

奇偶科技 GeoVision Inc.

AI Series – Building AI Ecosystems

GeoVision offers wide range of AI analytics and intelligent video analytics for better security and work automation



113年公司簡報
Company Presentation | Mar. 2024

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GeoVision Company at a Glance



公司簡介

BUSINESS

- Establishment: Feb. 1998
- Listed in 2005
- Stock Code on Taiwan Stock Exchange: 3356
- Capital: NT\$8.99 billion
- Headquarters: Taiwan
- Overseas Subsidiaries: USA, Canada, Czech Republic, France, Japan, China, Vietnam



PRODUCTS

- IP Cameras
- HD Cameras
- Surveillance Systems
- Video Management Software
- Access Control Systems
- License Plate Recognition
- Artificial Intelligence



EMPLOYEES

- Global Workforce
- 156 at headquarters
 - 92 overseas



NUMBERS AND FACTS

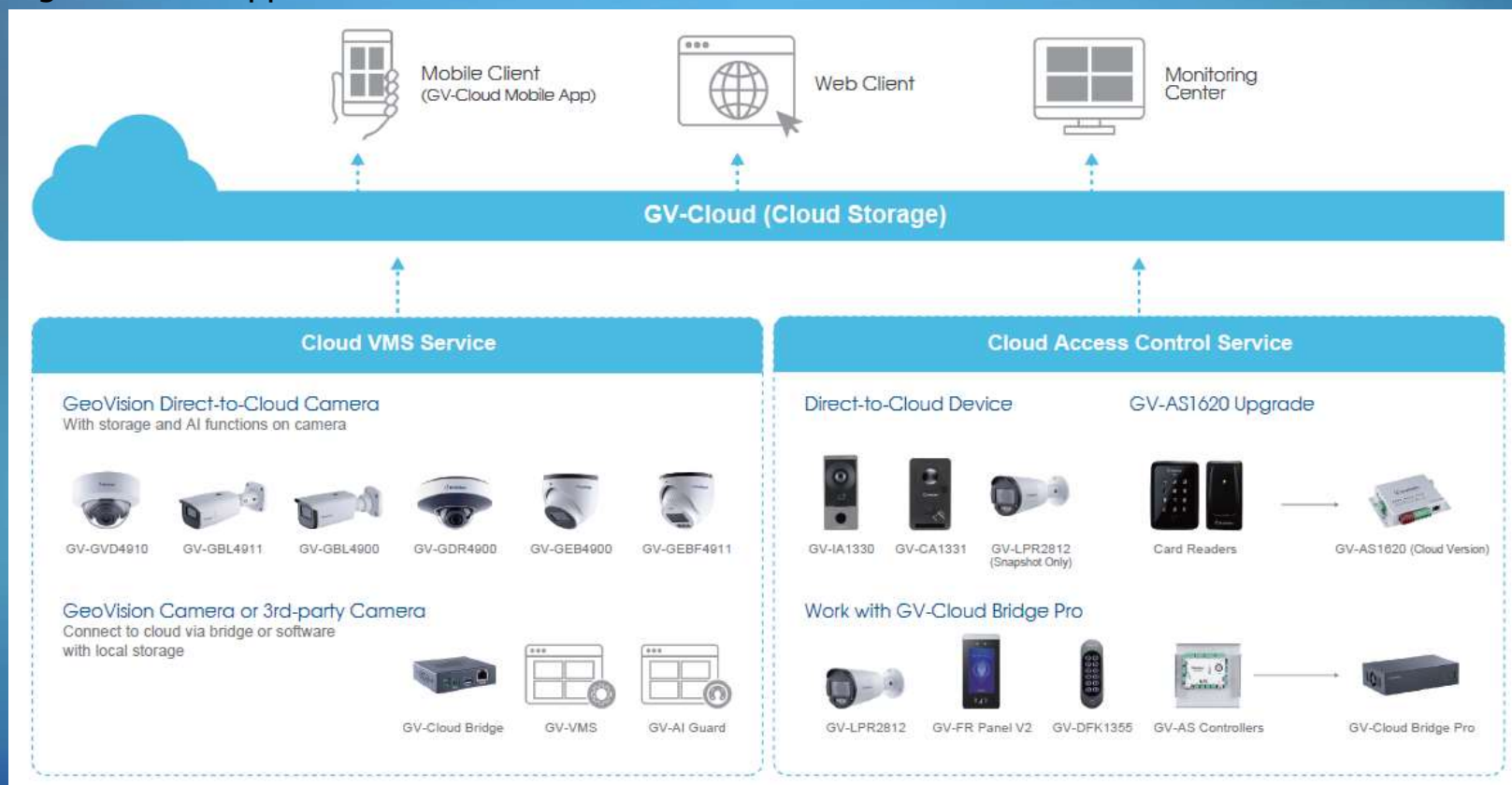
- Group Revenue in 2023: NT\$12.6 billion
- Current Market Capitalization: NT\$44.7 billion
- Products sold in 105 countries

