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presenta:

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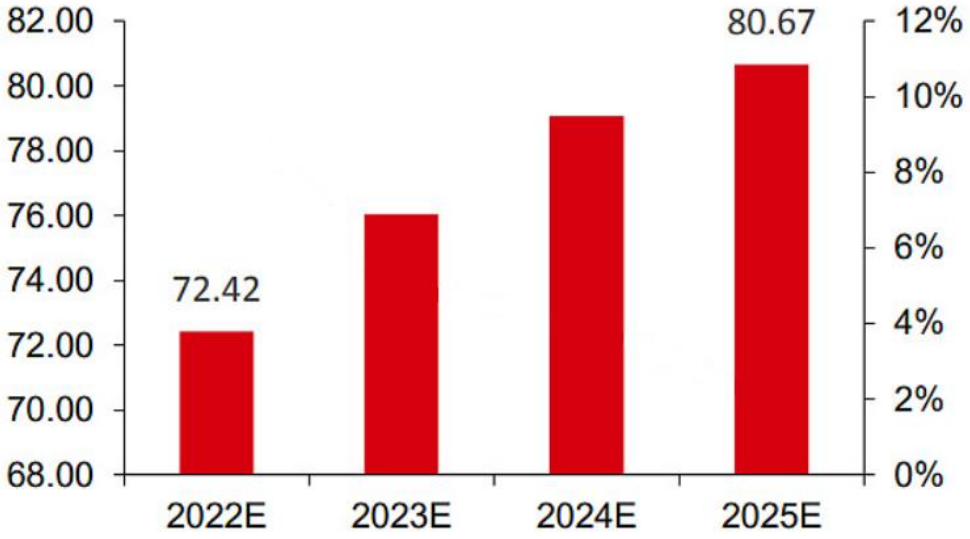
01

Market Overview

Market Overview

According to the report from CITIC Securities, the global IP phone market reached 7.24 billion RMB (1 billion US dollars) in 2022. It is expected that from 2022 to 2025, the compound annual growth rate of this market will be 5.2%, reaching 8.06 billion RMB（1.15 billion US dollars） by 2027.

The global IP phone market (in million RMB)



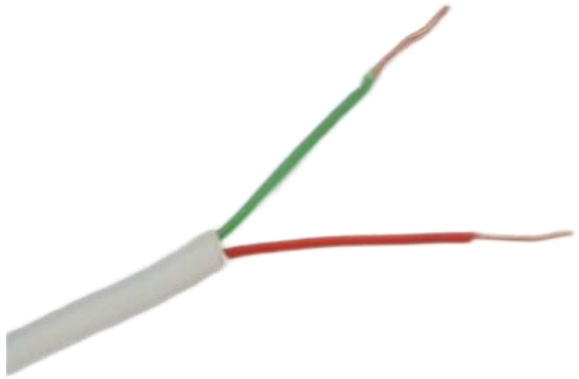
CITIC SECURITIES

What is 2-Wire?

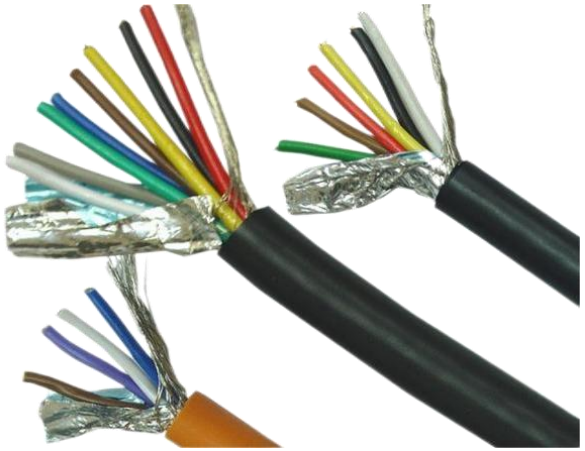
A 2-wire system is a type of electrical wiring that is commonly used in old buildings. It consists of two wires used for both power supply and signal transmission.

Examples:

Network cables



Analog phone lines



AWG cables

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02

Solution Introduction

Overall comparison of different solutions

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Change from Analog Phone System to IP Phone System

Rewiring and change everything to IP phone system
- Difficulty on rewiring
- Huge cost: time, raw material and manpower

Wifi Phone
- Don't need to change the analog cable
- Have to ensure the stability of WiFi

IP Voice Gateway
- Analog cable+analog phone
- Reuse the existing analog phone cable
- It's essentially an analog phone. Users cannot enjoy the the distinctive features of IP phones such as phonebook, call forwarding, HD voice, etc.

