



圓展科技股份有限公司

AVer Information Inc.,

Aug. 23, 2023 | AVer Information Inc. | www.aver.com



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教育科技及視訊協作解決方案開發、製造領導廠商

A leading developer and manufacturer of education technology and visual collaboration solutions

Founded	2008年一月	January 2008
Capital	NT\$9.29億元	US\$32 Million
Headquarters	台灣新北市	New Taipei City, Taiwan
Employees	全球 662人/ R&D約4成	662 worldwide/ R&D staffs about 40%
Patent	全球超過338項 專利	Over 338 patents worldwide



全球銷售網路 A Global Presence

AVer



台灣總公司

Taiwan Headquarters

12

子/分公司及在地代表
Branches & Local Reps.

+100

銷售及服務國家
Countries with Sales & Services

理想的事業夥伴 The Ideal Business Partner



圓展勇奪 Frost & Sullivan 2022 前瞻領導力獎

AVer Receives Frost & Sullivan Institute 2022 Enlightened Growth Leadership Award



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 Video Conferencing

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



教育科技 Integrated Presentation & Education

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



OEM/ODM 服務 OEM/ODM

We have an exclusive R&D team that is dedicated to product design and development, offering high-quality OEM/ODM technical services.



2023創新獲獎紀錄 Recognition of Innovation



AVer PTZ310UNV2
Best New AI-Based PTZ Camera



AVer PTZ310UNV2
Best of Show Infocomm USA 2023



AVer PTZ Camera
rave Favorite PTZ Camera Brand of 2023



TAIWAN EXCELLENCE GOLD AWARD 2023
AVer MD330U
Taiwan Excellence Gold Award 2023



台灣精品 2023 TAIWAN EXCELLENCE
AVer DL10
Taiwan Excellence Award 2023



AVer A30
TEDTECH Breakthrough Award



AVer A30
Tech & Learning Best of Show ISTE Live 2023



台灣精品 2023 TAIWAN EXCELLENCE
AVer VB342 Pro / CAM550
Taiwan Excellence Award 2023



AVer CAM570
Unified Communications Product of the Year 2023



AVer CAM570
Best of Show Infocomm China 2023

嚴格品質管制

AVer Quality Control

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。

With our in-house factory situated in New Taipei City, Taiwan, we have accumulated years of manufacturing experiences to deliver top-quality products and services: .

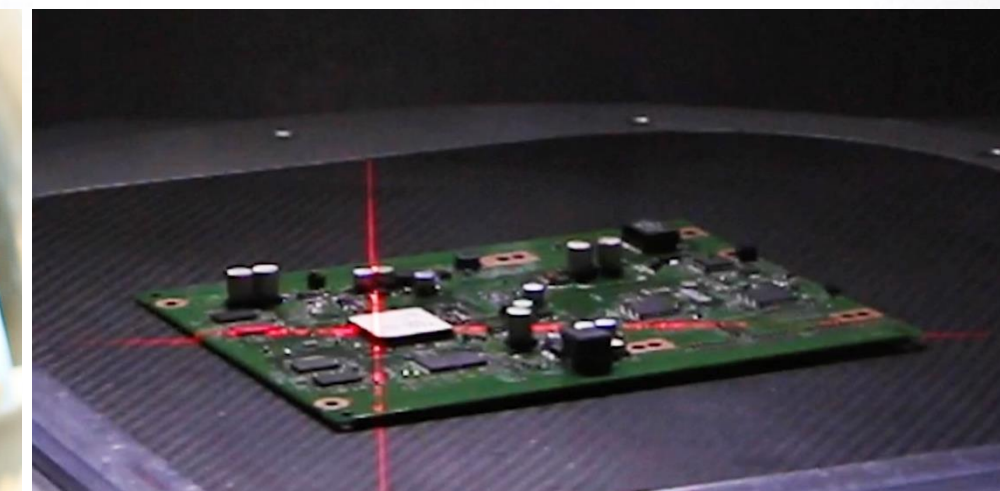
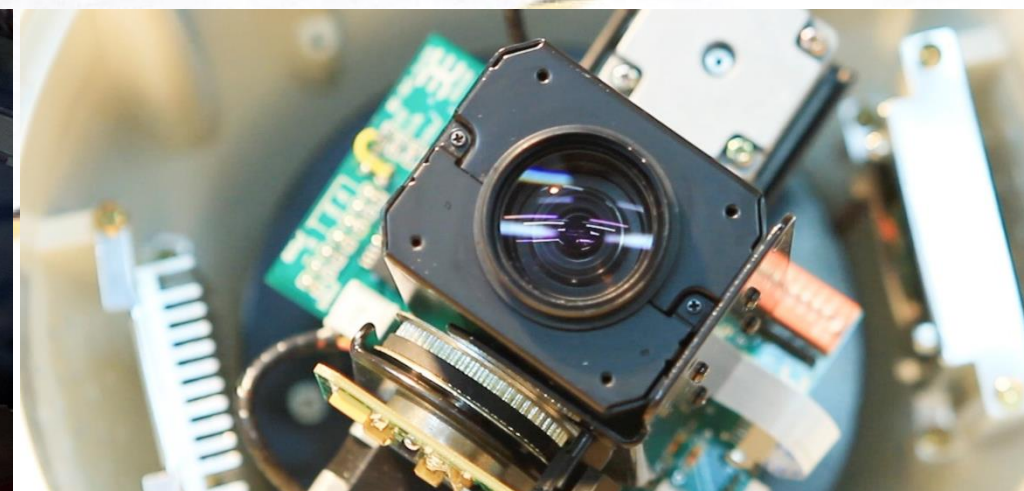
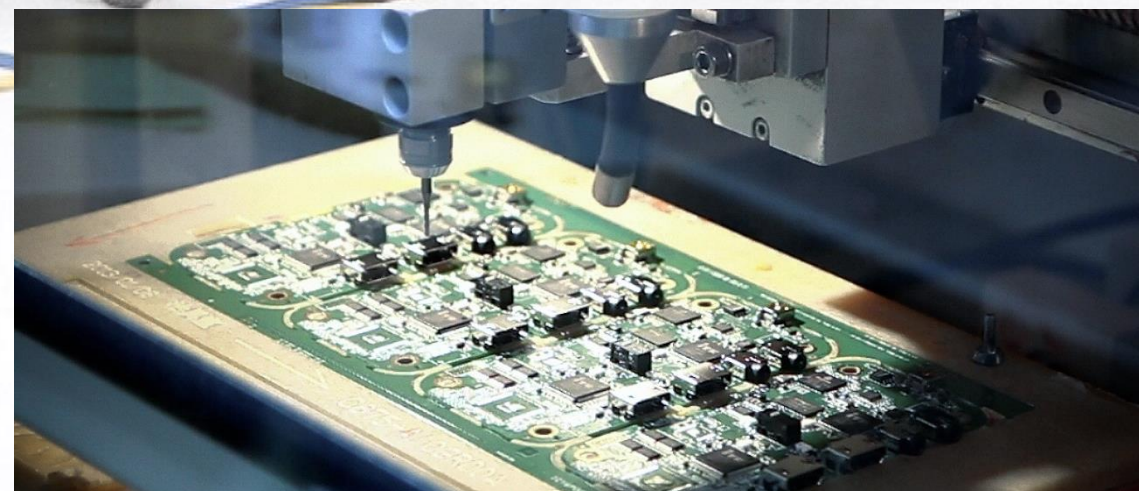
- Premium ODM/OEM services and technology
- Made In Taiwan Quality
- 10,000m² of Production Space for High-efficiency

