



# VIA TECHNOLOGIES, INC

## 3Q2023 Business Review

2023/11/10



# Safe Harbor Notice

- VIA's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.



# Agenda

- 一、VIA Business update
- 二、Recap of Recent Major Events
- 三、VIA Intelligent Solutions Business update
- 四、Q&A



# — 、 VIA Business update



# VIA Business update

## 2023Q3 P&L (CONSOLIDATED)

In NT Millions	2023 Q3	%	2023 Q2	%	2022Q3	%	QoQ%	YoY%
Operating Revenue	3,239	100%	3,151	100%	2,595	100%	3%	25%
Operating Costs	2,472	76%	2,260	72%	1,737	67%	9%	42%
Gross Profit	766	24%	891	28%	858	33%	-14%	-11%
Gross Profit %	24%	-	28%	-	33%	-	-	-
Operating Expenses	764	24%	864	27%	786	30%	-12%	-3%
Operating Income(Loss)	3	0%	27	1%	73	3%	-90%	-96%
Non-operating Items	175	5%	192	6%	227	9%	-9%	-23%
Profit Before Income Tax	178	5%	219	7%	299	12%	-19%	-41%
Income Tax Expense	51	2%	87	3%	37	1%	-42%	36%
Net Profit (loss)	127	4%	132	4%	262	10%	-3%	-51%
Non-controlling interests	35	1%	34	1%	58	2%	4%	-39%
Net Profit attributable to owners of the company	92	3%	98	3%	204	8%	-6%	-55%
EPS	0.18		0.20		0.41			



# VIA Business update

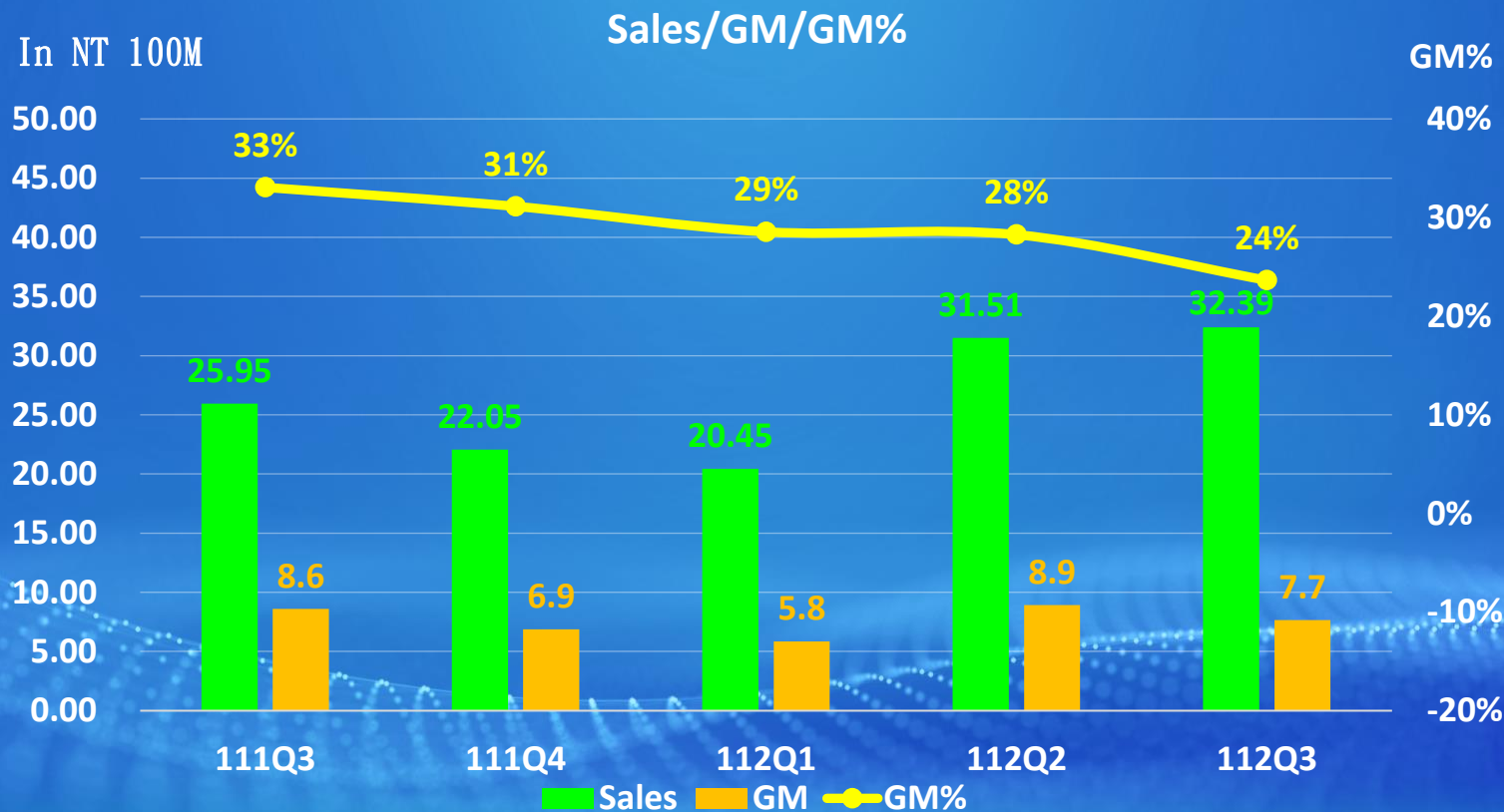
## 2023 Q1~Q3 2023 P&L (CONSOLIDATED)

