

Avision

StockCode:2380

Investor Conference 2017.12.08



Disclaimer

- ◆ This briefing and the simultaneous release of relevant information are based on forward-looking information obtained both internally and externally from the company including operating outlook, financial position and business forecasts.
- ◆ The actual operational, financial and business prospects in the future may be different. This may be due to a variety of factors, including but not limited to market demand, price volatility, competitive landscape, international economic conditions, supply chains, exchange rate fluctuations and other risk factors beyond our control.
- ◆ The outlook for the future in this briefing reflects the view of the future. If there is any change or adjustment, Avison is not responsible for reminding or updating at any time.

COMPANY PROFILE

- ◆ **Foundation: April, 1991**
- ◆ **IPO: December, 1998**
- ◆ **HQ: Science Park, Hsinchu, Taiwan**
- ◆ **Capital: NT\$ 2.1 billion**
- ◆ **Chairman: Sheng, Shao-Lan**
- ◆ **Number of employees: Taiwan 520
Global 1,550**



- ✓ The first scanner maker in Taiwan to receive the ODM contract from a Japanese company
- ✓ The first scanner maker in Taiwan to receive the ISO9001 certificate
- ✓ The first scanner maker in Taiwan to export scan heads to US via ODM
- ✓ The first MFP maker in Taiwan



Avision

Global Branch

AEG Europe Branch



AVS China Branch



USA

AVL USA Branch



Germany

Brazil

ABL Brazil Branch




China

Taiwan


AVI Taiwan Headquarter



Headquarters



Branch Office



2017 Operating Status

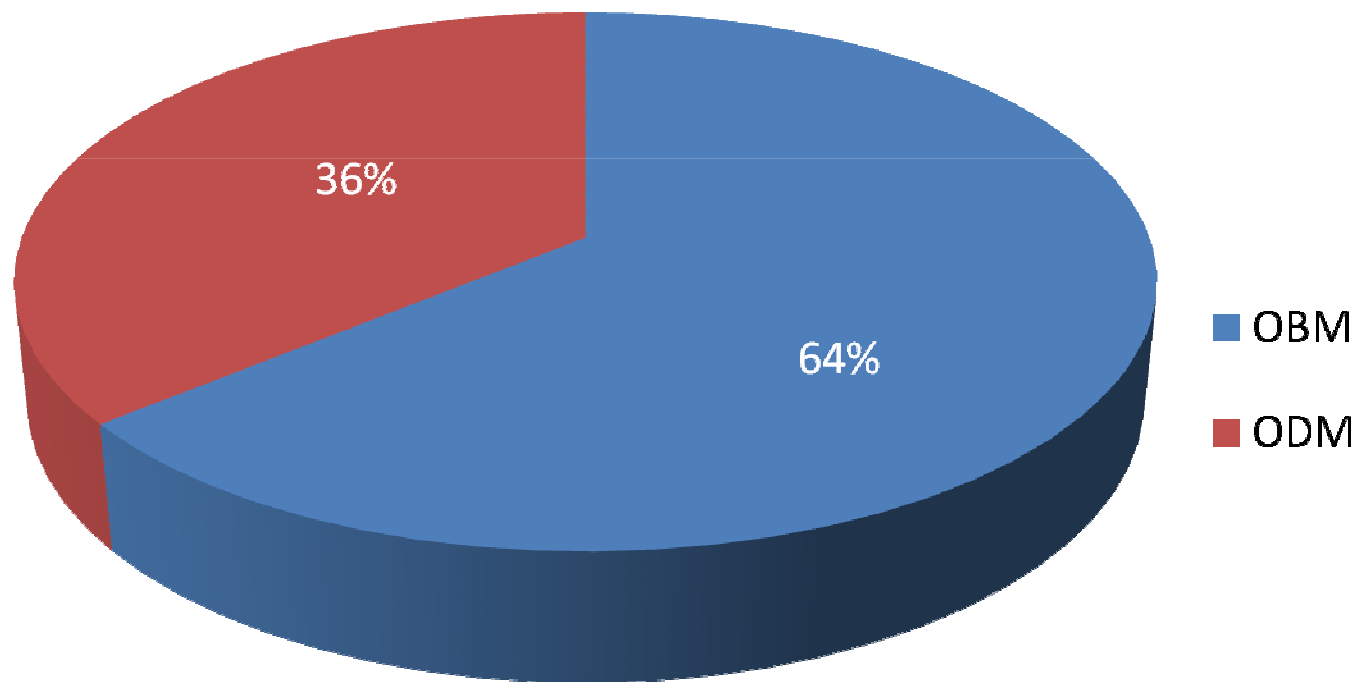
Unit: NTD1000	Q1	Q2	Q3
Sales Revenue	451,672	402,744	579,606
COGS	333,504	296,833	465,968
Gross Profit	118,168	105,911	113,638
Operating Expenses	225,360	223,388	239,756
Operating Income	-107,192	-117,477	-126,118
Non-OP Items	-23,029	6,886	-20,025
Pre-tax Income	-130,221	-110,591	-146,143
Tax	675	125	686
Net Income	-130,896	-110,716	-146,829
EPS	-0.63	-0.53	-0.71

