



圓展科技股份有限公司

AVer Information Inc.,

| Dec. 23, 2021 | AVer Information Inc. | www.aver.com



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- 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.



理想的事業夥伴

The Ideal Business Partner

圓展重視ESG

AVer attaches great importance to ESG

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



視訊溝通與協作解決方案

Video Conferencing

We focus on tearing down geographic barriers by providing the tools that let organizations communicate and collaborate.



教育科技解決方案

Integrated Presentation & Education

Our solutions enable distance learning and interactive mobile teaching and simplify livestreaming & broadcasting.



公司簡介 Company Briefing



- 總公司:台灣新北市 / Headquarters :New Taipei City, Taiwan
- 2020年營收:台幣40.68億元 / 2020 Revenue: US\$ 137.67 million (29.55:1)
- 台灣上市公司 (代碼 3669) / Taiwan listed company (TWSE: 3669)
- 員工人數: 全球 630人 / Employees:630 worldwide
- 專利數:全球超過304件/ Patents: Over 304 patents worldwide
- 行銷全球100多國 Representatives for 100s of countries



永續經營

Ethical Initiatives for Better Communities

追求企業成長與獲利，注重環境、社會及公司治理相關議題的改善，實現永續經營的目標。
AVer remains committed to sustainable growth and development through extensive ESG (Environmental, Social, and Governance) campaigns to improve society and the community.



2020 永續報告書
2020 Corporate Sustainability
Report



榮獲美國灣區Top100最佳職場
Named Top Workplaces
Bay Area News Group



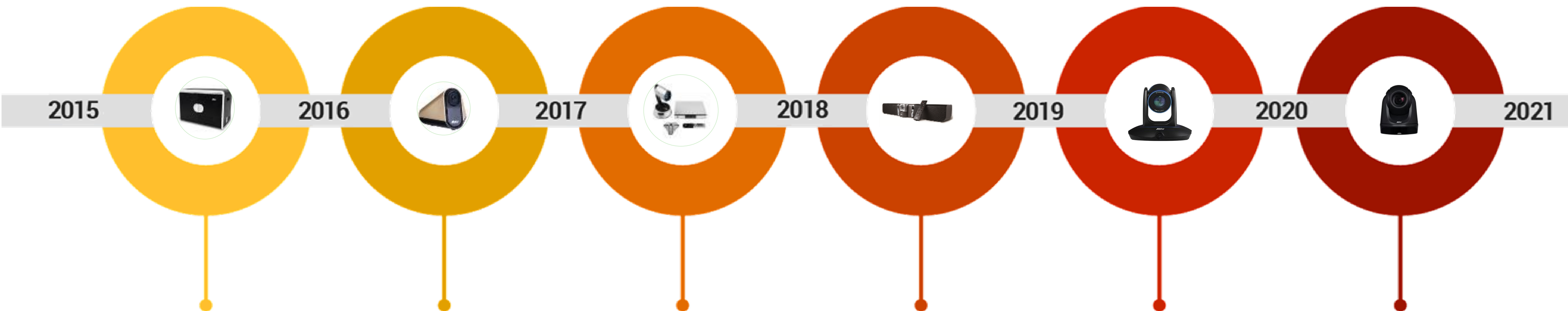
臺灣證交所公司治理評鑑，2020年圓
展名列前21~35%。
Top 21% to 35% for Corporate
Governance Taiwan Stock Exchange -
2020



全球策略夥伴 Global Alliance Partners



研發創新成就 Innovative Breakthroughs



- 首創多方會議使用的協作軟體.
- 首創可串聯式平板電腦充電同步櫃.

Revolutionized collaboration software for MCU and introduced our mobile device charging cabinet.

- 創新8百萬像素USB3.0傳輸4K影像實物攝影機.
- 首創遠距教學專用高畫質HD攝影機.

Changed education with a 4K 8-megapixel visualizer and HD camera for educational applications.

- 推出透過USB3.0，提供4K Ultra HD畫質的小型會議室專用視訊會議攝影機
- 首創支援 WebRTC、SIP、H.323、Skype for Business 等通訊協定的多點視訊會議系統

Launched our first 4K USB huddle room camera and VC system with WebRTC, SIP, H.323, and Skype for Business support.

- 先進攝影鏡頭技術，創新全功能設計，推出4K PTZ和超優質音效的視訊Soundbar.
- 以領先業界的AI演算法發展獨家的聲音和影像自動追蹤技術。

Advanced huddle room and camera technology with an all-in-one video soundbar and new auto-framing and tracking technologies.

- 因應居家辦公及遠距教學需求，採用AI、雲端新技術開發各種商業和教育解決方案。

Embraced new technology for teaching and working from home, developing various solutions specifically for these trending business and education usage scenarios.

- 線上授課、虛實混合式教學趨勢，創新教學用自動追蹤攝影機及紫外線消毒充電車，並強化AI智能功能。

Added a tracking camera designed for hybrid learning environments, introduced disinfecting and antibacterial charging carts, and improved AI smart functions.

2021創新獲獎紀錄 Recognition of Innovation



AVer M15,TR310

Tech&Learning Awards of Excellence
Secondary Education 2021
(Remote Learning)



AVer TR313

InfoComm Best in Market 2021 Award



AVer TR313

NAB* Show Product of Year 2021



AVer TR313

Sound & Video Contractor
NAB* Best in Market 2021 Award



AVer DL30, M5, X18iS
Taiwan Excellence Award



AVer M11-8M, X18iS

Tech&Learning Awards of Excellence
Primary Education 2021
(Remote Learning)



AVer PTZ Tracking Cameras

2021 Rave Readers' Choice Awards Winner



AVer TR313

2021 BEST Award of Commercial Integrator



AVer CAM130

Unified Communications Product of the Year



AVer VC520 Pro2

2021 Globee Awards Gold Winner
(Business and Innovation Awards)



AVer VC520 Pro

2021 ABA (American Business Awards)
Bronze Stevie Award



AVer CAM130

Sound & Video Contractor
NAB* Best in Market 2021 Award



AVer VB130

2021 TMC Labs
INTERNET TELEPHONY Innovation Awards



AVer CAM540

Tech & Learning Best Webcam for 2021



AVer VB130, CAM130
Taiwan Excellence Award



AVer VB130

2021 Communication Solutions Product of the Year



世界級的服務 World-Class Service

圓展工廠座落於新北市土城工業區，累積紮實的影像、鏡頭、影音科技產品研發、製造經驗，提供世界級的品質和服務。

Our in-house factory is situated in New Taipei City, Taiwan. With years of manufacturing experience, we provide top quality products and services.

