



2023年法人說明會

Investor Conference

Date: 29 Jun 2023

Presented by: Associated Industries China, Inc.



免責聲明Disclaimer

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關於 偉聯

偉聯科技股份有限公司及AG Neovo品牌

- In **1978**, AIC is established and headquartered in Taipei, Taiwan 設立登記
- In **1992**, AIC stock listed on the Taiwan Stock Exchange 台灣上市
- In **1999**, AIC launched its own brand – **AG Neovo**
- In **2022**, TBPC became AIC's consolidated subsidiary at Biomedical
- Product range: LCD displays, display mounts, media players, signal extenders and display software
- Regional head office locations
 - Global and Asia Pacific Headquarters: **Taipei, Taiwan**
 - European Regional Headquarters: **Rotterdam, The Netherlands**
 - North & South America Regional Headquarters: **San Jose, CA, U.S.**
 - China Regional Headquarters: **Shanghai, China**
- R&D capability based in Taipei, Taiwan
- Manufacturing partners in China and Taiwan
- Products sold in over 90 countries

事業部Business Units

顯示器Display Unit



解決方案Solution Unit



健康照護Healthcare Unit



綜合損益表

單位：新台幣千元		In NT thousands		1Q 2023		4Q 2022		QoQ	1Q 2022		YoY
		金額	%	金額	%	%	金額	%	%		
營業收入淨額	Operating revenue	125,198	100	138,211	100	(9)	146,588	100	(15)		
營業成本	Cost of sales	(75,991)	(61)	(98,945)	(72)	(23)	(97,596)	(67)	(22)		
營業毛利	Gross profit	49,207	39	39,266	28	25	48,992	33	0		
營業費用	Operating expense	(56,090)	(45)	(55,116)	(40)	2	(49,612)	(34)	13		
營業利益(損失)	Net operating gain (loss)	(6,883)	(6)	(15,850)	(11)	(57)	(620)	(1)	1,010		
營業外利益(損失)	Non-operating income and expense	(2,196)	(2)	(2,401)	(2)	(9)	(1,934)	(2)	14		
稅前利益(損失)	Profit(loss) before income tax	(9,079)	(8)	(18,251)	(13)	(50)	(2,554)	(3)	255		
所得稅費用	Income tax expenses	(518)	0	1,287	1	(140)	(612)	0	(15)		
本期淨利(損)	Profit(loss)	(9,597)	(8)	(16,964)	(12)	(43)	(3,166)	(3)	203		
本期淨利歸屬於母公司業主	Profit, attributable to owners of parent	(3,180)	(3)	(9,316)	(7)	(66)	(3,166)	(3)	0		
本期淨利歸屬於非控制權益	Profit, attributable to non-controlling interests	(6,417)	(5)	(7,648)	(5)	(16)	0	0	N/A		
每股盈餘(損)	EPS (NT Dollar)	(0.06)		(0.18)			(0.06)				

