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Investor Conference

1Q 2024

David Chen, Brinno President/CEO
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Agenda

1. Company Overview
2. Business Performance
3. Innovative ODM Business
4. OBM Business





Company Overview

Company Overview



Brilliant innovation

Established

2003

Innovative
ODM Business

2007

OBM Business

2009

Listed in TPEX

2015

Military camera
Modules

2019

OBM Global
Channels

60
country



Capital: NT\$ **352** Millions



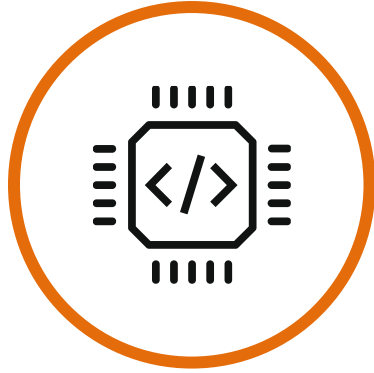
Employee: **66**



Accountant: **Deloitte Taiwan** (2008~)

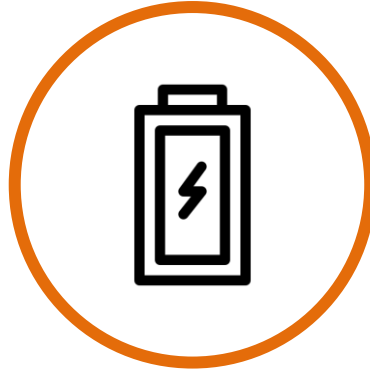
Update: May, 2024

Core Technology



FPGA

Firmware Developing



Low Power

System Developing



Own ASIC

Camera Module



20 +yr.

Design, manufacturing & production management

International R&D Team



Boston, USA
Firmware/ASIC developing
韌體開發 & 自有晶片設計

Copenhagen, Denmark
MLOps/SaaS developing
雲端平台 & 機器學習開發

Singapore
AI developing
AI應用平台開發

HQ, Taipei, Taiwan
Design & manufacturing
設計製造 & 生產管理

NTU, Taipei, Taiwan
台大產學合作

NTUT, Taipei, Taiwan
北科大產學合作

Dual Business Model



自有品牌OBM業務 OBM Business

With the original brand of Brinno, independent development of firmware, design and manufacturing and brand marketing, the original time lapse camera and digital peephole camera are marketed worldwide.



Time Lapse Camera
(TLC & BCC)



