

# 圓剛科技股份有限公司(2417)

AVerMedia TECHNOLOGIES, Inc.(2417)

2026.5.14

# 免責聲明 Safe Harbor Statement

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# AI影音串流及產業邊緣運算等解決方案開發、製造領導廠商

Leading provider of AI audio-video streaming and industrial edge computing solutions.



<b>Founded</b>	January 1990	January 1990
<b>Office &amp; Factory Location</b>	新北市 中和區	New Taipei City, Taiwan
<b>Capital</b>	TWD 15.73 億元	TWD 1.57 Billion
<b>Employee</b>	828 人 208 (圓剛) / 620 (圓展)	828 Employees 208 (AVerMedia) / 620(AVer)
	40% 研發人員(圓剛)	40% R&D Employees (AVerMedia)
<b>Global Patent (AVerMedia/Group)</b>	413/ 806	413/806

# 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。

We uphold a corporate culture of “people-centricity, integrity, self-reflection, and continuous improvement,” and operate by the principles of “being down to earth, creating value, contributing ourselves, and serving society.” In addition to long-term community engagement, we align with the “Corporate Governance 3.0 – Sustainable Development Roadmap” to consistently advance our Environmental, Social, and Governance (ESG) responsibilities.

圓剛科技榮獲運動部「114年運動企業認證」



圓剛科技董事長郭重松（右）出席頒獎典禮，由總統府副秘書長何志偉（左）頒獎。



# 114 年度公司治理評鑑結果

## 2025 Corporate Governance Evaluation Results

【評鑑結果列為 21%至 35%，計 152 家上市公司】

代號	簡稱	代號	簡稱	代號	簡稱	代號	簡稱	代號	簡稱
1201	味全	1216	統一	1219	福壽	1232	大統益	1312	國喬
1313	聯成	1314	中石化	1409	新纖	1434	福懋	1455	集盛
1467	南緯	1506	正道	1515	力山	1525	江申	1535	中宇
1560	中砂	1618	合機	1709	和益	1717	長興	1727	中華化
1735	日勝化	1760	寶齡富錦	1762	中化生	1789	神隆	1795	美時
1808	潤隆	1817	凱撒衛	1909	榮成	2012	春雨	2014	中鴻
2015	豐興	2027	大成鋼	2034	允強	2105	正新	2106	建大
2207	和泰車	2233	宇隆	2328	廣宇	2331	精英	2337	旺宏
2347	聯強	2354	鴻準	2355	敬鵬	2362	藍天	2364	倫飛
2371	大同	2375	凱美	2377	微星	2382	廣達	2417	圓剛
2419	仲琦	2421	建準	2426	鼎元	2432	倚天酷基- 創	2451	創見
2455	全新	2457	飛宏	2489	瑞軒	2497	怡利電	2501	國建
2515	中工	2528	皇普	2542	興富發	2597	潤弘	2607	榮運

# 財務資訊

Financial Results

# 重要財務數字

## Key Financial Figures

### 2026 Q1 (Mar-31) Consolidated Income Statement :

- 營收/ Revenue: 8.93億元(TWD 893 Million)
- 毛利率/ Gross Profit Rate: 58%
- 稅後純益/ Net Income: 35百萬元 (TWD 35 Million)
- 每股純益/ EPS : 0.28元 (TWD 0.28)

