

奇偶科技 GeoVision Inc.



2022年第3季公司簡報

Investors Presentation | Q3 2022

Dec. 15, 2022

COMPANY PRESENTATION | 免責聲明Liability Disclaimer

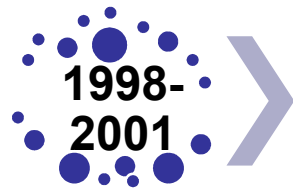
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產品發展 Product Development

深耕監控影像之前驅 Total Solutions in Depth



2002-
2007

2008-
2012

2013-
2017

2018-
2023

- GV系列數位影像監控系統
GV-DVR
- 數位監控軟體
DVR Software
- 車牌辨識系統
License Plate Recognition

- 中央監控中心軟體
CMS Software
- 系統整合
POS/GIS Integration
- 智慧監控
Video Analytics
- 臉部偵測
Face Detection
- 混合IP監控方案
Hybrid Surveillance

- 自有品牌百萬畫素網路IP攝影機 GV-Series
Megapixel IP Cameras
- 影像管理軟體 GV-VMS
- 網路監控軟體 GV-NVR
- 道路監控軟體 GV-GIS
- 魚眼數位物體追蹤
GV-Fisheye IP Camera

- 全球第一款裝置端人臉辨識攝影機
GV-VD8700 Face Recognition
- 360度實境網路攝影機 GV-VR360
- GV-Cloud App
- GV-Eye App
- GV-Notify App

- AI功能網路攝影機
AI IP Camera
- AI生態系統
AI Smart System
- AI智慧解決方案
AI Analytics Solutions
- 高清類比攝影機/高清監控系統
HD Analog Camera
- AI人工智能VMS
GV-VMS18 for

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2022產品 2022 Products



IP攝影機
GV-IP Cameras

Linux單機型
系統主機
Linux Standalone
GV-SNVR

GV監控系統主機
GV-Surveillance
Systems

門禁多門
控制系統
GV-Access Control
Readers

UA品牌
IP 攝影機/ UA-IP Cameras
類比高清攝影機/
UA-HD Analog Cameras
類比高清監視系統/
UA-Standalone NVR
Linux單機型系統主機/
UA-HD DVR

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影像管理&中控管理軟體 Video Management Software & Large Scale Monitoring



GV-VMS V18新版
支援AI功能整合

GV-VMS V18 for
AI Integration

GV-VMS AI OPTIMIZED
An AI Edge Device Management Platform

- Vehicle Detection
- Human Detection
- Live Mobile Streaming
- Smart Face Search
- 3D-Emap Tracking
- Face Mask
- SIP Protocol

GV中控管理軟體新
版V4.1支援AI功能
及新款攝影機

GV-Control Center
supports AI Watch
function and new
IP Cameras

Centralized Video Management Solution
The Core of Your Security Suite

- Fallover for live view recording
- Centralized Password Management
- AI Event Management
- 3D-Emap Tracking
- Web Portal
- Remote Setting
- Remote Update
- Smart Face Search
- Live Mobile Streaming
- Access Control



AI影像應用領域 AI Solutions



人車偵測
People Vehicle
Detection (P.V.D)

