AVTECH

2026 Conference

# AVTECH Corp.

13, Nov. 2026

Presenter:
Lydia
Accounting Director

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# Agenda

15:30~16:00 Registration

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




# Table of Content

Section 1. Financial Information

Section 2. Business Direction

Section 3. Conclusion

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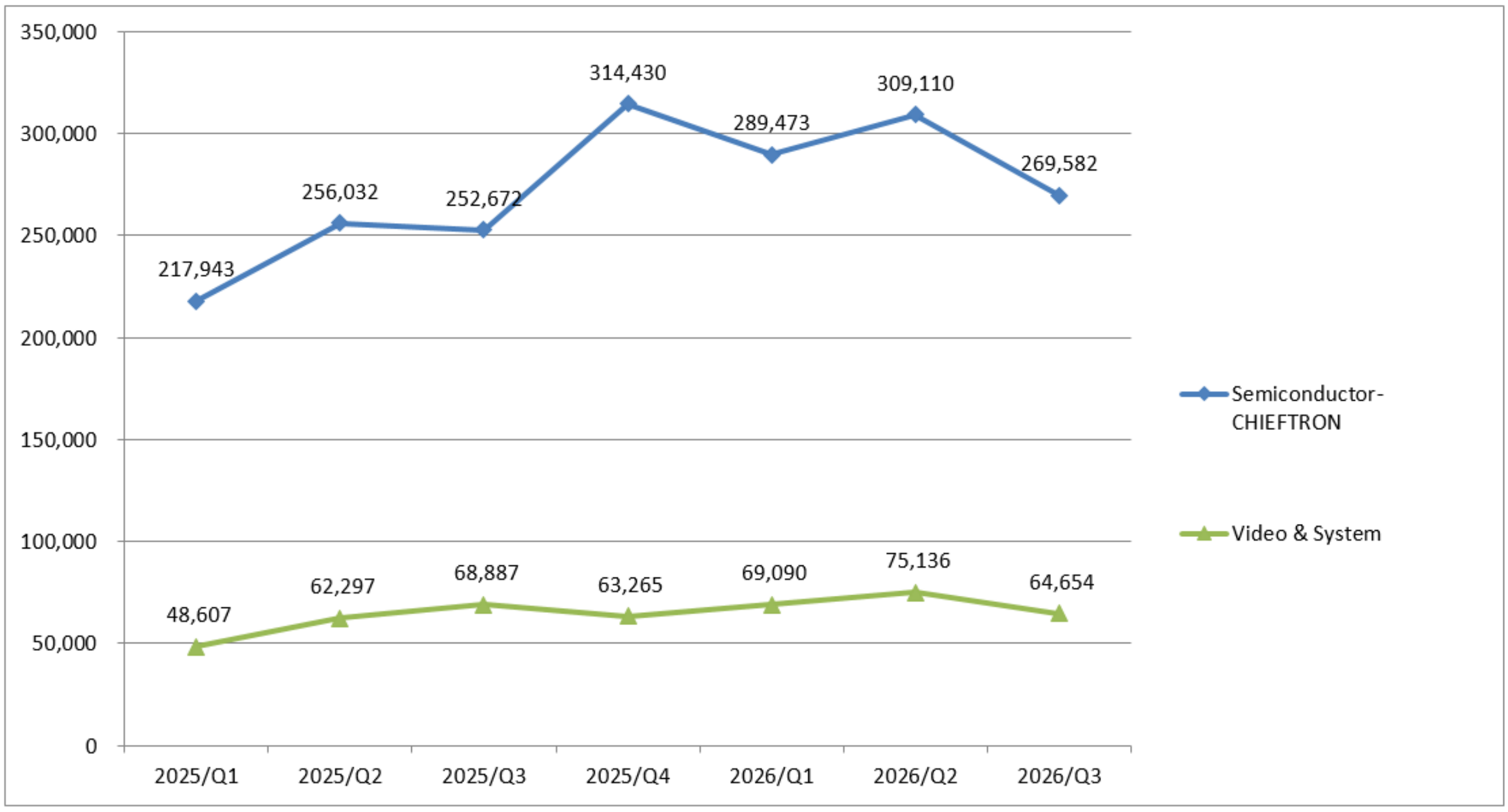



