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望隼科技股份有限公司

VIZIONFOCUS INC.

With your vision focus and clear



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Company Briefing

Company Name	VIZIONFOCUS INC.
Founded Date	2012.05.10
Headquarter	3F, No66, Youyi Rd., Zhunan Township, Miaoli County, Taiwan
Capital	NT \$ 579M (US \$ 18M)
Chairman/ General Manager	Shiou-Chuang Huang Angus Shih (Ph.D.)
Core business	Soft contact lens research & design, manufacturing, and trading.
Factory	Zhunan Headquarter, Taiwan Zhunan 2 nd Factory, Taiwan Jiangsu Danyang Factory, China
Capacity	52.65M pcs / Month



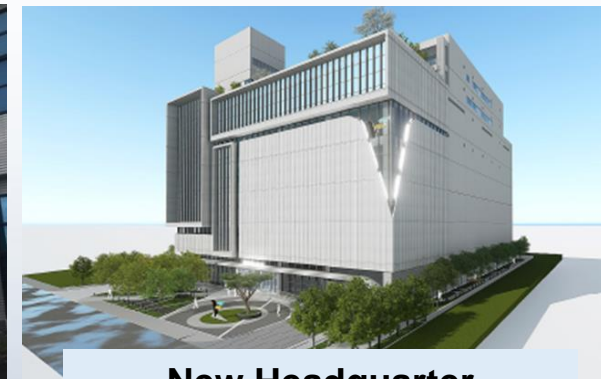
**Headquarter
Zhunan ,Taiwan**



Jiangsu factory, China



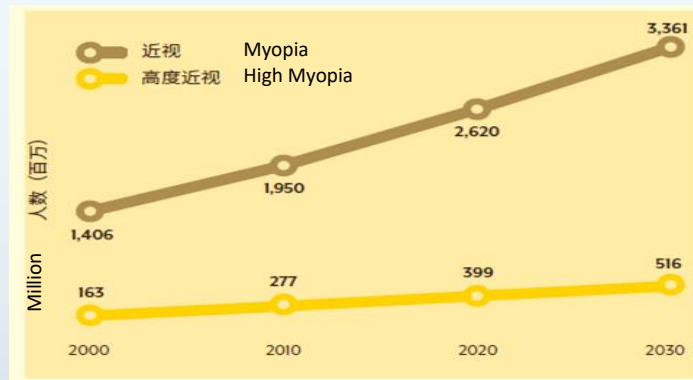
Zhunan 2nd factory, Taiwan



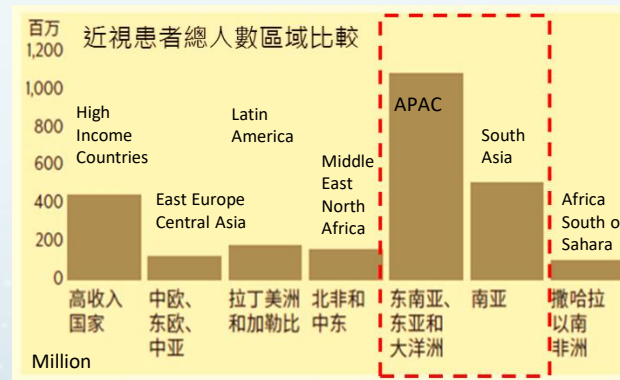
**New Headquarter
Zhunan ,Taiwan (2026)**

Global Market Analysis

- Global market value of contact lens is around US\$ 9.9 billion in 2022. With CAGR at 6.9%, the global market value of contact lens is estimated to be US\$17.4 billion in 2030. Global myopic population is around 3 billion in 2020, and estimated to be 3.8 billion in 2030. Majority of Myopic population is from Asia. Therefore VIZIONFOCUS was more focusing on Asian market in early years of the company.



