

# DUKSAN NEOLUX

Investor Relations 2020

The 1st INNO-Creator via Unlimited Challenge

# Disclaimer

All data corresponding to the period of 4Q 2019 is based on K-IFRS, participated in the preparation by Duksan Holdings to provide information for investors and transmission, copying or distribution of this material is prohibited.

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.

# Contents

## Chapter 1 \_ Company Overview

- 01. Company Identity
- 02. Company Outline
- 03. Company History
- 04. Shareholder Information

## Chapter 2 \_ Business Overview

- 05. Products and Competitiveness
- 06. Manufacturing Facility
- 07. Manufacturing Process
- 08. Growth Strategy

## Chapter 3 \_ Financial Overview

- 09. Monthly/Quarterly Results
- 10. Quarterly & Financial

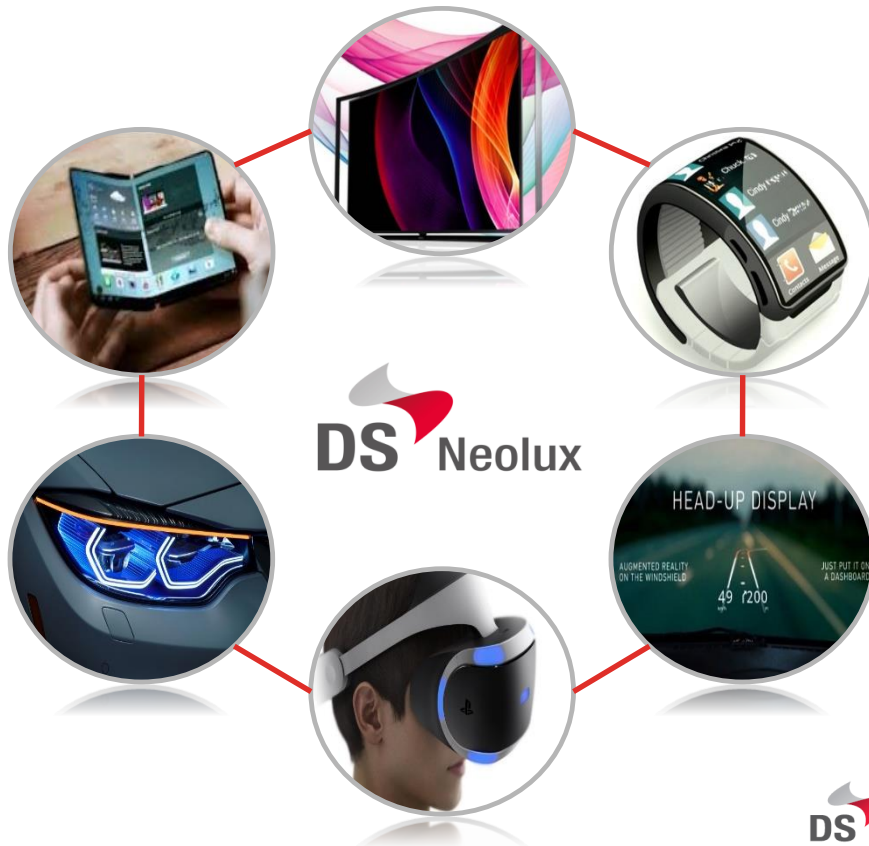
# 01. COMPANY IDENTITY

## 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>	183 (2019.12.31)
<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



