

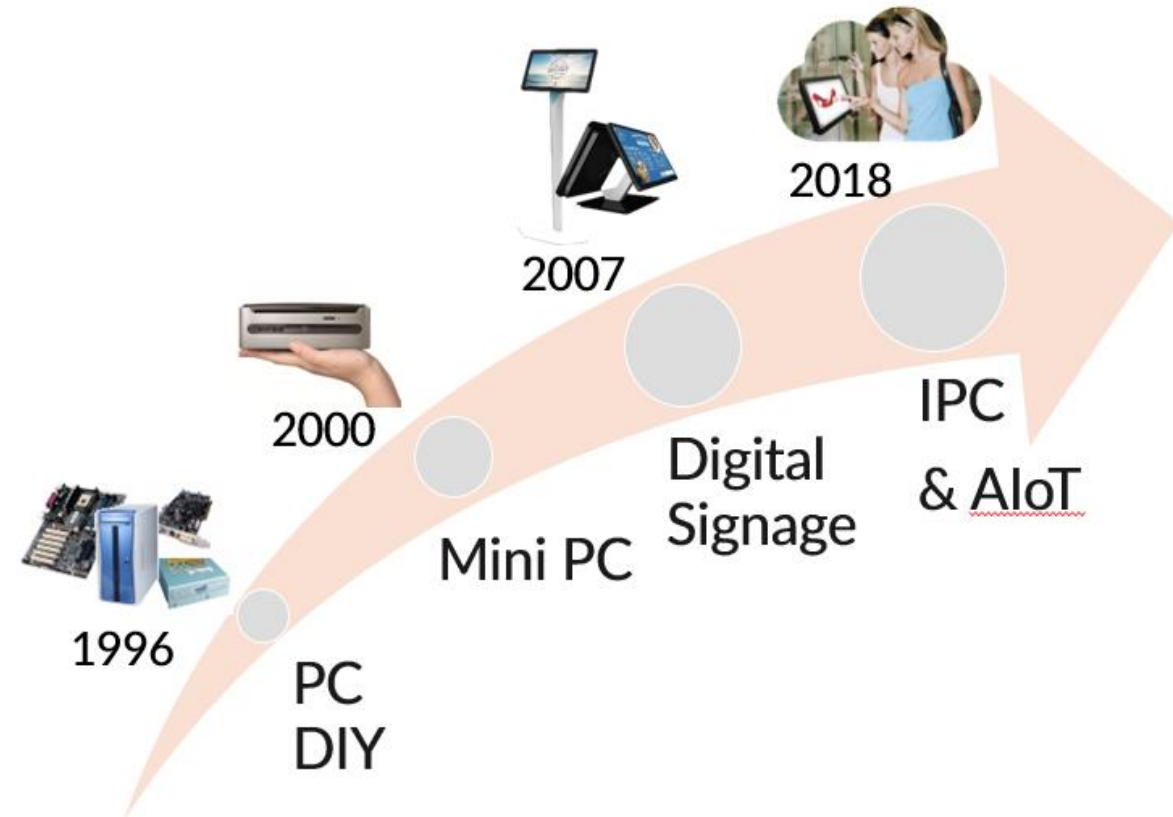


AOPEN Business Update

November 26, 2020

Company Profile

- Headquarter: New Taipei City, Taiwan
- Establishment: Y1996
- Capital Amount: NTD 714M
- Revenue:
 - NTD 1.7B (Y2019)
 - NTD 1.315B (Jan ~ Oct Y2020)
- Headcount: 135 people
- Chairman : Jason Chen
- President : Dale Tsai
- Finance Head : Edward Chen