2000 ~ 2030 Myopic population trend



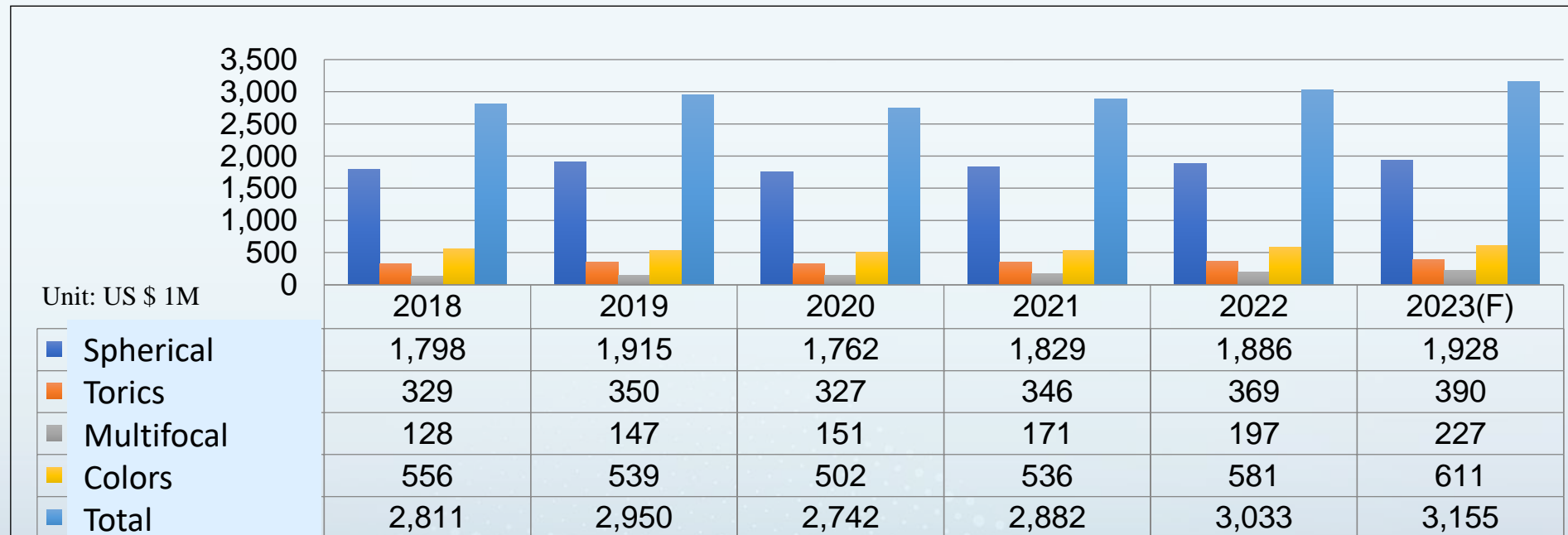
Myopic population by region

Quote from :

1. Contact lens spectrum, accessed on 2022/January
2. Acumen Research and Consulting(2022.09)
3. (WHO) world report on Vision, Y2019

Japan Market Analysis

- Contact lens penetration is certainly high in Japan. With well-developed clinical, professional, and consumer education system, this market also demands specialty products. Spherical @ 62%, Torics @ 12.2%, Multifocal @ 6.5%, and Colors @ 19.2% in 2023.
- At the same time, annual growth rate of Spherical @ 2.2% , Torics @ 6.7%, Multifocal @ 15.2%, and Colors @ 5.2% .
- VIZIONFOCUS will launch Toric, Multifocal, and 2nd Gen. Blue Light Blocking Lens in 2024.



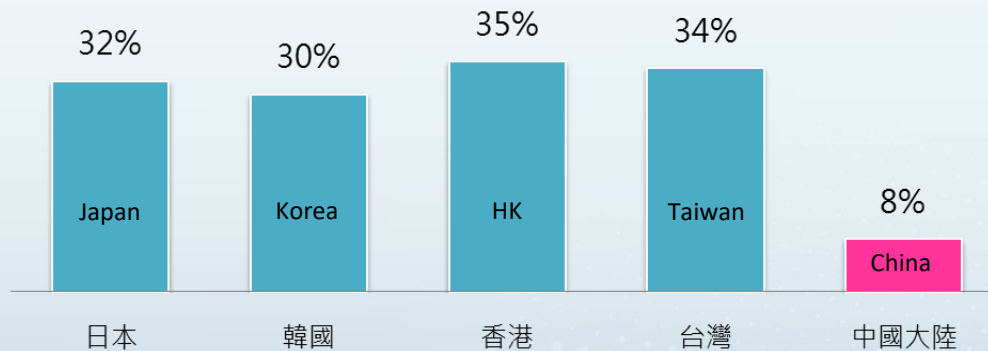
Quote from:
1.Japan Fuji Keizai Contact lens Marketing report _Y2022 summary

China Market Analysis

- Contact lens penetration in China was around 8% in 2020, which was remarkably lower than other East Asian countries. There is great potential here, in terms of contact lens consumer counts.
- During 2018~2023, the CAGR of contact lens total retail market at +12%. In the same period of time, on-line market CAGR at +24.4%, and off-line market CAGR at -6.9% .
- VIZIONFOCUS China locally supplies the rapidly growing demand. With NO import tax, with NO cross-border logistics.....

