



# 艾訊股份有限公司 法人說明會

發言人  
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## 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\$67億  
/NT\$10.2億

Facility Space  
/Employees

6000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



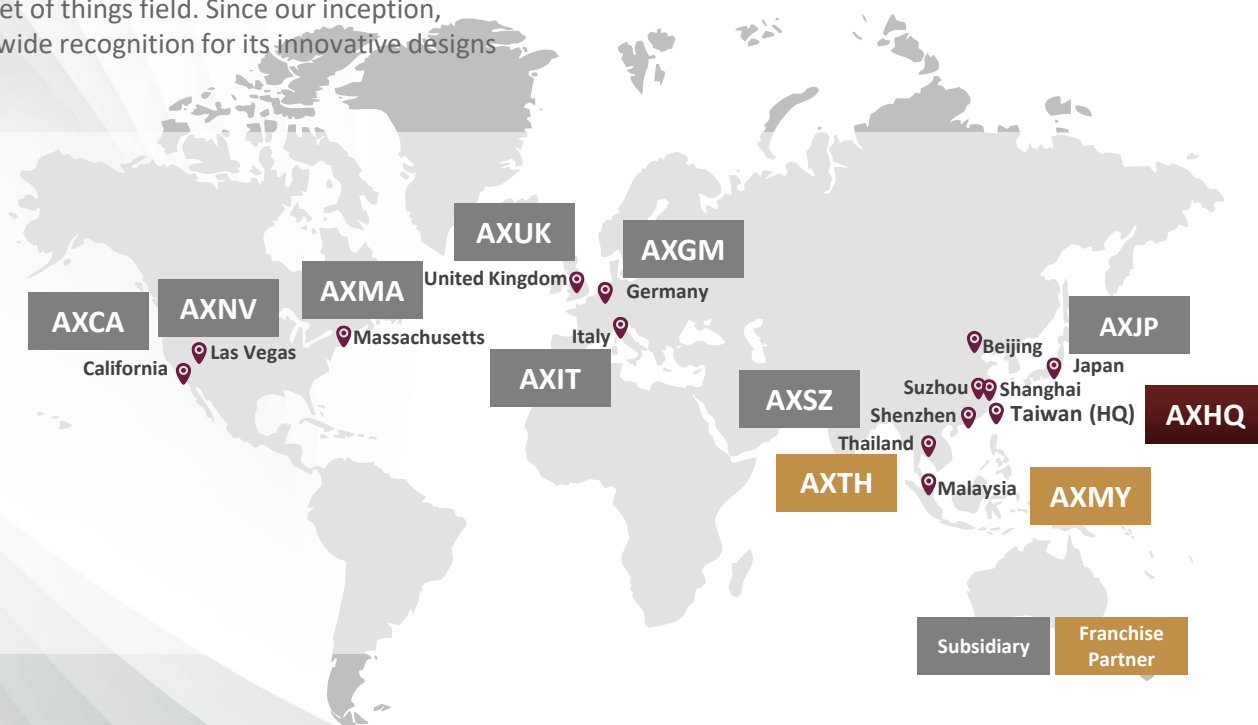
## 下游

- 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)

# Axiomtek Global Operation

Founded in 1990, Axiomtek is a leading design and manufacturing company in the embedded, edge computing, and internet of things field. Since our inception, Axiomtek has successfully gained worldwide recognition for its innovative designs and outstanding customer satisfaction.

15 Sales offices  
60+ Distributors  
200+ Engineers  
800+ Employees  
\$215.1M Revenue



# Manufacturing & Logistic Service Center

## Global Support

Axiomtek maintains a global network of international subsidiaries and distributors representing our brand in more than 60 countries. Our sales and technical support resources are seamlessly accessible to our customers and channel partners alike through 15 Axiomtek offices located in APAC, Europe, and the USA.

### HEADQUARTERS

Over 9,700 square meters of factory space along with the latest manufacturing equipment gives us the capacity in fully serving the OEM/ODM businesses while achieving high quality on timely deliveries at lower costs. Utilizing the lead-free technology, our manufacturing facilities, including the most advanced SMT assembly lines and optical inspection systems, are ISO 9001, ISO 14001, and ISO 13485 certified.





