



# EverFocus Electronics Corp.

(TWSE: 5484)

Date : Dec. 15 , 2023

Presented by : Francis Kao

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# Agenda

- 1 ▶ Company Profile
- 2 ▶ Financial Review
- 3 ▶ Company Strategy





# Company Profile



# Company Introduction

- Established in July 18, 1995
- Listed on Taiwan Stock Exchange since August 25,2003 (TWSE: 5484)
- Capital : NTD 668 Million
- Main business :R&D, manufacturing and sales of security, vehicle and IPC products
- Chairman : Y.S. Chuang
- Headquarter : New Taipei City / TAIWAN
- Total number of employees:110
- <http://www.everfocus.com>

**Everfocus**  
慧友電子



# Global Expansion & Award Recognition



**EverFocus: Taiwan**  
Headquarters

**EverFocus: USA**  
Orange, California

**EverFocus: China**  
Shenzhen

**EverFocus: Japan**  
Tokyo



Golden Root Award



Branding Taiwan Award



Small Giant Award



Security 50  
2007-2017, 2023



**TAIWAN EXCELLENCE**

2018, 2020, 2023, 2024

# Success story (1/3)



- **Project Name**
  - Mobile Outdoor CCTV Surveillance Tower
- **Country**
  - UK
- **Time**
  - March,2023
- **Products**
  - eNVP-JOX-UB \*\*\* pcs



- **Project Name**
  - Smart Warehousing
- **Country**
  - Singapore
- **Time**
  - Jan.,2023
- **Products**
  - AMRC-ORN \*\*\* pcs



- **Project Name**
  - Smart Gas Station
- **Country**
  - China
- **Time**
  - Dec.,2022
- **Products**
  - eNVP-JNX-IV-V0008 \*\*\* pcs

## Success story (2/3)



- **Project Name**
  - Smart Patrol Vehicle
- **Country**
  - China
- **Time**
  - Dec.,2022
- **Products**
  - eNVP-JNX-IV-V0008 \*\*\* pcs



- **Project Name**
  - Intelligent Traffic Pedestrian and Vehicle Flow Recognition
- **Country**
  - Czech Republic
- **Time**
  - Feb.,2023
- **Products**
  - eNVP-JNN-IV-V0008 \*\*\* pcs



- **Project Name**
  - Smart Surveillance System for Banks
- **Country**
  - Thailand
- **Time**
  - May,2022
- **Products**
  - eNVP-JNX-IV-V0008 \*\*\* pcs

# Success story (3/3)



- **Project Name**
  - Church Live Streaming Audio-Visual System
- **Country**
  - Iceland, Republic of
- **Time**
  - Oct.,2023
- **Products**
  - KL-3W \*\*\* pcs



- **Project Name**
  - University Management School Lecture Hall
- **Country**
  - Taiwan
- **Time**
  - July,2022
- **Products**
  - LS-860/CI-T21H \*\*\* pcs



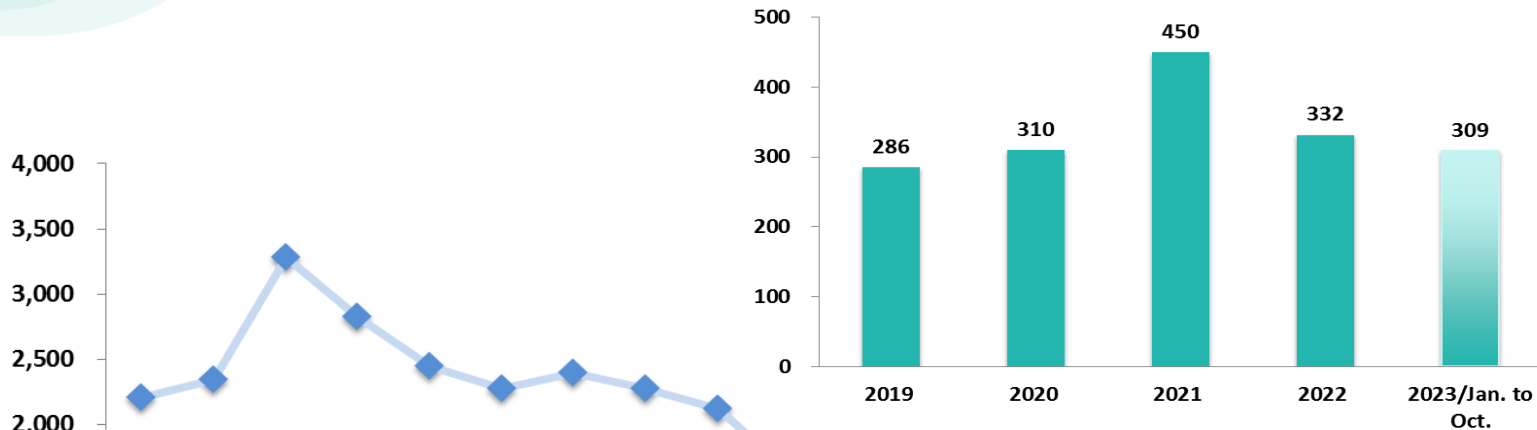
- **Project Name**
  - *Medical Training System*
- **Country**
  - Italy
- **Time**
  - Nov.,2023
- **Products**
  - LS-860/LS-300/DS-X01 \*\*\* pcs



