

VISCO

VISCO VISION Inc.

Investor Conference

股票代號

6782

主辦券商



免責聲明

本簡報係公司於簡報當時之主、客觀因素，對過去、現在與未來之營運彙總與評估；其中若含有前瞻性之論述，將受風險、不確定性及推論所影響，部分可能超出本公司的控制之外，實際結論可能與這些前瞻性論述不同。

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本簡報中對未來的展望，反應公司截至目前為止之看法。這些若有任何變更或調整時，本公司並不負責隨時提醒及更新。

Agenda

1. Visco Vision Introduction
2. Industry Status
3. Financial Result Overview
4. Visco Competitiveness
5. Next Steps
6. Conclusion

1. Visco Vision Introduction

The background of the slide is a light blue and white gradient. On the left, there is a faint world map. On the right, there is a network of white nodes connected by thin lines, resembling a globe or a data network. The overall aesthetic is clean and professional.

- | Visco Vision briefing

- | Milestones

- | Group Structure

Visco Vision

Positioning :

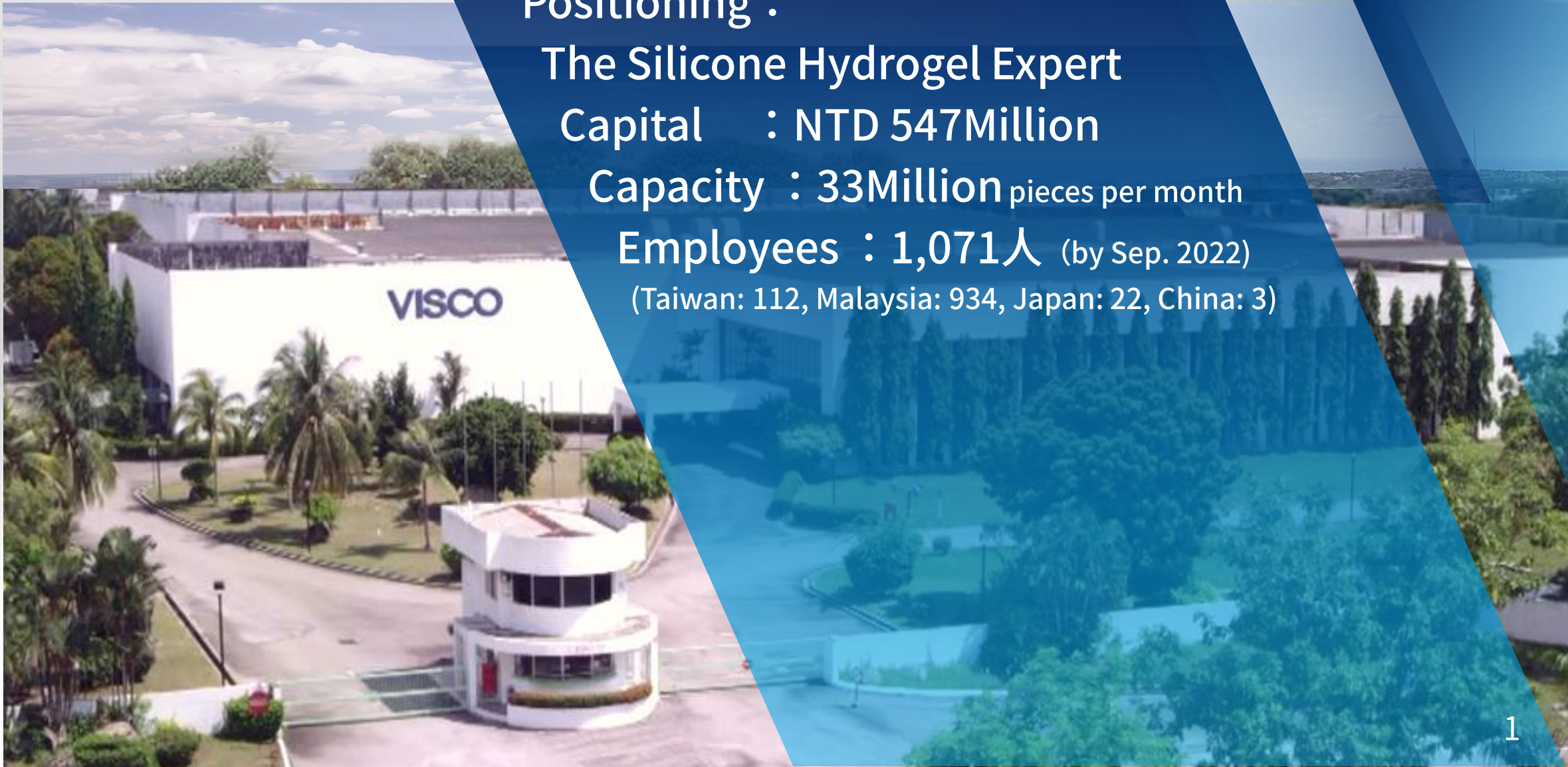
The Silicone Hydrogel Expert