P.S. Year to April----營收 (Revenue) : TWD 12.24億元 (TWD 1,224 Million) YoY +18.5%

# 綜合損益表 Income Statement

Unit: TWD K	2026 Jan-Mar		2025 Jan-Mar		YoY + (-)	
	Amount	%	Amount	%	Amount	%
<b>Sales Revenue</b>	<b>893,462</b>	<b>100 %</b>	<b>765,398</b>	<b>100 %</b>	<b>128,064</b>	<b>17 %</b>
<b>Gross Profit</b>	<b>517,997</b>	<b>58 %</b>	<b>429,054</b>	<b>56 %</b>	<b>88,943</b>	<b>21 %</b>
Sales & Marketing	257,546	29 %	282,796	37 %	(25,250)	(9)%
General & Administrative	48,202	5 %	44,185	6 %	4,017	9 %
Research & Development	161,510	18 %	165,823	22 %	(4,313)	(3)%
<b>Total Operating Expenses</b>	<b>467,258</b>	<b>52 %</b>	<b>492,804</b>	<b>64 %</b>	<b>(25,546)</b>	<b>(5)%</b>
<b>Operating Income</b>	<b>50,739</b>	<b>6 %</b>	<b>(63,750)</b>	<b>(8)%</b>	<b>114,489</b>	<b>180 %</b>
Non Operating Income	25,318	3 %	57,432	8 %	(32,114)	(56)%
Income Tax Expenses (Gain)	8,099	1 %	14,760	2 %	(6,661)	(45)%
<b>Net Income</b>	<b>67,958</b>	<b>8 %</b>	<b>(21,078)</b>	<b>(3)%</b>	<b>89,036</b>	<b>422 %</b>
<b>Group Net Income</b>	<b>35,406</b>	<b>4 %</b>	<b>(21,738)</b>	<b>(3)%</b>	<b>57,144</b>	<b>263 %</b>
<b>EPS (TWD)</b>	<b>0.28</b>		<b>(0.17)</b>		<b>0.45</b>	

# 資產負債表 Balance Sheet

Unit: TWD K	Mar-31, 2026		Dec-31, 2025		+ (-)		Mar-31, 2025		+ (-)	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Cash & Financial Assets	1,976,185	34%	2,182,455	38%	(206,270)	-9%	2,388,040	41%	(411,855)	-17%
Accounts Receivable	597,266	10%	466,624	8%	130,642	28%	394,629	7%	202,637	51%
Inventories	686,810	12%	569,605	10%	117,205	21%	588,391	10%	98,419	17%
Other Current Assets	149,970	3%	139,078	2%	10,892	8%	146,557	3%	3,413	2%
Noncurrent Assets	2,355,634	41%	2,355,370	41%	264	0%	2,274,413	39%	81,221	4%
<b>Total Assets</b>	<b>5,765,865</b>	<b>100%</b>	<b>5,713,132</b>	<b>100%</b>	<b>52,733</b>	<b>1%</b>	<b>5,792,030</b>	<b>100%</b>	<b>(26,165)</b>	<b>-0%</b>
Short-term Debt	580,000	10%	580,000	10%	0	0%	580,000	14%	0	
Accounts Payable	349,614	6%	274,984	5%	74,630	27%	245,699	3%	103,915	42%
Other Payables	423,744	7%	493,029	9%	(69,285)	-14%	428,738	9%	(4,994)	-1%
Other Current Liabilities	175,062	3%	146,703	3%	28,359	19%	202,619	2%	(27,557)	-14%
Noncurrent Liabilities	323,117	6%	323,125	6%	(8)	0%	219,176	3%	103,941	47%
<b>Total Liabilities</b>	<b>1,851,537</b>	<b>32%</b>	<b>1,817,841</b>	<b>32%</b>	<b>33,696</b>	<b>2%</b>	<b>1,676,232</b>	<b>31%</b>	<b>175,305</b>	<b>10%</b>
<b>Total Equity</b>	<b>3,914,328</b>	<b>68%</b>	<b>3,895,291</b>	<b>68%</b>	<b>19,037</b>	<b>0%</b>	<b>4,115,798</b>	<b>69%</b>	<b>(201,470)</b>	<b>-5%</b>
<b>Current Ratio</b>	<b>223%</b>		<b>225%</b>		<b>-2%</b>		<b>241%</b>		<b>-18%</b>	
<b>Quick Ratio</b>	<b>173%</b>		<b>181%</b>		<b>-8%</b>		<b>196%</b>		<b>-23%</b>	
<b>Debt Ratio</b>	<b>32%</b>		<b>32%</b>		<b>0%</b>		<b>29%</b>		<b>3%</b>	

# 公司定位與願景 Company Positioning and Vision

## AI. STREAMING

- 核心定位 Core Positioning:

AI影音串流及產業運用邊緣運算等解決方案開發、製造領導廠商

A leading developer and manufacturer of AI video streaming and industrial edge computing solutions.

- 願景 Vision:

成為全球影音串流與 AI 應用的領導品牌

To become the world's leading brand in video streaming and AI applications.

- 使命 Mission :

增進人類的溝通性與娛樂性，透由讓影像溝通更清晰、更智慧、更即時

To enhance human communication and entertainment by making visual communication clearer, smarter, and more instantaneous.

