



**Sunny Optical Technology (Group) Company Limited**

**舜宇光學科技(集團)有限公司**

Stock Code: 2382

***2009 Interim Results  
Corporate Presentation***

***August 2009***

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# Agenda



**1** Financial Highlights

**2** Review of Operations

**3** Outlook and Development Strategies

**4** Open Forum



# Financial Highlights

# Results Highlights



	1H2009	1H2008	Change
<i>(RMB mn)</i>	<i>For the six months ended 30 June</i>		
<b>Revenue</b>	<b>547.3</b>	590.3	<b>- 7.3%</b>
<b>Gross profit</b>	<b>108.1</b>	124.8	<b>- 13.4%</b>
<b>Profit before tax</b>	<b>29.4</b>	48.9	<b>- 39.9%</b>
<b>Taxation</b>	<b>9.2</b>	9.8	<b>- 5.5%</b>
<b>Profit attributable to equity holders</b>	<b>23.4</b>	39.1	<b>- 40.1%</b>
<b>Basic earnings per share <i>(RMB cents)</i></b>	<b>2.34</b>	3.91	<b>- 40.1%</b>
<b>Interim dividend per share <i>(RMB cents)</i></b>	<b>–</b>	–	<b>N/A</b>

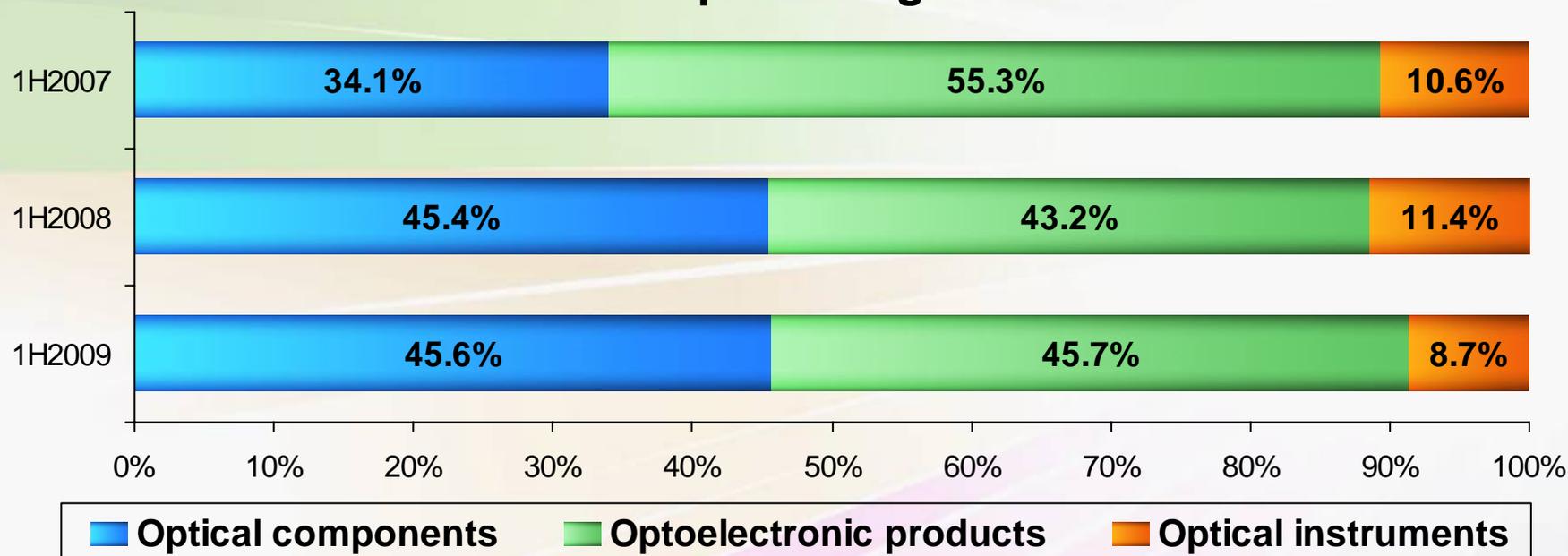
## Notes:

- Amortisation of intangible assets with the amount of RMB 1.46mn
- Additional shares issued to MI of SIS deemed loss amounted to RMB 3.62mn
- Income tax of Sunny Optics (Zhongshan) Co., Ltd increased by RMB 2.84mn

# Revenue Distribution



## Product sales as a percentage of total turnover



	1H2007	1H2008	1H2009
<i>(RMB mn)</i>			
	<i>For the six months ended 30 June</i>		
<b>Optical components</b>	189.7	268.0	<b>249.5</b>
<b>Optoelectronic products</b>	307.2	254.8	<b>250.2</b>
<b>Optical instruments</b>	59.1	67.5	<b>47.6</b>
<b>Total Revenue</b>	<b>556.0</b>	<b>590.3</b>	<b>547.3</b>

