圓剛科技股份有限公司(2417)

AVerMedia TECHNOLOGIES, Inc.(2417)

2022.12.23　線上法說會 Online Earnings Call

AVerMedia TECHNOLOGIES, Inc. | www.avermedia.com

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.

影音串流及遠端協作解決方案開發、製造領導廠商
A Total Audio & Video Solution Provider

Founded 創立	January 1990	January 1990
Office & Factory Location 辦公室和工廠位置	新北市 中和區	New Taipei City, Taiwan
Capital 資本	NT$ 15.82 億元	NT$ 1.58 Billion
Employee 員工	880 人 250 (圓剛) / 630 (圓展)	880 Employees 250 (AVerMedia) / 630 (AVer)
	43% 研發人員(圓剛)	43% R&D Employees (AVerMedia)
Global Patent 全球專利	378 件	378

全球銷售網路 A Global Presence

USA

Russia

Germany

Spain

Korea

Japan

China

Taiwan HQ

台灣總公司
Taiwan Headquarters

10
子/分公司及在地代表
Branches & Local Reps.

+100
銷售及服務國家
Countries with sales & services
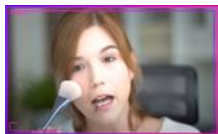
理想的事業夥伴 The Ideal Business Partner

圓剛重視ESG
AVerMedia attaches great importance to ESG
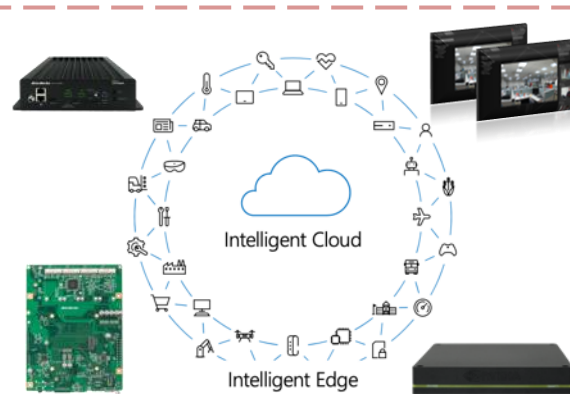It is our priority to provide sustainable products and solution that help create a cleaner, better world.

eco
environment
friendly

事業組合/Business Portfolio

直播串流科技
Live Streaming Technology

個人遠端協作
Personal Remote Collaboration

AI 邊緣運算系統
AI Edge Computing System

Intelligent Cloud

Intelligent Edge

ESG 及財務資訊

ESG and FINANCIAL RESULTS

永續經營 ESG 之承諾
Our commitment to sustainability & ESG

秉持「以人為本、誠信正直、自我反省、自我超越」的企業文化，與「腳踏實地、創造價值、貢獻自己、服務人群」的經營理念，除長期投入在地服務活動外，更遵循「公司治理3.0-永續發展藍圖」持續落實「環境、社會、公司治理」等面向之企業社會責任，並獲得2022年「新北企業精典獎」之肯定

Adhering to both AVerMedia's corporate culture of "people-oriented, honesty & integrity, self-reflection, and self-transcendence" and AVerMedia's core value of "being down-to-earth, creating value, contributing oneself, and serving the people", we have implemented for decades and will keep implementing long-term local service activities. Besides, we further observe to the authority's "Corporate Governance 3.0 -Sustainable Development Roadmap" to enforce our corporate social responsibilities covering Environment, Social, and Governance aspects; and we were delighted to be awarded the "New Taipei Enterprise Classic Award" in 2022.

