

Avision

Stock Code:2380

Investor Conference
2020.12.16



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, Avision is not responsible for reminding or updating at any time.

- ◆ **Foundation: April, 1991**
- ◆ **IPO: December, 1998**
- ◆ **HQ: Science Park, Hsinchu, Taiwan**
- ◆ **Capital: NT\$1.79 billion**
- ◆ **Chairman: Sheng, Shao-lan**
- ◆ **Number of employees: Taiwan 380
Global 1,000**



- ✓ 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



AEG Europe Branch



AVS China Branch



USA

Germany

China

Taiwan

AVL USA Branch





Brazil

ABL Brazil Branch



AVI Taiwan Headquarter



-  Headquarters
-  Branch Office

2020(Jan ~ Sep) Operating Result

Unit: NTD1,000	2020 (Jan ~ Sep)	2019 (Jan ~ Sep)
Sales Revenue	1,099,697	1,253,392
COGS	(910,988)	(945,863)
Gross Profit	188,709	307,529
Operating Expenses	(568,185)	(632,304)
Operating Income	(379,476)	(324,775)
Non-OP Items	(21,266)	616
Pre-tax Income	(400,742)	(324,159)
Tax	(678)	(3,698)
Net Income	(401,420)	(327,857)
EPS	(2.31)	(2.02)

2020(3rd Quarter) Operating Result

Unit: NTD1,000	2020 (Q3)	2019(Q3)
Sales Revenue	512,200	383,451
COGS	(405,698)	(298,852)
Gross Profit	106,502	84,599
Operating Expenses	(194,774)	(194,094)
Operating Income	(88,272)	(109,495)
Non-OP Items	4,026	11,917
Pre-tax Income	(84,246)	(97,578)
Tax	(678)	(884)
Net Income	(84,924)	(98,462)
EPS	(0.47)	(0.61)

FY 2020 Monthly published sales

Avision had published the consolidated sales

- Sales of Nov. 2020 reported NTD278,808K, up 96.91% from the prior-year period
- Accumulated Sales from Jan. 2020 to Nov. 2020 reported NTD1,552,601K, up 4.58% from the prior-year period

NTD K	2020	2019
Jan	94,856	139,927
Feb	84,369	101,014
Mar	115,604	151,725
Apr	90,226	147,291
May	78,064	157,807
Jun	118,622	161,659
Jul	164,829	137,706
Aug	163,044	99,631
Sep	178,860	115,528
Oct	189,693	105,550
Nov	277,808	141,085
Dec		142,616

Brief of Reported consolidated sales

1st half of 2020 was mainly affected by the COVID-19 epidemic:

- During 2020/1Q, the Chinese government announced the extension of the Spring Festival holiday and strict control over the resumption of work. As a result, the operation of Suzhou factory in 1st Quarter was huge impacted by manpower, the production capacity, and the delivery to customers;
- Due to the slowdown of the epidemic in China, Suzhou factory has gradually returned to normal after April, the customer orders has also stabilized, and the cargo transportation has returned to normal;
- In addition, 1st half year, worldwide economics were also impacted by the epidemic or due to the stagnation of local industrial and commercial activities. Therefore, sales in the 1st half year declined compared with the same period prior year.

Brief of Reported consolidated sales

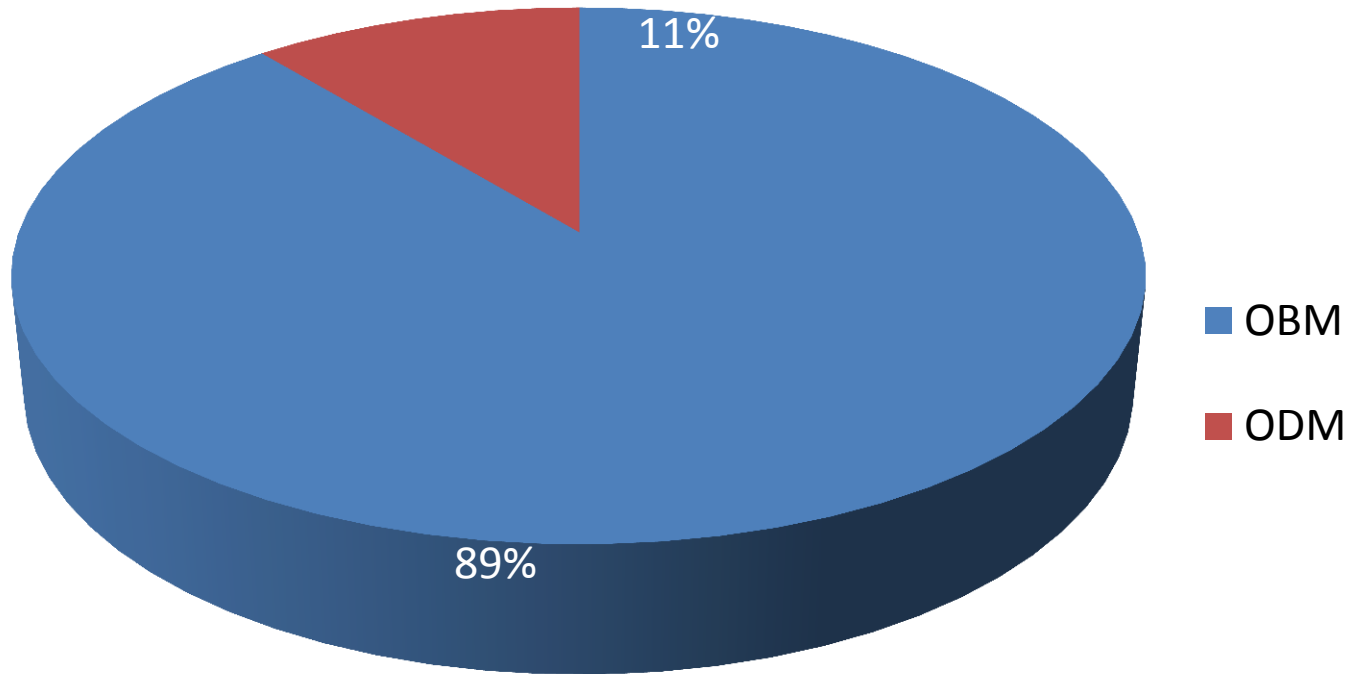
- A. Stable shipment of printers in China in 2nd half of 2020.

