

圓展科技法人說明會

AVer Information Investor Conference

2018年第二季 / 2018Q2

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公司簡介 Company Briefing



創立時間 / Founded

2008年一月 / January 2008

台灣上市公司 (代碼 3669) / Publicly traded on Taiwan stock market (TWSE: 3669)

資本額 / Capital

台幣9.75億元 / US\$ 30.5 million

總公司地址 / Head Office

台灣新北市 / New Taipei City, Taiwan

員工人數 / Employees

全球510員工 / 510 employees worldwide

R&D員工人數超過三分之一 / R&D staffs representing 30% of total workforce

專利數 / Patents

超過235項專利 / Over 235 patents worldwide

2017年營收 / 2017 Revenue

台幣19.54億元 / US\$ 65 million

研發創新成就 Innovative Breakthroughs



- 首創可直接錄製的視訊會議系統 First HD video conferencing system w/ direct recording
- 首創可錄影像的可攜式實物攝影機 First portable visualizer with one-touch recording to USB flash drive

2010



- 首創具備畫面註記功能的可攜式實物攝影機 First portable visualizer with onboard annotation

2011



- 首創3.2百萬像素單機無線實物攝影機 First standalone wireless visualizer
- 首創整合 Skype 的硬體視訊會議系統 First protocol bridge for VC-Skype™ integration

2012



- 首創針對平板教學之影像捕捉、視訊串流方案的無線實物攝影機 First wireless camera and video capture/streaming solution for tablet learning

2013



- 首創整合式10點視訊會議系統 First video conferencing system w/ 10-site embedded MCU
- 首創結合無線及有線傳輸的實物投影機 First software for sending visualizer images to mobile devices

2014



- 首創多方會議使用的協作軟體 First collaboration software for an embedded MCU.
- 首創可串聯式平板電腦充電同步櫃 First mobile device charge cabinet that can be plugged in via daisy chain.

2015



- 首創8百萬像素USB3.0傳輸4K影像的實物攝影機 First 8-megapixel visualizer to provide 4K video via USB 3.0 connection.
- 首創遠距教學專用高畫質HD攝影機 First HD camera specifically designed for educational applications.

2016



- 首創可透過USB3.0，提供4K Ultra HD 畫質的小型會議專用網路攝影機 First USB3.0 4K2K huddle Camera compatible w/ various apps.
- 首創支援 H.323、SIP、Skype for Business 三種通訊協定及RTMP影音串流的多點視訊會議系統 First VC system to support SIP, H.323 and Skype for Business multipoint and RTMP streaming.

2017



Aver

創新獲獎紀錄 Recognition of Innovation



全球銷售網路 A Global Presence



台灣總公司

Taiwan Headquarters

11

子/分公司及在地代表
Branches & Local Reps.

+100

銷售及服務國家
Countries with Sales &
Services

美洲
the Americas
美國 USA

歐中東非洲 EMEA

荷, 法, 西, *德, *英
The Netherlands, France,
Spain, *German, *UK

亞太 APAC

台灣, 日本, 越南, *印尼, *馬來西亞,
*南韓, *泰國
Taiwan, Japan, Vietnam, *Indonesia,
*S. Korea, *Malaysia, *Thailand

* local representatives



全球行銷活動 Global Marketing



事業與解決方案 Businesses and Solutions



教育解決方案 Education Solutions



智慧產業解決方案 Smart Industry Solutions



公司治理 Corporate Governance



台灣資訊揭露評鑑 A+ 等級

A+ Information Transparency

- 2014年，圓展為資訊揭露評鑑A+等級公司
Rated A+ in 2014's Taiwan Information Transparency Assessment

