



艾訊股份有限公司 法人說明會

發言人
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2023年5月10日



A circular inset image on the left side of the slide. It shows a cityscape at night with illuminated buildings and a green park area. Overlaid on this is a network diagram consisting of white dots connected by white lines, with several icons (airplane, globe, Wi-Fi, speech bubbles, envelope) placed at various nodes.

公司簡介及產業概況

Axiomtek at a Glance

To be atop of the embedded computer industry, recognized by our partners as a trusted source of reliable products and dependable services



Established
/Headquarters

1990 5月
/台灣 新北市

Founder &
Chairman

楊裕德

CEO &
President

黃瑞南

Revenue
/Capital

NT\$66億
/NT\$9.2
億

Facility Space
/Employees

5000坪+ (HQ)
/800+

工業電腦產業

上游

- 零件製造商
 - 半導體晶片、連結器、電路板、電源供應器、機箱外殼、儲存裝置

中游

- 工業電腦製造商
 - 單板電腦、嵌入式電腦、周邊輸出入設備

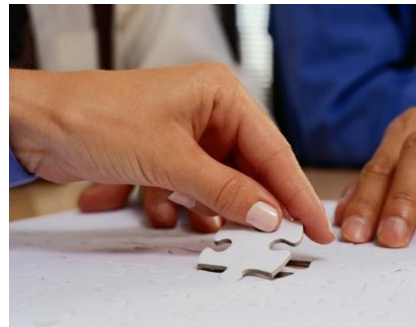


下游

- 應用
 - 系統整合商、經銷商、垂直市場應用(醫療、博弈、運輸、網通.....等)

OUR Advantages

Axiomtek has experienced extraordinary growth over the past 30 years. Fueled by our passionate employees, we have leveraged decades of experience which has resulted in a vast portfolio of high value add solutions that we deliver to our trusted customers. We are committed to making long term investments to secure our place at the top of the industrial PC industry. This commitment has yielded a growing team of engineers including software, hardware, middleware and application engineers, that are second to none!



High Quality & Long-Term Availability

Product Lifecycle Management and
Supply Chain Management



Domain- Focused Intelligent System

Agile Design-In Service

Innovation and Fast Time-To-Market through
Axiomtek's Professional Design Engineering
Services

