

AVerMedia

AVer

圓剛科技(2417)/圓展科技(3669)
2020年 第一季 聯合法人說明會

AVerMedia (TWSE: 2417) / AVer (TWSE: 3669)
2020 Q1 Investor Conference

21-May-2020

免責聲明 Safe Harbor Statement

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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.**

Agenda

- 公司簡介 Company Briefing
- 圓展(3669) 財務報告、營運狀況與未來展望
AVer Information Financial Statements, Business Operation Highlights and Future Prospect
- 圓剛(2417) 財務報告、營運狀況與未來展望
AVerMedia Technologies Information Financial Statements, Business Operation Highlights and Future Prospect
- Q & A

A Lean & Mean Video Technology Company

圓剛簡介

AVerMedia Briefing

Founded	January, 1990
Office and Factory Location	Taipei, Taiwan
Capital	NT\$ 1,924 Million
Chairman	Michael Kuo (郭重松)
President	Michael Kuo (郭重松)
Employees (Date: 2020.04.30)	744 (AVerMedia Group) 233 (AVerMedia Alone) 43% R&D (AVerMedia Alone)

AVerMedia Group includes
AVerMedia Technologies Inc. (TWSE: 2417) 、
AVer Information Inc. (TWSE: 3669)

圓剛財務報告

AVerMedia Financial Statement

2019 Consolidated Income Statement

CPA Audited

Unit: NT\$ K	2019		2018		YoY	
	Amount	%	Amount	%	Amount	%
Sales Revenue	2,947,147	100 %	2,801,134	100 %	146,013	5 %
Cost of Sales	1,461,911	50 %	1,424,084	51 %	37,827	3 %
Gross Profit	1,485,236	50 %	1,377,050	49 %	108,186	8 %
Selling Expenses	891,281	30 %	834,411	30 %	56,870	7 %
G&A Expenses	145,066	5 %	141,637	5 %	3,429	2 %
R&D Expenses	435,864	15 %	401,305	14 %	34,559	9 %
Total Operating Expenses	1,472,211	50 %	1,377,353	49 %	94,858	7 %
Operating Income	13,025	0 %	(303)	(0)%	13,328	4,399 %
Non Operating Income	34,386	1 %	43,655	2 %	(9,269)	(21)%
Net Income before Tax	47,411	2 %	43,352	2 %	4,059	9 %
Income Tax Expenses (Gain)	(8,386)	(0)%	(15,953)	(1)%	7,567	47 %
Net Income	39,025	1 %	27,399	1 %	11,626	42 %
Non Controlling Interest	35,447	1 %	22,280	1 %	13,167	59 %
Group Net Income	3,578	0 %	5,119	0 %	(1,541)	(30)%
EPS (NT\$)	0.02		0.03		(0.01)	

