

# ***Axiomtek Profile***

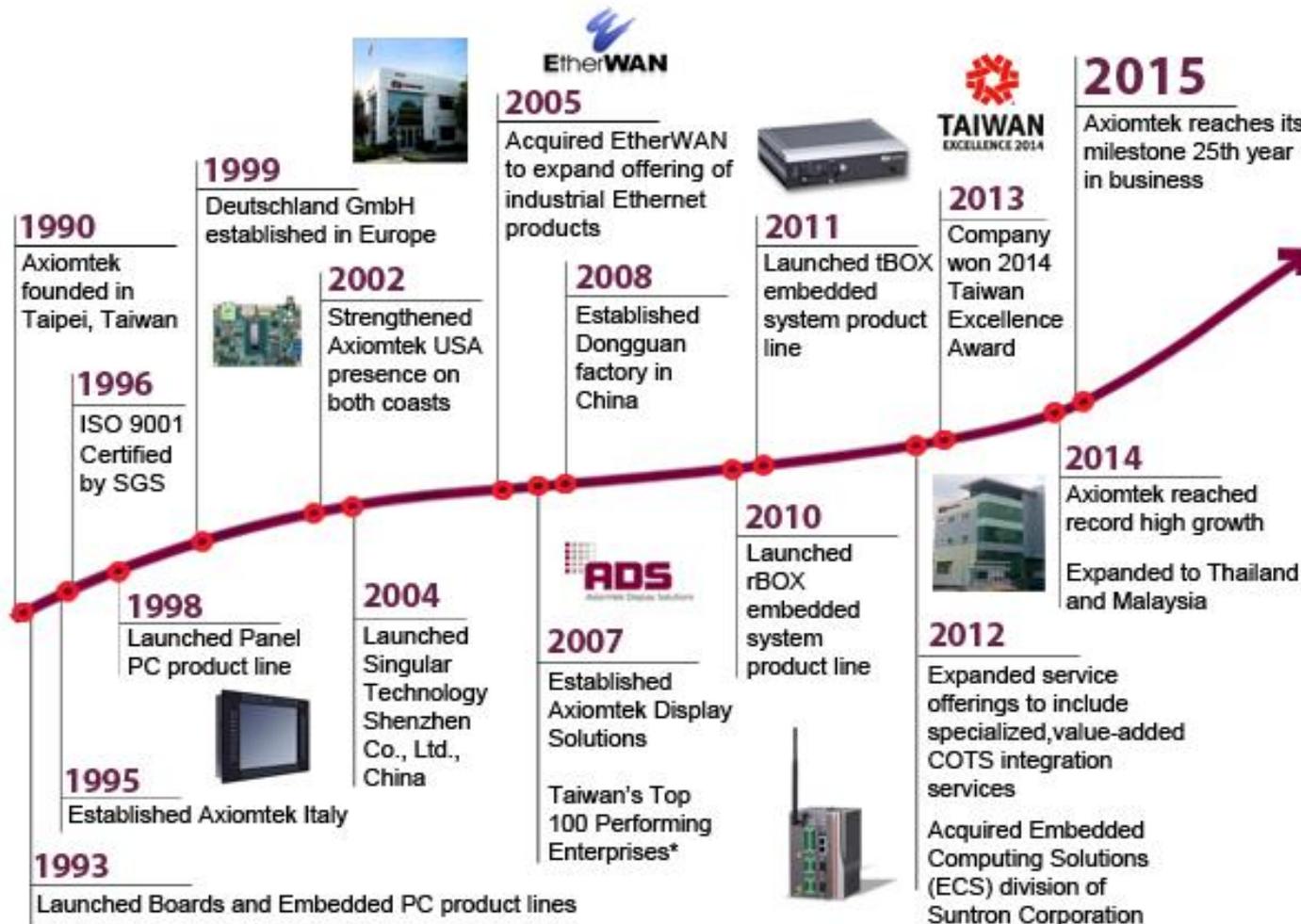


**YT Yang**  
**Chairman & CEO**  
**October 20, 2015**



# ***Agenda***

- ✓ **Milestone & Organization**
- ✓ Sales and Product Analysis
- ✓ What Our Development Allied with IoT



