



EverFocus Electronics Corp.

TWSE 5484

Date : Dec. 20 , 2024

Presented by : Francis Kao



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Agenda

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Company Profile

01

EverFocus Electronics Corp.

EverFocus

慧友電子



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: 140
<http://www.everfocus.com>



PREFERRED PARTNER

intel partner

Gold

Global Expansion & Award Recognition



Security 50
2007-2017, 2023



**TAIWAN
EXCELLENCE**

Taiwan Excellence
2018, 2020, 2023, 2024



Golden Root
Award



Branding Taiwan
Award



Small Giant
Award



Success story



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



Success story



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



Success story



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



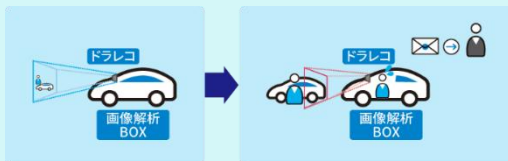
- **Time**
– 2024.Q1
- **Product**
– eNVP-JNN-UBIP
- **Application**
– Waterproof, dustproof and high temperature resistant design, placed in roadside box for image analysis



Success story



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



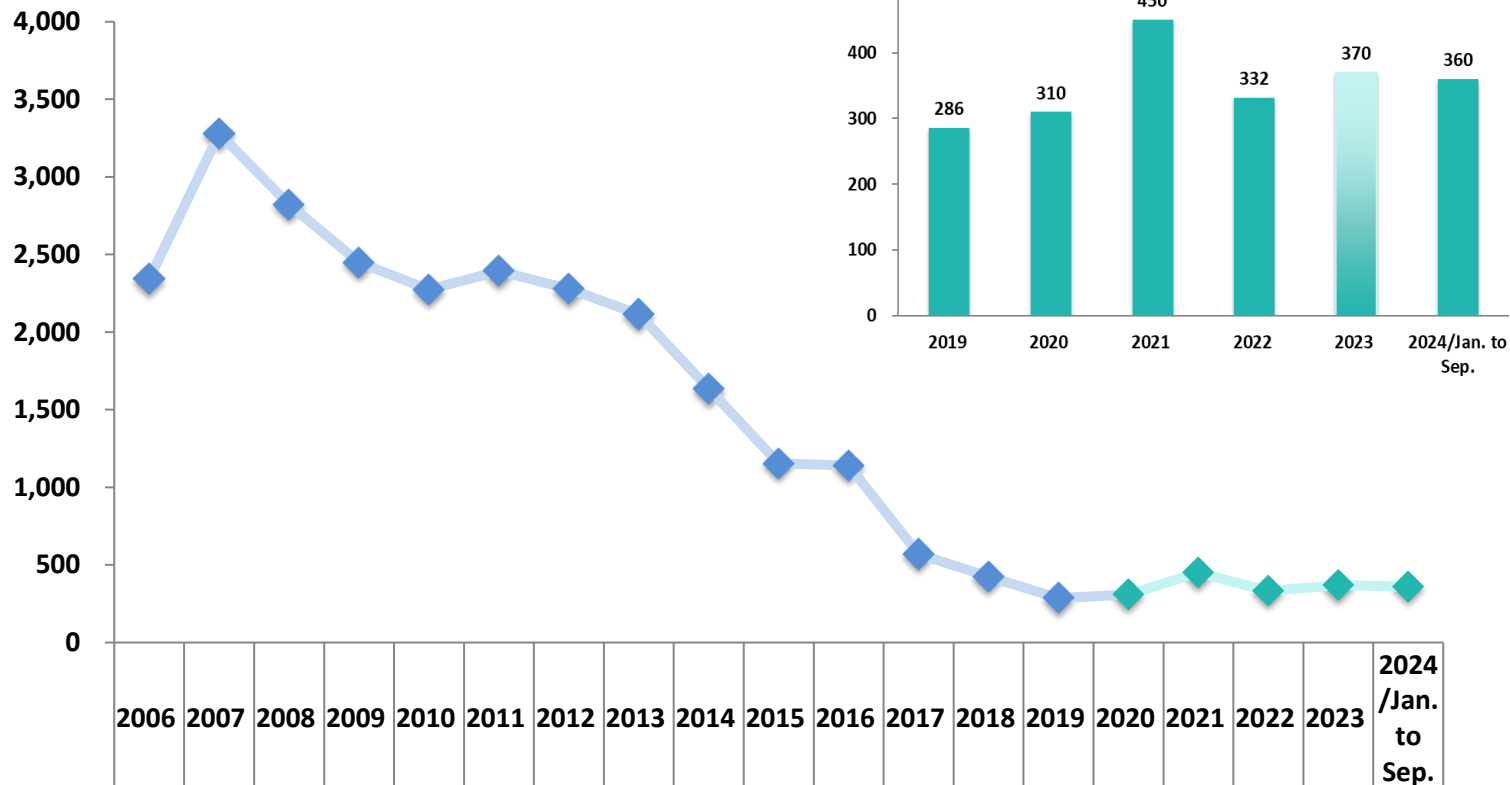
- **Time**
– 2024.Q3
- **Product**
– eNVP-JAO-IV-V0008
- **Application**
– Steel factory uses NVIDIA edge computing platform for fire and foreign object detection



