

奇偶科技 GeoVision Inc.

AI Series – Building AI Ecosystems

GeoVision offers wide range of AI analytics and intelligent video analytics for better security and work automation



2023年第2季公司簡報
Company Presentation | 2023.06

免責聲明Liability Disclaimer

本簡報所提供之資料僅供 台端一般參考用途，奇偶科技股份有限公司(下稱“奇偶科技”)已盡可能確保本簡報資料之準確性。然而，對此奇偶科技聲明並無任何明示或暗示之保證，包括但不限於所有內容載有數據、圖表、預測、分析及說明等正確性、完整性、即時性及無錯誤之保證。倘 台端據此資料從事投資等相關活動，建議應事先進行完整評估所有可能風險並詳閱其他參考資料，奇偶科技對此均不負任何責任。

在未經奇偶科技書面許可前，任何人不得擅自以任何形式複製、改作、編輯、散布，或以其他商業用途使用本簡報之任何內容。奇偶科技對本簡報內容保留隨時修改或編輯之權利。

PLEASE BE ADVISED THAT BELOW INFORMATION IS PROVIDED WITH EVERY REASONABLE EFFORT TO ENSURE THAT IT IS ACCURATE AND IS FOR REFERENCE PURPOSE ONLY. GEOVISION INC. ("GEOVISION") HEREBY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ALL WARRANTIES OF ACCURACY, COMPLETENESS, TIMELINESS AND RELIABILITY OF THE INFORMATION, NUMBERS, CHARTS, FORECAST, ANALYSIS, AND INSTRUCTIONS. PLEASE ENSURE ALL POSSIBLE RISK HAS BEEN FULLY EVALUATED BEFORE CONDUCTING RELEVANT INVESTMENT BY USING THIS INFORMATION. GEOVISION DISCLAIMS ANY AND ALL LIABILITY FOR THE ACTS AND DISCRETIONS.

THIS INFORMATION OR ANY PORTION OF THIS INFORMATION MAY NOT BE COPIED, REPRODUCED, EDITED, REDISTRIBUTED, TRANSMITTED OR OTHERWISE EXPLOITED FOR COMMERCIAL PURPOSES WITHOUT THE EXPRESS WRITTEN CONSENT OF GEOVISION. AT ANY TIME, GEOVISION RESERVES RIGHT TO REVISE OR EDIT THIS INFORMATION.

產品發展 Product Development

AI功能新產品 AI Analytics Products



Thermal IP Camera
AI分析溫測攝影機



Panoramic IP Camera
內建AI分析功能全景網路攝影機



Quad-Sensor IP Camera
AI多鏡頭網路攝影機



Mini PTZ IP Camera
內建AI迷你PTZ網路攝影機



GV-Cloud Cameras
with built-in AI Analytics
雲端攝影機內建AI影像功能



LPR Camera with Built-in DL LPR & AI Analytics
內建AI及深度學習引擎
車牌辨識攝影機



Fixed Dome IP Camera
內建AI固定式球形網路攝影機



Full Color IP Camera
內建AI全彩網路攝影機



Speed Dome with Built-In AI Analytics
內建AI快速球網路攝影機



UA-XVR & UA-SNVR
Support AI Analytics & Face Recognition
AI分析及人臉辨識功能
影像系統主機

人工智能軟體 AI Software



VMS Software supports GV-AI Camera & integrates AI event events display & query
影像管理軟體支援AI攝影機及AI事件錄影搜尋



GV-AI FR integrates with GV-VMS and GV-ASManager for video management & access control
人臉辨識AI軟體整合VMS影像管理軟體及門禁管理



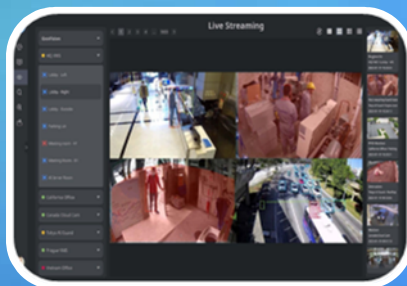
Control Center V4.1.1 Supports AI Watch & FR
Watch 控制中心軟體AI保全監控及人臉辨識監控與搜尋