Domain-Focused Systems

To Enable Industry Leading Innovations



AUTOMATION

Edge AI, Machine Vision, HMI, AMR, GPU Workstation

TRANSPORTATION

Surveillance & Security, PIDS, Driver Console & Management Gateway

NETWORK

Ind. Cybersecurity, IIoT Gateway, UTM, IPS/IDS, SD-WAN

RETAIL

Smart Store, Digital Signage, Interactive & Self-Service Kiosk

MEDICAL

Medical Equipment & Device, Medical Imaging, AI Diagnosis

GAMING

Slot Machine, Electronic Table Game, PTS, Video Mixer



Axiomtek Global Operation

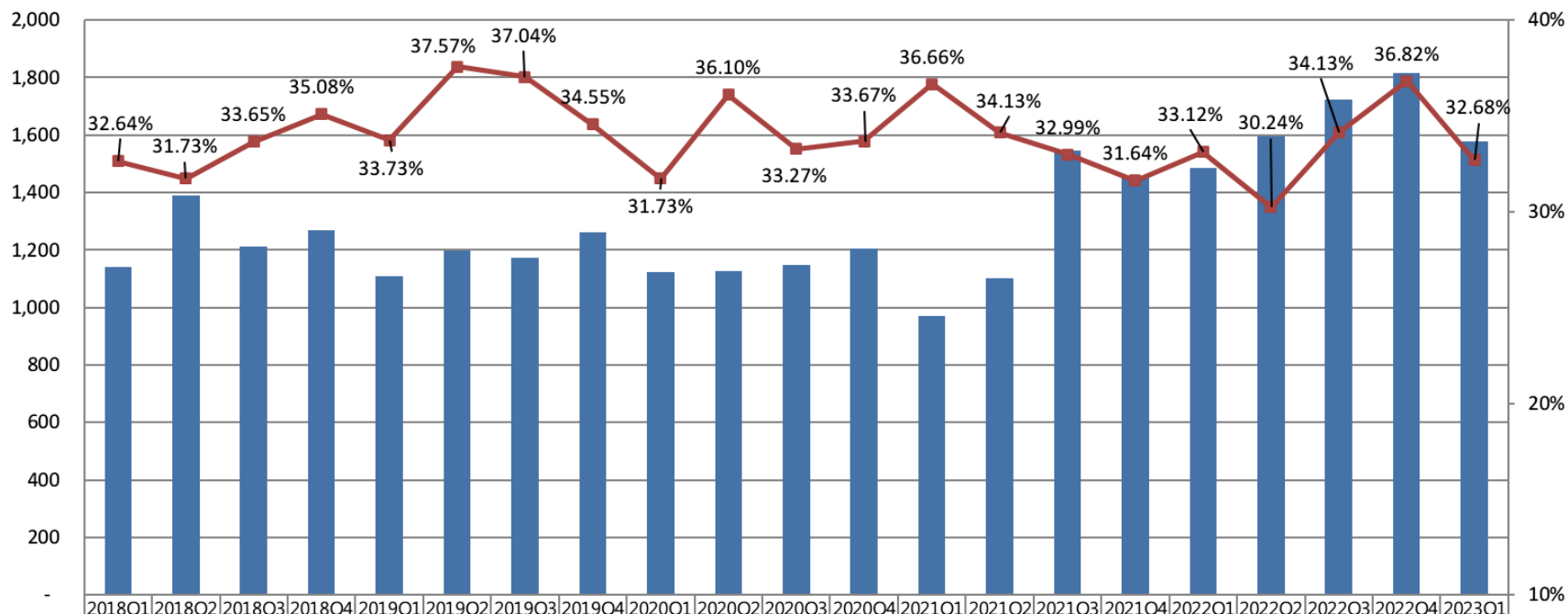
15 Sales offices
60+ Distributors
200+ Engineers
800+ Employees
\$221.4M Revenue





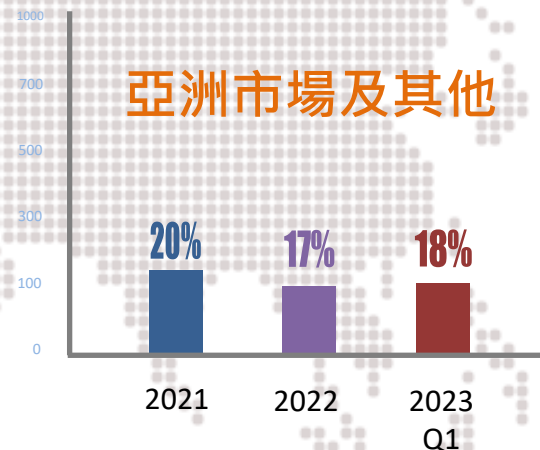
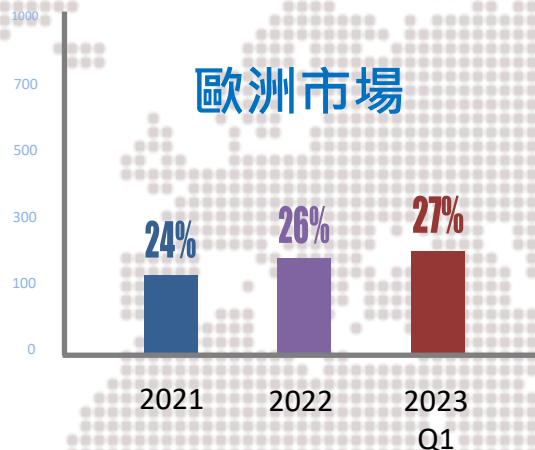
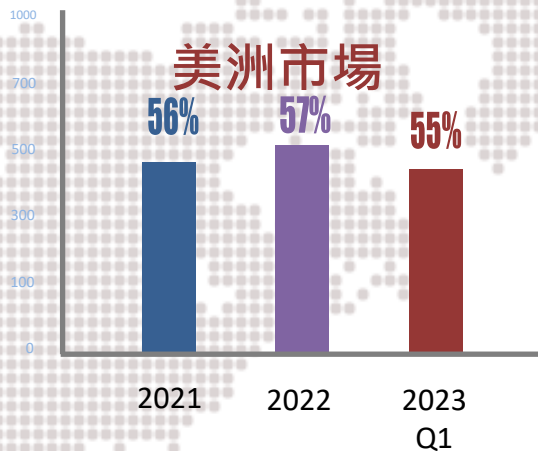
經營績效