\*by CommonWealth Magazine

# Group Business Integration



**Networking**



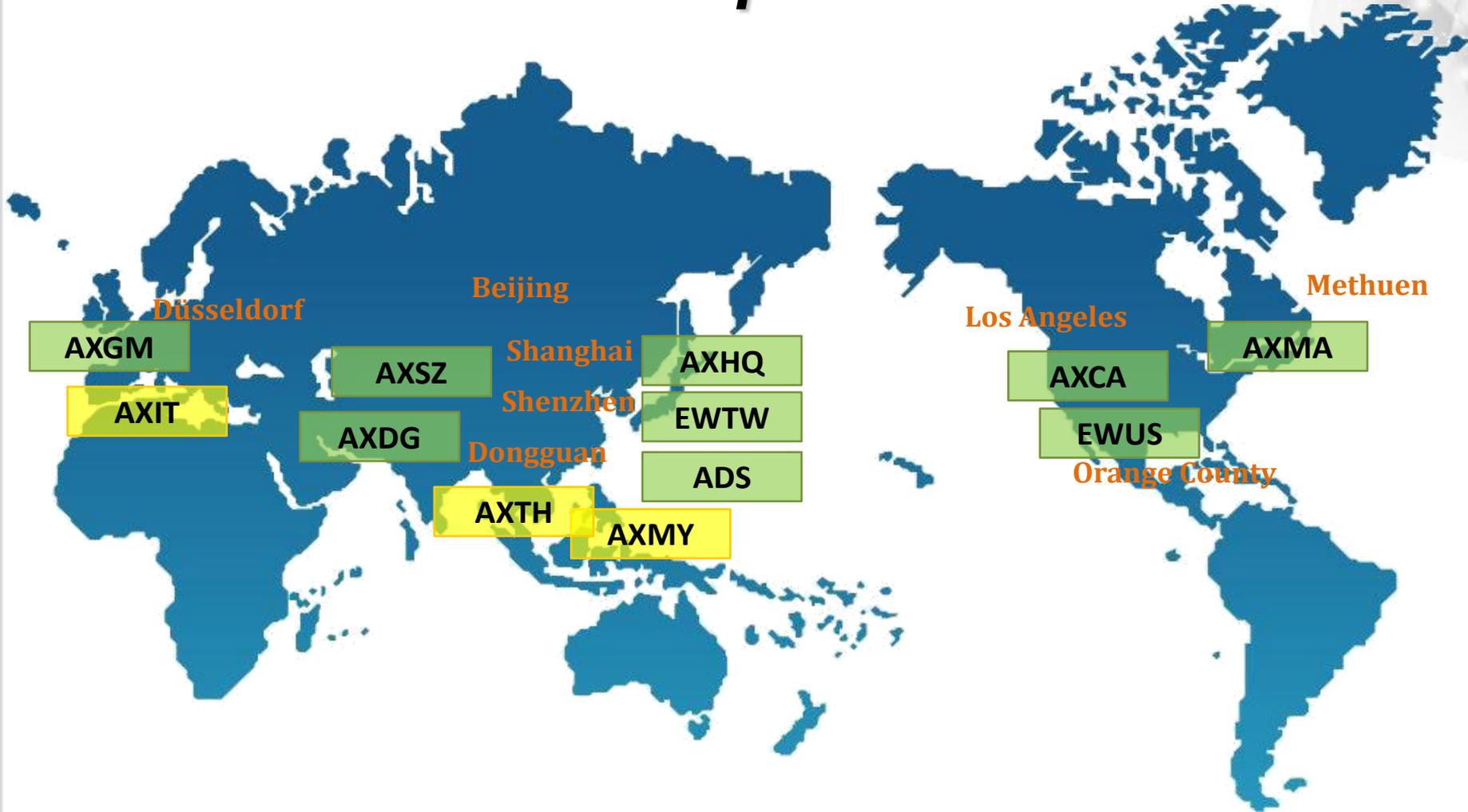
**Computing**



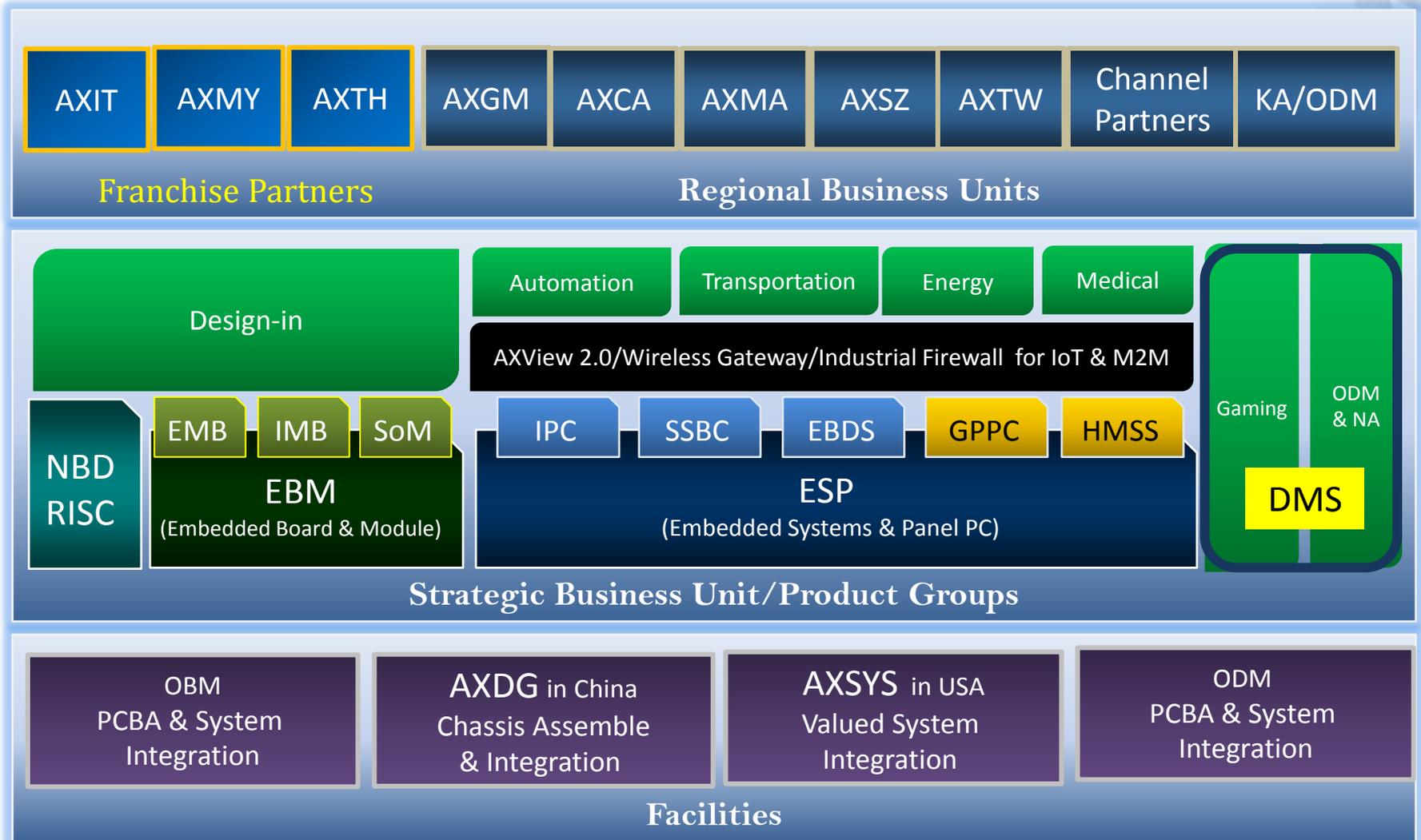
**Display & Power**



# Global Operation



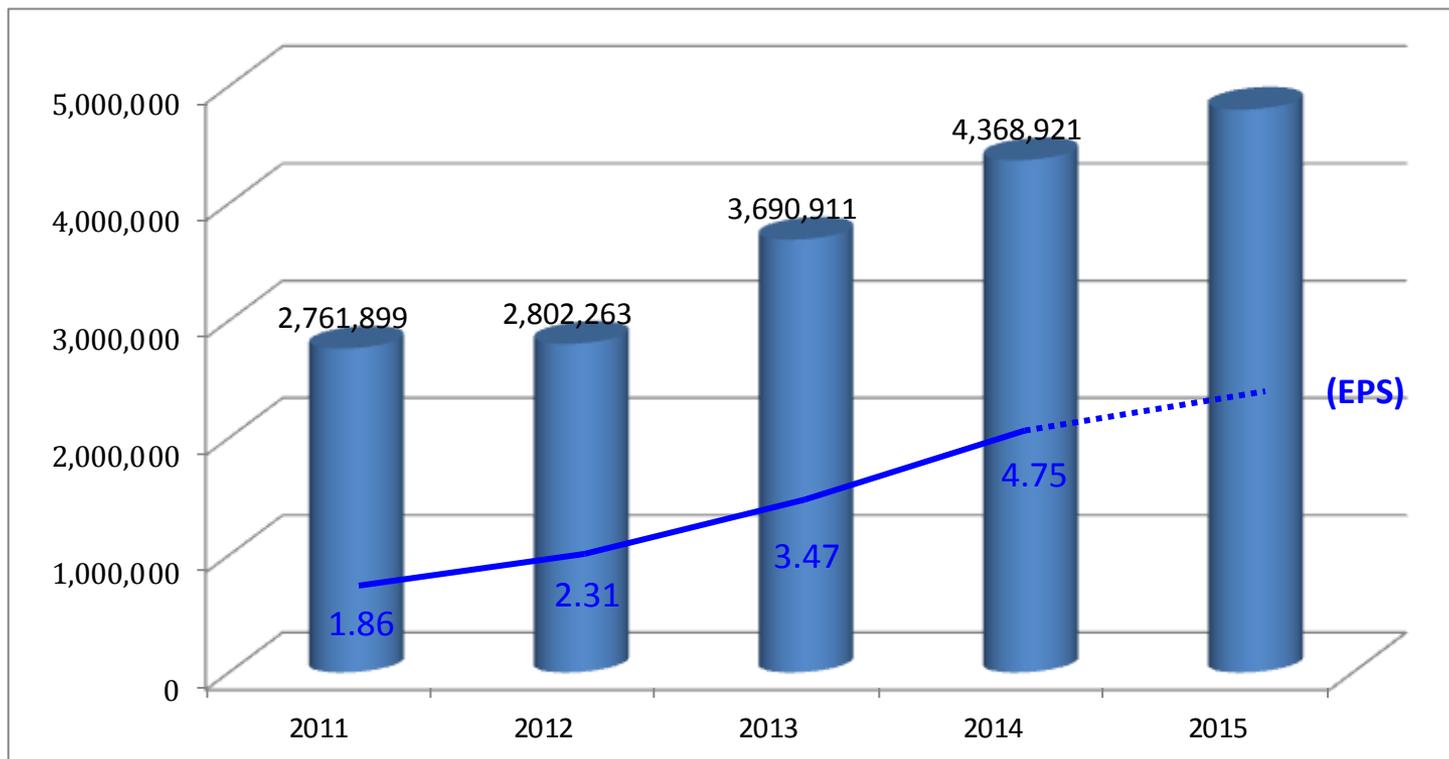
# Axiomtek BU Organization



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- ✓ Milestone & Organization
- ✓ **Sales and Product Analysis**
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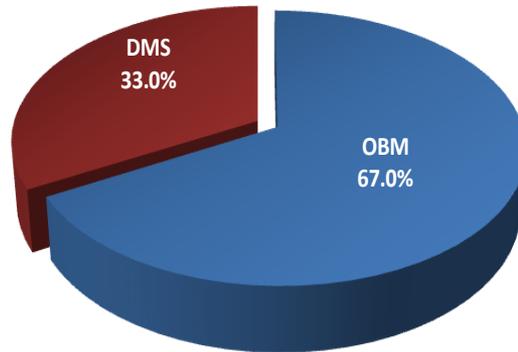
# Financial Results



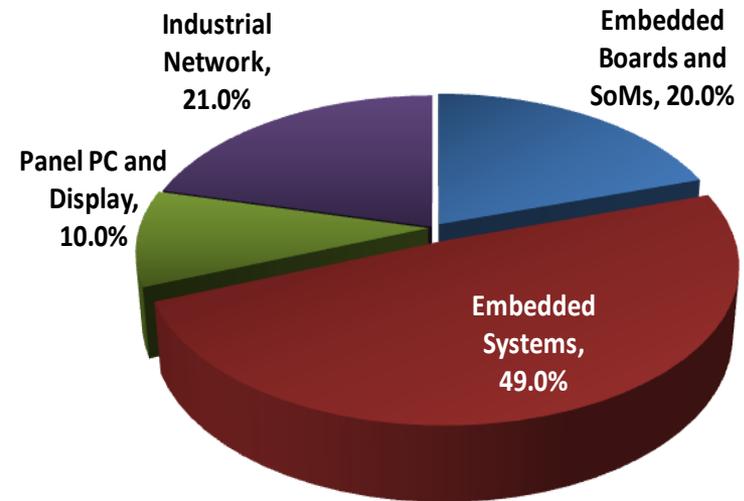
