



Vision Enhancer in Multifunction Prism and Mobile Device

# **Optivision Technology Inc.**

## **2024 Q1**

### **Investor Conference**

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**2024/06/19**



# Disclaimer

- Optivision's statements of its current expectations are forward looking statements subject to significant risks and uncertainties and actual results may differ materially from these forward-looking statements.
- Except as required by law, Optivision assumes no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.





# About Optivision

- Founded in 2004/7/13
- Chairman : Daniel Kuo
- GM : Ken Yuan
- Employee Number: 257( Taiwan: 167: Ning-Bo: 90)(2024/5/31)
- Capital: NTD 587M
- Market Cap : NTD 1,937M(2024/5/31)





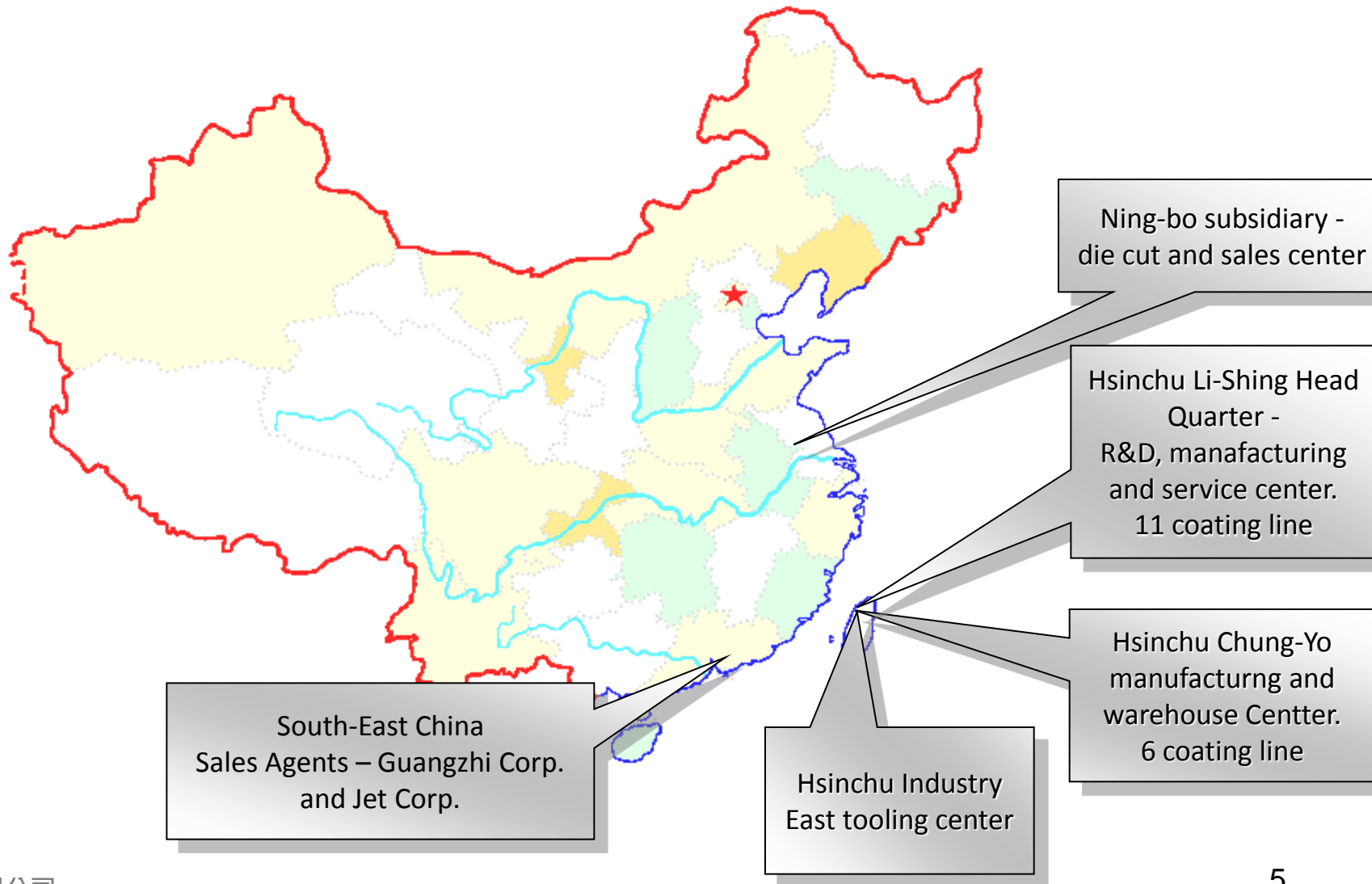
# A Profession Company in Designing and Manufacturing of Optical Film

- Optivision(OTI) is a professional manufacturer of optical film which is the key component of LCD backlight module.
- OTI provides various types of optical films including brightness enhancement files(BEF), diffusers, turning films and light guide films, which are applied to different sizes of LCD backlight module.

