



# 2024 AOPEN 法說會

BRIGHT IDEAS CONNECTED

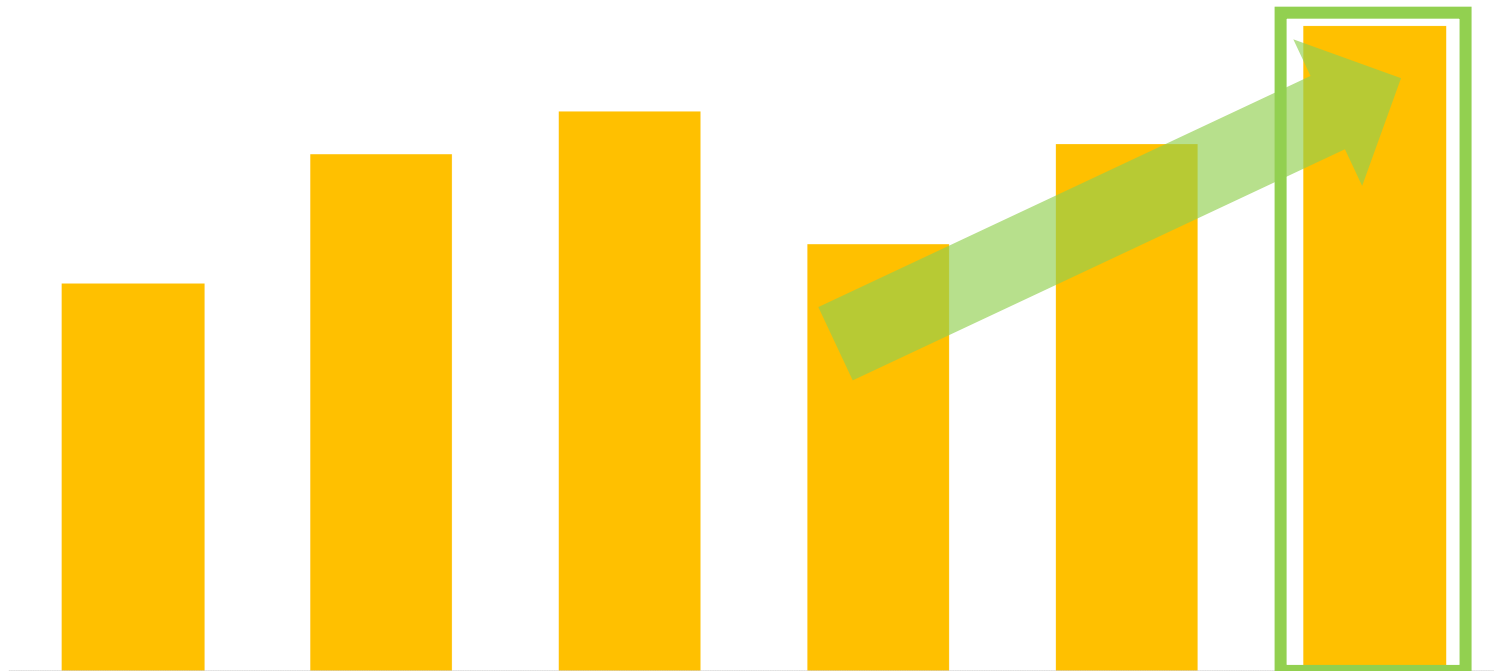
Ken BC Wang

Jul 16, 2024

# Revenue

NT\$M

2,000  
1,800  
1,600  
1,400  
1,200  
1,000  
800  
600  
400  
200  
0



Q2 YoY: **25%**

Rev.	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1	2024Q2
NT\$ M	1,161	<b>1,549</b>	1,676	1,281	1,580	<b>1,933</b>
US\$ M	38.2	50.4	52.8	40.3	50.2	59.8

