

圓剛科技股份有限公司(2417)

AVerMedia TECHNOLOGIES, Inc.(2417)

2023.12.28 法說會

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.

影音串流及遠端協作解決方案開發、製造領導廠商

A Total Audio & Video Solution Provider

Founded	January 1990	January 1990
Office & Factory Location	新北市 中和區	New Taipei City, Taiwan
Capital	TWD 15.82 億元	TWD 1.58 Billion
Employee	920 人 250 (圓剛) / 670 (圓展)	920 Employees 250 (AVerMedia) / 670(AVer)
	42% 研發人員(圓剛)	42% R&D Employees (AVerMedia)
Global Patent (AVerMedia/Group)	388/ 746	388/746

全球銷售網路 A Global Presence



+100

銷售及服務國家

Countries with sales & services

理想的事業夥伴 The Ideal Business Partner



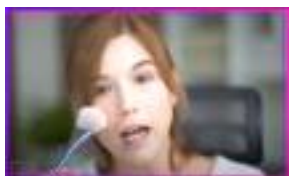
圓剛重視ESG

AVerMedia attaches great importance to ESG

It is our priority to provide sustainable products and solution that help create a cleaner, better world.

我們的首要任務是提供可持續的產品和解決方案，以協助打造更清潔、更美好的世界。

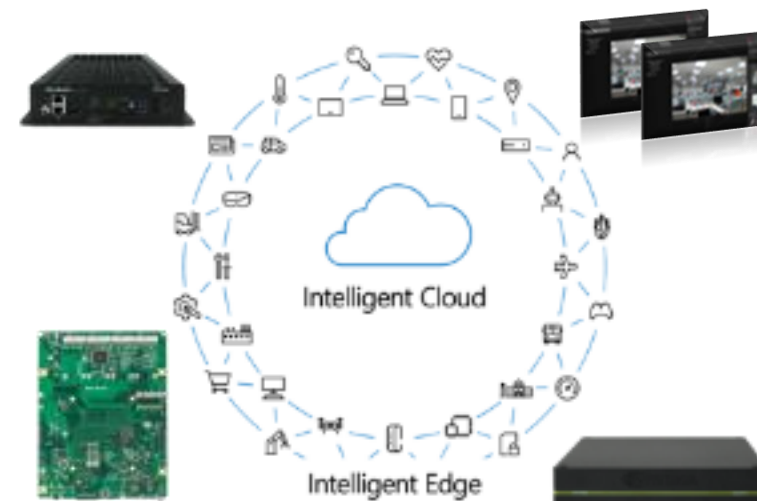
事業組合



直播解決方案



遠端視訊協作



AI 邊緣運算系統

ESG 及財務資訊

ESG And Financial Results

永續經營 ESG 之承諾

Our commitment to sustainability & ESG

秉持「以人為本、誠信正直、自我反省、自我超越」的企業文化，與「腳踏實地、創造價值、貢獻自己、服務人群」的經營理念，除長期投入在地服務活動外，更遵循「公司治理3.0-永續發展藍圖」持續落實「環境、社會、公司治理」等面向之企業社會責任，並獲得2022年「新北企業精典獎」之肯定。

Adhering to both AVerMedia's corporate culture of "people-oriented, honesty & integrity, self-reflection, and self-transcendence" and AVerMedia's core value of "being down-to-earth, creating value, contributing oneself, and serving the people", we have implemented for decades and will keep implementing long-term local service activities. Besides, we further observe to the authority's "Corporate Governance 3.0 -Sustainable Development Roadmap" to enforce our corporate social responsibilities covering Environment, Social, and Governance aspects; and we were delighted to be awarded the "New Taipei Enterprise Classic Award" in 2022.



台灣證交所公司治理評鑑2021年圓剛名列前21-35%



新北企業精典獎
New Taipei City
Enterprise Classic Award

重要財務數字 Key Figures

2023 Q3-YTD (Sep-30) Consolidated Income Statement :

- 營收/ Revenue: 24.6億元(TWD 2,460 Million)
- 毛利率/ Gross Profit Rate: 54%
- 稅後純益/ Net Income: 7百萬元 (TWD 7 Million)
- 每股純益/ EPS : 0.05元 (TWD 0.05)

P.S. 附註: Year to November 營收/ Revenue: 29.99億元(TWD 2,999 Million)

