



**AVTECH**

2022 Conference

**AVTECH Crop.**

11, Nov. 2022

Presenter:  
Lydia  
Accounting Manager



# Agenda

14:00~14:30 Registration  
14:30~15:30 Presentation and  
Q&A



# Table of Content

Section 1. Financial Information

Section 2. Current Business Strategy

Section 3. Conclusion



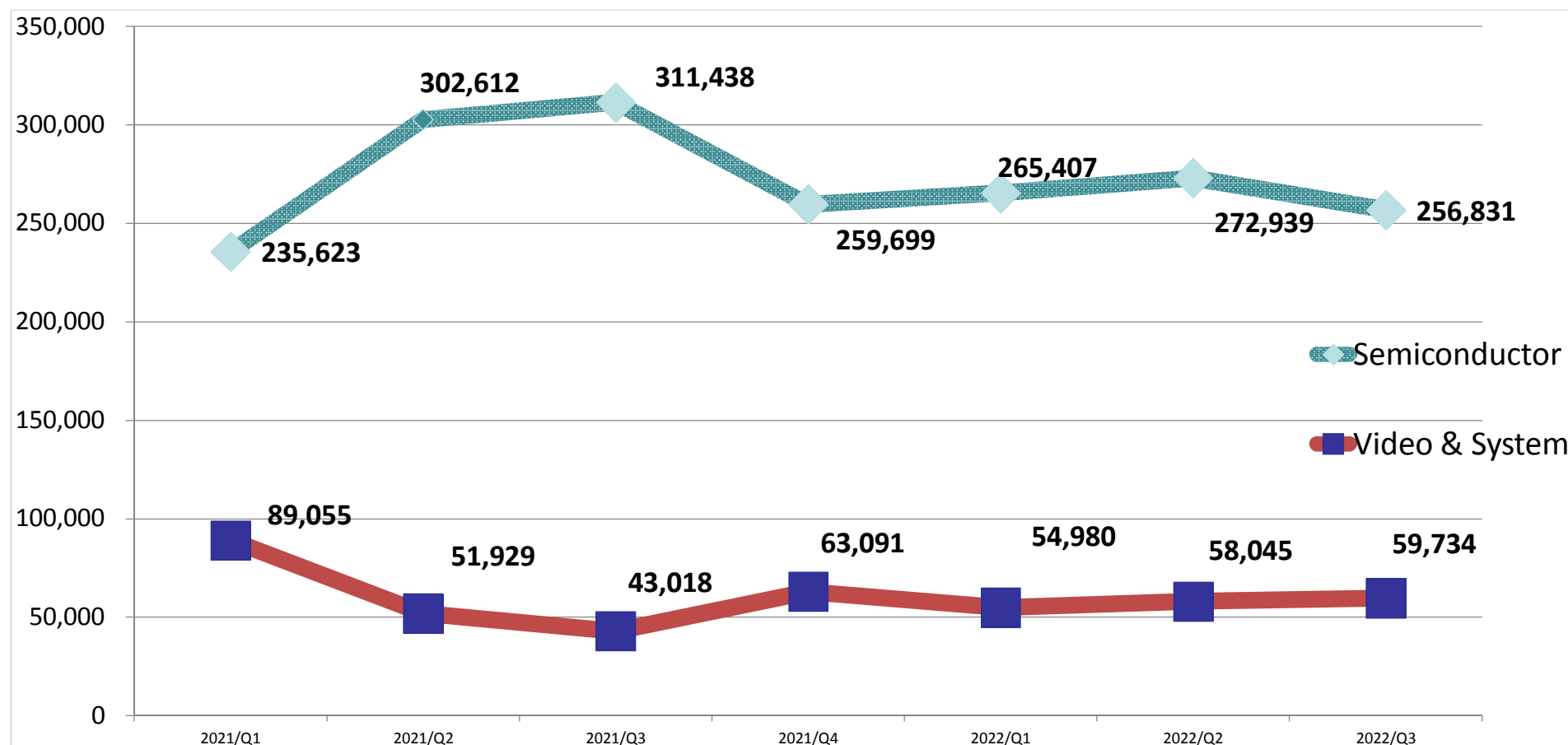
# Financial Information





## Quarterly Revenue by Business

Unit : Thousand NTD dollars





# Consolidated Comprehensive Income Statement

Unit : Thousand NTD dollars

Item	2022Q1		2022Q2		2022Q3	
	AMT	YoY	AMT	YoY	AMT	YoY
Sales Revenue	320,387	-	330,984	-8%	316,565	-11%
Gross Profit	56,955	9%	59,689	6%	61,963	10%
Gross Profit Margin	18%	2%	18%	2%	20%	4%
Operating Expenses	50,221	1%	47,084	27%	57,609	30%
Net Operating Profit	6,734	159	12,605	-34%	4,354	-64%
Net Profit (Current)	25,768	258	32,326	282%	44,650	114%
EPS	0.26		0.36		0.53	



# Current Business Strategy



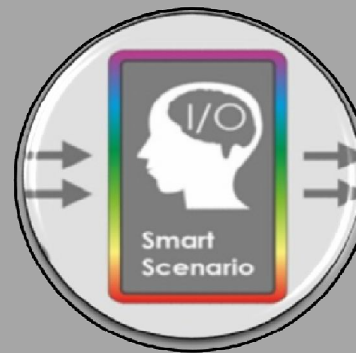
## Business and Strategy:



Semiconductor  
Acting  
→ Keep and  
Stable



No China  
Policy  
Microchips  
→ Series of  
products



Needs of  
products by  
trends  
→ Wants



Cross-border  
Application  
Multi-  
industries



- No China Policy: From no China Microchips to the demands for MIT products
  - China-United States Trade War: NDAA and export control promote the needs of No China Made of the chips, the place of origin and the design.
  - Epidemic Zero Clearing: The lockdown policy in China which increases the requirement of MIT products.
  - Geographic Politics: Ukrainian-Russian War, the relationship between Taiwan and China causes the doubt of using China Made.