產品發展 Product Development

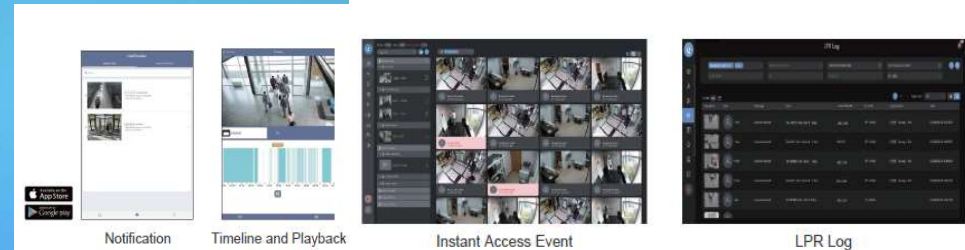
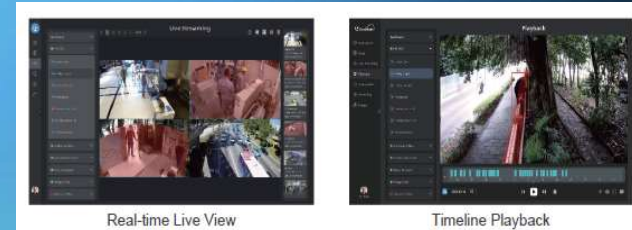
GeoVision AI功能監控產品 AI Analytics Functioned IP Camera Series

2MP Fixed Super Low Lux AI WDR Pro 3 Axis H.265 AI Full Color IR Eyeball IP Dome 2.8mm 30m Smart Warm LED - Built-in micro SD card slot - Built-in mic - IP67 & IK10  Full Color GV-GBF2802	5MP Fixed Super Low Lux AI WDR Pro 3 Axis H.265 AI Full Color Eyeball IP Dome 2.8mm 30m Smart Warm LED - Built-in micro SD card slot - Built-in mic - IP67  Full Color GV-EBFC5800	2MP Fixed Super Low Lux AI WDR Pro H.265 AI Full Color IR Bullet IP Camera 3.6mm 30m Smart Warm LED - Built-in micro SD card slot - Built-in mic - IP67 & IK10  Full Color GV-GBLF2802	5MP Fixed Super Low Lux AI WDR Pro H.265 AI Full Color Bullet IP Camera 4mm 30m Smart Warm LED - Built-in micro SD card slot - Two-way audio capable - IP67 & IK10  Full Color GV-BLFC5800	4x8MP Motorized Super Low Lux AI WDR Pro Quad-sensor Multi-directional H.265 AI IR IP Dome 2.8~12mm 30m intelligent IR - Built-in micro SD card slot - Two-way audio capable - IP67 & IK10  GV-RMS32810	4MP 3x Optical zoom Super Low Lux AI WDR Pro H.265 AI IR IP Mini PTZ 2.7~8.1mm 3x optical zoom 30m intelligent IR - Built-in micro SD card slot - Two-way audio capable - Built-in mic - IP67 & IK10  GV-GPTZ4810	5MP 5x Optical zoom Super Low Lux AI WDR Pro H.265 AI IR IP Mini PTZ 2.7~13.5mm 5x optical zoom 30m intelligent IR - Two-way audio - Built-in mic - Built-in speaker - Built-in micro SD card slot  GV-PTZ5810-IR
8MP Fixed Ptilant-free Super Low Lux AI WDR Pro H.265 AI Panoramic IR Bullet IP Camera 1.68mm 180° Panoramic View 15m Intelligent IR - Built-in micro SD card slot - Built-in mic - SIP/VoIP - IP67 & IK10  GV-PBL8800	8MP Fixed Super Low Lux AI WDR Pro H.265 AI Panoramic IR IP Dome 1.68mm 180° Panoramic View 15m Intelligent IR - Built-in micro SD card slot - Built-in mic - SIP/VoIP - IP67 & IK10  GV-PDR8800	5MP Fixed AI Super Low Lux WDR Pro H.265 AI Panoramic IR Bullet IP Camera 1.68mm 180° Panoramic View 20m Intelligent IR - Built-in micro SD card slot - Built-in mic - IP67  GV-TBLP5800	8MP Fixed AI Super Low Lux WDR Pro H.265 AI Panoramic IR Bullet IP Camera 1.68mm 180° Panoramic View 20m Intelligent IR - Built-in micro SD card slot - Built-in mic - IP67  GV-TBLP8800	4MP Fixed AI Cloud Super Low Lux WDR Pro 3 Axis H.265 Cloud AI IR Eyeball IP Dome 2.8mm 30m intelligent IR - Built-in micro SD card slot - Two-way audio capable - Built-in mic - IP67 & IK10  GV-GB4900	4MP Motorized AI Cloud Super Low Lux WDR Pro 3 Axis H.265 Cloud AI Full Color IR Eyeball IP Dome 2.8~12mm 40m Smart Warm LED - Built-in micro SD card slot - Two-way audio - Built-in mic - Built-in speaker - IP66 & IK10  Full Color GV-GBF4911	5MP Fixed Super Low Lux AI WDR Pro 3 Axis H.265 AI IR Eyeball IP Dome 2.8mm 30m intelligent IR - Built-in micro SD card slot - Built-in mic - IP67 & IK10  GV-REB5800
5MP Fixed AI Super Low Lux WDR Pro 3 Axis H.265 AI Panoramic IR Eyeball IP Dome 1.68mm 180° Panoramic View 20m Intelligent IR - Built-in micro SD card slot - Built-in mic - IP67 & IK10  GV-EBDP5800	8MP Fixed AI Super Low Lux WDR Pro 3 Axis H.265 AI Panoramic IR Eyeball IP Dome 1.68mm 180° Panoramic View 20m Intelligent IR - Built-in micro SD card slot - Built-in mic - IP67 & IK10  GV-EBDP8800	2MP Fixed AI Super Low Lux WDR Pro H.265 AI IP Pinhole Camera 2.8mm - Built-in micro SD card slot - Two-way audio capable  GV-GPH2800	2x4MP Fixed AI Super Low Lux WDR Pro 3 Axis Dual-sensor Multi-directional H.265 AI IR IP Dome 2.8mm 30m intelligent IR - Built-in micro SD card slot - Two-way audio capable - Built-in mic - IP67 & IK10  GV-TMS8800	5MP Fixed Super Low Lux AI WDR Pro Thermal 3 Axis H.265 AI Thermal & Optical Eyeball IP Dome 4mm (optical) / 3.2mm (thermal) 30m intelligent IR - Built-in micro SD card slot - Two-way audio - Built-in mic - Built-in speaker - IP66  GV-TMEB5800	6MP Fixed Super Low Lux AI WDR Pro 3 Axis H.265 AI IR Eyeball IP Dome 2.8mm 30m intelligent IR - Built-in micro SD card slot - Built-in mic - IP67  GV-EBD8800	4MP 25x Optical zoom Super Low Lux AI WDR Pro 3 Axis H.265 AI IR IP Speed Dome 25x optical zoom 100m intelligent IR - Two-way audio capable - Built-in micro SD card slot - IP67 & IK10  GV-SD4825-IR