◆ 2017 Products

Avision



Sales ratio of OBM & ODM



2017 Sales %

◆ R&D and Innovation

- ◆ Intuitive user interface
- ◆ A Powerful Scan/Search/Manage system ideal for home users and small offices

How much time you need to find a receipt, a warranty card, or an electronic document?



PaperAir

Avison

- ◆ Auto scan after paper is inserted
- ◆ Auto crop/deskew/blank page removal/OCR
- ◆ Search files over various file formats

PaperAir Manager	
File Name	Date
20171103-165419.jpg	20171103 16:54
1 AVISION INC. No. 20, Creation Rd. 1, Science Park, Hsinchu, Taiwan 300, R.O.C. Tel: 886-905-002195 Fax: 886-3-877-7017 E-mail: service@avision.com.tw Web: www.avision.com.tw	
20171103-165418.jpg	20171103 16:53
2 AVISION INC. No. 20, Creation Rd. 1, Science Park, Hsinchu, Taiwan 300, R.O.C. Tel: 886-905-002195 Fax: 886-3-877-7017 E-mail: service@avision.com.tw Web: www.avision.com.tw	
20170704-153315(001).jpg	20170704 15:33
3 MUTUAL NON-DISCLOSURE AGREEMENT This Mutual Non-Disclosure ...	
20170704-153315.jpg	20170704 15:33
4 writing and delivered to Receiving Party within thirty (30) days of the initial ...	
20170518-144441.jpg	20170518 14:44

Avison

AVISION INC.
No. 20, Creation Rd. 1,
Science Park, Hsinchu,
Taiwan 300, R.O.C.
Tel: 886-905-002195
Fax: 886-3-877-7017
E-mail: service@avision.com.tw
Web: www.avision.com.tw

Marketing Dept. 1
Sales Service Team

The First Laser Printer Designed and Manufactured in Taiwan !!



Avision

十年磨一劍
三千六百五十二天的堅持與專注
淬鍊出台灣唯一的雷射列印技術

乙未年

磨礪登場
整機台灣研發製造

A4 系列
列印/影印/掃描/傳真
每分鐘 30 頁列印
碳粉零浪費
雙面證件複印
長紙列印
內建雙面列印

A3 系列
列印/影印/掃描/傳真
每分鐘 50 頁列印
雙面掃描/列印
8 吋觸控螢幕
首張列印低於 8 秒
高容量碳粉匣

虹光精密工業股份有限公司 客戶服務專線：0800-600-785 網站：www.avision.com



- ◆ Dedicated in the development of laser printer over 12 years, spent over NTD10 billions from printer to MFP
- ◆ Developed A4 MFP/Printer in 2014 and launched in 2017
- ◆ Strong price competition due to overseas printer makers
- ◆ Information security issue has been considered great important increasingly
- ◆ The demand to make printer locally in China



Feature: 4 in 1 Copier

(Print/Copy/Scan/Network)