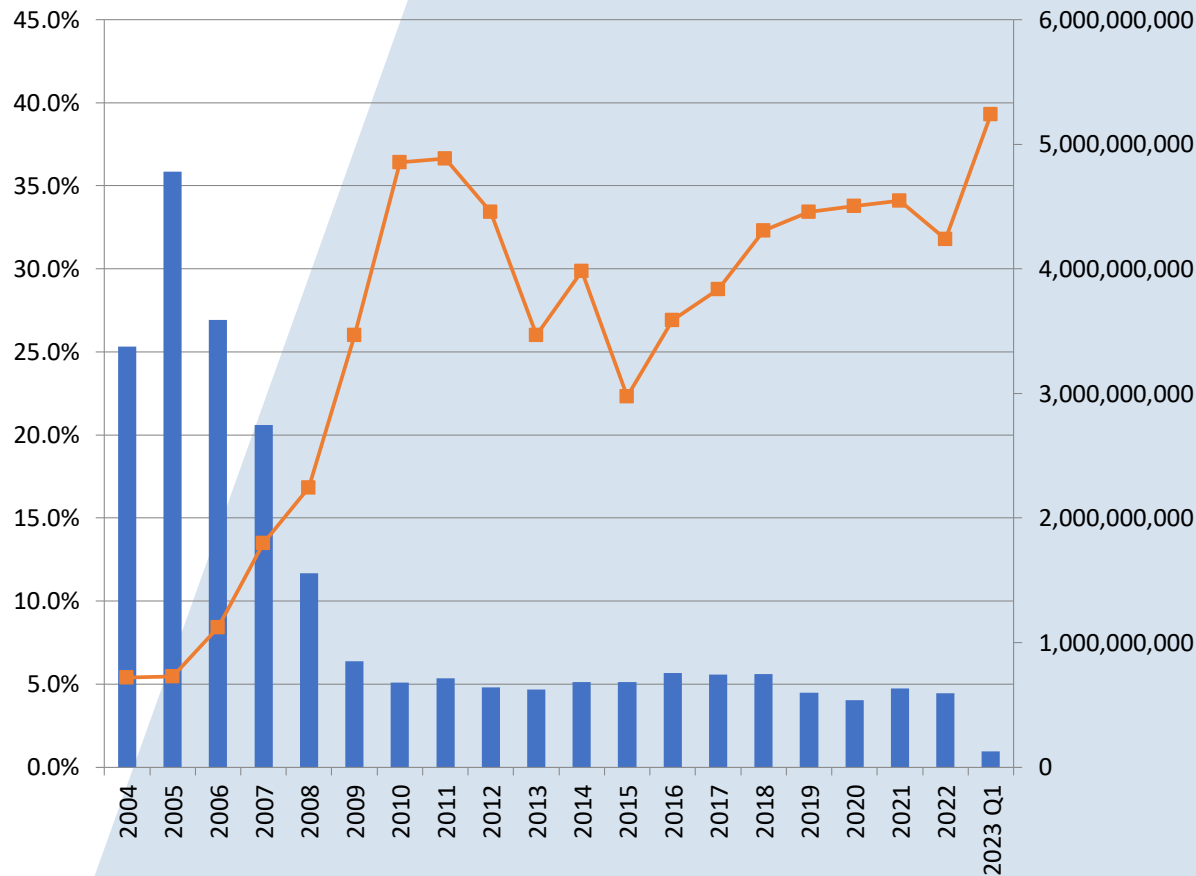
合併資產負債表

單位：新台幣千元	In NT thousands	2023/3/31		2022/12/31		2022/3/31	
		Amount	%	Amount	%	Amount	%
現金及約當現金	Cash & cash equivalents	113,666	15	101,579	13	81,522	11
應收帳款	Accounts receivable	49,948	6	59,034	8	64,680	8
其他應收款	Other receivables	1,630	0	377	0	1,009	0
存貨	Inventories	240,911	31	229,022	30	258,864	34
其他流動資產	Other current assets	36,621	4	36,631	4	41,416	5
非流動資產	Non-current assets	339,584	44	344,310	45	319,839	42
資產總額	Total Assets	782,360	100	770,953	100	767,330	100
短期借款	Short-term borrowings	216,321	28	241,358	32	240,717	32
應付帳款及票據	Notes and accounts payable	62,560	8	14,856	2	42,185	5
其他流動負債	Other current liabilities	77,180	9	76,025	8	54,920	6
非流動負債	Non-current liabilities	5,824	1	7,533	1	7,354	1
負債總額	Total Liabilities	361,885	46	339,772	43	345,176	44
歸屬於母公司業主之權益	Equity attributable to owners of parent	415,150	53	419,439	55	422,154	56
非控制權益	Non-controlling interests	5,325	1	11,742	2	0	0
權益總額	Total equity	420,475	54	431,181	57	422,154	56

