

AG Neovo

2017 Investor Conference

Date: JUN. 20, 2017



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Agenda



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Financial Information

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Operating Information

4

Strategy & Outlook

1. Introduction



1978

Established date:1978/05/18

1992

Listed at Taiwan Stock Exchange

1999

Monitor Business Unit

2014

Bio-Medical Business Unit

1. Introduction

Business Model: Brand Management



Know Your Customer

Application and Techniques

Partnership Profit Sharing



2. Financial Information – 2012-2016 Consolidated I/S

In NT thousands	2012	2013	2014	2015	2016
Operating revenue	640,916	625,078	684,372	681,116	757,963
Cost of sales	(426,727)	(462,411)	(480,050)	(529,055)	(554,011)
Gross profit	214,189	162,667	204,322	152,061	203,952
Operating expense	(249,762)	(194,991)	(196,496)	(210,872)	(210,553)
Net operating income(loss)	(35,573)	(32,324)	7,826	(58,811)	(6,601)
Non-operating income and expense	542,973	35,519	(6,384)	2,675	(1,946)
Profit(loss) before income tax	507,400	3,195	1,442	(56,136)	(8,547)
Income tax expense	(33,547)	(21,279)	(829)	(307)	292
Profit(loss)	473,853	(18,084)	613	(56,443)	(8,255)
EPS (NT Dollar)	9.79	(0.35)	0.01	(1.08)	(0.16)

2. Financial Information – Consolidated I/S

In NT thousands	1Q 2017		4Q 2016		QoQ	1Q 2016		YoY
	Amount	%	Amount	%	%	Amount	%	%
Operating revenue	160,858	100	187,459	100	(14)	187,121	100	(14)
Cost of sales	(113,065)	(70)	(142,270)	(76)	(21)	(138,473)	(74)	(18)
Gross profit	47,793	30	45,189	24	6	48,648	26	(2)
Operating expense	(47,851)	(30)	(47,476)	(25)	1	(56,058)	(30)	(15)
Net operating income(loss)	(58)	-	(2,287)	(1)	(97)	(7,410)	(4)	(99)
Non-operating income and expense	1,253	1	1,210	-	4	(933)	-	(234)
Profit(loss) before income tax	1,195	1	(1,077)	(1)	(211)	(8,343)	(4)	(114)
Income tax expense	(323)	-	1,294	1	(125)	(355)	-	(9)
Profit(loss)	872	1	217	-	302	(8,698)	(4)	(110)
EPS (NT Dollar)	0.02		0.004			(0.17)		