綜合損益表 Consolidated Income Statement

Unit: TWD K	2023, Q3-YTD		2022, Q3-YTD		YoY +(-)	
	Amount	%	Amount	%	Amount	%
Sales Revenue	2,459,871	100 %	3,088,490	100 %	(628,619)	(20)%
Gross Profit	1,330,869	54 %	1,528,536	49 %	(197,667)	(13)%
Sales & Marketing	810,947	33 %	802,159	26 %	8,788	1 %
General & Administrative	152,595	6 %	146,817	5 %	5,778	4 %
Research & Development	490,021	20 %	470,874	15 %	19,147	4 %
Total Operating Expenses	1,453,563	59 %	1,419,850	46 %	33,713	2 %
Operating Income	(122,694)	(5)%	108,686	4 %	(231,380)	(213)%
Non Operating Income	249,239	10 %	151,297	5 %	97,942	65 %
Income Tax Expenses (Gain)	13,916	1 %	39,118	1 %	(25,202)	(64)%
Net Income	112,629	5 %	220,865	7 %	(108,236)	(49)%
Non Controlling Interest	105,609	4 %	157,193	5 %	(51,584)	(33)%
Group Net Income	7,020	0 %	63,672	2 %	(56,652)	(89)%
EPS (TWD)	0.05		0.46		(0.41)	

資產負債表 Balance Sheet

Unit: TWD K	Sep-30, 2023		Dec-31, 2022		YTD +(-)		Sep-30, 2022		YoY +(-)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & Financial Assets	2,587,954	42%	2,364,974	37%	222,980	9%	1,955,602	31%	632,352	32%
Accounts Receivable	455,418	7%	414,959	7%	40,459	10%	752,168	12%	(296,750)	-39%
Inventories	702,232	11%	1,008,788	16%	(306,556)	-30%	1,186,229	19%	(483,997)	-41%
Other Current Assets	192,176	3%	261,554	4%	(69,378)	-27%	250,727	4%	(58,551)	-23%
Noncurrent Assets	2,178,569	36%	2,299,222	36%	(120,653)	-5%	2,233,463	35%	(54,894)	-2%
Total Assets	6,116,349	100%	6,349,497	100%	(233,148)	-4%	6,378,189	100%	(261,840)	-4%
Total Liabilities	1,890,217	31%	2,100,581	33%	(210,364)	-10%	2,105,200	33%	(214,983)	-10%
Total Equity	4,226,132	69%	4,248,916	67%	(22,784)	-1%	4,272,989	67%	(46,857)	-1%

事業範圍

Business Coverage

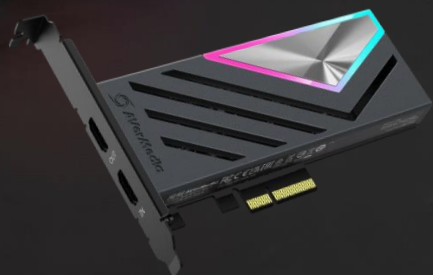


What's New From AVerMedia

LIVE GAMER *ULTRA* 2.1

Precise Capture, Stunning Clarity

精確擷取，驚人清晰



World-Leading HDMI 2.1 USB Capture Card / PCIe Card

全球領先的HDMI 2.1 USB捕捉卡/PCIe卡

Eliminate Complicated Cabling In Meeting Rooms



- The benefit of wireless setup is the flexibility to position the product according to the meeting room layout, without being limited by wiring.
(無線設置的好處在於可以根據會議室的佈局靈活地放置產品，而不受布線的限制。)
- 360° audio pickup up to 8 m/26.25 ft. with expansion microphone.
(360°音訊接收，最長可達8米/26.25英尺，並可搭配擴展麥克風使用。)
- No more struggling to hear people sitting far away from the table.
(不再為聽遠處桌邊的人而苦惱。)

