

AVerMedia Overview

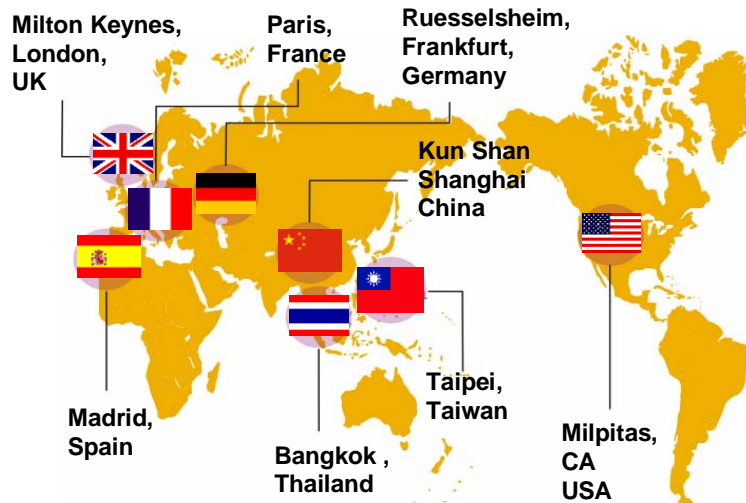
Founded in 1990, Specializing in Designing, Manufacturing and Marketing of Multimedia Entertainment, Presentation and Digital Surveillance Products.

❑ Annual Turnover (2006)	: US\$ 104.9 Million
❑ Consecutive profitable years	: 16 years
❑ Consecutive profitable quarters	: 63 quarters
❑ Employees (AVerMedia Group)	: 902
❑ Branding / ODM with premium value	: 70% / 30%

Updated on Mar. 2007

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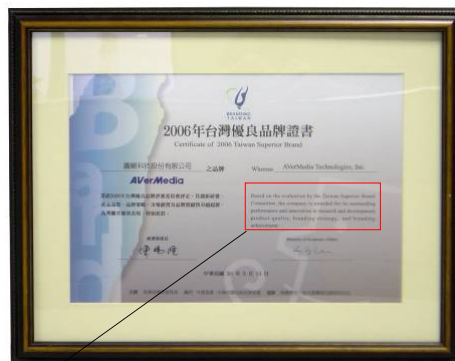
Global Marketing & Service Network



Subsidiaries and Global Network of Distributors, System Integrators, VARs, and ODMs Over 75 Countries

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2006 Taiwan Superior Brand



Based on the evaluation by the Taiwan Superior Brand Committee, the company is awarded for its outstanding performance and innovation in research and development, product quality, branding strategy, and branding achievement.

- Based on the evaluation by the 2006 Taiwan Superior Brand committee, the company is awarded for its outstanding performance and innovation in research and development, product quality, branding strategy, and branding achievement.

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Performance comparison 06/05/04

Amount : US\$ k	2006 ☆		2005		2004	
Net Sales	104,932	100 %	90,191	100 %	87,452	100 %
COGS	(58,184)	(55)%	(49,806)	(55)%	(49,705)	(57)%
GP	46,748	45 %	40,385	45 %	37,748	43 %
Operating Expense	(30,415)	(29)%	(26,769)	(30)%	(23,607)	(27)%
Operating Income	16,333	16 %	13,616	15 %	14,141	16 %
Net Non-op Items	233	0 %	43	0 %	513	1 %
Income before Tax	16,566	16 %	13,659	15 %	14,654	17 %
Income Tax	651	1 %	1,137	1 %	(205)	(0)%
Net Income	17,217	16 %	14,796	16 %	14,449	17 %
Fully Diluted EPS(NT\$)	3.03		3.00		3.06	※
Sales Grew	16 %		3 %		18 %	
EPS Grew	1 %		(2)%		30 %	

☆Y2006's results are before CPA's audit

※Y2004 EPS are converted to "Fully Diluted"

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Balance sheet highlights

Amount : US\$ k	2006		2005		2004	
Cash & Equivalent	54,601	41 %	61,354	49 %	51,623	48 %
Accounts Receivable	16,920	13 %	14,757	12 %	9,776	9 %
Inventory	13,573	10 %	10,867	9 %	8,601	8 %
L-T Investment	3,430	3 %	5,277	4 %	5,408	5 %
Fixed Assets	28,434	21 %	20,695	17 %	20,586	19 %
Total Assets	133,979	100 %	124,705	100 %	107,759	100 %
Liabilities	34,788	26 %	36,765	29 %	43,827	41 %
Equities	99,192	74 %	87,940	71 %	63,932	59 %

Full consolidated base

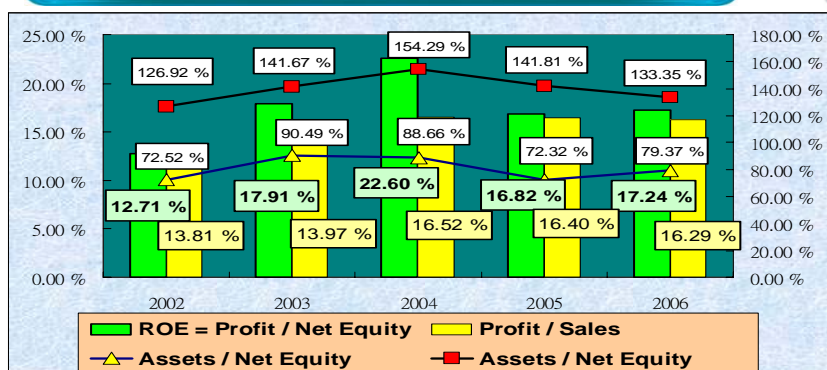
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Key Financial indicators

