

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



112年第3季公司財報法人說明會
Company Presentation| Nov. 2023

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營運績效Financial Results



GeoVision

合併營收 Consolidated Revenues

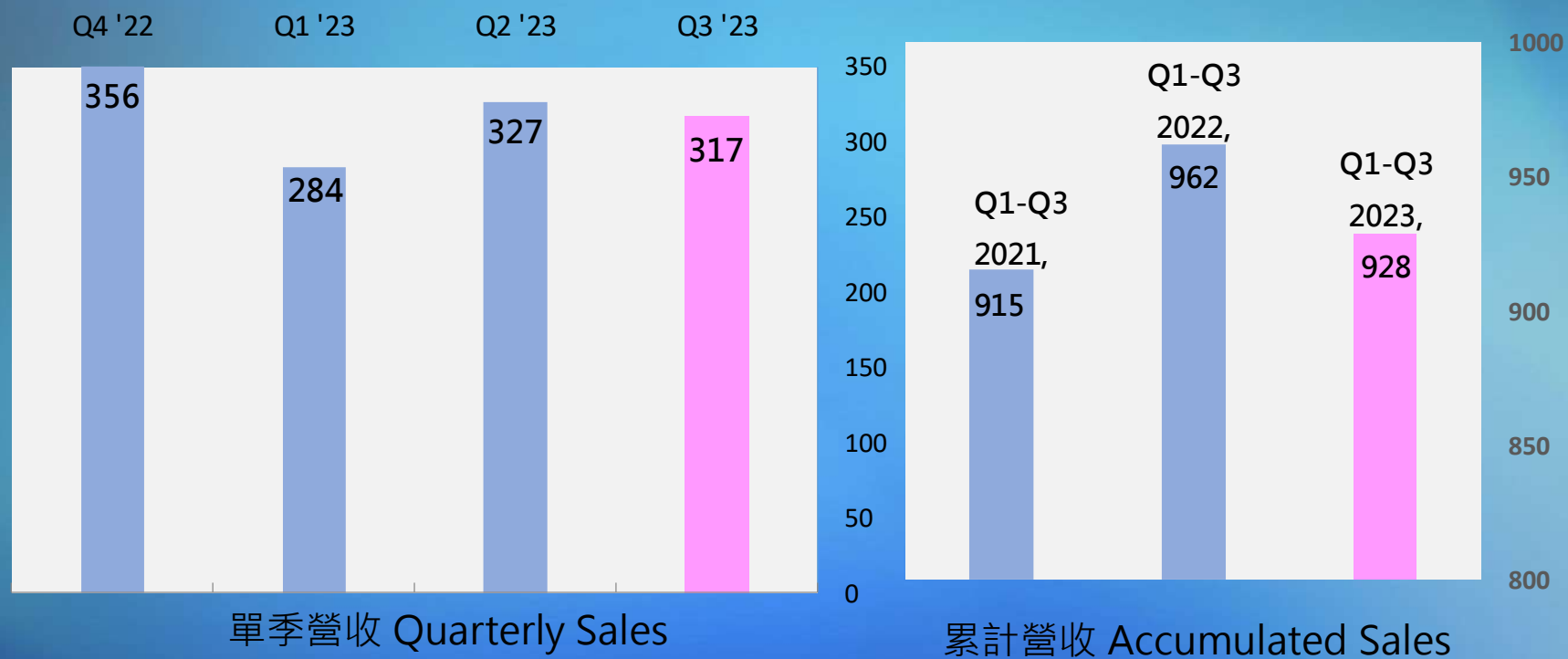
營收成長率
Sales Growth Rate

第三季
Q3 2023 QoQ

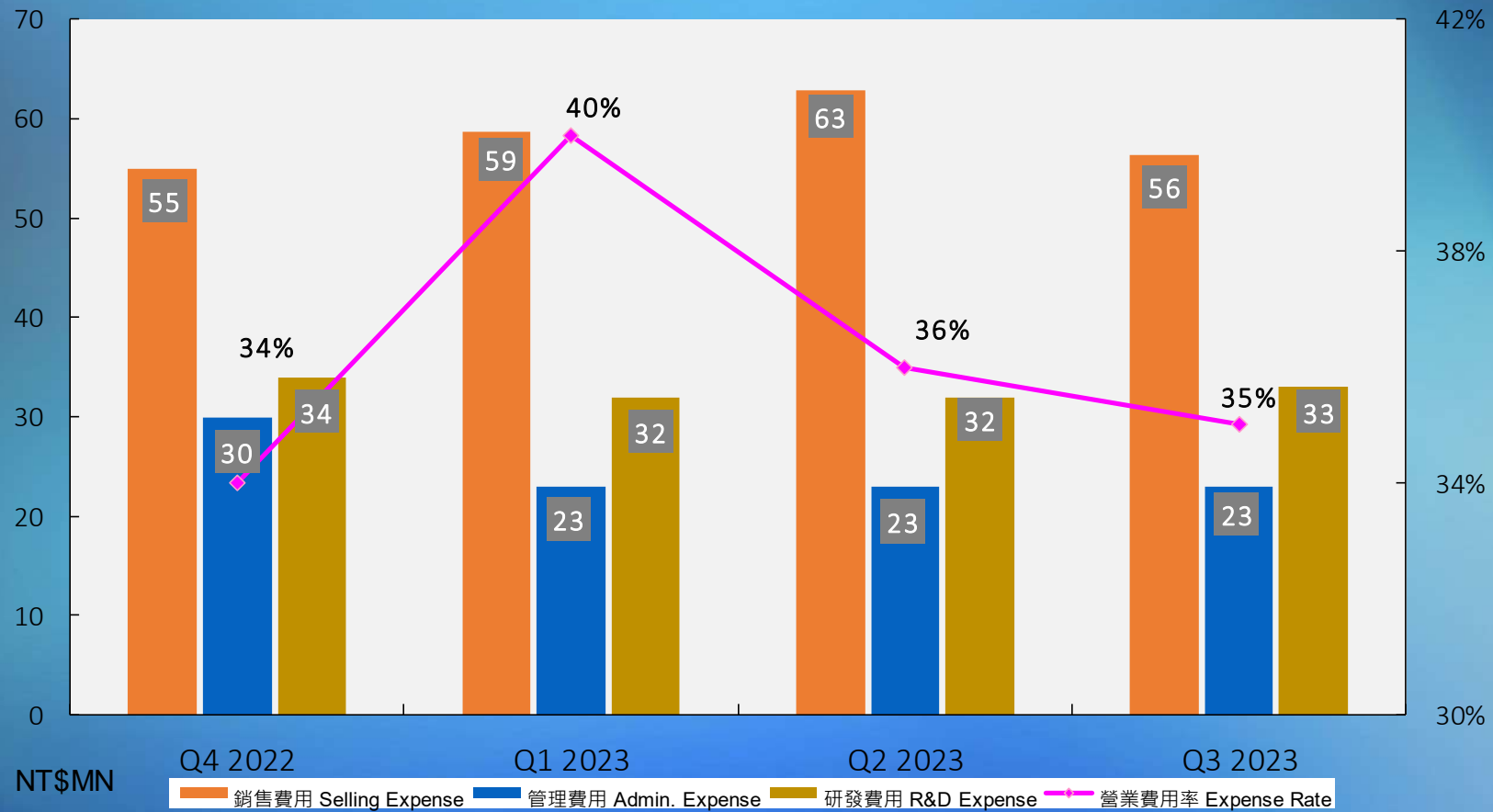
(3%)

前三季
Q1-Q3 2023 YoY

(4%)