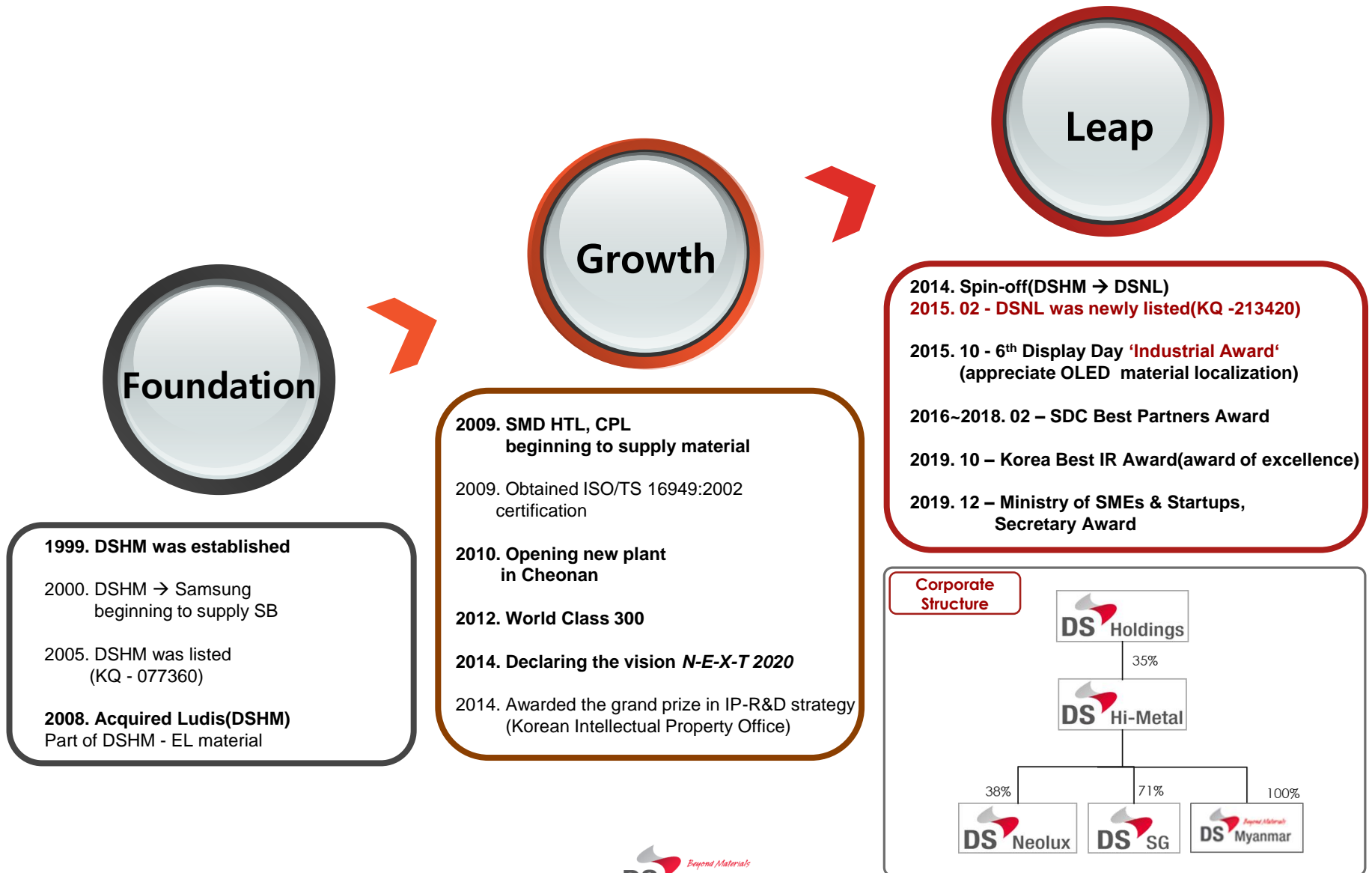
### Joonho LEE

- 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>

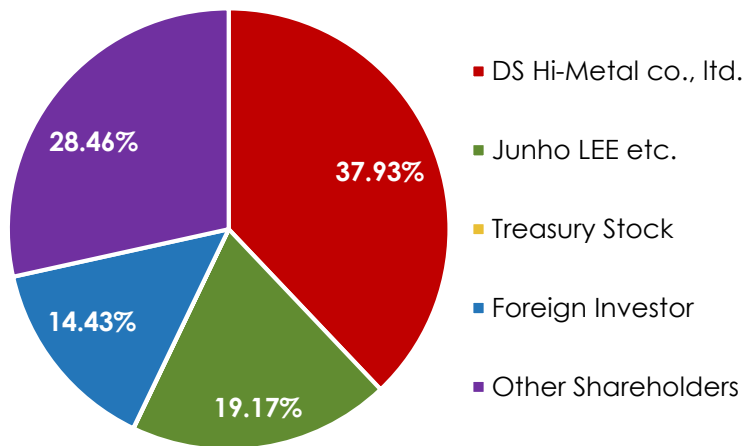
# 03. COMPANY HISTORY



# 04. SHAREHOLDER INFORMATION

## Shareholder

※ 2019. 12. 31



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

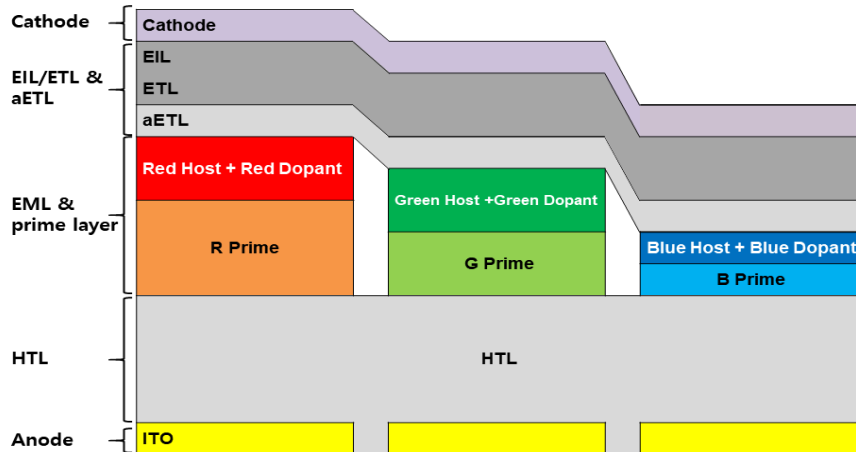
## Shareholder Info

No. of shares that could be issued	80,000,000 shares		
Shareholders	No. of shares	Stake	Note
덕산하이메탈㈜	9,105,856	37.93%	최대주주
