

Avision

StockCode:2380

Investor Conference 2018.12.21



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 420
Global 1,300**



- ✓ 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



Avison

Global Branch

AEG Europe Branch



AVS China Branch



 **USA**

AVL USA Branch



 **Germany**

 **China**

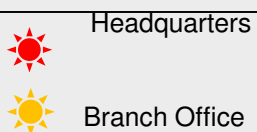
 **Taiwan**

AVI Taiwan Headquarter



Brazil

ABL Brazil Branch



Avison

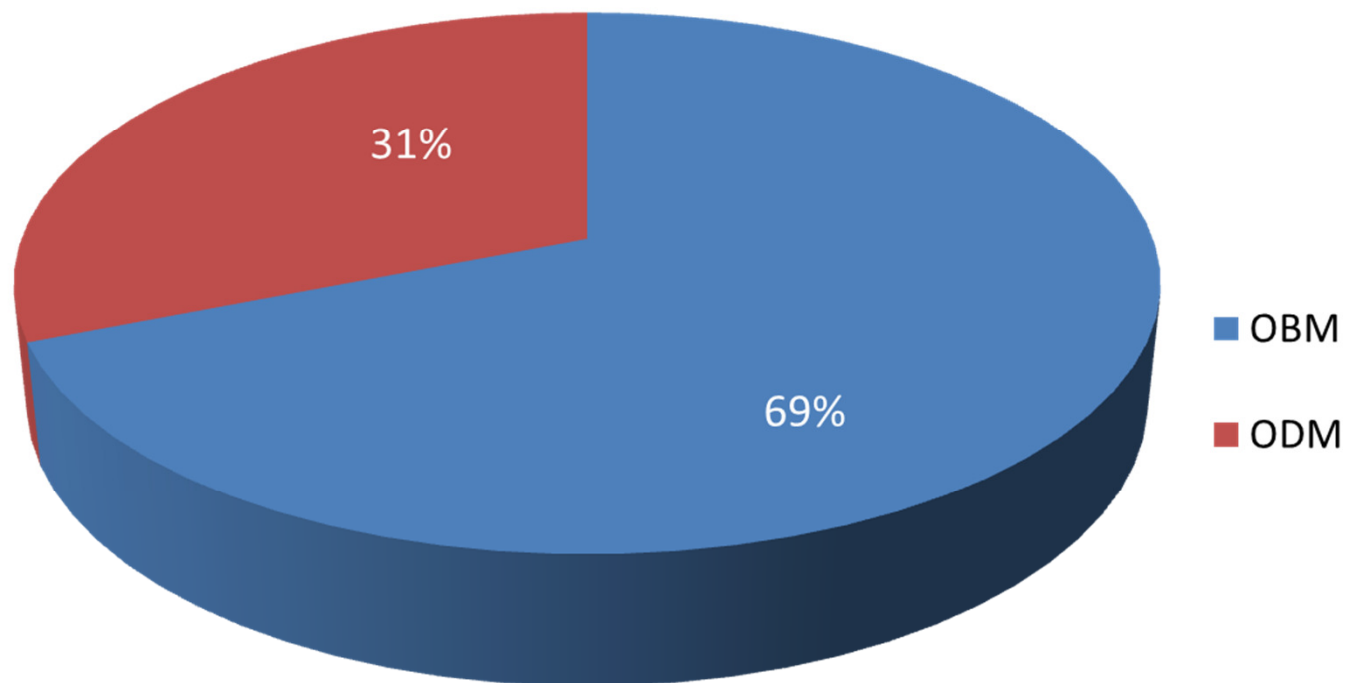
2018 Operating Status

Unit: NTD1000	2018 (Jan ~ Sep)	2017 (Jan ~ Sep)
Sales Revenue	1,540,651	1,434,022
COGS	(1,180,143)	(1,096,305)
Gross Profit	360,508	337,317
Operating Expenses	(701,287)	(688,504)
Operating Income	(340,779)	(350,787)
Non-OP Items	20,466	(36,168)
Pre-tax Income	(320,313)	(386,955)
Tax	(4,780)	(1,486)
Net Income	(325,093)	(388,441)
EPS	(1.56)	(1.87)

◆ 2018 Product



Sales ratio of OBM & ODM



2018 Sales %



Avision



Introducing . . .