奇偶雲端監控解決方案搭配雲端影像監控設備及雲端門禁系統，使用戶隨時隨地透過行動app達成遠端監控。GeoVision GV-Cloud-based Surveillance Solution integrated with cloud-based video surveillance devices and cloud-based access control systems, allowing users to achieve remote monitoring anytime, anywhere through a mobile app.



奇偶GV-Cloud雲端監控解決方案-
 搭配雲端影像監控服務、
 雲端門禁服務、
 雲端行動APP、
 3D地圖服務、
 雲端保全服務，
 使用戶隨時隨地雲端監控資產
 GV-Cloud-based Surveillance
 Solution – Integrated with cloud-
 based video surveillance services,
 cloud-based access control services,
 cloud-based mobile app, 3D
 mapping services, cloud-based
 security services,
 allowing users to monitor assets via
 the cloud anytime, anywhere.



GeoVision AI 解決方案應用 AI Solutions



營運績效Financial Results

合併營收 Consolidated Revenues

2023年
FY2023

營收成長率
Sales Growth Rate

第四季
Q4 2023 QoQ

6%

全年
Q1-Q4 2023 YoY

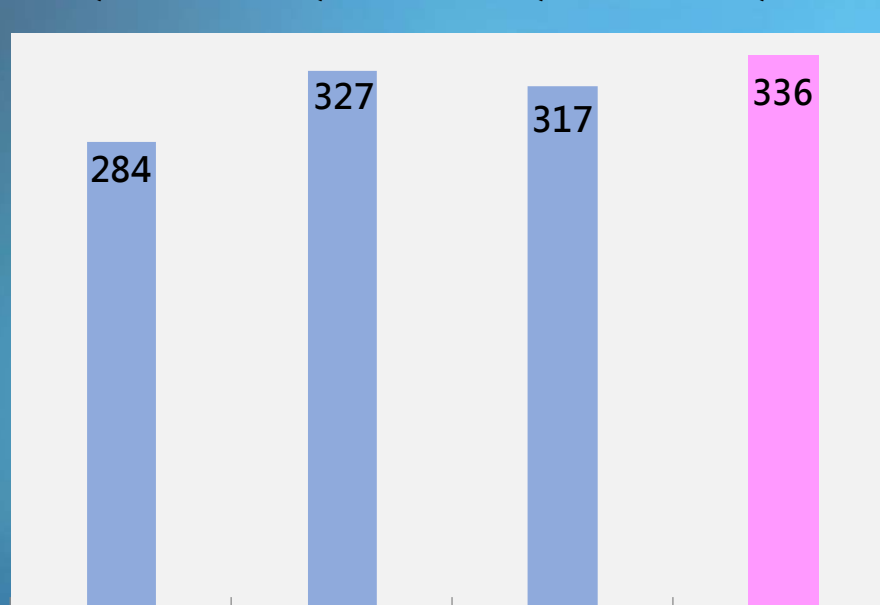
(4%)