# Widening Product Applications



## Sales by product applications

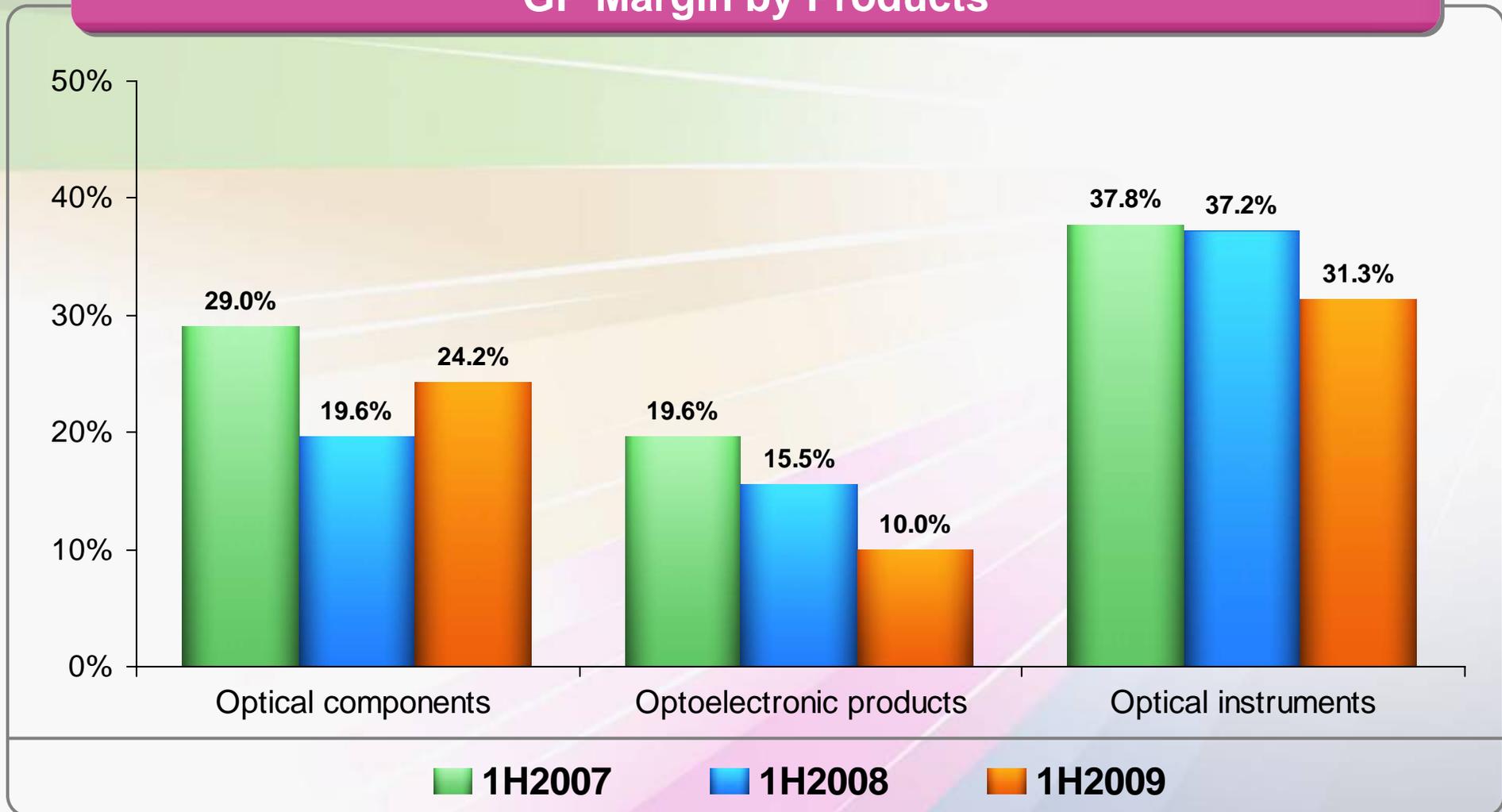


*For the six months ended 30 June*

# Margin Overview



## GP Margin by Products



For the six months ended 30 June

# Margin Overview



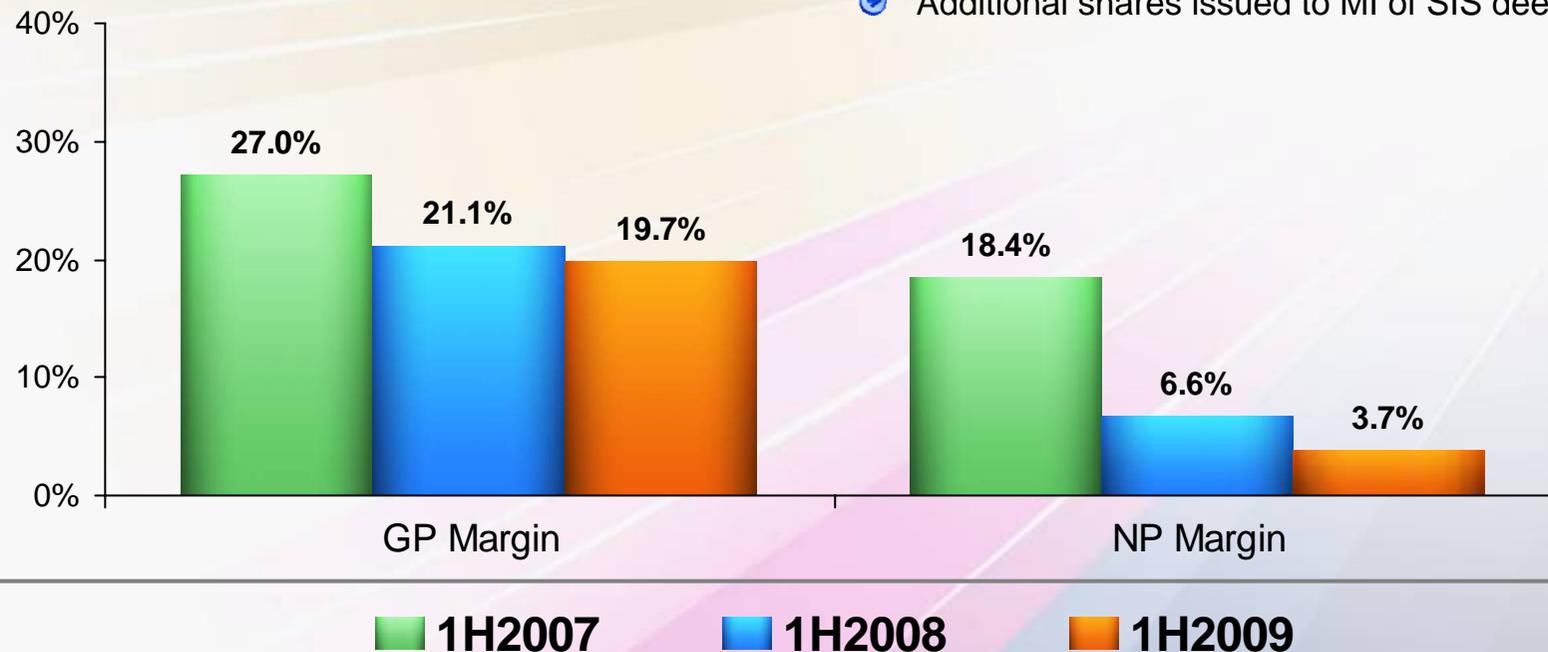
## Gross Profit and Net Profit Margin

Gross profit margin dropped due to:

- Inadequate capacity utilization
- Decrease in the average selling price of products under market pressure
- Strategic pricing to deepen cooperation with important customers

Net profit margin under pressure

- Decrease in revenue
- Increase in R&D expenses
- Increase in amortization of intangible assets
- Increase in effective tax rate