台灣證交所公司治理評鑑2021年圓剛名列前21-35%

2022 YTD (Sep-30) Consolidated Income Statement :

➢ 營收/ Revenue: 30.88億元(NT$ 3,088 Million)

➢ 毛利率/ Gross Profit Rate: 49%

➢ 稅後純益/ Net Income: 0.64億元 (NT$ 64 Million)

➢ 每股純益/ EPS : 0.46元 (NT$ 0.46)

P.S. 附註: Year to Nov. 營收/ Revenue: 36.83億元(NT$ 3,683 Million)

綜合損益表 Consolidated Income Statement

Unit: NT$ K	2022-Q3-YTD		2021-Q3-YTD		YoY	
	Amount	%	Amount	%	Amount	%
Sales Revenue	3,088,490	100 %	3,702,672	100 %	(614,182)	(17)%
Gross Profit	1,528,536	49 %	1,808,680	49 %	(280,144)	(15)%
Sales & Marketing	802,159	26 %	759,881	21 %	42,278	6 %
General & Administative	146,817	5 %	153,648	4 %	(6,831)	(4)%
Research & Eevelopment	470,874	15 %	448,469	12 %	22,405	5 %
Total Operating Expenses	1,419,850	46 %	1,361,998	37 %	57,852	4 %
Operating Income	108,686	4 %	446,682	12 %	(337,996)	(76)%
Non Operating Income	151,297	5 %	3,272	0 %	148,025	4,524 %
Net Income before Tax	259,983	8 %	449,954	12 %	(189,971)	(42)%
Income Tax Expenses	39,118	1 %	95,667	3 %	(56,549)	(59)%
Net Income	220,865	7 %	354,287	10 %	(133,422)	(38)%
Non Controlling Interest	157,193	5 %	287,995	8 %	(130,802)	(45)%
Group Net Income	63,672	2 %	66,292	2 %	(2,620)	(4)%
EPS (NT$)	0.46		0.39		0.07	

資產負債表 Balance Sheet

Unit: NT$ K	Sep-30, 2022		Sep-30, 2021		+ (-)	
	Amount	%	Amount	%	Amount	%
Cash & Financial Assets	1,716,653	27%	1,886,538	28%	-169,885	-9%
Accounts Receivable	752,168	12%	643,150	10%	109,018	17%
Inventories	1,186,229	19%	1,481,136	22%	-294,907	-20%
Other Current Assets	489,676	8%	431,461	6%	58,215	13%
Noncurrent Assets	2,225,471	35%	2,278,215	34%	-52,744	-2%
Total Assets	6,370,197	100%	6,720,500	100%	-350,303	-5%
Total Liabilities	2,097,208	33%	2,540,516	38%	-443,308	-17%
Total Equity	4,272,989	67%	4,179,984	62%	93,005	2%

事業範圍

BUSINESS COVERAGE

圓剛最新消息

WHAT'S NEW FROM AVERMEDIA

Live Streamer Cam 513
4K 網路攝影機 - PW513

終極串流設置

The Ultimate
Streaming Set-Up

Live Streamer MIC 330
USB Mic 330
黑鳩動圈式麥克風 - AM330

4K UHD Capture Card
BU113

4K 超高清擷取卡
BU113

Tie everything together, from concept to
the final production without compromise.
These are the tools that'll make it happen.

將一切聯繫在一起，從概念到最終製
作，毫不妥協。 這些是實現它的工具。

Live Streamer NEXUS (AX310)

直播控制器 - AX310

Boom Arm BA311

創作者多功能支架 - BA311

提升遠程會議/學習效率

Enhance Remote

Meeting / Learning Efficiency

事業與解決方案 Empowering your workspace!

- **消費性運用 Consumer Use**
  - 遊戲及一般直播串流
    Gaming and General Live Streaming
  - 虛擬人物直播串流
    Avatar Live Streaming

- **商務性運用 Commercial Use**
  - 混合式學習及在家工作
    Hybrid Learning and Work from Home
  - 企業中小會議室遠端會議
    Corporate Remote Conferencing in Small/Medium Conference Rooms
  - 教育科技
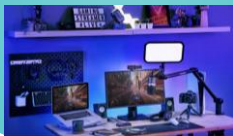   Educational Technology