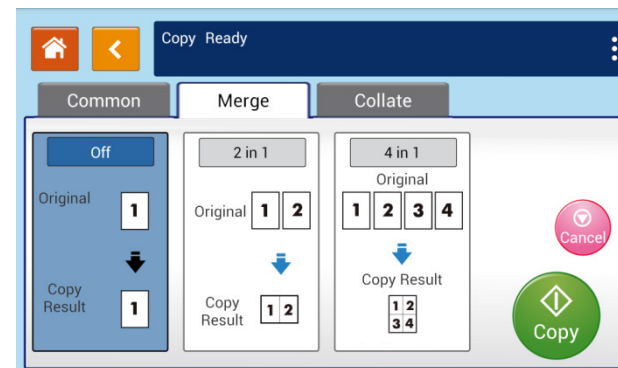
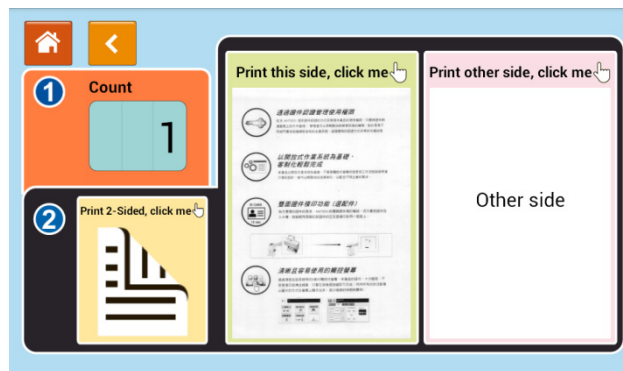
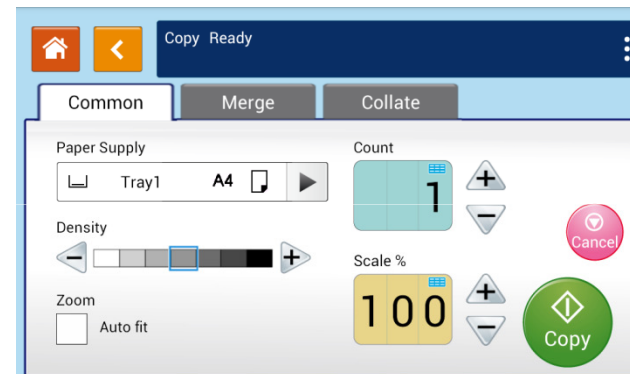
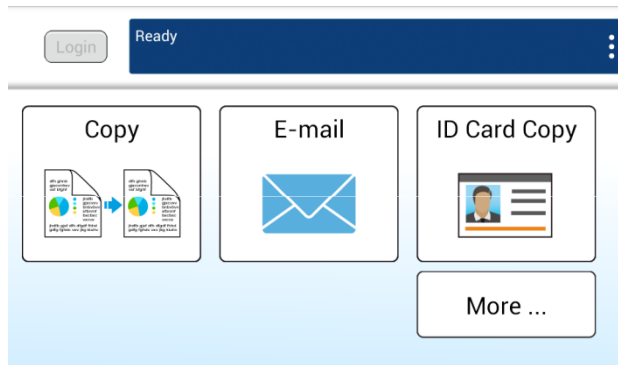


A3 尺寸

Network Print 、 Duplex Scan/Print (Built-in)

Feature: 8" Color LCD Screen

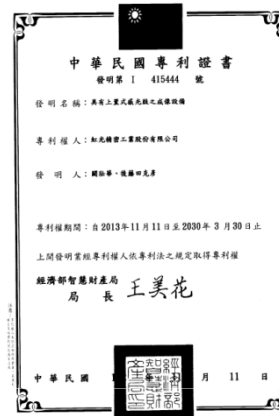
8" color LCD panel, easy-to-use button design, develop from operational habits of users



