



圓展科技股份有限公司(3669)

AVer Information Inc., (3669)

2025.08.14 法說會

Aug. 14, 2025 | AVer Information Inc. | www.aver.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.



AI 音視協作解決方案開發、製造領導廠商

A leading developer and manufacturer of AI audiovisual 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 634人/ R&D約4成	634 worldwide/ R&D staffs about 40%
Patent	全球超過381項 專利	Over 381 patents worldwide



全球銷售網路 A Global Presence



台灣總公司
Taiwan Headquarters

7
子公司/分公司/聯絡辦事處
Subsidiaries/Branches/Liaison Office

+100
銷售及服務國家
Countries with Sales & Services

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。

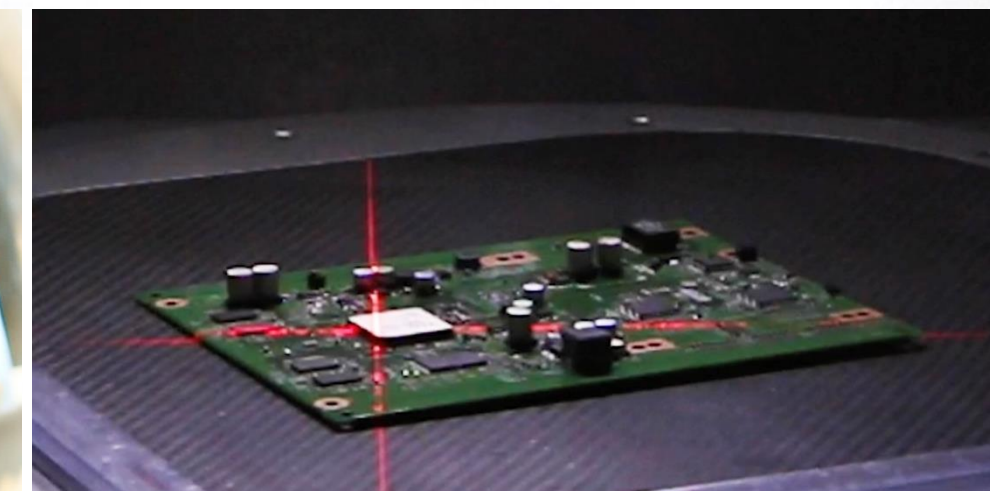
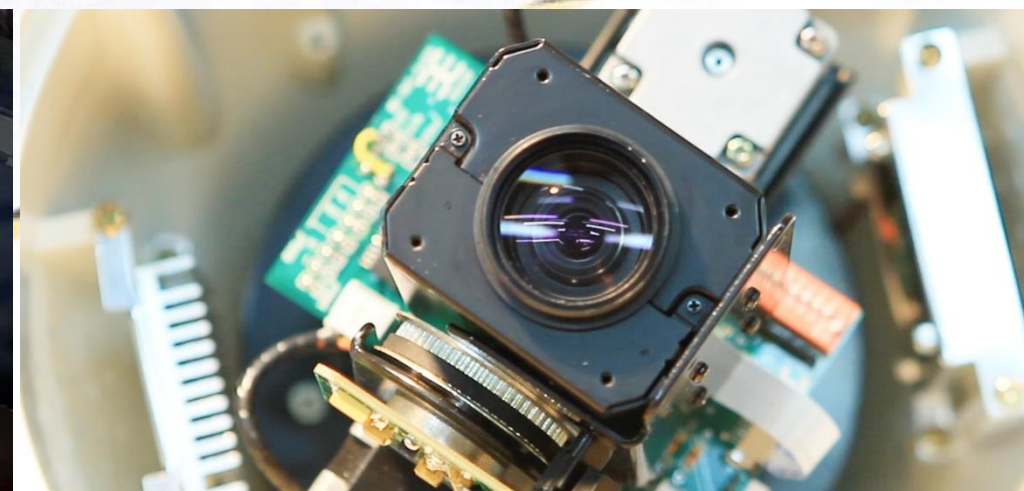
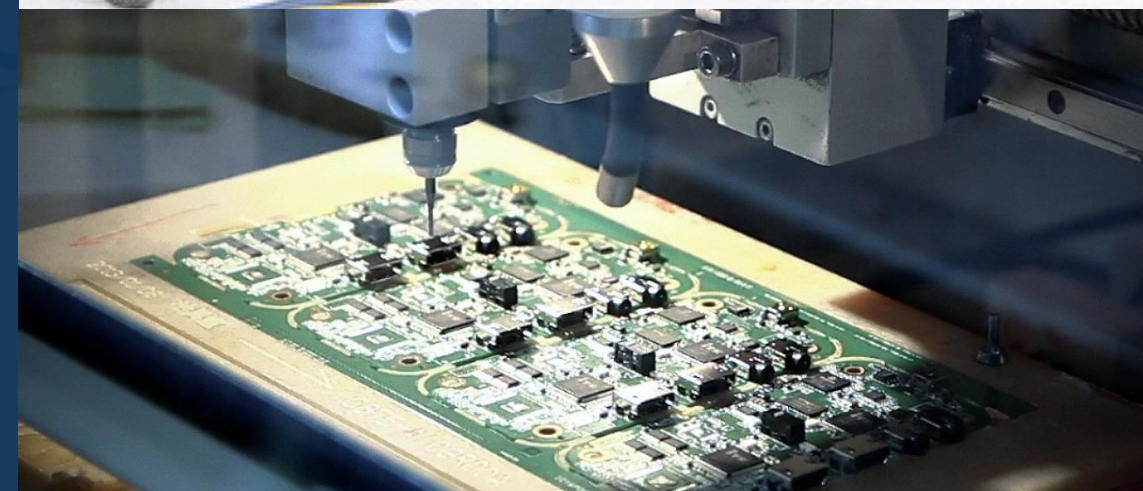
With our in-house factory situated in New Taipei City, Taiwan, we have accumulated years of manufacturing experiences to deliver top-quality products and services:

