圓展科技股份有限公司
AVer Information Inc.,

| July. 27, 2021 | AVer Information Inc. | www.aver.com

免責聲明 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.

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9.29億元 / US$ 31.44 million

總公司地點 / Head Office
台灣新北市 / New Taipei City, Taiwan

員工人數 / Employees
全球610員工 / 610 employees worldwide
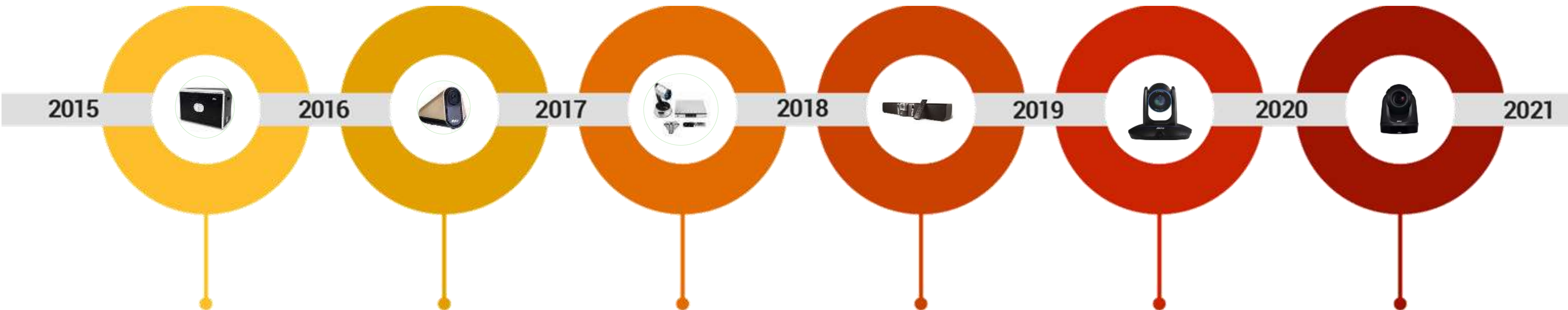R&D員工人數接近三分之一 / R&D staffs representing 30% of total workforce

專利數 / Patents
超過299項專利 / Over 299 patents worldwide

2020年營收 / 2020 Revenue
(29.55:1)
台幣40.68億元 / US$ 137.67 million

研發創新成就 Innovative Breakthroughs

2015 — **2016** — **2017** — **2018** — **2019** — **2020** — **2021**

- 首創多方會議使用的協作軟體.
- 首創可串聯式平板電腦充電同步櫃.

Revolutionized collaboration software for MCU and introduced our mobile device charging cabinet.

- 創新8百萬像素USB3.0傳輸4K影像實物攝影機.
- 首創遠距教學專用高畫質 HD 攝影機.

Changed education with a 4K 8-megapixel visualizer and HD camera for educational applications.

- 推出透過USB3.0，提供4K Ultra HD 畫質的小型會議室專用視訊會議攝影機
- 首創支援 WebRTC、SIP、H.323、Skype for Business 等通訊協定的多點視訊會議系統

Launched our first 4K USB huddle room camera and VC system with WebRTC, SIP, H.323, and Skype for Business support.

- 先進攝影鏡頭技術，創新全功能設計，推出4K PTZ和超優質音效的視訊Soundbar.
- 以領先業界的 AI 演算法發展獨家的聲音和影像自動追蹤技術。

Advanced huddle room and camera technology with an all-in-one video soundbar and new auto-framing and tracking technologies.

- 因應居家辦公及遠距教學需求，採用AI、雲端新技術開發各種商業和教育解決方案。

- Embraced new technology for teaching and working from home, developing various solutions specifically for these trending business and education usage scenarios.

- 線上授課、虛實混合式教學趨勢，創新教學用自動追蹤攝影機及紫外線消毒充電車，並強化AI智能功能。

Added a tracking camera designed for hybrid learning environments, introduced disinfecting and antibacterial charging carts, and improved AI smart functions.

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榮獲肯定 **Remarkable Recognition**

圓展科技榮獲天下雜誌 2000 大調查評選為 2020 年最佳營運績效 50 強企業，名列第 8 名；稅後純益年增近 10 倍，是 50 強中增幅最大的企業。

2020 Taiwan Top 2000 survey on Taiwan's largest enterprises by CommonWealth Magazine, ranking AVer 8th in terms of best overall operation performance and 592nd in the manufacturing industry. Also, AVer's after-tax net profit increased by a factor of nearly 10 annually — the largest increase in the top 50 brands.

