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# Investor Conference

## 3Q 2023

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Dec. 20, 2023

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# Disclaimer

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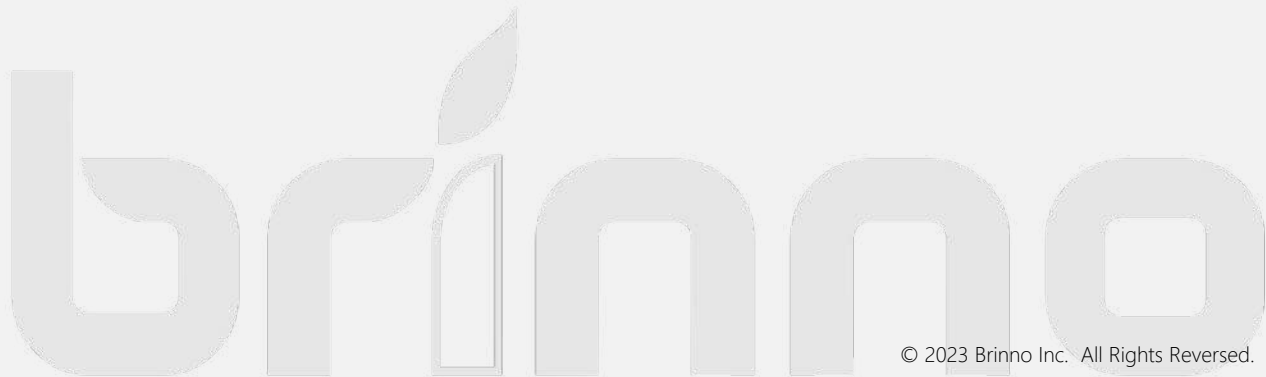
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The actual results of operations and financial condition of the Company in the future may differ from those projected in this presentation due to risks and uncertainties.

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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\$ **348** Millions



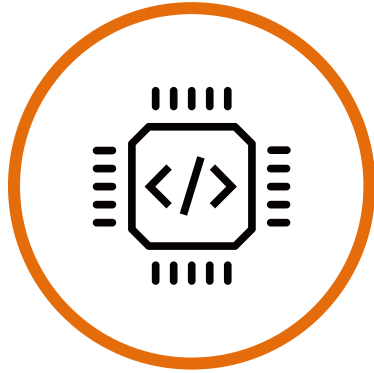
Employee: **65**



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

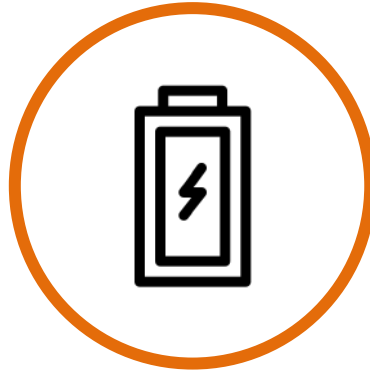
Update: Dec. 2023

# 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 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

## HQ, Taipei, Taiwan

Design & manufacturing  
設計製造 & 生產管理

## NTU, Taipei, Taiwan

台大土木所產學合作

## Singapore

AI developing  
AI應用平台開發

## NTUT, Taipei, Taiwan

北科大資財系產學合作

# 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)



PeepHole Camera  
(SHC & PHV)



Outdoor Security  
(MAC)