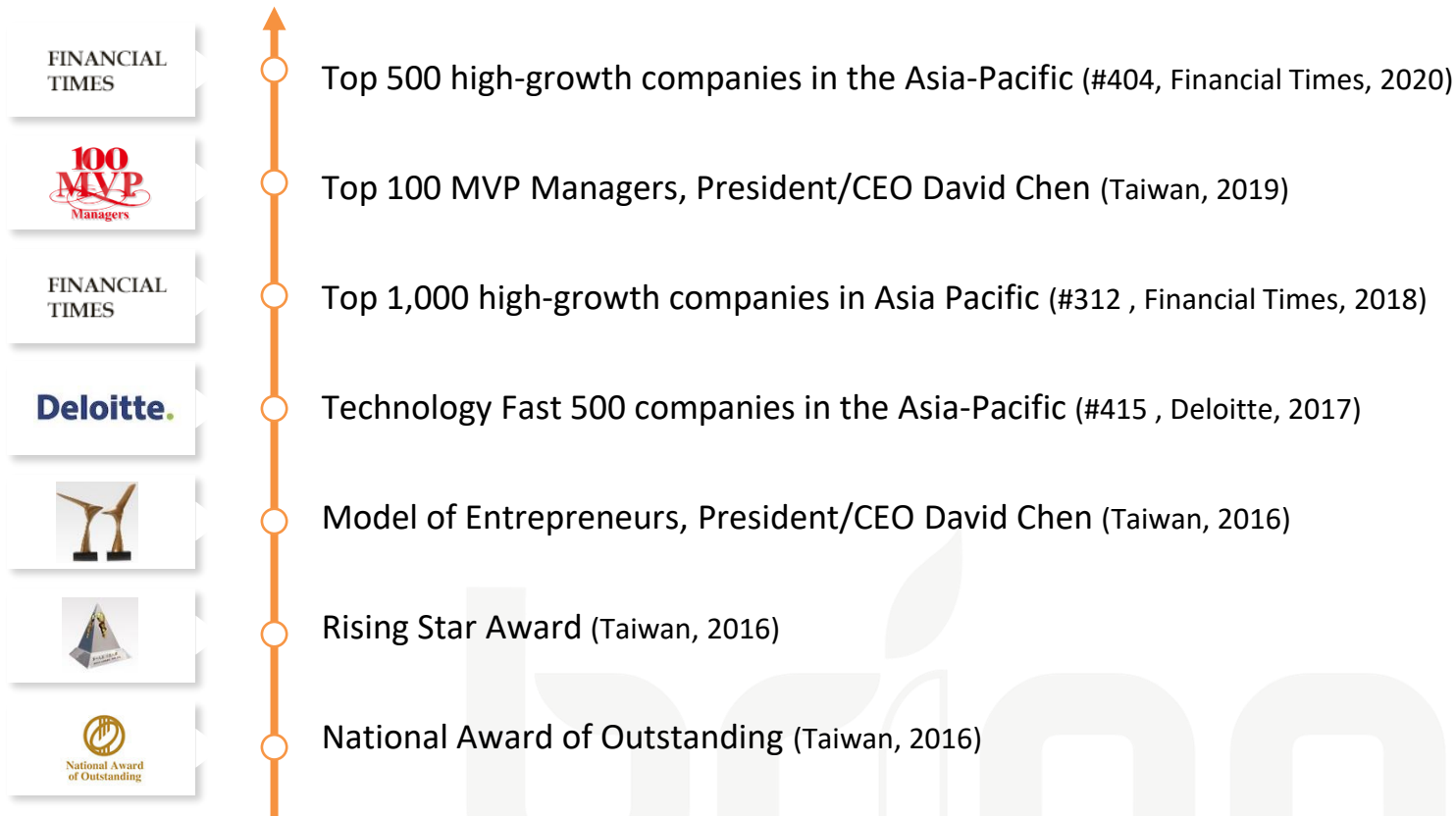
Cloud platform
(SaaS/ AI)

創新ODM業務 Innovative ODM Business

Provide one-stop solutions from Brinno ASIC and firmware development to manufacturing and mass production, give full play to the advantages of reducing the R&D investment cost of major brand manufacturers, and improve the yield of mass production.



Company Awards



Business Performance

The background of the slide is a solid orange color. Overlaid on this background is a faint, semi-transparent graphic. This graphic consists of several Bitcoin coins, which are circular and feature the Bitcoin symbol (a 'D' with two vertical bars). Interspersed among the coins is a line chart with multiple data series represented by thin white lines. Some data points on the chart are highlighted with small numerical values, such as '11,405.27', '11,407', '10,258.1', '9,464.52', '10,777.00', '10,000.00', and '9,400.00'. The overall aesthetic is modern and financial.

Recent Revenue Performance



Jan-Apr 2024

\$ 174 M

YoY 11.6%

Apr 2024

\$ 47.68 M

YoY (19.3%)

Currency: NT\$

Recent Financial Report (1Q 2024)