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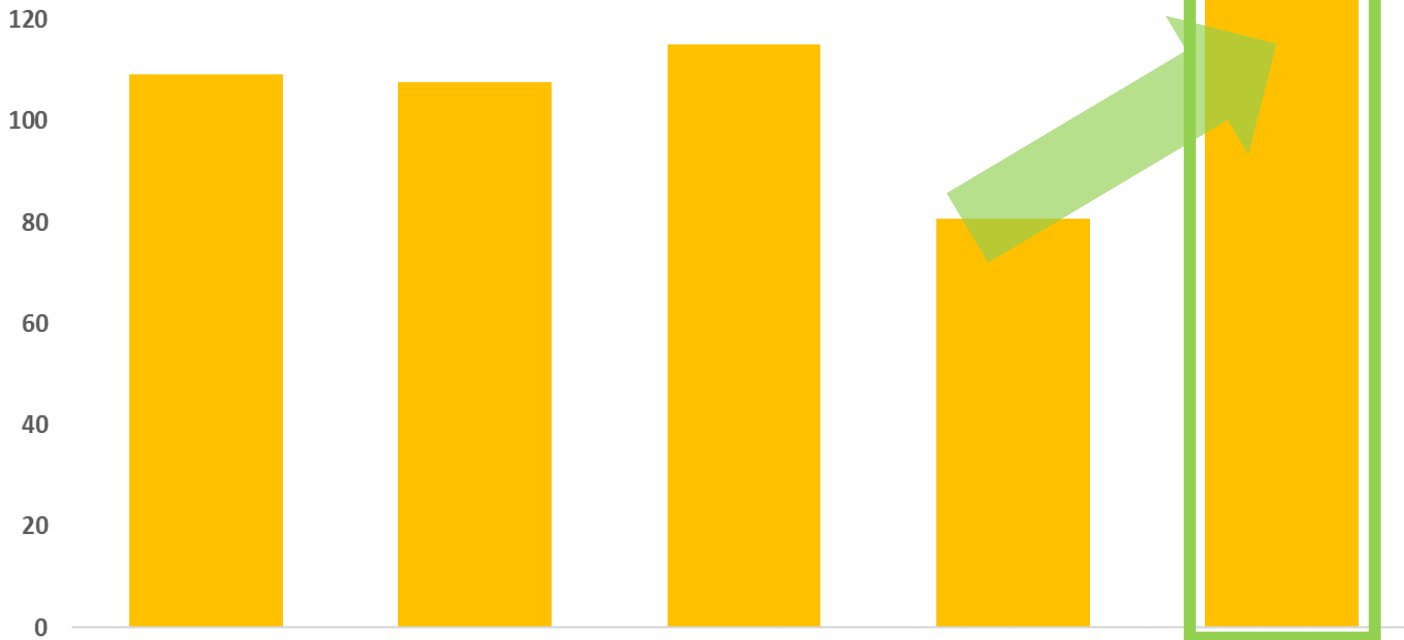
**2023: NT \$5,667M**

**2024H1 : NT \$3,513M**

NT\$M

GP

Q1 YoY: **14%**



GPM	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
NT\$ M	<b>109</b>	108	115	81	<b>125</b>
US\$ M	3.60	3.51	3.63	2.54	3.97

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2023: NT \$413M

# Extend IPC Product Lineup

## Signage / Display Application

- ✓ Retail chain store
- ✓ Facial recognition
- ✓ Airport signage
- ✓ Instore signage
- ✓ Video wall
- ✓ Hospitality
- ✓ Education DWB  
(digital whiteboard)



# IPC

- Media Player -
- Embedded PC -  
(Edge IPC / AI IPC)
- Commercial AIO -
- Health Care -

## Vertical IPC Application

- ✓ Factory automation
- ✓ Energy & Utilities
- ✓ LAN networking
- ✓ Cold chain logistics
- ✓ Wide-temp. & Wide voltage
- ✓ Edge AI computing
- ✓ Medical solution