AI Guard 2.0 Integrates AI Video Analytics & GV-Cloud
AI保全2.0整合AI軟體及雲端保全



GV-AI Server Software with AI video analytics for age, gender, customer behavior at retail stores scenario
零售商情分析AI技術軟體



GV-Cloud VMS Supports AI Events
雲端影像管理平台支援AI影像



GV-DL LPR for deep learning License Plate Recognition
深度學習引擎技術AI車牌辨識系統



Edge Recording Manager V2.2.5 Supports AI Event Log Query
多分割遠端監控軟體AI事件影

AI生態系統 AI Solutions

智慧監控
Smart
Surveillance

雲端監控
GV-Cloud
Solution

儲存搜尋
AI Event Query

高效運算
AI Accelerator

影像辨識
PVD Motion
Detection

行為辨識
Intrusion
Detection/
Violation Stay

智慧建築
Smart Building

智慧零售
Smart Retail

智慧城市監控
Smart City

符合美國國防授權法案規範產品 NDAA Compliant Products

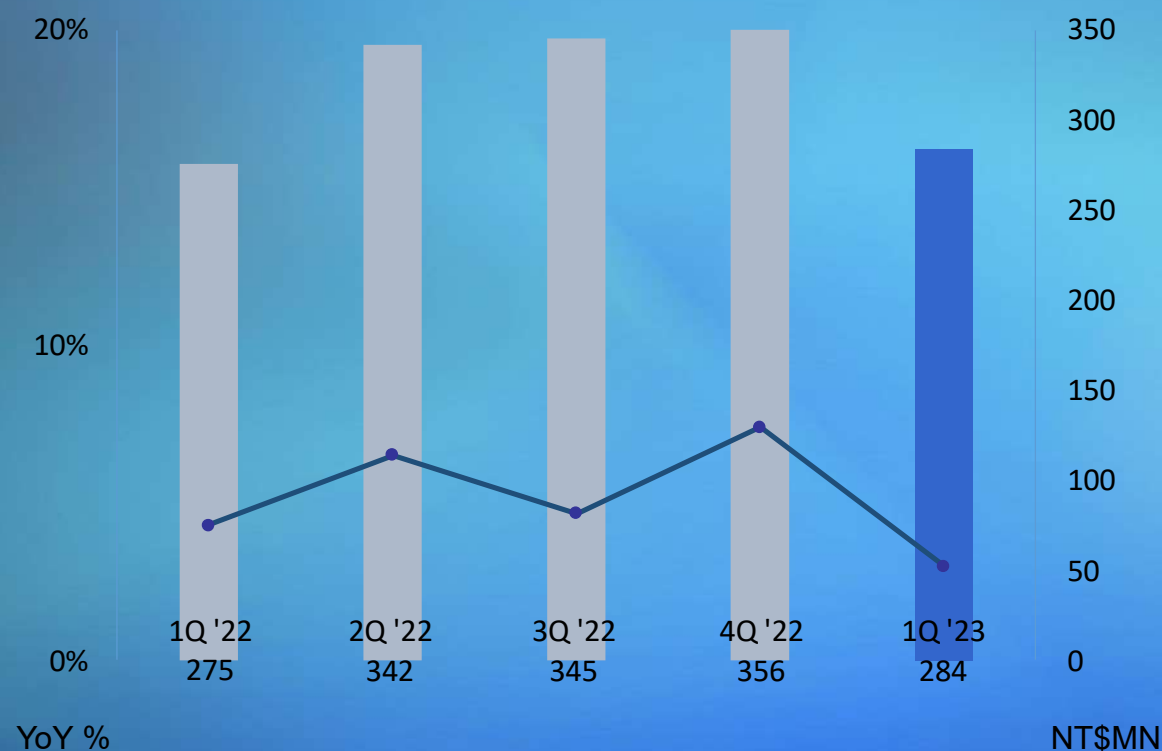


營運績效Financial Performance

合併綜合損益 Income Statement

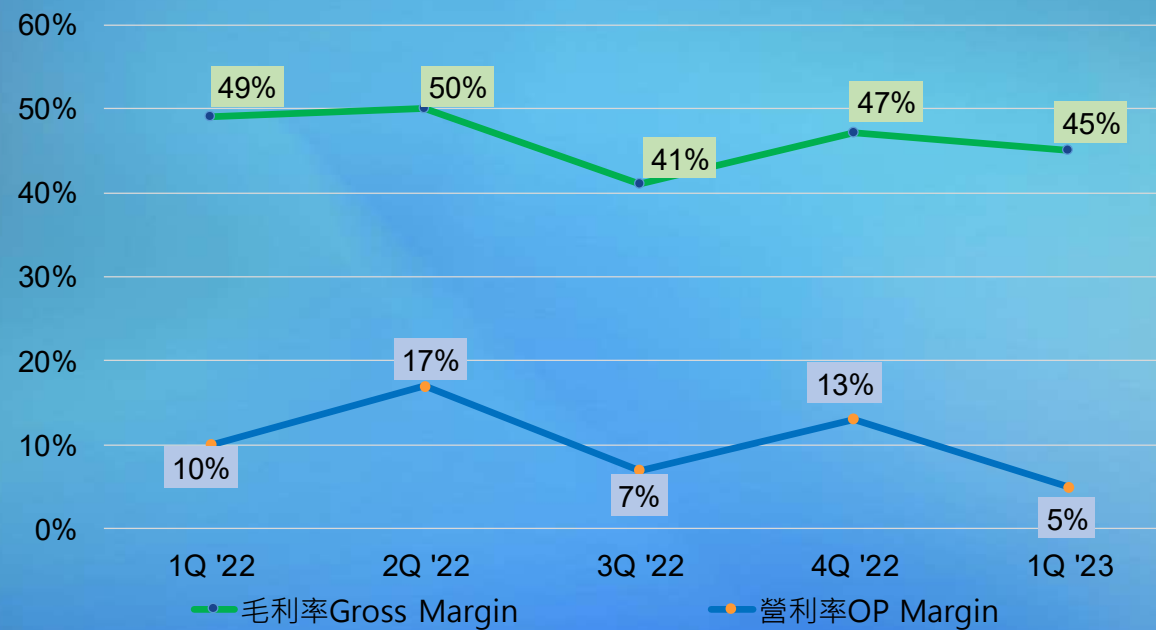
單位:仟元 (in NT\$,000)	Q1 2023	%	Q1 2022	%	YoY
營業收入 Net Sales	283,718	100	275,479	100	3%
營業成本 COGS	(156,436)	(55)	(140,042)	(51)	12%
營業毛利 Gross Profit	127,282	45	135,437	49	(6%)
營業費用 Operating Expenses	(113,638)	(40)	(107,574)	(39)	6%
營業利益(損失) Operating Income (Loss)	13,644	5	27,863	10	(51%)