Contact lens penetration in East Asian Countries (2020)

東亞各地區隱形眼鏡滲透率比對情況(2020年)



Contact lens retail market value in China (Unit: CNY 1B)

On line Off line



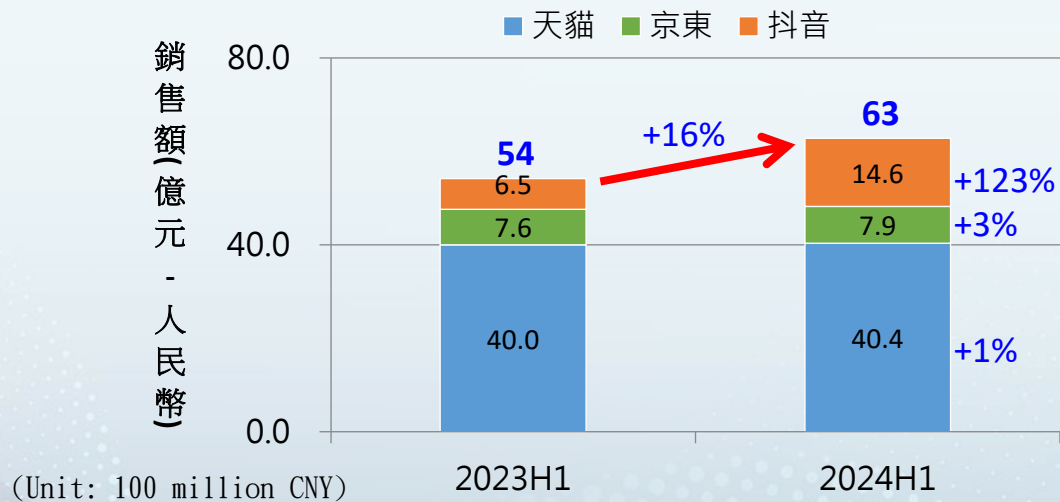
Quote from :