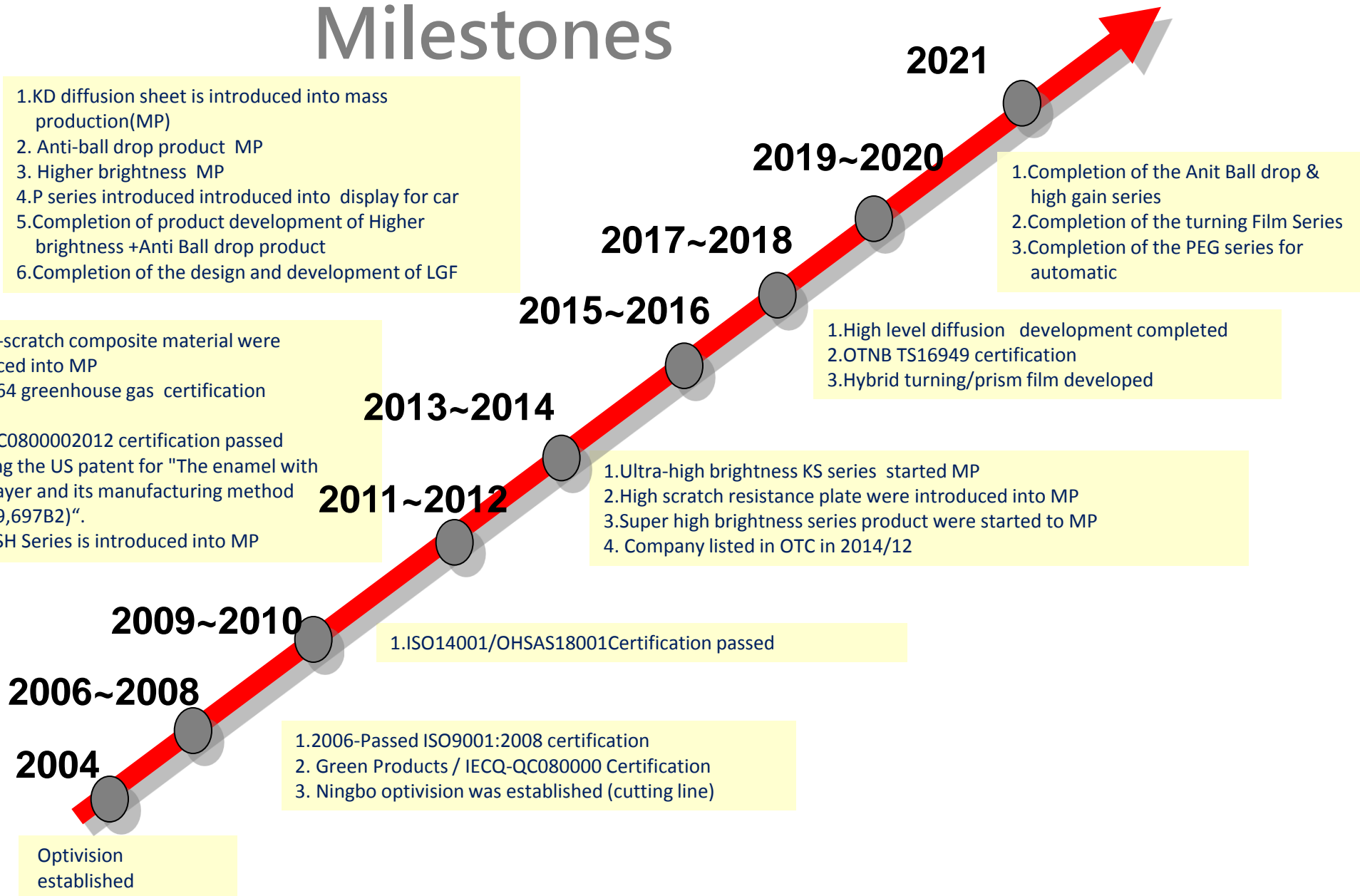




# Location of manufacturing, R&D and sales service points



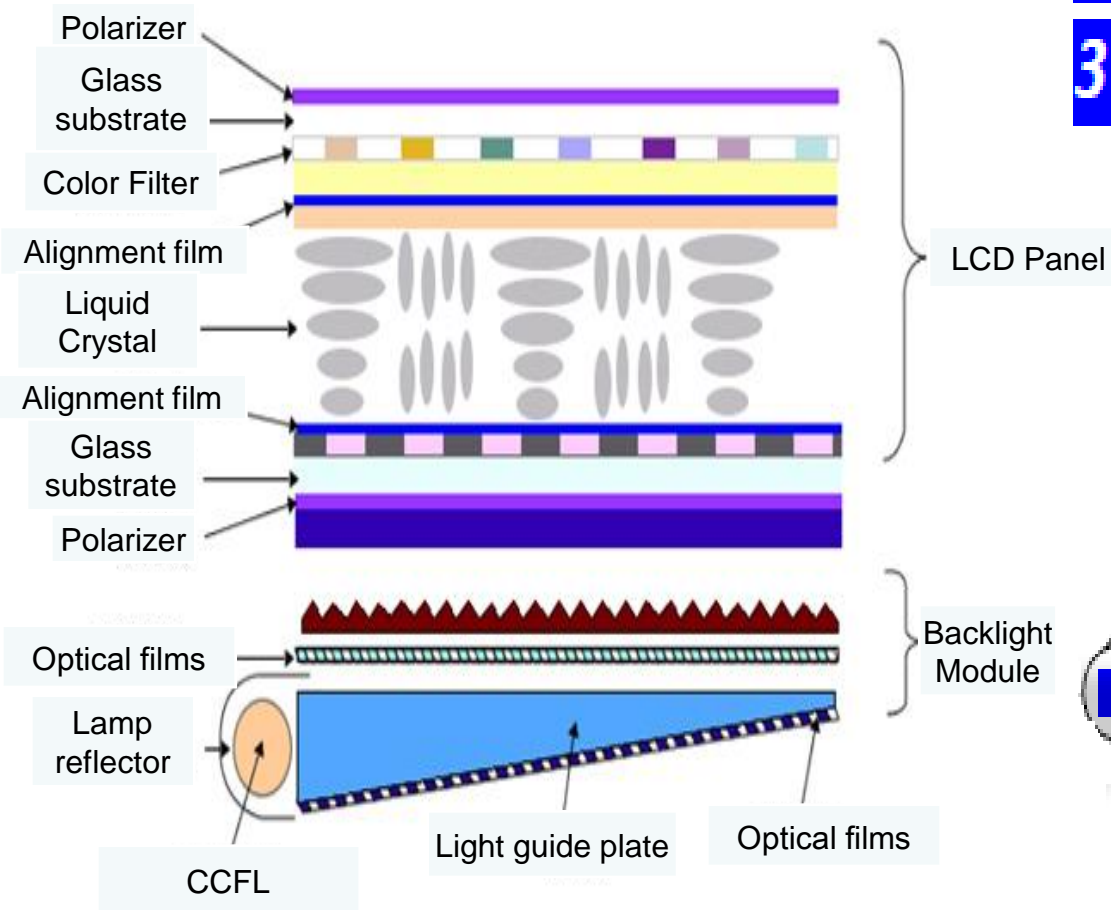
# Milestones



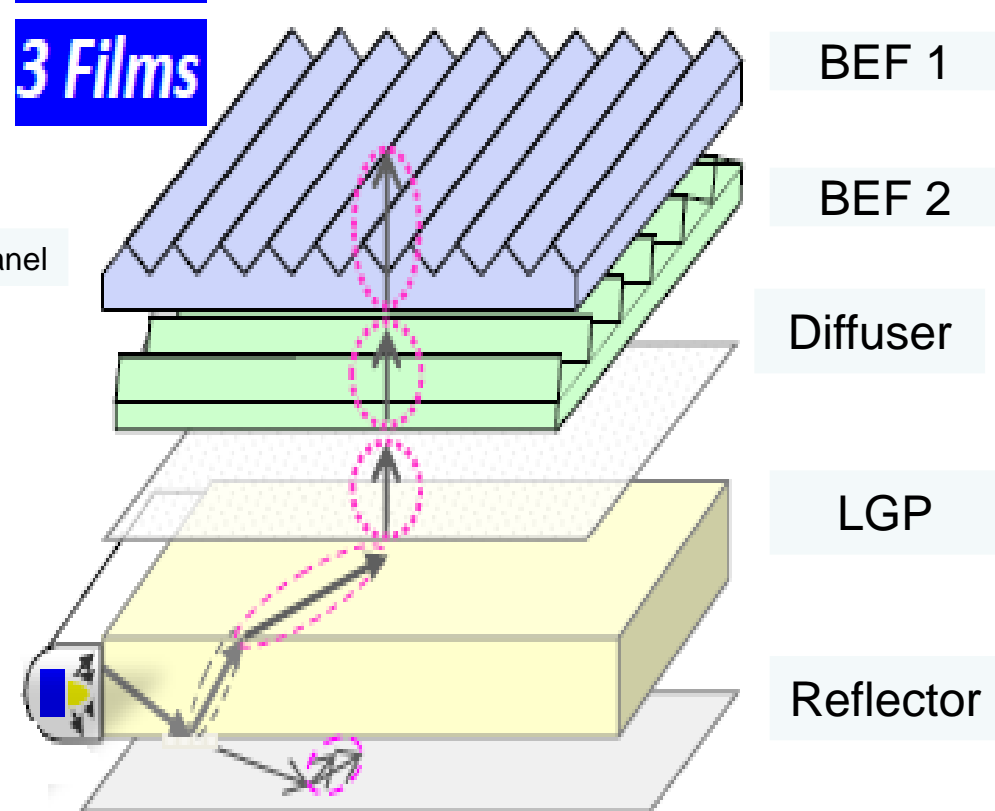


# LCD Panel and Backlight Module

## TFT-LCD Display module



## Backlight module







# Liquid Crystal Display

Based on the different sizes of the liquid crystal display, the size of optical films are categorise as below. :

- Small size -1.x"~4.x" (For low functional mobile phone 、 feature phone, DSC)
- Small to medium size-4.x"~10.x" (For smart phone 、 PND 、 Tablet PC)
- Medium size-10.x"~17.x" (Car dashboard 、 Notebook)
- Large size 20.x" (Monitor) ~32" 以上 (TV)