- Additional shares issued to MI of SIS deemed loss



For the six months ended 30 June

# Operating Expenses Analysis



1H2007

1H2008

1H2009

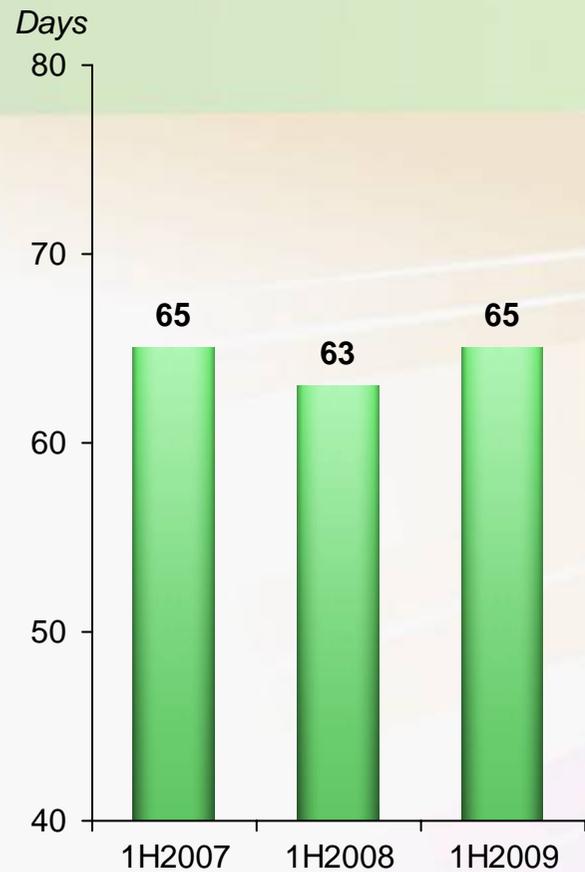
*For the six months ended 30 June*

	<i>(RMB mn)</i>	<i>(As % of revenue)</i>	<i>(RMB mn)</i>	<i>(As % of revenue)</i>	<i>(RMB mn)</i>	<i>(As % of revenue)</i>
<b>Revenue</b>	556.0	100.0%	590.3	100.0%	<b>547.3</b>	<b>100.0%</b>
<b>Total operating expenses</b>	69.3	12.4%	92.9	15.8%	<b>91.1</b>	<b>16.6%</b>
<b>Selling and distribution expenses</b>	12.7	2.3%	14.7	2.5%	<b>13.6</b>	<b>2.5%</b>
<b>R&amp;D expenses</b>	7.5	1.3%	23.9	4.1%	<b>37.4</b>	<b>6.8%</b>
<b>Administrative expenses</b>	49.1	8.8%	54.3	9.2%	<b>40.1</b>	<b>7.3%</b>