# Financial Review



# Consolidated Revenue Over the Years



Unit:  
Expressed in  
millions of New  
Taiwan dollars

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023/ Jan. to Oct.
Consolidated sales revenue	2,201	2,343	3,280	2,823	2,450	2,275	2,394	2,278	2,115	1,634	1,155	1,141	568	424	286	310	450	332	309

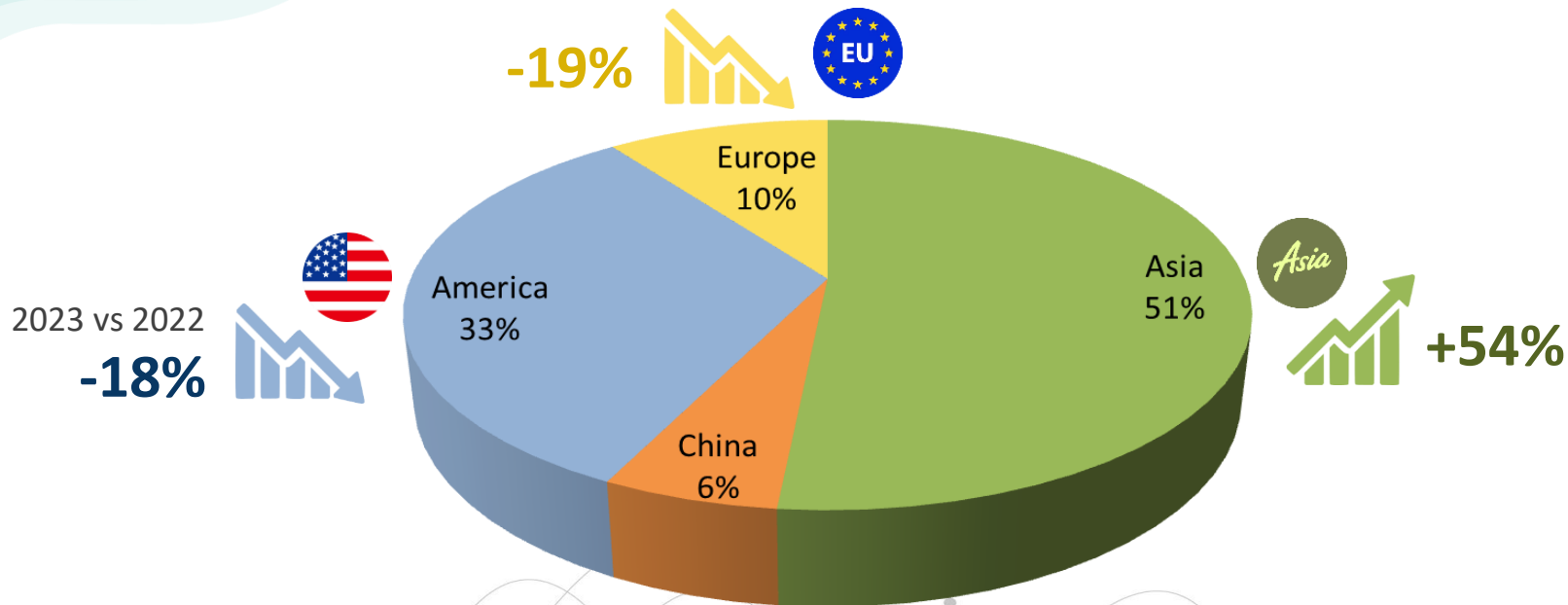
# Five-Year Business Performance

Expressed in thousands of New Taiwan dollars	2019		2020		2021		2022		2023/Q1 To Q3	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	\$285,642	100	\$310,453	100	\$450,145	100	\$332,309	100	\$274,263	100
Cost of goods sold	237,545	83	250,937	81	353,241	78	237,581	71	214,399	78
Gross profit ( loss )	48,097	17	59,516	19	96,904	22	94,728	29	59,864	22
Operating expenses	177,420	62	142,487	46	132,935	30	145,446	44	109,308	40
loss from operations	(129,323)	(45)	(82,971)	(27)	(36,031)	(8)	(50,718)	(15)	(49,444)	(18)
Total non-operating income and expenses	11,275	4	42,538	14	4,501	1	(31,116)	(9)	31,727	12
Loss before income tax	(118,048)	(41)	(40,433)	(13)	(31,530)	(7)	(81,834)	(25)	(17,717)	(6)
