



圓剛科技(2417) 公司簡介  
AVerMedia (2417) Company Profile

2022.5.11 元富台股企業日

主講人: 王沈銘 發言人

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# A Total Audio & Video Solution Provider

## 電腦影音產品及解決方案製造商

|                           |                                 |  |
|---------------------------|---------------------------------|--|
| Founded                   | January 1990                    | January 1990                                     |
| Office & Factory Location | 新北市 中和區                         | New Taipei City, Taiwan                          |
| Capital                   | NT\$ 15.43 億元                   | NT\$ 1.54 Billion                                |
| Chairman                  | 郭重松                             | Michael Kuo                                      |
| Employee                  | 890 人<br>270 (圓剛) /<br>620 (圓展) | 890 Employees<br>270 (AVerMedia) /<br>620 (AVer) |
|                           | 42% 研發人員<br>(圓剛)                | 42% R&D Employees<br>(AVerMedia)                 |

# FINANCIAL RESULTS



# KEY MESSAGES

## ■ 2021 Consolidated Income Statement :

- 營收/ Revenue: 47.15億元(4.72 Billion)
- 毛利率/ Gross Profit Rate: 49%
- 稅後純益/ Net Income: 0.43億元 (43 Million)
- 每股純益/ EPS : 0.27元

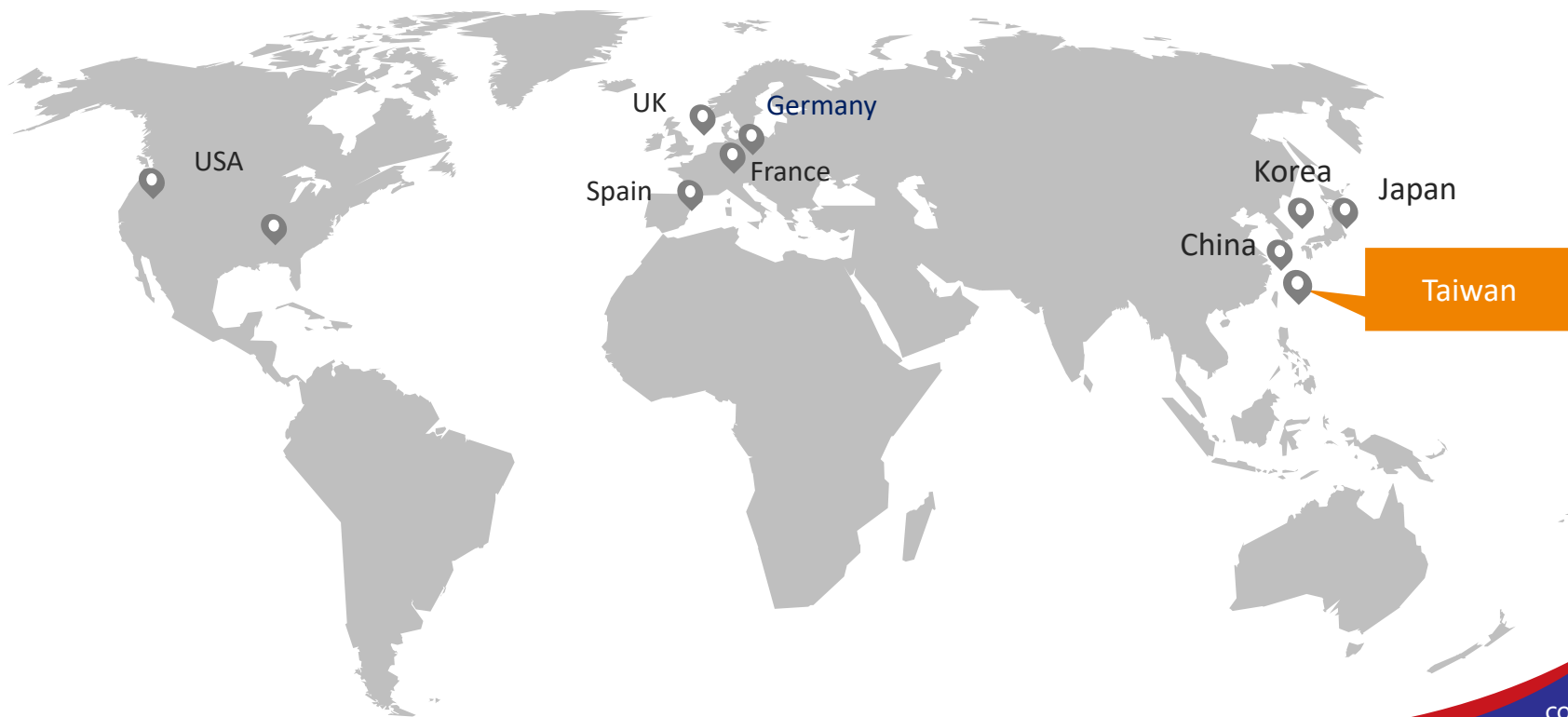