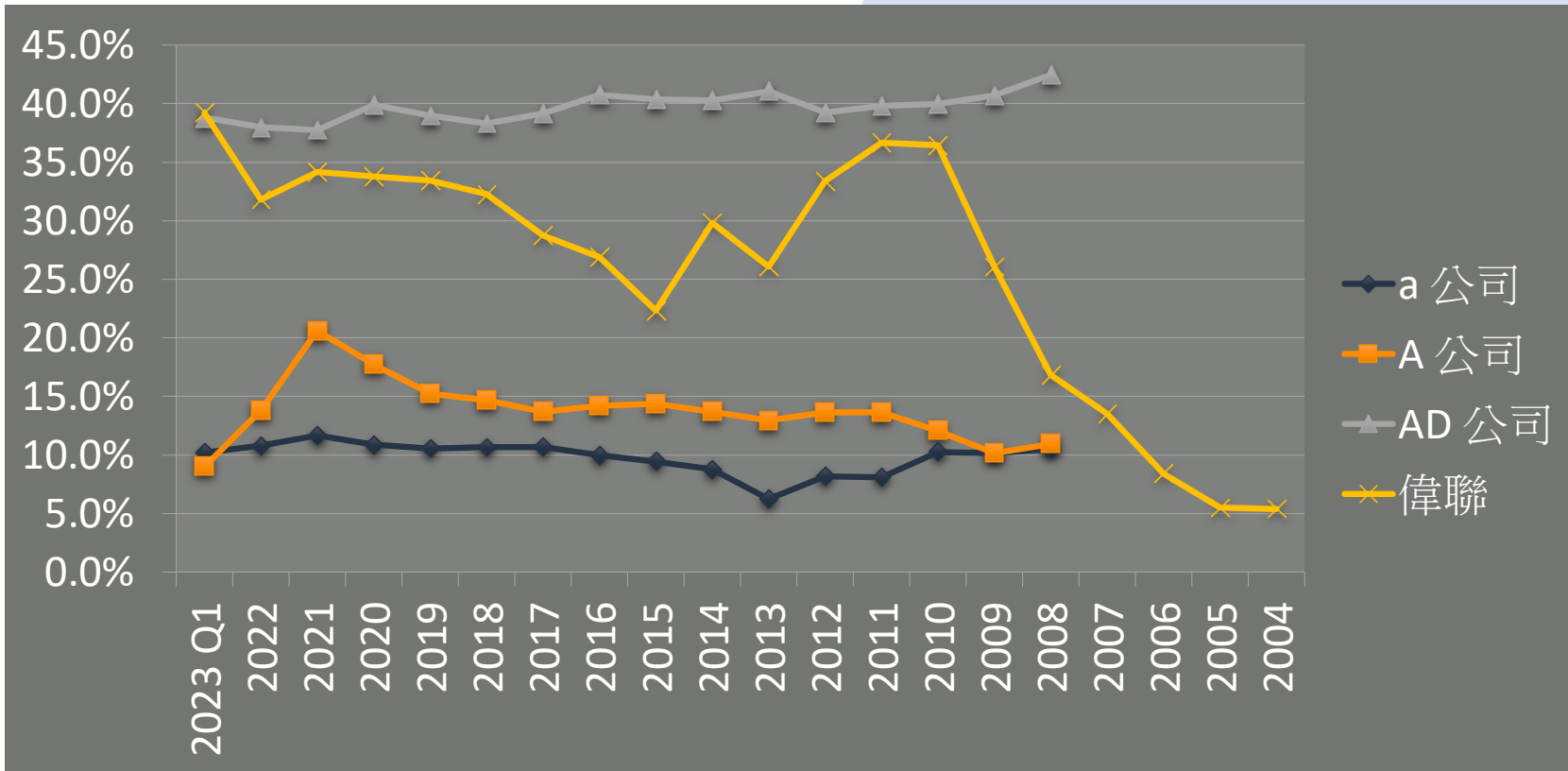
營收 vs 毛利率

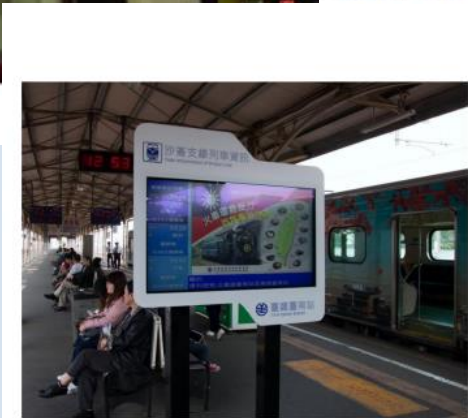
毛利率代表的是

- 產品力,
- 技術力,
- 品牌力,
- 所選擇的市場



毛利率比較表





TIDS(Transportation Information Display System)
PIDS(Passenger Information Display System)
FIDS(Flight Information Display System)

班次系統的應用



交通運輸產業:

- 安全監控--控制室應用
- 電子看板(班次資訊顯示):
 - 室內/室外
 - 戶外環境(可靠度):
 - 高亮需求; 防水防塵
 - 尺寸/規格



- 醫療安規認證—品質
- 專業價值鏈
- 長期經營—信任

**HEALTHCARE / DENTAL /
MEDICAL**

願景及核心價值

VISION AND MISSION

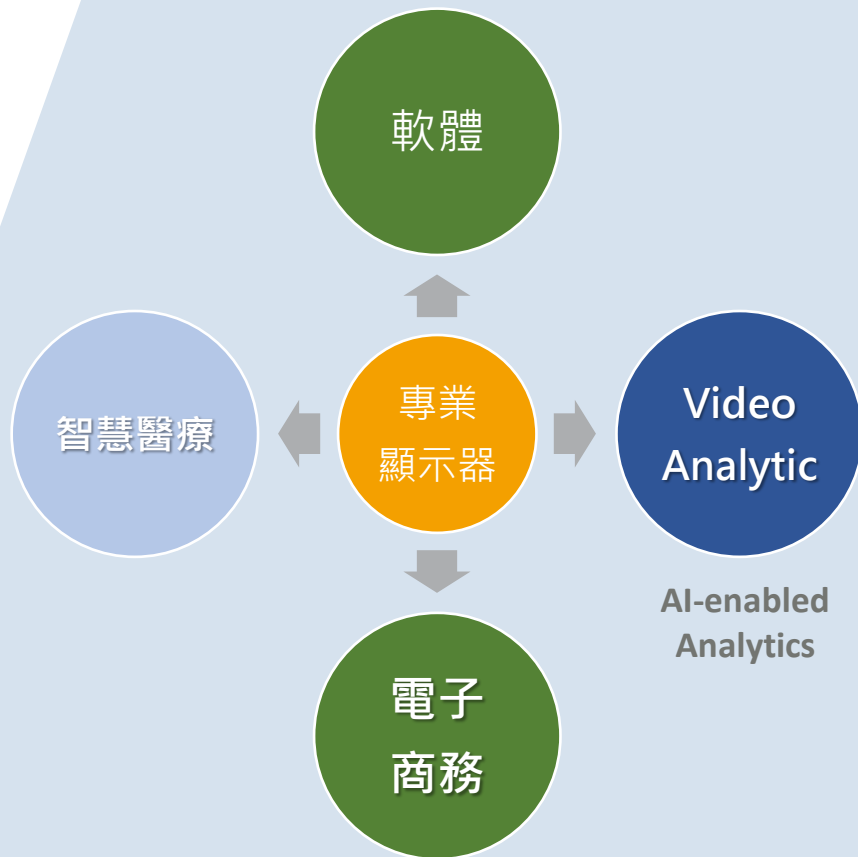
願景: 成為能充分彰顯AG Neovo價值鏈中所有關係人價值的商業平台

使命:

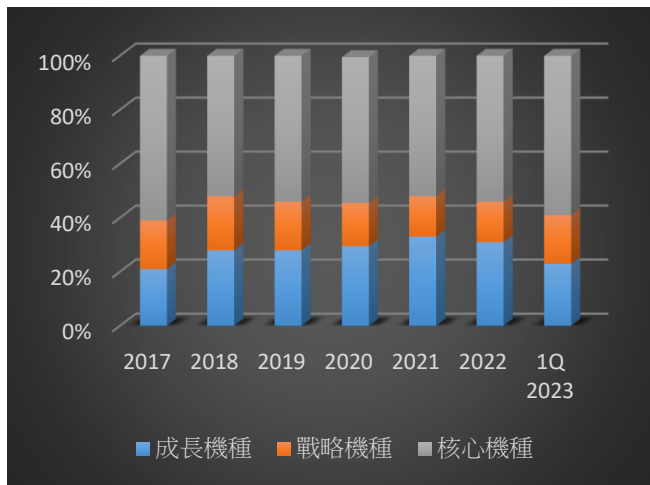
- 建立有效連結前端需求與後端產品/服務的AG Neovo 價值平台，及
- 彰顯服務平台上所有關係人的價值，並與之共創並共享利潤。

核心價值: 正直、專業、共享
(Integrity, Professional, and Sharing)

四大發展方向



三大產品群及軟體開發策略



核心

交運通輸 /
健康照護

AI 智能化
(預防概念)

專業價值鏈
夥伴

戰略

電商平台 新通路
E-commerce

MarTech
(Digitalization)

供應鏈夥伴

成長

電子看板 / 會議
及協同工作

戶外/高亮度場域

軟體應用

Ironyun鐵雲

IronYun USA Inc. is a US company headquartered in Woodbridge, Connecticut.