Capital : NTD 547Million

Capacity : 33Million pieces per month

Employees : 1,071人 (by Sep. 2022)

(Taiwan: 112, Malaysia: 934, Japan: 22, China: 3)



Milestones



Group Structure

Visco Vision Inc.
Taoyuan, Taiwan
R&D, Quality and Regulatory Affairs, Sales

Visco Technology Sdn. Bhd.
Penang, Malaysia |
100% share
manufacturing (factory)

From-eyes Co., Ltd.
Tokyo, Japan |
100% share
business operation (branding)

Trend Young Trading (Shanghai) Co., Ltd.
Shanghai, China |
100% share
business operation (branding)

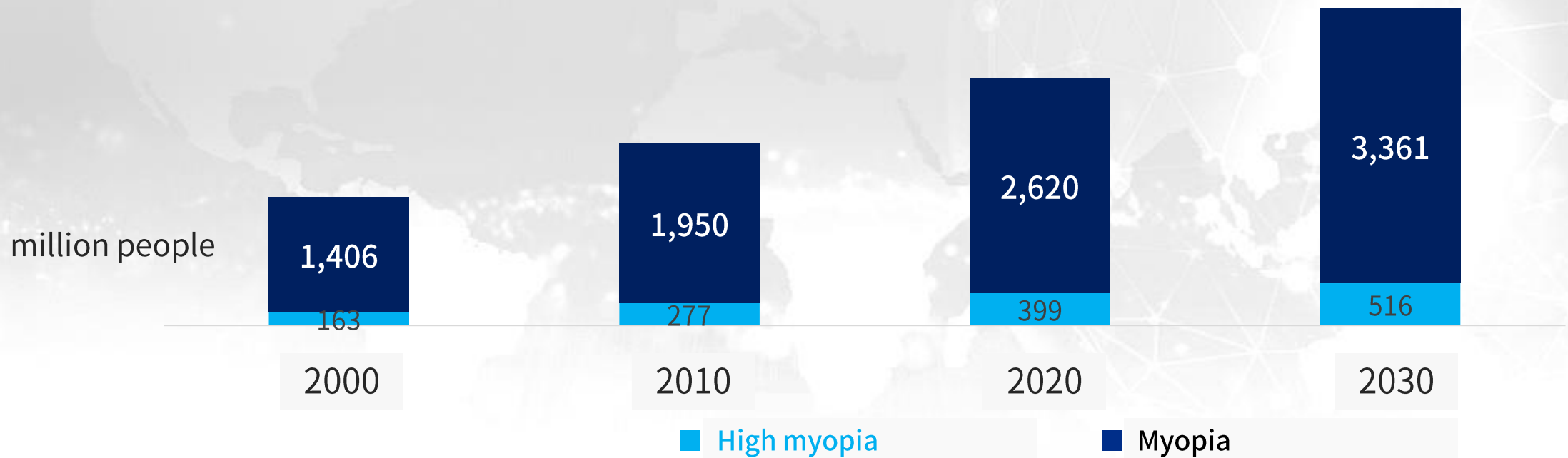
Trend Young Vision Care Inc.
Taipei, Taiwan |
55% share
drug / channel management

2. Industry Status

- | Growth rate of global myopia population
- | Global market—CAGR of contact lens market
- | Global market—the increase of private label market size
- | Growth trend—SiHy contact lens as the mainstream led by the big 4

