
圓剛科技法人說明會

AVerMedia Investor Conference

2018年第三季 / 2018 Q3

股票代號: 2417 TWSE: 2417



21-Dec-2018 / AVerMedia Technologies, Inc. / www.avermedia.com

免責聲明 Safe Harbor Statement

•本簡報包含對於未來展望的表述，該項表述是基於對現況的預期，未來受限於已知、未知風險或不確定因素的影響，因此實際結果可能與表述內容有所差異。這些未來展望的表述，反應本公司目前對於未來的看法，本公司並不負責隨時提醒或更新。

•This presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ significantly from those contained in the forward-looking statements. The forward-looking statements should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.

Agenda

- 公司簡介 Company Briefing
- 財務報告 Financial Statements
- 營運狀況 Business Operation Highlights
- 未來展望 Future Prospect
- Q & A

公司簡介 Company Briefing

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公司簡介

◆ Company Briefing ◆

Founded	January, 1990
Office and Factory Location	Taipei, Taiwan
Capital	NT\$ 1,924 Million
Chairman	Michael Kuo
President	Michael Kuo
Employees	763 total (AVerMedia Group) 239 total (AVerMedia Only) 45 % R&D (AVerMedia Only)

財務報告 Financial Statement

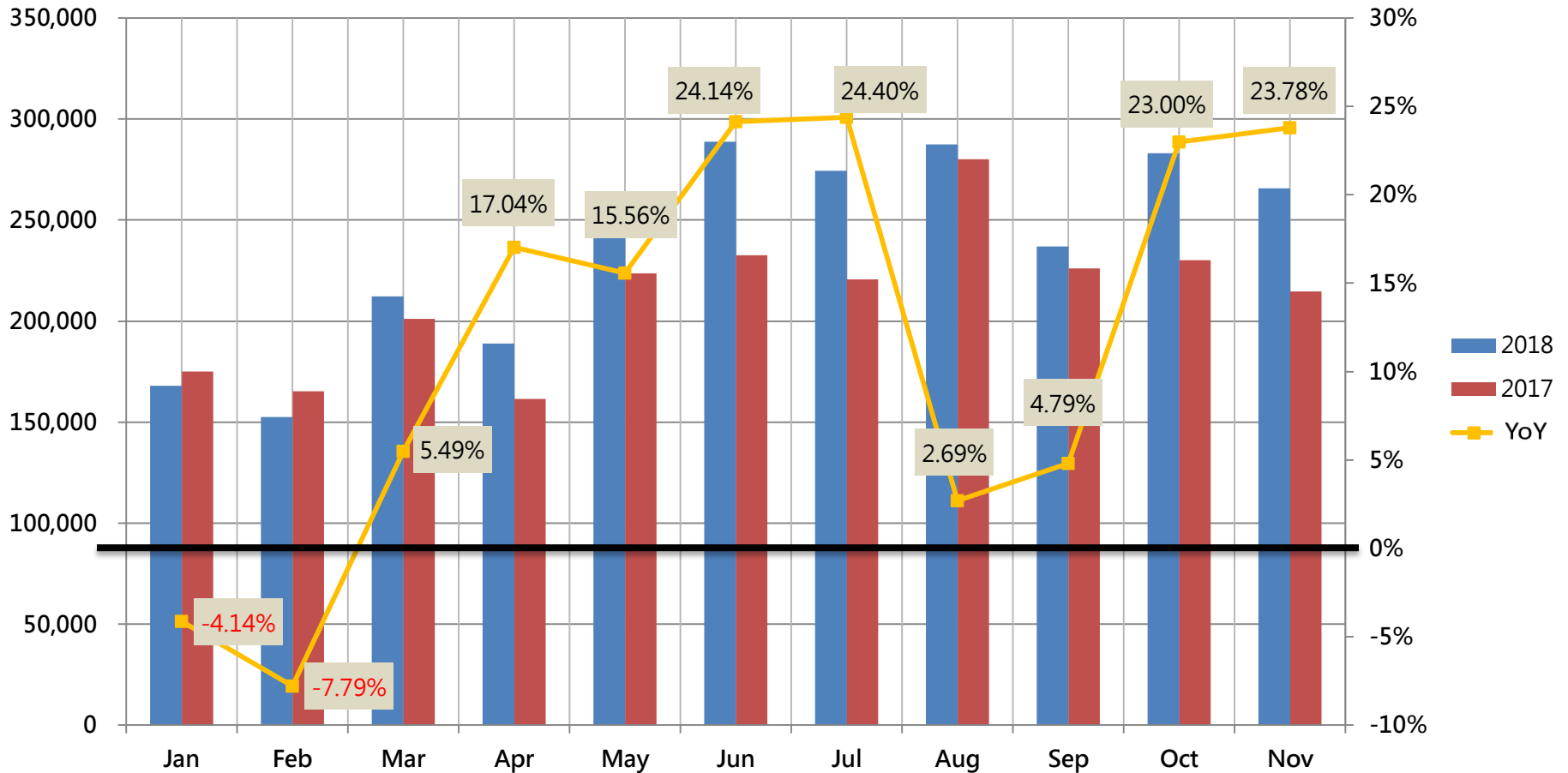
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2018 Q3-Consolidated Income Statement