Year	2011		2012		2013		2014		2015	
	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2
Revenue (NTD K)	1,440,429	1,321,470	1,342,883	1,459,380	1,666,028	2,024,883	2,226,335	2,142,586	2,172,132	
	2,761,899		2,802,263		3,690,911		4,368,921			

# Product Revenue Breakdown

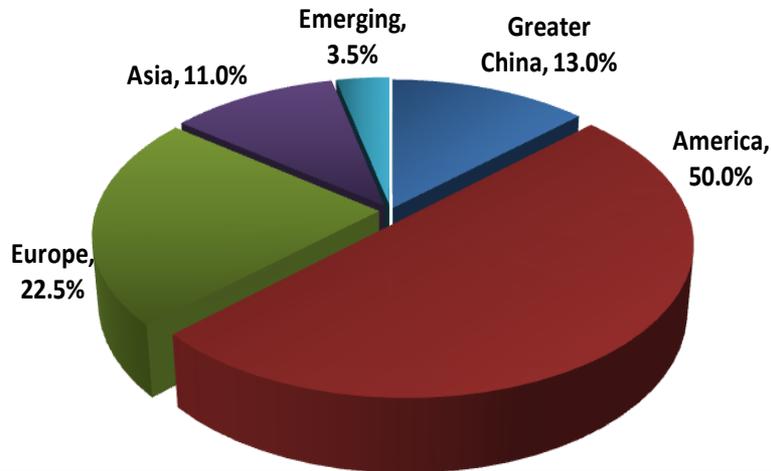
## ▶ by OBM/DMS(ODM)



## ▶ by Product



## ▶ Geography



# ***Agenda***

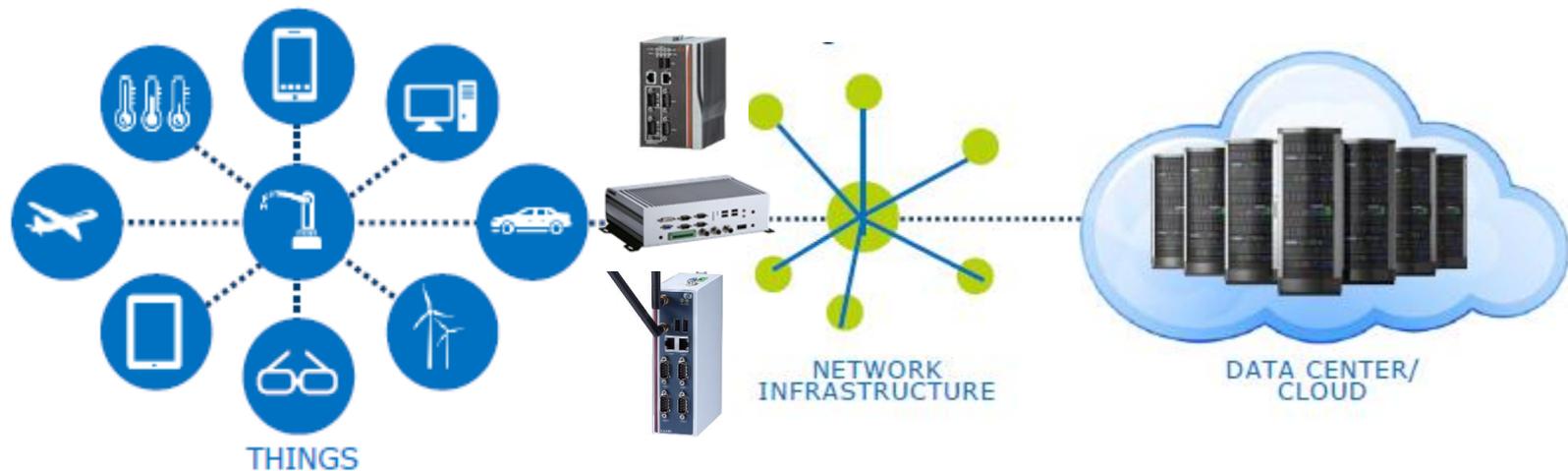
- ✓ Milestone & Organization
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# ***IoT and Industry 4.0***