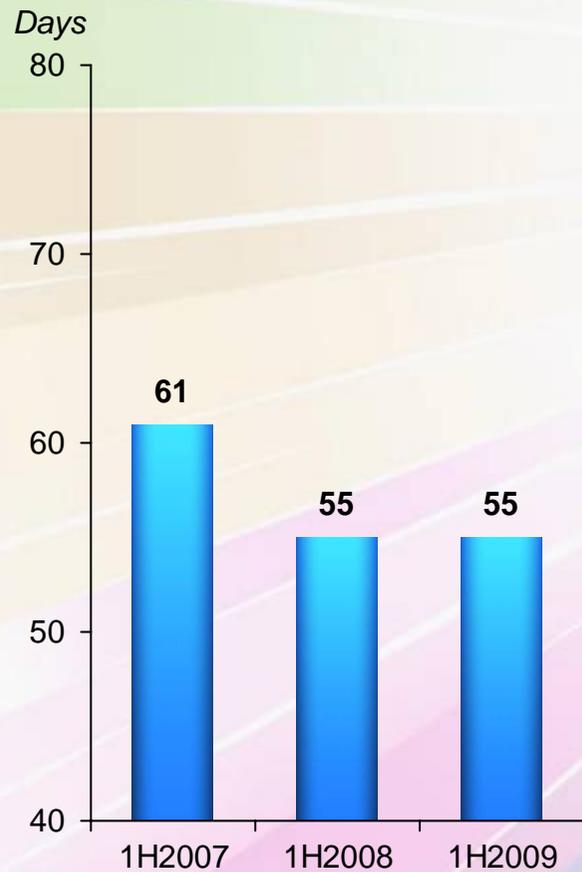
# Efficient Working Capital Management



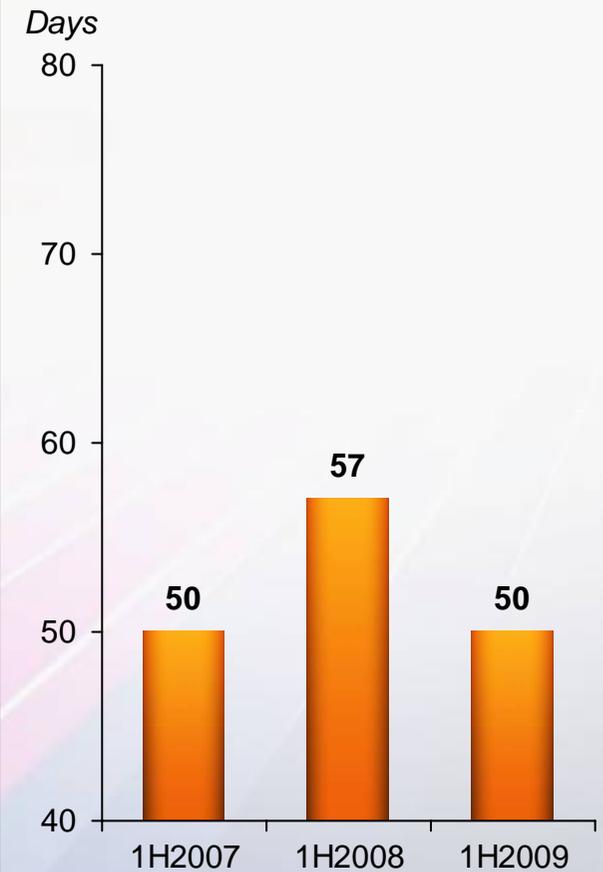
## A/R Turnover



## A/P Turnover



## Inventory Turnover



*For the six months ended 30 June*

# Solid Financial Position



	1H2007	1H2008	1H2009
<i>For the six months ended 30 June</i>			
<b>Current ratio (times)</b>	3.3	5.0	<b>5.0</b>
<b>Operating cashflow (RMB mn)</b>	105.0	58.7	<b>46.6</b>
<b>Bank balances and cash (RMB mn)</b>	797.2	491.5	<b>689.0</b>
<b>Gearing Ratio (%)</b>	9.7	0	<b>3.2</b>
<b>ROE (%)</b>	8.8	3.0	<b>1.5</b>
<b>Capital expenditure (RMB mn)</b>	68.0	101.3	<b>29.6</b>



# Review of Operations

# Market Review



- Economy remained sluggish due to financial turmoil
- Shipment of handsets in H1 decreased over 10%
- ASP of handset declined, demand of smartphone grew rapidly
- Shipment of DSC decreased obviously in H1, DSLR remained growing
- Demand of optical instruments for traditional market fell

# Business Review



- Deepened business relationship with important customers
- Better competitive position in industry
- Revenues from Top 5 customers account for 33.6%
- Lean Production made contribution to GP margin
- Product mix turned better:
  - ▣ More mid-big aperture lenses sold for DSLR use
  - ▣ More hi-resolution lens sets sold for handset use
  - ▣ More hi-resolution camera modules sold for handset use

# An Ever-growing Client Base



## ➤ Top five clients

Samsung      Panasonic      Burgeon      Lenovo      Beny Wave (K-Touch)