# Domain-Focused Solutions

Value UP  
Your Business



## **AUTOMATION**

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

## **RETAIL**

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

## **TRANSPORTATION**

Surveillance & Security, PIDS,  
Driver Console & Mgmt. Gateway

## **MEDICAL**


Medical Equipment & Device,  
Medical Imaging, AI Diagnosis

## **NETWORK**

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

## **GAMING**

Slot Machine, Electronic Table  
Game, PTS, Video Mixer



# 服務自動化解決方案

范奇文  
副總經理  
智能設計服務事業群



# 自助服務自動化範疇

利用技術和軟件工具，讓用戶或是顧客能夠自行完成各種服務操作，且無需依賴人工幫助



## ■ 產品應用：

**自助結帳：**零售業中的自助結帳設備以及自助收銀系統

**自助服務終端：**車站的自助售票機、醫院的自助報到機和繳費機

## ■ 應用產業

**零售業：**自助結帳和自助收銀

**餐飲業：**自助點餐系統

**醫療保健：**自助報到機和自助繳費系統

**交通運輸：**自助售票以及檢票系統

# 艾訊扮演的角色



## ■ 技術提供

**嵌入式系統：**提供可靠的硬體平台，支援自助服務設備（如自助結帳機、自助點餐機等）的運作。

**客製化解決方案：**提供客製化(ODM)的硬體解決方案，滿足快速進入不同垂直市場的需求。

## ■ 系統整合

**物聯網(IOT)應用：**結合艾訊的軟體套件，提升自助服務設備的互聯互通以及智慧化管理。

# 博辰業務暨產品發展策略

## ■ 智能零售/餐飲

**自助點餐系統：**提供一站式自助服務，支持多元支付，提升顧客體驗，優化營運效率。

**智慧店取付-多元支付與管理系統：**從前端多元支付和安全防護到後端設備監控和數據分析，確保高效、安全和便捷的取貨和支付服務。



## ■ 智能停管

**一體化停車與充電方案：**參與智慧城市計畫，提供創新停車與充電二合一繳費服務。

**AI動態調整停車費率：**基於營運數據，開發雲端數據分析系統，實現實時費率動態調整。



## ■ 智能醫療

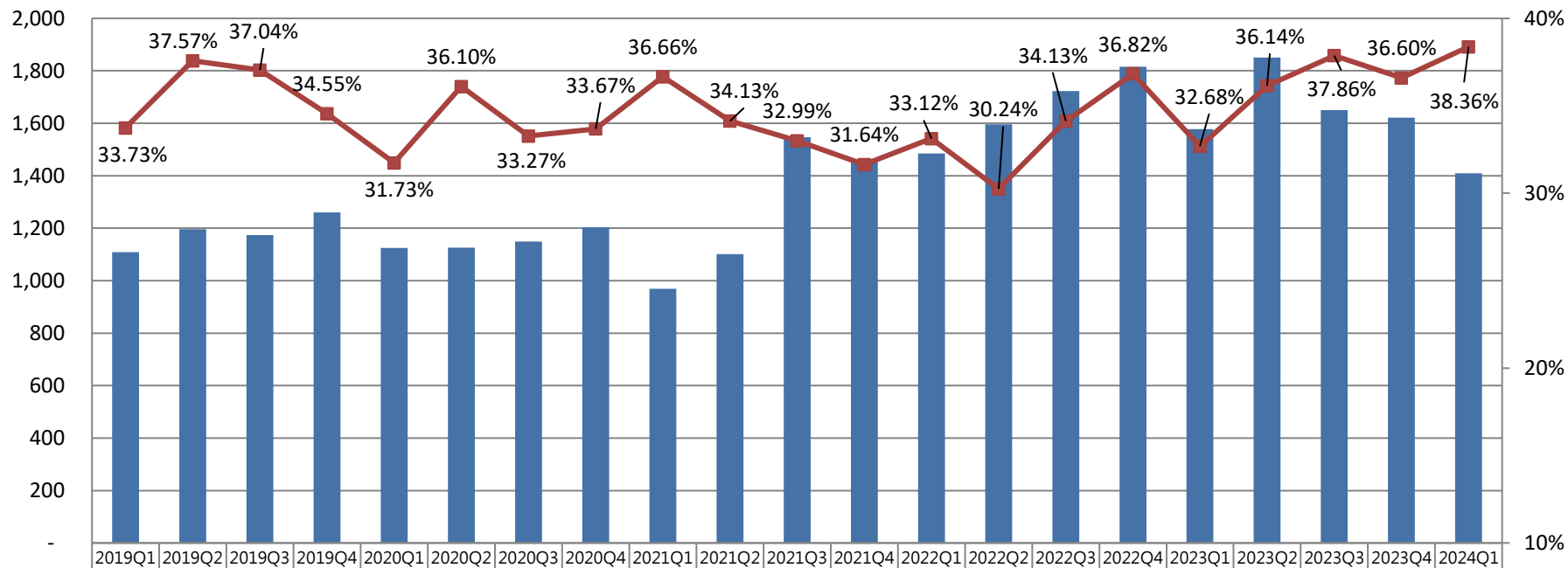
**智能醫療繳費系統：**加強與HIS系統對接，提供全面支付和資訊管理，減少排隊時間，提升服務品質。





