

Avision

Stock Code:2380

Investor Conference
2019.12.31



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.

- ◆ **Foundation: April, 1991**
- ◆ **IPO: December, 1998**
- ◆ **HQ: Science Park, Hsinchu, Taiwan**
- ◆ **Capital: NT\$1.6 billion**
- ◆ **Chairman: Sheng, Shao-lan**
- ◆ **Number of employees: Taiwan 400
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

2019 Operating Result

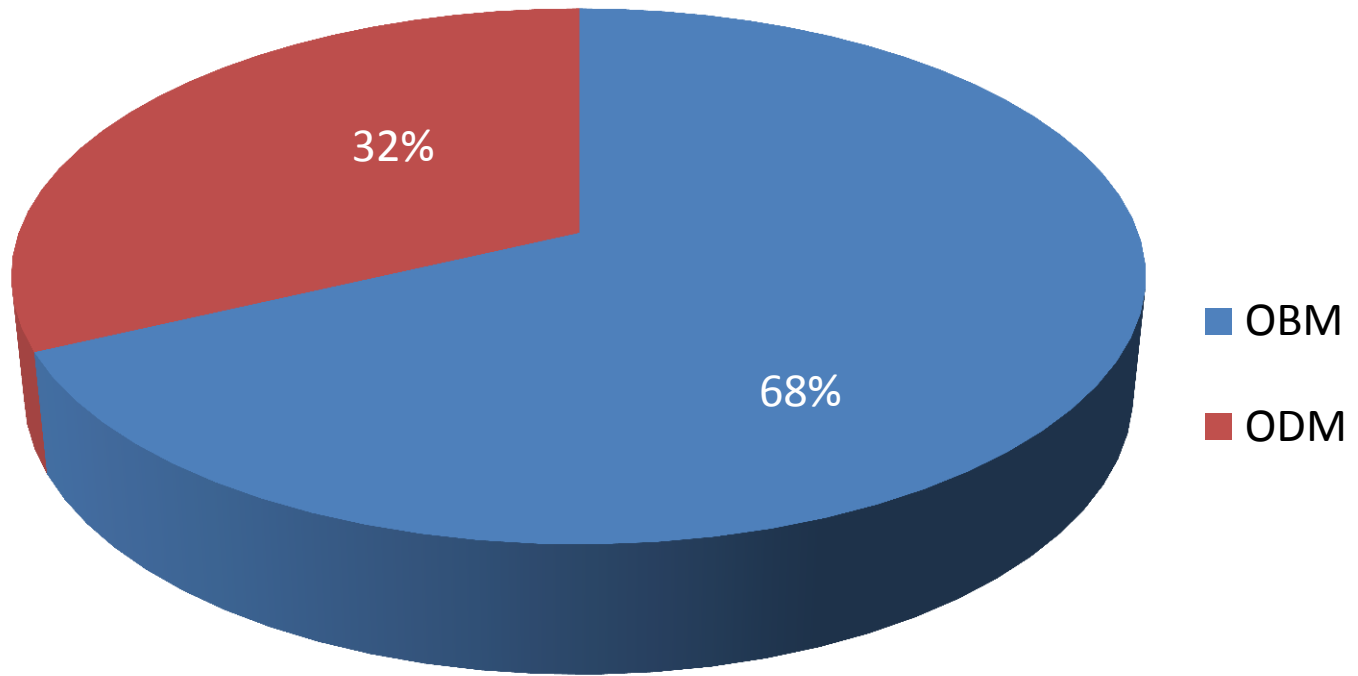
Unit: NTD1,000	2018 (Jan ~ Sep)	2019 (Jan ~ Sep)
Sales Revenue	1,540,651	1,253,392
COGS	(1,180,143)	(945,863)
Gross Profit	360,508	307,529
Operating Expenses	(701,287)	(632,304)
Operating Income	(340,779)	(324,775)
Non-OP Items	20,466	616
Pre-tax Income	(320,313)	(324,159)
Tax	(4,780)	(3,698)
Net Income	(325,093)	(327,857)
EPS	(2.00)	(2.02)

◆ 2019 Product



Four circular icons are arranged in a cluster on the right side of the image. Each icon contains a function name: **Copy**, **Print**, **Scan**, and **Fax**. The icons have a blue and green gradient and a subtle dot pattern.