- **AI 邊緣運算系統**
  AI Edge Computing System

Hybrid 混合式

Education 教育

V-Tuber 虛擬主播

Corporate 企業

Gaming / Streaming 遊戲/串流直播

直播串流消費性運用產業趨勢 Live Your Story

直播(Streaming)已經是愈發成熟的產業，內容也越來越多元，根據Retail Dive預估，2021年創造商機達\$60億美元，2023年將達到\$250億美元(約\$7400億新台幣)。內容創作版圖橫跨遊戲、生活、音樂，最異軍突起的就是「直播帶貨」，麥肯錫預測，直播帶貨到2026年甚至會佔電商總體交易的10-20%。

Streaming is an increasingly mature industry, and its content is becoming more and more diverse. According to Retail Dive's estimates, it will create business opportunities of US\$6 billion in 2021 and US\$25 billion (approximately NT\$740 billion) in 2023. The content creation landscape spans games, life, and music. The most prominent one is "live streaming". McKinsey predicts that live streaming will even account for 10-20% of the total e-commerce transactions by 2026.

自媒體為年輕世代(Z世代，泛指1995-2002出生的人群)的日常主流與未來職涯發展重點，從小就習慣網路資訊爆炸與社群媒體，對於自媒體的存在，如空氣般自然且需要，被稱為「數位原住民」（Digital Native）。從高中就開始經營自媒體，對於相關設備的需求也有增長。

We-media is the daily mainstream and future career development focus of the young generation (Z generation, generally referring to people born in 1995-2002). They have been accustomed to the explosion of Internet information and social media since childhood. The existence of self-media is as natural as air. And it needs to be called "Digital Native". I have been operating self-media since high school, and the demand for related equipment has also increased.

虛擬主播(VTuber)更是直播自媒體中快速新興的一環，可以換上客製V皮，做出更貼合角色設定的直播表演；各大專院校除了電競，也開始針對該產業做相關人才培育，陽明交通大學也於2021年成立以VTuber產業為主軸的「RECTALE 瑞塔創意」；這類型的直播，除了更需要縝密的腳本規劃外，前置工作更需要設備支援才能完成。

Virtual anchor (VTuber) is a rapidly emerging part of live broadcast self-media. It can be replaced with customized V-skin to make live performances that are more suitable for role settings. In addition to e-sports, colleges and universities have also begun to do related work for this industry. For talent cultivation, Yang Ming Ciao Tung University will also establish "RECTALE" in 2021 with the VTuber industry as the main axis; this type of live broadcast requires not only more careful script planning, but also equipment support to complete the pre-work.
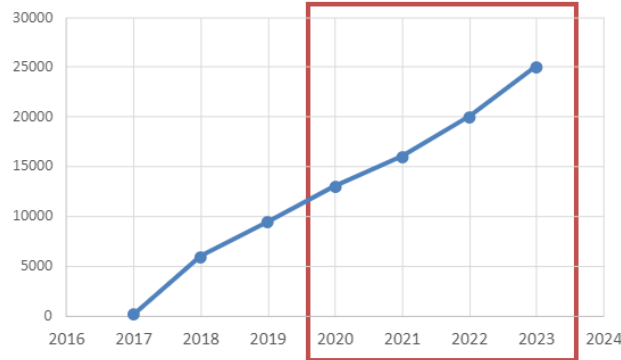

收入分析 | 不只靠父母，自己的零用錢自己賺
近40%的Z世代高中職/專科學生族群
透過獎學金、競賽獎金、YouTube等自媒體經營獲得零用錢/生活費

Vtuber Growth Rate — 233% Growth

AVerMedia 圓剛滿足各直播類型設備需求

You can Stream All Day and All Night！

- 完整解決方案產品群：

擷取盒(卡)/相機擷取（Capture Card/Box）

麥克風(Mic)

視訊鏡頭(Webcam)

直播控制器 (Control Center)

創作者多功能支架(Arm)

✓ 以獨家開發軟體，提升已上市或未來硬體產品功能
  Use proprietary software to enhance the functions of existing or future hardware products

✓ 解決遊戲直播、人像高畫質直播、虛擬直播等高畫質方案(4K)
  Solve high-definition solutions such as game live broadcast, in-person high-definition live streaming, and virtual live streaming (4K)

