



慧友電子股份有限公司

股票代碼 5484

高誌鴻 總經理

2024.12.20



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公司簡介

Company Profile

01

慧友電子股份有限公司

EverFocus Electronics Corp.

EverFocus
慧友電子



- 設立時間：1995.07.18成立
- 股票上市：2001.03.16上櫃 / 2003.08.25上市
- 資本額：新台幣668,010仟元
- 主要業務：車載、安防及IPC之研發、製造及銷售
- 負責人：莊永順 董事長
- 營運總部：新北市新店區
- 員工人數：台灣140位/全球160位
- <http://www.everfocus.com>



PREFERRED
PARTNER

intel
partner
Gold

全球布局&獲獎肯定



Security 50
2007-2017, 2023



TAIWAN
EXCELLENCE

Taiwan Excellence
2018, 2020, 2023, 2024



Golden Root
Award



Branding Taiwan
Award



Small Giant
Award



PREFERRED
PARTNER

intel
partner

Gold

全球成功案例



Commercial Vehicle MDVR Kit



- **Time**
– 2024.Q3
- **Product**
– EMV4S2D, EMD-983
- **Application**
– To comply with Taiwan's commercial vehicle regulations, provide MDVR kits to well-known vehicle brands



Commercial Vehicle Warning System



- **Time**
– 2024.Q2
- **Product**
– EMV-400-ODF, EMD-935
- **Application**
– Install DVR & active driving assistance systems on buses and trucks, to warn of dangerous situations and help drivers respond early



Image Recognition for Meter



- **Time**
– 2024.Q4
- **Product**
– EZN-1250, EAC-30N
- **Application**
– Traditional equipment in chemical plants, capture meter image via camera and interpret value by AI



全球成功案例



Camera Monitoring System



- **Time**
– 2024.Q4
- **Product**
– EMS12D2
- **Application**
– Install an electronic mirror system on buses to detect and warn of blind spots through AI image recognition



University Lecture Capture



- **Time**
– 2024.Q2
- **Product**
– AREC LS-110, UB-01
- **Application**
– Lecture capture system is installed in the classroom, and the course is automatically uploaded to the learning platform after recording



Surgical Recording Solution



- **Time**
– 2024.Q1
- **Product**
– AREC LS-860
- **Application**
– Surgical recording system used for medical teaching in operating room of National Cardiovascular Center



全球成功案例



Campus Security Monitoring



- **Time**
– 2024.Q2
- **Product**
– Ares64, EBN-2550
- **Application**
– This solution aims to process multiple channels of video streaming simultaneously in one NVR



Intelligent Law Enforcement



- **Time**
– 2024.Q2
- **Product**
– eNVP-JNN-IV
- **Application**
– EF provide school bus camera systems together with our partner with real-time AI analytics technology to safeguard every trip.



Outdoor Surveillance Tower



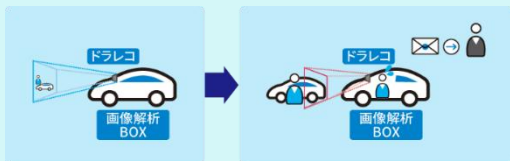
- **Time**
– 2024.Q1
- **Product**
– eNVP-JNN-UBIP
- **Application**
– Waterproof, dustproof and high temperature resistant design, placed in roadside box for image analysis



全球成功案例



Car Insurance AI Device



リアルタイム解析
前方オブジェクトとの相対距離、
速度を元に衝突危険性をAIが判断

衝突の危険性が高まった場合
①ドライバーに警告音で通知
②運行管理者へ発生位置、
発生時の画像をメール送信

- **Time**
– 2024.Q2
- **Product**
– HA-BOX with Orin Nano
- **Application**
– To prevent traffic accidents by predicting pedestrian and vehicle behavior using in-vehicle AI



AI Tracking Air Conditioner



- **Time**
– 2024.Q4
- **Product**
– Mini Camera FM-531
- **Application**
– A moving spot air conditioner that delivers air to people and efficiently cools even large spaces



Fire Status & Object Detection



- **Time**
– 2024.Q3
- **Product**
– eNVP-JAO-IV-V0008
- **Application**
– Steel factory uses NVIDIA edge computing platform for fire and foreign object detection

