



艾訊股份有限公司 法人說明會簡報

發言人
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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) and a small green plant growing out of a mound of dark red soil in the foreground. The text 'The Passion of Doing Great Things' is written in a white, italicized font along the bottom curve of the 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。



KIWI310

1.8" SBC with Intel® Celeron® Processor N3350, Micro HDMI, 1 GbE LAN, 2 USB 3.2 and 40-pin GPIO



mBOX100

Medical Grade Fanless Slim System with 8th Gen Intel® Core™ i7/i5 & Celeron® Processor for Smart Healthcare Applications



iHPC300

4U Rackmount GPU Workstation with 3rd Generation Intel® Xeon® Scalable Processor and Multiple Accelerator Cards



GOT815W-511

15.6" FHD TFT IP66 & IP69K-rated Stainless Steel Fanless PCT (or Resistive Touch) Panel Computer with Intel® Core™ i5-73...

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

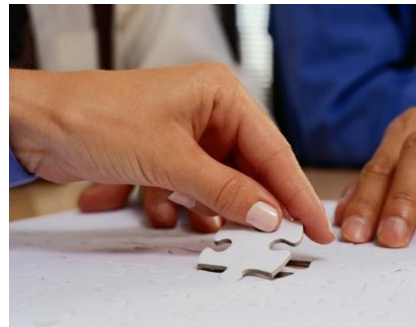


下游

- 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

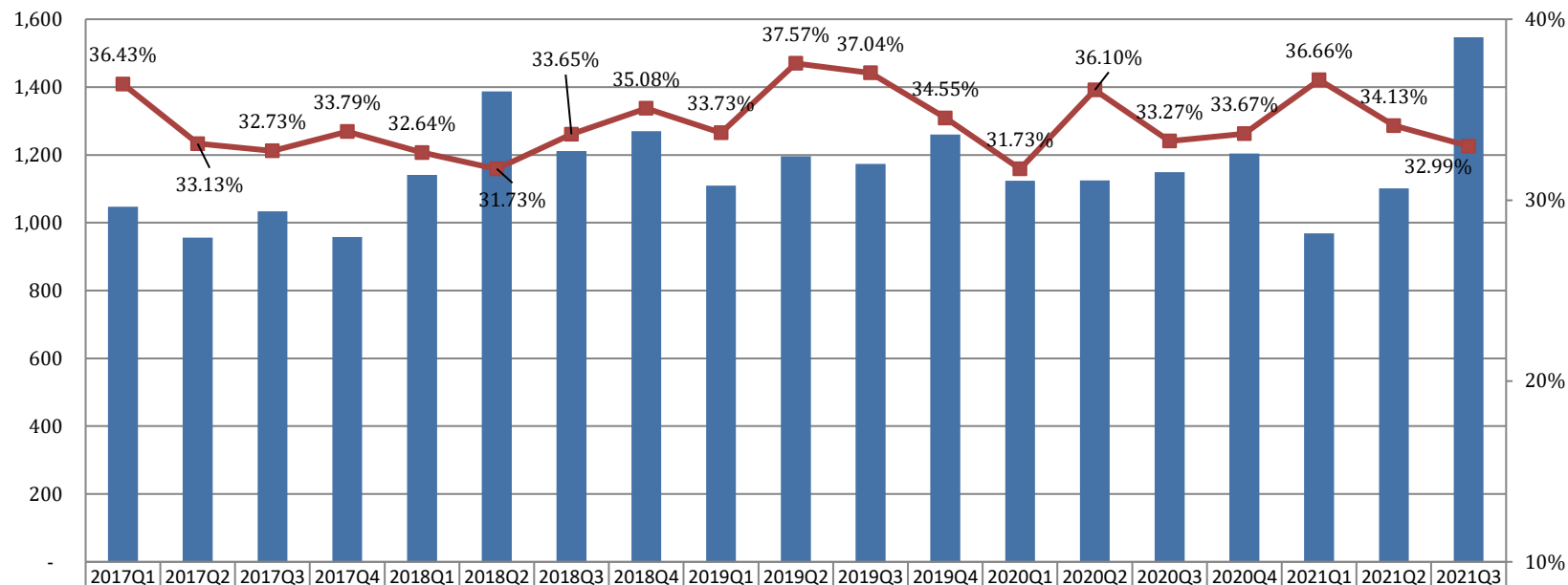
15 Sales offices
60+ Distributors
200+ Engineers
750+ Employees
\$156M Revenue