# 事業與解決方案 Business Scope and Solutions

## AI.STREAMING

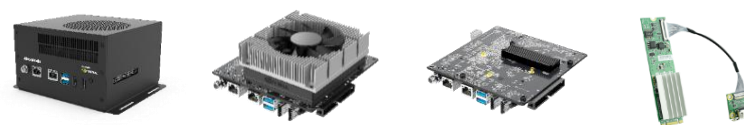
消費商業運用解決方案  
Consumer & Enterprise Application Solutions



產業運用邊緣運算解決方案  
Edge Computing Solutions for Industrial Applications

### Turnkey Edge AI Provider with True Video and Audio Expertise

Backed by 30+ years in audio-video innovation and a decade of Edge AI experience, AVerAI delivers **application-ready turnkey solutions** for smart city deployment—including pre-integrated cameras, microphones, speakers, and AI models.

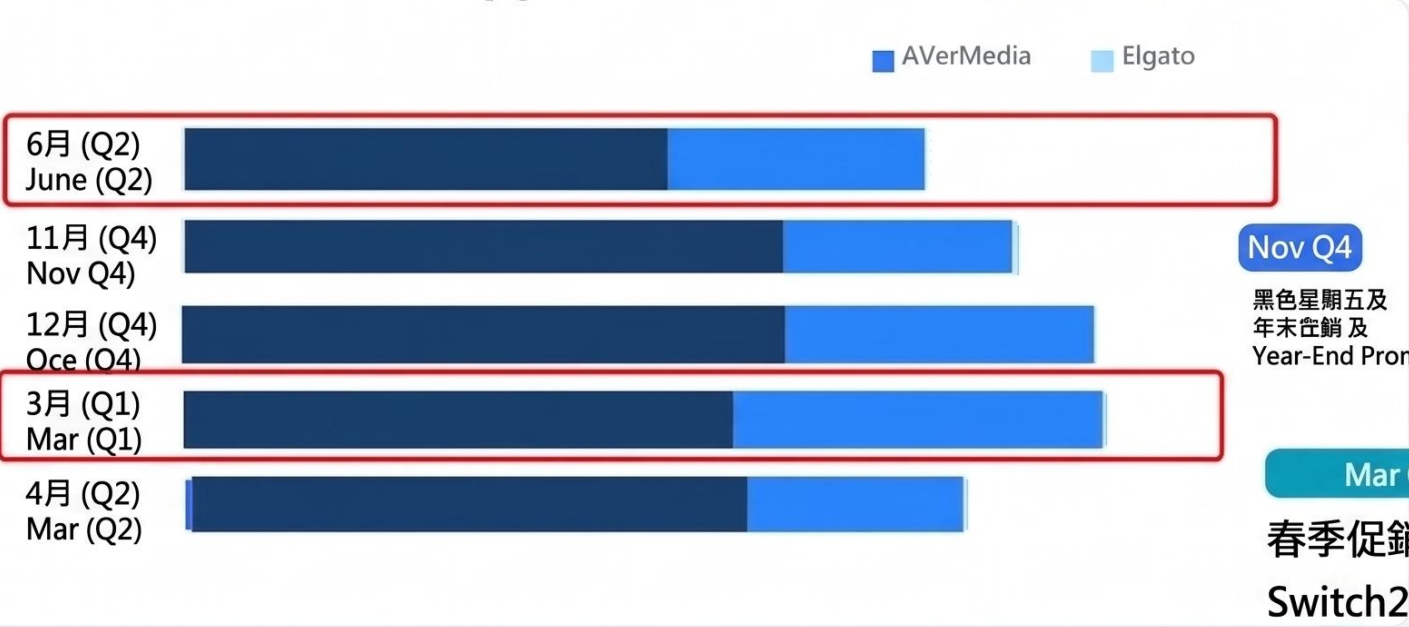


# 消費商業運用解決方案

Consumer & Enterprise Application Solutions

# 市場趨勢與機會：Switch 2 及創作者經濟持續擴張

## Market Trends & Opportunities: Switch 2 & Continuous Creator Economy Expansion



Switch 2 Launched  
核心爆點  
Core Launch Impact

6月份 Switch 2 正式上市後，圓剛在該月份展現顯著的市場佔有率提升，直接貢獻擷取盒銷售。

Following the official Switch 2 launch in June, AVerMedia demonstrated a significant market share increase in that month, directly contributing capture card sales.

