2015/10/15

AVERMEDIA TECHNOLOGIES, INC.

股票代號: 2417 法說會

Agenda

- Financial Report
- Business reporting
- Smart Video Audio SBU
- Capture, Record, Delivery SBU
- Outlook
- Q & A

Finanical Report

Consolidated report (AVerMedia&AVerinformation) - Income Statement

Unit: K NTD	104 H1		103 H1		YOY
	AMT	%	AMT	%	
Net Sales	1,056,922	100.0%	1,327,909	100.0%	-20%
Gross Profit	484,813	45.9%	643,087	48.4%	-25%
OPEX	664,277	62.9%	687,951	51.8%	-3%
Operating Profit	(179,464)	-17.0%	(44,864)	-3.4%	n/a
Net Income after Tax	(173,805)	-16.4%	(29,986)	-2.3%	n/a
Net income (loss) attributable to:					
Shareholders of the parent	(152,144)	-14.4%	(52,490)	-4.0%	
Non-controlling interests	(21,661)	-2.0%	22,504	1.7%	

Consolidated report (圓剛) - Income Statement

Unit: K NTD	104 H1		103 H1		YOY
	AMT	%	AMT	%	
Net Sales	305,835	100.0%	435,793	100.0%	-30%
Gross Profit	123,009	40.2%	171,000	39.2%	-28%
OPEX	265,334	86.8%	258,933	59.4%	2%
Operating Profit	(142,325)	-46.5%	(87,933)	-20.2%	n/a
Pure AVT Net Income	(136,384)	-44.6%	(69,996)	-16.1%	n/a
Investment Gain from AVerinformation	(15,759)	-5.2%	16,648	3.8%	n/a
Total Net Income	(152,143)	-49.7%	(53,348)	-12.2%	n/a

2015 Q3 Revenue Trend

Business Report

Business Org.

2015 Q3 Revenue Result -Product line

84%,
GR: -51%,
GP: 32%
SAV SBU

16%,
GR: 11%,
GP: 62%
CRD

2015 Q3 Revenue Result – by region

Product Mix

2013

2015

2018

Product Mix:

Expand Product line to Industrial Card & System from TV Module

SAV SBU

CRD SBU

Core Technology - AV Streaming

External Content

Video source

VTR/Camera/Webcam

Storage and Broadcast

Live Encoder

Video:H.264 , HEVC..
Audio:AAC..

Network Distribution

CDN Live Streaming

Simultaneous streaming
(RTMP, HTTP, RTSP,HLS)

AVerMedia CMS

Display

Business Scope

SAV SBU

CRD SBU

SAV SBU

Product Offering

Capture

Game Capture HD II
C285

C985
Live Gamer HD

AVerTV Mobile 310
for Android™
EW310

AVerTV Hybrid TVBox 13
A200P

Streaming

Live Gamer EXTREME
GC550

BC310

Live Gamer Portable
C875

Audio

Aegis
GM310

BALLISTA TRINITY
GS315

Smart Microphone
AW310

SW Value

RECentral

Live In Five

Target Market

Brand : Gaming

Project: Fitness

Sales Strategy O2O

•AVerMedia Global O2O (online to off line touch point) 顧客購買接觸點 (touch point)

➔ Regional Distributor, Reseller, E-SHOP

On Line **Off Line**

Global Brand No. 2 (Gaming Capture Streaming)

CRD SBU

Product offering

Card

Frame Grabber
- PCIE
- Mini PCIE
- USB 2.0 & 3.0
- Standalone

VGA Card

NVIDIA TEGRA K1

System

Encoder
- H.264 Encoder
- HEVC Encoder

Transcoder
- H.264 Transcoder
- HEVC Transcoder

Video system
- Medical imaging workstation
- ODM/OEM

CMS +Decoder
- Scheduling and content display grouping with live streaming & video playback

SW Value

SDK

AVerCaster
Streaming Service Management

AVerMedia CMS

System Manager

Target Market

Technology Service Provider

Outlook

Lean & Talent Recruit

Reduce In-house

Increase Outsourcing

Flexibility, Speed, Service

Reduce Internal Management Process

Professional Video Provider

Advanced Technology

Alliance
- Core Technology
- Strategy Partner (IPC)

Regional Business (Focus)
- High Quality & technical requirement

Profit Zone

SAV SBU

- ✓ O2O Touch Point

CRD SBU

Three High

- ✓ High Margin
- ✓ High Service
- ✓ High Integration

Q & A

AVerMedia

Thank you