In NT Millions	2023 Q1~Q3	%	2022 Q1~Q3	%	YoY%
Operating Revenue	8,434	100%	7,093	100%	19%
Operating Costs	6,192	73%	4,463	63%	39%
Gross Profit	2,241	27%	2,629	37%	-15%
Gross Profit %	27%	-	37%	-	-
Operating Expenses	2,405	29%	2,471	35%	-3%
Operating Income(Loss)	(164)	-2%	158	2%	-204%
Non-operating Items	501	6%	314	4%	59%
Profit Before Income Tax	337	4%	472	7%	-29%
Income Tax Expense	156	2%	266	4%	-42%
Net Profit (loss)	181	2%	206	3%	-12%
Non-controlling interests	71	1%	296	4%	-76%
Net Profit attributable to owners of the company	110	1%	(90)	-1%	-223%
EPS	0.22		(0.18)		



# VIA Business update

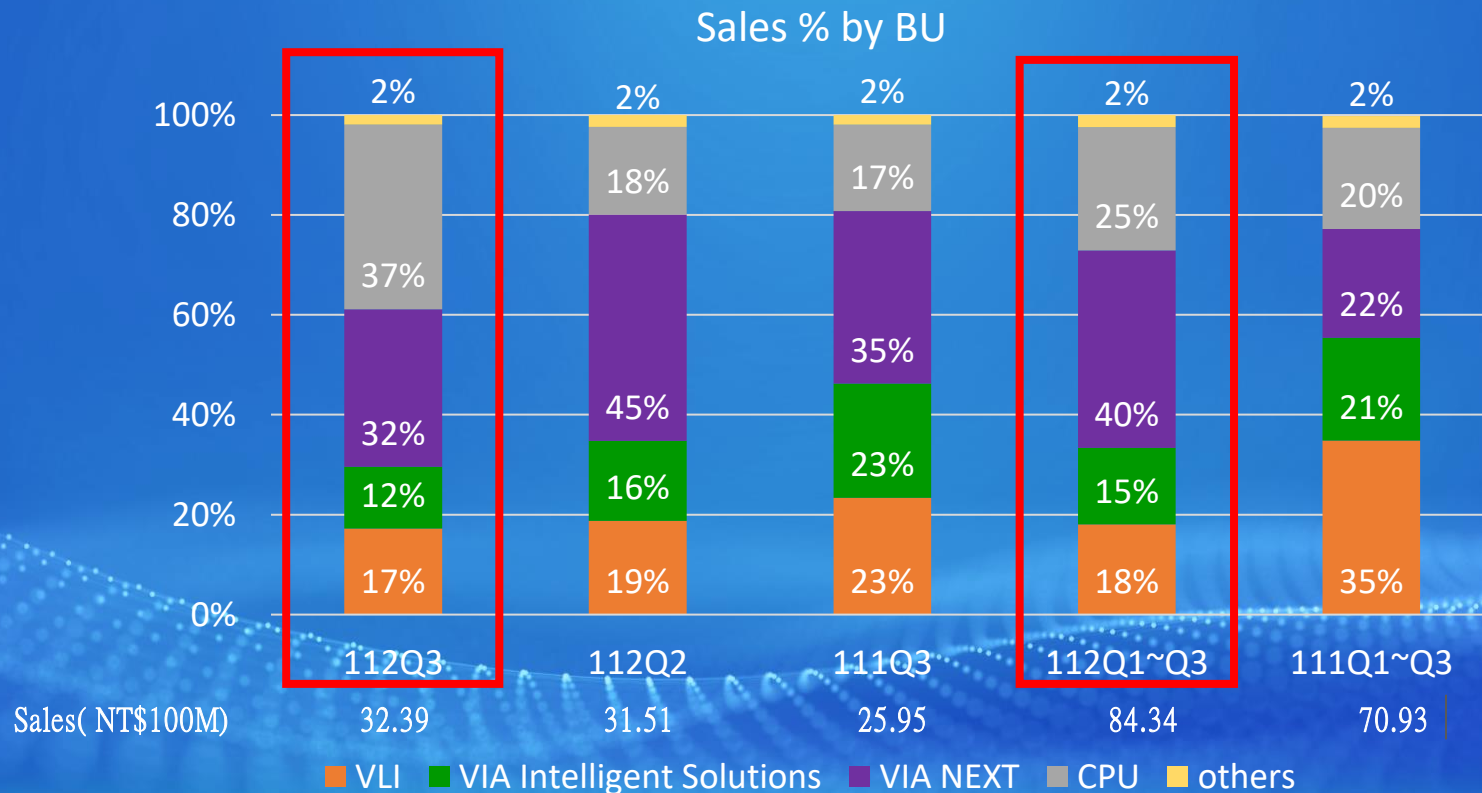
## Operating performance for the last five quarters





# VIA Business update

## Sales % by BU for 2023 and 2022







## 二、Recap of Recent Major Events

Month	Major Events
2023/03	VIA Returns to Work Truck Show 2023
2023/03	VIA Mobile360 Heavy Equipment Safety System at CON/AGG 2023
2023/06	VIA Integrates VIA WorkX Connect Cloud with VIA Mobile360 Forklift Safety System 3PD Package
2023/06	VIA Labs Announces USB-IF Certified USB Power Delivery 3.1 EPR Silicon
2023/06	VIA Introduces RAM® Mounts Kit for VIA Mobile360 Forklift Safety System
2023/10	VIA is dedicated to Sustainable Development and released its 2022 Sustainability Report in September