# Internet of Things

Lead industry in transforming businesses and the way we live by making it simple to create exciting, new IoT solutions



Devices that connect to the Internet integrating greater compute capabilities using data analytics to extract information

# Talk About No. of Connectivity

85%

of existing industrial embedded devices are unconnected<sup>†</sup>



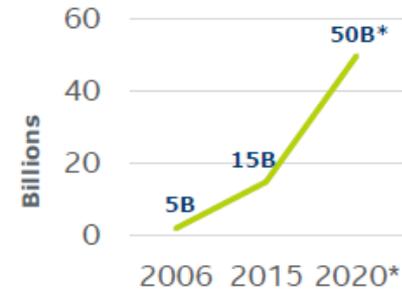
15B

Expected number of devices connecting to the internet in 2015



50B<sup>†</sup>

Expected number of devices connecting to the internet in 2020



# Intelligent & End to End Security Solution

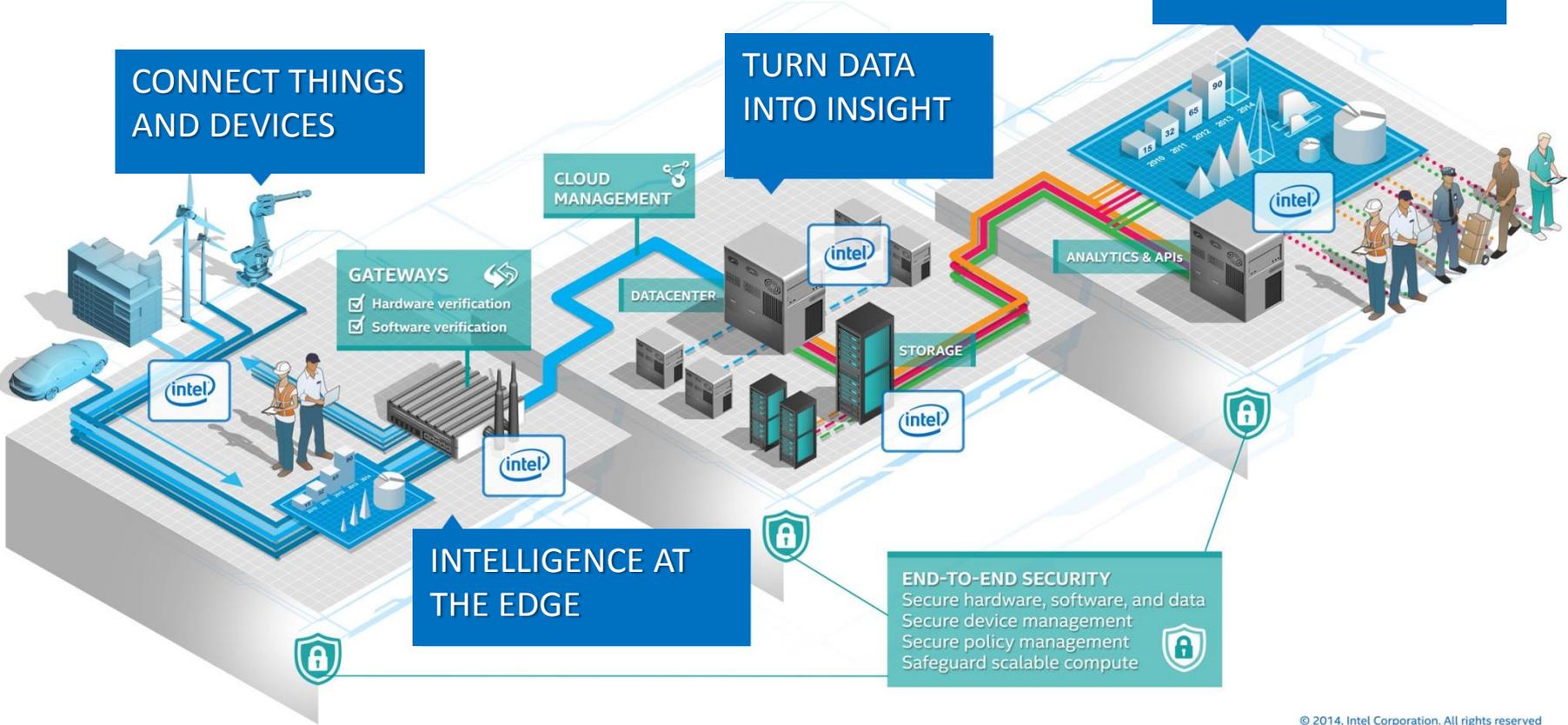
**intel** Intel® IoT Platform  
Secure, Scalable, Interoperable

The Intel® IoT Platform is an end-to-end reference model and family of products from Intel—that works with third-party solutions—to provide a foundation for seamlessly and securely connecting devices, delivering trusted data to the cloud, and delivering value through analytics.

