



Kuangli Photoelectric Technology Co., Ltd.

**Institutional Investors Conference
Operation Report
December 1, 2020**

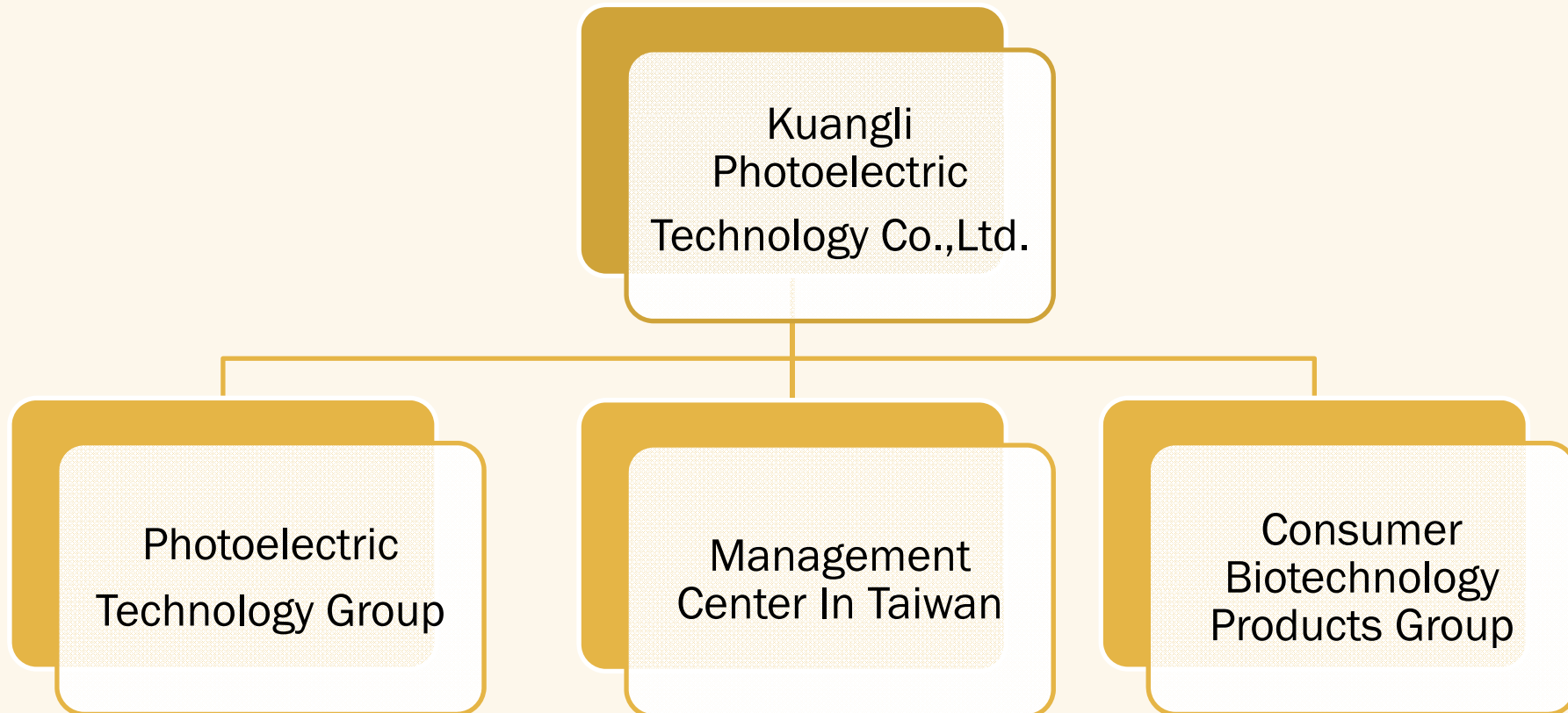
Disclaimer Statement

■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.

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Corporate Structure



2020 Q1-Q3 Financial information

Consolidated Balance Sheet

NT\$ Thousand	2019/Q1~Q3	2020/Q1~Q3
Sales	205,739 100.0%	113,005 100.0%
Cost Of Goods Sold	194,945 94.8%	117,086 103.6%
Gross Income (Loss)	10,794 5.2%	(4,081) -3.6%
Operating Expenses	38,751 18.8%	50,334 44.5%
Operating Income (Loss)	(27,957) -13.6%	(54,415) -48.2%
Net Non-Operating Income(Loss)	22,269 10.8%	(3,708) -3.3%
Pre-Tax Income(Loss)	(5,688) -2.8%	(58,123) -51.4%
Net Income(Loss)	(8,681) -4.2%	(60,306) -53.4%

Consolidated Balance Sheet

NT\$ Thousand	2019.09.30	2020.09.30
Cash & Cash Equivalents	175,829	110,882
Inventories	19,198	8,878
Total Assets	486,502	373,981
Short-Term Debt	-	-
Long-Term Debt	-	-
Owners' Equity	381,178	311,151