Financial Information

02

Consolidated Revenue Over the Years



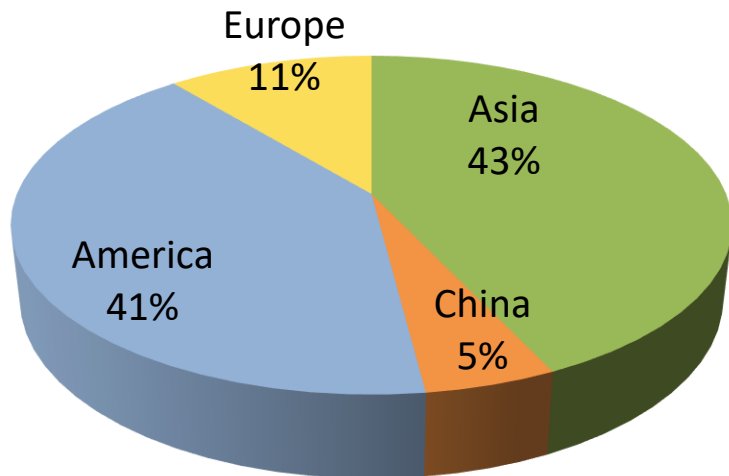
Consolidated sales revenue	2,343	3,280	2,823	2,450	2,275	2,394	2,278	2,115	1,634	1,155	1,141	568	424	286	310	450	332	370	360
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Five-Year Business Performance

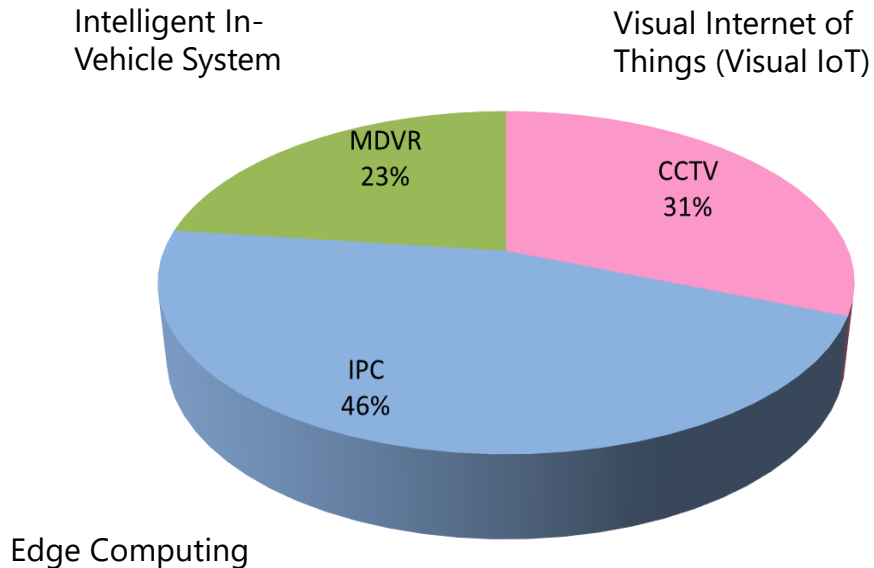
Expressed in thousands of New Taiwan dollars	2020		2021		2022		2023		2024/Q1 To Q3	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Net sales	\$310,453	100	\$450,145	100	\$332,309	100	\$369,555	100	\$359,605	100
Cost of goods sold	250,937	81	353,241	78	237,581	71	289,701	78	260,294	72
Gross profit (loss)	59,516	19	96,904	22	94,728	29	79,854	22	99,311	28
Operating expenses	142,487	46	132,935	30	145,446	44	151,003	41	200,364	56
loss from operations	(82,971)	(27)	(36,031)	(8)	(50,718)	(15)	(71,149)	(19)	(101,053)	(28)
Total non-operating income and expenses	42,538	14	4,501	1	(31,116)	(9)	39,925	11	60,663	17
Loss before income tax	(40,433)	(13)	(31,530)	(7)	(81,834)	(25)	(31,224)	(8)	(40,390)	(11)
Income(tax) / gain	(7,647)	(2)	(2,047)	(0)	1,895	1	(17,753)	(5)	(7,139)	(2)
Net loss	(48,080)	(15)	(33,577)	(7)	(79,939)	(24)	(48,977)	(13)	(47,529)	(13)
Net loss per share of common stock	(0.90)		(0.63)		(1.26)		(0.73)		(0.71)	

