

The logo for Laster Tech Co., Ltd. is a stylized 'L' composed of a grey square and a yellow square. The background of the central panel features a dark blue gradient with a glowing red, pixelated graphic of a car's rear end.

LASTER TECH CO., LTD.

www.lastertech.com 2017.04.07





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Company Profile

- Since : 1999, Aug-27th
- Capital : NTD 682.840 M
- CEO : Mei -Shiu , Liu
- Major Products : LED Automotive Lighting 、 LED General Lighting etc.
- HQ : New Taipei City, Taiwan. Employee: 51.
- Factories : Shanghai, China , Employee:900
DG, China , Employee:400
Others , Employee:14
- Date of Listing : 2016/12/19



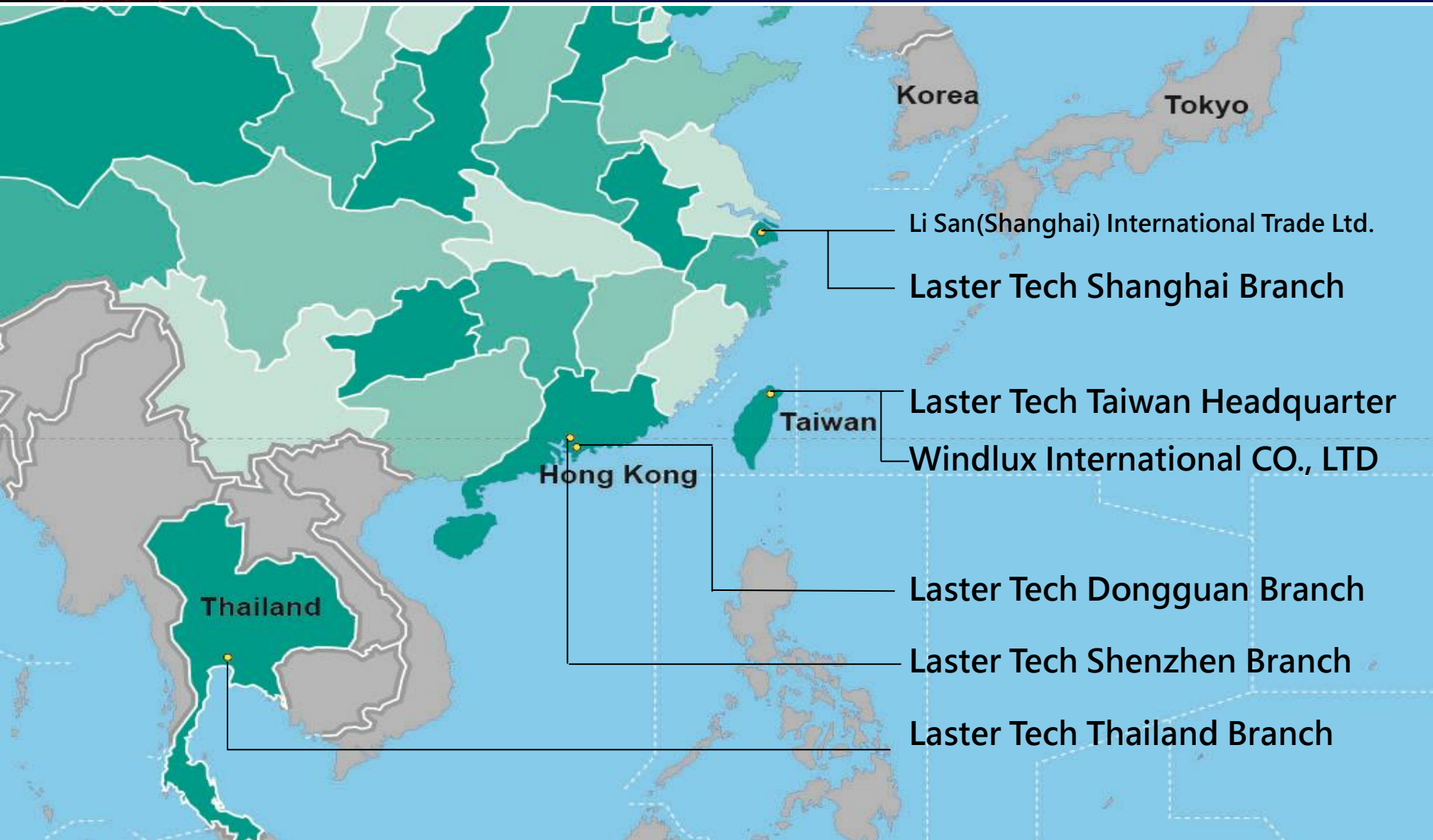


History

- 2016年 IPO on TSE.
- FY 2015 Obtain OLSA certificate and sales order to manufacture BENZ auto lighting.
- FY 2012 Laster went public and registered in emerging market.
- FY 2008 Laster (Shanghai) was established to develop auto lighting LED module and became car factory supplier.
- FY 2005 Laster Zhonghe factory was established to engage in manufacturing and sales of auto lighting.
- 2002年 1. Act as Osram' s LED series products agent.
2. Laster (Donguan) was established to engage in LED package test.
- FY 2001 Act as Lumileds Lighting (Philips) TS chips Asia main agent.
- FY 1999 Laster Tech Co, LTD. was established in 1999 and engaged in LED sales.