# ≡、VIA Intelligent Solutions Business Update 2023

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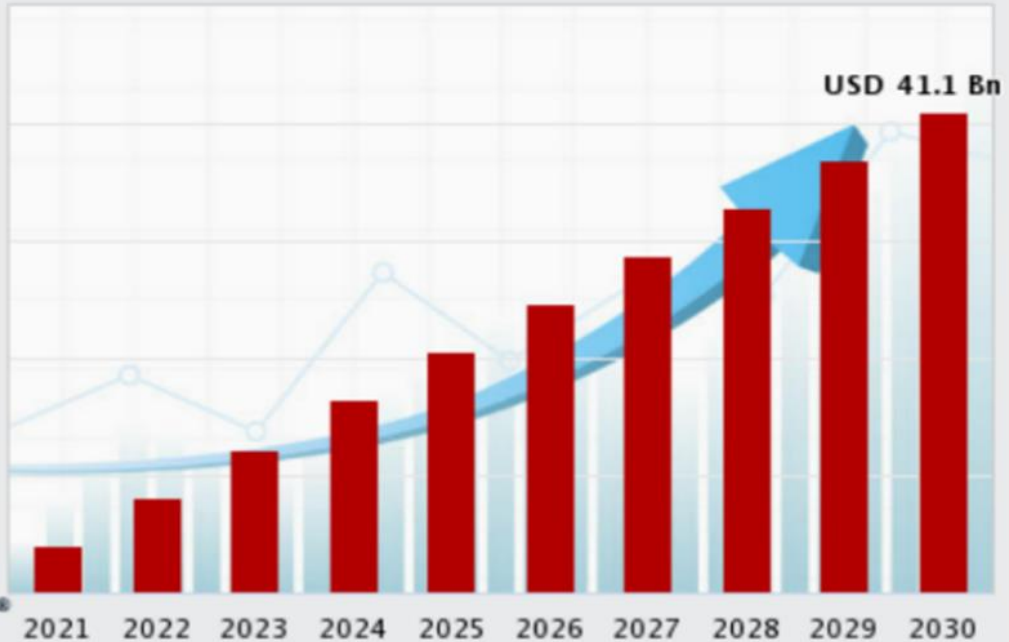


# Edge AI devices Market Overview

## Edge AI hardware Market

By Component, Device, Vertical

**18.20% CAGR**  
(2022-2030)



MARKET RESEARCH FUTURE®

2021 2022 2023 2024 2025 2026 2027 2028 2029 2030

Source: Market Research Future, Oct. 2023,  
2 new messages ([marketresearchfuture.com](https://www.marketresearchfuture.com))



# Intelligent Solutions Major Four Categories:

## Intelligent Automotive



- Focus in commercial vehical market
- Video Telematics
- Forklift Safety
- Heavy Equipment Safety

## Intelligent Industry



- Detection system\_flame smoke gas detection high temperature display
- High-altitude anti-fall rope safety detection

## Intelligent Building



- Smart Home
- Smart Medical

## Intelligent Edge



- AI Edge Platform
- AI Edge Development Tools

AI Computer Vision at the Edge



# Video Telematics

## Video Telematics



VIA Mobile360  
AI Dash Cam



JAF MEDIA WORKS 録画 ドラマ

これ1台でまると。  
**360° 全周囲録画の安心をあなたに。**

横からの衝突も記録できてより安心

前方も180° 記録 後方も180° 対応で 急接近もしっかり記録

スバル純正 360°ドライブレコーダー

フロントガラス側カメラ

車内側カメラ

スバル用品純正 **360°ドライブレコーダー**

業務車専用ドライブレコーダー

**Tough More-Eye 360**

WIFI 高画質

全周囲 死角なし

前後左右 車内

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Powerful, Reliable, and Fully Integrated into Geotab.

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# Stakes are High but Options are limited

Over 20 Billion USD annual loss



The total costs of fatal and nonfatal injuries in the construction industry were estimated **at \$11.5 billion** in 2002, a disproportionately high 15% of the costs for all industries. The average cost **per case of fatal or nonfatal injury is \$27,000** in construction, almost double the per-case cost of \$15,000 for all industry in 2002.

*(Costs of Occupational Injuries in Construction in the United States, NIH, 2007)*



Over 2008–2017, the costs from 404 premature deaths exceeded **\$554 million**, which can provide motivation to reduce the severe toll of occupational fatalities on our nation's workers, institutions, and communities.

*(Fatalities Cost in Mining Technical Guide, CDC, )*



Forklifts account for around 85 deaths every year – **a 28% Increase since 2011**

Serious injuries are total 34,900 annually. Non-serious accidents reach **61,800**.

**36%** of forklift-related deaths are pedestrians

According to the National Safety Council, the average cost of a forklift incident is **\$38,000 in direct costs** such as compensation, medical expenses and legal services; **\$150,000 in indirect costs** such as hiring replacements, lost productivity, etc. **Estimated 9 Billion USD** (OSHA) estimates that about **70%** of forklift accidents in the US could be prevented.