Regional Market Distribution/Revenue by Product Category

2024 Sales by Region



2024 Sales by Product Line



Operational Report

03

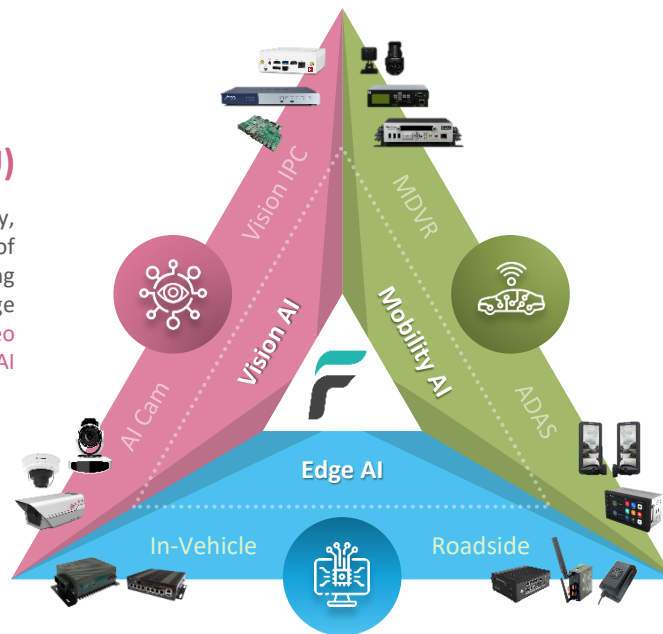
Three Core Product Lines

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



Aneo

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



intel NVIDIA

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

Continuously undergoing three major transformations

Strategy Transformation

- Transitioning from a surveillance manufacturer to an AIoT solutions company with distinctive imaging features.
- Computer Vision + Edge AI Solution Integration: Focusing on Intelligent Transportation, Smart IoT, and Intelligent In-Vehicle Systems, consolidating and investing in R&D resources to penetrate vertical markets.

Operation Transformation

- Accelerate the integration of related enterprise resources
- Increase domestic and international project clients, expand revenue
- Cross-domain, cross-brand marketing collaboration
- Through bidding and scientific projects, bring solutions into the field of empirical verification



Product Transformation

- Transition from mass production of standard products to micro-customization
- Transitioned from hardware R&D to system integration
- Transition from standalone products to AI solutions
- Establish an AI application ecosystem, and form alliances with software companies in image processing, recognition analysis, automatic control, etc

EveFocus
Your Safety, Our Focus

EveFocus
Smart Edge, Ready AI

2025 Three major operational focuses



Accelerate the transformation of imaging applications

Combining advanced imaging technology with AI analysis and recognition, we have created a new line of cameras that offer more efficient and intelligent solutions to meet the diverse needs of the market. AI cameras not only have precise recognition capabilities but can also be applied in areas such as security surveillance and smart transportation, achieving higher value and benefits.