	2006	2005	2004
ROE	17.24 %	16.82 %	22.60 %
ROA	12.93 %	11.86 %	14.65 %
AR Turnover	57 days	60 days	42 days
Inventory Turnover	86 days	79 days	74 days
Debt ratio	25.96 %	29.48 %	40.67 %

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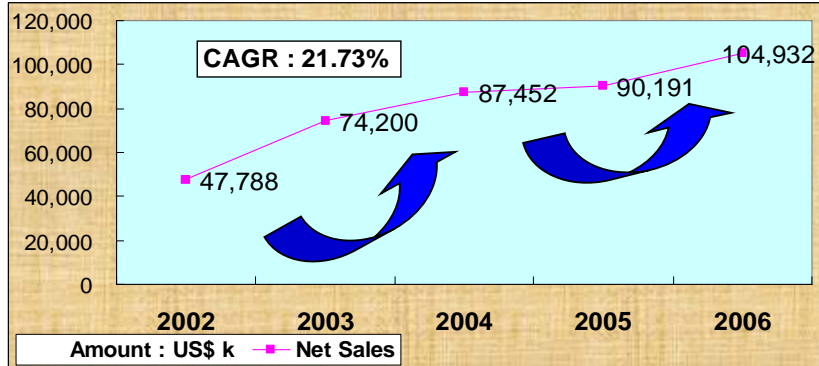
Breakdown of ROE



	2002	2003	2004	2005	2006
Profit / Sales	13.81 %	13.97 %	16.52 %	16.40 %	16.29 %
Sales / Assets	72.52 %	90.49 %	88.66 %	72.32 %	79.37 %
Assets / Net Equity	126.92 %	141.67 %	154.29 %	141.81 %	133.35 %
ROE = Profit / Net Equity	12.71 %	17.91 %	22.60 %	16.82 %	17.24 %

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Revenue evolution

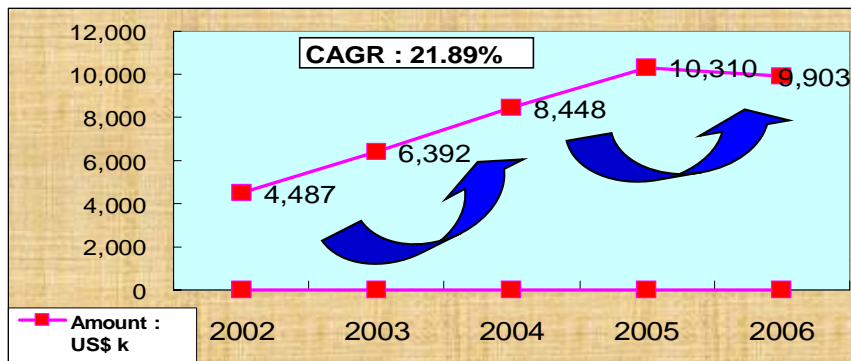


Amount : US\$ k	2002	2003	2004	2005	2006
Net Sales	47,788	74,200	87,452	90,191	104,932
Compound Annual Growth Rate : 21.73 %					

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R&D Expenditures



Amount : US\$ k	2002	2003	2004	2005	2006
R&D Expenditures	4,487	6,392	8,448	10,310	9,903
Compound Annual Growth Rate : 21.89%					

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Top 10 Customers / Top 10 Products

Amount : US\$ k					
Customers			Products		
	Top 10 Customers			Top 10 Products	
NO. 1	7,066	6.73 %	Product #1	10,201	9.72 %
NO. 2	5,974	5.69 %	Product #2	7,799	7.43 %
NO. 3	5,758	5.49 %	Product #3	5,313	5.06 %
NO. 4	4,254	4.05 %	Product #4	5,110	4.87 %
NO. 5	4,105	3.91 %	Product #5	4,236	4.04 %
NO. 6	3,773	3.60 %	Product #6	4,216	4.02 %
NO. 7	3,709	3.54 %	Product #7	3,986	3.80 %
NO. 8	2,915	2.78 %	Product #8	3,322	3.17 %
NO. 9	2,488	2.37 %	Product #9	3,288	3.13 %
NO. 10	2,470	2.35 %	Product #10	3,152	3.00 %
Others	62,419	59.49 %	Others	54,309	51.76 %
Total	104,932	100.00 %	Total	104,932	100.00 %

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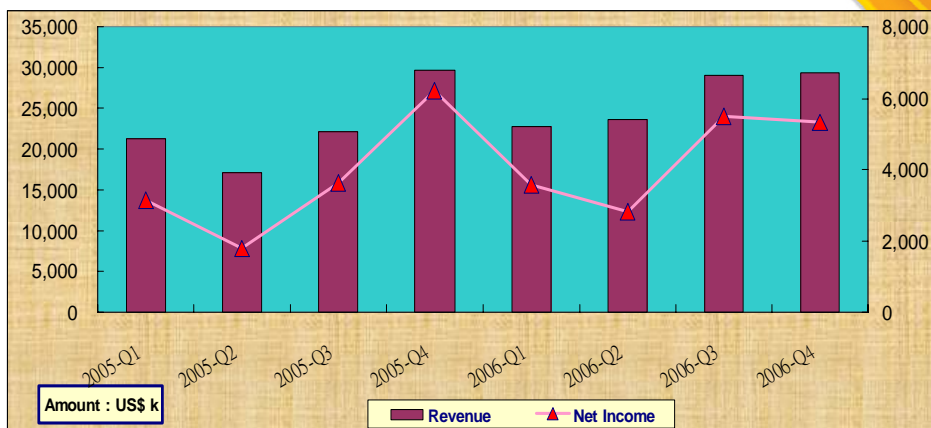
2006 2nd Half Financial Results, YoY