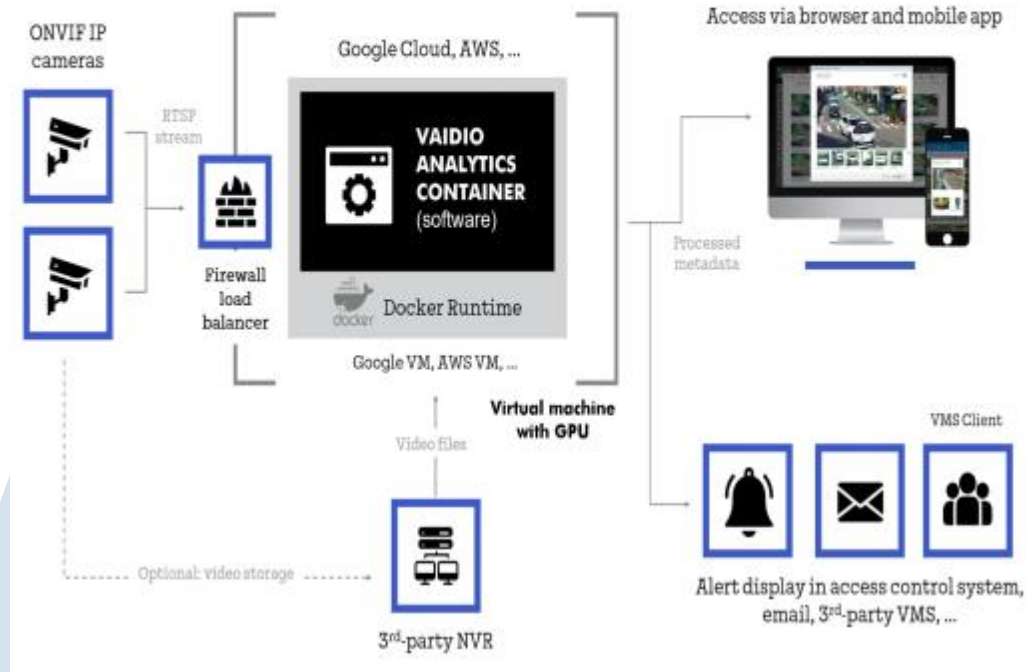
IronYun's Vaidio® AI Vision Platform provides **AI-enabled video search** and analytics for **security, health, safety, and operations** by using multiple 6th generation AI video analytics engines to provide higher accuracy and lower total costs.