1. GFK 2020
2. Business report by Sigo,2023.01

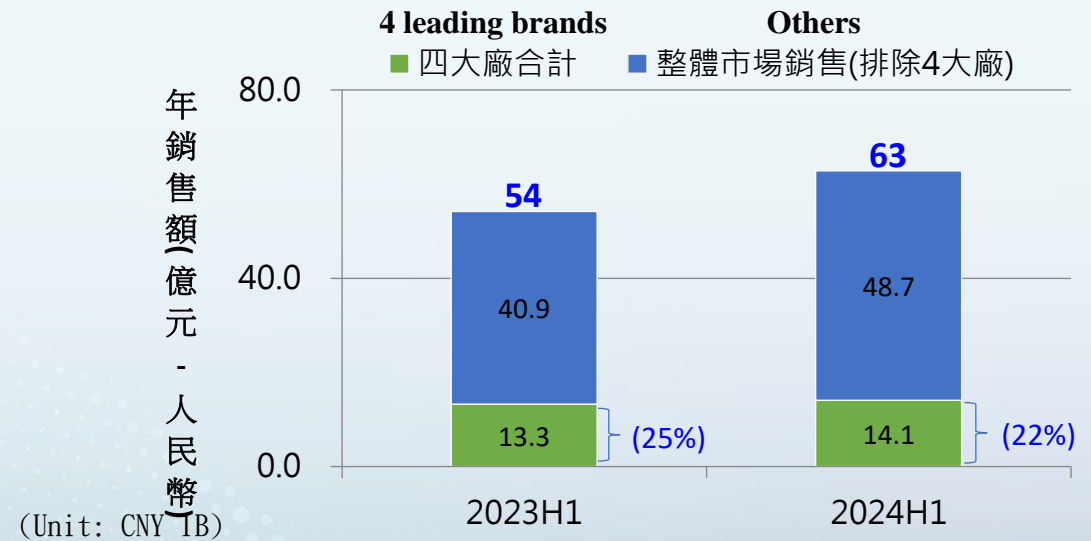
China Market Analysis

- E-commerce platforms, T-mall/JD.com/Tik-Tok/PDD, drive the growth rapidly. The former 3 with 16% YoY in 2024H1, while Tik-Tok at 123% .
- PDD, an cost-oriented platform, springs up during economic downturn in 2024. The market share of conventional cosmetics (mostly from 2nd tier brands) rebounds, which affects the share of 1st tier brands (focus more on 1-Day or short-replacement modality).
- The 4 leading brands, Johnson & Johnson, Coopervision, ALCON, and B+L's share in former 3 E-commerce platforms declines from 25% in 2023H1 to 22% in 2024H1. Domestic brands are taking shares from 4 leading brands.

Market Share of Major E-commerce platforms.
(T-mall 、 JD.com 、 Tik-Tok)



Market Share of the 4 leading vs. local brands.



Quote from :

1. Business report by Sigo, 2023

Revenue Composition & Trend



China Market 60%

2023 YOY +46%
2024 H1 YOY + 55%

Japan Market 36%

2023 YOY +30%
2024 H1 YOY +27%

Taiwan Market 4%



USA Market



Product Certificates

- Product Approval: Totally 56 product approvals in Taiwan 、China 、Japan 、EU and US. 20 is coming.
- Quality System Approval: ISO13485, Taiwan QMS, Japan QMS, China GB, FDA.