- In-house factory
- Made in Taiwan Quality
- Non-toxic/lead-free
- Certified by:

ISO 9001 ISO 14001 ISO 13485 ISO 45001

ISO 27001 ISO 14064-1 IECQ QC 080000

RoHS & REACH WEEE



永續經營 Corporate Sustainability

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 pursues business growth and profitability, and focus on improving issues related to environmental, social, and corporate governance (ESG) to achieve the goal of corporate sustainability .

We actively face the issue of carbon reduction, consistently engages in social service activities, and creates a people-oriented workplace.



2024 永續報告書
2024 Corporate Sustainability Report



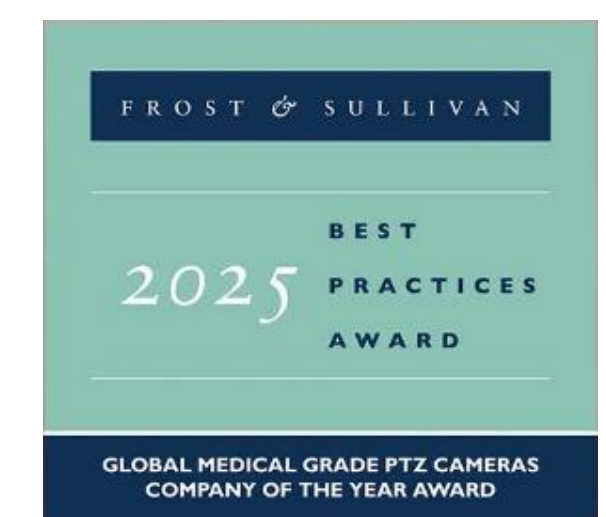
臺灣證交所公司治理評鑑
圓展名列2024年上市公司前21~35%
Top 21% to 35% for Corporate
Governance Taiwan Stock
Exchange - 2024



美國子公司獲2025最佳工作場所殊榮
US branch office earns
prestigious recognition as a
2025 Best Place to Work



有害物質流程管理系統證書
IECQ QC 080000 Certified



榮獲2025年度最佳公司
2025 Company of the Year
by Frost & Sullivan



重要財務數字 Key Figures

2025前二季 2025 Q1~Q2

- 營收 / Revenue: TWD\$ 12.43 億元 (US\$ 39.01 Million)
- 毛利率 / Gross Profit Rate: 59%
- 稅後損失 / Net Loss : TWD\$ -0.39 億元 (US\$ -1.21 Million)
- 每股虧損 / EPS: TWD\$ -0.42 元



重要財務數字 Key Figures

2025 第二季 2025 Q2

- 營收 / Revenue: TWD\$ 6.85 億元 (US\$ 22.22 Million)
- 毛利率 / Gross Profit Rate: 58%
- 稅後損失 / Net Loss : TWD\$ -0.40 億元 (US\$ -1.30 Million)
- 每股虧損 / EPS: TWD\$ -0.43 元