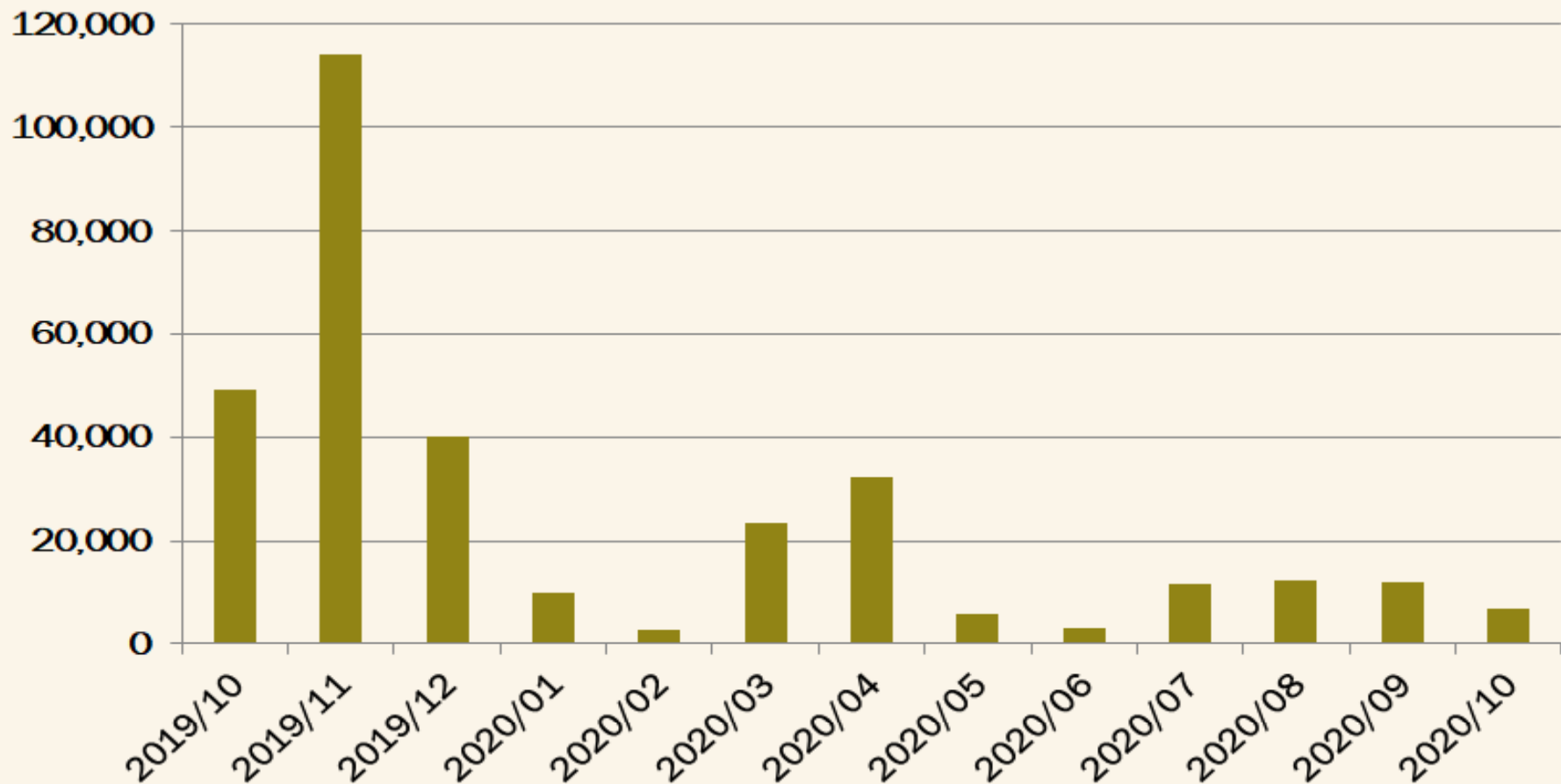
Financial Ratios

NT\$ Thousand	2019.09.30	2020.09.30
Current Ratio	350.50%	312.55%
Debt Ratio	21.65%	16.80%
Debt-To-Equity Ratio	27.63%	20.19%
Net Asset Value	8.35	6.82
EPS	(0.19)	(1.32)