2020/2021創新獲獎紀錄 Recognition of Innovation

AVer PTC310U
Taiwan Excellence Silver Award

AVer M15,TR310
Tech&Learning Awards of Excellence
Secondary Education 2021
(Remote Learning)

AVer M15W, M70W, TR530, CB-310
Tech & Learning 2020 Awards of Excellence

AVerVision M15W
Taiwan Excellence Gold Award

AVer
2020 EdTech Breakthrough Award

AVer TR311HN
2020 Innovative Products Awards

AVer TR530
2020 Best of Show Special Edition winners

AVer PTC310U, M11-8MV, CB-310
Taiwan Excellence Award

AVer M11-8M, X18iS
Tech&Learning Awards of Excellence
Primary Education 2021
(Remote Learning)

Education

Business Communication

AVer Professional Auto Tracking Cameras
The Edtech Awards Cool Tool Finalist 2020

AVer TR530
2020 BEST Award of Commercial Integrator

AVer CAM130
Unified Communications Product of the Year

AVer VC520 Pro2
2021 Globee Awards Gold Winner
(Business and Innovation Awards)

AVer VC520 Pro, CAM340+
2020 BIG Awards for Business

AVer CAM520 Pro
Bronze Stevie® Award Winner

AVer VC520 Pro
Taiwan Excellence Award

AVer VC520 Pro
Silver in the Golden Bridge Awards

AVer CAM520 Pro
Bronze in the Golden Bridge Awards

AVer CAM540
2020 Excellence Award

AVer VC520 Pro
2020 BEST Award of InfoComm China

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2020/2021專業認證 Professional Certification

全球銷售網路 A Global Presence

台灣總公司
Taiwan Headquarters

12
子/分公司及在地代表
Branches & Local Reps.

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

亞太 APAC
台灣, 日本, 越南,
*南韓, *泰國
Taiwan, Japan, Vietnam,
*S. Korea, *Thailand

美洲
the Americas
美國 **USA**

歐中東非洲 EMEA
荷, 法, 西, *德, *英, *丹
The Netherlands, France, Spain,
*German, *UK, *Denmark

local representatives

事業與解決方案 Businesses and Solutions

簡報教育解決方案 Presentation & Education Solutions

- 互動式觸控螢幕 Interactive Flat Panels
- 實物攝影機 Visualizers
- 自動追蹤攝影機 Auto Tracking Cameras
- 多元互動學習雲 AVer CaptiSphere
- 協同學習 Collaborative Learning
- 遠距教學 Distance Learning
- 充電車/櫃 Charge Carts & Cabinets

智慧產業解決方案 Smart Industry Solutions

- 通信協同軟體 Collaboration Software
- 高效能會議 Meeting Effectiveness
- 中、大型會議室視訊攝像機 Medium to Large Rooms Solution
- 視訊會議系統 Video Conferencing
- 小型會議空間視訊 Soundbar Huddle Room Solution
- 小型會議室視訊攝影機 Huddle & Small Room Solution
- 在家工作 Work from Home

世界級的服務 World-Class Service

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。

Our in-house factory is situated in New Taipei City, Taiwan. With years of manufacturing experience, we provide top quality products and services.

不僅是一個想法，
不只是一個產品，
它是一種藝術！

Not Just An Idea
Not Just A Product
It's an Art !

國際認證　CERTIFIED

ISO 9001	ISO 14001	OHSAS 18001
ICEQ QC 08000	ISO28000	ISO13485
RoHS	WEEE	ERP

Sony Green Partner

專業服務:

- ODM/OEM 代工服務
- 台灣製造品質
- 10,000m² 工廠佔地

Offering Premium:

- ODM/OEM Services
- Made In Taiwan Quality
- 10,000m² Production Space

導入工業3.5自動化，引進工業人工智慧
Introduction of Industrie 3.5 Automation w/ A.I.

2021上半年營運狀況
2021H1 Operating Performance

❑ 上半年自結營收約NT$20億元，年成長達82%，符合公司內部目標。

  2021H1 self-assessed revenue was approximately NT$2 billion, 82% YoY, which meets the internal budget..

❑ 第一季毛利達NT$5.47億元，淨利約NT$2.44億元，上半年獲利受運費增加和缺料漲價影響。

  The gross profit in 2021Q1 reached NT$547 million, and the net income was about NT$244 million. The profitability in

  2021H1 was affected by the increasing of freight costs globally and the material shortages.

❑ 上半年執行數位轉型，提升製造、後勤與營運效率和效能。

  In the last six months, we implemented digital transformation to enhance the efficiency and effectiveness

  of manufacturing, logistics and operational capabilities.

❑ 啟動ESG活動，上半年捐贈遠距教學設備，幫助遠距醫療解決方案。

  We initiating ESG activities, starting from 2021, by donating distance learning cameras to schools and providing telemedicine

  solutions to hospitals in H1.

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2021 下半年營運重點
2021H2 Operating Focus

◆ 推出符合宅經濟需求，且具競爭力的新產品暨服務。

  Launch new competitive products and services that meet the needs of stay-at-home economy.

◆ 深耕核心技術，並發展不同的應用市場。

  Deeply cultivate core technologies and develop different application markets.

◆ 持續數位轉型工程，改善營運效能。

  Continuous implementing digital transformation project to improve operational efficiency.

◆ 秉持永續經營的理念，配合組織發展，推動ESG執行。

  Sticking to the concept of sustainable business, promoting ESG activities in align with our organization development.