單位: 新台幣百萬元 NT\$mn



毛利率及營業利益率 GPM & OPM

營業毛利成長率 GP Growth Rate

第三季 Q3 2023 QoQ

7%

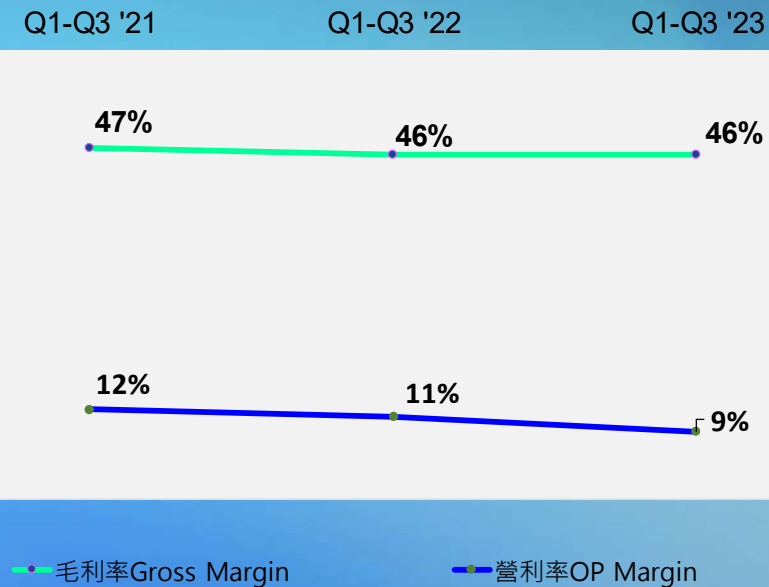
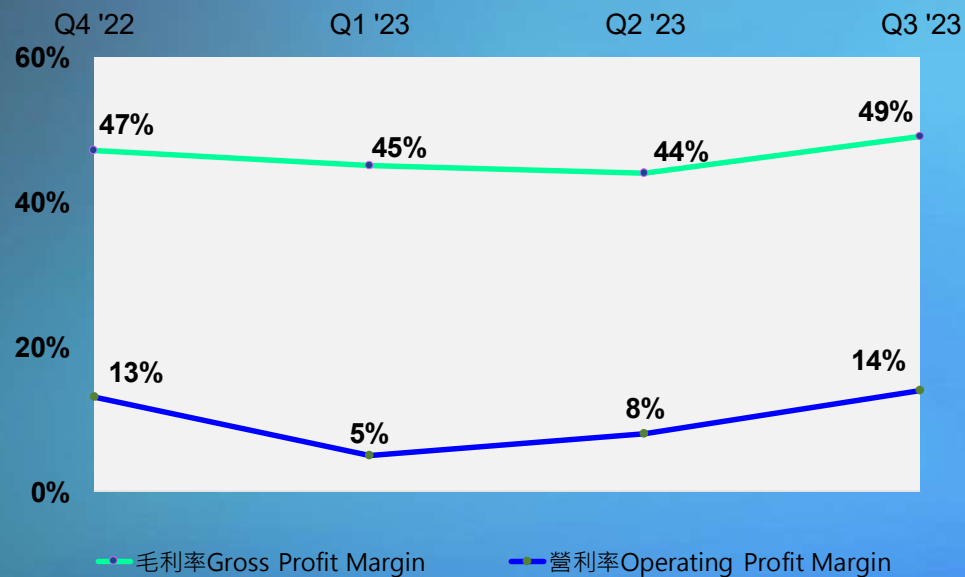
前三季 Q1-Q3 2023 YoY

(4%)