## ➤ Best suppliers newly honored in 1H2009

Samsung      LG      Huawei

## ➤ Strengthened business relationship with clients who are world leaders

Sony      NEC      Canon      Konica Minolta      Carl Zeiss  
Topcon      Tianyu      Pentax      ZTE      Huawei  
Nikon      Sanyo      LG      Continental



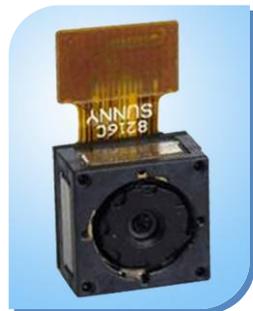
# Widen Product Applications

Actively upgrade and explore product applications to different industries:

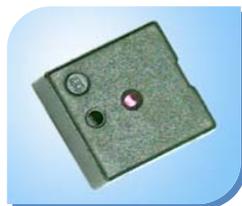
## Handset lens sets and camera module



5M pixels 3X Zoom handset lens sets



5M pixels AF handset camera module



Reflowable Camera module



2-Led flash module



## Security surveillance system



## DSLR



## Automobile lens sets system



# Widen Product Applications



## Medical and industrial applications



Industrial endoscopes



Medical endoscopes



## Optical instruments



Laser liner



Mid-high end biological microscope



On-site drug precursor detector



Quadruple mass spectrometer



Time-of-flight mass spectrometer



# Capacity



	Production Capacity			Utilization Rate		
	20071H	20081H	20091H	20071H	20081H	20091H
<b>Lenses</b> ( <i>mn units</i> )	60.0	93.0	<b>93.0</b>	55.8%	62.0%	<b>74.5%</b>
<b>Lens sets</b> ( <i>mn units</i> )	42.0	73.0	<b>73.8</b>	82.0%	56.3%	<b>50.1%</b>
<b>Optoelectronic products</b> ( <i>mn units</i> )	18.0	36.0	<b>36.0</b>	76.8%	43.9%	<b>32.0%</b>
<b>Optical instruments</b> ( <i>'000 sets</i> )	82.0	99.6	<b>99.6</b>	76.0%	63.3%	<b>46.0%</b>



# Outlook and Development Strategies

# Market Overview



## Global Market

Market is taking conservative view on the prospect of optoelectronic industry in 2009



## Handset Market

- ASP continues trending downward
- Mobile devices move towards convergence
- The opening of 3G market in China stimulates the demand for 3G handsets



## DC Market

- DC market enters a mature phase
- Overall market begins to consolidate
- DLSR market is growing

## Optical Instrument Market



- Growth of traditional market slows down
- Market of high-end optical instruments continues to expand
- Increase of input from the PRC in the field of medical and environmental protection, etc, drives the demand of optical instruments

## Non-handset Related Market

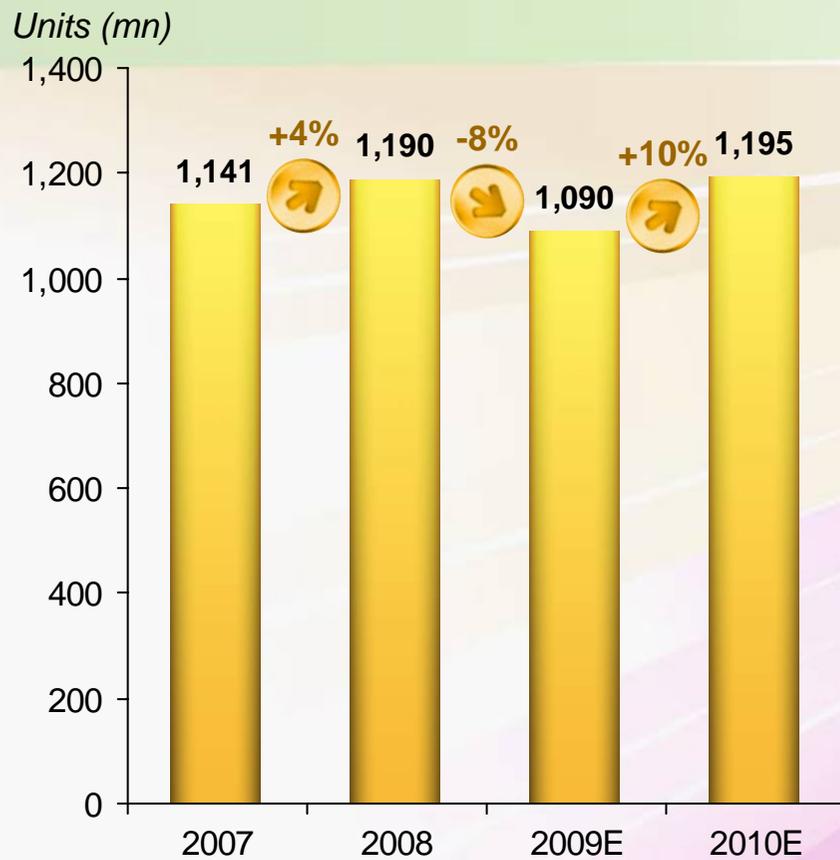
- Market of industrial & Medical endoscope grows stably
- Market of security surveillance system grows relatively fast
- Penetration rate of automobile lens sets system grows stably
- Infrared technology is being applied wider and wider



