

Achieved mass production:



First Small-sized Anti-fatigue Integrated Driving System in Industry

LiDAR/HUD

Continue to empower LiDAR and HUD manufacturers

Completed the R&D:

Long-range LiDAR Module

Full-solid-state Gap-filler LiDAR Platform Module

Achieved mass production:

Self-developed PGU based on Chips of a Leading HUD Manufacturer

Business Development Results – Vehicle Segment

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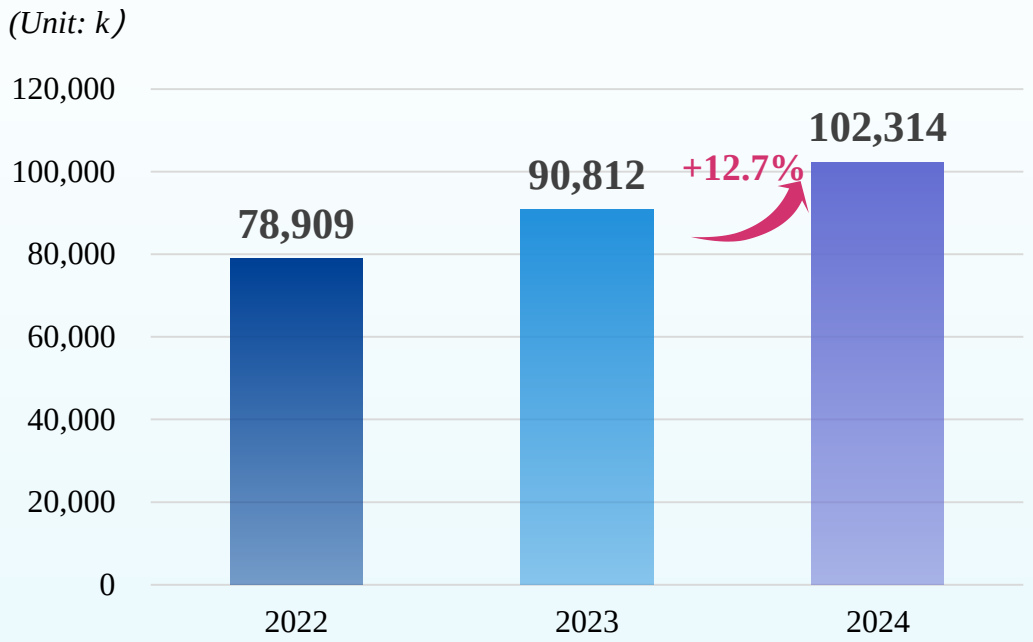
Shipment Volume of Vehicle Lens Sets

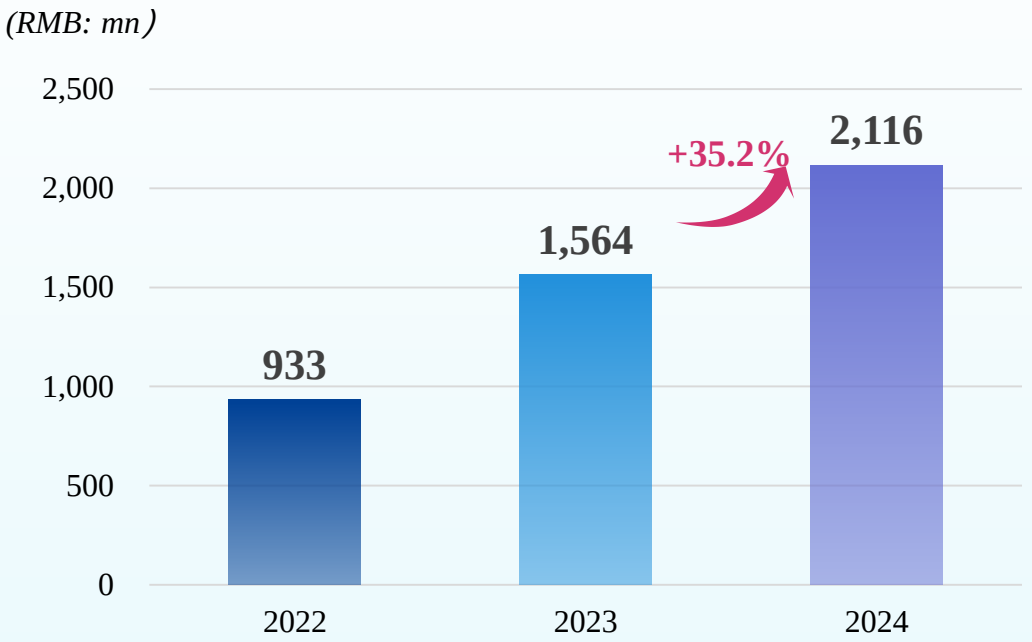
NO.1

Global Share: 32.3%



Revenue of Vehicle Modules

8 MP Global Share NO.1



Emerging Businesses

LiDAR business customers covering European, North American, Japanese well-known vehicle manufactures and domestic new energy vehicle brands

HUD business customers are mainly European, Japanese well-known vehicle brands and domestic new energy vehicle manufacturers

R&D and Technical Achievements – XR Segment

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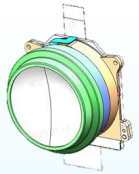
Optical Display Modules

Multiple varieties, miniaturization, precision assembly and adjustment

Completed the R&D:



MR-optical-module-integration combined with Eye Tracking Algorithms

Achieved mass production:

Monochrome and Color MicroLed Optical Engines

XR Machine System

Completed XR machine design and engineering

Completed the R&D:

Self-developed AI Glasses

Achieved mass production:

AR Glasses

XR Assessment

Jointly built XR assessment capabilities with strategic partners and developed industrial standards

Near-eye Display Detection System

Spatial positioning detection system

Perception and Interaction Testing System

XR Calibration System

Business Development Results – XR Segment

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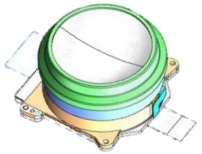
AI glasses expanded to over

30 customers



Optical display modules:

the market share of MR-optical-module-integration is

global No. 1,

and shipment reaches

million level

Optical imaging modules:

market share continues to maintain

the No.1 position in industry,

such modules can be widely used in various forms of smart glasses terminal

R&D and Technical Achievements – Robotics Segment

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Robotics Business

Built up the entire process development capability from core module to the whole machine project, and successfully obtained the projects from renowned customers