Small  Small to Medium  Medium  Large

Mobile TV



Feature Phone



DSC



Smart Phone



Tablet PC



NoteBook / Auto



TV



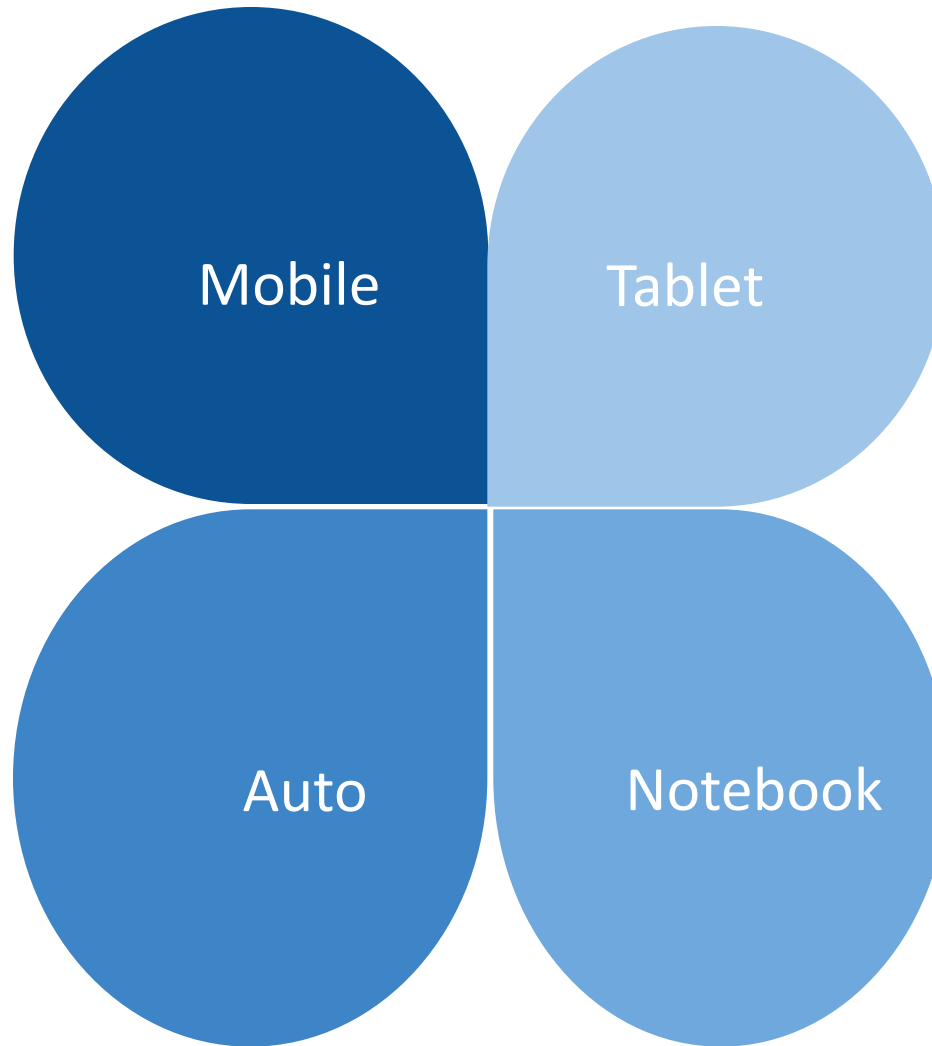
Monitor







# Major Market—small to medium size





# The Trend of Market and Product Development

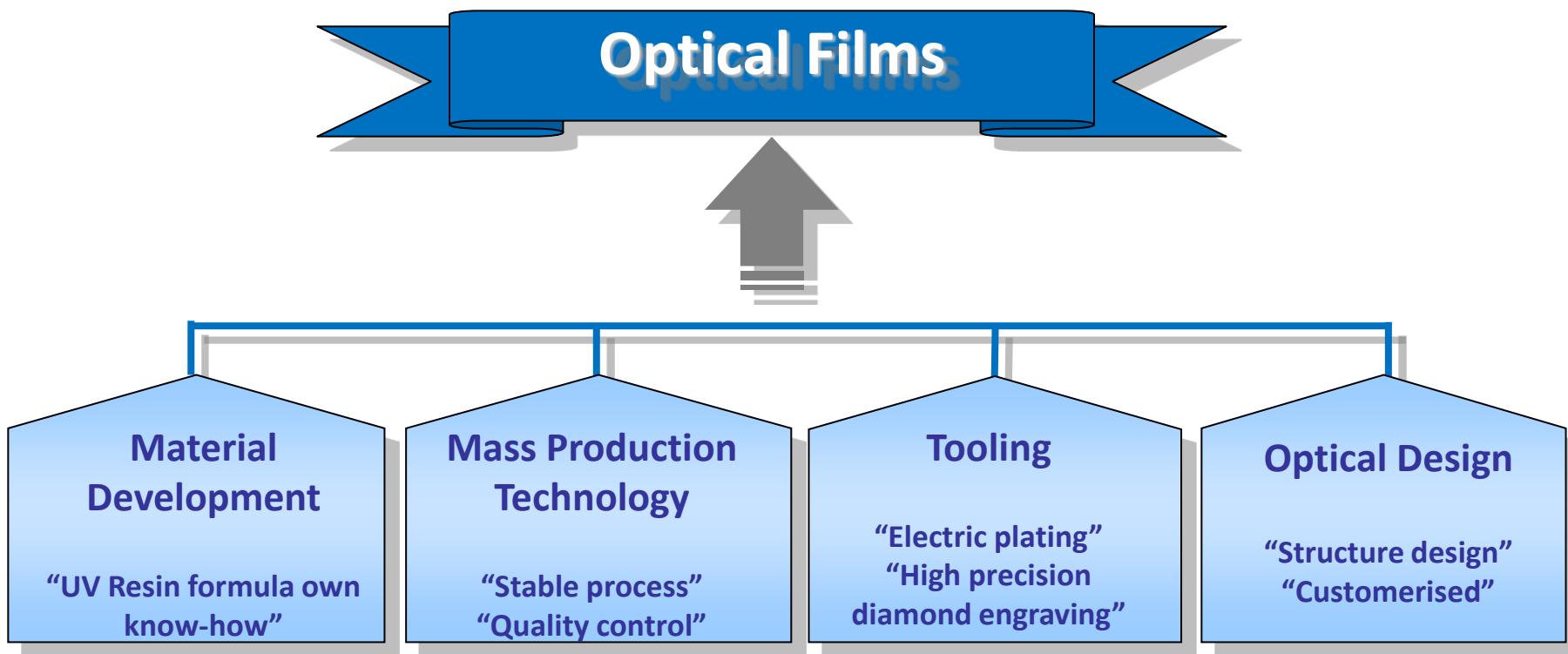
- Environmental protection, energy saving and electricity saving – in response to the international trend of energy saving and carbon reduction
- Improving the thinness of product – in response to consumer demand for lighter and thinner end products ◦
- Brightness and Contrast Improvement – Brightness can reduce the use of light sources; contrast can improve the taste and functional application of the panel
- Development of integrated multi-functional optical films – simplifying the structure of backlight modules, in response to green environmental protection, low process pollution, in order to increase the added value of products
- Optical film for auto application – Continue to develop demand and dashboard and control panel for driver and passenger ◦





