



光麗光電科技股份有限公司

Kuangli photoelectric technology co., Ltd.



Third Quarter 2019 Results Investor Conference

Disclaimer Statement

■Kuangli Photoelectric Technology Co., Ltd. Statements of its current expectations and estimates are forward-looking statements subject to significant known and unknown risks and uncertainties and actual results may differ materially from those contained or implied in the forward-looking statements. These forward-looking statements are not guarantees of future performance and therefore one should not place undue reliance on them. Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events, or otherwise.

Agenda

- 3Q19 Financials
- Business Summary
- Future Outlook
- Q&A

The background features a large, semi-circular fan shape. Inside the fan is a traditional Chinese ink wash landscape painting, showing mountains, trees, and a small structure. The overall color palette is a muted, light greenish-yellow.

3Q19 Financials

Statement of Comprehensive Income

| NT\$ Thousand | 2019Q3 | | 2019Q2 | | QoQ | 2018Q3 | |
|--------------------------------|---------|--------|----------|--------|--------|---------|--------|
| Sales | 117,480 | 100.0% | 57,581 | 100.0% | 104.0% | 32,505 | 100.0% |
| Cost Of Goods Sold | 105,375 | 89.7% | 61,862 | 107.4% | 70.3% | 25,944 | 79.8% |
| Gross Income (Loss) | 12,105 | 10.3% | (4,281) | -7.4% | 382.8% | 6,561 | 20.2% |
| Operating Expenses | 14,277 | 12.2% | 15,385 | 26.7% | -7.2% | 8,476 | 26.1% |
| Operating Income (Loss) | (2,172) | -1.8% | (19,666) | -34.2% | 89.0% | (1,915) | -5.9% |
| Net Non-Operating Income(Loss) | 20,083 | 17.1% | 6,956 | 12.1% | 188.7% | 22,992 | 70.7% |
| Pre-Tax Income(Loss) | 17,911 | 15.2% | (12,710) | -22.1% | 240.9% | 21,077 | 64.8% |
| Net Income(Loss) | 16,028 | 13.6% | (12,132) | -21.1% | 232.1% | 20,804 | 64.0% |
| EPS | 0.35 | | (0.26) | | 234.6% | 0.45 | |
| EBITDA | 87 | 0.1% | (17,837) | -31.0% | 100.5% | (1,755) | -5.4% |

Consolidated Balance Sheet

| <u>NT\$ Thousand</u> | <u>2019.09.30</u> | <u>2019.06.30</u> | <u>2018.09.30</u> |
|---------------------------|-------------------|-------------------|-------------------|
| Cash And Cash Equivalents | 175,829 | 253,328 | 356,149 |
| Inventories | 19,198 | 12,678 | 14,297 |
| Total Assets | 486,502 | 455,330 | 452,630 |
| Short-Term Debt | - | - | - |
| Long-Term Debt | - | - | - |
| Owners' Equity | <u>381,178</u> | <u>379,904</u> | <u>407,484</u> |
| Current Ratio | 350.5% | 448.2% | 937.6% |
| Debt-To-Equity Ratio | 27.6% | 19.9% | 11.1% |
| Net Gearing Ratio | <u>Net Cash</u> | <u>Net Cash</u> | <u>Net Cash</u> |