Commercial Vehicle Regulations Product Integration

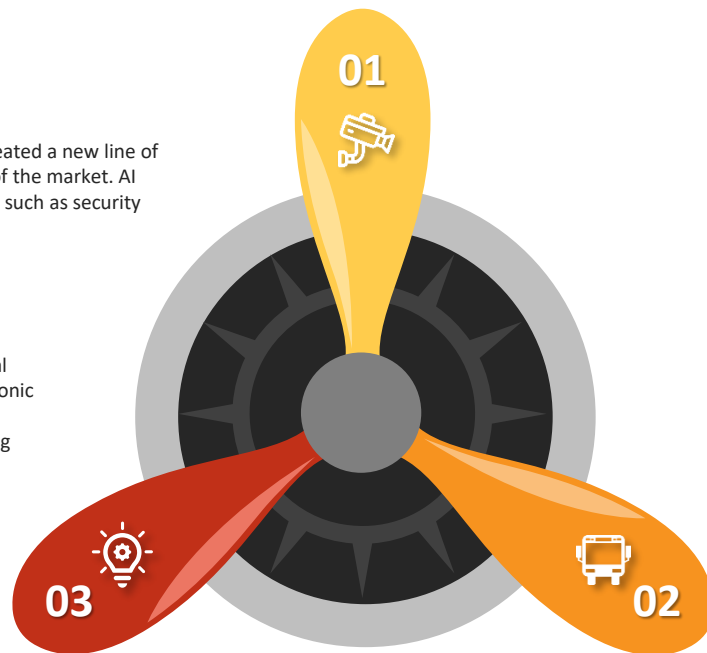


Everfocus is committed to integrating functions such as driving vision assistance, digital dashboard, blind spot detection, lane departure warning, collision warning, and electronic mirrors... to develop multi-functional commercial vehicle regulatory products. This comprehensively enhances driving safety and efficiency, providing an intelligent driving experience, aiding in safe driving and accident prevention.

