



艾訊股份有限公司 法人說明會簡報

發言人
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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. The text 'The Passion of Doing Great Things' is written in a white, sans-serif font, curving around the bottom and left side of the circular chart.

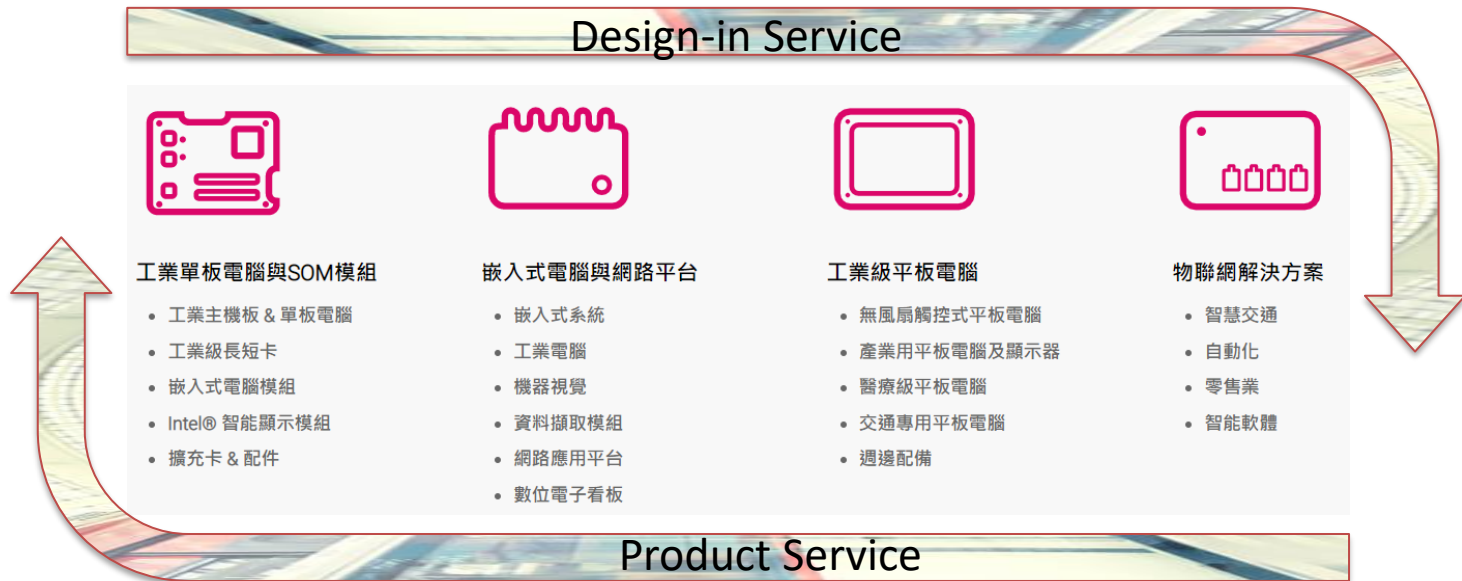
The Passion of Doing
Great Things



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、智慧交通，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