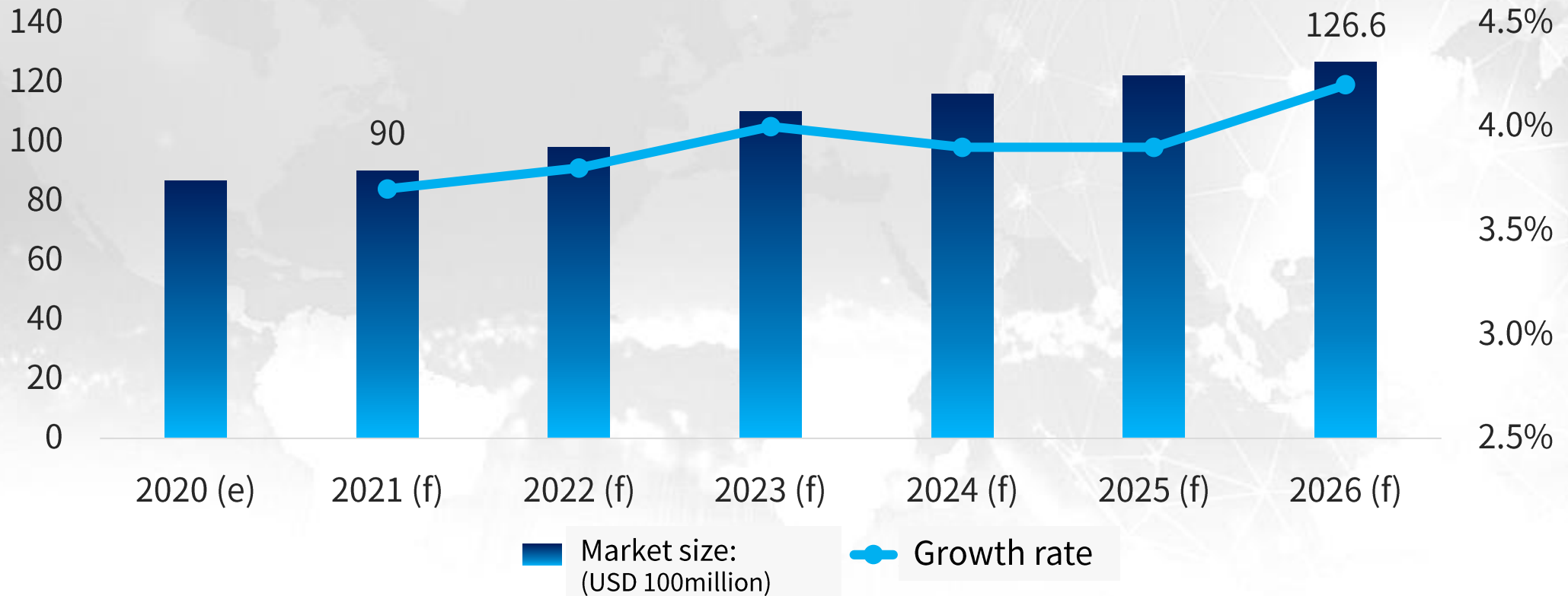
Growth rate of global myopia population

Global myopia population is expected to grow from 3 billion in 2020 to 3.8 billion in 2030. The growth rate is around 27%.



Global market CAGR

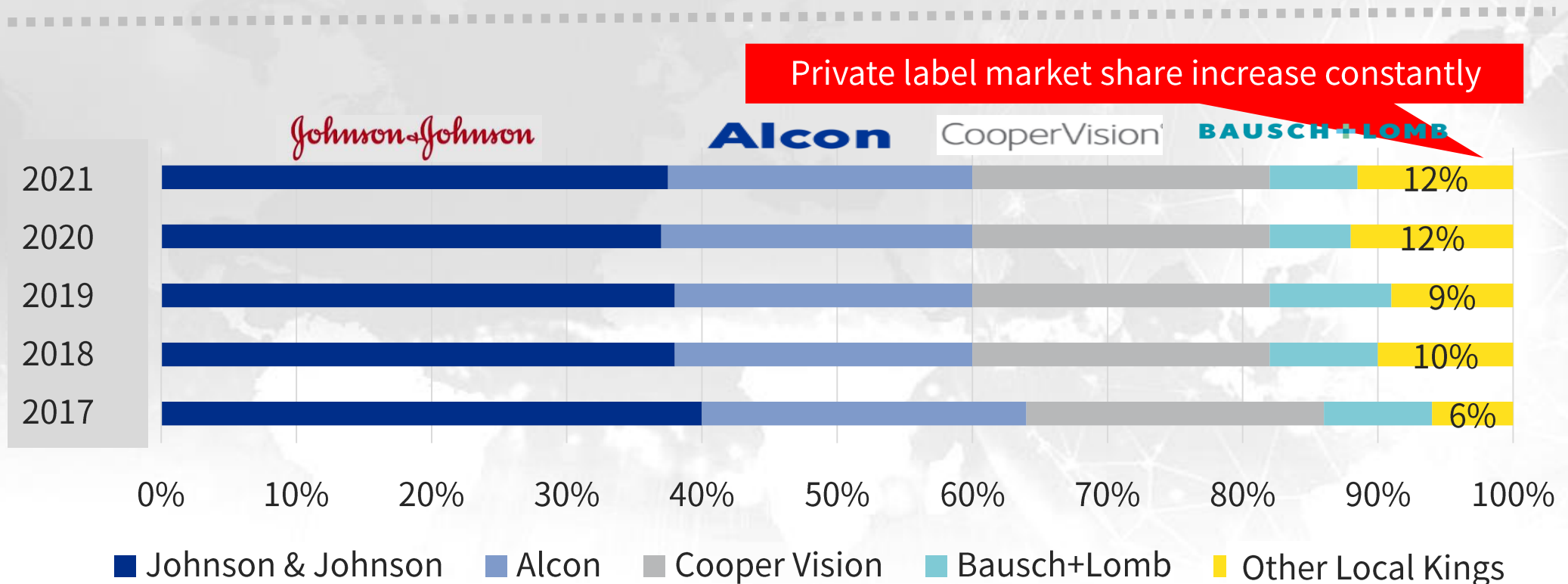
Global market CAGR is 4~6%.