綜合損益表 Consolidated Income Statement



單位：新台幣千元 (Unit: K-TWD)	Q2 2025	%	Q1 2025	%	Q2 2024	%	QoQ%	YoY%
營業收入淨額 (Net Sales Revenue)	684,745	100	557,953	100	732,003	100	23%	-6%
營業毛利 (Gross Profit)	394,344	58	347,435	62	466,857	64	-4 pts	-6 pts
營業費用 (Total Operating Expenses)	349,970	51	362,180	65	373,171	51	-3%	-6%
銷售費用 (Selling Expenses)	209,272	31	217,973	39	221,127	30	-4%	-5%
管理費用 (G & A Expenses)	22,910	3	23,912	4	27,496	4	-4%	-17%
研發費用 (R&D Expenses)	117,788	17	120,295	22	124,548	17	-2%	-5%
營業淨利(損) (Net Operating Income)	44,374	7	-14,745	-3	93,686	13	N/A	-53%
營業外淨(損)益 (Non-Operating Gain and Loss)	-94,287	-14	36,980	7	21,357	3	N/A	N/A
稅前淨(損)利 (Net Income before Tax)	-49,913	-7	22,235	4	115,043	16	N/A	N/A
所得稅(利益)費用 (Income Tax Expense)	-9,922	-1	20,919	4	30,747	4	N/A	N/A
本期淨(損)利 (Consolidated Net Income)	-39,991	-6	1,316	-	84,296	12	N/A	N/A
基本每股(虧損)盈餘(新台幣元) (Basic EPS, TWD Dollar)	-\$0.43		\$0.01		\$0.91			

綜合損益表 Consolidated Income Statement



單位：新台幣千元 (Unit: K-TWD)	2025Q1~Q2	%	2024 Q1~Q2	%	YoY%
營業收入淨額 (Net Sales Revenue)	1,242,698	100	1,323,638	100	-6%
營業毛利 (Gross Profit)	741,779	59	799,518	60	-1 pts
營業費用 (Total Operating Expenses)	712,150	57	718,379	54	-1%
銷售費用 (Selling Expenses)	427,245	34	418,224	31	2%
管理費用 (G & A Expenses)	46,822	4	51,216	4	-9%
研發費用 (R&D Expenses)	238,083	19	248,939	19	-4%
營業淨利 (Net Operating Income)	29,629	2	81,139	6	-63%
營業外淨(損)益 (Non-Operating Gain and Loss)	-57,307	-4	59,248	5	N/A
稅前淨(損)利 (Net Income before Tax)	-27,678	-2	140,387	11	N/A
所得稅費用 (Income Tax Expense)	10,997	1	37,687	3	-71%
本期淨(損)利 (Consolidated Net Income)	-38,675	-3	102,700	8	N/A
基本每股(虧損)盈餘(新台幣元) (Basic EPS, TWD Dollar)	-\$0.42		\$1.11		



資產負債表 Balance Sheet



單位：新台幣千元 (Unit: K-TWD)	Q2 2025		Q4 2024		Q2 2024	
	金額	%	金額	%	金額	%
現金及約當現金 (Cash & Equivalents)	1,316,509	30	1,527,225	32	1,584,525	32
應收款項 (Receivables)	409,116	9	316,279	6	407,514	8
存 貨 (Inventory)	347,263	8	325,535	7	361,292	7
不動產、廠房及設備 (Property & Equipment)	1,117,393	25	1,145,071	24	1,162,966	24
資產總計 (Total Assets)	4,426,163	100	4,759,798	100	4,901,840	100
流動負債 (Current Liabilities)	1,189,375	27	994,902	21	1,287,497	26
非流動負債 (Non-Current Liabilities)	135,341	3	146,276	3	142,502	3
負債總計 (Total Liabilities)	1,324,716	30	1,141,178	24	1,429,999	29
權益總計 (Total Stockholder' Equity)	3,101,447	70	3,618,620	76	3,471,841	71
流動比率 (Current Ratio)	181%		229%		199%	
速動比率 (Quick Ratio)	145%		188%		165%	
負債比率 (Debt Ratio)	30%		24%		29%	



營運展望

Business Prospects



事業範疇 Business Scope



重視 ESG

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

AI協作事業群



教育科技
Integrated Presentation
& Education

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



專業影音
Pro AV Solutions

Our products feature Auto Tracking capabilities, perfect for recording, livestreaming, and broadcasting performances with ease.



智聯健康
Connected Health
Solutions

We're dedicated to offering top-of-the-line cameras for telehealth, telemedicine, tele-ICU, and OR live surgery broadcasting.



視訊溝通與協作
Video Conferencing

We tear down geographic barriers by providing the tools that help organizations communicate and collaborate.

前瞻策略事業群



咖啡挑豆機
Coffee Sorting Solutions

Our automated solution simplifies the complex process of green coffee bean sorting with the press of a button.



OEM/ODM服務
OEM/ODM Services

We have a dedicated team to provide professional product design and development service to strategic customers, offering high-quality OEM & ODM services.