Business Summary

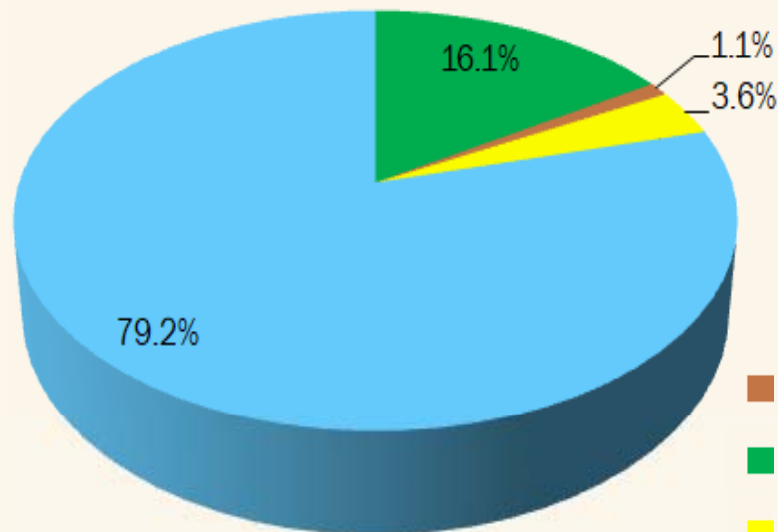
Monthly Consolidated Sales

Unit: thousand NTD

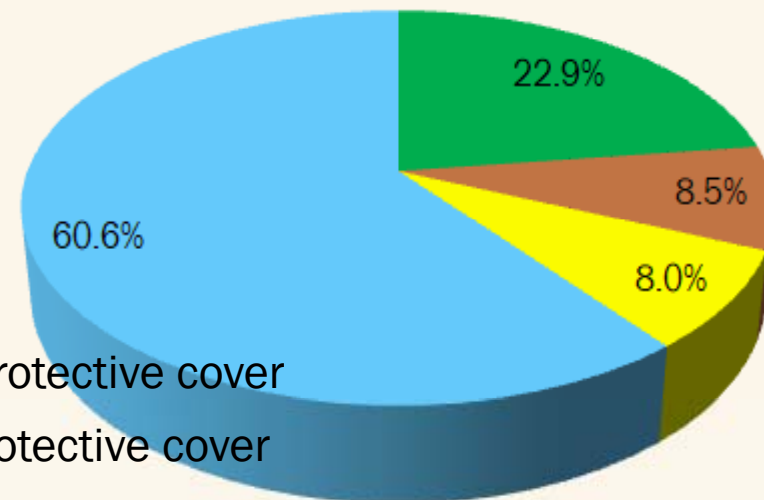


Products Mix

2019 Q1-Q3 Product Mix

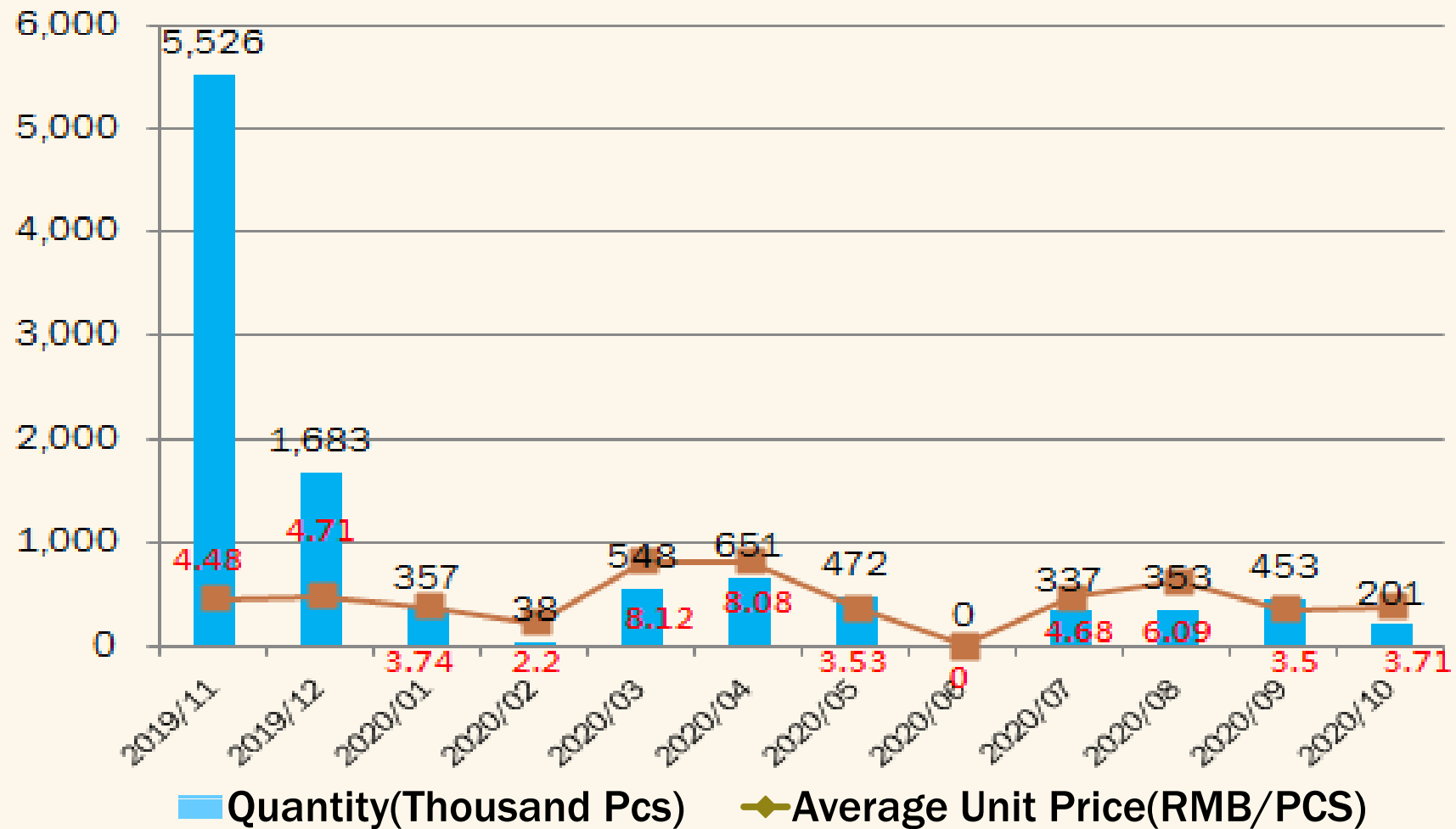


2020 Q1-Q3 Product Mix

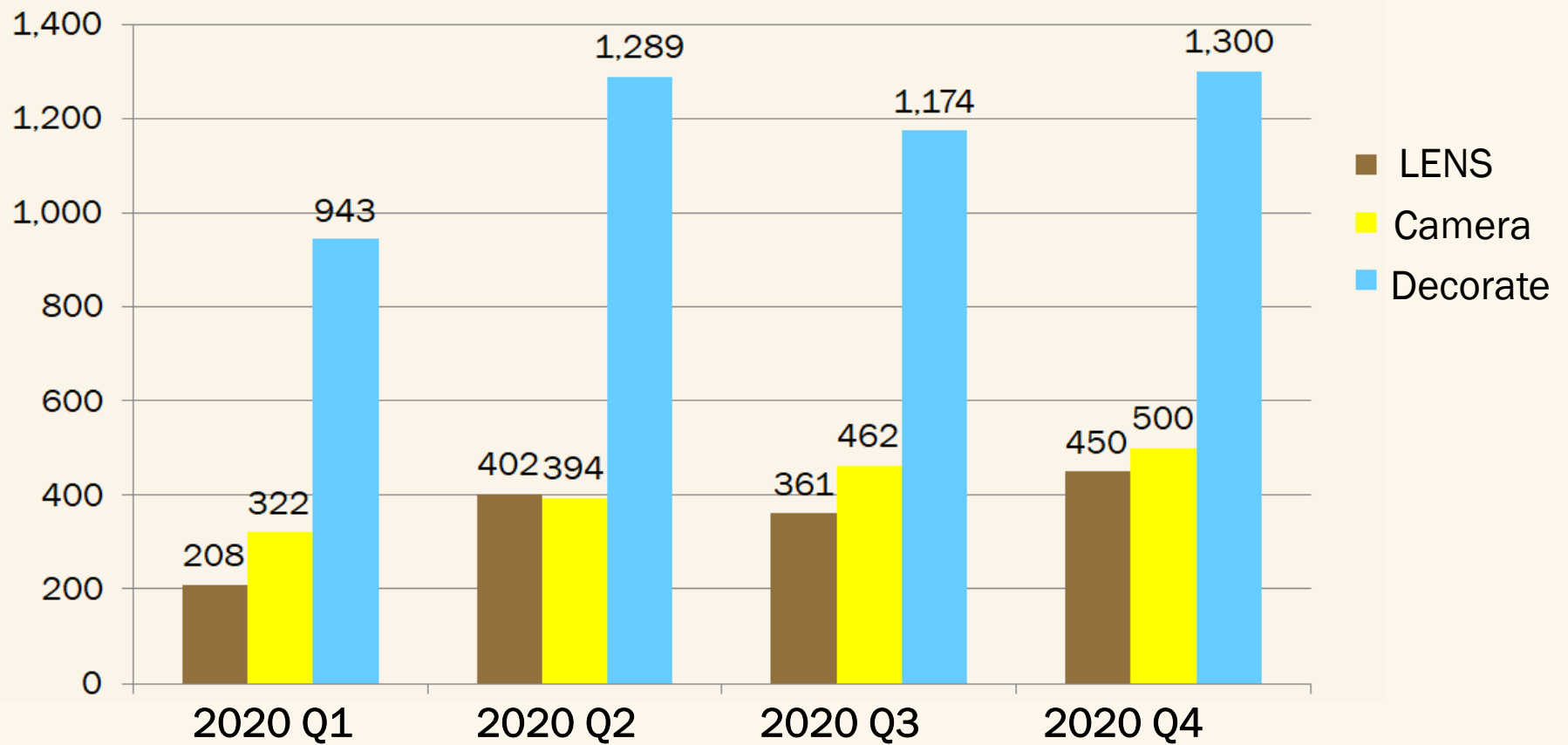


- Plastic protective cover
- Glass protective cover
