

The AVTECH logo is displayed in a bold, sans-serif font. The 'A' is stylized with three vertical bars to its left. The text is white with a subtle blue gradient, set against a dark blue circular background.

**AVTECH**

**2019 Conference**

**AVTECH Corp.**

September 19, 2019

Lydia Lin



# Agenda

15:30 ~ 16:00 Registration

16:00 ~ 17:00 Presentation / Q&A



- 1. Financial Information**
- 2. Prospects & Opportunities**
- 3. Conclusion**



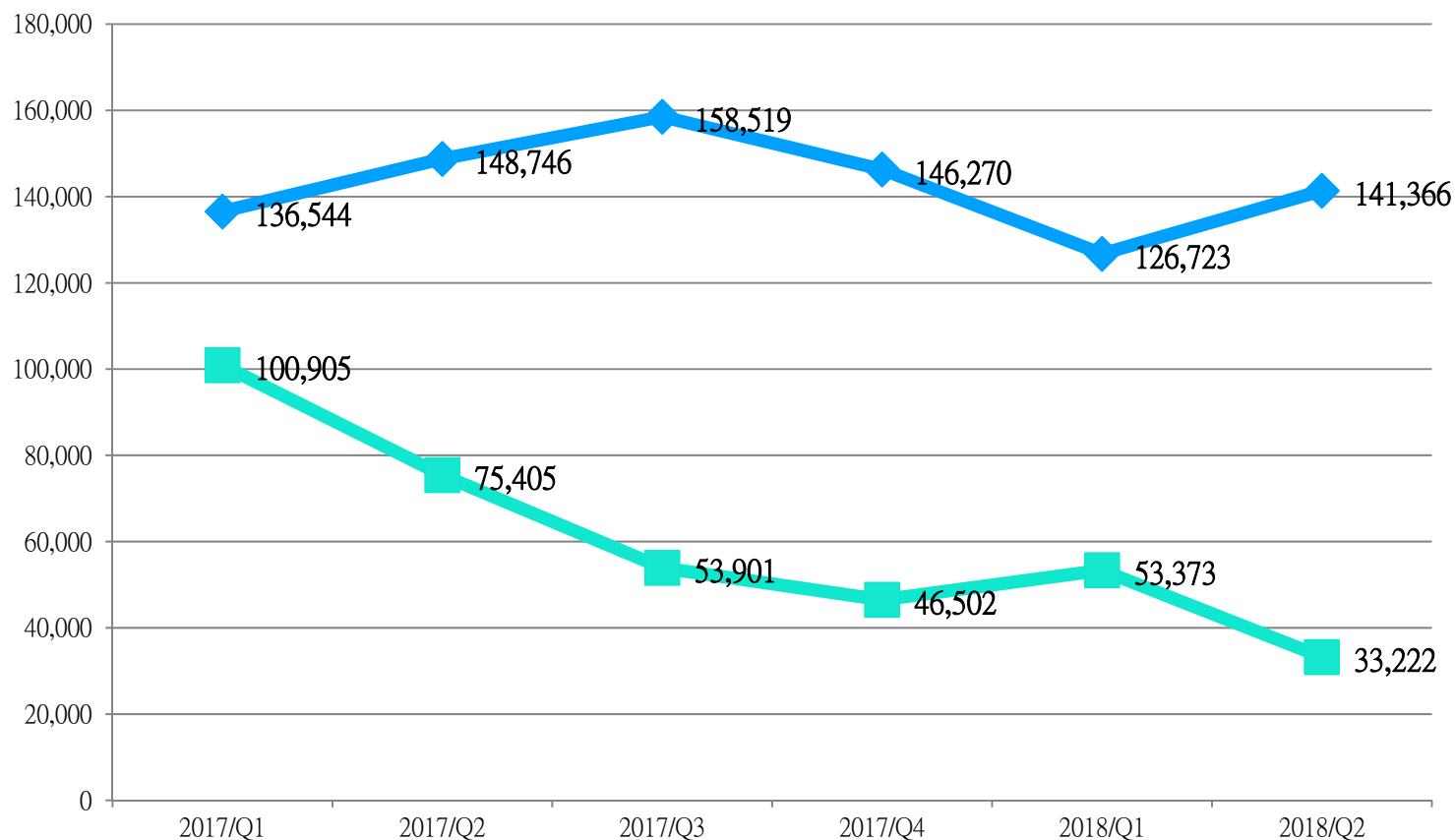


# Financial Information



## Quarterly Revenue By BU

Unit: Thousand NTD



## Statement of Comprehensive Income

Unit: Thousand NTD

Item	2019 1H	2018 1H	YoY
Revenue	354,684	461,600	-23%
Gross Profit	41,189	78,120	-47%
Gross Margin	11%	17%	-6%
Operating Expense	110,821	104,960	6%
Operating Loss	-69,632	-26,840	159%
Net Loss	-61,214	-8,709	603%
EPS(-Loss) (NTD)	-0.77	-0.11	600%