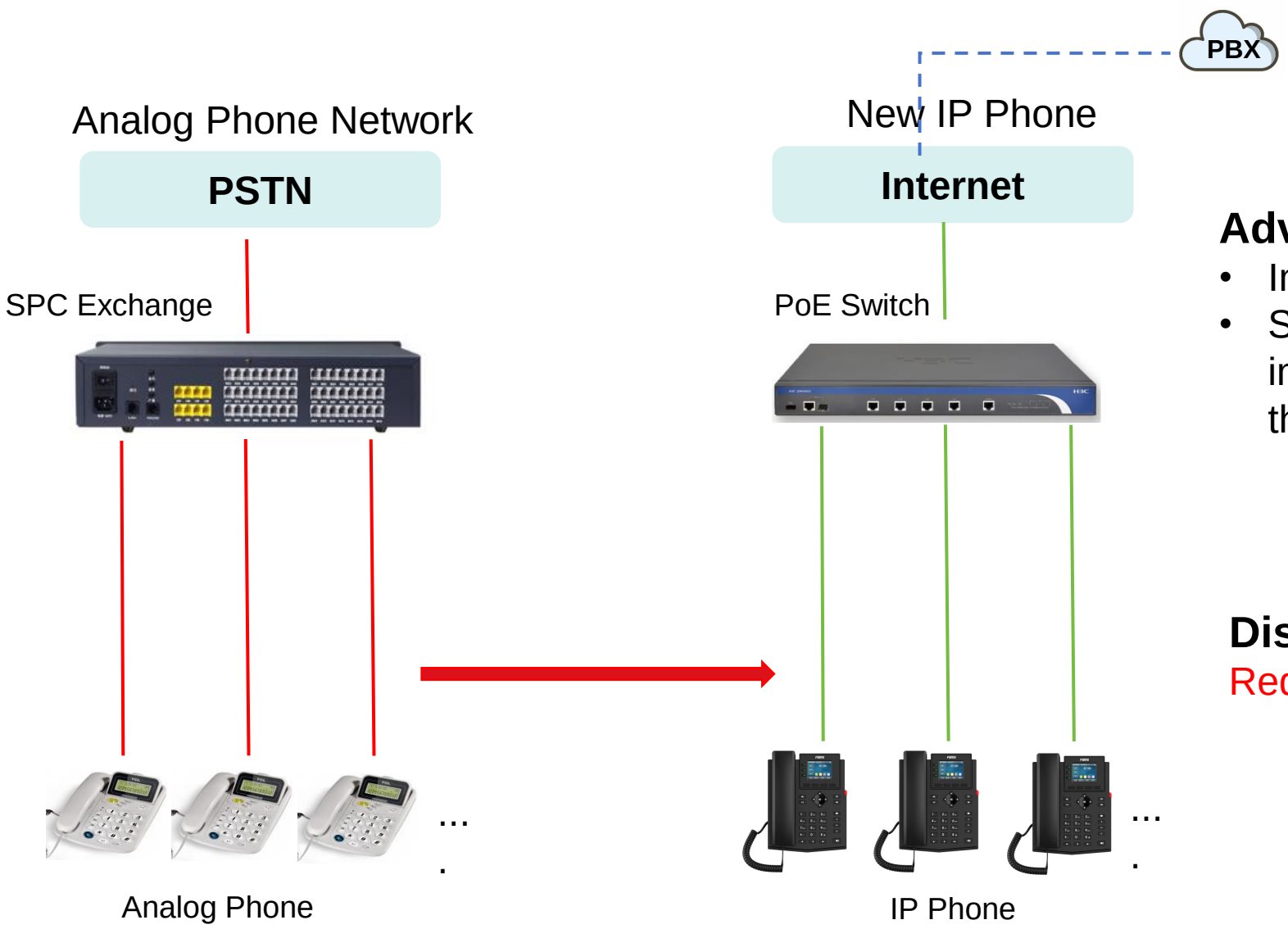
2-wire Solution
- Analog cable+2-wire phone
- Reuse the existing analog phone cable
- Physical connection to cable and gateway, more stable signal
- The 2-wire gateway converts the analog signal into an IP signal. 2-wire phone is essentially an IP phone so users can enjoy the full features of IP phone

2-wire Gateway
* PN8 8 port gateway
* PN24 24 port gateway

2-wire Converter
*PN1 (2 pcs/box).

2-wire phones
* X303-2 wire
* H4-2 wire
* ...