Income( tax ) / gain	16,778	6	(7,647)	(2)	(2,047)	(0)	1,895	1	0	0
Net loss	(101,270)	(35)	(48,080)	(15)	(33,577)	(7)	(79,939)	(24)	(17,717)	(6)
Net loss per share of common stock	(1.49)		(0.90)		(0.63)		(1.26)		(0.27)	

# Profit and Loss for each quarter of the year 2023

Expressed in thousands of New Taiwan dollars	2023Q1		2023Q2		2023Q3		2023/Q1 To Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	96,267	100	90,408	100	87,588	100	274,263	100
Cost of goods sold	67,914	71	80,158	89	66,327	76	214,399	78
Gross profit ( loss )	28,353	29	10,250	11	21,261	24	59,864	22
Operating expenses	35,213	37	35,803	40	38,292	44	109,308	39
loss from operations	(6,860)	(7)	(25,553)	(28)	(17,031)	(19)	(49,444)	(17)
Total non-operating income and expenses	18,859	20	10,802	12	2,066	2	31,727	12
Loss before income tax	11,999	12	(14,751)	(16)	(14,965)	(17)	(17,717)	(6)
Income( tax) / gain	(16)	(0)	16	0	0	0	0	0
Net loss	11,983	12	(14,735)	(16)	(14,965)	(17)	(17,717)	(6)
Net loss per share of common stock	0.18		(0.22)		(0.22)		(0.27)	