*(Occupational Safety & Health Administration )*

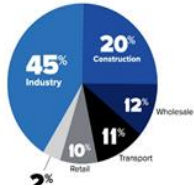
# Global Problem and Increased Awareness



**106** Workplace deaths involve a forklift

**70%**

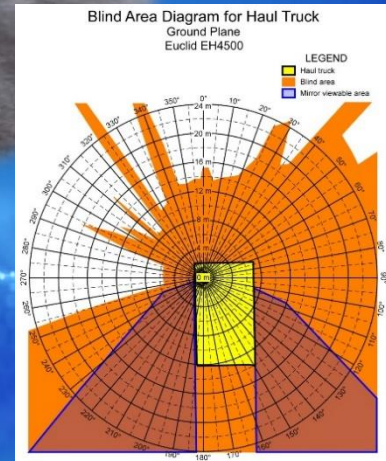
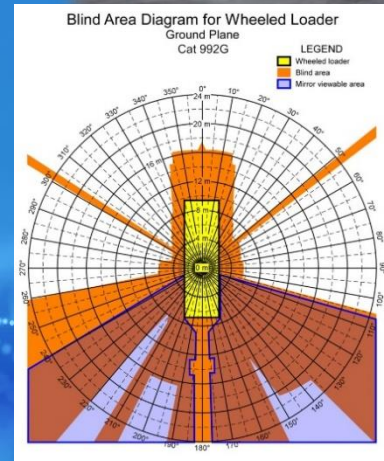
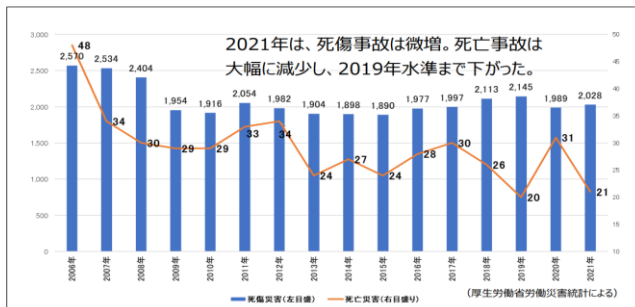
Forklift accidents that could have been prevented by standard safety measures



## 4. フォークリフトに起因する災害発生件数の推移

6 Non to fc

**34** Serious in forklift ac





# VIA Intelligent Automative Solutions

Veheical Machinery Saftey Core Technology

## Blind spot detection



- 360 degree 3D panoramic view
- Multi-level ranging collision warning
- Automatic switching of steering angles

## Pedestrian Safety



- Multi-pose person recognition
- Configurable ranging warning
- Custom speed warning

## Driver Safety

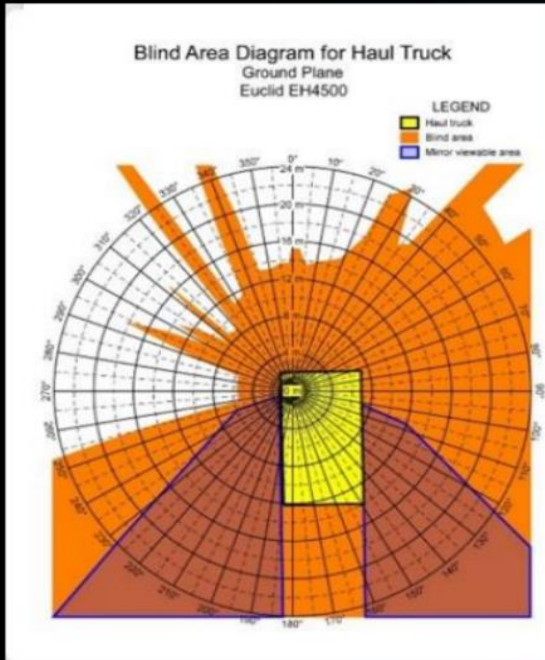


- Authorized driver identification login
- Driving fatigue violation detection
- Seat belt not fastened warning