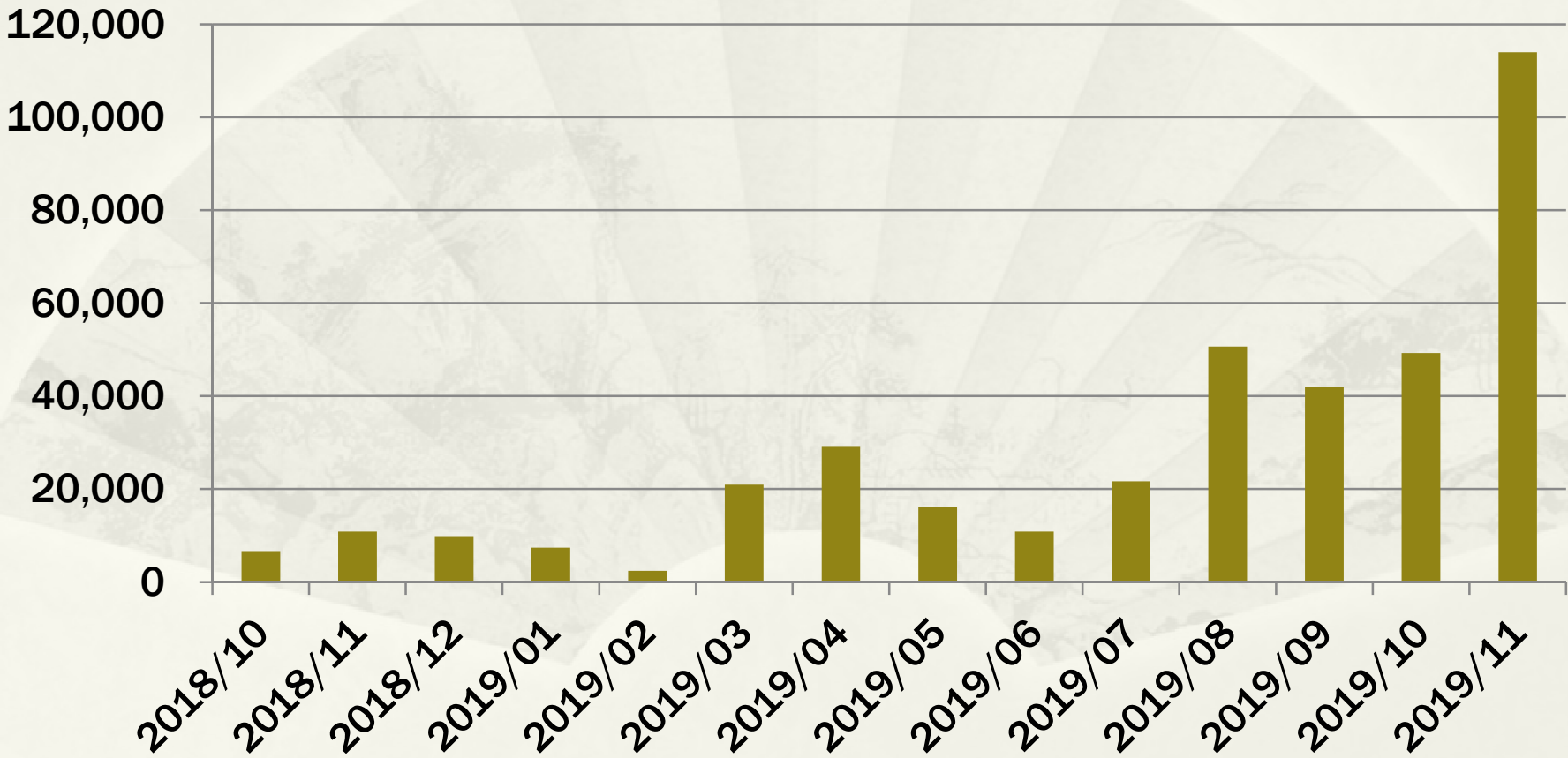


Business Summary

Kuangli Photoelectric Technology Co.,Ltd.