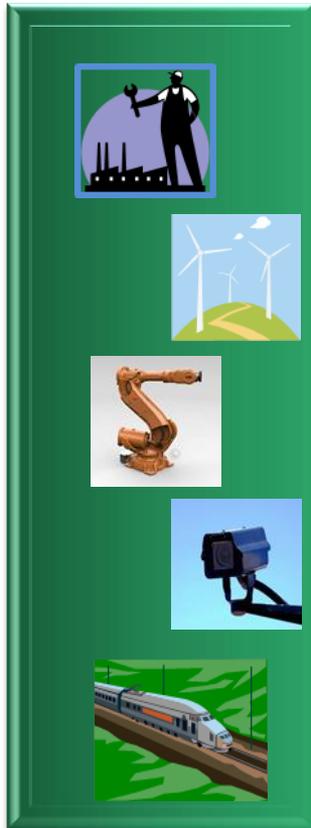
VISUALIZE DATA AND MONETIZE INSIGHT

CONNECT THINGS AND DEVICES

TURN DATA INTO INSIGHT



# How to Get Started for IoT



Define What You'd Like to Learn From Sensors

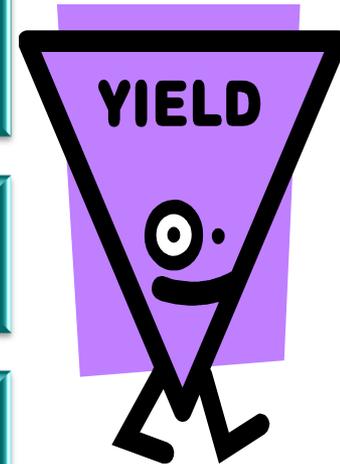
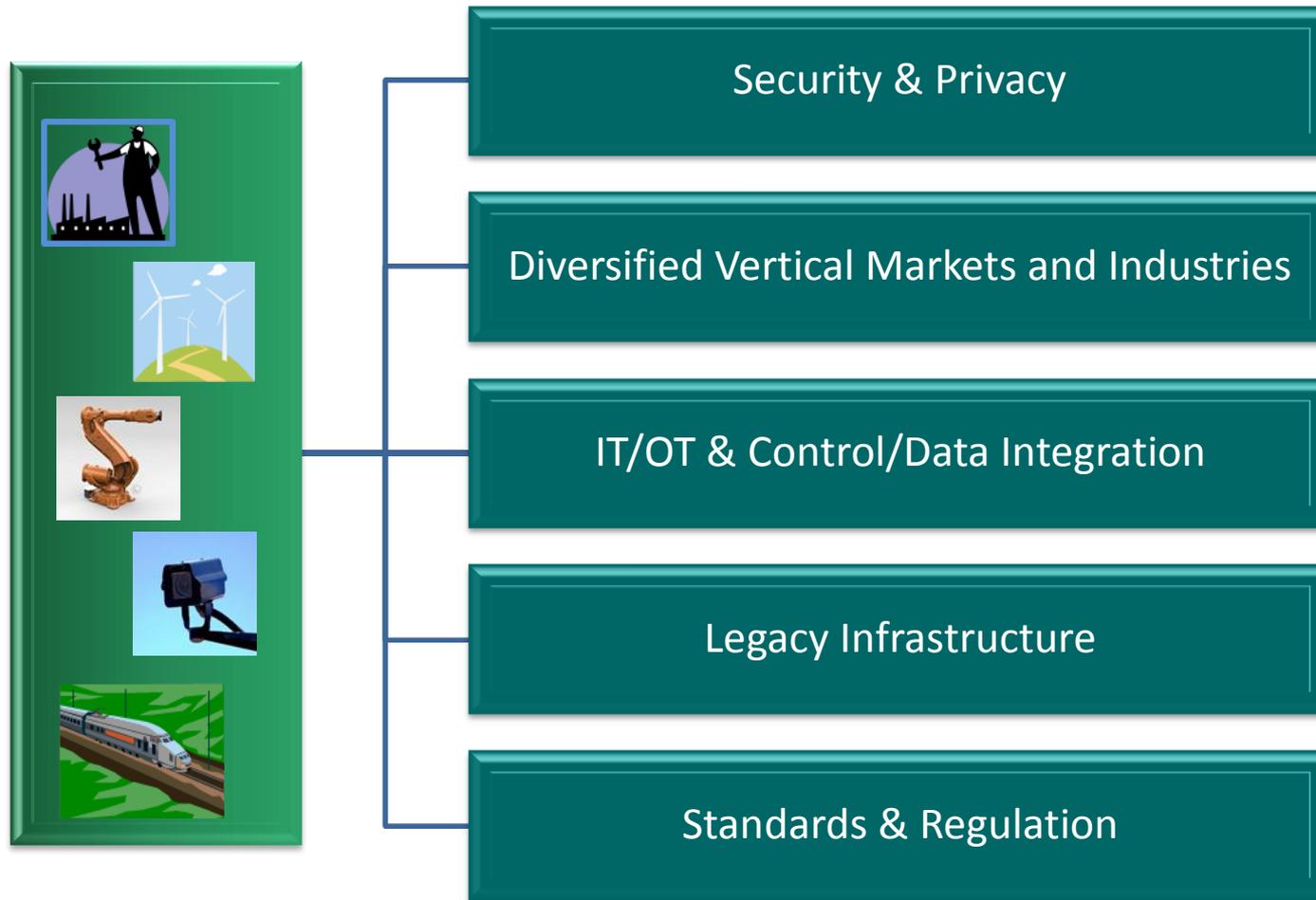
Build an IoT Network and Security Foundation

Convert Devices and Controllers To Be As IP-based Equipment

Establish Vertical Ecosystems With Allied Partners

Collect data As Much As Possible, Convert Them To The Value Information

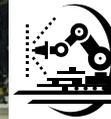
# Challenges That Could Slow IoT Growth



# Industrial 4.0

## From Industry 1.0 to Industry 4.0: Towards the 4<sup>th</sup> Industrial Revolution

Industry is on the threshold of the fourth industrial revolution. Driven by the Internet, the real and virtual worlds are growing closer and closer together to form the Internet of Things.



**4. Industrial Revolution**  
based on Cyber-Physical  
production systems  
**Industry 4.0**



**3. Industrial Revolution**  
through introduction of  
electronics and IT for a  
further automation of  
production

**Industry 3.0**



1784 first mechanical loom

**2. Industrial Revolution**  
through introduction of mass  
production based on the  
division of labor powered by  
electrical energy