Nov Q4

黑色星期五及  
年末促銷及  
Year-End Promo

Mar Q1

春季促銷 / Spring Sale (Spring Promotion)

Switch2 口袋妖怪 Pokopia & 朋友收集 Todo dachi Life

## 從遊戲直播到創作者經濟

### From Game Live Streaming to Creator Economy

#### 創作者經濟 | Creator Economy

消費業務不再侷限於單純的遊戲玩家，而是轉向涵蓋影片部落格 Vlogger、數位教師與專業內容產出者的更大市場。

Consumer business is no longer limited to pure gamers, but is shifting to a larger



影片部落格  
Vlogger



數位教師  
Digital Teacher



專業內容產出者  
Professional Content Producer

#### 多平台帶貨直播帶動多機位需求

Multi-platform Livestream E-commerce Drives Multi-camera Demand

隨著短影音與帶貨直播成為主流，市場對能處理多機位切換、高品質影音採集的专业設備需求激增。

As short-form video and e-commerce livestreaming become mainstream, the market demand for professional equipment that can handle multi-camera switching and high-quality A/V capture has surged.



# 圓剛創作專業直播生態成長策略

AVerMedia Creator Ecosystem Growth Strategy

從個人直播到專業多機位製作，建立完整直播工作路徑。

From individual live streaming to professional multi-camera production, establishing a complete live streaming workflow.

創作者成長階段 Creator Growth Stages:



**行動創作者**  
Mobile Creators  
手機直撥 Mobile Live Streaming  
短影音創作 Short-form Video Creation  
隨身直播 On-the-go Broadcasting

輕量化 Lightweight Design、  
快速直播 Fast Live Streaming、  
行動便利性 Mobile Convenience



**內容自營創作者**  
Independent Content Creators  
• DSLR / Mirrorless  
• Podcast  
• 單機直播 Single-Camera Live Streaming

更高畫質 Higher Video Quality  
專業收音 Professional Audio Capture  
簡化工作流 Simplified Workflow



**專業直播工作者**  
Professional Live Streamers  
教學直播 Educational Live Streaming  
直播帶貨 Live Commerce  
企業行銷直播 Corporate Marketing Live Streaming  
娛樂直播 Entertainment Live Streaming

色彩一致性 Color Consistency  
長時間直播穩定性 Long-Term Live Streaming Stability



**專業級製播中心者**  
Professional Broadcast Center  
多平台直播 Multi-Platform Streaming  
多機位導播 Multi-Camera Directing  
專業直播節目製作 Professional Production  
商業直播 Commercial Streaming

多平台輸出 Multi-Platform Output  
長時間穩定性 Long-Term Stability  
專業導播能力 Professional Directing Capability

圓剛不只提供單一直播產品，而是建立從入門創作者到專業製播的完整升級生態。

AVerMedia doesn't just sell individual streaming hardware; we build a comprehensive upgrade ecosystem spanning from beginner creators to professional production

# 產業運用邊緣運算解決方案

Edge Computing Solutions for Industrial Applications

## Industry Applications: Edge AI Solutions Competitive Analysis

圓剛 (AVerMedia) 為「影像擷取/周邊整合最佳夥伴」，在生態鏈中與這些整合商互補，而非正面競爭。

AVerMedia positions itself as the “preferred partner for video capture and peripheral integration,” complementing ecosystem integrators rather than competing directly with them.

而是要成為 Jetson 系統的**感知影音**前端整合服務供應商

Its goal is to become the standard video front-end supplier for the Jetson ecosystem.



北美 (Connect Tech、Diamond System 等)：  
模組化與相機整合領先。

North America (Connect Tech, Diamond Systems, etc.):  
Leading in modular design and camera integration.

歐洲 (Auvideo、Syslogic 等)：教育、  
工控、嵌入式系統專精。

Europe (Auvideo, Syslogic, etc.): Specialized in  
education, industrial control, and embedded  
systems.

工業電腦廠商等：工業  
電腦系統強勢。

Industrial PC Vendors: Strong  
in industrial computers and  
carrier boards.