Amount : US\$ k					
	2006 2nd-H		2005 2nd-H		YoY %
Net Sales	58,429	100 %	51,826	100 %	13 %
COGS	(32,068)	(55)%	(28,623)	(55)%	12 %
GP	26,361	45 %	23,203	45 %	14 %
Operating Expense	(15,049)	(26)%	(14,240)	(27)%	6 %
Operating Income	11,311	19 %	8,963	17 %	26 %
Net Non-op Items	181	0 %	(28)	(0)%	
Income before Tax	11,492	19 %	8,934	17 %	29 %
Income Tax	313	1 %	931	2 %	
Net Income	11,805	20 %	9,866	19 %	20 %
Fully Diluted EPS(NT\$)	1.91		2.03		(6)%

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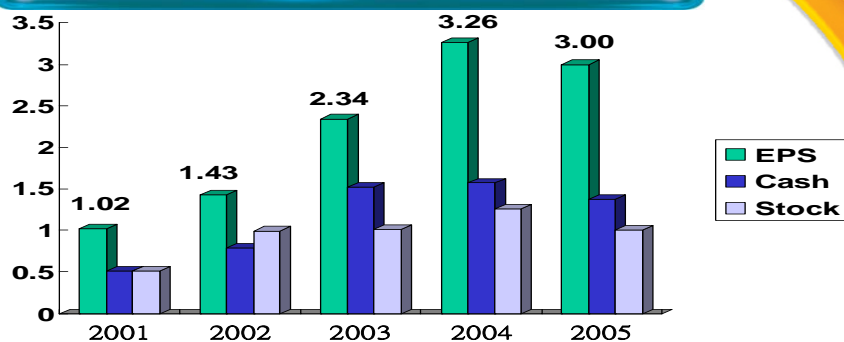
2005~06 Quarterly Revenue/Profit



Amount : US\$ k	2005-Q1	2005-Q2	2005-Q3	2005-Q4	2006-Q1	2006-Q2	2006-Q3	2006-Q4
Revenue	21,219	17,146	22,140	29,686	22,844	23,660	29,111	29,318
Net Income	3,150	1,780	3,636	6,230	3,557	2,826	5,500	5,335

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Dividends distribution



Year	Cash		Stock		Total
2005	1.37	58 %	1.00	42 %	2.37
2004	1.57	55 %	1.26	45 %	2.83
2003	1.52	60 %	1.01	40 %	2.53
2002	0.79	44 %	0.99	56 %	1.78
2001	0.51	50 %	0.51	50 %	1.02

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Product Portfolio

-  **Multimedia Product**
 - Watch TV on NB solution
 - Analog TV Tuner
 - Hybrid TV Tuner
 - Digital TV Tuner
 - Digital Home Solution (ViiV, MCE & Vista)
 - External TV Tuner Box
-  **Presentation Product**
 - Document Camera
-  **Network Video Product**
 - Digital Video Surveillance