綜合損益表 Consolidated Income Statement

單位:新台幣千元 (Unit: K-NTD)	Q1 2021	%	Q4 2020	%	Q1 2020	%	QoQ%	YoY%
營業收入淨額 (Net Sales Revenue)	1,000,138	100	1,272,430	100	474,399	100	-21 %	111 %
營業毛利 (Gross Profit)	547,168	55	654,877	51	247,407	52	-16 %	121 %
營業費用 (Total Operating Expenses)	303,646	31	350,752	27	242,206	51	-13 %	25 %
銷售費用 (Selling Expenses)	175,560	18	244,185	19	158,395	33	-28 %	11 %
管理費用 (G & A Expenses)	29,646	3	32,450	2	18,461	4	-9 %	61 %
研發費用 (R&D Expenses)	98,441	10	74,117	6	65,350	14	33 %	51 %
營業淨利 (Net Operating Income)	243,522	24	304,126	24	5,201	1	-20 %	4,582 %
業外收支 (Non-Operating Gain and Loss)	-8,635	-1	-3,717	0	2,727	1	132 %	-417 %
稅前淨利 (Net Income before Tax)	234,887	23	300,409	24	7,928	2	-22 %	2,863 %
所得稅費用 (Income Tax Expense)	31,400	3	58,411	5	- 158	0	-46 %	20,010 %
本期淨利 (Consolidated Net Income)	203,487	20	241,998	19	8,086	2	-16 %	2,417 %
基本每股盈餘(新台幣元) (Basic EPS, NTD Dollar)	$ 2.19		$ 2.60		$ 0.09			

資產負債表 Balance Sheet

單位：新台幣千元 (Unit: K-NTD)	Q1 2021		Q4 2020		Q1 2020	
	金額	%	金額	%	金額	%
現金及約當現金 (Cash & Equivalents)	1,415,287	29	1,800,553	39	828,613	28
應收款項 (Receivables)	460,168	9	544,535	12	329,378	11
存　貨 (Inventory)	932,234	19	804,941	17	284,411	10
不動產、廠房及設備 (Property & Equipment)	1,261,273	26	1,212,272	26	1,207,346	41
資產總計 (Total Assets)	**4,881,043**	**100**	**4,679,185**	**100**	**2,958,275**	**100**
流動負債 (Current Liabilities)	1,351,090	27	1,344,496	29	370,044	12
非流動負債 (Non-Current Liabilities)	130,842	3	135,214	3	117,361	4
負債總計 (Total Liabilities)	**1,481,932**	**30**	**1,479,710**	**32**	**487,405**	**16**
權益總計 (Total Stockholder' Equity)	**3,399,111**	**70**	**3,199,475**	**68**	**2,470,870**	**84**
流動比率 (Current Ratio)	**224%**		**241%**		**416%**	
速動比率 (Quick Ratio)	**153%**		**180%**		**329%**	
負債比率 (Debt Ratio)	**30%**		**32%**		**16%**	