Locations



All Subsidiary are 100% owned by Lastertech



麗清科技股份有限公司



Products



LED Automotive Lighting

We provide
service with
Vertical integration



LED Chip Products



LED General Lighting





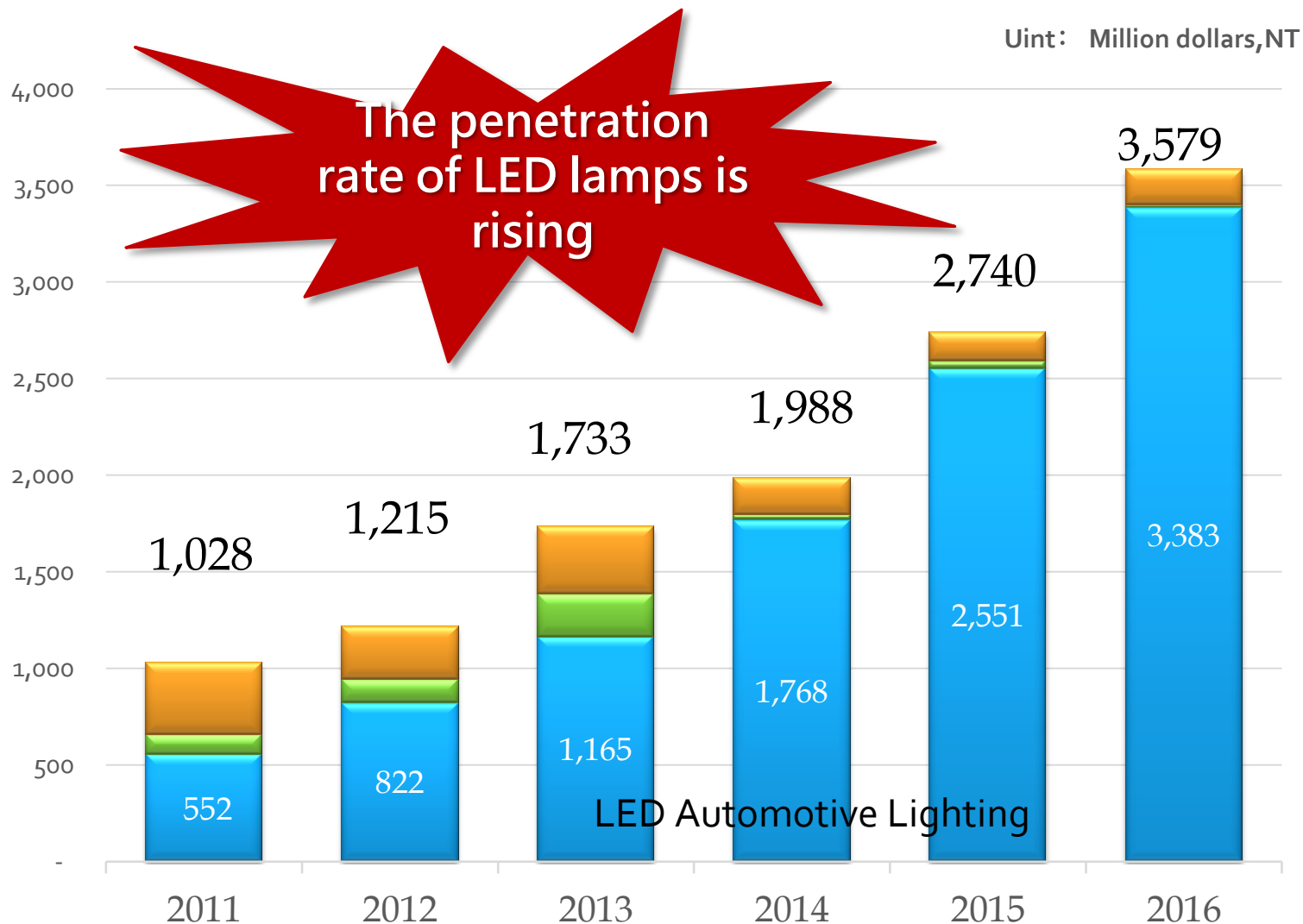
Financials-Income Statements

Units : Thousand dollars ; % ; NT

	2013	2014	2015	2016
Gross Sales	1,733,730	1,987,643	2,740,041	3,585,383
Cost of Goods Sold	1,387,653	1,545,225	2,287,898	2,871,556
Gross Profit	346,077	442,418	452,143	713,827
Gross Margin(%)	20.00%	22.30%	16.50%	19.91%
Operating Expense	274,722	319,714	362,596	441,342
Operating Profit	71,355	122,704	89,547	272,485
Operating Margin(%)	4.10%	6.20%	3.30%	7.60%
Non-Operating Income (Expense)	35,752	4,538	(5,025)	(24,203)
Income Tax	(33,728)	(48,358)	(14,180)	39,125
Net Income	73,379	78,884	70,342	209,157
EPS (NTD)	1.46	1.43	1.27	3.45