# AI落地策略與技術服務

## AI Deployment Strategy & Technical Services

**1 POC 與底層 軟硬整合服務**

POC & Low-Level Hardware-Software Integration Services

**3 應用層開發套件整合化服務  
提供: 縮短客戶開發的時程**

Provides: Shorter Customer Development Cycles

**2 各品牌種類鏡頭等驅動整合,  
解決客戶影像處理痛點**

Multi-Brand Camera Driver Integration, Solves Customer Video Processing Pain Points

**4 落地部署: 提供遠端管理系統  
減少維修服務成本**

On-site Deployment: Provides Remote Management System, Reduces Maintenance Service Costs



# AVerMedia (圓剛科技) 感知賦能一站式解決方案 用於機器人技術

人型機器人



實體 AI  
服務代理商

辨識與分析  
(GMSL / USB 攝影機)



語音指令與  
語音輸出  
(NR 麥克風與揚聲器)



遠端維護  
(ERMI/OOB API)



AI  
推論核心

巡邏檢測

Vision

圖像與紅外線檢測  
(MIPI & USB 攝影機)

Acoustic

聲波異常檢測  
(NR 麥克風)

Mgmt.

遠端遙測鏈接  
(ERMI/OOB API)

無人機



AMR  
自主室內/室外導航



3D SLAM 導航  
(GMSL)



聲音警報與互動  
(NR 麥克風與揚聲器)



車隊管理：  
整合與 OTA 更新  
(ERMI/OOB API)



StereoLabs\*  
合作夥伴

自主移動機器人 (AMR)

# 獲得成績與經驗: Achievements & Experiences:

**智慧監控**  
Smart Surveillance

**歐美及中東**  
Europe, America, & Middle East

最佳化AI影像處理  
效率  
Optimize AI Image  
Processing Efficiency



**智慧零售**  
Smart Retail

**日本等亞洲**  
Japan & Other Asia

遠端控制  
無線設計認證  
Remote Control  
Wireless Design Certification



**智慧移動**  
Smart Mobility

**美國**  
United States

各接口鏡頭的整合  
Integration of Various  
Interface Lenses



**機器人**  
Robotics

**歐美、韓國**  
Europe, America, Korea

散熱及遠端控制等  
Heat Dissipation &  
Remote Control, etc.



# 打造下一階段成長引擎

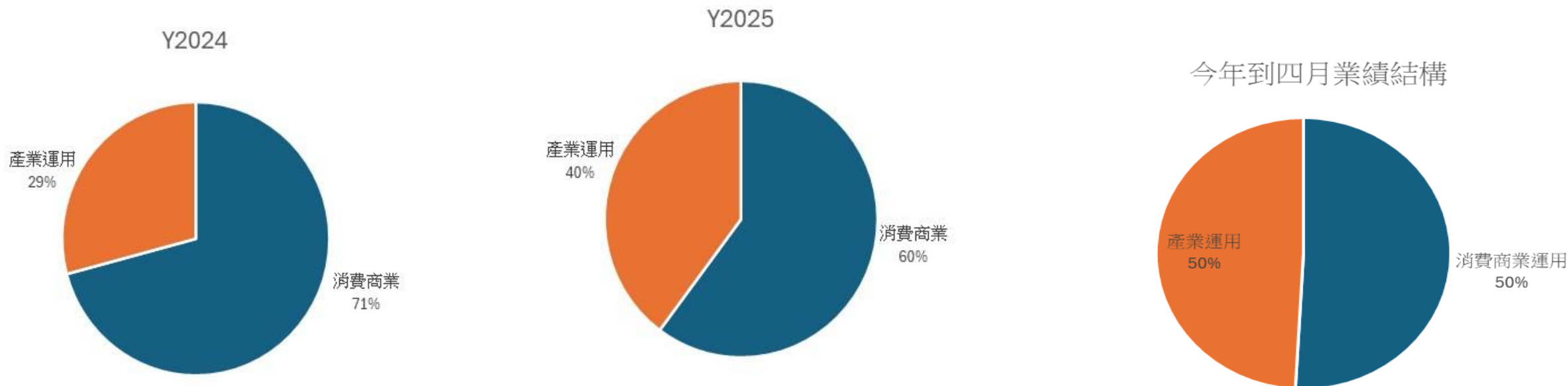
Building the Next Growth Engine

消費商業運用穩定獲利 × 產業運用 AI 高成長擴張

Stable Profits in Consumer-Commercial Applications × High-Growth AI  
Expansion in Industrial Applications

