

A close-up view of a car's headlight, showing the internal lens and LED light strips.

 **LASTER TECH CO., LTD.**

www.lastertech.com





Executive Summary

- ◆ Laster Tech manufactures LED lighting module for **automotive lighting**. We attract and retain our customers through the customized design flow and R&D core value we offer.
- ◆ We collaborate with ODM/OEM and Tier 1 customers worldwide to develop customized module amidst **the rising LED lighting penetration trend within Automotive** industries.
- ◆ We aim to be our world class customers' top strategic partner within Auto LED lighting industry. We will strive to **maximize the advantages of LED head light with our expertise on electronic functions complexity** toward the era of NEV.
- ◆ With excellent employee quality and resource allocation across Asia, we will **drive our revenue growth to maintain shareholder's return**.



Agenda

- P 4 ~ 9** **Grow will be driven by LED Auto lighting rising penetration**
- P10~17** **Our Asia factories to serve global clients**
- P18~22** **Our Long-term Financial Goals and Vision**
- P23~24** **Robust Financial Performance**



LED Auto Lighting Supply Chain



Package components



Module
Tier 2



Lighting
Tier 1



Car
Manufacturers

OSRAM
Opto Semiconductors

PHILIPS
LUMILEDS

NICHIA

DOMINANT™
Opto Technologies
Innovating Illumination



LASTER TECH GROUP

HASCO
AUTOMOTIVE

Great Wall

Varroc
EXCELLENCE



上海通用汽车
SHANGHAI GM

上汽大众
SAIC VOLKSWAGEN

Great Wall

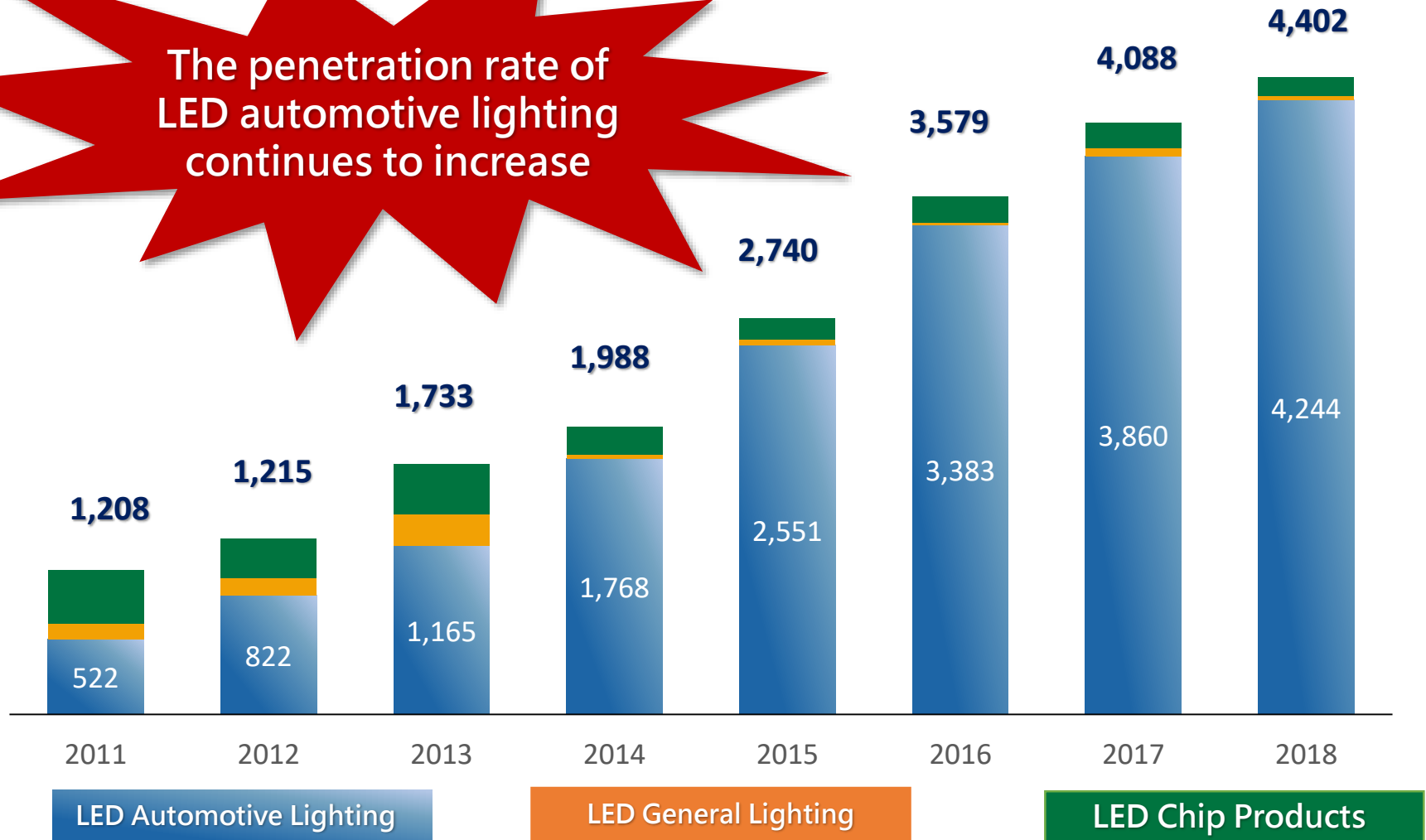
长安汽车
CHANGAN

GAC

Financials- Sales revenue

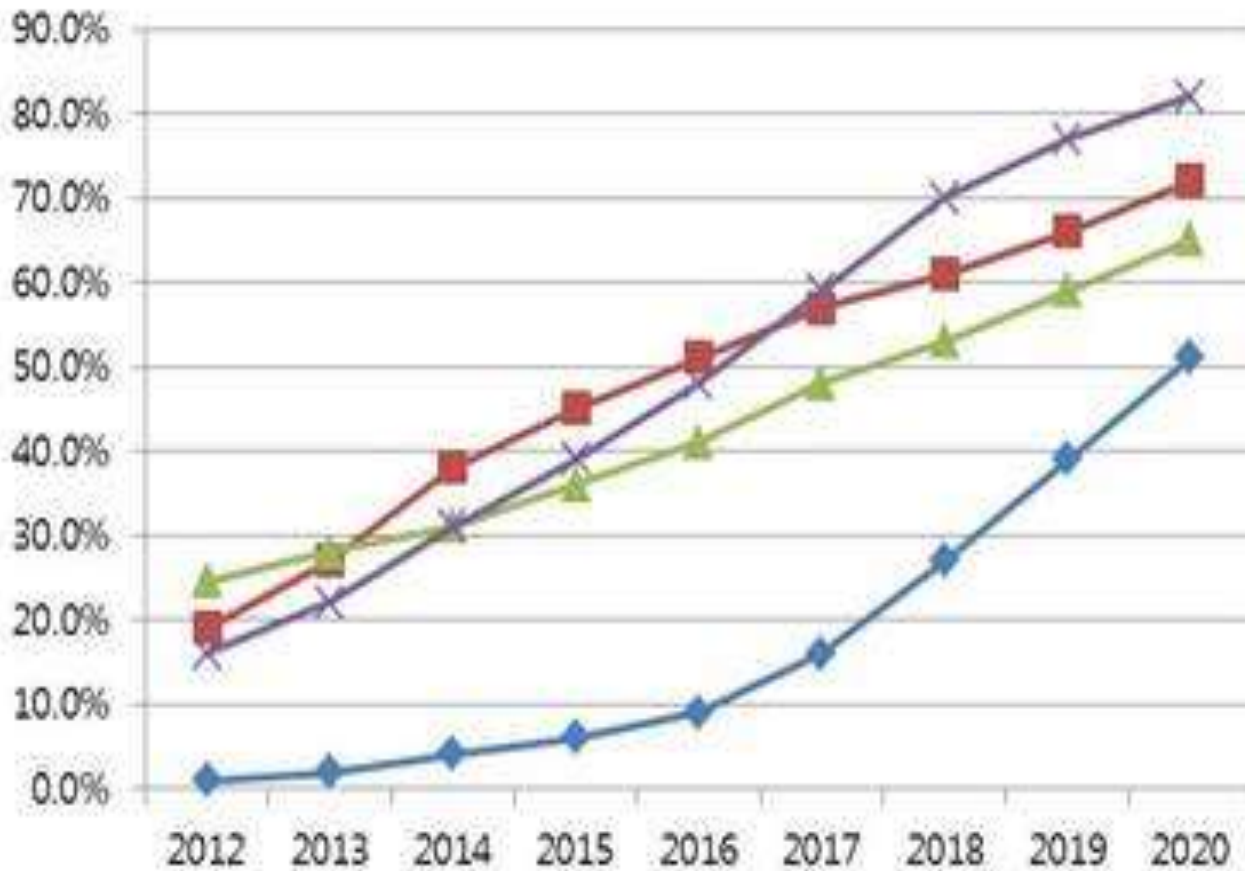
The penetration rate of LED automotive lighting continues to increase

Units : Thousand dollars: NT



LED Auto lighting Marketing Trend

LED car lights marketing penetration(2012-2020)



Finally, all traditional car lights will be replaced with LED lighting.