**Industry 2.0**

**1. Industrial Revolution**  
through introduction of  
mechanical production  
facilities powered by water  
and steam

**Industry 1.0**

End of 18<sup>th</sup> Century

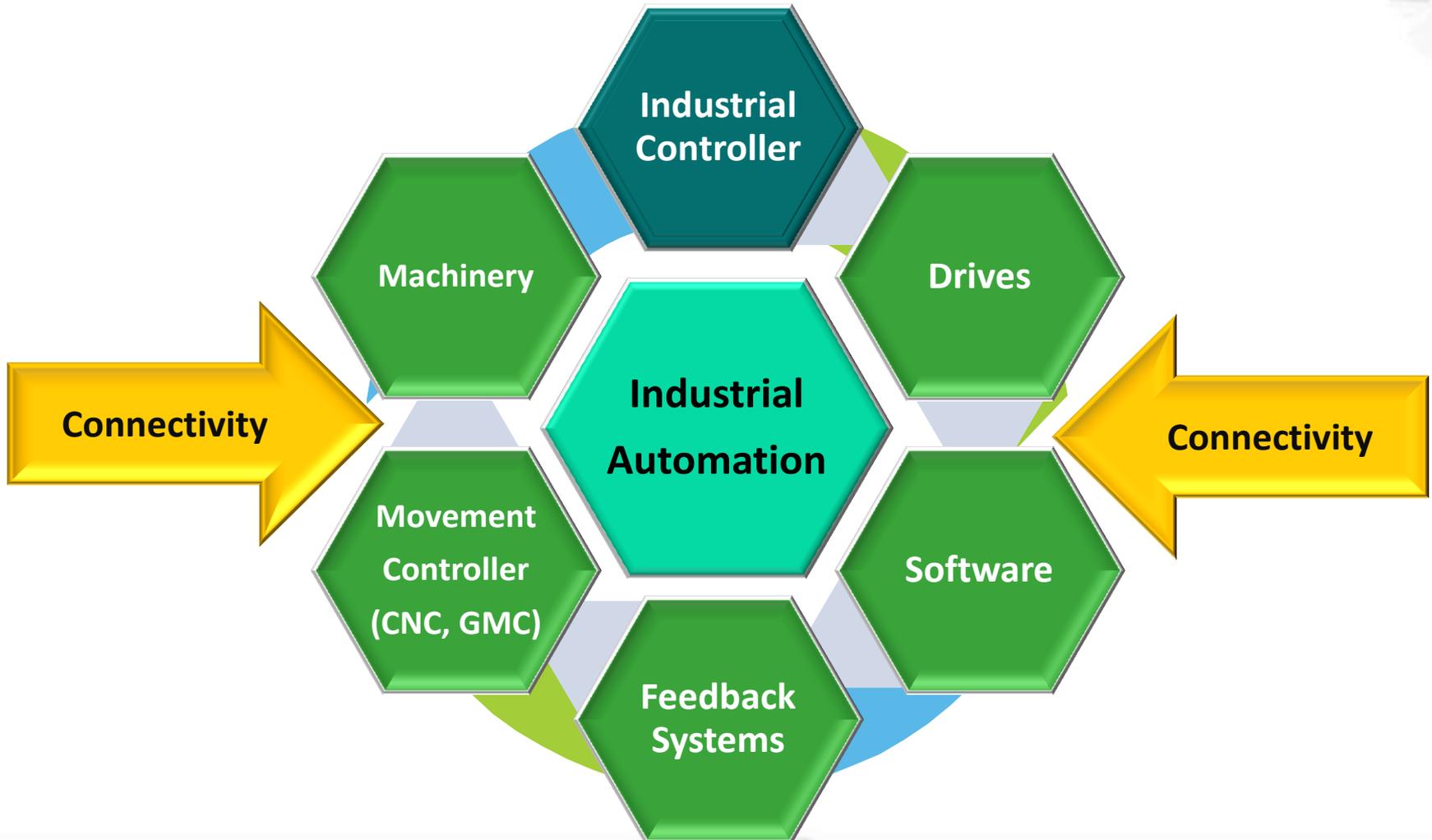
Start of 20<sup>th</sup> Century

Start of 70ies

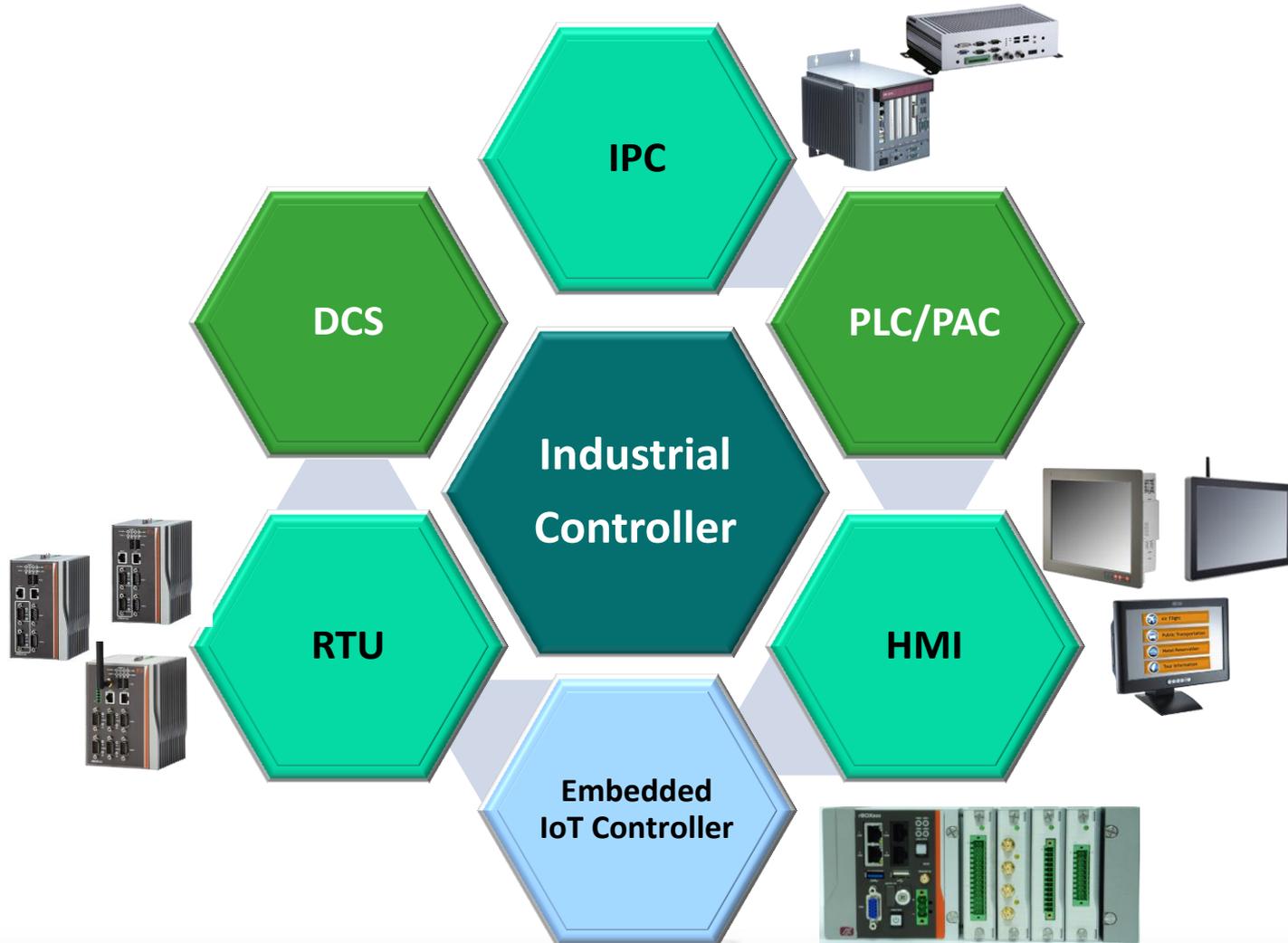
Today

Degree of Complexity

# *Industrial Automation Coverage*



# Industrial Controller Coverage



# M2M for Industrial Automation

## Control units

RTUs, PLCs, DCSs, HMI

## Field devices

Actuators, valves, sensors, relays,  
switches, machines, robots

## Network devices

Routers, gateways, modems

## Data integration

SCADA protocols, fieldbus,  