公司治理評鑑名列 前35%

Top 35% Corporate Governance

- 2017年臺灣證交所公司治理評鑑前 35%
Rated in the first 35% by the Taiwan Stock Exchange

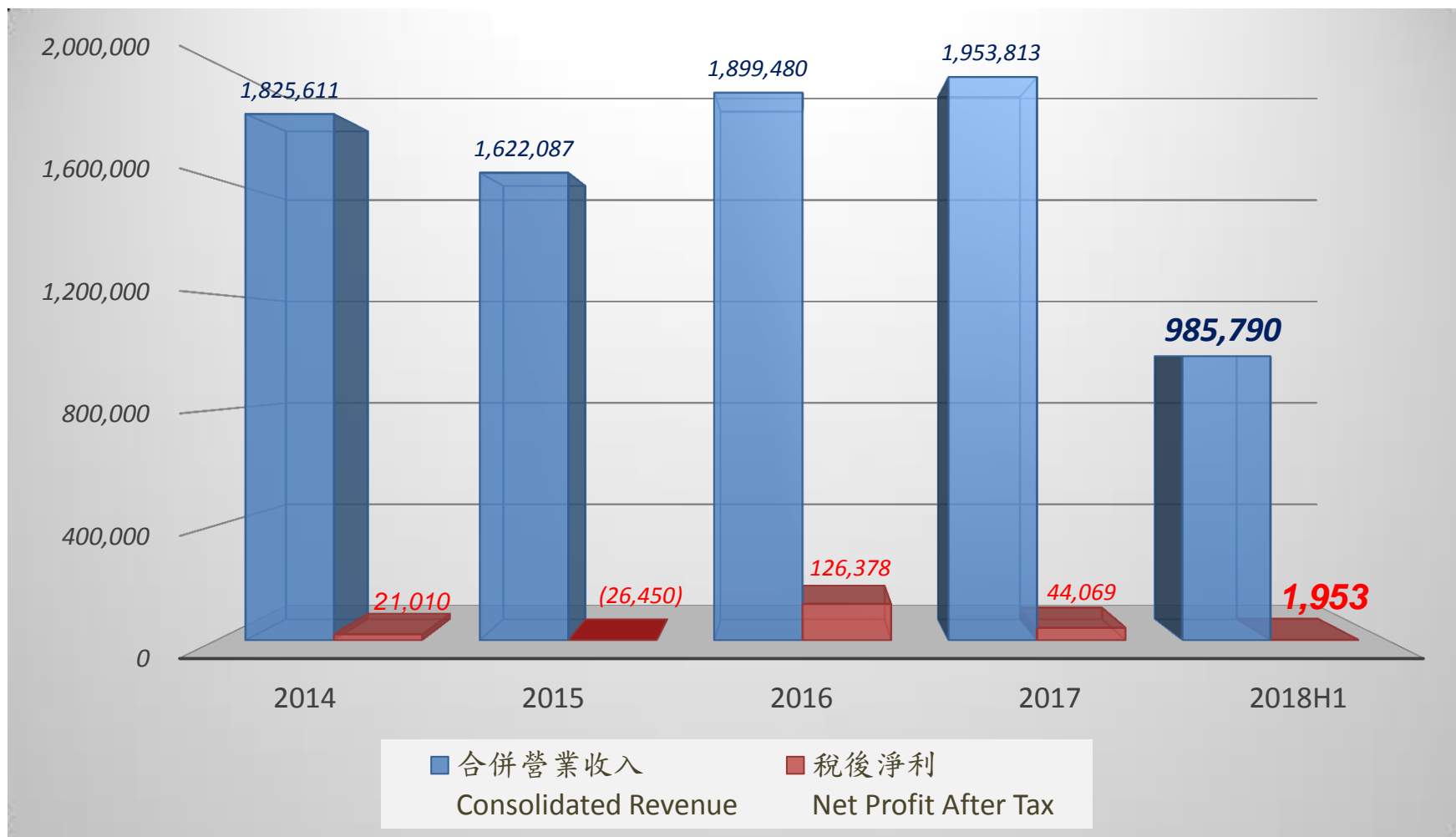
天下企業公民中堅企業 Top 10

Top Ten Corporate Social Responsibility

- 2013年獲天下企業公民中堅企業第六名
Among mid-sized Taiwanese companies, rated by
Commonwealth Magazine in 2013