Source : Valuates Reports, CooperVision(2021) ; Contact Lens Spectrum(2022/01) ; Visco internal data

Increase of private label share caused decrease of the big 4 share

The markets share of the major 4 is around 90%. The situation changed because of the emerging of the Local Kings.

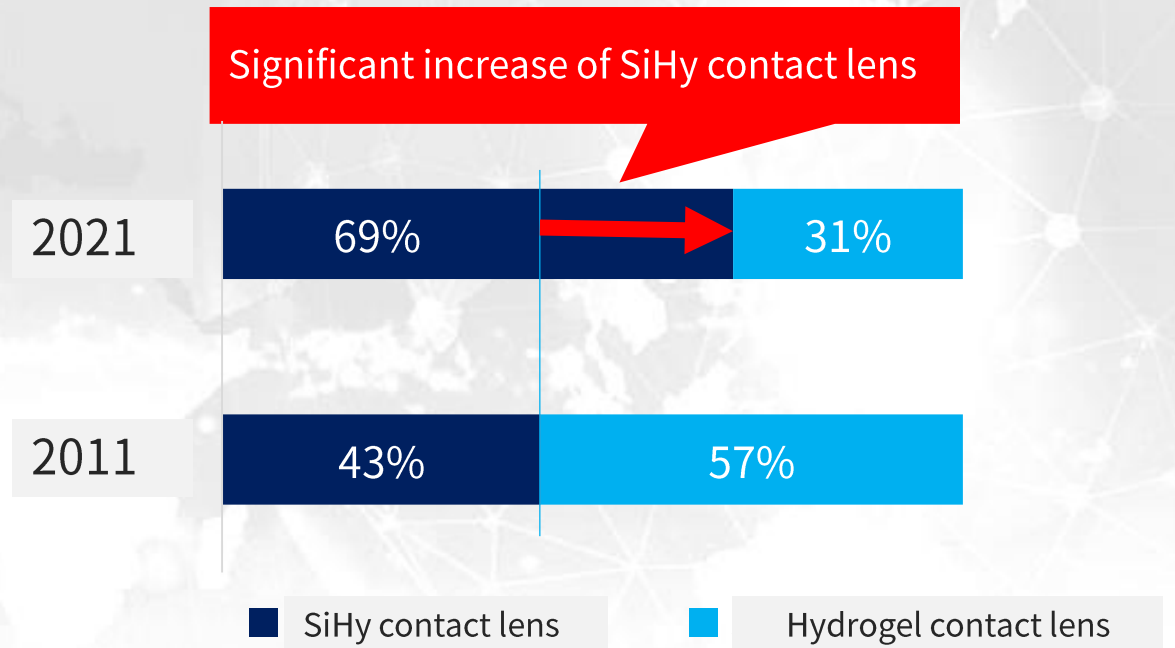


Source : Valuates Reports, CooperVision(2021) ; Contact Lens Spectrum(2022/01), Market Report ; Company internal filing and estimates

