

# DUKSAN NEOLUX

Investor Relations 2019

The 1st INNO-Creator via Unlimited Challenge

# Disclaimer

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This material contains forward looking statements that are subject to variety of uncertainties and risk factors. This includes world economy followed by trends together with market strategy, business plans and future investment plans. Duksan Holdings can give no assurance that its expectations will be attained due to these environmental changes.

Company's actual performance may change due to unexpected factors. These factors include deepened economic stagnation, decrease in customer demand, customer churn, price cut pressure, projects and equipment investments.

Financial information included in this material is prepared for investor's convenience which has not been qualified by the auditor. Note that changes to actual results could be made after the audit.

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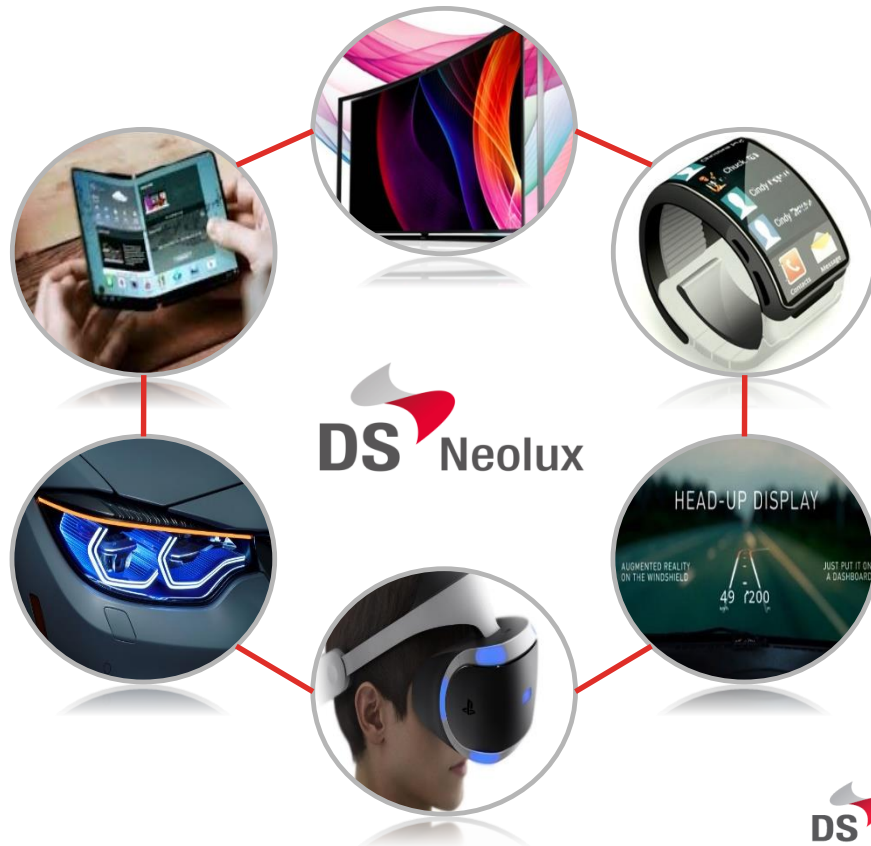
# 01. COMPANY IDENTITY

Handling organic material, key material in OLED industry

Leading OLED material provider

Vision

Self-developed high-efficiency, **low-voltage** and **long-lasting** OLED organic material



Vision

**The First INNO-Creator  
via Unlimited Challenge**

Core  
Values

- Technical Excellence
- Customer Surprise
- Social Contribution
- People First

Business  
Policies

- Sympathy, Responsibility
- Confidence, Technology
- Process

# 02. COMPANY OUTLINE

<b>Name of Company</b>	<b>Duksan Neolux co., Ltd.</b>	<b>Business Field</b>	Manufacture and sale of OLED organic materials
<b>CEO</b>	Joonho Lee, Soohun Lee	<b>Employee</b>	167 (2019.03.31)
<b>Capital</b>	4,802 million	<b>Business Site</b>	21-32, Ssukgol-gil, Ipjang-myeon, Seobuk-gu, Cheonan-si, Chungcheongnam-do, Korea
<b>Listed on KOSDAQ</b>	2015. 02. 06.	<b>Website</b>	www.dsnl.co.kr