- Camera lens
- Decorate

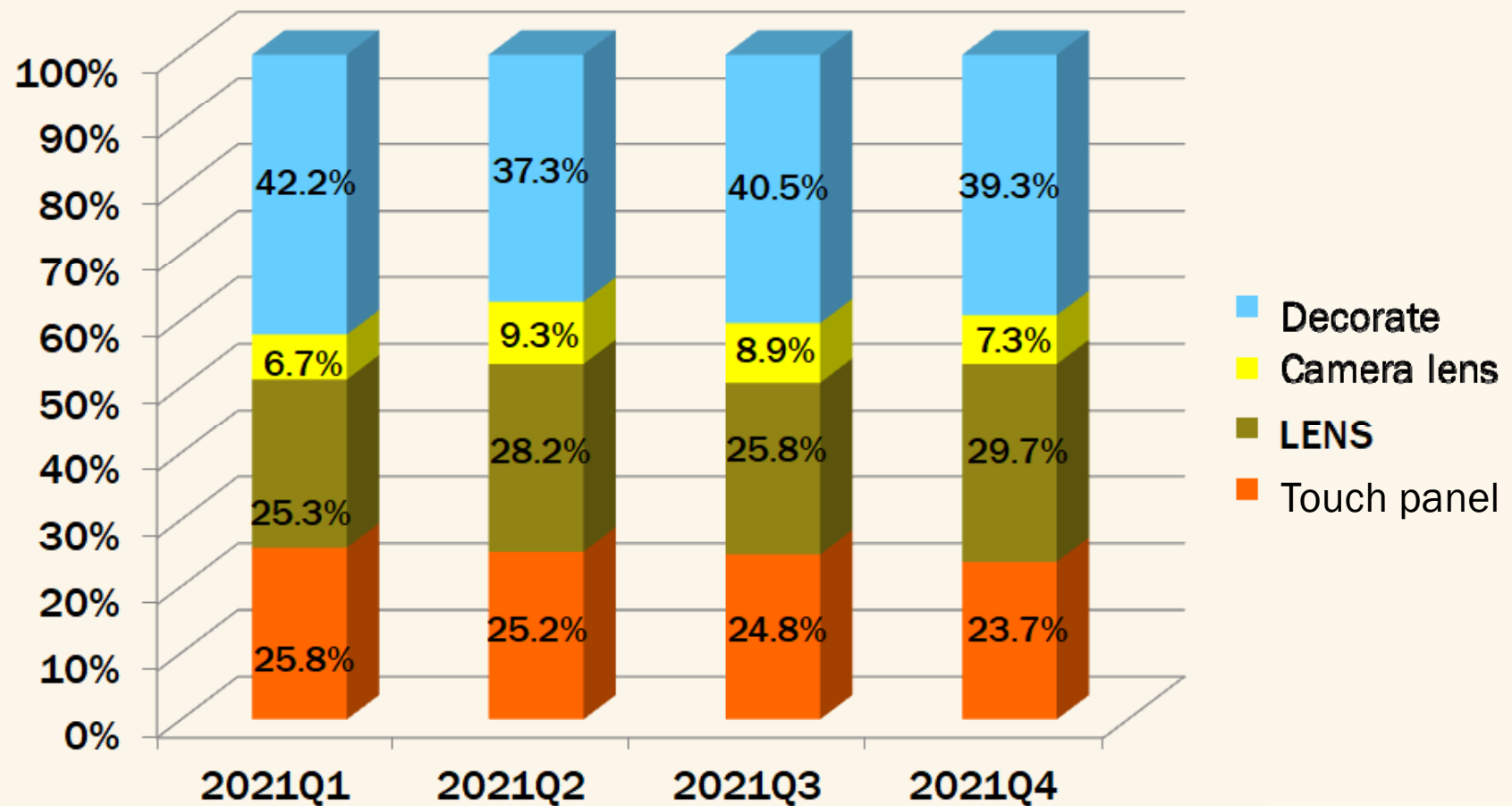
Lens ASP and Sales Trends



2020 Turnover Outlook



2021 Outlook of Sales and productions



Future Outlook

Evaluating Sector for Investment

- Steady growth in the global beauty and skin care products market.
- Rapidly growth in China domestic market of beauty and skin care.