Robotics Module

Achieved mass production:

Robot Navigation, Obstacle Avoidance and AI Recognition Camera Modules and Subsystems

Hand-eye-brain Synergistic Embodied Intelligent Platform

Developed a hand-eye-brain synergistic embodied intelligent platform

Opened up the perception-decision-execution link, providing basic platform capabilities for model training, data set collection and validation, and exploring embodied intelligent solutions

R&D and Technical Achievements – Instrument Segment

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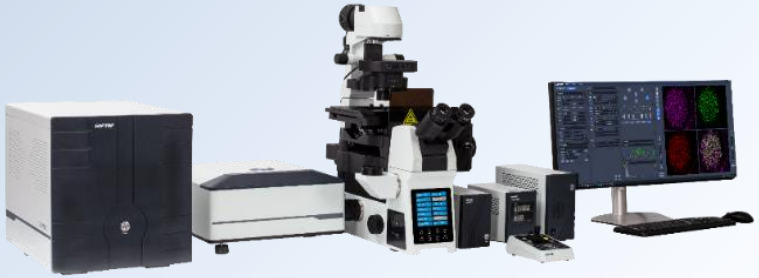
R&D of fully automated production line of vehicle module has been completed, realizing full process automation of the entire line, efficiency increased by

more than 30%.

Fully Automated Production Line of Vehicle Module



3D Super Depth-of-field Digital Microscope

The comprehensive performance of 3D super depth-of-field digital microscope is at the domestic leading level,

realizing the domestic substitution of high-end instruments.

Awards and Honors

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Awards from various top-tier customers in 2024

Highly recognized by customers for high quality products and excellent services

Fortune 500

Outstanding Delivery Supplier

ZF

Excellence in Quality Award

Ecovacs

2024 Outstanding Quality Award

OPPO

Best Partner Award

Xiaomi

Quam IR Awards

Technology Contribution Award

XPeng

Zhejiang Province Enterprise Creativity Top 100 List

2023

Globalization of the Group

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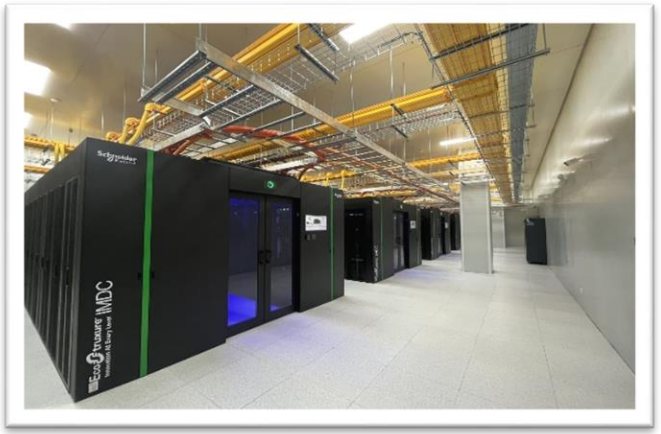
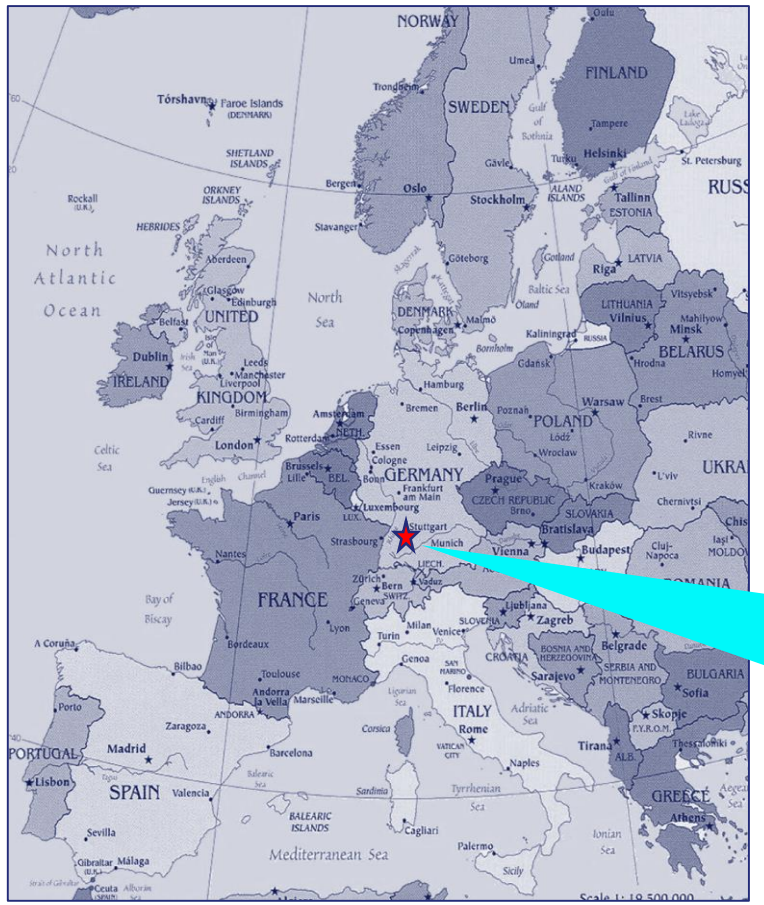
In addition to our existing subsidiaries in the U.S., Japan, Korea and India, we have further improved the construction of our Vietnam subsidiary, which is now equipped with platform and localized service capabilities, and we have newly established Sunny Europe to provide localized services to European customers.