We also exercise great control over the use of hazardous substances by only manufacturing non-toxic/lead-free products and update routinely to maintain international standards.

CERTIFIED

ISO 9001 ISO 14001 ISO 13485 IECQ QC 080000

ISO45001 RoHS & REACH WEEE





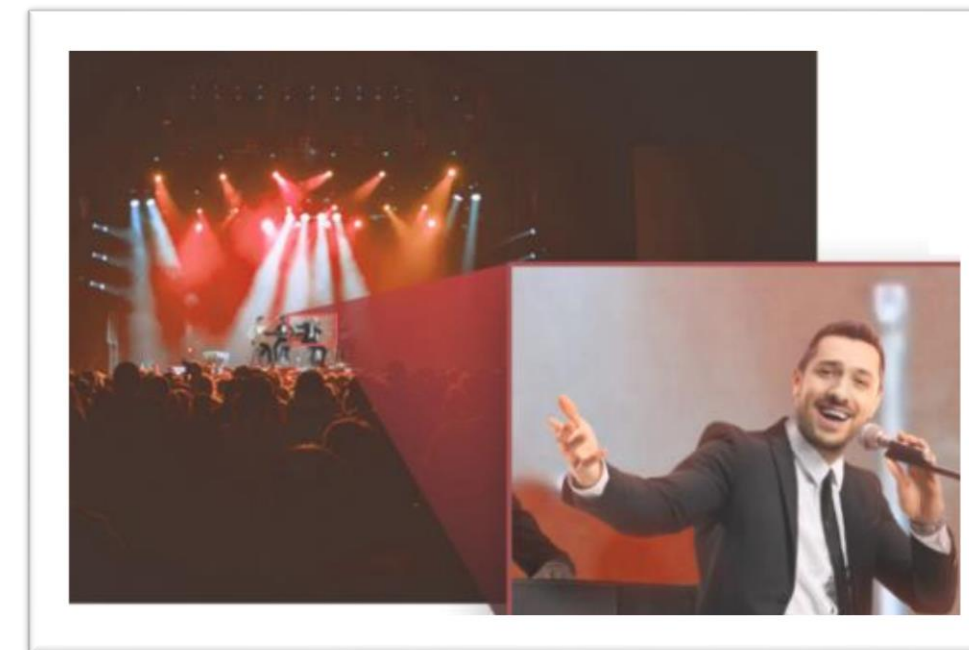
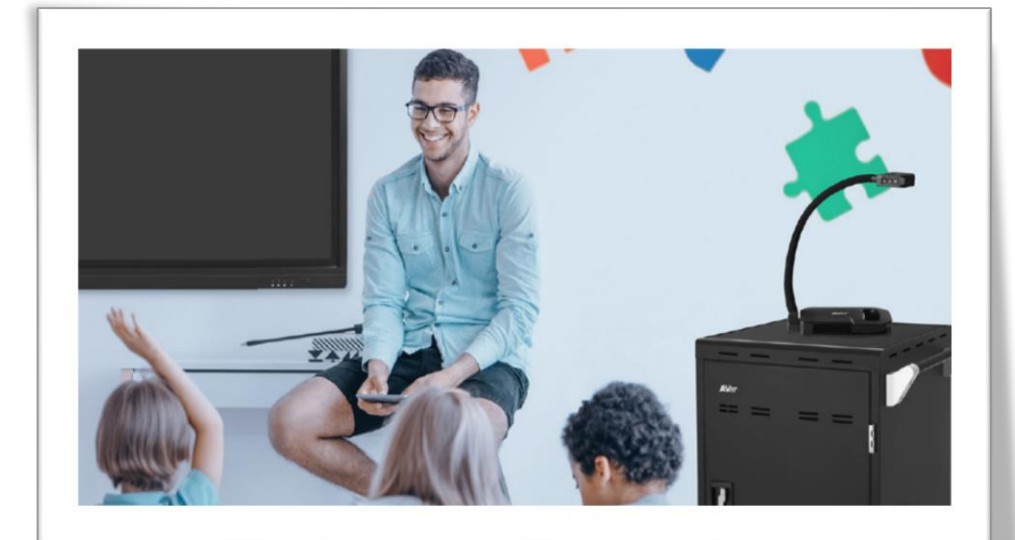
事業範圍