✓ 解決唱歌直播、生活聊天直播(IRL)等音質還原與特效方案
  Solutions for sound quality restoration and special effects solutions such as Live singing streaming and live chat streaming (IRL)

✓ 解決軟硬體整合問題，以直播控制器整合直播影音
  Solve the problem of software and hardware integration, integrate live audio and video with the live broadcast controller

遠端協作商務性運用產業趨勢

Industry Trends of Remote Collaboration Business Applications

$11.25 B
2027

$3.16 B
2020

返回辦公室辦公-
企業與員工持續拉距
- 與疫情前相比，遠端/混合工作員工數會是5-6倍
  Returning to the office - The distance between enterprises and employees continues to increase. Compared with before the epidemic, the number of remote/hybrid employees will increase by 5-6 times.

AI科技推動視訊軟
硬體設備創新的首要技術
- 以增強用戶體驗，提供每個人的會議公平性
  AI technology is the primary technology to promote the innovation of video conferencing software and hardware equipment to enhance user experience and provide everyone with fairness in meetings.

會議室和辦公空間持續投資
- 從單純的視訊會議轉向完整的解決方案，包括聲音、影像、內容協作的整合
  Continuing investment in meeting rooms and office space. From a simple video conferencing to a complete solution, including the integration of audio, video, and content collaboration.

個人遠端工作到中小型會議解決方案

From Personal Remote Working to Small/Medium-sized Conference Solutions

- 與家人小孩同在，環境吵雜也能保持專心工作
  Stay with your family and children, even in a noisy environment, you can stay focused on your work.
- 在家工作、遠距開會也可以自由走動，排解居家的煩悶感
  You can move around freely while working at home and holding remote meetings, so as to relieve the boredom at home.
- 讓所有人可以專注在會議中，公平地溝通和協作，體會高畫質及高收音清晰度的品質
  Let everyone focus on the meeting, communicate and collaborate fairly, and experience the quality of high image quality and high radio clarity.
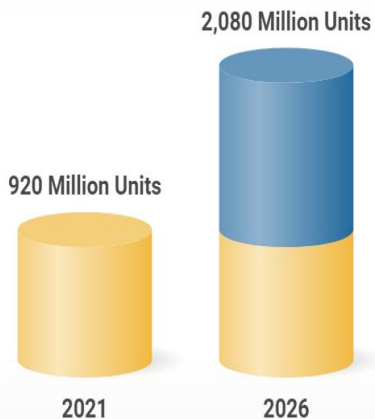
AVerMedia

PATENTED

TAIWAN EXCELLENCE
GOLD AWARD

IGN
BEST WERBCAM

2022 PANDEMIC TECH INNOVATION AWARD

USA TMC Innovation

AI 邊緣運算系統產業趨勢 Industry Trends of AI Edge Computing System

Global Edge AI Hardware Market

Market forecast to grow at a CAGR of 17.7%

2,080 Million Units

920 Million Units

2021   2026

researchandmarkets.com/reports/5416600

RESEARCH AND MARKETS
THE WORLD'S LARGEST MARKET RESEARCH STORE

Y'22年預估達到10.9億(1,090M)顆邊緣運算晶片，並以17.7%年複合成長率的速度，在2026年達20.8億顆
Y'22 is estimated to reach 1.09 billion (1,090M) edge computing chips, and at a compound annual growth rate of 17.7%, it will reach 2.08 billion in 2026.

Cloud
Training

Edge
Inference

EDGE
COMPUTING

2021 里程碑 Mile Stone

邊緣運算的總算力需求第一次超越雲端，並將以每年約20%的複合成長率高速擴張。
For the first time, the total computing power demand of edge computing exceeds that of the cloud, and will expand rapidly at a compound growth rate of about 20% per year.

2025 預估 Estimate

90%的運算力將被使用在邊緣運算的推論應用。
90% of the computing power will be used for inference applications of edge computing.