SiHy contact lens as the mainstream led by the big 4

The big 4 growth comes from:
SiHy contact lens

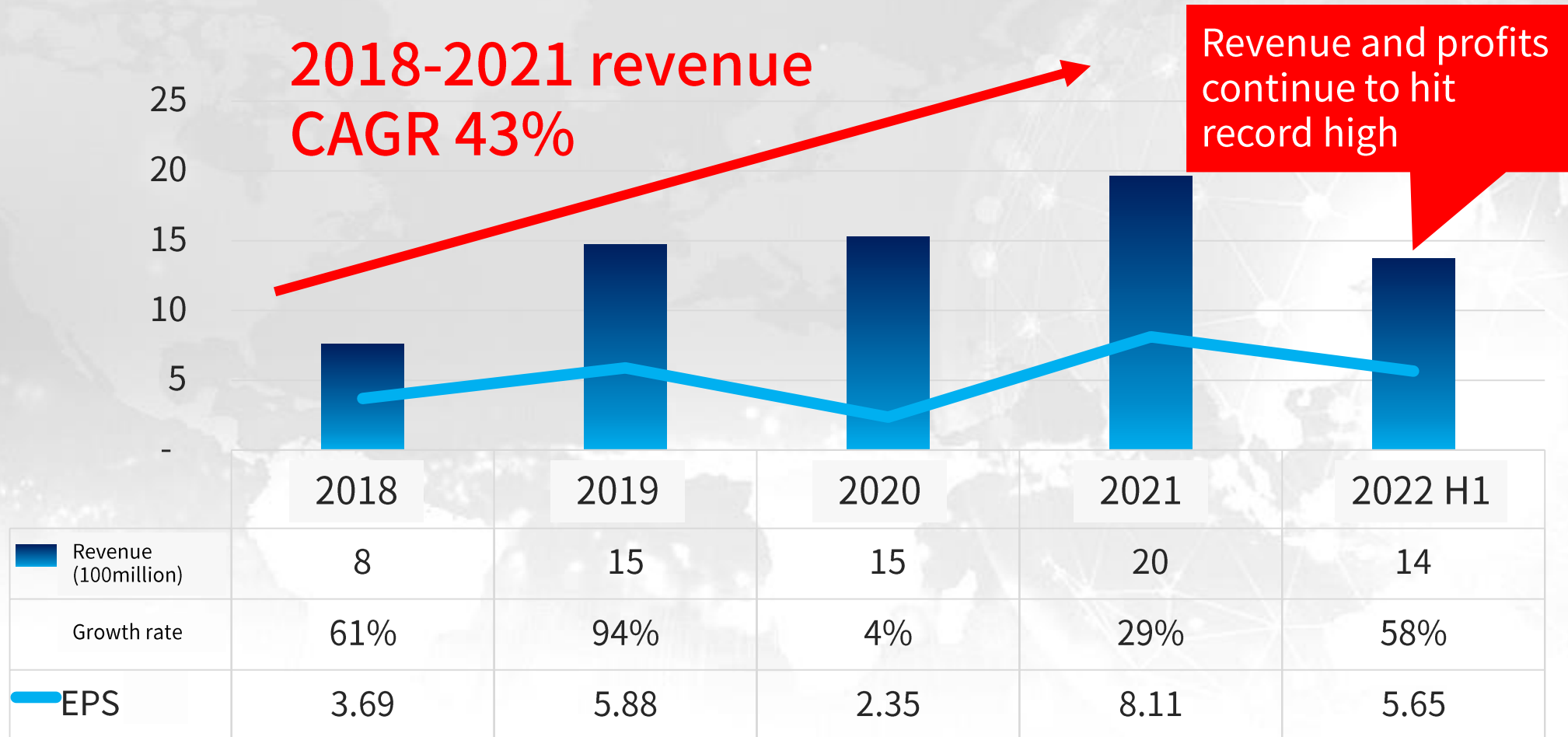
70% of global prescriptions issued by ophthalmologists / optometrists are SiHy contact lenses, which has become the mainstream.