Q1 '23

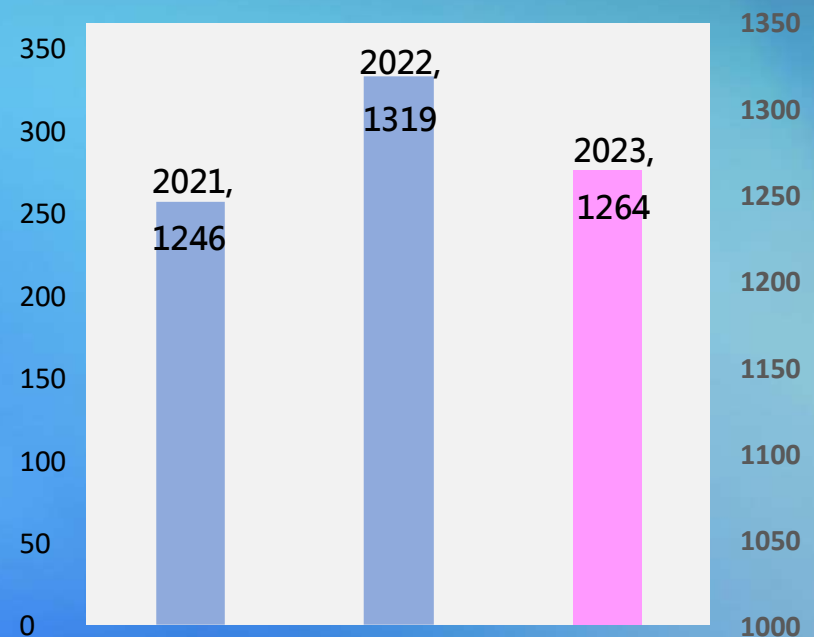
Q2 '23

Q3 '23

Q4 '23

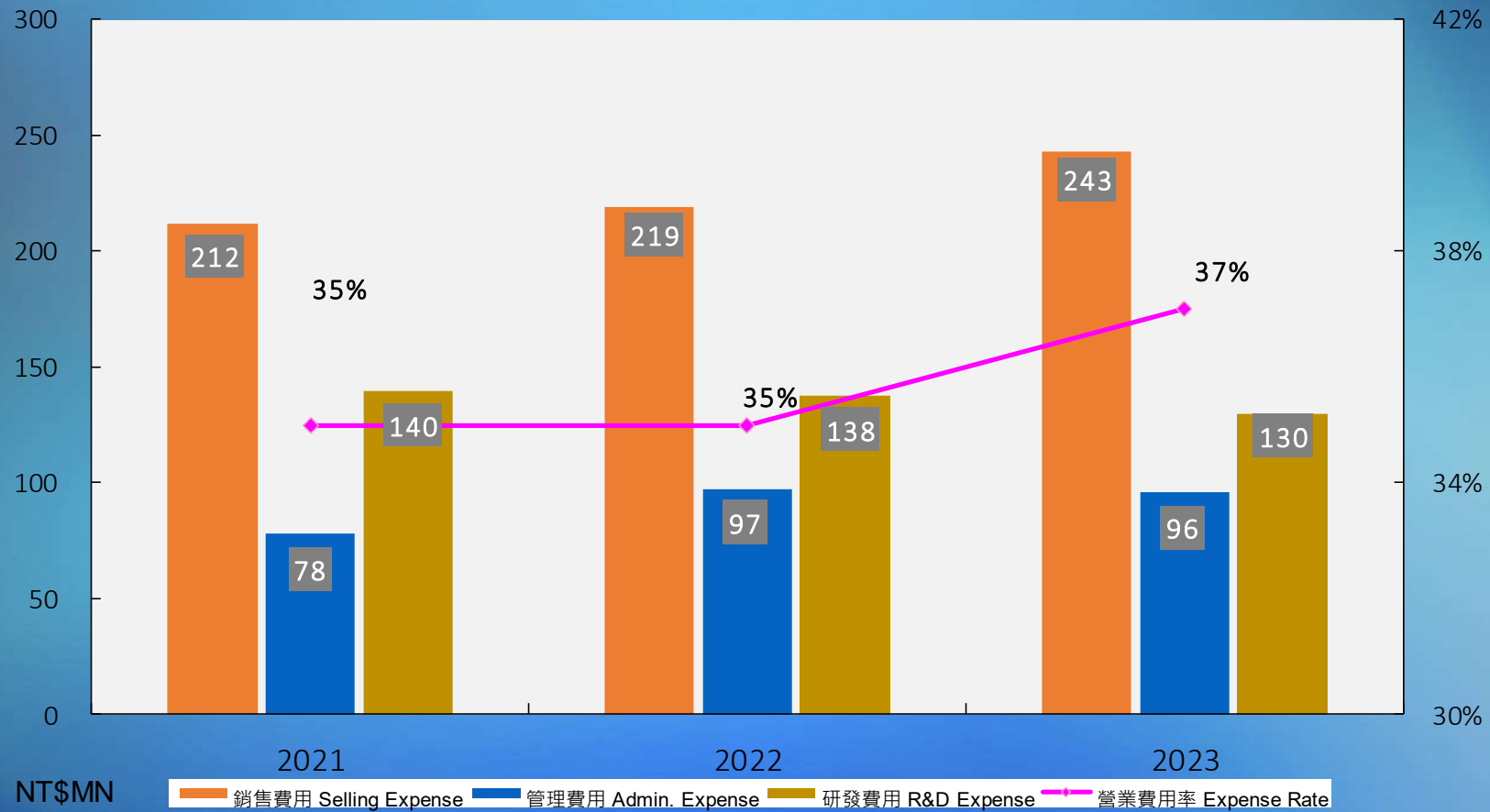