# Stable Growth of Demand – Handset Market

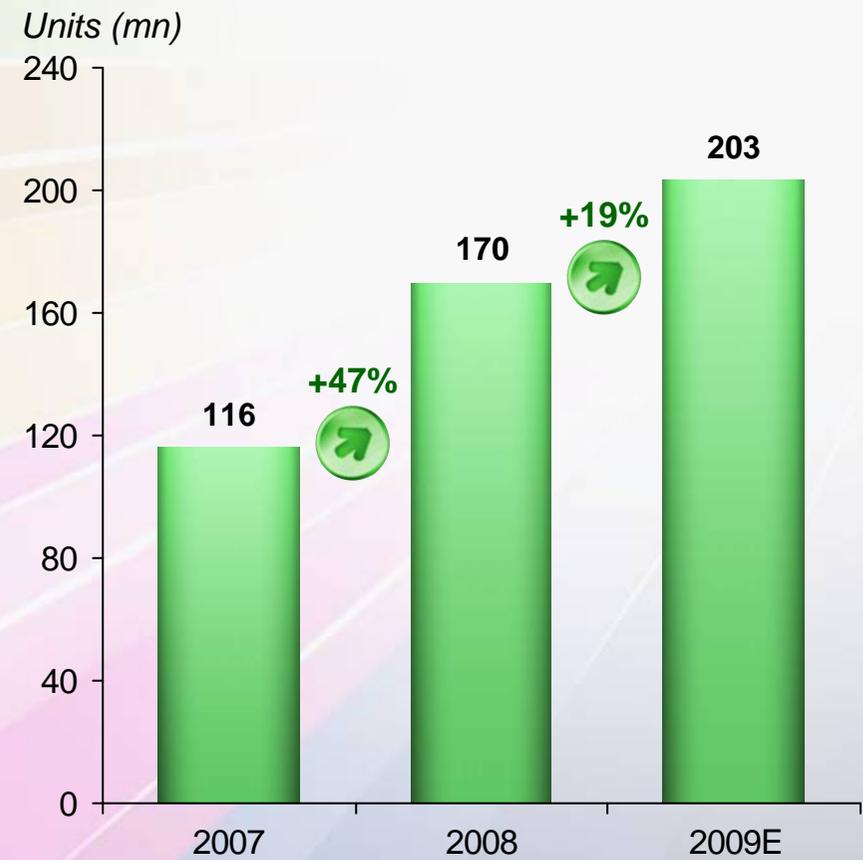


Global Shipment of Handset  
(2007-2010E)



Source: CEIC & IDC

Global Shipment of Smartphone  
(2007-2009E)