# Financial Information




# Quarterly Revenue by Business

Unit：Thousand NTD dollars

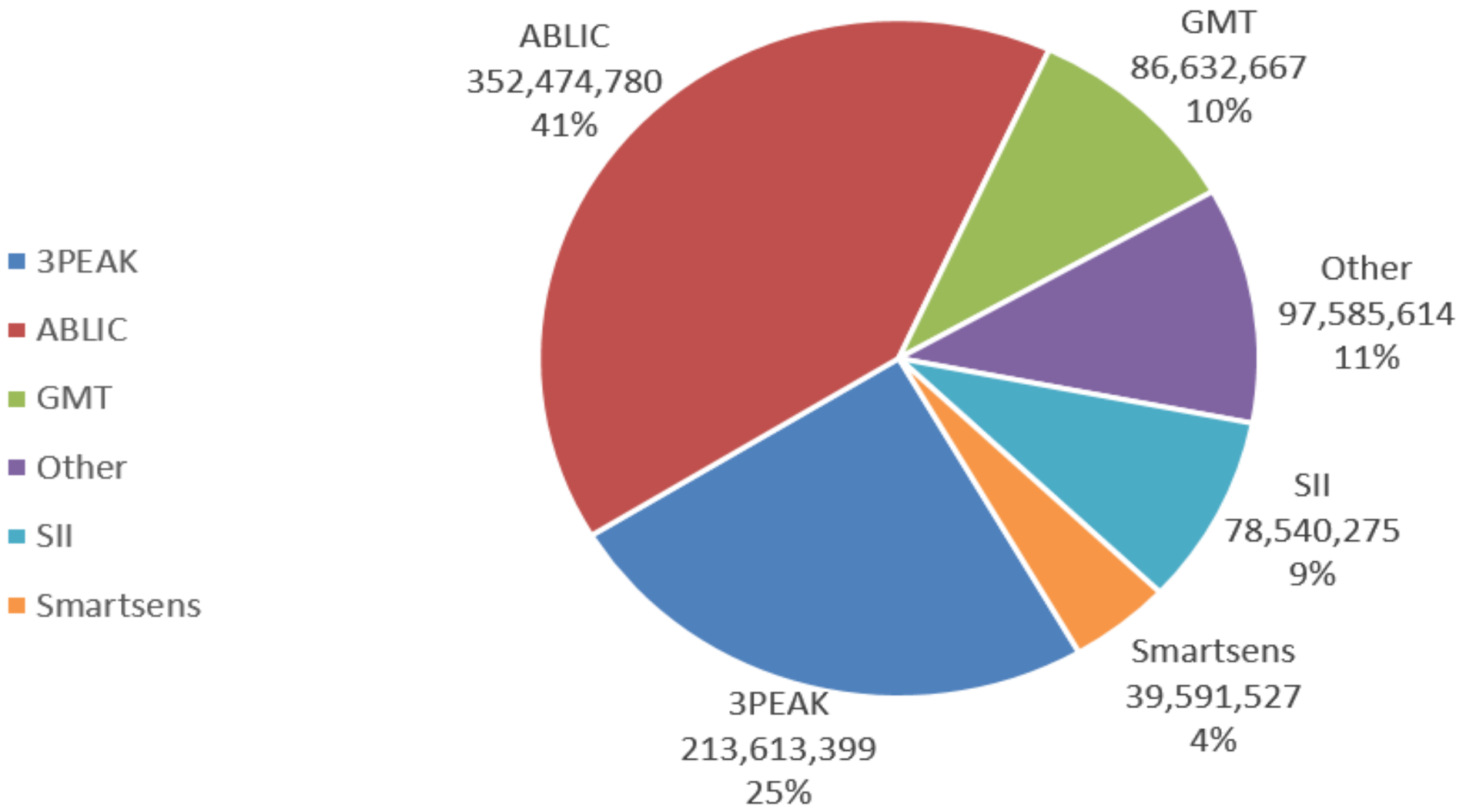





# Semiconductor Revenue Distribution

January to September 2026

Unit：Thousand NTD dollars






# Consolidated Comprehensive Income Statement

Unit：Thousand NTD dollars

| Item | 2026Q1 | | 2026Q2 | | 2026Q3 | |
|---|---|---|---|---|---|---|
| | AMT | YoY | AMT | YoY | AMT | YoY |
| Sales Revenue | 358,563 | 35% | 384,246 | 21% | 334,236 | 4% |
| Gross Profit | 58,129 | 15% | 65,280 | 31% | 56,639 | 2% |
| Gross Profit Margin | 16% | -3% | 17% | 1% | 17% | 0% |
| Operating Expenses | 40,016 | 11% | 37,358 | 13% | 39,596 | -15% |
| Net Operating Profit | 18,113 | 23% | 27,922 | 69% | 17,043 | 88% |
| Net Profit | 27,673 | -18% | 36,778 | 296% | 34,562 | -8% |
| EPS (NTD) | 0.29 | | 0.40 | | 0.37 | |

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# Business Direction

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# Business and Strategy：



## Semiconductor Distribution

→ Focus on high-growth markets such as industrial PCs and power supplies




## Political Dividend Market Development

Brand Trust → Political Compliance




## Subtractive Value-Adding Strategy

Proprietary Specification Differentiation → Downgrade Competition




## Ecosystem Expansion

Security Industry → Smart Buildings




# ■ Political Dividend Market Development : From Brand Trust to Political Compliance Opportunities

- ➢ **Information Security:** AI-driven technological advances are raising the level of hacker attacks. Product trust is shifting from brand reputation to political certification and regulatory compliance.
- ➢ **National Security & Politics:** With cybersecurity becoming a matter of national security, governments are increasing cybersecurity compliance requirements for security products.
- ➢ **Regulatory Compliance Protection:** Certification is becoming a baseline requirement for entering regional markets. Product trust is expanding from country-of-origin restrictions to regulatory compliance requirements.