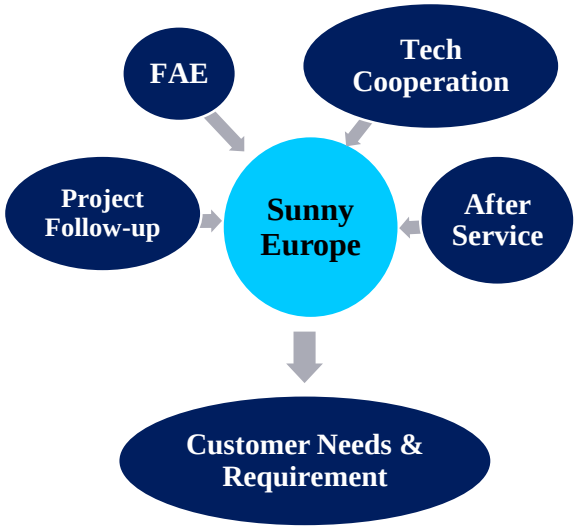
Production Guarantee

Information Security



Sunny Vietnam





Sunny Europe

03

Future Outlook

AI Breakthroughs Break Down Product Boundaries

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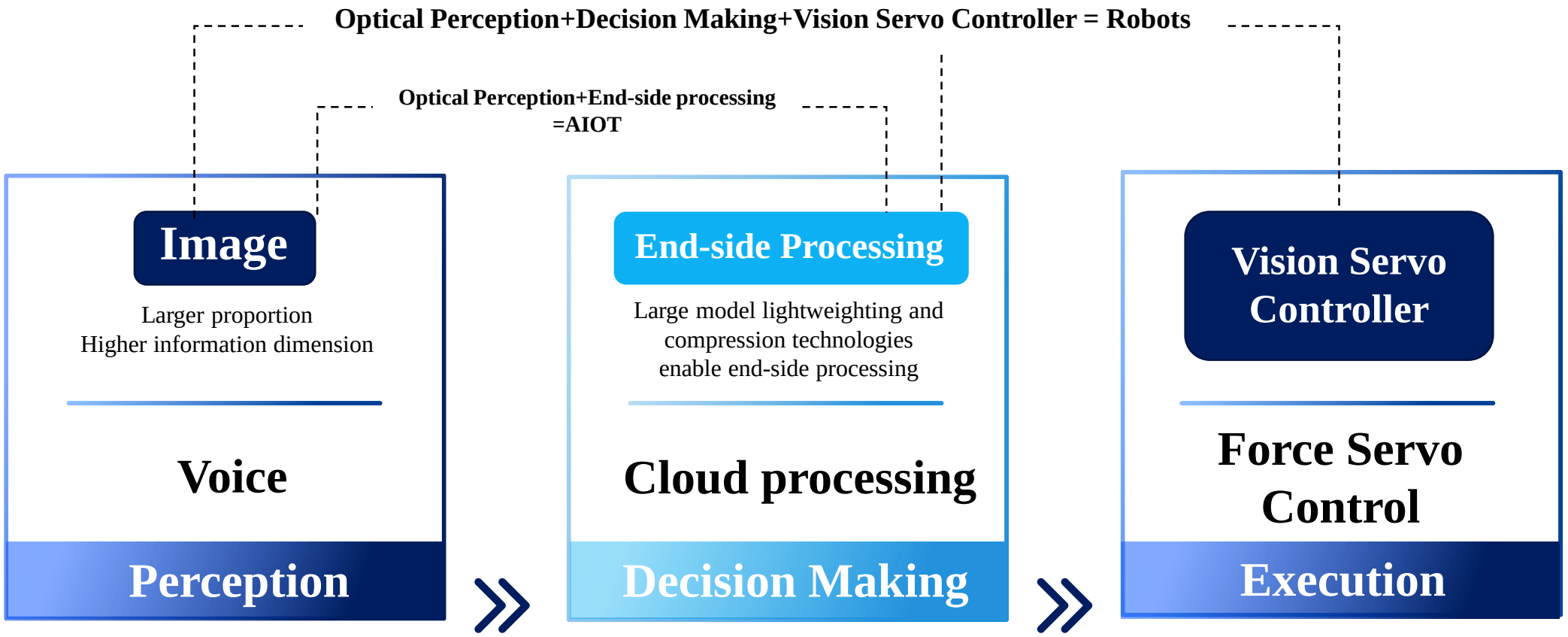

Optical perception and large models can well promote the development of smart hardware, break the boundaries of products, which is conducive to our efficient and gradual construction of a closed loop of smart hardware perception, decision-making and execution at the end side.

Breakthrough Development of AI Promotes Innovation in Manufacturing

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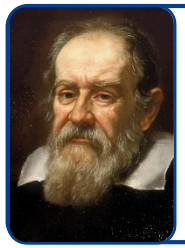
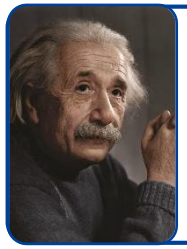
The collaboration between data science and manufacturing has promoted the improvement of our production yield, efficiency, and agility.

The development of science and technology has promoted the changes in the way of perceiving the world



Empiricism

Galileo's Leaning Tower of Pisa experiment



Causal inference

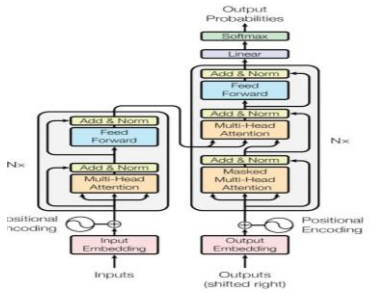
Hypothesis-verification

Einstein's theory of relativity

Computational science

Simulation computing

Appel and Haken's four-color theorem



Large amounts of data forms a model, and the model provides appropriate feedback.

Data Science

The level of informatization in space and time is enhanced

Spatial Intelligence

Measurement Object (space requirement)

2D → 3D → Spatial Computing

Weak signals

Measuring timeliness (time requirements)

Real-time digital twin simulation:

Approaching problems from a "process perspective"

High-order Association

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AI Breakthroughs Promote Changes in Market Strategies