1Q Revenue
\$ 126 M

YoY 30.5%

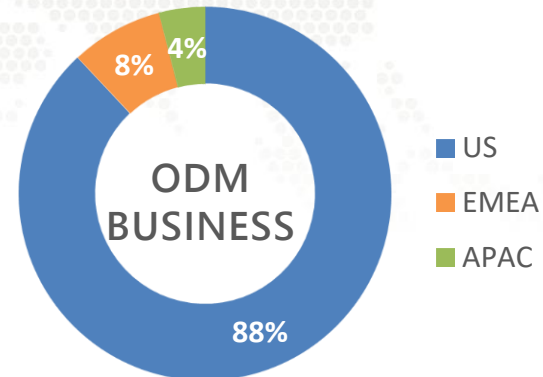
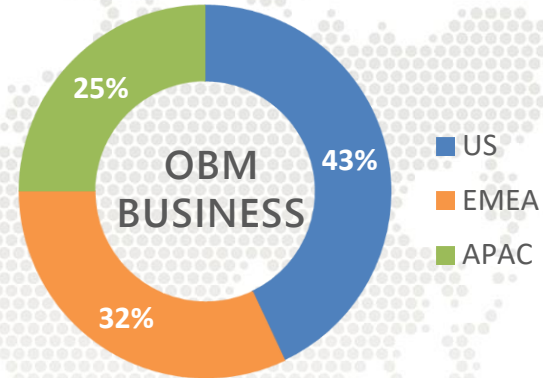
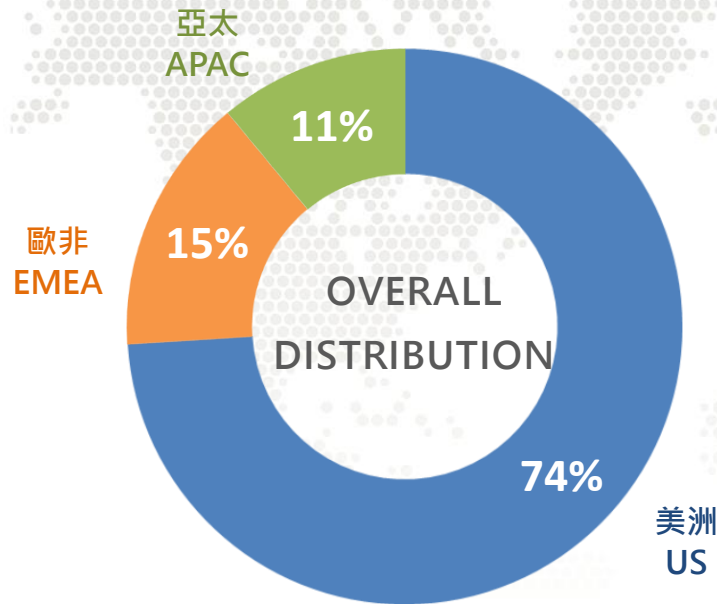
1Q Gross Profit
\$ 14.88 M