營業利益成長率 OP Growth Rate

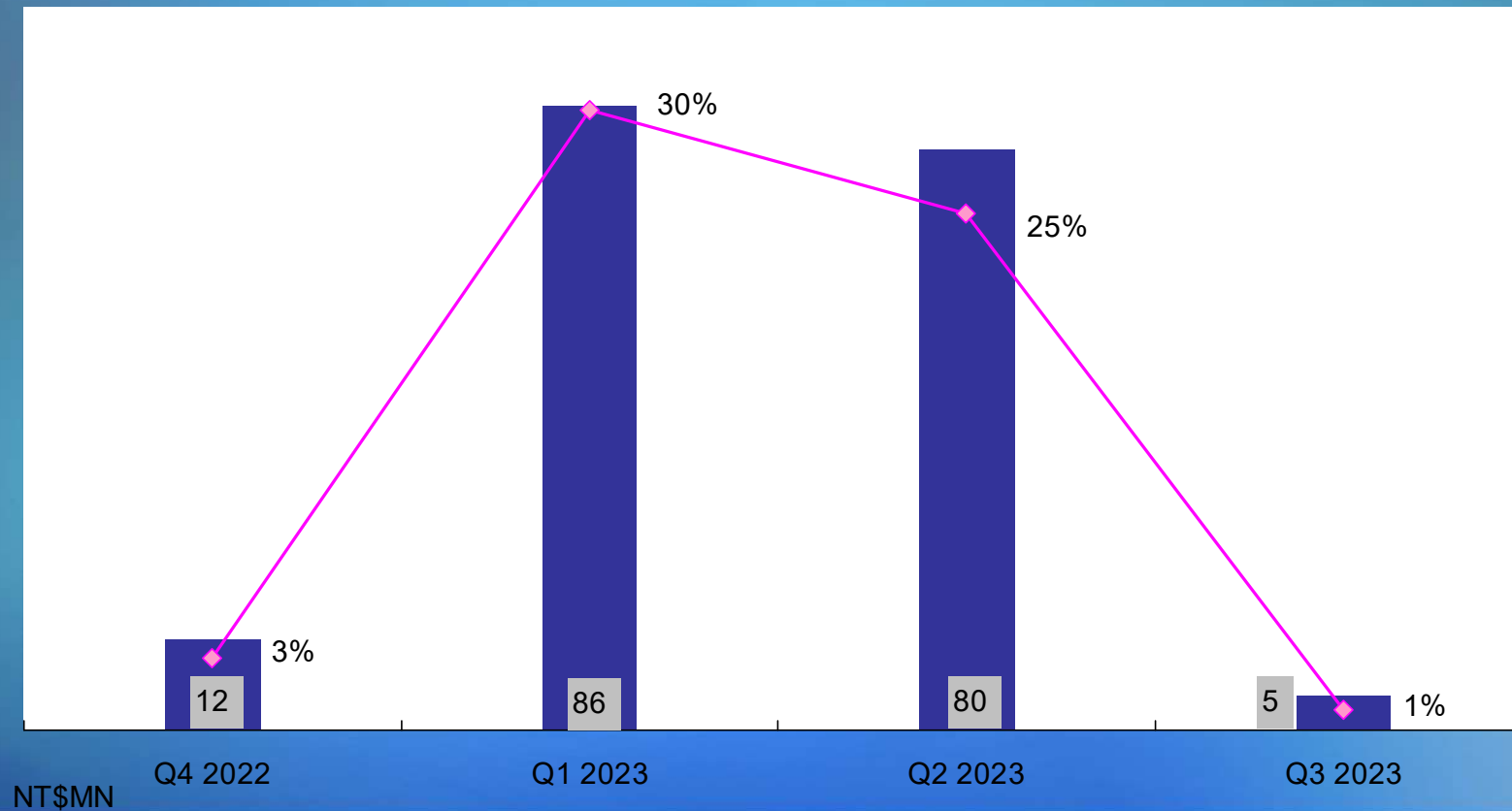
54%

(24%)



