



# 艾訊股份有限公司

## 2021第一季業績發表會

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*The Passion of Doing  
Great Things*

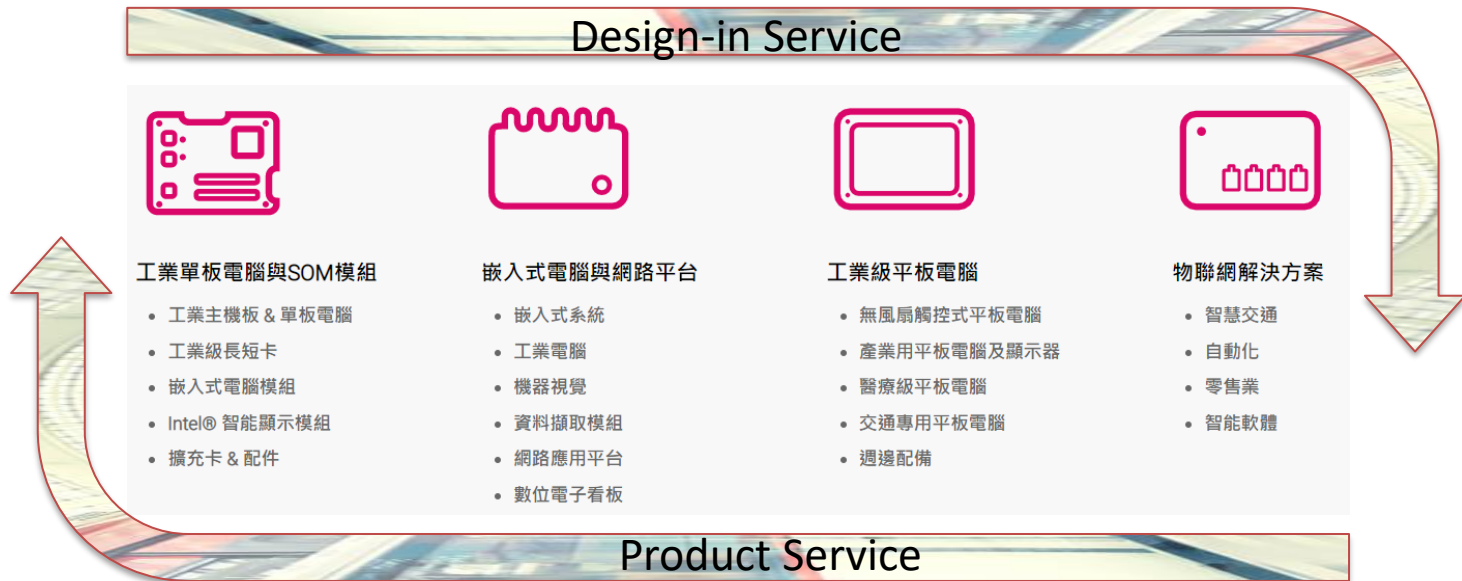
A decorative graphic on the right side of the slide. It features a circular chart with several colored segments (green, yellow, orange, red, purple). In the foreground, there is a small green plant with two leaves growing out of a mound of dark red soil. The text 'The Passion of Doing Great Things' is written in a white, curved font along the bottom edge of the circular chart.



## 公司簡介及產業概況



**艾訊**為工業電腦領域的領先設計者和製造商，並依據工業物聯網 (Industrial Internet of Things, IIoT) 與工業4.0發展趨勢，積極投入工廠自動化、數位醫療與智慧能源等應用領域。以培植自身嵌入式電腦技術能力及推動品牌核心價值，朝向獲利較高的產業發展，為合作夥伴與股東創造多贏格局。產品如下：



# 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

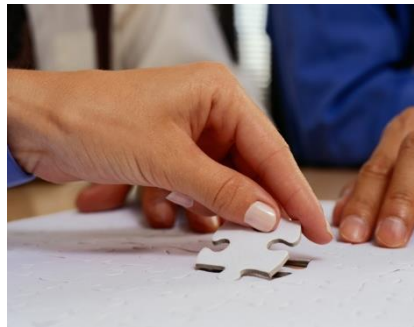


## 下游

- 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!



