



JMO 中揚光電股份有限公司

Zhong Yang Technology Co., Ltd

Stock Code : 6668

Presenter : Jonathan Shih, Vice President

Tel 886-4-23597888
<http://www.jmo-corp.com>

台中市南屯區寶山里工業區二十二路21號
No.21, Gongyequ 22nd Rd., Nantun Dist.,
Taichung City 408, Taiwan (R.O.C.)

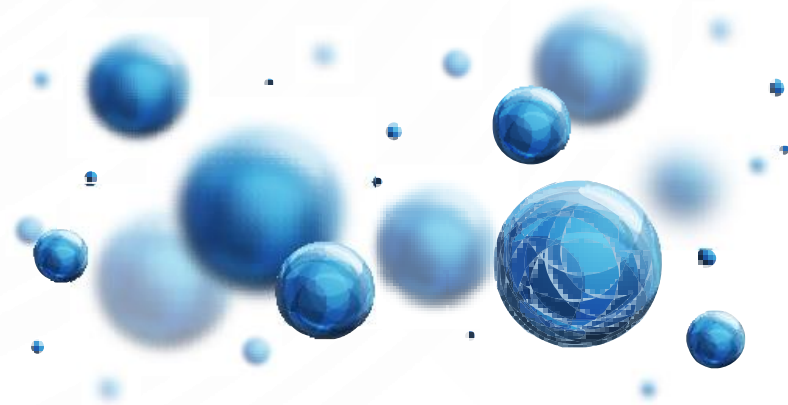


Agenda

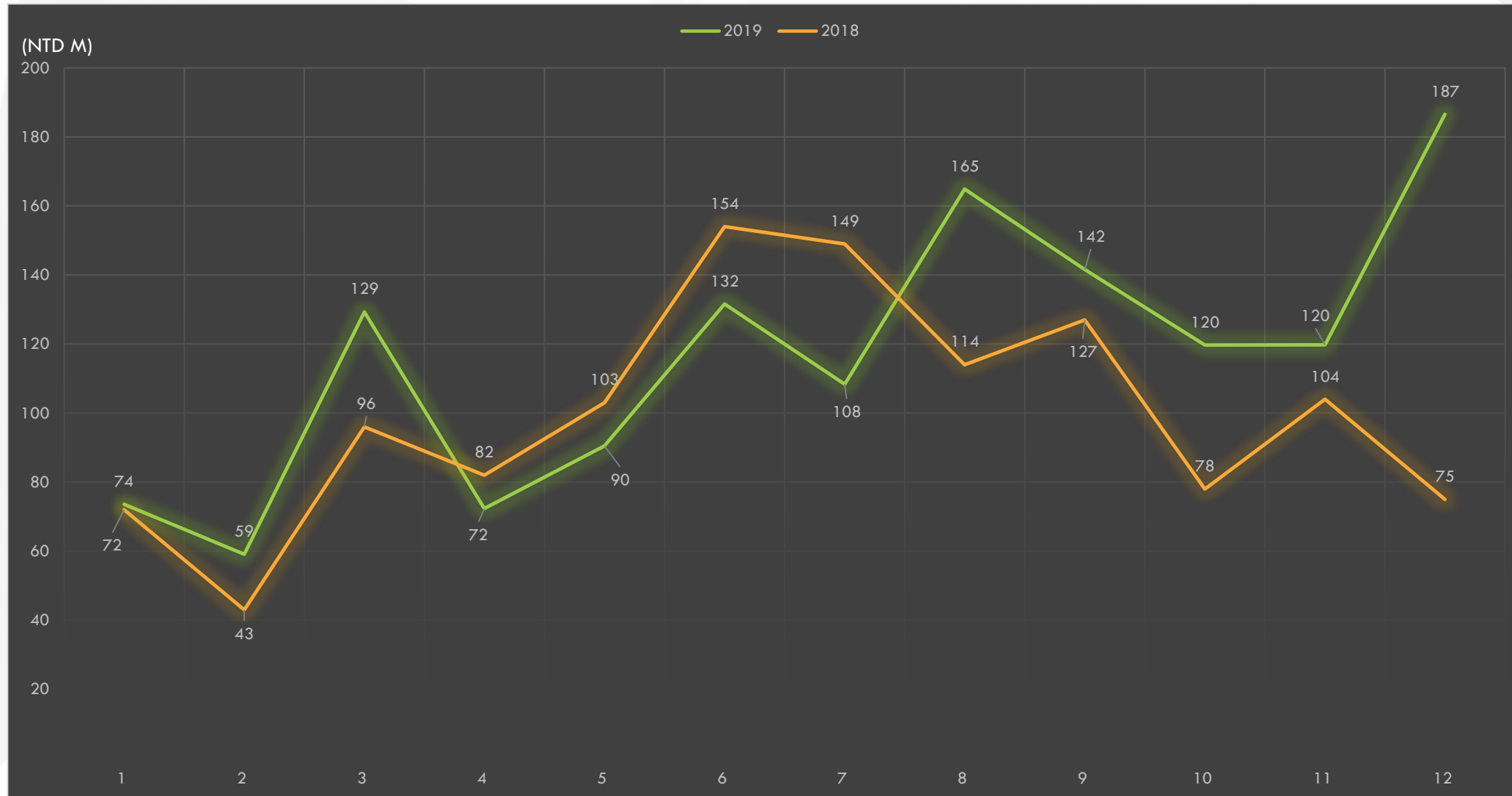
1. Financial Report

2. Development Strategies

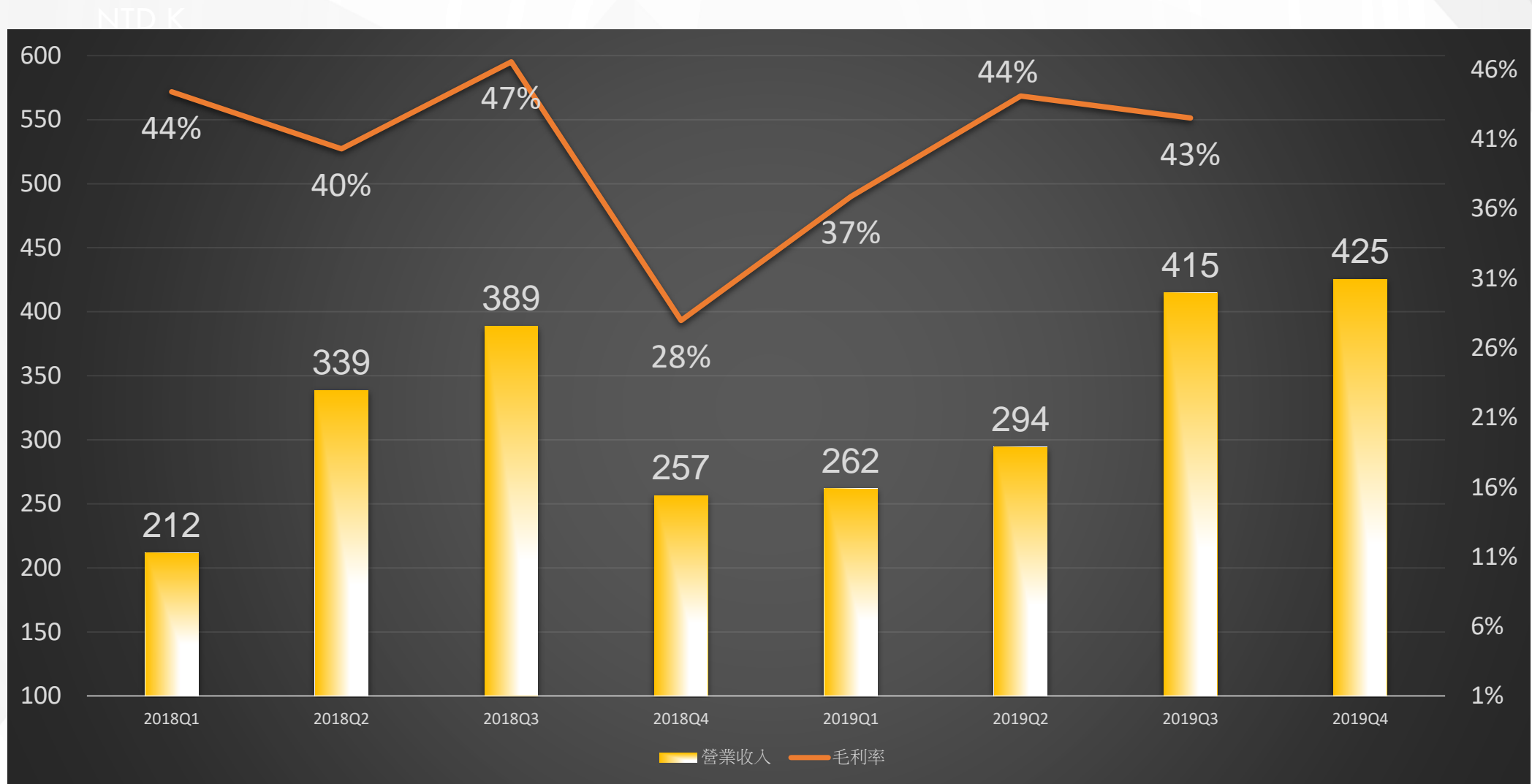
3. Q&A



Monthly Revenue for 2019



2018&2019 Quarterly Revenue and Gross Profit Margin

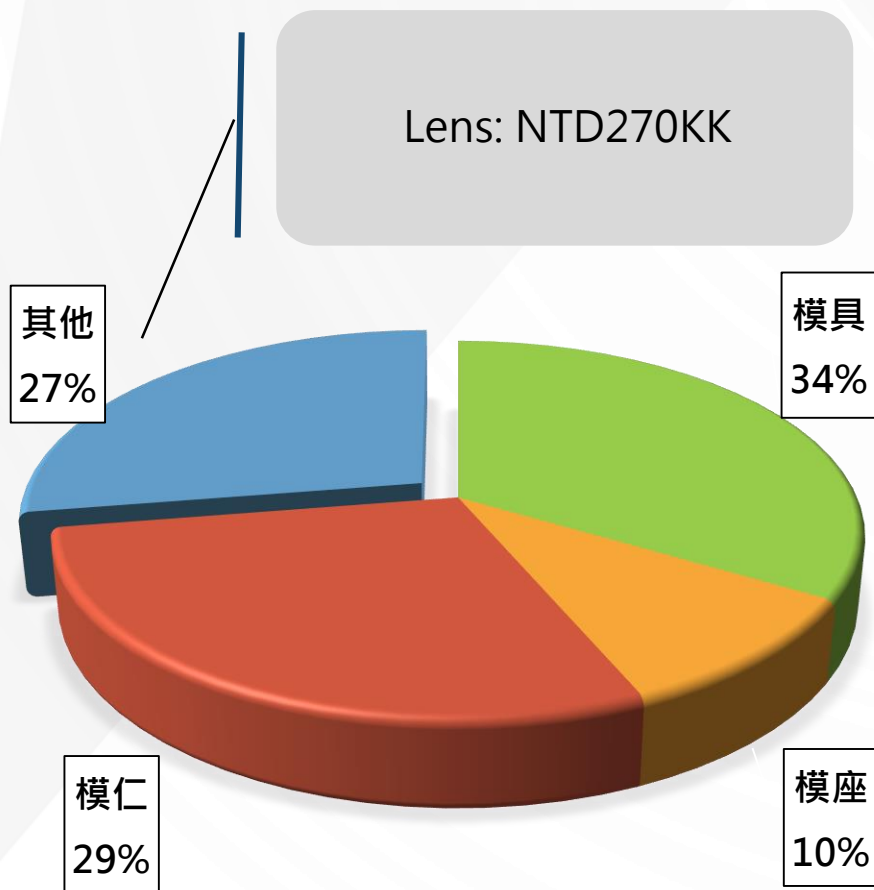


2018&2019 Income Statements