Strategic investment to AG Neovo

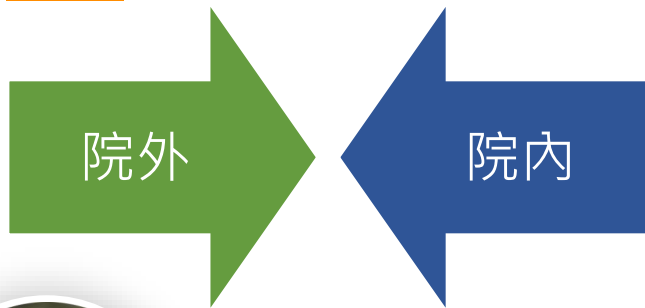
Source: <https://www.ironyun.com/>



Cloud Architecture



偉聯+臺醫光電@智慧醫療



短中期策略方向

第一是扎根台灣市場, 深耕美國市場

- 深耕公共/商用顯示器市場, 尤其在交通運輸
- 開啟自營的AG Neovo e-shop

第二是以專業市場客戶的營運效率作為產品/服務開發的核心

- 顯示器硬體規格的優化
- 健檢軟體的加值, 確保客戶營運的效率及效益

第三是透過組織與人才的持續學習, 落實營運面的數位發展

- 行銷科技
- 產銷人發財.....營運的效益及效率

第四是遵循公司治理3.0架構(治理, 透明, 創新, 數位), 兼顧ESG和EPS完成的責任



臺醫光電股份有限公司

2023.6.29

願景及使命

我們有志於構建一個 **醫療平權** 的世界

在地球上的每一個角落，不分種族、性別、宗教及貧富，
每一個人都應該獲得良好的醫療照顧。

透過非侵入穿戴式監測技術的研發、應用及推廣，厚實預防醫學的基礎。

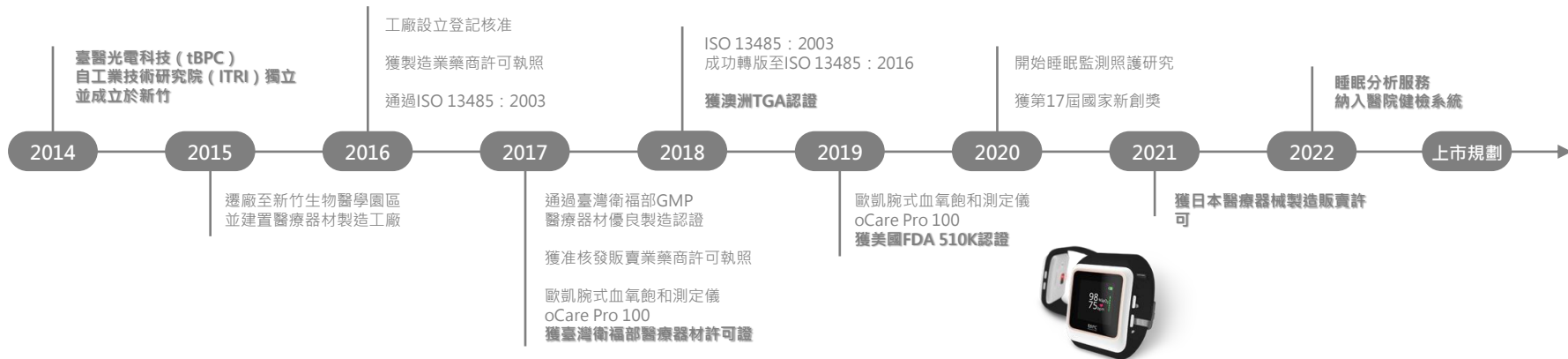


公司簡介

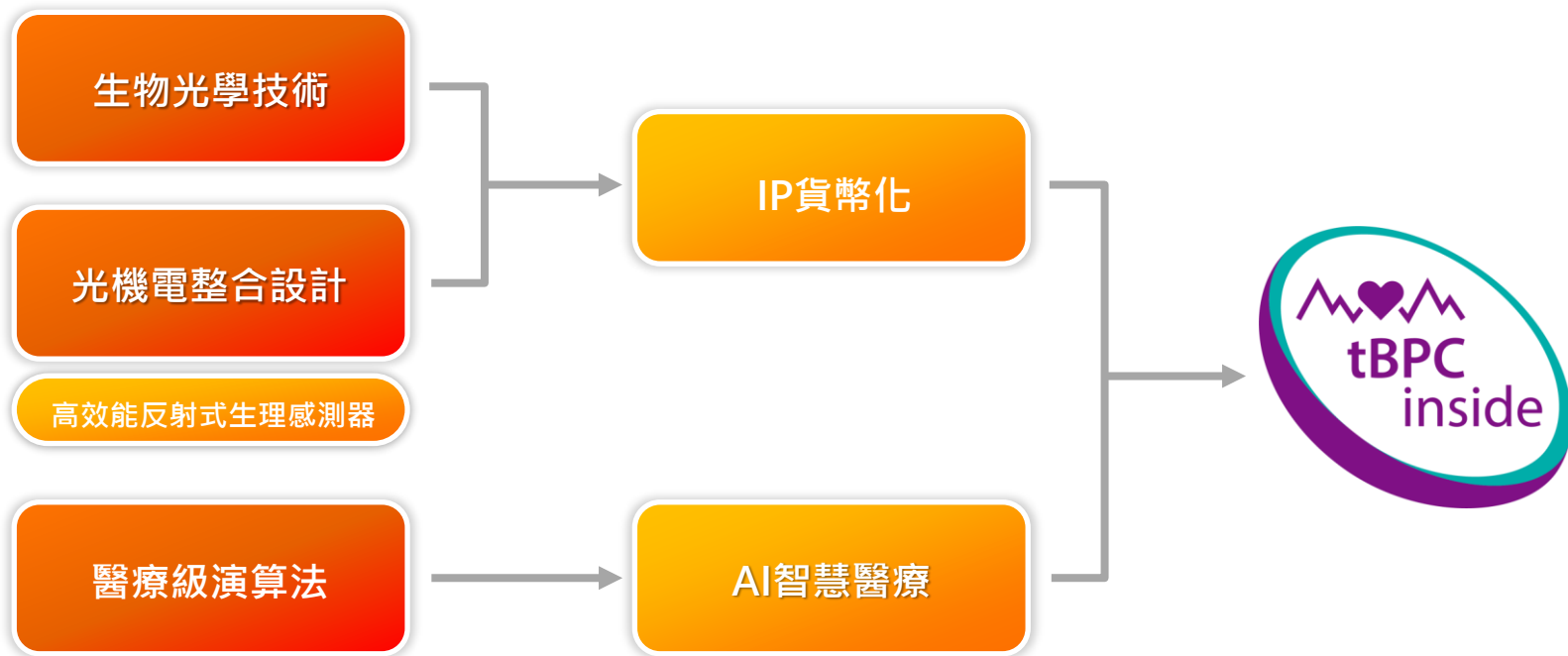
臺醫光電是一家

1. 以全球**預防醫學**市場為目標的生物光學公司，
2. 致力於研發人體各種生理訊號的**非侵入式**監測技術及應用，
3. 已獲得歐美日中台各國合計**64項專利**的肯定，
彰顯在產品及服務：

- A. 高效能反射式生理**感測器**、
- B. 醫療級生理參數**演算法**、
- C. 各種**穿戴式**醫療器材、
- D. 特定醫療運用的**整合性解決方案**。