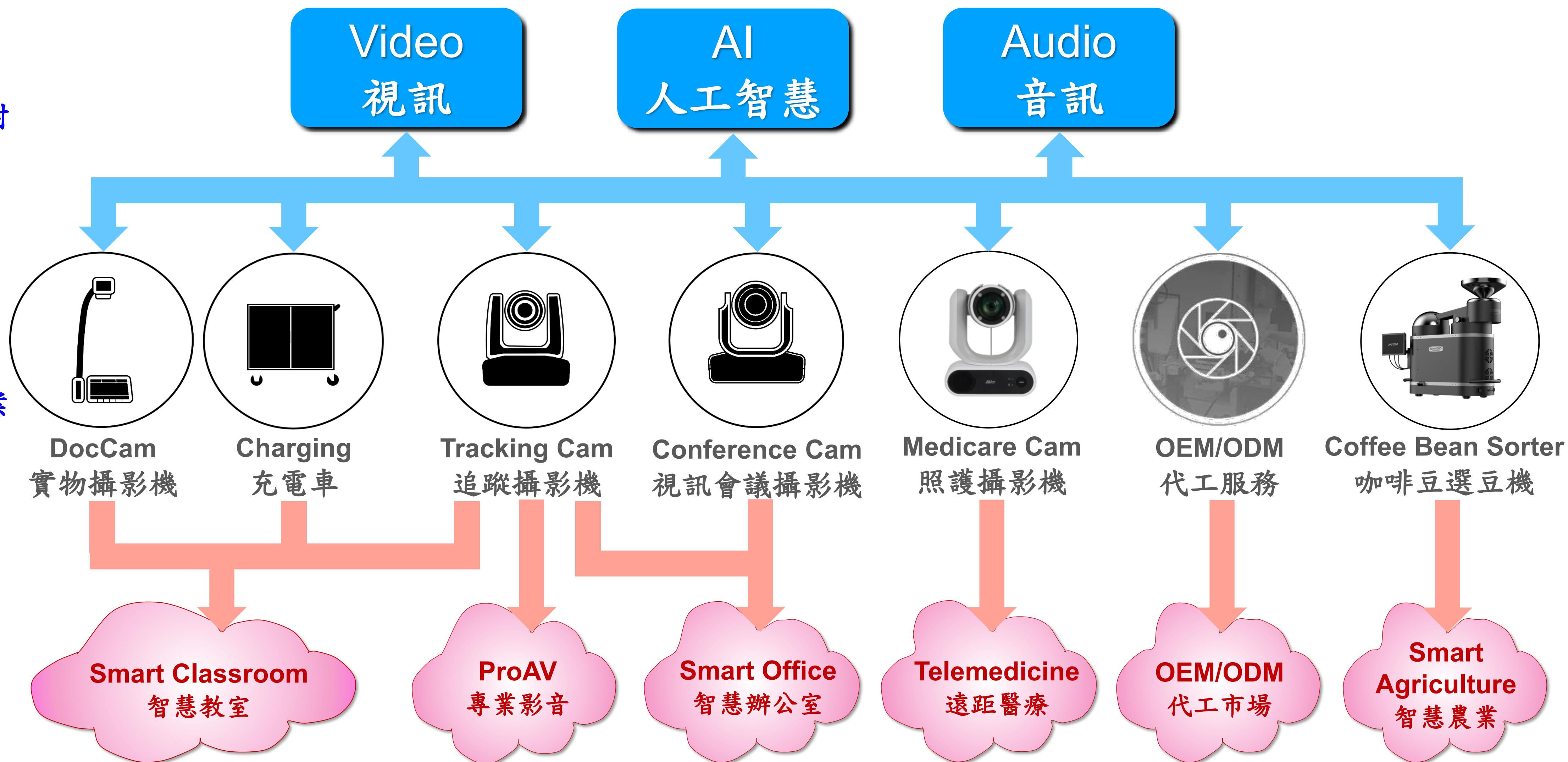


AI 音視協作事業 AI Audiovisual Collaboration Business

Core Tech /
Competence
核心技術/能耐

Prduct/
Solution
產品/解決方案

Application
Market
應用市場



教育科技 Classroom Technology

上半年受美國 K12 經費凍結影響，
旺季表現疲軟；

下半年將加強非美地區夥伴協作，
提升市佔率。



視訊會議與專業影音 Video Conferencing & Pro AV