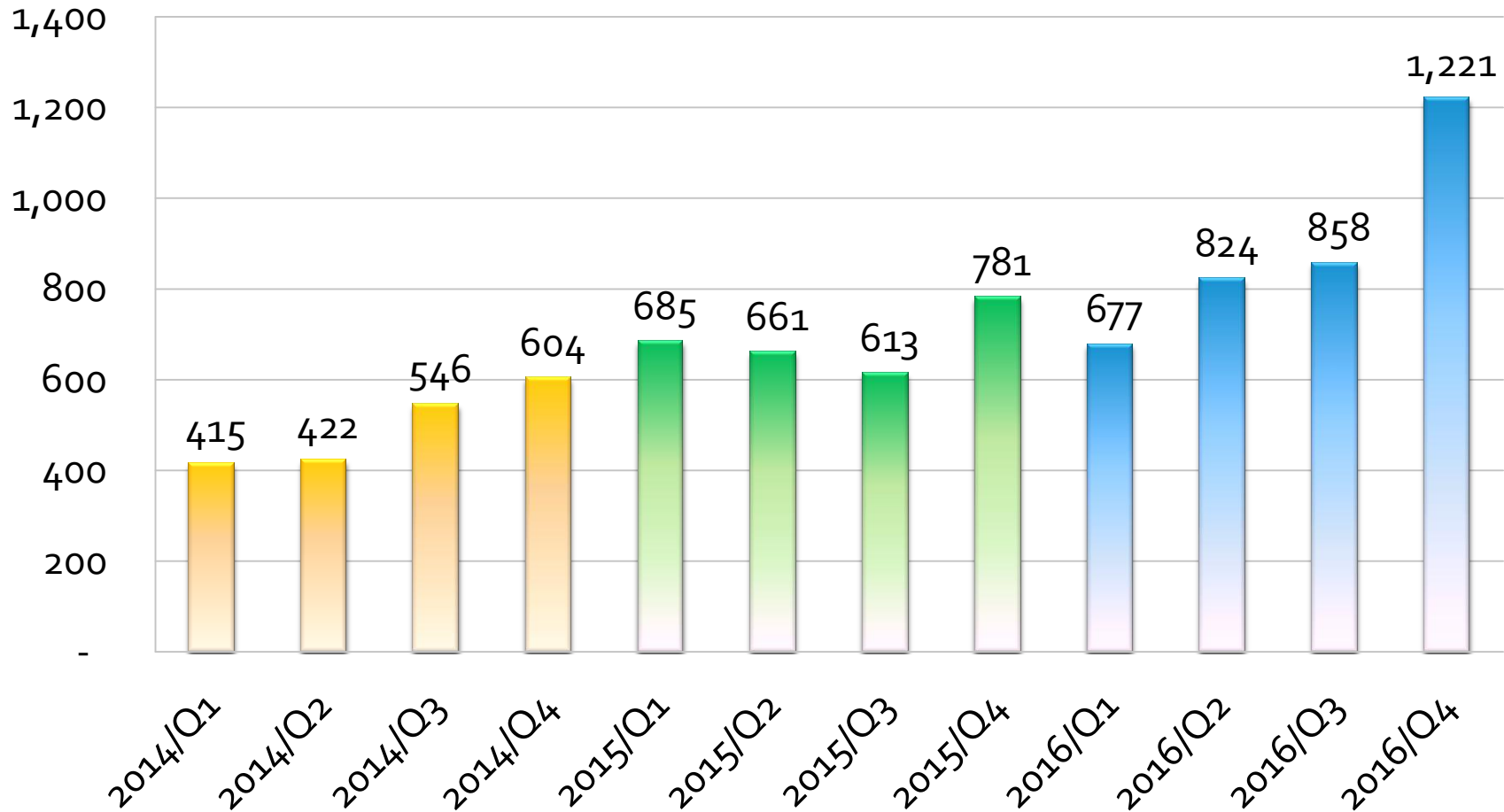
Financials



Financials

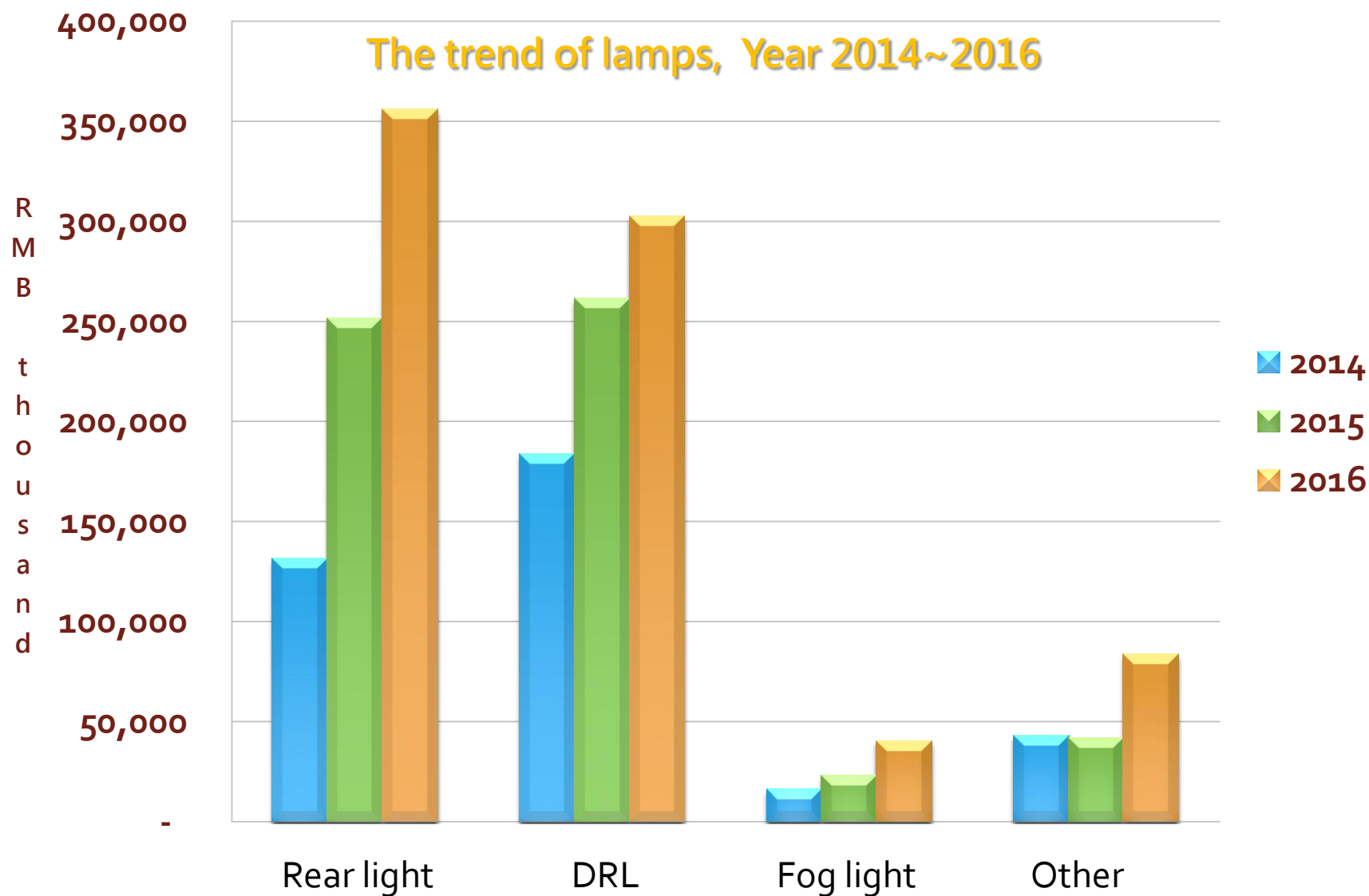
Y2014-Y2016 Quarterly Revenue

Units : Million dollars: NT





