

# Avision

Stock Code:2380



# 2023 Investor Conference 2023.12.13

# Disclaimer

- ◆ This briefing and the simultaneous release of relevant information are based on prospect information obtained both internally and externally from the company including operating prospects, financial status and business forecasts.
- ◆ The actual operational, financial and business prospects in the future may be different. This may be due to various 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 prospect 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
- Capital NT\$2,169 Million(US\$68.8M)
- Number of employees Taiwan / 389  
China/ 318
- IPO December, 1998
- ISO-9001 September, 1993 certificated
- ISO-14001 January, 2000 certificated
- ISO-13485 November, 2012 certificated



**Avison Inc. (headquarter)**

Taiwan

Avison  
Brazil Ltd.  
(ABL)

Brazil

Avison-  
Labs Inc.  
(AVL)

U.S.

Avison  
Europe GmbH  
(AEG)

Germany

Avison  
(SUZHO)  
(AVS F1)

China

Avison  
(SUZHO)  
(AVS F2)

**Avison**

# Avision(SUZHO) PROFILE

- Established      December 1999
- Capital          USD4,100M
- Employee       318
- Location
  - Fab I: No.9, Suhong West Road, Suzhou Industrial Park, Jiangsu Province
  - Fab II: No.9, Yangtai Road, Suzhou Industrial Park, Jiangsu Province



**Avison Suzhou is a high tech. firm located in  
Suzhou Industrial Park**

# R&D Organizational Chart

## R&D Group 1

Firmware

O. Mechanical

Software

Hardware

Network System  
Develop.

System Develop

ASIC Develop.

Test Team

## R&D Group 2

EP Develop.

Mechanical 1

Mechanical 2

Firmware

Software

Hardware

### Patents worldwide

**1571**  
patents



**1003**  
innovation  
patents

## Internationally Recognized Expertise

Avision has obtained 1,571 patents and 1003 innovation patents, and has 76 patents on pending list.

# Products and Market

# Avision Scanner & Printer Developing Roadmap



**A3 Scanner (CCD)**  
150ppm/300ipm  
Paper tray 500pages



**Network Scanner**  
60ppm/120ipm



**A3 Scanner  
U-sharp**  
100ppm/200ipm  
Paper tray 100pages



**Passport Scanner**  
70ppm/140ipm



**A3 Scanner**  
100ppm/200ipm  
Paper tray 300pages



**BW printer  
AP40**  
A4 40ppm



**BW MFP  
AM40**  
A4/40ppm



**Color printer**  
A4/30ppm



**BW printer**  
A4/50ppm

**2023**

**2024**

**Confidential**

**Avision**

# The Core Technology of Avision Printer

- **Printer Core Chip developed by Avision**

VM1

Completed: 2006-04



VM2

Completed :2013-06



VM3(NP115)

Completed :2018-02



VM4 R

2024-Q2

RISC-V  
Lower cost

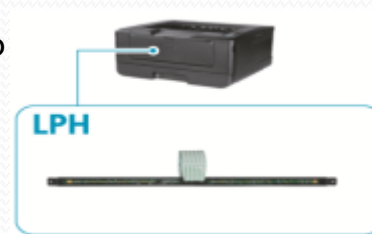
- **ChipVM3(NP115) Characteristic**

1. Highly integrated system chip: specially designed for black and white, color printer, and high speed document scanner
2. High-performance computing, low power consumption, comply with TEC energy efficiency specifications and Energy Star specifications
3. Encryption and decryption function: equipped with chip encryption and decryption encoding engine, with ultra-high-speed encryption and decryption function
4. Avision owns the IP of image control, printing control, and image processing