國際認證 CERTIFIED

ISO 9001

ISO 14001

ISO 45001

ISO 13485

IECQ QC 080000

RoHS & REACH

WEEE

專業服務:

- ODM/OEM 代工服務
- 台灣製造品質
- 10,000m² 工廠佔地

Offering Premium:

- ODM/OEM Services
- Made In Taiwan Quality
- 10,000m² Production Space

導入工業3.5自動化，引進工業人工智慧
Introduction of Industrie 3.5 Automation w/ A.I.



不僅是一個想法，
不只是一個產品，
它是一種藝術！

Not Just An Idea
Not Just A Product
It's an Art !





2021年營運狀況

2021 Operating Performance

- ❑ 前11個月自結營收NT\$34.49億元，年成長達-7%。下半年大型標案已結束，混合教學與視訊協作仍是主力。
The self-assessed revenue in the first 11 months was approximately NT\$3.449 billion, -7% YoY. In H2, no big tenders, and the output of new product line will be in coming year. The main force still focuses on the hybrid teaching and video collaboration.
- ❑ 前三季毛利達NT\$15.09億元，淨利約NT\$5.76億元，前三季獲利仍受運費增加及缺料漲價影響。
The gross profit in the first three quarters reached NT\$1,509 million, and the net income was about NT\$576 million. The profitability still affected by the increasing of globe freight costs and the material shortages.
- ❑ 持續數位轉型(如ERP、MES更新)，提升製造、後勤與營運效率和效能。
Continue to implement digital transformation such as ERP, MES renewal to enhance the efficiency and effectiveness of manufacturing, logistics and operational capabilities.
- ❑ 在董事會成立企業永續發展委員會，將ESG列入未來策略。
Establish AVer Sustainable Development Committee in the board to include ESG issues in future strategies.



2022年營運重點

2022 Operating Focus

- ◆ 深耕Video、Audio、AI及5G技術，切入智慧應用相關市場。
Deeply cultivating the core technologies of video, audio, AI and 5G incorporated into the markets of smart application.
- ◆ 設置新事業團隊，開發遠距醫療應用產品。
Sep up a new team to develop telemedicine applied product .
- ◆ 積極投入ODM/OEM業務，爭取國際客戶。
Actively invest in ODM/OEM business to win over international customers.
- ◆ 擴展雲端教育及視訊平台生態鏈，強化策略聯盟。
Strengthen strategic alliances to the ecosystems of education cloud and video platforms.
- ◆ 於新興國家設據點，擴展當地市場。
Set up offices in emerging countries to expand and serve the local markets.
- ◆ 持續數位轉型與自動化，以優化和提昇營運效能。
Continue digital transformation and automation to optimize and enhance operational efficiency.



綜合損益表 Consolidated Income Statement



單位：新台幣千元 (Unit: K-NTD)	Q3 2021	%	Q2 2021	%	Q3 2020	%	QoQ%	YoY%
營業收入淨額 (Net Sales Revenue)	922,903	100	1,021,561	100	1,684,998	100	-10%	-45%
營業毛利 (Gross Profit)	429,103	46	532,937	52	918,038	54	-19%	-53%
營業費用 (Total Operating Expenses)	303,045	33	300,637	29	345,442	21	1%	-12%
銷售費用 (Selling Expenses)	173,571	19	171,386	17	203,403	12	1%	-15%
管理費用 (G & A Expenses)	28,986	3	29,940	3	40,912	2	-3%	-29%
研發費用 (R&D Expenses)	100,488	11	99,311	10	101,127	6	1%	-1%
營業淨利 (Net Operating Income)	126,058	14	232,300	23	572,596	34	-46%	-78%
業外收支 (Non-Operating Gain and Loss)	65,331	7	2,574	0	1,812	0	2438%	3505%
稅前淨利 (Net Income before Tax)	191,389	21	234,874	23	574,408	34	-19%	-67%
所得稅費用 (Income Tax Expense)	14,757	2	39,166	4	105,829	6	-62%	-86%
本期淨利 (Consolidated Net Income)	176,632	19	195,708	19	468,579	28	-10%	-62%
基本每股盈餘(新台幣元) (Basic EPS, NTD Dollar)	\$1.90		\$2.11		\$5.04			



綜合損益表 Consolidated Income Statement

單位：新台幣千元 (Unit: K-NTD)	Q3 YTD 2021	%	Q3 YTD 2020	%	YoY%
營業收入淨額 (Net Sales Revenue)	2,944,603	100	2,795,791	100	5%
營業毛利 (Gross Profit)	1,509,209	51	1,495,195	53	1%
營業費用 (Total Operating Expenses)	907,328	31	839,212	30	8%
銷售費用 (Selling Expenses)	520,517	18	520,813	19	0%
管理費用 (G & A Expenses)	88,571	3	80,886	3	10%
研發費用 (R&D Expenses)	298,240	10	237,513	8	26%
營業淨利 (Net Operating Income)	601,881	20	655,983	23	-8%
業外收支 (Non-Operating Gain and Loss)	59,270	2	4,890	0	1112%
稅前淨利 (Net Income before Tax)	661,151	22	660,873	24	0%
所得稅費用 (Income Tax Expense)	85,323	3	114,674	4	-26%
本期淨利 (Consolidated Net Income)	575,828	20	546,199	20	5%
基本每股盈餘(新台幣元) (Basic EPS, NTD Dollar)	\$6.20		\$5.88		



資產負債表 Balance Sheet

單位：新台幣千元 (Unit: K-NTD)	Q3 2021		Q2 2021		Q3 2020	
	金額	%	金額	%	金額	%
現金及約當現金 (Cash & Equivalents)	752,205	17	990,755	21	1,387,825	29
應收款項 (Receivables)	476,103	11	467,630	10	950,151	20
存 貨 (Inventory)	829,186	19	937,573	20	908,642	19
不動產、廠房及設備 (Property & Equipment)	1,264,636	29	1,259,502	26	1,191,334	25
資產總計 (Total Assets)	4,335,631	100	4,780,990	100	4,788,473	100
流動負債 (Current Liabilities)	1,374,611	32	1,194,561	25	1,693,375	35
非流動負債 (Non-Current Liabilities)	97,603	2	123,031	3	136,442	3
負債總計 (Total Liabilities)	1,472,214	34	1,317,592	28	1,829,817	38
權益總計 (Total Stockholder' Equity)	2,863,417	66	3,463,398	72	2,958,656	62
流動比率 (Current Ratio)	168%		205%		200%	
速動比率 (Quick Ratio)	94%		124%		144%	
負債比率 (Debt Ratio)	34%		28%		38%	



簡報教育事業

Presentation and Education Business



事業範圍 Business Coverage

簡報教育解決方案
Presentation and Education
Solutions



實物
攝影機



Visualizers

充電
車/櫃



Charge Carts &
Cabinets

互動控
制盒



Collaboration Box

自動追蹤
攝影機



Auto Tracking
Cameras



未來學習新趨勢 Future Trend of Learning



在家學習
At Home



學校學習
In School



行動學習
On the Go



自選學習
On Demand



平板與筆電充電方案 Charging Solution



- ◆ 成長動能來自教育市場行動裝置的需求大增，預期歐洲與東南亞到2023持續成長。

Growth momentum is mainly from 1-on-1 demand in school, will expect higher growth rate in Europe and South-East Asia.