OBM vs ODM



2019 Sales %

2019

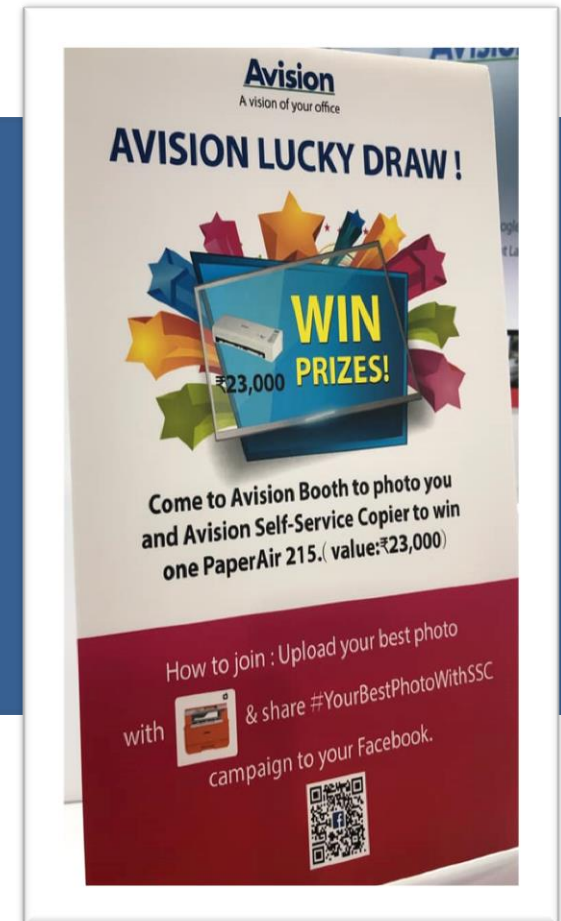
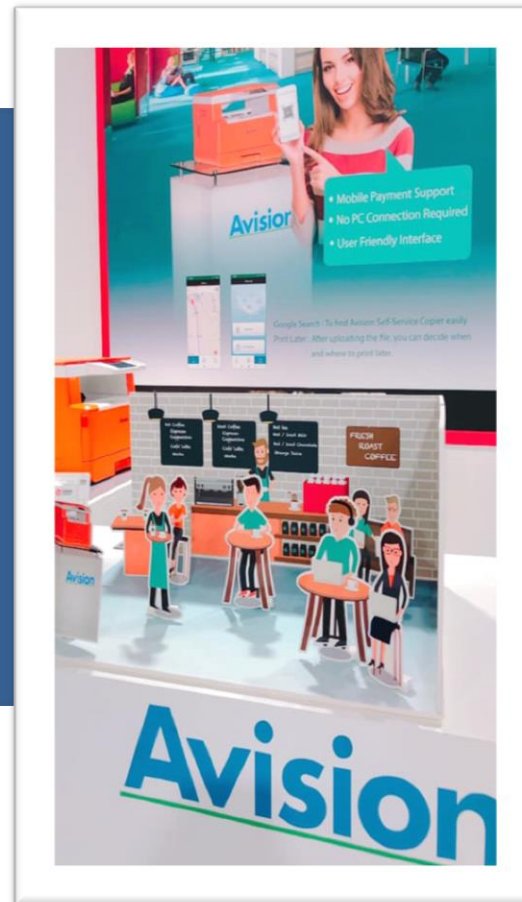
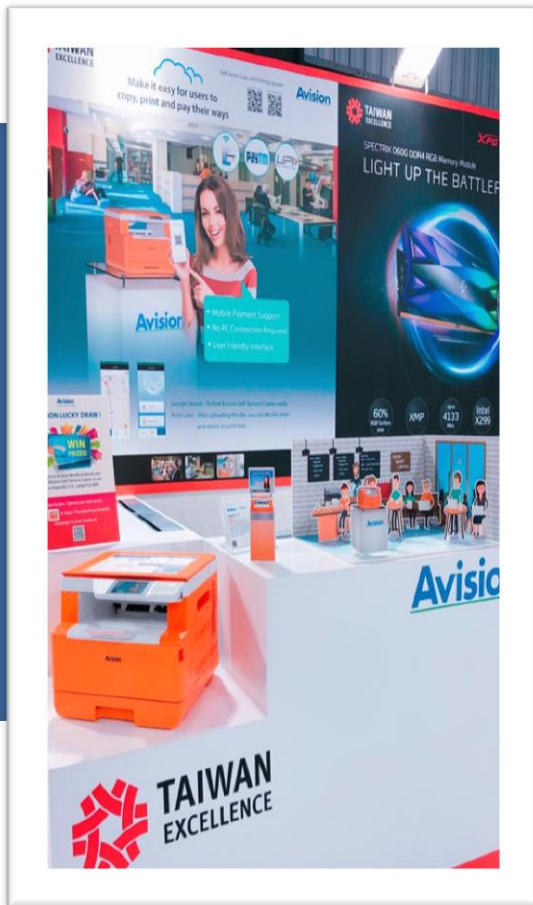
Computex Taipei 2019



13th Remax World Expo 2019 China



Smart Asia 2019, India



9th Vibrant Gujarat Global Trade Show 2019, India



Cooperate with Channel to promote Self Print & Conv



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



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.
- ◆ Had Cooperated with some channel to promote “self print” & “self copy” print.
- ◆ Printer had been delivered to customer during 2019 but the volume is not big for it was in the early stage.

The status of Capital Reduction

- ◆ The Avison annual shareholder meeting had granted the Capital reduction on 2019/04/12 , the status is as follow :
 - ◆ Original share: 202,220,850 shares
 - ◆ New share after reduction : 162,444,084 shares
 - ◆ The new shares(162,444,084 shares) had re-listed in Taiwan stock market on 2019/10/07.

Result of China Suzhou Factory 1 transaction

- ◆ Avison reported that “Company will sell the China Suzhou Factory 1 on 2019/08/19” . The result is as follow:
 - ◆ The transaction amount : CNY100,000,000-
 - ◆ The transaction was finished during Oct. 2019 and the full amount for this transaction had been received in the same time.

A3 Copier series



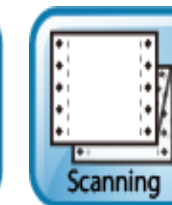
A4 Net work Scanner - AD345N

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Production Scanner



- Duplex scan
- Up to 45 ppm(page per minute (Simplex) or 90 ipm(image per minute)
- ADF capacity 100 page
- Support 3.1 及 network scan



Document Scanner

Network Scanner

Production Scanner

Improved Technology

A3 Production Scanner - AD6090

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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

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**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



2020

- ◆ Cooperate with more channel or convenient store to enlarge “self print” & “self copy” market.
- ◆ 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.



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Q & A