- B. Scanner sales gradually increase in various regions after July.

◆ 2020 Product



OBM vs ODM



2020 Sales %

A3 Copier series



Avision

A vision of your office



Convenience
Mobile printing



Intelligent Copy



High speed and
high quality
printing



Embedded
webpage remote
control



ID card duplex
Copy (optional)



The AP510 is Avision' s state-of-the-art printer which can be used for local printing and network printing up to A3 size. The printer provides various features to ensure efficient and effective printout including Network Printing, Printing on Both Sides, Collating

(Sorting the printed pages), Printing Multiple Pages on A Single Sheet, Adding Watermark in the background and so on. With a clear and large LCD display and easy-to-use control panel, the AP510 makes your operation fast as a breeze.



- Intelligent fast print
- Advanced auto crop and auto de-screw
- High security control by ID card authentication
- Easy customization with open source operation system
- Support “scan to USB device” and USB direct print
- Advance scan capability
- operated through a clear and large 8” LCD touch screen to simplify work for busy offices with high-volume of document distribution.
- High speed and high quality printing



Convenience
Mobile printing



Embedded
webpage remote
control



Intelligent Copy



ID card duplex
Copy (optional)



High speed
and high
quality
printing



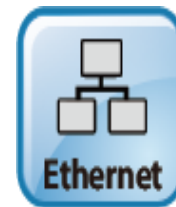
Advanced
scan

AN360W

The 1st network Scanner with SOC support Android



- Stand-alone scanner without PC
- clear and large 8" LCD touch screen
- Easily to customization to meet different working request



Document Scanner

Network Scanner

Production Scanner

Improved Technology



- Direct scan to cloud, FTP, mail box, printer, USB device, Mobile phone and Tablet
- Also support scan through PC by USB or network.

Document
Scanner

Network
Scanner

Production
Scanner

Improved
Technology



A3 Production Scanner - AD6090

Avision

High Speed, Compact size A3 size Production Scanner



- A3 size Duplex scan
- Up to 90 ppm / 180 ipm
- ADF capacity 150 page
- Support 3.1 及 network scan



Document Scanner

Network Scanner

Production Scanner

Improved Technology

A3 Production Scanner -AD8120U

Avision

**High speed/ High capacity
A3 Production scanner**



- A3 size Duplex scan
- Up to 120 ppm / 240 ipm
- ADF capacity 500 page
- Ultra-sonic detector for avoiding mutli-feed
- Support 3.1 及 network scan



Document
Scanner

Network
Scanner

Production
Scanner

Improved
Technology

The status of cash dividend payback from China Subsidiary

- The BOD resolution date of China Subsidiary :
2020/09/17
- Dividend type : Cash dividend CNY52,348,572.14 total after deducted Legal Reserve in China, It need to pay withholding Tax in China when the cash dividend wired abroad.
- Status: all cash dividend had been wired back to Avison by 2020/12/16



The private placement status

- Private placement of Resolutions of the 2019 shareholders :
 - ◆ Completed of 17,000,000 shares at 2020/03/31 at NTD2.92 per share, and raise the amount of NTD49,640,000 for working capital and enhance financial structure
- Private placement of Resolutions of the 2020 shareholders : open

2020 Medical Taiwan(2020/10)

One booth (worked with Hsinchu Biomedical Science Park Incubation Center)



2020 Healthcare Expo. Taiwan(109/12)

Two booths(worked with Hsinchu Science Park and Hsinchu Biomedical Science Park Incubation Center)





2021 outlook

- ◆ Provide printer hardware and service to help customers and to make their own printers in China. Then these customer will increase the printer sales volume in the coming year.
- ◆ Promote printer and copier in other country.
- ◆ Enlarge the scanner market share with the new scanner product.

The Opportunity of Avison 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 assist local customers can produce their own printers China.
- ◆ Printer had been delivered to customer during 2nd half year of 2020, expect the volume will increase steady in 2021.



Avision

Q & A