EPS 0.43

Currency: NT\$

Distribution of Revenue Sources

Jan- Apr 2024



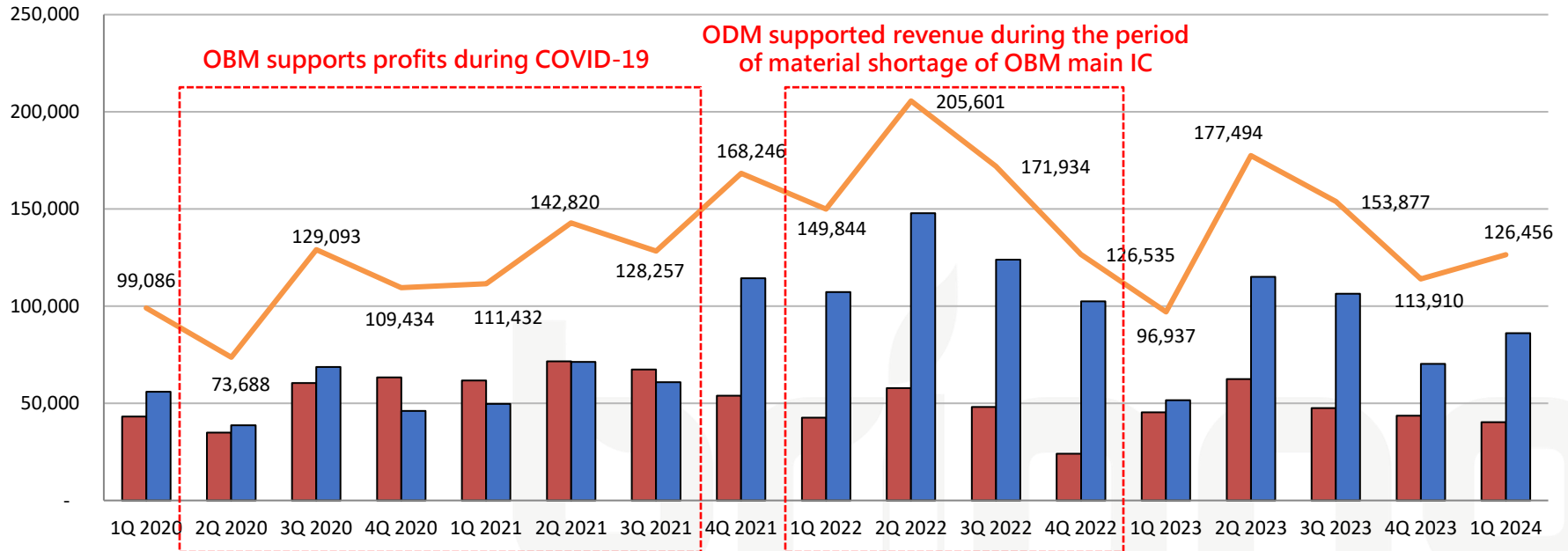
Quarterly Revenue

The dual business of OBM and ODM is operated flexibly, with its own brand OBM showing operational flexibility and controllability, and innovative ODM creating profits with economies of scale.

Currency: NT\$ thousand

Proportion of quarterly operating income and dual business
(1Q 2020 ~ 1Q 2024)

OBM ODM Total



Income Statement Highlights



| (NT\$ thousand) | 2023 | 2022 | 2021 | 2020 | 2019 |
|--------------------|---------|---------|---------|---------|---------|
| Revenue | 542,217 | 653,914 | 550,755 | 411,300 | 581,270 |
| Cost | 360,302 | 465,115 | 370,101 | 273,517 | 399,097 |
| Gross Profit | 181,915 | 188,799 | 180,654 | 137,783 | 182,173 |
| Gross Margin | 34% | 29% | 33% | 34% | 32% |
| Operating Expenses | 139,375 | 135,768 | 125,500 | 109,302 | 143,610 |
| Operating Profit | 42,540 | 53,031 | 55,154 | 28,481 | 38,563 |
| Operating Margin | 8% | 8% | 10% | 7% | 7% |
| Net Income | 44,229 | 56,768 | 37,716 | 24,364 | 23,693 |
| Net Profit Margin | 8% | 9% | 7% | 6% | 4% |
| EPS (NT\$) | 1.38 | 2.06 | 1.48 | 1.05 | 1.07 |

Innovative ODM Business

Innovative ODM Business Model



- With firmware development strength and its own ASIC, it can provide customized camera module solutions
- It is suitable for special applications, such as UAV vehicles & AR intelligent tactical helmets and other military industries
- Profit model with duplicate revenue



Innovative ODM Business Main Projects



Customer attributes: 1) high value-added **niche products** 2) **B2B business** model 3) **industry leading** brands

Military



- Taiwan Military Drone Camera with Gimbal Device (2023)

Firmware > AI > MP

- US military-industrial T-brand low-light camera (2022)

Brinno ASIC > Firmware > MP

- US Sionyx Marine Low-Light Imaging camera (2021)

Brinno ASIC > Firmware > MP

- US IVAS military low-light AR glasses image module (2019)

Firmware > MP

- US FLIR thermal imaging camera (2015)

Developing > MP

- US Immigration (IRONKEY) military-grade storage (2007)

Developing > MP

Medical



- German medical-grade wearable & stimulation device (2021~)

Developing > MP

- France Sleep Disorder Improvement Device (2015)

Developing > MP

- Japan HOYA (Pentax) Medical-grade products I & II (2013~)

Developing > MP

Innovation



- US Vernier's third-gen intelligent teaching device (2019)