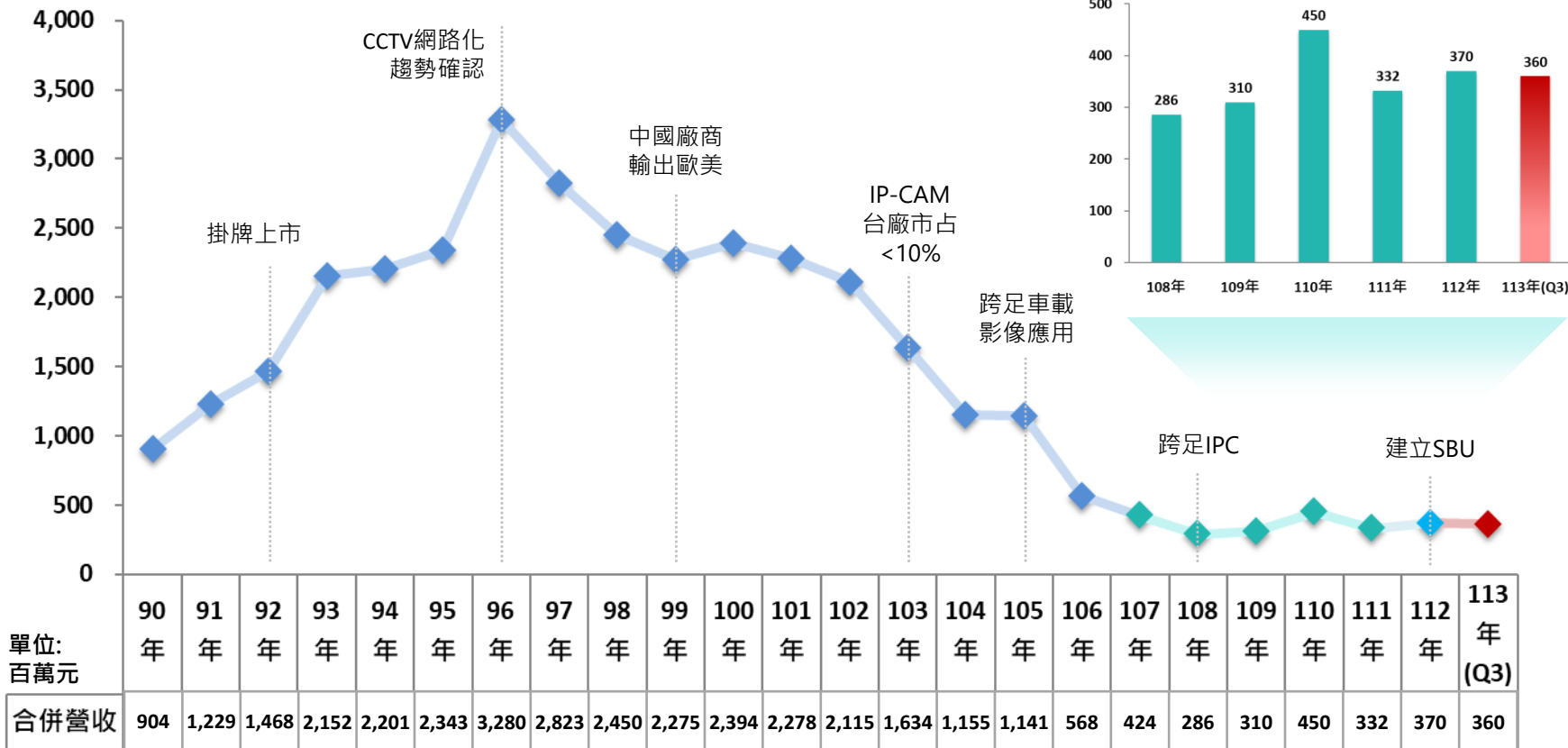


財務資訊

Financial Information

02

歷年合併營收

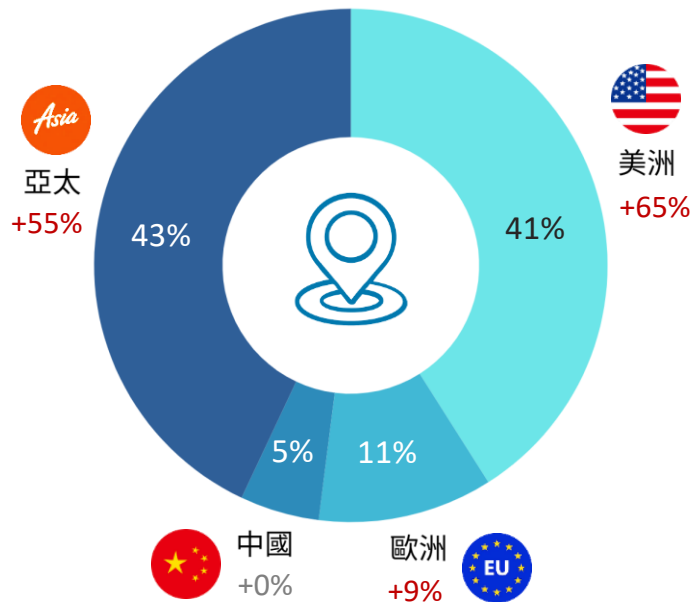


五年經營績效

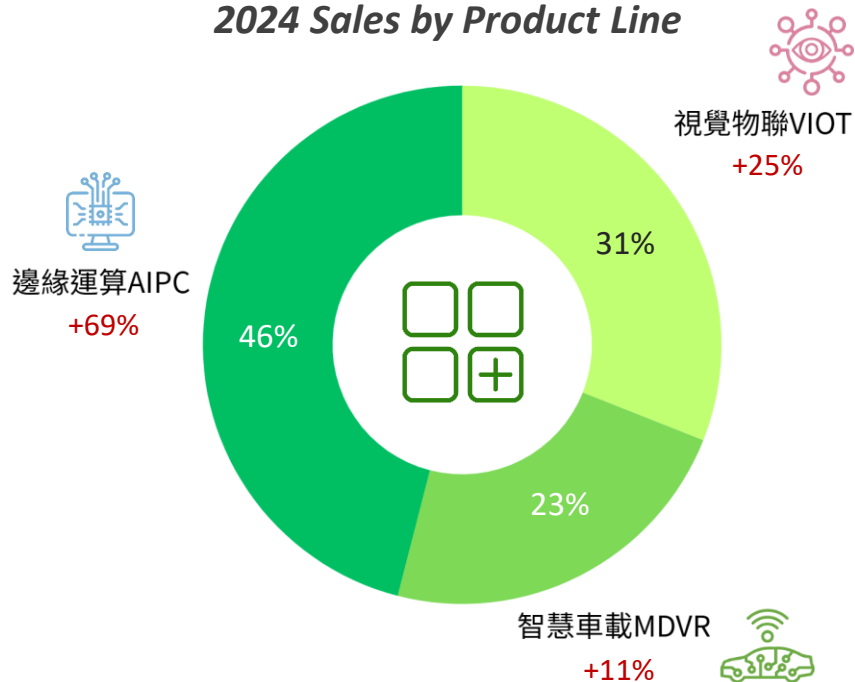
單位:新台幣仟元	109年		110年		111年		112年		113年前三季	
	金額	%	金額	%	金額	%	金額	%	金額	%
營業收入	\$310,453	100	\$450,145	100	\$332,309	100	\$369,555	100	\$359,605	100
營業成本	250,937	81	353,241	78	237,581	71	289,701	78	260,294	72
營業毛利	59,516	19	96,904	22	94,728	29	79,854	22	99,311	28
營業費用	142,487	46	132,935	30	145,446	44	151,003	41	200,364	56
營業損失	(82,971)	(27)	(36,031)	(8)	(50,718)	(15)	(71,149)	(19)	(101,053)	(28)