IP Phone Solution



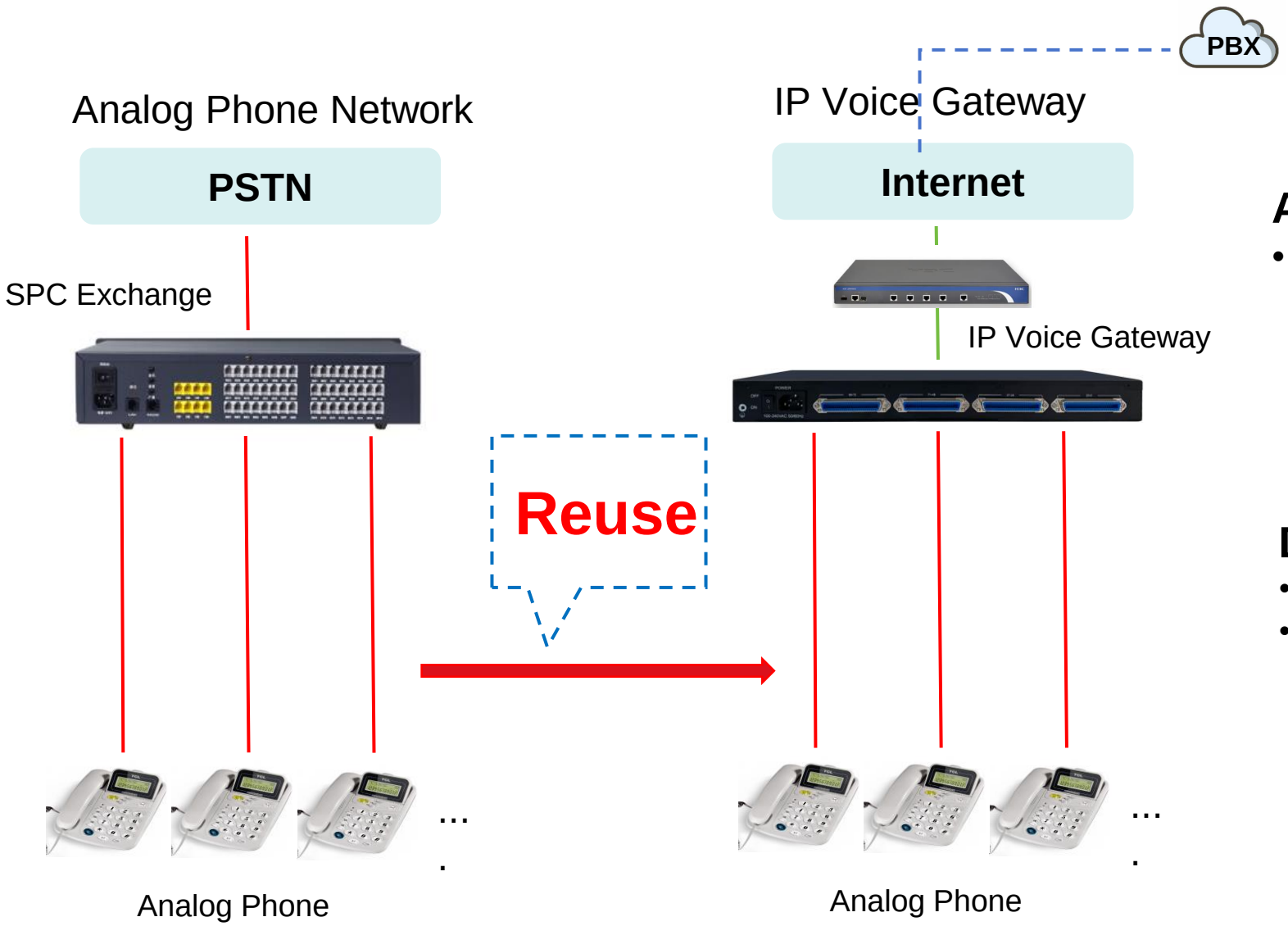
Advantages：

- Improve the user experience
- Significantly reduce the difficulty of implementation and maintenance in the future

Disadvantage：

Redeploying wires leads to high costs.

IP Voice Gateway Solution



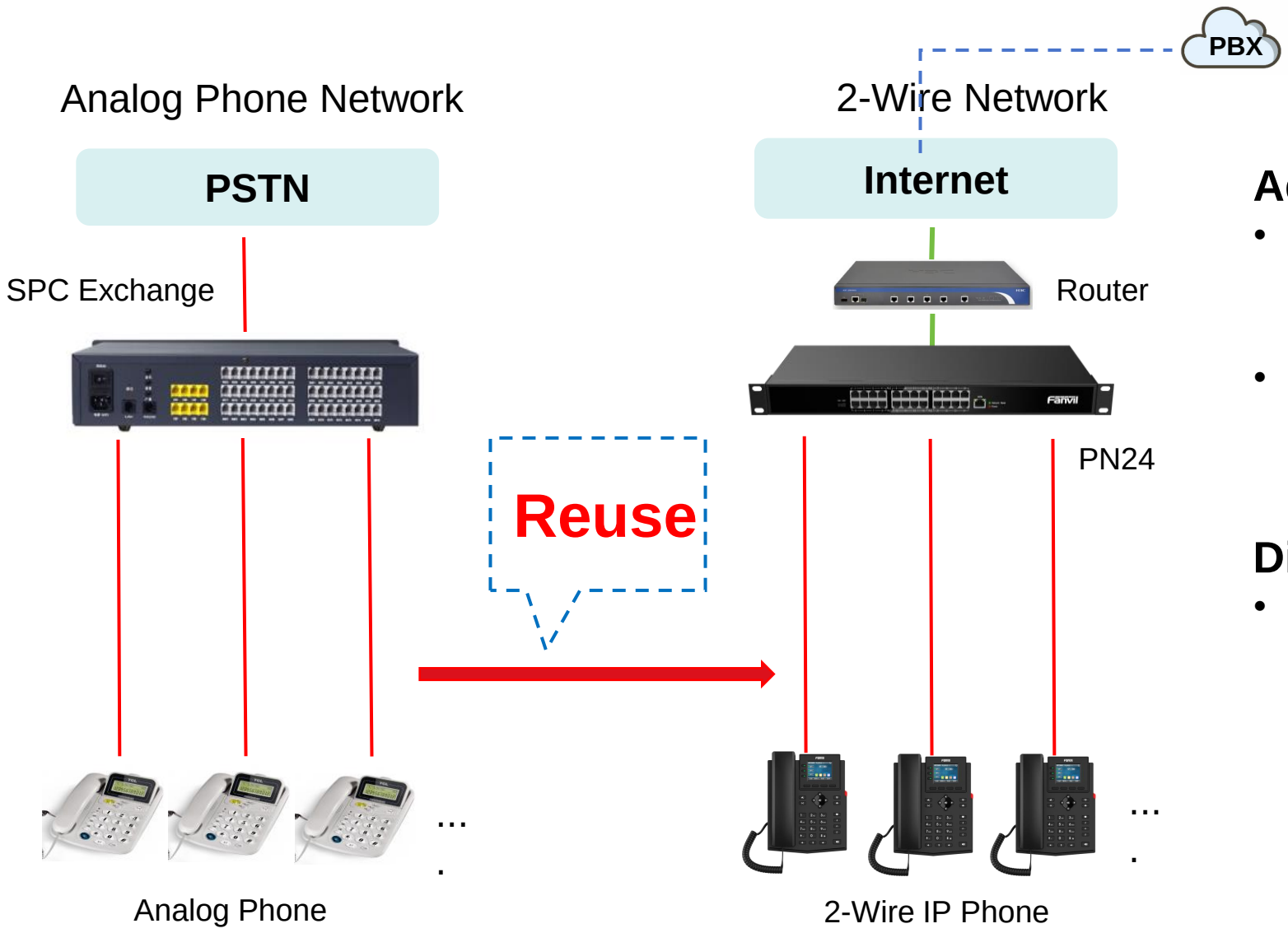
Advantages :

- Reuse the existing cable and save the cost of rewiring (cables and labor cost)

Disadvantages :

- User experience has not been improved.
- Users cannot enjoy the the distinctive features of IP phones such as phonebook, call forwarding, HD voice, etc.