(Reviewed by CPA)

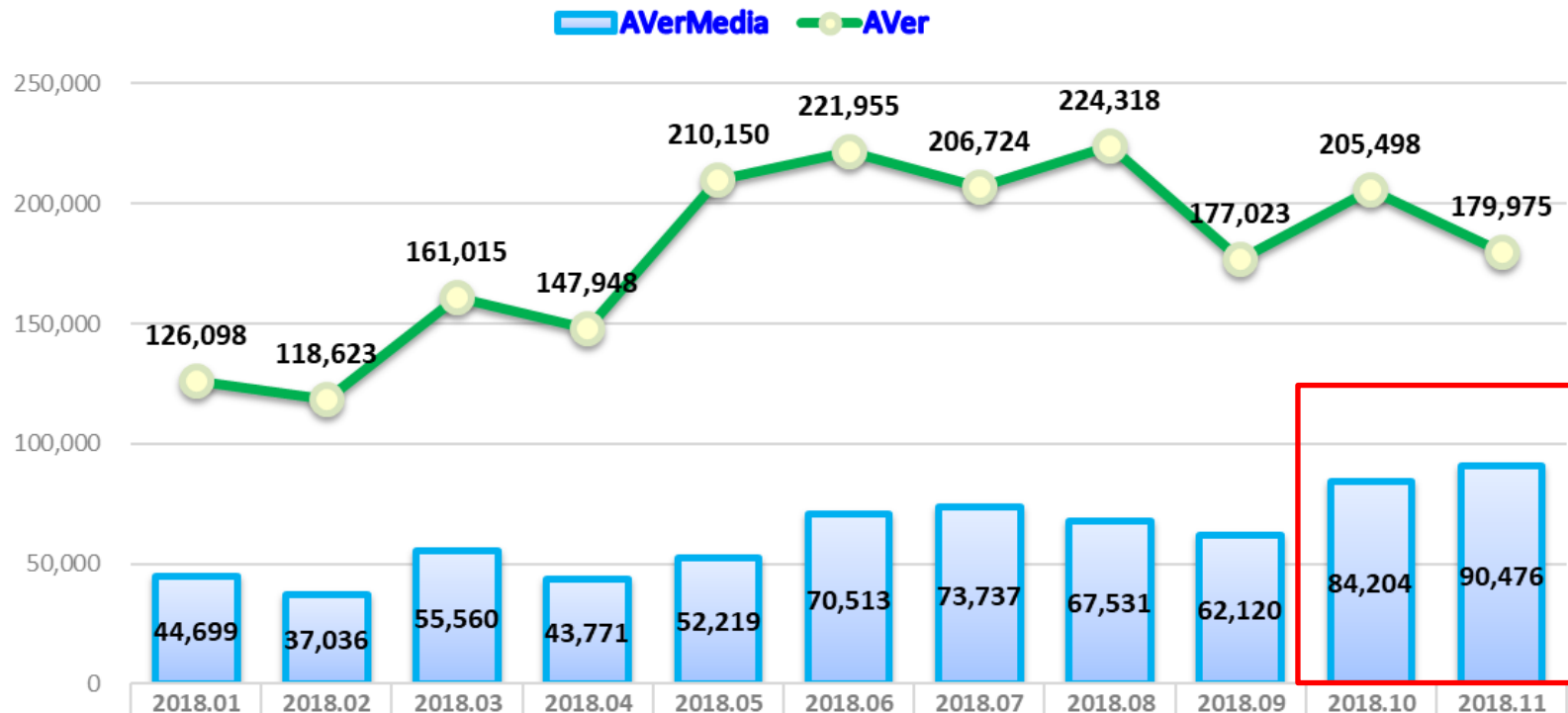
Unit: K-NTD	2018 Q3 YTD		2017 Q3 YTD		YOY
	AMT	%	AMT	%	
Sales Revenue	2,063,318	100%	1,884,628	100%	9%
Gross Profit	977,371	47%	971,284	52%	1%
Total Operation Expenses	1,033,791	50%	991,539	53%	4%
Operating Income	(27,587)	-1%	1,295	0%	n/a
Income Tax (Gain)	(7,209)	0%	(17,110)	-1%	n/a
Net Income	(34,796)	-2%	(15,815)	-1%	n/a
Non Controlling Interest	10,220	0%	29,848	2%	
AVT Group Net Income	(45,016)	-2%	(45,663)	-2%	
EPS (NT\$)	(0.23)		(0.24)		