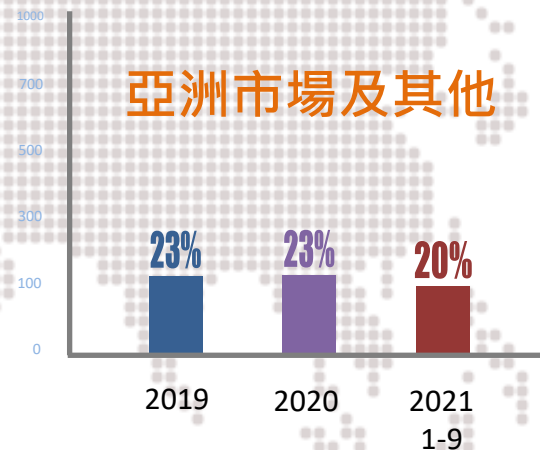
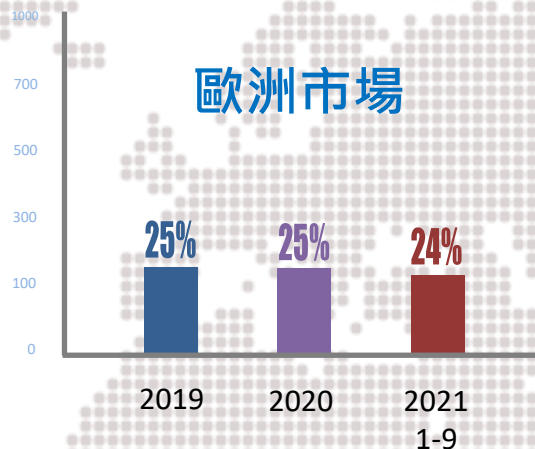
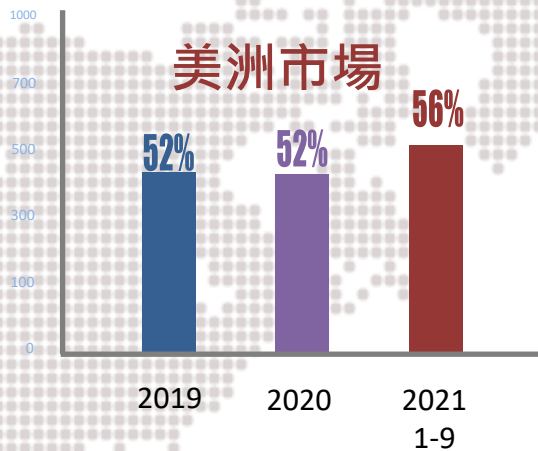
經營績效

各季營收及獲利狀況

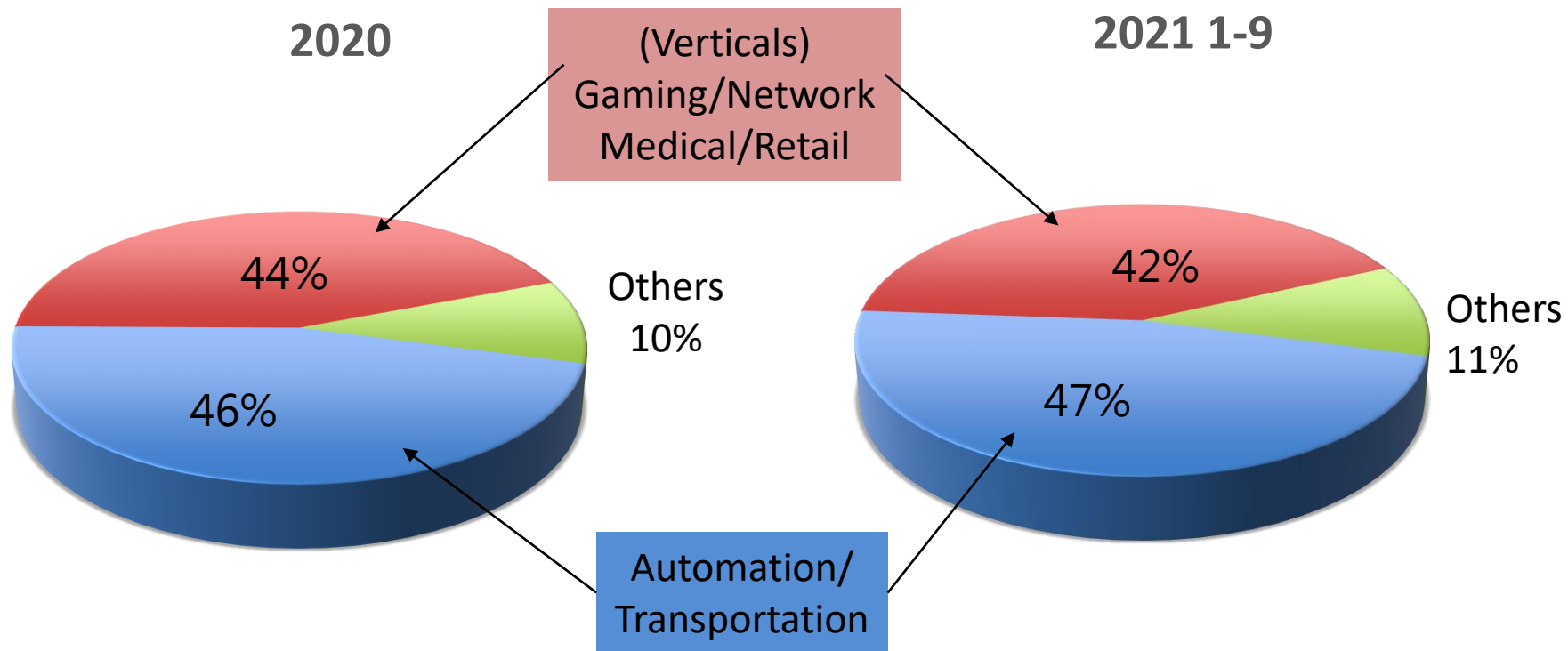


營業收入(百萬元)	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547
毛利率	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%
淨利率	2.89%	79.91%	8.84%	4.54%	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%	9.81%	5.30%	5.64%	12.34%	4.17%	8.78%
營業費用率	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%	27.67%	21.35%
有效稅率	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%	35.57%	26.80%
基本每股盈餘	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	0.55	1.58

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