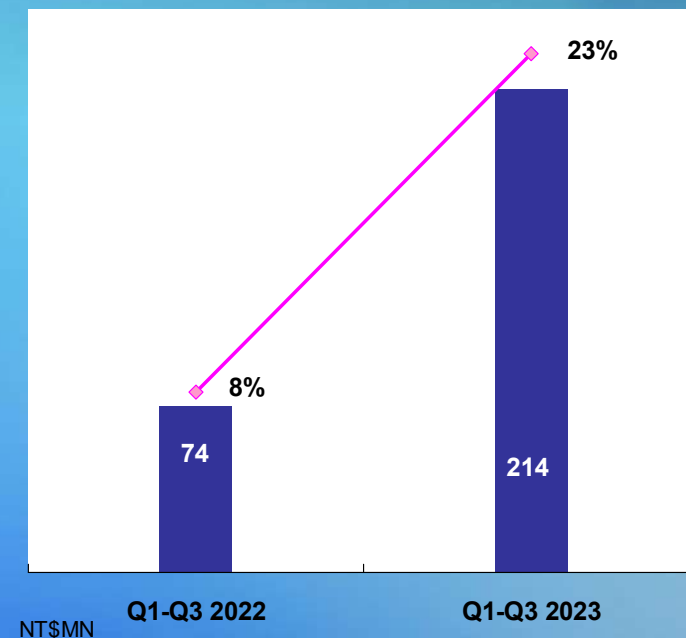
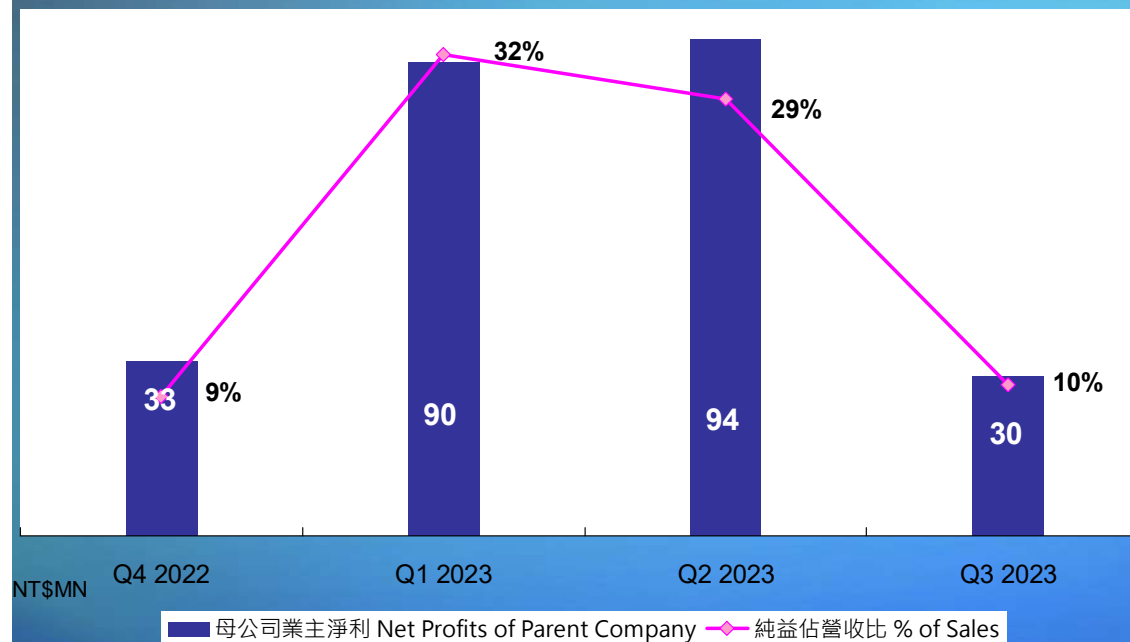
業外損益 Non-Operating Profits

新台幣百萬元 NT\$ mn	Q3 2023	Q1-Q3 2023
利息收入 Interests Income	6.3	13.8
其他利益及損失 Other Profits & Losses	(6.6)	148.9