簡報教育事業

Presentation and Education Business

事業範圍 Business Coverage

簡報教育解決方案
Presentation and Education Solutions

實物
攝影機
Visualizers

充電
車/櫃
Charge Carts & Cabinets

互動式觸控螢幕
Interactive Flat Panels

互動控
制盒
Collaboration Box

自動追蹤
攝影機
Auto Tracking Cameras

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疫情影響學校狀況 Impact of COVID-19

Select a grade level: [Primary, Lower Secondary, and Upper Secondary ▾]
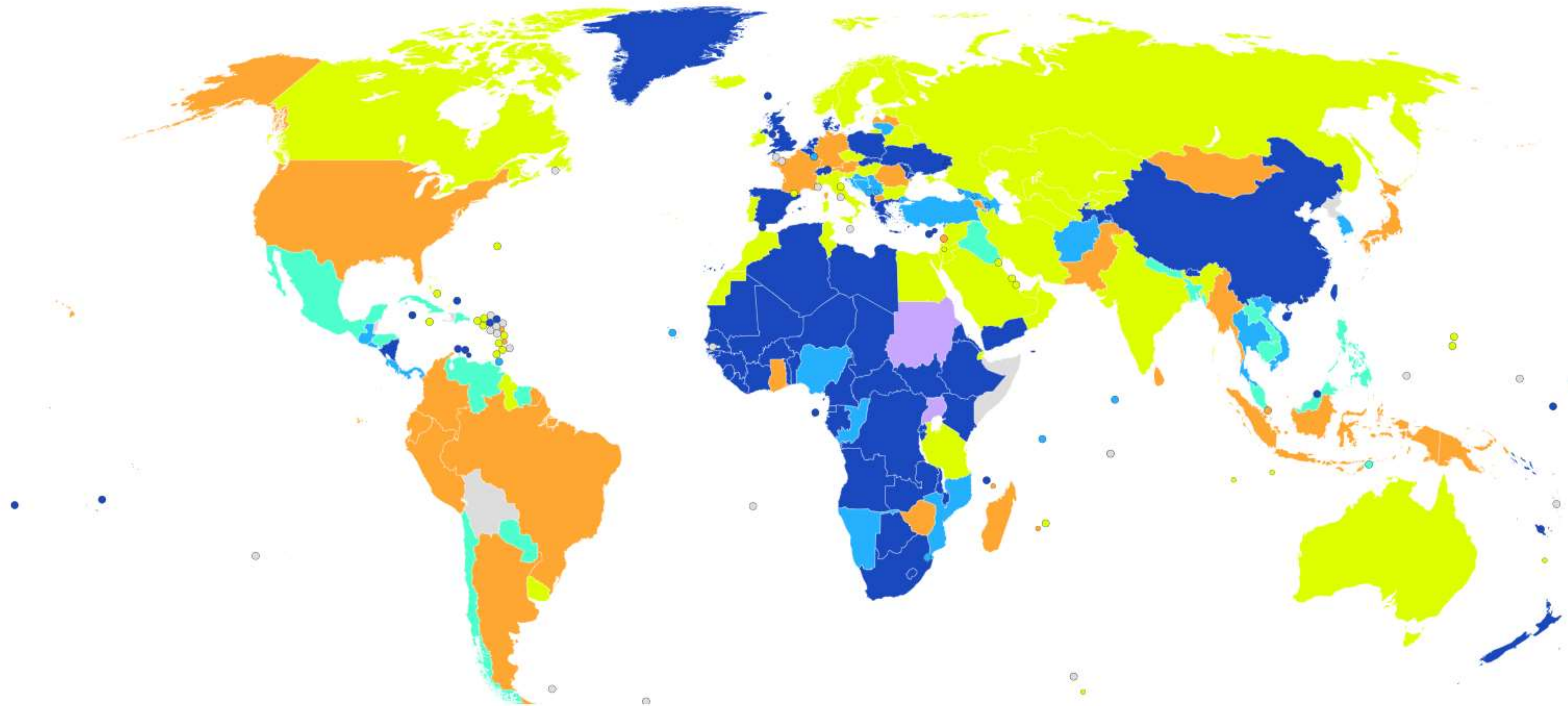
Legend

- **In-person education**: Schools are open, and students have returned for in-person instruction.
- **Hybrid education**: Schools are open combining remote learning and in-person instruction.
- **Remote education**: Schools are closed and students are exclusively learning remotely.
- **Mixed/multiple**: Schools are operating with a combination of the following: in-person, hybrid, remote, and closed due to COVID-19.
- **Extended Break**: Schools are closed due to a regular school calendar closure (e.g., holiday).
- **No instruction/closed due to COVID-19**: Schools are closed due to COVID-19, and no education services currently available.
- **Unknown/Data Not Available**: Unable to obtain information through publicly available data.

This map displays educational modalities at the country level as of last survey response. Grade level information is only available for countries updated after April 20, 2021.

未來學習新趨勢 Future Trend of Learning

在家學習
At Home

學校學習
In School

行動學習
On the Go

自選學習
On Demand

平板與筆電充電方案 Charging Solution

◆ 成長動能來自教育市場行動裝置的需求大增。

Growth momentum is mainly from 1-on-1 demand in school.

◆ Chromebook 需求成長但是因為市場供給因素，交貨速度趕不上市場需求，預期下半年仍有15%之成長率。

The shortage of main chipset delayed the shipment of Chromebook, but the growth momentum keep at least 15% growth rate in 2nd half year.

◆ 除推出具殺菌功能之充電系列方案外，研發輕便型以及Pre-wired系列應對不同的學校需求。

Pro-active response to school open with saturation of mobile device, DIY and pre-wired solution will be launched besides the sanitization carts.

實物攝影機 Document Camera

◆ 因為疫情各國實施的線上教學，以及過去圓展在歐美建立起的高市場佔有率，2021上半年持續市場動能，預期出貨量將再創新高。

Due to distance learning as the education solution during COVID-19, Doccam delivery quantity created high record in these 10 years.

◆ 展望未來，將導入更多文件人像多用途攝影機，加速遠距教學之實現。

Doccam with dual mode for document and presentation will be the main direction to speed up the digital transformation.

Distance Learning Your Way

無線

USB

鵝頸設計

機械手臂

自動追蹤攝影機 Tracking Camera

◆ 獨創AI 自動追蹤功能，不同模式適用各類教室型態，人性科技減少教師遠距教學隔離感。

Unique AI tracking for different behavior of presenters.

◆ AI 功能持續投資與開發，新增複合追蹤模式，兼顧講師與教學內容。

Keep investing on AI technology for best user experience, release new hybrid mode for focus zone and presenter.

◆ 與業界聲音大廠合作，研發聲音追蹤功能，再次拓展追蹤攝影機應用範疇。

Partner with famous audio company, introduce audio tracking features to further strengthen competitive edge.

Wide Area Tracking
Presenter Mode

Always Be Tracking
AI Auto Tracking PTZ Camera
AI 自動追蹤 PTZ 攝影機
AVer PTC310U

TAIWAN
EXCELLENCE 2021

Segment Tracking
Zone Mode

策略合作夥伴 **Strategic Partnership**

AVer Announces Multiple PTZ Cameras Receive Zoom
Certification

AVer Unleashes New Pro AV Auto Tracking PTZ Camera
Series Featuring NDI® Integration

And More to Come...

