



# AOPEN Business Update

Dale Tsai

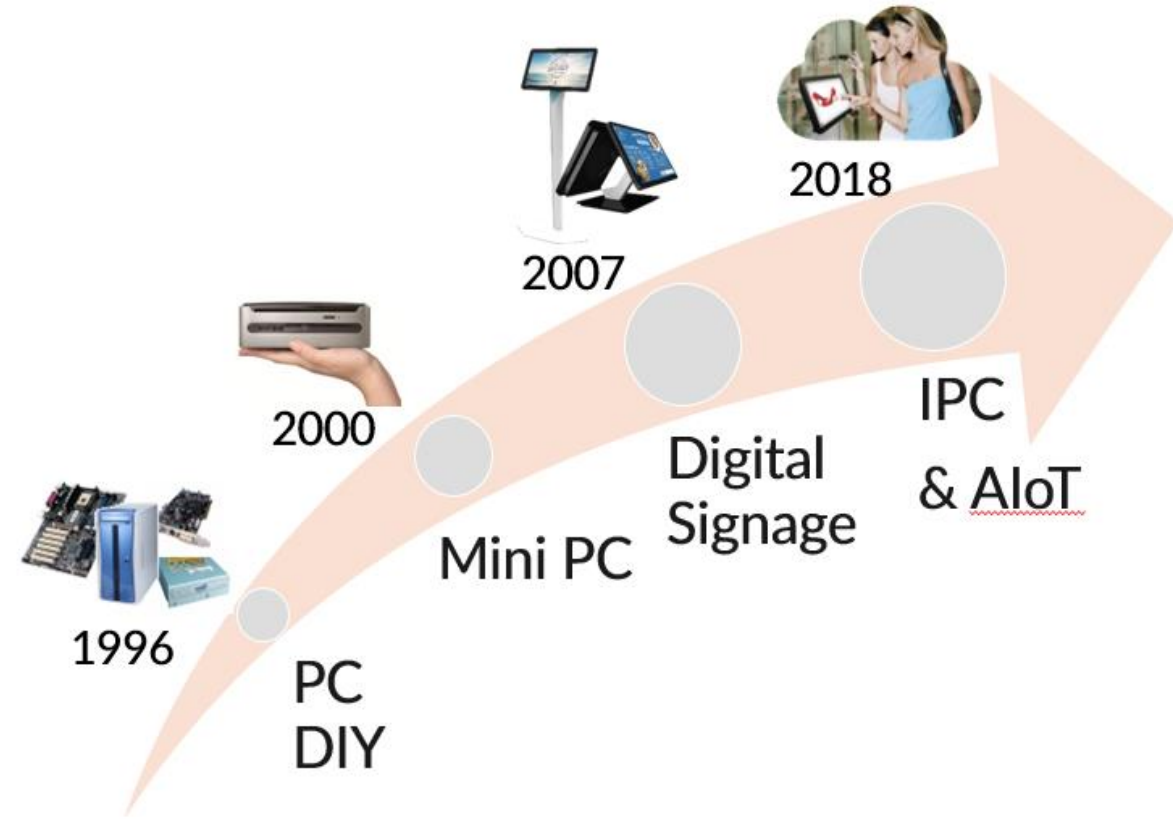
President

AOPEN Inc.

November 8<sup>th</sup>, 2019

# Company Profile

- Headquarter: New Taipei City, Taiwan
- Establishment: Y1996
- Capital Amount: NTD 714M
- Revenue:
  - NTD 1.7B (Jan ~ Dec Y2018)
  - NTD 1.455B (Jan ~ Oct Y2019)
- Headcount: 285 people
- Chairman : Jason Chen
- President : Dale Tsai
- Finance Head : Edward Chen