2-Wire Solution



Advantages：

- Reuse the existing cable and save the cost of rewiring (cables and labor cost)
- Enojoy the IP phoe feature and improve the user experience

Disadvantages：

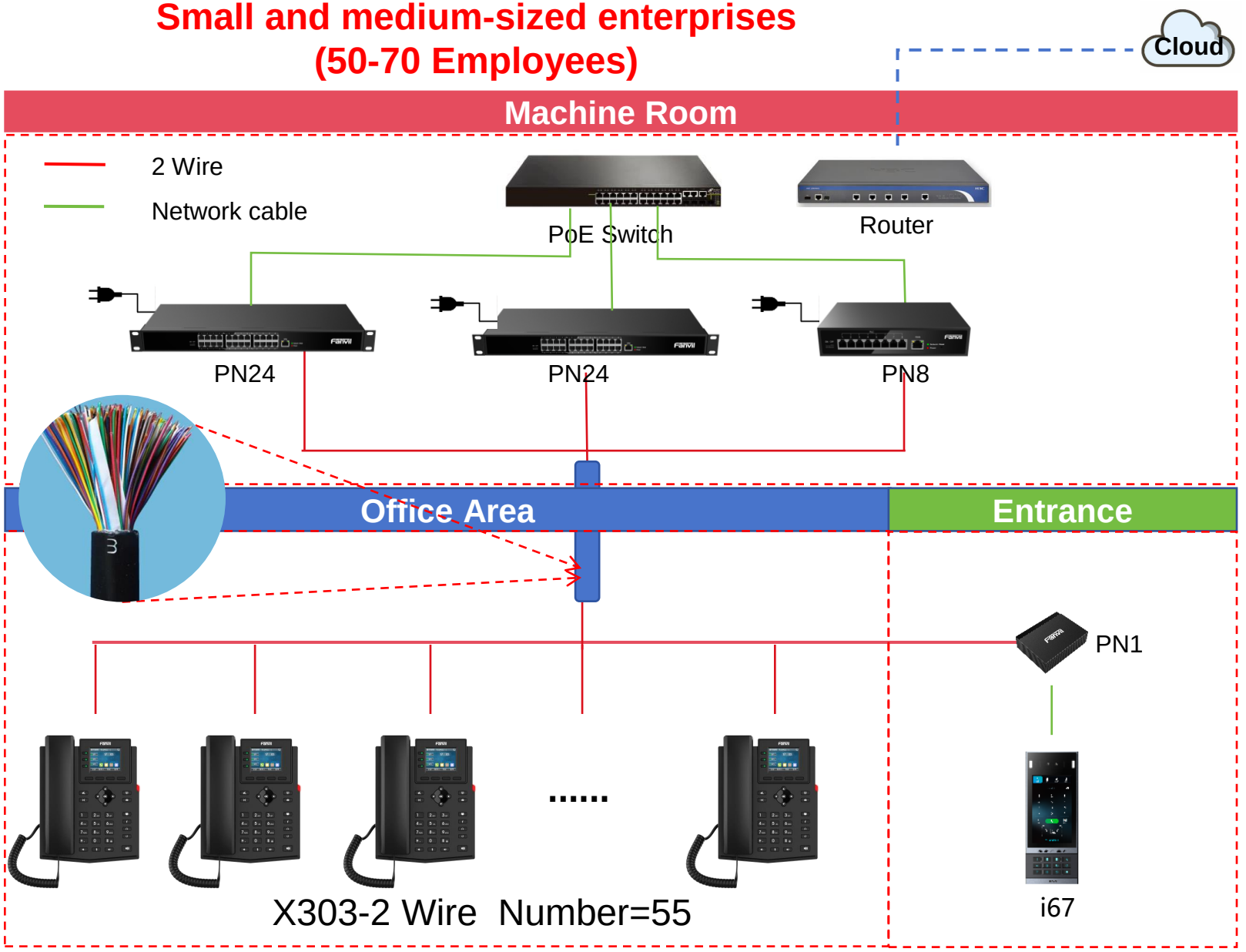
- Application scenarios are relatively limited: it is suitable for upgrading to a new IP system on existing wire.

Solutions Comparison

Comparison items	Solution 1 IP Phone Solution	Solution 2 IP Voice Gateway Solution	Solution 3 2-Wire Solution
Rewiring	√	×	×
Transmission Wire	Network Cable	Existing Analog Phone Cable	Existing Analog Phone Cable
Phone Terminal	IP Phone	Analog Phone	2-Wire IP Phone
System Cost	Higher	Lower	Lower
Solution Features	• Easy deployment, excellent compatibility, but comes with a high system cost.	• Remain the low-voltage infrastructure • IP-based management is easy to expand and manage. • The terminals are still analog phones, resulting in poor user experience.	• Reuse existing wires • Only replacing the program-controlled switch and terminals • Lower cost and extensive functionality of the IP phones, provides a better user experience.