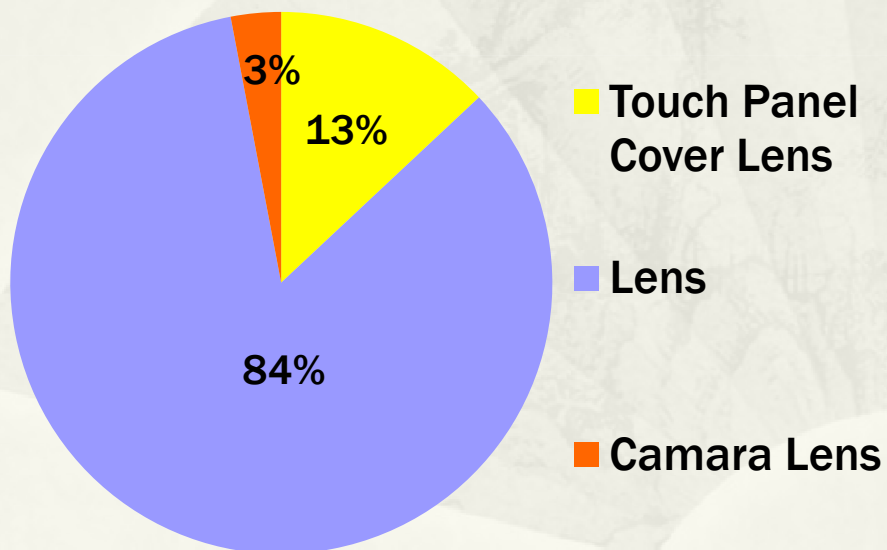
Unit : NT\$ Thousand

Consolidated Revenue Trend Monthly

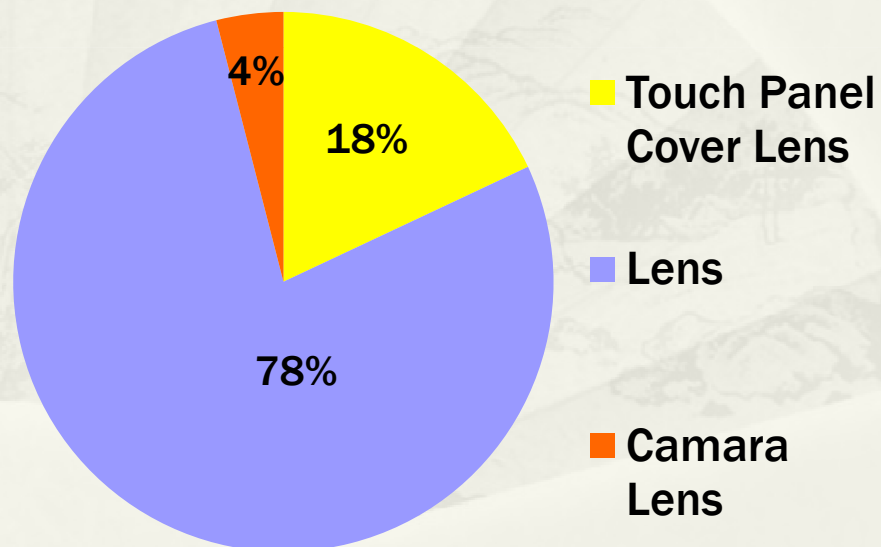


Kuangli Photoelectric Technology Co.,Ltd.