BUSINESS COVERAGE



事業與解決方案 Businesses and Solutions

- 教育科技 Classroom Technology
- 專業影音 Pro AV
- 智聯健康 Connected Health
- 視訊會議 Video Conferencing
- OEM/ODM 服務 OEM/ODM Services



教育科技 Classroom Technology

- 互動實物攝影機 Interactive Visualizers
- 教學軟體 Classroom Software
- 平板/板電同步充電車 Charge & Sync Solutions
- 遠距教學追蹤攝影機 Distance Learning Tracking Cameras





教育科技趨勢 EduTech Market Trend

2023 年教育科技開始逐步轉型

In 2023, education technology begins to gradually transform

- 教育預算2022下半年開始執行率偏低，主因在總體經濟的減緩，以及通貨膨脹的影響，2023上半年仍延續此趨勢，但下半年開始已逐漸復甦。
- 歐洲Funding (NGEU)注挹下，充電車與實物攝影機下半年開始滿足標案出貨，運費的平穩化同步提升毛利率。
- 混合教室的應用仍為數位教育最熱門主題，A30第一支視訊與聲音整合的互動設備，將持續開發影音設備整合線上線下教學。

2019 (Pre Pandemic)	2025	
\$6.1T education spend 6.7% of Global GDP	\$7.3T education spend 6.6% of Global GDP	
\$183B EdTech spend 3.1% digital spend	\$404B EdTech spend 5.5% digital spend	16.4% CAGR
Profit vs non-profit	Cost vs Outcomes	
~30 companies with market cap >\$1b	~100 companies with market cap >\$1b	
Property heavy Face-to-face delivery	Capital light Technology enabled	

*Source: Holon IQ, 2022 Global Education Outlook

專業影音 Pro AV

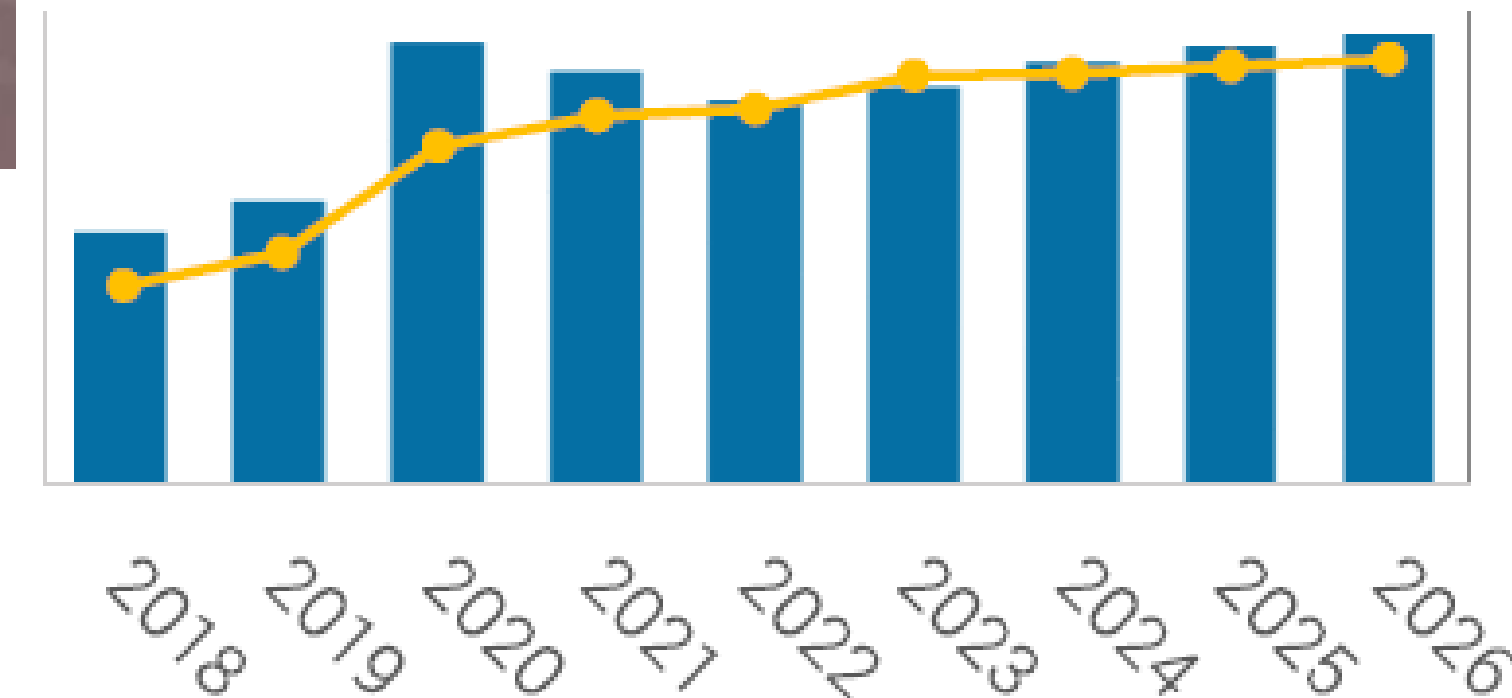
- 自動追蹤攝影機
Auto Tracking Camera
- PTZ 視訊攝影機
PTZ Camera
- 影音追蹤控制盒
Matrix Tracking Box