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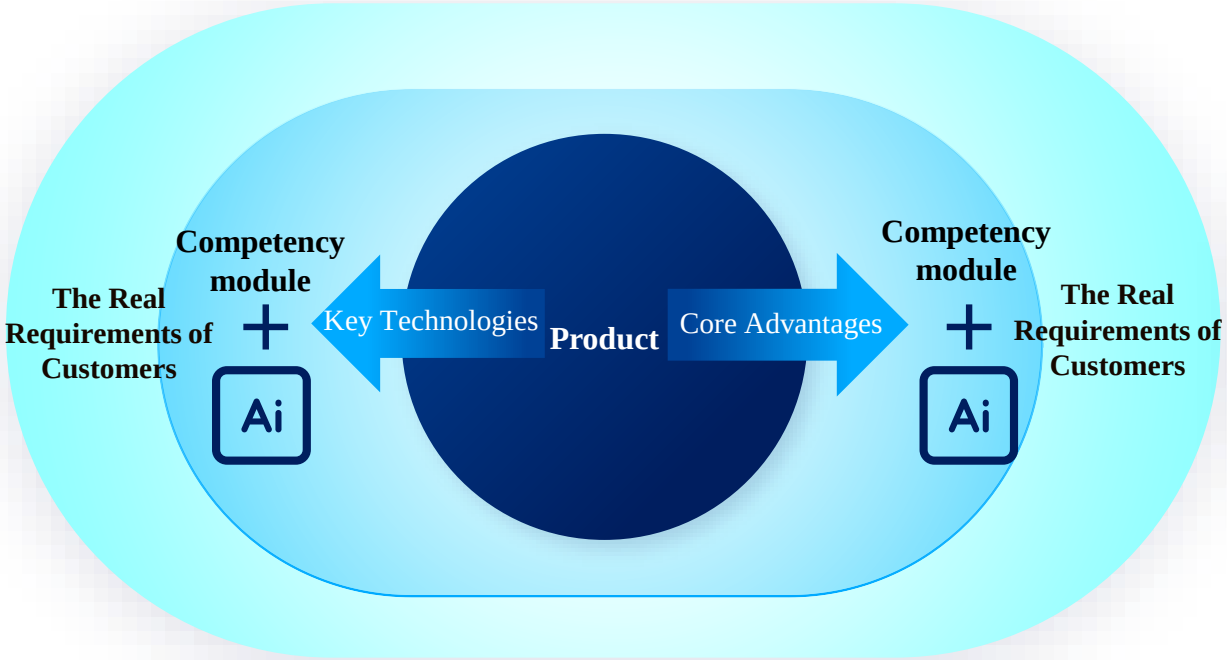
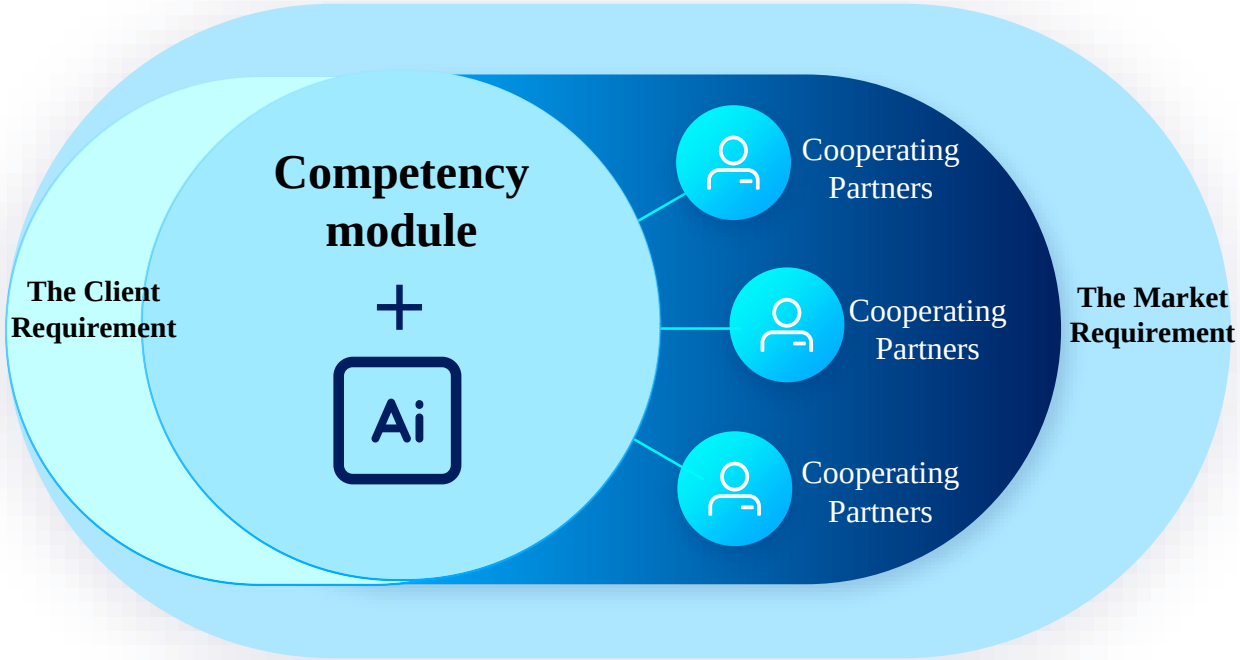
Moving from a product mindset to a capability mindset



Adhering to the “Science and Innovation Oriented”, deeply integrating AI capability with various competency modules and the entire process of business

Combining market and customer requirements, shifting to an ecological mindset



Achieve consensus, co-creation and win-win on demand through ecological cooperation

High-end Applications Drive Smartphone Optical Hardware Upgrade

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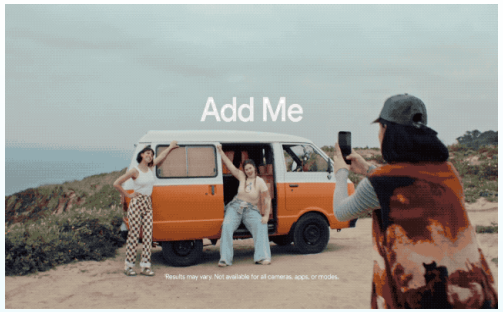
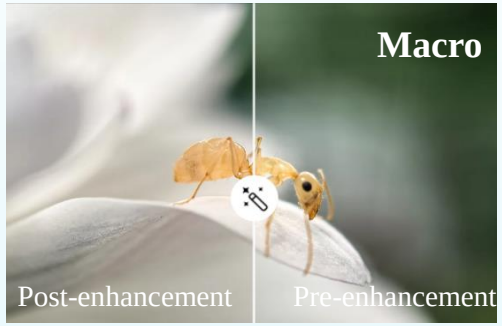


AI Imaging:

- Spectral camera
- Depth camera
- AI de-blurring
- High-speed shooting



Photography:

Reduced shooting burden, improved image quality

- G+P
- Glare optimization
- AI+Aperture
- HDR enhancement

Video:

Video stabilization/Steady state improvement /Wide angle upgrade

- Smooth and stable，smooth zooming (OIS improvement)
- Combination of AI actuator hardware technology
- Dual focal length periscope or dual periscope
- Continuous HDR across all focal lengths

Slim:

Miniaturized module (XYZ)

- Foldable/Flagship Pro/Flagship Number Series/Sub-flagship
- Main camera miniaturization, ultra-low height
- Miniaturized periscope

R&D Capabilities and Vertical Integration Capabilities Support the Future Development of Handset Businesses

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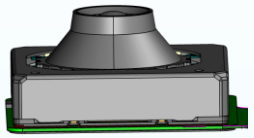
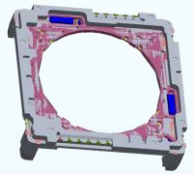
Integrated Design and Vertical Integration Capability of Lens Set, Actuator and Module

Actuator and module integration

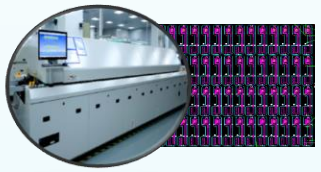


Lens set and actuator integration

IM and actuator integration



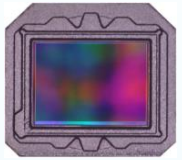
SMT and actuator integration



Combines large image size, large aperture, OIS, miniaturization and light-weight advantages

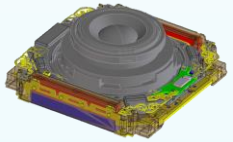
Core Platform Technology Support; Industry-leading Module Packaging Capability

Miniaturization
Molding Packaging Technology

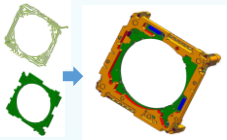


High-precision
Optical Multi-group AOA Technology

High-precision
Actuator Actuation Technology



High-precision
Insert Molding Technology



Deepening platform and component technology applications to achieve extreme camera module size and performance

AI Drives Equal Rights in Smart Driving to Further Lead the Development of Intelligent Driving

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AI

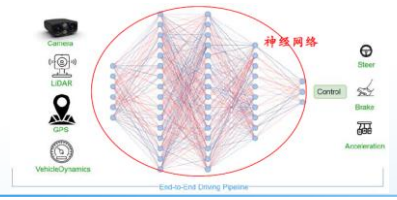
Market Trend

High-end Vehicles

Mid- to low-end Vehicles

From high-end vehicles to mid- to low-end vehicles

Technological Trend



The application of multimodal large model boosts intelligent driving levels upgrading

Higher resolution (8M→12M→18M);
Better image quality performance (wide dynamic, high sensitivity, low noise, high sharpness);
All-weather operation environment (high and low temperatures, anti-fogging, rapid de-frosting)

Development of Key Technologies and Various Sensors Lays the Foundation for Rapid Growth in the Vehicle Segment

Expert in Optics

Thanks to continuous layout in the vehicle segment, our vehicle business has laid a solid foundation for development and is expected to see rapid growth.

R&D of Key Technologies

Complex Environment

- Ultra-low-reflection Coating Technology
- Automatic Aperture Technology
- Active Cleaning Technology
- High-precision Calibration Technology

→ Vehicle Cameras Imaging Performance ↑

→ Vehicle Lens Sets & Modules
Stability ↑ Reliability ↑

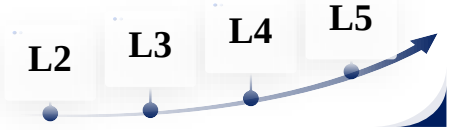
R&D of Various Sensors

- 8MP above High Resolution Lens Sets and Modules
- Infrared Lens Sets and Modules
- LiDAR