Head Lamp
DRL
RCL
Interior

Marketing Trend: Penetration

Halogen & HID



LED head & DRL



LED rear light

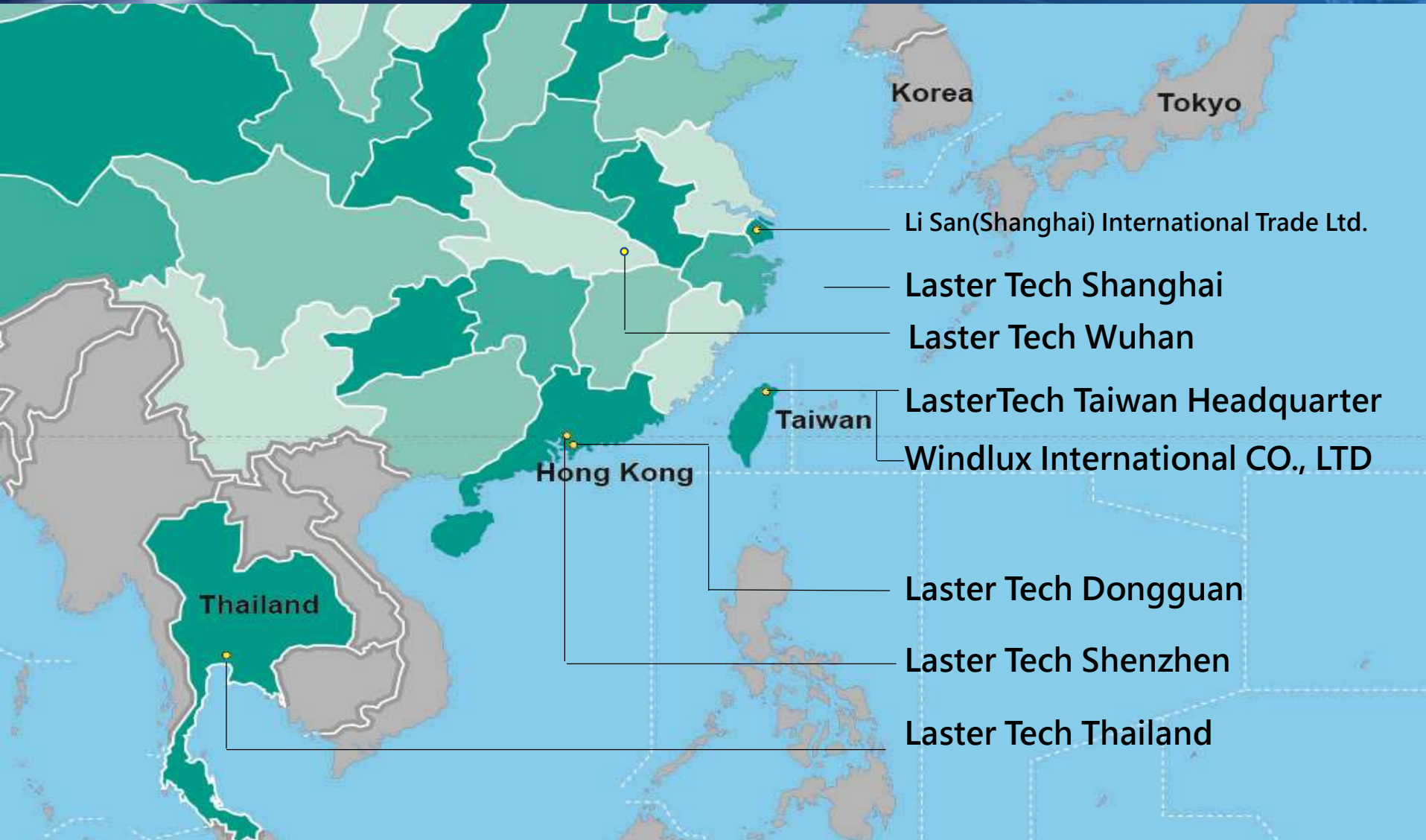


LED brake light



LED lighting module ASP will rising on each car

Locations



All Subsidiary are 100% owned by Lastertech

Customers & Markets

Major customers

1. HASCOVISION
(Former name : S.Koito)

The largest automotive lights manufacturer in China.