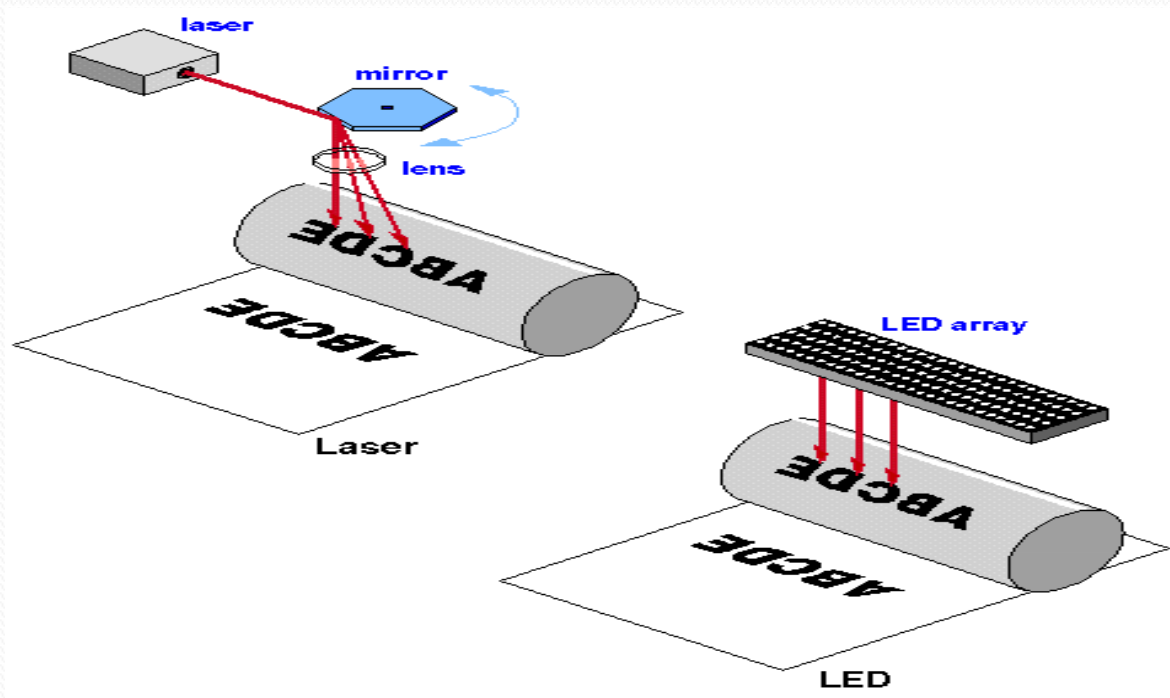
# Avision Printer Core technology -2

- LED (Light Emitting Diode) Printer Head(LP

- Key Parts of Color Printer
- Small size, does not occupy machine space
- High-quality printing and imaging
- LPH is more efficient and consumes less power than traditional LSU
- No motor and polygon mirror moving parts, no noise
- At present, only FujiXerox and OKI are produced and manufactured by Japanese manufacturers, most of which are used for internal production of printers, and a few are sold externally
- The third company with LPH design and manufacturing capabilities
- Core Advantages
  - own patent and manufacturing technology
  - One-stop intellectual property rights: LED chip design -> LPH module architecture design -> GaAs wafer subcontract production -> finished module production
  - The core units of printers such as photosensitive drums, fusers, etc. can be self-made in Taiwan and mainland China, but LPH and LSU print heads need to be imported
  - The only printer manufacturer that can develop independently without worrying about foreign out-of-stock.