2019 Q3 Product Mix

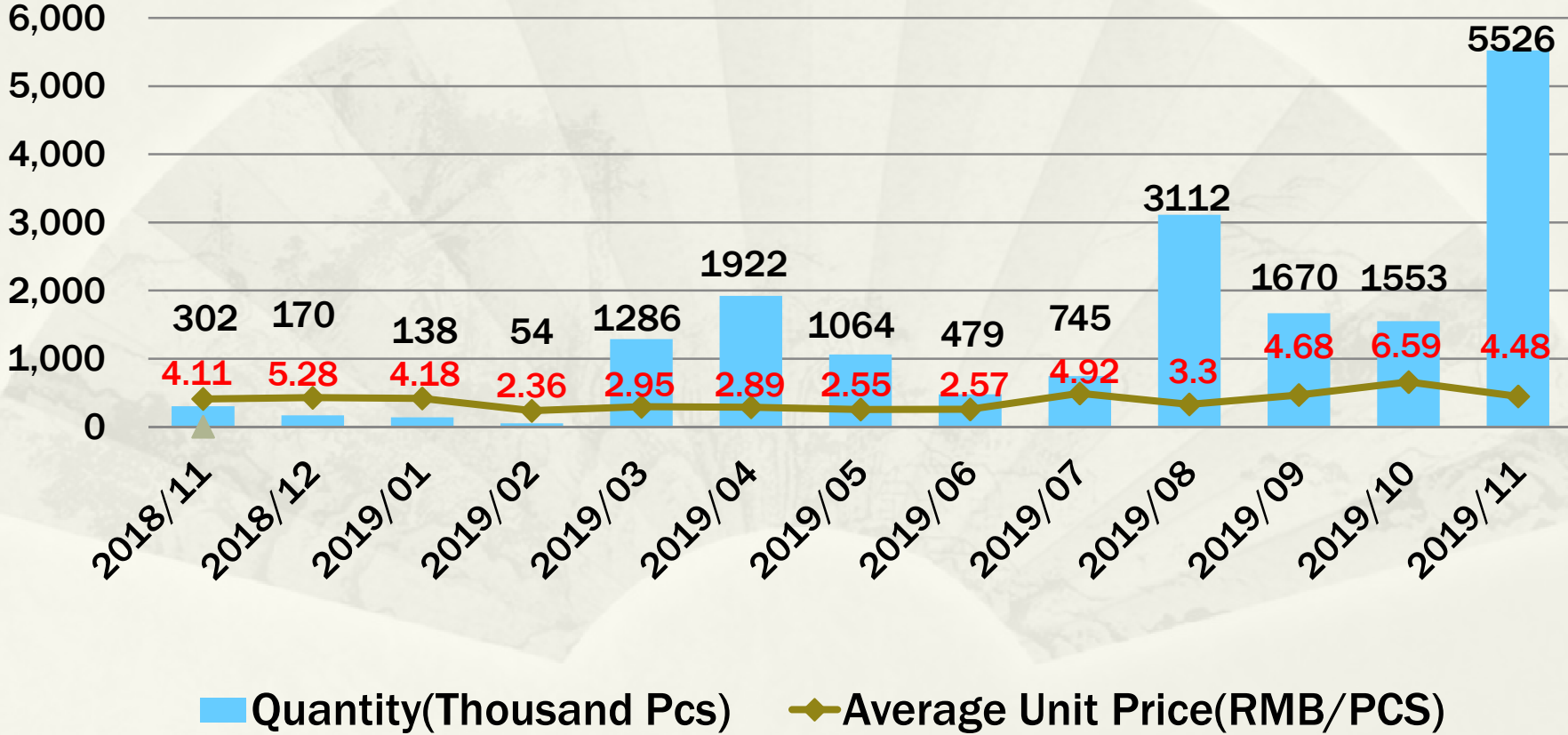


2019 Q2 Product Mix



Kuangli Photoelectric Technology Co.,Ltd.