事業範圍與解決方案

Business Coverage

And Solutions

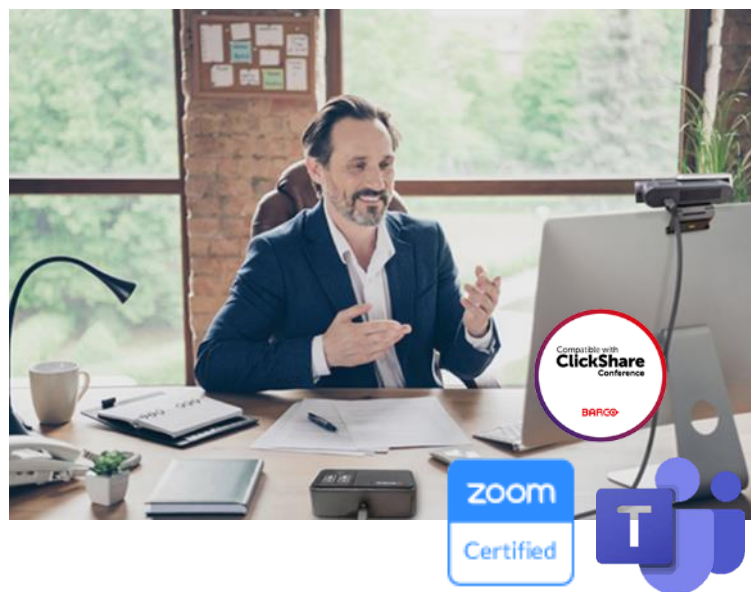


事業與解決方案 Create & Connect

直播解決方案 Live streaming solutions



遠端視訊協作方案 Remote Video Collaboration Solution



AI邊緣運算系統 AI Edge Computing System



直播解決方案:一站式硬體和軟體集成

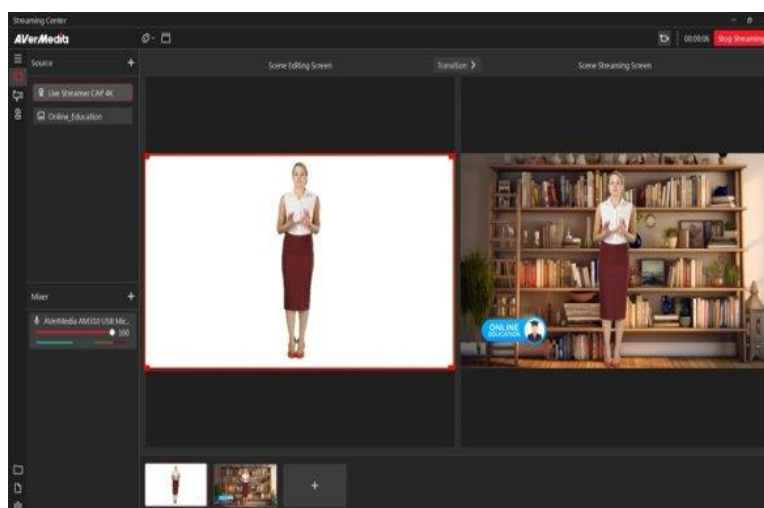
Live Streaming Solution:

All-in-one Hardware and Software Integration

Streaming Center可控制直播時用到的所有硬體設備，軟體操作介面簡單快速上手。
The Streaming Center provides control over all hardware devices used in the livestream commerce room, and the software interface is user-friendly, allowing even beginners to quickly get started.

無需打開每個產品硬體的 control 軟體即可實現直播畫面調整優化、聲音增益和降噪大小調整、綠幕、導播切換....等功能。

Achieve functionalities such as live streaming visual optimization, audio gain and noise reduction adjustments, green screen effects, directorial switches, etc., without the need to open control software for each product hardware.



A Total Solution to Collaborate with **Wireless Device**

Save your time and maintain your health for effective collaboration (for both IT staff or user).