各季營收及獲利狀況

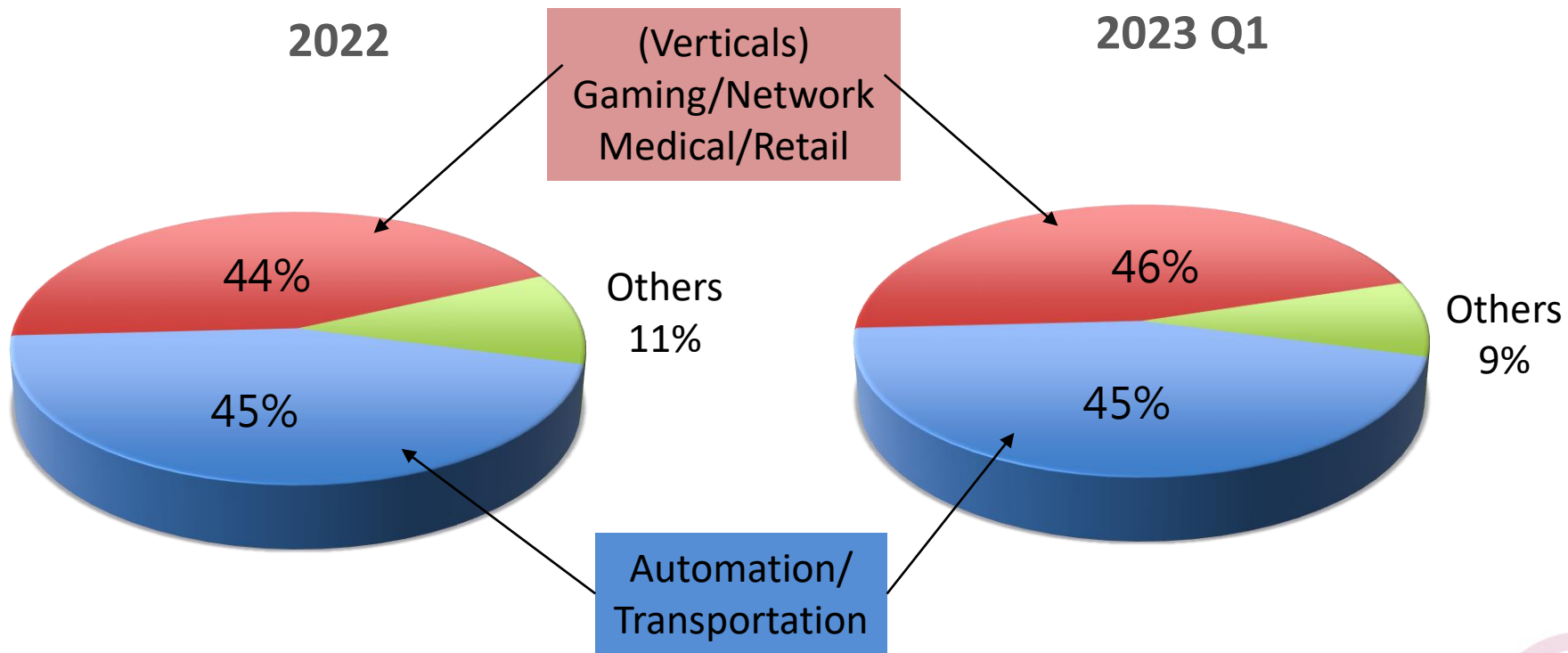


營業收入(百萬)	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578
毛利率	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%
淨利率	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%	9.81%	5.30%	5.64%	12.34%	4.17%	8.78%	6.18%	9.00%	5.03%	11.20%	10.78%	7.85%
營業費用率	21.88%	20.46%	23.26%	23.19%	25.12%	25.63%	24.94%	24.98%	25.99%	24.55%	24.42%	24.82%	29.59%	27.67%	21.35%	25.21%	22.56%	24.06%	22.04%	22.33%	22.04%
有效稅率	28.03%	44.28%	26.14%	27.59%	18.35%	20.97%	24.91%	30.00%	14.53%	31.12%	28.52%	22.98%	14.80%	35.57%	26.80%	8.54%	24.11%	28.26%	22.93%	23.05%	23.01%
基本每股盈餘	1.05	1.38	1.23	1.46	1.46	2.14	1.27	0.89	0.82	1.35	0.74	0.82	1.43	0.55	1.58	0.99	1.48	0.89	2.14	2.15	1.35

營收分析 - 地區別



營收分析 - 應用別





Thank You