AVTECH

2021 Conference

AVTECH Crop.

13, Dec. 2021

Presenter:
Lydia
Accounting
Manager

AVTECH
Innovation for Video

Agenda

14:00~14:30 Registration

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

Table of Content

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Section 2 Prospects & Opportunities

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Financial Information

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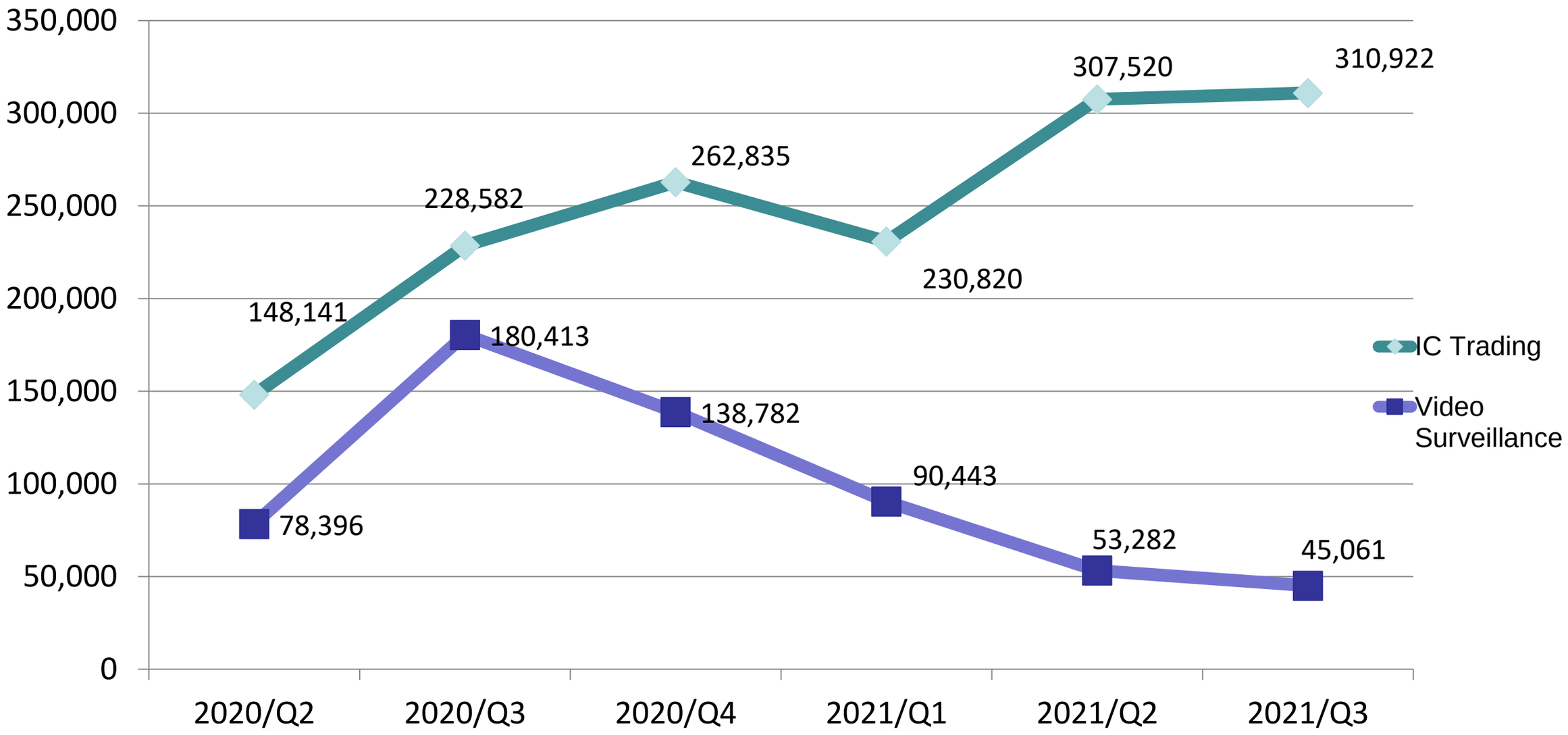
Quarterly Revenue by Department