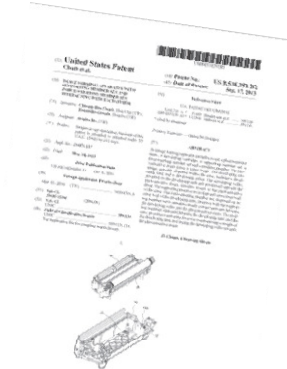
Obtained up to 30 patents



China
#12



Taiwan
#10



USA
#8



Avision



**The Opportunity of Avision printers
and MFP in China**

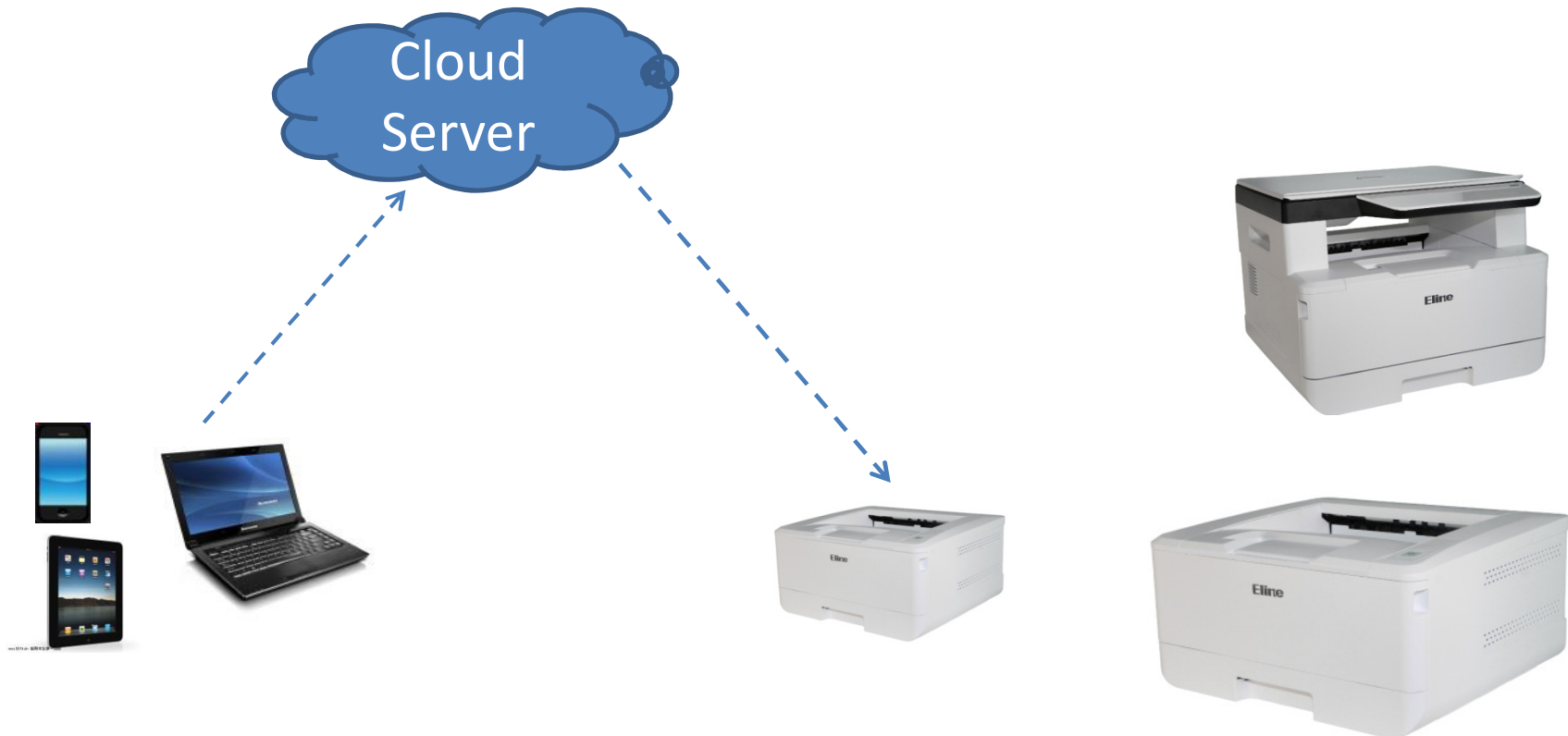
- ◆ Competitive features – duplex copy with only one scan, ID card copy, intelligent and user defined workflow
- ◆ Provide printer hardware and service to help customers in China locally make their own printers

The Demand of Printers Locally Made in China/Strategic Partnership with Printer Maker in China

Avision

◆ Applications

Education and School Systems · Print Service for Communities · Library · Governments (replacing bids with renting project))





Future Growth Kinetic Energy:

- ◆ Continually and innovatively develop products to improve user experience
- ◆ Meet the vast market demand of printers making in China



Q & A