

AVTECH

2018

Conference

AVTECH Corp.

September 12, 2018

Chap Tien

Agenda

14:00~14:30 Registration

14:30~15:30 Presentation/Q&A

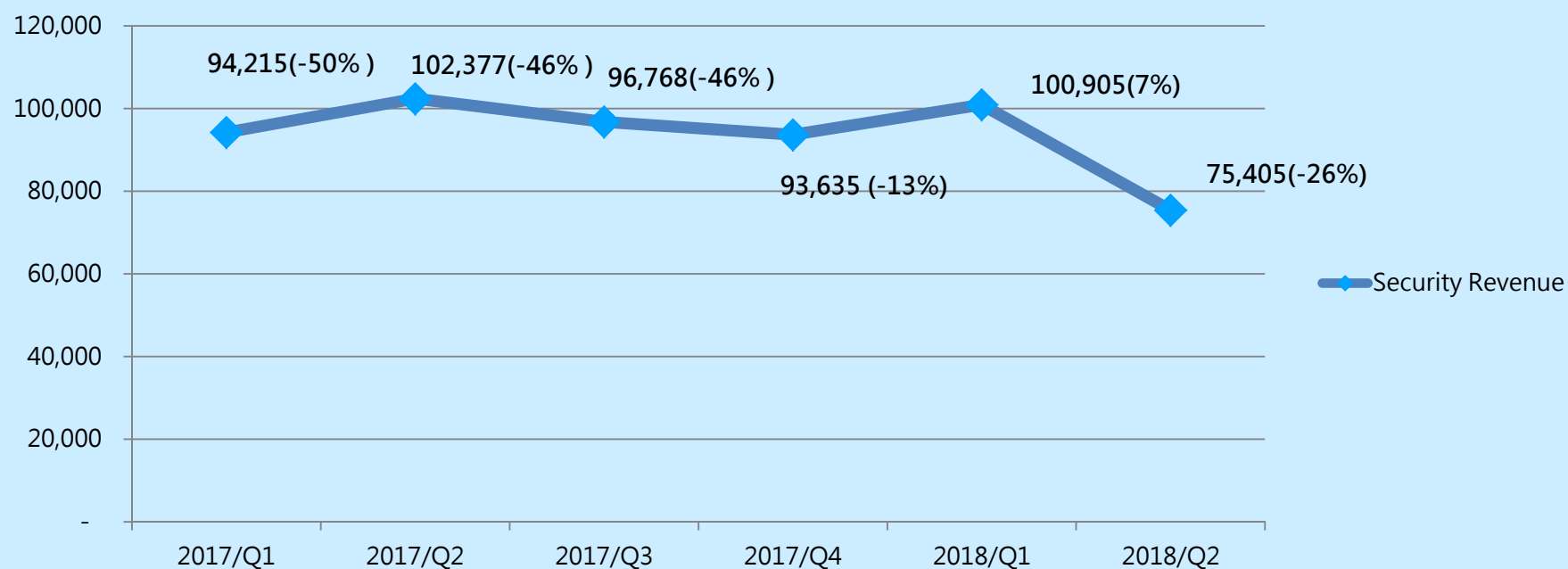
1. Financial Information
2. Products & Services
3. Prospects & Opportunities