# KEY MESSAGES

## ■ 2022 Q1 Consolidated Income Statement :

- 營收/ Revenue: 9.41億元(0.94 Billion)
- 毛利率/ Gross Profit Rate: 48%
- 稅後純益/ Net Income: 0.18億元 (18 Million)
- 每股純益/ EPS : 0.13元

# Increase investment in local marketing

## 增加投資於在地行銷



# What AVerMedia Offers

We are committed to enriching entertainment experiences and promoting effective communication among people.  
增進人類的溝通性與娛樂性

Create/創作

Connect/連結

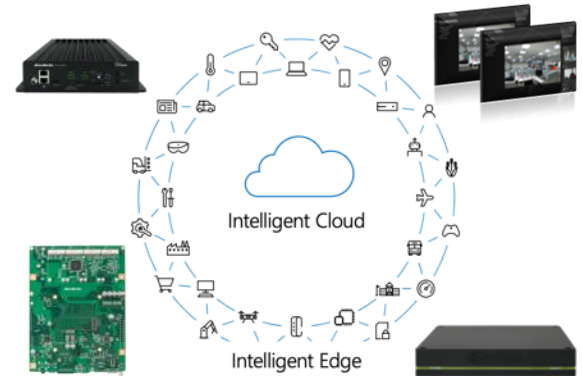
Product Category / 產品分類



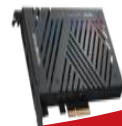
Creator Peripheral  
影音創作週邊產品



Video Collaboration  
遠端協作產品



AI Edge Computing  
AI 邊緣運算解決方案









# Video Collaboration Solution **For Workplace**



**Hybrid Collaboration**



**Meeting Room Solution**





# Hybrid Collaboration Solutions

## Remote (Office/Public Space)



### AI Noise Reduction:

Our AI noise reduction technology helps workers are able to participate in calls with less ambient sound so all colleagues can hear clearly.

### AI Noise Reduction Speakerphone



NB/PC

### Wide-Angle Webcam 4K- PW515 1080p60- PW315



### Engineered for Hybrid Working

Achieves more visual coverage with the ultra-wide-angle lens optimized for streaming meeting lectures.

Work Everywhere

Deliver your crisp sound  
and crystal video quality

MULTIPLE PLATFORM SUPPORT



chromebook

Windows

COMPATIBLE WITH:



Google Classroom



Microsoft Teams



Meet



zoom



## Remote (Home)



PW313D dual com



1080p30 Autofocus  
Webcam PW310P

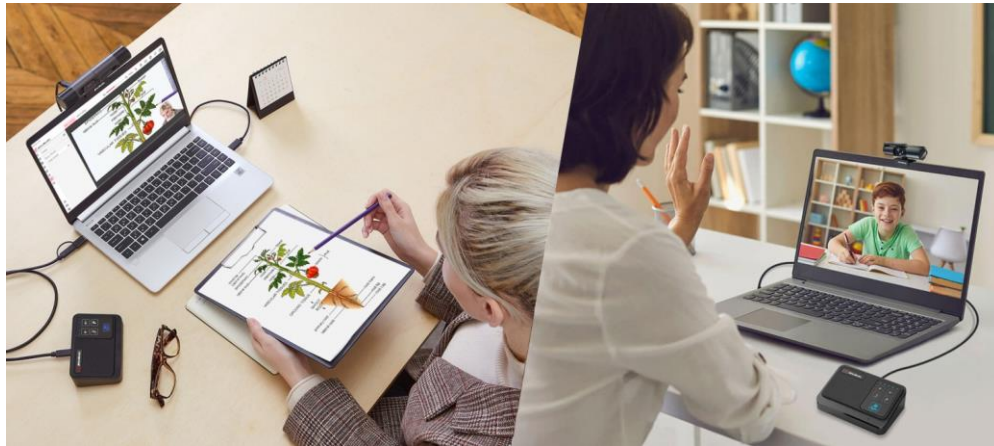


Comfort Fit  
USB Headset

Work from Home

Listen clearly in front of Notebook/PC

# Video Collaboration Solution For Education



Remote Teaching



Hybrid Classroom

# Remote Teaching Solutions

## Remote (Home/Classroom)



Teach and Stream in Real Time

### AI Noise Reduction:

Our AI noise reduction technology helps teachers be able to make their classes with less ambient sound noise so all students can hear clearly.

AI Noise Reduction  
Speakerphone AS311



Best selling Entry  
Level Webcam PW313



Rotatable Webcam  
Dual Cam PW313D



### Engineered for Hybrid Teaching

Achieves more visual coverage with the ultra-wide-angle lens optimized for streaming in-class lectures.

NB/PC

Teach Everywhere

## Remote (Home)



1080p30 Autofocus  
Webcam PW310P



Comfort Fit  
USB Headset AH313

Learn Everywhere

Deliver your crisp sound

MULTIPLE PLATFORM SUPPORT



COMPATIBLE WITH:



Listen clearly in front of  
Chromebook/PC

# Hybrid Learning Solutions

## Client (Classroom)



Teach and Stream in Real Time



## Remote (Home)



## Classroom

Deliver your lessons with crisp sound

MULTIPLE PLATFORM SUPPORT



COMPATIBLE WITH:



## Distance Learning

Listen clearly in front of Chromebook /PC

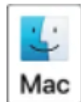
Compatible with leading video conferencing platforms :  
Zoom®, Microsoft Teams®, Google Meet®, Skype®, Cisco Webex®, and more.



\*Zoom, Microsoft Teams, Google Meet , Skype, and Cisco Webex are registered trademarks of their respective owners.

**Zoom Certified Webcams For Hybrid Work**

## MULTIPLE PLATFORM SUPPORT



Windows®, Mac® and Google® Chromebook are registered trademarks of their respective owners.



## MEETINGS



Headsets

Cameras

Accessories

Zoom for Home

## Camera Type


☐ Webcams

☐ Document Cameras

## Brand


☐ AVer

☐ AVerMedia

☐ Jabra

☐ Logitech

☐ WolfVision

## RESOURCES

Visit the Zoom Help Center



## Logitech Brio

4K ultra high-def camera offers 5x digital zoom, high frame rates, outstanding low-light performance, HDR



## Logitech C930e Webcam

Designed for business, a 1080p webcam with wide field of view and digital zoom



## AVer CAM130

Compact 4K camera perfect for remote work



## Jabra PanaCast 20

Premium personal video conferencing device equipped with AI, 4K video, and amazing control



## AVerMedia PW515

4K UltraHD Autofocus webcam with microphone to look and sound great in various lighting conditions