- ◆ 2021下半年海運承載能量與運費高漲減緩出貨動能，將與客戶協調分散式出貨。

Container shipping capacity and dramatically increased freight cost delayed the growth momentum, and delivery schedule negotiation is under discussion.

- ◆ 推出DIY產品E12，縮減材積降低運費影響。

Launch DIY solution to reduce freight cost impacts.

- ◆ 積極參與教育部「生生用平板」計畫。

One Tablet for One Student from Taiwan MOE project.





實物攝影機 Document Camera

- ◆ 因為疫情各國實施的線上教學，以及過去圓展在歐美建立起的高市場佔有率，2021持續市場動能，預期出貨量將再創新高。

Due to distance learning as the education solution during COVID-19, Doccam delivery quantity created high record in these 10 years.

- ◆ 2022後疫情時代，數位轉型為各級學校重點項目，除投入硬體研發外，智慧軟體與主要教學軟體整合將加速數位教學之實現。

Image the post-COVID, digital transformation would be the main trend and will be accelerated by software integration with key partners.





自動追蹤攝影機 Tracking Camera

Aver

- ◆ AI 功能持續投資與開發，新增複合追蹤模式，兼顧講師與教學內容。

Keep investing on AI technology for best user experience, release new hybrid mode for focus zone and presenter.

- ◆ 與業界音訊大廠合作，研發聲音追蹤功能，再次拓展追蹤攝影機應用範疇。

Partner with famous audio company, introduce audio tracking features to further strengthen competitive edge.

- ◆ 各級學校延伸，推出DL30 / DL10對不同類型教室提供更精準的遠距方案。

Keep investing on AI technology for best user experience, release new hybrid mode for focus zone and presenter.