Financial Information

Unit: Thousand NTD

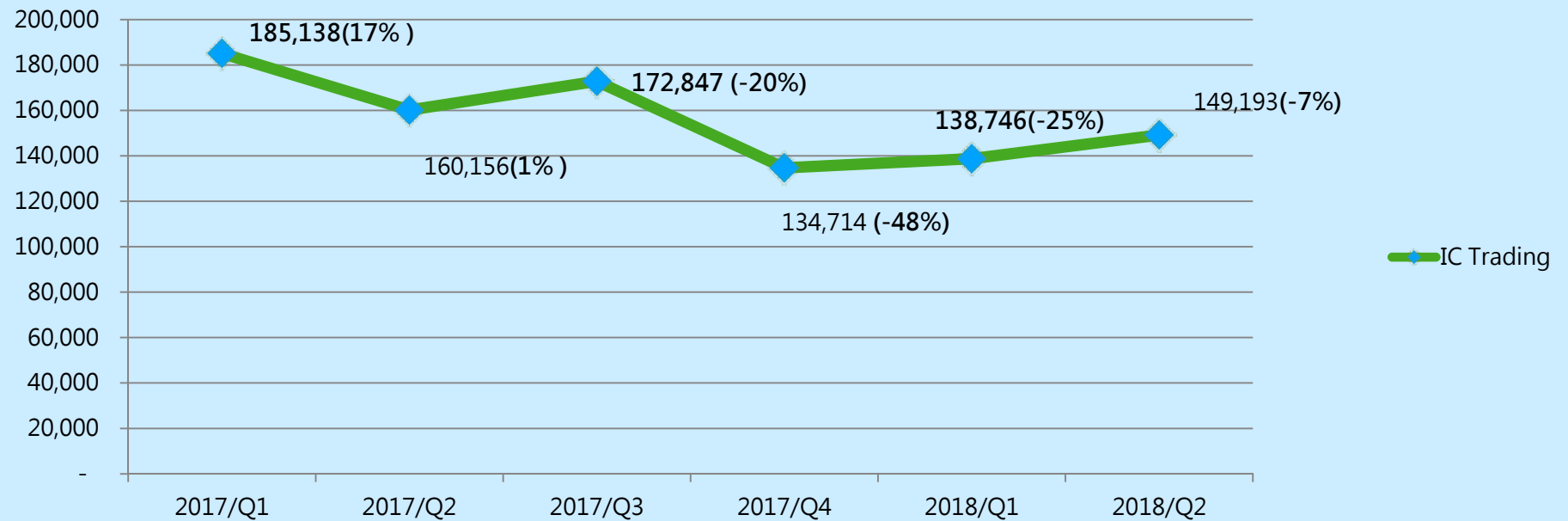
Security Surveillance Revenue



Item	2017/Q1	2017/Q2	2017/Q3	2017/Q4	2018/Q1	2018/Q2
Security Surveillance	94,215	102,377	96,768	93,635	100,905	75,405
YoY	-50%	-46%	-46%	-13%	7%	-26%

Unit: Thousand NTD

IC Trading Revenue



Item	2017/Q1	2017/Q2	2017/Q3	2017/Q4	2018/Q1	2018/Q2
IC Trading	185,138	160,156	172,847	134,714	138,746	149,193
YoY	17%	1%	-20%	-48%	-25%	-7%

Statement of Comprehensive Income

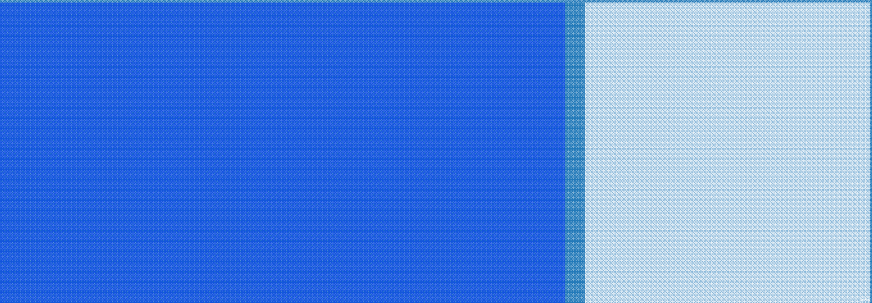
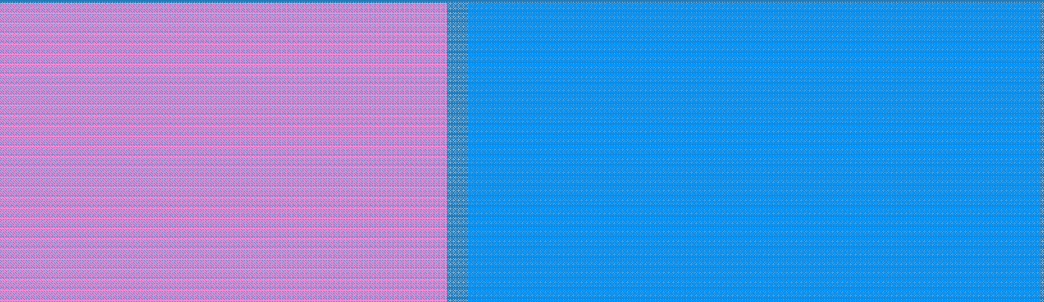
Unit: Thousand NTD

Item	2018/Q2	2018/Q1	2017/Q1	QoQ	YoY
Revenue	224,151	237,449	261,949	-6%	-14%
Gross Profit	38,122	39,998	44,614	-5%	-15%
Gross Margin	17%	17%	17%	0%	0%
Operating Expense	66,373	38,587	47,289	72%	40%
Operating Profit	-28,251	1,411	-2,675	-	-
Net Profit (-Loss)	-4,028	-4,681	1,892	-14%	-
EPS (-Loss)(Dollar)	-0.05	-0.06	0.02	-17%	-