「tBPC-Inside」精準，醫療等級



專利佈局

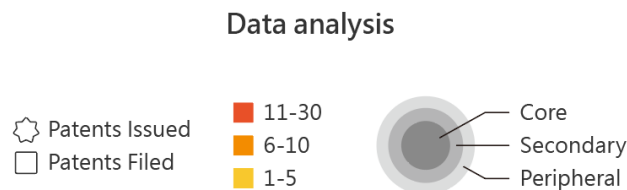
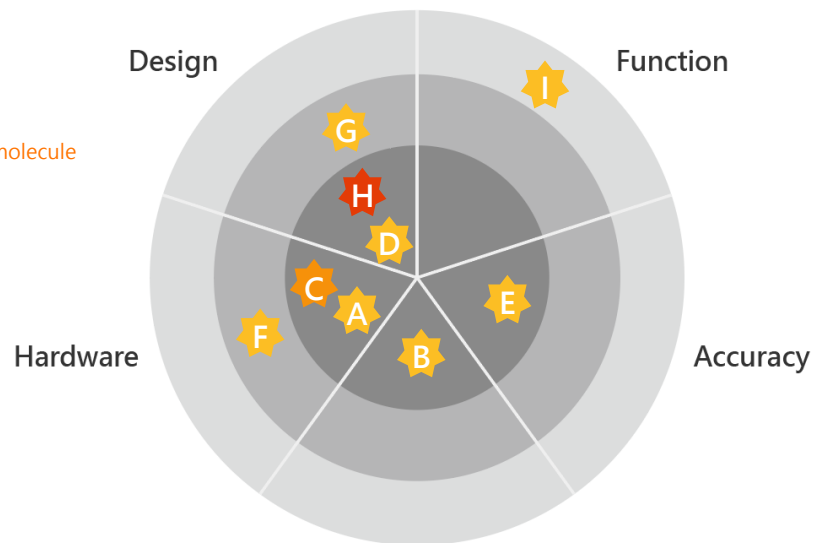
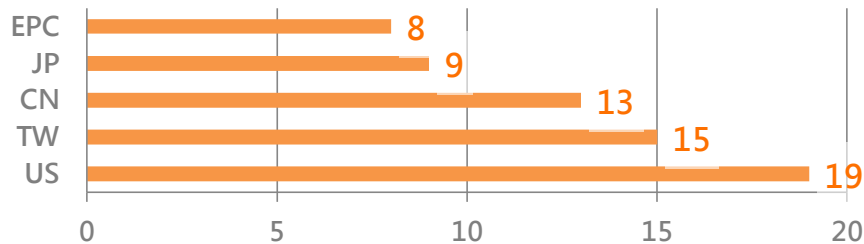
Patents (Total number: 64)

NIGM (27)

- A. Apparatus for non-invasive blood glucose monitoring
- B. Method for non-invasive blood glucose monitoring and method for analysing biological molecule
- C. Apparatus for non-invasive glucose monitoring
- D. Module device and method for optical measurement
- E. Device and method for alignment

SpO₂ (37)

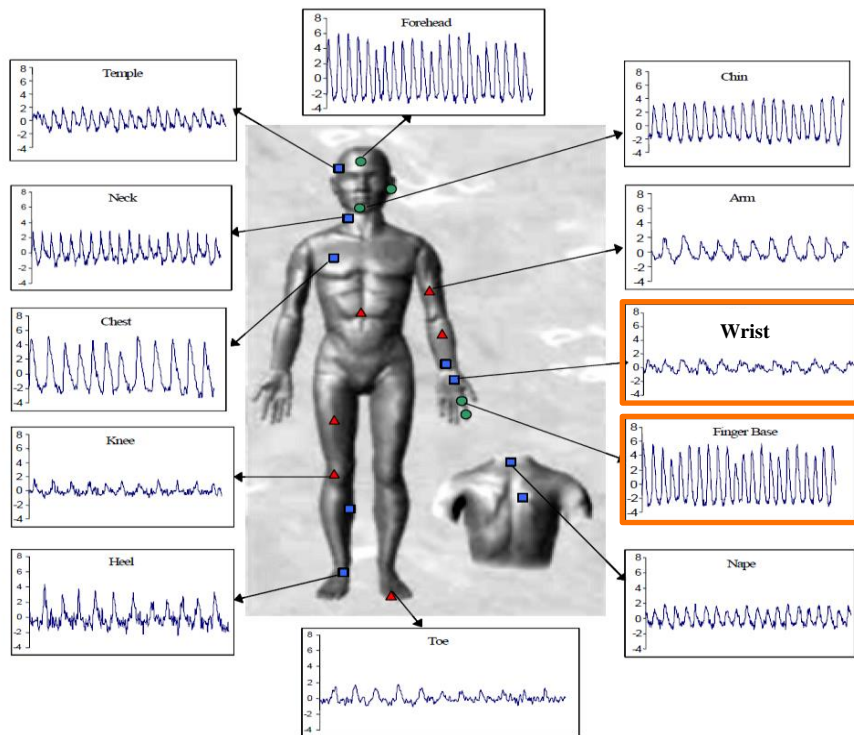
- F. Optical Device And Method
- G. Detecting Devices
- H. Optical Sensor
- I. Wearable smart device and information delivery process thereof



臨床試驗列表

IRB/REC	計畫名稱	Title	裝置	試驗開始	試驗結束	收案人數	狀態
102-1153A	非侵入式血糖儀人體可行性臨床試驗	Non-invasive glucose-meter clinical validation: Pilot study	非侵入式 血糖儀 (iGlucare)	2013/05/01	2017/12/31	29/45	結案
20150323DIFD 計畫書編號	腕戴式血氧儀臨床試驗	Clinical trial of SpO2 Accuracy Evaluation of oCareTM Wrist Pulse Oximeter	歐凱 腕式血氧飽和測定儀 oCare Pro 100	2016/10/04	2017/02/23	30/30	結案
N201807014	腕戴式血氧儀臨床試驗	Clinical trial of SpO2 Accuracy Evaluation of oCareTM Wrist Pulse Oximeter		2018/08/01	2019/07/31	15/15	結案
KMUHIRB-E(I)- 20190378	手腕穿戴式脈衝式血氧飽和濃度感測器在阻塞型睡眠呼吸中止症之信效度研究	The reliability and validity of portable wrist-worn pulse oximeter in the diagnosis of obstructive sleep apnea.		2020/02/26	2023/02/28	293/350	進行中
202010078 DSA	應用於新生兒和幼兒的非侵入式呼吸頻率監測器之可行性研究	A feasibility study of noninvasive respiratory rate monitor applies in neonatal and pediatric patients.		2020/11/04	2023/09/04	26/100	進行中
2020-10- 003BC	驗證手腕穿戴式脈衝式血氧計偵測睡眠障礙並評估其居家使用之可行性	Validation of wrist-worn pulse oximeter for sleep disorder and its feasibility for home care		2020/10/31	2022/12/31	200/200	結案
2020-10- 003BC	驗證手腕穿戴式脈衝式血氧計偵測睡眠分期並評估其居家使用之可行性	Validation of wrist-worn pulse oximeter for sleep stage and its feasibility for home care		2022/10/31	2023/10/30	0/20	進行中