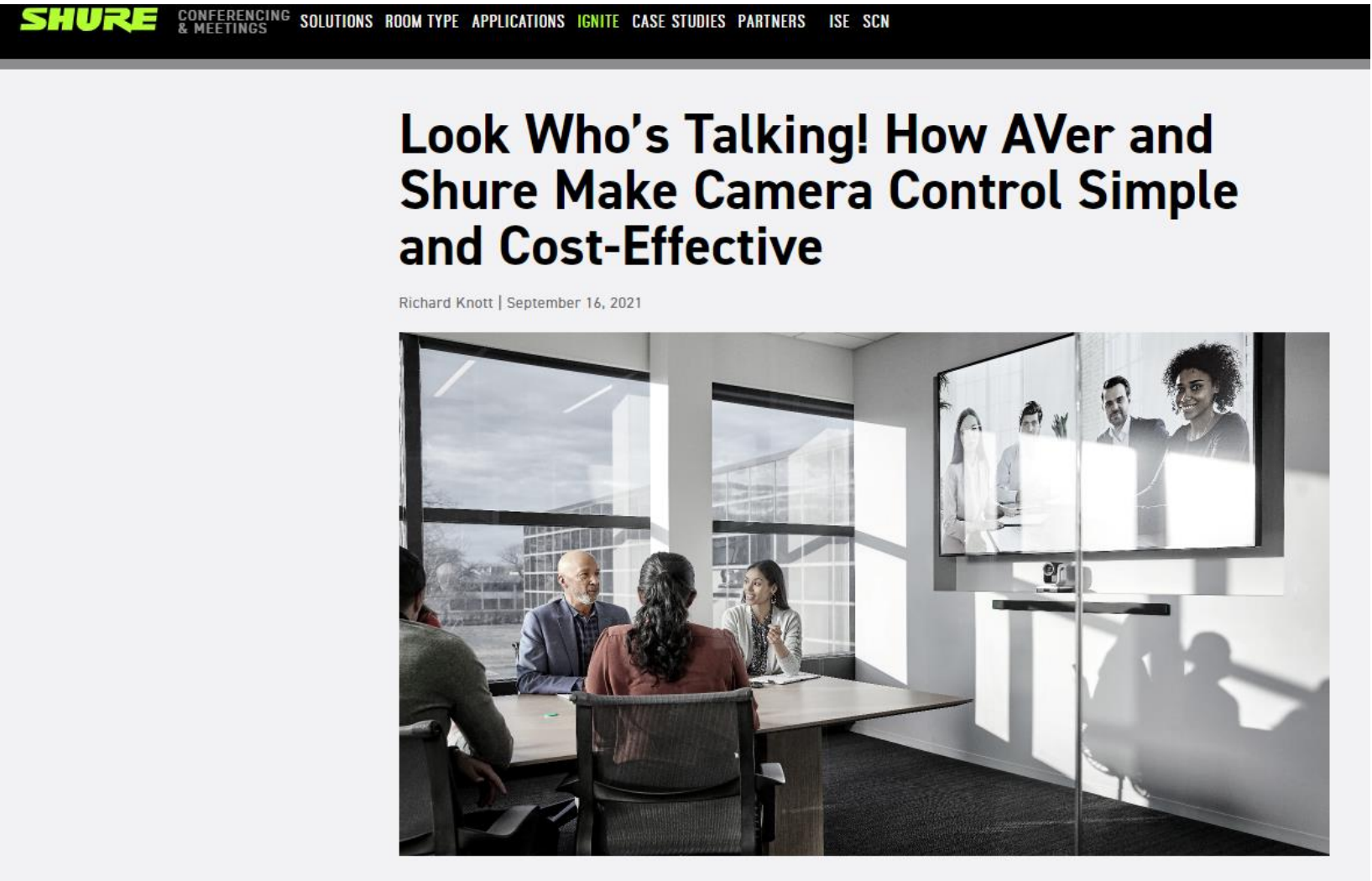
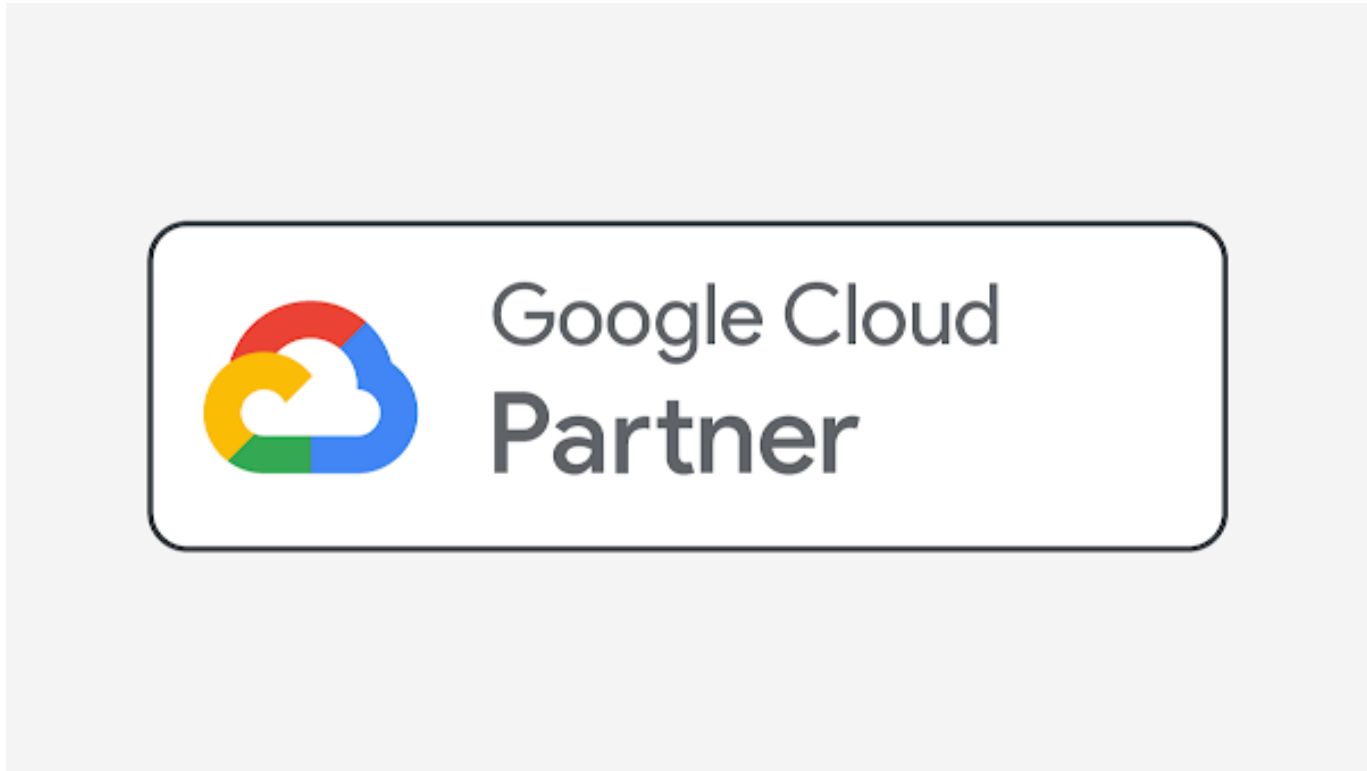
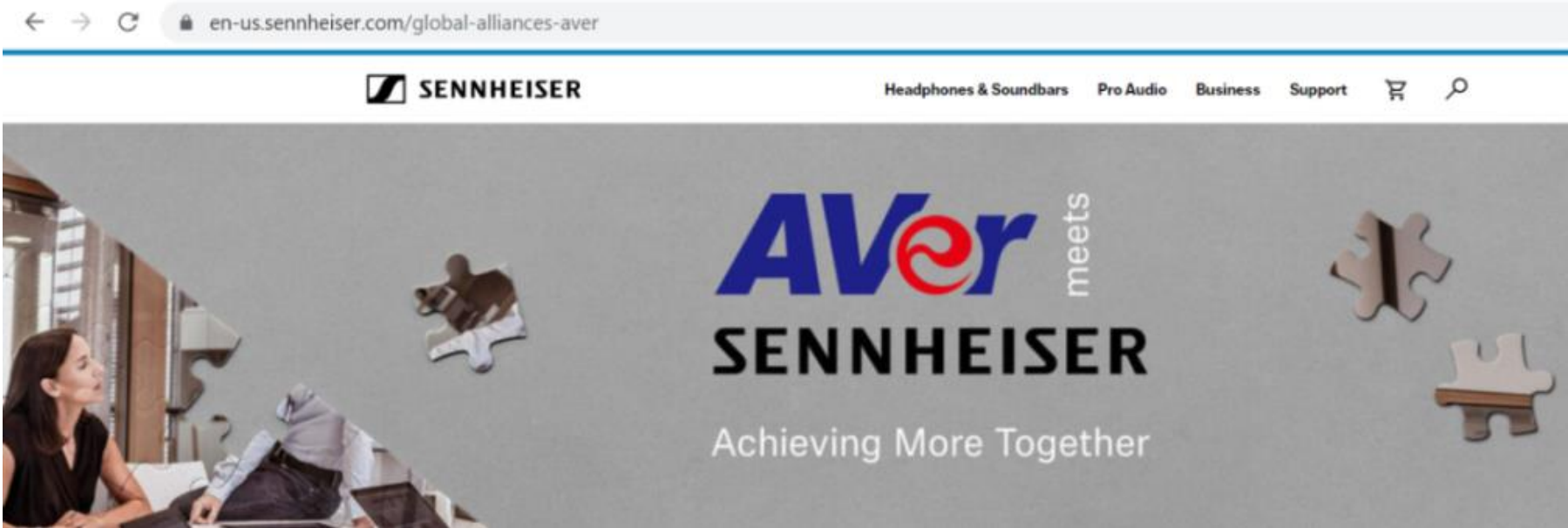


NABSHOW
of the
PRODUCT
YEAR 2021
WINNER



策略合作夥伴 Strategic Partnership

AVer Announces Multiple PTZ Cameras Receive Zoom Certification



And More to Come...