## Chairman



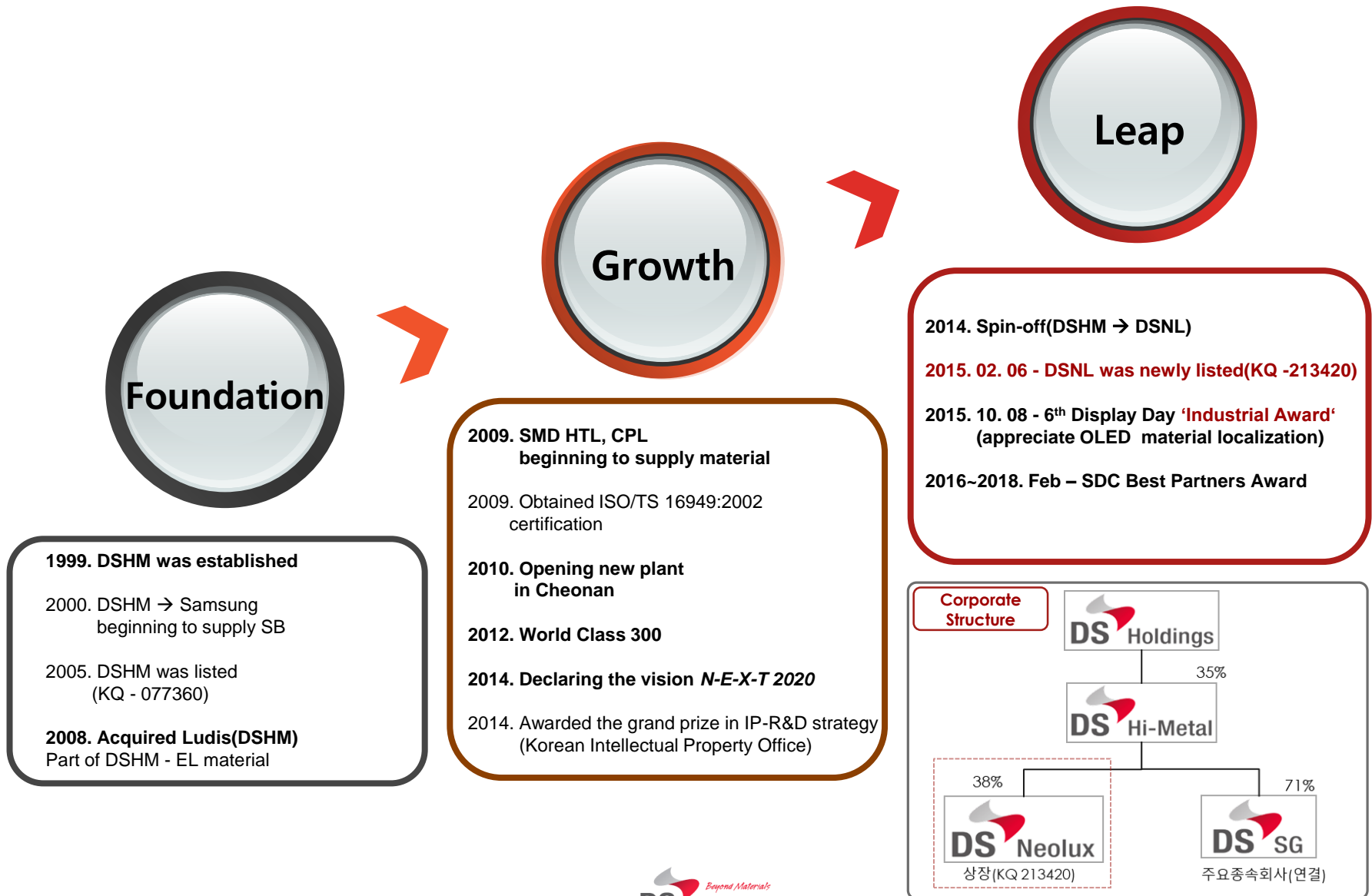
### Joonho LEE

- Bachelor in economics at Busan National Univ.
- (former) Working at HYUNDAI Heavy Industries, HYUNDAI Precision&Ind.co.
- Founding DS Industrial(1982)
- Founding DS Hi-Metal(1999)
- (current) DS Hi-Metal CEO
- (current) DS Neolux CEO
- (current) DS Holdings CEO
- **(current) Chairman of DS Group**