人車屬性辨識
People/ Vehicle
Attribute
Recognition

人車違規偵測
People/ Vehicle
Violation
Detection

戴口罩人臉偵測
Masked Face
Recognition and
Tracking

性別年齡識別
Age Gender
Recognition

車牌辨識
License Plate
Recognition

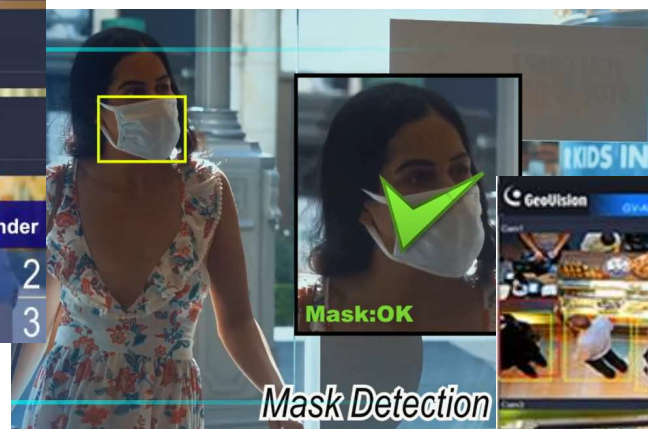
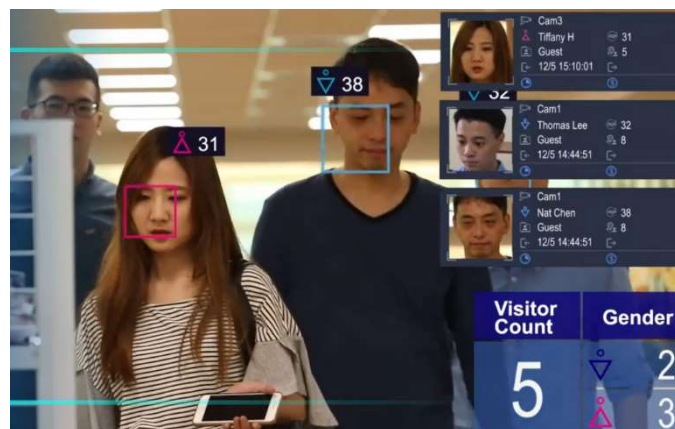
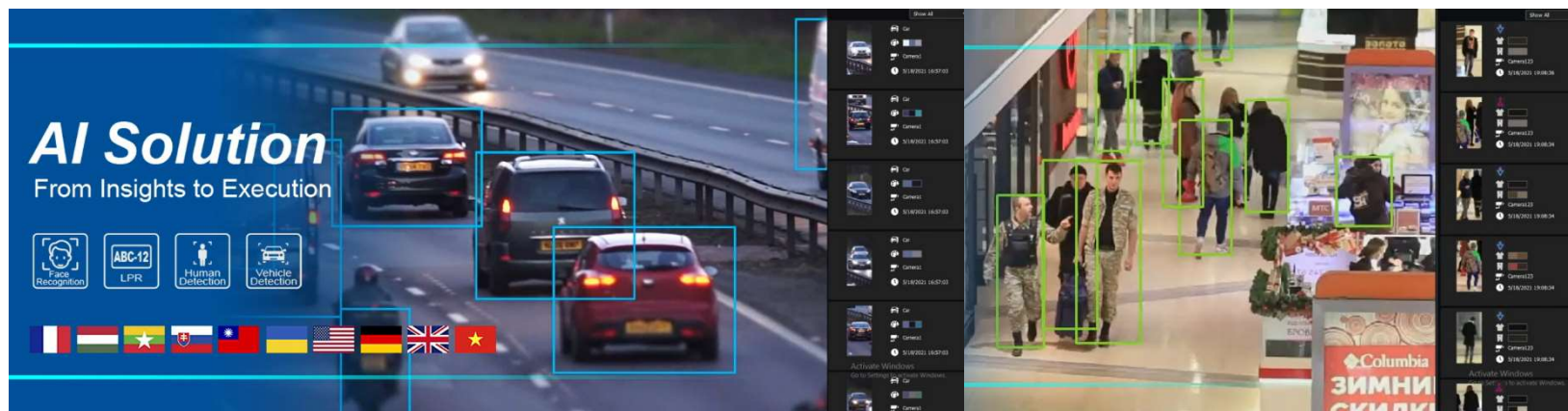
智慧零售
Video Analytic
Software for
Smart Retail

工廠與工安管理
Factory and
Site Safety
Management

智慧交通
Smart Traffic

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AI應用解決方案 AI Solutions



GeoVision Inc

AI影像分析軟體 AI Video Analytics Software



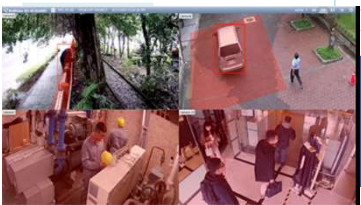
GV-AI FR (V1.2.0.A)

Face Recognition (FR) function incorporated with GV-VMS video management and GV-ASManager access control system



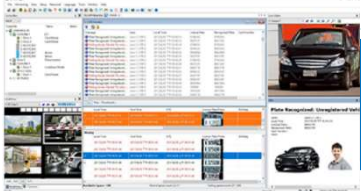
GV-AI Server (V1.1.0)

Video analytic software designed for retail stores (age/gender/customer behavior analysis)



GV-AI Guard (V1.1)

Functions include people and vehicle motion detection, car parking and pedestrian violation detection, hard hat and face masks detection etc.