## Long-Term Availability

Product Lifecycle Management and  
Supply Chain Management



## Domain- Focused Intelligent System

## Design-In Service

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

# Domain-Focused Systems

## To Enable Industry Leading Innovations



### AIOT AUTOMATION

Machine Vision, HMI, Edge Computing, AMR, Industrial System

### TRANSPORTATION

Surveillance & Security, PIDS, Driver Console & Management Gateway

### NETWORK

IIoT Gateway, UTM, IPS/IDS, SD-WAN, Next Generation Firewall

### RETAIL

Digital Signage, Interactive Kiosk, Self-Service Kiosk, IWB

### 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  
**750+** Employees  
**\$156M** Revenue

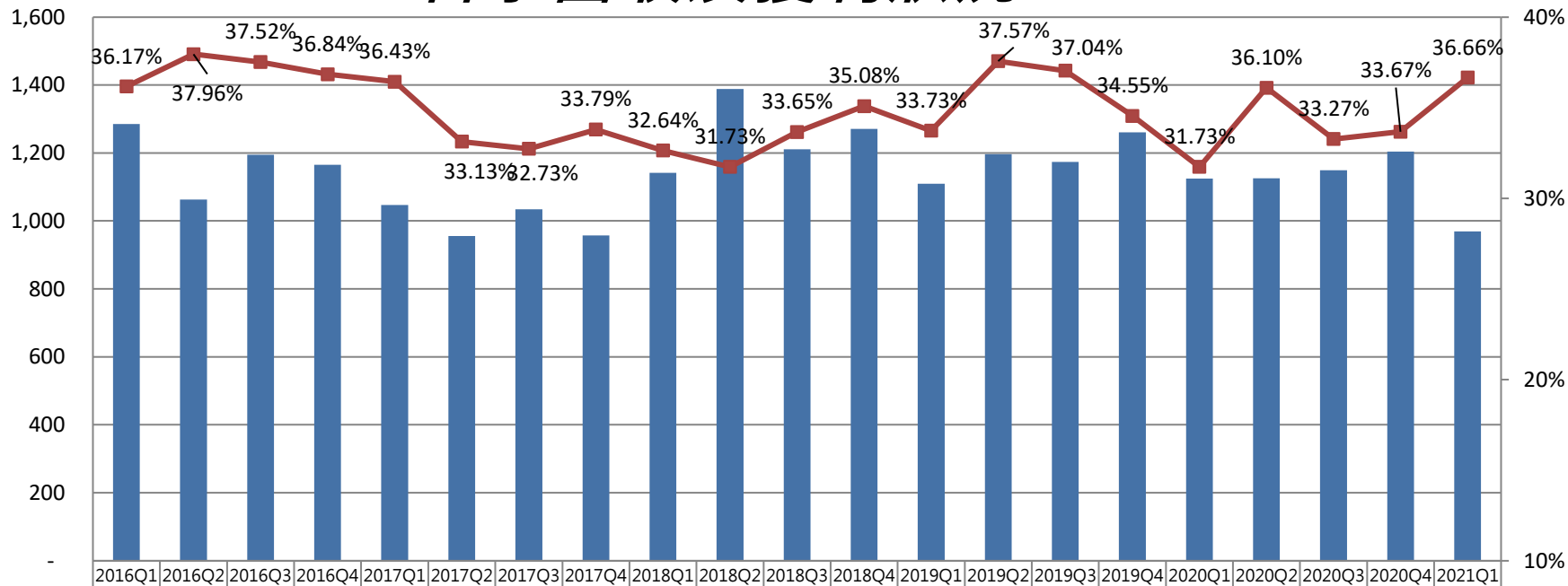




**經營績效**

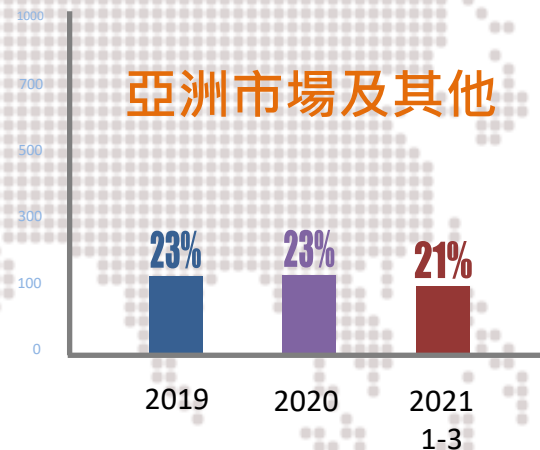
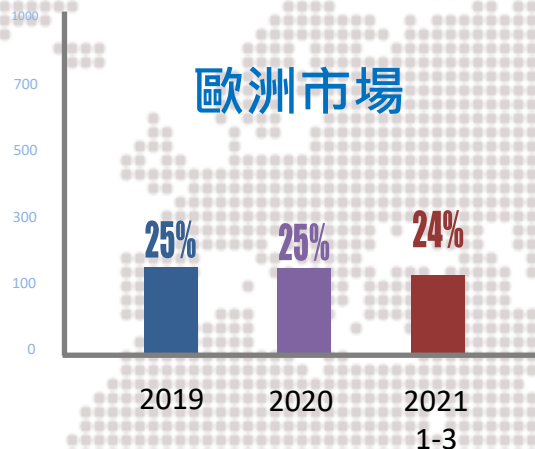
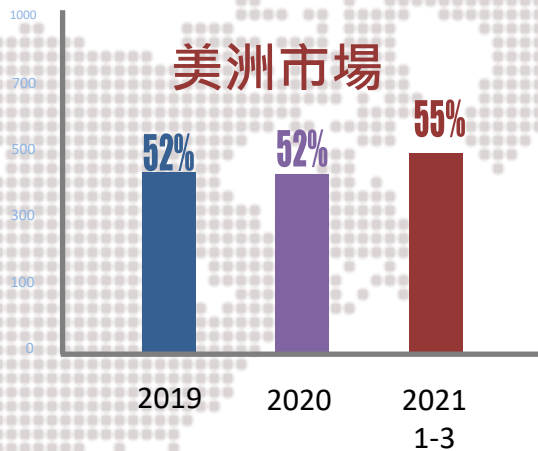


