

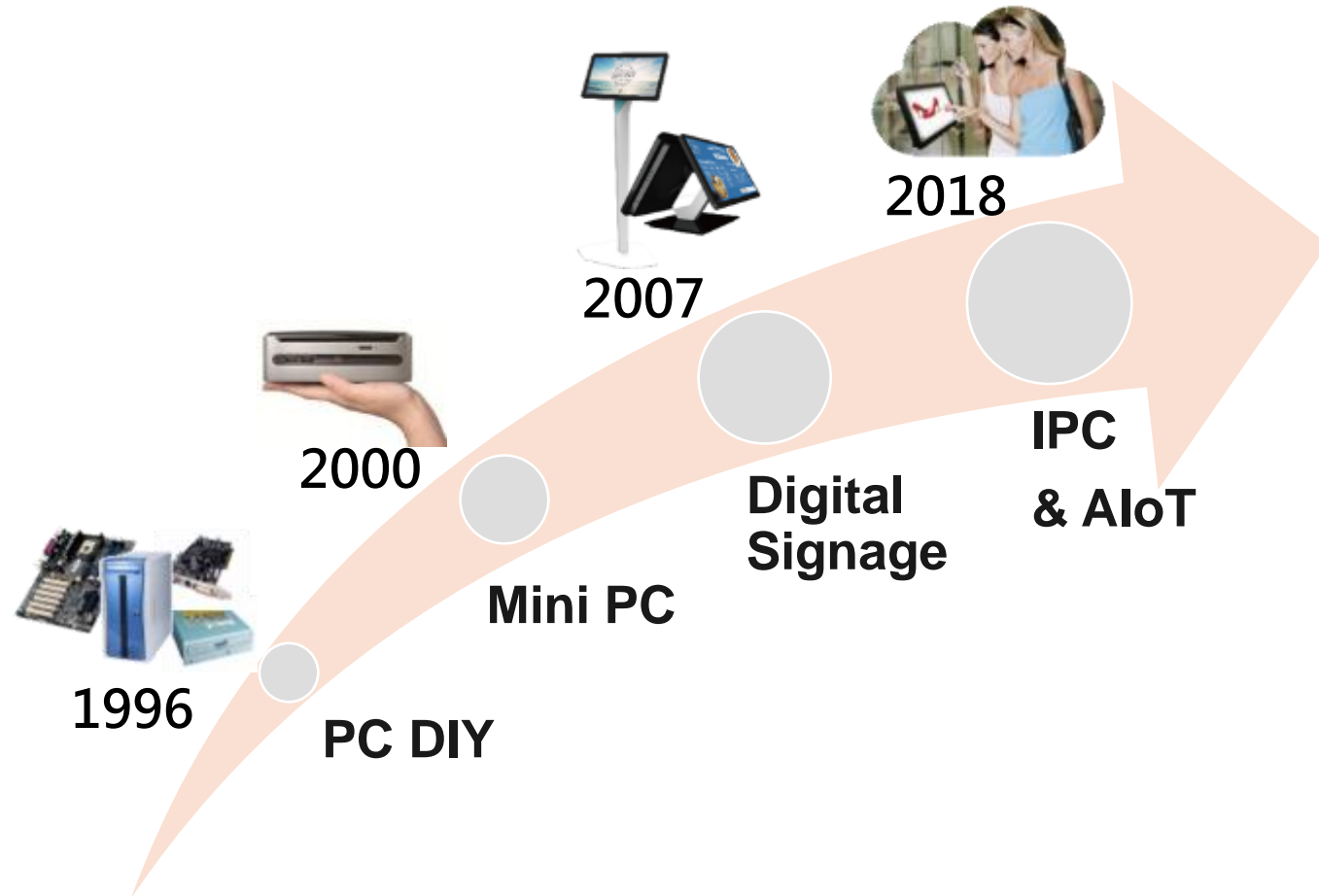


AOPEN Business Update

April 14, 2021

Company Profile

- Headquarter: New Taipei City, Taiwan
- Establishment: Y1996
- Capital Amount: NTD 714M
- Revenue:
 - NTD 1.7B (Y2020)
- Headcount: 120 people
- Chairman : Jason Chen
- President : Dale Tsai
- Finance Head : Edward Chen