GV-DL LPR

License plate recognition empowered by deep learning mechanism



GV-Web Report (V3.0.1A)

Data analysis for people counting, face counting and POS transaction. Integrated with GV-Smart Box, GV-NVR, and GV-VMS.

營運績效Financial Performance

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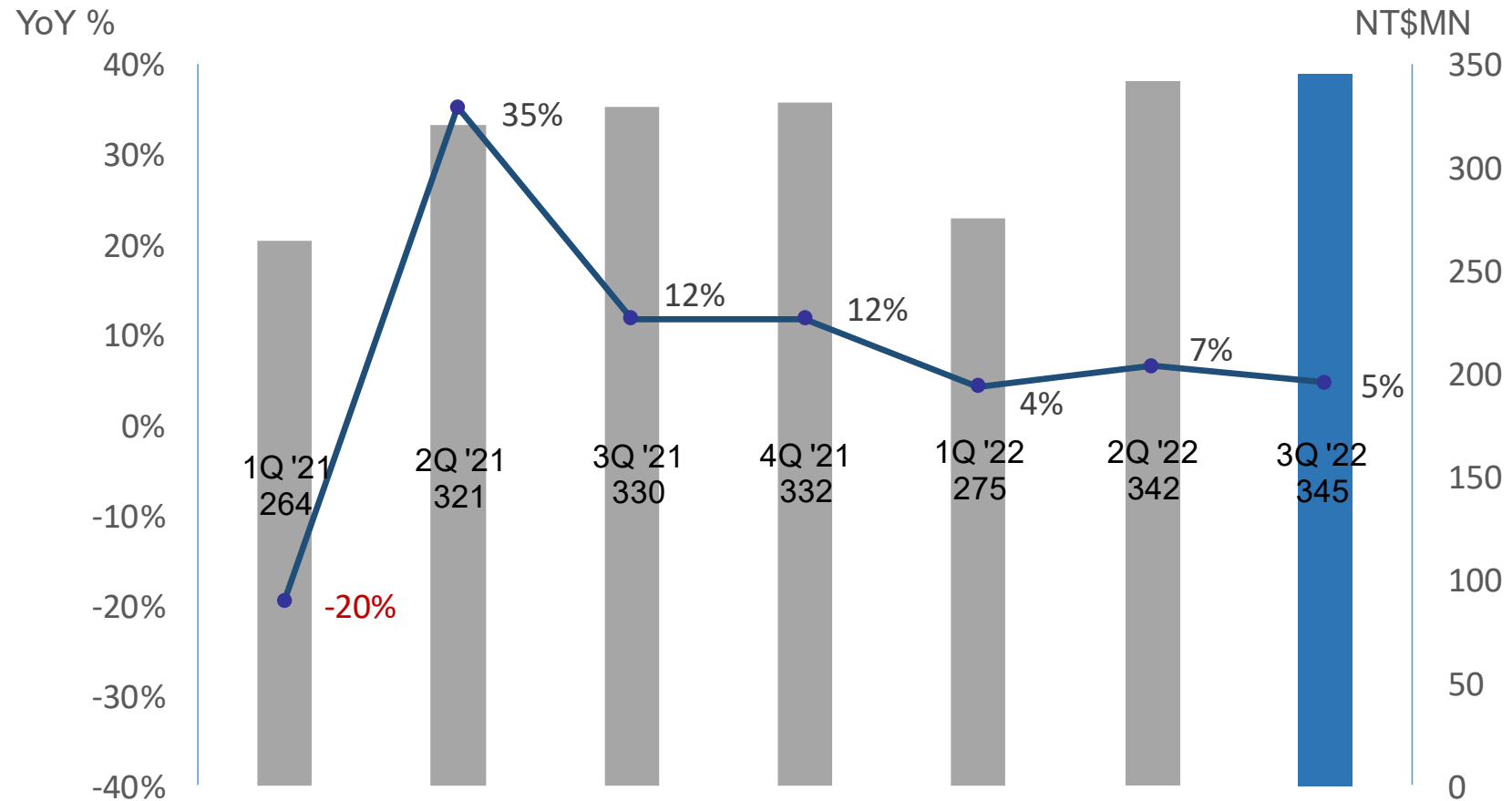
合併綜合損益 Income Statement