遠距醫療案例 Telemedicine Cases

AVer

圓展攜手遠傳及亞東醫院前進台灣醫療科技展 實現智慧醫療新願景



圓展 PTZ 視訊攝影機協助打造智慧醫療服務



圓展參與 MEDICA 2021 國際醫療展 首度展出遠距醫療解決方案



外征東京、內抗COVID 圓展攝影機無役不與





智慧產業事業

Smart Industry Business

事業範圍 Business Coverage

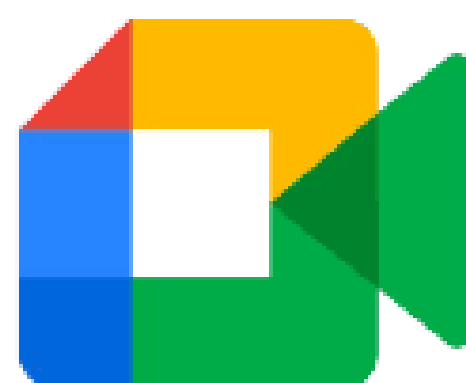
1. 雲端視訊會議設備 (USB video conference devices for Cloudy platform)
2. 預置型視訊會議系統(On premise video conference system)
3. 設計及代工(ODM business)





AVer 的品牌力:持續擴展雲端視訊平台生態鏈

AVer Brand Awareness : Expanded by Cloudy VC platform ecosystem



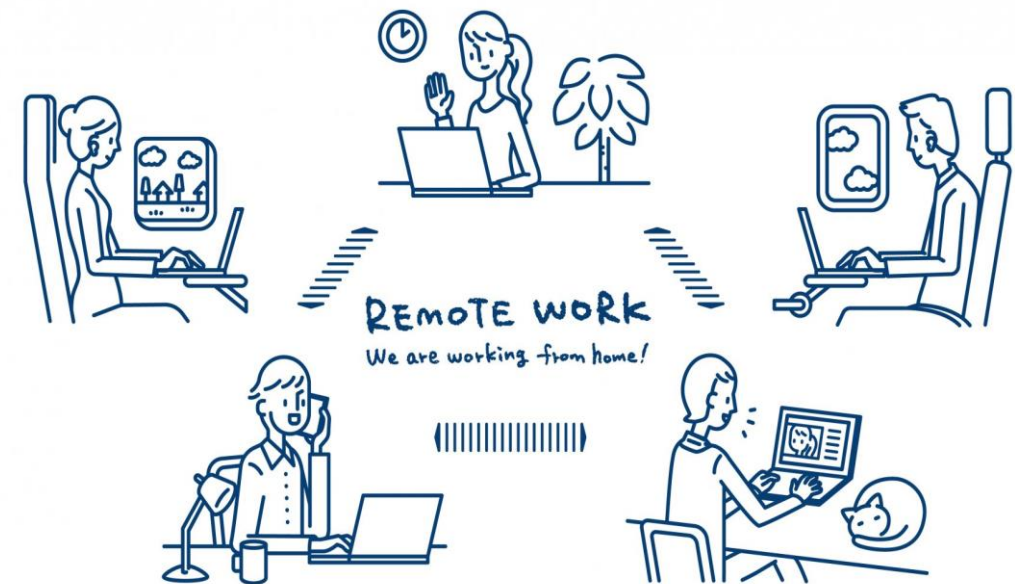
Google Meet



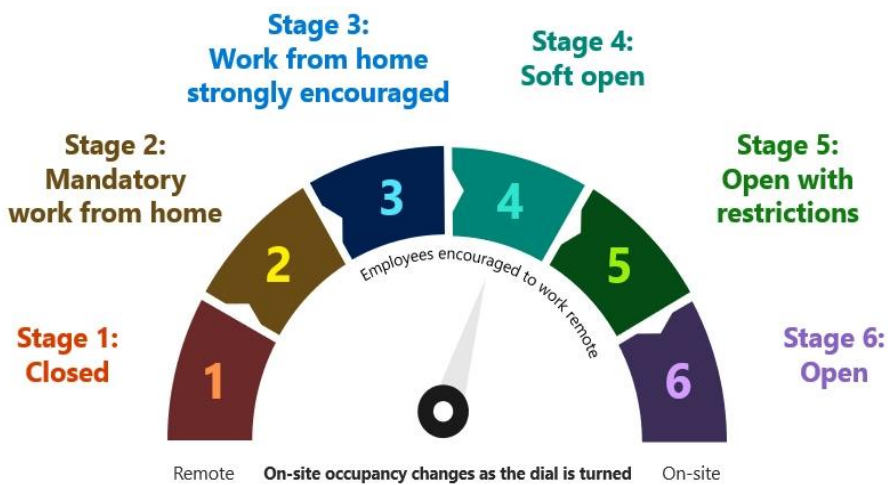