# Income Statement for 2019-Q3 (YTD)

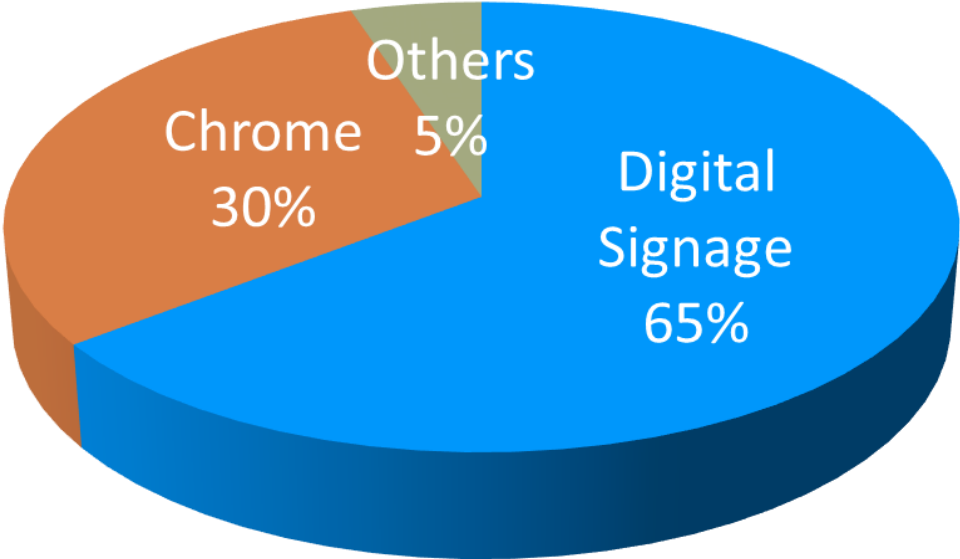
Unit : NT\$K	2019		2018		YoY
<b>Net revenues</b>	<b>1,364,848</b>	<b>100.0%</b>	<b>1,179,498</b>	<b>100.0%</b>	<b>16%</b>
Gross profit	394,554	28.9%	380,328	32.2%	4%
Operating expense	398,818	29.2%	407,696	34.6%	-2%
<b>Operating income(loss)</b>	<b>(4,264)</b>	<b>-0.3%</b>	<b>(27,368)</b>	<b>-2.3%</b>	<b>-</b>
Non-operating income	20,109	1.5%	12,668	1.1%	59%
Profit before tax	15,845	1.2%	(14,700)	-1.2%	-
<b>Net Profit</b>	<b>9,188</b>	<b>0.7%</b>	<b>(22,607)</b>	<b>-1.9%</b>	<b>-</b>
<b>Earning per share</b>	<b>0.07</b>		<b>(0.35)</b>		

# Income Statement for 2019-Q3

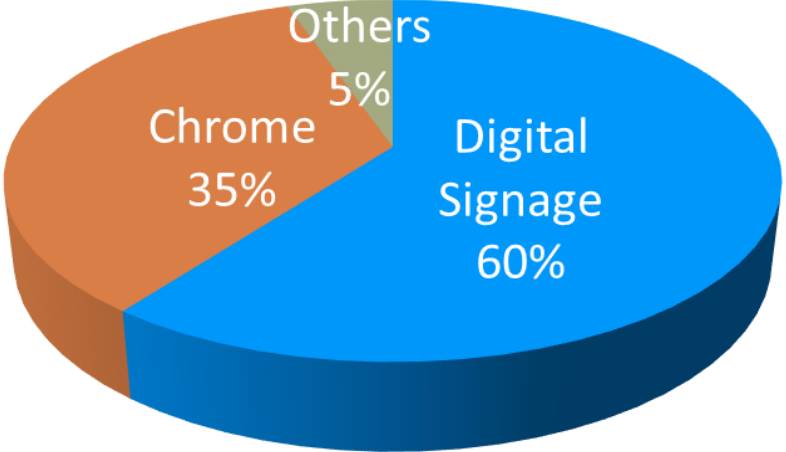
Unit : NT\$K	Q3 '19	Q2 '19	QoQ	Q3 '18	YoY
<b>Net revenues</b>	<b>440,512</b> 100.0%	<b>480,588</b> 100.0%	<b>-8%</b>	<b>500,381</b> 100.0%	<b>-12%</b>
Gross profit	134,015 30.4%	133,309 27.7%	1%	143,939 28.8%	-7%
Operating expense	132,521 30.1%	132,290 27.5%	0%	142,771 28.5%	-7%
<b>Operating income(loss)</b>	<b>1,494</b> 0.3%	<b>1,019</b> 0.2%	<b>47%</b>	<b>1,168</b> 0.2%	<b>28%</b>
Non-operating income	1,424 0.3%	7,899 1.6%	-82%	12,705 2.5%	-89%
Profit before tax	2,918 0.7%	8,918 1.9%	-67%	13,873 2.8%	-79%
<b>Net Profit</b>	<b>476</b> 0.1%	<b>5,629</b> 1.2%	<b>-92%</b>	<b>11,616</b> 2.3%	<b>-96%</b>
<b>Earning per share</b>	<b>(0.04)</b>	<b>0.06</b>		<b>0.15</b>	