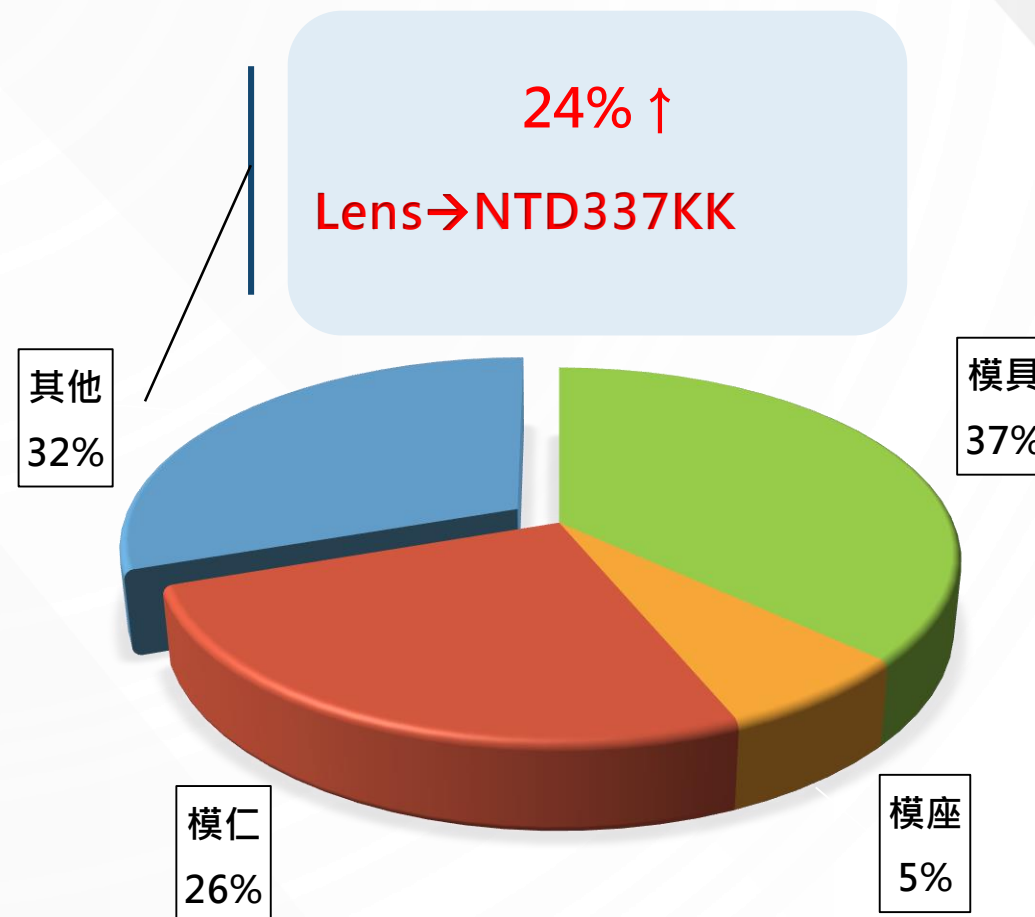
NTD K	2018	2019Q1	2019Q2	2019Q3	2019Q1 ~Q3
Sales	1,195,833	261,939	294,319	414,825	971,083
COGS	712,578	165,328	164,527	238,443	568,298
Gross profit	483,255	96,611	129,792	176,382	402,785
Operating expenses	285,270	86,885	94,616	74,666	256,167
Operating profit	197,985	9,726	35,176	101,716	146,618
Non-op profit	1,794	5,983	(724)	(15,428)	(10,169)
Pre-tax profit	199,779	15,709	34,452	86,288	136,449
Income tax	59,700	11,823	5,635	19,654	37,112
Net income attributable to the parent	140,079	3,886	28,817	66,634	99,337
Basic EPS	2.30	0.05	0.43	0.98	1.46