# Signage / Display Application

## ■ Transportation



### Airport

- Flight info
- Ad board

### High-speed Railway

- Travel info
- Ad board

### Bus Station

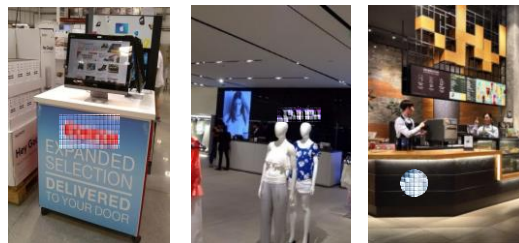
- Bus info
- Ad board

### Fanless / Slim / Ruggedized IPC



- ✓ 24/7 usage stability
- ✓ Fanless & ruggedized
- ✓ Wide temp. range (-20°C ~ 60°C)
- ✓ GPIO for kiosk peripheral control

## ■ Smart Retail



### Endcap Display

- Digital signage
- Kiosk

### Video Wall

- Welcome board
- Ad wall

### Menu Board

- Digital menu
- Ad board

### Mini / Display Performance IPC



- ✓ 24/7 usage stability
- ✓ 4K content playback
- ✓ 2-4 HDMI 2.0 output
- ✓ Ruggedized

## ■ Interactive Kiosk



### Sign-in Kiosk

- Registration
- Course info

### Kitchen MGT. system

- Ordering info
- Meal preparation status

### IP65 / Fanless / Glove Touch AIO



- ✓ 24/7 usage stability
- ✓ IP65 front panel
- ✓ Fanless & slim
- ✓ Tamper proof



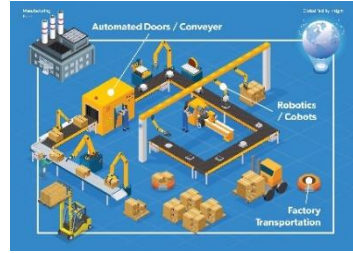
# Expand IPC Market Segments



Transportation

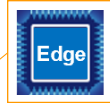


Public Infrastructure



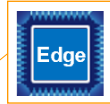
Manufacture

Factory Automation



Government

Smart Retail & Hospitality



## Infrastructure Development

Education

Smart City



Essential Consumption

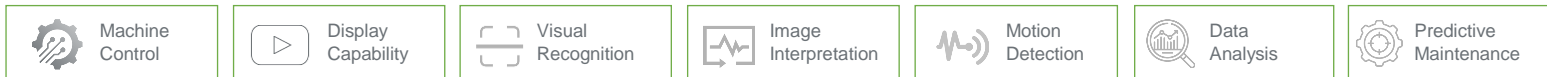
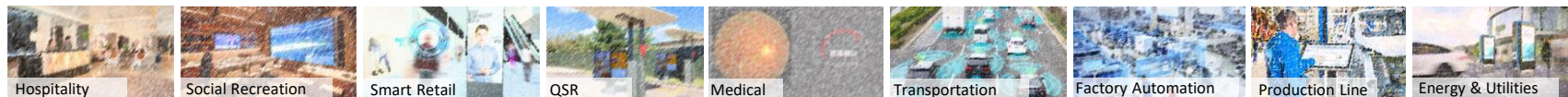


Social Recreation

Energy & Utilities

Healthcare

# Edge IPC / AI IPC Applications



## IPC

Fanless, Ruggedized, Wide Temp.,  
Stability, Reliability

- Temp: -40°C ~ 85°C (PC: 5°C ~ 35°C)
- DC Voltage: 9~45V (PC: 12V)
- Duration: 24hr/7 (PC: N/A)
- IP protection: IP69 (PC: N/A)
- IK protection: IK08 (PC: N/A)



## EDGE IPC



AI Computing Power for Smart  
Visualization and Machine Vision

- Intel CPU (supports OpenVINO)
- NVIDIA Jetson Orin CPU
- Multiple LANs, including POE



## AI IPC



Generative AI on Edge, LLM Fine-tuning,  
LLM Inference with RAG\*

- **NPU Integrated**
  - Intel Meteor Lake or above
  - AMD 8040 or above
- **GPU**
  - NVIDIA/INTEL/AMD discrete graphic cards integrated