Enterprise Office Networking

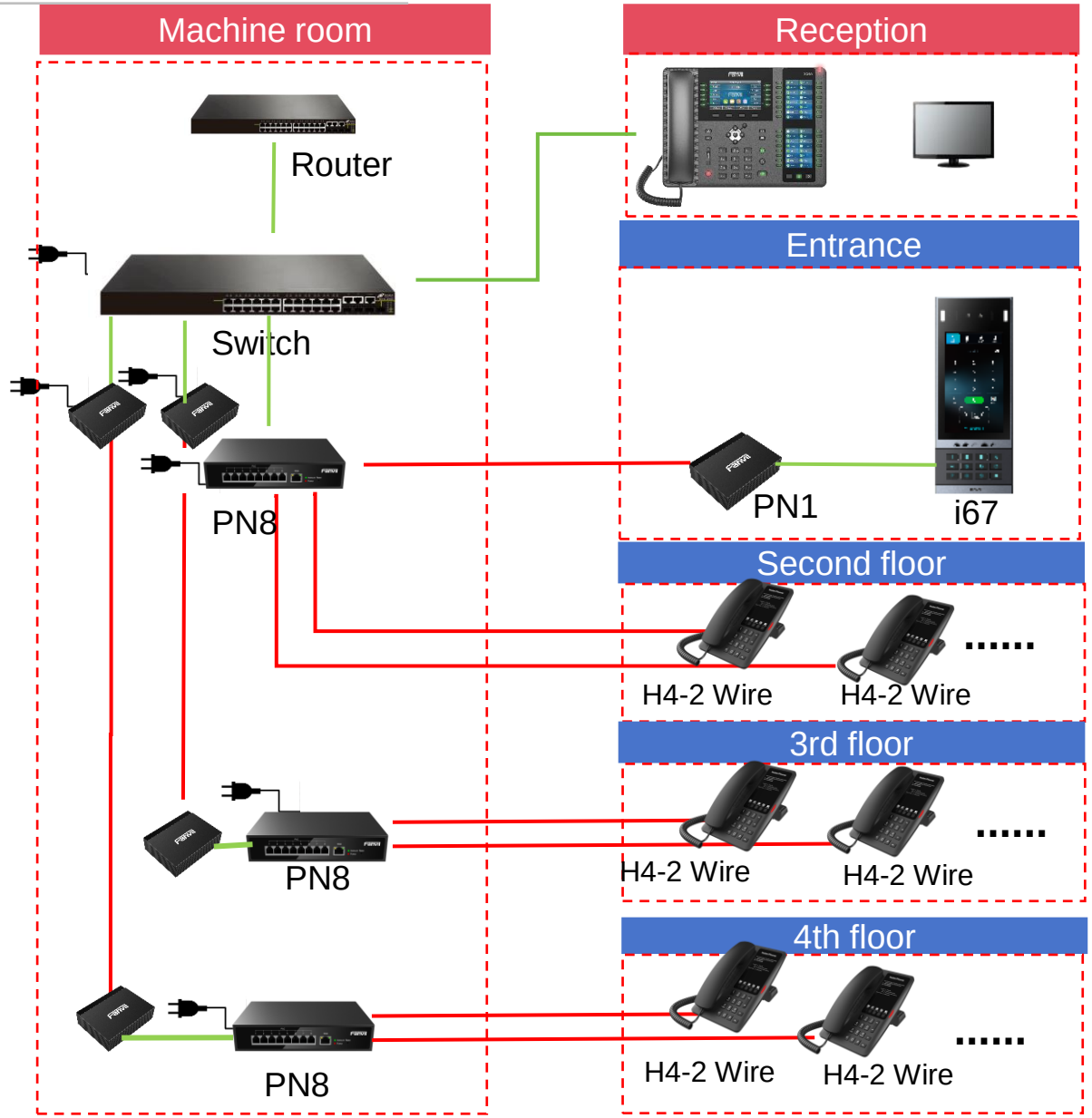
Small and medium-sized enterprises (50-70 Employees)



Advantages :

- Take advantage of existing enterprise wiring to save labor and material costs
- Power and network supply, plug and play
- The network rate is improved by cascading through the network cable.
- Seamlessly integrate into Cloud management and conferencing systems, providing flexible applications.
- Maximum transmission distance (power and network supply) : 300m

Intelligent Hotel Solution



Feature :

- Utilize existing hotel wiring to save time and costs, solve the difficulties of hotel installation wiring, quickly upgrade your communication system from analog to SIP
- Supplying both network and power, plug and play
- Devices with standard RJ45 interfaces are not restricted (PN1).
- 2-Wire maximum transmission distance (supply network/ supply power): 300m
- If 3rd and 4th floor don't have ethernet cable with network, you can use PN1 convertor to extend the network to 3rd and 4th floor.

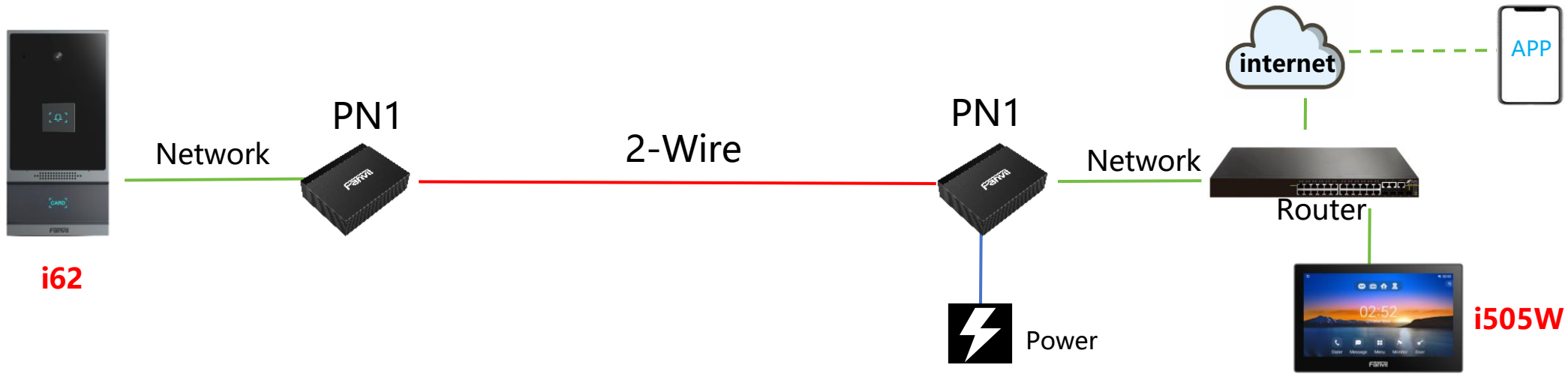
2 Wire

Network cable

Villa Solution

Outdoor

Indoor



Eliminate the cost of wiring materials

Compatible with Multiple Devices

Supply both Power & Network

2 Wire

Network cable

How To Network 2-Wire IP Phones?

