

# 2015 Q3 櫃買市場業績發表會

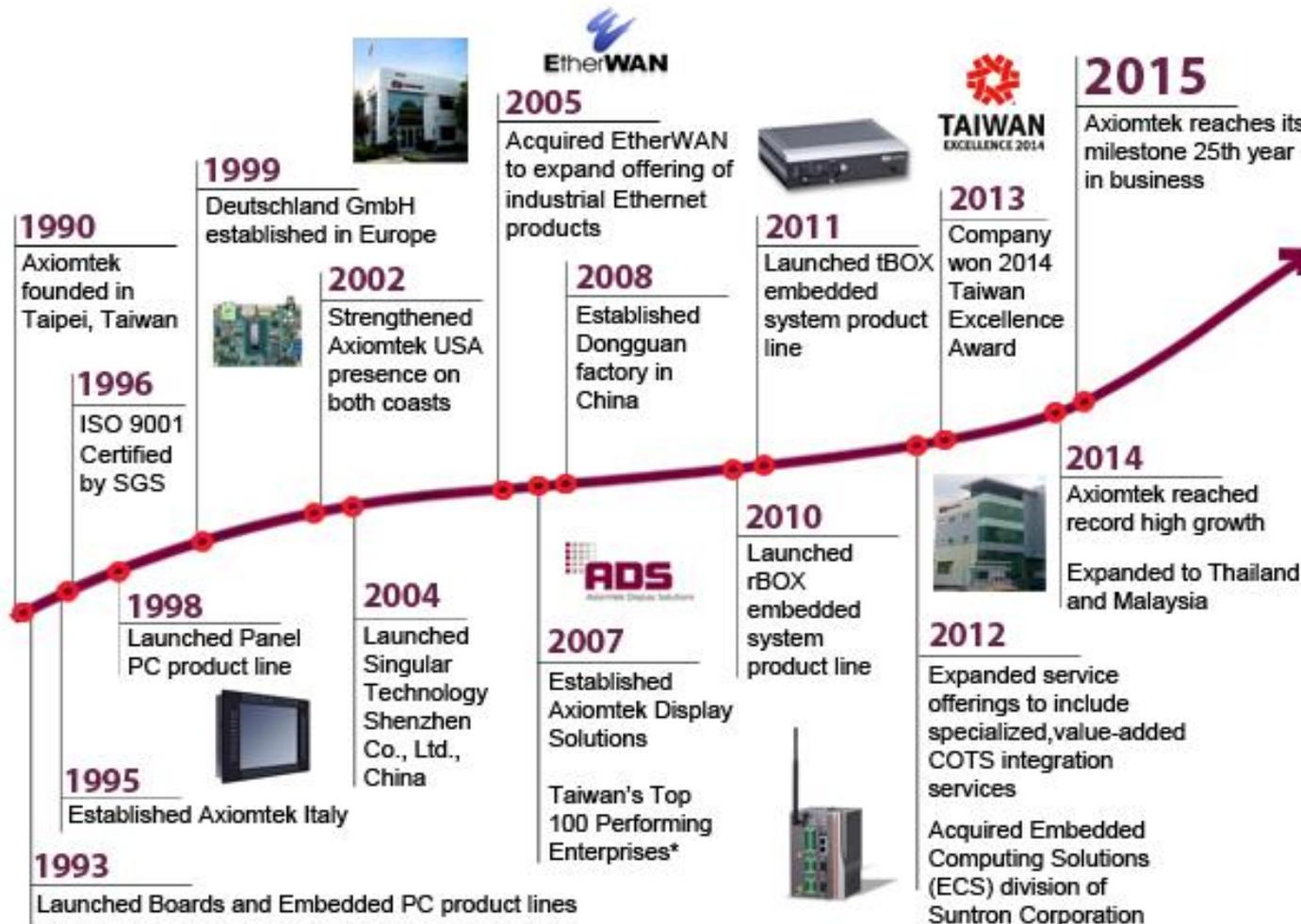


YT Yang  
Chairman & CEO  
November 11, 2015