Income Statement 2020-Q3 vs 2019-Q3

Unit : NT\$K	2020_Q3 (YTD)		2019_Q3 (YTD)		YoY
Net revenues	1,190,865	100.0%	1,364,848	100.0%	-13%
Gross profit	231,971	19.5%	394,554	28.9%	-41%
Operating expense	309,953	26.0%	398,818	29.2%	-22%
Operating income(loss)	(77,982)	-6.5%	(4,264)	-0.3%	-
Non-operating income	10,211	0.9%	20,109	1.5%	-49%
Profit before tax	(67,771)	-5.7%	15,845	1.2%	-
Net Profit	(71,748)	-6.0%	9,188	0.7%	-
Earning per share	(1.01)		0.07		

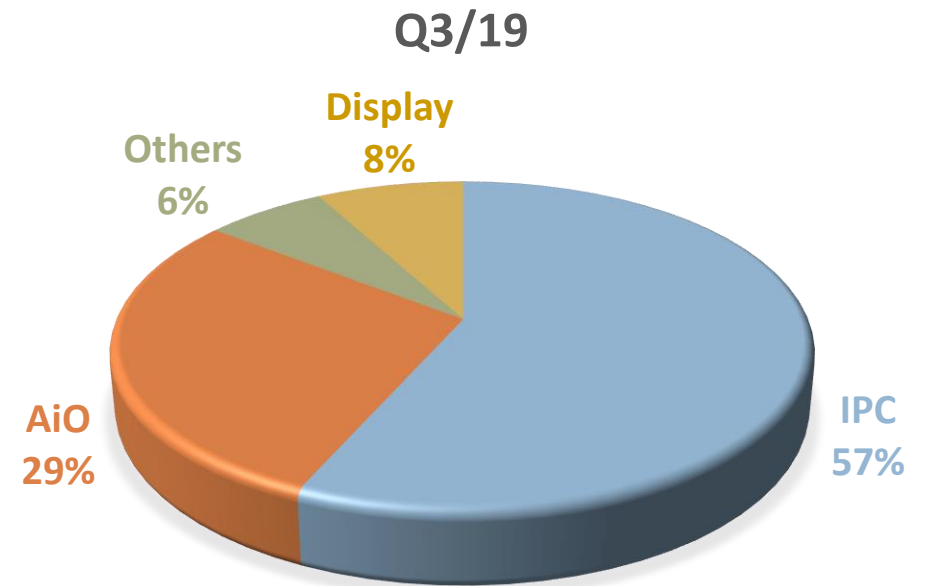
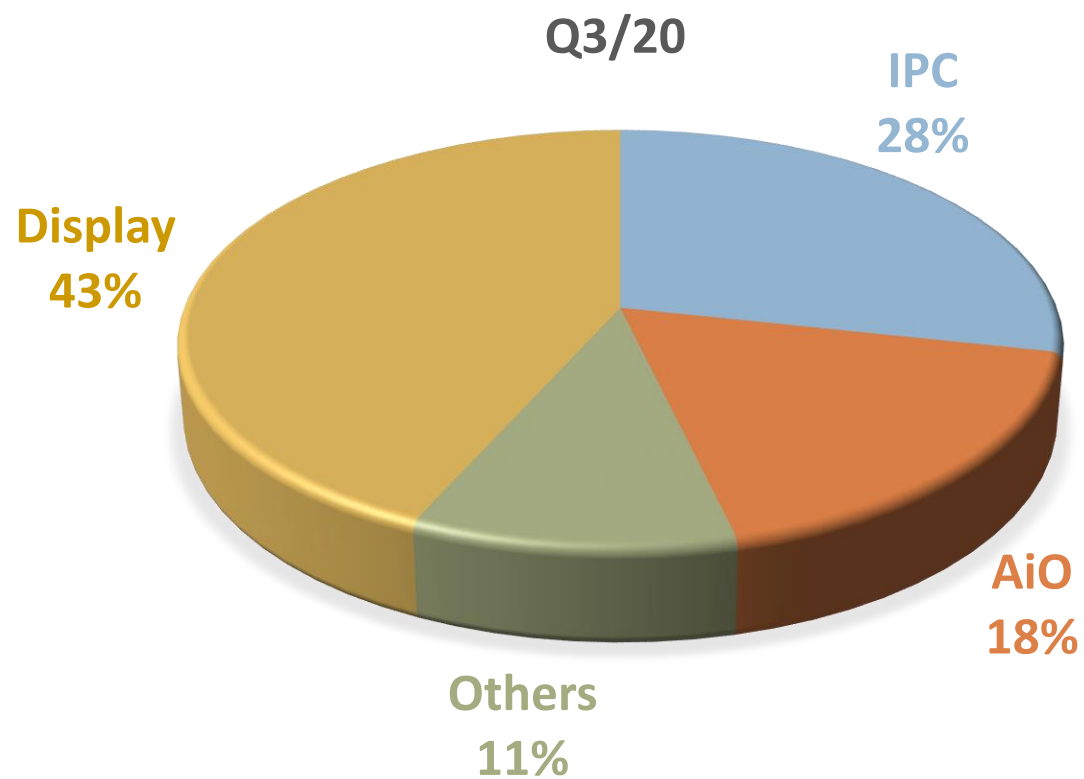
Income Statement for 2020-Q3