USB 會議攝影機及設備全球市場: 成長機會

USB VC Camera & devices Global Market status : Growth Opportunity



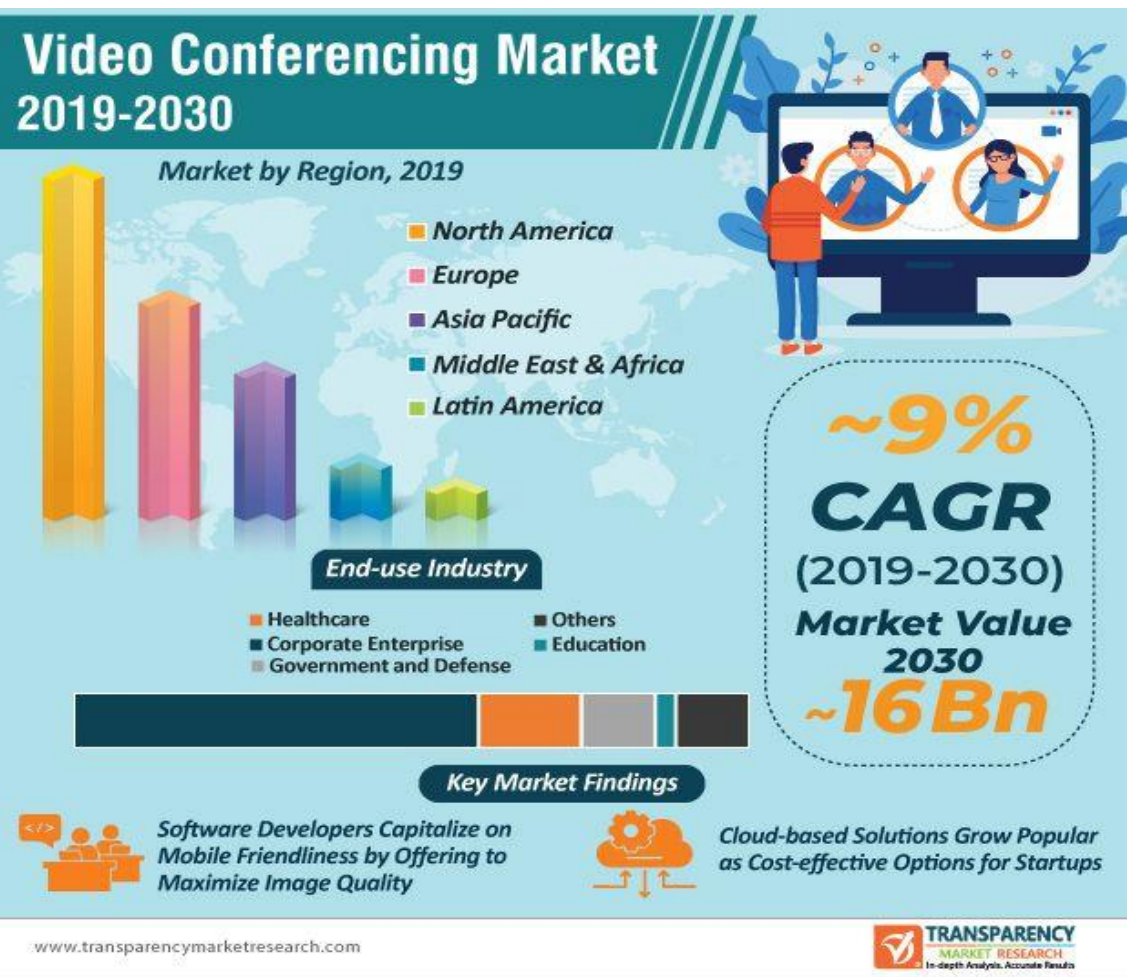
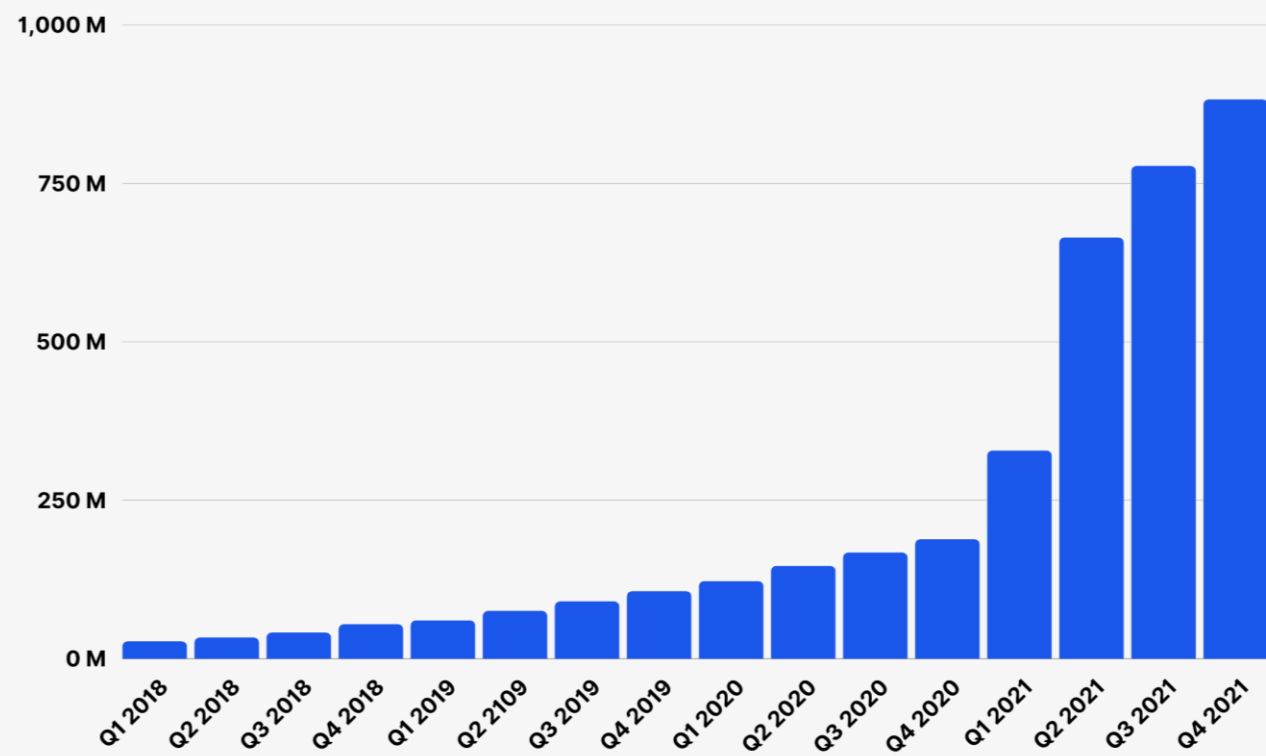
Six stages of the COVID-19 hybrid workplace



Teams DAU(2019-2021)



Zoom revenue





圓展USB會議攝影機市場狀態：優勢與改善事項



AVer USB VC Camera Market status : Strength & Enhancement



Video/Audio技術領先
(technical leader)

Teams/Zoom/Google 生態鏈
(ecosystem)

市場研究的一線品牌(Tier one
maker in market research)

設計代工能力
(ODM business capability)

成本控制
(Cost Control)

通路擴展
(DMR/Online channels,.)