Unit : Thousnd Dollars



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Comprehensive Income

項目	2021Q1		2021Q2		2021Q3	
	AMT	YoY	AMT	YoY	AMT	YoY
Sales	321,263	73%	360,802	57%	355,983	-13%
Grpss Margin	52,236	79%	56,162	102%	56,304	-3%
Margin(%)	16%	-	15%	3%	16%	2%
Expense	49,638	28%	37,142	3%	44,146	5%
Operating Income	2,598	Loss to Profit	19,020	Loss to Profit	12,158	-26%
Net Income	4,435	Loss to Profit	3,711	Loss to Profit	15,663	45%
EPS	0.06	Loss to Profit	0.04	Loss to Profit	0.2	54%

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Prospects & Opportunities

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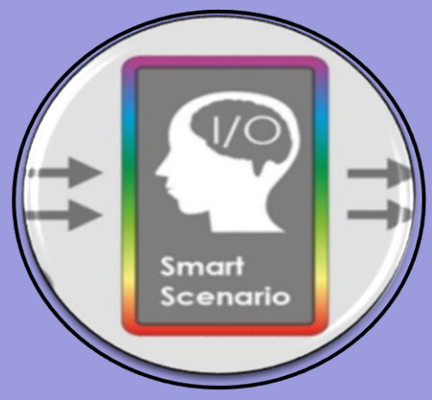
Current Product Line & Strategy:

Semiconductor

Take advantage of the trends.

Video Surveillance

Customize products in variety industries.



Expand to IOT

Video Surveillance

- Collaboration: From the development partnership to business client.
  - Partner with research & development ability in the same business. -> PCBA/SDK client
  - Partner with marketing ability in the same business. -> OEM/ODM client
  - Partner with research & development ability in the cross-industry. -> SDK client
  - Partner with marketing ability in the cross-industry. -> Branding client

Central Factory

開放、合作、分工

■ Collaboration- Techniques support to build up value clients.

➢ Module

➢ OEM/ODM

➢ SDK

➢ Branding

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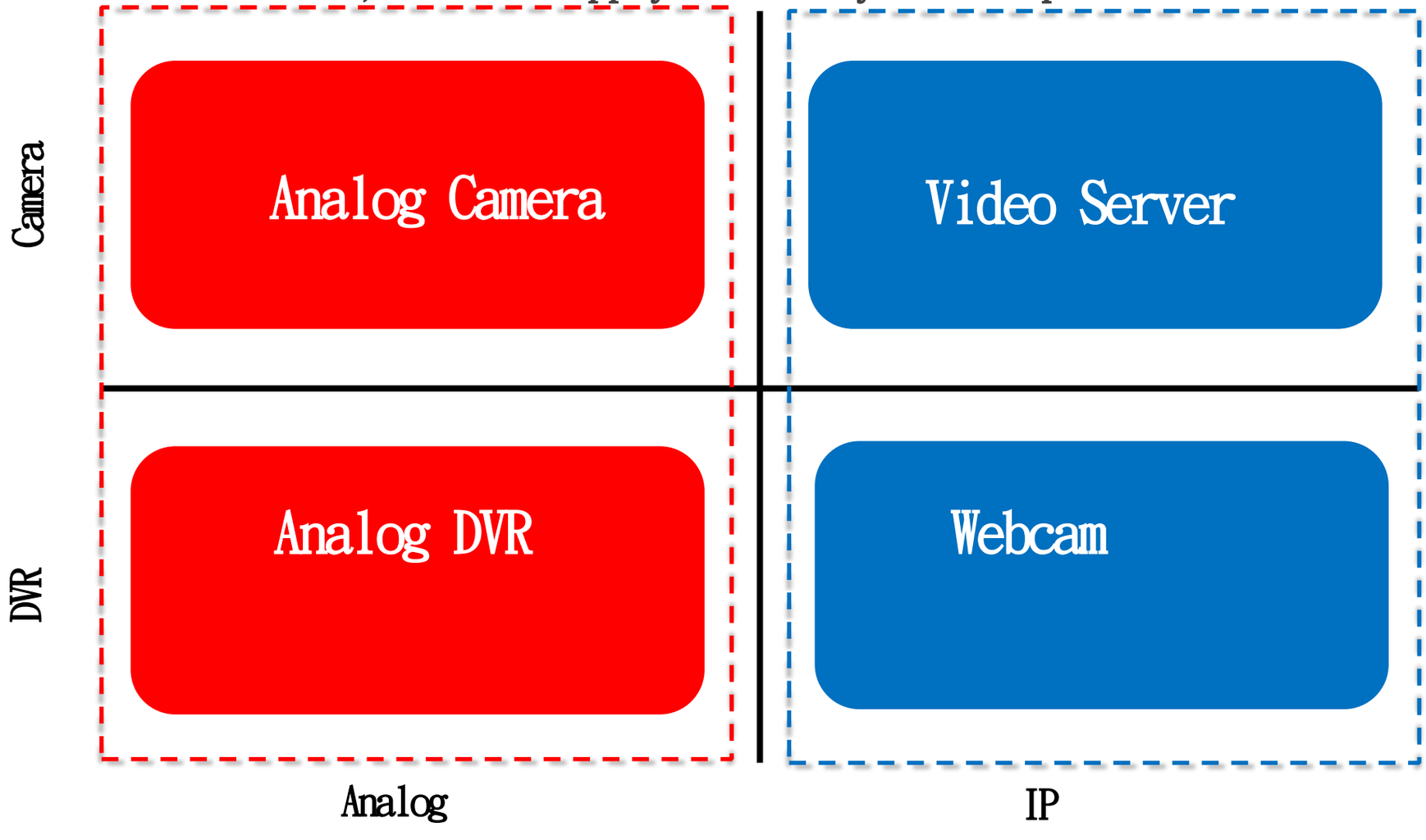
- No China Policy: From focusing on policy selection to deep plowing.
  - Growth in Demand: NDAA Restriction (Government) → FCC Prohibition (Non-Government); Techniques resistance → Contest for microchip and origin.
  - Decrease in supply: COVID Pandemic → Lack of workforce, materials and cabinet; → Scramble for materials, delivery date and cost.