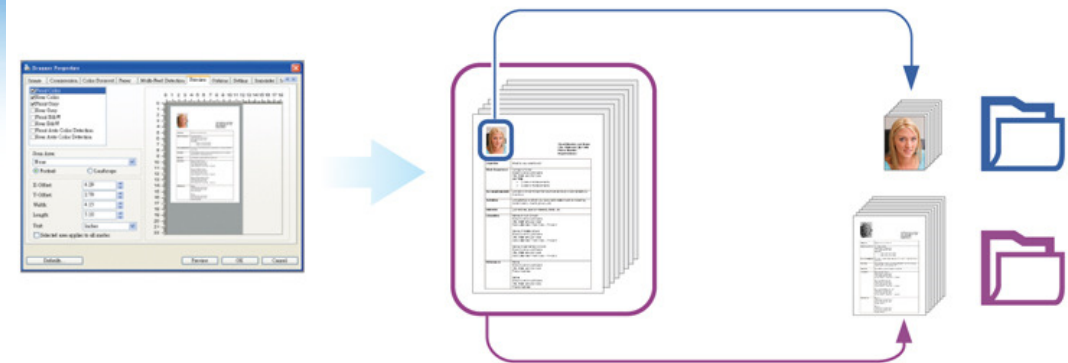
Avision New A3 Production Scanner – AD8120

AD 8120 Features:

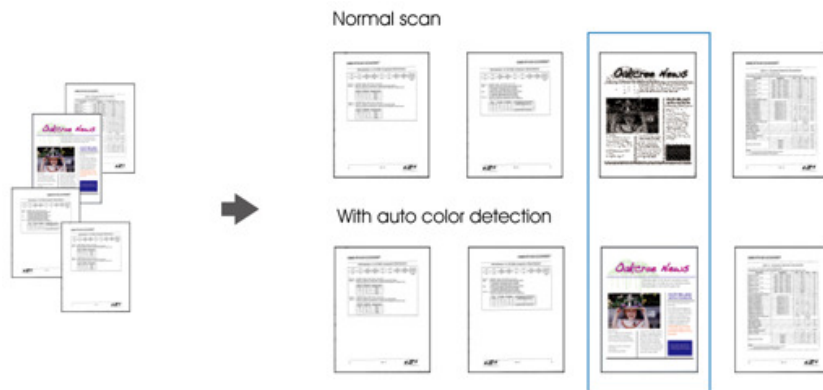
- Up to 500 sheets ADF capacity
- 60,000 pages daily duty cycle
- Staple detection
- Feed paper from the top of a paper stack
- 3 ultrasonic multi-feed detection sensors
- Optional imprinter

Relative to Document (multi-area Selection)

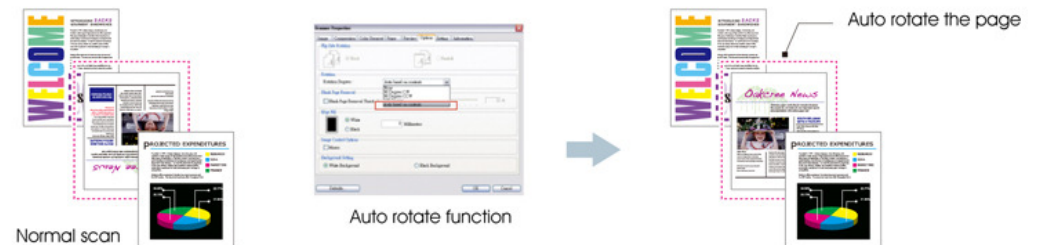
Crop different areas on your documents and deliver these images in B&W, Gray, or Color separately. For example, you may need to scan the photo area of your resume in color and the entire document in black and white to save your storage space.