Sales Revenue of Main Products

2018



2019(Unaudit)



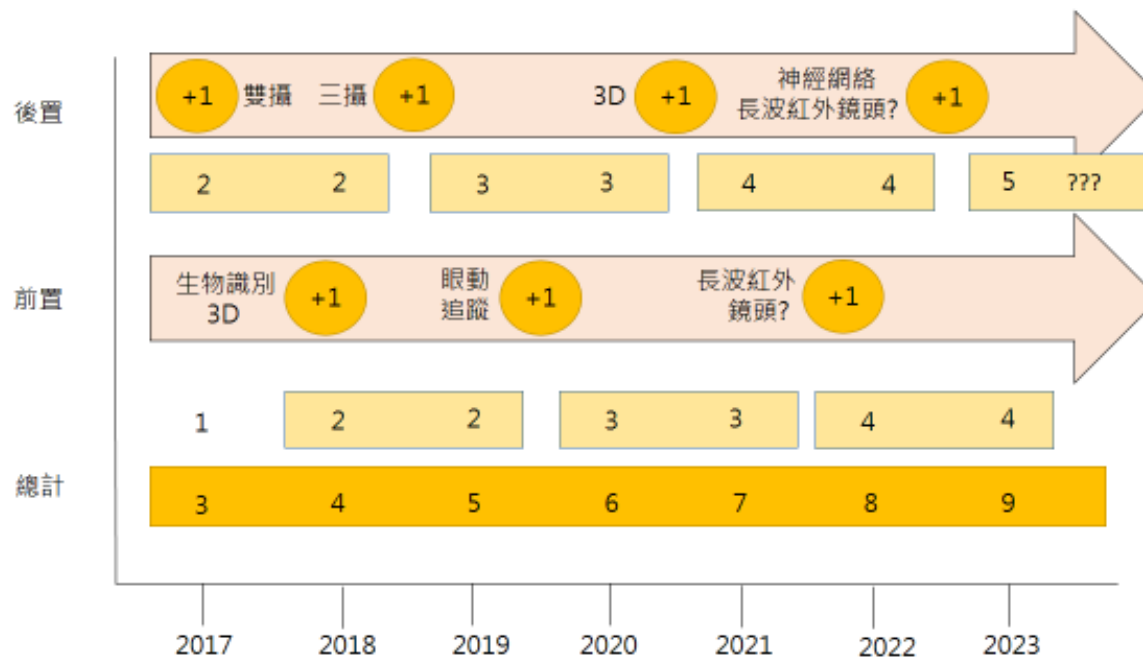
MAIN CUSTOMERS AND SALES %

		2018年	2019年
Consolidated Sales (NTD K)		1,195,833	1,397,111
Area			
China		56%	59%
	J公司	18%	21%
	E公司	7%	0%
	N公司	2%	12%
	Others	28%	26%
	Sub-total	56%	59%
Korea		29%	24%
	A公司	12%	2%
	L公司	7%	10%
	D公司	5%	9%
	Othetrs	5%	4%
	Sub-total	29%	24%
Taiwan		13%	10%
	G公司	10%	5%
	Others	3%	6%
	Sub-total	13%	10%
Others		2%	6%
Total		100%	100%

CELLPHONE DEVELOPE

占比(%)	2019	2020
單鏡頭	28%	13%
雙鏡頭	52%	45%
三鏡頭	19%	37%
四鏡頭以上	1%	5%
鏡頭方案(三鏡頭)	超廣角+廣角+長焦/潛望 超廣角+標準+景深	+TOF
鏡頭方案(四鏡頭)	廣角+超廣角+微距+景深	主攝大廣角+視頻拍攝 +大長焦+TOF

鏡片數	2018	2019
2P	7%	4.8%
3P	11.4%	13.6%
4P	24%	22.6%
5P	35.9%	31.1%
6P	21.6%	27.4%
7P	0%	0.5%

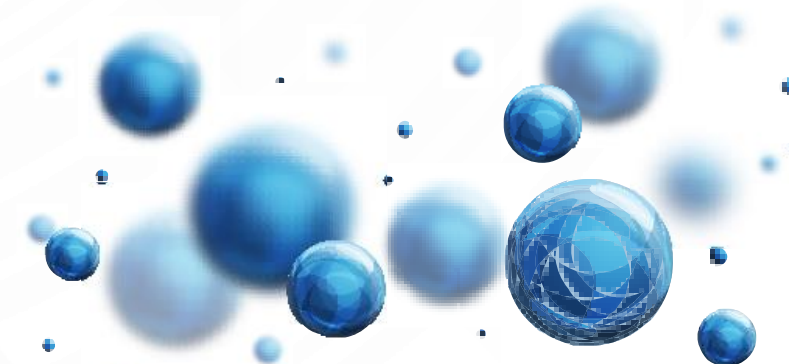


- 2020後攝48M為主流,
- TOF: 2019: 50kkpcs
2020: 150kkpcs
2021: 500kkpcs
- 屏下指紋:主要仍以搭配OLED面板為主.
- 屏下鏡頭:預計2020推出手機產品,
占比普及提高預計為2022年
- 7P鏡頭預計為2020下半年旗艦機種

