

KINKO
LENSES

今國光學工業股份有限公司

Institutional Investors

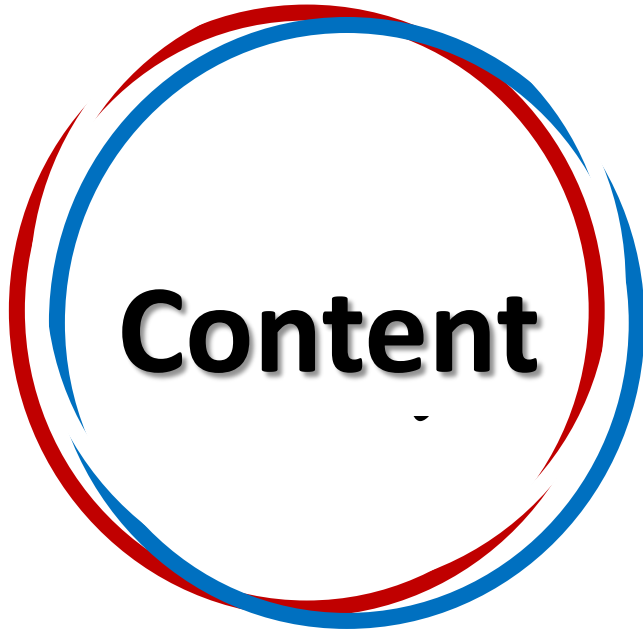
今國光學工業股份有限公司

Kinko Optical CO.,Ltd / Stock Number: 6209

17th Nov. 2022



KINKO LENSES



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Kinko Vision

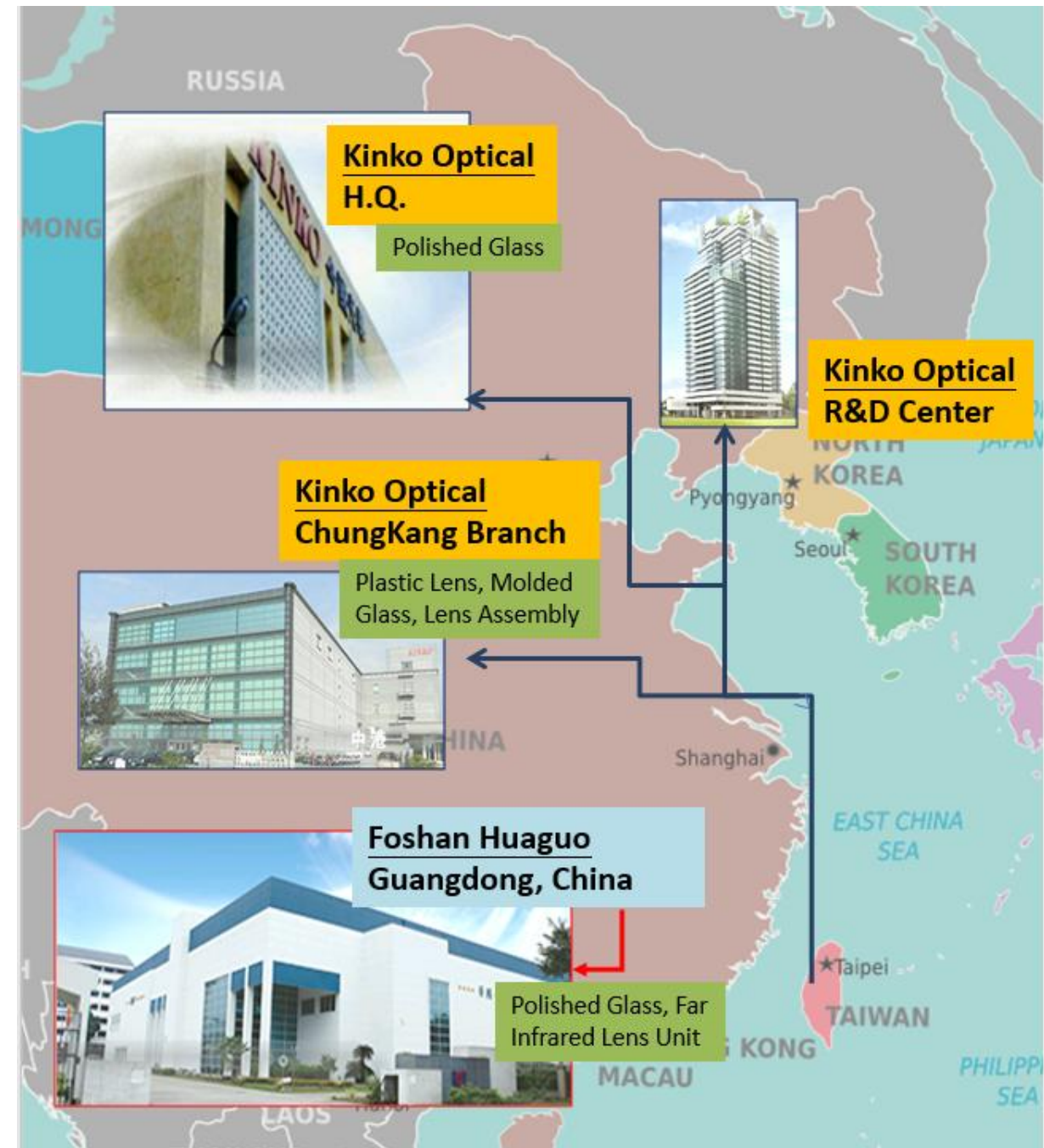
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Company Profile