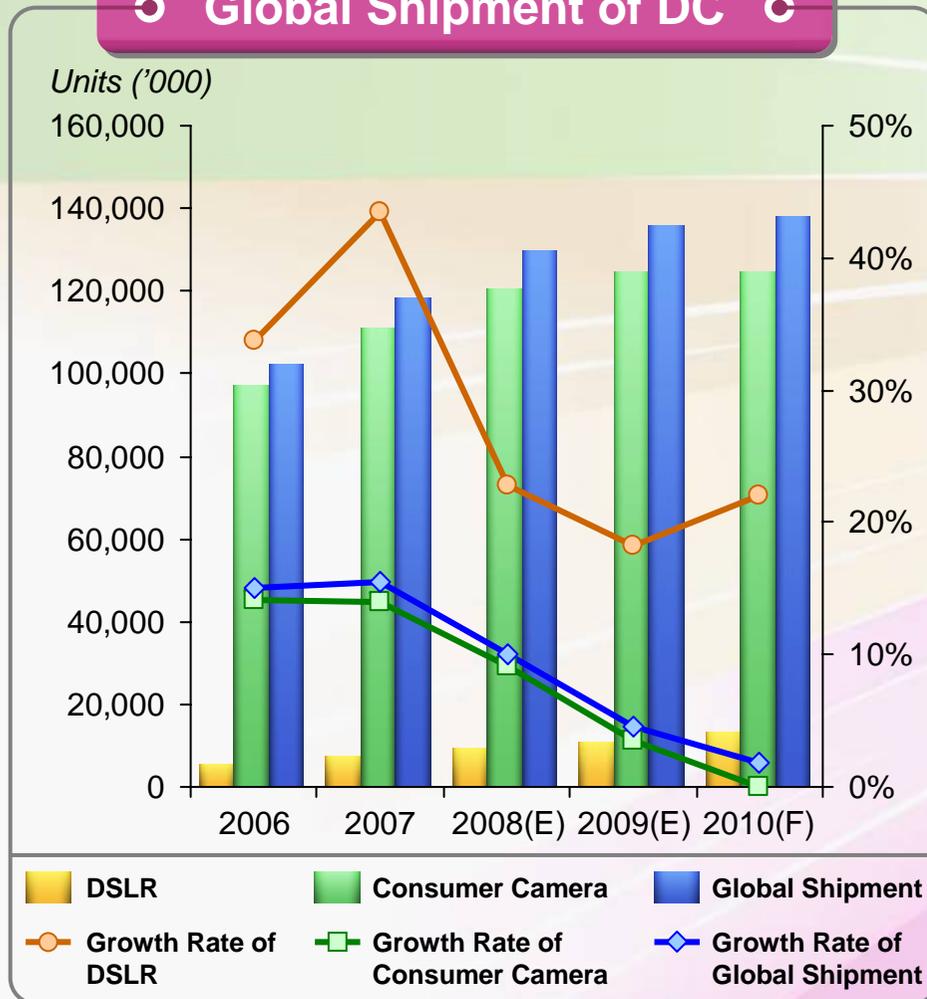


Source: ABI Research

# Stable Growth of Demand – DC Market



## Global Shipment of DC



Source: TRI Research

## Global Demand of DC Lens



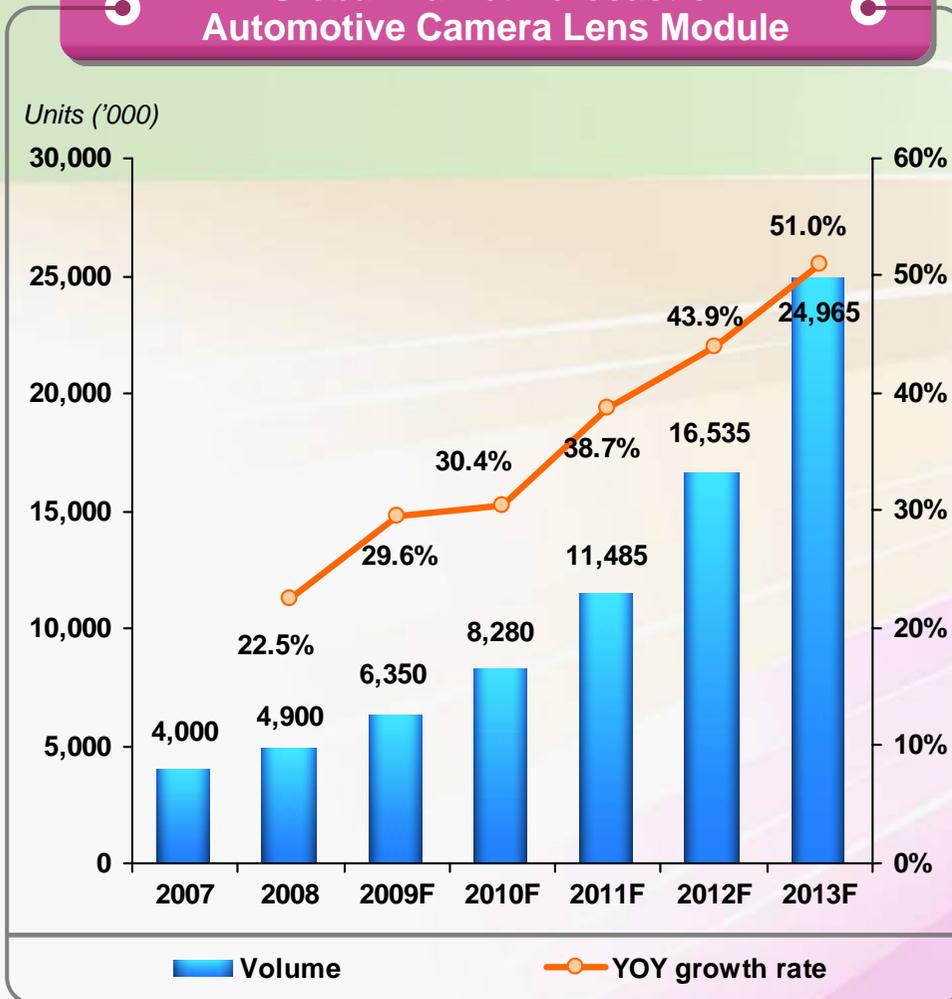
Source: Brain Child September, 2007

# Stable Growth of Demand

## – Automotive Lens Sets and Security Surveillance Market

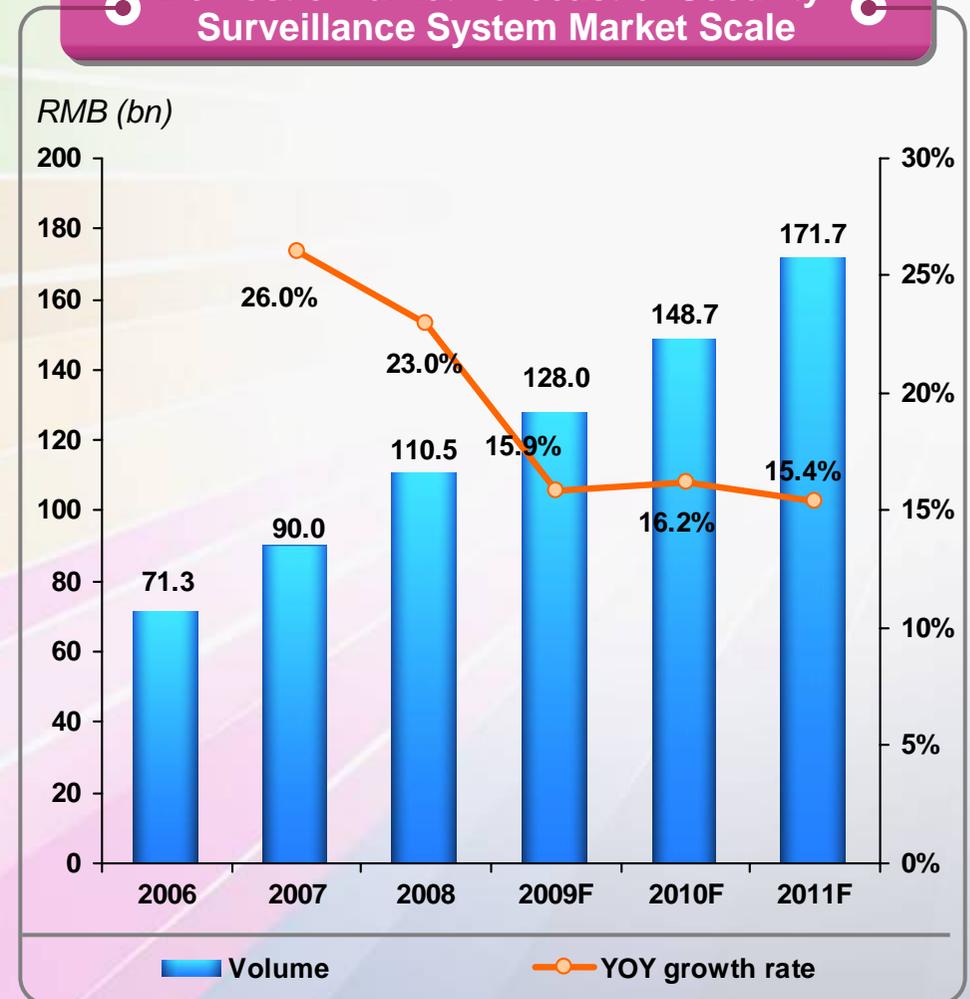


Global Market Forecast of Automotive Camera Lens Module



Source: Techno Systems Research

Domestic Market Forecast of Security Surveillance System Market Scale



Source: CCID Consulting

# Stable Growth of Demand – Infrared Imaging Equipment Market



Global Market Forecast in Infrared Imaging Equipment



Global Market Forecast in Spot Infrared Imaging Thermometry Equipment



Source: Maxtech International, Inc.

# Development Strategies



**Expand and strengthen client base**

**Explore new sources of income**



**Enhance internal control**



## Expand and strengthen client base

### Explore international clientele

- Further strengthen sales channels in Japan, Korea, Europe, US, etc
- Further explore international clients, in order to expand the market share in the high-end handset camera lens set and module market

### Deepen relationships with existing clients

- Improve the QCDS level
- Increase the proportion of product supply to clients to become their major supplier
- Explore new cooperation opportunities



## Explore new sources of income

### Strengthen R&D capabilities

- Further improve R&D capabilities and supervising closely in major projects
- Improve technology grade of existing products to cater customers' needs

### Seizing opportunities with 3G applications

- Develop high-end handset camera modules to catch the strong demand of China's 3G handsets
- Adjust sales strategy according to the mobile operators' procurement strategies