## Executives

Position	Name	Career
Chief Executive Officer	Soohun LEE	<ul style="list-style-type: none"> <li>▪ Master in international studies at Korea Univ.</li> <li>▪ (former) Dongbu Electronics</li> </ul>
Chief Technical Officer	Sunggi KANG	<ul style="list-style-type: none"> <li>▪ Doctor in electronic material engineering at Sungkyunkwan Univ.</li> <li>▪ (former) Samsung SMD</li> </ul>
Chief Marketing Officer	Steven HWANG	<ul style="list-style-type: none"> <li>▪ B.A. Economics at Univ. of California</li> <li>▪ (former) Samsung Semiconductor</li> </ul>

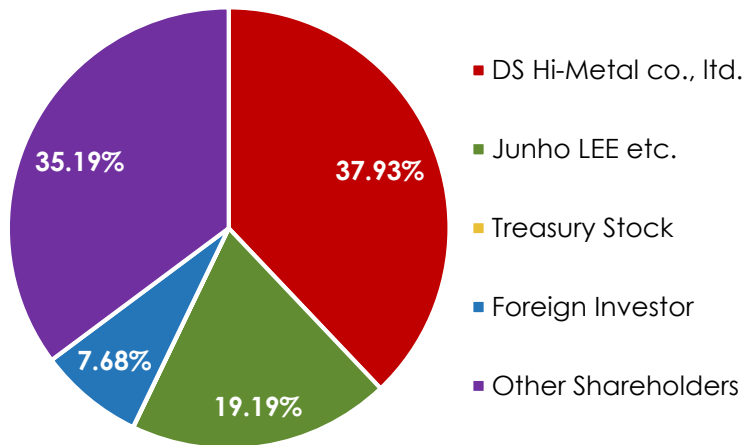
# 03. COMPANY HISTORY



# 04. SHAREHOLDER INFORMATION

## Shareholder

※ 2018. 12. 31



※ Total No. of Outstanding shares : 24,010,012 shares

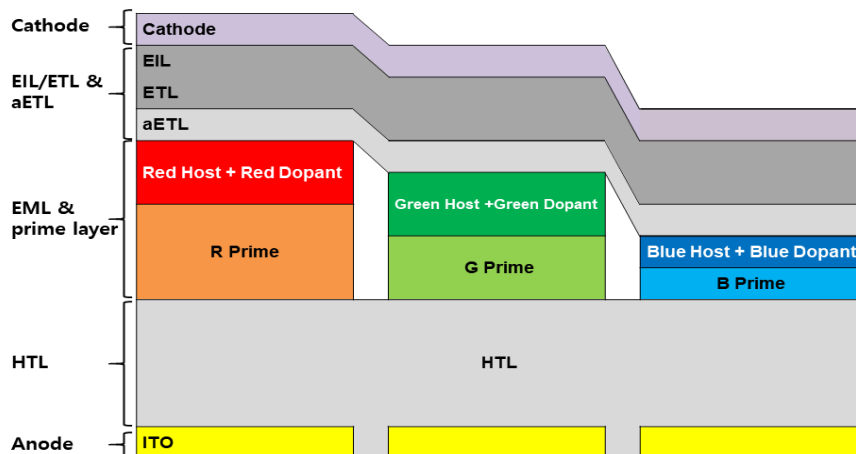
## Shareholder Info

No. of shares that could be issued	50,000,000 shares		
Shareholders	No. of shares	Stake	
DS Hi-Metal co., Ltd.	9,105,856	37.93%	DS Hi-Metal co., Ltd.
Junho LEE etc.	4,607,524	19.19%	Joonho Lee etc. (Joonho Lee : 17.21%)
Treasury Stock	5,528	0.02%	Treasury Stock
Foreign Investor	1,842,931	7.68%	
Other Shareholders	8,448,173	35.19%	
<b>Total</b>	<b>24,010,012</b>	<b>100%</b>	