■ Kinko Optical CO., Ltd.

今國光學工業股份有限公司

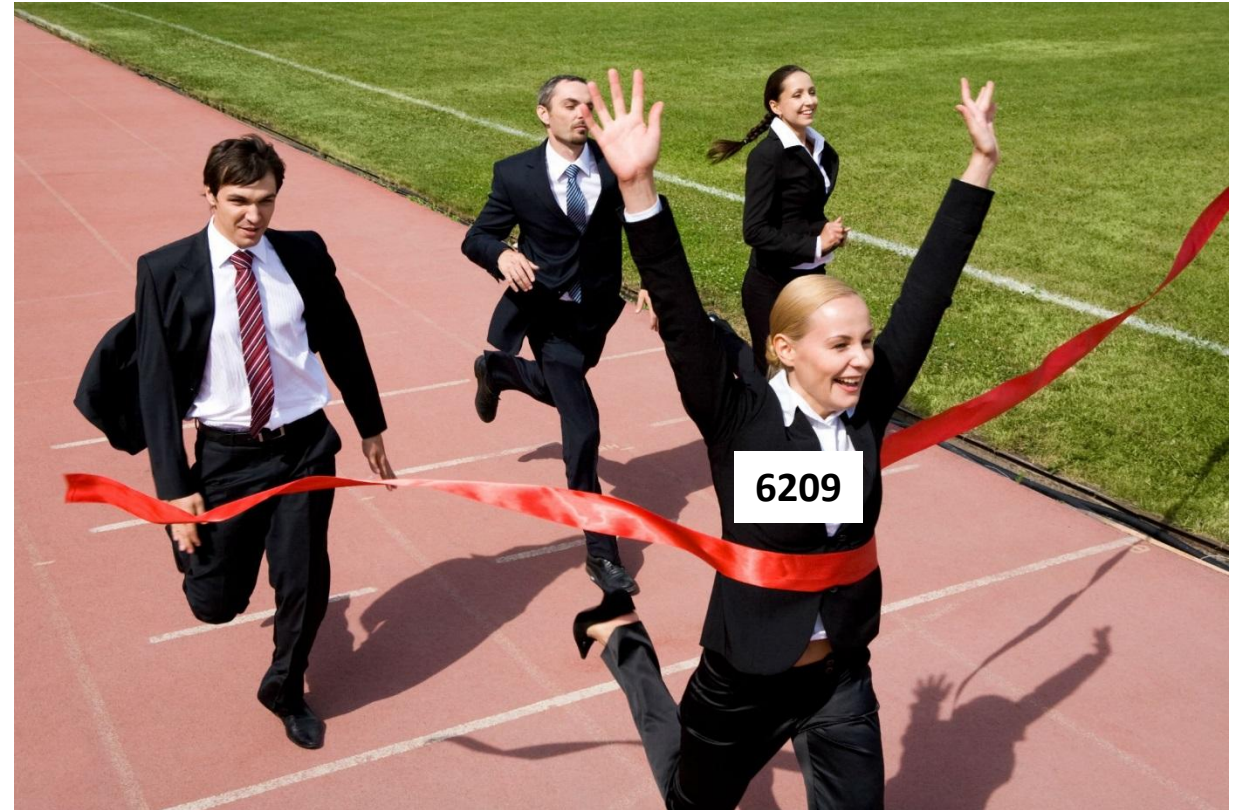
Established:	19 th June 1980
Founder/C.E.O.	Mr. Chen, Ching-Chi (Kent)
GM:	Mr. Chen, Ching-Chi (Kent)
Registered capital:	Approx: NTD 1.74 trillion
Main business units:	Glass Lens / Molding Glass Lens / Lens units / Optical Lens design & manufacture
Numbers of Employee:	1,962 people
H.Q.:	Kinko Optical (Taichung Taiwan)
Factories:	Kinko Optical (Taichung Taiwan) Foshan HuaGuo (GuangDong China)
Offices:	R&D Center (Taichung Taiwan)