- The ODM business is growing dramatically which driven by fast growth of skin care market.

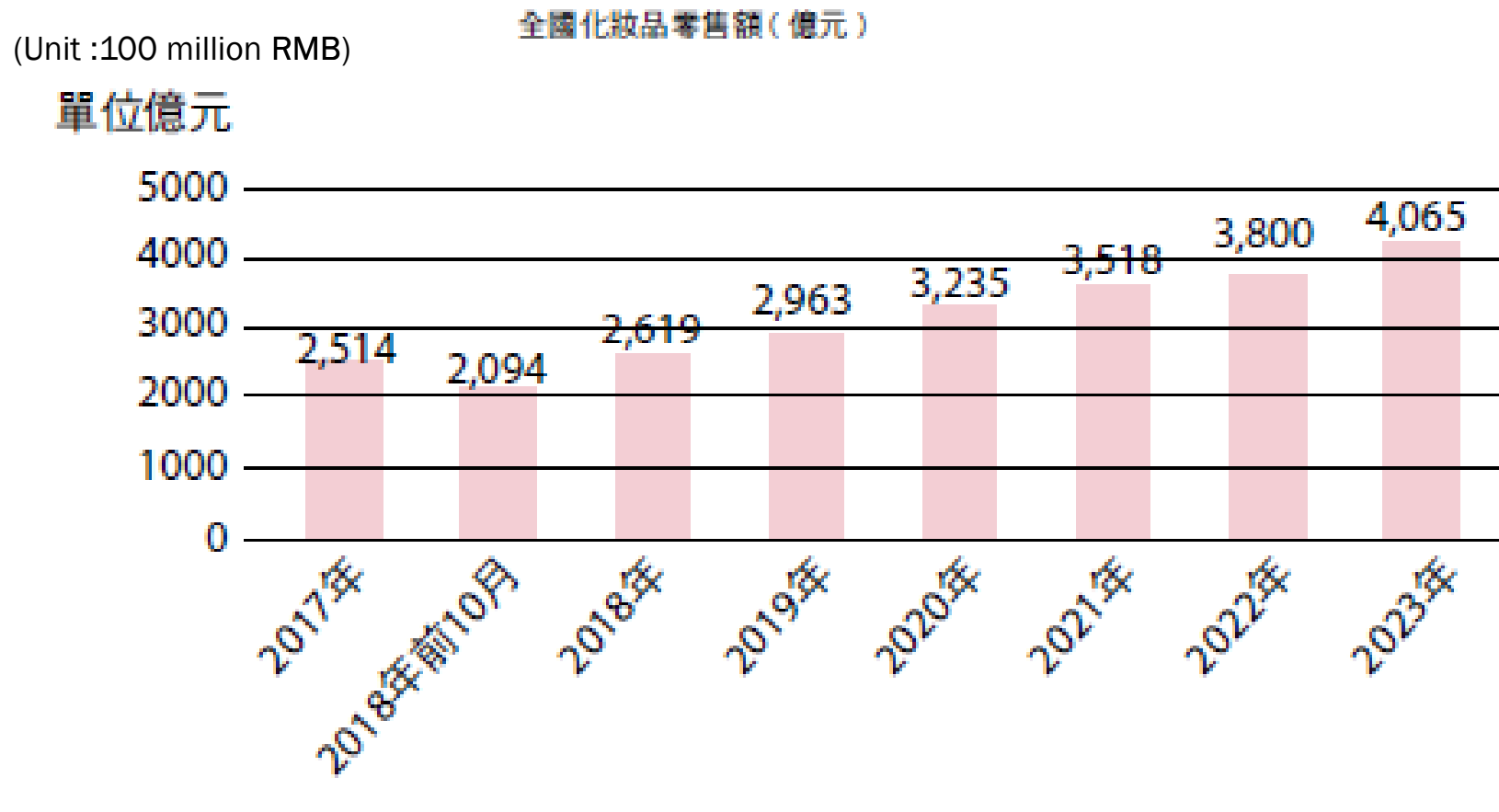
Key Point of Investment

- Cross-industry strategic alliance.
- Boost up next performance curve by increasing profit of new investment.
- Sustainable upside performance to increase shareholders' interests.