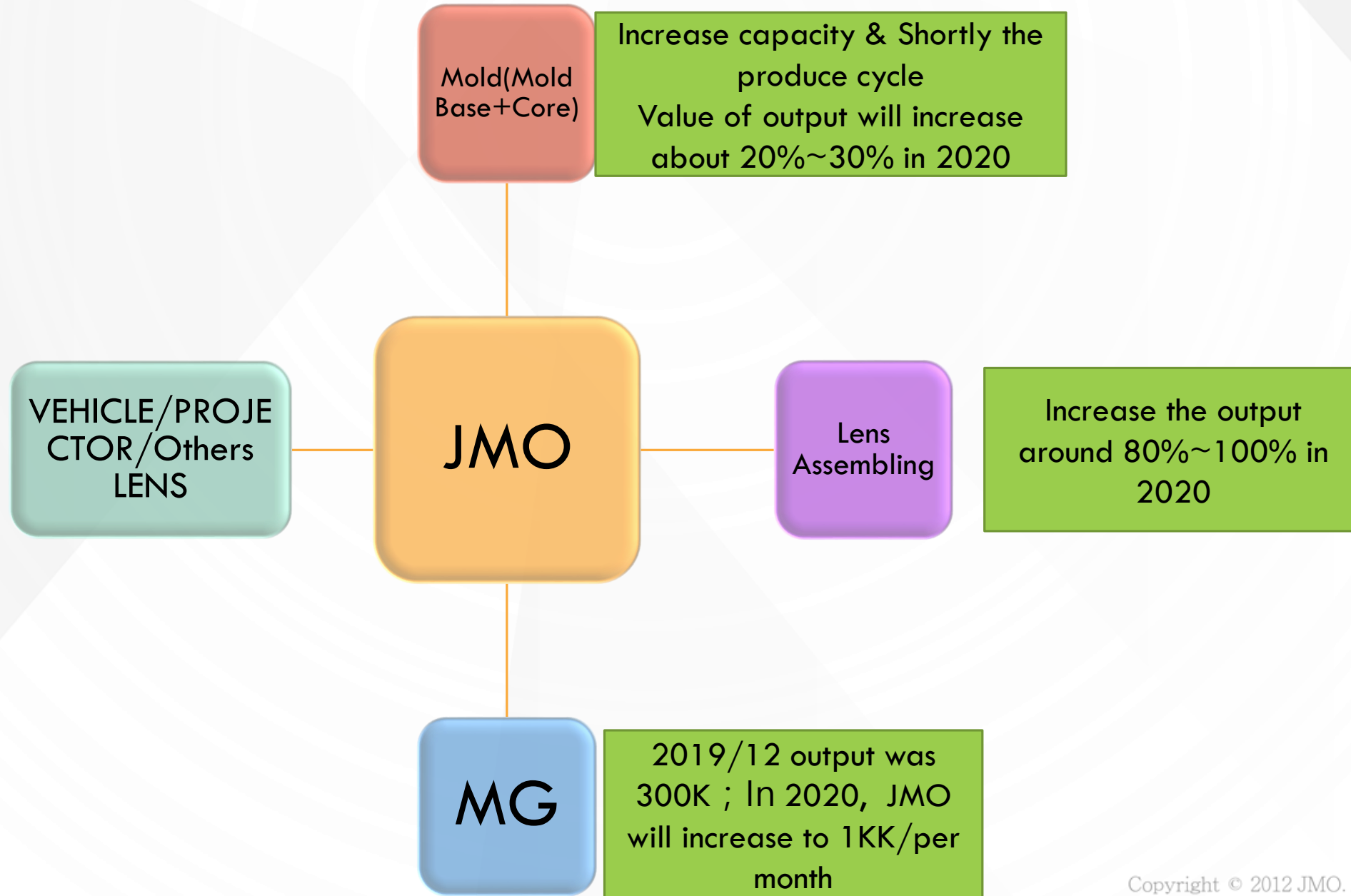
1. Financial Report

2. Development Strategies

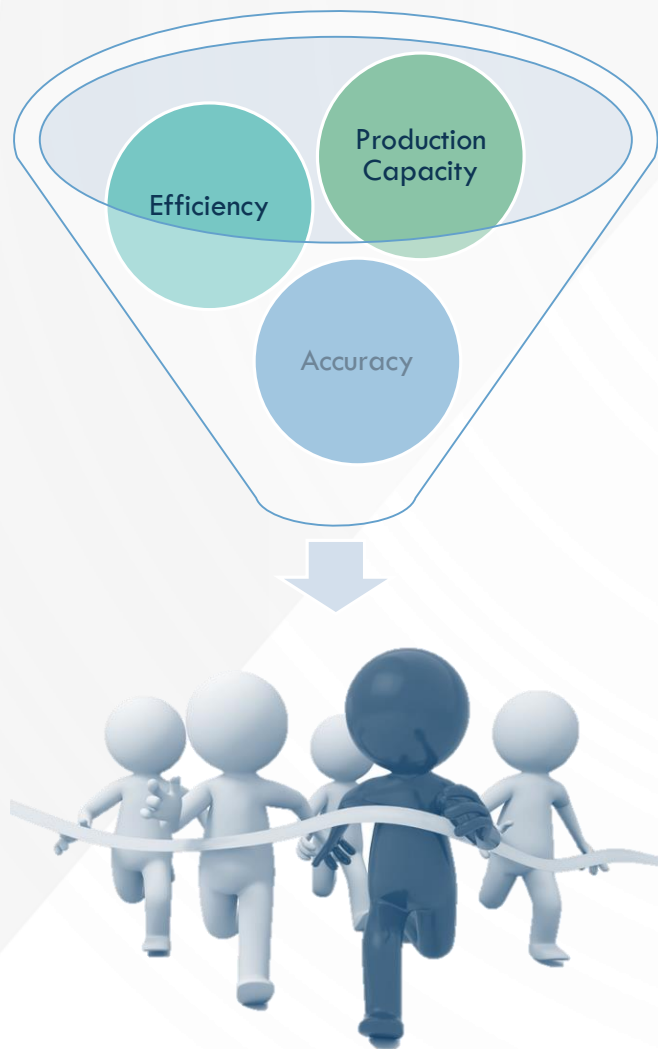
3. Q&A



2020 PLAN



Mold



Mold processing accuracy improvement

ULC/ULG

Mold designing software modularization

Vertically integrated design and manufacturing process

The highest precision of equipments

coordinate measuring machine

Reliability analysis software-CAE

Molding Glass

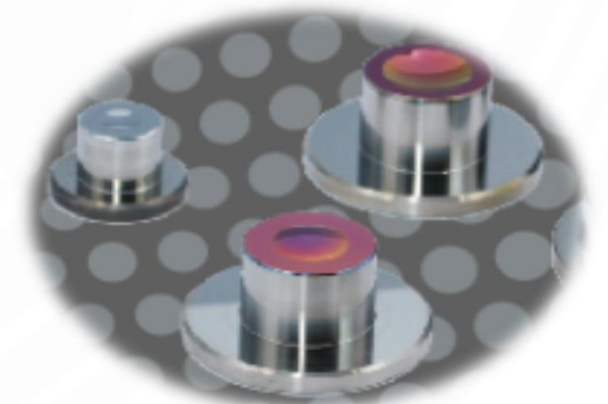
Business side

- Supply molding glass lens
- Develop Japanese customers
(increase performance for 40% more)



Technical side

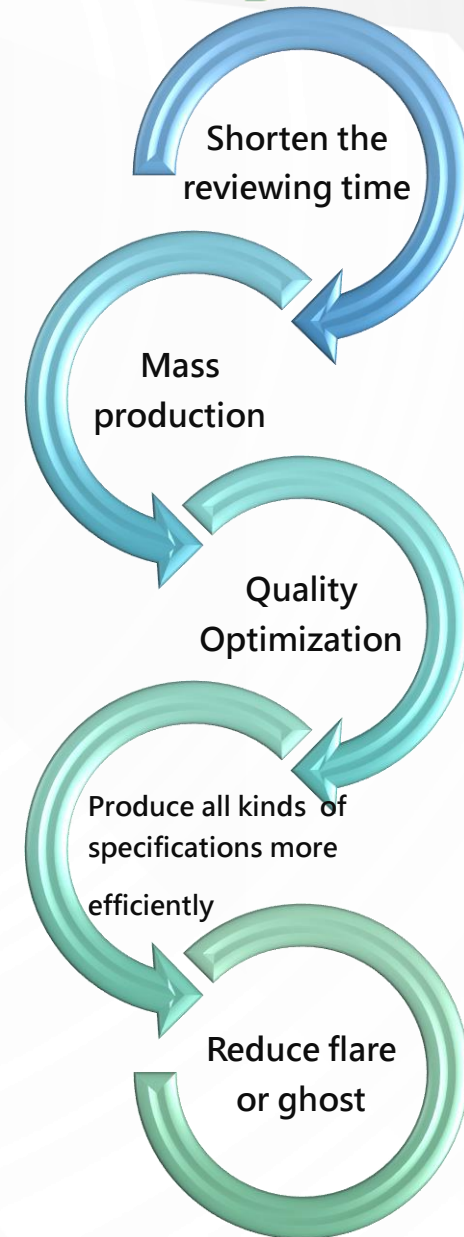
- Reduce the production cost of lens
- Improve the accuracy of lens
- Lens development towards extreme and very small outer diameter



非手機鏡頭發展



- ✓ Lens feasibility by AI introduced
- ✓ Assembly Programming
- ✓ Set up lens data base
- ✓ Coating Modularization