Balance Sheet & Key Index

Unit: Thousand NTD, Except Key Index

Item	2018/Q2		2018/Q1		2017/Q2	
	AMT	%	AMT	%	AMT	%
Cash & Securities	1,360,177	52%	1,352,711	52%	1,648,383	58%
Accounts receivable	179,112	7%	172,286	6%	181,888	6%
Inventories	212,338	8%	232,382	9%	199,531	7%
Building&Land&Equipment	775,623	30%	777,081	30%	783,315	27%
Total Assets	2,617,507	100%	2,640,553	100%	2,872,015	100%
Total Shareholders' Equity	2,352,372	90%	2,397,301	91%	2,619,063	91%
Key Index						
AR Turnover Days	70		66		60	
Inventory Turnover Days	100		105		82	
Current Ratio(x)	8.5		9.7		10.14	
Equity Per Share(Dollar)	29.4		29.9		32.7	



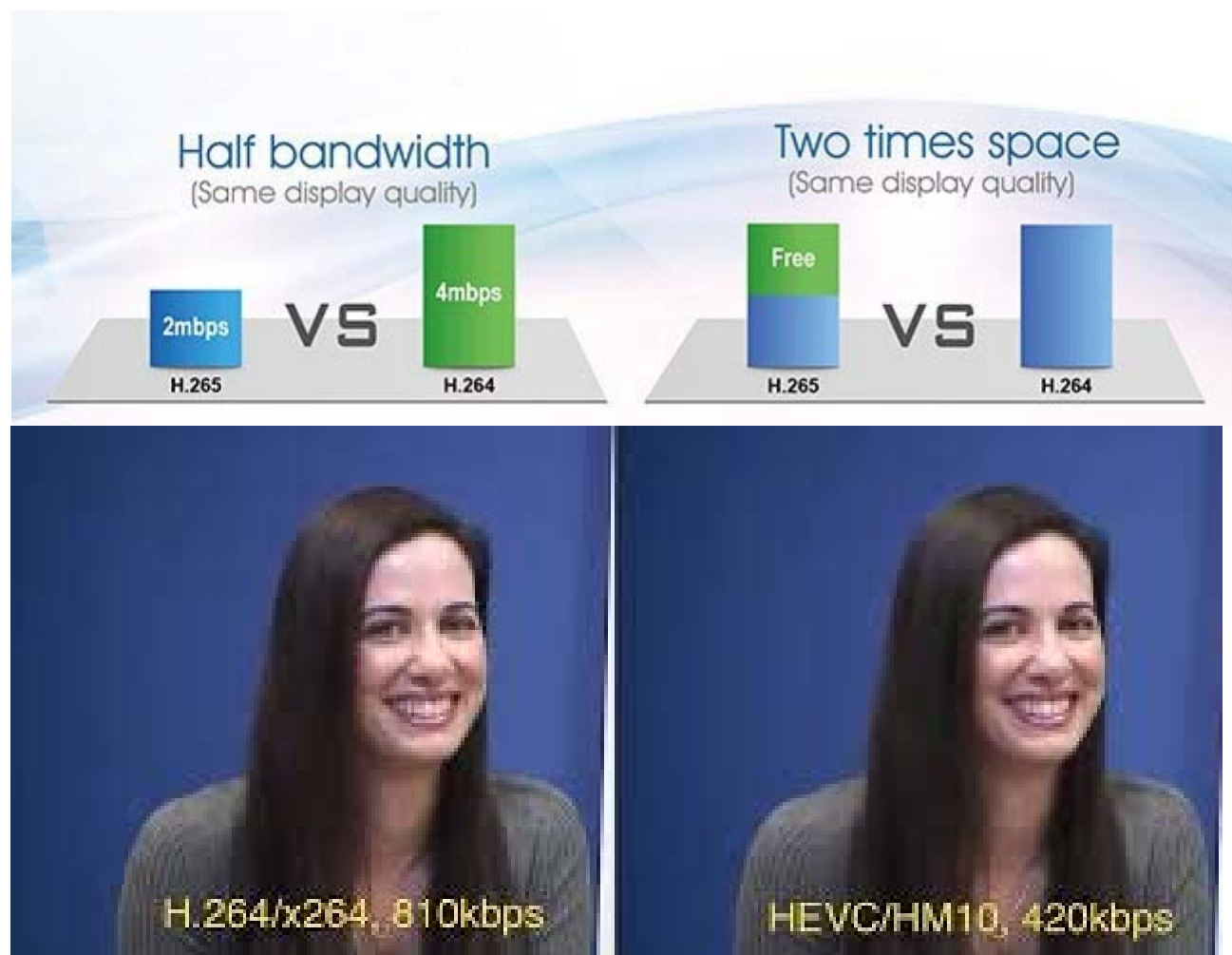
Products & Services

Current Strength

1. H.265 compression Age
2. 5MP Super Fine Image Quality
3. 5-in-1 Image Output
4. Wireless Solution
5. AI is coming

H.265 Compression Age

Saving bandwidth & HDD consumption