第二季克服關稅與匯率挑戰，業績正成長，毛利率持穩；
下半年新品與策略合作推動營收，樂觀預期成長。

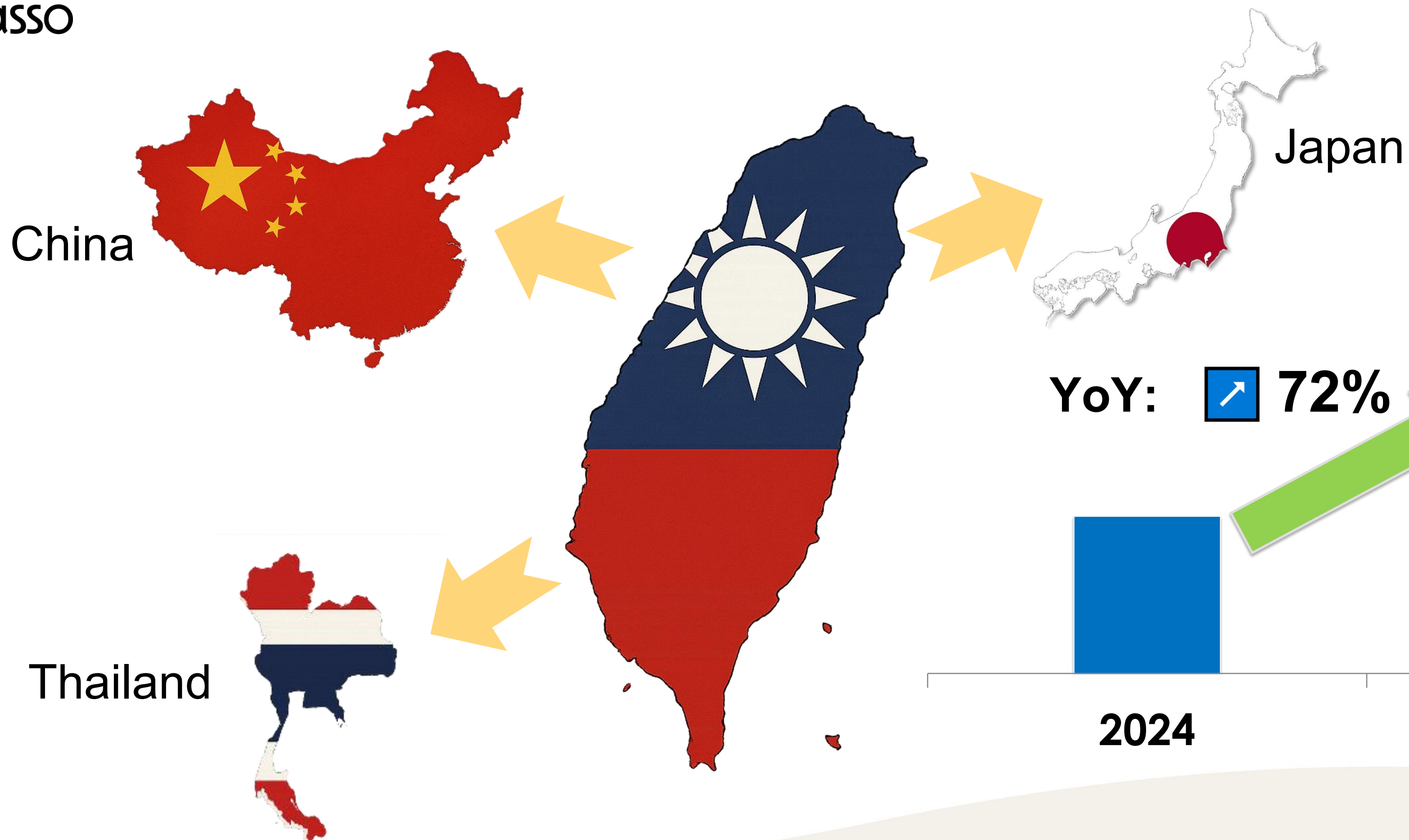




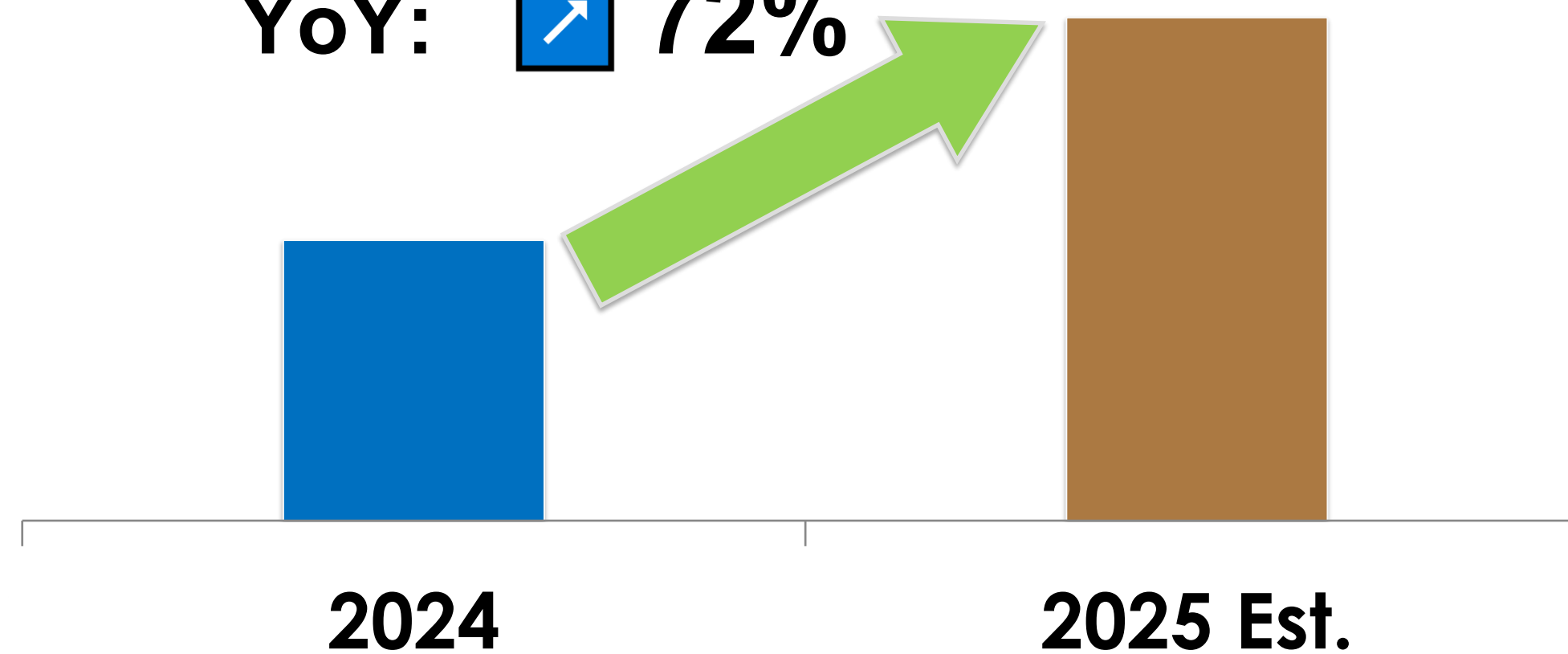
avercasso

Coffee Bean Sorter

全世界第一台「AI 咖啡豆嚴選機」榮獲 iF 國際設計及 SCAJ 新產品大獎



YoY:  72%



OEM/ODM 服務 OEM/ODM Services

- 專責研發團隊優質 OEM/ODM 技術服務
Dedicated multi-functional 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 (環景攝影機)
- Tracking camera (追蹤攝影機)



影音設備 AV Devices

- Video soundbar (視訊用聲霸)
- Speaker phone (智慧揚聲器)
- Conference microphone
(視訊用麥克風)



模組方案 Module Solution

- Camera module (鏡頭模組)
- Audio module (音頻模組)
- Audio & video module (影音模組)