LENS DEVELOPMENT CATEGORY



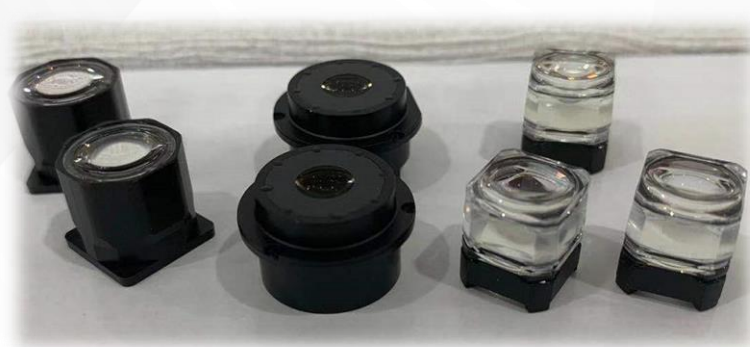
Lens for Vehicle



Lens for CCTV



Lens for Projector

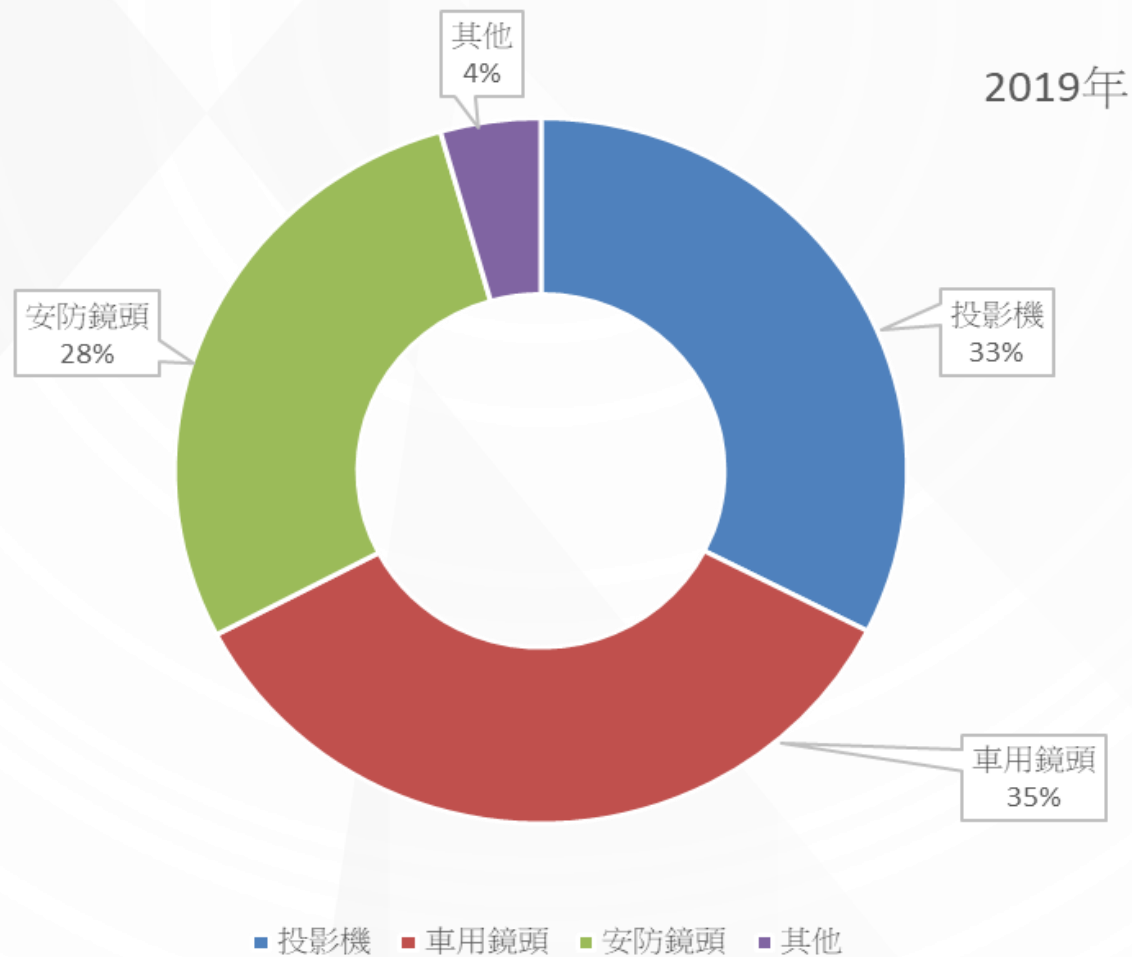


Consumer Lens



Others

PRODUCT SALES PORTFOLIO



Lens for Vehicles

- Capability of Molding glass manufacturing(JMO)
- Automated Assembly
- Reliability Test

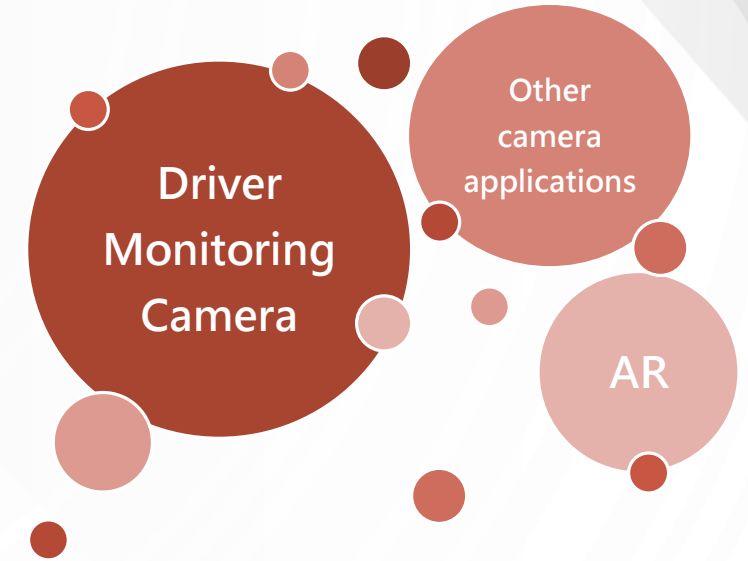


Connect with Tier 1

Develop new customers in Europe and Japan

2019/01

Obtained the IATF 16949 certification



CERTIFICATE OF IATF 16949



Reg. Number 17613 - T
First issue date 2019-01-22 Last change date 2019-01-22
Valid Until 2022-01-21 IATF Number 0348924

Quality Management System Certificate
IATF 16949:2016

We certify that the Quality Management System of the Organization:
絨立光電股份有限公司

Is in compliance with the standard IATF 16949:2016 for the following products/services:
光學鏡片、鏡頭組的設計與製造經由組裝等操作。

Chief Operating Officer
Giampiero Belcredi


Exclusions: None


This certificate is issued in conformity with IATF Rules – Fifth Edition.
Maintenance of the certification is subject to annual survey and dependent upon the observance of Kiwa Cermet Italia contractual requirements.

This certificate is composed of 1 page.

Certified Sites
- 台中市南屯區工業區二十二路21號4樓

Kiwa Cermet Italia S.p.A.
Società con socio unico,
soggetta all'attività di
direzione e coordinamento di
Kiwa Italia Holding Srl
Via Cadriano, 23
40057 Granarolo dell'Emilia
(BO)
Tel +39.051.459.3.111
Fax +39.051.763.382
E-mail: info@kiwacermet.it
www.kiwa.it






Reg. Number 17613 - T
First issue date 2019-01-22 Last change date 2019-01-22
Valid Until 2022-01-21 IATF Number 0348924

Quality Management System Certificate
IATF 16949:2016

We certify that the Quality Management System of the Organization:
Eterge Opto-Electronics Co., LTD.

Is in compliance with the standard IATF 16949:2016 for the following products/services:
Design and Manufacturing of Optical Lens, through an integrated production process based on assembly operations.

Chief Operating Officer
Giampiero Belcredi



Exclusions: None

This certificate is issued in conformity with IATF Rules – Fifth Edition.
Maintenance of the certification is subject to annual survey and dependent upon the observance of Kiwa Cermet Italia contractual requirements.