Weighted average outstanding shares (thousands) : 52,471

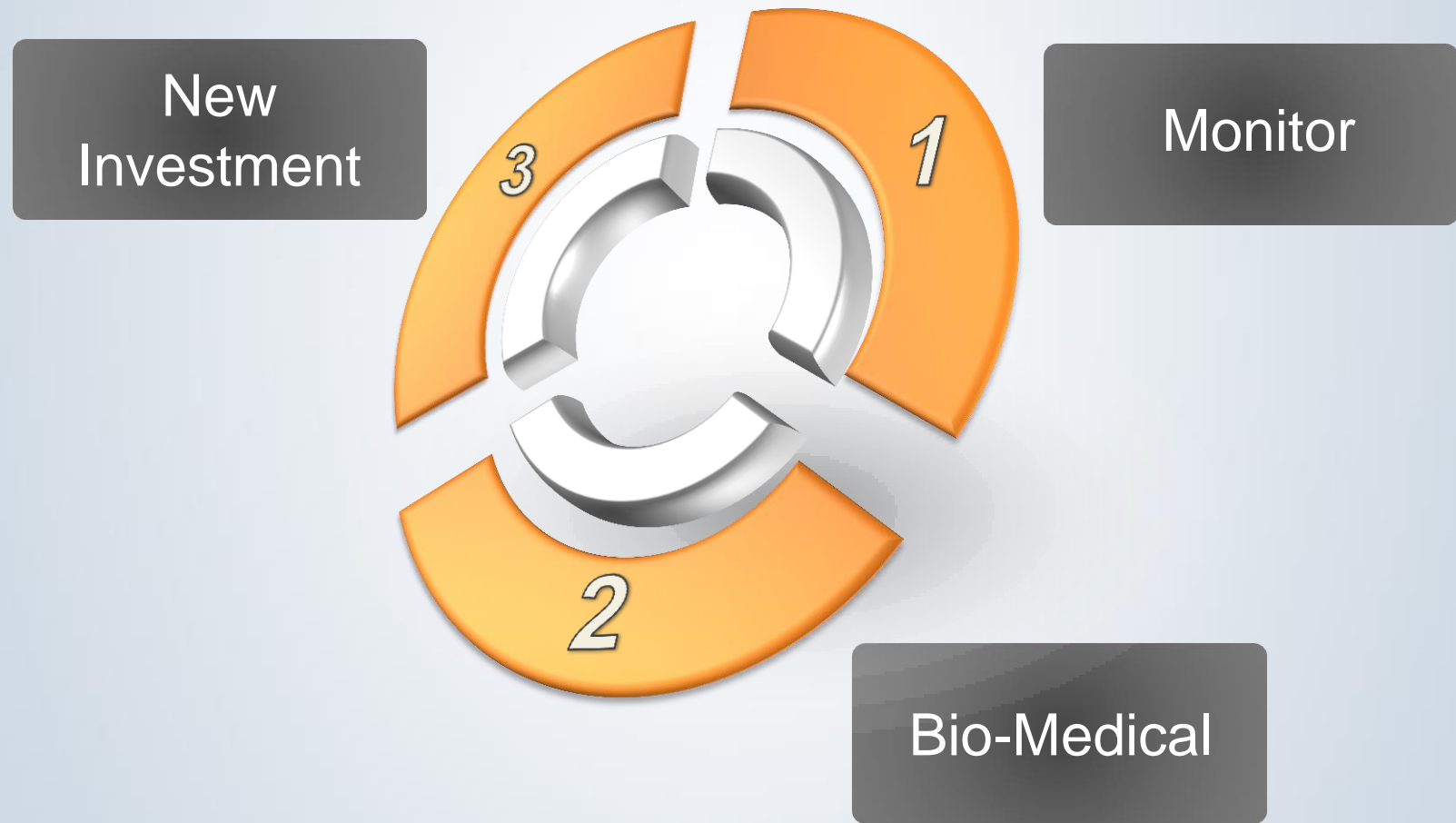
2. Financial Information – 2012-2016 Consolidated B/S

In NT thousands	2012/12/31	2013/12/31	2014/12/31	2015/12/31	2016/12/31
Cash & cash equivalents	837,643	487,711	171,885	96,716	94,787
Accounts receivable	62,447	85,831	62,056	81,366	89,378
Other receivables	1,118	407	2,006	937	222
Inventories	158,636	186,815	211,809	278,384	184,064
Prepayments	12,529	16,068	28,408	10,655	7,238
Other current assets	582	2,621	1,154	883	1,167
Current assets	1,072,955	779,453	477,318	468,941	376,856
Non-current assets	38,858	135,699	379,587	397,324	383,790
Total Assets	1,111,813	915,152	856,905	866,265	760,646
Short-term borrowings	0	0	40,000	173,528	89,729
Accounts payable	83,005	90,299	66,840	63,716	63,762
Other payables	100,758	78,550	53,908	48,309	46,024
Current provisions	4,155	6,214	4,807	7,678	5,024
Other current liabilities	2,574	4,943	3,788	3,222	3,472
Current liabilities	190,492	180,006	169,343	296,453	208,011
Non-current liabilities	258	35	945	945	945