只需無線設備即可實現協作，充分利用時間及維持健康，實現有效的合作（適用於IT人員或用戶）

Freedom of Movement



Wireless Teacher Microphone

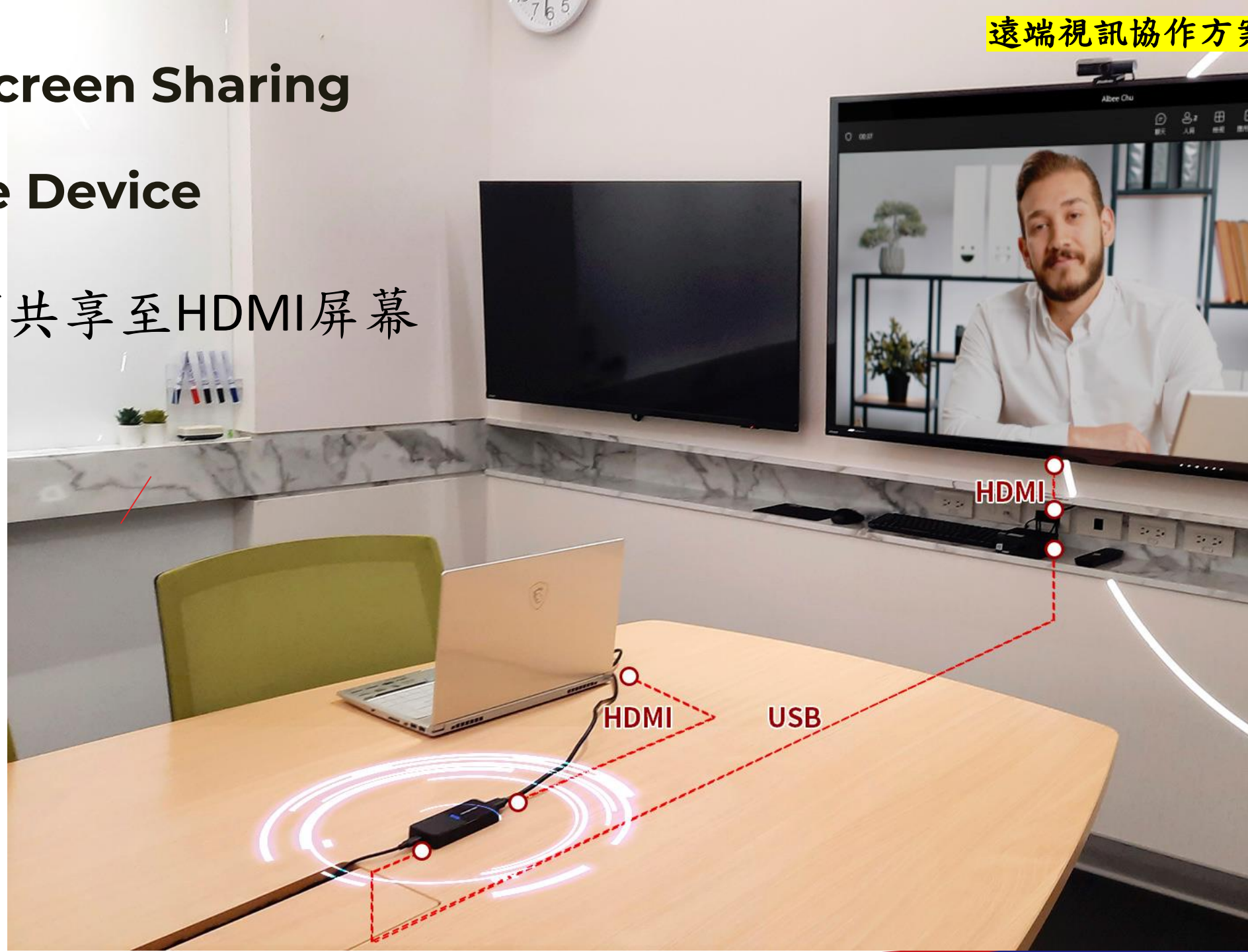


Video Bar with Expansion Microphone

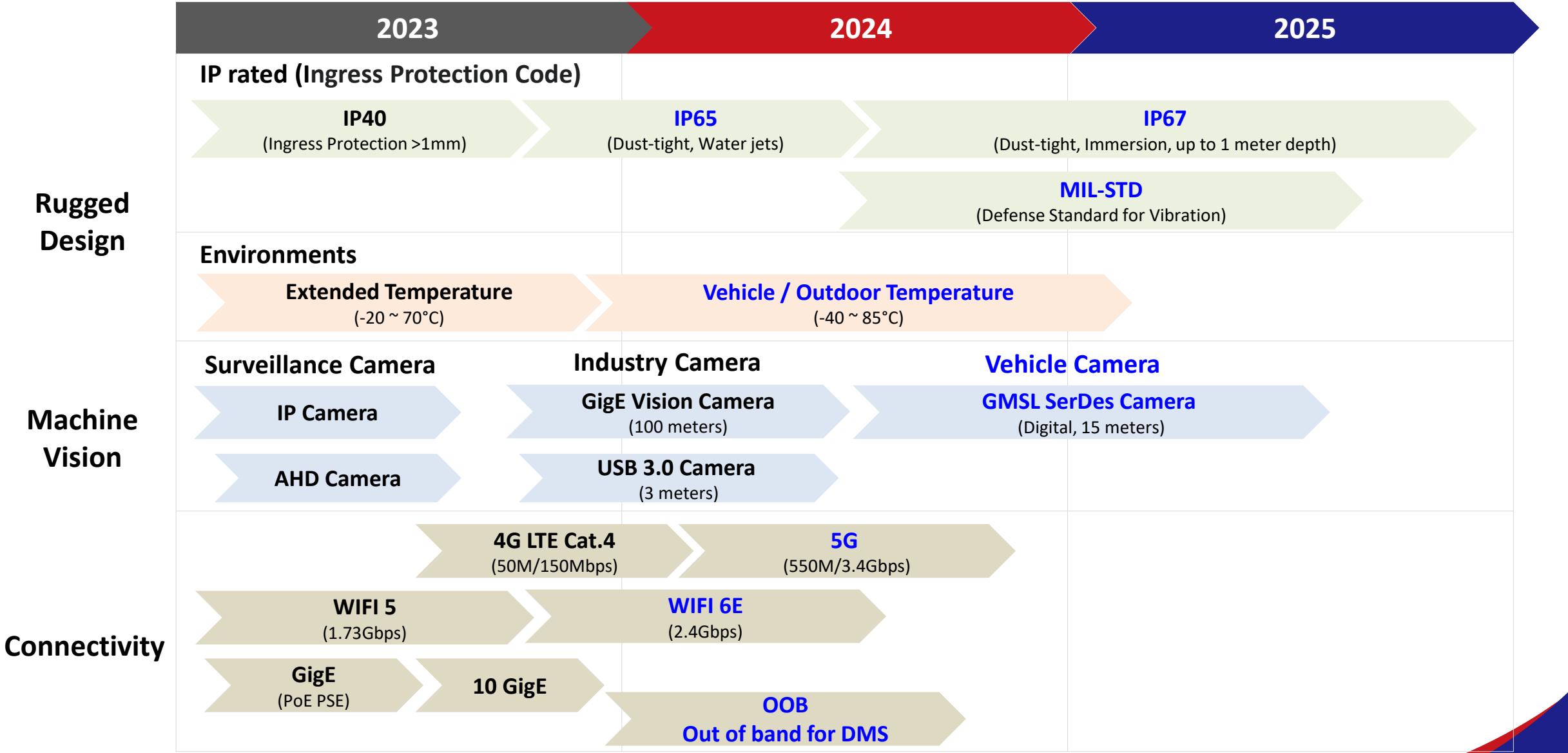


Wired HDMI Screen Sharing with a Capture Device

透過擷取裝置可共享至HDMI屏幕



邊緣運算系統硬體技術規劃藍圖



邊緣運算系統硬體提供：

AGX Orin



High end fanless AI BOX

- Fan less, IP 5X
- 1x10GbE, 1xGbE, **5G**
- 2xUSB 3, 1xHDMI, 40pinx1



MIL-STD-810



High end IP 67 GMSL AI BOX (Q4 24'')

- **M12 waterproof, IP65/IP67, MIL-STD-810**
- 2xGbE, 3xM.2, 1xmPCle, **8xGMSLs**
- 2x USB 3, 2xCan BUS
- 1x HDMI-out, **5G**/LTE, Wifi 6,
- **Dual/Quad fans solution (-40°C ~ 80°C)**



Orin Nano / Orin NX



Full fanless AI BOX

- 2x GbE, 3x USB 3, 2x M.2.
- 1x HDMI-out, 2x MIPI, Wifi, SSD, **5G**
- **-25°C ~ 60°C**



IP67 GMSL AI BOX (Q1 24'')

- **M12 waterproof, IP65/IP67, MIL-STD-810**
- 2xGbE, 3xM.2, 1xmPCle, **8xGMSLs**
- 2x USB 3, 2xCan BUS
- 1x HDMI-out, **5G**/LTE, Wifi 6,
- **Dual/Quad fans solution (-40°C ~ 80°C)**



The Smallest AI BOX

- 1x GbE, 2x USB 3.0, 2xM.2.,