Unit : NT\$K	Q3 '20	Q2 '20	QoQ	Q3 '19	YoY
Net revenues	525,474 100.0%	381,597 100.0%	38%	440,512 100.0%	19%
Gross profit	75,842 14.4%	91,256 23.9%	-17%	134,015 30.4%	-43%
Operating expense	86,433 16.4%	98,640 25.8%	-12%	132,521 30.1%	-35%
Operating income(loss)	(10,591) -2.0%	(7,384) -1.9%	43%	1,494 0.3%	-809%
Non-operating income	(13,411) -2.6%	10,215 2.7%	-231%	1,424 0.3%	-1042%
Profit before tax	(24,002) -4.6%	2,831 0.7%	-948%	2,918 0.7%	-923%
Net Profit	(26,076) -5.0%	1,951 0.5%	-1437%	476 0.1%	-5578%
Earning per share	(0.39)	0.01		(0.04)	

Balance Sheet

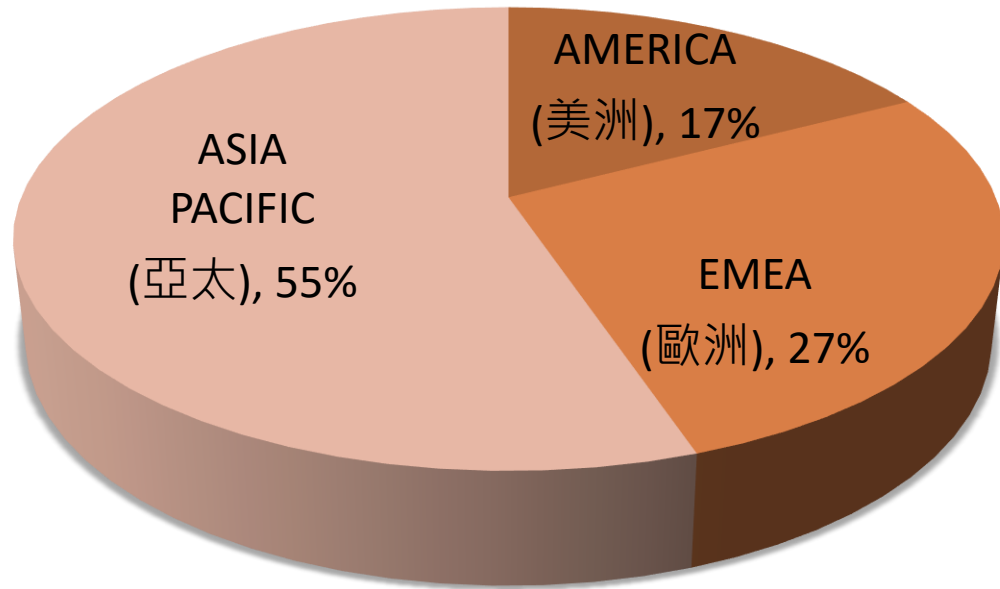
UNIT NT\$K	2020.9.30		2019.12.31		2019.9.30	
Cash and cash equivalents	404,671	27%	344,758	25%	360,123	26%
Accounts receivable, net	283,299	19%	214,221	15%	285,789	20%
Current inventories	298,561	20%	310,426	22%	365,281	26%
Other current assets	62,385	4%	60,610	4%	70,618	5%
Total Current Assets	1,048,916	69%	930,015	66%	1,081,811	77%
Non-current financial assets at fair value through other comprehensive income	24,308	2%	18,891	1%	20,829	1%
Investments accounted for using equity method	380,590	25%	339,529	24%	390,560	28%
Other non-current assets	66,829	4%	117,677	8%	123,891	9%
Total Assets	1,520,643	100%	1,406,112	100%	1,617,091	115%
Current borrowings	382,764	25%	238,641	17%	272,507	19%
Accounts payable & Other payables	393,424	26%	306,055	22%	333,775	24%
Other current liabilities	79,154	5%	120,405	9%	93,016	7%
Total current liabilities	855,342	56%	665,101	47%	699,298	50%
Total non-current liabilities	105,363	7%	150,320	11%	159,223	11%
Total liabilities	960,705	63%	815,421	58%	858,521	61%
Total equity	559,938	37%	590,691	42%	758,570	54%
Total liabilities and equity	1,520,643	100%	1,406,112	92%	1,617,091	106%