圓展USB會議攝影機市場占比: 營收及數量

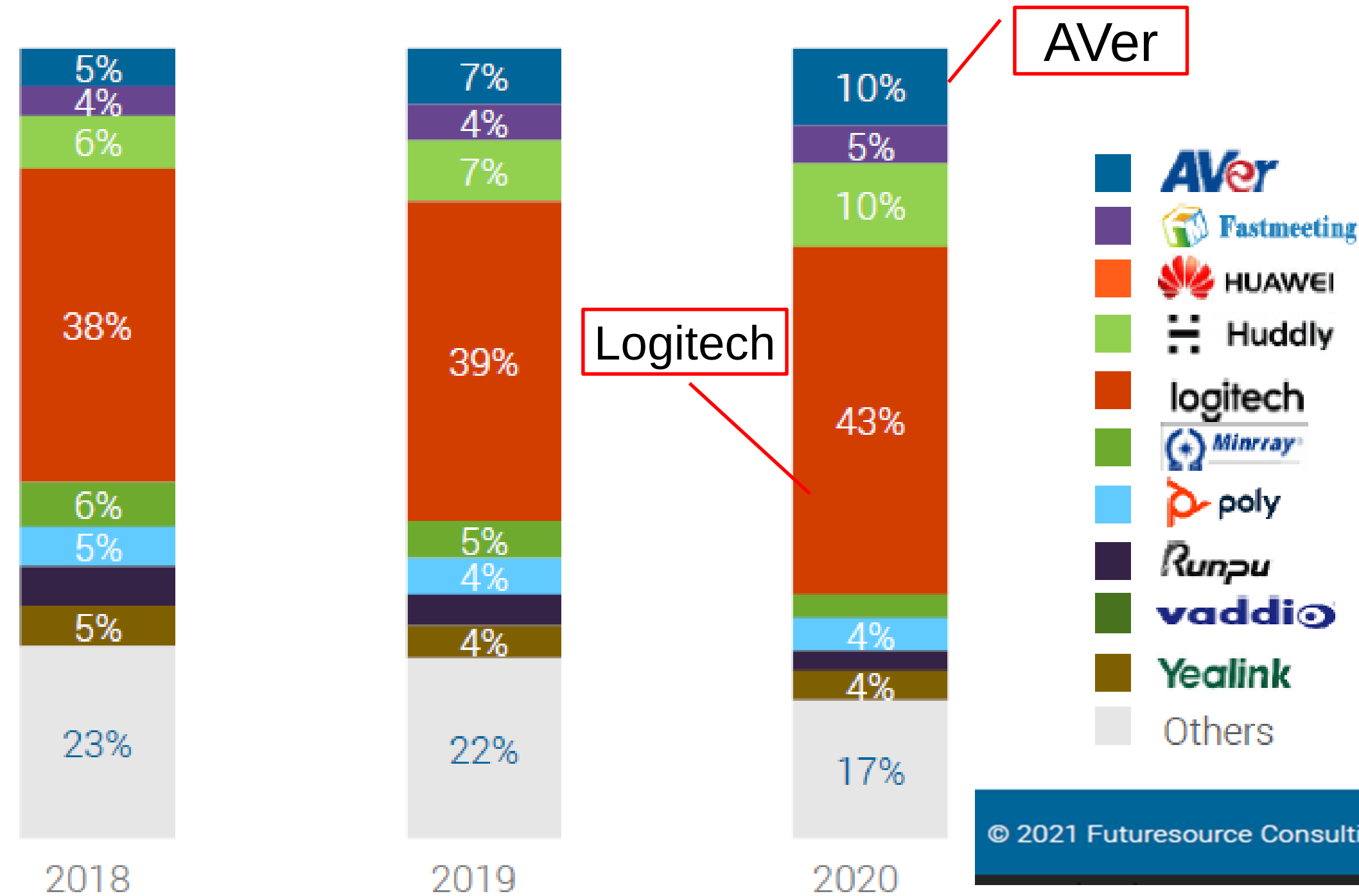
(AVer USB VC Camera market share : Revenue & quantity)



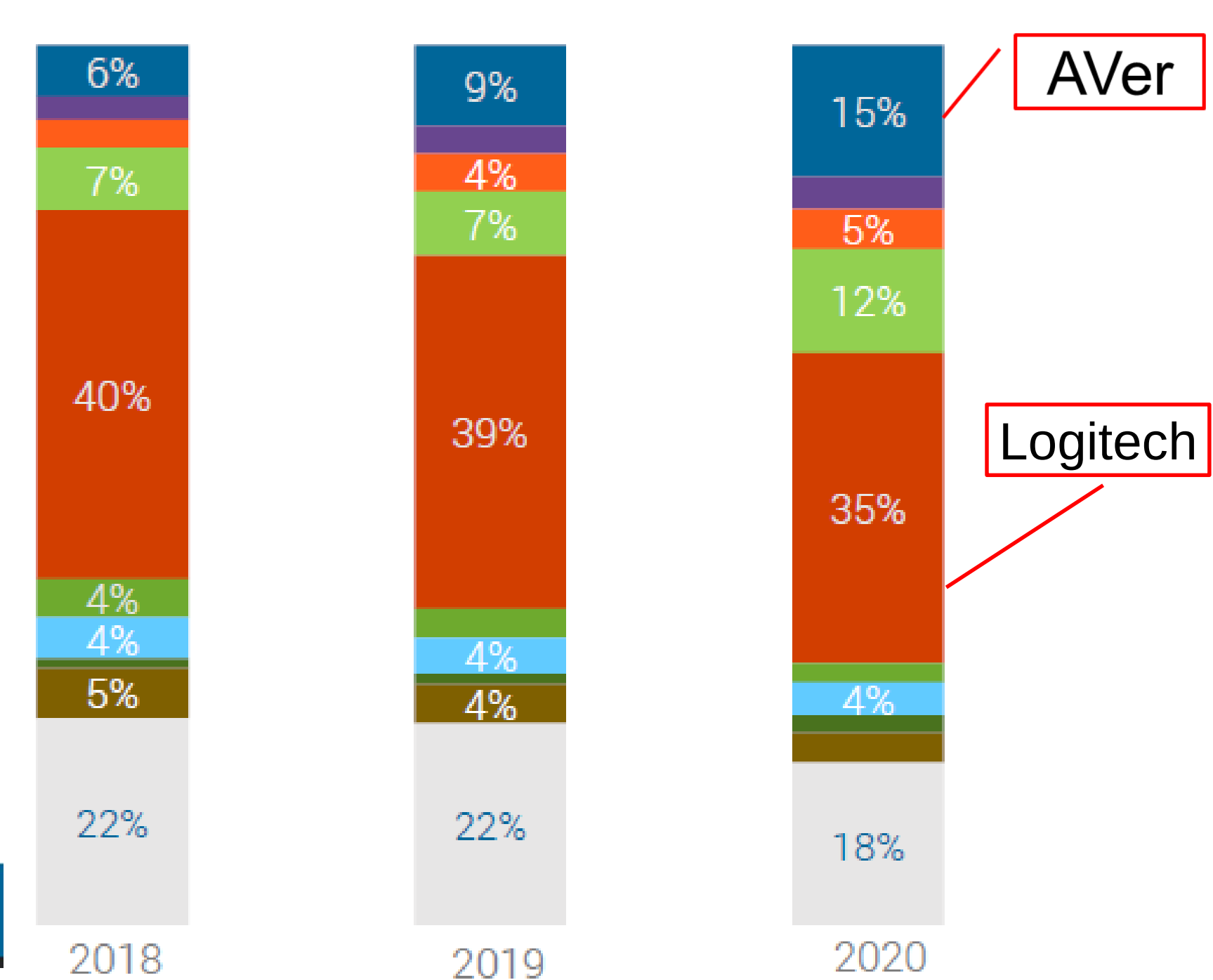
TOTAL CONFERENCE CAMERAS – COMPETITIVE OUTLOOK - GLOBAL



Total Conference Camera Volume Brand Share



Total Conference Camera Value Brand Share



© 2021 Futuresource Consulting Ltd

2021 銷售數量/營收占比預估: 圓展約略接近於2020的占比份額
(2021 QTY/Revenue share estimation: AVer will be almost the same as 2020)



圓展USB會議攝影機市場機會-2022

(AVer USB VC Camera market opportunity-2022)

1. ODM 營收占比>10% (ODM revenue share reach more than 10%)
- 至少增加2個ODM大客戶 (Increase 2 more big customers to at least 5 big customers)
2. 推出2個高階Videobar新產品(New Videobar , for high end AIO market)
3. 內建安卓系統的Videobar(Android Videobar, for standalone AIO market)
4. 推出中大型會議室專用的雙鏡頭USB 會議攝影機, 持續擴大市場佔有率
(Dual lens USB Cameras for middle-to-large meeting room)
- 5 加強Online/DMR 通路行銷, 例如Amazon, Synnex, CDW,...
(More channel partners for Online/DMR, like Amazon, Synnex,CDW,...)