## Balance Sheet & Key Index

Unit: Thousand NTD, Except Key Index

	2019/6/30		2018/12/31		2018/6/30	
ITEM	AMT	%	AMT	%	AMT	%
<b>Master Asset</b>						
Cash	919,537	37%	895,178	35%	937,316	52%
Building Land and Equipment	768,937	31%	772,145	31%	775,623	30%
AR	169,507	7%	180,427	7%	179,112	7%
Inventory	156,005	6%	183,418	7%	212,338	8%
<b>Net Asset</b>	2,243,197	90%	2,344,321	92%	2,352,372	90%
<b>Key Index</b>						
AR turnover days	86		75		70	
Inventory turnover days	90		91		100	
Current ratio	8.4		11.2		8.5	
Equity per share (NTD)	28.0		29.3		29.4	

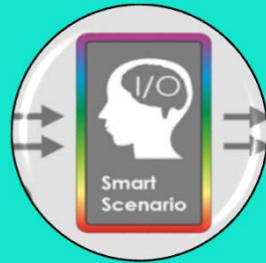




# Prospects & Opportunities



# Business Strategy



AI-oriented  
Product Innovation



Scale-out of  
Cross-industry  
Cooperation

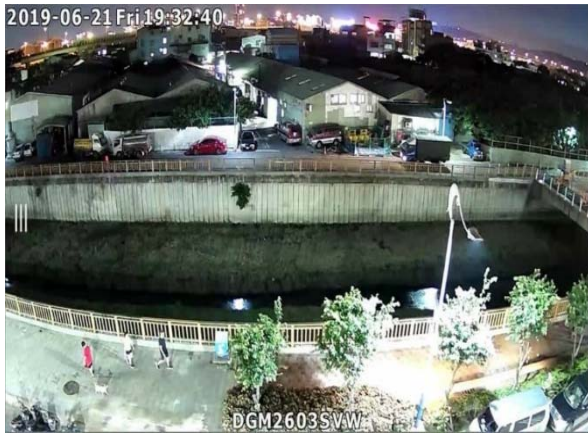


# AI-oriented Product Innovation – Smart Security

## ■ Ultra starlight camera series

- Great visibility in dark

Ultra  
starlight  
camera



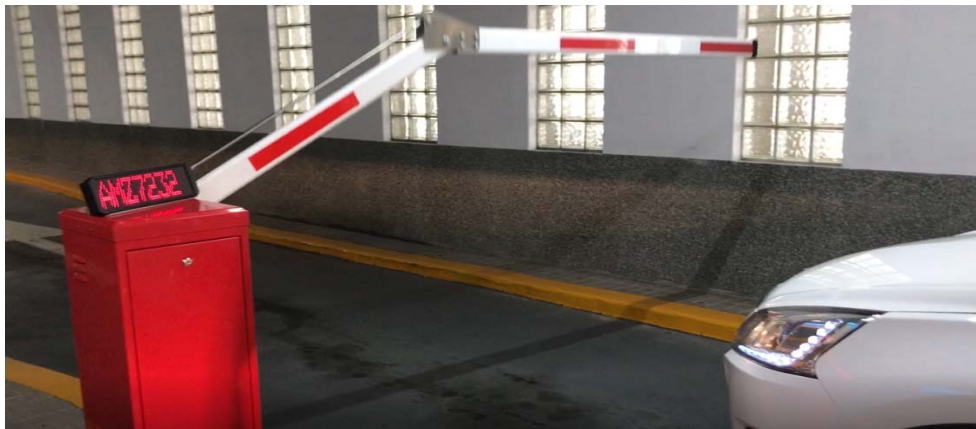
Normal  
camera





# AI-oriented Product Innovation – Smart Security

- **Camera with license plate recognition (LPR)**
  - Learning capability to improve accuracy of plate recognition





# AI-oriented Product Innovation – Smart Security

## ■ Camera with face recognition

- Standalone edge computing; distributed infrastructure to optimize system performance