- 1x HDMI-out, 2x MIPI, Wifi, SSD
- **-25°C ~ 60°C**



IP67 PoE AI BOX (Q1 24'')

- **M12 waterproof, IP65/IP67, MIL-STD-810**
- **6xGbE(PoE)**, 3xM.2, 1xmPCle
- 2x USB 3, 2xCan BUS
- 1x HDMI-out, **5G**/LTE, Wifi 6,
- **Dual/Quad fans solution (-40°C ~ 80°C)**



嵌入式系統



Embedded System equips with NVIDIA Jetson Module



Tailor-made HW & SW Service

客製化軟硬體服務

載板與工程套件



Carrier Board, Engineering Kit, and the Entry model with NVIDIA BSP



BSP Optimized Service

BSP 最佳化服務

數位影音擷取



Digital and Analog Video capturing Audio Processing

事業發展重心 (Focus of Business Development)

New Markets / Customers

AI 專案開發及ODM



視訊等商業運用

Market Development

Diversification

CARS

Capture and Camera

AI and Audio

Record

Streaming

Existing Products

New Products

Market Penetration

Products Development

遊戲等個人直播運用



一般直播運用
(直播帶貨、企業直播等)

公司經營架構



Q&A

Create & Connect | AVerMedia TECHNOLOGIES

Thank You!

Create & Connect | AVerMedia TECHNOLOGIES



Create & Connect

For Questions and Queries, please contact

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Thank You!