  - Information Safety: SkyEyes, SkyNet with high-tech of AI which push forward the demands of AI microchips and algorithm from the trustworthy sources.

**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

A promotional graphic for AVTECH. It features a dark background with a map of Taiwan on the left, overlaid with the text '20 Years M.I.T.'. In the center, a hand holds a tray with several different models of AVTECH security cameras. Above the hand, a diagram shows a flow from a cube to a camera icon, then to a colorful circular graphic, and finally to another cube. At the bottom right, there is a small logo that says 'Taiwan 台灣晶片 Inside'.





## ◆ MIT Products Deep Plowing- No China Policy Series Products

- Analog Series Products: 24/7 Full Color Series, 4K Ultra HD Series, Coaxial Audio Series, ETU Series, ETC Series, AI Series
- IP Series Products: Bifocal Full Color Series, 4K Ultra HD Series, AI Series, ETU Series, PRO Series, Eco-friendly Series

Video Recorder	Camera	24/7 Full Color 4K Ultra HD Coaxial Audio	ETU PRO Eco-friendly
	Video Recorder	ETU ETC AI	ETU PRO Eco-friendly
		Analog	IP



## ■ Products Develop: From Client needs to wants

- Good value in free market→No China Made
- Monitoring 24/7→Surveillance image with full color in day and night
- On the basis of motion events→AI precise detection
- 24 hours under surveillance→ Eco-friendly surveillance

### NEEDS

- ✓ Good value
- ✓ 24/7 Monitor
- ✓ Event Inform
- ✓ Recording Constantly

### WANTS

- ✓ No China Made
- ✓ Full Color in Day and Night
- ✓ AI Detection
- ✓ Eco-friendly



◆ Clients want to develop products follow by trends:

➤ No China Made



➤ AI precise detection



➤ Surveillance image with full color in day and night



➤ Eco-friendly Surveillance







## ■ Cross-border Application- From transportation to multi-industries

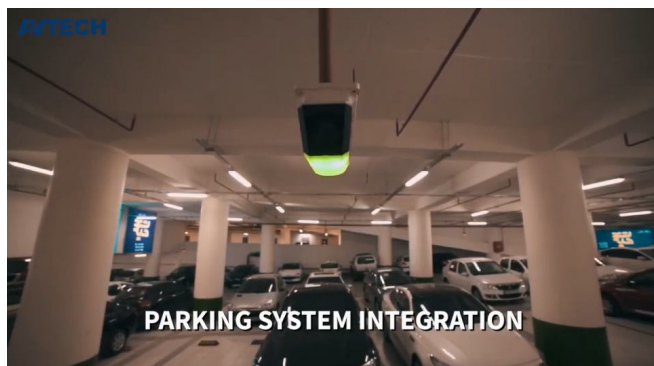
- On the basis of AI image technology, provides license plate recognition and environment safety identification.
- Provide recording for ocean and continent based on videos handling techniques.



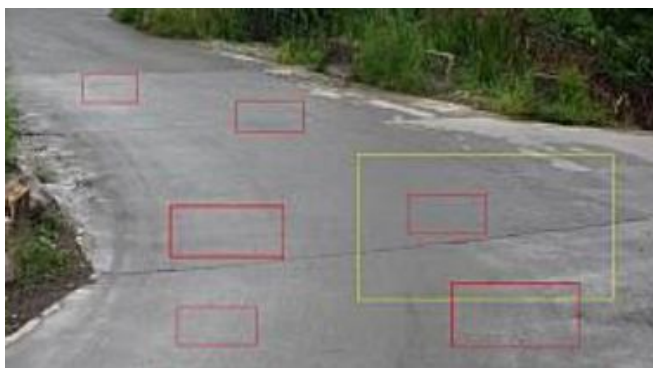


## ■ Cross-border Application- Intelligent City

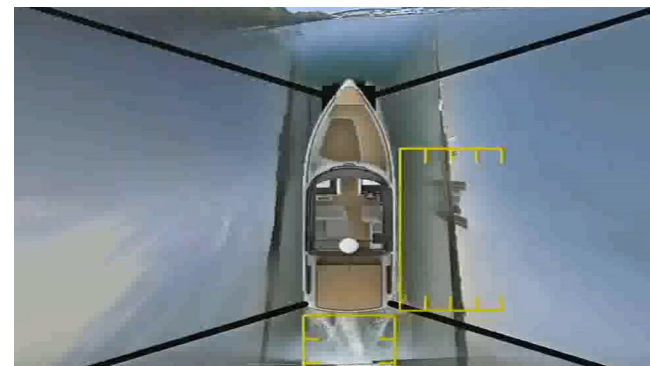
- AI license plate recognition on the land