2. Great Wall

3. Varroc TYC Auto Lamps

4. G.Koito

5. OLSA



We Provide Parts to...



Y2019 China Vehicle Sales Market

Unit : ten thousand

No.	Manufacturers	Y2018 vehicle sales	Supply of lamp factory	LasterTech
1	SAIC VOLKSWAGEN	2,065	HASCO (Lastertech) 、Xingyu 、Valeo 、Hella	Y
2	FAW-VOLKSWAGEN	2,037	HASCO (Lastertech) 、Xingyu 、Hella	Y
3	SAIC-GM	1,970	HASCO (Lastertech) 、Hella 、SL China	Y
4	Geely Automobile	1,501	SEEKIN (Lastertech) 、XUNCHI VEHICLE(Lastertech) 、Valeo	Y
5	SGMW	1,356	NANNING LIAOWANG (Lastertech)	Y
6	Dong feng NISSAN	1,169	HASCO (Lastertech) 、K.Koito 、Stanley	Y
7	Great Wall	915	Lastertech 、Shanghai Sunlight	Y
8	Beijing Hyundai	790	SL China (Lastertech)Hyundai Mobis	Y
9	SAIC-ROEWE	729	HASCO (Lastertech) 、XUNCHI VEHICLE (Lastertech)	Y
10	Dong feng HONDA	721	HASCO (Lastertech) 、Varroc (Lastertech)	Y
Top 10 Total		13,253		
Top 10 Market Share		59%		