營業外收入 Non-Op. Income	86,343	30	38,896	15	122%
稅前利益 Pre-Tax Income	99,987	35	66,759	25	50%
所得稅費用 Income Tax Expense	(9,215)	(3)	(13,411)	(5)	(31%)
淨利歸屬母公司 Net Income	89,793	32	52,203	20	72%
每股盈餘 EPS (NT\$)	1.00		0.58		

季合併營收 Quarterly Revenues



第1季營收 (百萬元) Q1 Sales (NT\$MN)	284
年增(減)率 YoY	3%
季增(減)率 QoQ	(20%)

毛利率營利率Quarterly Margins



獲利 Net Profits



Q1, 2023	稅前利益 Pretax Profit	淨利 Net Profit
百萬元 (NT\$M N)	100	90
年增率 YoY	50%	72%
季增率 QoQ	69%	172%

未來展望 Strategy & Prospects

雲端監控服務平台 Cloud Platform

DVR

設備銷售
Equipment Sales

NVR

設備銷售
Equipment Sales

CVR

服務銷售
Service Sales
Recurring Revenues

未來展望 Strategy & Prospects

- 全力發展人工智能及雲端商機，成為主要獲利來源
Maximize GV-AI and GV-Cloud business for primary profits.
- 開發影像監控服務商機，增進市場優勢
Develop VSaaS market and expand business opportunities.
- 次品牌帶動成長，主品牌鞏固市場
UA sub-brand NDAA products to drive North American growth while also aligning with the main brand solutions to consolidate global markets.
- 業外穩健投資，創造長期利益
Make stable and prudent investments beyond the core business for long-term benefits.

Q&A

感謝您的聆聽
問答交流時間