開發醫療級的穿戴式生理感測器



The PPG signal strength at the wrist site is much weaker than the PPG signal at the finger.

(● : Strong ■ : Medium ▲ : Weak)

臺醫已突破生理感測技術困難點:

1. PPG訊號相對差
2. 膚色適應性議題
3. 降低功耗(穿戴時間)

✓ 技術突破
✓ 專利保護

Chirag J. Pujary, Investigation of Photodetector Optimization in Reducing Power Consumption by a Noninvasive Pulse Oximeter Sensor, WORCESTER POLYTECHNIC INSTITUTE, Master Thesis, Jan 16, 2004

產品化非侵入式醫療器材

oCare Pro 100 歐凱腕式血氧飽和測定儀



- 使用自行開發的反射式生理感測模組
- 機芯感測區經生物光學模擬分析優化
- 完整演算法模型建構與優化
- FDA醫療臨床驗證：K183556
- TFDA醫療臨床驗證：衛部醫器製字第005860號

Mfg.	510K Number	TFDA	Day	Device Name and Sample	Function
Oxitone Medical Ltd.	K163382	N/A	05/09/2017	Oxitone 1000	SpO ₂ PR (No Motion)
Bio-Beat Technologies Ltd.	K181006	N/A	09/21/2018	BB-613 Watch Oximeter	SpO ₂ PR (No Motion)
Taiwan Biophotonic Corporation	K183556	衛部醫器製字第005860號	02/15/2019	oCare Wrist Pulse Oximeter	SpO ₂ PR (No Motion)
Withings SA	K201456	N/A	10/05/2021	Scan Monitor	SpO ₂ PR (No Motion)