Total Liabilities	190,750	180,041	170,288	297,398	208,956
Total Equity	921,063	735,111	686,617	568,867	551,690

2. Financial Information – Consolidated B/S

In NT thousands	2017/03/31		2016/12/31		2016/03/31	
	Amount	%	Amount	%	Amount	%
Cash & cash equivalents	79,146	10	94,787	13	61,864	7
Accounts receivable	76,758	10	89,378	12	82,751	10
Other receivables	231	-	222	-	781	-
Inventories	213,516	28	184,064	24	303,928	35
Prepayments	10,663	2	7,238	1	15,094	2
Other current assets	3,062	-	1,167	-	873	-
Current assets	383,376	50	376,856	50	465,291	54
Non-current assets	380,196	50	383,790	50	396,783	46
Total Assets	763,572	100	760,646	100	862,074	100
Short-term borrowings	95,673	13	89,729	12	143,045	17
Accounts payable	77,111	10	63,762	8	95,138	11
Other payables	39,546	5	46,024	6	47,660	6
Current provisions	3,991	1	5,024	1	7,114	1
Other current liabilities	3,214	-	3,472	-	4,447	-
Current liabilities	219,535	29	208,011	27	297,404	35
Non-current liabilities	945	-	945	-	945	-
Total Liabilities	220,480	29	208,956	27	298,349	35
Total Equity	543,092	71	551,690	73	563,725	65