營業外收入及支出合計	42,538	14	4,501	1	(31,116)	(9)	39,925	11	60,663	17
稅前淨損	(40,433)	(13)	(31,530)	(7)	(81,834)	(25)	(31,224)	(8)	(40,390)	(11)
所得稅利益(費用)合計	(7,647)	(2)	(2,047)	(0)	1,895	1	(17,753)	(5)	(7,139)	(2)
本期淨利(淨損)	(48,080)	(15)	(33,577)	(7)	(79,939)	(24)	(48,977)	(13)	(47,529)	(13)
基本每股盈餘(虧損)	(0.90)		(0.63)		(1.26)		(0.73)		(0.71)	

區域市場分佈/產品營收占比

2024 Sales by Region



2024 Sales by Product Line



營運報告

Operational Report

03

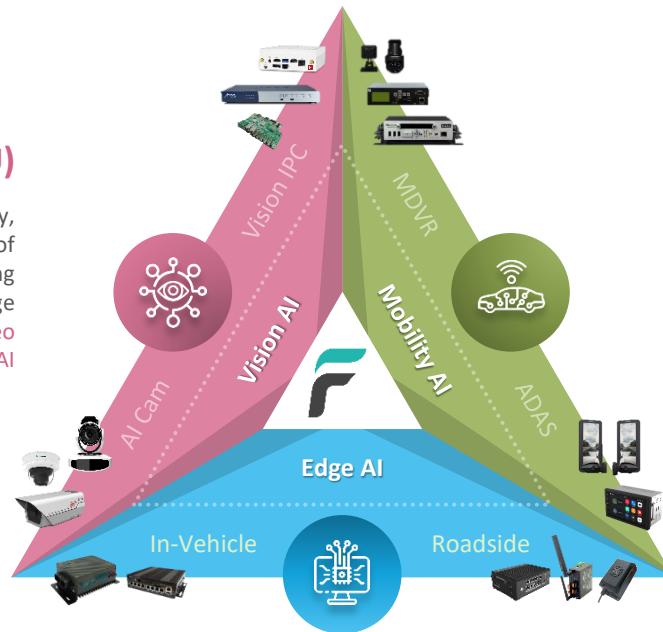
Three Core Product Lines

Vision IoT (VIOT-BU)