## WolfVision VZ-8.UHD

Next generation 4K UHD Visualizer imaging



# Award Winners/ 獲獎

2020 - 2022



Windows Central



red*dot* award 2020  
winner



TAIWAN  
EXCELLENCE  
2020

**GAME  
ZOOM**

PREIS/LEISTUNG

AVerMedia PW315

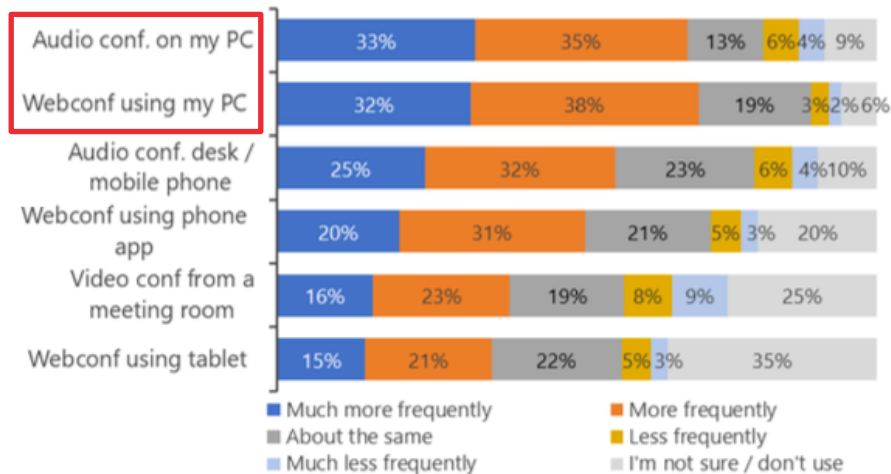
04|2021



# Industry Outlook/產業趨勢 (Video Collaboration/遠端協作)

More than half of the populations are collaborating from their own pc at home  
較疫情前有超過一半以上的人，更頻繁的在家中透過自己的個人電腦進行個人會議

Changes in Utilization of Personal Meeting Solutions Before and During the COVID-19

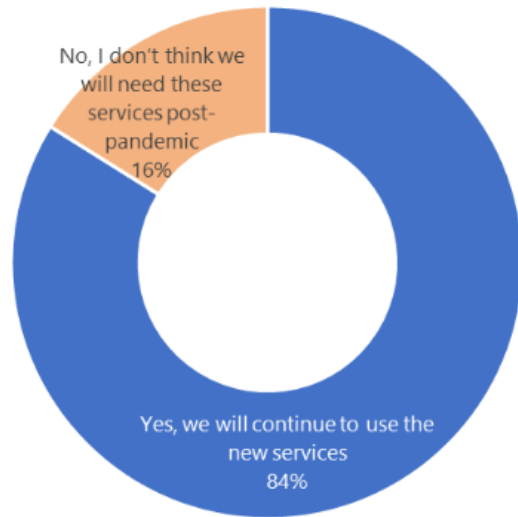


Notes: n=353

Source: Wainhouse, Q4 2020

The dependence on personal video collaboration will be the new normal.  
對個人遠端會議服務的依賴將成為新常態