3. Operating Information – 3 Business Unit



3. Operating Information – (1) Monitor

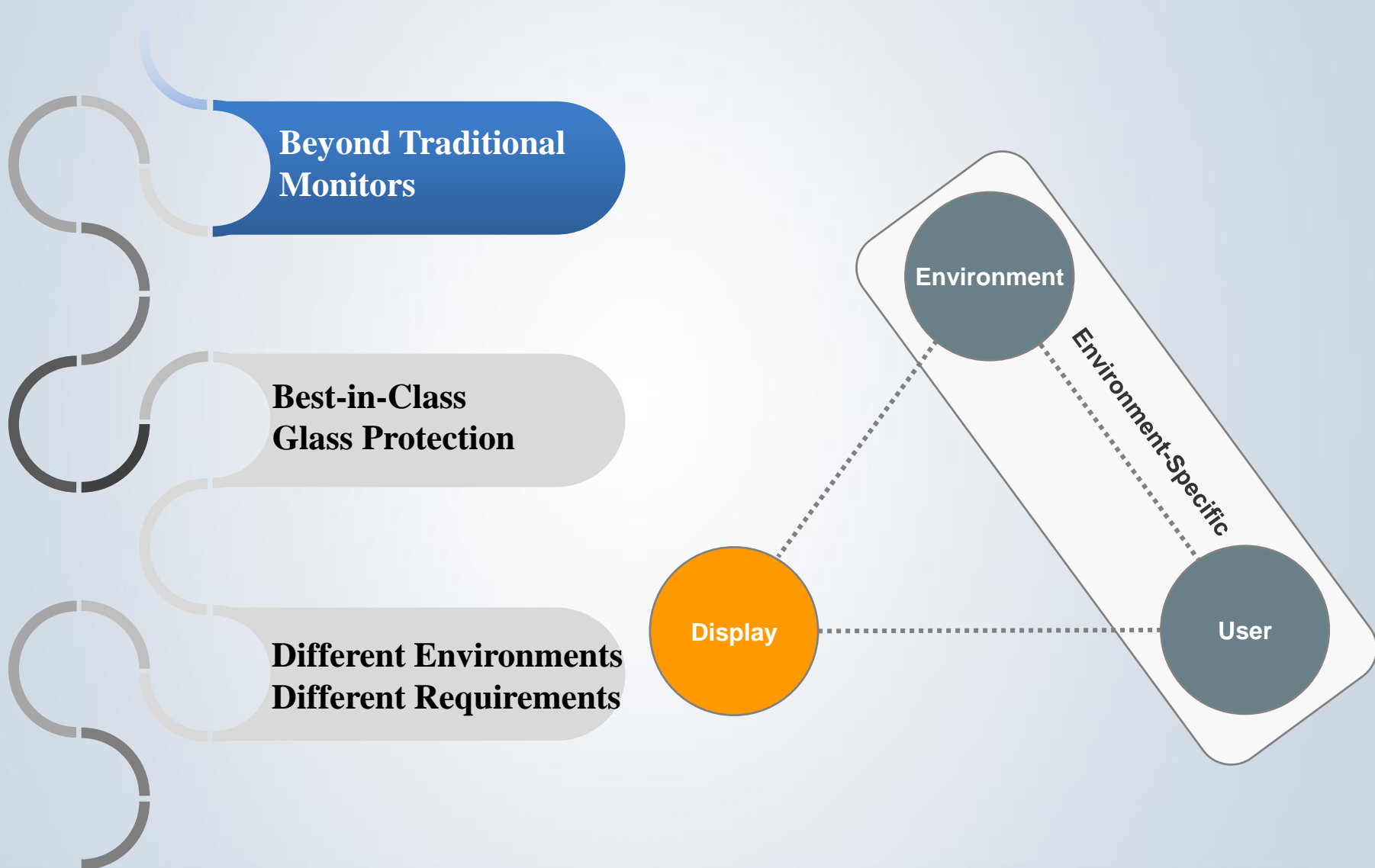
Anti-Burn-in™ Technology



AG Neovo's Patented NeoV™ Optical Glass

Advanced Image Platform™

3. Operating Information – (1) Monitor



3. Operating Information – (1) Monitor



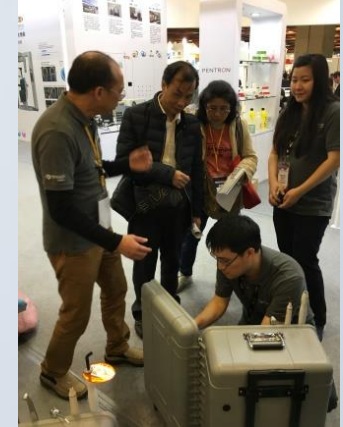
3. Operating Information – (2) Bio-Medical



3. Operating Information – (2) Bio-Medical



3. Operating Information – (2) Bio-Medical



3. Operations – (2) Bio-Medical

Date	Venue	Organizer	Client
2016/05/28	Hsinchu Nursing Home	Genesis Social Welfare Foundation	People in vegetative state
2016/12/11	Taipei Train Station	Taipei City Foreign and Disabled Labor Office	Foreign laborers
2016/12/17	Taipei Legislative Yuan	Taiwan Social Welfare League	Elderly
2017/01/22 2017/04/23	New Taipei City Government	Labor Affairs Department , New Taipei City Government	Foreign laborers
2017/03/14 2017/03/22	Yishou Nursing Home	Yishou Nursing Home	Nursing Home Resident