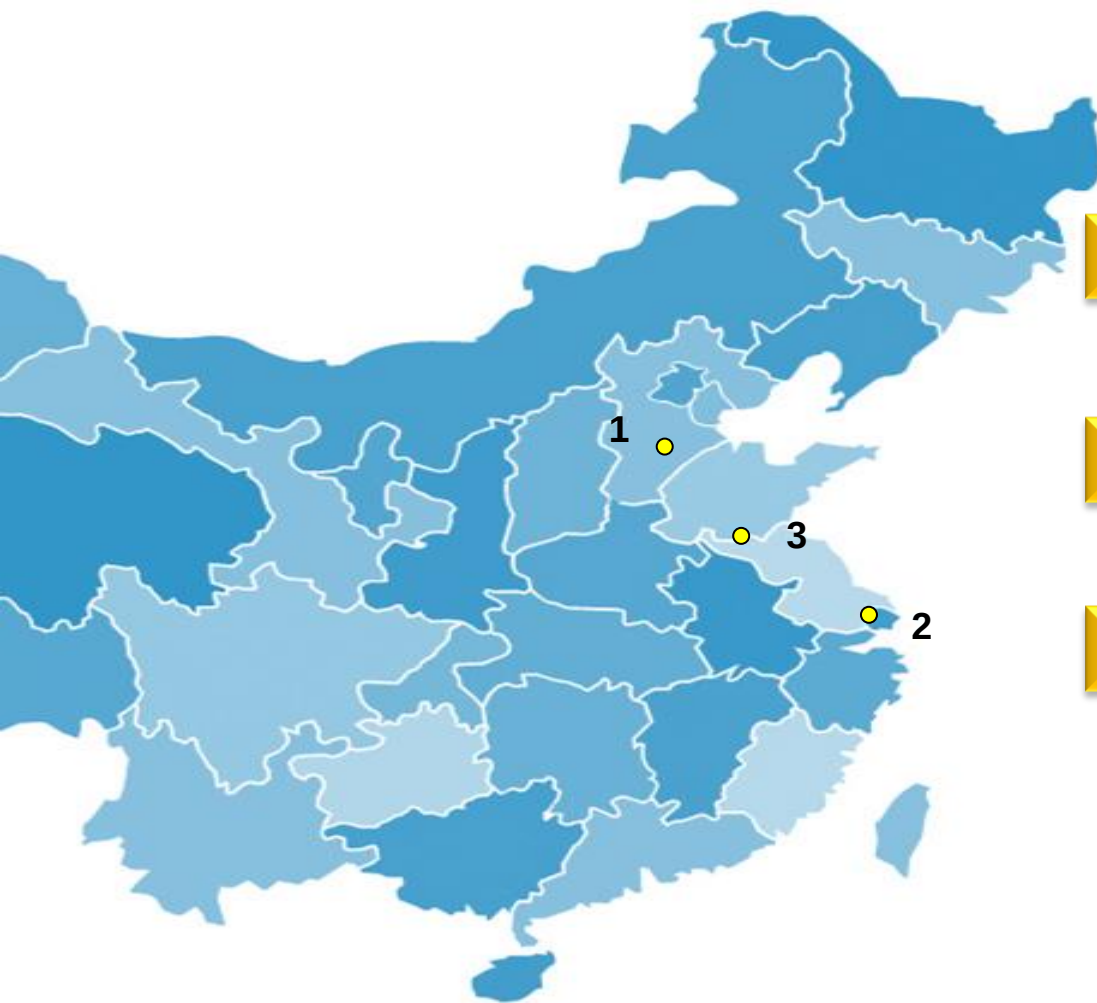
Financials





LED Auto lighting-Customers & Markets

Major customers(Y2016 Auto Revenue Share%)