AI Cloud Management Platform



# Without Technology

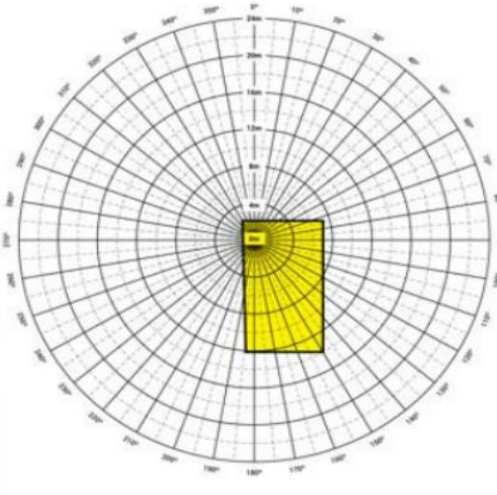


# Camera + Radar Combination Pedestrian and Vehicle Detection

## 360 Blind Area Reduction for Haul Truck

4 Cameras Installed

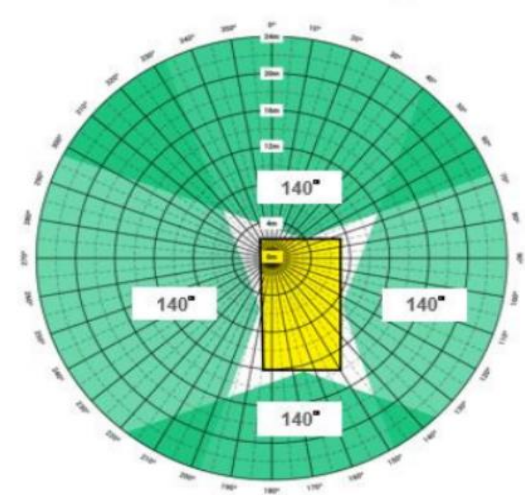
Haul Truck



## Radar Area Diagram for Haul Truck

Haul Truck

Detection range



Images for illustration purposes only



# VIA application field implementation experience



## Industrial safety identification

Petrochemical plant, chemical plant, semiconductor

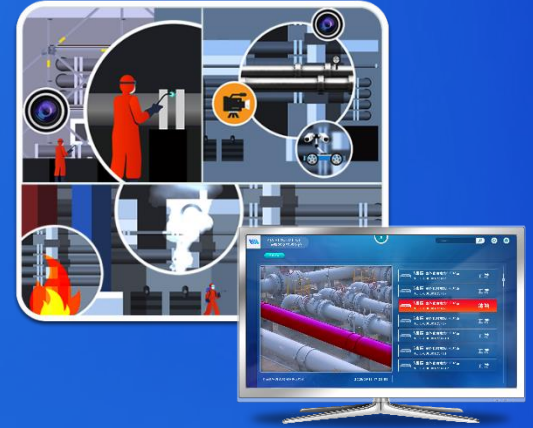
Corporate Image/Occupational Safety Environment / Prevent accidents



## Defect identification

Petrochemical plant, chemical plant, semiconductor

Improve efficiency / save manpower / Improve yield



## Pipeline identification

Petrochemical plant, chemical plant

Efficiency improvement/factory safety Quality fraud prevention

# Customer Problems

- According to International Insurance Brokers, nearly 10,000 petrochemical industry losses have occurred globally over the past 46 years
- The top 100 accidents together caused approximately US\$43.3 billion in losses.
- 217 accidents per year
- Average loss per accident NT\$ 13 billion (US\$ 433 million) Taiwan has suffered several huge losses in recent years

Flammable gas temporary pipe leaks and causes explosion  
Estimated loss NT\$700 million

2019



LPG pipeline ruptures and causes explosion  
Restoration cost NT\$ 2.6 billion

2019



Reaction tank ruptures and causes explosion  
Estimated loss NT\$1.86 billion

2020





# VIA Detection System

Industrial Safety Explosion Proof Solution



## System Function



It integrates dual cameras of visual image and thermal image, combined with AI algorithm to perfectly achieve flame detection, smoke detection and gas leak detection, and provides API interface for real-time alarm/warning signal notification to management personnel.