# LPH vs LSU



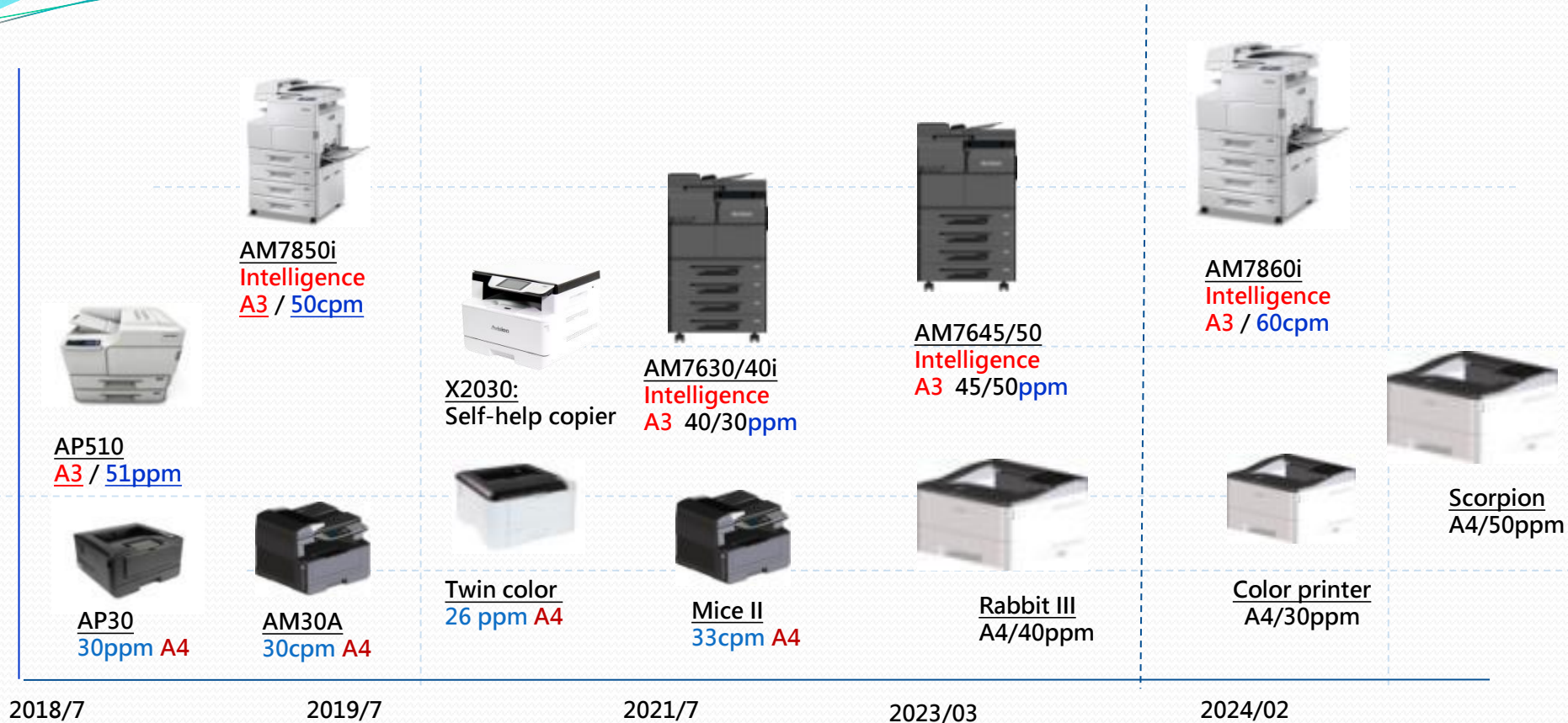
# The Market Scale of Domestic Printer in China

- In 2020, the sales volume of A4 mono printers in China will be 8.8 million units. According to market experience, 1/4 of them could be purchased by the Communist party, government, military and state-owned enterprises. This means the market size of A4 mono printers is more than 2 million units per year, of which the most popular one in office is the black and white, automatic duplex printer with printing speed of 30 pages per minute.
- In 2020, the domestic sales of A3 mono copiers in China will be 850,000 units. Similarly, the domestic copier market will need more than 200,000 units per year. At present, the most popular copier is the one with 25~40 CPM. As the economy grows, the printer with 45~60 CPM will be increased as expected.

# Avision Printer Business Plan

- Become a professional ODM/OEM company through technical cooperation with customers in China.
- Develop a business model that provides free maintenance and consumables, such as leasing, one-time payment with full guarantee, etc., to meet the printing/copying requirements of business and home offices.
- In the fourth quarter of this year, Europe and the United States launched A1 and 40ppm printers on Amazon to enter the world market.