Company Strength

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- Nearly 40 years experience with glass polished lens, 18 years with molding glass and 15 years with lens units.
- Professional and experienced R&D members could perform outstanding techniques.
- Cooperate with top-notch companies in different industries.
- Sophisticated business culture --- Kinko's Core value "faith, integrity and selflessness".



Product Development

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■ IOT lens



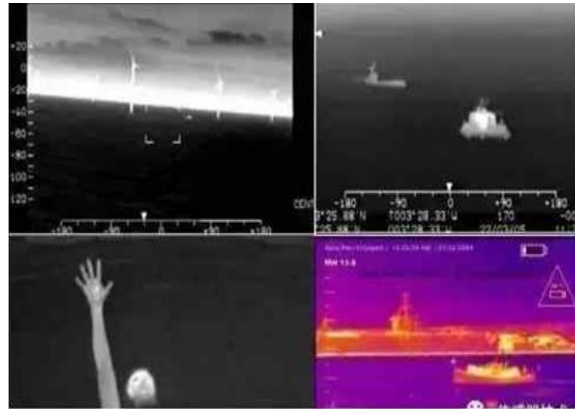
- Doorbell
- Indoor/ Outdoor
- Facial Recognition
- Smart Speaker
- Smart Warehouse

■ Automotive lens



- Rear View
- In-Cabin Monitoring
- ADAS
- Surround View
- Infrared Thermal Imaging