2020 Q1 Consolidated Income Statement

CPA Reviewed

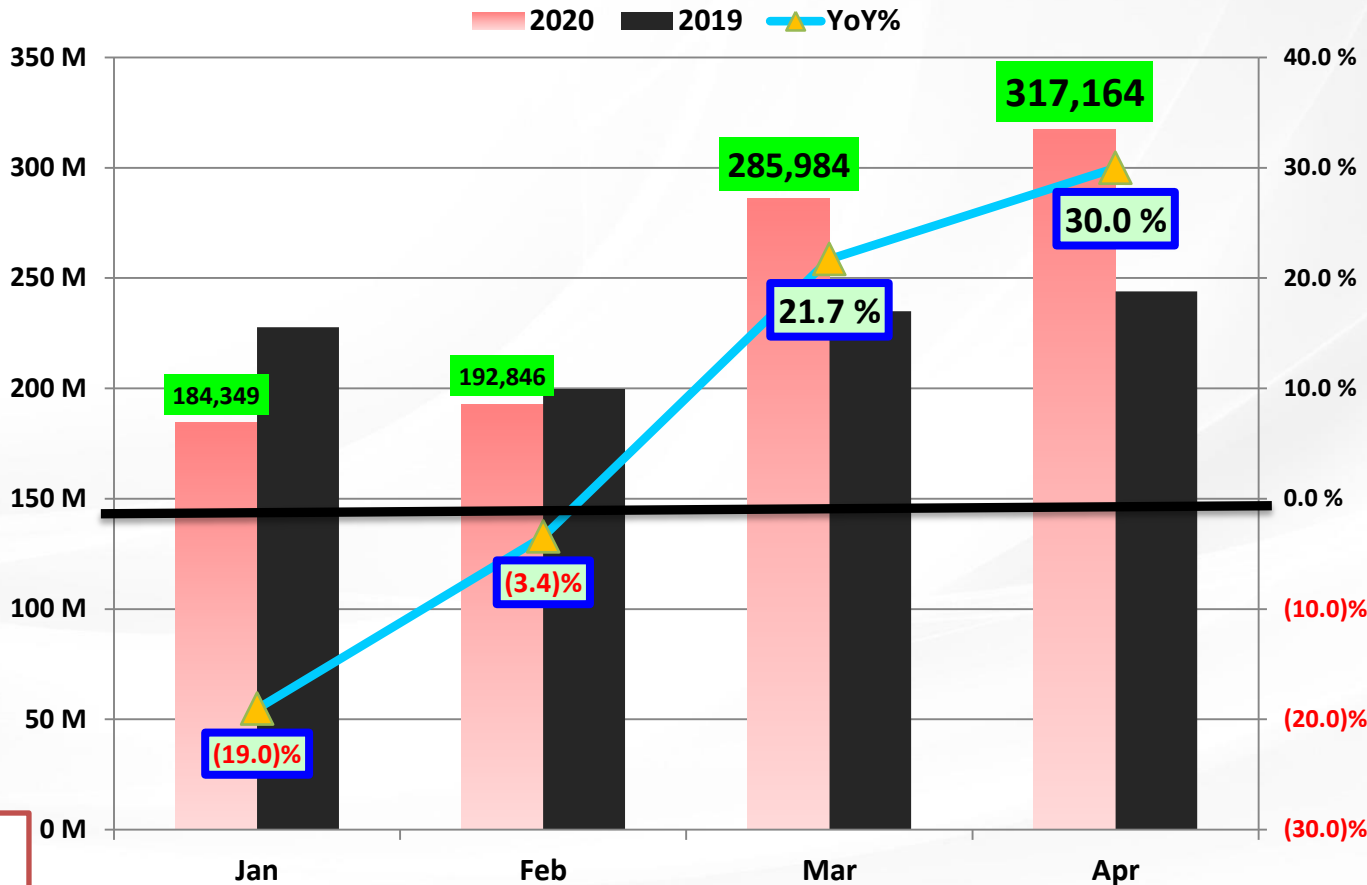
Unit: NT\$ K	2020 Q1		2019 Q1		YoY	
	Amount	%	Amount	%	Amount	%
Sales Revenue	663,179	100 %	662,369	100 %	810	0 %
Cost of Sales	314,323	47 %	391,021	59 %	(76,698)	(20)%
Gross Profit	348,856	53 %	271,348	41 %	77,508	29 %
Selling Expenses	212,948	32 %	214,144	32 %	(1,196)	(1)%
G&A Expenses	31,257	5 %	36,150	5 %	(4,893)	(14)%
R&D Expenses	103,425	16 %	106,335	16 %	(2,910)	(3)%
Total Operating Expenses	347,630	52 %	356,629	54 %	(8,999)	(3)%
Operating Income	1,226	0 %	(85,281)	(13)%	86,507	101 %
Non Operating Income	9,129	1 %	5,603	1 %	3,526	63 %
Net Income before Tax	10,355	2 %	(79,678)	(12)%	90,033	113 %
Income Tax Expenses (Gain)	56	(0)%	(407)	0 %	463	114 %
Net Income	10,299	2 %	(79,271)	(12)%	89,570	113 %
Non Controlling Interest	3,937	1 %	(28,087)	(4)%	32,024	114 %
Group Net Income	6,362	1 %	(51,184)	(8)%	57,546	112 %
EPS (NT\$)	0.03		(0.27)		0.30	