Developing > MP

- US Microsoft Strategic Partner (2008~)

Developing > Evaluate

Military Self Developing & Distribution



美國軍工專案

USA Military Imaging
Equipment

ODM project for US military customers

Low-light marine image device, military
sight, police thermal imaging device



軍工三光相機

Taiwan & Global UAV
Camera System

Self development and global sales

UAV camera module
(Thermal Image, Visible Light, Laser
Ranging), gimbal gimbal system



台灣軍工銷售

Taiwan Military Equipment
Distribution

Acting as an agent for low-light
navigation & night vision equipment

Introduced into Taiwan's military market

Night Vision Camera - THE SAFEST WAY TO NAVIGATE AT NIGHT*

* Note: For the next generation of low-light marine imaging devices, the customer has decided to use the Brinno solution

Normal Camera



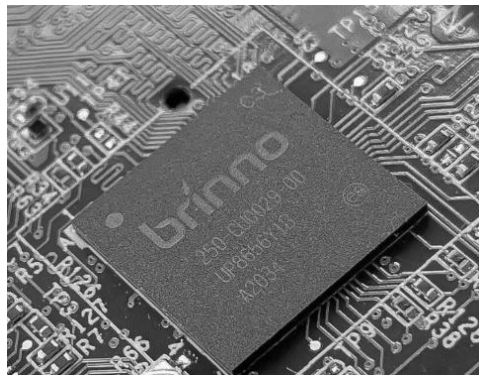
Night Vision Camera



Own-ASIC Image Module: Future Development Potential



- Brinno's own ASIC module has been integrated into the main specifications of customer products, becoming an irreplaceable key component.
- Strategic partner in the United States, a major manufacturer of thermal imaging & low-light sensitive components.
- Modules available for supply: AR Smart Tactical Helmet Modules, Drone Camera Carriers, Low-Light/Low-Power Cameras.



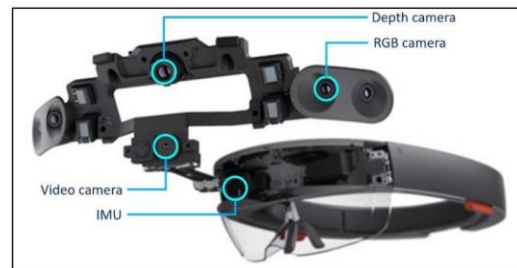
SIONYX

TELEDYNE
FLIR



Key Image Module

Application of AR Smart Tactical Helmets



Drone Applications

The background of the slide is a solid orange color. Overlaid on this is a faint, semi-transparent image of a hand holding a GoPro camera. The camera is black and has the 'GoPro' logo visible on its side. The hand is positioned as if holding the camera up, with the thumb and index finger visible. The overall aesthetic is clean and modern, with a focus on technology and business.

OBM Business

Brinno, Time Lapse Camera Leading Brand



Persist in innovating and developing niche products, sustainably manage brand value, and become the global leader in time-lapse photography.



Global Sales Exceed One Million Units



Sold Over **1,000,000**
Time Lapse Camera
_____ since 2009

After launching the first time lapse camera in 2009, global sales have cumulatively exceeded one million units. By sustainably managing brand value, we have become the global leader in time-lapse photography.

Editor Choice: The Best Time Lapse Camera of 2023



Brinno boasts a comprehensive line of time-lapse cameras, ranging from entry-level to high-end models, all favored by magazine editors. The series has been selected as the Best Time-Lapse Camera of 2023!