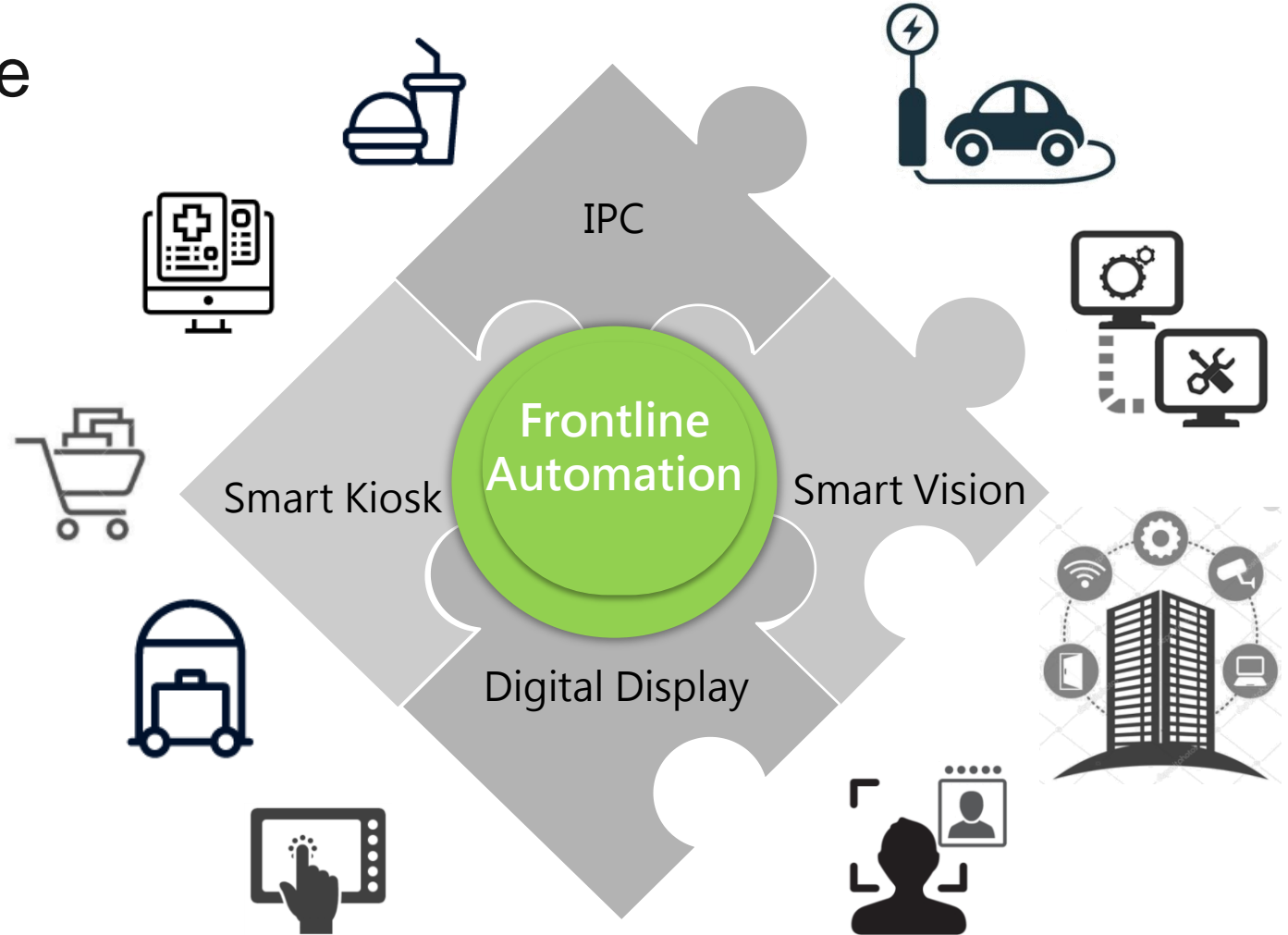
AOPEN Financial Highlight

Q1 ' 21 Global Total Revenue YoY 79%	Consolidated Q4 ' 20 GP YoY 45%	Y2020 OPEX Reduction YoY 51%
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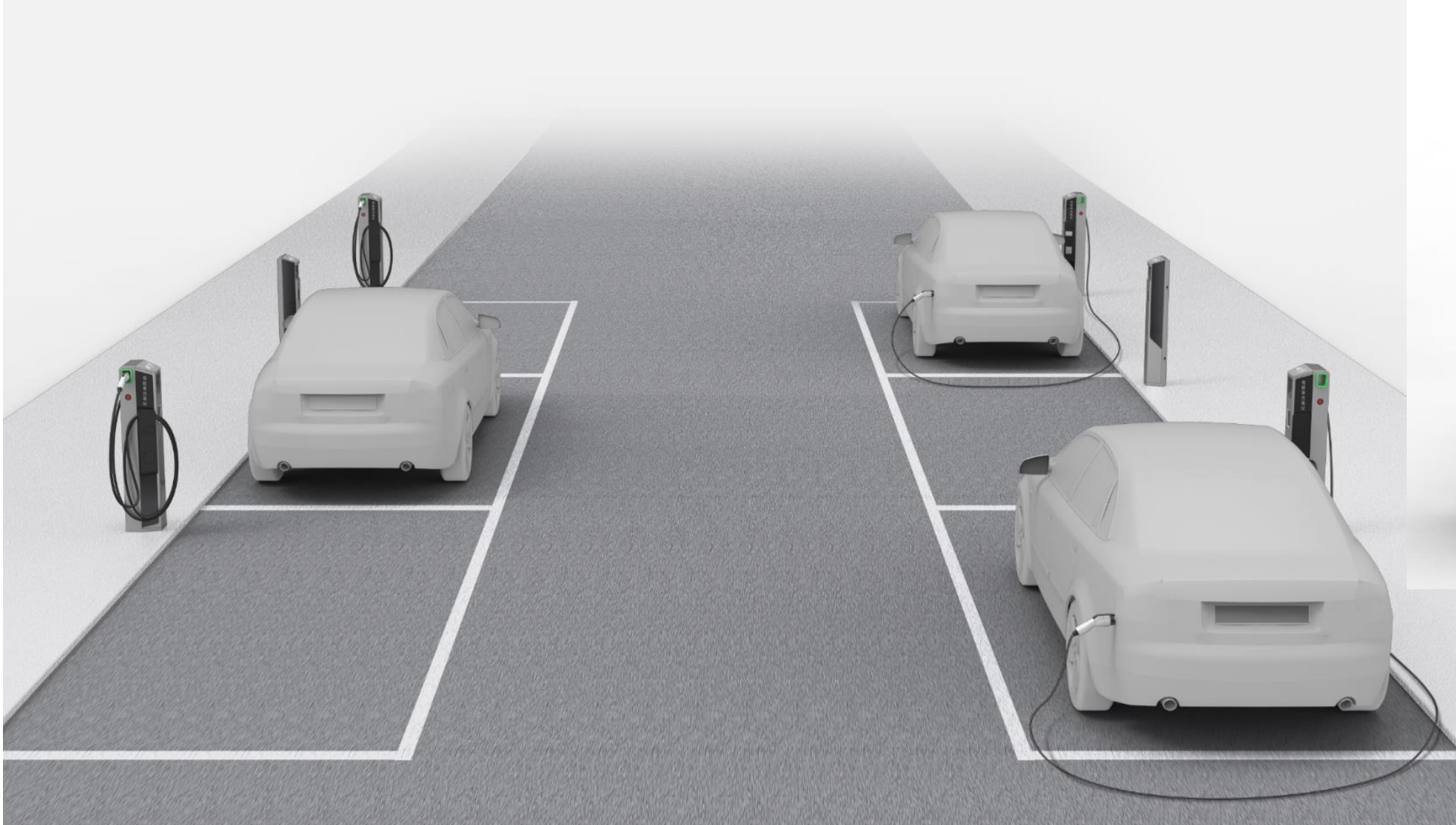
- 1. Since Q4 2020, the global demand coming back from COVID19 impact**
- 2. AOPEN's strategic moves started to pay back.**
 - Targeting at growing cloud-based IPC projects**
 - Working with ODM factories**
 - Expanding Digital Signage offering, including display devices and services**

AIoT Projects for IPC

- Mainstream demand after the pandemic:
 - Frontline Automation
- Tech evolution in progress:
 - Customer interface @ QSR
 - People engagement @ public services
 - Ubiquitous EV charging
 - Smart building applications