TCP/IP, serial



**Facilities segment**

## Applications

ERP, PLM, MES, MRP,  
SCADA, web portal

## Application interface

XML, SOAP

## Data gateway/storage

**Backoffice  
Segment**



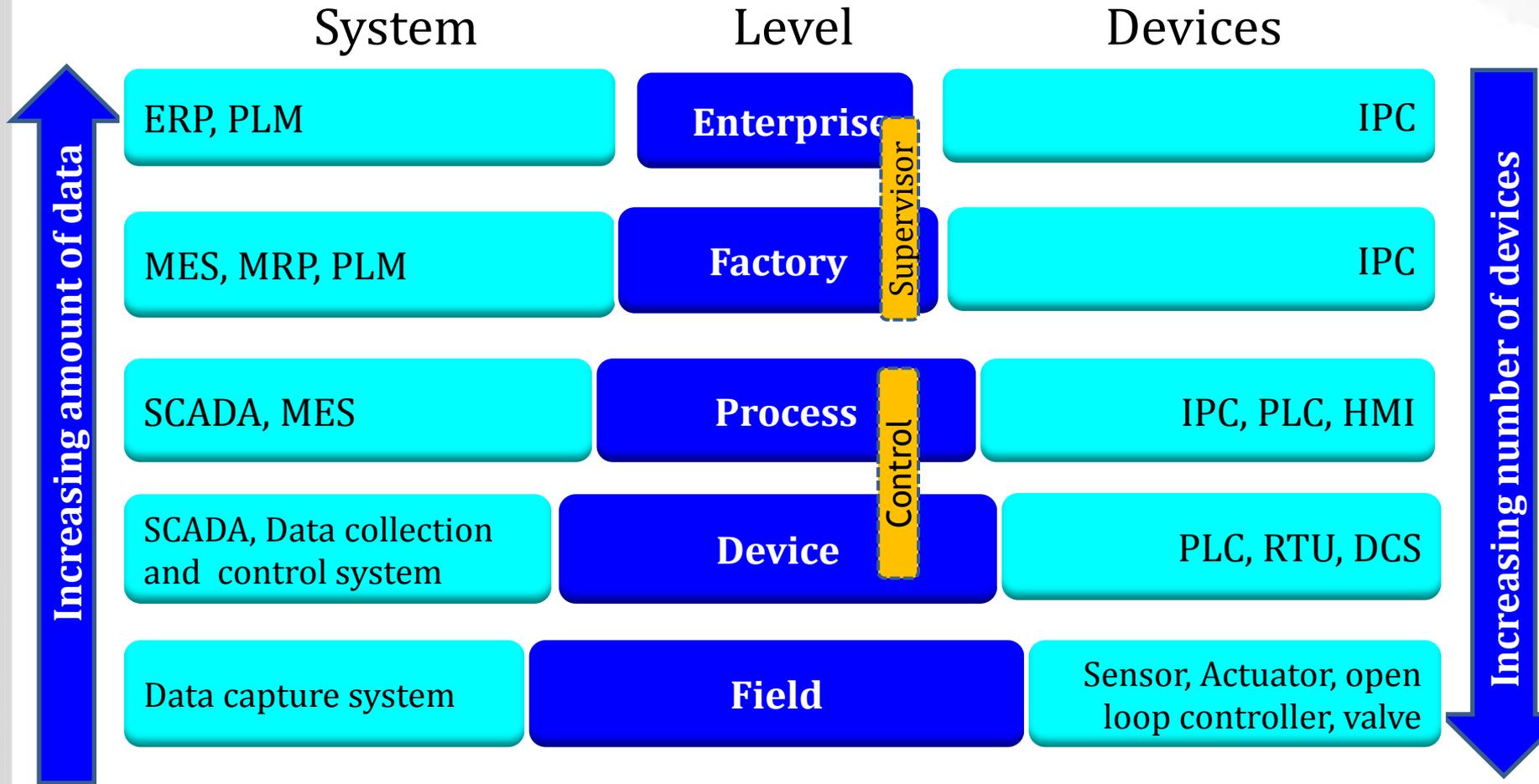
## WWAN/WLAN/WPAN

Wi-Fi, Cellular, Wireless Hart,  
ISA100, Zigbee, Bluetooth

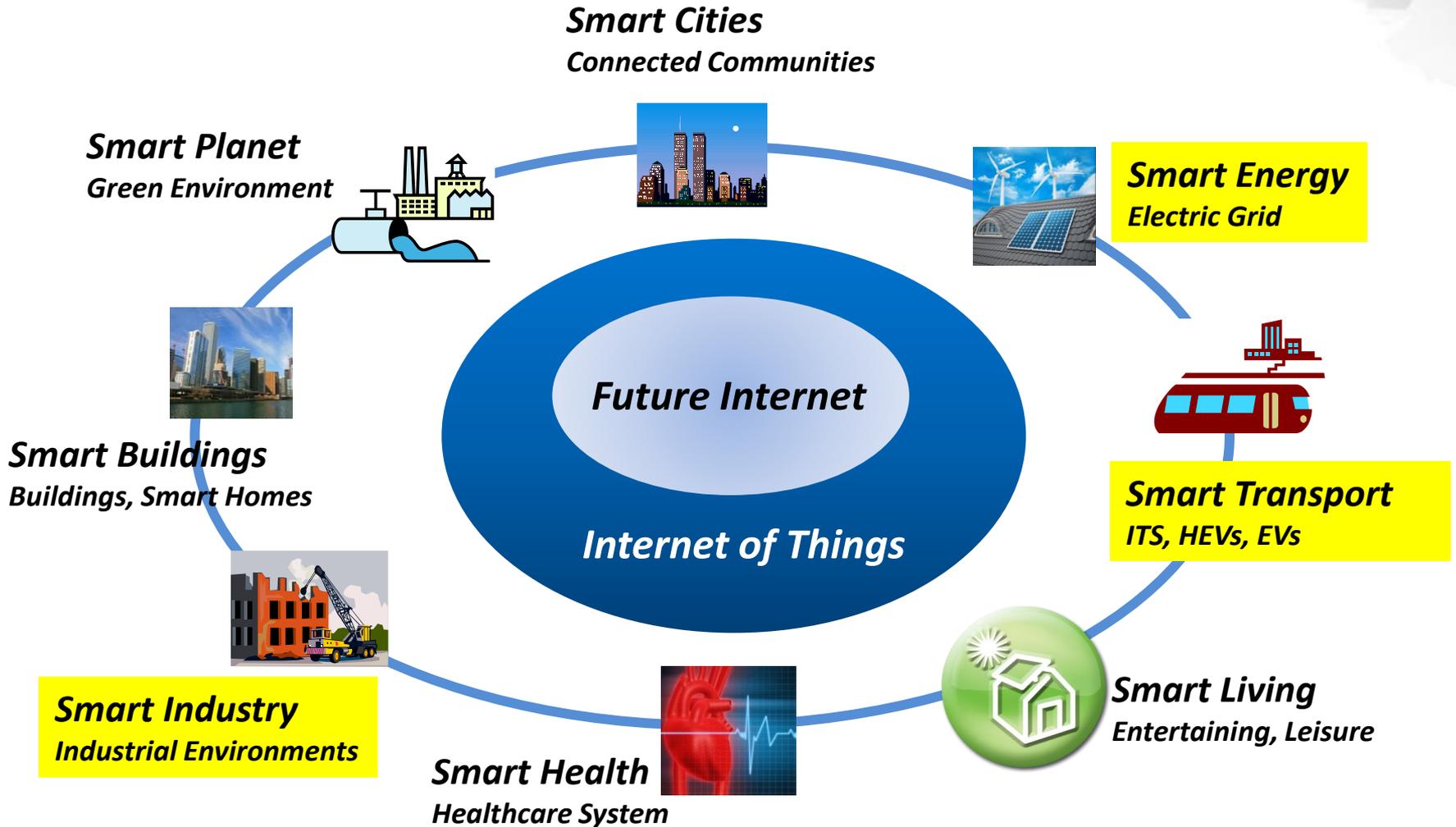


**Network Segment**

# Framework of Industrial Automation



# Connected World thru IoT



# What We are Working for IoT Platforms



## Industrial Automation

- EtherCAT Solution for Motion Control
- PoE Solution for Vision Inspection
- Integrated More IO for Remote Monitoring and Diagnosis