\+

Multi-data Synergistic Application

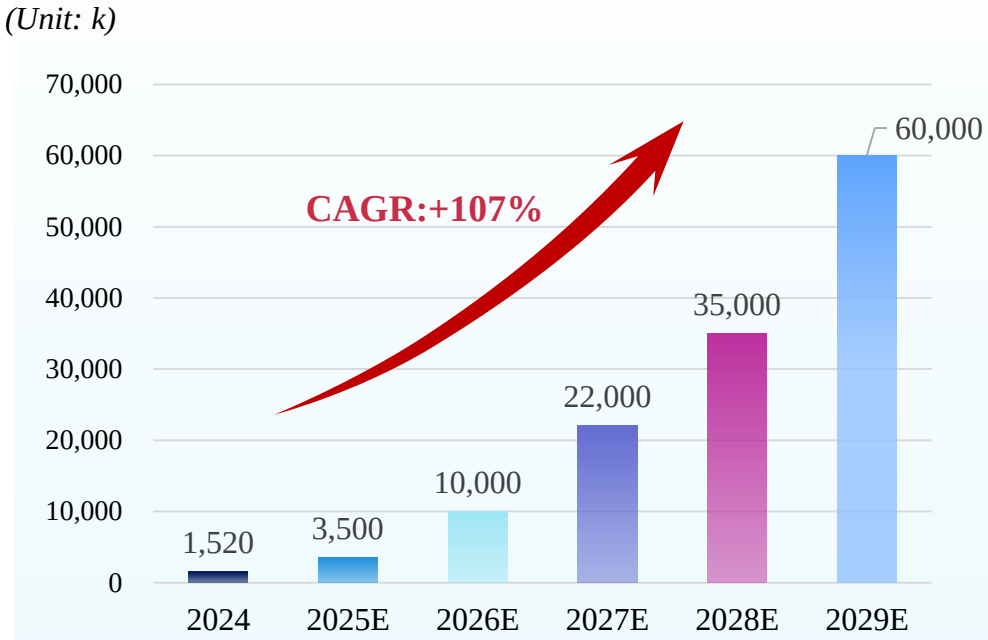
Intelligent Driving levels ↑



Explosive Growth of AI Glasses Leads to Accelerated Development of AR Glasses

Expert in Optics

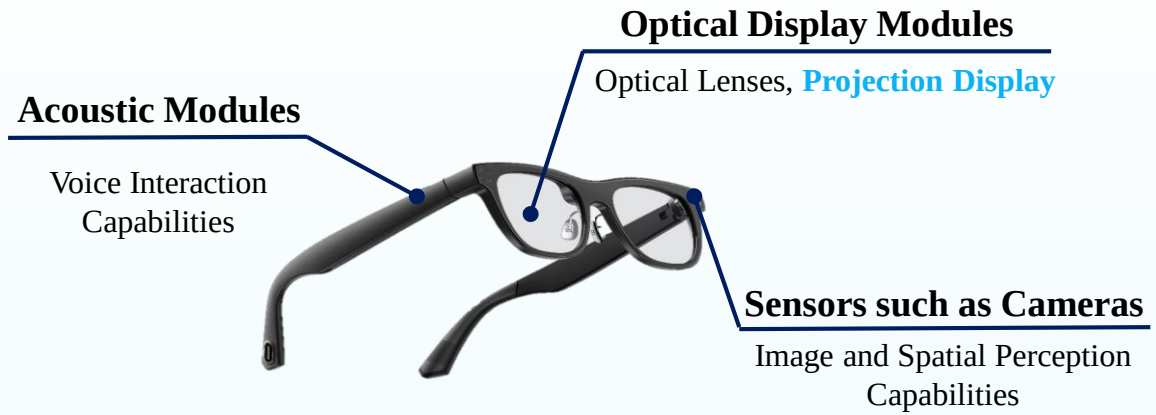
Global Smart Glasses Sales Statistics and Forecast



(Source：Wellsenn XR)

Numerous companies are actively involved, and shipments of smart glasses have the potential to reach 100 million level scale

AR Smart Glasses



- Smart glasses camera modules will continue to be upgraded in the direction of high pixel, auto-focus, OIS and so on
- Smart glasses put forward more stringent requirements on the core optical components in terms of power consumption control and miniaturization

Leveraging Vertical Integration Capability Delivers Diversified Solutions

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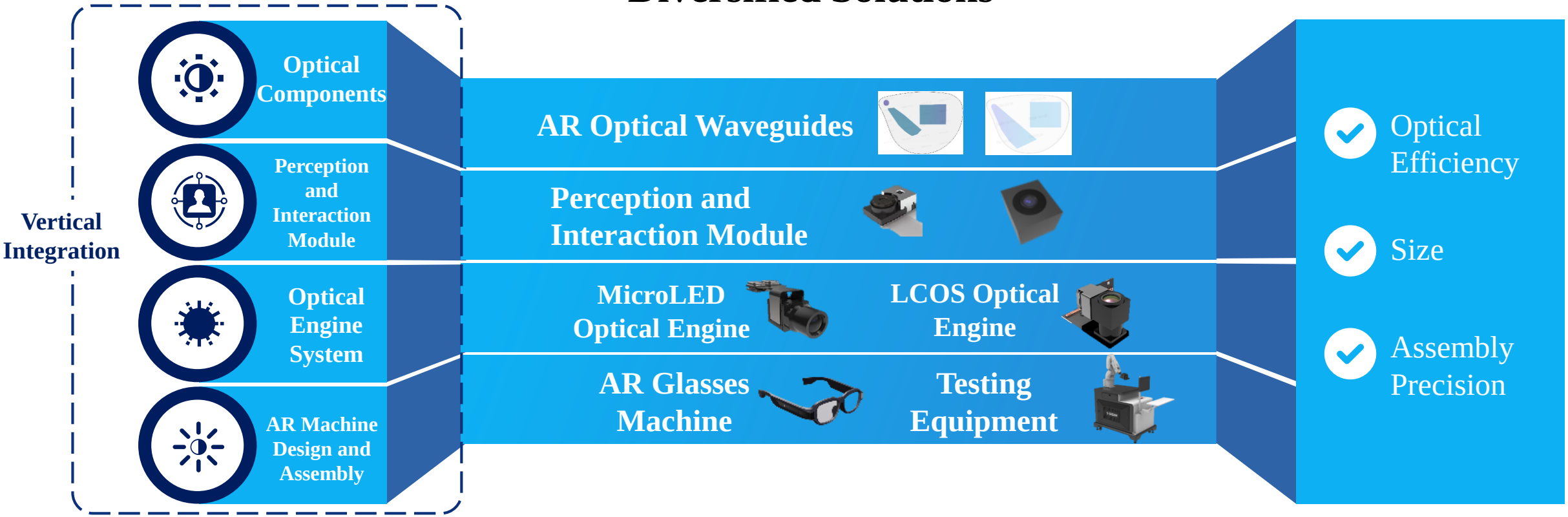
By virtue of the vertical integration capability covering the entire chain of optical components, perception and interaction module, optical engine system, machine design and self-developed testing equipment, we provide diversified solutions for the industry, and systematically overcome the problems of optical efficiency, size and assembly precision for AR smart glasses.

Diversified Solutions



AI Drives the Development of Humanoid Robots and Embodied Intelligence

Expert in Optics

Breakthroughs in AI large model technology are accelerating the progress of embodied intelligent robots toward generalization. In the multimodal perception system to realize embodied intelligence, the vision system plays a core important role in environment cognition and interaction decision-making.