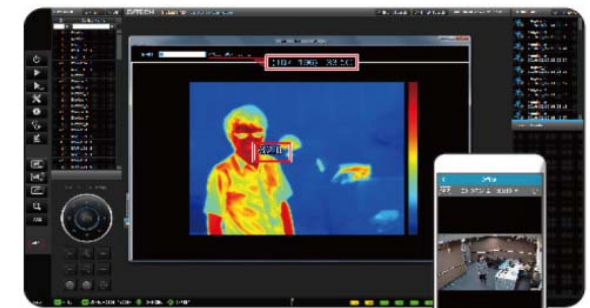
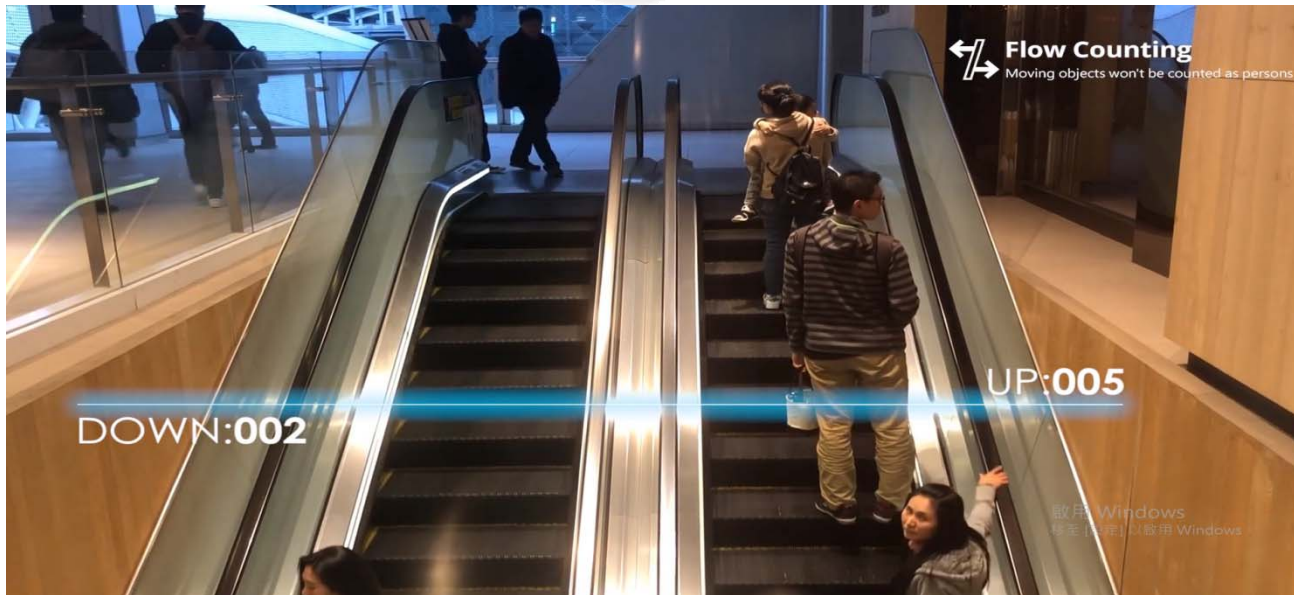




# AI-oriented Product Innovation – Smart Security

## ■ Camera with flow counting

- Integrated with thermal detection to count only human beings and ignore other moving objects