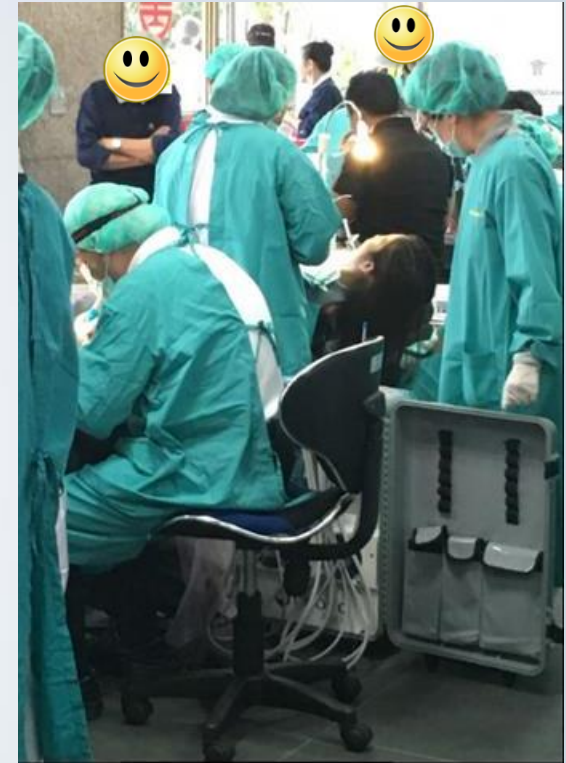
Social Participation

Social Contribution

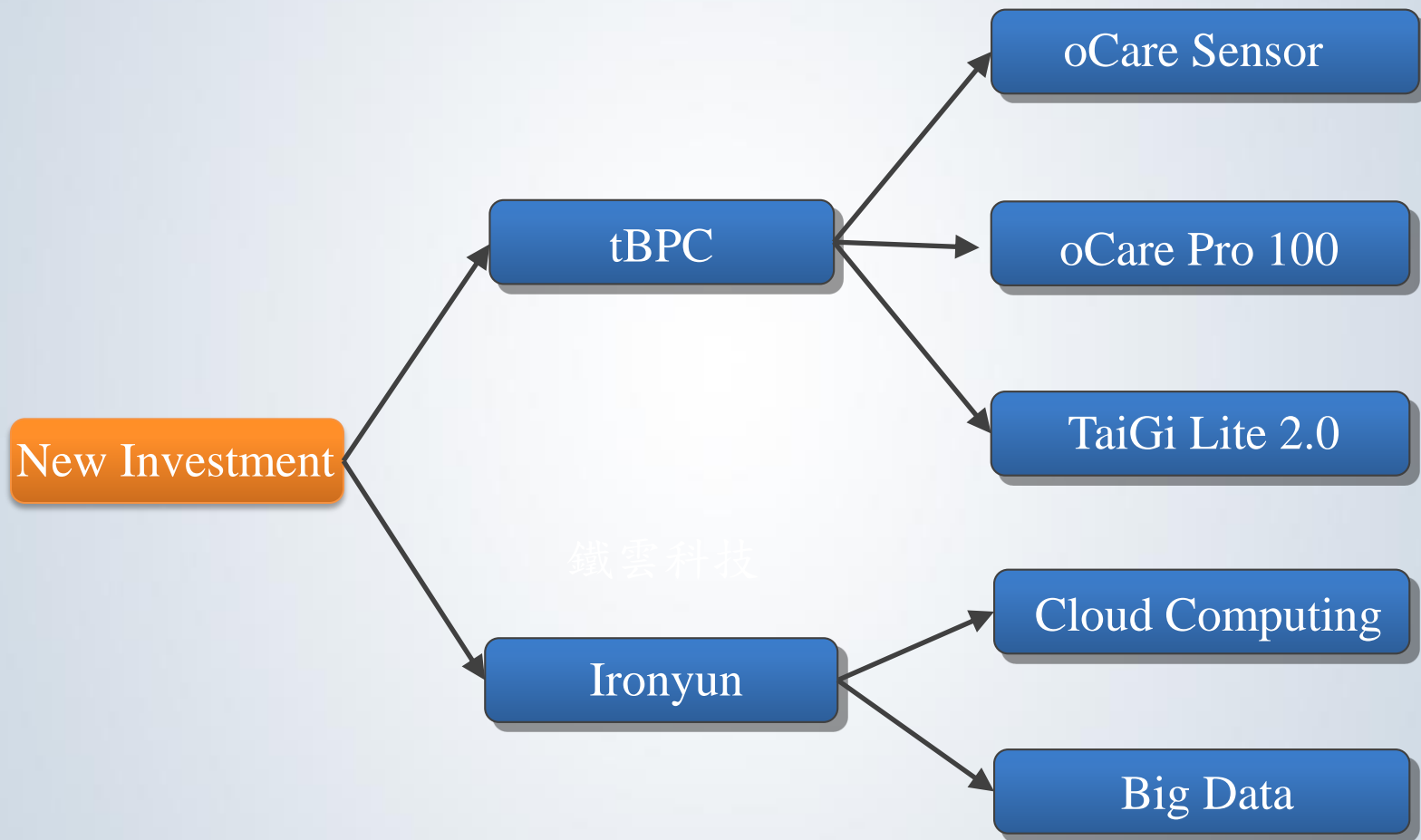
Social Service

Social Benefits

3. Operating Information – (2) Bio-Medical



3. Operating Information – (3) New Investment



3. Operations – (3) New Investment

tBPC

The wearable vital sign monitor and quality system have received TFDA GMP certification, as well as EU's ISO9001 and ISO13485 certification. The company is a medical device manufacturer registered with US FDA.



ISO 9001:2008



ISO 13485:2003
EN ISO 13485:2012



US FDA
Establishment
Registration

3. Operations – (3) New Investment

tBPC – Wearable Vital Sign Monitor

- First-ever wearable device with medical-grade accuracy in the industry that uses reflective optical sensor to measure pulse rate and blood oxygen saturation at various body sites, including areas with low blood perfusion such as wrists and arms.
- Unlike the traditional oximeter where a wired sensor is clipped on fingertip, tBPC wearable monitor will not restrict the patients' movements that may affect circulation leading to pain and risks of local thrombus formation.
- 7 Patents granted, 28 pending
- oCare Sensor, oCare Sensor Module and oCare Pro are mass-produced and available