이준호 및 특수관계자	4,602,524	19.17%	이준호 회장(17.21%) 및 특수관계자
자사주	5,528	0.02%	자사주
외국인지분율	3,464,052	14.43%	(2020/02/17 : 18.2%)
기타(국내기관 및 개인)	8,448,173	35.19%	
<b>Total</b>	<b>24,010,012</b>	<b>100%</b>	

# 05. PRODUCTS AND COMPETITIVENESS

## 차세대 Display OLED 유기 재료 제조/판매 및 연구개발

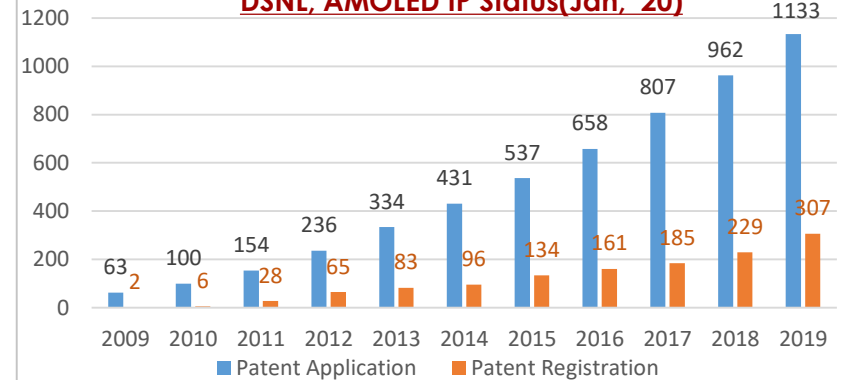
### AMOLED Structure(RGB Type)



출처 : IHS/미래에셋대우증권

### R & D

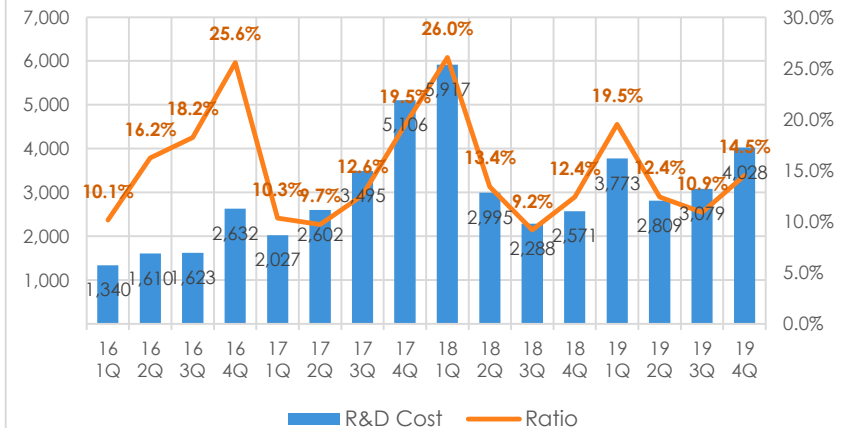
#### DSNL, AMOLED IP Status(Jan, '20)