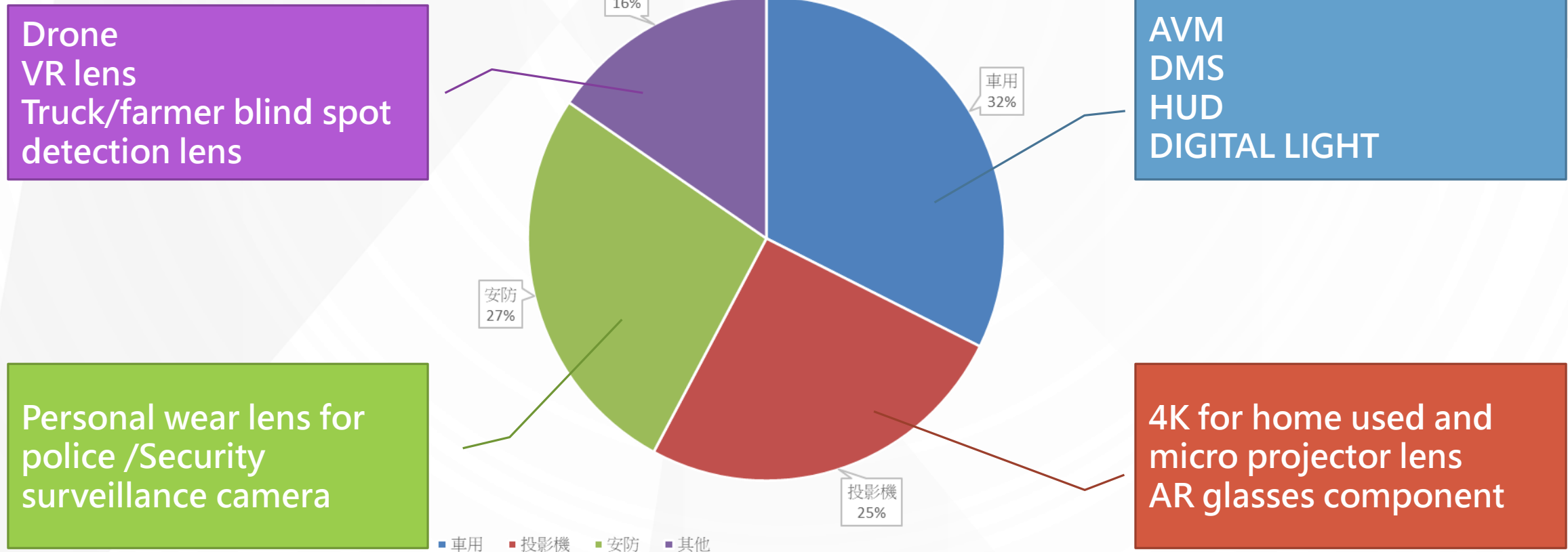
This certificate is composed of 1 page.

Certified Sites
- 4F., No. 21, Gongyequ 22nd Rd., Nantun Dist., Taichung City 40850 – Taiwan (R.O.C.)

Kiwa Cermet Italia S.p.A.
Società con socio unico,
soggetta all'attività di
direzione e coordinamento di
Kiwa Italia Holding Srl
Via Cadriano, 23
40057 Granarolo dell'Emilia
(BO)
Tel +39.051.459.3.111
Fax +39.051.763.382
E-mail: info@kiwacermet.it
www.kiwa.it

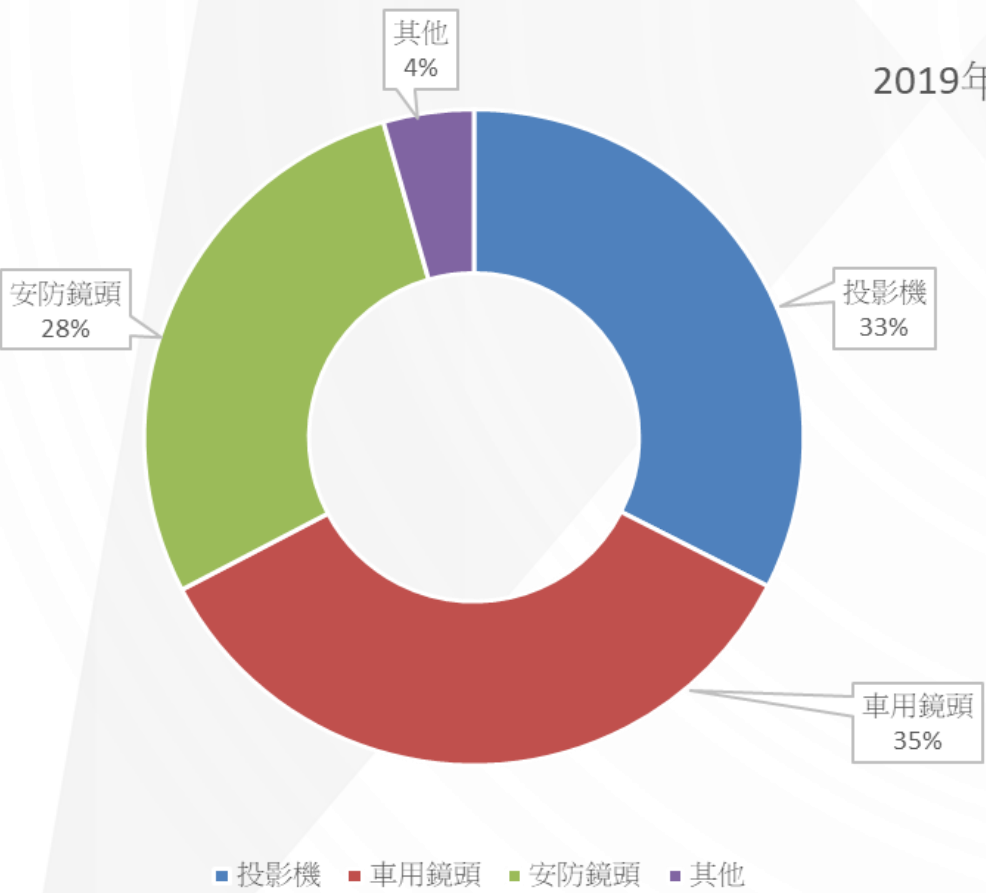


SALES MIX ESTIMATE IN 2020

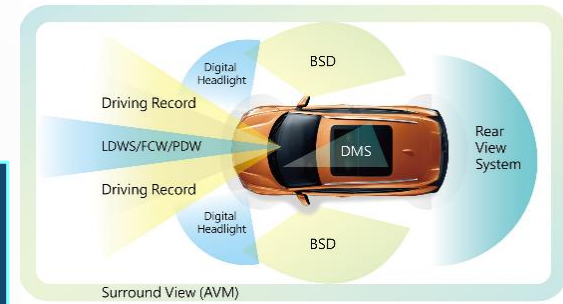


PRODUCTS(1)