Quarterly Revenue by Products

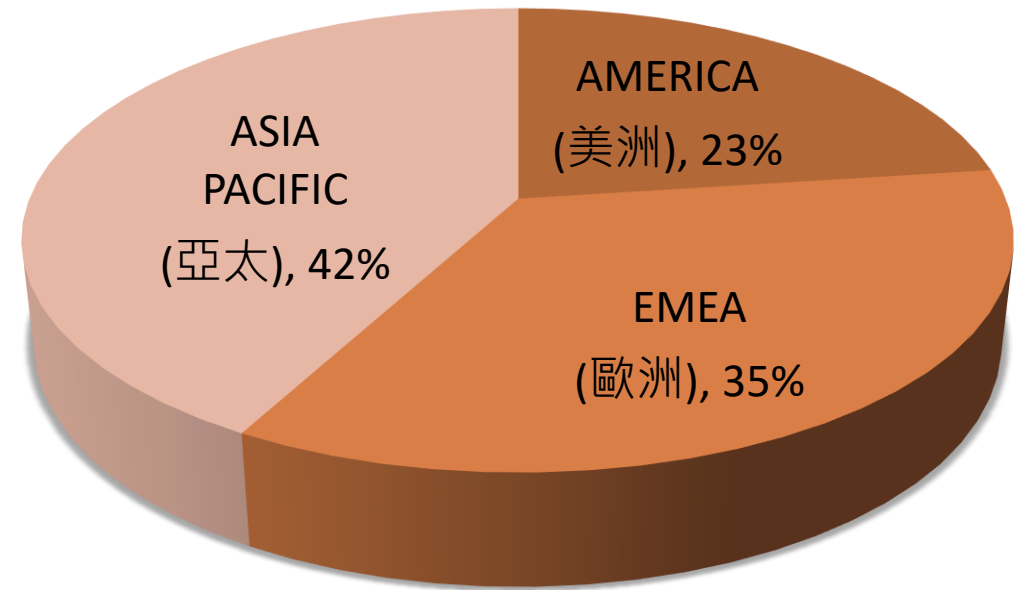


Quarterly Revenue by Regions