Digital
Camera
World

THE HOME OF DIGITAL PHOTOGRAPHY



Source: The best timelapse cameras in 2023 | Digital Camera World

Best timelapse cameras in 2023 for construction, events or speeding up nature

By Adam Juniper | Contributions from Tom May, Sebastian Oakley last updated June 23, 2023

Condense days into seconds of engaging video, with the best timelapse cameras on the market today



Included in this guide:

- | | | | | |
|--|--|--|---|--|
| 1 Brinno TLC200 Pro CHECK PRICE | 2 Technaxx TX-164 CHECK PRICE | 3 Brinno TLC130 CHECK PRICE | 4 aTLi EON CHECK PRICE | 5 Brinno TLC200 CHECK PRICE |
|--|--|--|---|--|



(Image credit: Brinno)

4K Cloud Time Lapse Camera TLC5000



- 4K, Wi-Fi & 4G, Construction Cloud for Building Projects
- The new generation product features expandable, modular design: Camera + Power Module + Communication Module + Sensing Module
- Sensor Base Station for Construction Sites (Image Module, LiDAR Module, AI Recognition Module)



A Complete Construction Ecosystem



- Standalone: It can shoot on any location, even without Wi-Fi/4G environment
- Cloud: A networked platform that allows cameras & users to remotely maintain and manage cameras and shooting tasks via Wi-Fi/4G
- AI Recognition: A stand-alone AI image recognition platform that can directly serve users of Brinno products or operate independently



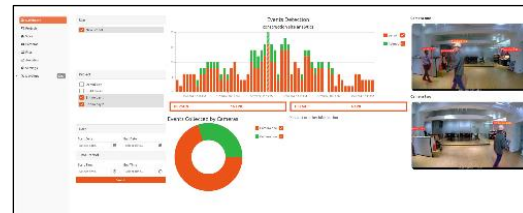
Stand-alone operation

Unit selling



Cloud-based control

Platform subscribe



AI image recognition

SaaS Platform



Global Collaboration Cases



重慶南路引道拆除



忠孝橋拆除紀錄片



國立故宮博物院
NATIONAL PALACE MUSEUM



故宮動物園特展



TAIPEI 2017
29TH SUMMER UNIVERSIADE



台北世大運展館搭建



智利Walmart翻修



美國麥當勞餐廳新建工程



澳洲福斯電影場景搭建



英國音樂祭台灣站紀錄片



美國華盛頓州交通部



美國亞利桑那州交通部



英國倫敦交通局



Geological survey of Israel



以色列地質研究

Marvel/Shang-Chi Movie Scene Time-Lapse



Brinno Brand Ambassador - Jacinta Leong, the Art Director of the Shang-Chi movie, has used Brinno to document the set construction process of several Hollywood blockbusters

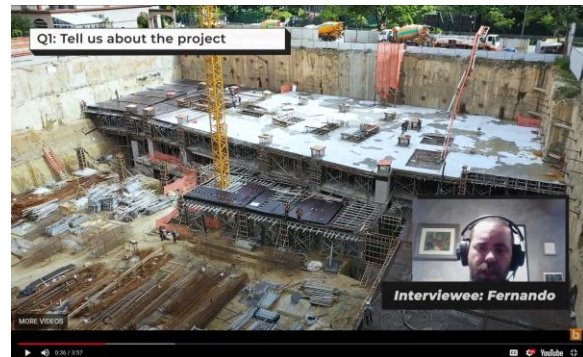


[Source: "Shang Chi and the Legend of the Ten Rings" Movie - Set Construction Time Lapse Part 2. The Village - YouTube](#)

The W Hotel project in Brazil



Brinno brand ambassador and Brazilian professional photographer Fernando used Brinno to document the construction of W Hotel



[Source: A time lapse tale from Sao Paulo's skies](#)



Future Operations

Future Operational Strategy



OBM Business



- The TLC5000 series of cloud 4K models with its own chips will be mass-produced in Q2
- Accelerate the construction of cloud-connected models and platforms, and provide innovative revenue models for software platforms based on subscriptions in addition to hardware sales
- National Taiwan University and Beijing University of Science and Technology have cooperated with industry and academia to carry out SaaS/AI applications simultaneously to expand the user base of non-time-lapse photography

ODM Business



- Military drone dual-light cameras will be available for the Taiwan and U.S. markets
- Independent research and development of Brinno's own chip + low-light image module, which can be highly customized or sold under its own brand
- Simultaneously act as an agent for U.S. military imaging equipment and introduce it into Taiwan's military market



Q & A



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