



2024 AOPEN Investor Conference

BRIGHT IDEAS CONNECTED

Ken BC Wang

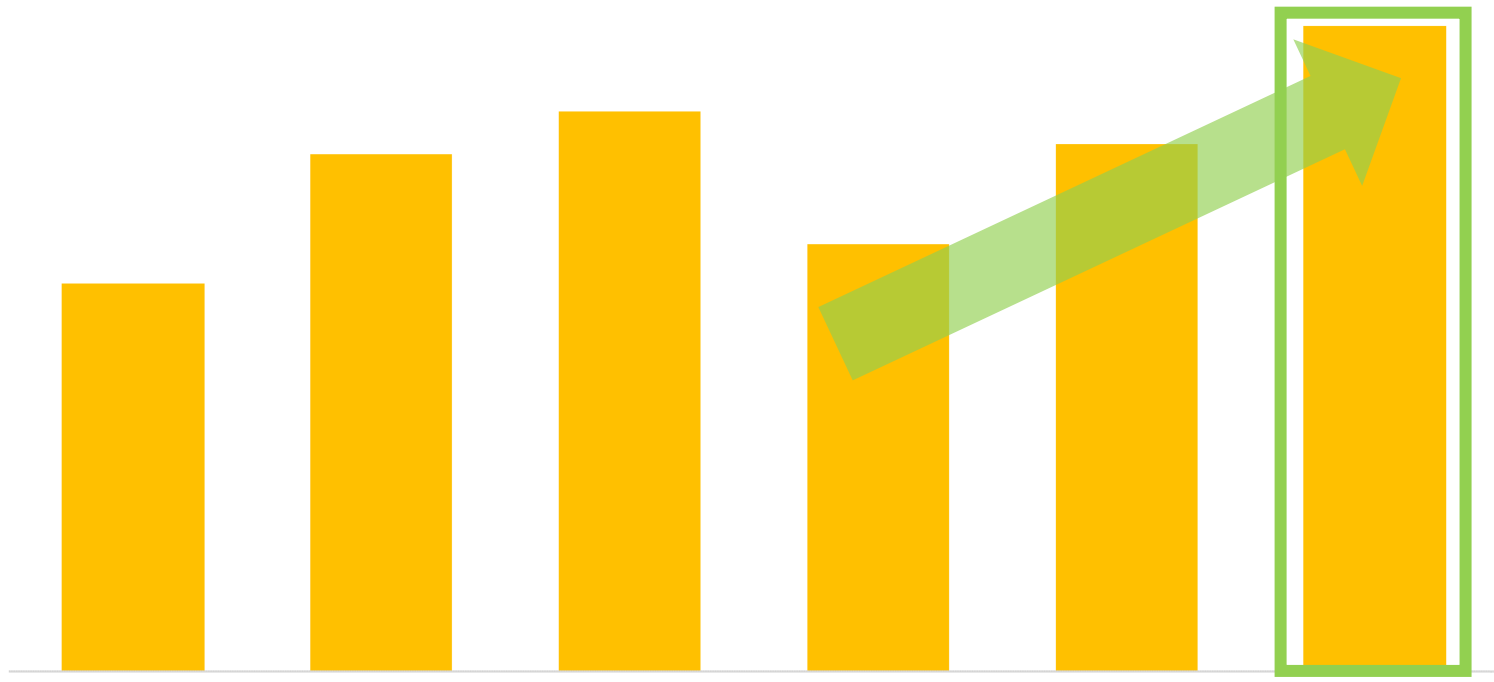
Jul 16, 2024

Revenue

NT\$M

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

Q2 YoY: **25%**



2023Q1

2023Q2

2023Q3

2023Q4

2024Q1

2024Q2

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

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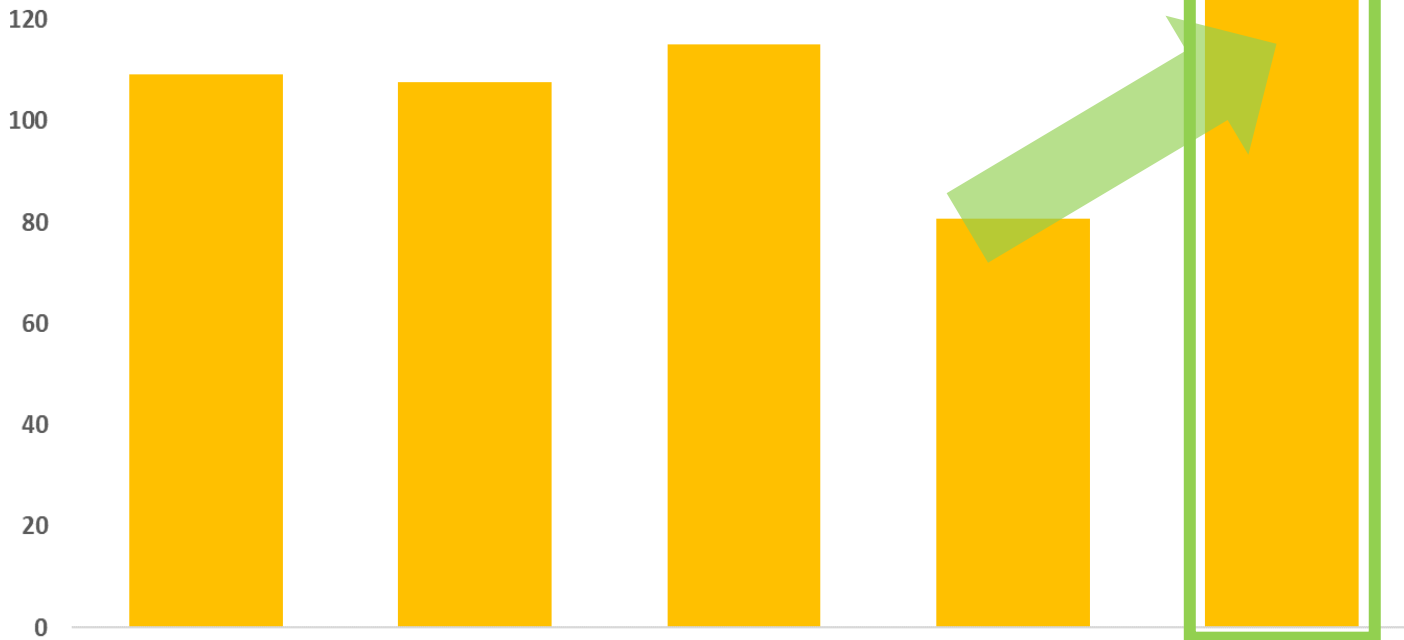
2023: NT \$5,667M

2024H1 : NT \$3,513M

NT\$M

GP

Q1 YoY: **14%**



GPM	2023Q1	2023Q2	2023Q3	2023Q4	2024Q1
NT\$ M	109	108	115	81	125
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)



Vertical IPC Application

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



IPC

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



Signage / Display Application