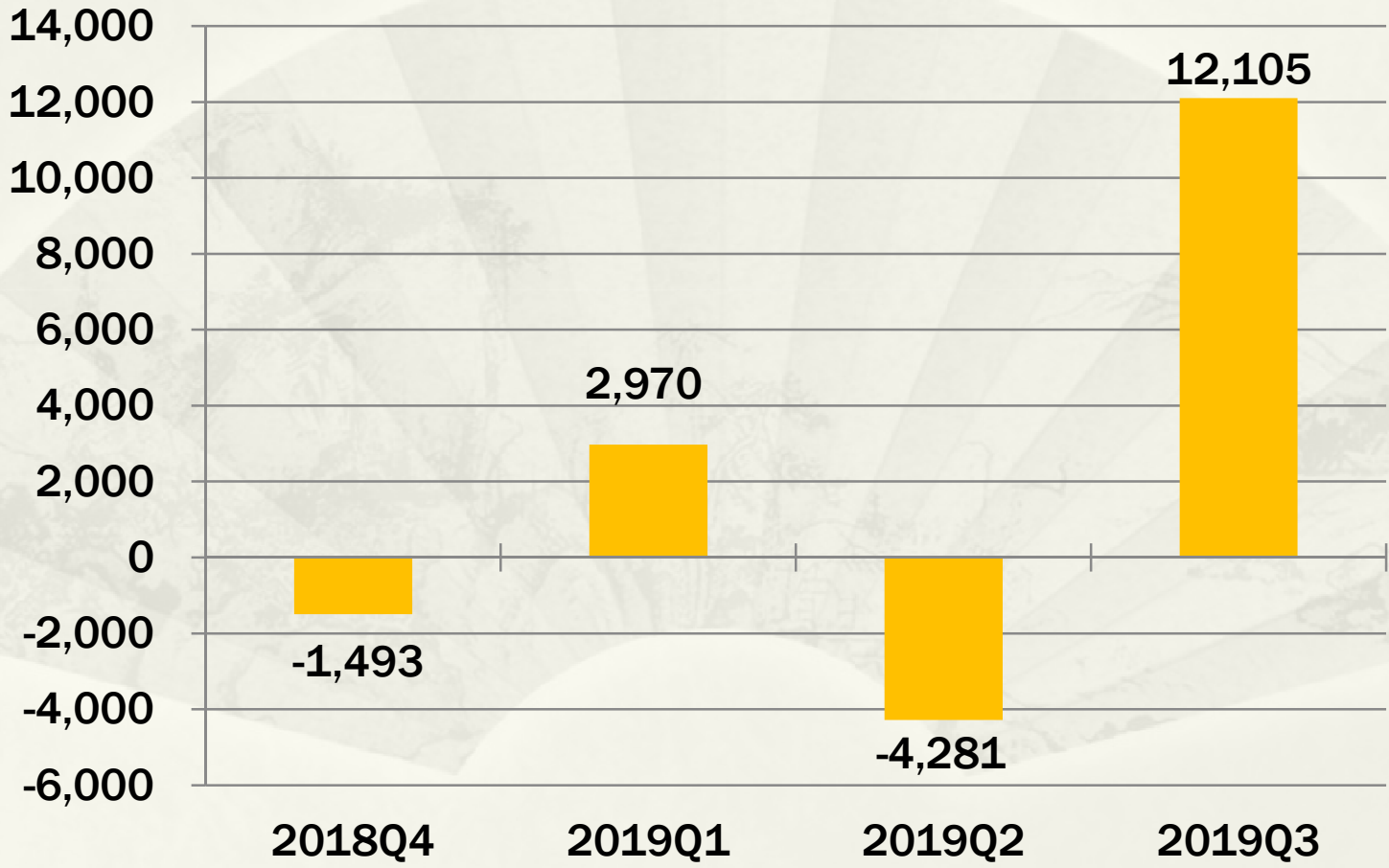
Lens ASP and Sales Trends



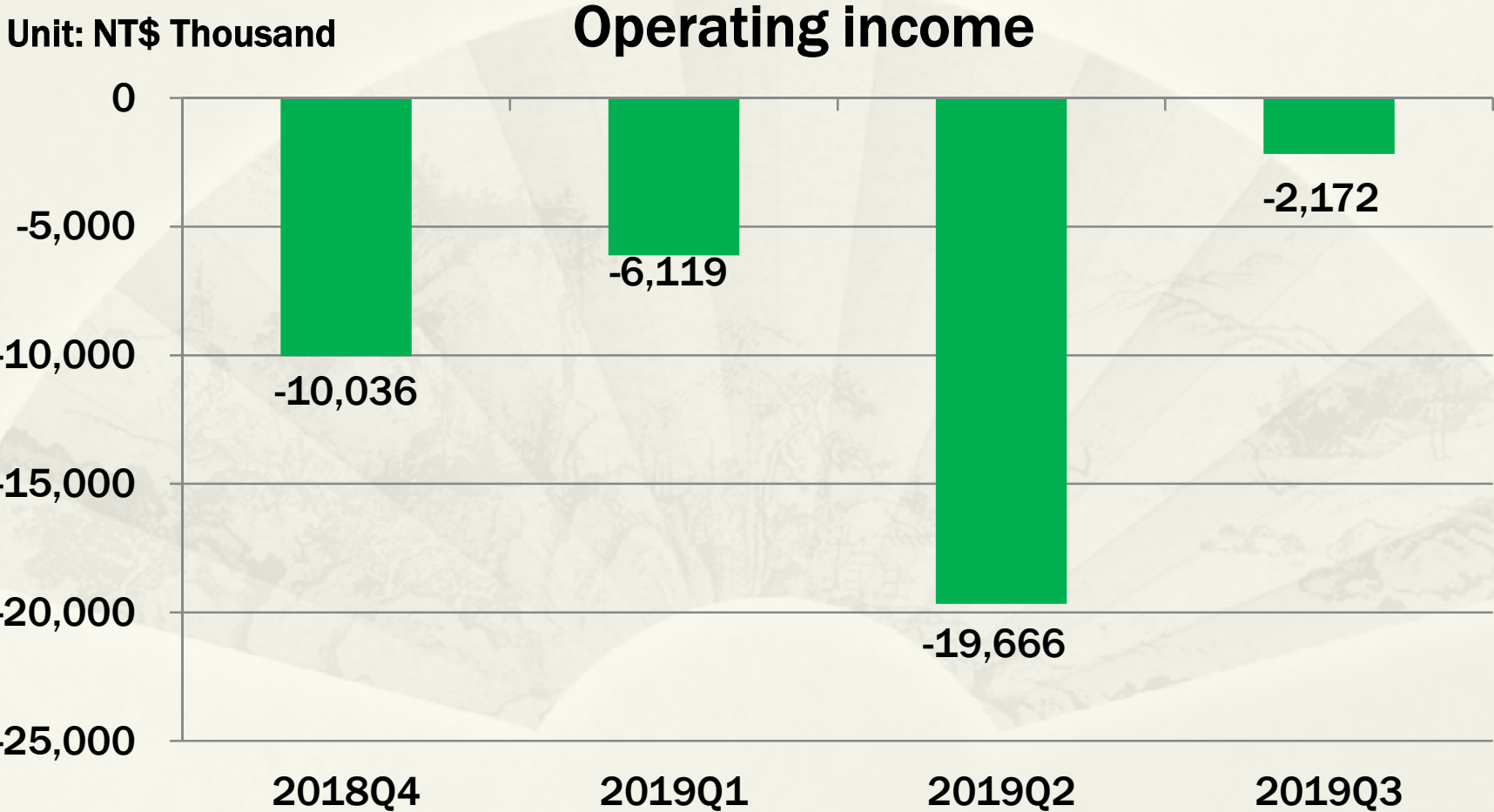
Kuangli Photoelectric Technology Co.,Ltd.