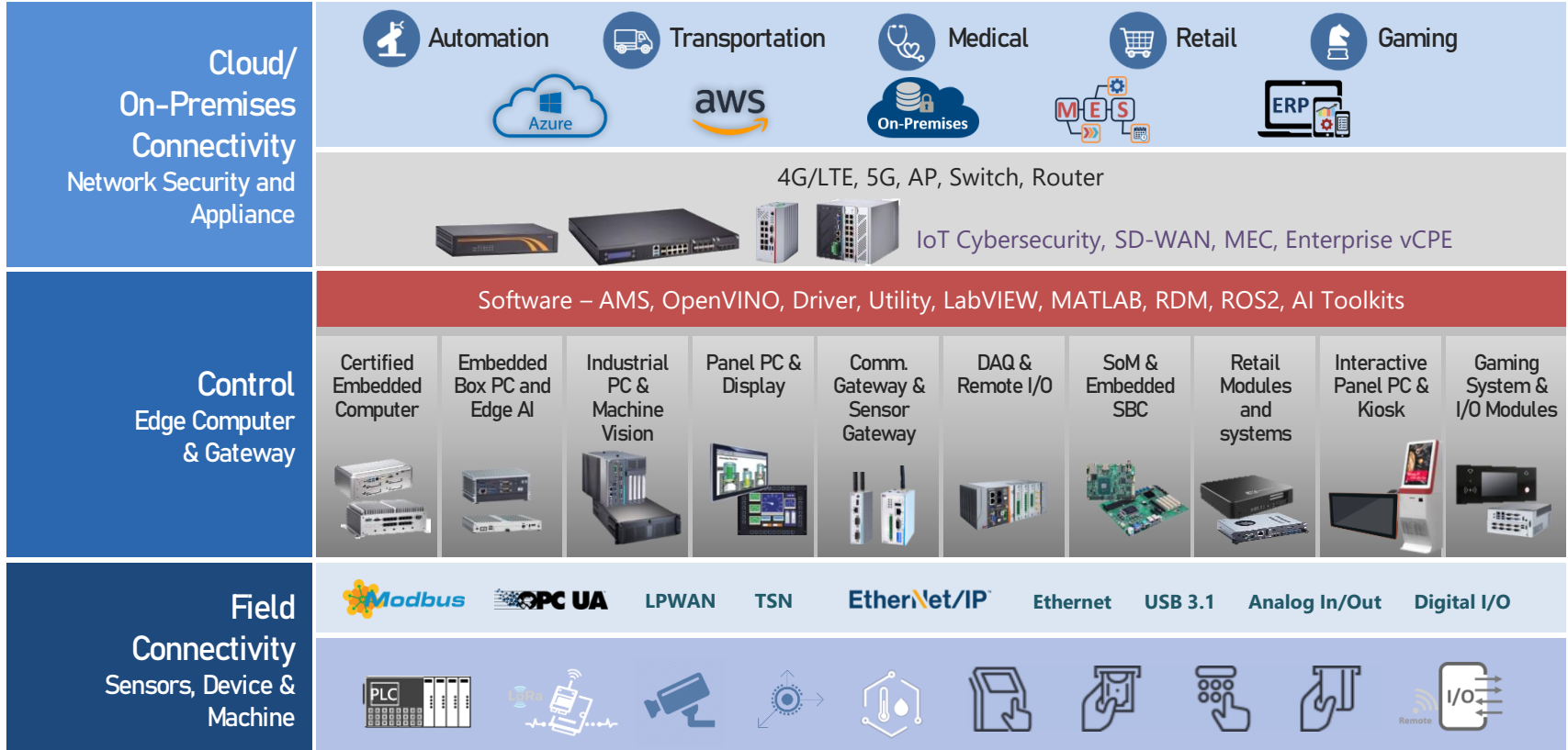
- 工業電腦製造商
 - 單板電腦、嵌入式電腦、周邊輸出入設備



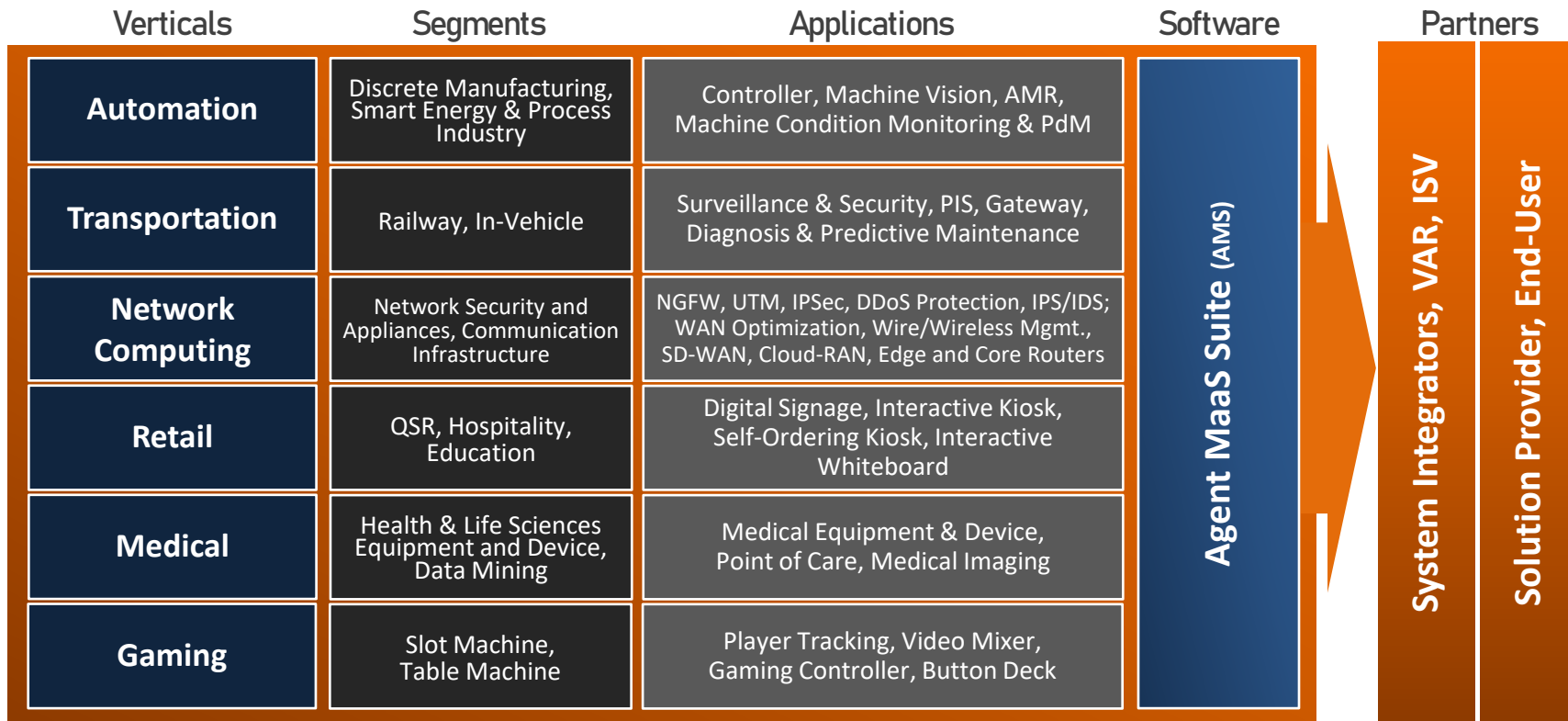
下游

- 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)

IloT Architecture & Axiomtek Direction



Vertical Market Focus



Vertical - Axiomtek AMR/AGV Modular Controller

Modular Controller for AMR/AGV

The controller is required to coordinate multiple AMRs to ensure that no collisions occur while tasks are performed. The controller must dispatch AMRs so that the shortest possible cycle time is achieved.



AMR/AGV SOFTWARE

- AMR/AGV Management and Operating
- ROS1 and ROS2 Supported

COMPATIBLE PERIPHERALS

- Wireless Solution (Wi-Fi / LoRa / Zigbee)
- Compatible Sensors (LiDAR / Ultrasonic / Laser / Motor)