■ Transportation



Airport

- Flight info
- Ad board

High-speed Railway

- Travel info
- Ad board

Bus Station

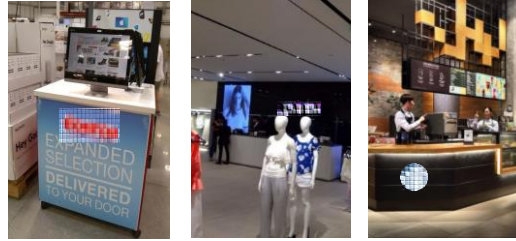
- Bus info
- Ad board

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

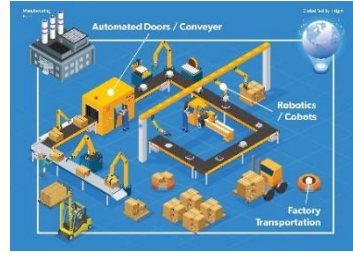
Expand IPC Market Segments



Transportation

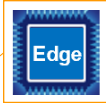


Public Infrastructure



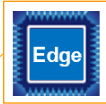
Manufacture

Factory Automation



Government

Smart Retail & Hospitality



Infrastructure Development

Education

Smart City



Essential Consumption

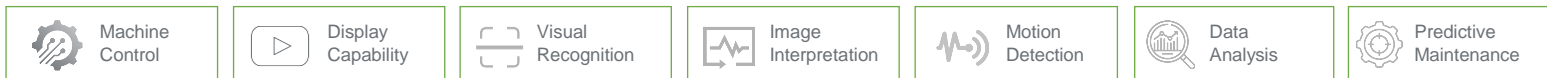
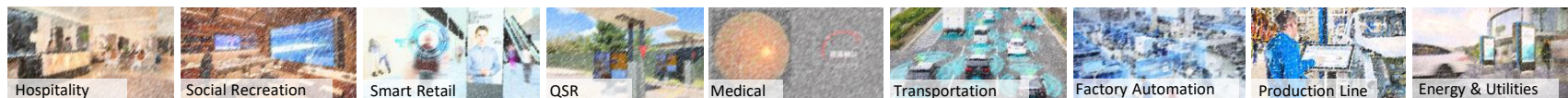


Social Recreation

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



The Best is yet to come