Headlamp module driven by LIN



JAGUAR-XF

High Beam



Low Beam



HB/LB LDM

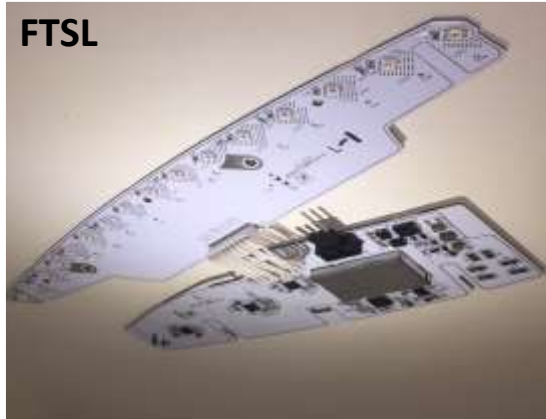


Export Project

PSA — DS4



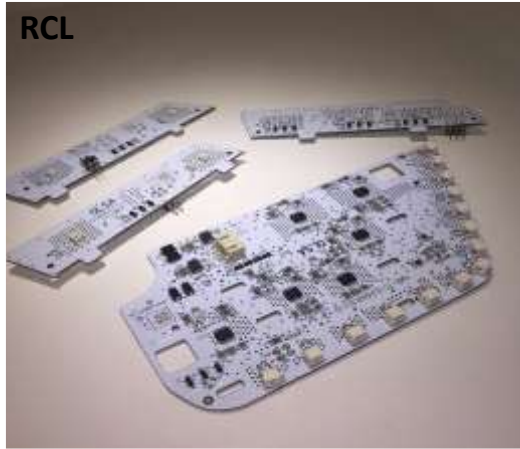
FTSL



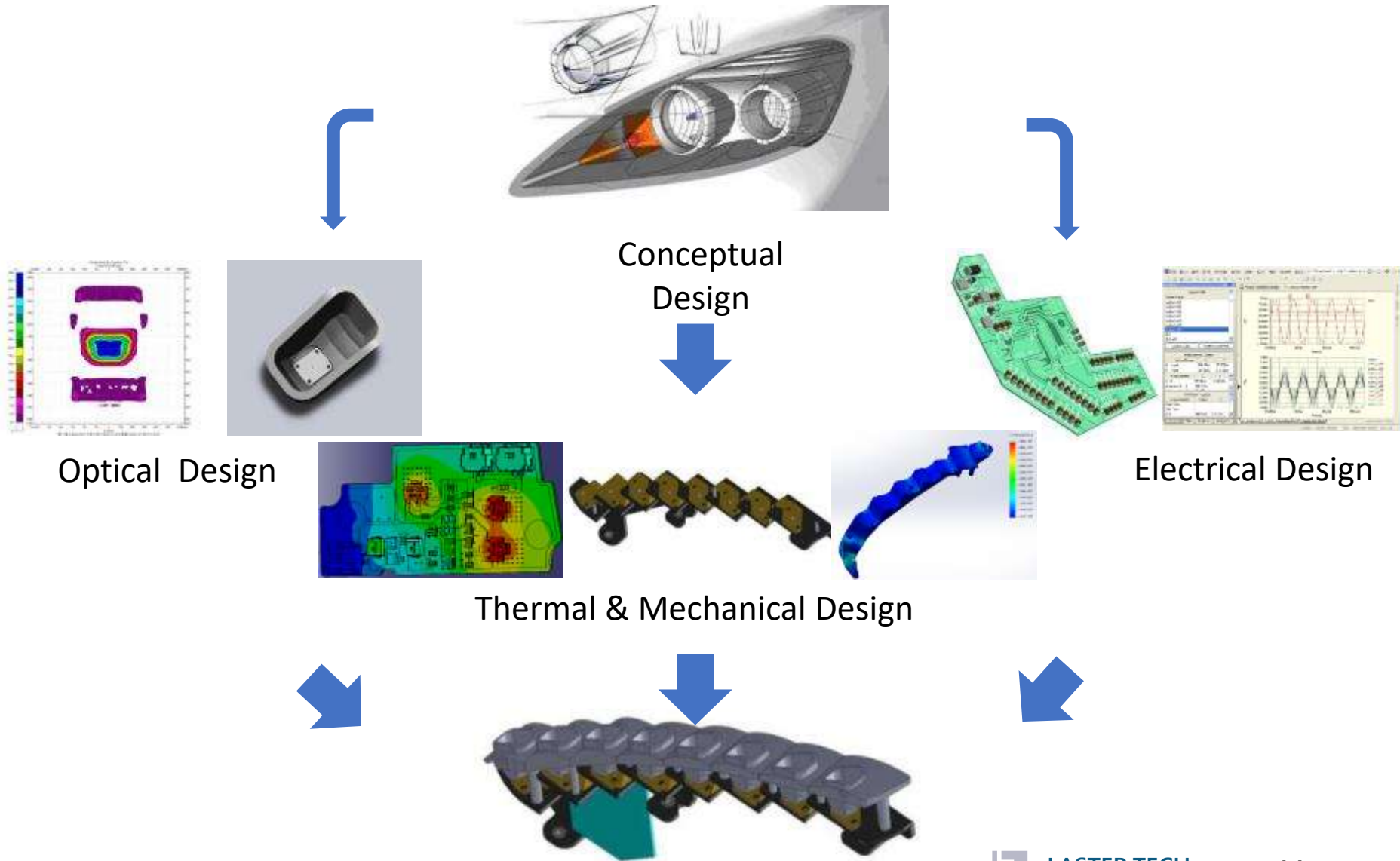
Volkswagen-TERAMONT



RCL



Product Developing Process



International Certificate



IATF 16949:2016



ISO 14001:2004



ANSI/ESD 20.20:2014



OHSAS 18001:2007

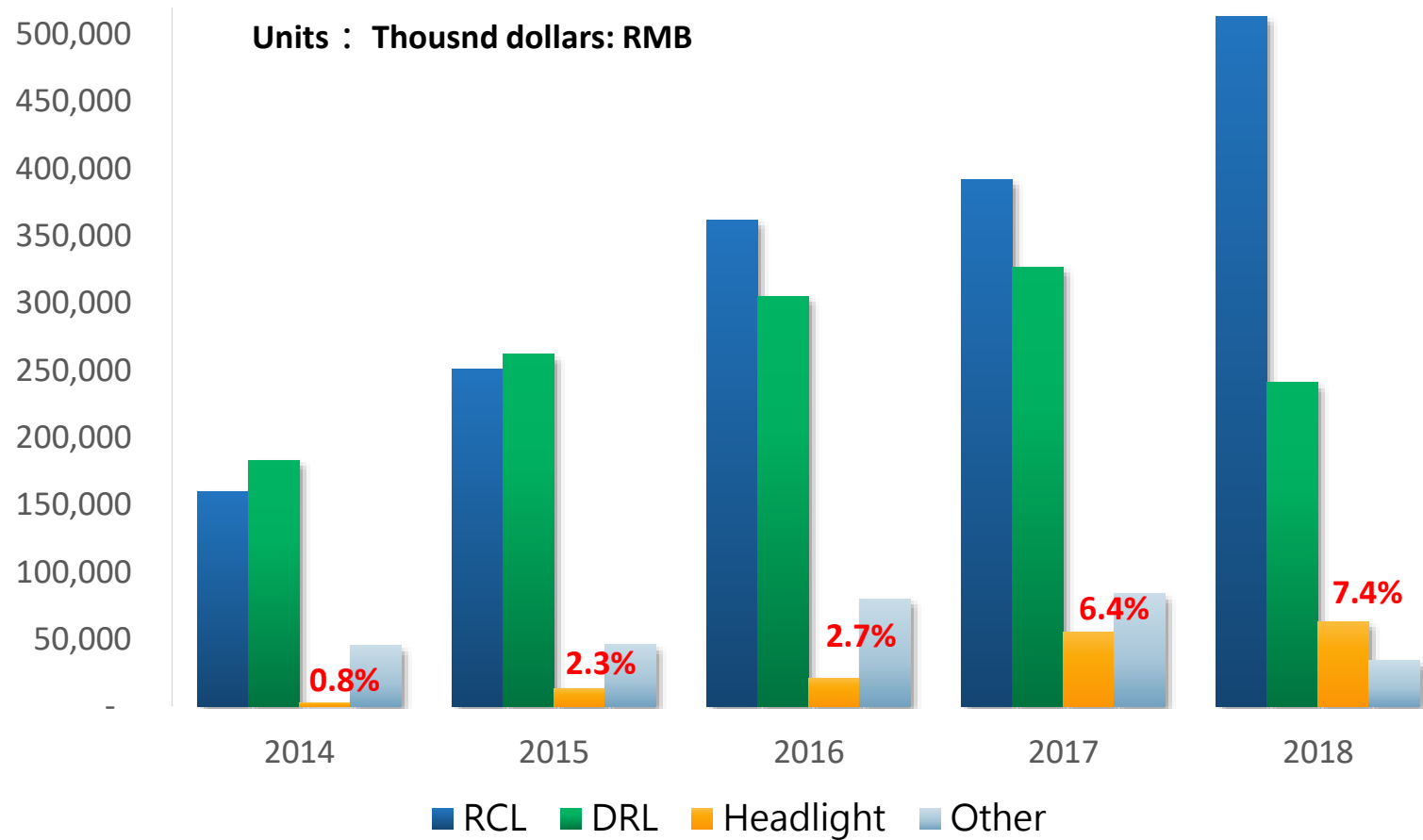
LED Head Light

Advantage

- ◆ Energy & Power saving
- ◆ Long Life
- ◆ Brightness brighter
- ◆ Start reaction fast
- ◆ Smaller size with flexible design
- ◆ Color temperature close to sunlight



Revenue trend for lightning parts



Headlight grow rapidly in these five years

Five- Year Income Statements

(NT\$ thousand)	2013	2014	2015	2016	2017	2018
Gross Sales	1,733,730	1,987,643	2,740,041	3,585,383	4,088,040	4,404,913
Cost of Goods Sold	1,387,653	1,545,225	2,287,898	2,871,556	3,298,543	3,615,313
Gross Profit	346,077	442,418	452,143	713,827	789,497	789,600