The **VIOT-BU** is driven by **Vision AI** technology, providing AIoT solutions tailored to the needs of various industries in intelligent image processing and analysis. Our product line covers a wide range of video applications, including **Vision IPC, Video Appliance, AV-over-IP, Image AI Software, AI Camera and Surveillance System.**

Smart Vehicle (MDVR-BU)

The **MDVR-BU** is driven by **Mobility AI** technology, focusing on providing vision assistance and safety support for commercial vehicles in compliance with regulatory standards. Our product line encompasses a range of solutions, including **Mobile DVR, Vehicle Camera, Tacograph, Fleet Management Platform, eMirror and ADAS System.**



In-Vehicle

Vehicle Computers are designed to meet the demanding requirements of transportation systems, with features such as wide voltage range support, ignition power control, CAN-bus integration, shock and dust resistance.

Industrial PC (IPC-BU)

The **IPC-BU** is centered around **Edge AI** technology, with a focus on the **Intelligent Transportation** market. Our product line is divided into two major categories: **In-Vehicle&Roadside solutions.**

Roadside

Computing Units, Control Units, and Network Units, are specifically engineered with features such as waterproofing, dustproofing, and wide temperature tolerance to ensure reliable performance in outdoor environments.

EverFocus

Your Safety, Our Focus

CCTV (Camera/XVR/NVR)

NDAA

AI Vision

IP / AHD / USB / 3D



Intel/Novatek

DVR / NVR / XVR



AV Over IP

Pro-AV Appliance

Lecture Capture / Central Control



Capture Card

M.2 / USB / HDMI



Mobile DVR

Empowering AI Transportation

ADAS / BSD / DMS / e-Mirror / Fleet Mgmt.



HINO Tier 1 Supplier



AI-Edge / Embedded Industrial PC

Edge AI / AI Vision / Automation



ECROSSER

LINKENCE

Intel IPC

In-Vehicle

Intel, Fanless



Networking

Intel, SD-WAN



IoT Platform

Cloud Service

APP / Webpage



Transportation



Surveillance



Education



Automation



Industrial

持續進行三大轉型

策略轉型

Strategy Transformation

- 從監控廠商轉型：成為具有影像特色的AIOT解決方案公司
- Computer Vision + Edge AI 方案整合：主攻智慧交通、智慧物聯、智慧車載
- 整併轉投資研發資源，深入垂直市場

營運轉型

Operation Transformation

- 加速整合關係企業資源
- 增加海內外專案客戶，擴大營收
- 跨領域、跨品牌行銷合作
- 透過標案與科專，將解決方案帶進實證場域



產品轉型

Product Transformation

- 由標準品量產轉型為微量客製
- 由硬體研發轉型成系統整合
- 由單機產品轉型為AI解決方案
- 建立AI應用生態系，與影像處理、辨識分析、自動控制...等軟體業者結盟

EveFocus
Your Safety, Our Focus

EveFocus
Smart Edge, Ready AI

2025三大營運重點



加速影像應用轉型

結合先進影像技術與AI分析辨識，打造全新攝影機產品線，提供更高效、更智慧的解決方案，滿足多元市場需求。AI攝影機不僅具備精準辨識能力，還能應用於安全監控、智慧交通等領域，實現更高價值與效益。