# Technology and Advantage

- Based on the market change and trend of product development, OTI engages in the research and development on the below four categories to provide the products for the present and the future





# The Operating Strategy and Chances under Current Situation

- OTI continues to carry out new product development and product optimization, including light guide films, high brightness turning films, and low-carbon microstructure diffusers.
- Continuously engages process optimization and innovation to improve product yield and production efficiency, including the application of AI technology in process inspection and statistics.
- Continuously develops new materials to improve product performance, reduce costs and reduce carbon emission.
- Cooperation with panel manufacturers and backlight module manufacturers to develop new applications and new products
- Continue to optimize the product mix and develop new products with high gross profit to reduce the pressure from the customers to reduce their procurement costs





# Summary of Consolidated Income Statements

(NT\$ thousand)

	113Q1		112Q1		DIFF%	112YTQ4	
Sales	145,838	100%	175,952	100%	-17%	721,020	100%
Sales Margin	(26,326)	-18%	(13,894)	-8%	-89%	(92,692)	-13%
Operating Income(Deficit)	(99,167)	-68%	(50,748)	-29%	-95%	(251,916)	-35%
Non Operating Income and Expense	10,453	7%	(989)	-1%	1157%	(46,130)	-6%
Income(Loss) beforeTax	(88,714)	-61%	(51,737)	-29%	-71%	(298,046)	-41%
Net Income(Loss)	(88,714)	-61%	(51,702)	-29%	-72%	(298,604)	-41%
Basic EPS(NT\$)	(1.67)		(0.98)		-70%	(5.64)	





# Summary of Consolidated Balance Sheet

(NT\$ thousand)	113.03.31		112.03.31		DIFF%	112.12.31	
Cash and Cash Equivalen	78,635	8%	165,325	14%	-52%	77,632	7%
Accounts Notes and Accounts Receivable	253,447	24%	240,019	20%	6%	305,706	27%
Inventory	149,631	14%	185,968	16%	-20%	155,958	14%
Total Assests	1,046,707	100%	1,180,273	100%	-11%	1,114,566	100%
Short-term borrowing	285,498	27%	73,536	6%	288%	238,055	21%
Long-term borrowing	43,512	4%	11,194	1%	289%	50,128	4%
Total Equity	576,405	55%	918,363	78%	-37%	659,481	59%
Current Ratio	120%		247%			140%	
Liquid Ratio	83%		170%			106%	
Debt Ratio	45%		22%			41%	
AR Turnover(days)	175		111			125	
Inventory Turnover(days)	81		80			68	
Equity per share	10.88		17.35			12.46	