2018-YTD Consolidated Monthly Sales and YoY



2018-Year to Nov Monthly Sales

2018-Nov-YTD Monthly Sales



	2018.01	2018.02	2018.03	2018.04	2018.05	2018.06	2018.07	2018.08	2018.09	2018.10	2018.11
AVerMedia	44,699	37,036	55,560	43,771	52,219	70,513	73,737	67,531	62,120	84,204	90,476
AVer	126,098	118,623	161,015	147,948	210,150	221,955	206,724	224,318	177,023	205,498	179,975

Profitable in
Oct and
Nov.

AVerMedia with 24% YoY annual growth; AVer 8%.

2018 Q3-Consolidated Income Statement

(By AVerMedia / AVer ; Reviewed by CPA)

Unit: K-NTD	AVerMedia			AVer		
	2018 Q3 YTD	2017 Q3 YTD	YoY%	2018 Q3 YTD	2017 Q3 YTD	YoY%
Net sale	507,187	430,719	18%	1,593,854	1,487,268	7%
Cost of sale	260,270	229,040	14%	859,081	713,978	20%
Gross Profit	246,917	201,679	22%	734,774	773,290	-5%
Gross Profit Rate	48.7%	46.8%		46.1%	52.0%	
Selling expense	167,963	143,179	17%	452,579	442,594	2%
G&A expense	48,257	49,554	-3%	59,850	60,637	-1%
RD expense	109,479	99,886	10%	199,982	200,360	0%
Total operation expense	325,699	292,618	11%	712,410	703,591	1%
Operating income	(78,782)	(90,939)		22,363	69,699	-68%
Non operating income	18,980	11,886	60%	9,852	10,643	-7%
Net income before tax	(59,802)	(79,053)		32,215	80,341	-60%
Income tax expense (gain)	(3,880)	(1,900)		11,090	19,003	-42%
Net income	(55,922)	(77,154)		21,125	61,339	-66%