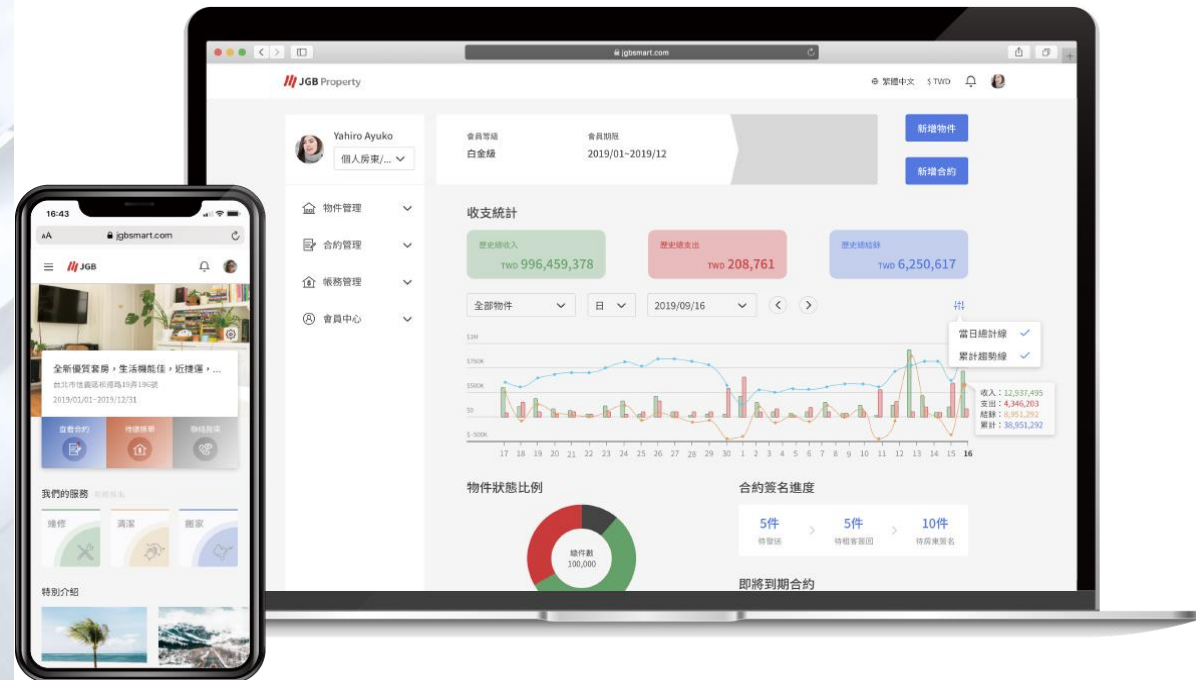


Smart Parking & EV Charging



IoT Solution on Group Synergy

Solutions for global B2B clients thru integrating tech modules from Acer Group



Appendix

Income Statement 2020 vs 2019

Unit : NT\$K	2020		2019		YoY
Net revenues	1,756,214	100.0%	1,724,976	100.0%	2%
Gross profit	330,369	18.8%	462,532	26.8%	-29%
Operating expense	395,273	22.5%	570,349	33.1%	-31%
Operating income(loss)	(64,904)	-3.7%	(107,817)	-6.3%	40%
Non-operating income	(52)	0.0%	(53,135)	-3.1%	100%
Profit before tax	(64,956)	-3.7%	(160,952)	-9.3%	60%
Net Profit	(65,391)	-3.7%	(165,264)	-9.6%	60%
Earning per share	(0.93)		(2.35)		

Income Statement for 2020-Q4

Unit : NT\$K	Q4 '20	Q3 '20	QoQ	Q4 '19	YoY
Net revenues	565,349	525,474	8%	360,128	57%
Gross profit	98,398	75,842	30%	67,978	45%
Operating expense	85,320	86,433	-1%	171,531	-50%
Operating income(loss)	13,078	(10,591)	223%	(103,553)	113%
Non-operating income	(10,263)	(13,411)	23%	(73,244)	86%
Profit before tax	2,815	(24,002)	112%	(176,797)	102%
Net Profit	6,357	(26,076)	124%	(174,452)	104%
Earning per share	0.08	(0.39)		(2.42)	

Balance Sheet

UNIT NT\$K	2020.12.31		2019.12.31	
Cash and cash equivalents	437,428	27%	344,758	25%
Accounts receivable, net	363,709	23%	214,221	15%
Current inventories	251,700	16%	310,426	22%
Other current assets	54,445	3%	60,610	4%
Total Current Assets	1,107,282	69%	930,015	66%
Non-current financial assets at fair value through other comprehensive income	29,539	2%	18,891	1%
Investments accounted for using equity method	396,817	25%	339,529	24%
Other non-current assets	64,021	4%	117,677	8%
Total Assets	1,597,659	100%	1,406,112	100%
Current borrowings	318,459	20%	238,641	17%
Accounts payable & Other payables	396,455	25%	196,552	14%
Other current liabilities	177,786	11%	229,908	16%
Total current liabilities	892,700	56%	665,101	47%
Total non-current liabilities	103,641	6%	150,320	11%
Total liabilities	996,341	62%	815,421	58%
Total equity	601,318	38%	590,691	42%
Total liabilities and equity	1,597,659	100%	1,406,112	100%

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