Unit : NT\$ Thousand

Gross Profit



Kuangli Photoelectric Technology Co.,Ltd.

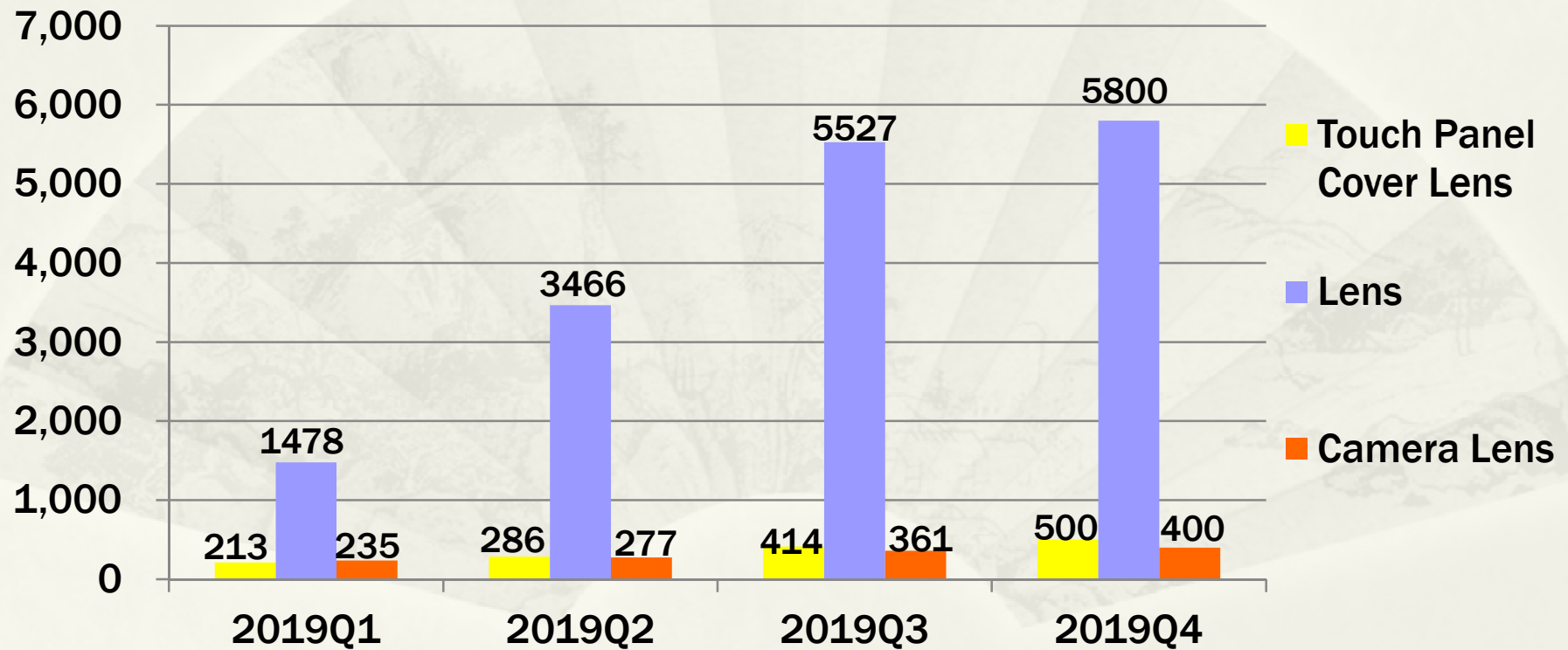




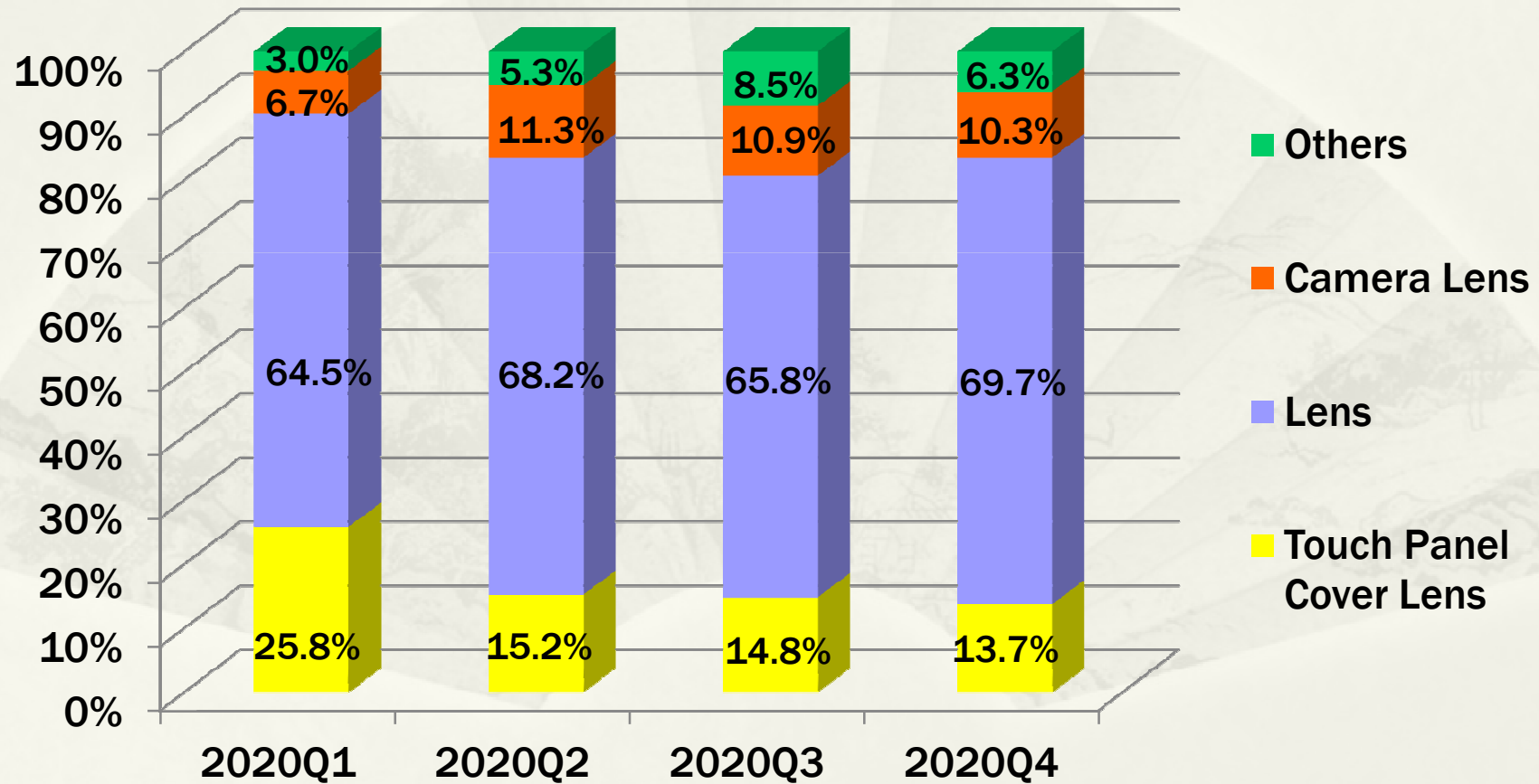
Future Outlook

2019 Q4 Shipment Outlook

Unit : Thousand Pcs



2020 Outlook of Sales and productions




Research and Development Projects

- Anti-fogging and coating technology can be applied to a variety of glasses lens products.
- Improving special coating capabilities in order to gain new customers.
- Launching innovations in cover lens business and developing more competitive products.
- The company will adjust investments according to the conditions of different business fields.

Competitive Advantage

- Integrated resources to improve productivity.
- The improvement of customized service and efficiency.
- Focus on main customers to enhance service quality and further solidify partnership.
- Conservative operating leverage , steady growth.



Thank You Q&A