Europe Market



China Market



Japan Market

1

Taiwan Market



USA Market

2

Product Road Map

Moist Retaining Materials

- HPMC+PEG
- PVP
- MPC

Performance



- Amber
- Gray Green

Hydrogel



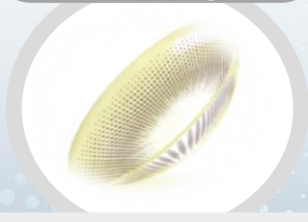
Tinted / Colored

Tinted Silicone Hydrogel



- DK/t 100
- Surface Treatment

Blue Light Blocking



Tinted / Colored

Moist Retaining Materials

- B12+HA (Pink Tinted)
- Menthol

Specialty Hydrogel



Toric, Multi-Focal

2nd Generation Blue Light Blocking



Tinted / Colored

Colored Silicone Hydrogel



DK/t 100
Surface Treatment

Specialty Silicone Hydrogel



Toric, Multi-Focal

Specialty 2nd Gen BLB



Toric

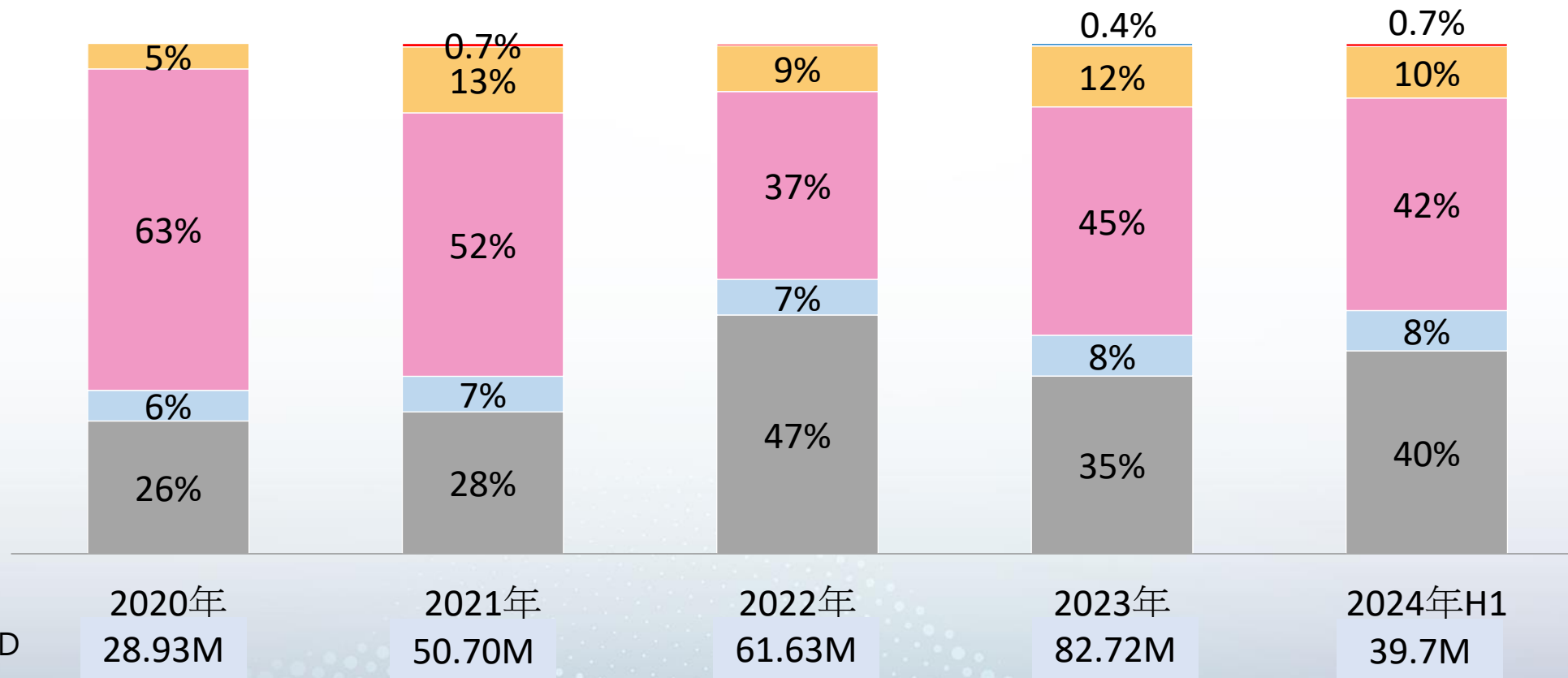
Past ~

2024

2025

Revenue Composition by product

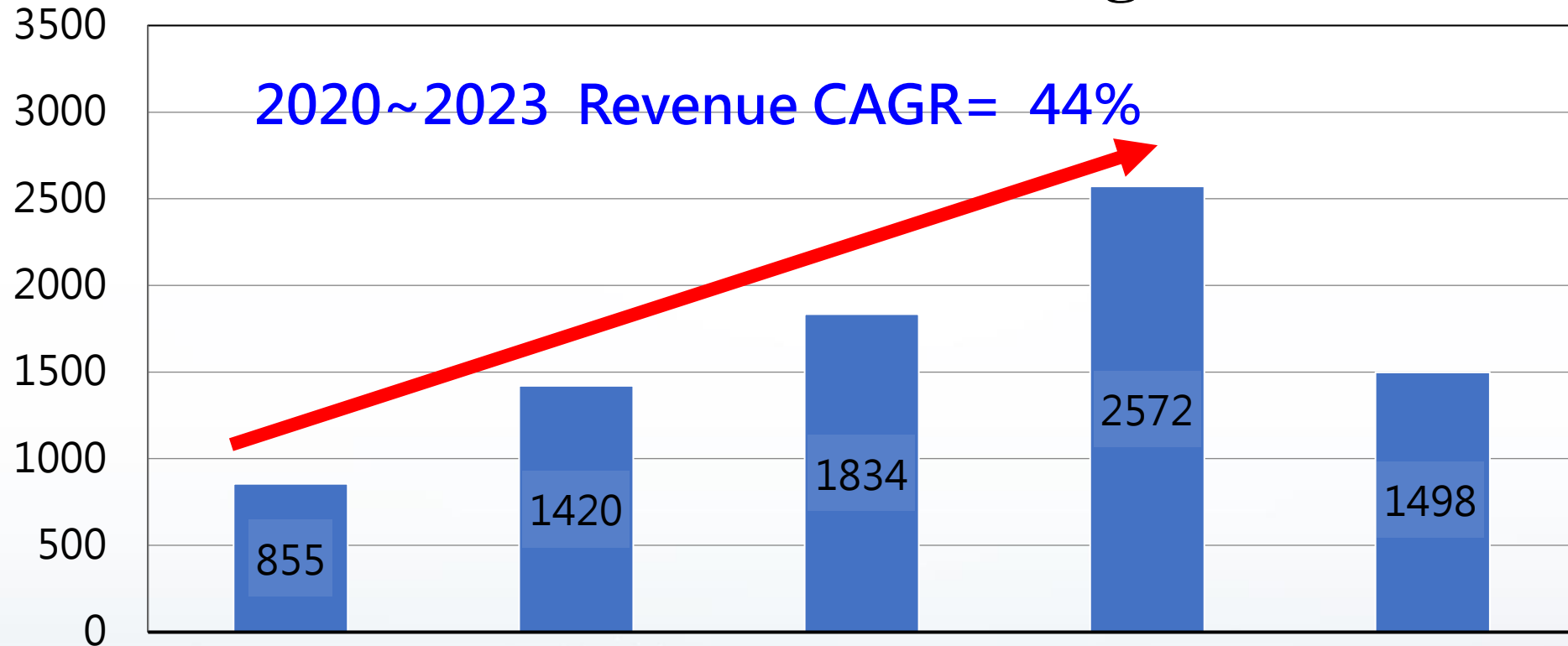
■ 一般透片 Tint
 ■ 濾藍光-透片 BLB Tint
 ■ 一般美瞳片 Color
 ■ 濾藍光-美瞳片 BLB Color
 ■ 功能型鏡片 Specialty
 ■ 矽水膠鏡片 Silicone Hydrogel