Sentiment on Personal Meeting Services Added During COVID-19

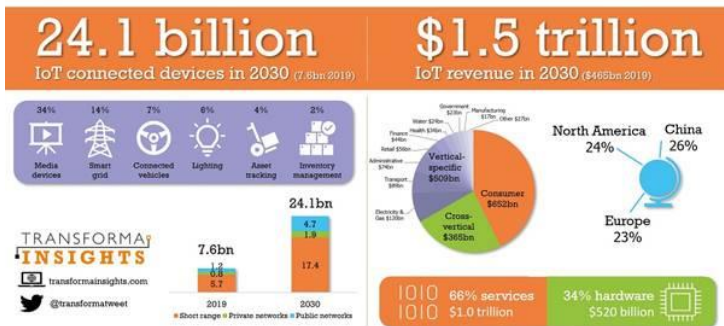


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Source: Wainhouse, Q4 2020

# Industry Outlook/產業趨勢 (AIoT)

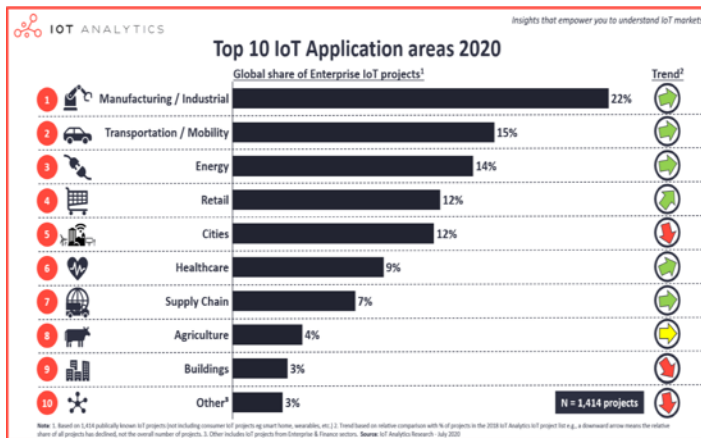
## The Internet of Things (IoT) Market 2019-2030



## Exponential Growth

根據IDC預測，2020年全球將有超過500億個終端與設備聯網，其中40%的數據需要在網路邊緣分析、處理與儲存。Market Research Future更預估 2024年Edge Computing市場規模將超過200億美元。

According to IDC forecasts, there were more than 50 billion terminals and devices connected to the world in 2020. 40% of the data needs to be analyzed, processed, and stored at the edge of the network. Market Research Future also predicts that the Edge Computing market will exceed 20 billion U.S. dollars in 2024.









Q & A

# Create & Connect

For Questions and Queries, please contact

**Frank Wang**

**Frank.Wang@avermedia.com**

**+886-2-2226-3630 Ext. 6821**

# 附錄



# 2021 Consolidated Income Statement (CPA Reviewed)

| Unit: NT\$ K                    | 2021 YTD         |              | 2020 YTD         |              |
|---------------------------------|------------------|--------------|------------------|--------------|
|                                 | Amount           | %            | Amount           | %            |
| <b>Sales Revenue</b>            | <b>4,714,618</b> | <b>100 %</b> | <b>7,051,145</b> | <b>100 %</b> |
| Cost of Sales                   | 2,385,814        | 51 %         | 3,260,666        | 46 %         |
| <b>Gross Profit</b>             | <b>2,328,804</b> | <b>49 %</b>  | <b>3,790,479</b> | <b>54 %</b>  |
| Sales & Marketing               | 1,025,156        | 22 %         | 1,186,848        | 17 %         |
| General & Administrative        | 194,518          | 4 %          | 228,616          | 3 %          |
| Research & Development          | 572,722          | 12 %         | 524,668          | 7 %          |
| <b>Total Operating Expenses</b> | <b>1,792,396</b> | <b>38 %</b>  | <b>1,940,132</b> | <b>28 %</b>  |
| <b>Operating Income</b>         | <b>536,408</b>   | <b>11 %</b>  | <b>1,850,347</b> | <b>26 %</b>  |
| Non Operating Income            | (20,084)         | (0)%         | 11,848           | 0 %          |
| <b>Net Income before Tax</b>    | <b>516,324</b>   | <b>11 %</b>  | <b>1,862,195</b> | <b>26 %</b>  |
| Income Tax Expenses (Gain)      | (147,428)        | (3)%         | (244,504)        | (3)%         |
| <b>Net Income</b>               | <b>368,896</b>   | <b>8 %</b>   | <b>1,617,691</b> | <b>23 %</b>  |
| Non Controlling Interest        | 326,309          | 7 %          | 384,595          | 5 %          |
| <b>Group Net Income</b>         | <b>42,587</b>    | <b>1 %</b>   | <b>1,233,096</b> | <b>17 %</b>  |
| <b>EPS (NT\$)</b>               | <b>0.27</b>      |              | <b>6.41</b>      |              |