Aver



PTZ Camera Market Volume & Value



Market size reference: [Futuresource Pro PTZ Market Report 2022](#)

- 2023上半年不受總體經濟影響，持續成長
- 出貨以教育市場為大宗，將開始擴充到企業與廣播市場
- 策略夥伴由2022的8間，到2023上半年為止，增加至13間



遠距醫療市場趨勢 Telehealth Market Trend

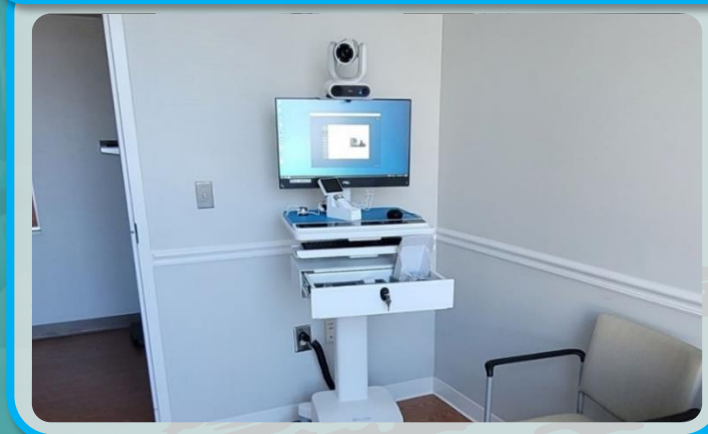
〈醫療數位轉型趨勢〉

- ICT技術增進效率
- 提升照護服務與品質
- 舒緩醫護人員短缺



[digital-healthcare-innovation-survey.pdf](https://www.kpmg.com/au/issuesandinsights/articlespublications/digital-healthcare-innovation-survey.pdf)
(kpmg.com)

 北卡-遠距醫療



 挪威-鑽油平台 遠距醫療



(photo: Valentinas Karpavicius)

 手術直播教學



梨山 偏鄉遠距醫療

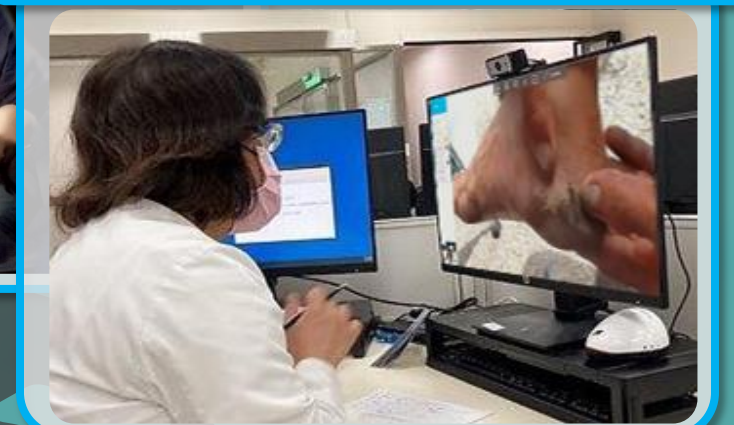
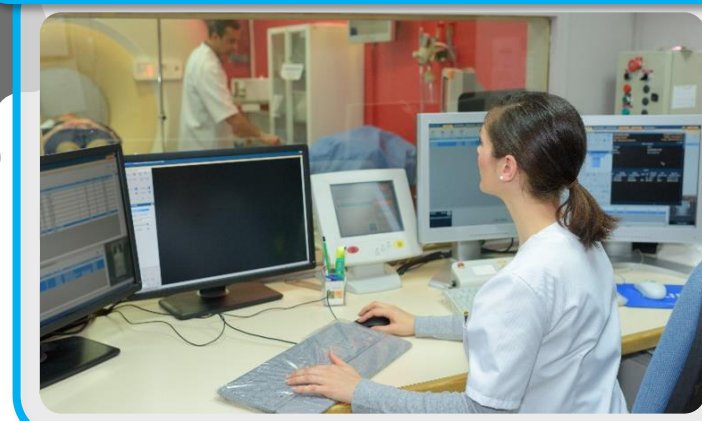