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Small and medium-sized enterprise (56 Employees)

	Analog phone -> 2-wire IP Phone	Analog phone -> IP Phone
Prepared Equipments:	 PN24 ✕ 2  PN8 ✕ 1  X303-2 Wire ✕ 56	 24 ports PoE Switch ✕ 2  8 ports PoE Switch ✕ 1  X303P ✕ 56  Network cable ✕ Several
Deployment Steps:	1. Program-controlled switch -> 2-wire PoE switch 2. Access network 3. Deployment time :1 person / 2 days 4. Analog phone-> 2-wire IP phone	1. Program-controlled switch -> PoE switch 2. Access network 3. Deployment time :1 person / 5 days 4. Analog phone-> IP phone
Cost:	2000 $ 	2500 $

Application Situation

Analog phone → IP phone

- Limited budget
- Hope to minimize wiring as much as possible
- Advanced product technology

Choose the 2-Wire solution

Maximize cost savings by reusing existing analog telephone lines while enjoying the same features as IP phones.

Fanvil 2-Wire solution is ideal for upgrading outdated systems with existing infrastructure.

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03

Product Highlights

2-Wire Solution Overview

2-Wire IP Phone

- X303-2 Wire: 2.4"in LCD IP Phone
- H4-2 Wire (coming up on September): Hotel IP Phone without LCD
- 2-Wire doorphone/intercom/indoor station (developing)

2-Wire Gateway

- PN1 Converter (2 pcs in 1 box)
- PN8 8 port Gateway
- PN24 24 port Gateway

How to use PN1:

Way 1: Recommend to connect with device like IP Intercom (not 2-wire) for villa solution
Way 2: Extend the ethernet network to the area where only has analog cable and no ethernet cable

2-Wire IP Phone

2.4”color screen

4 SIP lines

Desktop/wall-mounted installation

X303-2 Wire

Dual core processor

Support the 6-party conference

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Product Highlights

X303-2 Wire

- Fanvil exclusive 2-wire IP phone
- It is connected through RJ11
- Reuse existing wires
- Plug and play, reducing installation time and deployment costs
- Integration with 2-wire switch for fast network configuration

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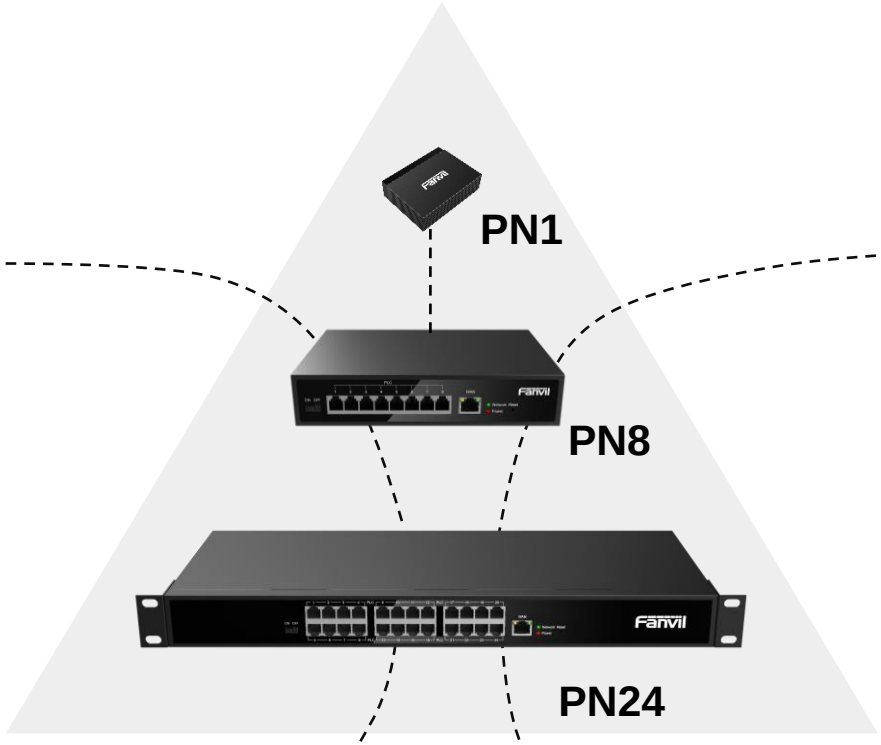
2-Wire Converter / PoE Switch

Reuse existing wires

(PSTN & RVV cable)