BBC實測：H.265比H.264節省50%的碼率

H.265 Compression Age

Saving bandwidth & HDD consumption



AVTECH **EZUM** featured Cameras

On-site focus adjustment v.s. Remote focus adjustment



5MP Super Fine Image

5 MEGAPIXELS IP CAMERAS

For Image Quality and higher specification

Fixed lens PoE H265
COMPRESSION
DGM5406 DOME



EZUM Series PoE H265
COMPRESSION
AVM5447 DOME



Fixed lens PoE H265
COMPRESSION
DGM5606 BULLET



EZUM Series PoE H265
COMPRESSION
AVM5547 BULLET



5MP Super Fine Image

For Image Quality and higher specification

5 MEGAPIXELS NVR

36ch **H265**
COMPRESSION

AVH8536 NVR



16ch

H265
COMPRESSION

AVH8516 NVR



16ch

H265
COMPRESSION

AVH517 NVR



Onvif

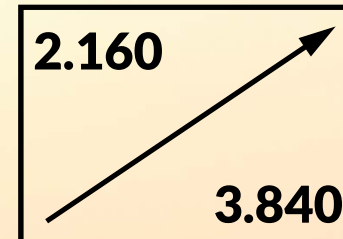
SPOT MONITOR

 **PUSH**
VIDEO

IVS

ULTRA HD 4K 2K

4K2K HDMI VIDEO OUTPUT



Our recorders support video output from HDMI port at 4K2K resolution.