### Enhance product portfolio

- Consolidate optical, mechanical and electronic technologies, wider the application field of products
- Input more resources for further expansion of non-handset-related business



## Enhance internal control

### Perform precise management

- Adopt lean production to improve efficiency and reduce wastage
- Apply advanced management tool, improve the management of operation procedure
- Review the progress of project regularly

### Safe and stable financial policy

- Ensure the safety of cash
- Improve the management of working capital
- Implement cautious approach to capital expenditure

### Maintain stringent cost control

- Enhance the management of supply chain
- Strengthen budget control
- Review operating cost regularly

# Investment Highlights



A leading  
optical and optoelectronic  
product manufacturers in China

Unparalleled technical knowhow  
and R&D capabilities with expertise  
in optical and optoelectronic  
to offer integrated products

Positive industry outlook due to  
ever growing product applications

Strong customer base  
comprising world leading clients

Proven capabilities in  
managing costs effectively



# Open Forum

***IR Contact:***

Sunny Optical Technology (Group) Company Limited

***Email: [idahu@sunnyoptical.com](mailto:idahu@sunnyoptical.com) /  
[jasmine@sunnyoptical.com](mailto:jasmine@sunnyoptical.com) /  
[ir@sunnyoptical.com](mailto:ir@sunnyoptical.com)***

***Tel: +86 574 6253 0875 / +852 3568 7038***

***Media Relations Contact:***

Porda International (Finance) PR Group

***Email: [kylie.yeung@pordafinance.com.hk](mailto:kylie.yeung@pordafinance.com.hk) /  
[fiona.ko@pordafinance.com.hk](mailto:fiona.ko@pordafinance.com.hk) /  
[helen.ng@pordafinance.com.hk](mailto:helen.ng@pordafinance.com.hk)***

***Tel: +852 3150 6788***