# 各季營收及獲利狀況

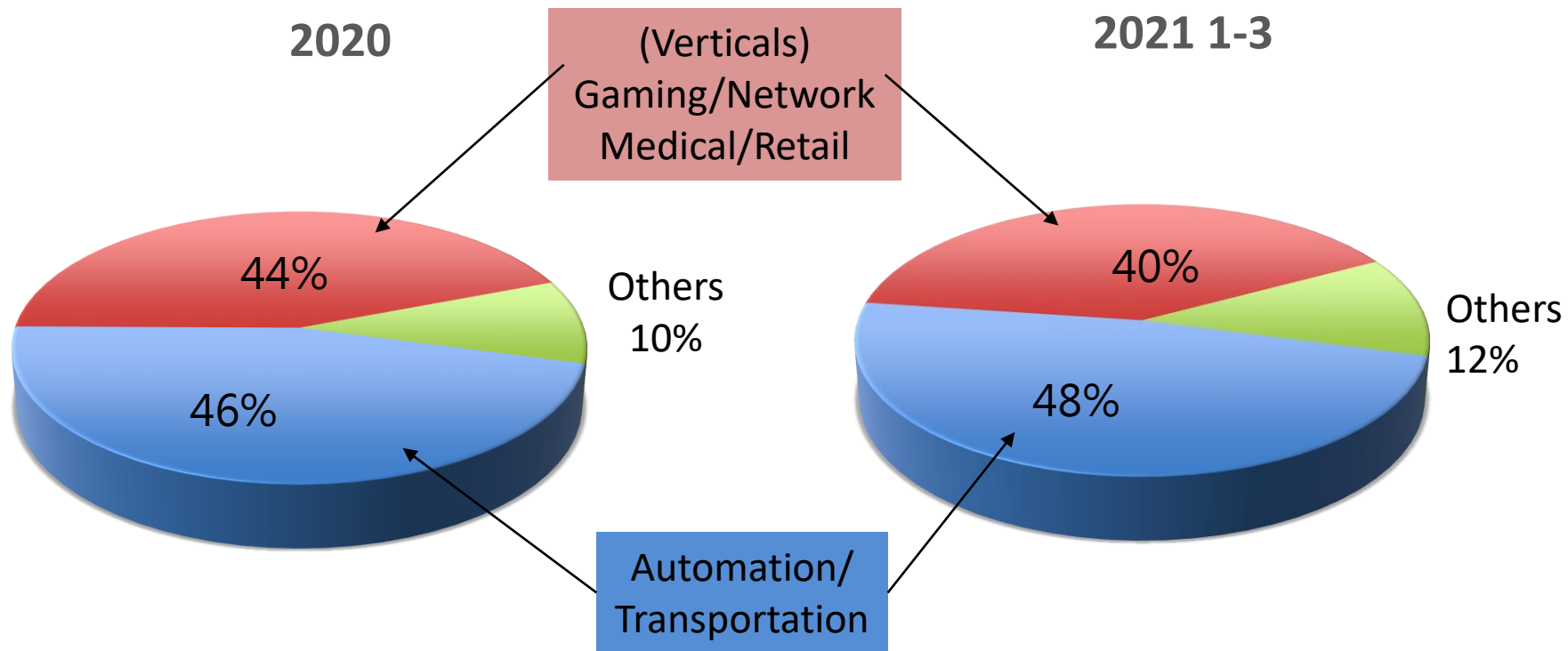


營業收入(百萬元)	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969
毛利率	36.17%	37.96%	37.52%	36.84%	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%
淨利率	8.61%	7.55%	7.95%	7.64%	2.89%	79.91%	8.84%	4.54%	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%
營業費用率	24.55%	29.07%	25.82%	27.63%	29.39%	27.75%	22.15%	27.65%	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%
有效稅率	21.71%	24.55%	21.60%	28.69%	11.07%	7.48%	18.11%	18.03%	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%
基本每股盈餘	1.35	0.97	1.15	1.09	0.35	9.66	1.16	0.54	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

# 營收分析 - 地區別



# 營收分析 - 應用別





# *The Passion of Doing Great Things*

大膽轉身, 熱情串聯 | 追求卓越, 迎向冠軍