1. Great Wall(36%)

2. S.Kioto(18%)

3. Varroc TYC Auto Lamps (8%)



LED Auto lighting Industry

LED- LasterTech



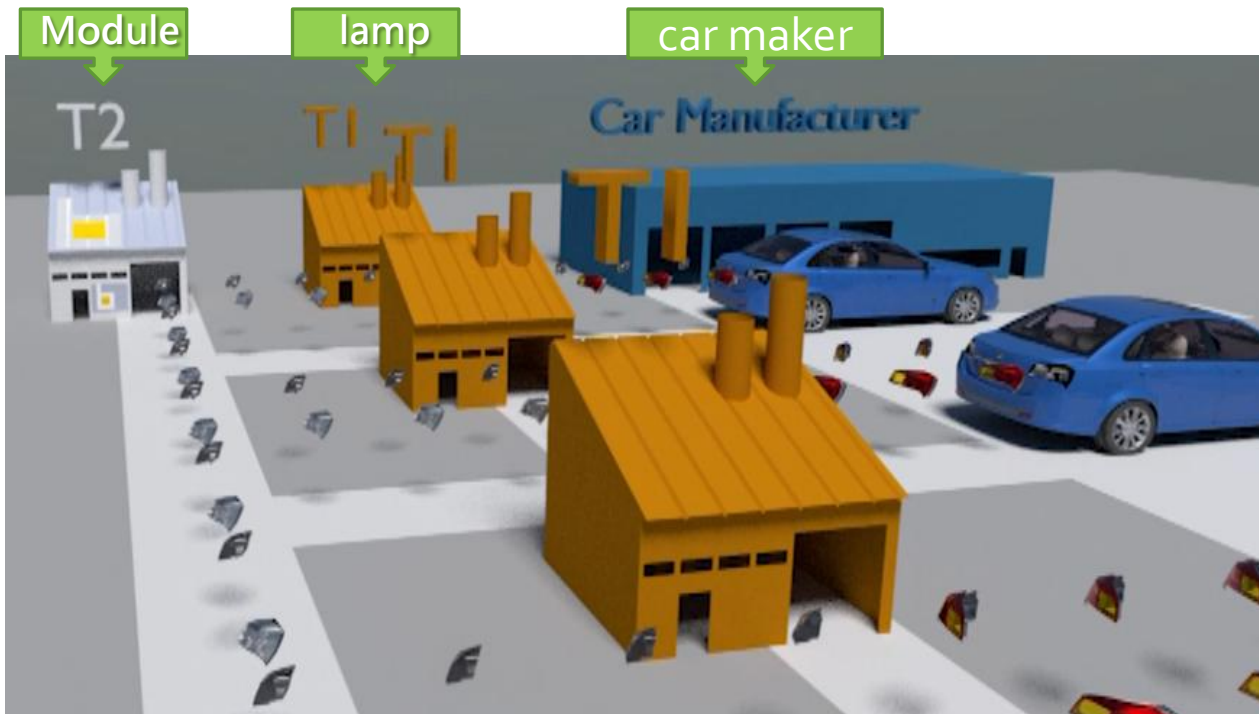
Tier 1

Great Wall (Car maker)