■ No China Policy- Deep Plowing

- To enlarge the appliance of microchip: Construct the products line in a single policy to meet demands to the industries.
- The minimum supply risk and cost: Gather microchips to prevent price increase and out of stock, ensure supply stability and competitive.



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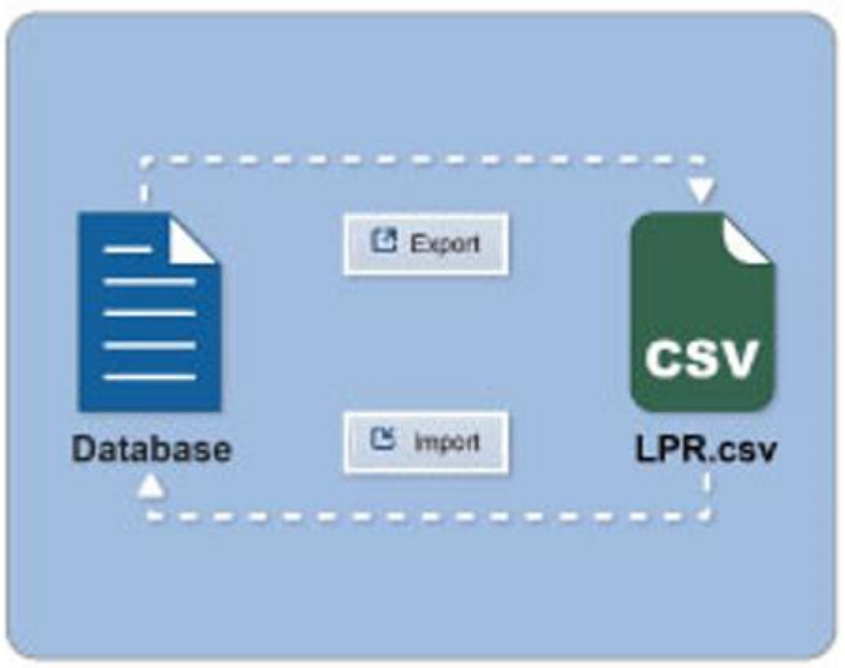
- Expansion: From the traditional surveillance to traffic monitor.
  - The image processing which bases on AVTECH techniques, provides high quality vehicle identification platform.
  - The record processing which bases on AVTECH techniques, provides friendly integration platform for parking system.