單季營收 Quarterly Sales

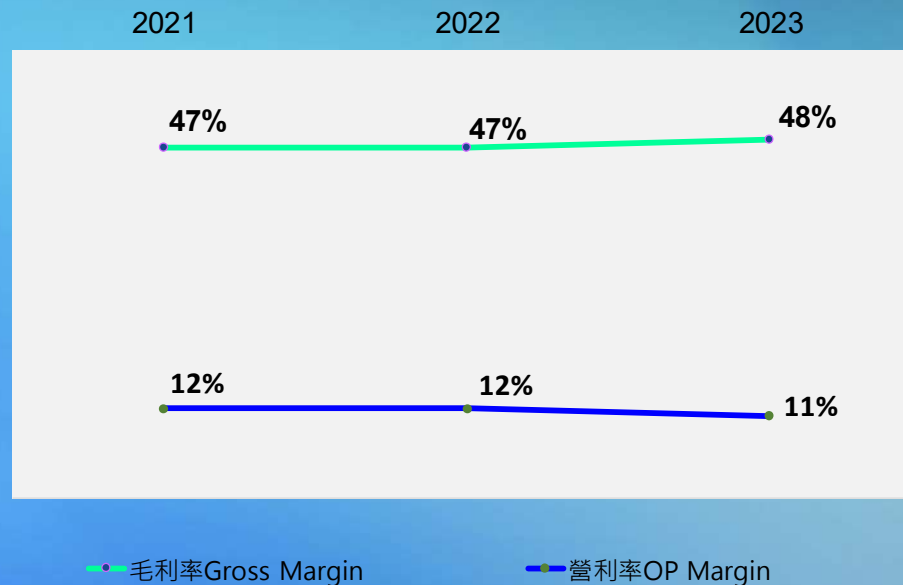
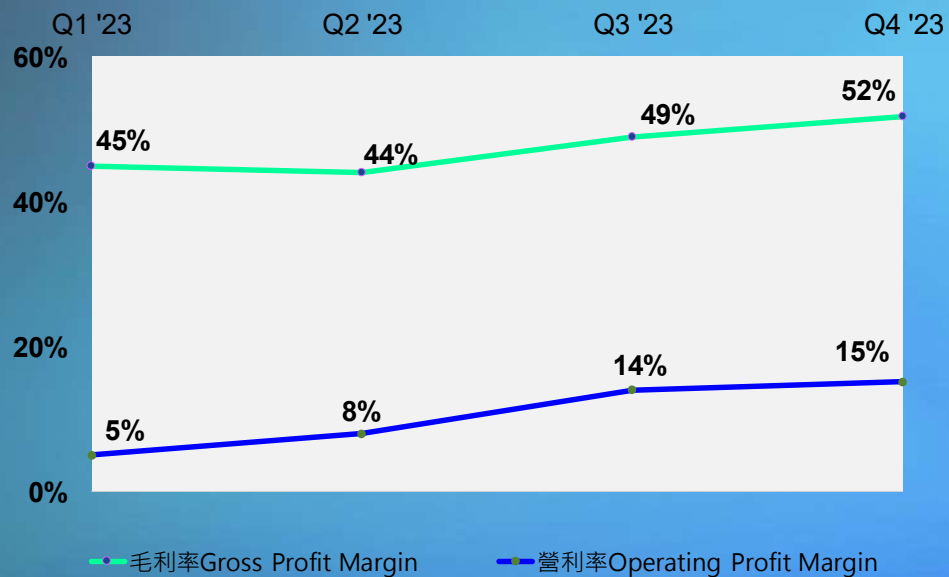