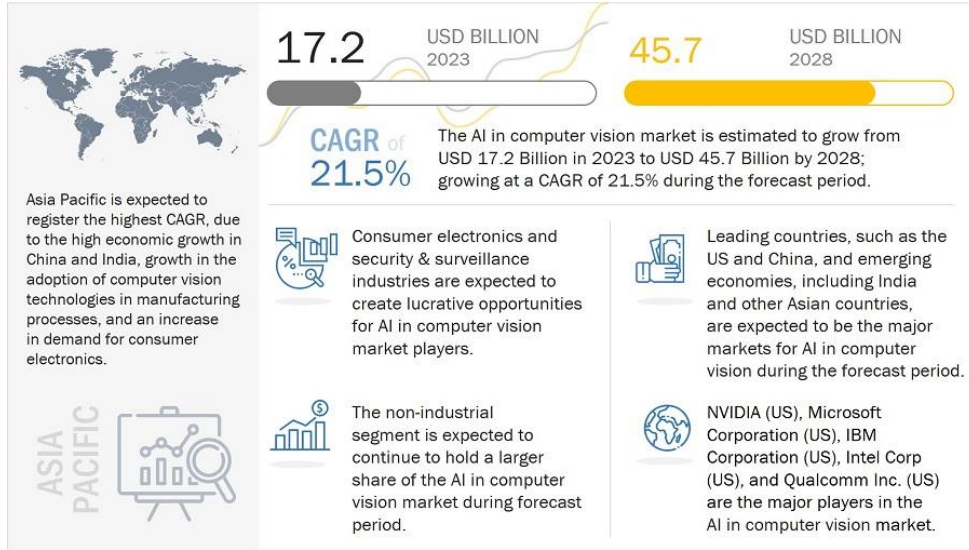


Fully develop characteristic IPCs

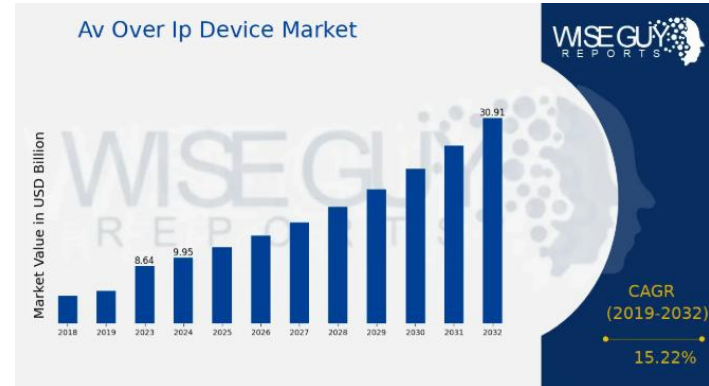
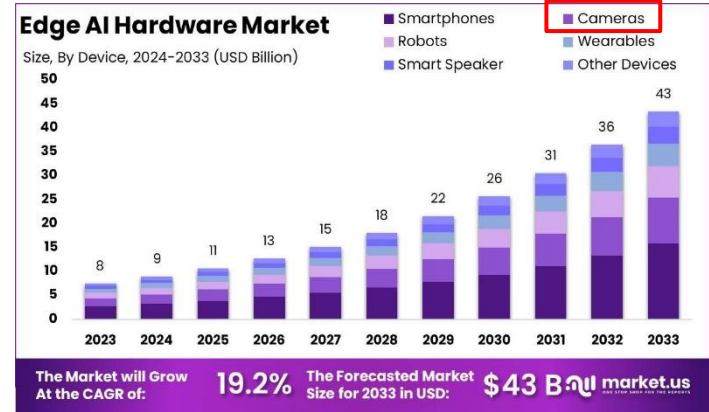
Leveraging group resources, fully committing to the R&D and promotion of industrial computers, based on years of practical experience in image technology and edge computing, we create efficient and reliable Vision-AIoT solutions to drive digital transformation in vertical markets such as intelligent transportation and smart manufacturing, realizing application value.