3. Operating Information – (3) New Investment

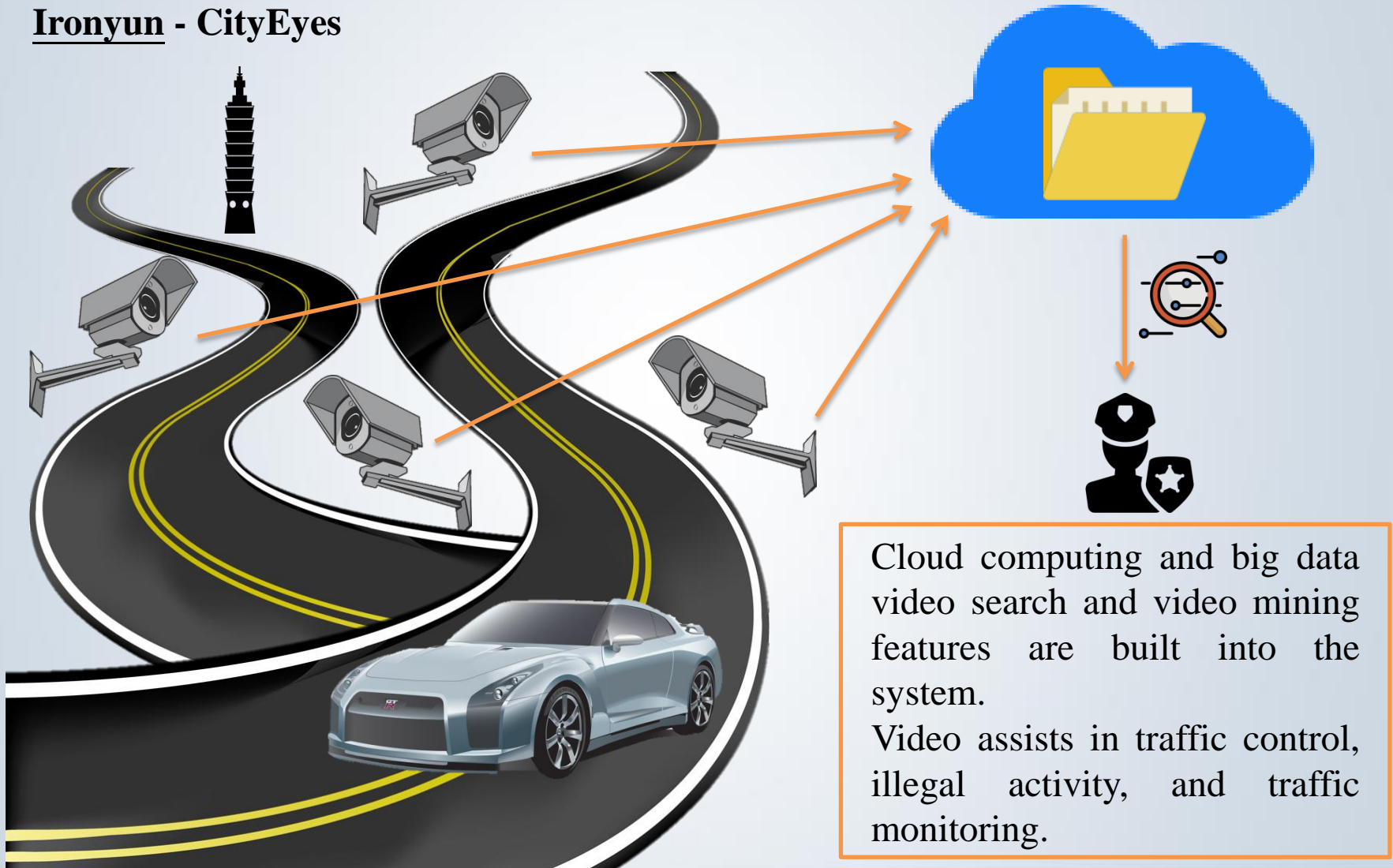
Ironyun - Cloud Computing & Big Data Analysis

- Web4.0 is coming! These systems are getting smarter by the day and it's not just web. Connected objects are everywhere.
- Ironyun is a global company providing end-to-end Public & Private cloud computing based Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS) and Big Data analytics system.
- Applications include: banks, schools, merchant stores, shopping mall, government video surveillance security, entertainment parks, manufacturing facility, etc.



3. Operating Information – (3) New Investment

Ironyun - CityEyes



4. Strategy & Outlook – Key Success Factors



Monitor is for display only?