REALTIME 5 IN 1 DVR

5-in-1 Image Output

Future Upgrade Potential



32ch

AVZ8132 DVR **H264**



2MP Real time

16ch

AVZ416 DVR **H264**



2MP Real time

8ch

AVZ408 DVR **H264**



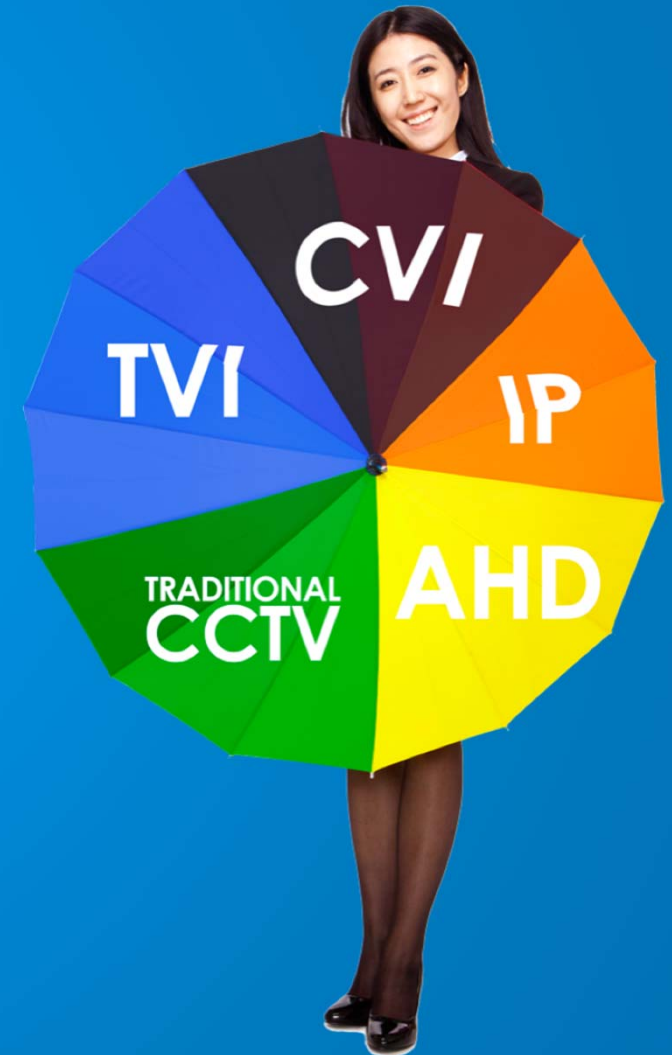
2MP Real time

4ch

AVZ404 DVR **H264**



2MP Real time



H.265 ANALOG HD DVR

5-in-1 Image Output

Future Upgrade Potential



New Generation Analog Series

Hybrid recorders with H265 compression to record more videos with better quality



SPOT MONITOR



H.265



16ch



8ch



4ch

WiFi TECHNOLOGY

Wireless Solution

Installation Revolution



H265 2MP Wi-Fi SERIES



Wi-Fi IP series

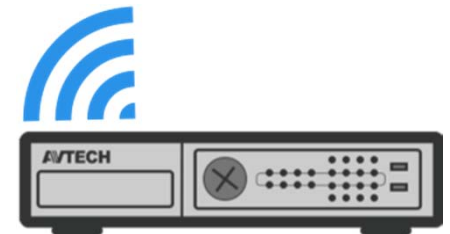
For easier installation



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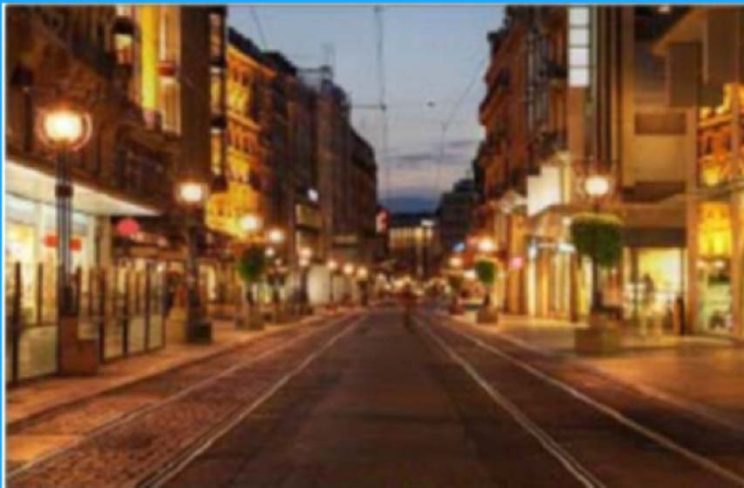
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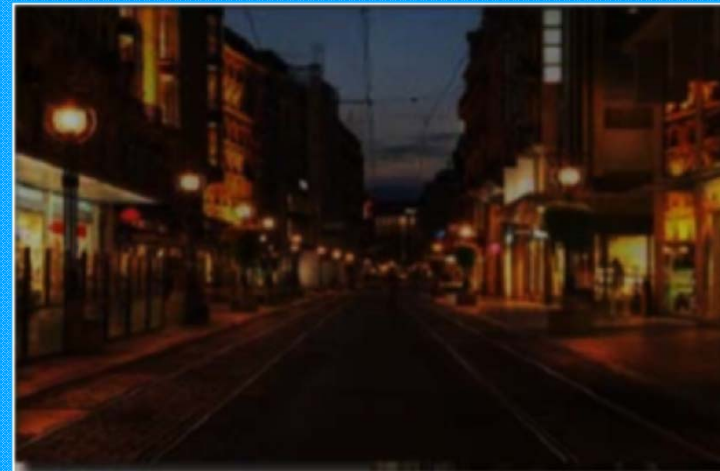
Enhanced True Color

Wireless & Visibility Solution

Installation Revolution



BSI sensor (2.5 um pixel)



Traditional sensor (2.5um pixel)