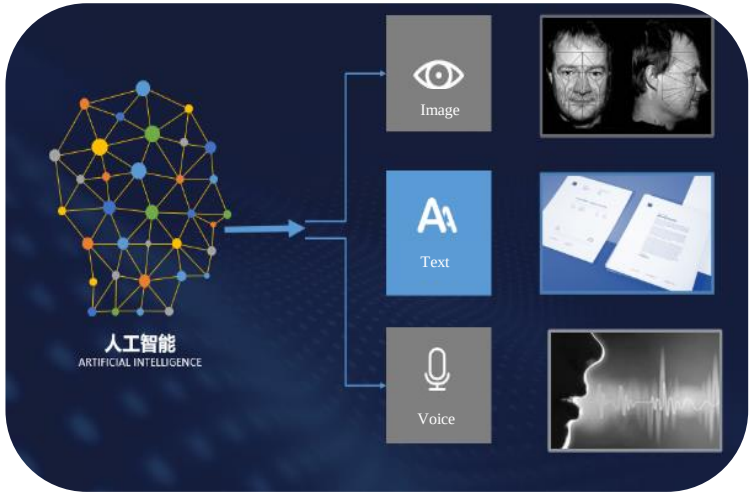
Healthcare

Catering

Cleaning

Education

Single Scenario



Embodied Intelligent Perception + Learning Platform

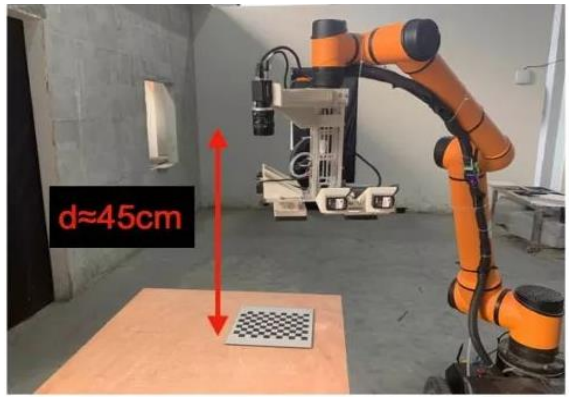
Modeling human first-person environmental perception mechanisms allows for the construction of spatial comprehension and the combination of cognitive reasoning algorithms to form a human-like learning paradigm.

General Integrated

Technology Accumulation in Optical Perception Enables Intelligent Leap in Robotics

Expert in Optics

- **High-precision binocular camera, ToF, LiDAR related technologies and products, and multi-sensor integration for all-scenario perception**



High-precision Robotic Arm Hand-eye Calibration Technology

- High-precision eye-to-hand calibration technology determines the coordinate relationship between the global camera and robotic arm, enabling robotic arms to perform a wider range of tasks like palletizing and handling through an overall field-of-view
- High-precision eye-in-hand calibration technology calculates the coordinate relationship between the end-mounted 3D camera and robotic arm, allowing robotic arms to carry out high-precision local tasks such as grasping and assembly

Visual Servoing Technology

- High-precision 3D reconstruction technology in industrial scenarios based on 3D cameras and robotic arm movements
- High-precision spatial path planning technology for robotic arms based on their motion models
- Solving the problems of 3D guidance and control of robotic arms using 3D object detection and AI-based segmentation technology

Aggressive Market Development in Various Segments Based on Strong Customer Base

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Handset

- Further deepen strategic cooperation with leading customers to drive revenue growth
- Actively explore new customers and strive for new breakthroughs in products and business
- Strengthen our global leading position by carefully positioning flagship and high-value models, while focusing on the market cultivation of large-volume and wide-ranging products

Vehicle

- VLS business has covered the industry's major customers, but there is still room to optimize customer structure and increase market share
- VM business will focus more on leading customers in the market, accelerate the improvement of the industry position, promote the rapid expansion of the scale, and expect to be able to occupy a leading position in this segment as soon as possible

XR

- The customers of smart glasses are highly overlapped with the customer resources of VR and handset businesses, which helps to quickly open up the market landscape
- Fully utilize the first-mover advantage in the segments of smart glasses and VR, stabilize our position in the supply chain of famous customers, and strive to continue to obtain major project orders from top-tier customers

Embodied Intelligent Robotics

- Customers in the robotics segment are highly overlapping with those in the consumer electronics and automotive businesses
- Taking Sunny's technological advantages in optical perception, currently we have cooperated with many top-tier embodied intelligent robotics companies to occupy a favourable position in advance

04

ESG Review

Awards and Honors

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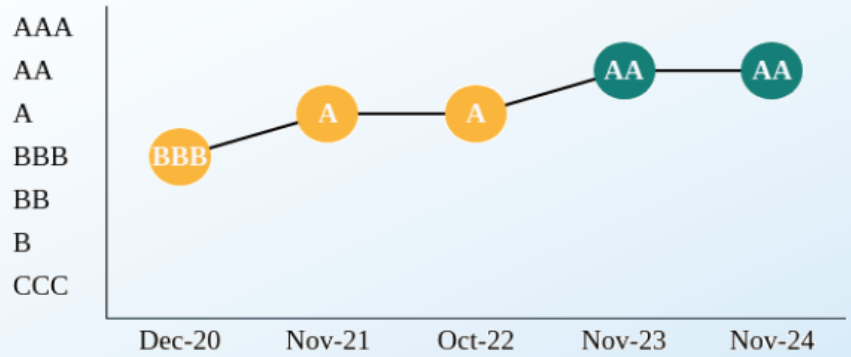
MSCI Rating Improvement



ESG Selected Indexes

《FTSE Socially Responsible Investment Certification》
《Hang Seng Climate Change 1.5°C Target Index》
《Hang Seng Sustainable Development Corporate Index》
《Hang Seng Sustainable Development Corporate Benchmark Index》
《Hang Seng Low Carbon Index》 《Hang Seng ESG Index》
《Hang Seng ESG Enhanced Index》 《Hang Seng ESG 50 Index》

Awards

- The 5th InnoESG Prize

  - Organizational ESG Impact Award
- 2024 International Green Zero-carbon Festival

  - Green and Sustainable Development Contribution Award
- Included in the **Fortune China ESG Impact List 2024**
- Sunny Optical Technology

  - Initial batch of Selected Waste-Free Group in Zhejiang Province
- Sunny Zhejiang Optics, Sunny Opotech

  - Provincial Green Low-carbon Factory
- Sunny Automotive Optech

  - Water-saving Enterprise in Zhejiang Province

ESG Achievements

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Environmental

- In 2024, **203,322.0 MWh** of green power was used, with the proportion increasing by **over 10 ppts** vs 2023, **exceeding** the annual target.
- Implemented 13 energy-saving and consumption reduction projects, achieving energy savings of approximately **18,878 MWh**, reducing carbon emissions by **13,280.6 tons** of carbon dioxide equivalent, and saving more than **RMB18 million**.
- The optimized reclaimed water solution saved around **350,000 tons** of water in 2024.
- One **provincial-level green factory** was added in 2024.