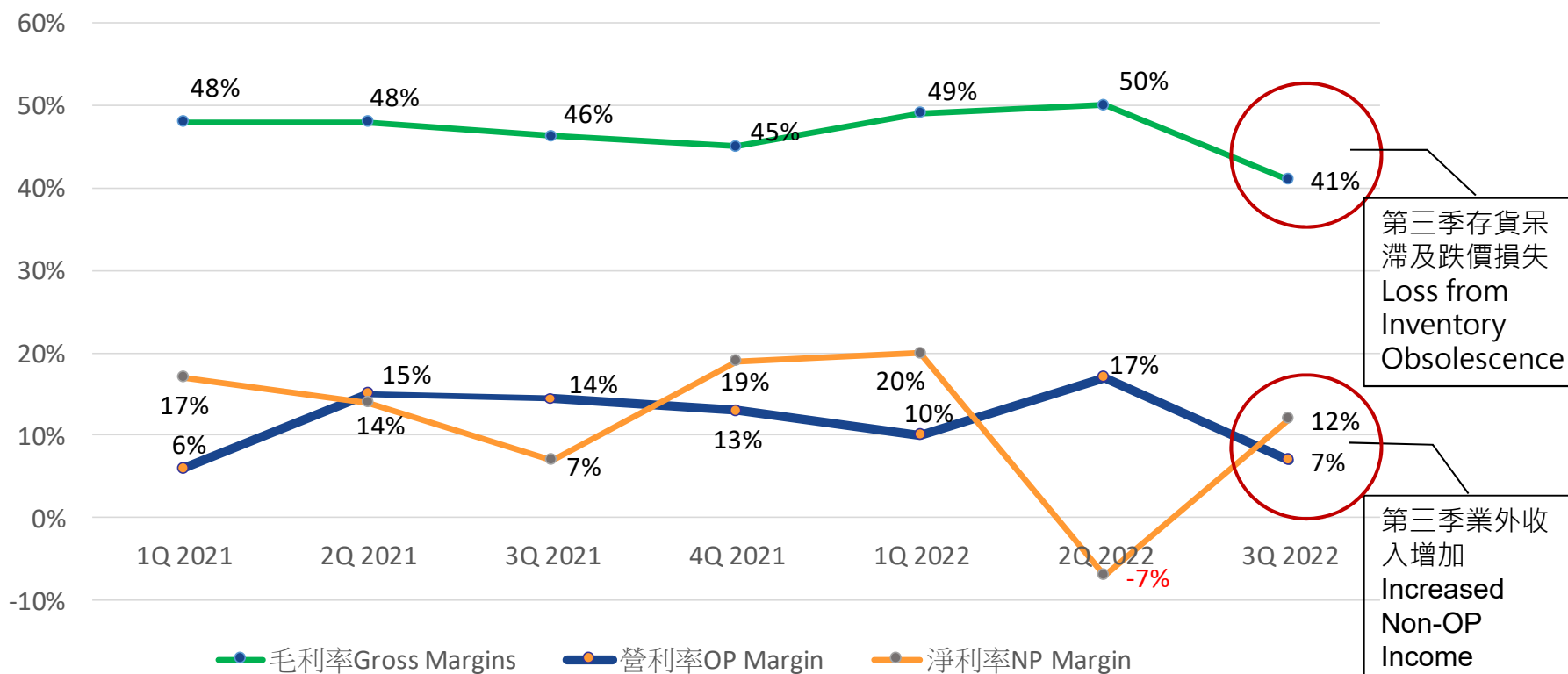
單位:仟元 (in NT\$,000)	Q3 2022	%	YoY	Q1-Q3 2022	%	YoY
營業收入 Net Sales	345,077	100	5%	962,196	100	5%
營業成本 COGS	(204,432)	(59)	16%	(515,460)	(54)	7%
營業毛利 Gross Profit	140,645	41	(8%)	446,736	46	3%
營業費用 Operating Expenses	(116,609)	(34)	11%	(335,787)	(35)	5%
營業利益 Operating Income	24,036	7	(50%)	110,949	11	(1%)
營業外收入 Non-Op. Income	65,174	19	549%	36,803	4	327%
稅前利益 Pre-Tax Income	89,210	26	169%	147,752	15	22%
所得稅費用 Income Tax Expense	(44,289)	(13)	356%	(68,706)	(7)	1,126%
淨利歸屬母公司 Net Income	43,067	12	81%	73,893	8	(35%)
每股盈餘 EPS (NT\$)	0.48			0.82		