目前已穩定出貨給歐、美、日、澳客戶。持續拓展新客戶與新應用！

榮獲Frost & Sullivan 2025年 全球醫療級PTZ攝影機領域「最佳公司獎」

肯定圓展

- 以AI為核心的創新研發
- 強化產品跨平台相容性

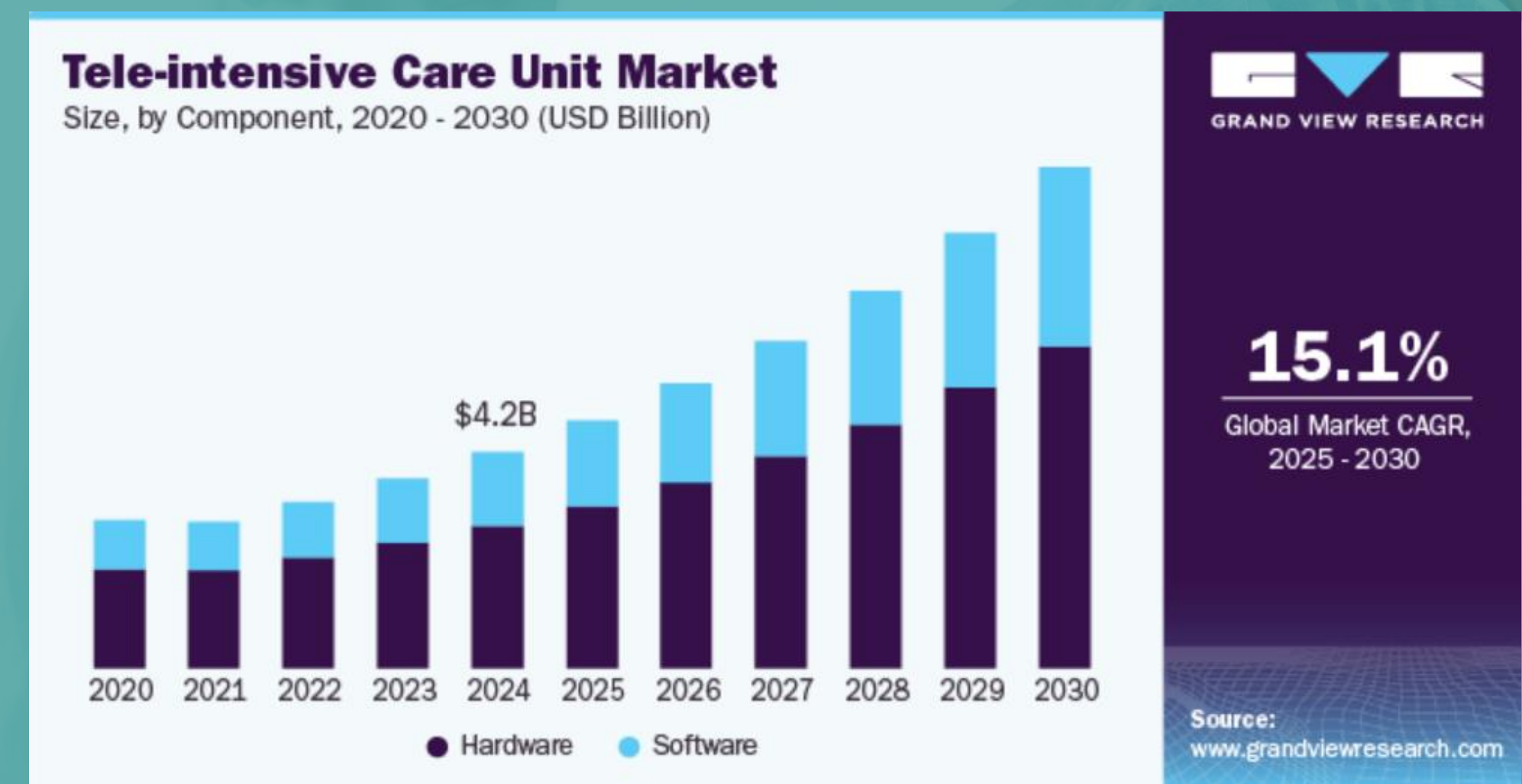
攜手全球醫療夥伴，透過AI與影像技術，促進醫療團隊改善照護品質與效率，有效解決使用者痛點。



智聯健康 Connected Health



遠距病患監護市場持續成長



醫療級攝影機應用

AVer MD330U(I)



AVer MD120U(I)



機器視覺
AI 偵測
隱私
聽覺
環境
大數據 資安

提供全系列智慧病患照護終端

2024市場預估

USD \$4.2 B

2030市場預估

USD \$9.7 B

2024~2030 複合年均增長率

CAGR 15.1%

AVer MD720UIS



市場策略 — 穩健擴大遠距醫療新應用

AVer



Orlando Health begins virtual sitting for inpatient care

Technology improves 24/7 watch over patients at risk of harm to themselves

Orlando, FL (September 5, 2023) – Orlando Health is the first hospital system in the region to implement new technology that enables caregivers to virtually monitor the rooms of inpatients who are at risk of harm to themselves.

A virtual sitter will provide 24/7 oversight remotely through mobile cameras with video monitoring software. They can observe patients at risk for harm due to issues such as confusion, delirium, falling or leaving the room.

The program is an extension of Orlando Health's current model of delivering high-quality care to patients. On-site sitters will continue to watch over high-risk patients from inside their room to prevent a harmful incident.