Tier 2

Tier 1

LED Lamp- S.kioto → Car maker



Y2016 China Vehicle Sales Market

Unit: ten thousand

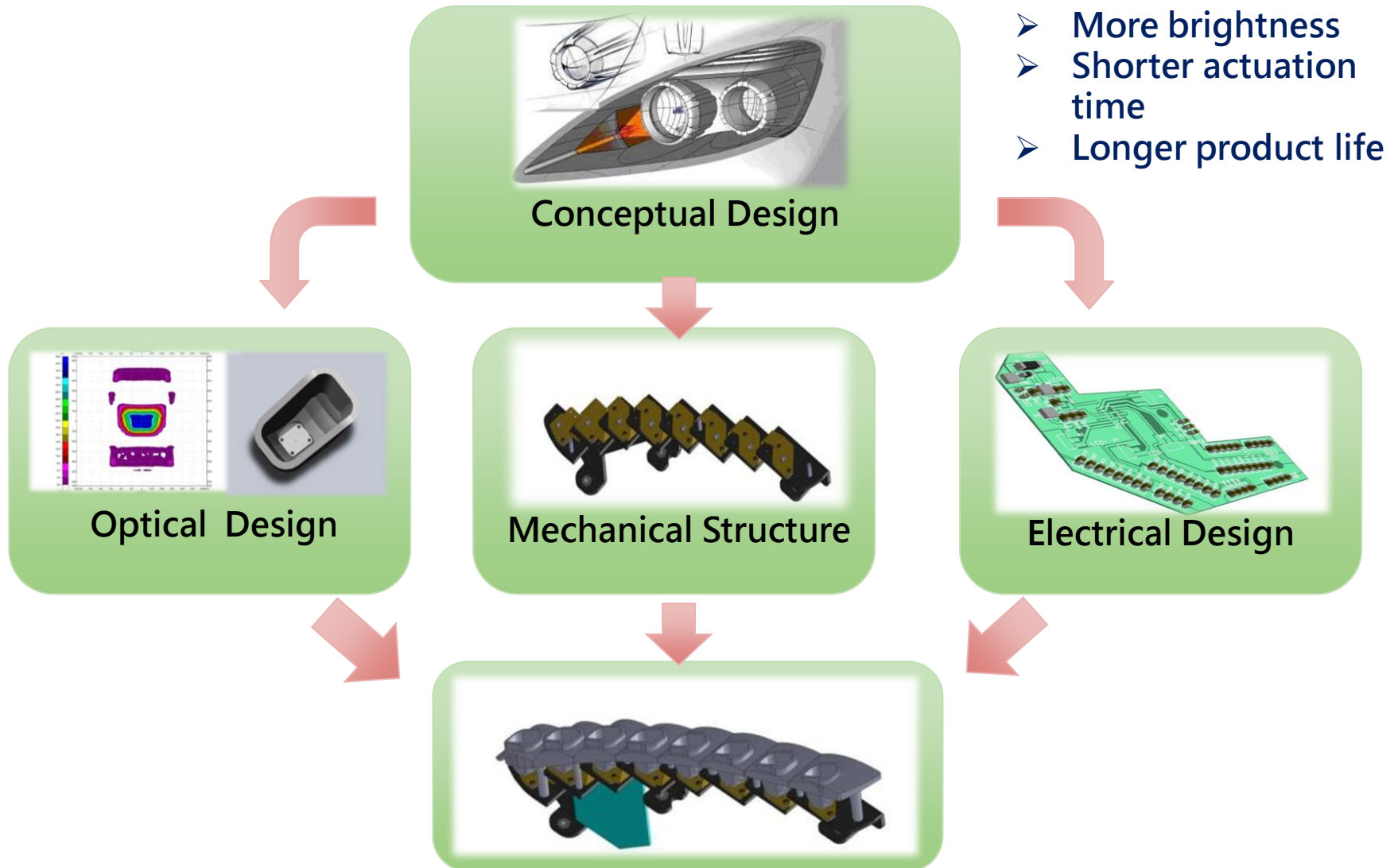
No.	Manufacturers	Y2016	Y2015	Y2016	Y2015	Laster
		Sales	Sales	Shares	Shares	Supply
1	SAIC VOLKSWAGEN	200.02	180.56	7.14%	7.34%	Y
2	SAIC-GM	188.00	172.50	6.71%	7.01%	Y
3	SGMW	187.82	179.76	6.70%	7.31%	Y
4	FAW-VOLKSWAGEN	187.24	165.02	6.70%	6.71%	Y
5	CHANGAN	121.96	111.33	4.35%	4.53%	Y
6	Beijing Hyundai	114.20	106.28	4.07%	4.32%	N
7	Dong feng NISSAN	111.79	102.61	3.99%	4.17%	Y
8	Great Wall	96.89	↑ 75.32	3.46%	3.06%	Y
9	Ford	94.38	86.87	3.37%	3.53%	Y
10	GEELY AUTO	79.92	↑ 71.07	2.85%	2.06%	Y
Top 10 Total		1,382.22	1,251.32	49.32%	50.87%	