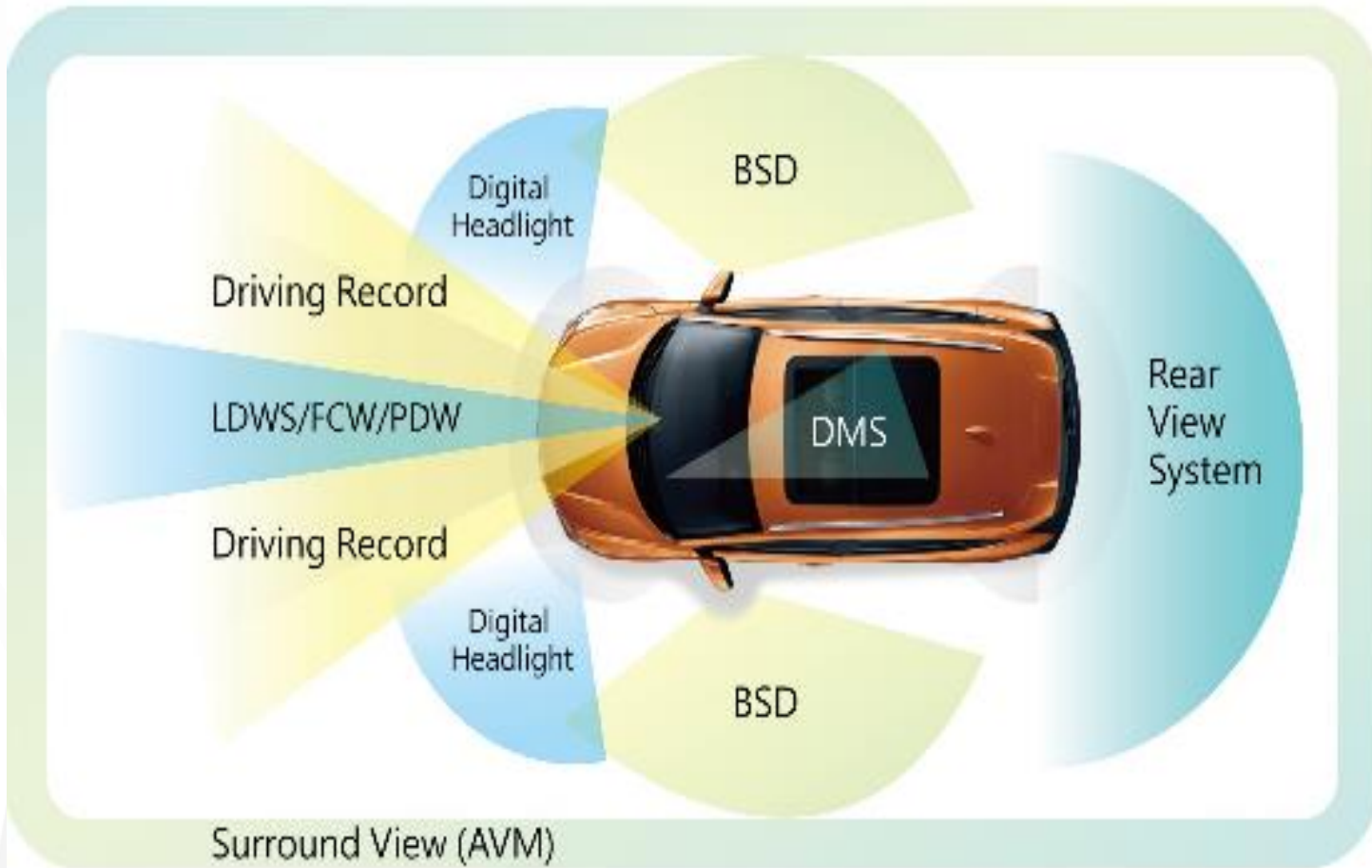
2019年



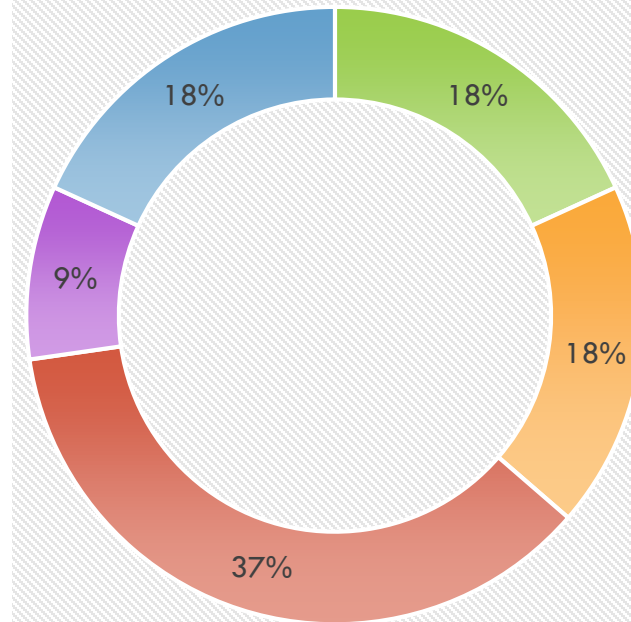
- Vehicle-AVM/DMS/HUD/DIGITAL LIGHT
- AR/Projector
- CCTV
- Drone



PRODUCTS(2)

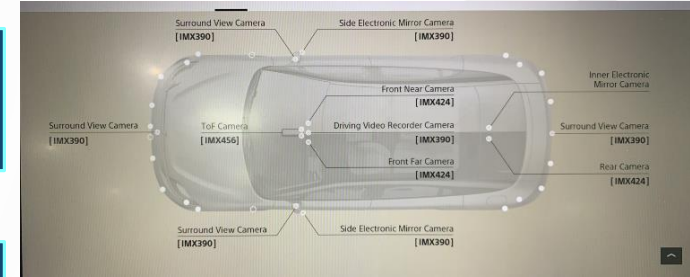
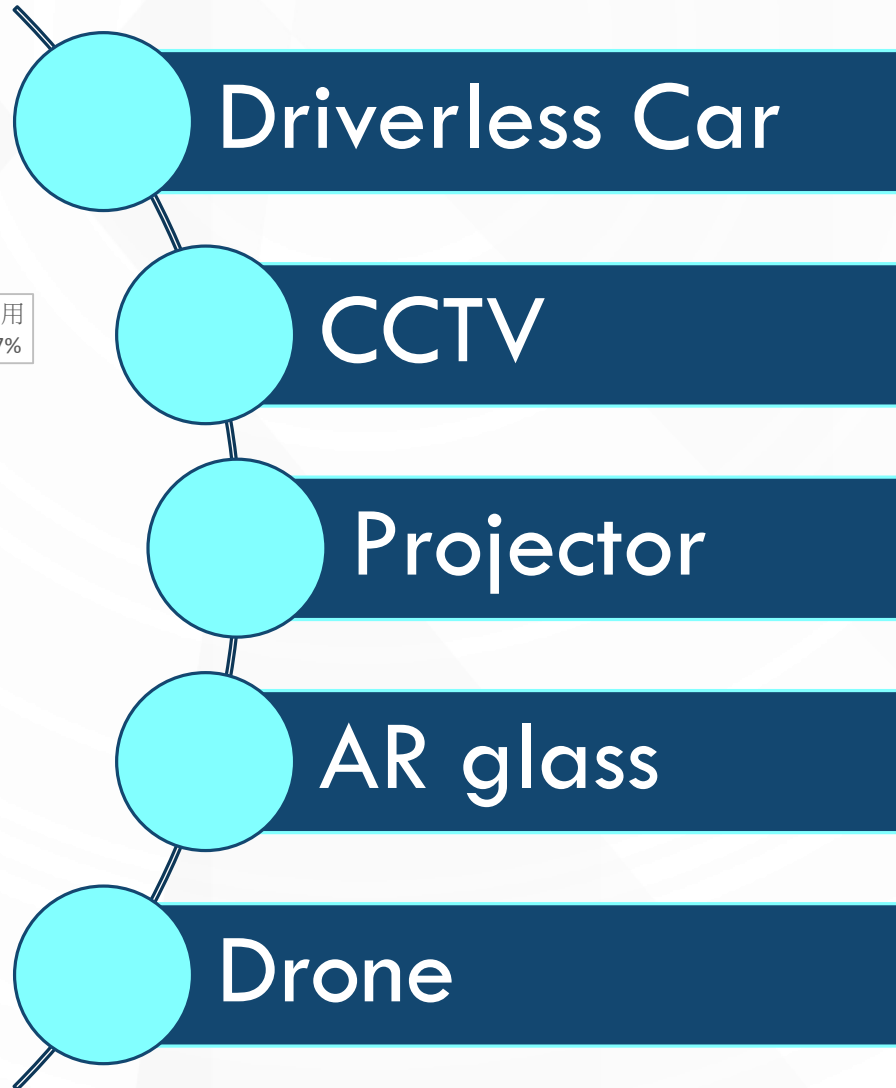
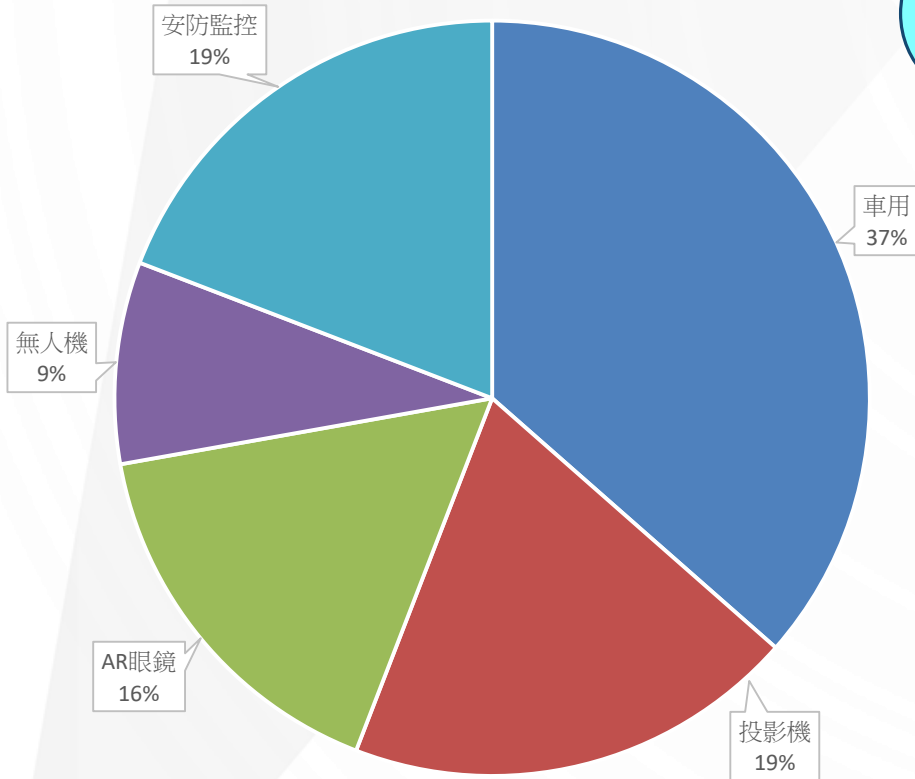