Social

- Regular safety and first-aid training is organized, and **18 AEDs** have been installed at key production bases to protect employees' health.
- Participated in a provincial-level information security exercise for the first time, ranking **12th** out of 187 defense units.
- In 2024, Sunny Zhejiang Optics and Sunny Opotech passed the **ISO 56005 "Innovation and Intellectual Property Management Capability" Level 4 certification.**

Governance

- Added 5 new emerging risks, including energy shortage and transition risks, to the scope of risk management. Meanwhile, **the risk management information platform has achieved full-coverage** and digitally managed.
- Organized training sessions for senior managers on **sustainable development and lighthouse factory construction**.

05

Appendix

Business Development Focused on the Field of Optoelectronics

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1984
Established and engaged into the optical industry

1995
Extended the business into the field of image digitization

2003
Commenced production of handset camera modules

2004
- Enhanced R&D and production capability of handset lens sets
- Acquired plastic aspherical lens technology
- Entered into the field of vehicle lens sets

2007
Listed on the Main Board of the Hong Kong Stock Exchange

2012
Established subsidiaries in the U.S.A. and Republic of Korea

2013
- Successfully placed 97,000,000 new shares and raised net proceeds of approximately HKD770 million
- Achieved a series of strategic cooperation agreements with Konica Minolta Optical (Shanghai) Co., Ltd.

2014
Carried out the strategic layout of 3D imaging business

2015
- Established Zhejiang Sunny Optical Intelligence Technology Co., Ltd.
- Established Zhejiang Sunny Smartlead Technologies Co., Ltd., entering into the field of vehicle modules

2016
Established Sunny Optical (Zhejiang) Research Institute Co., Ltd. in Hangzhou

2018
Issued USD600 million 5- year bonds

2019
- Established Sunny OmniLight Technology Co., Ltd.
- Established production base in Andhra Pradesh, India, producing handset camera modules
- Established production base in Vinh Phuc, Vietnam, producing vehicle lens sets
- Established European sales company in Germany

2020
Established a production base of handset camera modules in Thai Nguyen, Vietnam

2023
- Issued USD400 million 3.5-year sustainability-linked bonds
- Established a new production base in Nghe Anh, Vietnam

2024
Established European platform company in Germany

Dividend Policy Well Executed
Stable and Consistent Payout Ratio

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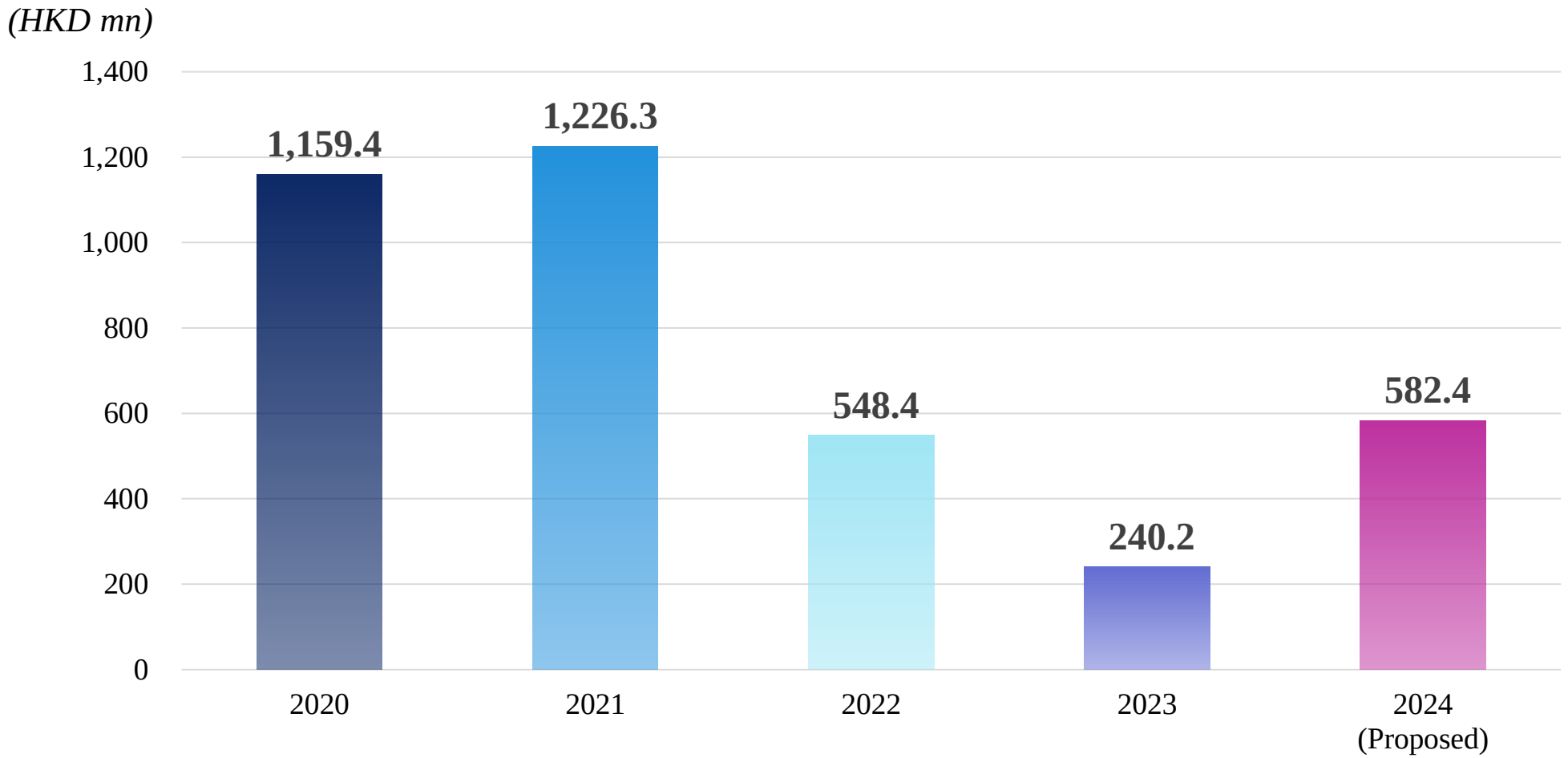
Dividends



Shareholding Structure Remained Stable

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舜宇光学科技
SUNNY OPTICAL TECHNOLOGY

(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 2024*

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