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Watch TV on NB solution

● Watch TV on Notebook

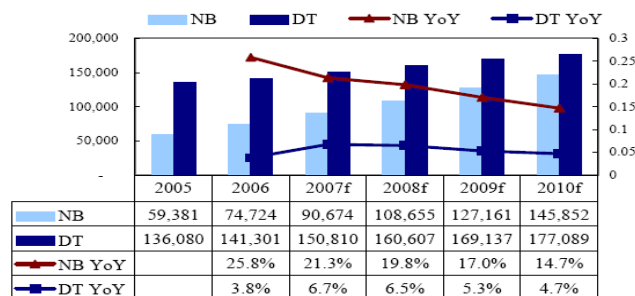


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External marketing trend

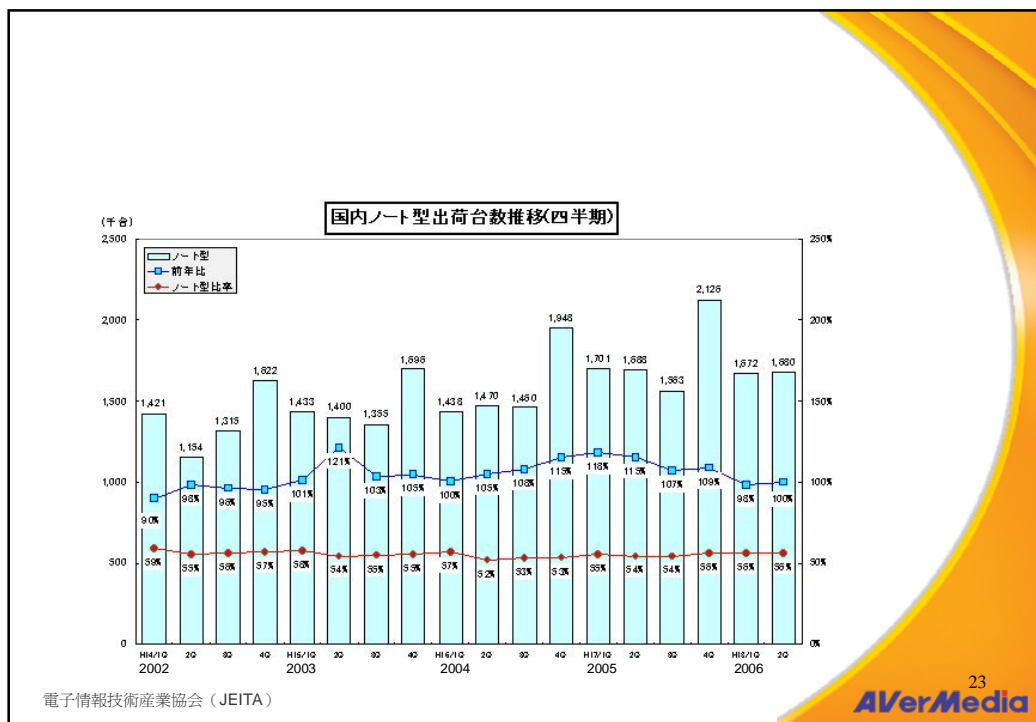
• Multimedia Products

- Strong demand in Notebook PCs: annual demand of 75 million sets (less than 5% of attachment rate of TV Tuner in Notebook PCs)



資料來源：IDC，永豐金控研究總處整理，Dec. 2006

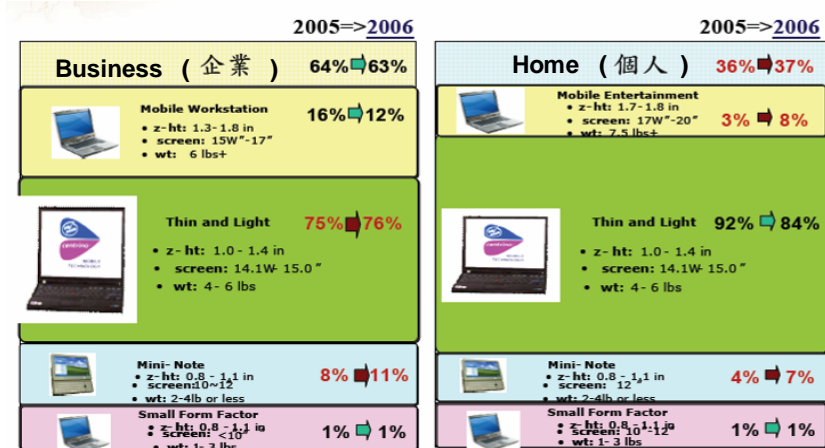
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Notebook demands



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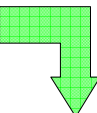


ODM solution



 50.8 mm 29.85 mm Hybrid Mini card	 50.8 mm 29.85 mm DVB-T Mini card	 50.8 mm 29.9 mm DVB-H Mini card	 50.8 mm 29.9 mm DVB-H SDIO
 59.75 mm 70.8 mm Hybrid Mini PCI	 59.75 mm 70.8 mm Hybrid ATSC	 59.75 mm 50.95 mm Analog Worldwide	 59.75 mm 50.95 mm Hybrid DVB-T
 100 mm 70.8 mm DVB-T USB			
 165 mm 64.41 mm Hybrid DVB-T	 180 mm 100.33 mm Analog Worldwide	 105 mm 100.33 mm ATSC	 125 mm 100.33 mm Hybrid PCIe
 112 mm 90 mm Analog Worldwide	 105 mm 53 mm Hybrid DVB-T	 95.5 mm 34 mm DVB-T	

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MiniPCI TV Tuner card for NB



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Top 10 NB Market Share

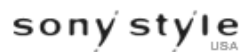
表五：Top-10 NB PC 品牌市佔率

Rank	Vendor	1Q06	2Q06	3Q06
1	HPQ	16.4%	15.7%	17.9%
2	Dell	16.9%	18.8%	16.7%
3	Acer	10.7%	10.7%	11.6%
4	Toshiba	12.3%	11.0%	11.4%
5	Lenovo	6.9%	8.5%	7.9%
6	Fujitsu-Siemens	6.5%	4.6%	4.9%
7	Apple	2.7%	4.4%	4.5%
8	Sony	4.8%	4.4%	3.8%
9	ASUS	2.8%	2.7%	3.3%
10	NEC	3.5%	3.2%	3.1%

資料來源：IDC；永豐金控研究總處整理，Dec. 2006

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ODM main customers



TOSHIBA




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Sony Notebook TV inside

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Technical specification summary

<ul style="list-style-type: none"> CPU Section <ul style="list-style-type: none"> Microprocessor Full Name Operating System <ul style="list-style-type: none"> Operating System 	<p>Intel® Core™2 Duo Processor T7200, Supports Enhanced Intel® SpeedStep® Technology</p> <p>Genuine Windows® Media Center Edition 2005, " Vista</p>	   
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Sony Notebook TV inside

VAIO | United Kingdom **VAIO recommends Windows® XP Media Center Edition.**

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Sony Desktop TV inside



RB Series - Home



LS1 Series - Home



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ASUS Mobile TV Notebook Series

TV Set Free

Catch Your Favorite TV Shows on ASUS W1, W2 and A7 Mobile TV Notebook Series. With built-in DVB-T (Digital Video Broadcasting-Terrestrial) feature, wireless TV broadcast is possible right out of the notebook. You will never find yourself stranded in a meeting or trapped in the traffic wondering about the score! Tune in whenever and wherever.