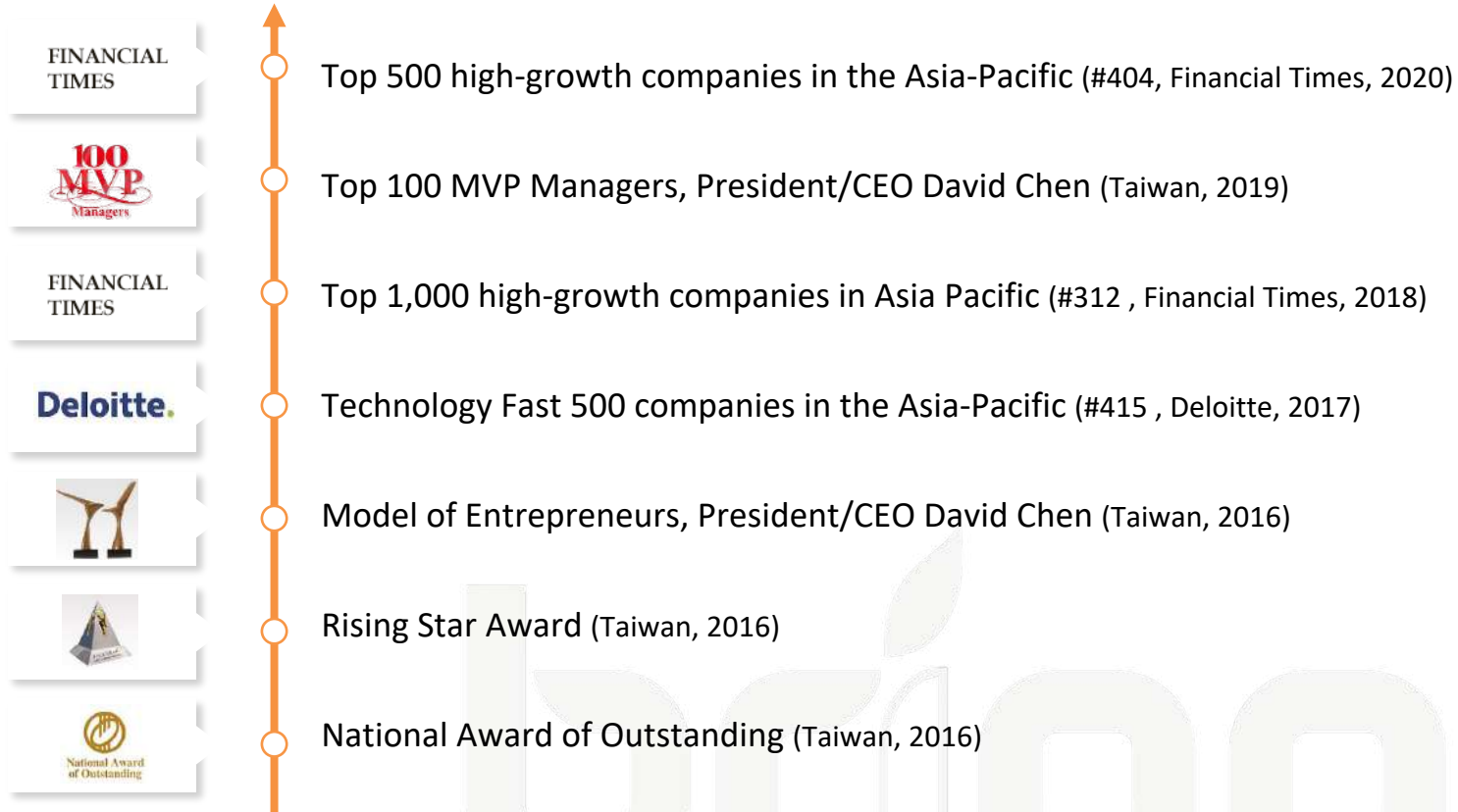
## 創新ODM業務 Innovative ODM Business

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 are several faint, semi-transparent images. In the center-right, there is a large Bitcoin coin. To its left and below, there is a line graph with multiple data series represented by different colored lines. Other Bitcoin coins are visible in the upper right and lower right corners, all rendered in a lighter shade of orange to blend with the background.

# Recent Revenue Performance



Jan- Nov 2023

\$ 511 M

YoY (17.3%)

Nov 2023

\$ 35.37 M

YoY (10.6%)

Currency: NT\$

# Recent Financial Report (3Q 2023)



1-3Q Revenue  
**\$ 428 M**

YoY (22.8%)