Y2017/1 China SUV Sales Market

Unit: ten thousand

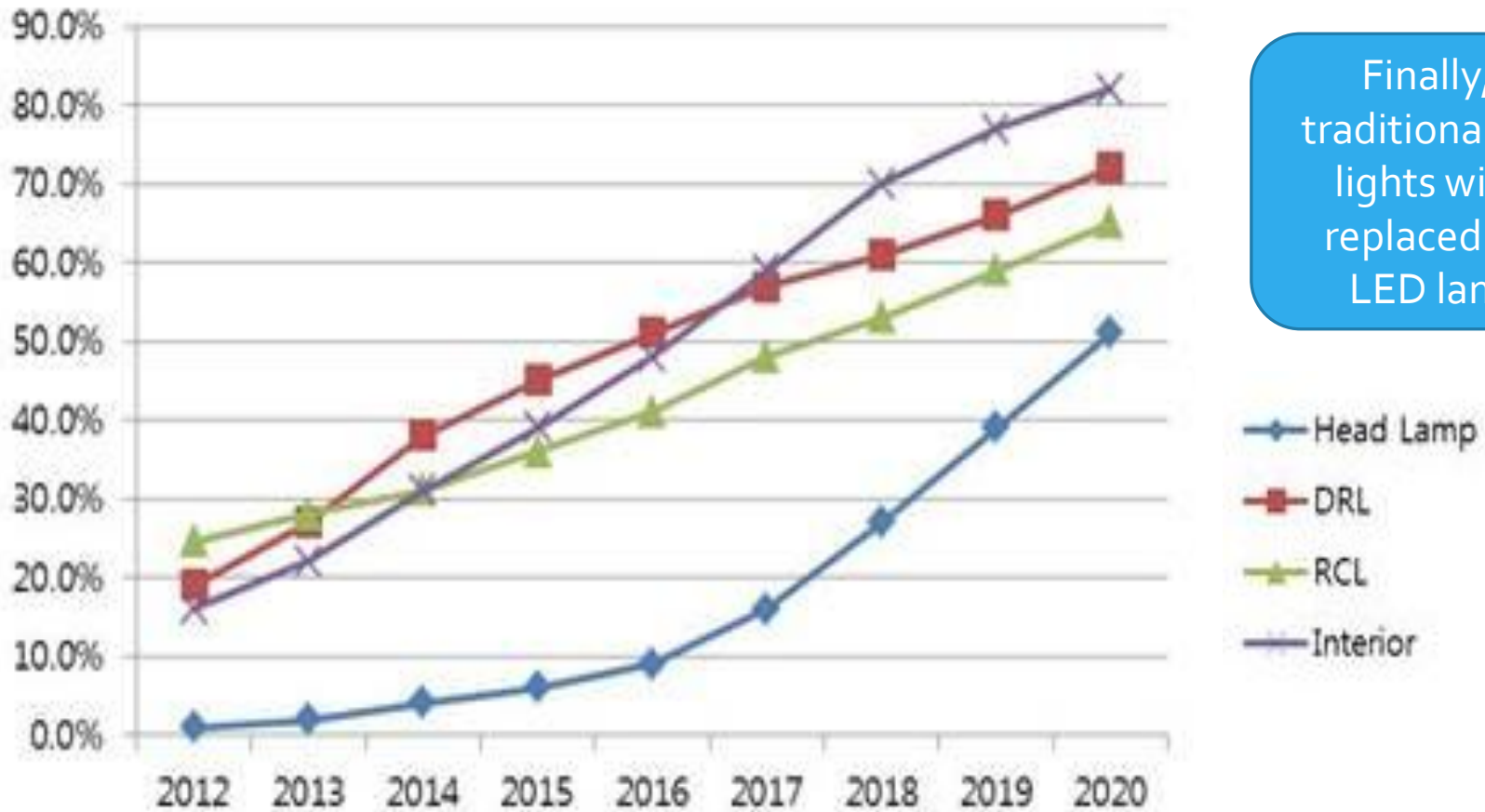
Manufacturers	Brand	Models	Y2017/1	Y2016/12	Y2016	Lastest Supply
Great Wall	HAVAL	H6	45,993	80,495	580,683	Y
GAC Motor	GAC	GS4	34,870	21,629	326,906	
SAIC-GM	BUICK	ENVISION	30,658	31,749	275,383	
SGMW	寶駿	寶駿560	27,007	32,008	321,555	
CHANGAN	CHANGAN	CS75	26,492	20,156	209,353	Y
Great Wall	HAVAL	H2	24,917	35,284	196,926	Y
SAIC VOLKSWAGEN	VW	Tiguan	23,538	24,960	240,510	
GEELY AUTO	GEELY	吉利博越	20,147	20,377	109,209	
SAIC MOTOR	榮威	RX5	20,008	24,778	90,033	Y
CHANGAN	CHANGAN	CS35	18,444	11,565	172,712	Y

LED Auto lighting products design flow



LED Auto lighting Marketing Trend

LED car lights marketing penetration(2012-2020)