- ➢ **Certification Impact:** Certification determines product quality standards and procurement requirements. Public-sector procurement is shifting from price-performance considerations to political compliance levels.






# ■ Political Dividend Market Development - Actively Develop Market Opportunities from Political Dividends

- **NDAA/TAA Opportunities:** North American and Lithuania markets. Focus on NDAA/TAA Manufacturer Background and Country-of-Origin Compliance trust
- **Non-Mainland China Chip Opportunities:** Taiwan, North American and Japanese markets. Promote Taiwan-made chip solutions to eliminate backdoor concerns.
- **Cybersecurity Certification Opportunities:** Taiwan and European markets. Promote product information security levels to meet political compliance requirements.
- **Dual Authentication Opportunities:** Global markets. Promote FIDO two-factor authentication with military-grade user account protection.





TAICS65-77-Form-01

(物聯網資安標章)驗證證書

| | |
|---|---|
| 證書編號： | CER SEP-26-01001-000023 |
| 申 請 者： | 堃泰安控股份有限公司 |
| 產品名稱： | 六百萬畫素槍型網路攝影機 |
| 產品型號： | AVM5544SVAT886 |
| 韌體版本： | 1000-Y026-M08-ND14 |
| 測試實驗室： | 財團法人台灣商品檢測驗證中心/資通訊檢測實驗室 |
| 標 準： | CNS16120-1：2022 影像監控系統安全-第1部：一般要求事項(「6.3.3 Wi-Fi 通訊安全」除外)<br>CNS16120-2：2019 影像監控系統安全-第2部：網路攝影機要求事項(「6.3.3 Wi-Fi 通訊安全」除外) |
| 安全等級： | 1 級 |
| 初次發證日期： | 2026-09-28 |
| 證書有效日期： | 2029-09-27 |
| 發證機構： | TAICS 台灣資通產業標準協會 |

產品照片：






# Product Reduction Strategy: From Selling Proprietary Specification Differentiation to Competing Through Specification Downgrading

- **Memory Reduction Strategy:** AI demand is crowding out supply, leading to DRAM shortages and price increases. Reduce product DRAM usage through software optimization.
- **Software Value-Added Strategy:** DRAM price surges are significantly increasing product costs. Improve product price-performance through software value-added features.
- **Feature Reduction Strategy:** Data center demand is crowding out supply, leading to hard drive shortages and price increases. Save storage space by reducing the number of video frames.
- **Hardware Sharing Strategy:** Security products come in a wide variety of models with low production volumes. Reduce product costs by sharing components through modular design.