2020 Q3



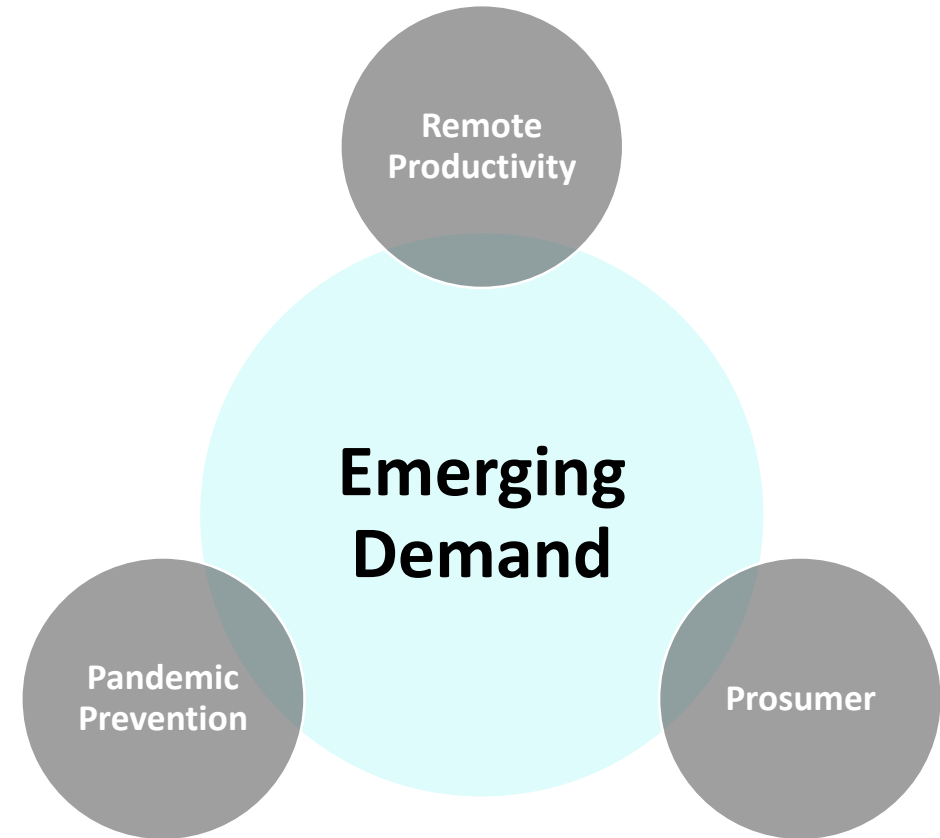
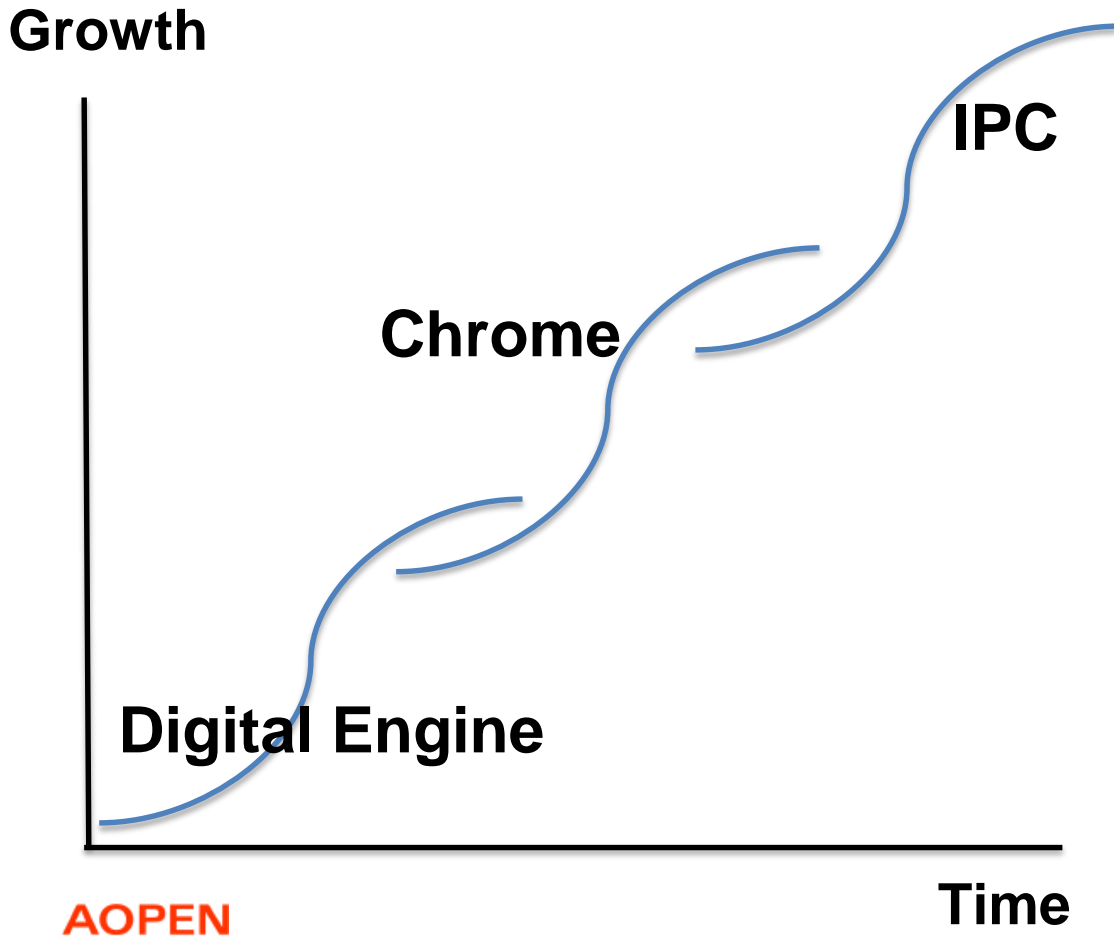
2019 Q3