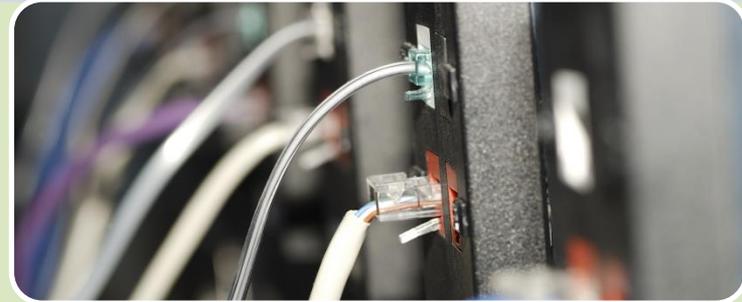
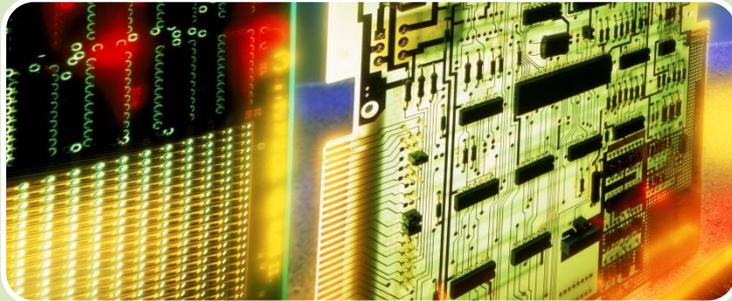
## Transportation

- Segmented More Domains with Specific Feature
- Wireless Gateway and Router
- PoE Solution for IP Surveillance
- EN50155, e-Mark, IEC60945, etc.

## Energy & Utility

- Outdoor and Heavy-duty Features
- Wireless Gateway and Router
- Isolated IO and Serial Ports
- IEC61850, 1588, ATEX (EU), C1D2 (US), etc.

# What We Are Working on Embedded Board Design-in for IoT



## *X86 Sector*

- Aggressive on earlier access for EMB
- Complete SOM platforms, ZIO and Mini-PCIe modules
- Leverage China partners to cost down IMB series
- Promote ATP to increase design-in opportunities

## *RISC Sector*

- Focus on M2M gateway platforms
- Standardized module with open source platforms to support makers business
- Developing DAQ for RTU series
- Leverage EBM ATP (Axiomtek Technical Portal)

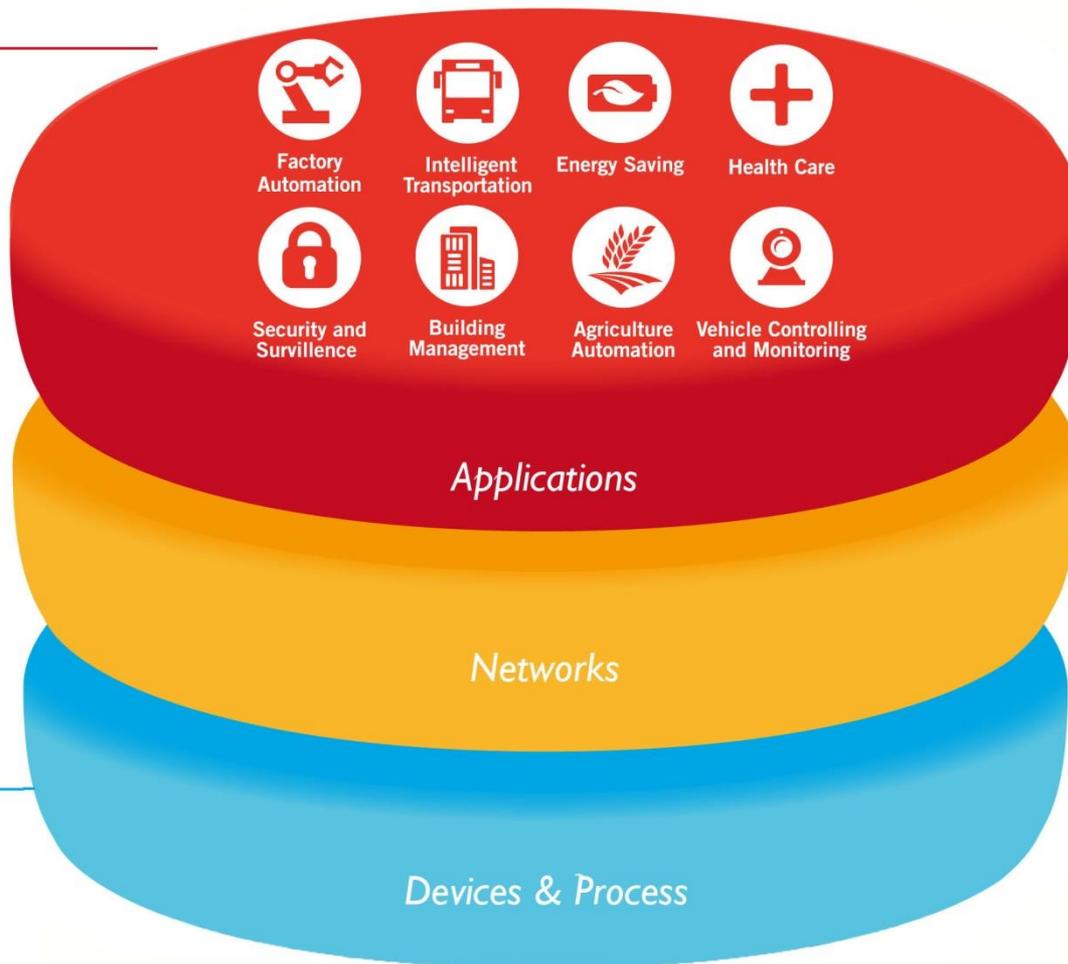
**AXView 2.0 Remote Management Solutions (Firewall & Gateway)**

# Product & Market

## Axiomtek IoT Architecture

### Applications

Factory Automation  
Intelligent Transportation  
Energy Saving  
Health Care  
Security and Surveillance  
Building Management  
Agriculture Automation  
Vehicle Controlling and Monitoring



### Networks

Industrial Firewall (IFW)  
Industrial Gateway (ICO)  
EtherWAN Convertor (ICON)  
EtherWAN Switch (ER58000 Series)

### Devices & Process

Embedded Systems  
Din-rail Embedded Controllers  
Transportation Embedded Systems  
Multi-touch Panel Computers

# Axiomtek IoT & M2M Solution

## Devices & Process

Transportation  
Solution: Railway,  
IVI, Marine

Smart Energy  
Solution

EtherCAT Master  
Controller

WLAN, WPAN

## Gateway & Firewall

Industrial  
Gateway

Industrial  
Firewall

WWAN, WLAN

## Industrial Networking

Industrial  
Ethernet Switch

Ethernet  
Extender

Media  
Converter

## Software

Intelligent  
Management  
Solution (AXView)

SCADA



# Thank You