# Regional Market Distribution



2023 vs 2022  
**-18%**



**-19%**



Europe  
10%

America  
33%

China  
6%

Asia  
51%

*Asia*



**+54%**

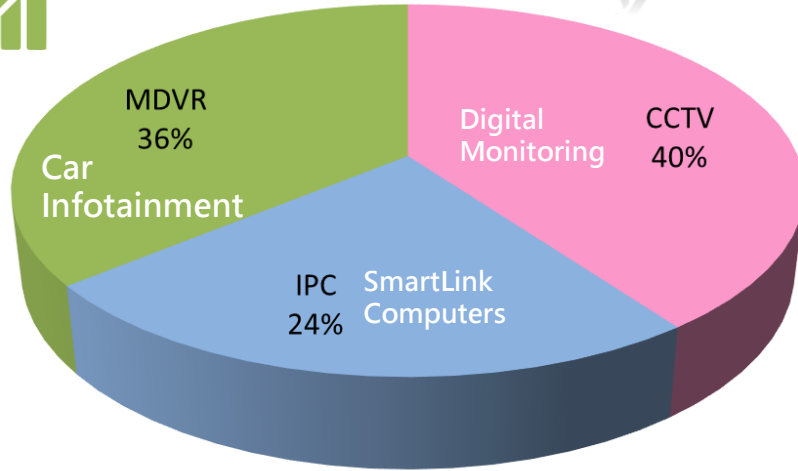
**-11%**



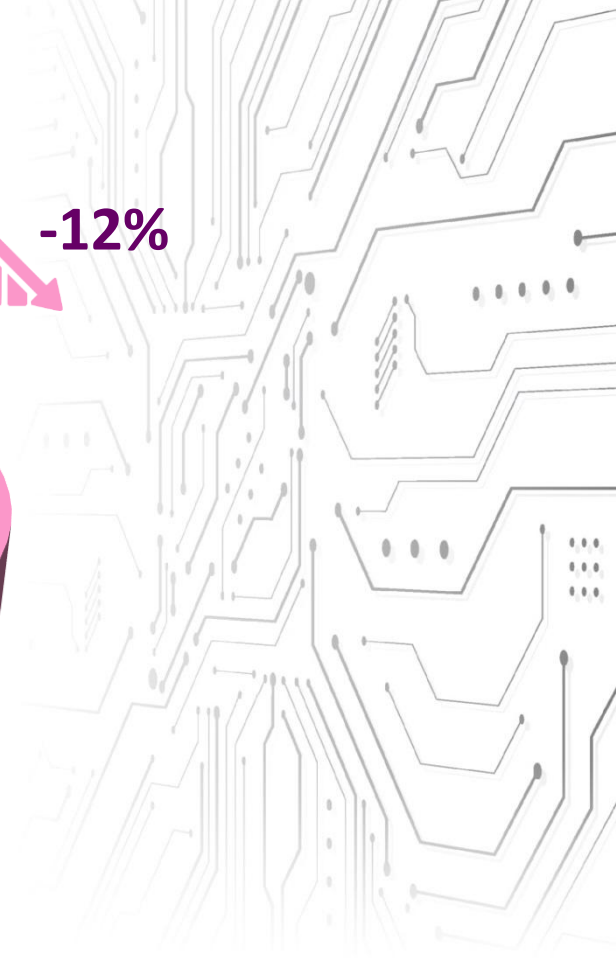
# Revenue by Product Category

2023 vs 2022

**+45%**



**+16%**





# Company Strategy



# 2024 Competitive core



## *Technology Centric*

**Video Analytics  
& IPC Edge AI**



## *Integration Flexibility*

**Customization &  
System Integration**



## *Domain Know-How*

**Surveillance &  
Transportation**



# Three Major Transformation Progresses in 2024



## • Strategy Transformation

- An IPC company with safety control & vehicle characteristics: expand IPC products and vehicle products account for 80% of the overall revenue
- Integration of Computer Vision + Edge AI Solutions : Specializing in Smart Manufacturing, Intelligent Security, and Smart Automotive Solutions
- Multi-brand management: Consolidating and investing research and development resources, delving into different vertical application markets



## • Product Transformation

- Transitioning from standalone (single-machine) to a solution-oriented approach (SRP) : Smart Surveillance 、 Smart Commercial Vehicle 、 Smart Manufacturing
- Transitioning from standard products to micro-scale customization : nVidia IPC System & BSP Customization



## • Operation Transformation

- Project & ODM Based : Add 100+ new customers, 5 major ODMs and 10 Disty/SI in 2024
- Bringing in tenders to demonstrate System IntegTransformation to ration in practical fields : , for example, conducting real-world tests in the transportation sector under the Ministry of Transportation and Communications' technological expertise field
- Building a smart factory: Relocating and setting up operations in the New Taipei City Baoqiao Smart Manufacturing Industrial Park