- Environment safety AI identification



- Surrounding surveillance on the Sea



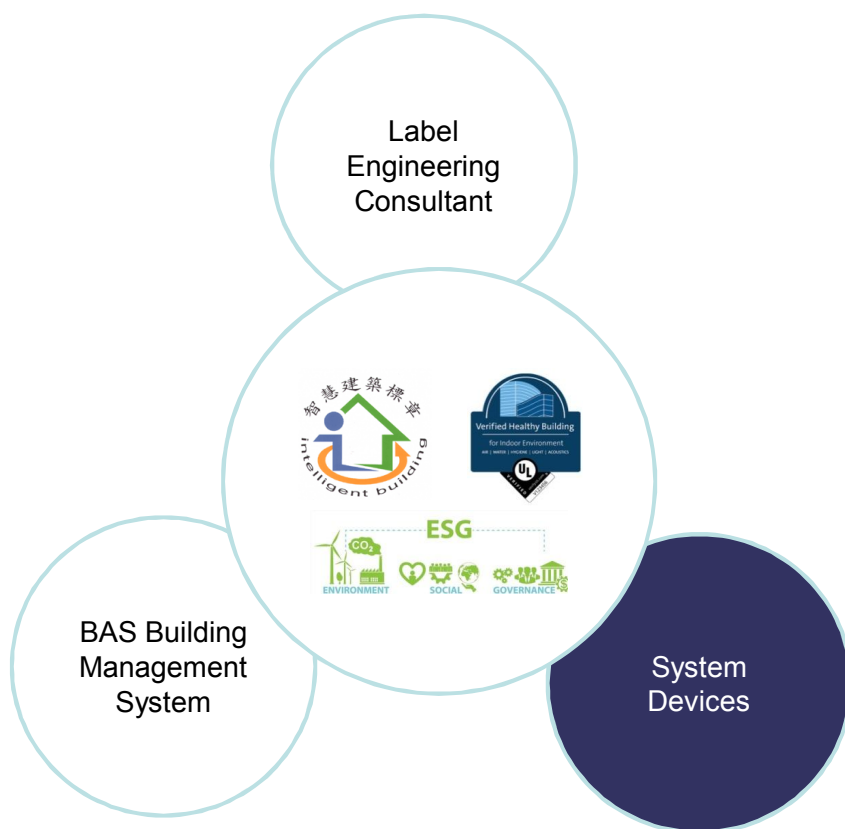
- Construction secure monitoring





## ■ Cross-border Application- Intelligent, Green Building

### BAS Intelligent Building -Intelligent Management System



IP CCTV

Camera

Video  
Recorder

ALPR

License  
Plate  
Recognition

Parking  
Management  
System

AIOT

I/O Box

Sensor

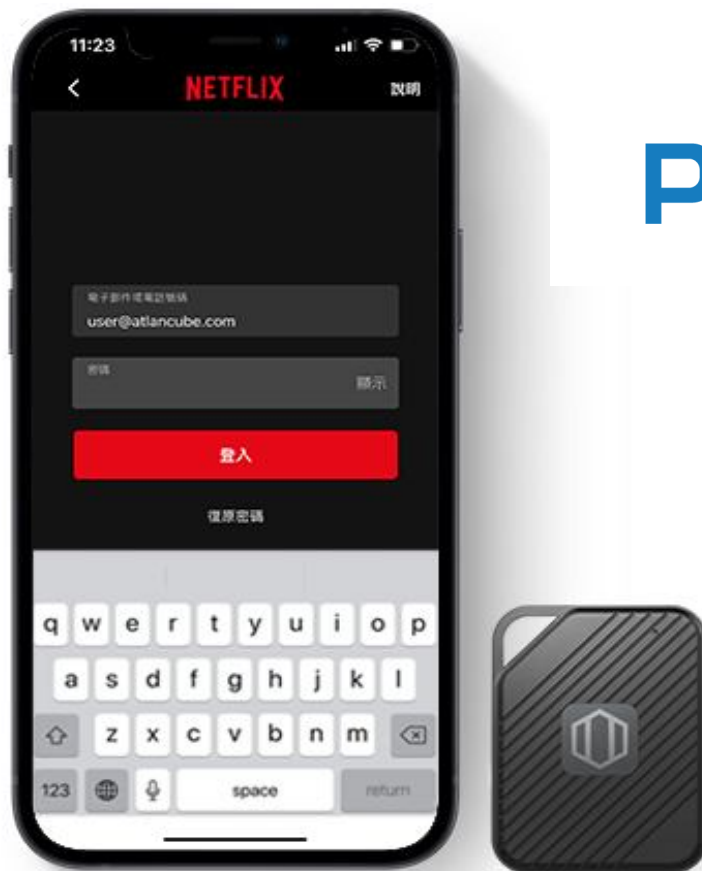
Gateway

Gateway  
Control





## ■ Cross-border Application- Data Secure, Data Encryption



**Password**Pocket





# Conclusion



- Cross-border Application: Intelligent cities and buildings, and cipher machines.
- Image Techniques 、 Cloud Transmission 、 Data Encryption
- Clear the stock of semiconductor' s components, keep operate stably



Thanks!