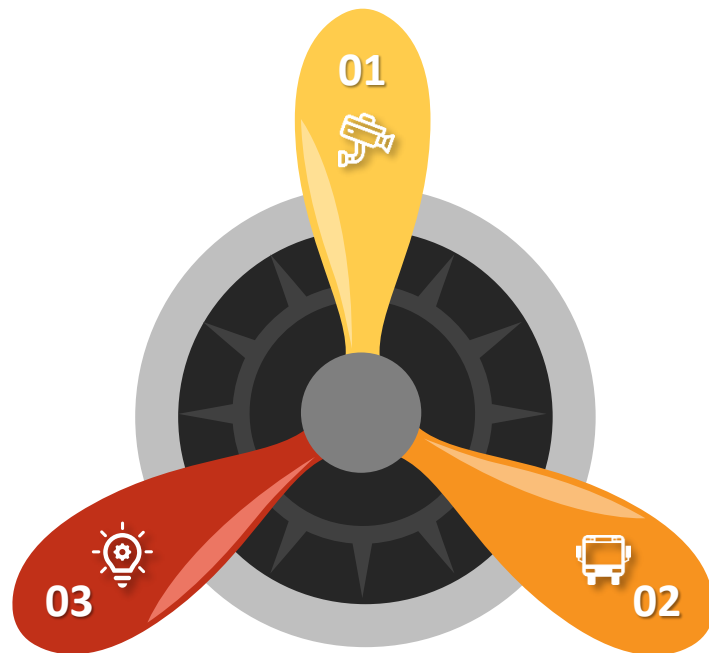
商車法規商品整合

慧友電子致力於整合行車視野輔助、數位大餅、盲區偵測、車道偏移、碰撞預警與電子鏡...等功能，發展多合一商用車法規產品。全面提升駕駛安全性與效率，提供智能化的行車體驗，助力安全駕駛與事故預防。

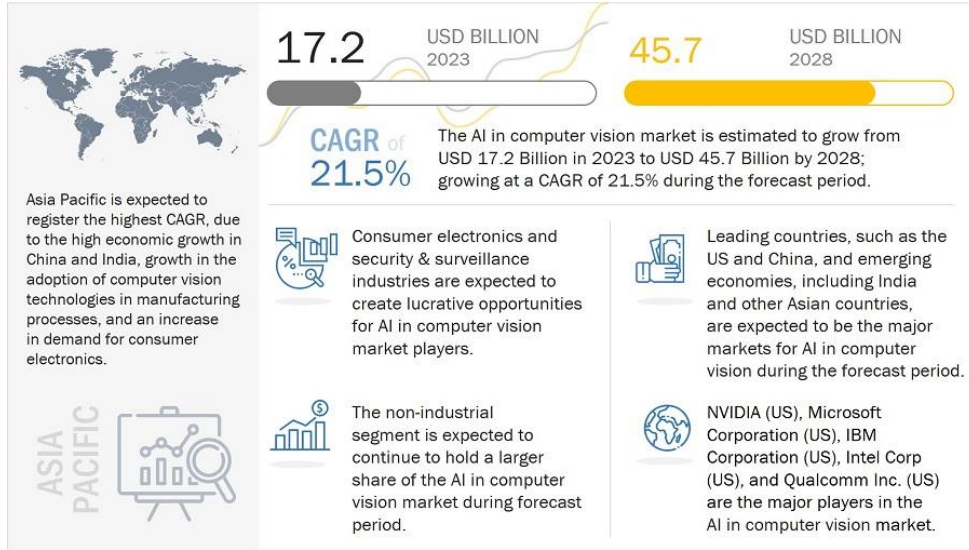


全力發展特色IPC

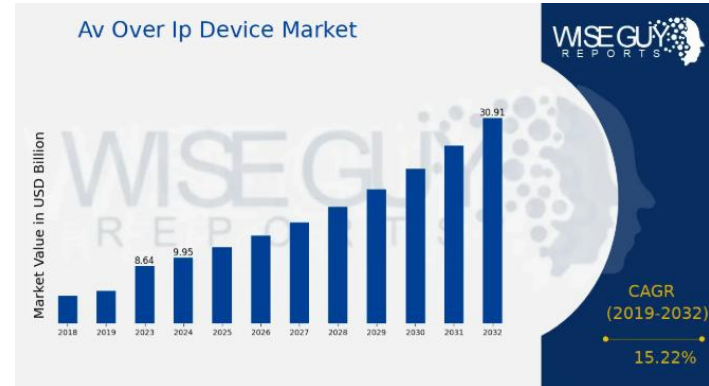
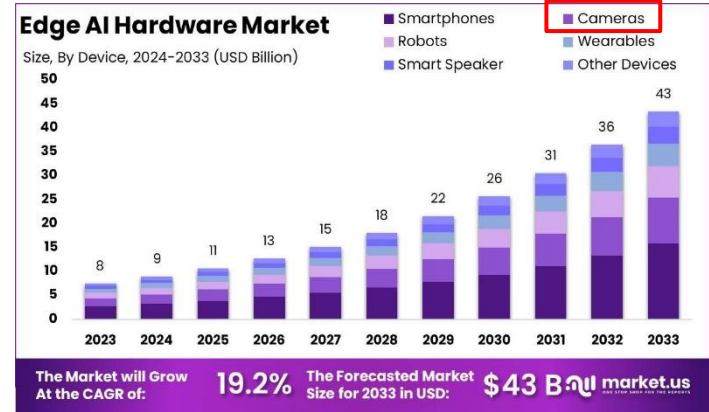
結合集團資源，全面投入工業電腦的研發與推廣，基於多年在影像技術與邊緣運算領域的實戰經驗，打造高效可靠的Vision-AIOT解決方案，助力智慧交通、智慧製造等垂直市場的數位化轉型，實現應用價值。



The AI in Computer Vision market is experiencing significant demand driven



The global AI in Computer Vision Market Size is expected to be valued at USD 17.2 Billion in 2023 and is projected to reach USD 45.7 Billion by 2028; growing at a CAGR of 21.5% from 2023 to 2028.