### 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(%)



• 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

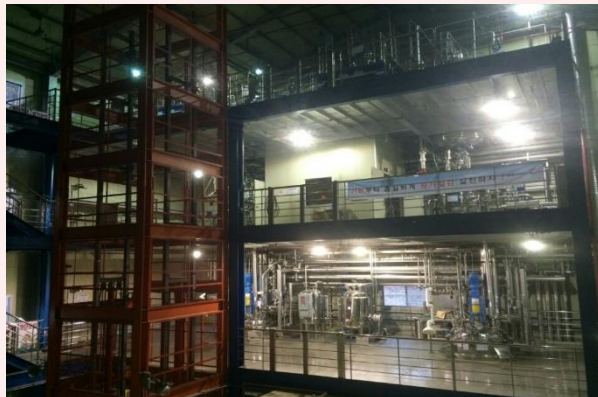
2019.12.31

## 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

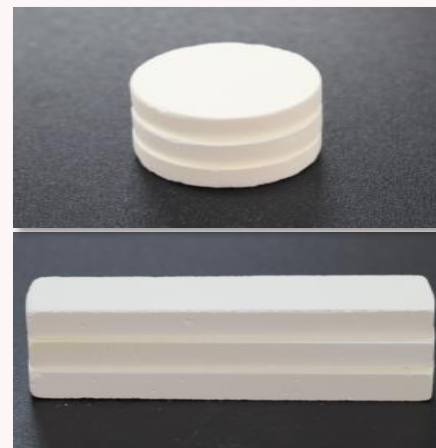
### Purification



#### High purity Sublimatorm

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

### Molding

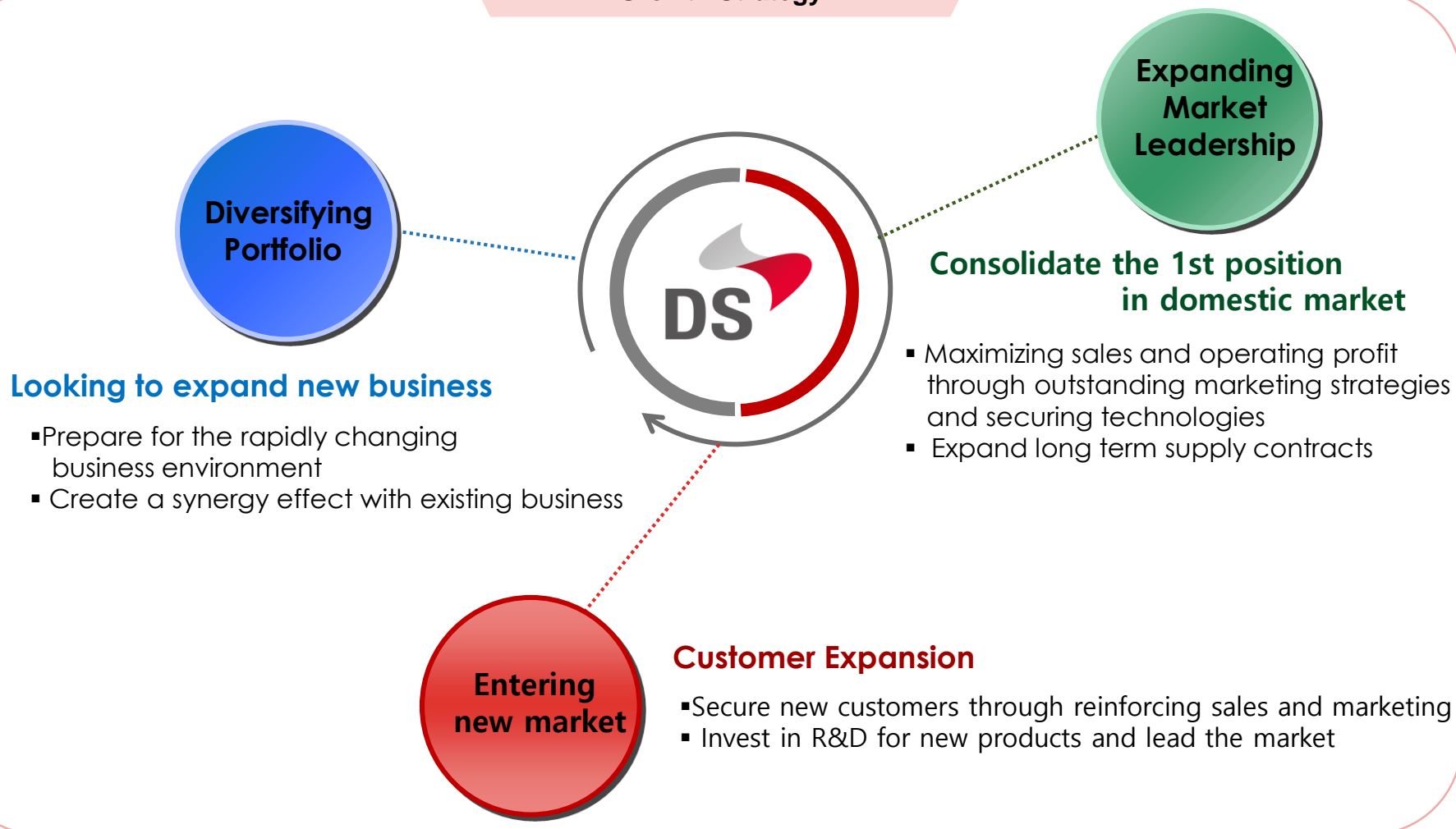


#### Coin & Stick

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

# 08. GROWTH STRATEGY

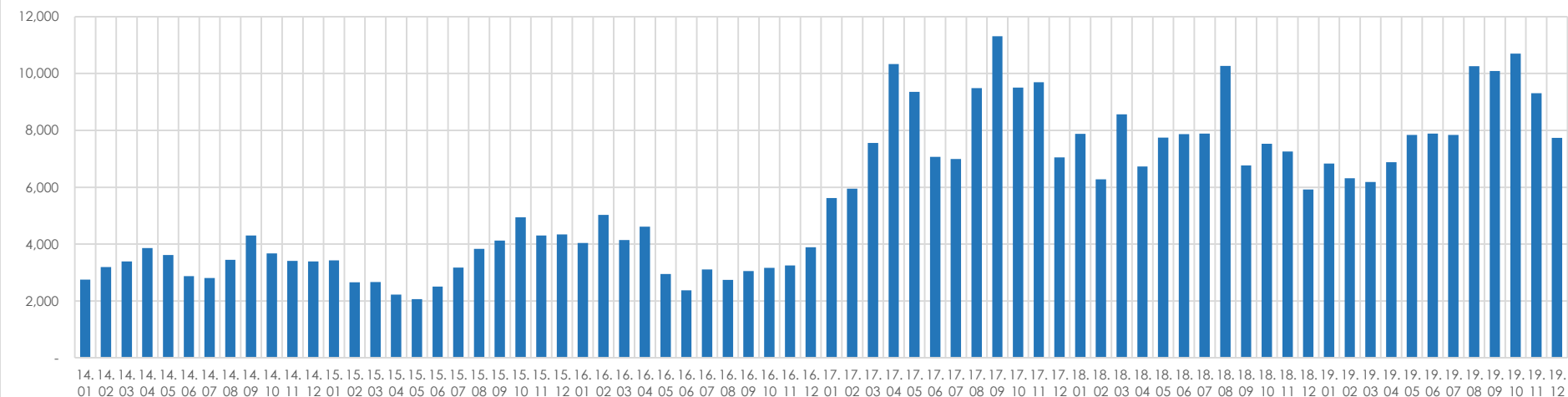