2021 by EETimes

AI邊緣運算系統

AVerAI PC
嵌入式工業系統

AVerAI Carrier
主機板及準系統

AI 邊緣運算解決方案　AI Edge Computing Solutions

專業軟體服務，協助企業加速開發解決方案，落實time-to-market 需求
Professional software services to assist enterprises to accelerate the development of solutions and implement time-to-market requirements
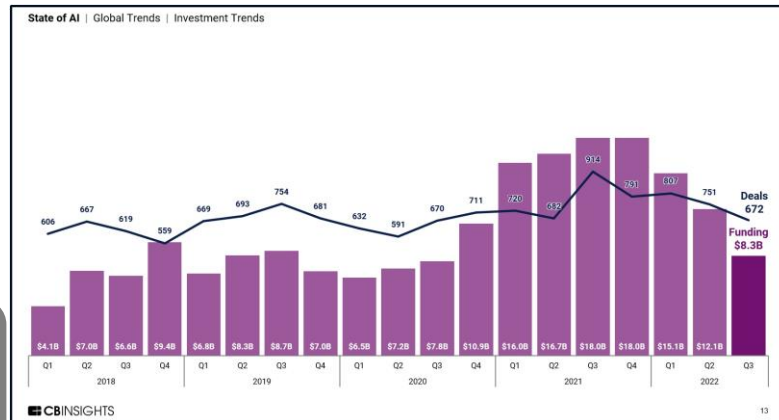
標準品於專業通路販售
Standard products sold in professional channels

客製化產品對應不同領域的特規需求
Customized products correspond to special requirements in different fields

獲利商業模式
Profitable business model

State of AI | Global Trends | Investment Trends
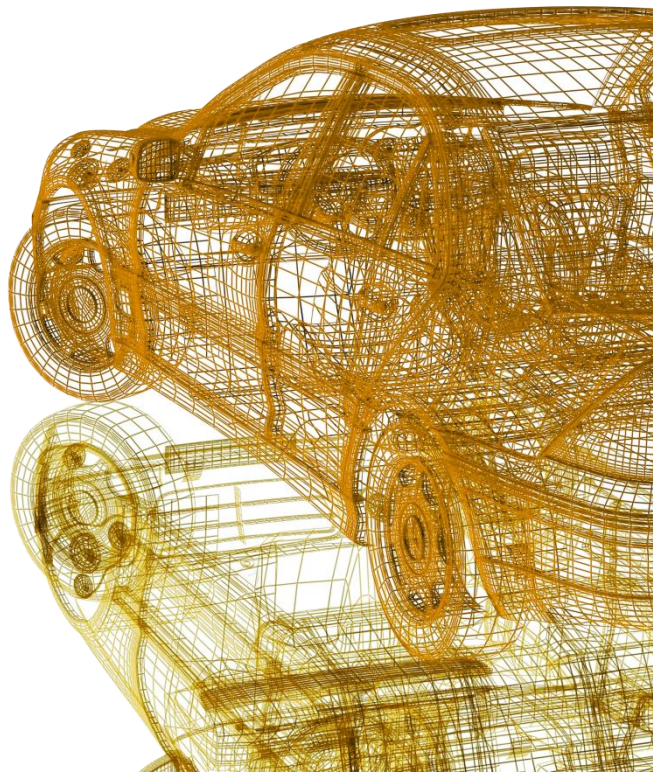
Deals 672

Funding $8.3B

CB INSIGHTS

- 專屬軟體服務　Exclusive software service
- 開發加速器　Development accelerator
- 程序優化　Procedure optimization
- 使用者黏著度　User engagement

Empowering your workspace!

以**CARS**為核心技術的解決方案

- C: Video and Audio Signal **Capture**
  擷取視頻和音頻信號

- A: **AI** at the Edge
  邊緣人工智能

- R: Video and Audio Content **Record**
  視音頻內容錄製

- S: Video and Audio Content **Stream**
  視頻和音頻內容串流

Thank You!

Empowering your workspace! | AVerMedia TECHNOLOGIES

Create & Connect

For Questions and Queries, please contact

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