# Quarterly Revenue by Products

Q3/19

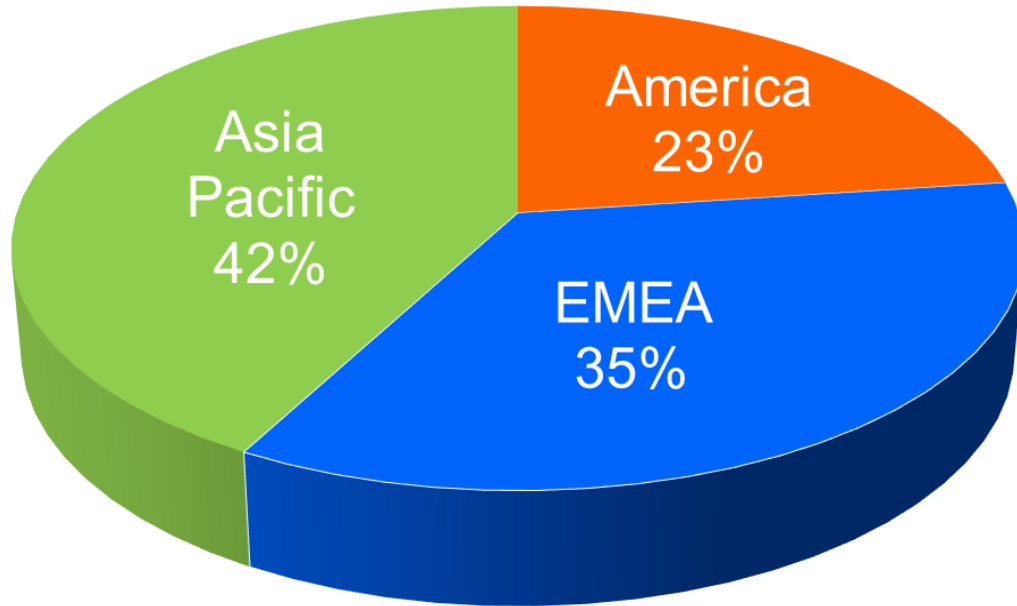


Q3/18

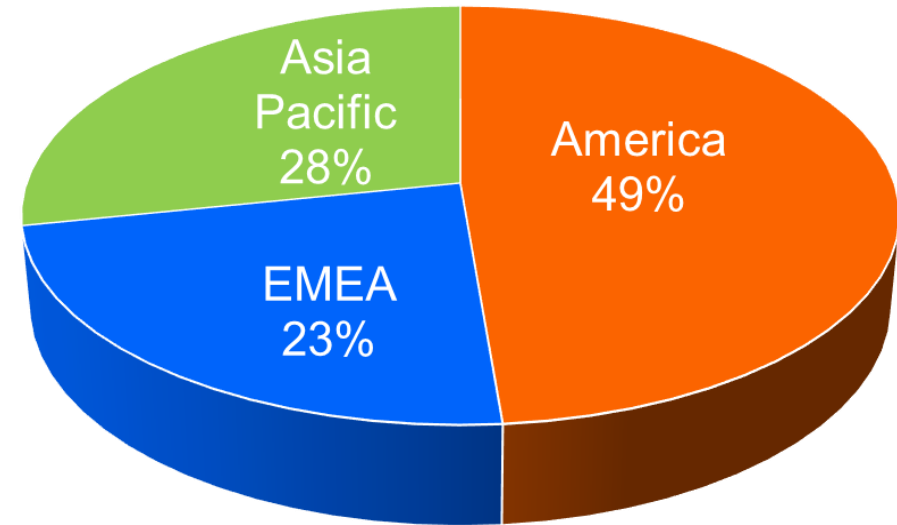


# Quarterly Revenue by Regions

2019 Q3



2018 Q3



# Success Cases

## 充電樁

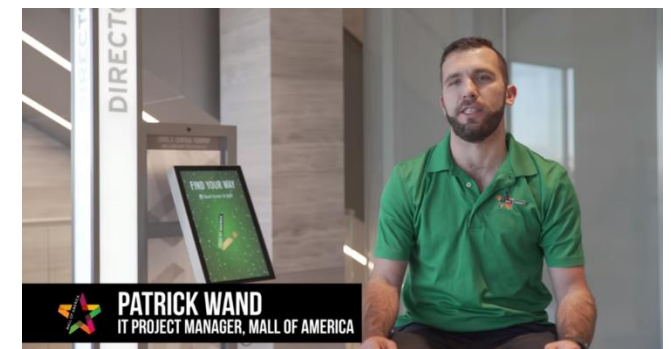


One of the main reasons we chose to work with AOPEN was their **continually expanding product line**. As Volta grows and evolves, our needs change, and **AOPEN has a very robust product line that can grow with us**. It's a very **cost effective way for us to increase our capabilities, while keeping our costs low**.



## 零售業

The partnership between AOPEN brings to Mall of America a **unique, groundbreaking solution** that transforms the guest experience.



# Success Cases



## 速食業

“

They have been key, not only to provide the right solution but helping us to evolve the solution.

“

## 連鎖藥局

AOPEN commercial solutions allow flexibility. When we re-platformed Pharmacy Health Network, **we stress-tested, reviewed, and vetted many different solutions – with AOPEN at the top of our list.** AOPEN and the Chrome solution was clearly the winner.