<http://event.asus.com/2006/nb/fullline/mobiletv/eng/>



acer Aspire TV Inside



Aspire 9520



Aspire 9800/9810



Aspire 5650/5670



Aspire 9120

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TV tuner & USB MCU: remote control MUST be ordered with Genuine Microsoft Media Center 2005 Edition operating system. MCU's - Microsoft Media Center Edition 2005

☒ Not Included

- ☐ Remote control for Consumer Media Center Edition 2005 (add £22.50 or £14.95/month)
- ☐ Integrated Analogue TV tuner PCI card and Dell™ MCU remote control (add £41.42 or £11.95/month)
- ☐ External AVerMedia Digital (DVB-T) USB 2.0 MCU: TV tuner with MCU remote control (add £82.82 or £21.95/month)

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☐ Not included [subtract £105.75]

☐ Remote control for Genuine Media Center Edition 2005 [subtract £82.25]

☒ Integrated Hybrid (Analogue-Digital) TV tuner PCIe x1 card and Dell™ MCE remote control [Included in Price]

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Analog TV Tuner / PVR

- Watch, Record & Enjoy TV / Video on PC

- Desktop PC Solution
- Notebook PC Solution

AVerTV PVR PCI
HW MPEG II,
TV Tuner Card

AVerTV Studio
High-Quality TV Tuner Card

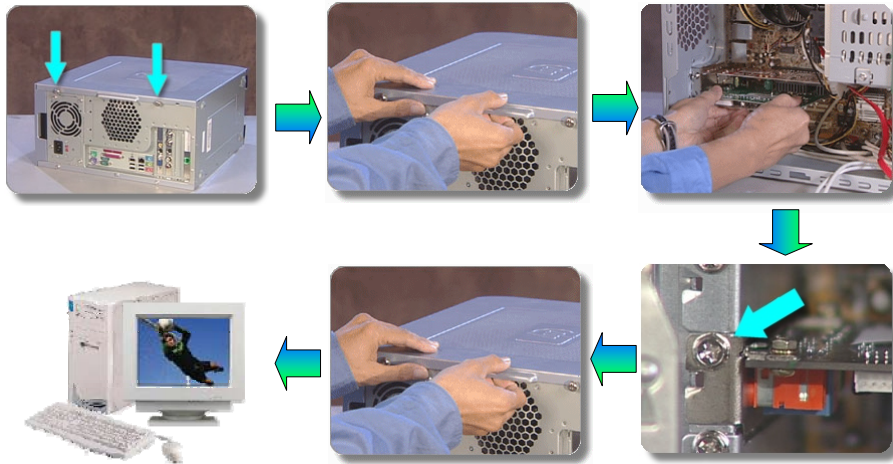
AVerTV CardBus
Notebook TV Tuner

AVerTV USB2.0
USB2.0 TV Tuner

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PCI TV tuner card for desktop



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Digital TV Series
Enrich Your Digital Lifestyle, Simple but Smart!

Digital Video Broadcasting Terrestrial (DVB-T) allows you to enjoy free-to-air digital terrestrial TV/FM programs with clearer, sharper viewing quality comparing with analog TV. The greatest advantage of DVB-T is to simultaneously provide more programs with greater picture clarity as the digital signals can be more effectively delivered than analog TV. Now, AVerMedia presents the latest DVB-T series for Notebook and Desktop PCs to improve your digital home entertainment. More great features are waiting to be discovered, such as more vivid TV programs, wide screen format, interactive TV programming, EPG, etc. only exclusively in digital TV world!

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MCE / MCS
DVB-T Series
Hybrid Series
Analog Series
DVB-S Series

Deadline of the digital TV broadcasting

Emerging digital TV broadcasting in the forthcoming years.

Area	Digital TV Broadcasting Standard			Deadline of Analog TV Terminated
	Terrestrial	Cable	Satellite	
USA	ATSC	Open Cable	DSS, DVB-S	2008
Europe	DVB-T	DVB-C	DVB-S	2010-2015
Japan	ISDB-T	DVB-C	DVB-S	2010
Taiwan	DVB-T	DVB-C	DVB-S	2006

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Digital TV Tuner

● Watch Digital Terrestrial TV on PC



● Watch Digital Satellite TV on PC



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AVerMedia
MCE / MCS
AVerTV 6
DVB-T Series
Hybrid Series



Hybrid TV Series


One Solution for All Your Multimedia Needs!

During the analog-to-digital broadcasting transition period, users require a total solution to ensure that they are future proofed. AVerMedia's Hybrid PC-TV series is a complete integration to receive both free-to-air digital terrestrial and analog TV programs - one device without any extra cost. The FM radio function is another value-added feature for more pleasant multimedia experiences. As the digital programs may not be sufficient to fulfill your multimedia needs during the switchover period, AVerMedia's Hybrid PC-TV series, with a variety of interfaces is the perfect solution for Notebook and Desktop PCs.




Hybrid TV Tuner Card


● Watch Digital Terrestrial and Analog TV on PC




Analog TV




DVB-T




VCD/DVD Player






59.75 mm


MiniPCI Solution




EXPress Card Solution







CardBus Solution



PCI Solution





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Operating system
Microsoft Windows XP Media Center Edition makes it easy to control

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AVerMedia TV card won TIA Award

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Intel News Release

<http://www.intel.com/ca/pressroom/2005/0825b.htm>

**Technology Innovation Accelerated Award
 Winners Announced**

Lenovo Takes Top Prize in Inaugural Awards Program

INTEL DEVELOPER FORUM, San Francisco, Aug. 25, 2005 – Lenovo's demonstration of its ThinkPad® X41 Tablet captured top honors at the inaugural Technology Innovation Accelerated Awards held at the Intel Developer Forum in San Francisco.