■ Infrared Thermal Imaging Lens



- Security
- Automotive
- Medical
- Industrial

■ DSLR Lens



- High precision Lens Element
- Cemented Lens

■ Gaming lens



- Gaming
- AR/ VR, wide angle lens
- Pancake Lens

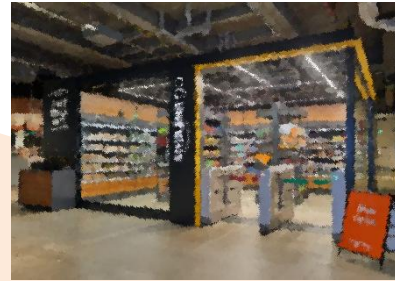
IOT Lens

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Retail

Self-service Store/
Smart Warehouse

Smart Building



Commercial



Surveillance



Consumer

Smart Doorbell

Indoor/ Outdoor

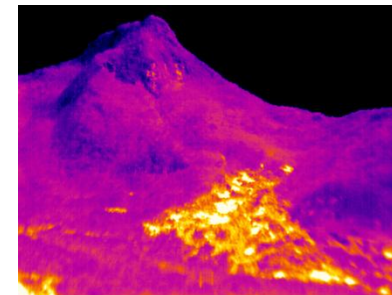
Smart Home

Smart City

Government

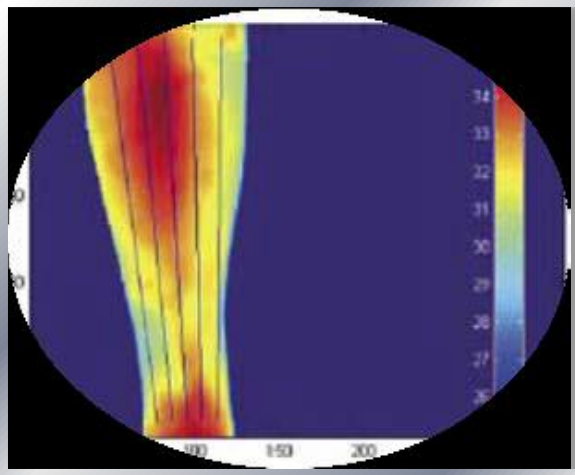
Airport, Port

Infrared

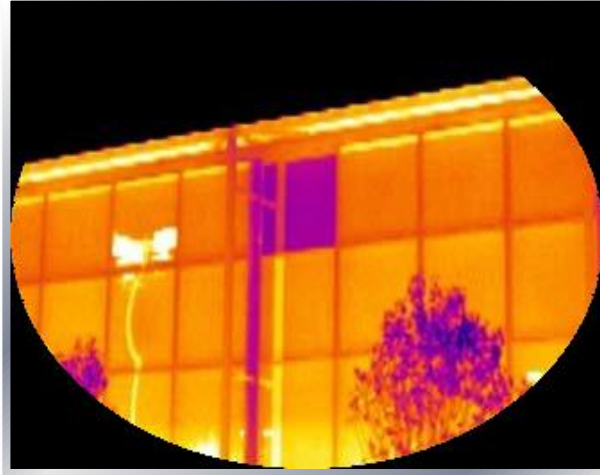


Infrared Thermal Imaging Lens

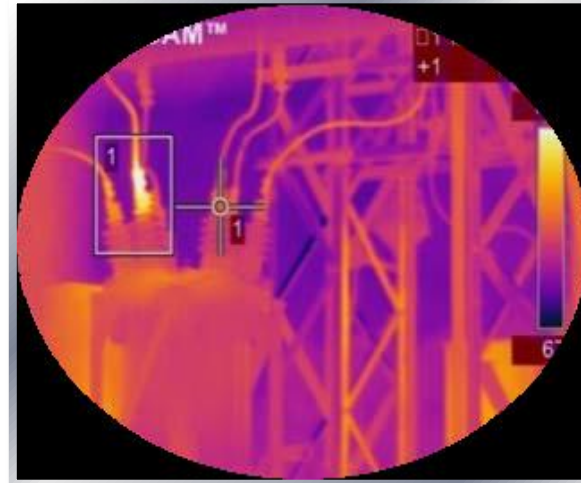
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■ Medical