# Summary of Consolidated Statement of Cash Flow

(NT\$ thousand)	113YTQ1	112YTQ1	DIFF%	112YTQ4
<b>Cashflow from operating Activities</b>	<b>(36,511)</b>	<b>(93,979)</b>	<b>-61%</b>	<b>(308,733)</b>
Income Before Income Tax	(88,714)	(51,737)	71%	(298,046)
Depreciation and Amortization	17,298	20,135	-14%	74,925
Change of Working Capital	(759)	(62,101)	-99%	(123,487)
<b>Cashflow form Investment Activities</b>	<b>(4,742)</b>	<b>(8,351)</b>	<b>-43%</b>	<b>(19,145)</b>
Capital Investment	(4,581)	(7,858)	-42%	(16,751)
<b>Cashflow from Financing Activities</b>	<b>39,188</b>	<b>40,214</b>	<b>-3%</b>	<b>179,502</b>
Change of Loan	47,443	49,963	-5%	214,482
<b>Change of Cash and Cash Equivalent</b>	<b>1,003</b>	<b>(61,847)</b>	<b>-102%</b>	<b>(149,540)</b>
<b>Cash and Cash Equivalent at Beginning of the period</b>	<b>77,632</b>	<b>227,172</b>	<b>-66%</b>	<b>227,172</b>
<b>Cash and Cash Equivalent at End of the period</b>	<b>78,635</b>	<b>165,325</b>	<b>-52%</b>	<b>77,632</b>

The change for cash and cash includes the cashflow from operating activities, investment activities, financing activities and the effect of change in exchange rate.