2020 Q1 Consolidated Income Statement

AVerMedia & AVer, 2020-Q1 vs. 2019-Q1 Income Statement

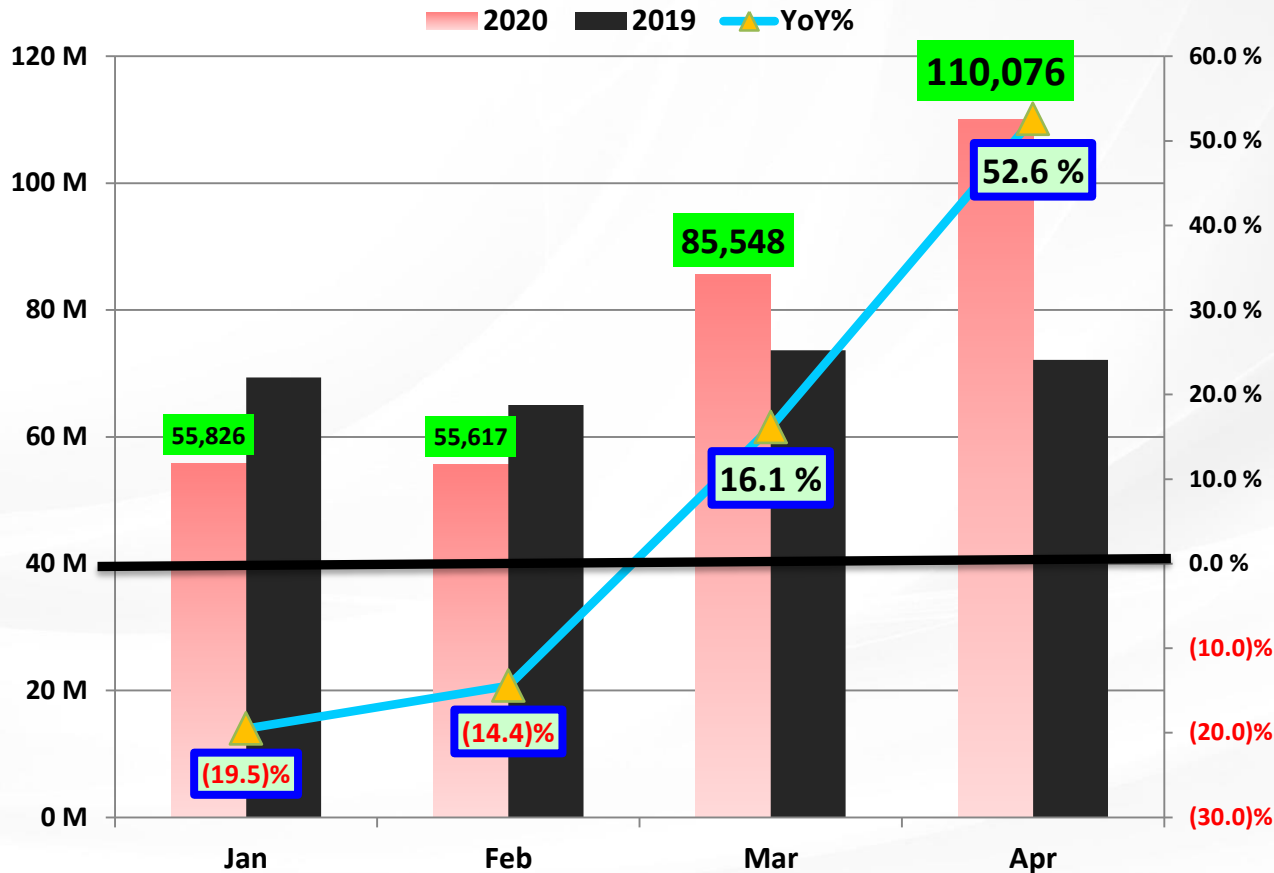
Unit: NT\$ K	AVerMedia				AVer				AVerMedia & AVer			
	2020	2019	YoY Amt	YoY %	2020	2019	YoY Amt	YoY%	2020	2019	YoY Amt	YoY%
Sales Revenue	196,991	208,036	(11,045)	-5.3%	474,399	464,676	9,723	2.1%	663,179	662,369	810	0.1%
Gross Profit	101,742	94,060	7,682	8.2%	247,407	177,296	70,111	39.5%	348,856	271,348	77,508	28.6%
GP%	51.6%	45.2%	6.4%		52.2%	38.2%	14.0%		52.6%	41.0%	11.6%	
Selling Expenses	55,478	63,120	(7,642)	-12.1%	158,395	147,772	10,624	7.2%	212,948	214,144	(1,196)	-0.6%
G&A Expenses	15,781	16,006	(224)	-1.4%	18,461	19,647	(1,186)	-6.0%	31,257	36,150	(4,893)	-13.5%
R&D Expenses	35,189	42,615	(7,426)	-17.4%	65,350	67,254	(1,904)	-2.8%	103,425	106,335	(2,910)	-2.7%
Total Operating Expenses	106,449	121,741	(15,292)	-12.6%	242,206	234,673	7,534	3.2%	347,630	356,629	(8,999)	-2.5%
Operating Income	(4,707)	(27,681)	22,974	83.0%	5,201	(57,377)	62,578	109.1%	1,226	(85,281)	86,507	101.4%
Non Operating Income	7,132	5,948	1,184	19.9%	2,727	(570)	3,297	-578.6%	9,129	5,603	3,526	62.9%
Net Income	2,213	(21,188)	23,401	110.4%	8,086	(58,084)	66,169	113.9%	10,299	(79,271)	89,570	113.0%
AVT Group Net Income									6,362	(51,184)	57,546	112.4%
EPS	0.01	(0.11)	0.12		0.09	(0.63)	0.71		0.03	(0.27)	0.30	