Seventeen demos vied as finalists for the awards, which recognize technological pioneering and adoption of Intel's new platform strategy. The company's platform strategy centers on the integration of suites of hardware, software, services and support that enable new capabilities for people in all facets of their lives – at work and at home, in productivity, information, entertainment and healthcare.

Lenovo was a triple winner, taking Best of Show for its ThinkPad X41 Tablet demo that also took top honors in the Mobility category. Lenovo's demo of a ThinkCentre® M52 featuring Intel® Active Management Technology won first place in the Digital Office category.

The complete list of categorial winners:

- Data Center**
 VMware for its Hardware Assisted Virtualization Technology. The demo showed an Intel® Xeon™ processor with Intel® Extended Memory 64 Technology (Intel EM64T) and Virtualization Technology running VMware Virtualization Platform for consolidation of heterogeneous OSes.
- Digital Home**
 AVerMedia Technologies for its AVerTV MCE Media Expansion Card, a PCIe interface dual tuner and HW MPEG encoders TV tuner card with DVI output capability that utilizes the Intel 945G SDVO interface. Demonstrated was a cost-effective Windows XP Media Center Edition solution with Intel 945 Platform. The live demo included TV viewing and PVR function in Windows XP Media Center Edition.

What is a Media Center PC?

Microsoft Windows Vista

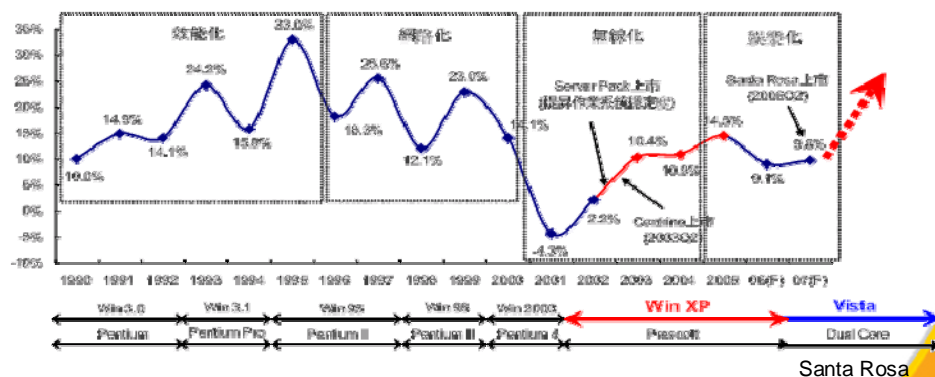
- Microsoft will launch Windows Vista at the beginning of 2007.
- Most significantly, Windows Vista includes all of the Windows Media Center capabilities for turning your PC into an all-in-one home entertainment center. Windows Media Center in Windows Vista provides new ways for you to enjoy your music, photos, DVD movies, and [record and watch your favorite TV shows \(even HDTV\)](#).



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Windows OS vs PC Shipment

微軟作業系統與全球PC出貨量成長率關係圖



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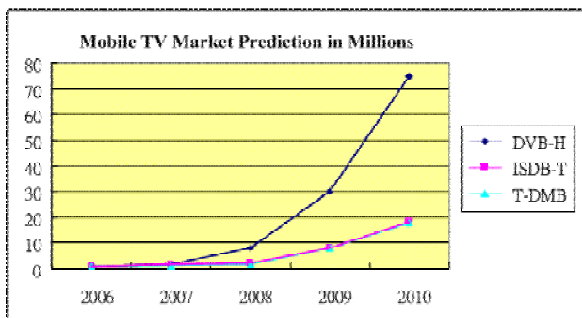
Microsoft Windows Vista

- AVerMedia once again keeps ahead of competitors to obtain the approval of its TV Tuner Cards by Microsoft for Windows Vista Premium.
- AVerMedia has developed many items for working on Windows Vista to provide PC users the best performance and solution for watching TV on PC.

Version	Price	TV Function
Windows Vista Business	\$ 299 (199)	X
Windows Vista Enterprise	not available for retail	X
Windows Vista Home Premium	\$ 239 (159)	V
Windows Vista Home Basic	\$ 199 (99)	X
Windows Vista Ultimate	\$ 399 (259)	V

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Mobile TV Market



Forecast by : Informa Telecoms and Media

	DVB-H	DMB	ISDB-T
DTV Standard	DVB	DAB	ISDB
Region	Europe, USA, part of Asia	S. Korea, China	Japan
Air Interface	OFDM	OFDM	OFDM
Codec	H.264	H.264	H.264
Video/Audio	/ MPEG-2(BC)	/ MPEG4(BASC)	/ MPEG-2 (AAC)
Frequency	8MHz	6MHz	6MHz
Max bps	31Mbps	9.2Mbps	23Mbps
Modulation	COFDM	COFDM	OFDM



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Watch DVB-H TV Solution



Outdoor

On the move

Indoor

DVB-H Signals

AVerMedia DVB-H solutions provide superior receiving ability and allow users to watch DVB-H programs whether they are indoor, outdoor or even on the move.

South of Taiwan is start to broadcast trial stage
 AVerMedia DVB-H solution is

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NICE / MCS
 AVerMedia
 AVerTV 6
 DVB-T Series
 Hybrid Series



AVerTV Porta 3

Watch TV Wherever You Want, Today and Tomorrow!



Aesthetically designed at around the size of an A5 paperback, AVerTV Porta 3 features a 7-inch, 16:9 widescreen TFT LCD that allows you to watch favorite TV programs wherever you happen to be, indoors and outdoors. The integrated digital "Freeview" tuner (DVB-T) and analog tuner (PAL/NTSC), provides you with the access to live TV, today and tomorrow ready for the digital switchover period.