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

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



EverFocus
Smart Edge, Ready AI



VAI-APL



VAI-APL



VAI-MTL

VAI-EHL



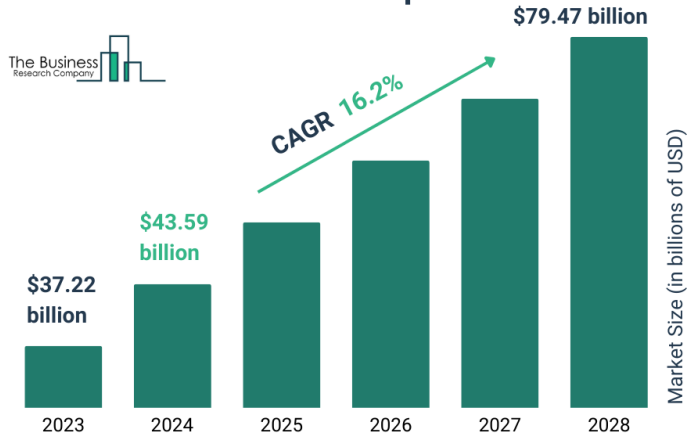
VAI-ADS

Vision **IPC**

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

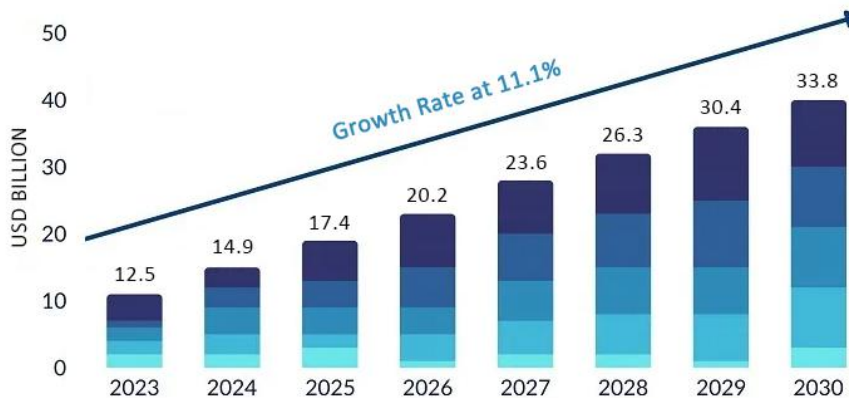
Vehicle ADAS Market is Growing Up

Advanced Driver Assistance Systems (ADAS) Global Market Report 2024



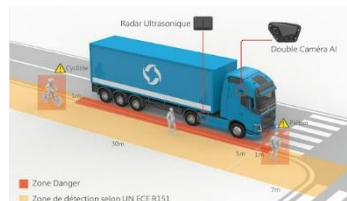
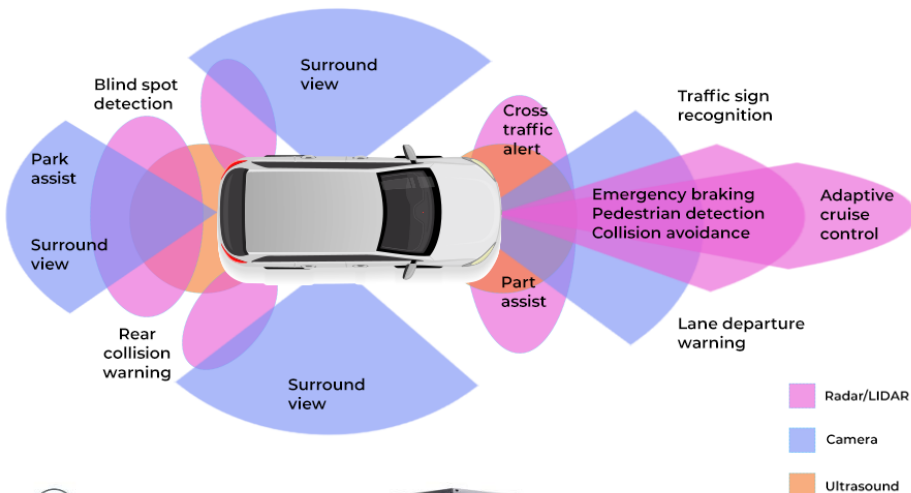
The global ADAS market size is projected to grow from USD 43.6 Billion in 2024 to 79.5 Billion by 2028, at a CAGR of 11.9%. Governments worldwide are implementing stringent safety regulations, further driving ADAS adoption to enhance road safety and reduce accidents.

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/RW



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



A cockpit centered around the "driving experience"

Transfer preferences from APP applications to the in-car entertainment and information system, such as navigation, music, video, social logistics management, dispatch management functions, etc. Additionally, this system integrates multiple screen displays (central control, dashboard, head-up HUD display, etc.), driver monitoring, vehicle connectivity, entertainment systems, and ADAS active warning and driver assistance systems.



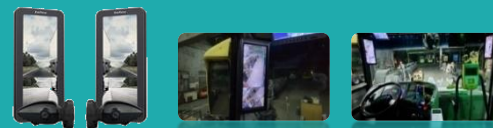
Audio-visual driving field of view assistance, Make driving more enjoyable..

2DIN in-car digital video recorder, with real-time video and recording resolution up to Full HD 1080p, supports various brands of Micro SD cards (up to 1TB per card), features a 7-inch touchscreen display, supports playback of various USB audio and video file formats, allows for video data to be archived to a USB device, and also supports audio-visual, visual aid control interface, and Bluetooth phone connectivity.