■ Building



■ Electricity



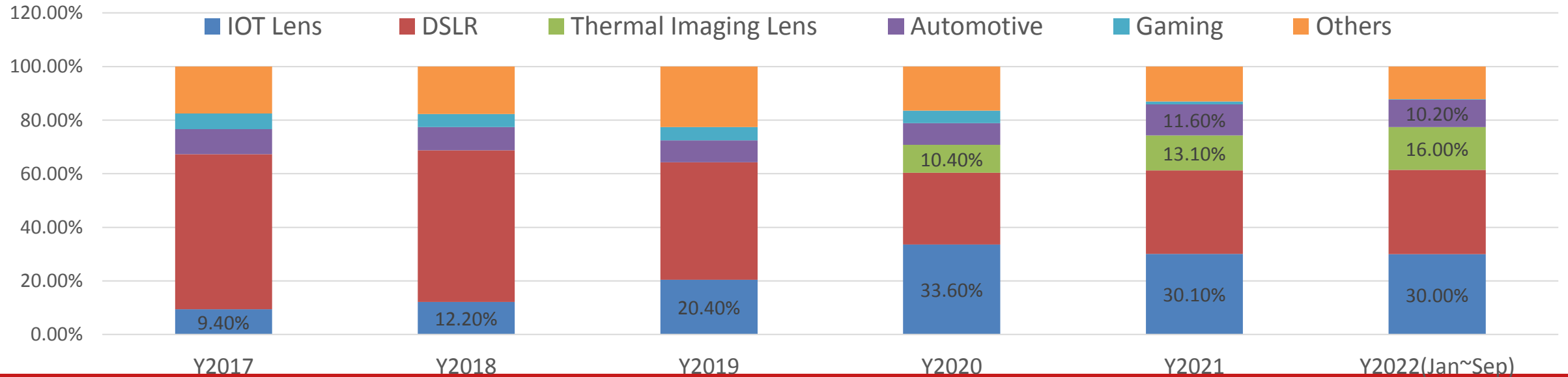
■ Automotive

After several years of development, we started to ship out our first infrared thermal imaging lens starting from Y2020. By September 2022, it is taken up 16% of our sales revenue. It has been widely used in a variety of product application.

Product Ratio

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	2017	2018	2019	2020	2021	2022(Jan~Sep)
IOT Lens	9.40%	12.20%	20.40%	33.60%	30.10%	30.00%
DSLR	57.90%	56.50%	43.90%	26.80%	31.10%	31.40%
Infrared Thermal Imaging Lens	0.00%	0%	0%	10.40%	13.10%	16.00%
Automotive	9.30%	8.70%	8.10%	8.10%	11.60%	10.20%
Gaming Lens	5.90%	4.90%	5.00%	4.60%	1.10%	0.20%
Others	17.50%	17.70%	22.60%	16.50%	13.00%	12.20%



Financial Report

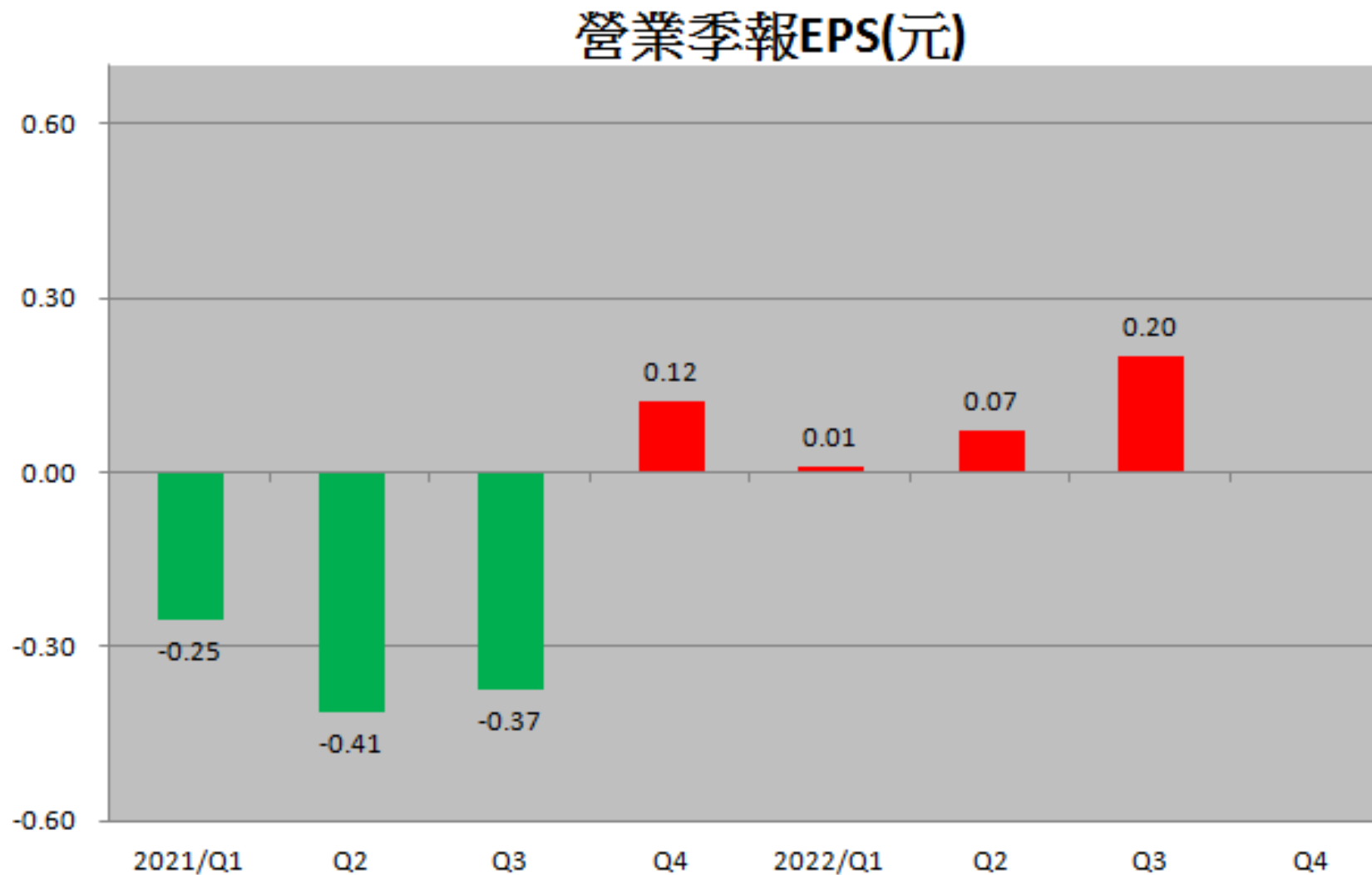
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CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In Thousands of New Taiwan Dollars, Except Earnings Per Share)