# 雙引擎事業轉型成效: Video + AI + Streaming Technology

Results of Dual-Engine Business Transformation:



## 消費運用為主的結構 Consumer-Centric Structure:

- 產品: 擷取盒、視訊鏡頭及麥克風等。
- **Products:** Capture cards, webcams, microphones, etc
- 特性 **Characteristics:**
  - ✓ 消費景氣循環 Consumer business cycles
  - ✓ 通路導向 Channel-driven
  - ✓ 市場價格競爭較高 Higher market price competition

單一消費電子公司，  
轉型為雙引擎成長架構。



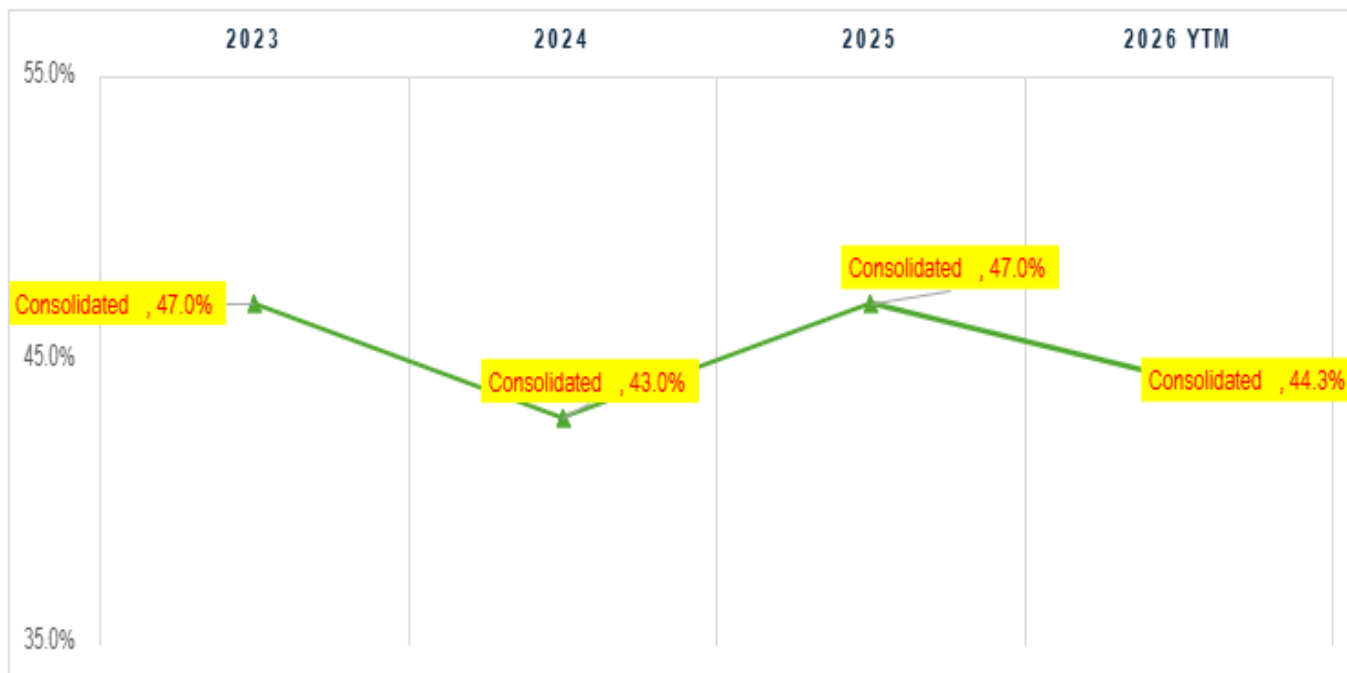
Transitioning from a standalone consumer electronics company to a dual-engine growth framework.