# Avision SFP/MFP Roadmap



# Consolidated Statements of Operations

## Income Statement For the Nine Months Ended September 30, 2023 and 2022

In Thousands of New Taiwan Dollars

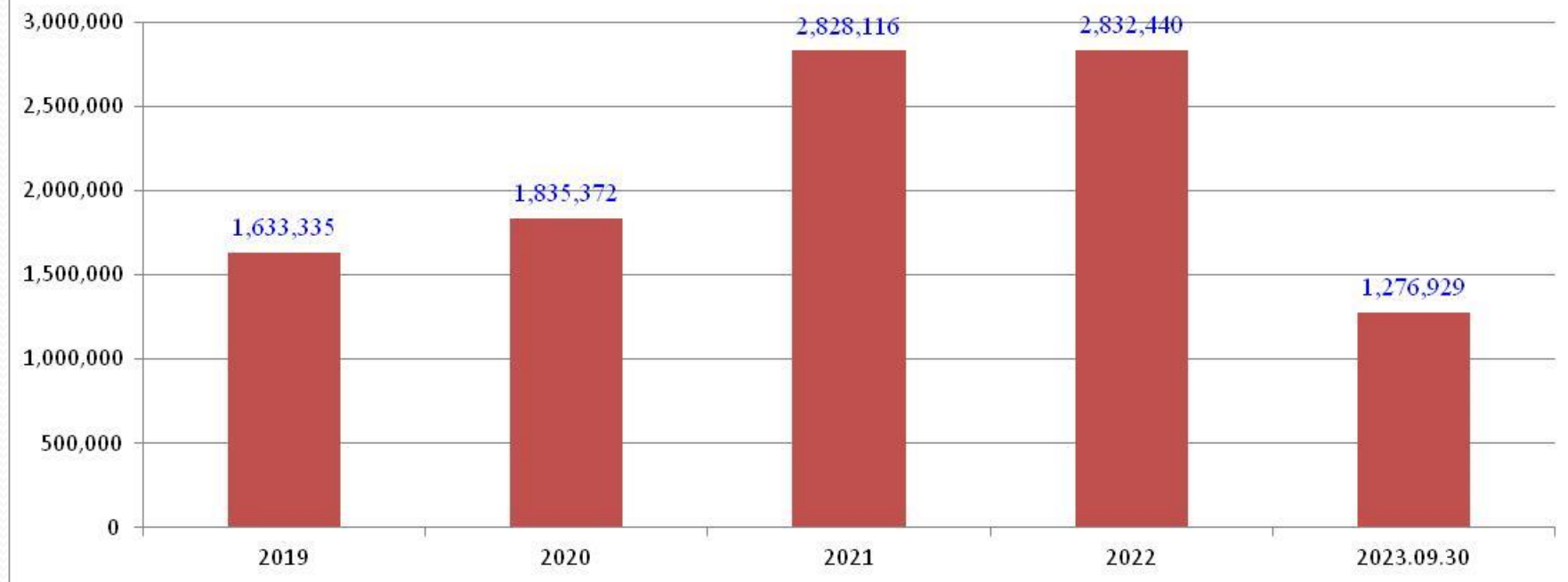
	2023(Jan ~ Sep)	2022(Jan ~ Sep)
Sales Revenue	1,276,929	2,225,142
COGS	(999,339)	(1,676,766)
Gross Profit	277,590	548,376
Operating Expenses	(684,335)	(557,370)
Operating Income(Los	(406,745)	(8,994)
Non-OP Items	(4,961)	6,750
Pre-tax Income(Loss)	(411,706)	(2,244)
Income Tax	(3,463)	20,769
Net Income(Loss)	(415,169)	18,525
EPS (in NTD)	(1.92)	0.11

## Income Statement For the Three Months Ended September 30, 2023 and 2022

In Thousands of New Taiwan Dollars

	2023(Q3)	2022(Q3)
Sales Revenue	386,848	872,368
COGS	(285,988)	(631,697)
Gross Profit	100,860	240,671
Operating Expenses	(322,581)	(196,123)
Operating Income(Los	(221,721)	44,548
Non-OP Items	(48,723)	8,059
Pre-tax Income(Loss)	(270,444)	52,607
Income Tax	(2,726)	(76)
Net Income(Loss)	(273,170)	52,531
EPS (in NTD)	(1.25)	0.28

## The Five-year Consolidated Revenue



**Thank you!**