Finally, all traditional lamp lights will be replaced with LED lamps



Vision



Photo link from
<http://www.philips.co.uk/c/car-lamps/14238/cat/>





Vision



Photo link from
<http://www.philips.co.uk/c/car-lamps/14238/cat/>



Marketing Trend: Penetration

Exterior parts will be equipped for led lights

Helogen & HID



LED head & DRL



LED rear light



LED brake light

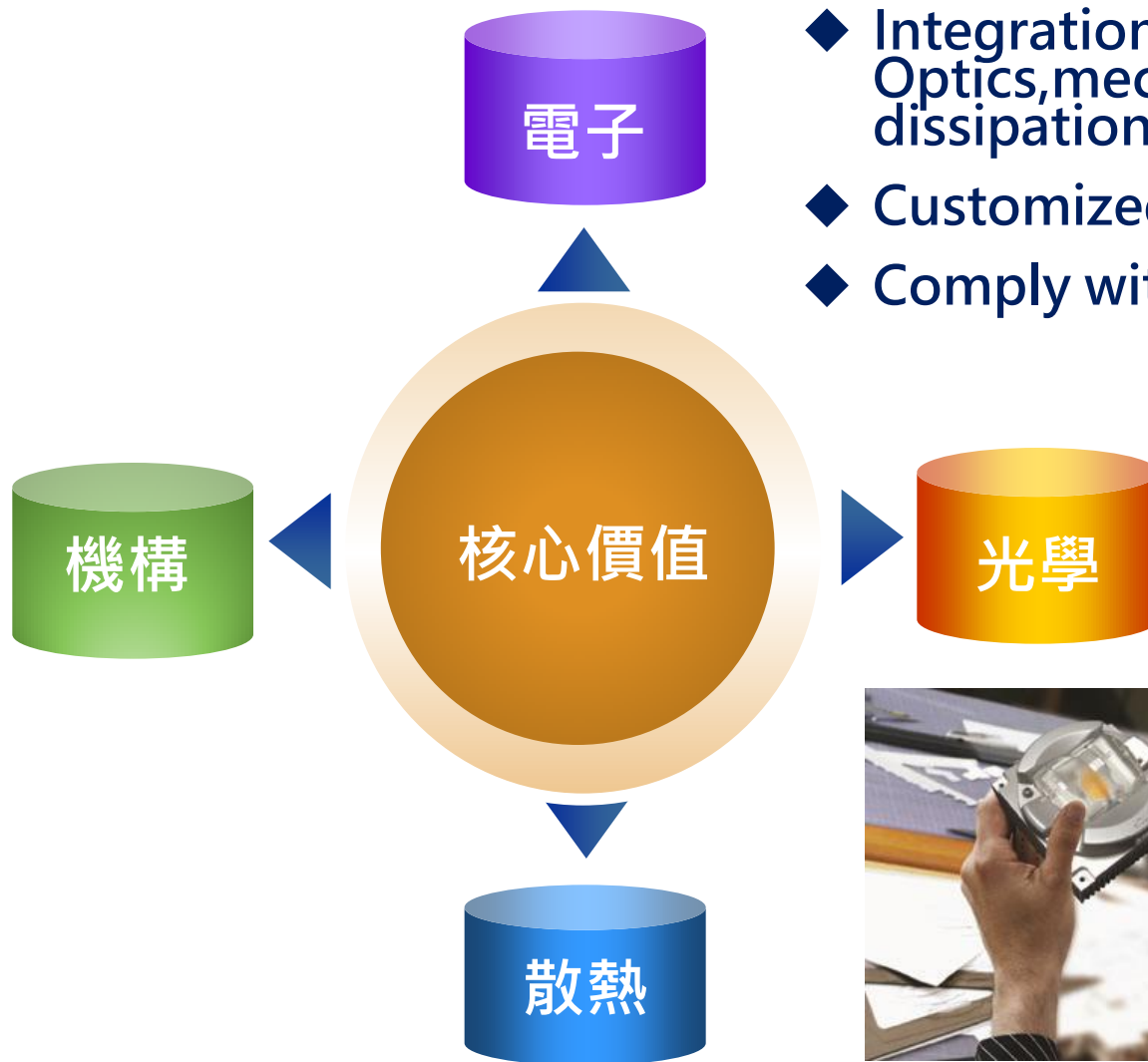


LED lamp module ASP will rasing on each car

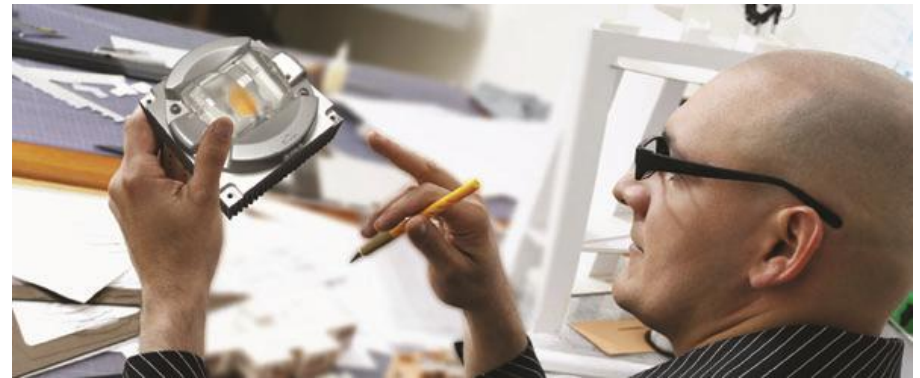
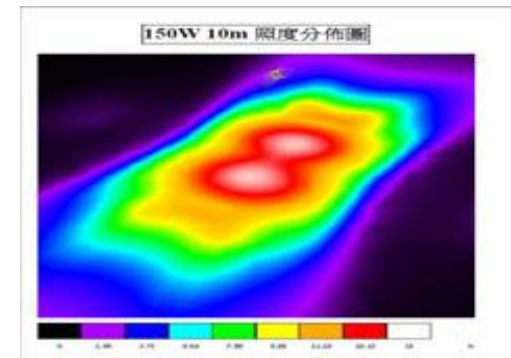




R&D Core Values



- ◆ Integration design service with Optics,mechanism,heat dissipation,electronic
- ◆ Customized
- ◆ Comply with regulations





Vision- LED Head Lamp

Advantage

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





ODM/OEM Customers





Successful cases

GM

2014 Lacrosse RCL



GL8 RCL



Excelle 2008 RCL



GM Lacrosse 2009

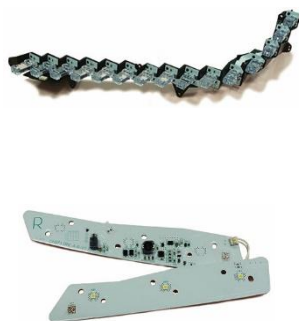




Successful cases

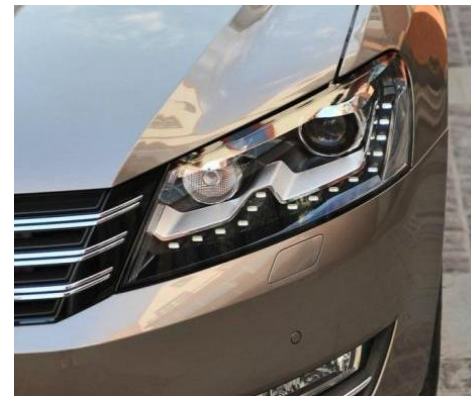
GREAT WALL

Haval H2 FP/FT DRL



Volkswagen

2012 Passat DRL



Haval H6 DRL



2016 Magotan RCL



Successful cases

HONDA

VezeI RCL



TOYOTA

Corolla HEV DRL



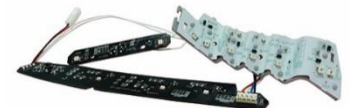
Chang'an

CS75 RCL HID



Qoros

CS75 RCL HID



Successful cases

Jaguar XF Headlamp



Mercedes Benz ClassA RCL





END
Thank you
Q & A
www.lastertech.com



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LASTER TECH CO., LTD.