AMR/AGV CONTROLLER

- PC-based Main Board
- Control Board
- I/O & Sensor Board

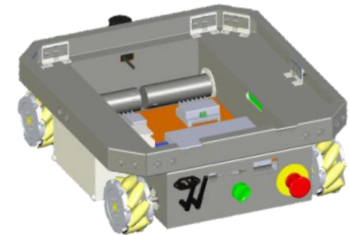


Wireless

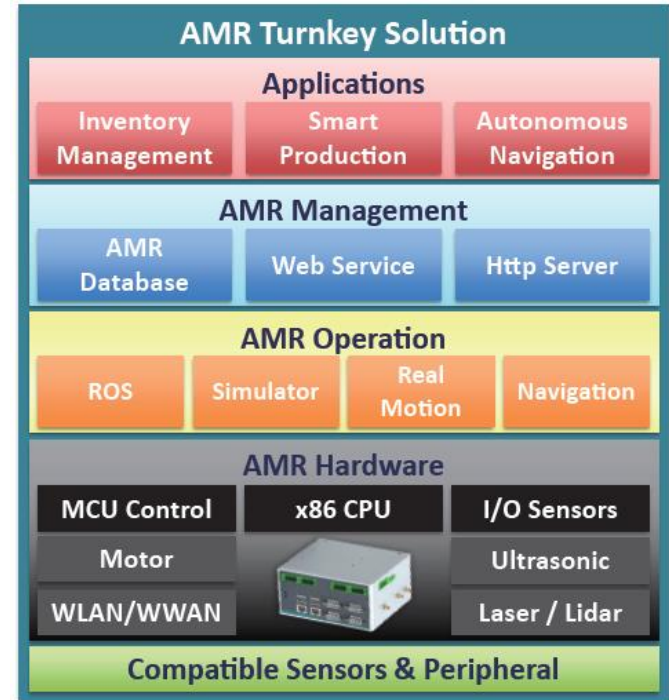
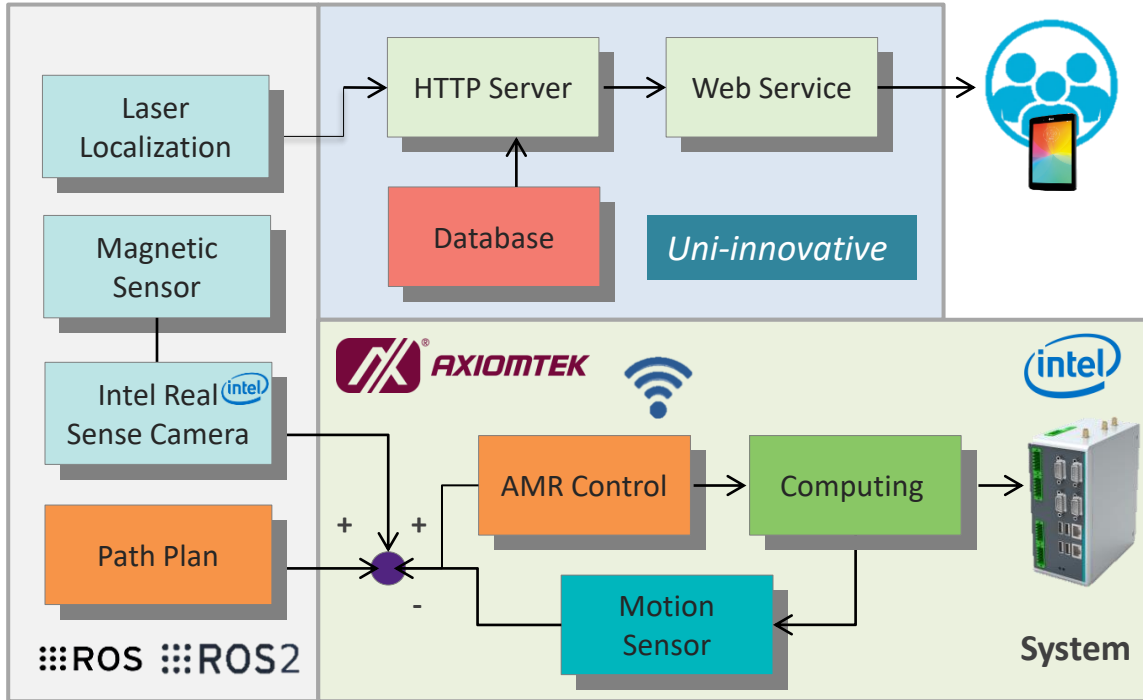
Motion Sensor