Camera + Edge AI = AI Camera

EverFocus

Smart Edge, Ready AI

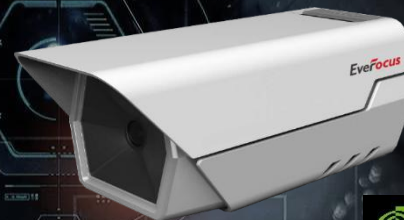
IP Camera

arm



- Camera Unit
- Simple Image Recognition
- <2 TOPS
- Lens Flexibility

Edge AI Camera



- All-in-One Design
- Edge AI Video Analytics
- >20 TOPS
- Lens/Platform Flexibility

Edge AI Box



- Box PC Unit
- Edge AI Video Analytics
- >10 TOPS
- Platform Flexibility



%80

LOADING . . .

EverFocus
Smart Edge, Ready AI



VAI-APL



VAI-APL



VAI-MTL

VAI-EHL



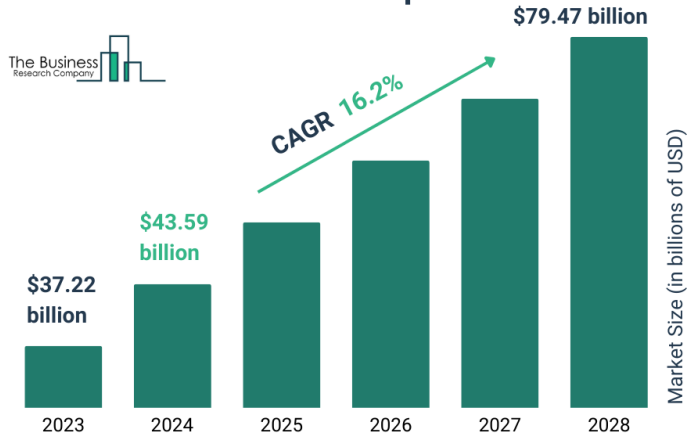
VAI-ADS

Vision **IPC**

Computer vision can use AI to help see and understand what is happening around the world.