Dual Growth Engines

Transformation A
From Product to Category

Transformation B
Create Multiple Business Engines



Process Automation Demands

迅速恢復

嵌入式硬件控制有助於快速識別故障原因, 運用遠端控制恢復操作



快速部署

透過OTA應用策略及操作程序設定, 運營商可在短時間內完成大量設備部署, 保持系統運作一致性



降低TCO / 提高利潤

網路及設備運營商可透過AiCU有效管理所有設備, 確保正常運作降低TCO, 進而提升企業營業利潤



設備終身管理

主動與非主動的確保運營數據使用安全及保存, 並在退役後選擇完全刪除或繼續使用於其他目的

故障檢測與排除

- 設備運作狀態監控
- 警報發佈管理
- 遠程監控與管理
- 嵌入式硬體層控制
- OOB連結



嚴謹保密簡單維護

24/7連線自動回報系統, 主動式管理並監控遠端設備, 降低系統維護負擔



Front Desk – Process Automation Demands



IPC Kiosk 10.1inch AiO



IPC Kiosk 15.6inch AiO



ET110, 10.1" Windows 10 Pro



ET108, 8.0" Android 9 Pie



- Kitchen Display, Seamless from Manu to Table



- Curbside delivery mobility device, Location Aware Curbside and In-Store



Opportunities for Electric Vehicles



- Fanless design with no venting hole for dust proof
- AiCU Out-of-Band Remote Device Management Wide Operational Temp $-30^{\circ}\text{C} \sim 60^{\circ}\text{C}$
- TPM 2.0 for data security



Remote Productivity



SUPPORTS
MEETING APPs



90°



AOPEN



Pandemic Prevention Technology



Multi-Facial Recognition

Social Distancing

No Mask Detection

Intrusion Detection



Low Power consumption



Multi-Tasks



AOPEN

AOPEN Digital Engine + Movidius Vision Accelerator

Product Series



THE BEST IS YET TO COME