Market Cap. Of Global Beauty Care Business



Cosmetics Market Forecast of China

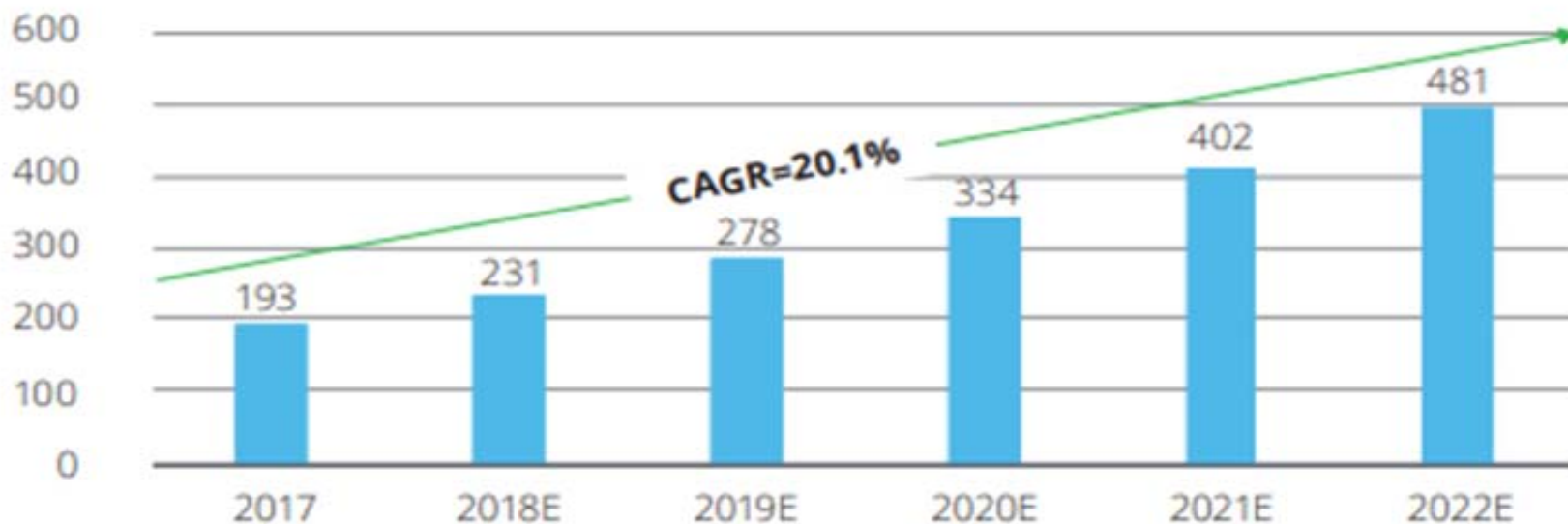


Aesthetic Medicine Market Forecast of China

光麗光電科技(股)有限公司

2017—2022年中国医美市场规模（单位：十亿元）

(Unit: billion RMB)