智慧產業事業
Smart Industry Business

事業範圍
Business Coverage

Cloudy VideoConferencing Devices
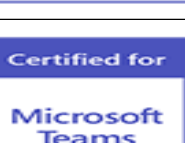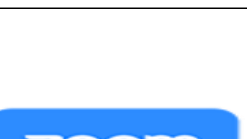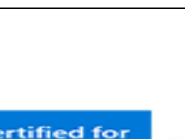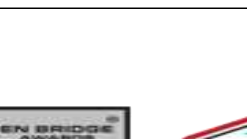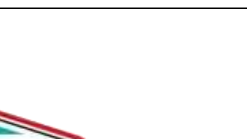
On-Premise Video Conferencing

Solutions for business communication

AVer 的品牌經營:得獎及雲端視訊平台生態鏈
AVer Brand Awareness Expanded with Awards & Cloudy VC platform

The Certifications and Awards of AVer USB CAM

Room size	Model	Product image	Certification & Award
Huddle (1~3 pepple)	CAM130 (Conference Camera)		ZOOM Certified / ClickShare BARCO / Unified COMMUNICATIONS PRODUCT OF THE YEAR 2021 / Certified for Microsoft Teams / Certified for Skype for Business
	CAM340+ (Conference Camera)		ZOOM Certified / works with Google Meet / ClickShare BARCO / BIG AWARDS FOR BUSINESS 2020
Huddle to small (3~7 people)	VB130 (All-in-One Video Bar)		ZOOM Certified / ClickShare BARCO
	VB342+ (All-in-One Video Bar)		ZOOM Certified / Certified for Microsoft Teams / Certified for Skype for Business / ClickShare BARCO
Medium to Large (8~24 people)	CAM540 (Conference Camera)		ZOOM Certified / Certified for Microsoft Teams / Certified for Skype for Business / works with Google Meet / ClickShare BARCO / reddot award 2019 winner
	CAM520 Pro CAM520 Pro(PoE) (Conference Camera)		ZOOM Certified / Certified for Microsoft Teams / Certified for Skype for Business / ClickShare BARCO / Unified COMMUNICATIONS 2019 / 2020 STIVIE WINNER BRONZE / THE GOLDEN BRIDGE AWARDS BRONZE BEST 2020
	VC520 Pro (Conference Camera and Speakerphone)		ZOOM Certified / Certified for Microsoft Teams / Certified for Skype for Business / ClickShare BARCO / THE GOLDEN BRIDGE AWARDS SILVER BEST 2020 / BIG AWARDS FOR BUSINESS 2020
	VC520 Pro Microsoft Teams edition (Conference Camera and Speakerphone)		
	CAM520 Pro2 (Conference Camera)		ZOOM Certified / ClickShare BARCO
	VC520 Pro2 (Conference Camera and Speakerphone)		ZOOM Certified / ClickShare BARCO
All Sizes	FONE540 (Conference Speakerphone)		ClickShare BARCO

Certified for Microsoft Teams

ZOOM Certified

Google Meet

Certified for ClickShare Conference BARCO

In the post-COVID-19 future, C-suite executives expect an increase in hybrid work.

Past and future expectations of time spent at work location,[1] % respondents

Legend:
- Fully remote
- ≤20% at work
- 21–50% at work
- 51–80% at work
- >80% at work