4. Strategy & Outlook – Key Success Factors

Professional Market

- Stability
- Reliability
- Service



Consumer Market

- Price

Key Success Factors :

- Customization Capability
- Application Client
- Technology Partners
- Market Analysis

4. Strategy & Outlook – Key Success Factors

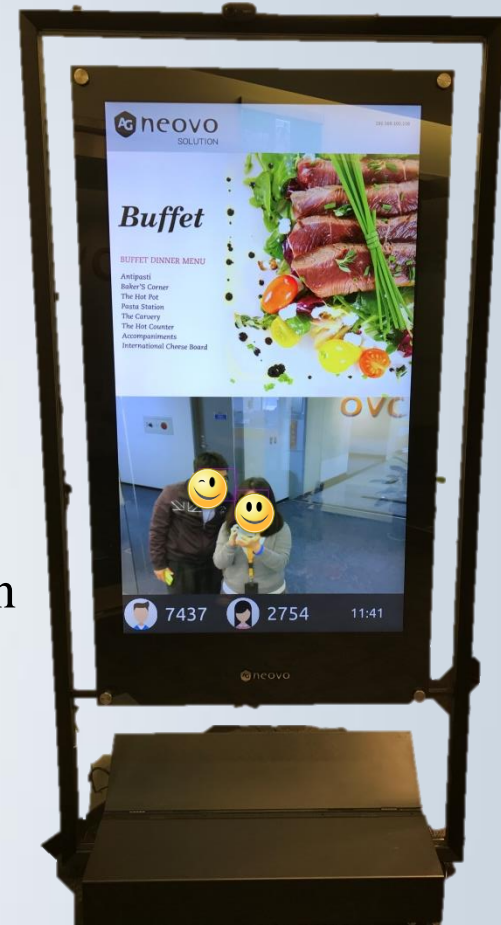
Example : Display + Surveillance



- Display
- Surveillance
- Intelligent Identification



- Big Data Analysis
- Display Customized Information



4. Strategy & Outlook

You are at : Home > News > News Content

AG Neovo makes the move from hardware to solution

Source: Emily Lin Date: 2017/04/12 Related tags: AG Neovo, Secutech, IoT

Taiwan-based manufacturer of display devices such as monitors, [AG Neovo](#), is one of the exhibitors at Secutech 2017.

Shannon Wu, Marketing Supervisor for AG Neovo, said that one of the major focus for the show is its SX & RX series displays, which is ideal for security and public surveillance applications due to its strong glass surface and metal casing. Tailored for 24/7 operation, the displays feature technology that prevents overheating, and Anti-Burn in technology that prevents ghosting.



Along with multi-touch systems, AG Neovo also featured a dual-side display that is part of its retail solution offering. Working with Rapid Signage, AG Neovo incorporated facial recognition software into the display, allowing retailers to use information such as age and sex to, for example, tailor advertisements shown on the screen

In order to stay competitive and to differentiate themselves in a slowing security market, AG Neovo is making the move from merely making displays to creating solutions, such as that for retail. According to Allan Hsu, Sales Manager for Asia Pacific at the company, "We are developing into a complete solution provider -- we have hardware, our own software, and developed a platform that can be used to integrate third-party software."

Sharon Huang, Supervisor of Project Management at AG Neovo, mentioned that the company has also taken steps towards the Internet of Things (IoT) and big data, saying "We have already invested in a company, Ironyun, that does facial recognition, license plate recognition and big data analysis." She added that the company is now focusing on how to incorporate these technologies into the displays, connecting this to the cloud and developing a good control over all the different layers of this solution.

Share to:



4. Strategy & Outlook

長照2.0納入口腔照護 關心口腔衛生保健避免病從口入

記者陳宜婷 / 台北報導 © 2016-10-30 17:12



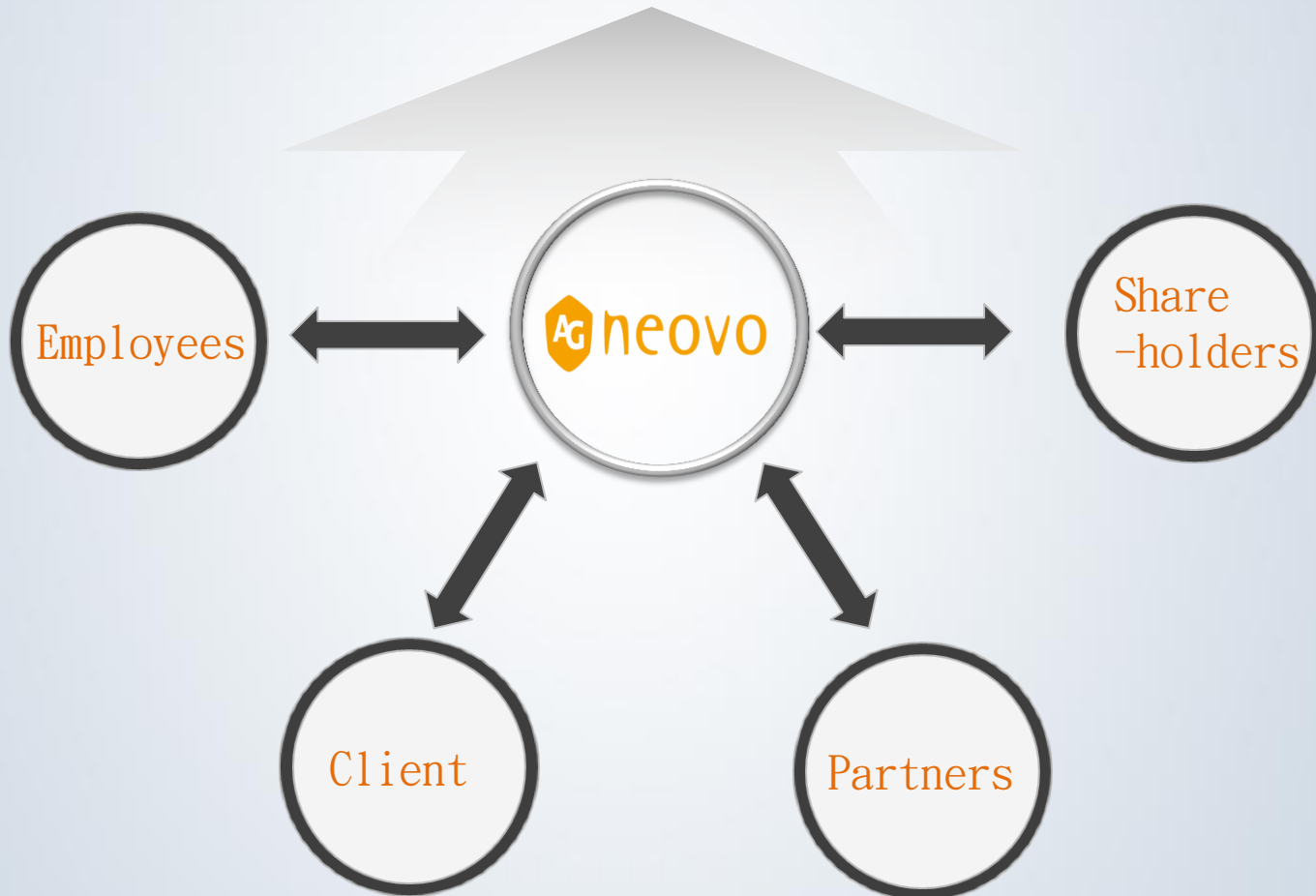
「病從口入」一旦細菌從嘴巴進入血液，它就能進入身體的任何地方，都可能造成感染。口腔與牙齒是人體的重要器官，隨著年齡增加，口腔機能也會逐漸下降，根據國內研究調查顯示，定期洗牙與降低腦中風、心肌梗塞、以及食道癌的風險有顯著相關！足見口腔保健已是目前國人不可輕忽的重要議題。

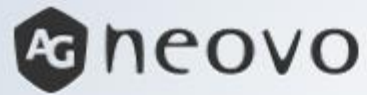
根據我國國家發展委員會於2015年所做的統計，預估2018年我國65歲以上人口會佔14%，台灣將成為「高齡社會」，其中60萬人需要長期照護，有鑑於此，最新長照2.0政策已將口腔照護正式納入服務範圍，長照需求者若無法順利的咀嚼、吞嚥，將會增加罹患慢性病的風險，對健康和生命都有嚴重的威脅！社團法人中華牙醫學會林俊彬理事長表示：「我們需要加強長照服務需求者在日常生活裡的口腔衛生保健與定期檢查，因為早期發現、早期治療，可以降低罹患較嚴重的口腔疾病的機率。」



4. Strategy & Outlook

It's you who make AG Neovo turn to be a better business organization;
It's AG Neovo that assure your benefits to be optimized!





Thank You

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