# Factory Safety Case

Detection system-flame/smoke/gas leakage/  
high temperature warning detection example



Strive for 4 minutes of  
warning time above /  
no false alarm

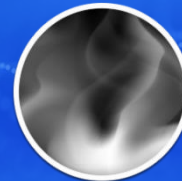
## ◀ Before importing

Petrochemical plants and chemical plants often cause heavy losses due to pipeline accidents, which can even lead to supply chain shutdowns and affect corporate image; current detection equipment often produces false alarms.



## ▶ After importing

Introduce AI solutions to accurately detect disasters before they occur, gain valuable processing time of more than minutes, and prevent public security incidents from occurring.





# Precaution Accident Real Case

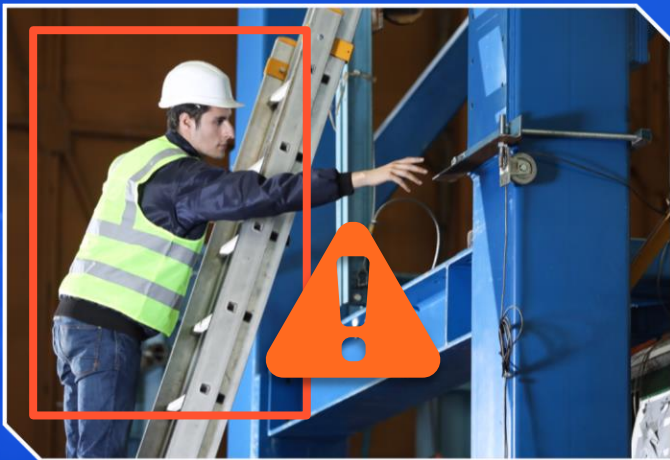
Take high-altitude anti-fall rope safety detection as an example



High-altitude industrial safety is positively related to ESG

## ◀ Before importing

When working at high altitudes in factories, safety regulations are often ignored and the high-altitude anti-fall ropes are not fastened! Causing injuries, causing production line shutdowns and affecting corporate image (ESG).



## ▶ After importing

The AI solution for safety detection and warning of anti-fall ropes has been introduced. When it detects that personnel are working at high altitudes and have not fastened the anti-fall ropes, an early warning will be issued immediately and the on-site supervision supervisor will be notified to prevent industrial safety incidents and enhance the corporate social responsibility image (ESG).





person





# Work with the government to promote preventive industrial safety events

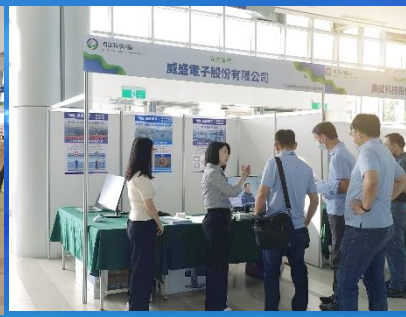
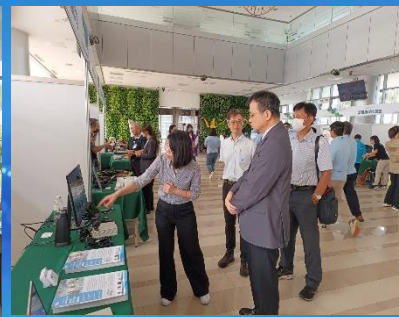
## Industrial safety forum\_Taipei



## Industrial safety forum\_KH

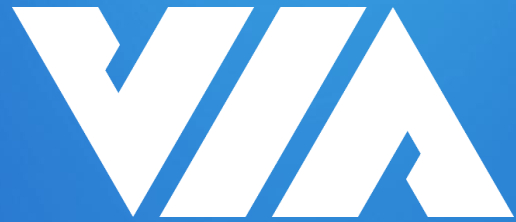


## Awards for Outstanding Environmental Safety Personnel \_Tainan





# 四、Q&A



**Thank You**