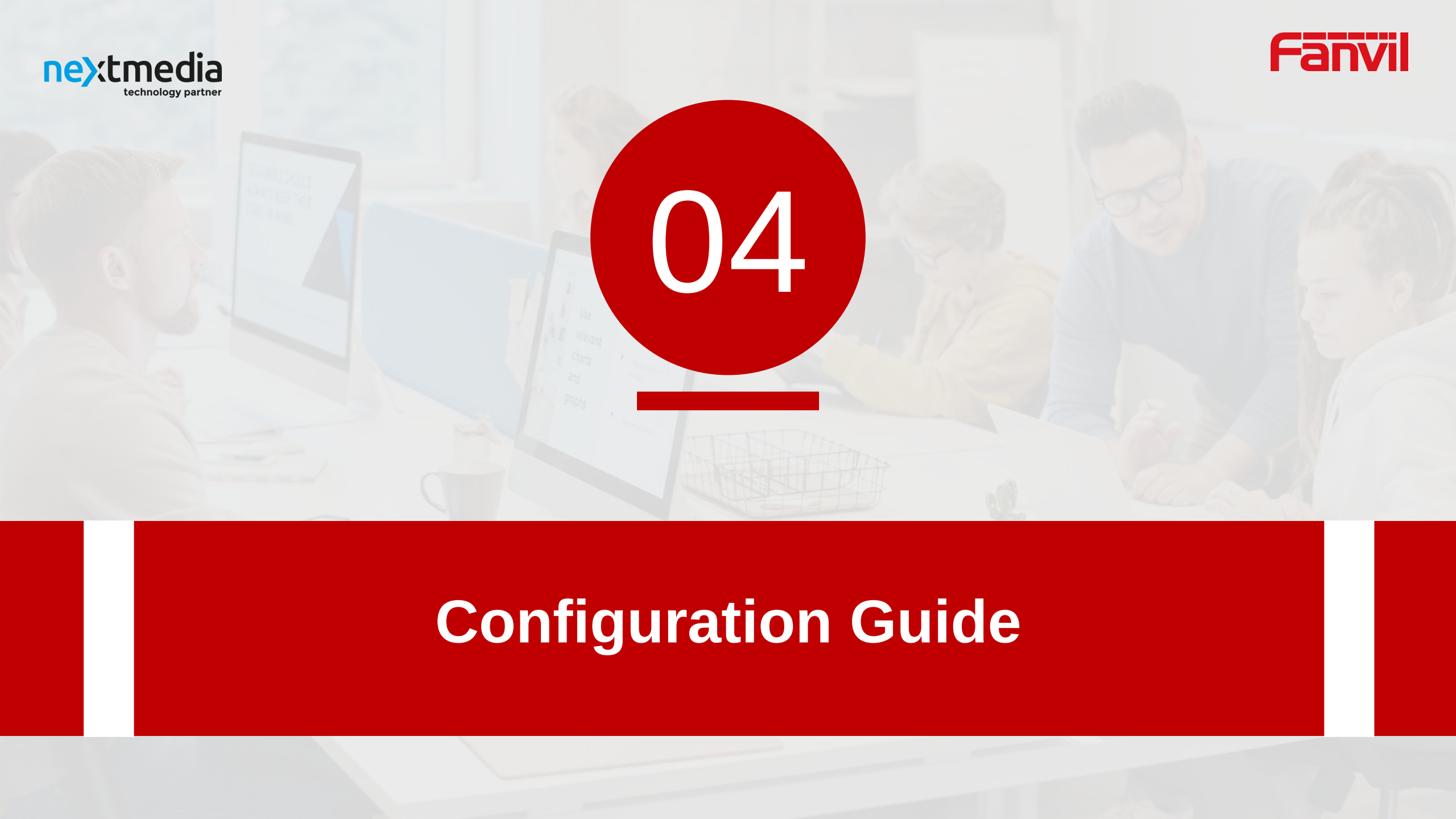


Plug-and-Play, reduce deployment costs

Cascade via Ethernet cables for **a more stable transmission**

Support power and network supply

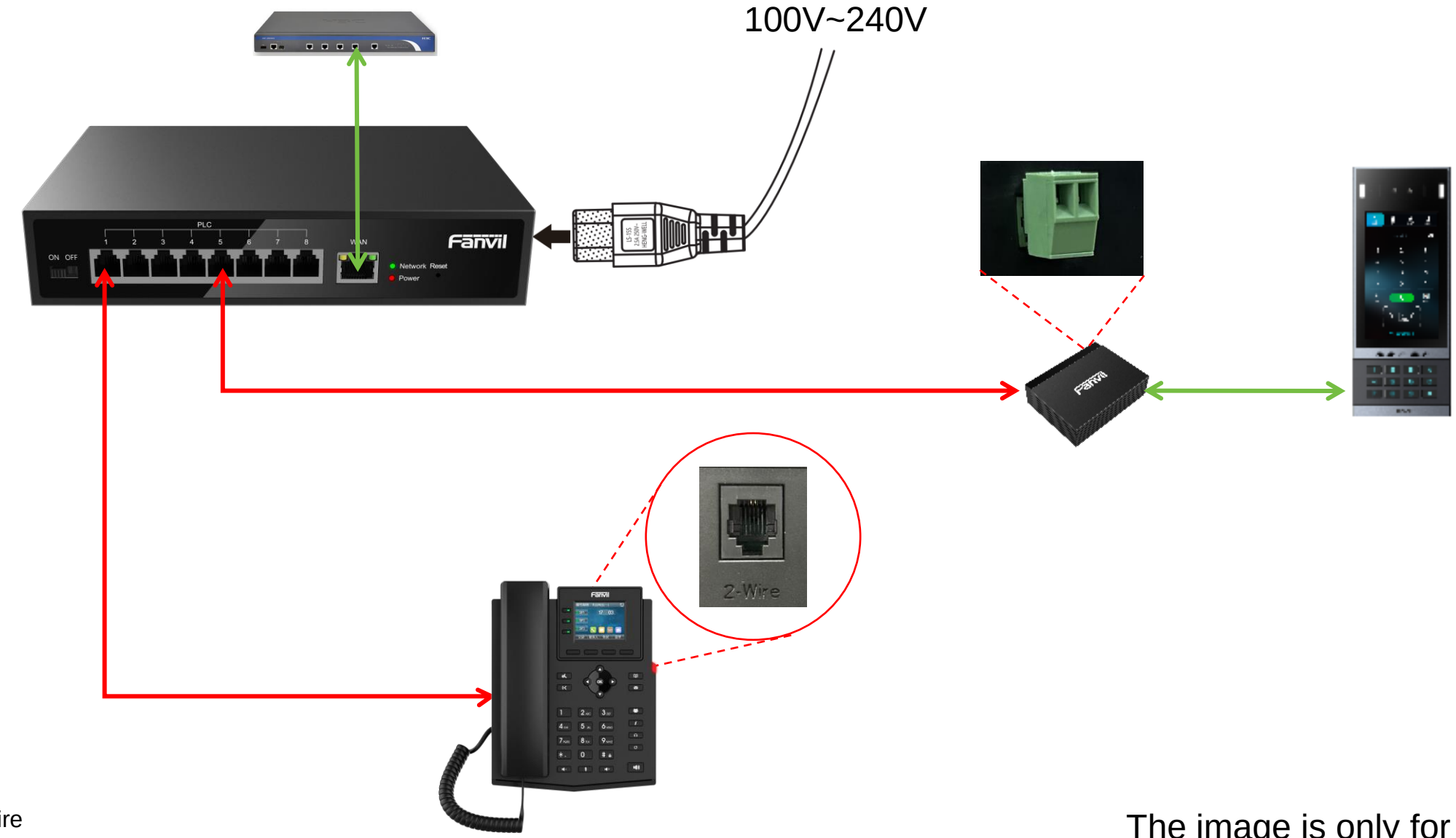
Maximum transmission distance: 300M



04

Configuration Guide

Connection Schematic Diagram

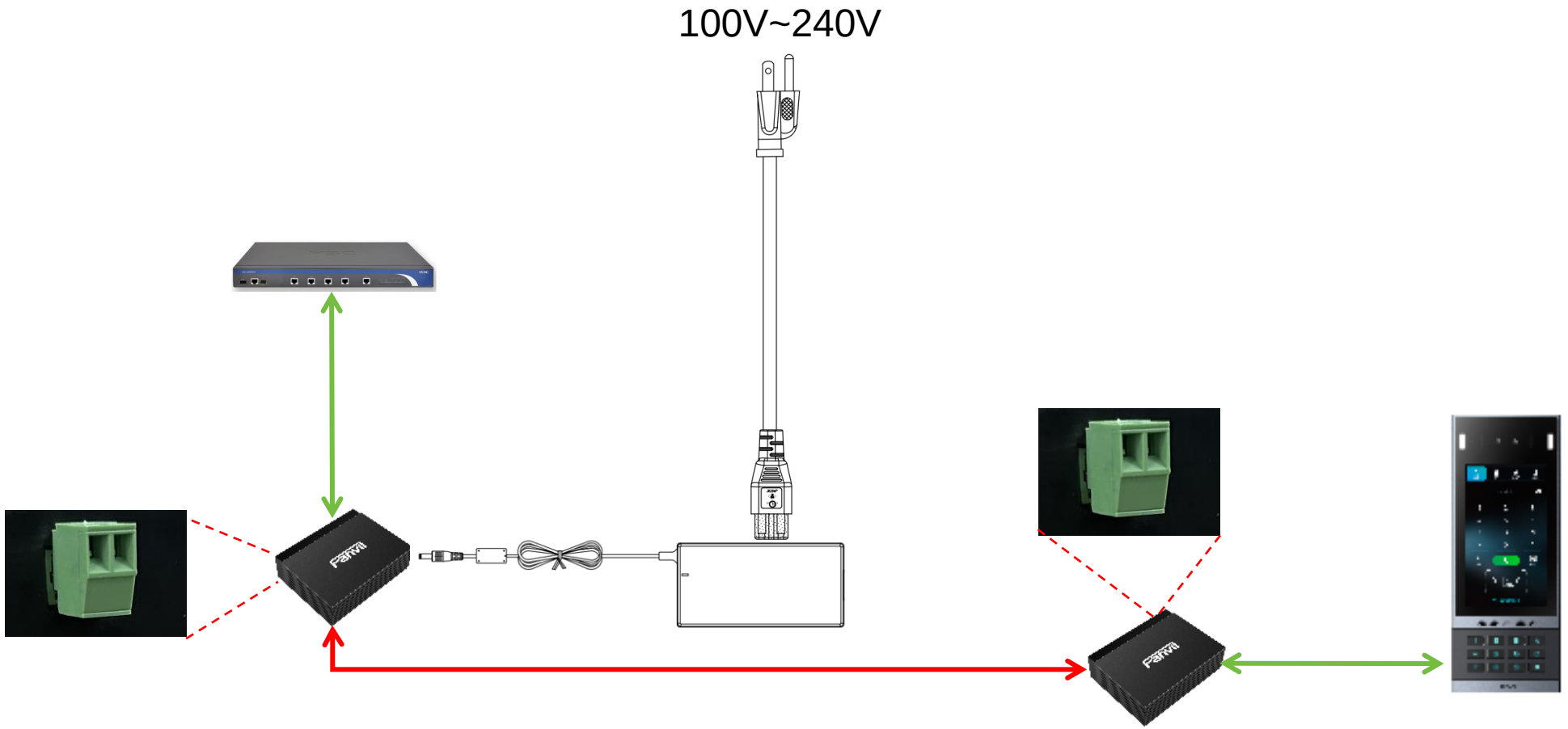


2 Wire

Network cable

The image is only for reference.

Connection Schematic Diagram



Note: Distinguish positive and negative poles when connecting two PN1 converters.

2 Wire

Network cable

The image is only for reference.

Competition Comparison

PNG Spec.									
Model	**Fanvil PN24**	**Fanvil PN8**	**Fanvil PN1**	**NS-2**	**2 Wire (pair)**	**DS-KAD704Y**	**DS-KAD706Y**	**DS-KAD706Y-S**	**290A**
Network interface	1 RJ45	1 RJ45	1 RJ45	1 RJ45	2 RJ45	1 RJ45	1 RJ45	1 RJ45	2 RJ45
Network	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps	10/100Mbps
2-Wire interface	24	8	1	6	2	6	8	8	8
Power supply	54V/3A	54V/1.5A	54V/1.5A	48V or 24V	48 V / 0.84-1.3 A	24V	24V	24V	48V
Operating temperature	-20℃~50℃	-20℃~50℃	-20℃~50℃	-20℃~50℃	-10℃~50°C	-10°C~55 °C	-10°C~55°C	-10°C~55°C	-40℃~70℃
Shell material	Galvanized steel	Galvanized steell	ABS	/	Aluminum	SECC	SECC	SECC	Plastic
Size	440x189.85x44mm	195x130x40mm	85×68×22.7mm	161x90x65mm	40x40x75mm	143.7x90x66mm	143.7x90x66mm	143.7x90x66mm	197x114x38mm
Weight	2530g	1100g	690g	730g	120g	/	/	/	270g
Installation method	Desktop/wall-mounted	Desktop/wall-mounted	Desktop/wall-mounted	Rail installation	Rail installation	Rail installation	Rail installation	Rail installation	Rail/screw fixed bracket

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THANKS

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