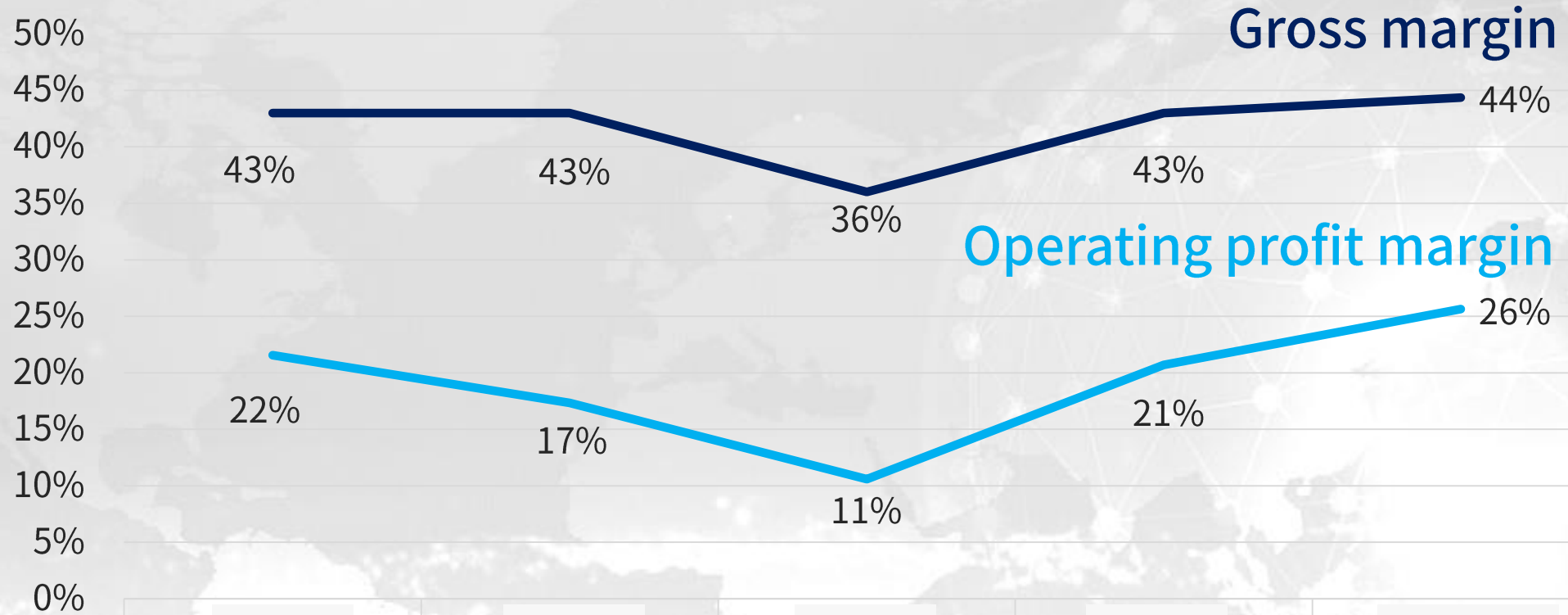
3. Financial Result Overview

- | Growth of net profit margin
- | Profitability
- | Operation overview—revenue portfolio