歷年合併營收與獲利

Consolidated Revenues and Profits



2018上半年合併綜合損益表

2018 H1 Consolidated Income Statement



	<u>Q2 2018</u>	<u>Q1 2018</u>	<u>Q2 2017</u>	<u>QoQ%</u>	<u>YoY%</u>
營業收入淨額 (Net Sales Revenue)	580,053	405,737	486,616	43%	19%
營業毛利 (Gross Profit)	257,527	205,263	241,669	25%	7%
毛利率% (Gross Profit %)	44%	50%	50%	-3%	-4%
營業費用 (Total Operating Expense)	235,340	232,290	228,670	1%	3%
營業淨利 (Net Operating Income)	22,187	(27,027)	12,999	*	71%
業外收支 (Non-Operating Gain and Loss)	4,348	2,910	9,422	49%	-54%
稅前淨利 (Net Income before Tax)	26,535	(24,117)	22,421	*	18%
所得稅費用 (Income Tax Expense)	4,782	(4,317)	8,937	*	-46%
歸屬母公司業主之本期淨利 (Consolidated Net Income Attributed to Stockholders of the Company)	21,753	(19,800)	13,484	*	61%
基本每股盈餘(新台幣元) (Basic EPS, NTD Dollar)	\$ 0.23	\$ (0.21)	\$ 0.15		

*Note : Because the number change from negative to positive, the YoY ratio is meaningless and ignored