2018-Q3-YTD Income Statement

Unit: NTD K	2018-Q1	2018-Q2	2018-JUL	2018-AUG	2018-SEP	2018-Q3	2018-YTD
Sales Revenue	137,295	166,503	73,737	67,531	62,120	203,389	507,187
Cost of Sales	73,215	80,495	37,009	36,272	33,279	106,560	260,270
Gross Profit	64,080	86,008	36,728	31,259	28,841	96,829	246,917
GP%	46.7%	51.7%	49.8%	46.3%	46.4%	47.6%	48.7%
Selling expense	52,717	58,876	19,813	17,816	18,742	56,371	167,963
G&A expense	14,947	17,009	5,031	6,420	4,849	16,301	48,257
RD expense	36,021	35,944	11,808	13,296	12,410	37,514	109,479
Total OPEX	103,684	111,829	36,652	37,532	36,001	110,185	325,699
Operating Income	(39,605)	(25,821)	77	(6,273)	(7,160)	(13,356)	(78,782)
Non Operating Income	6,043	6,304	2,283	2,907	1,445	6,634	18,980
Net Income before Tax	(33,562)	(19,517)	2,360	(3,366)	(5,716)	(6,722)	(59,802)
Income tax expense (gain)	(1,636)	(1,023)			(1,221)	(1,221)	(3,880)
Net Income-AVerMedia	(31,926)	(18,494)	2,360	(3,366)	(4,495)	(5,501)	(55,922)
AVer P&L (51.64%)	(10,241)	11,245	4,331	5,128	443	9,901	10,906
Group Net Income	(42,167)	(7,249)	6,690	1,762	(4,052)	4,400	(45,016)