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External TV Tuner BOX

- Watch Digital Terrestrial TV on PC Monitor/TV



- Watch Analog TV / Video on PC Monitor



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Portable Document Camera

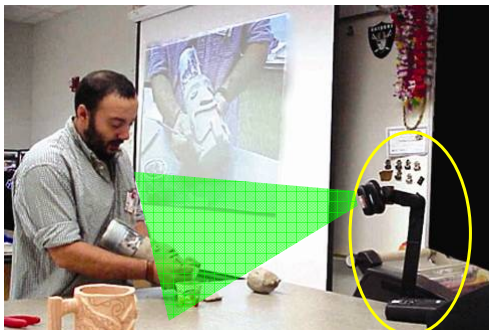
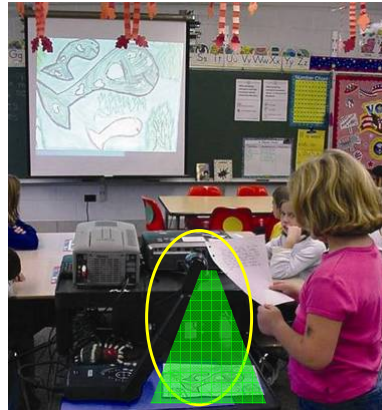
- Display 3D Objects or Documents on Projector / Monitor / TV



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DocCam Application



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Portable Document Camera

● Advanced Features



DVI Output (AVerVision530/330/300i only)

~ Connect to a high-end projector for higher bandwidth and clearer images.



USB & Card R/W Function (AVerVision530/330/300i only)

~ Easily upload and download image files to and from your computer.



Supports Color/Mono/Negative

~ Display various presentation effects.



Optical Zoom, Digital Zoom & Pan (AVerVision 330/530 only)

Smart Auto Focus System (AVerVision 330/530 only)

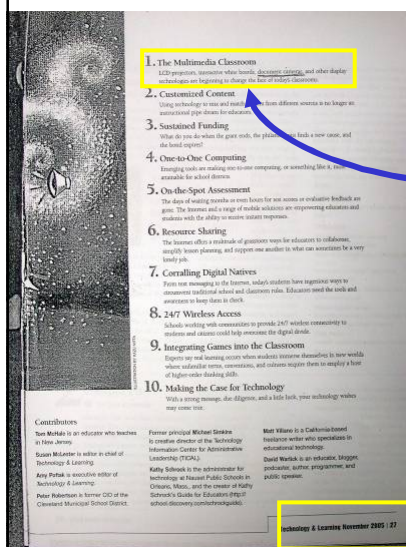
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DocCam Potential market size

- Market of Projectors: 30% of projectors will go to institutions every year, considering the sales data of projectors from 2004 to 2006, it will be around 1M to 1.3M units a year as its potential market size.
- Number of schools: the maximum market size can be derived from number of schools. Take USA as an example, there are 90,792 K-12 schools in the US with about 48 millions students.
- If we assume each school has 20 classrooms and each classroom shall install one DocCam, the potential market is 1.8 M units in total.

Top 10 wish list as selected by Americans in education field



I. The Multimedia Classroom

LCD projectors, interactive white boards, document cameras, and other display technologies are beginning to change the face of today's classrooms.

Technology & Learning November 2005 | 27

An Article about DocCam used in Seattle schools

The screenshot shows a web browser displaying a Seattle Times article. The article is titled "Document camera enlarges learning" and is written by Linda Knapp. It discusses how Seattle schools are using document cameras to enhance learning. A red box highlights a specific sentence in the article.

Document camera enlarges learning

By Linda Knapp
Special to The Seattle Times

Early in 2006, Seattle passed a school law providing funds for new display technology for every Seattle secondary school classroom. By the beginning of school last fall, many classrooms were equipped and teachers ready to begin using new document cameras and LCD projectors.

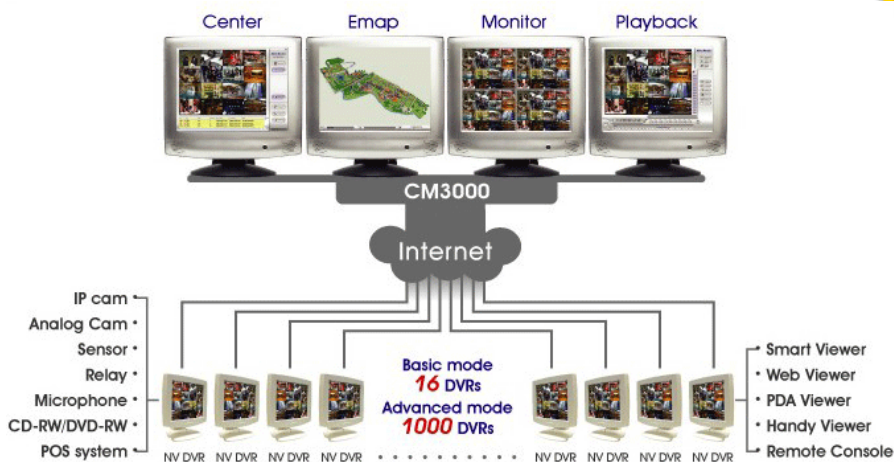
Compared with other districts using key funds to provide laptops for all kids, this classroom-focused equipment is easy to learn, easy to use and easily adaptable to teachers' current curricula. The district's goal is to use this new equipment to support and enhance teaching and student learning in Seattle schools.

What is a document camera, and what can it do?