## 雙引擎成長結構 Dual-Engine Growth Structure:

- 消費商業運用 (穩定獲利及現金流):
- Consumer & Commercial Applications (Stable Profit & Cash Flow):
  - ✓ 品牌基礎 Brand foundation
  - ✓ 全球通路及線上電商銷售 Global channels and online e-commerce sales
- 產業運用 (高成長動能):
- Industrial Applications (High Growth Momentum)
  - ✓ 高平均單價 High Average Selling Price (ASP)
  - ✓ 長期成長性 Long-term growth potential
  - ✓ 專案型服務收入 Project-based service revenue

# 雙引擎成長下的獲利結構轉變：進入到AI系統平台投資期

Profit Structure Shift Under Dual-Engine Growth: Entering the AI System Platform Investment Phase



## ● 消費商頁運用：毛利持續穩定

Consumer & Commercial Applications: Sustained and Stable Gross Margin

- 品牌及通路穩定 / Stable Brand & Channels
- 產品價值、市佔率的穩定 / Stable Product Value & Market Share

## ● 產業運用：從載板生意轉至系統平台市場擴張階段

Industrial Applications: Transitioning from Board Business to System Platform Market Expansion

- 專案型收入占比提高 / Project-Based Revenue Share Increases
- 高運算力系統平台持續投入 / Continuous Investment in High-Computing System Platforms
- 解決方案整合增加 / Solution Integration Growth



目前改善方向 / Current Improvement Directions

- 產品系統平台標準化 / Product & System Platform Standardization
- 提升解決方案整合服務 / Enhance Solution Integration Services
- 專案規模化擴張 / Scale Up Project Expansion

短期毛利率成壓，但產業運用正處於市場擴張與系統平台建立階段。  
Gross margin faces short-term pressure, but industrial applications are in the stages of market expansion and system platform establishment.

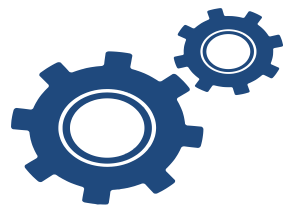


### 消費商業運用提供穩定基礎

Consumer & Commercial Applications Provide a Solid Foundation

創作者經濟與帶貨直播等帶動業務從遊戲擴展至專業創作直播市場。

The creator economy and live-stream shopping have driven business expansion from gaming into the professional content creation market.



### 系統平台化轉型能力持續建立

Continuous Building of System Platform

Transformation Capabilities

- 從硬體供應商提升為應用就緒的AI整合服務提供者。
- AI進入真實世界部屬階段，圓剛提供就緒的系統平台及後續遠程管理服務系統。
- Upgraded from a hardware supplier to an application-ready AI integration service provider.
- As AI enters the real-world deployment stage, AVerMedia provides turnkey system platforms and subsequent remote management service systems.



### 產業運用AI成為核心成長引擎

Industrial AI

Applications Become the Core Growth Engine

深耕Edge AI與Vision AI，建立機器人與無人機感知生態系。  
Deeply cultivating Edge AI and Vision AI to establish a perception ecosystem for robotics and drones.

結合30年影音技術與NVIDIA菁英合作夥伴優勢，  
致力於成為全球影音串流與AI領導品牌。

Leveraging 30 years of audio-video technology and our strengths as an NVIDIA Elite Partner, we strive to position ourselves as the premier global brand in video streaming and AI leadership.



消費商業運用：從個人直播到專業多機位製作，建立完整直播工作路徑。

#### Commercial & Consumer Applications:

From personal live streaming to professional multi-camera production, we establish a complete live streaming workflow.



產業運用：由過去軟硬體整合到各種鏡頭驅動整合解決客戶影像痛點之外，開始於機器人運用布局開發套件整合服務縮短客戶開發時程，且提供遠端監控解決方案減少落地維修成本等，來提升價值並擴大規模專案。

#### Industrial Applications:

Moving beyond hardware-software integration to multi-brand camera driver integration to solve video processing pain points, we have begun deploying development kit integration services for robotics to shorten customer development cycles. Additionally, we provide remote monitoring solutions to reduce on-site maintenance costs, thereby enhancing value and scaling up projects.



從事業組合及獲利結構改變，進入到雙引擎成長階段，持續努力擴大事業範圍及系統平台獲利結構。

#### Growth Stage:

Shifting from business mix and profitability structure optimization, we have entered a dual-engine growth phase, continuously striving to expand our business scope and system platform profitability structure.

The logo for AverMed, featuring the word "AverMed" in a bold, blue, sans-serif font. The letter "i" in "Med" has a red dot above it.

# AverMed

*Thank You!*

# Q&A