Remark :

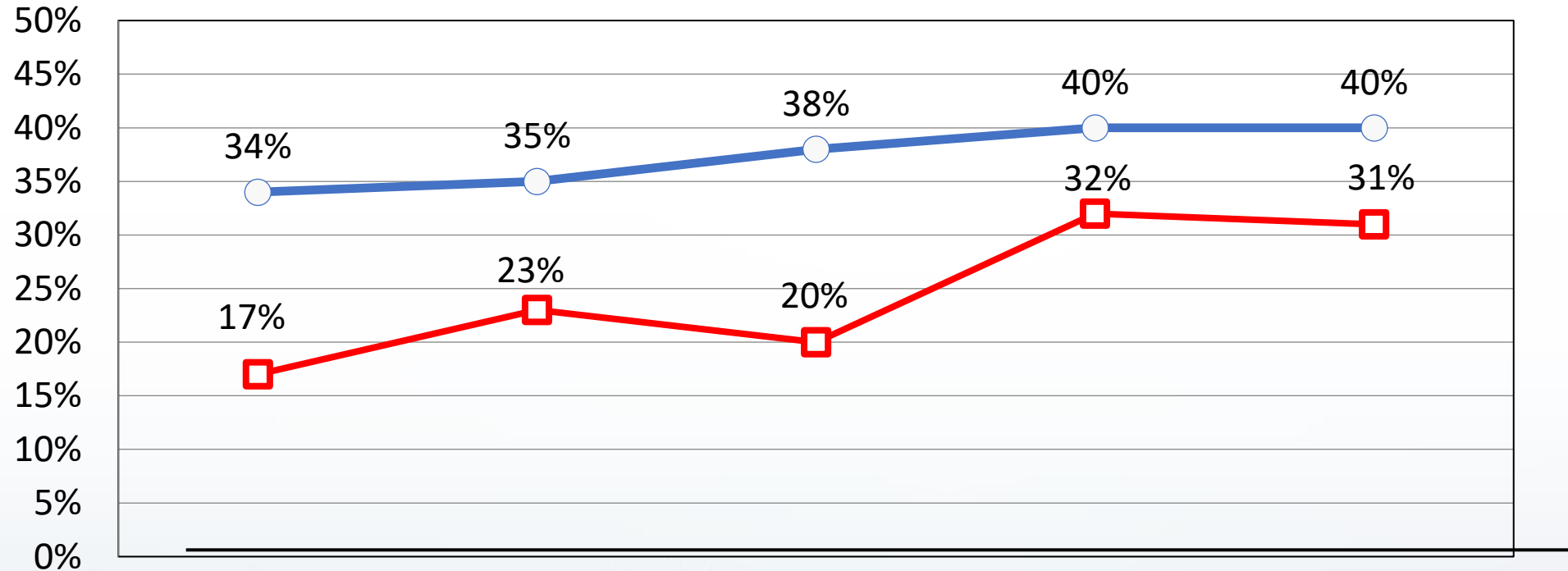
- 2024 Jan-May YoY +49%

Operational Result: Continuous Growing Revenue & EPS



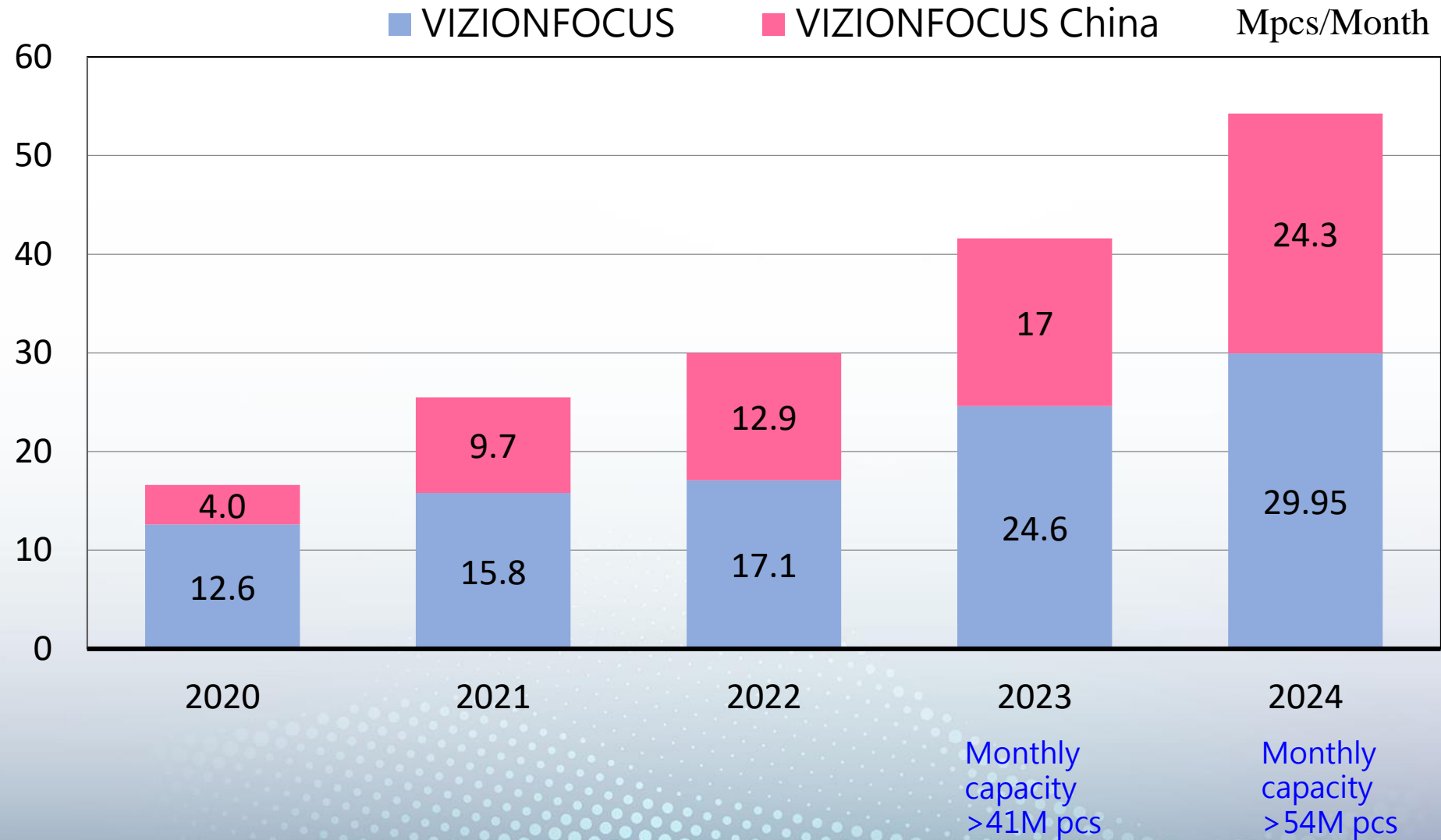
x USD 1M	2020	2021	2022	2023	2024H1
Net Revenue	855	1420	1834	2572	1498
Revenue YOY	46%	66%	29%	40%	41%
EPS	2.94	4.64	6.02	10.77	6.41

Operational Results: Continuous Growing Profitability



	2020	2021	2022	2023	2024H1	2023H1
Gross Profit Margin	34%	35%	38%	40%	40%	37%
Net Profit Margin	17%	23%	20%	32%	31%	29%

Production Capacity



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Thank you!