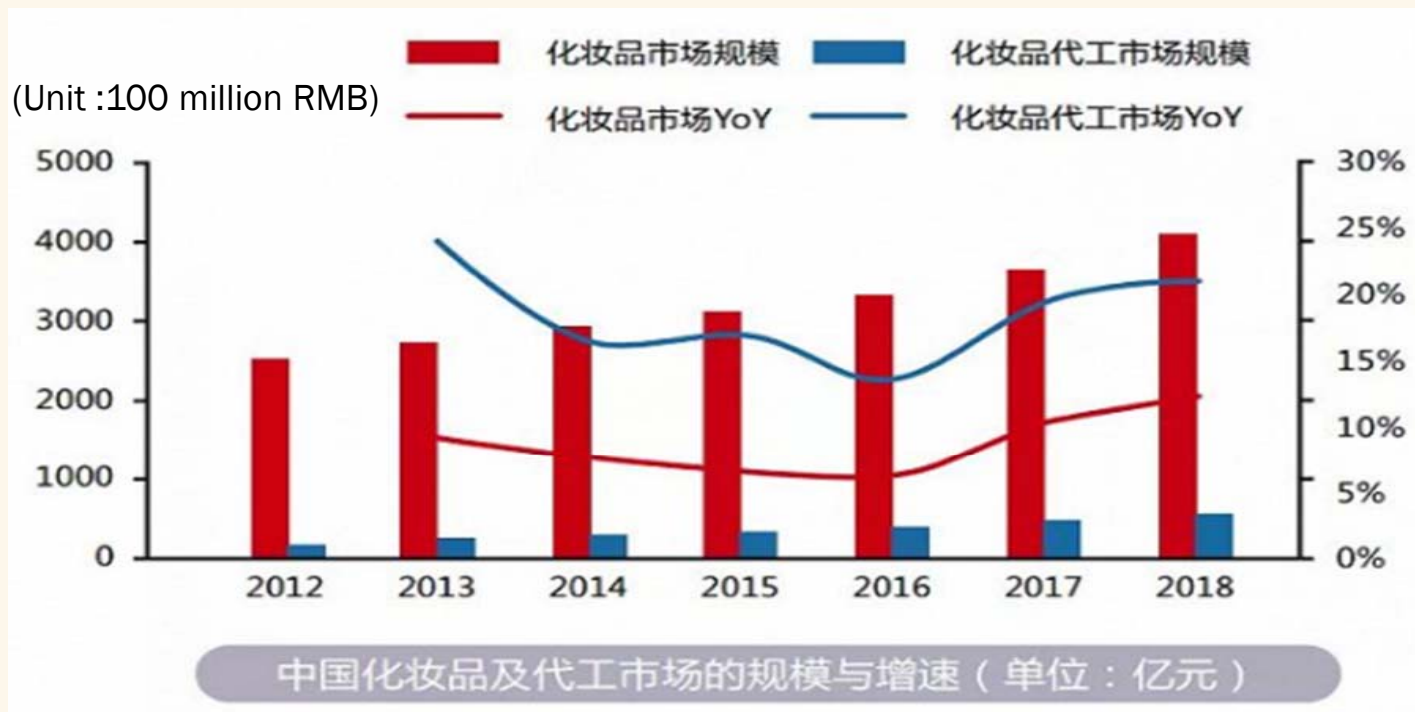


资料来源：前瞻网、36氪、弗若斯特沙利文

資料來源：2018中國醫美行業白皮書

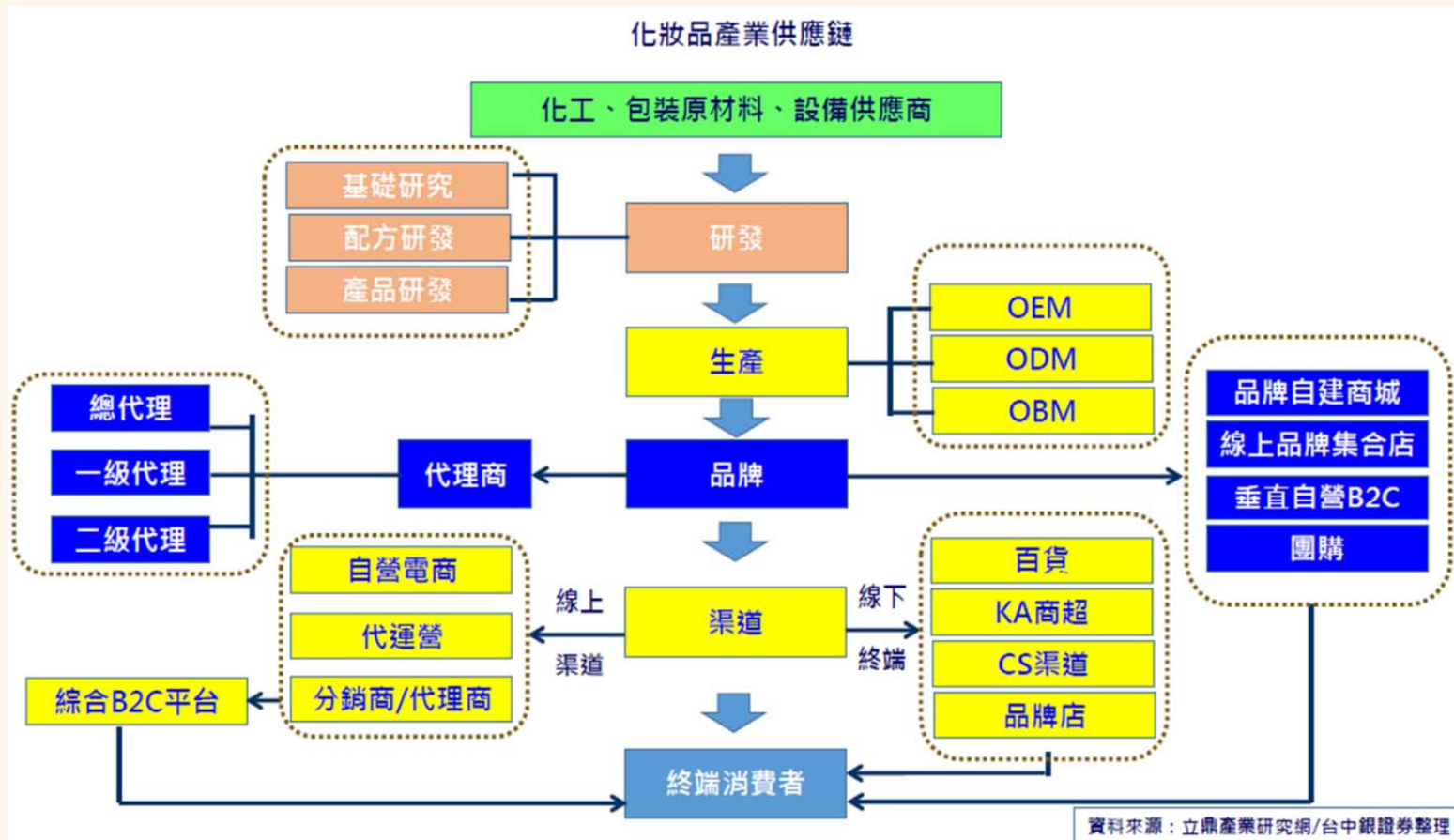
OEM Business of Beauty Industry

Forecast of China



資料來源：美妝行業的代工市場洞察報告

Supply Chain of Cosmetic Industry



Production

生产
过程

严格的生产管理



灌装前
菌检

先进的生产设备

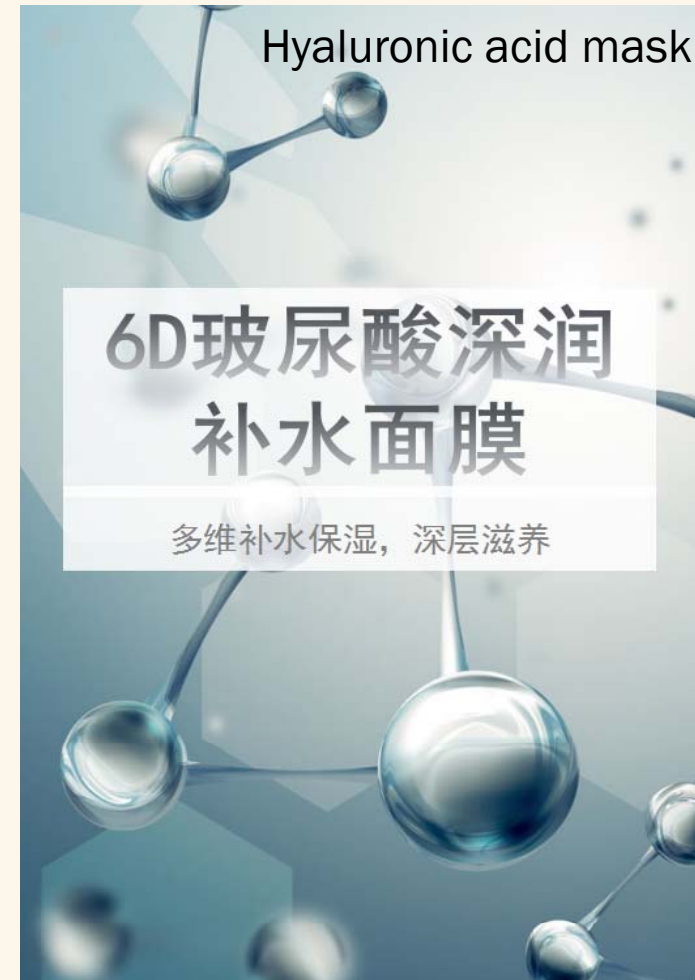


成品
上市

高质量的产品



Products - Facial Mask



Products – Facial Mask

Anti-sensitive mask

敏感肌修护面膜

富含高效修护因子

高效皮肤保护屏障修护系统

——模拟皮肤角质层双分子膜的三个主要成分，由神经酰胺，植物甾醇，游离脂肪酸，和抗炎活性成分天然α-红没药醇组成

可以迅速重组类似皮肤自身的脂质双分子层，高效修复肌肤，提高皮肤抗刺激能力，降低肌肤敏感。

Two step
mask

两剂型面膜

A B双剂型 1+1>2

功效提升，活力倍增！



1.先将黄金面膜倒入搅拌碗



2.再将水解胶原蛋白粉倒入上面



3.进行搅拌均匀



4.撕开面膜肌肤有明显的改善

Products – Lotion

紧致V脸系列

主打：轻抗衰，缓解初老

具有肉眼可见的及时性功效！



仿生肽/桃胶

放松横纹肌肌
缓解表情纹和细纹



神经酰胺

有效保住水分
修护肌肤屏障



胶原蛋白肽

改善胶原蛋白流
失，修护肌肤

珍珠花萃肌底液

独立微囊包裹技术

活性物质更稳定，缓释渗透更长效。

将水漾活性物牢牢封存于微囊中，颗颗亲肤微囊即触即化，瞬间迸发出强大的润泽功效，水润感十足。

源源不断的水漾动力，以及细致呵护，快速为肌肤注入满满的保湿能量，密集滋养。

香气清莹，淡雅舒适。将视觉、嗅觉、触觉感受充分融合，给人带来绝佳的使用感受。



Products- Cream



紫草润肌膏

随着时代的进步，紫草膏不断被改良，秉承古方精髓的同时，具有了修护抗敏等更多的神奇功效！