# Edge IPC Success Case 1

## 2024 Computex Taipei



2024/6/4~7, 南港展覽館2館

### IPC

- Industrial IPC (Fanless, Mini, Commercial)
- Edge IPC (700~100 tops, 100~200 tops)
- Video Wall (Discrete GPU)

### AI Detection Applications

- AI人臉識別/情緒偵測應用
- AI物件偵測應用

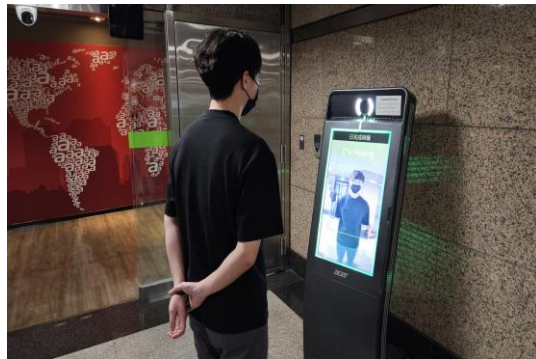
### AI物件偵測應用

- ✓ 模組化設計
- ✓ 邊緣運算架構, 反應時間<1秒
- ✓ 清晰的聲音及投射影像提醒
- ✓ 偵測類別: 鞋類, 長裙及跌倒事件



### AI人臉識別/情緒偵測應用

- ✓ 人臉辨識管理員工進出, 辨識員工、訪客、VIP
- ✓ 演算法通過國際NIST的人臉辨識供應商測試 (FRVT)
- ✓ 情緒數據分析, 協助創建神經精神量表 (NPI)





# Edge IPC Success Case 2



## Smart Garbage Classification

@ Shanghai City



### Customer:

上海市环卫局 (End Customer)  
上海陆杰 (SI)

### Model:

WB6900P

### Roll Out Period:

2024 Q4



- Open Pluggable Specification (OPS)
- HDMI 2.0
- 2 display output
- 4K@60Hz content playback
- MTBF >50000hrs



"小黄狗"的機器中間

# Edge IPC Success Case 3



## AI/AR Interactive Solution & Large LED Wall @ Japan Shopping Mall

**Customer:**  
Shopping Mall (End Customer)  
AVIX Inc. (SI)

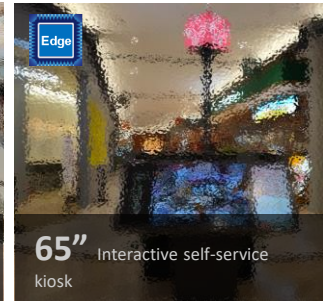
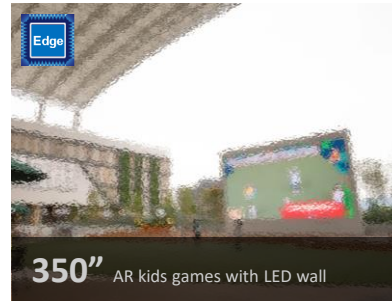
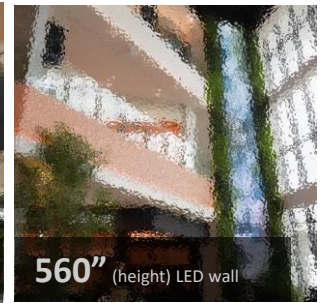
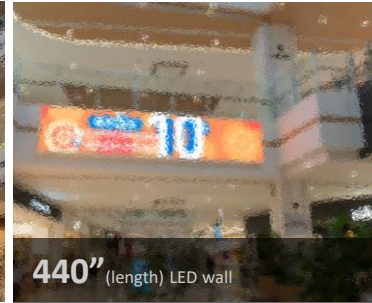
**Model:**  
DEX5750

**Roll out Period:**  
2023 Q3/Q4



- ✓ Fanless & ruggedized
- ✓ 24/7 Usage stability
- ✓ High performance (i7 CPU)
- ✓ 4K content playback
- ✓ Dual Lan

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**The Best is yet to come**