教育事業

Education Business



平板與筆電充電方案 Charging Solution



S42i+



X12



T18



C20i



C30i+



C36i+

2017年在美國教育通路佔有25%銷售
Americas – AVer Leading With 25% of Sales in 2017

AVer

CHARGING



E32c



E36c



B30



C30u



C44i



E30c

AVer

實物攝影機 Document Camera



2017年在美國市佔率 29% 仍居領先地位

Americas – AVer Leading With 29% of Sales in 2017



無線



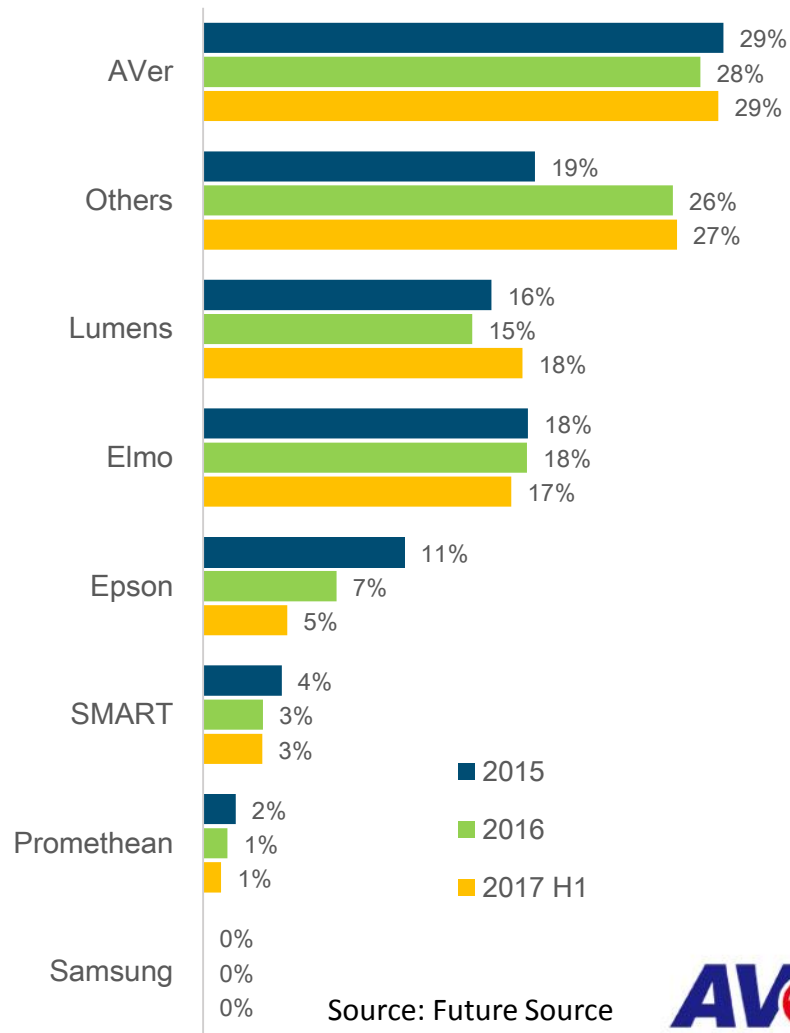
USB



鵝頸設計



機械手臂



Source: Future Source

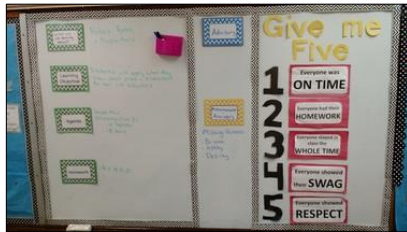


全新互動式觸控螢幕 IFP

電子白板
Whiteboard



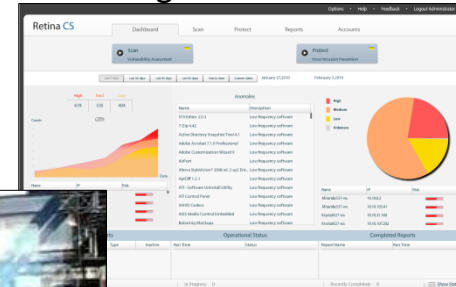
教室佈告欄
Classroom Bulletin Board



觸控螢幕
Touch
Computer



通訊管理台 Communication
& Management Console



螢幕分享
Screen Share



IFP III – Integrated Classroom Experience



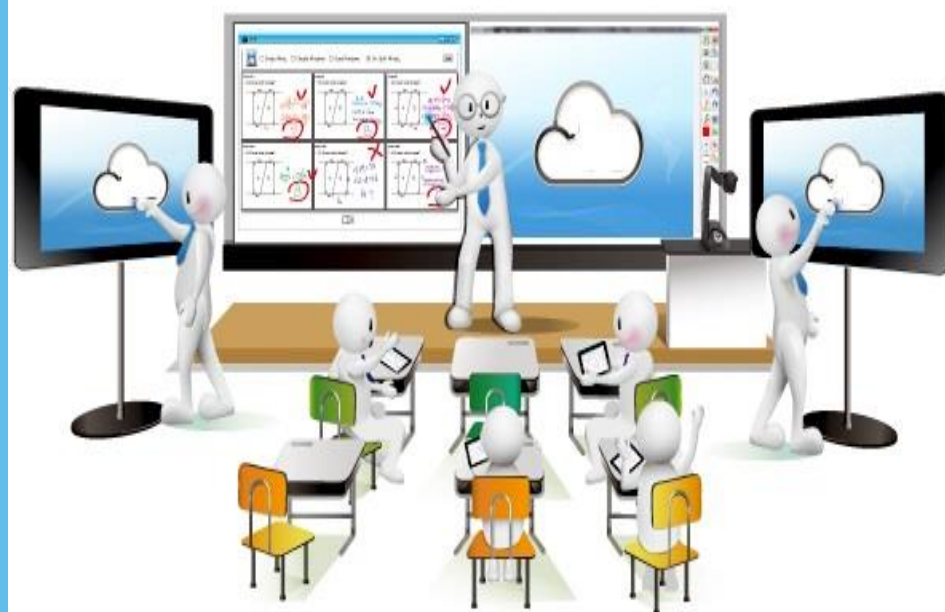
TECH & LEARNING
BEST of SHOW
AT **ISTE**
2018