圓展預置型視訊會議系統市場機會-2022

(AVer On promise Video conference market opportunity-2022)

1. 預置型銷售, 朝量縮價降趨勢發展, 主要供應商(Poly, Cisco)逐漸轉移到 USB 視訊攝影機
Suppliers(Poly, Cisco) are transferring from On premise business to USB VC Cameras



2. 持續維持穩定銷量及獲利狀況
Sustain to keep stable revenue and profit



3. 內建安卓系統的Videobar 可相容於預置型相關的會議終端機產品
Android embedded Videobar can be compatible with On premise endpoint devices

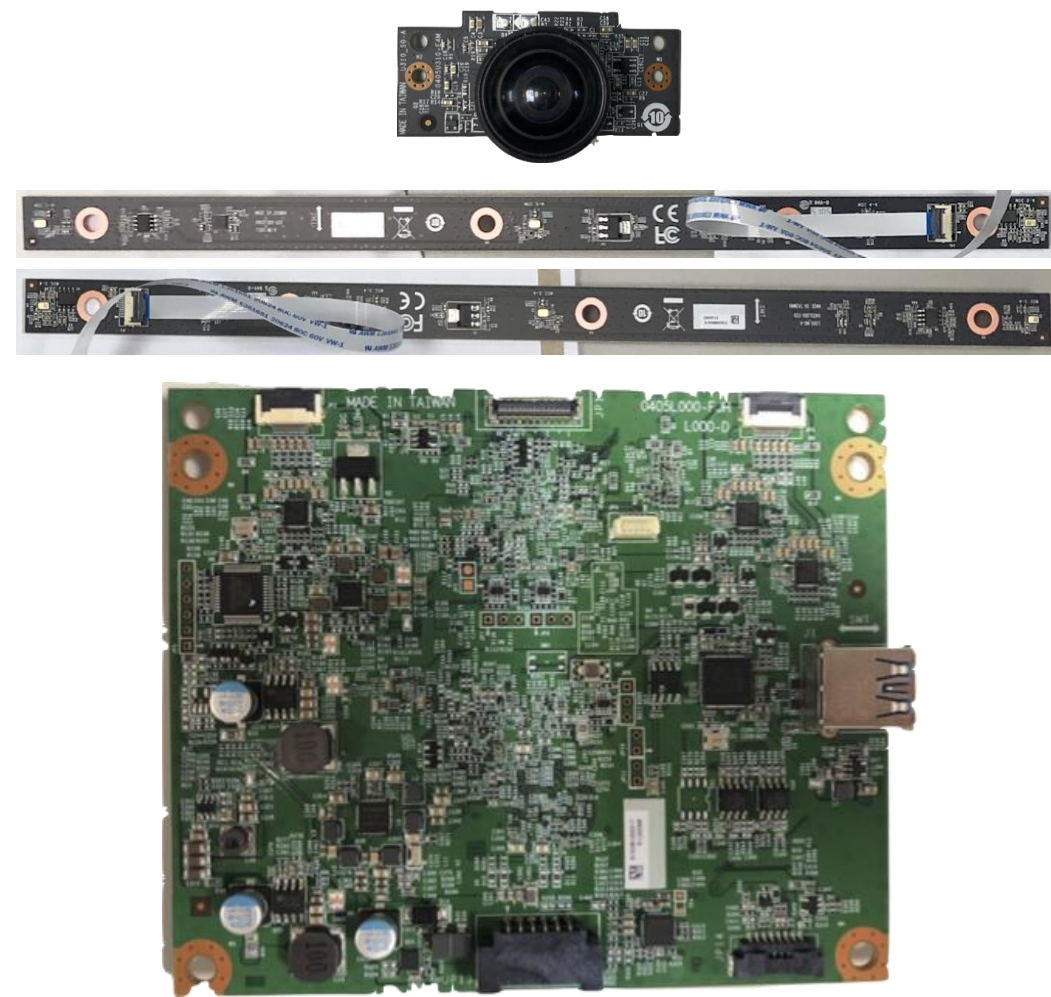




圓展視訊會議設備ODM生意機會-2022

(AVer Video conference device ODM business opportunity-2022)

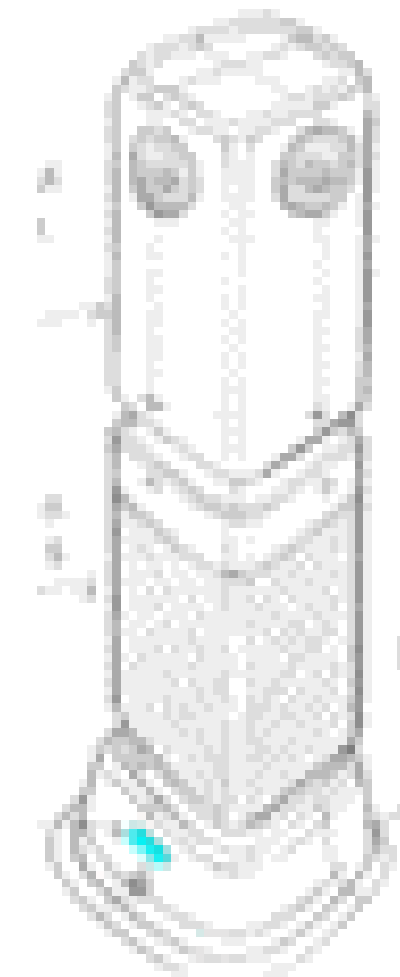
滿足各式各樣ODM的需求(We are capable to fulfill a variety of customer requirements)



Video and Audio PCBA



Camera module with housing



All-in-one Video Sound bar



Thank You!

We Create Things | AVer Information