# ***Agenda***

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



\*by CommonWealth Magazine

# Group Business Integration



**Networking**



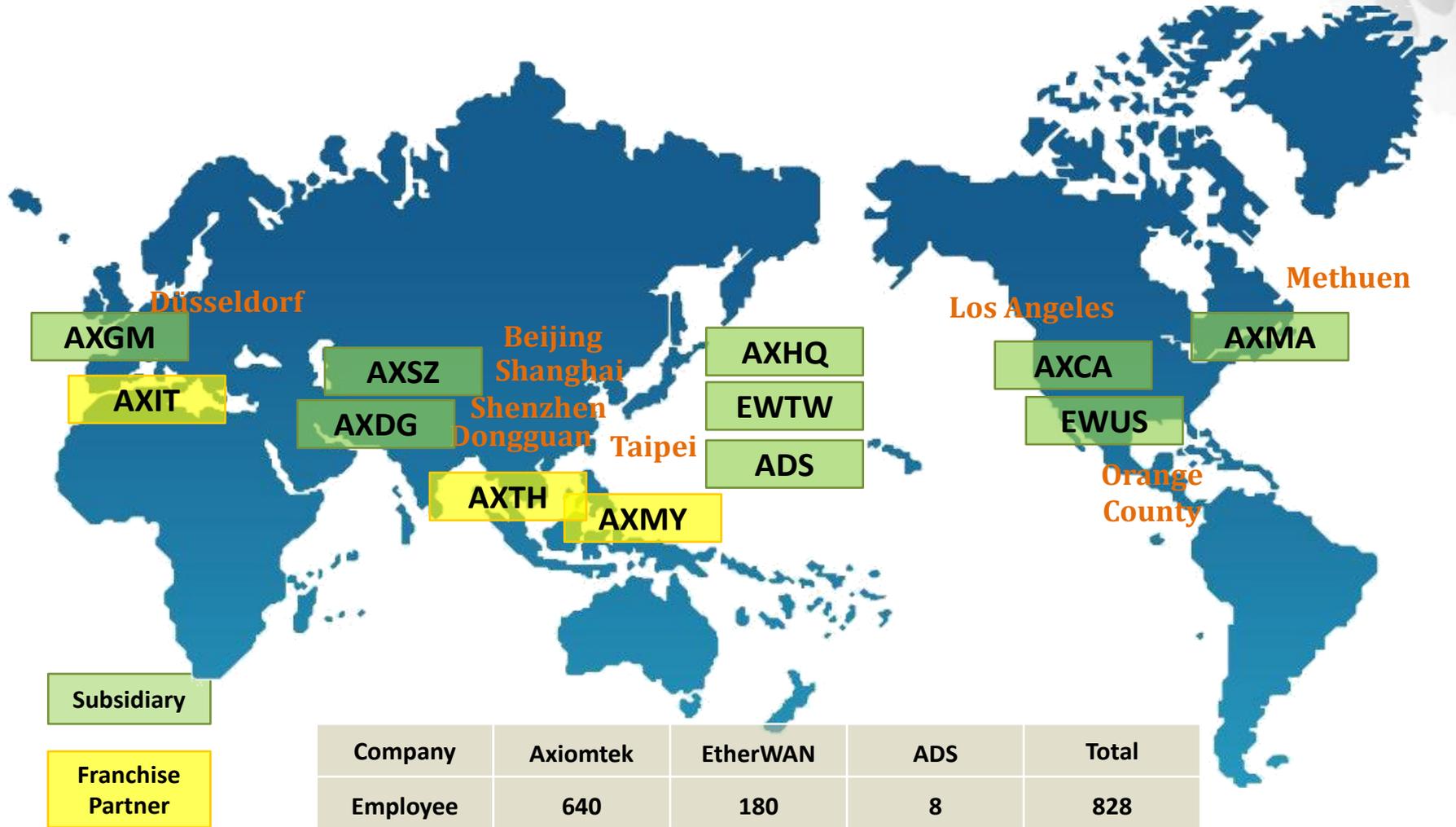
**Computing**



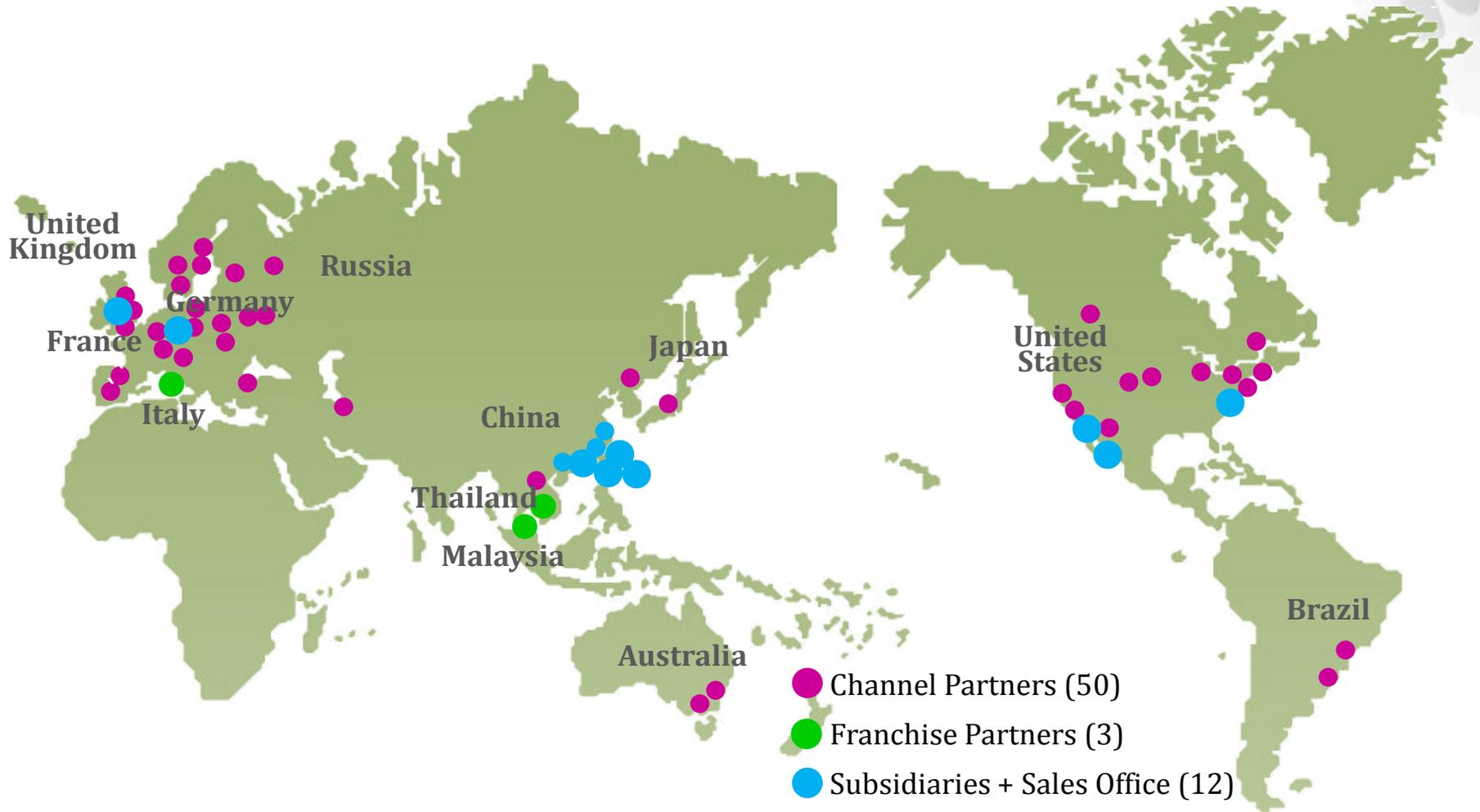
**Display & Power**