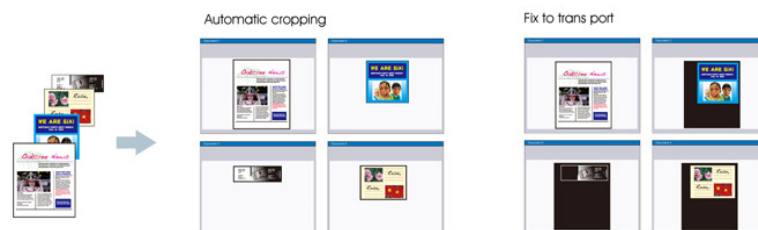
Auto Color Detection



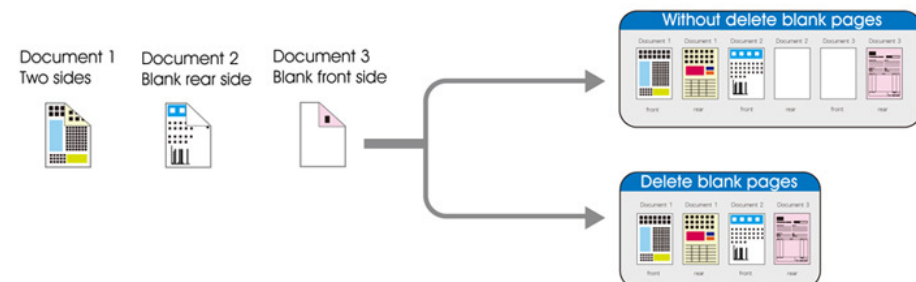
Auto Rotate



Auto Cropping



Blank Page Removal



PaperAir

▶ R&D and Innovation

Intuitive user interface

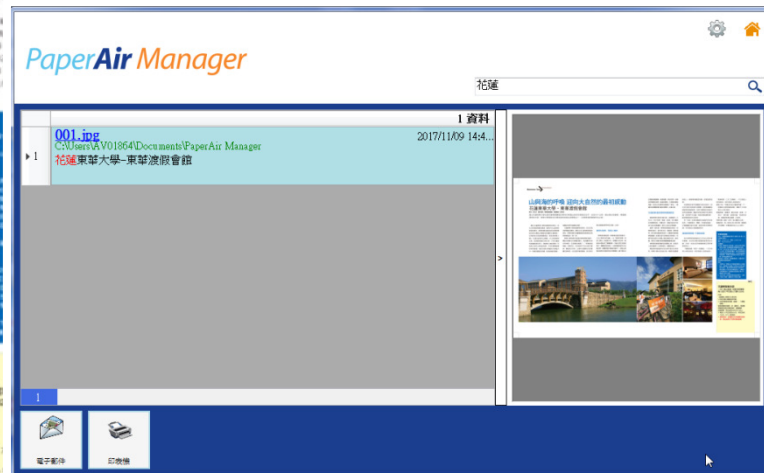
A Powerful Scan/Search/Manage system ideal for home users and small offices

A Simple, Fast Scanning and Searching Software Application!

Find your document in less than 1 second!

Search text even in JPEG file format!!

Easy, Quick, and Accurate!



Auto scan after paper is inserted

Auto crop/deskew/blank page removal/OCR

Search files over various file formats

Feature: 4 in 1 Copier

(Print/Copy/Scan/Network)



A3 尺寸

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

Patent & IP

- Innovative
 - 848 patent granted
 - 612 invent patent
 - 219 patent in process
- Obtained up to **30** patents in Print/Copy



Feature: 4 in 1 Copier
(Print/Copy/Scan/Network)



Avision A4 copier promotion in Taiwan- 2019



A4複合機

買不如租

印一張只要 **0.45** 元

服務專線 0800-600-785



- 手續簡便，免押金
- 大印量用戶推薦，越印越省
- 2年免費保固及到府服務合約

降低總成本 提高生產效率 確保資訊安全

即日起年繳預付

年繳預付可享優惠2選1

方案1：預付金現折NT\$900

方案2：免費使用「雙面證件複印模組」
(詳細租借辦法請洽服務專線)

原廠 **3** 大優勢

原廠服務
到府維修

原廠機台
專業支援

原廠耗材
優質列印



歡迎致電Avison虹光原廠列印服務中心

電話：0800-600-785

E-mail：service@avision.com.tw

二年約 精省專案 (最低月印量2000張/月)

省錢 比一比

租比買更划算

最低月印量2000張/月

租A4比租A3划算

根據統計，90%以上需求都是A4尺寸，您還在租貴森森的A3機台嗎？

	Avison租賃	它牌租賃	它牌銷售	便利商店
列印費用	\$0.45	\$1.15	\$1.39	\$2.0

月印量2,000張	A3複合機 (500張免費)	Avison複合機
月租費用	1,500	0
黑白單張優惠價	0.5	0.45
2年租賃費用	36,000	0
2年列印費用	18,000	21,600
2年總支出	54,000	21,600


月印量2,000張	Avison複合機	E牌複合機
複合機售價	0	13,800
2年列印費用	21,600 (\$0.45/張)	0
2年耗材費用	0	45,300
2年總支出	21,600	59,100

省 **63%** 省 **\$37,500**


月印量2,000張	Avison複合機	B牌複合機
複合機售價	0	9,900
2年列印費用	21,600 (\$0.45/張)	0
2年耗材費用	0	55,700
2年總支出	21,600	65,600