2020-Year to April Consolidated Monthly Sales and YoY%



Unit:
NT\$ M; K; %

2020-Year to April [AVerMedia Alone] Monthly Sales and YoY%



Unit:
NT\$ M; K; %

WHAT'S NEW FROM AVERMEDIA

LIVE GAMER BOLT

第一款的intel's Thunderbolt™ 3 介面擷取盒

提供直播主更高畫質 4K60 HDR 或 支援240FPS

FULL HD



事業發展重心

New Markets / Customers

個人PC視訊及串流
(商業運用)



AI 專案開發
及ODM



PREFERRED
SOLUTION
PROVIDER

Market
Development

Diversification

CARS
Capture
AI and Audio
Record
Streaming

Existing
Products

Market
Penetration

Products
Development

New
Products

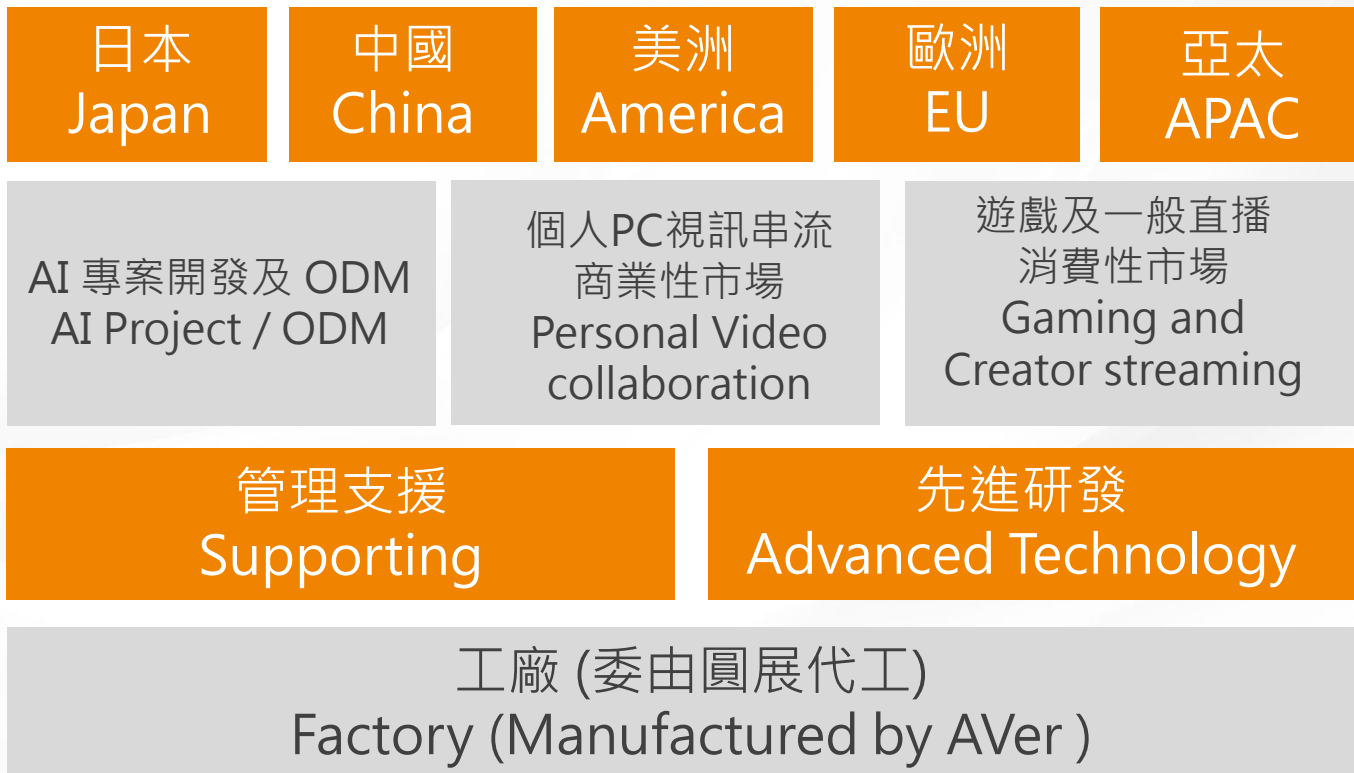
遊戲直播運用



一般直播運用

Existing Markets / Customers

公司經營架構 Business Organization



AVerMedia

Thank you