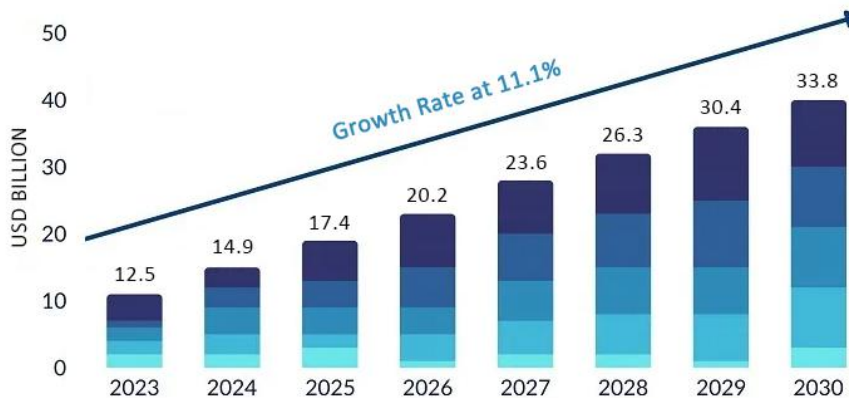
Vehicle ADAS Market is Growing Up

Advanced Driver Assistance Systems (ADAS) Global Market Report 2024



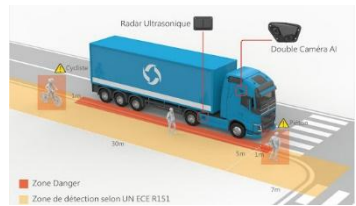
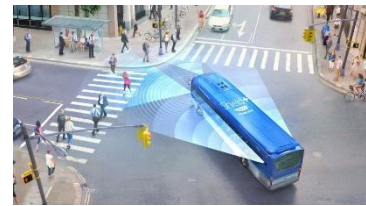
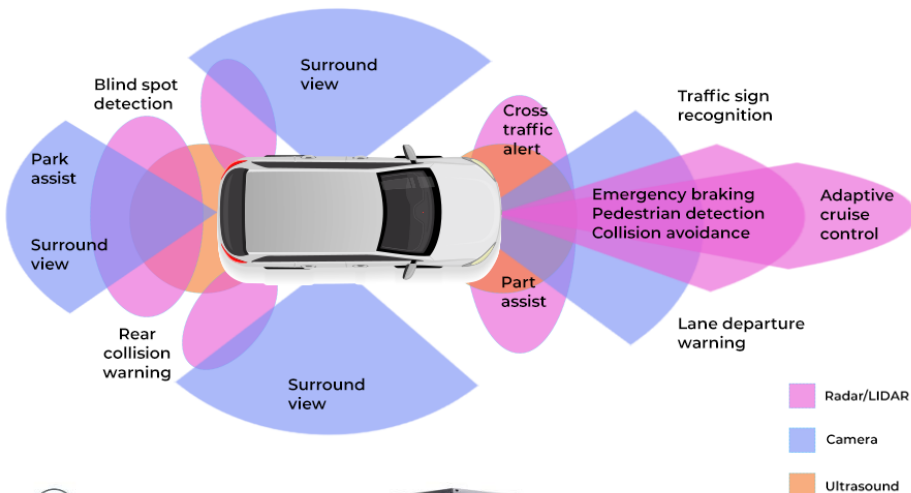
The global ADAS market size is projected to grow from USD 43.6 Billion in 2024 to 79.5 Billion by 2028, at a CAGR of 11.9%. Governments worldwide are implementing stringent safety regulations, further driving ADAS adoption to enhance road safety and reduce accidents.

Global Vision-based Advanced Driver Assistance Systems (ADAS) Market Size and Scope



Vision-based Advanced Driver Assistance Systems (ADAS) Market size was valued at USD 12.5 Billion in 2023 and is expected to reach USD 33.8 Billion by the end of 2030 with a CAGR of 11.1% During the Forecast Period 2024-2030.

Automotive Camera Gets More Attention



DMS



LDWS



FCW/RCW



BSD



360 AVM

Camera Unit segment is expected to see substantial growth in ADAS Market during the forecast period. A camera unit is used in intelligent park assist, pedestrian detection systems, lane departure warning systems, blind-spot monitoring systems, and others. Camera-based systems are commonly deployed in a car's front, side, and rear to provide driving and parking assistance.

Smart Transportation Solutions

eMirror Solution

MDVR Solution

Tachograph Solution

Smart Cockpit Solution

Fleet Management Solution

Camera Monitor System



Mobile DVR System



Digital Tachograph System



Smart Connected Car System



Fleet Management System



Smart Blind Spot Detect Application



Multi Channels Monitor Application



Drive & Speed Monitor Application



Multi Screen & ADAS Application



Video / GPS / Tachograph Data Application



eLD12FHD



EMV400/800/1200
FHD-N



EMV400S ODF-N



EMV08/12X2D



Xfleet/TachoLook

All New MDVR Products



以“駕駛體驗”為中心的座艙

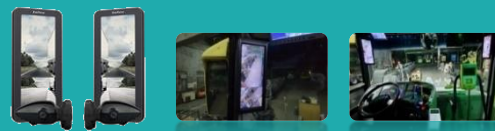
APP應用的喜好轉移到車載娛樂資訊系統上，如導航、音樂、視訊、社交物流管理、派遣管理功能等。另外本系統也整合多個螢幕顯示(中控、儀錶、抬頭HUD顯示等)駕駛監控、車聯網、娛樂系統及ADAS主動預警輔助駕駛系統。

影音式的行車視野輔助 讓駕駛更順心...

2DIN車用數位錄放影機，即時畫面及錄影解析度高達Full HD 1080p 並支援市售各家的Micro SD卡(單張最大1TB以上)，本主機螢幕採用7吋觸控顯示螢幕且支援USB多種影音檔案格式播放，另外行車影像資料可封存錄影至USB裝置 其本裝置也支援影音、視野輔助控制介面，藍芽手機連線。