# 產品開發重心

FRONTLINE  
WORKER



Smart Access System

Hotel



QSR



Show Room



Lab/Factory



Kiosk



Tablet



Smart Retail



HMI



Smart Parcel Depot



Smart POS



Charging Station

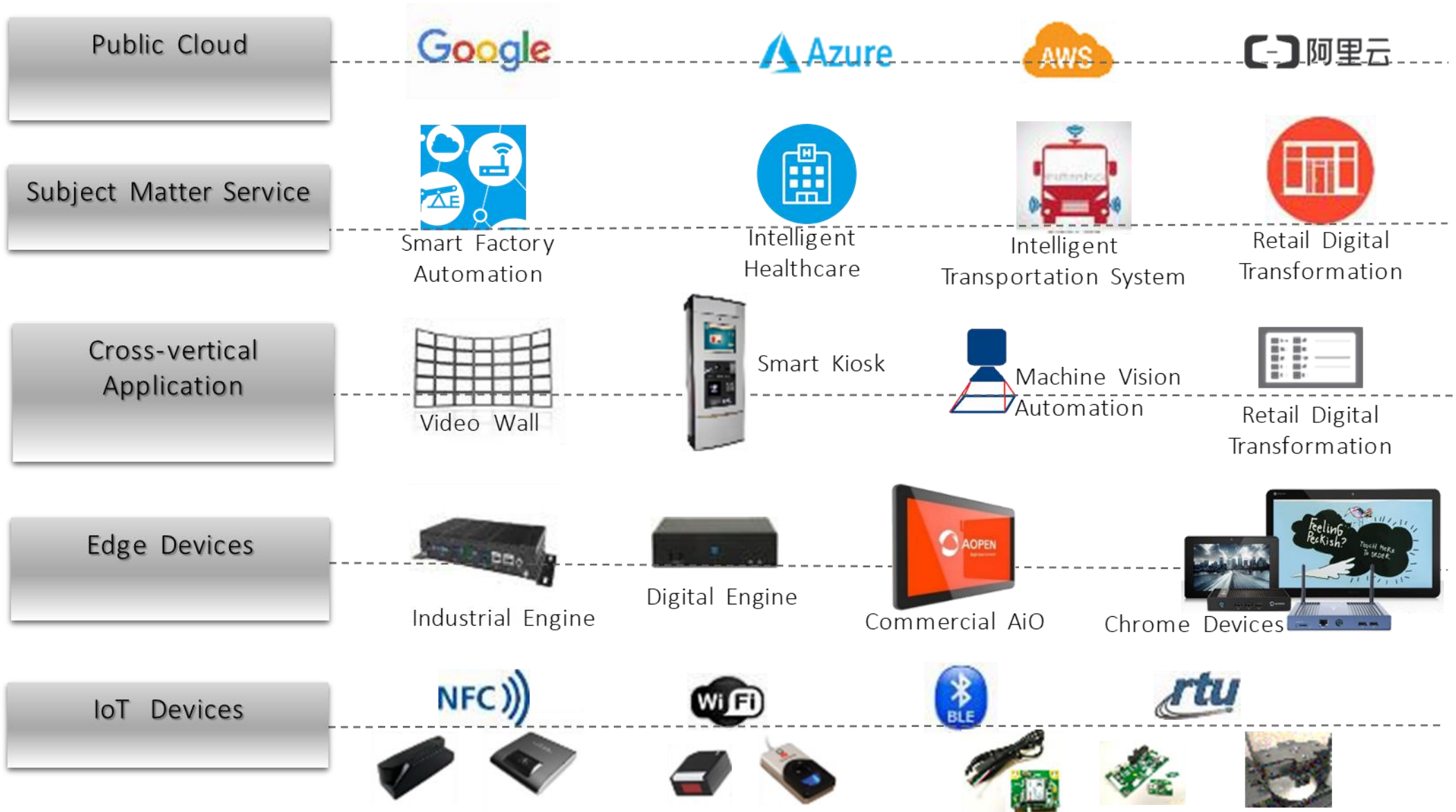
AOPEN

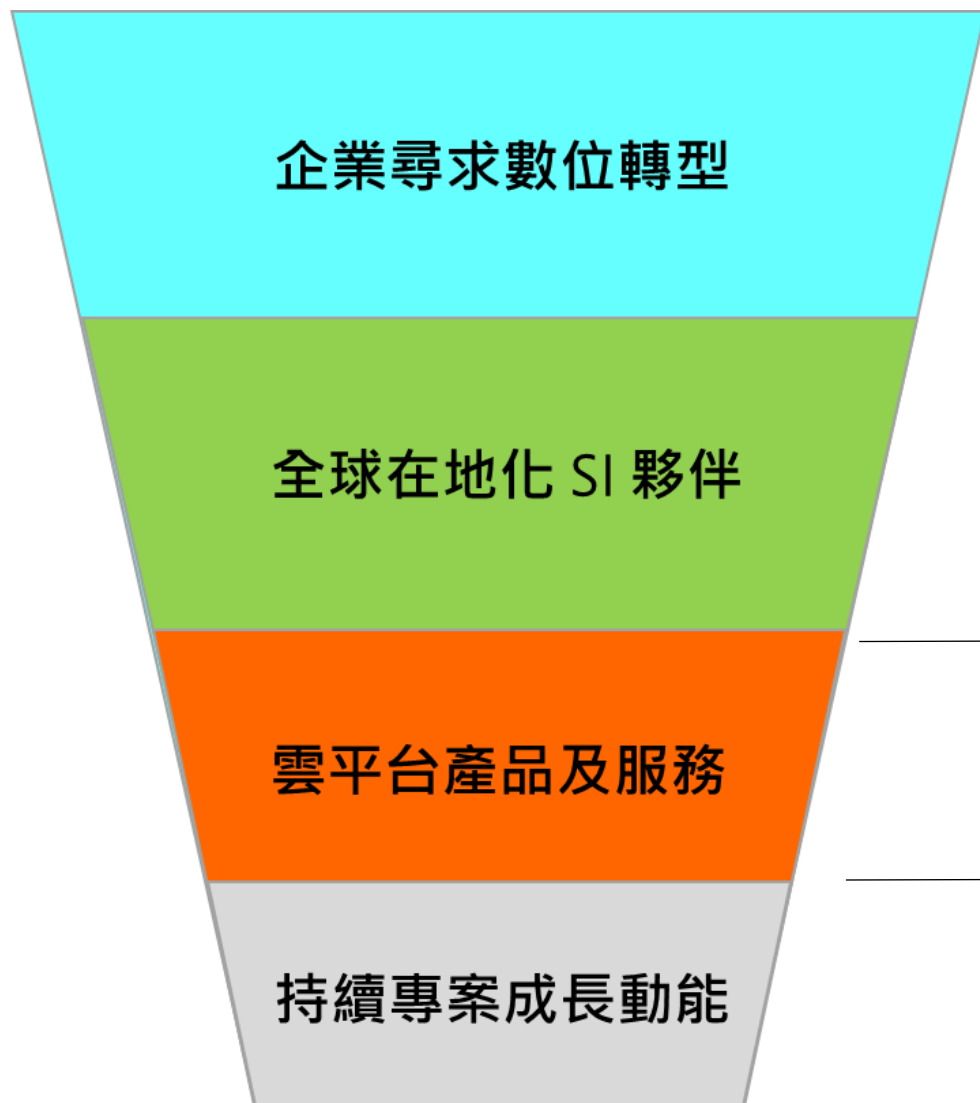
# Product Synergy thru Acer Group



AOPEN

# AIoT 平台服務 (New IPC)





- 以雲平台來提供數位服務 (Chrome, Azure, meldCX,...)
  - 以AI + IoT 來滿足客製化的需求
  - 以最小的轉置成本完成轉型 (least TCO)
- 
- 工控應用
    - 數位看板
    - 機器視覺
    - Commercial Chrome

# 宏碁子公司如何用AI 幫澳洲超市的損失減少30%？

2019-01-07 天下雜誌



2018年宏碁入股後，建碁跨入數位看板、視覺辨識領域，大吃歐美連鎖店訂單，如今成為宏碁旗下最有潛力的黑馬。

陳俊聖透露，建碁和宏碁聯手拿下全球大型速食漢堡品牌5年長單，並打入一家連鎖超市智慧磅秤「物件辨識系統」供應鏈。

「建碁也是在今年才正式拉出來的部門，因為客戶會用到，所以集團非常重視，集團內軟硬體資源可以整合，加上我們對SI（系統整合）也熟悉，所以集團也希望結合原本的資源，做一些行業的案子，」林銘祥坦言。

OPEN  
Bright Ideas Con

# 雲平台系統整合

如何面對挑戰，共同創造“業者、客戶、協力商”三者共贏的策略思維



Source: MIC  
Publication Date: May 2019

- 01 系統整合的管控成本與客製化成本才是成敗關鍵
- 02 產業版圖開始碰撞，跨界整合是必然
- 03 技術選擇考量，能順利運作才是要務
- 04 售後維護的各式需求，決定了系統用戶滿意度

**THE BEST IS YET TO COME!**