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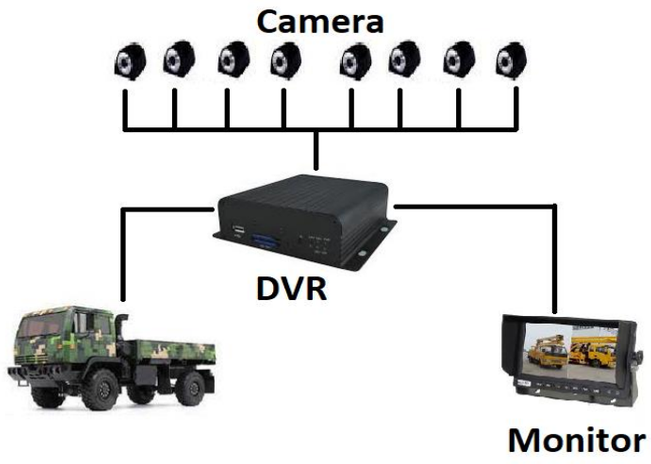
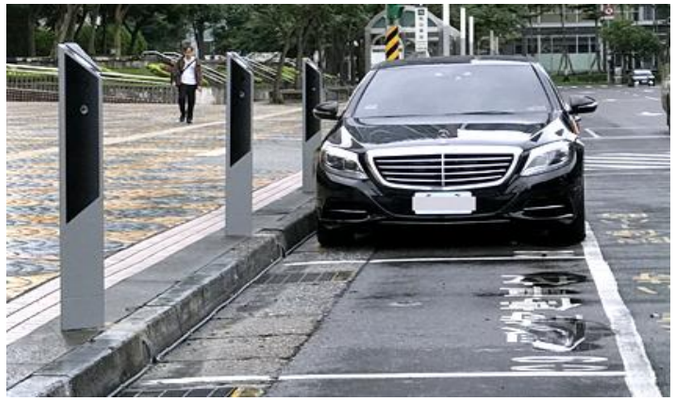
■ Products Appliance- Smart City

- DVR for vehicles



- AI road monitoring for trucks

- Street parking charges by vehicle identification system



- Parking lot with vehicle identification system

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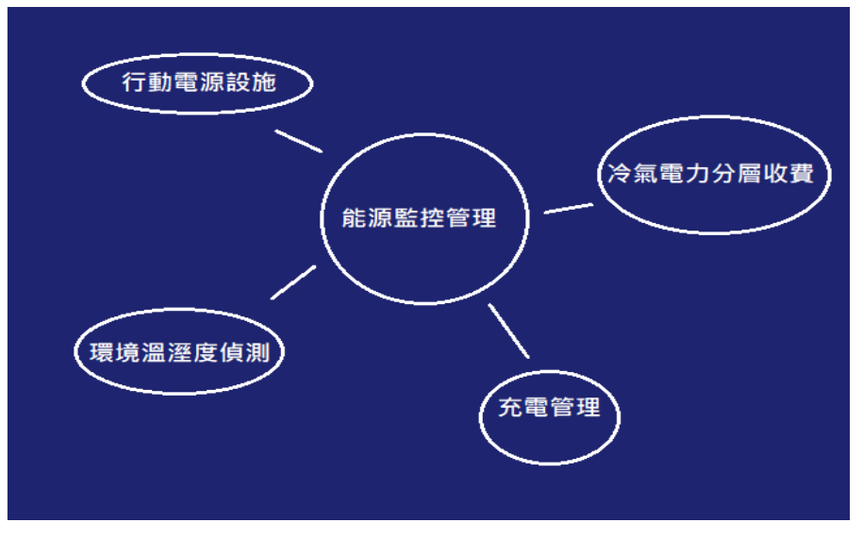
IOT

House Automation

Buliding Automation

Warehouse Management

Power Control



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Conclusion

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- Achieving value orders with high-tech service.
- Sophisticated technology extend to IOT.
- The components of semiconductor are in short supply.

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Thanks!