The AVerMedia document camera (SCC1 and 3333 models) looks a little like a standard overhead projector but does a whole lot more.

When connected to an LCD projector, the teacher can place a sheet of paper (black or white), graphs or images on it under the camera lens and use a pen or marker to write on the camera


Central Monitoring System Software



The AVerDiGi Central Monitoring System Software (CM3000) enables users to access and monitor multiple DVRs simultaneously for a wide range of applications. Features include: instant notification on DVR latest status or events, supports remote PTZ and I/O control for alarm events, up to quad monitor outputs, full remote DVR control, etc.


Network Video Surveillance

- **Advanced Features**







E-Map
~ Visualize the locations of each cameras, sensors and relays through E-map.




Privacy Protection
~ Exclude the private area from being recorded or monitored.



Intelligent Search
~ Save searching time by using quick tracking between different conditions in the marked zone.



Web/Server Based
~ Get connected through an IP or domain name anywhere.



Handy View
~ Instantly view the image on PDA.

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Network Video Surveillance



NV Series



MP Series



Eyes Pro Series

Windows PVRs

AVerDiGi SA6416/SA6216
- Hybrid Standalone DVR
- 16-CHANNEL REAL TIME DIGITAL VIDEO RECORDER



NEW

AVerDiGi EB1504 MPEG4
- Embedded Standalone DVR with audio
- ADVANCED REAL TIME MPEG4 DIGITAL VIDEO RECORDER



NEW

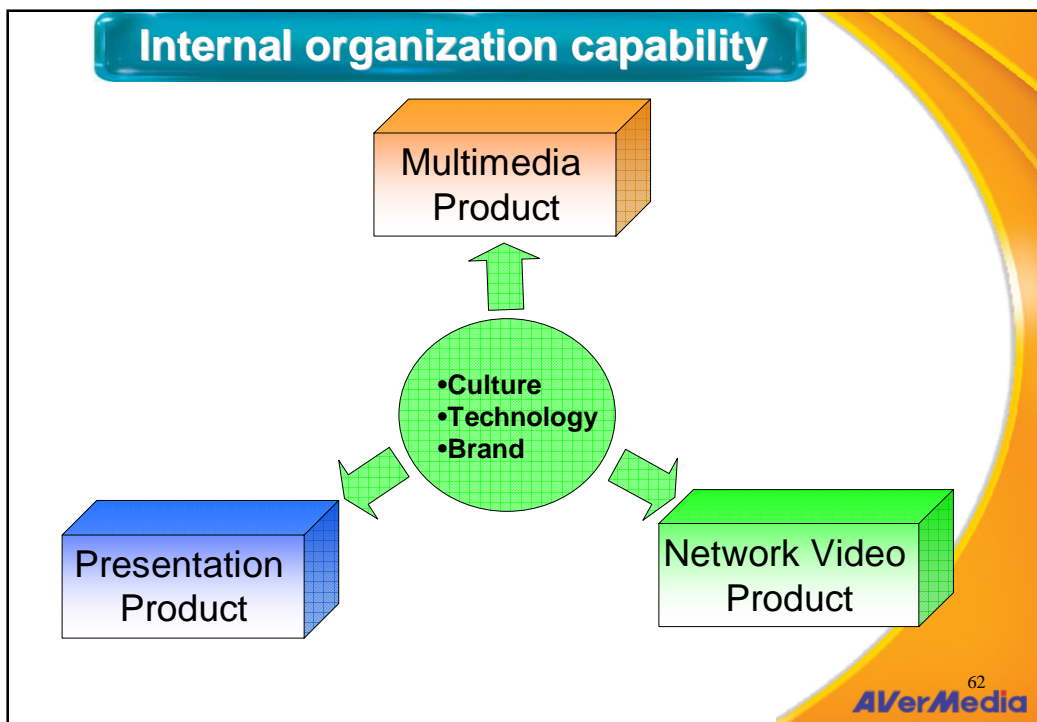
EB 1304 Series



Standalone PVRs

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Culture

- **Core Value**
 - **Down-to-Earth**
 - **Value Creation**
 - **Self- Devotion**
 - **Service to Society**
- **Humanity- Self Awareness / Transcendence / Honesty & Integrity**

•Culture
•Technology
•Brand

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Technology

- **Video conversion between analog and digital**
- **Leading technology for TV tuners in the field of Notebook PCs**
- **Patents : 77 of patents being granted, 234 of patents application in the process**
- **Product awards**

•Culture
•Technology
•Brand

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Brand

- **MultiMedia products:** Brand premium in certain geographical areas, like **Spain, Russia** and **East Europe** etc.

- **DoCam:** Distinguished as one of the first movers with strong presence in K12.

- **Education market in the U.S.** with brand recognition inherited from the glamour of previous product lines.



- Culture
- Technology
- Brand

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Presentation Products Potential market size

- No statistic data investigating the market size of DocCam.
 - **Market of Projectors:** 30% of projectors will go to institutions every year, considering the sales data of projectors from 2004 to 2006, it will be around 1M to 1.3M units a year as its potential market size.
 - **Number of schools:** the maximum market size can be derived from number of schools. Take USA as an example, there are 90,792 K-12 schools in the US with about 48 millions students. If we assume each school has 20 classrooms and each classroom shall install one DocCam, the potential market is 1.8 M units in total.

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- ❑ **ISO 14001 Environment Manage System**
- Lead – Free Process (by the end of 2006)
- ❑ **ISO9001: 2000 Version Quality System**
- ❑ **OHSAS:18001**
- ❑ **Passed the Quality System Audit by first tier companies.**



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Q & A

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