Profitable in Q3 and Q4

營運狀況

Business Operation Highlights



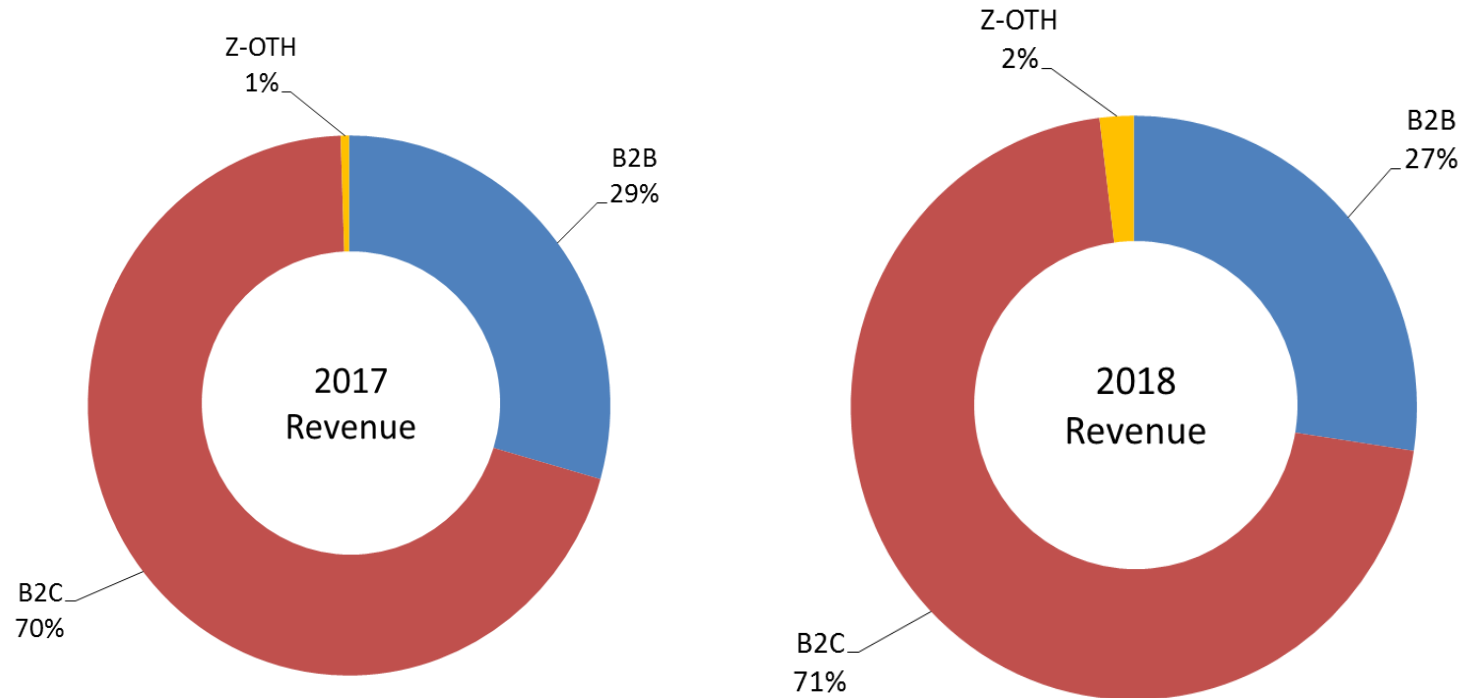
公司經營架構

Business Organization



營收比例 – 事業單位

AVerMedia Revenue Analysis By BU

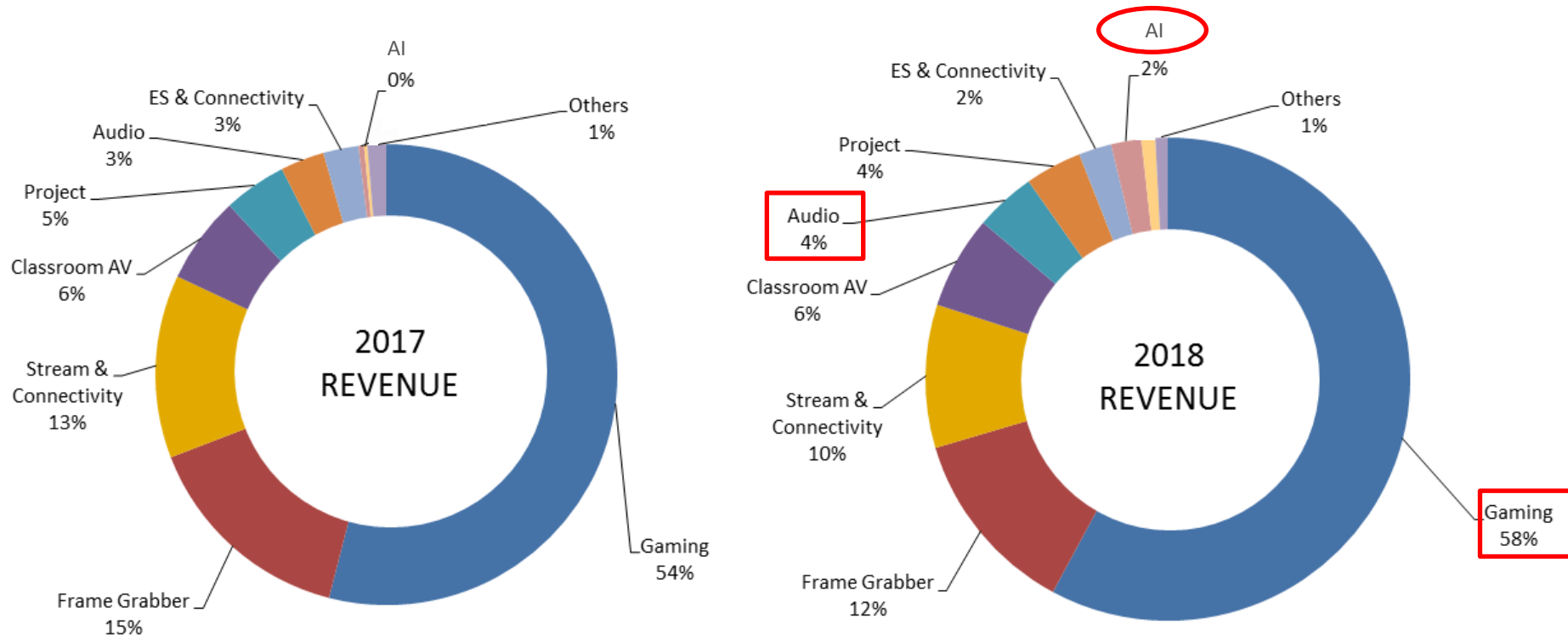


Growth Margin – 2C:2B=2:1

2C GP%=45%: 2B:60%

Count by total Revenue Comparison from JAN to NOV | Y2017, Y2018

AVerMedia Revenue Analysis By Product Line



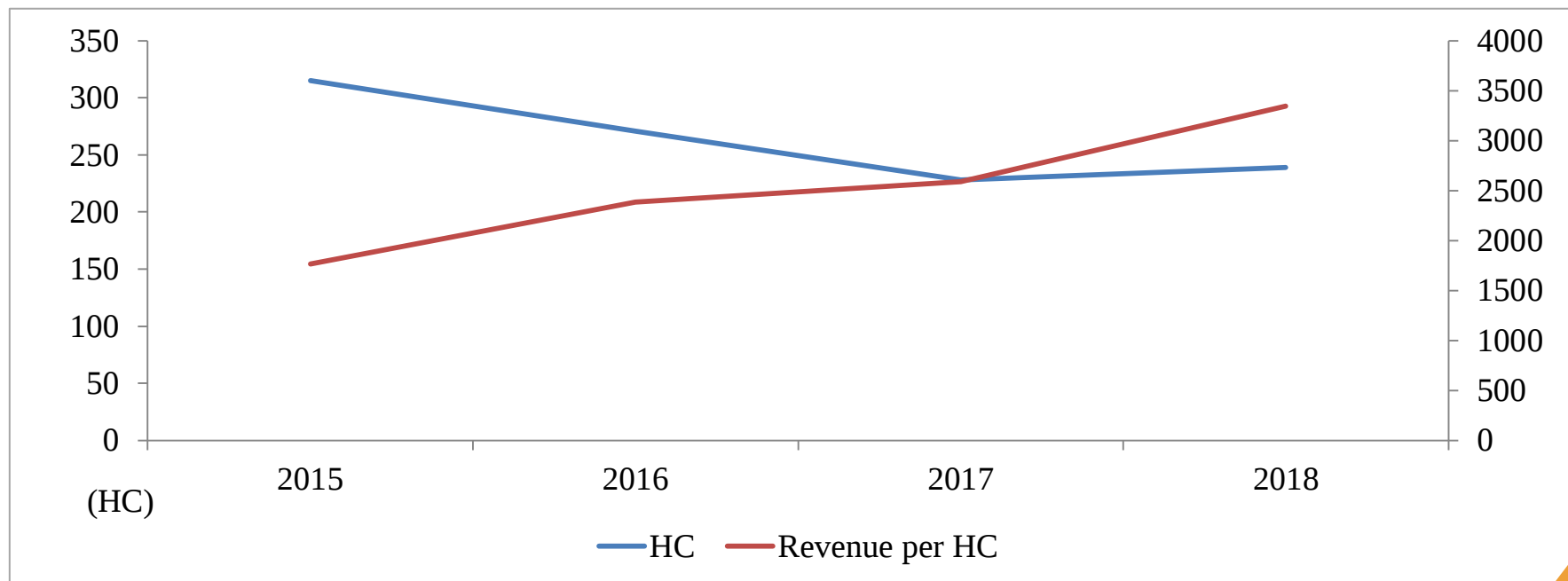
未來展望
Future Prospect