Pre-COVID-19: 99, 1

Post-COVID-19: 3, 7, 40, 10, 40

CAM130

Guidance for Selling the VB130
Simply Brighter and Better
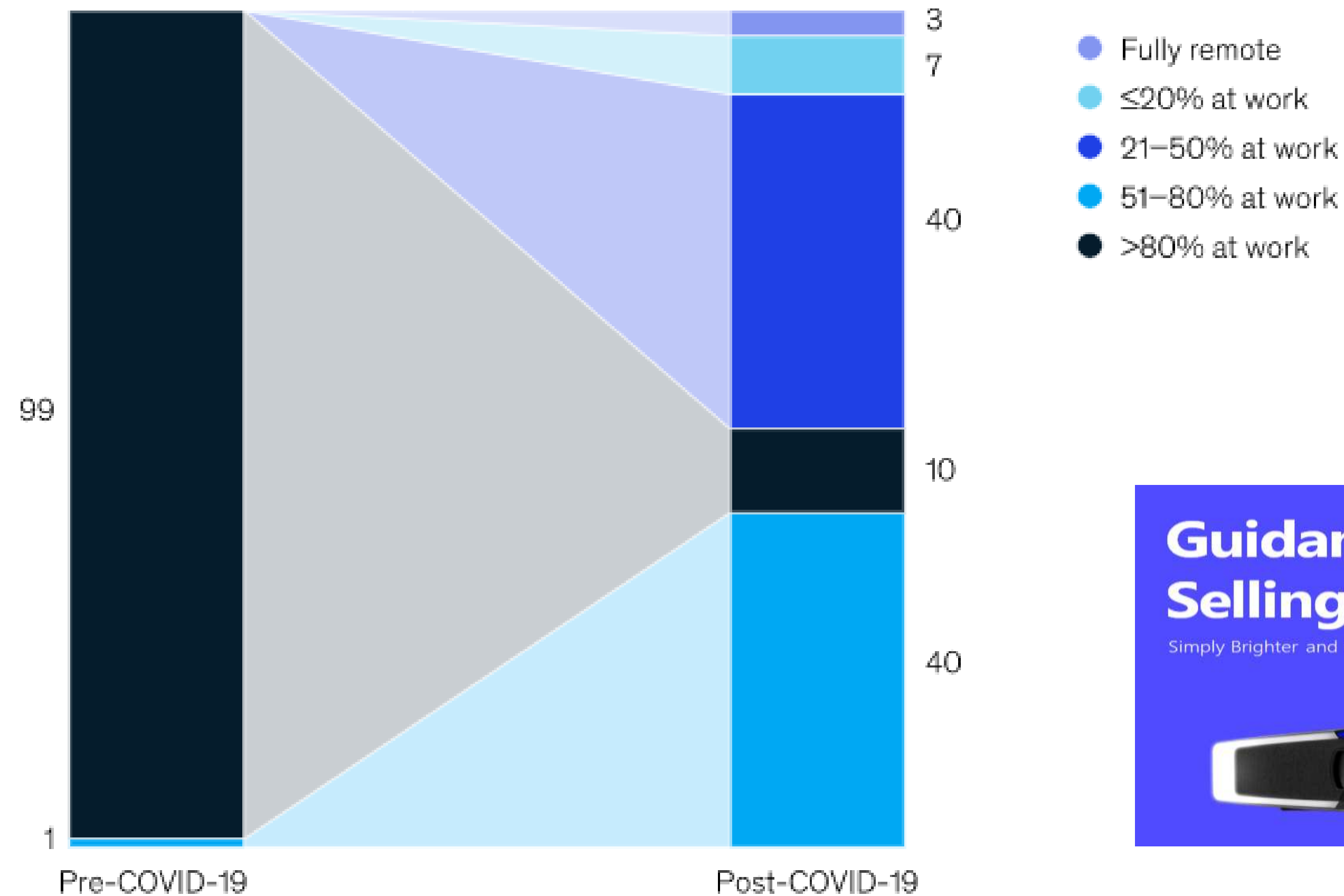
USB會議攝影機成長動力: 三合一Video Bar
(VC USB Camera growth momentum : AIO Video Bar)

- 中小型會議室的需求成長趨勢
  Video bar becomes main growth engine in huddle and medium space

- 五年複合成長率 31%
  CAGR 2020~2025: 31%, Growth driven by video bar

Worldwide Market Volume

© 2021 Futuresource Consulting Ltd

Five Year GVC Unit Forecast

Units	2019A	2020	2021	2022	2023	2024	CAGR5
Multi-codec	808	567	535	509	497	488	-9.6%
Single-codec	414,444	467,700	500,825	530,716	557,170	581,295	7.0%
Exec systems	58,561	61,544	65,813	68,373	69,386	70,080	3.7%
Ref-design systems	333,989	458,548	583,647	688,669	770,248	828,509	19.9%
BYOD	207,583	243,702	282,225	317,259	344,196	366,461	12.0%
Total	1,015,385	1,232,061	1,433,045	1,605,526	1,741,497	1,846,833	12.7%
Y/Y Growth		21.3%	16.3%	12.0%	8.5%	6.0%	

Source: – Wainhouse, Sept 2020

GVC Revenue Forecast by Product Segment

Revenue $M	2019A	2020	2021	2022	2023	2024	CAGR5
Multi-codec	$66.50	$47.49	$44.24	$41.47	$39.73	$38.31	-10.4%
Single-codec	$1,895.99	$2,002.98	$2,079.54	$2,132.11	$2,178.67	$2,225.09	3.3%
Exec systems	$85.00	$90.27	$95.24	$97.42	$97.84	$98.37	3.0%
Ref-design systems	$924.50	$1,258.79	$1,580.98	$1,828.44	$1,994.07	$2,102.64	17.9%
BYOD	$199.28	$223.56	$248.12	$273.36	$290.70	$305.96	9.0%
Total	$3,171.28	$3,623.09	$4,048.12	$4,372.79	$4,600.99	$4,770.37	8.5%
Y/Y Growth		14.2%	11.7%	8.0%	5.2%	3.7%	