Photo : 台中榮總臉書 : 梨山義診

 德國-醫療推車



 中東 加護病房照護



 澳洲 遠距醫療應用





智聯健康 AVer Connected Health

< 醫療級攝影機 Medical Grade PTZ Cameras >

AVer MD330U(I)

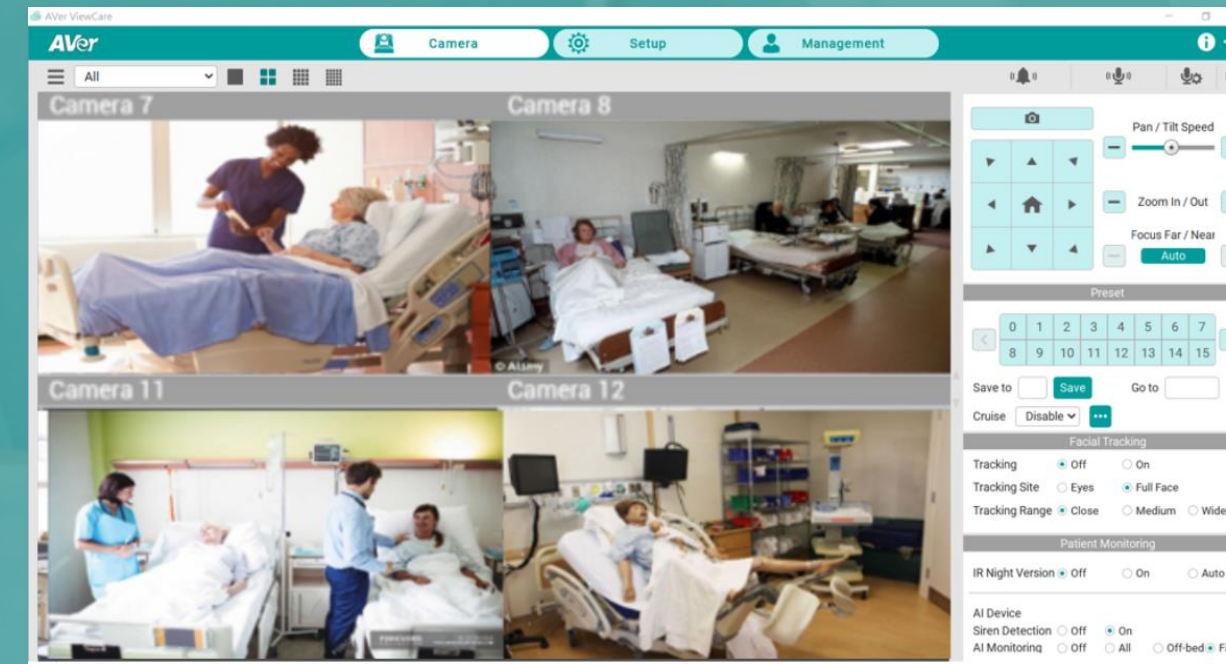


AVer MD120U(I)

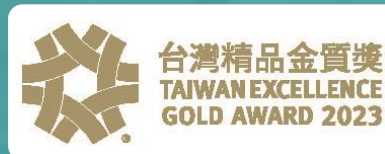


遠距照護系統

整合AI人工智慧技術



機器視覺
AI 偵測
大數據
隱私



遠距醫療



遠距加護病房



手術直播應用



2023市場預估

USD \$101.15 B

2030市場預估

USD \$455.3 B

2023~2030 複合年均增長率

CAGR 24%



Video Conferencing

視訊會議 Video Conferencing

- USB雲端視訊會議方案

- 雙鏡頭產品發展
- 多攝影機的整合應用
- 360 度 Camera
- 影音整合相關產品

USB Conferencing Camera and solution

Dual camera development

Multi-Equipment integration

360 degree camera

Video and Audio integration.