### Unique Product Specifications

- ✓ High marketing and promotion costs for unique product features.
- ✓ High costs for dedicated components used in unique product models.
- ✓ High R&D and marketing costs for differentiated designs.
- ✓ High production costs due to non-standardized manufacturing.

### Specification Reduction Strategy

- ✓ Reduce DRAM consumption to improve cost competitiveness
- ✓ Change AI from standard to optional features to improve cost competitiveness.
- ✓ Reduce hard drive usage through specification adjustments to enhance sales competitiveness.
- ✓ Share components through modular design to improve procurement competitiveness.




# ■ Product Reduction Strategy – Market-Level Competitive Advantage Through Cost Competitiveness

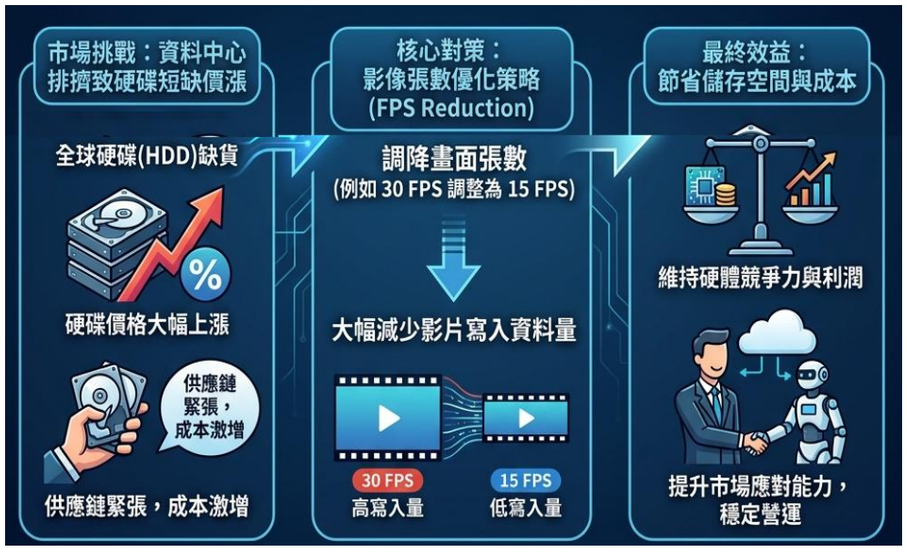
## ➢ DRAM Reduction Strategy



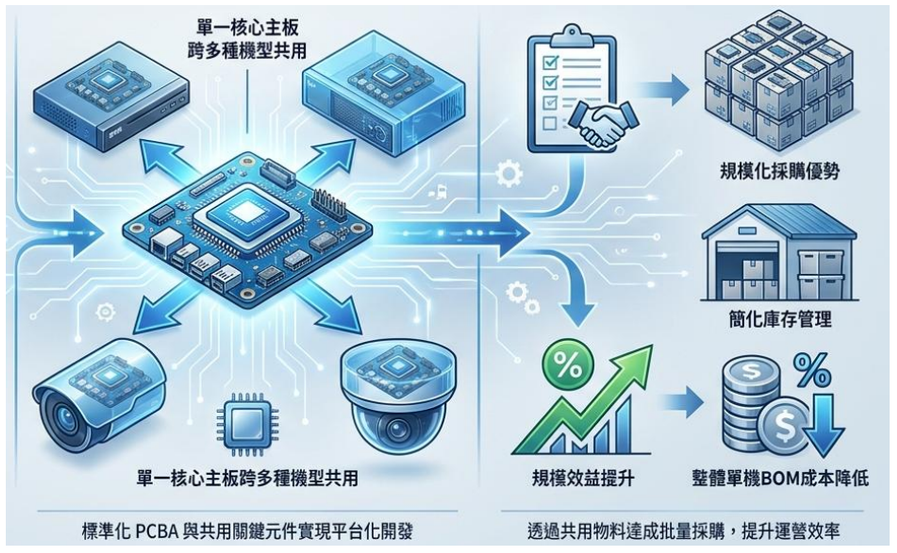

## ➢ Software Value-Added Strategy




## ➢ Feature Reduction Strategy




## ➢ Hardware Sharing Strategy





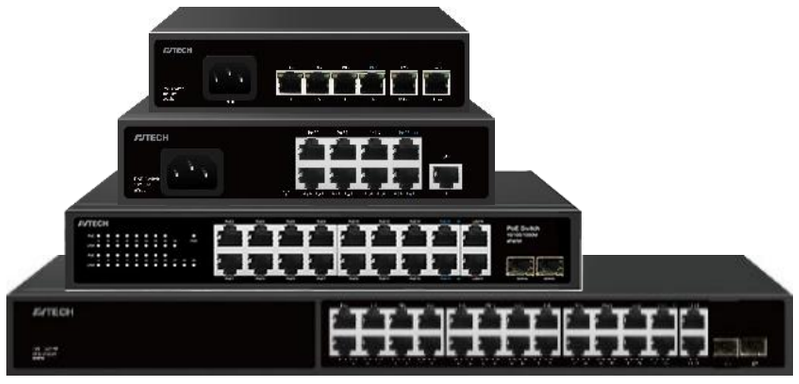

- **Ecosystem Expansion**：Leverage visual surveillance advantages to expand into a full range of smart building applications.
  - **PoE System Integration**：One-line installation eliminates traditional complex wiring and breaks down system barriers between security and smart buildings.