Revenue and profits continue to hit record high

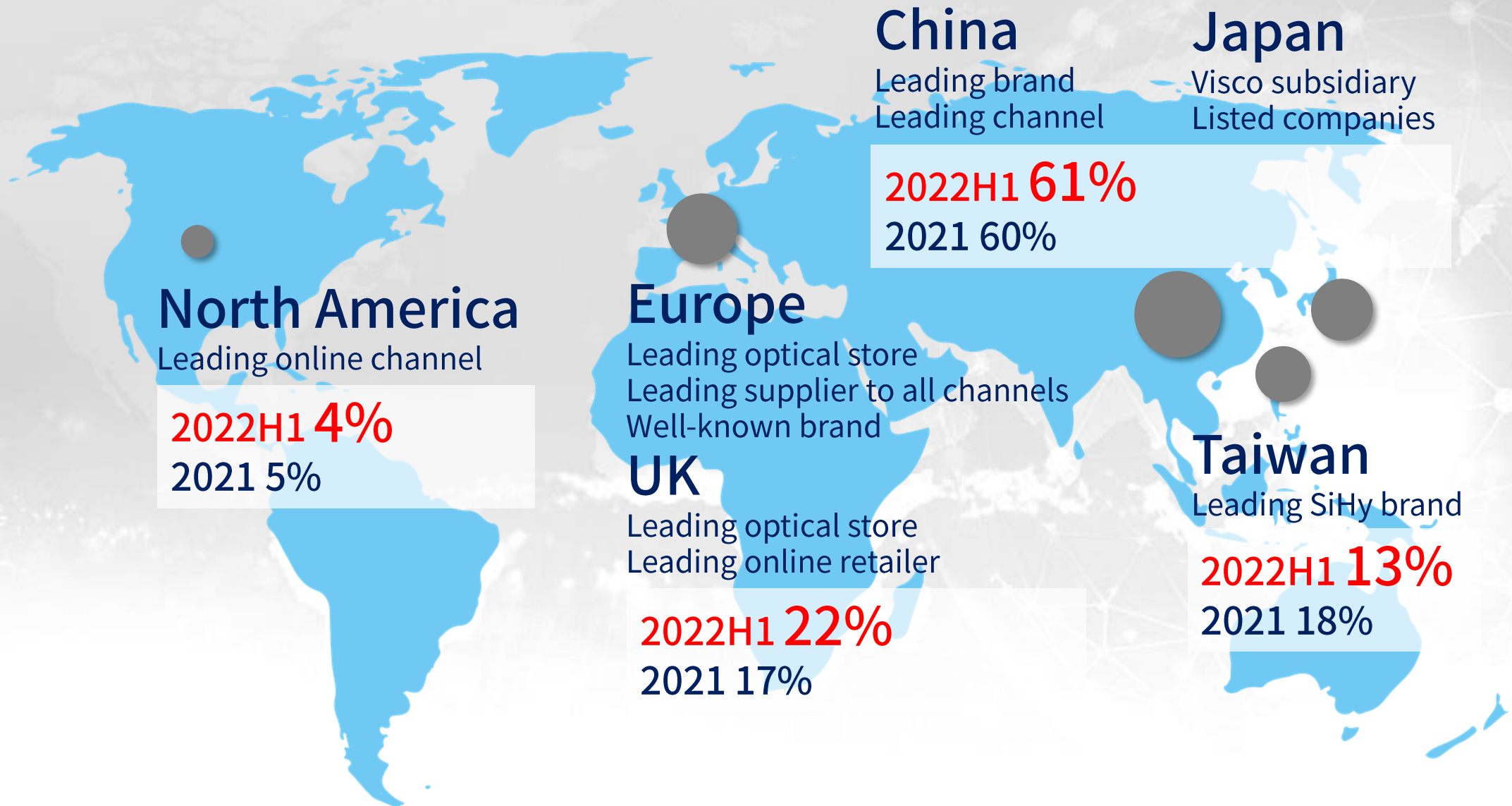


Profitability



	2018	2019	2020	2021	2022 H1
Gross margin	43%	43%	36%	43%	44%
Operating profit margin	22%	17%	11%	21%	26%

Revenue Portfolio



4. Visco Competitiveness

- | Leading position in the industry
- | Competitive advantages and core technologies
- | Global quality system certifications for medical device
- | Global product licenses for medical device

Leading position in the industry



The only SiHy color contact lens manufacturer for private label in the world



The largest SiHy contact lens manufacturer in Asia



*One of the only two SiHy contact lens manufacturers for private label in the world

*:mass production in global markets

Competitive advantage and core technologies

Exclusive SiHy formulation

Exclusive formulation to ensure the lens performance at the leading position

Outstanding surface treatment

Exclusive technologies to improve wettability and extend comfort experience

Professional lens design

Precision optical design for better vision clarity



Global quality system certifications for medical device

Visco complete quality system certifications is not only a promise to customers that the lenses are safe and effective but also a path to bring better customers satisfaction.