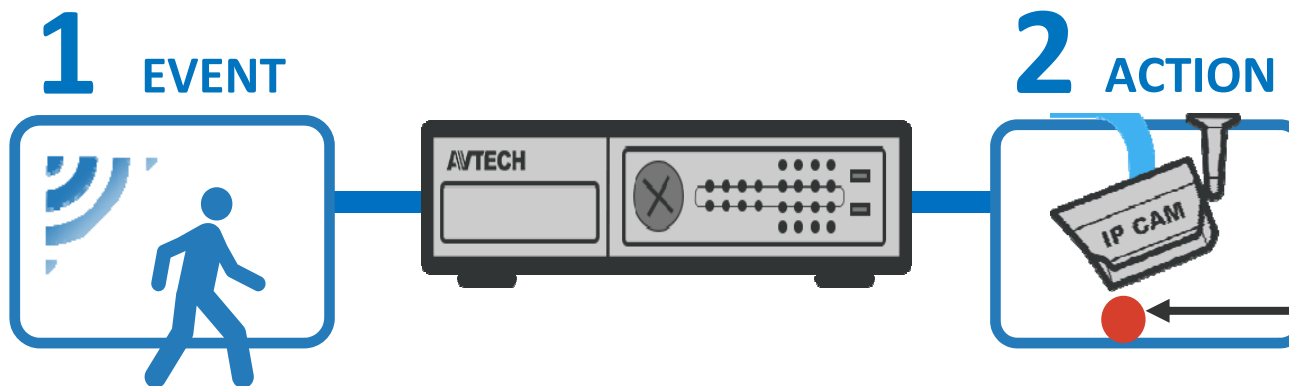
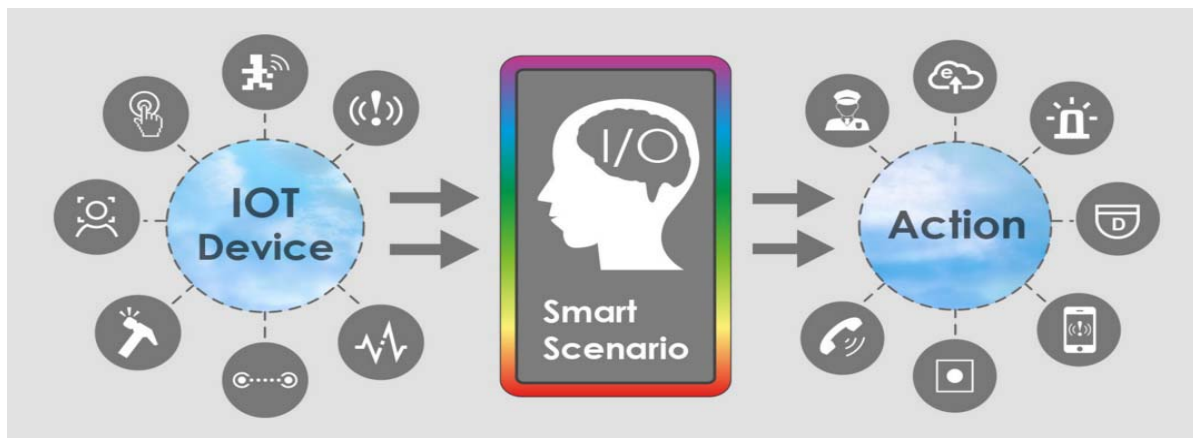




# AI-oriented Product Innovation – Smart Security

## ■ IoT recorder series

- Scenario customized to integrate AVTECH recorder with connected IO devices and use them flexibly with different actions



CAMERA		
CONNECTION		
DEVICE		
IMAGE		
DETECTION		
RECORD		
VIDEO SOURCE		
SCENARIO		
SCENARIO		
IVS		
IVS		
EXPORT		
SCHEDULE		
REGULAR REPORT		
STORAGE		
STORAGE		
ACCOUNT		
USER LIST		
GROUP		
NETWORK		

EDIT	NAME	TRIGGER
	MOTION RECORD	MOTION(CH1/CH2)
	ALARM RECORD	ALARM(CH1/CH2)
	GUARD RECORD	GUARD
	PUSH VIDEO TRIGGERED ...	GUARD,MOTION
	PUSH VIDEO TRIGGERED ...	GUARD,MOTION
	MANUAL RECORD	
	SEND PUSH STATUS FOR ...	LOGIN LOCKED,S
	POP-UP ON LIVE MONITOR...	MOTION(CH1/CH2)
	MOTION DETECTION ON W...	GUARD
	INTERNAL ALARM (PIR) DE...	GUARD
	MOTION DETECTION OFF ...	GUARD
	INTERNAL ALARM (PIR) DE...	GUARD
	PLAYBACK ON EVENT MO...	MOTION(CH1/CH2)



# AI-oriented Product Innovation – Smart Security

- **eHome security – Wi-Fi NVR & IP camera**
  - Private cloud solution with min. cloud device and max. cloud privacy



# Scale-out of Cross-industry Cooperation



Scan to see more  
Industry Solutions



Cyber Defender



Education



Banks



Casinos



Hotels



Apartment Buildings / Complexes



Museums



Shopping Malls



WiFi Surveillance for Small Business



Private Security



Manufacturing Plants



Hospital & Health Institutions



Chain Store



Cloud Storage



Construction Sites



Agriculture

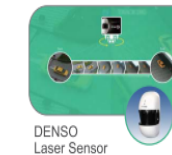


Fitness Centers & Gyms

## CMS & Third-party System Integration



## Hardware / Software Integration



DENSO  
Laser Sensor



IVS - AVLYTICS



License Plate Recognition

## Software Customization



IoT

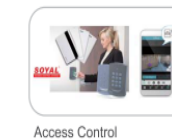


POS System



Modbus Integration

## Applications



Access Control



Thermal  
Detection



Face  
Recognition





# Conclusion



## Conclusion

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1. Product innovation with IoT, big data, AI and edge computing to expand possibility and diversity of video security
2. Expansion of marketing communications to areas other than traditional security channels
3. Scale-out development in different industries and companies to adapt to rapidly changing industries



**Thank You**