SCENARIO — PERSONALIZED YOUR OWN APPLICATIONS

AI Era Arrived

Personalized Experience

if → then → in what time

EDIT	NAME	Trigger	ACTION	TIMER	STATUS
	Motion Record	4/CH5/CH6/CH7/CH8/CH9/CH10/CH11/CH12	Start Record By Event Channel		☐ OFF
	Alarm Record	1/CH5/CH6/CH7/CH8/CH9/CH10/CH11/CH12	Start Record By Event Channel		☐ OFF
	Guard Record	Guard	Start Record All Channel		☐ OFF
	Motion & PIR In Guard Mode Trigger Push Video	Guard,Motion(CH1),PIR(CH1)...	Push Video Playback Video		☐ OFF
	Motion & Alarm In Guard Mode Trigger Push Video	Guard,Motion(CH1),Alarm(CH1)...	Push Video Playback Video		☐ OFF
	Manual Record		Start Record All Channel	Everyday	☒ ON ☐ OFF
	Healthy Push Status	an Unplugged,Wan Plugin,Internet Connecte	Push Status	Everyday	☐ OFF
	Motion&Alarm Event Status Pop Up	113/CH14/CH15/CH16),Alarm(CH1/CH2/CH3.	Live Monitor Pop Up Event		☐ OFF
	Guard ON Enable Motion Detection	Guard			☐ OFF
	Guard ON Enable PIR Detection	Guard			☐ OFF
	Guard OFF Disable Motion Detection	Guard			☐ OFF
	Guard OFF Disable PIR Detection	Guard			☐ OFF
	Motion&Alarm Event Monitor Pop Up	113/CH14/CH15/CH16),Alarm(CH1/CH2/CH3.	Event Monitor Pop Up Video		☐ OFF
	aaaaa	Motion(CH1)	Record		☒ ON ☐ OFF

IOT SCENARIO – CASE 1: WATER LEAK

AI Era Arrived

Personalized Experience



A water sensor detects water leak and trigger an alarm to the NVR.



The NVR activates the siren connected to the alarm out pin of one camera



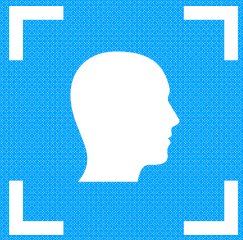
The NVR sends a notification with video about the event.



The NVR activates a device installed on the door and open it.



AI SERIES FACE DETECTION & RECOGNITION

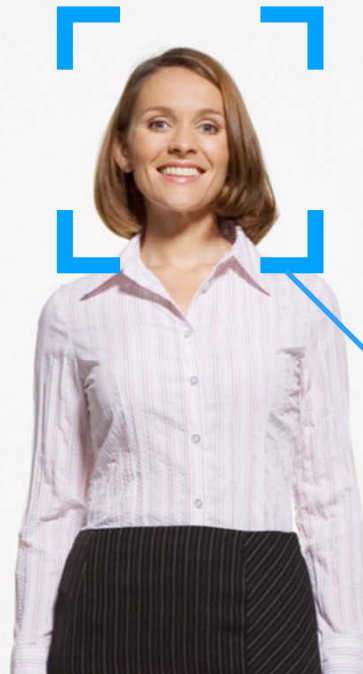


Face recognition cameras & NVR

Camera can detect human faces and it recognize the the people authorized in the system. The NVR has also a bigger database to store face infos.



AUTHORIZED



AUTHORIZED



FAILED

SOFTWARE CMS



CMS Lite

CMS Plus

CMS Pro

			
Live channels	32	64	96
Multi monitors	1	4	8
Smart search	No	Yes	Yes
Recording	Yes 32ch	Yes 32ch	Yes 32ch
Event pop-up	No	Yes	Yes
Playback	1 device	1 device	9ch
3rd part add on	No	No	Optional
Required system	Windows 7/8.1/10 CPU J1900 or above RAM 4GB min	Windows 7/8.1/10 Intel i7 or above RAM 8GB min	Windows 7/8.1/10 Intel i7 or above RAM 16GB min

Live channels

Multi monitors

Smart search

Recording

Event pop-up

Playback

3rd part add on

Required system

32

64

96

1

4

8

No

Yes

Yes

Yes 32ch

Yes 32ch

Yes 32ch

No

Yes

Yes

1 device

1 device

9ch

No

No

Optional

Windows 7/8.1/10
CPU J1900 or above
RAM 4GB min

Windows 7/8.1/10
Intel i7 or above
RAM 8GB min

Windows 7/8.1/10
Intel i7 or above
RAM 16GB min



Prospects & Opportunities

Business – Core Value

1. Video Surveillance is the core in AVTECH' s business spectrum.
2. In process of reshuffling the strategy, market, and products of AVTECH video surveillance business.
2. Maintain a high efficiency organization that apt to accommodate any business challenges ◦

Business – Opportunities

1. Develop various applications based on the video surveillance core technology.
2. Personalize the applications.
3. Cooperate with cross industries.
4. Embrace new wave of marketing.



Thank You

Cooperation = Pay + Pay off