攜手美國大型醫療集團，建置雙向溝通智慧病房提升病患照護品質

[Sentara Northern Virginia Medical Center Launches Virtual Nursing Program](#)



攜手美國指標醫院體系，打造遠距醫療標竿應用與服務覆蓋

[Orlando Health begins virtual sitting for inpatient care](#)

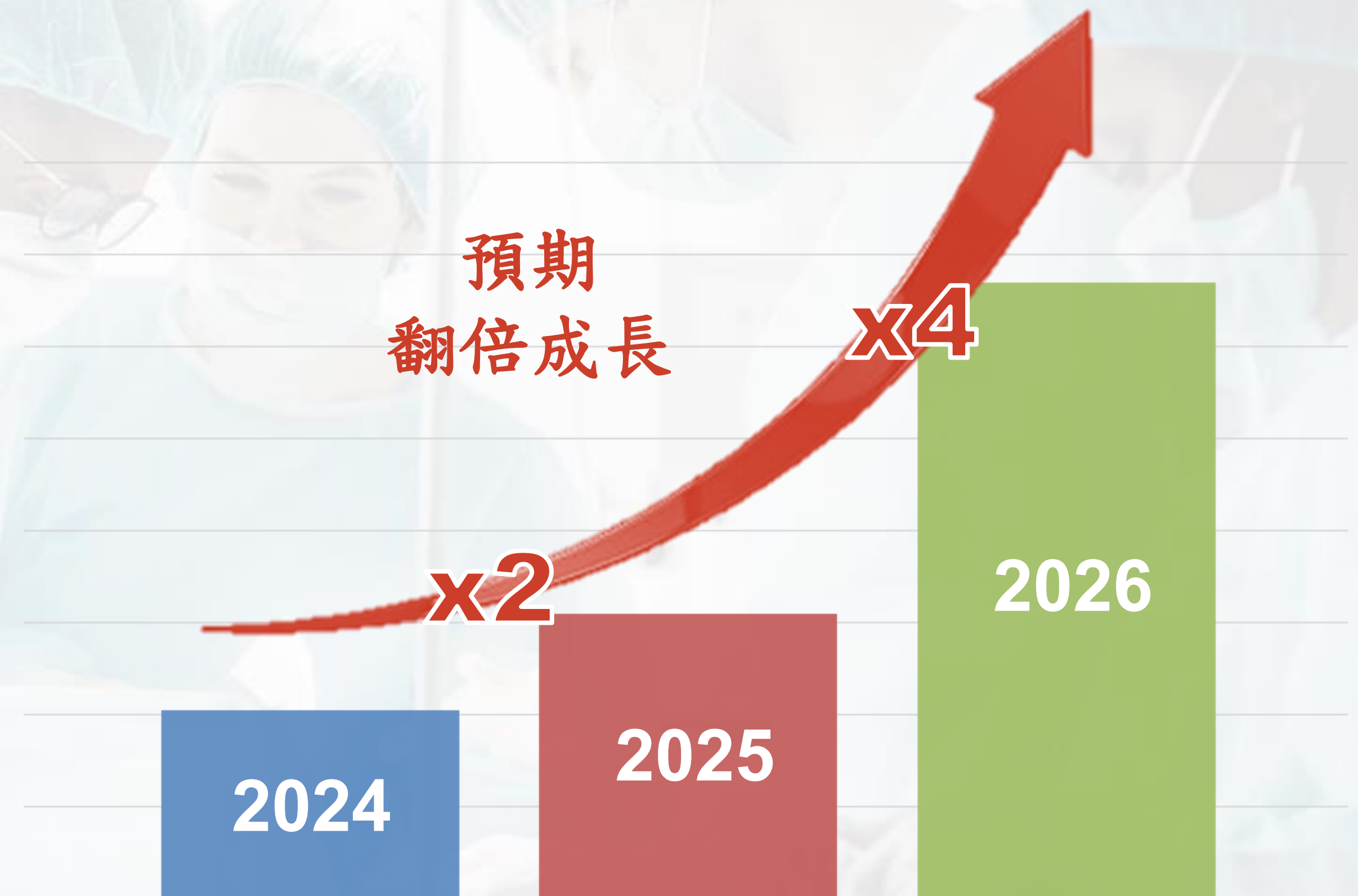
1. 與歐美區域指標型、領先智慧醫院合作，發展不同科室應用並進行POC驗證導入效益。
2. 對齊國家政策和醫療保健法規，開發全球醫療經銷通路。
3. 聯手Eco-partner 協助經銷商建立turnkey solutions，快速複製案例。

2025醫療新事業進入加速成長期

一、增加研發投資 150 %

二、加速新產品交付，滲透市場

三、持續擴張 歐美 ODM



透過大幅投入研發、加速產品上市
同步在歐美新打下 2 個 ODM 標案、亞太拓通路，
我們預期 Connected Health 事業 2025 H2 ~ 2026 將進入「放量成長」階段。

A background image of three young children, two girls and one boy, smiling and looking at the camera. They are sitting at a desk with papers and pencils, suggesting a classroom or study environment.

Thank You!

We Create Things | AVer Information

For Questions and Queries, please contact

Allen Chang/ 張明益

Allen.Chang@aver.com

+886-2-2269-8535 Ext. 8990



Q & A