AMR/AGV Controller

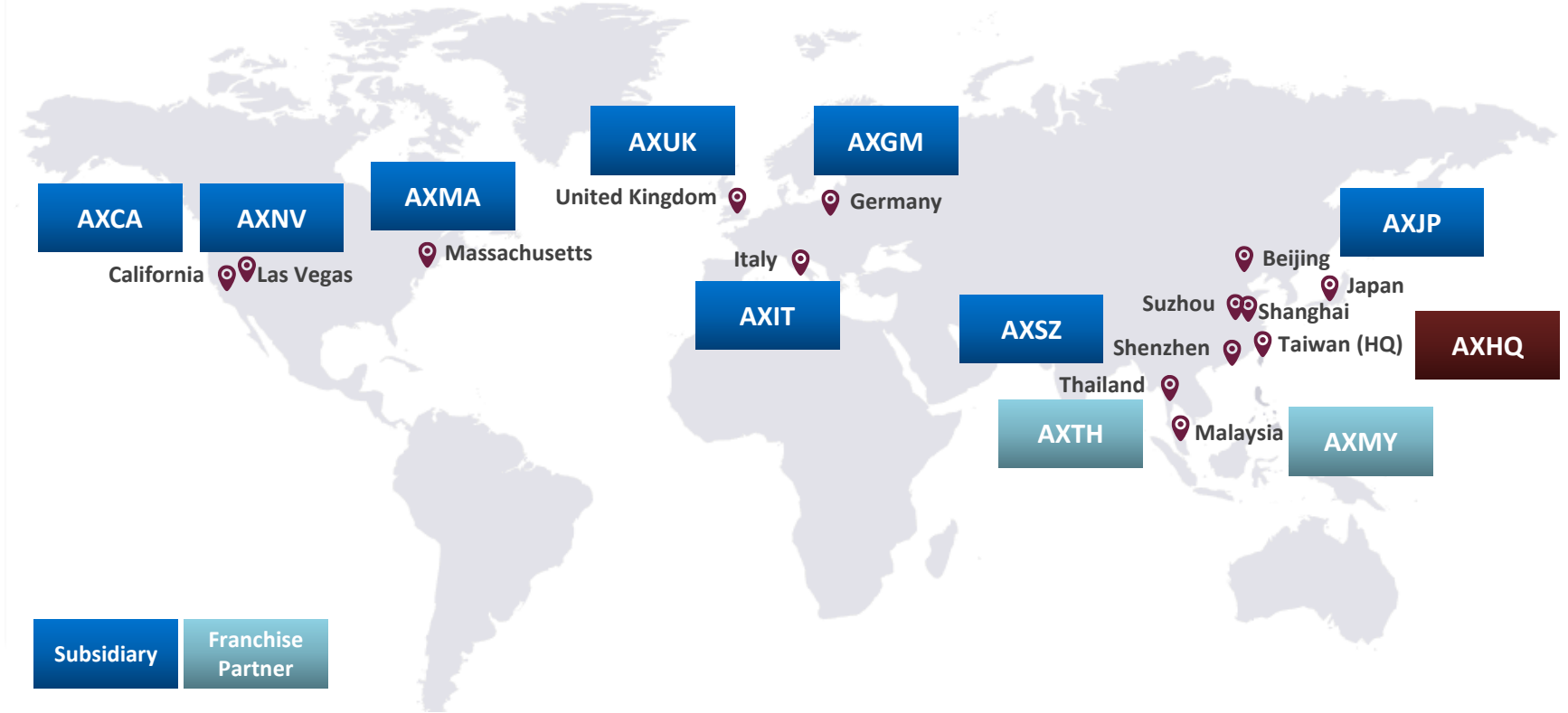
AMR/AGV



Axiomtek AMR Solution Architecture



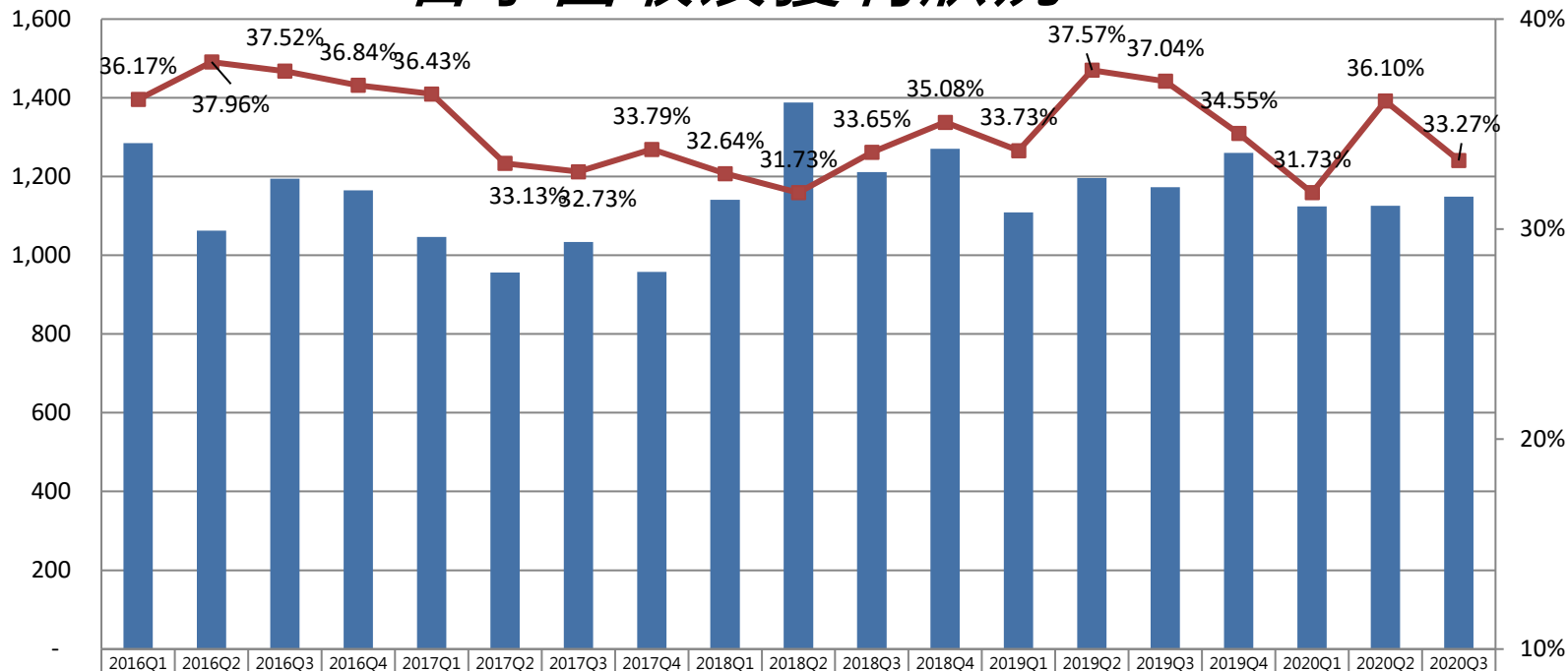
艾訊全球營運據點





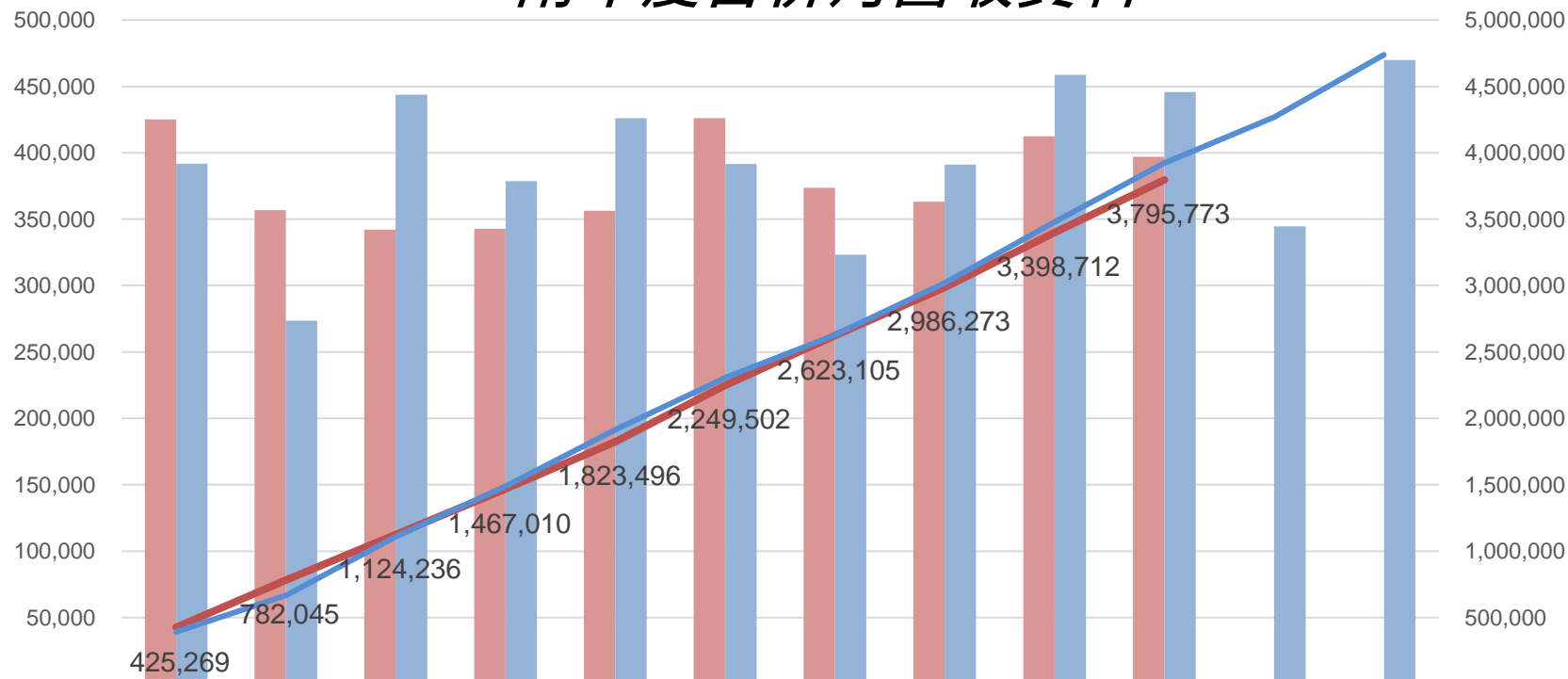
經營績效

各季營收及獲利狀況



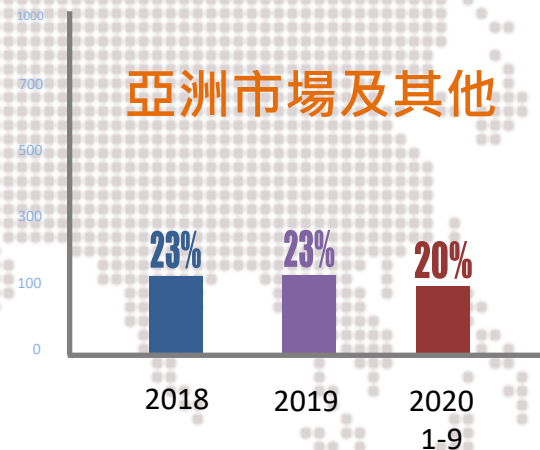