視訊會議市場 Video Conferencing Market

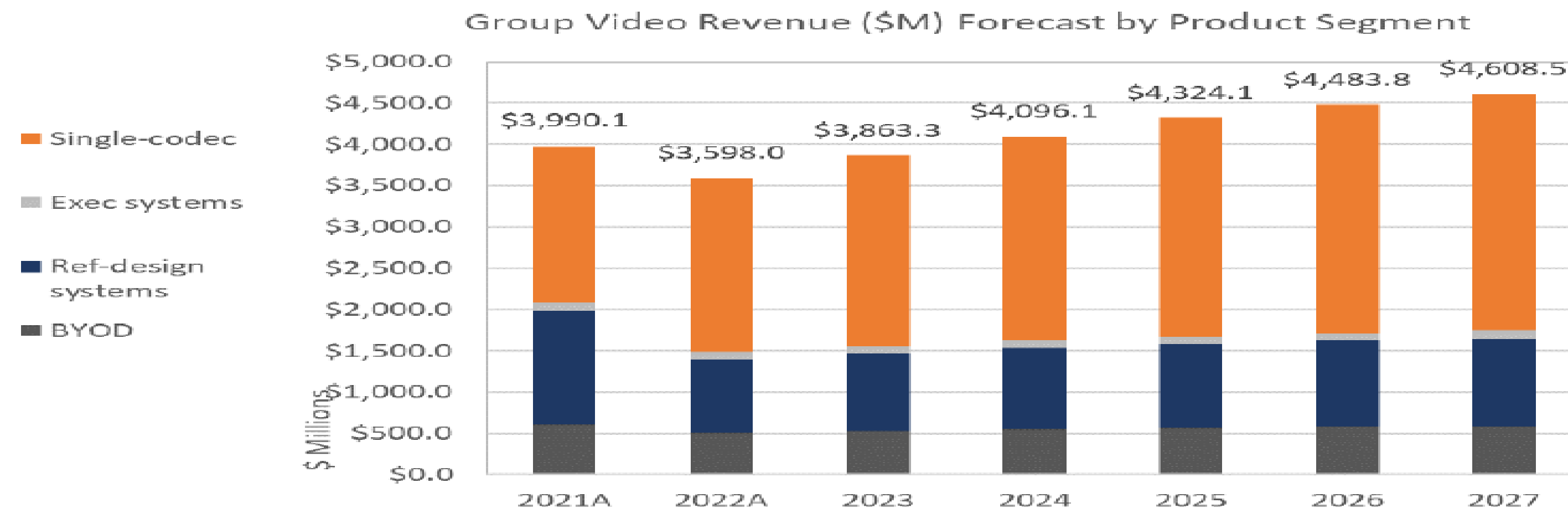
WH expects a 5.1% CAGR increase in revenue for the same five-year period.

Reach an annual rate of approximately \$4.6B in the 2026 timeframe.

2022 Market Sizing & 5-year Forecast: Room-based Video Conferencing Devices (2023-2027)

wainhouse

Figure 6 - 2023-2027 Room-based Video Conferencing Revenue Forecast (in millions USD)