累計營收 Accumulated Sales

單位: 新台幣百萬元 NT\$mn

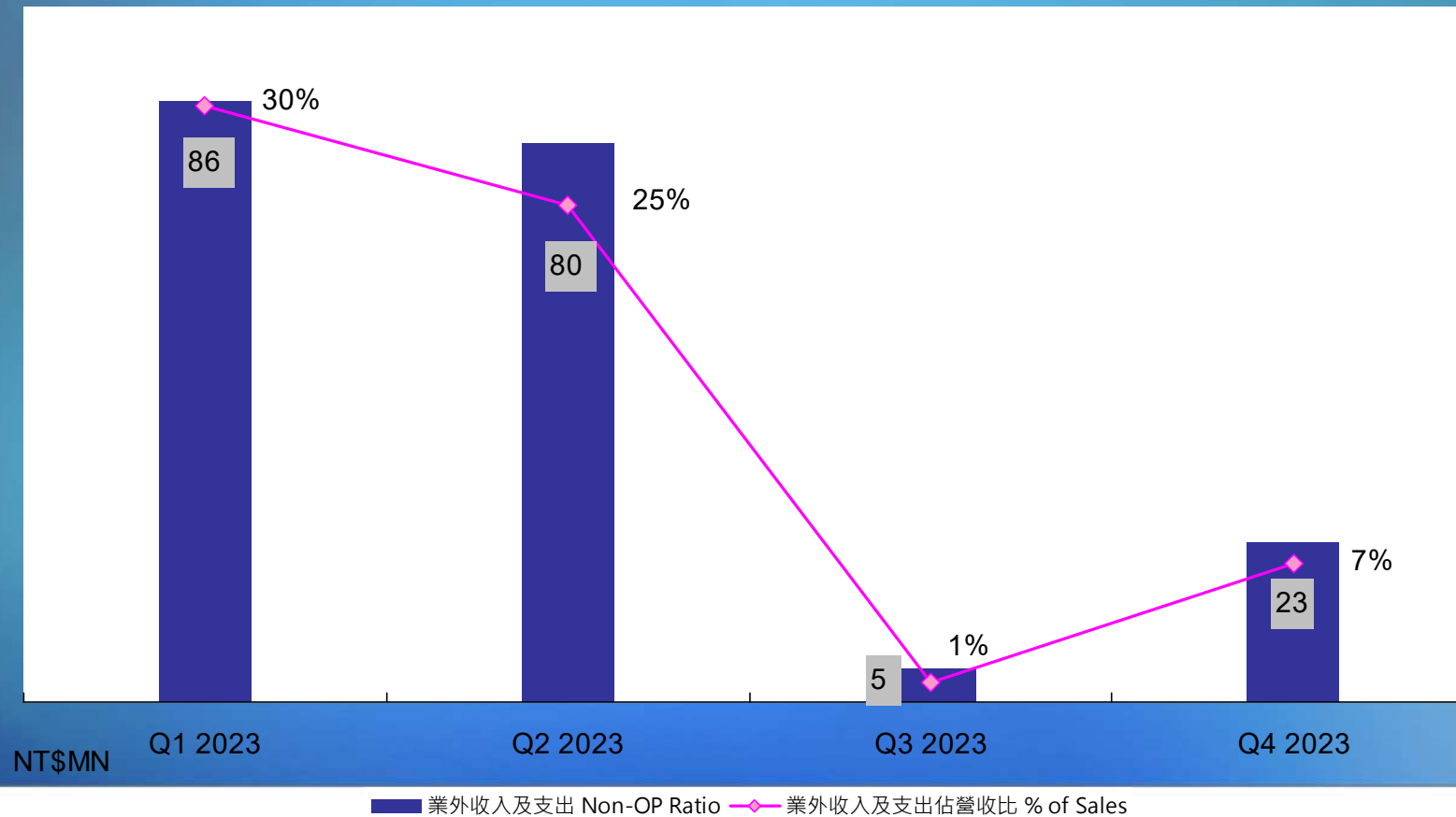


	第四季 Q4 2023 QoQ	全年 Q1-Q4 2023 YoY
營業毛利成長率 GP Growth Rate	12%	(2%)
營業利益成長率 OP Growth Rate	18%	(14%)

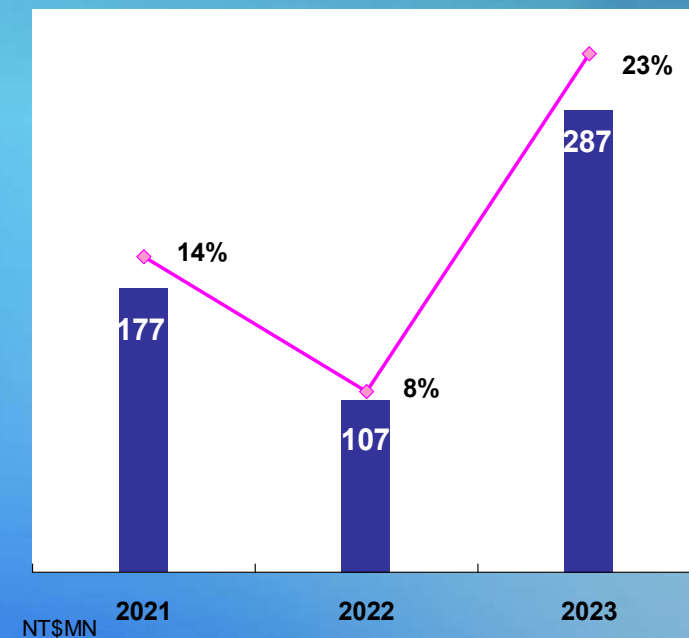
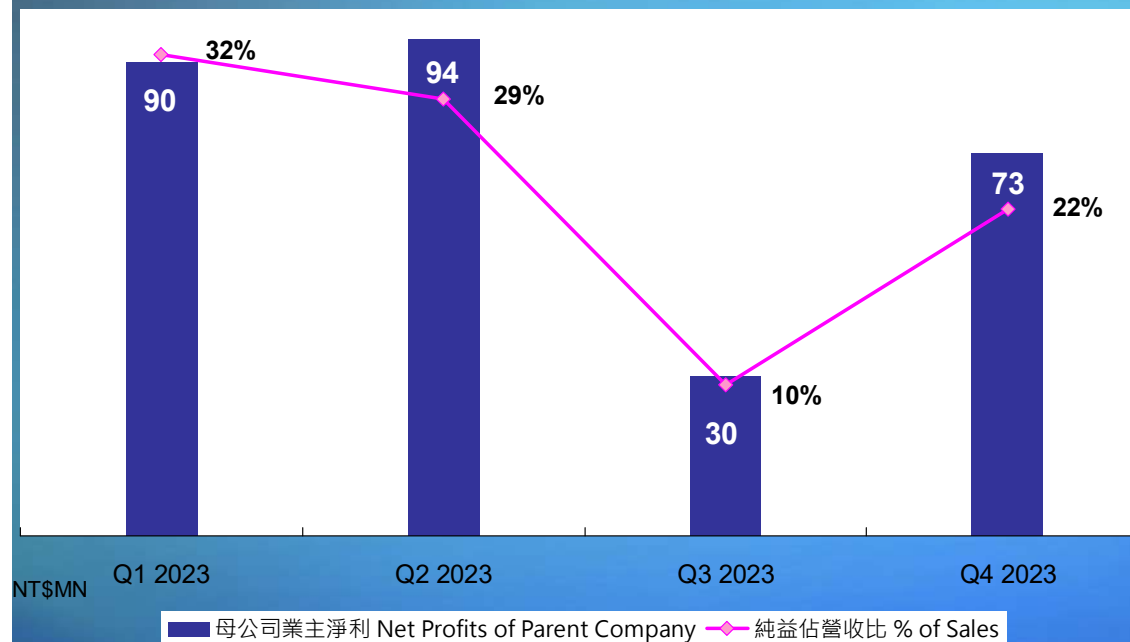