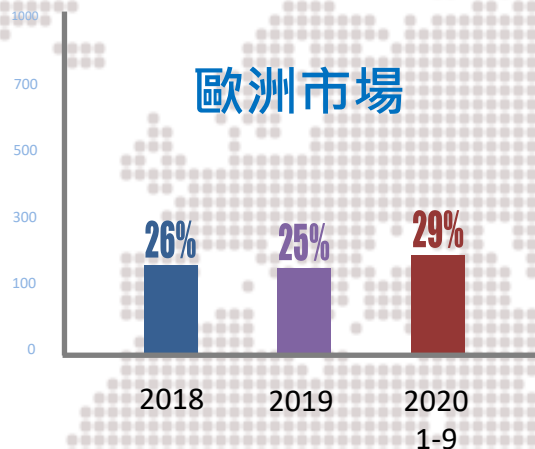
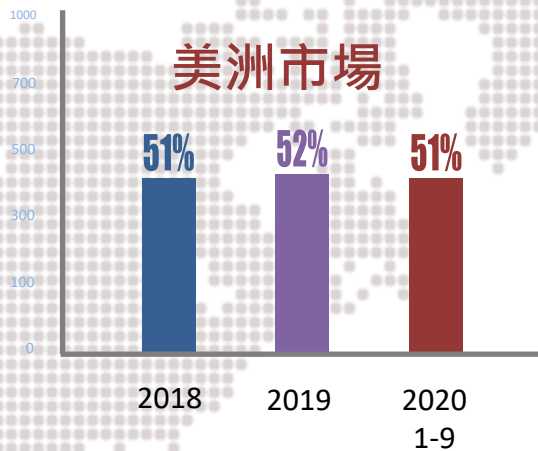
營業收入(百萬)	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149
毛利率	36.17%	37.96%	37.52%	36.84%	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%
淨利率	8.61%	7.55%	7.95%	7.64%	2.89%	79.91%	8.84%	4.54%	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%	9.81%	5.30%
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%
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%
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