經營績效

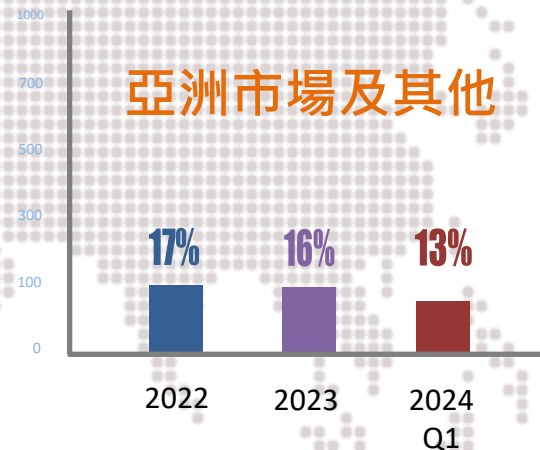
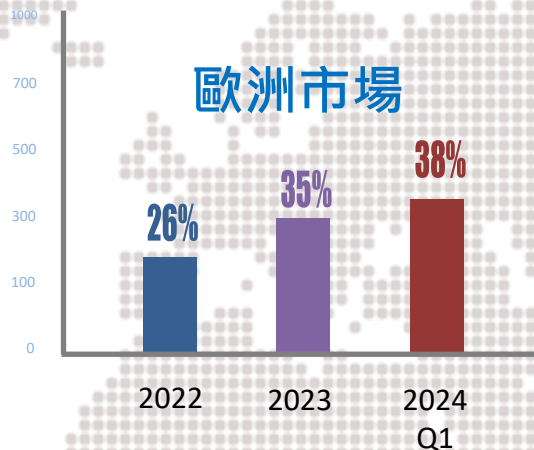
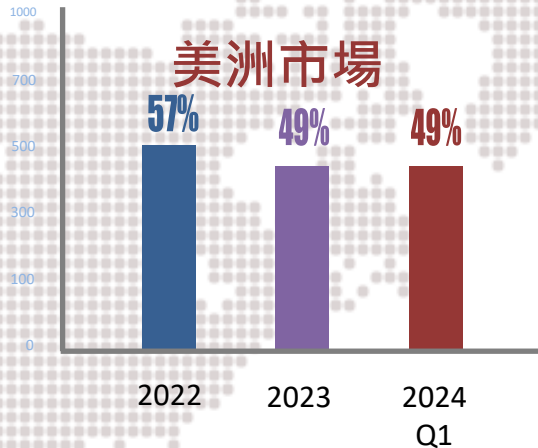
# 各季營收及獲利狀況



