



2020 Conference

AVTECH Corp.

November 19, 2020

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AVTECH

Agenda

15:30 ~ 16:00 Registration

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

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

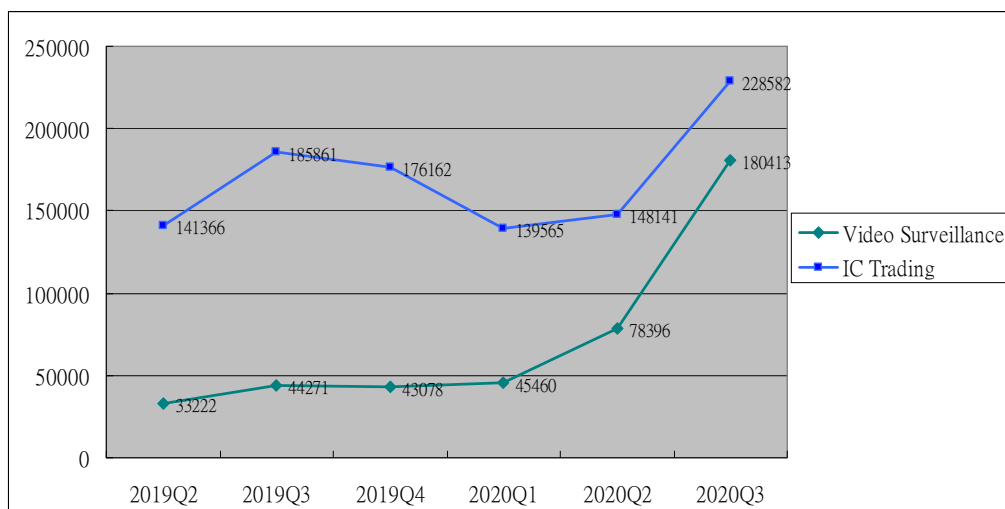
AVTECH

Financial Information



Quarterly Revenue By BU

Unit: Thousand NTD



Statement of Comprehensive Income

Unit: Thousand NTD

Item	2020Q1		2020Q2		2020Q3	
		YoY		YoY		YoY
Revenue	185,025	3%	226,537	30%	408,995	78%
Gross Profit	29,119	22%	27,848	60%	58,462	148%
Gross Margin	16%	3%	12%	2%	14%	4%
Operating Expense	38,768	-11%	36,206	-46%	42,103	11%
Operating income(Loss)	(9,649)	Loss decrease by 51%	(8,358)	Loss decrease by 83%	16,359	Loss to profit
Net profit (loss)	(6,778)	Loss decrease by 58%	(10,074)	Loss decrease by 75%	13,364	Loss to profit
EPS (NTD)	(0.10)	Loss decrease by 52%	(0.14)	Loss decrease by 75%	0.13	Loss to profit

Prospects & Opportunities



Current Product line and Business Strategy:



Cooperation
strategy
No China policy



Product strategy
and collaborative
development



Intelligent
technology
deepening and
Innovative
Application



Cooperation strategy-No China policy

- US-China trade war 、 NDAA 、 Entity List 、 Resistance to Technological Innovations

100% Taiwan-Originated Brand

Expert of OEM / ODM for hardware, software and app in CCTV industry

20 Years M.I.T.

Taiwan
台灣晶片
Inside



■ No China policy -Full product line

- **DVR/NVR-chips** are made in Taiwan



4CH



8CH



16CH

- **Camera-** all of these aren't made in China



2 Mega



5 Mega





Product strategy and collaborative development

- Branding
- OEM/ODM
- PCBA
- SDK



Our own Factory



Opening 、 collaboration 、 division of work



■ collaborative development - All-round expansion

- Branding



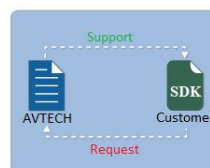
- OEM/ODM



- PCBA



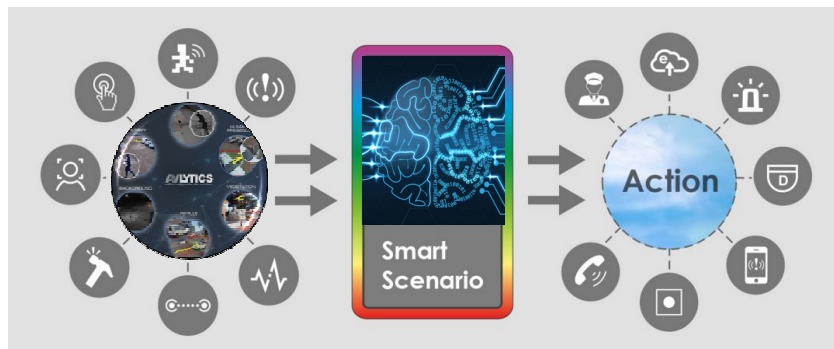
- SDK





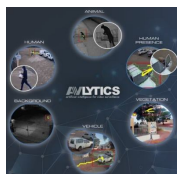
Intelligent technology deepening - Innovative Application

- Artificial Intelligence 、 Deep learning
- Disaster Prevention-thermal imaging camera

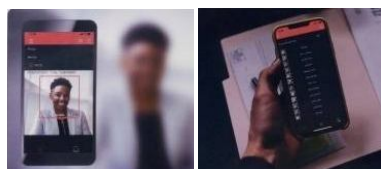


AI-oriented Product Innovation deepening

- Edge AI



- Smart Notice 、 Smart Search



- Smart Thermal Imaging IP Camera



- Temperature Detection



Conclusion



■ 結論

1. We attribute the Loss to profit to the increasing of revenue in 2020Q3 and controlling expenses.
2. Cross-industry cooperation promotes the Taiwanese products marketing and mass production.
3. Deepen the AI technology application in DVR.