### CCTV (Camera/XVR/NVR) NDAA

**AI Vision**  
IP / AHD / USB / 3D

**Intel/Novatek**  
DVR / NVR / XVR

NOVATEK  
intel

### Mobile DVR

**Empowering AI Transportation**  
ADAS / BSD / DMS / e-Mirror / Fleet Mgmt.

HINO Tier 1 Supplier

**TAIWAN EXCELLENCE**

### AI-Edge / Embedded Industrial PC / IoT Gateway

Edge AI / AI Vision / In-Vehicle / Automation

intel NVIDIA

**NVIDIA CUDA**

### Aneo

#### AV Over IP

**Appliance**  
Lecture Capture / Central Control

**TAIWAN EXCELLENCE**

**Capture Card**  
M.2 / USB / HDMI

### ECROSSER

#### Intel IPC

**In-Vehicle**  
Intel, Fanless

**Networking**  
Intel, SD-WAN

### LINKENCE

#### Intelligent Connectivity

**Gateway / Expansion Card**  
High Speed IO / Time Sync

**TAIWAN EXCELLENCE**

### Sarea

#### IoT Platform

**Cloud**  
APP / Webpage



# Smart Security Solution

## Best NVR Solution for Security Gatekeeping

EverFocus Launches New 4K NVR with 16 PoE Ports & AI Functions



EFN1980-S



EZN1840-AD



EXN3XX0-AD



EXN3XX0-AD



IoT Security  
Inspection and  
Compliance  
Certification



BSMI



EXN3XX0-AD



EXN3XX0-AD



EZN5540



EPRO II 16/32



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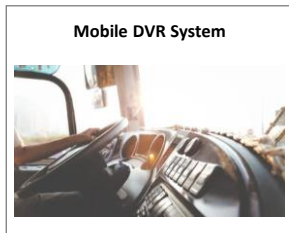
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# Smart In-Vehicle Solution

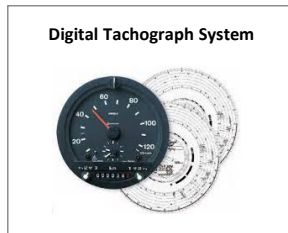
## eMirror Solution



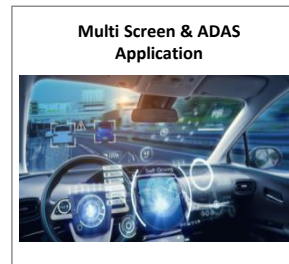
## MDVR Solution



## Tachograph Solution



## Smart Cockpit Solution



## Fleet Management Solution



# AV-AIoT Edge Computing Solution

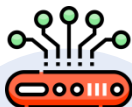


*Industrial Computer*



## IPC Computer

- NVIDIA Jetson
- Intel 12/13 Gen
- NXP iMX8M Plus



*IoT Gateway*



## IoT Gateway

- LTE 4G, 5G
- CAT-NB, CAT-M1
- WiFi
- Bluetooth



*Control I/O*



## I/O module

- Ethernet
- Serial Port
- DI, DO
- AI, AO, RTD, TC



*Middleware Application*



## Software/Cloud Service

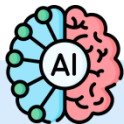
- IoT Platform
- AI Training
- Mobile XVR
- Smart CMS System
- Traffic Analysis

# Edge Computing Software Solution



## IOT Platform

- PaaS/SaaS Cloud
- Account management
- Device Management
- Device Update (OTA)
- Rules Engine
- Data Integration
- Remote Control



## AI Training & Recognition

- Easy to Use AI training tools
- Fast recognition
- Complete HW integration
- (AI BOX, Camera)



## Mobile XVR

- Live view monitoring
- video record, playback
- Alarm notification
- Blind Spot Monitoring
- Driver Fatigue/ Distraction Monitoring



## Traffic Analysis

- Dynamic control
- Vehicle presence
- Traffic violations
- Vulnerable road user protection
- Pedestrian/cyclist presence



## Smart CMS System

- Building cloud video surveillance
- Facial Recognition
- Object Tracking Search
- Behavior Analytics
- Fire & Smoke Detection
- Human & Vehicle Detection



# Operational Focus for 2024

- Maintain existing key ODM customers (American car systems manufacturers, Japanese car clients, European system providers)
- Sustain and expand existing CCTV business, focusing on vertical application fields.
- As a Tier 1 supplier for Japanese car manufacturers, enhance quality control and expand the supply of products compliant with emerging regulations.