TOTAL CONFERENCE CAMERAS – COMPETITIVE OUTLOOK - GLOBAL

Total Conference Camera Volume Brand Share
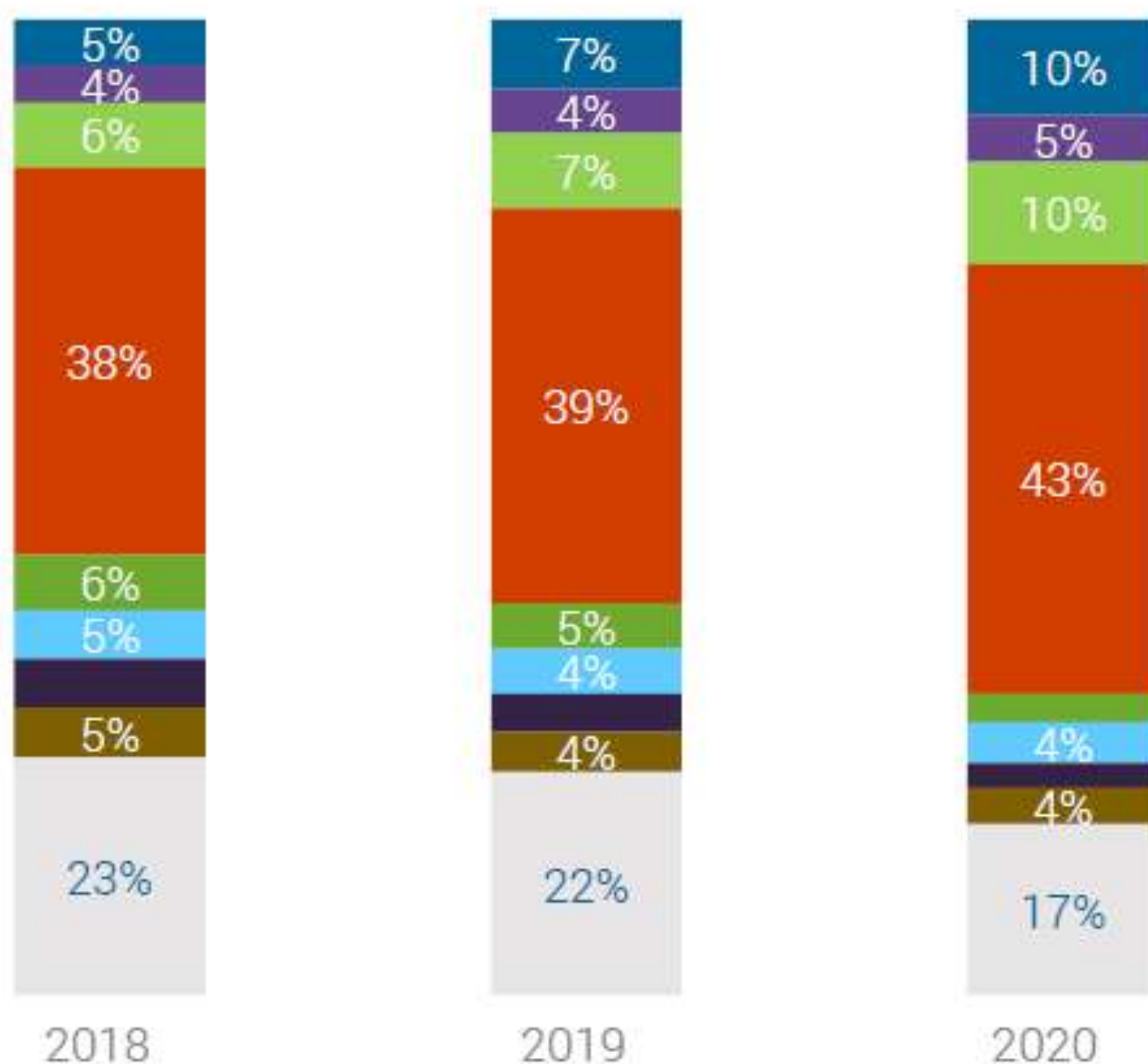
Total Conference Camera Value Brand Share

Volume (2018): 5% / 4% / 6% / 38% / 6% / 5% / 5% / 23%

Volume (2019): 7% / 4% / 7% / 39% / 5% / 4% / 4% / 22%

Volume (2020): 10% / 5% / 10% / 43% / 4% / 4% / 17%

Value (2018): 6% / 40% / 7% / 4% / 4% / 5% / 22%

Value (2019): 9% / 4% / 7% / 39% / 4% / 4% / 22%

Value (2020): 15% / 5% / 12% / 35% / 4% / 18%

Legend:
- AVer
- Fastmeeting
- HUAWEI
- Huddly
- logitech
- Minrray
- poly
- Runpu
- vaddio
- Yealink
- Others