	Nine Months Ended September 30				
	2022		2021		Variance %
	Amount	%	Amount	%	
NET REVENUE	2,720,304	100.0%	2,569,219	100.0%	5.9%
COST OF REVENUE	2,500,616	91.9%	2,463,753	95.9%	1.5%
GROSS PROFIT	219,688	8.1%	105,466	4.1%	108.3%
OPERATING EXPENSES	329,359	12.1%	324,336	12.6%	1.5%
Marketing	40,309	1.5%	34,535	1.3%	16.7%
General and administrative	187,525	6.9%	187,609	7.3%	0.0%
Research and development	101,525	3.7%	102,192	4.0%	-0.7%
Other income and expenses	0	0.0%	0	0.0%	-
PROFIT/(LOSS) FROM OPERATIONS	(109,671)	-4.0%	(218,870)	-8.5%	-49.9%
Total non-operating income and expenses	138,750	5.1%	6,594	0.3%	2004.2%
LOSS BEFORE INCOME TAX	29,079	1.1%	(212,276)	-8.3%	-113.7%
INCOME TAX BENEFIT(EXPENSE)	18,237	0.7%	43,473	1.7%	-58.0%
NET INCOME (LOSS)	47,316	1.7%	(168,803)	-6.6%	-128.0%
NET INCOME ATTRIBUTABLE TO Shareholders of The PARENT	47,316	1.7%	(168,803)	-6.6%	-128.0%
EPS	0.27		(1.03)		

Quarterly EPS Comparison

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Core Value

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Innovation



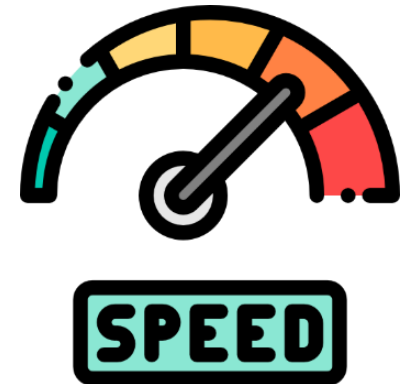
Quality

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Customer Satisfaction



Speed





- Become top-notch supplier for Hybrid lens (Glass + Plastic).
- Become one of the main supplier in IOT industry globally.
- Become one of the main supplier in automotive industry globally.
- Dedicated to a niche market of infrared thermal imaging lens leads the industry.
- Become one of the main supplier in AR/VR industry.

以上報告
謝謝~