## Safeguarding Achievements



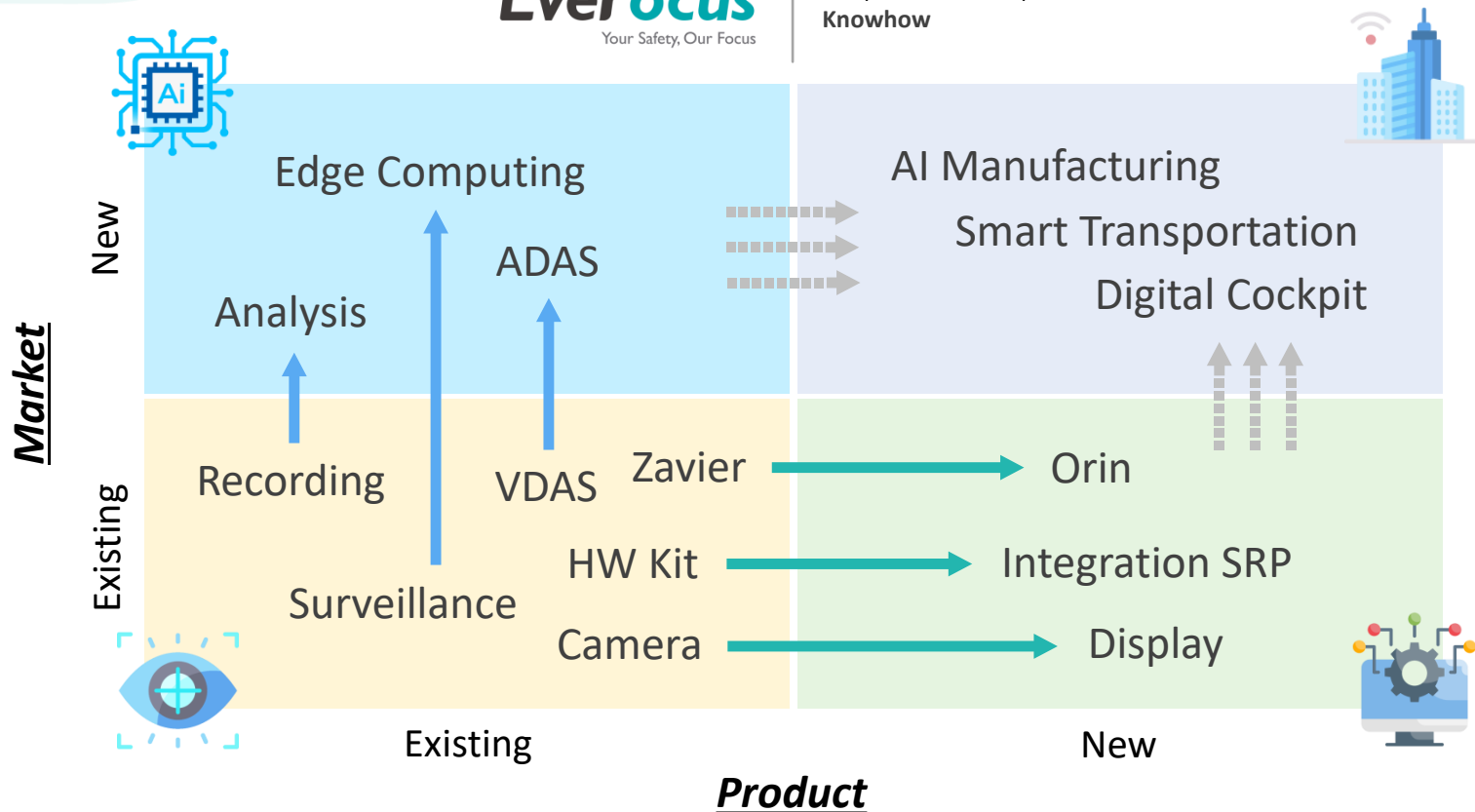
## Executing Innovations

- Utilize the execution of projects by the Ministry of Transportation to introduce MDVR/ADAS/16-1 systems into large commercial vehicles.
- Develop digital cockpit systems for commercial vehicles, creating a convenient, safe, and comfortable driving environment.
- Continue to develop core capabilities (image processing/edge computing), accelerate product development and solution integration, and provide a complete development environment of hardware + software/edge + cloud.
- Continue to invest in international marketing, balancing online and offline efforts, to expand brand awareness and market influence.
- Accelerate the accumulation of ODM Key Account/VAD/System Integrator customer base in various global regions

# Growth Model



Uphold Core Values : Video Technology  
Integrate Artificial Intelligence : Edge  
Computing  
Deepen Vertical Expertise : Domain  
Knowhow



# Thank You

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www.everfocus.com

The logo for Everfocus, featuring the word "Everfocus" in a white, sans-serif font. The "E" is significantly larger than the other letters. A teal-colored swoosh underline is positioned under the "E" and extends under the "f".

**Everfocus**

Your Safety, Our Focus