Source: Wainhouse Research

Note: Multi-codec unit count is too small to be visible in this chart

Source – Wainhouse, May 2023



視訊會議室解決方案



Huddle Rooms

1-4 people



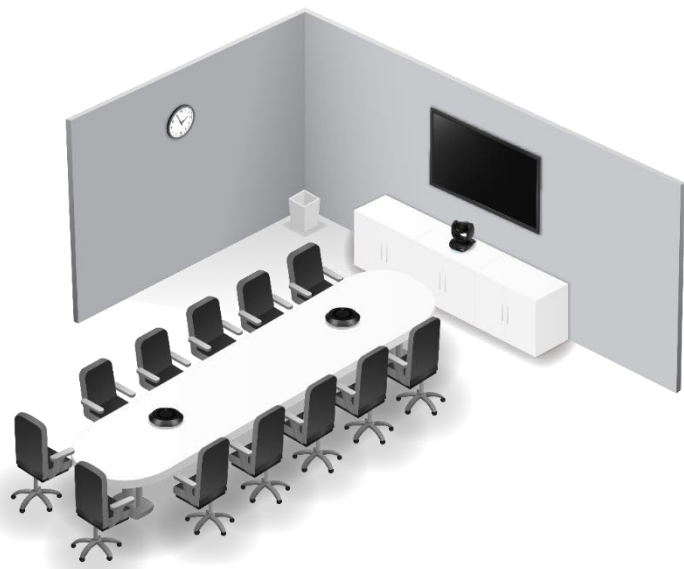
Small Rooms

4-7 people



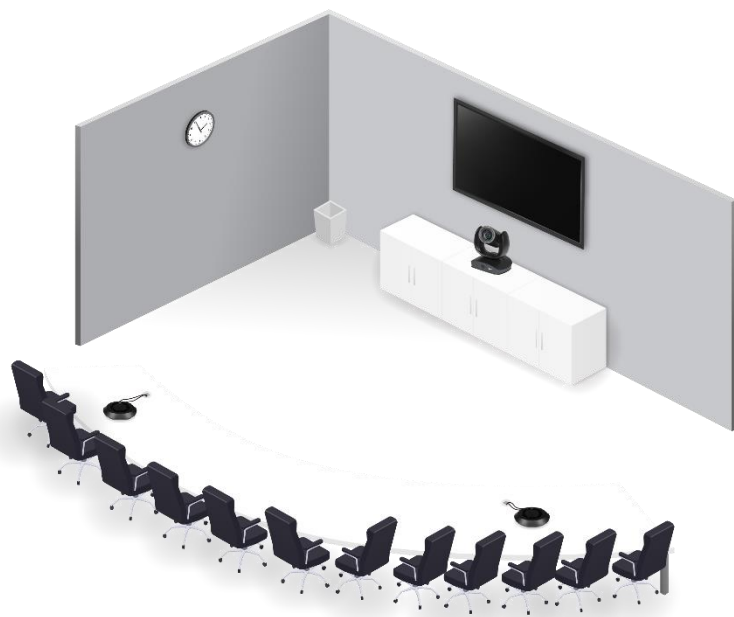
Medium Rooms

7-12 people



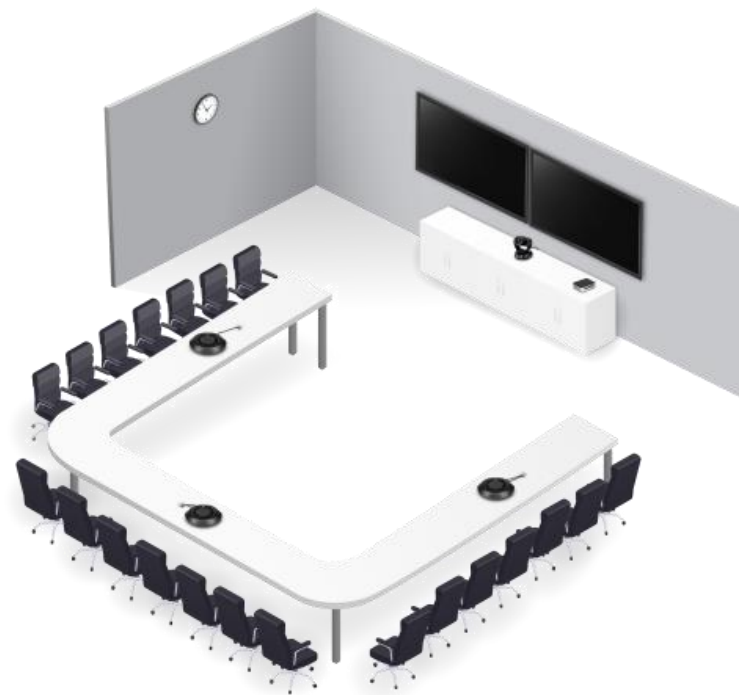
Large Rooms

12-20 people



Large Rooms

Fan-shaped room



Large Rooms

U-shaped room



OEM/ODM 服務 OEM/ODM Services



- 專責研發團隊優質 OEM/ODM 技術服務
Dedicated R&D team provides high-quality OEM/ODM technical services.
- 策略供應鏈夥伴生態圈建立
Strategic supply chain partnership ecosystem build up.
- 策略客戶之商務模式客製化
Customized business model for strategic customers.

因應不同客戶需求，圓展提供對應的產品與方案



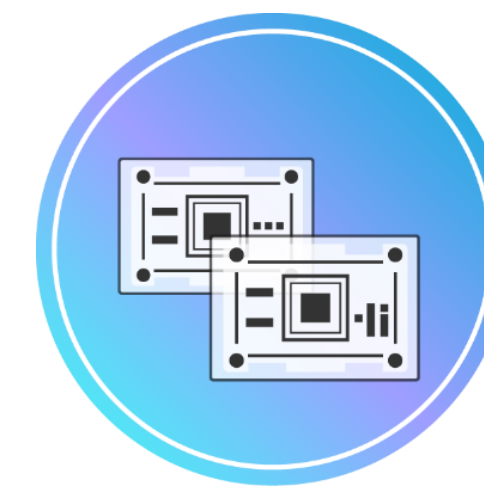
攝影機 Cameras

- PTZ camera
- Panoramic camera
- Tracking camera



影音設備 AV Devices

- Video soundbar
- Speaker phone
- Conference microphone



模組/方案 Module Solution

- Camera board
- Audio board
- Audio & video module



ESG 及財務資訊

ESG and FINANCIAL RESULTS

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。

圓展積極面對減碳議題，長期投入社會服務活動，並打造以人為本的友善職場。

AVer remains committed to sustainable growth and development through extensive ESG (Environmental, Social, and Governance) campaigns to improve society and the community.

AVer takes proactive actions on carbon reduction, devotion to community activities, and efforts for a people-oriented friendly workplace.



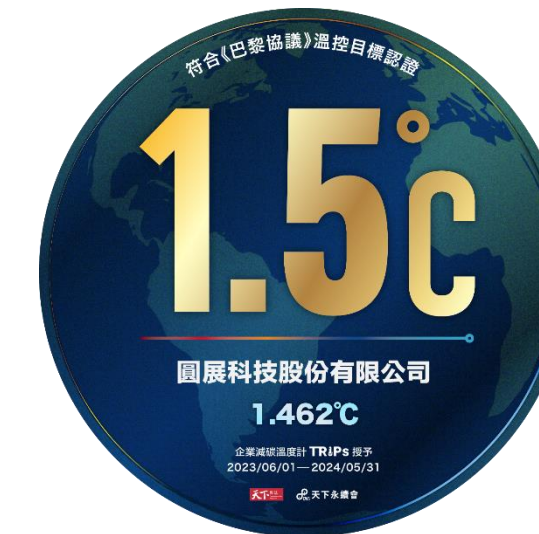
2021 永續報告書
2021 Corporate Sustainability Report



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
2022年圓展名列前21~35%
Top 21% to 35% for
Corporate Governance Taiwan Stock
Exchange - 2022



減碳承諾符合《巴黎協議》溫控目標認證
Certification for commitment on carbon reduction
meet the target of Paris Agreement



ISO/IEC 27001 資訊安全管理系統認證
ISO/IEC 27001 Information Security Management
System Certification