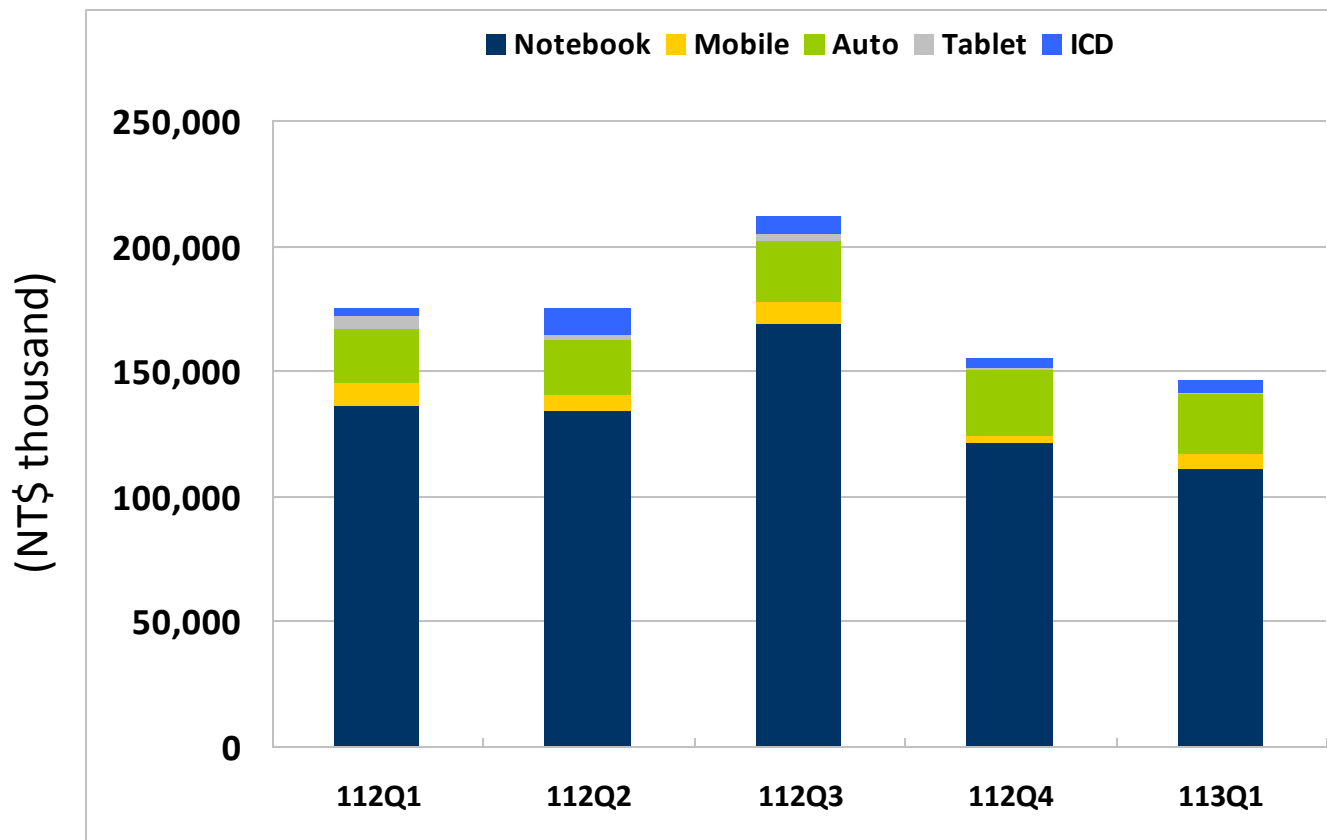






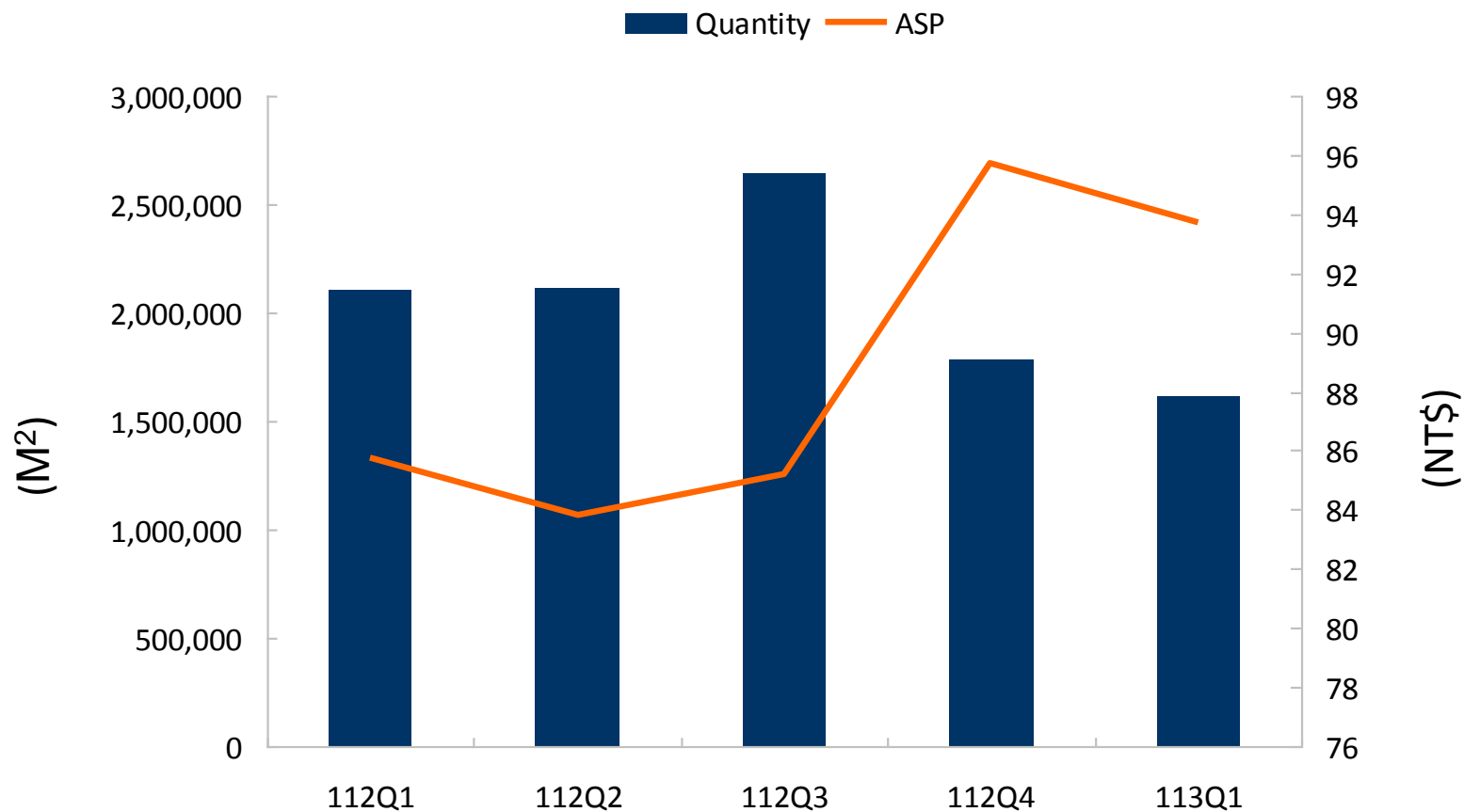
# Product Mix-Application

Product mix based on the end product application-





# Trend of selling price





# Q & A





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# Thank you

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