業外損益 Non-Operating Profits

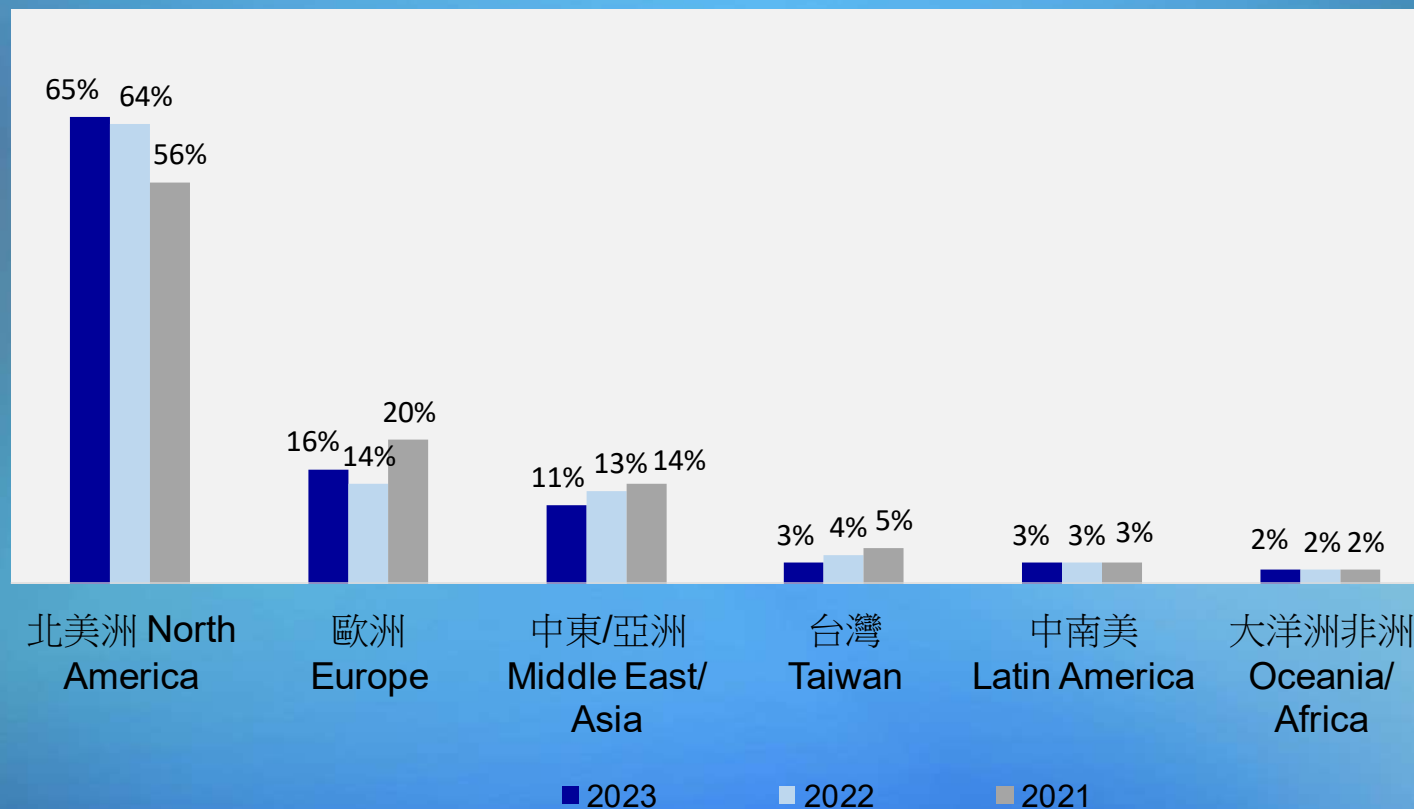
新台幣百萬元 NT\$ mn	Q4 2023	Q1-Q4 2023
利息收入 Interests Income	6.4	20.2
其他利益及損失 Other Profits & Losses	13.1	162.0