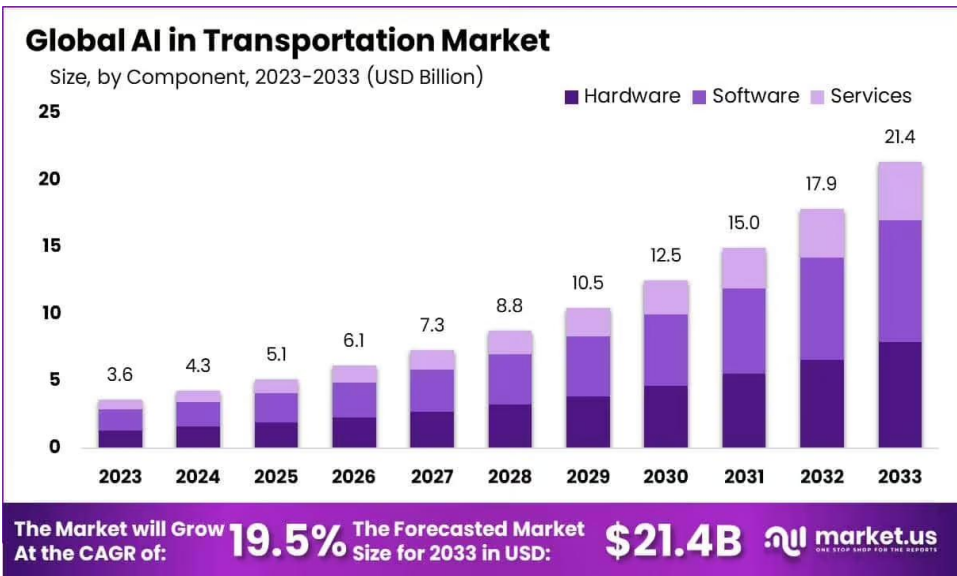
CMS replacing traditional rearview mirrors will be The general trend..

The Everfocus mirror supports automatic backlight brightness adjustment, automatically adjusting the screen brightness of night mode according to the intensity of ambient light. It features a 12.3-inch screen that supports split display of front and rear views of A and B pillars, and supports one-way video output. It has night vision capabilities, allowing clear images to be obtained even in low-light conditions outdoors at night, as long as there is a slight glow.

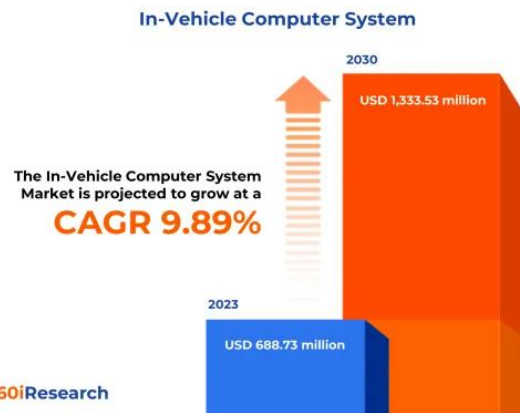


AI in Transportation Market

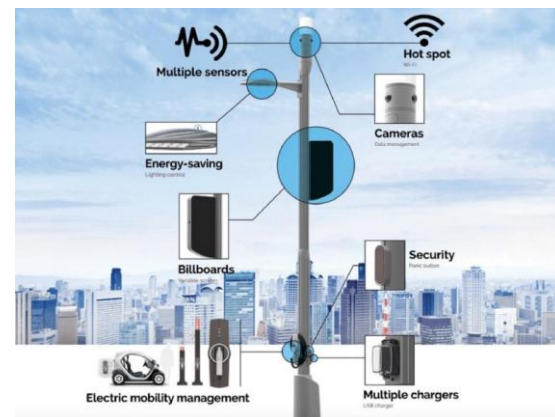
The expected market size for AI in transportation globally is projected to be about USD 21.4 billion by 2033.



In-Vehicle



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



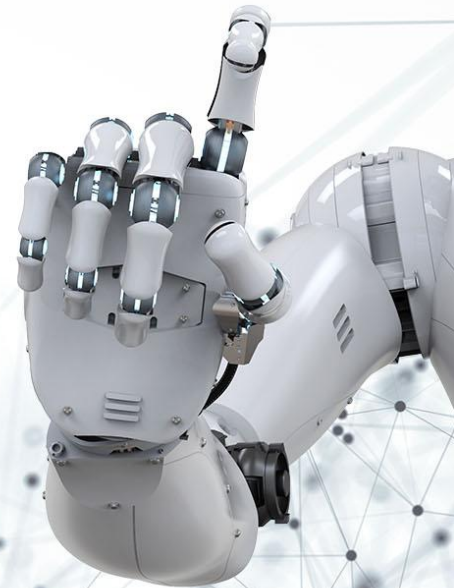
AIS-5530



AIS-7000







IVS-5830



Thank You

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