  - **LPR System**：24/7 AI license plate recognition and monitoring enable unmanned lane operations.
  - **Access Control & Video Intercom**：An integrated single-system architecture supports access control, attendance management, payroll processing, and exception notifications.
  - **AI-Enabled Public Address System**：Integrate AI event detection (including people and vehicles, intrusion, and loitering) to enable fully automated broadcast triggering.






# ■ Ecosystem Expansion – Expansion into Non-Surveillance Product Lines and Solutions

➢ PoE Network Switches



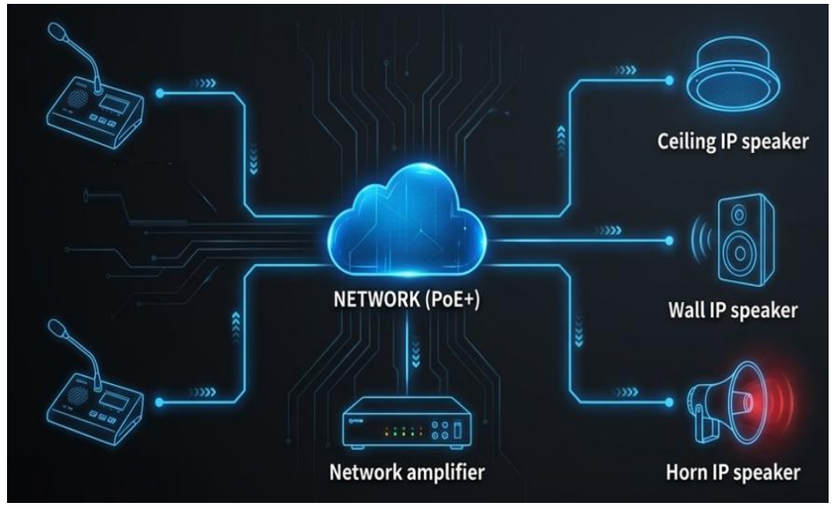
➢ License Plate Recognition (LPR) System




➢ Access Control & Video Intercom System




➢ IP Public Address System



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# Conclusion




- The semiconductor distribution business continues to focus on AI-related industry supply chains and actively enters high-growth markets such as industrial computers and power supplies.

- The security business adjusts its product competition strategy through software value-added services, cost optimization, political compliance, and expansion into the smart building market to create new market opportunities.

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# Thanks!