AVer

Logitech

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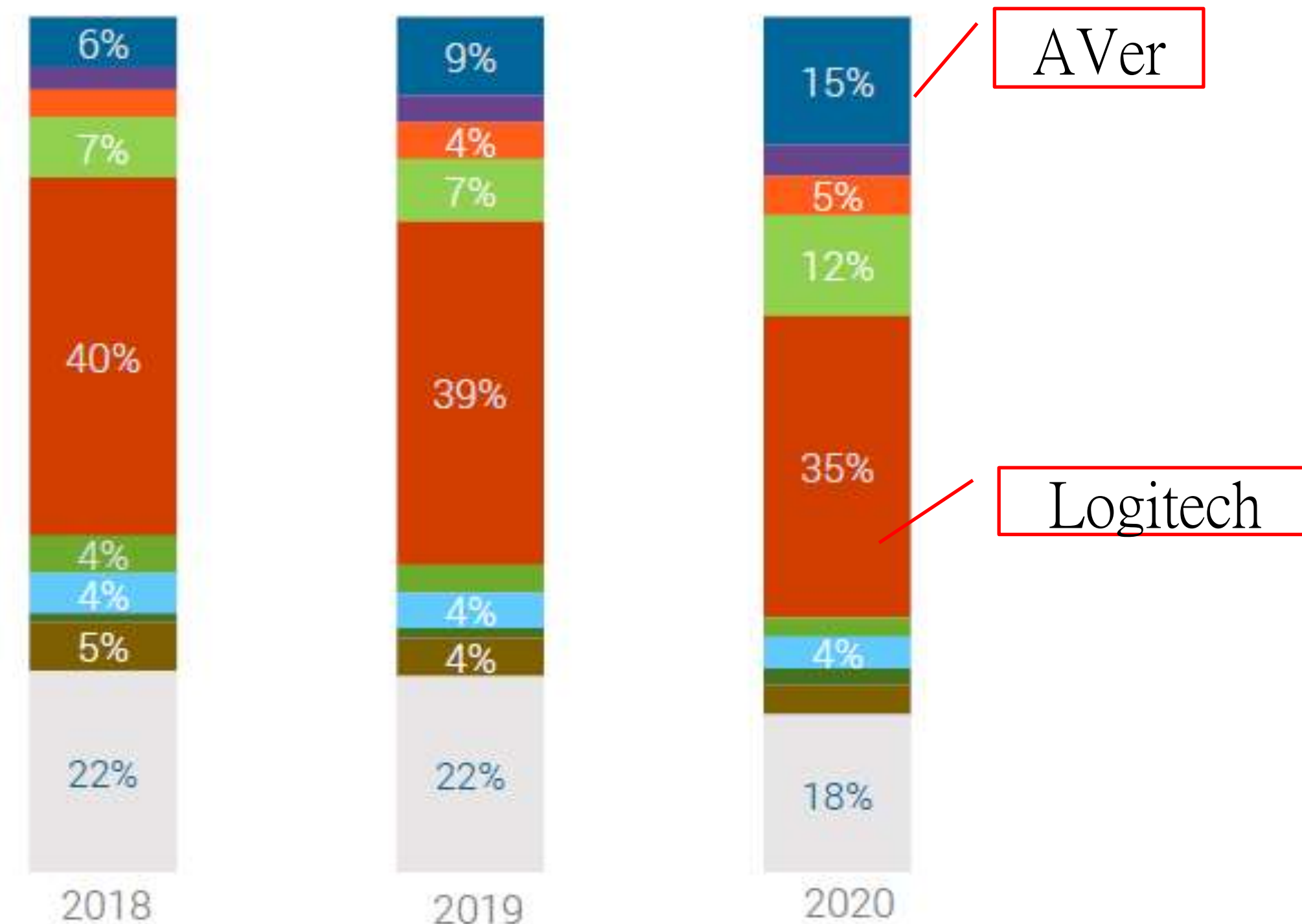
AVer 2021 上市視訊會議新產品
AVer new VC products, 2021

Year 2020

Cam520 Pro

VC520 Pro

VC540

FONE540

EP65

VB342

CAM340+

Year 2021

Cam520 Pro2

VC520 Pro2

CAM130

VB130

CP10

GVC Revenue Forecast by Product Segment

Revenue $M	2019A	2020	2021	2022	2023	2024	CAGR5
Multi-codec	$66.50	$47.49	$44.24	$41.47	$39.73	$38.31	-10.4%
Single-codec	$1,895.99	$2,002.98	$2,079.54	$2,132.11	$2,178.67	$2,225.09	3.3%
Exec systems	$85.00	$90.27	$95.24	$97.42	$97.84	$98.37	3.0%
Ref-design systems	$924.50	$1,258.79	$1,580.98	$1,828.44	$1,994.07	$2,102.64	17.9%
BYOD	$199.28	$223.56	$248.12	$273.36	$290.70	$305.96	9.0%
Total	$3,171.28	$3,623.09	$4,048.12	$4,372.79	$4,600.99	$4,770.37	8.5%
Y/Y Growth		14.2%	11.7%	8.0%	5.2%	3.7%	

Devices	5-Year Unit Shipment CAGR (2018—2023) (%)
Dedicated Video Conferencing Endpoints	14.0
USB Conference Room Cams	30.2
IP Video Phones	13.2
Total	17.0

➢ 2024年USB視訊會議攝影機市場預估可達美金15-19億元

The market size of USB conference room cams can reach US$1.5B-1.9B in 2024

➢ 預估2018-2024 USB視訊會議攝影機的出貨量複合年均增長率可達30%

The 5 Year (2018-2023)unit shipment CAGR of USB conference room cams will be 30.2%

➢ 建置型單點會議終端機仍然有3.3%的5年複合成長率

Single CODEC still has 3.3% CAGR to 2024

Reference: Frost & Sullivan, "Globalideo Conferencing Market Analysis, Forecast to 2023 ", January 2019 & Waihouse, Nov, 2020

Thank You!

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