

今國光 F7FB6A65  
64-C9-19-EB

# 2018 Institutional Investors' Conference



# SUCCESS OF THE KINKO OF OPTICAL

今國光學工業股份有限公司  
Kinko Optical CO.,Ltd Stock symbol: 6209

21st Nov. 2018

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Innovate the way we live. Make the life better.

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# Legal Disclaimer

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➤ The information contained in this presentation, including all forward-looking information, is subject to change without notice, whether as a result of new information, further events or otherwise, and Kinko Optical Co., Ld undertakes no obligation to publicly update or revise the information contained in this presentation

➤ Investors should not regard the above forward-looking information as legally binding but as information subject to change. No guarantees regarding the completeness, accuracy, and reliability of information contained are made explicitly or implicitly. They are not intended to represent complete statement of the Company, industry or future development.

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O P T I C A L

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# Company Overview

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## Kinko Optical Co., Ltd

Established:	19 <sup>th</sup> June 1980
Founder/C.E.O.	Mr. Chen, Ching-Chi (Kent)
GM:	Mr. Chou, Liang-Chang
Registered capital:	Approx: NTD1.63 trillion
Main business units:	Glass Lens / Molding Glass Lens / Lens units /Optical Lens design & manufacture
Numbers of Employee:	Approx. 3,200 people
H.Q.:	Kinko Optical (Taichung Taiwan)
Factories:	Kinko Optical (Taichung Taiwan) Foshan HuaGuo (GuangDong China)
Offices:	R&D (Taichung Taiwan)

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**KINKO**

## Foundation of KINKO

Innovate the way we live. Make the life better.



- Nearly 40 years experience with glass polished lens, 15 years with molding glass and 12 years with lens units
- R&D members are the best out of best who can provide the epic techniques
- Corporate with top-notch in different industries
- Sophisticated business culture --- Kinko believe the core value of “faith, integrity and selflessness”.

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# Product Applications

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## ■ IOT lens



- Doorbell
- Network camera
- Fiscal identity

## ■ Automotive lens



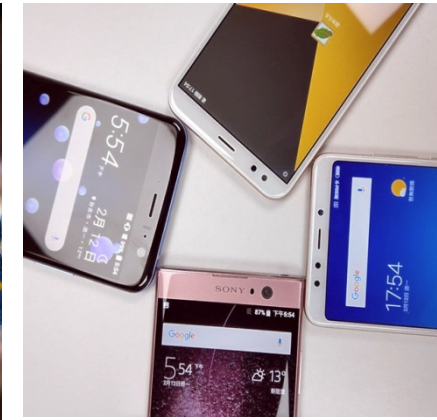
- Rear view
- ADAS
- Surround view
- NIR

## ■ Gaming lens



- Gaming
- AR / VR wide angle lens

## ■ Mobile lens



- High resolution
- Dual-camera
- 3D sensing

## ■ Projector lens



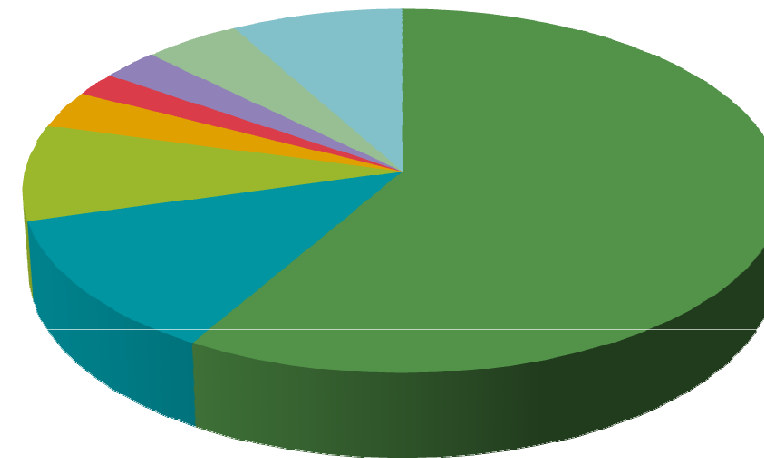
- Gaming
- 4k projector

## Product Distribution

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	2017	2018 Q1-Q3
Digital camera (Single lens)	57.90%	58.40%
IOT lens	9.40%	12.30%
Automotive lens	9.30%	8.50%
Gaming lens	5.90%	3.30%
Mobile lens	3.90%	2.10%
Industrial lens	2.30%	2.70%
Projector lens	4.70%	4.60%
Others	6.60%	8.10%