# 05. PRODUCTS AND COMPETITIVENESS

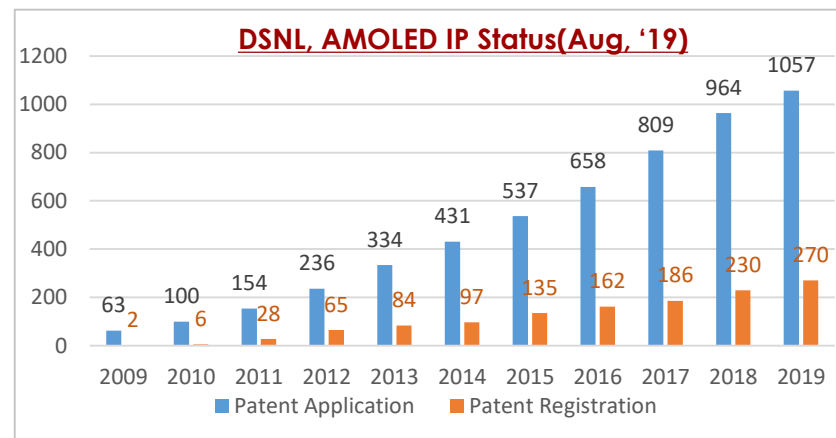
## Manufacture, sale and R&D of OLED organic material

### AMOLED Structure(RGB Type)



출처 : IHS/미래에셋대우증권

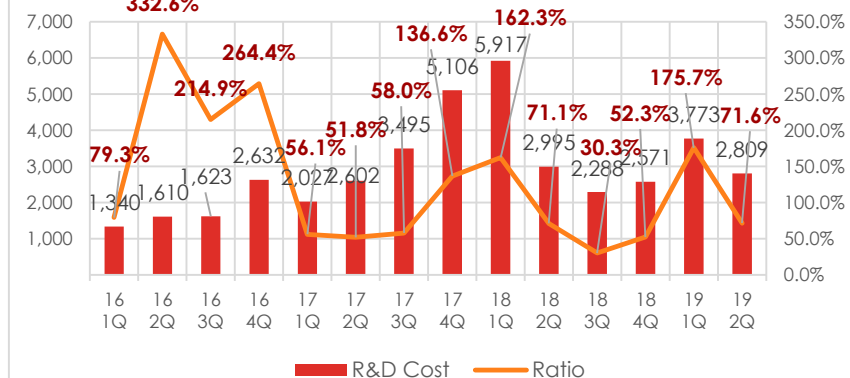
### R & D



### DSNL Products

Categories	Competitors	Our Company	M/S
HTL	1~2	MP	Top1
Red Host	1	MP	Top1
Red Prime	1	MP	Top1
Green Prime	1	MP	Top1

### R&D COST(Cost/OP %)



• Total Products : HTL(CPL), Red Host, Green Host, R,G,B Prime, ETL



# 06. MANUFACTURING FACILITIES

Enough facilities to respond to OLED's demand increase

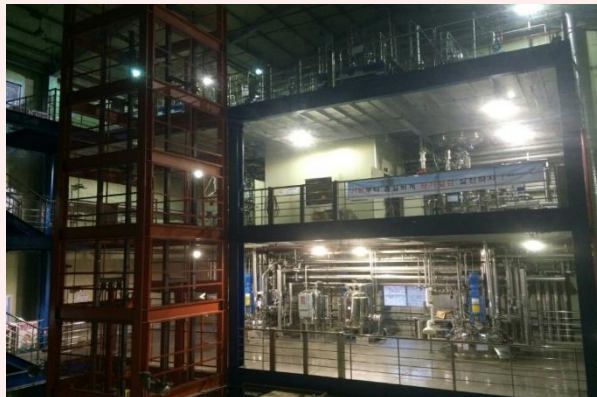
2019.06.30

## Synthesis Facilities (3ton/Mon)

▪ 300ℓ



▪ 3000ℓ



## Purification Facilities (1.7ton/Mon)

▪ Sublimation



# 07. MANUFACTURING PROCESS

**Design, synthesize, and purify OLED material for mass production**

**Key patents at synthesis and comparative quality of control**

## Manufacturing Process

➤ Build a On-Time Delivery system

### Synthesis



#### In-Line Manufacture System

- Prevent impurities mixed
- Maintain equal synthesis condition
- Promptly respond to Needs