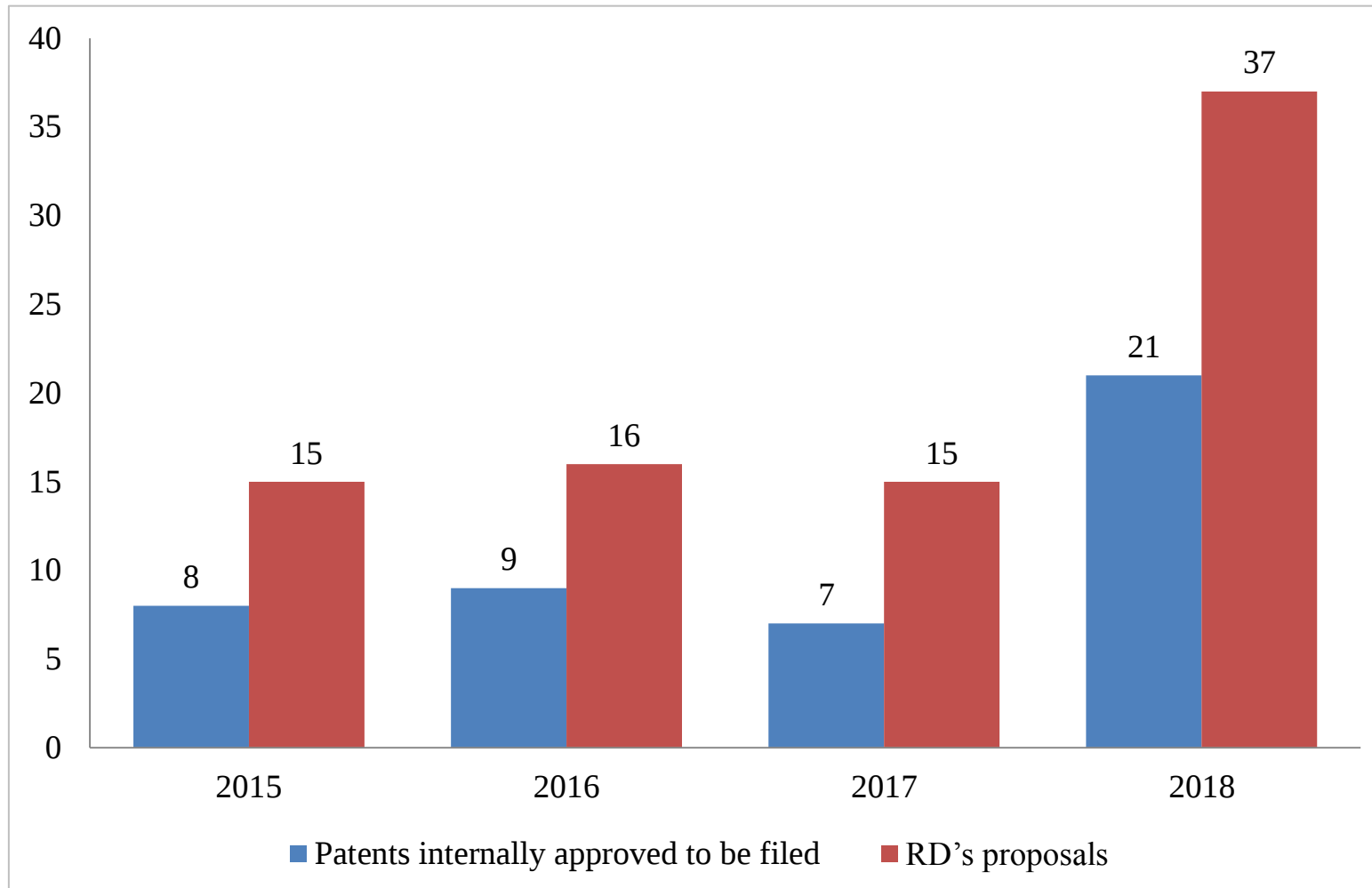
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AVerMedia Revenue pre HC

	2015			2016			2017			2018		
	HC	Revenue (KNTD)		HC	Revenue (KNTD)		HC	Revenue (KNTD)		HC	Revenue (KNTD)	
HQ	290	Total Amount	641,802	217	Total Amount	645,800	181	Total Amount	605,581	183	Total Amount (est.)	772,202
Overseas	54			48			47			46		
Consultant	13			6			6			10		
Total	357	Avg.	1,798	271	Avg.	2,383	234	Avg.	2,588	239	Avg.	3,230



AVerMedia Patent status



Attackable patents

Our Goal: Global Brand No. 1 in 2020

(Gaming Capture & Live Streaming)



AVerMedia

CARS: Capture, AI, Record, Stream.

共同朝著前方的技術目標駛去!

Drive Toward the Technological Goal Together!

Power 465 BHP

Torque 670 Nm

S+C+A

Power 365 BHP

Torque 510 Nm

C+A

A+R+S

Power 470 BHP

Torque 673 Nm

C+A+R

Power 460 BHP

Torque 668 Nm

C+A+R+S

Technology

Q & A



Thank you