兩年度合併月營收資料

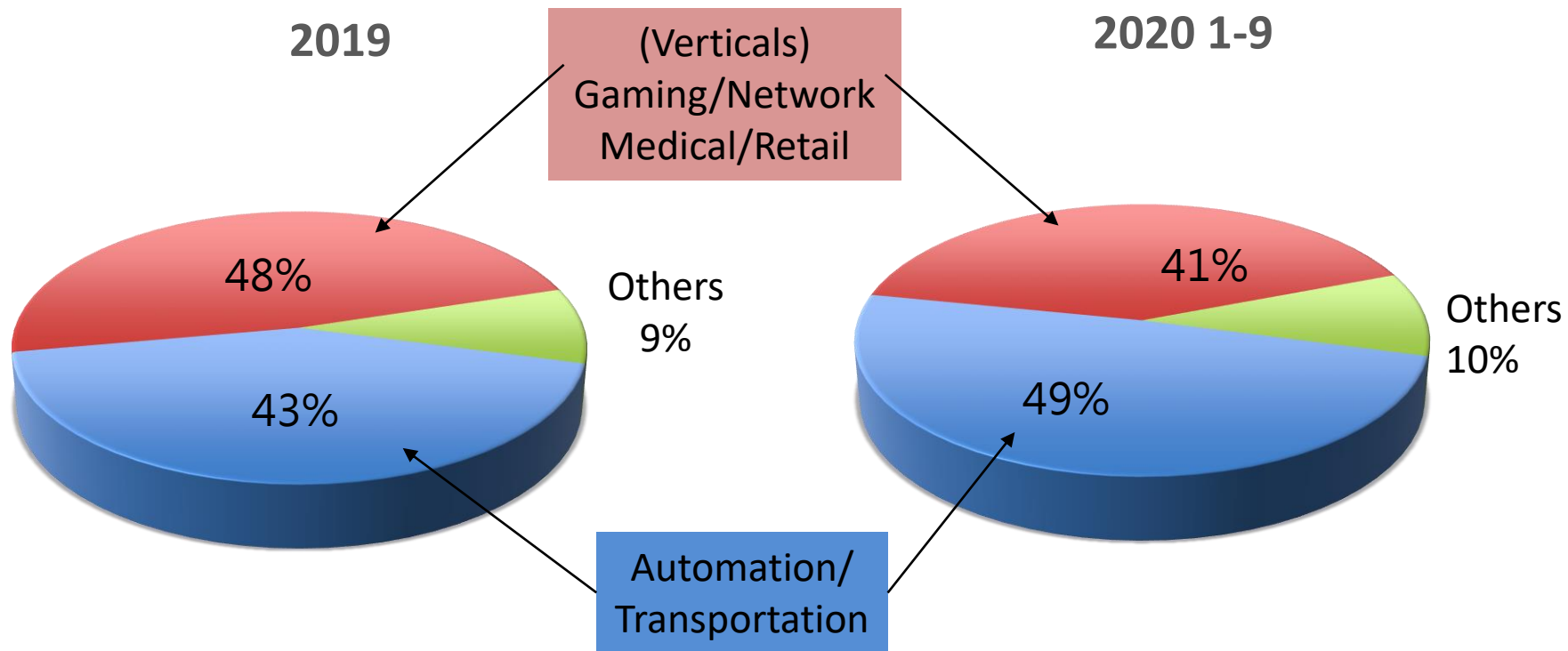


2020	1	2	3	4	5	6	7	8	9	10	11	12
2019	391,803	273,638	443,776	378,658	425,985	391,551	323,321	391,082	458,816	445,759	344,616	469,906
2020	425,269	782,045	1,124,2	1,467,0	1,823,4	2,249,5	2,623,1	2,986,2	3,398,7	3,795,7		
2019	391,803	665,441	1,109,2	1,487,8	1,913,8	2,305,4	2,628,7	3,019,8	3,478,6	3,924,3	4,269,0	4,738,9

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