2018 Q1-Q3



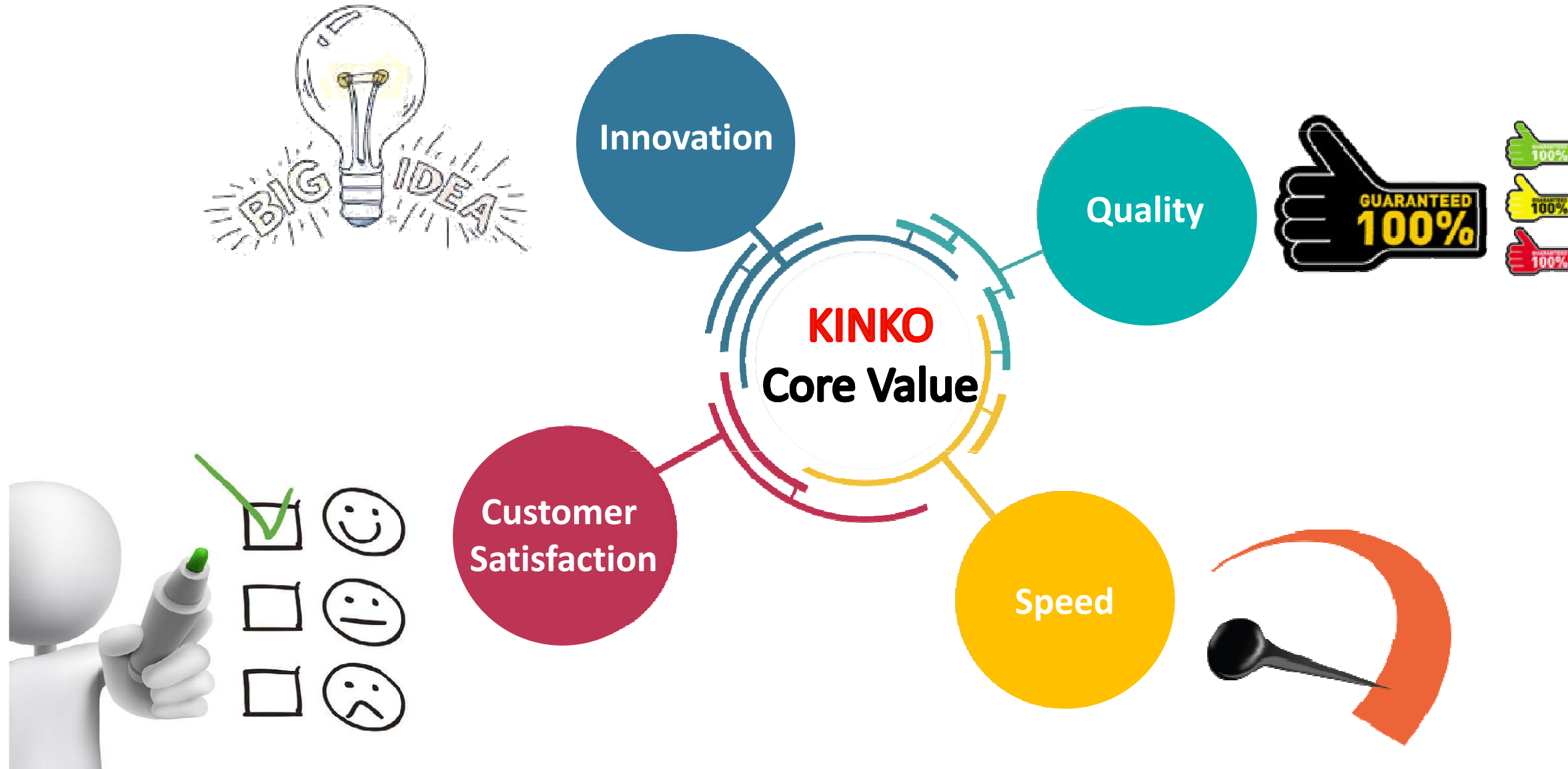
- Digital camera (Single lens)
- IOT lens
- Automotive lens
- Gaming lens
- Mobile lens
- Industrial lens
- Projector lens
- Others

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# Core Value

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# Financial Report

Management Performance --- Annual Comparison

Consolidated (2018Q3 P&L) Unit: in thousands of NT\$	2017Q3		2018Q3	
	Amount	%	Amount	%
Sales Revenue	2,835,022	100.0%	2,691,373	100.0%
Operating Costs	2,657,959	93.8%	2,556,987	95.0%
Net operating Margin	177,063	6.2%	134,386	5.0%
Total Operating Expenses	313,790	11.1%	290,374	10.8%
Selling and Administrative Expenses	220,161	7.8%	210,447	7.8%
Research and Development Expenses	93,629	3.3%	79,927	3.0%
Operating Profit (Loss)	(136,727)	-4.8%	(155,988)	-5.8%
Non-operating Income and Expenses	38,359	1.4%	50,371	1.9%
Profit (Loss) Before Income Tax	(98,368)	-3.5%	(105,617)	-3.9%
Income Tax (Expense) Benefit	23,852	0.8%	16,767	0.6%
Continuing Operations' Income (Loss) Before Tax	(74,516)	-2.6%	(88,850)	-3.3%
Income (Loss) from Discontinued Operations	(18,421)	-0.6%	118,699	4.4%
Profit (Loss) for the year	(92,937)	-3.3%	29,849	1.1%
Profit (Loss) attributable to owners of the parent	(82,598)	-2.9%	(20,896)	-0.8%
EPS	(0.51)		(0.13)	

## **KINKO VISION**

Innovate the way we live. Make the life better.

- **Become the top-notch supplier for Hybrid lens (Glass + Plastic)**
- **Implement the mobile lens into Euro-American brands**
- **One of the main supplier for automotive/IOT industries**



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**KINKO**

***Thank you for your attention!***

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