AVER

K-12 教育科技趨勢 Trend of EDU Tech

教育雲技術的解決方案

Solutions for cloud-based technologies



有了雲端技術，教師學生不再擔心遺失重要文件，以USB大拇哥代替厚重課本或交換檔案。所有教學所需文件分享於共同網路上，加速教師作業與學生學習。

With the cloud technologies, teachers/students will no longer have to worry about losing important documents, transposing heavy books or exchanging educational materials with USB sticks. All the documents necessary for teaching will be shared in the joint network, to facilitate the teachers' tasks and the pupils learning.

AVer

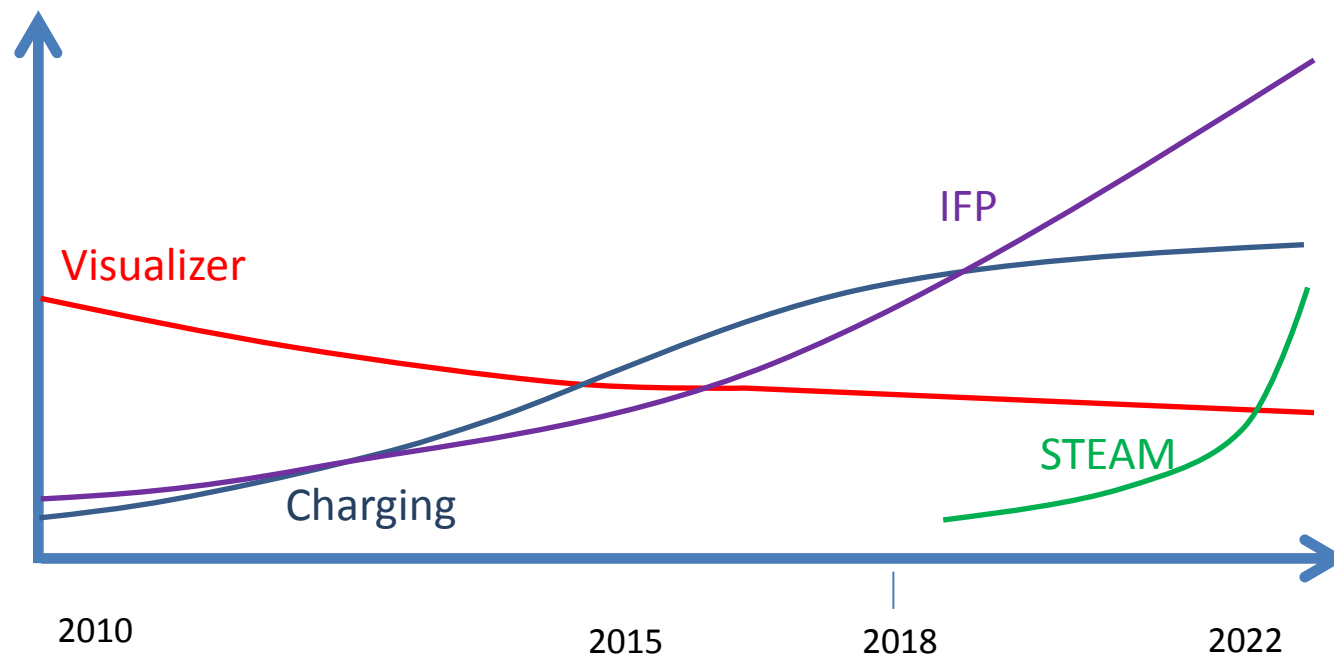
產業未來 Our View to Future Education



數位內容教學 Enabling e-learning

遠距教學管理 Cloud management and sharing

完全整合方案 Total Solution with classroom technology



智慧產業事業

Smart Industry Business



視訊會議系統 Video Conferencing system



- ◆ 單點視訊會議終端設備, Point-to-point CODEC VC (endpoint)
- ◆ 多點視訊會議主機, Multi-point CODEC VC (16 points MCU)
- ◆ 視訊會議加值行動協同軟體, add-on mobile and collaborative s/w
- ◆ 支持 Skype for business 雲端通訊協定, Support SFB communication protocol
- ◆ 支持視訊推播功能, Support RTMP real time streaming feature