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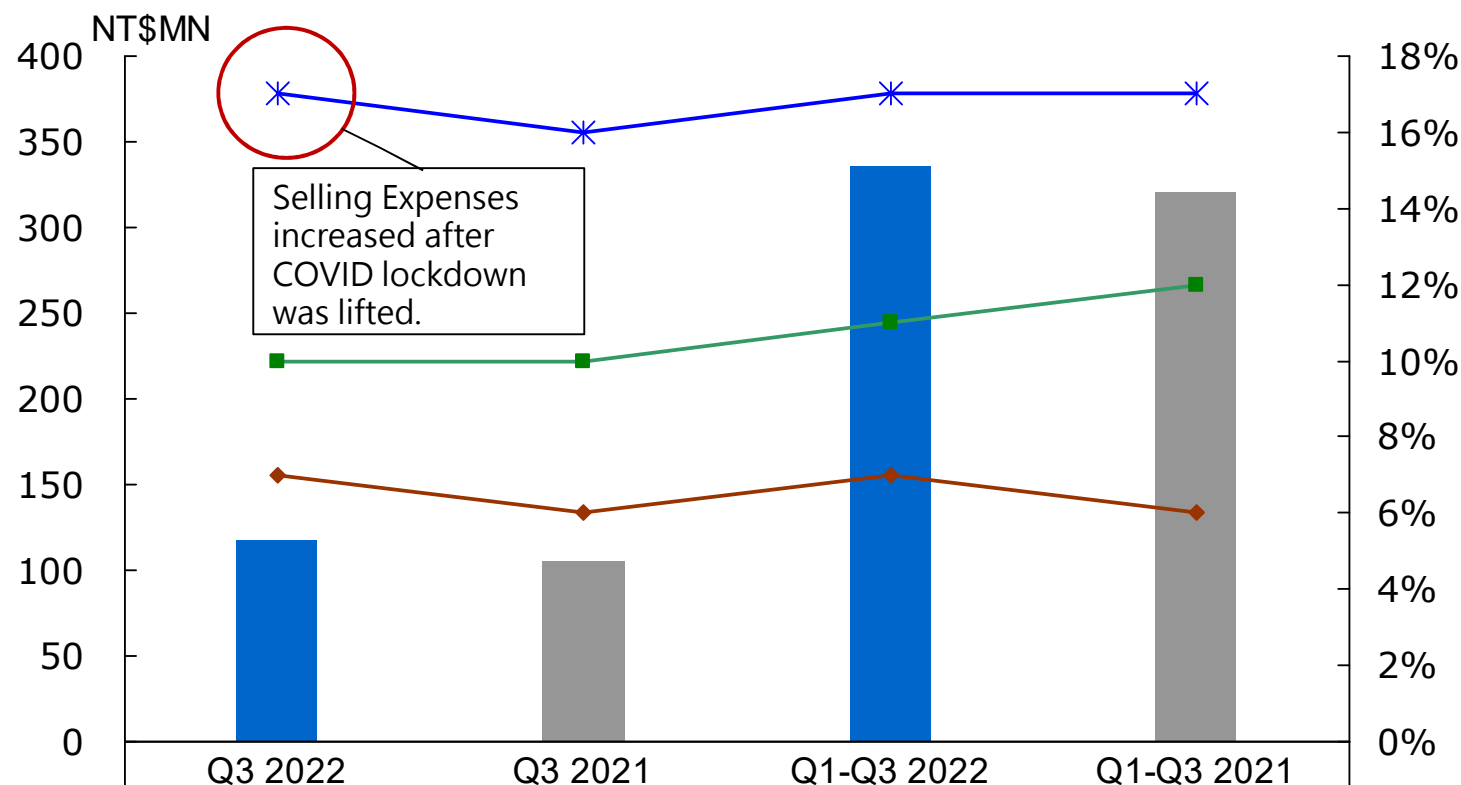
季營收 Quarterly Revenues