## Growth Strategy



# 09. MONTHLY/QUARTERLY RESULTS

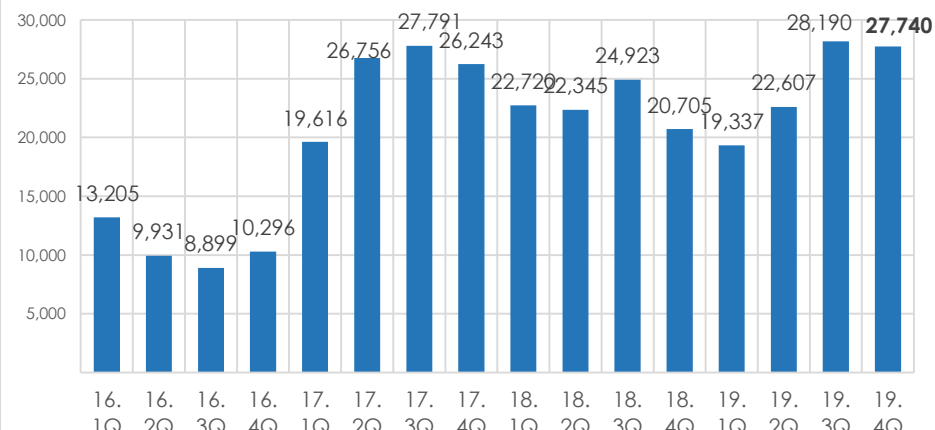
## Monthly Sales(Seasonality)

KRWmn



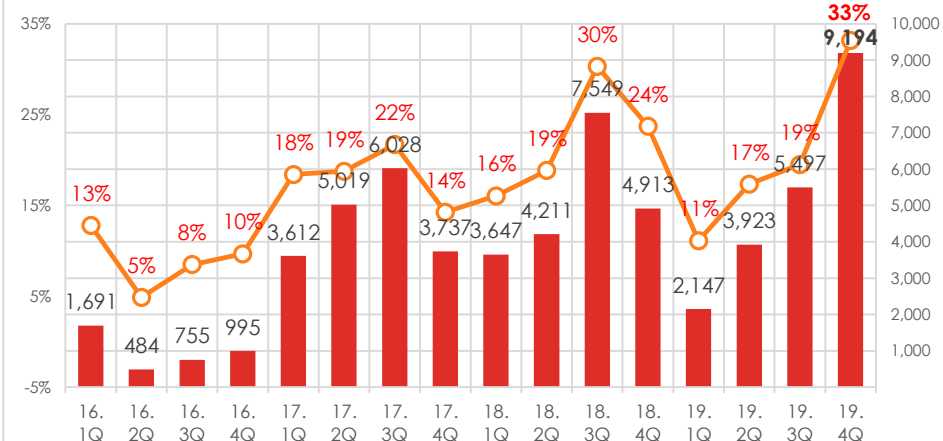
## Quarterly Sales

KRWmn



## Quarterly OP(M)

KRWmn



# 10. FINANCIAL

## QoQ/YoY

KRWmn

	2019 4Q	QoQ	2019 3Q	2018 4Q	YoY
Revenue (COGS)	27,740 (54%)	-2%	28,190 (69%)	20,705 (59%)	34%
GP (GPM)	12,752 (46%)	47%	8,646 (31%)	8,476 (41%)	50%
SG&A	3,558 (13%)	13%	3,149 (11%)	3,563 (17%)	0%
OP (OPM)	9,194 (33%)	67%	5,497 (19%)	4,913 (24%)	87%
Non-operating Income(Loss)	-1,392 (-5%)	TR	1,423 (5%)	69 (3%)	TR
Income before TAX	7,802 (28%)	13%	6,920 (25%)	4,982 (24%)	57%

## Condensed Balance Sheet

KRWmn

	2019. 12. 31	2018. 12. 31	2017. 12. 31	2016. 12. 31
[Current Assets]	78,406	72,142	76,721	52,396
[Non-Current Assets]	102,905	88,181	72,524	65,740
Total Assets	181,311	160,323	149,245	118,136
[Current Liabilities]	16,063	13,682	19,614	5,919
[Non-Current Liabilities]	5,305	5,695	7,149	3,688
Total Liabilities	21,368	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]	61,055	42,058	23,594	6,593
Total Capital	159,943	140,946	122,482	108,528
Total Liabilities and Capital	181,311	160,323	149,245	118,136

# Thank you!

DUKSAN NEOLUX  
Investor Relations 2020