開發中車款

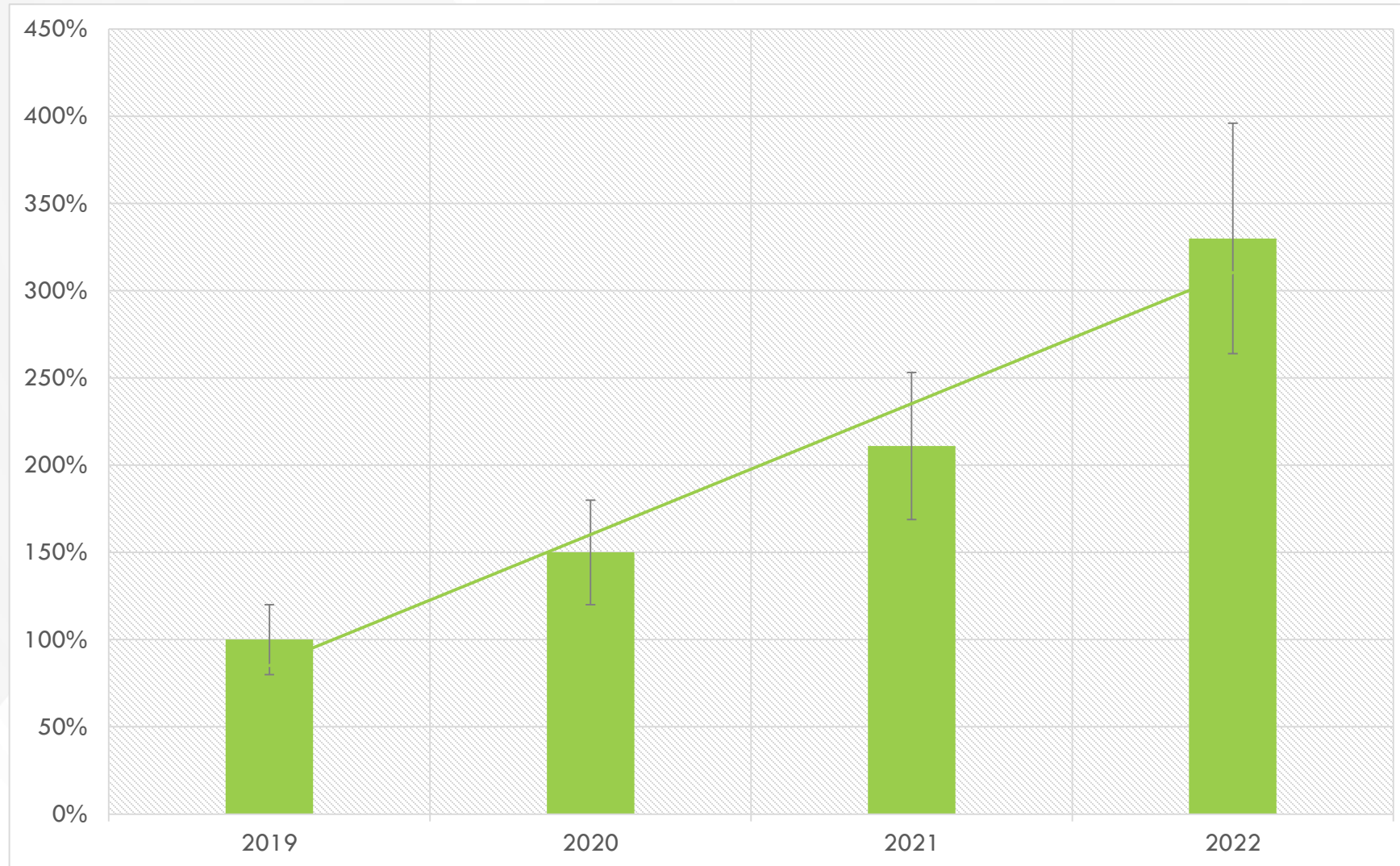


■ 台灣 ■ 中國 ■ 日系 ■ 美系 ■ 歐系

PRODUCTS(3)-FORCAST

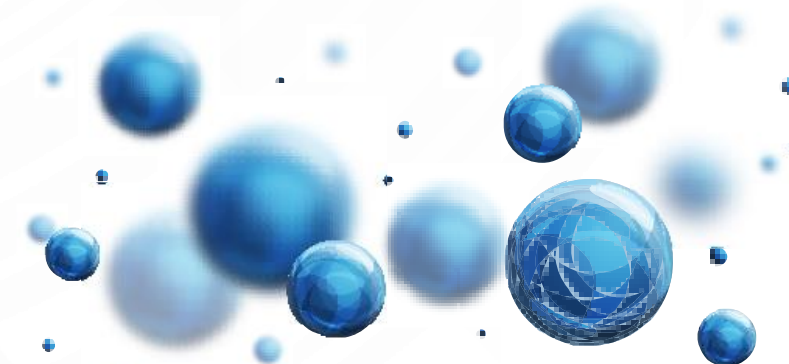


FORECAST FOR ETERGE



1. Financial Report
2. Development Strategies

3. Q&A



Q&A





Thank
you!

中揚光電