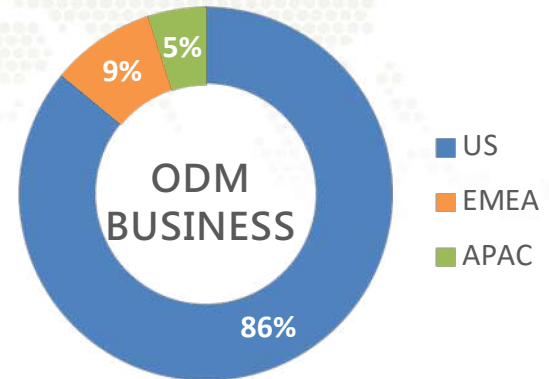
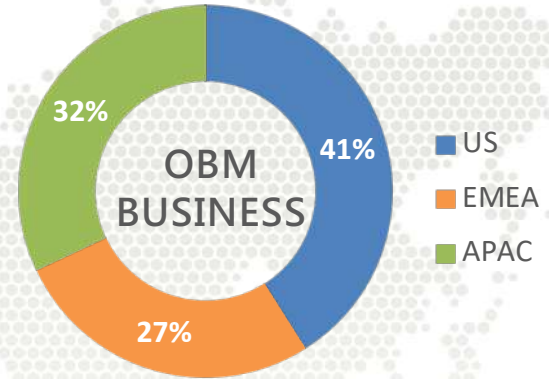
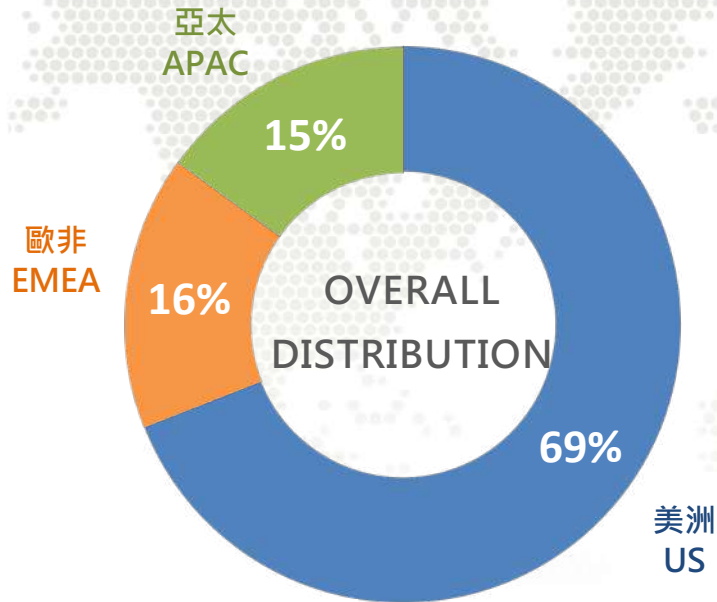
1-3Q Gross Profit  
**\$ 43.15 M**