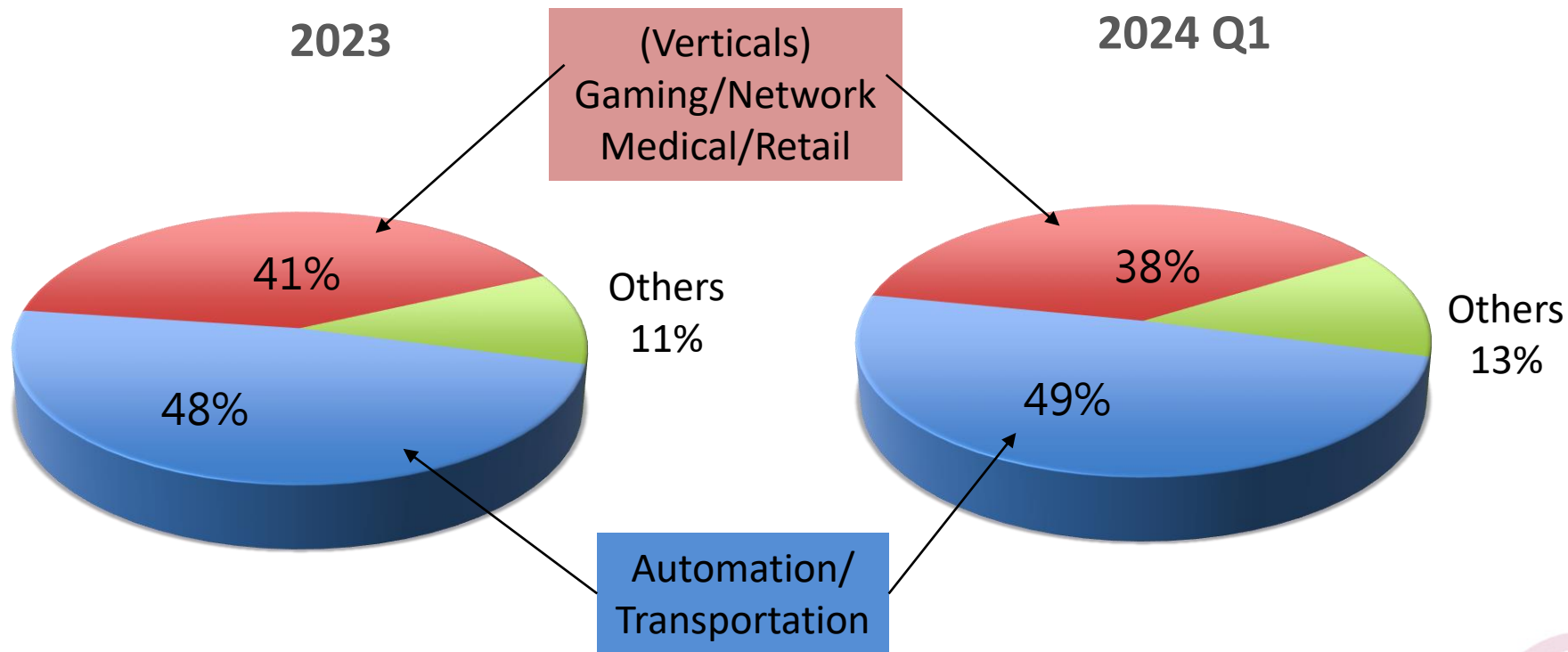
營業收入(百萬元)	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578	1,851	1,650	1,622	1,409
毛利率	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%	36.14%	37.86%	36.60%	38.36%
淨利率	10.50%	14.25%	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%	11.95%	13.76%	9.59%	10.50%
營業費用率	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%	20.63%	22.53%	21.94%	26.65%
有效稅率	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%	29.20%	26.56%	21.88%	33.85%
基本每股盈餘	1.33	1.95	1.15	0.81	0.75	1.23	0.67	0.75	1.30	0.50	1.44	0.90	1.35	0.81	1.94	1.95	1.23	2.19	2.24	1.53	1.45



# 營收分析 - 地區別



# 營收分析 - 應用別





# Thank You

*The Passion of Doing Great Things*