單點主機視訊會議
End-point CODEC VC

多點主機視訊會議
Multipoint CODEC VC

行動視訊會議軟體
East Meetup

視訊會議互動筆記軟體
Easy Draw



雲端視訊會議 及協作設備

Cloudy Video Conferencing & Collaboration devices



- ◆ 支持高清, 全高清, 及超高清視訊輸出 ,Support HD, FHD and 4K Video output
- ◆ 支持回聲消除, 降低背景噪音等功能, Support Echo cancellation, Noise reduction
- ◆ 支持3.3~12倍 全高清/4K光學變焦, Support 3.3~18 optic zoom for FHD and 4K
- ◆ 相容於雲端視訊會議平台(work fine with Cloudy based Video Conferencing Service), like Skype for business, Room, BlueJeans, V-cube, True conference. etc.



4K 變焦視訊攝影機
4K optic-zoom
Conference Cam



視訊會議Soundbar
Video Conferencing
Soundbar



4K定焦視訊攝影機
4K Conferencing Cam



雲端視訊會議專用設備
Video/Audio system for
Cloudy Video Conferencing
and Collaboration



事業展望 Business Prospect

雙軌策略

Dual-Track Strategy

確保通信安全
Secure communication

主機式視訊會議設備
CODEC Video Conferencing

視訊會議及協作
UC&C Meeting

雲端應用市場快速擴張
Cloudy market is spreading and speedy

雲端視訊攝影機/聲音設備
Cloudy Conference Camera/Audio

- 日本 JP
- 歐洲 EU
- 東南亞 SEA
- 台灣 TW
- 中東 ME

➤ 一站式銷售
One stop shopping,
➤ 應用整合
Bridge CODEC and
Cloudy application

- 美國 US
- 歐洲 EU
- 澳洲 Au
- 其他 Others





The increasing market demand of **conference camera** for **Huddle room**(無特定用途的小型會議室)

- 66%的人認為公司會佈建更多的視訊會議設備在小型會議室

66 % indicate their organization plans on deploying more video conferencing equipment in huddle rooms¹

- 全球有3千2百萬的小型會議室，其中低於2%有建置視訊會議設備
There are 32.4 million huddle rooms and less than 2 percent are video enabled².



CAM540



VB342



CAM340

¹Wainhouse Research Market Survey, “2017 Video Conferencing End User Survey”, Analysts: Andy Nilssen, Ira M. Weinstein, December 2017

²Frost & Sullivan, “Growth Opportunities for Video Conferencing in Huddle Rooms, Global, Forecast to 2022”, February 2018

未來趨勢與機會(2) Trend and Opportunity



◆ Huddle room:

- 3-6人小會議空間 seating 3-6 people
- 安裝會議及協作設備 equipped with teleconferencing and collaboration tool
- 零碎空間小組會議成職場風尚 will be the trend for future work place



WORK PODS



CABANAS



PHONE BOOTHS





The opportunity of codec is in Asia

- Codec在未來全球出貨的複合年均增長率增加2.0%

Global unit shipments to increase at 2.0% CAGR

- 亞洲地區將佔整體營收的44%

Asia Pacific is the largest geography with 44% of total revenue



EVC Series



Orbit Series SVC100/500

Wainhouse Research Market Survey, "2018 Standards-centric Group Video Conferencing Endpoints WW Market Sizing & 5-Year Forecast", Analysts: Andrew H. Nilssen, April 2018

Q & A