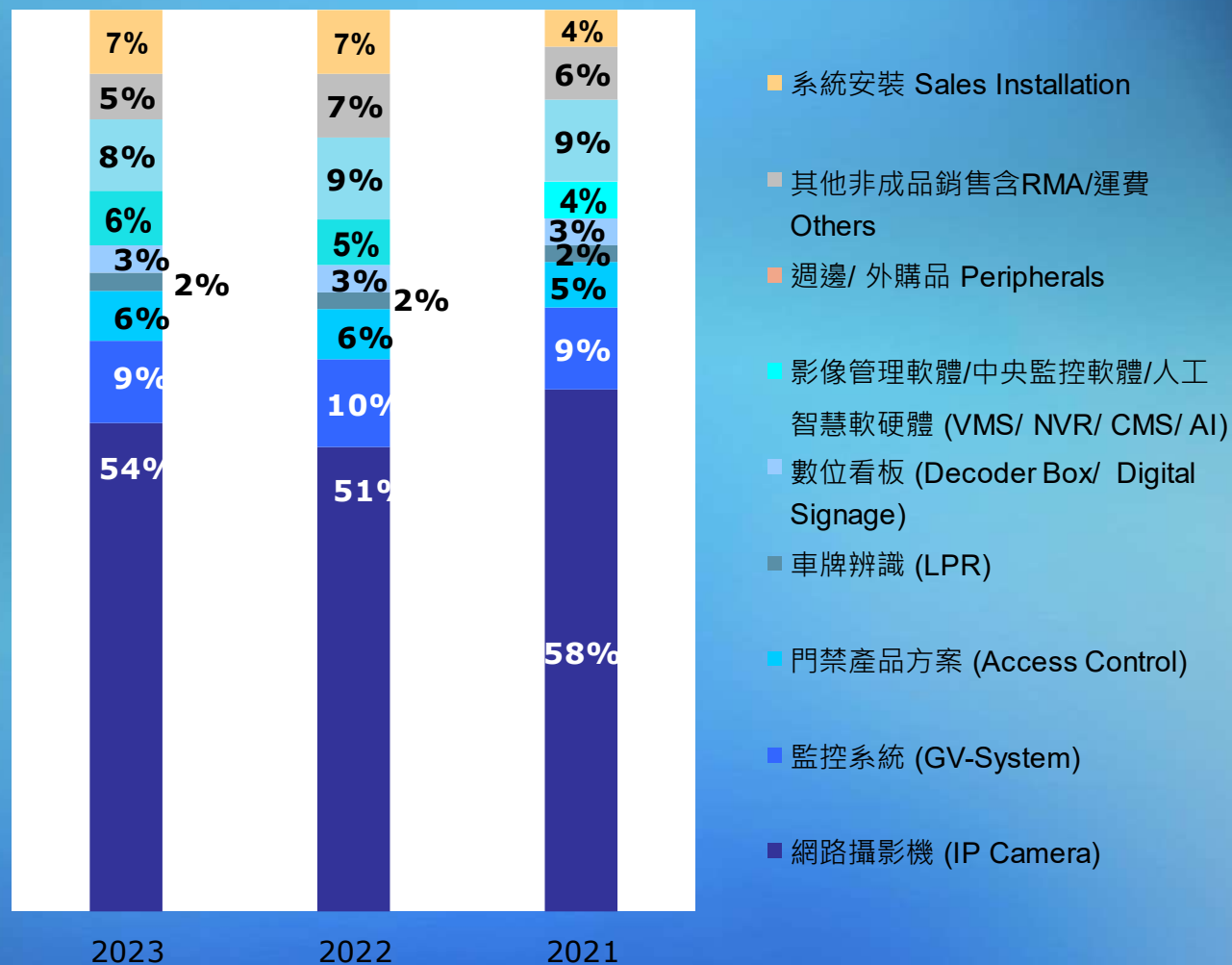
	Q4 2023 QoQ	Q1-Q4 2023 YoY
母公司業主淨利成長率 Net Profits Growth	140%	168%
每股盈餘 Earnings per Share (NT\$)	0.81	3.20



各洲營收比 Revenues Ratio by Geographical Region



GeoVision 產品營收比重 Revenue by Product



營運策略 Business Strategy

GeoVision 從國外同業動態看產業趨勢

Industry Trends from a Peer Company's recent announcement

- 博世將出售安全產品業務，專注於系統整合業務
Bosch to sell its security products businesses-Company to focus on systems integration, according to press release
 - 博世計劃出售大部分產品業務，包括視頻監控、出入控制、入侵檢測和通信，以專注於其區域整合業務，提供建築安全、能源效率和建築自動化等解決方案和服務。該公司未來將專注於區域整合事業，提供解決方案與服務，來滿足客戶對建築安全、能源效率和建築自動化的需求。
Bosch Building Technologies announced that it is selling most of its product businesses, including video surveillance, access control, intrusion detection and communications.... In the future, the company's Building Technologies division will focus on its regional integrator business, with solutions and services for building security, energy efficiency, and building automation.
- 安全監控產業將從過去的單一產品銷售模式轉向系統整合，以應對市場的需求和未來的發展。
In the future the security companies that seek for sustainability should be focusing on systems integration as their core business in order to seize the favorable opportunities for growth in this market.”
- 系統整合與服務化，是為了應對未來安全挑戰和需求，以滿足不斷發展的市場需求和客戶期望的一部分。
The transitions of system integration and service providing are aimed at addressing future security challenges and demands. This transformation can be seen as an industry response to meet the evolving market needs and customer expectations.

Ref.: Security InfoWatch.com, Bosch to sell its security products businesses, Oct. 26, 2023

- **具有AI能力的軟體使監控系統更具智慧化:** AI整合的趨勢能應對未來市場的需求。
- **更全面、智慧化的監控產品與服務:** 整合不同的硬體與軟體監控元件為監控轉型的成功因素。
- **雲端平台為基礎的監控服務:** 即時、跨地域的存儲和遠端存取，可大幅提升系統的擴展性。

雲端平台儲存
GV-Cloud
Platform

影像監控服務
Video
Monitoring
Service

AI人工智慧軟體
AI Software

AI監控產品
AI Surveillance
Products

- **AI Empowers Surveillance:** Smart systems meet future demands through AI-driven software.
- **Integrated Monitoring Solutions:** Industry shift blends hardware and software for intelligent surveillance.
- **Cloud Enhances Security:** Real-time storage, remote access, and improved scalability for surveillance.

- 全力發展人工智能及雲端商機，成為新的成長動能
Maximize GV-AI and GV-Cloud business for primary growth drive.
- 開發影像監控服務商機，開拓市場藍海優勢
Develop VSaaS market and expand business opportunities.
- 業外穩健投資，創造長期利益
Make stable and prudent investments beyond the core business for long-term benefits.

Q&A

感謝您的聆聽
問答交流時間

Thank you!