Gross Margin(%)	20%	22.2%	17%	20%	19%	18%
Operating Expense	274,722	319,714	362,596	441,342	488,921	554,849
Operating Profit	71,355	122,704	89,547	272,485	300,576	234,751
Operating Margin(%)	4%	6%	3%	7%	7%	6%
Non-Operating Income (Lose)	35,752	4,538	(5,025)	(24,203)	12,472	490
Income Tax	(33,728)	(48,358)	(14,180)	(39,125)	(52,875)	(29,300)
Net Income	73,379	78,884	70,342	209,157	260,173	205,941
EPS (NT\$)	1.46	1.43	1.27	3.45	3.81	3.02

Dividend Payout and Capex

(NT\$ thousand)	2013	2014	2015	2016	2017	2018
Net profit	73,379	78,884	70,342	209,157	260,173	205,941
Cash dividend	0.3	0.3	0.5	3	2.5	1.66
EPS	1.46	1.43	1.27	3.45	3.81	3.02
Payout ratio	21%	21%	39%	87%	66%	55%
Dividend yield	0.90%	1.23%	2.06%	2.49%	3.50%	4.65%
Capex	35,551	22,502	37,697	71,654	86,273	77,344
ROE	12%	10%	8%	18%	19%	15%

Maintain a Minimum **50%** Dividend Payout Ratio



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Q & A

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