Quality system certifications

ISO 13485

MDSAP

US QSR

Japan FMA

Taiwan QSD

Korea KGMP



Clean room in Malaysia

Global product licenses for medical devices



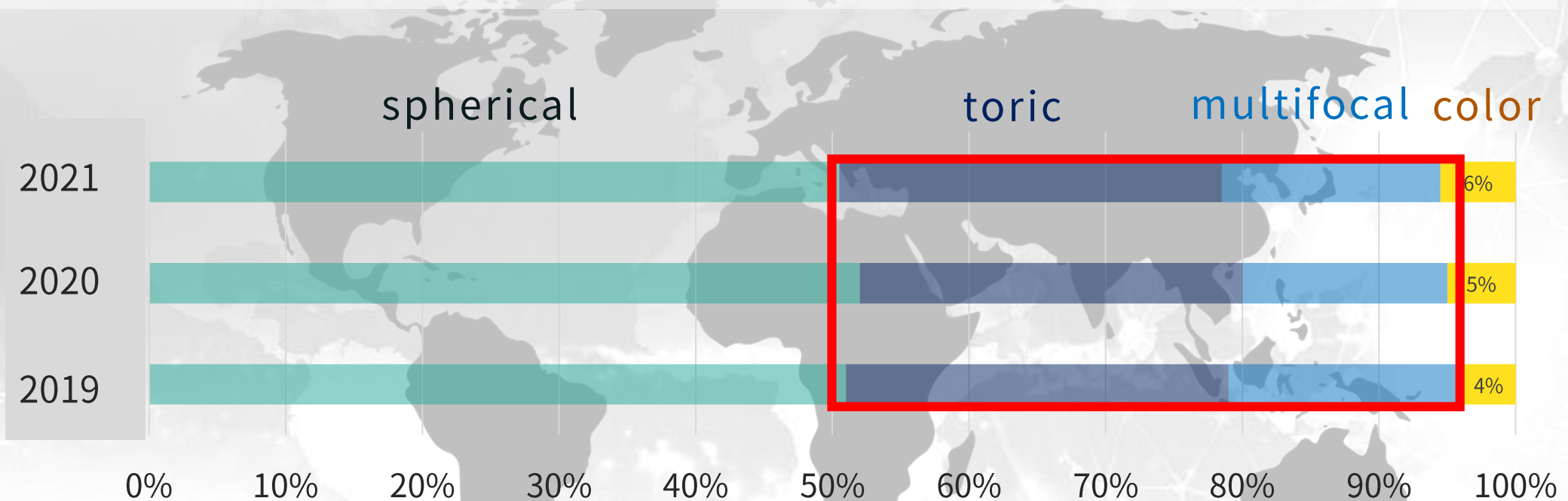
61 Global licenses

5. Next Steps

- | Europe, US, Japan markets: high-end optical products
- | Asian market—SiHy color contact lens

New products-the high-end optical products that customers are waiting for

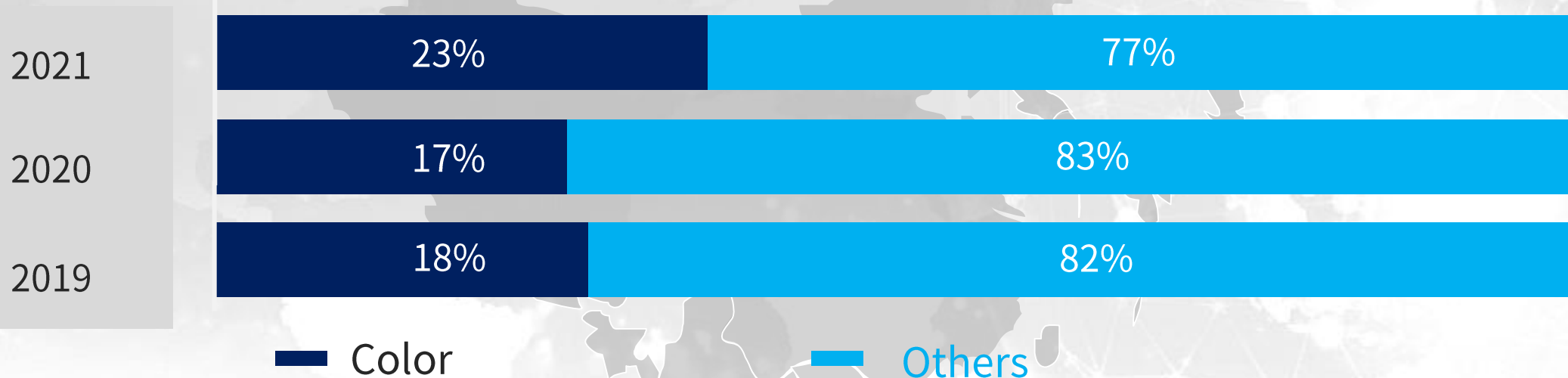
Market share of all types of lenses



Visco multifocal and toric lenses will be available in Europe, US and Japan markets from 2023

The growth of SiHy color contact lens in Asian market could be expected

Visco product portfolio



As the only SiHy color lens manufacturer, Visco will gain more market share

6. Conclusion



Visco(6782), a company worthy of long-term investment



Management team of integrity

focus on business management and the improvement of competitiveness

Good business performance

steady profit model, sustainable growth can be expected

Expansion with cautiousness

investment by corporate vision to maximize synergy

Corporate governance

attention on long-term value for all stakeholders

Thank You!