毛利率營利率淨利率 Quarterly Margins



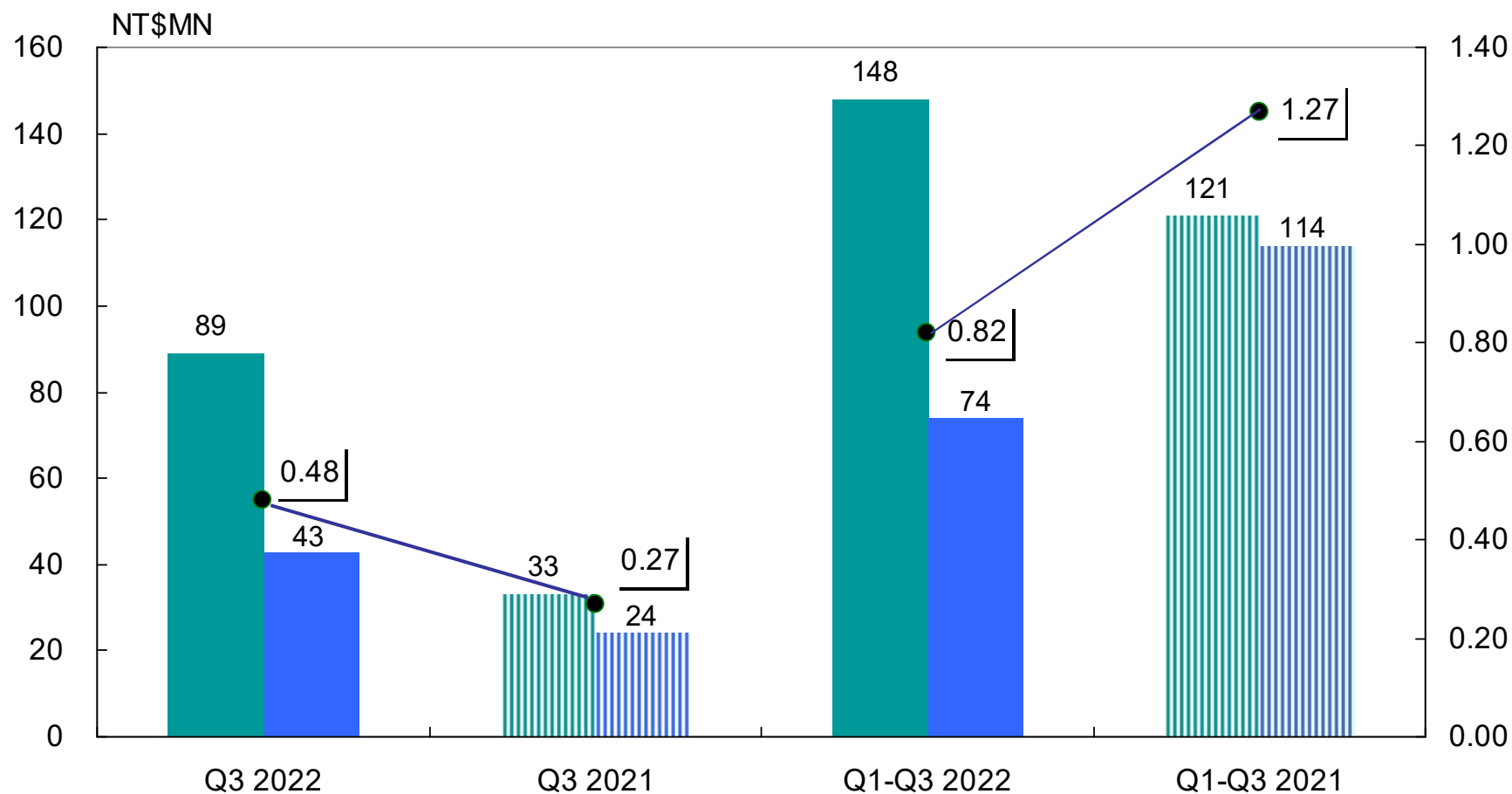
COMPANY PRESENTATION | 營業費用 Company Expenses