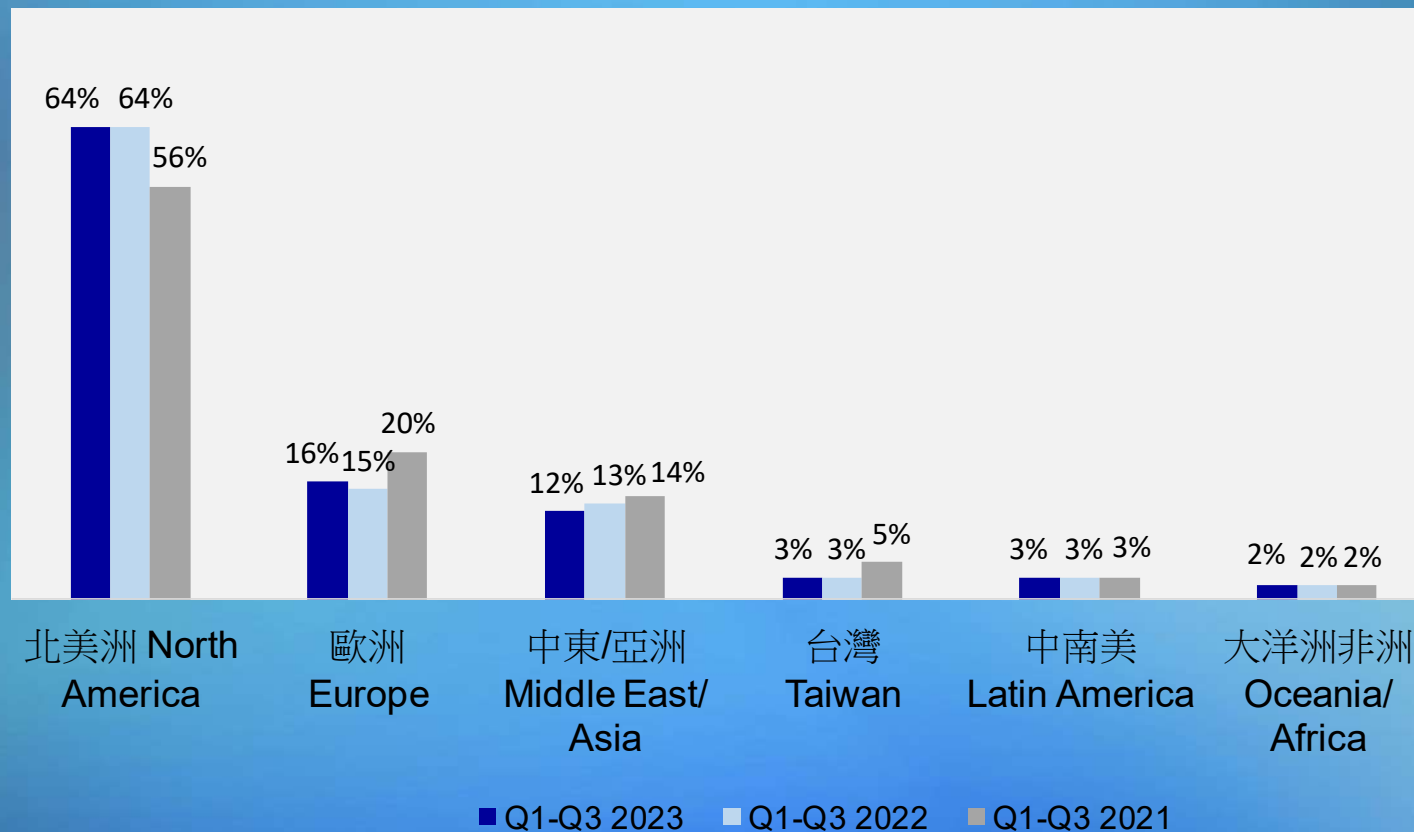


業外收入及支出 Non-OP Ratio 業外收入及支出佔營收比 % of Sales

母公司業主淨利成長率 Net Profits Growth	Q3 2023 QoQ (68%)	Q1-Q3 2023 YoY 190%
每股盈餘 Earnings per Share (NT\$)	0.34	2.39



各洲營收比 Revenues Ratio by Geographical Region



產品發展 Product Development

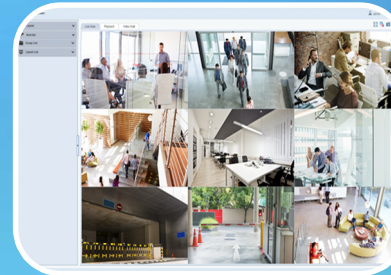
GeoVision 人工智慧軟體 AI Software



影像管理軟體支援AI攝影機搜尋及AI事件錄影 (**VMS Software** supports GV-AI Camera & integrates AI event events display & query)



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



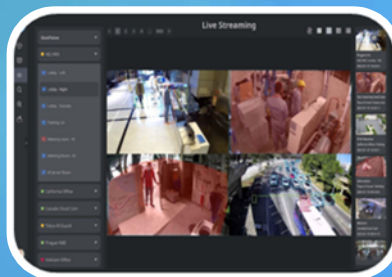
中控中心軟體AI保全監控及人臉辨識監控與搜尋 (**Control Center V4.1.1** Supports AI Watch & FR Watch)



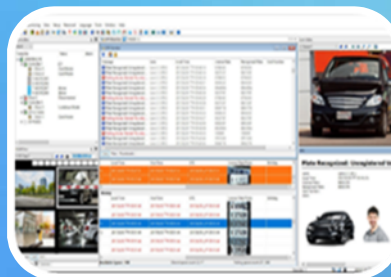
AI保全2.0整合AI軟體及雲端保全 (**GV-AI Guard 2.0** Integrates AI Video Analytics & GV-Cloud)