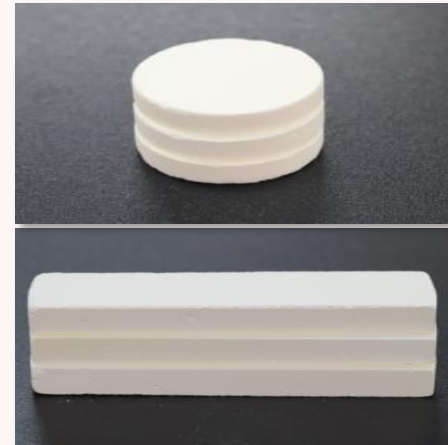
### Purification



#### High purity Sublimatorm

- Clean Zone(Class10,000)
- Largest Global Capacity

### Molding



#### Coin & Stick

- Clean Zone(Class1,000)
- Exclusively have stick shaped modeling technique in Korea
- High productivity and quality

# 08. GROWTH STRATEGY

## Growth Strategy

### Diversifying Portfolio

#### Looking to expand new business

- Prepare for the rapidly changing business environment
- Create a synergy effect with existing business

### Entering new market

#### Customer Expansion

- Secure new customers through reinforcing sales and marketing
- Invest in R&D for new products and lead the market

### Expanding Market Leadership

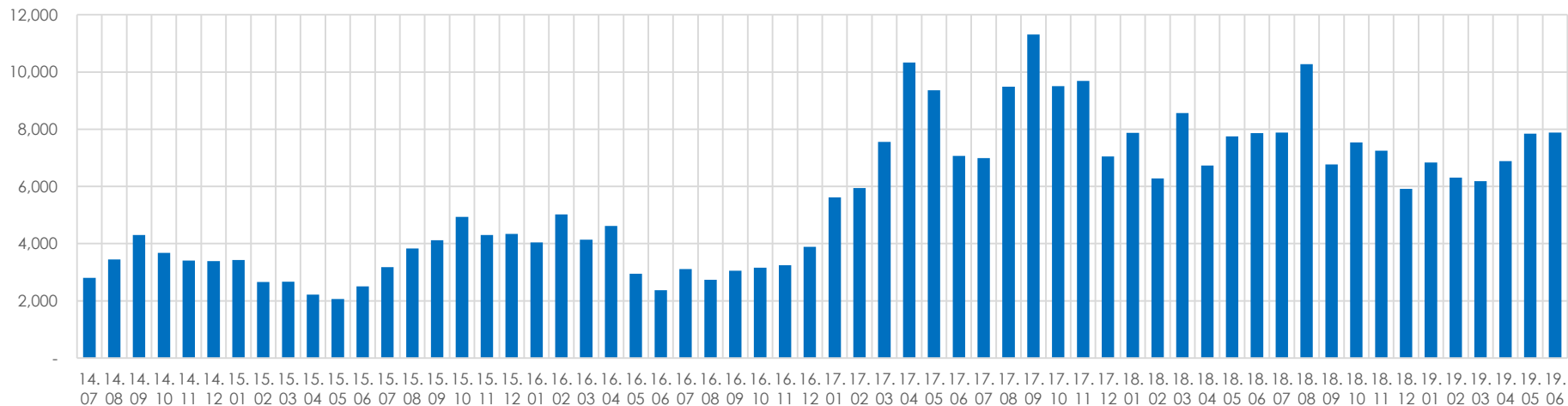
#### Consolidate the 1st position in domestic market

- Maximizing sales and operating profit through outstanding marketing strategies and securing technologies
- Expand long term supply contracts