非侵入式生理訊號監測 整體解決方案提供者



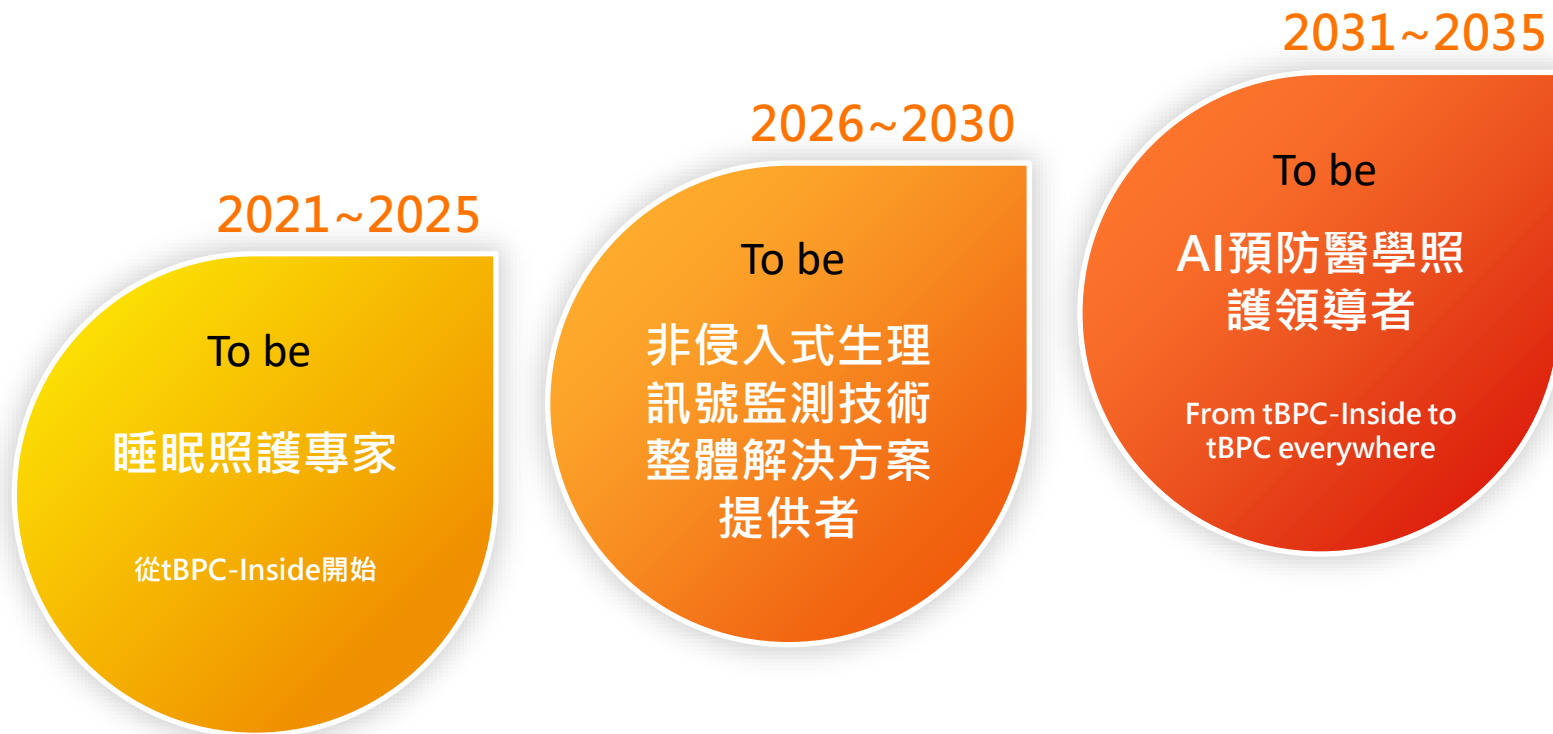
展望未來 產業趨勢與應用

四大非傳染性疾病佔全球死亡比率70%，約4千1百萬人...逐年攀升中



Source : "Invisible Numbers" published by World Health Organization.
Note: % of diseases deaths could have been prevented or delayed through Prevention and Treatment.

發展藍圖



我們從睡眠照護的專家開始

- ✓ 目標場域：院外照護
- ✓ 目標使用時間：睡眠期間
- ✓ 主要功用：篩檢 Screening

1.1 Billion

Sleep Center
USD 300 per report

Taiwan

OSA 潛在人口：3.3 Million

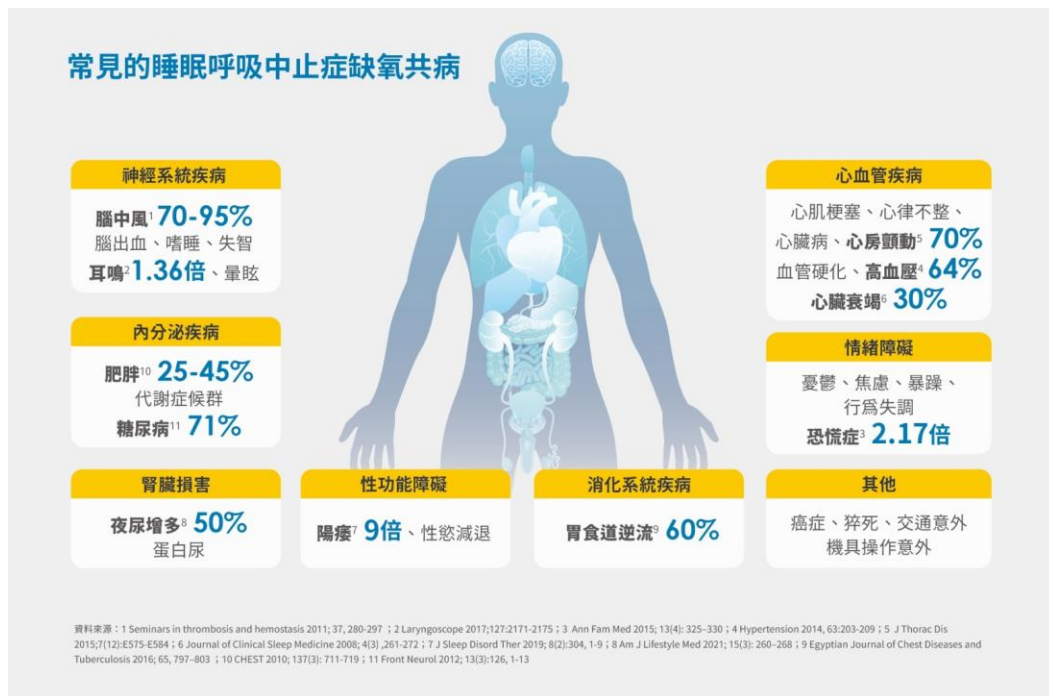
147.3~883.7
Billion

Sleep Center
USD 500~3,000 per report

G7+ China

OSA 潛在人口：294.6 Million

睡眠呼吸中止症對身體的影響



血氧濃度值怎麼看	
正常血氧濃度	99%
肥胖者與亞健康狀況者	97~98%
有抽菸習慣者	96~97%
有睡眠呼吸中止症患者	90~94%
嚴重的睡眠呼吸中止症	70%

*1 <https://heho.com.tw/archives/211578>

*2 <https://health.tvbs.com.tw/review/321262>

臺醫醫療級腕式血氧儀應用於OSA

預防與照護配套方案實施

發現更多隱藏OSA患者

篩檢意願與篩檢量提升

oCare Pro Solution

- 無外接指尖探頭、免除夾指不適
- 手錶型穿戴方式、無線舒適、活動自如
- 介面容易操作、居家即可使用
- 連續監測、醫規認證數據
- 數據上傳行動裝置與雲端、快速記錄分析

醫院睡眠中心、健檢系統、 牙科體系 睡眠分析報告



個人健康監測 APP長時間紀錄追蹤



臺醫致力於提供「非侵入式生理訊號監測技術整體解決方案」，期許成為「AI預防醫學照護」的奠基及領導者，並期望能逐步實踐醫療平權的理念及願景。



穿戴式技術及應用

- 設計感、使用者經驗
- 端點/雲端 AI分析平台
- 資料管理及應用

醫療等級及演算法

- 醫療安規認證
- 品質確效
- 精準、安全

AG Neovo Way

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!



員工特質

- 員工即股東
- 發掘機會轉換成商機

股東組成

- 成為公司營運的Partners
- 追求穩定的股利政策

客戶與供應商都因參與AG Neovo價值鏈而能穩定獲利

THANK YOU FOR YOUR ATTENTION

Don't forget to tell your ideas about this presentation and share it with us!

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