省 **67%** 省 **\$44,000**

租比買更划算，虹光原廠耗材 成本價挺你



原裝高速打印速度
雙面證件複印模組
原廠碳粉



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新竹科學工業園區研新一路20號
Tel: 886-3-5782388 | Fax: 886-3-5777017 | sales@avision.com.tw

Cooperate with Channel to promote Self Print & Conv



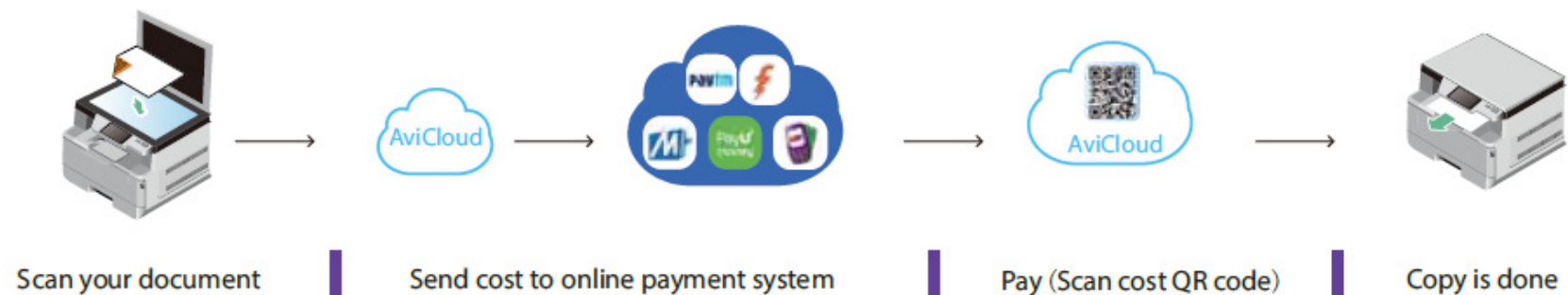
**Make it easy for users to
copy, print and pay their ways**



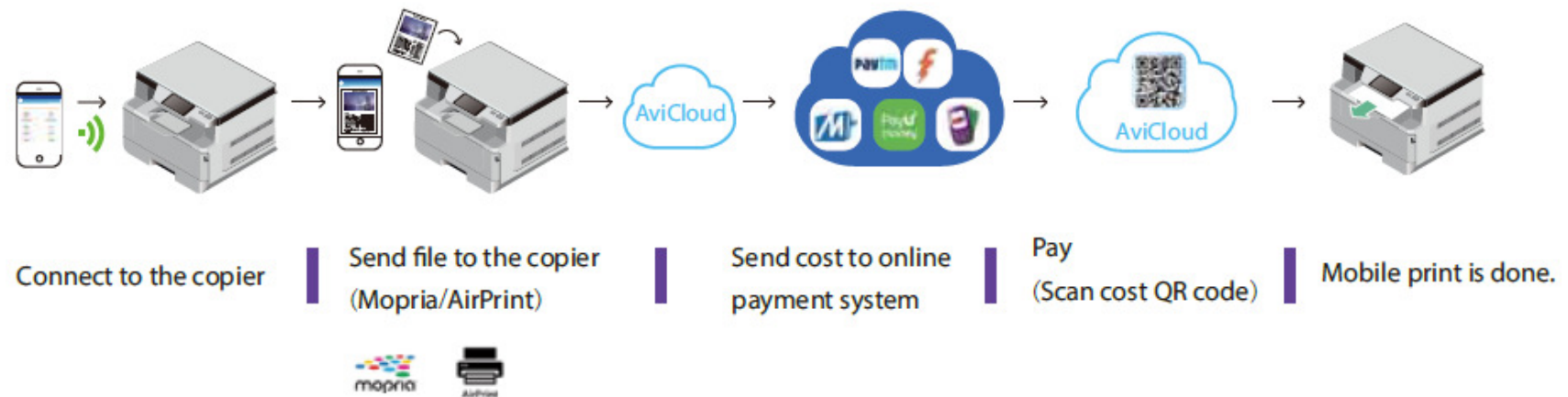
How it work

Copy

- ◆ Convenience shop, Community center, Campus, Office building, Printing Shop



Mobile Printing



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
- ◆ Cooperate with channel to promote “self print” & “self print market”



Avision

Q & A