# 09. MONTHLY/QUARTERLY RESULTS

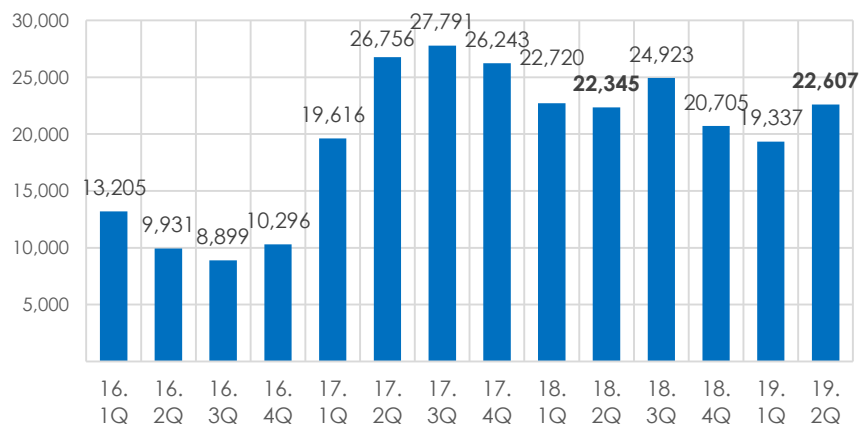
## Monthly Sales(Seasonality)

KRWmn



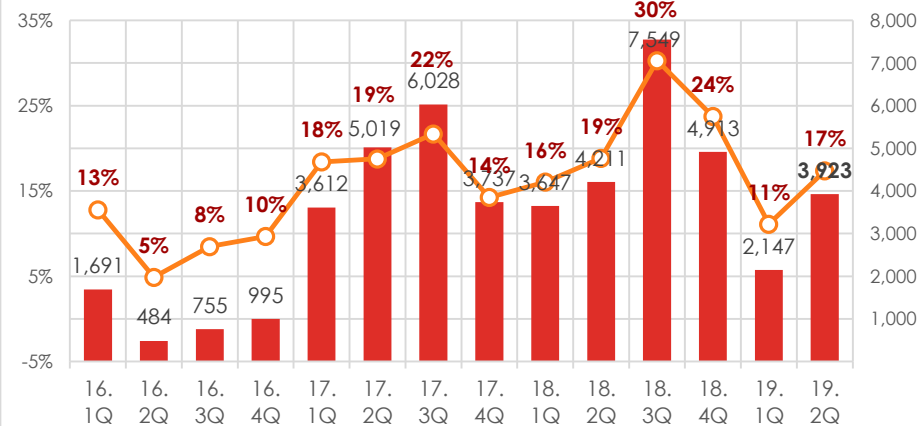
## Quarterly Sales

KRWmn



## Quarterly OP(M)

KRWmn



# 10. FINANCIAL

## QoQ/YoY

KRWmn

	2019 2Q	QoQ	2019 1Q	2018 2Q	YoY
Revenue (COGS)	22,607 (70%)	17%	19,337 (74%)	22,345 (70%)	1%
GP (GPM)	6,780 (30%)	33%	5,087 (26%)	6,773 (30%)	0%
SG&A	2,857 (13%)	-3%	2,937 (15%)	2,562 (11%)	11%
OP (OPM)	3,923 (17%)	83%	2,150 (11%)	4,211 (19%)	-7%
Non-operating Income(Loss)	-127 (-1%)	TR	116 (1%)	55 (0%)	-332%
Income before TAX	3,796 (17%)	68%	2,265 (12%)	4,266 (19%)	-11%

## Condensed Balance Sheet

KRWmn

	2019. 06. 30	2018. 12. 31	2017. 12. 31	2016. 12. 31
[Current Assets]	73,867	72,142	76,721	52,396
[Non-Current Assets]	91,019	88,181	72,524	65,740
Total Assets	164,886	160,323	149,245	118,136
[Current Liabilities]	11,320	13,682	19,614	5,919
[Non-Current Liabilities]	6,702	5,695	7,149	3,688
Total Liabilities	18,022	19,377	26,763	9,607
[Capital Stock]	4,802	4,802	4,802	2,402
[Additional Paid-in Capital]	93,775	93,775	93,775	96,208
[Other Capital Categories]	311	311	311	3,326
[Retained Earnings]	47,976	42,058	23,594	6,593
Total Capital	146,864	140,946	122,482	108,528
Total Liabilities and Capital	164,886	160,323	149,245	118,136

# Thank you!

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