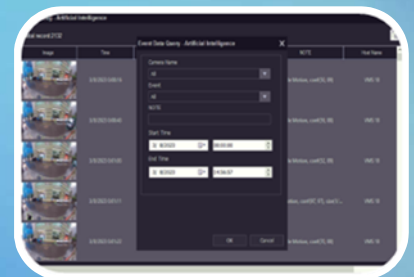
零售商情分析AI技術軟體 (**GV-AI Server** with AI video analytics for age, gender, customer behavior at retail stores scenario)



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



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



多分割遠端監控軟體AI事件影像搜尋 (**Edge Recording Manager V2.2.5** Supports AI Event Log Query)



AI分析溫測攝影機
Thermal IP Camera



內建AI分析功能全景網路攝影機
Panoramic IP Camera



AI多鏡頭網路攝影機
Quad-Sensor IP Camera



內建AI迷你PTZ網路攝影機
Mini PTZ IP Camera



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



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



內建AI固定式球形網路攝影機
Fixed Dome IP Camera



內建AI全彩網路攝影機
Full Color IP Camera



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



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



GV-PDR8800

AI Deep-Learning Panoramic Dome IP Camera, 8MP H.265 Super Low Lux WDR Pro IR Fixed Rugged IP Dome

AI深度學習8百萬畫素網路攝影機



GV-PBL8800

AI Deep-Learning Panoramic Bullet IP Camera, 8MP H.265 Super Low Lux WDR Pro IR Fixed Bullet IP Dome

深度學習8百萬畫素網路攝影機



GV-TMEB5800

AI-Deep Learning & AI-enabled Thermal IP Camera, 5MP H.265 Super Low Lux WDR Pro IR Thermal Eyeball

AI深度學習5萬萬畫像網路攝影機



GV-FR Panel

Face Recognition Panel with Built-in NFC/ QR Code Reader and IPS Touch Panel

人臉辨識面板內建讀卡功能

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

人車物影像辨識
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

營運策略 Business Strategy

GeoVision 從國外同業動態看產業趨勢

Industry Trends from a Peer Company's recent announcement

- 博世將出售安全產品業務，專注於系統整合業務
Bosch to sell its security products businesses-Company to focus on systems integration, according to press release
 - 博世計劃出售大部分產品業務，包括視頻監控、出入控制、入侵檢測和通信，以專注於其區域整合業務，提供建築安全、能源效率和建築自動化等解決方案和服務。該公司未來將專注於區域整合事業，提供解決方案與服務，來滿足客戶對建築安全、能源效率和建築自動化的需求。
Bosch Building Technologies announced that it is selling most of its product businesses, including video surveillance, access control, intrusion detection and communications.... In the future, the company's Building Technologies division will focus on its regional integrator business, with solutions and services for building security, energy efficiency, and building automation.
- 安全監控產業將從過去的單一產品銷售模式轉向系統整合，以應對市場的需求和未來的發展。
In the future the security companies that seek for sustainability should be focusing on systems integration as their core business in order to seize the favorable opportunities for growth in this market.”
- 系統整合與服務化，是為了應對未來安全挑戰和需求，以滿足不斷發展的市場需求和客戶期望的一部分。
The transitions of system integration and service providing are aimed at addressing future security challenges and demands. This transformation can be seen as an industry response to meet the evolving market needs and customer expectations.

Ref.: Security InfoWatch.com, Bosch to sell its security products businesses, Oct. 26, 2023

- **具有AI能力的軟體使監控系統更具智慧化:** AI整合的趨勢能應對未來市場的需求。
- **更全面、智慧化的監控產品與服務:** 整合不同的硬體與軟體監控元件為監控轉型的成功因素。
- **雲端平台為基礎的監控服務:** 即時、跨地域的存儲和遠端存取，可大幅提升系統的擴展性。

雲端平台儲存
GV-Cloud
Platform

影像監控服務
Video
Monitoring
Service

AI人工智慧軟體
AI Software

AI監控產品
AI Surveillance
Products

- **AI Empowers Surveillance:** Smart systems meet future demands through AI-driven software.
- **Integrated Monitoring Solutions:** Industry shift blends hardware and software for intelligent surveillance.
- **Cloud Enhances Security:** Real-time storage, remote access, and improved scalability for surveillance.

- 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.
- 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