重要財務數字 Key Figures

2023上半年 2023 H1

- 營收 / Revenue: TWD\$ 12.48 億元 (US\$ 40.85 Million)
- 毛利率 / Gross Profit Rate: 56%
- 稅後純益 / Net Income : TWD\$ 1.49 億元 (US\$ 4.86 Million)
- 每股純益 / EPS: TWD\$ 1.60 元

重要財務數字 Key Figures

2023 第二季 2023 Q2

- 營收 / Revenue: TWD\$ 7.06 億元 (US\$ 22.99 Million)
- 毛利率 / Gross Profit Rate: 56%
- 稅後純益 / Net Income : TWD\$ 1.69 億元 (US\$ 5.60 Million)
- 每股純益 / EPS: TWD\$ 1.82 元



綜合損益表 Consolidated Income Statement



單位：新台幣千元 (Unit: K-TWD)	Q2 2023	%	Q1 2023	%	Q2 2022	%	QoQ%	YoY%
營業收入淨額 (Net Sales Revenue)	706,064	100	542,046	100	908,744	100	30%	-22%
營業毛利 (Gross Profit)	398,165	56	297,567	55	479,251	53	34%	-17%
營業費用 (Total Operating Expenses)	371,018	52	313,872	58	328,526	36	18%	13%
銷售費用 (Selling Expenses)	214,549	30	184,652	34	186,716	20	16%	15%
管理費用 (G & A Expenses)	33,042	5	23,877	4	27,104	3	38%	22%
研發費用 (R&D Expenses)	123,427	17	105,343	20	114,706	13	17%	8%
營業淨利 (Net Operating Income)	27,147	4	(16,305)	(3)	150,725	17		-82%
營業外淨(損)益 (Non-Operating Gain and Loss)	151,642	21	(4,159)	(1)	(5,291)	(1)		
稅前淨利 (Net Income before Tax)	178,789	25	(20,464)	(4)	145,434	16		23%
所得稅費用 (Income Tax Expense)	9,414	1	343	-	10,246	1	2645%	-8%
本期淨利 (Consolidated Net Income)	169,375	24	(20,807)	(4)	135,188	15		25%
基本每股盈餘(新台幣元) (Basic EPS, TWD Dollar)	\$1.82		(\$0.22)		\$1.45			



綜合損益表 Consolidated Income Statement



單位：新台幣千元 (Unit: K-TWD)	2023 H1	%	2022 H1	%	YoY%
營業收入淨額 (Net Sales Revenue)	1,248,110	100	1,583,721	100	-21%
營業毛利 (Gross Profit)	695,732	56	840,375	53	-17%
營業費用 (Total Operating Expenses)	684,890	55	627,686	40	9%
銷售費用 (Selling Expenses)	399,201	32	361,934	23	10%
管理費用 (G & A Expenses)	56,919	5	51,203	3	11%
研發費用 (R&D Expenses)	228,770	18	214,549	14	7%
營業淨利 (Net Operating Income)	10,842	1	212,689	13	-95%
營業外淨(損)益 (Non-Operating Gain and Loss)	147,483	12	14,270	1	934%
稅前淨利 (Net Income before Tax)	158,325	13	226,959	14	-30%
所得稅費用 (Income Tax Expense)	9,757	1	10,257	1	-5%
本期淨利 (Consolidated Net Income)	148,568	12	216,702	13	-31%
基本每股盈餘(新台幣元) (Basic EPS, TWD Dollar)	\$1.60		\$2.33		



資產負債表 Balance Sheet

單位：新台幣千元 (Unit: K-TWD)	Q2 2023		Q4 2022		Q2 2022	
	金額	%	金額	%	金額	%
現金及約當現金 (Cash & Equivalents)	1,357,940	32	1,088,115	27	1,185,279	26
應收款項 (Receivables)	369,396	9	285,992	7	548,494	12
存 貨 (Inventory)	419,308	10	617,037	15	736,946	16
不動產、廠房及設備 (Property & Equipment)	1,202,659	29	1,226,780	30	1,232,366	27
資產總計 (Total Assets)	4,180,433	100	4,067,993	100	4,526,904	100
流動負債 (Current Liabilities)	1,270,963	30	1,170,435	29	1,765,842	39
非流動負債 (Non-Current Liabilities)	78,014	2	79,251	2	86,237	2
負債總計 (Total Liabilities)	1,348,977	32	1,249,686	31	1,852,079	41
權益總計 (Total Stockholder' Equity)	2,831,456	68	2,818,307	69	2,674,825	59
流動比率 (Current Ratio)	188%		193%		152%	
速動比率 (Quick Ratio)	146%		130%		107%	
負債比率 (Debt Ratio)	32%		31%		41%	

A close-up photograph of three young children, two girls and one boy, sitting at a desk. They are all smiling and looking towards the camera. The girl on the left has long, wavy brown hair and is wearing a grey shirt. The boy in the middle has short blonde hair and is wearing a yellow shirt. The girl on the right has long dark hair in pigtails and is wearing a pink and white plaid shirt. They are holding pencils and looking at a book or paper on the desk. The background is blurred.

Thank You!

We Create Things | AVer Information



Q & A