Total EPS 1.39

Currency: NT\$

# Distribution of Revenue Sources

Jan- Nov 2023



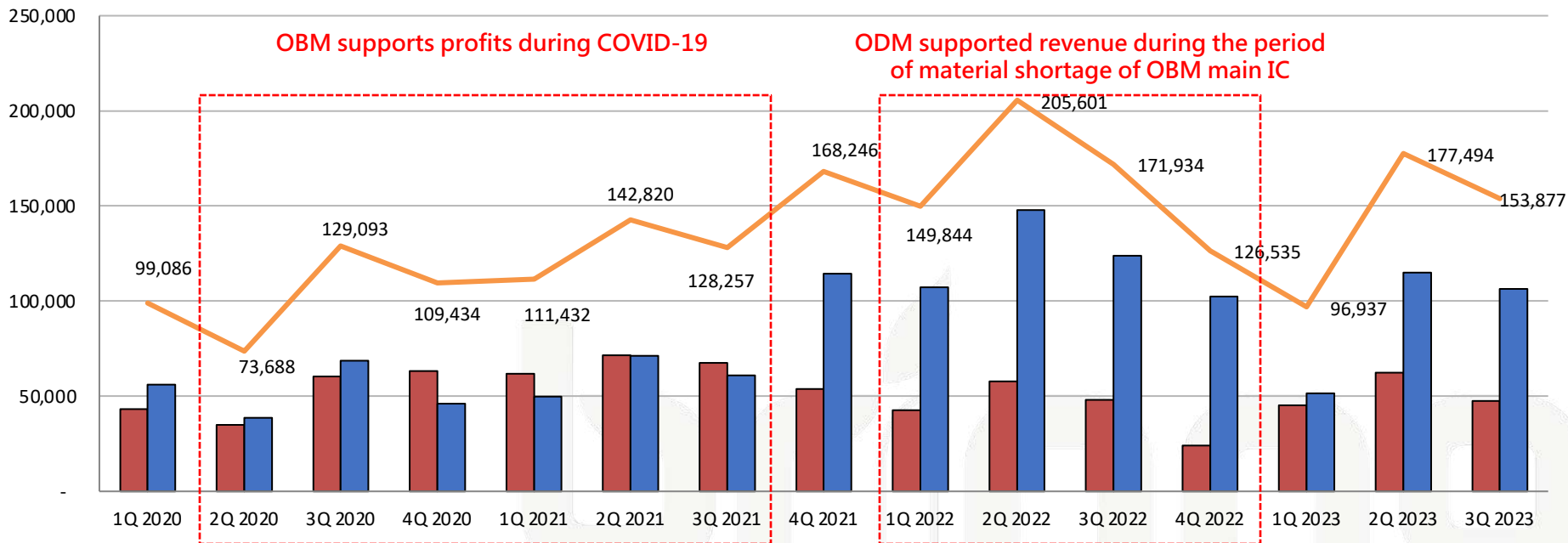
# Quarterly Revenue

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 ~ 3Q 2023)

OBM ODM Total



# Income Statement Highlights



(NT\$ thousand)	1-3Q 2023	2022	2021	2020	2019
Revenue	428,308	653,914	550,755	411,300	581,270
Cost	285,757	465,115	370,101	273,517	399,097
Gross Profit	142,511	188,799	180,654	137,783	182,173
Gross Margin	33%	29%	33%	34%	32%
Operating Expenses	113,591	135,768	125,500	109,302	143,610
Operating Profit	28,960	53,031	55,154	28,481	38,563
Operating Margin	7%	8%	10%	7%	7%
Net Income	43,150	56,768	37,716	24,364	23,693
Net Profit Margin	10%	9%	7%	6%	4%
EPS (NT\$)	1.39	2.18	1.56	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 Camera Module



Taiwan's military camera project will first develop Brinno's own drone camera system

1. **Dual image sensor camera module (Thermal+ visible )**
2. **Gimbal system**



Drone Camera Module and Gimbal System Diagram

We will concurrently promote to existing military industry clients in the United States and international markets, as well as to related unmanned vehicle markets (unmanned submarines, unmanned boats). Simultaneously, we will develop other military-grade commercial camera products.



Unmanned Submarine Diagram



Unmanned Boat Diagram



Military-Grade Commercial Low-Light Camera Diagram

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

Normal Action Camera



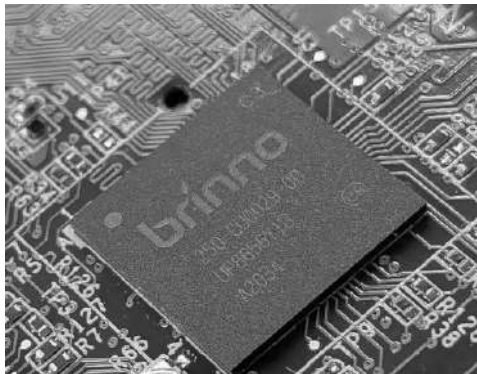
Night Vision Camera



# 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.



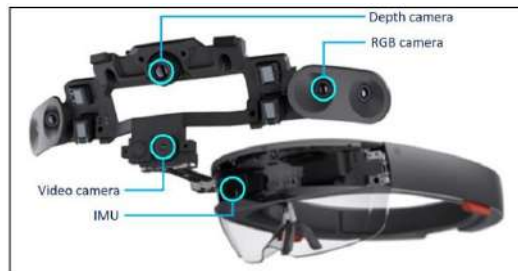
SIONYX

TELEDYNE  
FLIR



Key Image Module

Application of AR Smart Tactical Helmets



Drone Applications

The background of the slide features a close-up photograph of a hand holding a black digital camera. The camera is positioned diagonally, with its lens and flash visible. The entire image is covered by a semi-transparent orange filter. A thin white rectangular border is present around the edges of the slide.

# 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.



# 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](#)

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



(Image credit: Brinno)

# Time Lapse Camera TLC5000 – Modular, Cloud-Based

- 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)







# Q & A



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