Operating Expenses	117	105	336	321
Selling Expense Ratio	17%	16%	17%	17%
Admin. Expense Ratio	7%	6%	7%	6%
R&D Expense Ratio	10%	10%	11%	12%

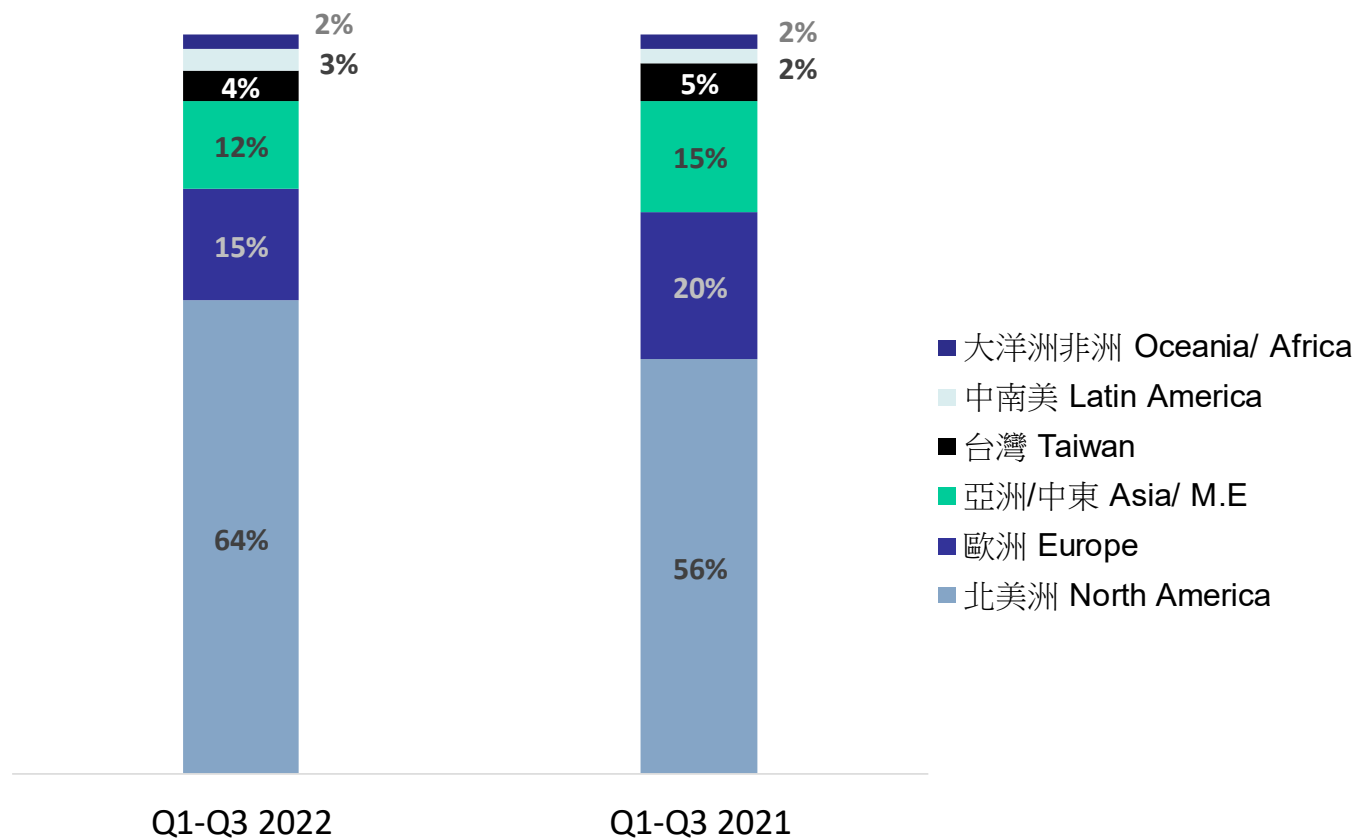
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獲利表現 Net Profits