天然古方 百年传承

功效

- 1.有效祛除痘印，疏通毛孔，舒爽自然
- 2.紫草具有抗菌功效，快速止痒，消除红肿
- 3.多种天然成分，滋养呵护肌肤



爆水凝霜



独特的配方，可以揉出水珠的补水霜。结合了水的清爽和油的保湿，让肌肤沉浸在水油交融的体验中。

时刻保持水嫩美肌！



- 1.一霜多用，是水、乳、霜的结合体
- 2.多效合一，汲取多种天然植物萃取成分
- 3.高效保湿，由内而外滋润肌肤

充盈补水 深层滋养 温和保湿

Performance of New Business

Unit : RMB

項目 / 年度	2018	2019	2020/Q1-Q2
營業收入 Revenue	182,135,402	139,149,823	51,206,570
稅後純益 Profit after tax	10,759,152	21,798,523	6,697,721
流動比率 Current Ratio	87.40%	95.66%	103.61%
速動比率 Quick Ratio	60.69%	70.54%	61.32%
負債比率 Debt Ratio	90.38%	69.52%	64.76%

資料來源：轉投資事業經會計師查核簽證或核閱之財務報告

Operation strategies

- Perform orders of optoelectronic products with higher margin
- Speed up cross-industry strategy and increase profits by investment.
- Dealing fast change environment with more flexibility investment Strategy.

Our Competence

- Effectively and efficiently integrate production process to reach higher yield rate.
- Flexibly problem solving abilities for customer
- Conservative financial management and steady growth.

Thank You

Q&A