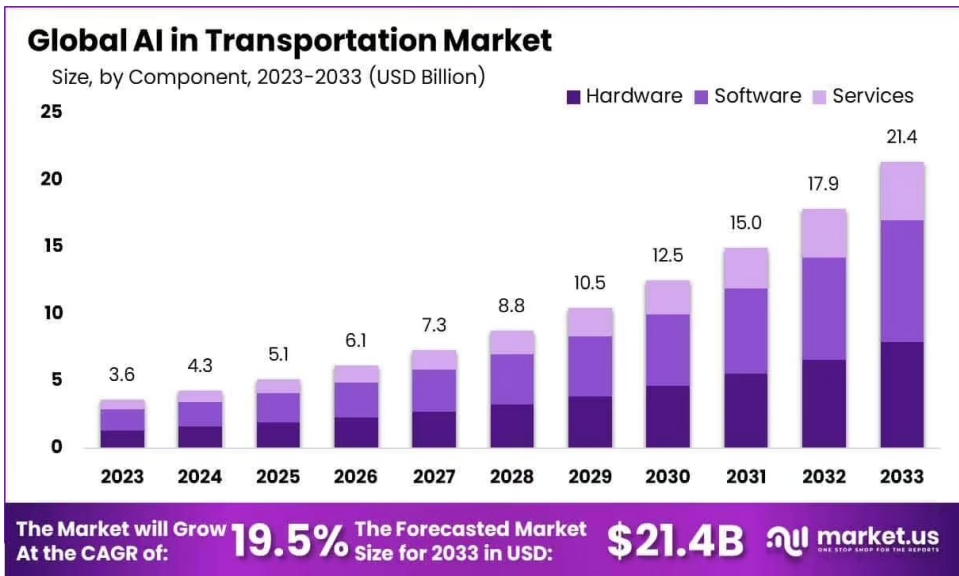
CMS 替代傳統後視鏡將會是 大勢所趨...

慧友電子鏡支援背光亮度自動調節，可隨環境光強弱來自動調節夜間模式的螢幕亮度，搭載12.3吋螢幕可支援2分割顯示AB柱前後畫面輸入與顯示，並支援一路畫面輸出，具備夜視功能既使在夜間戶外無光源的狀況下，只要有微光 就可取得清晰的影像。



AI in Transportation Market

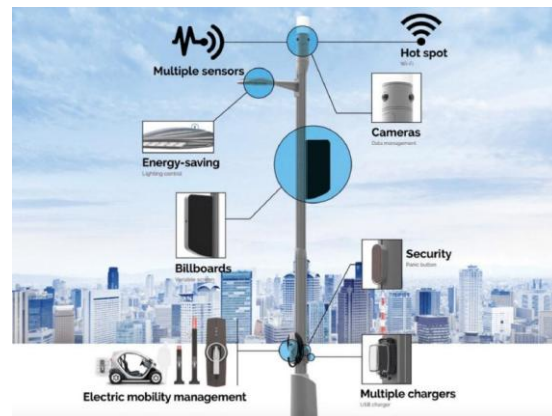
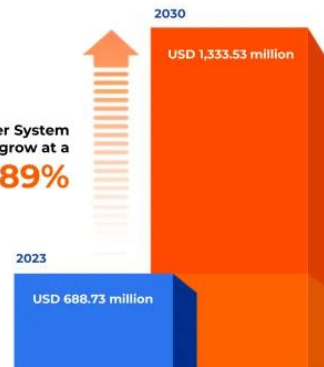
The expected market size for AI in transportation globally is projected to be about USD 21.4 billion by 2033.



In-Vehicle

In-Vehicle Computer System

The In-Vehicle Computer System Market is projected to grow at a **CAGR 9.89%**



Roadside

Edge AI PC

AI Edge Computing is more than just a tech trend, it's becoming a vital part of the future of technology, driving industries toward greater efficiency and innovation.



EAC-10N



EAC-30N



EAC-50N



EAC-70N



JNN-UB



JNX-UBIP



JTX-AI



JNX-IV



JAX-IV



IES-12A1



EIVP-TGU



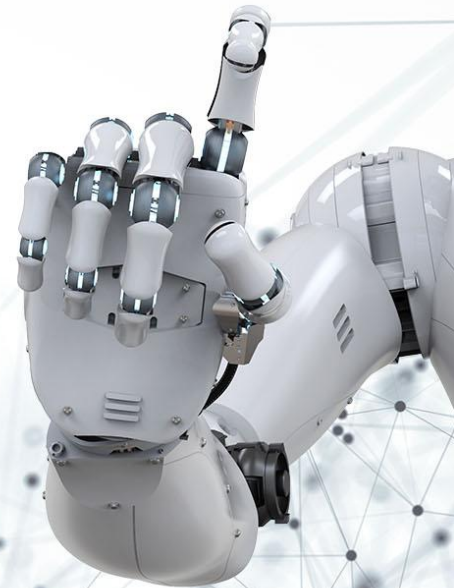
AIS-5530



AIS-7000







IVS-5830



Thank You

Please contact us at

-  +886-2-2662-2338
-  +886-2-2662-3632
-  marketing@everfocus.com.tw
-  www.everfocus.com