■ 稅前淨利 Pre-Tax Income ■ 稅後淨利 Net Income ● EPS

洲別營收 Revenue by Region

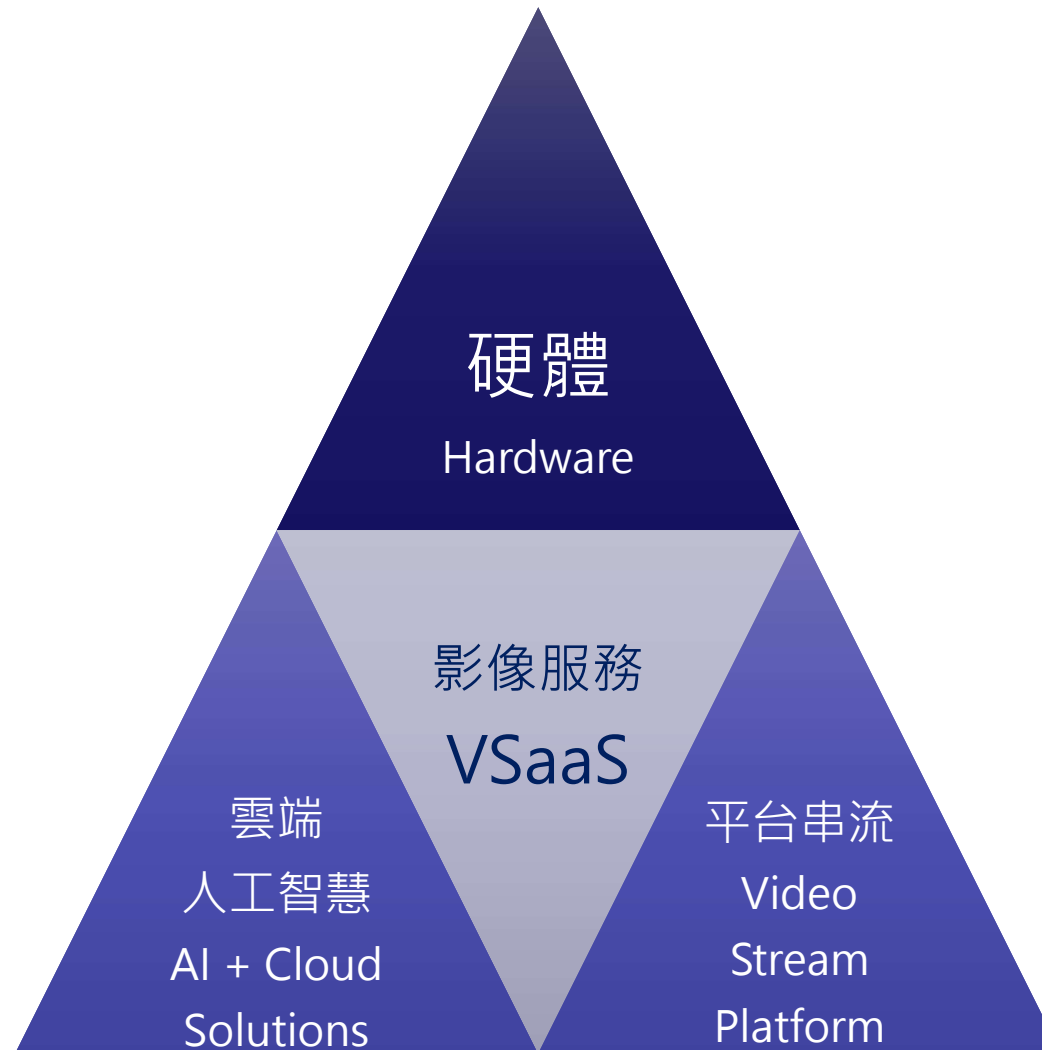


策略與展望 Strategy & Prospects

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經營發展策略

Business Development Strategy



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未來展望 Business Prospects



次品牌帶動成長，主品牌鞏固市場

- Sub-brand UA products will drive growth for North America market, yet also related to the main brand NDAA solutions to further consolidate global markets.

開發影像監控服務(VSaaS)商機，增進市場優勢

- Develop VSaaS (Video Surveillance as a Service) market and expand business opportunities.

期盼疫情有效控制、區域戰爭平息

- Let's hope Covid-19 gets under controlled soon, Russia-Ukraine war subsides, and global recession to end soon.

Q&A

Thank you for your *Attention.*