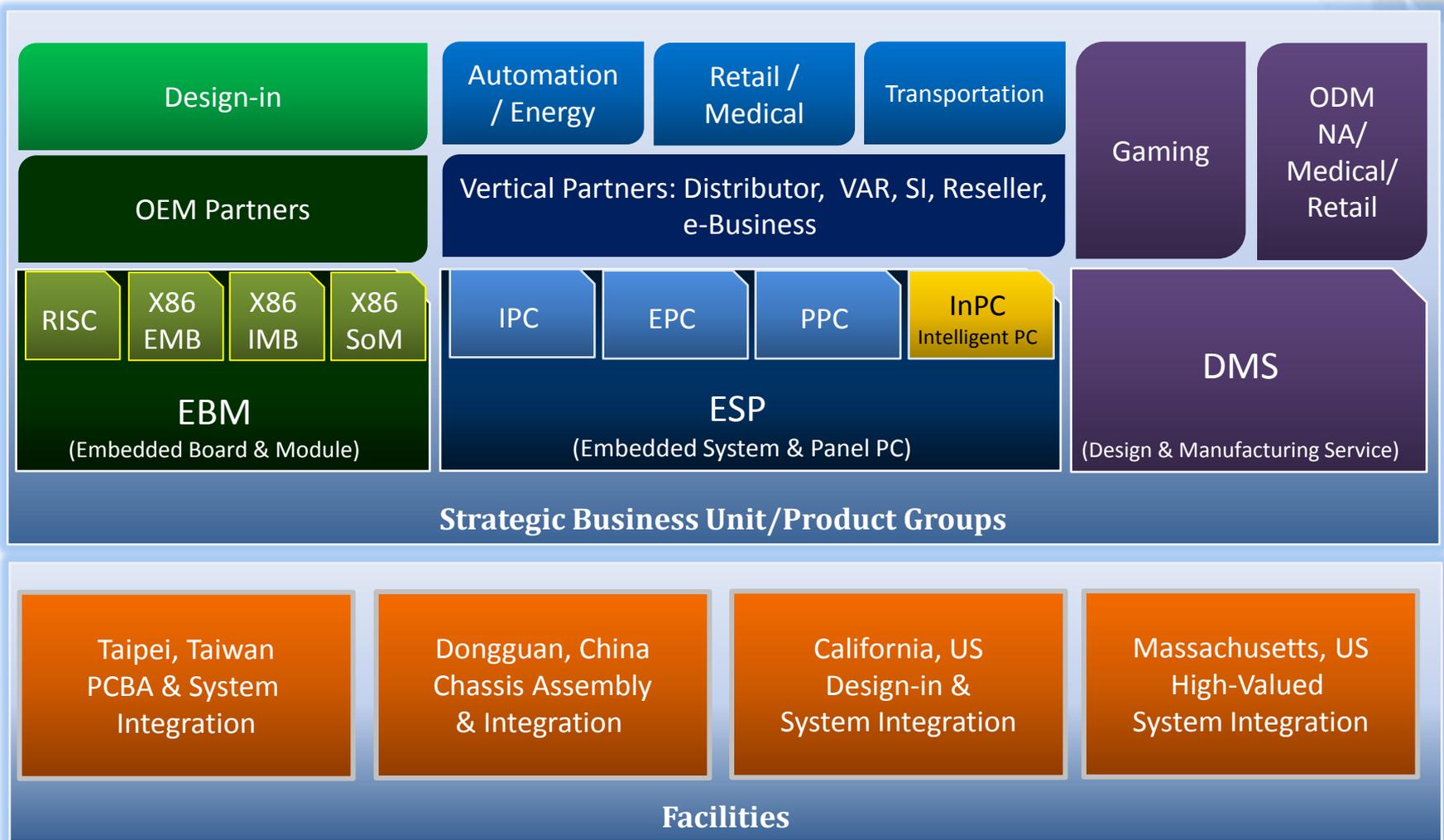
# Global Operation



# Global Partners



# Axiomtek SBU Organization



# Business vs. Product Category

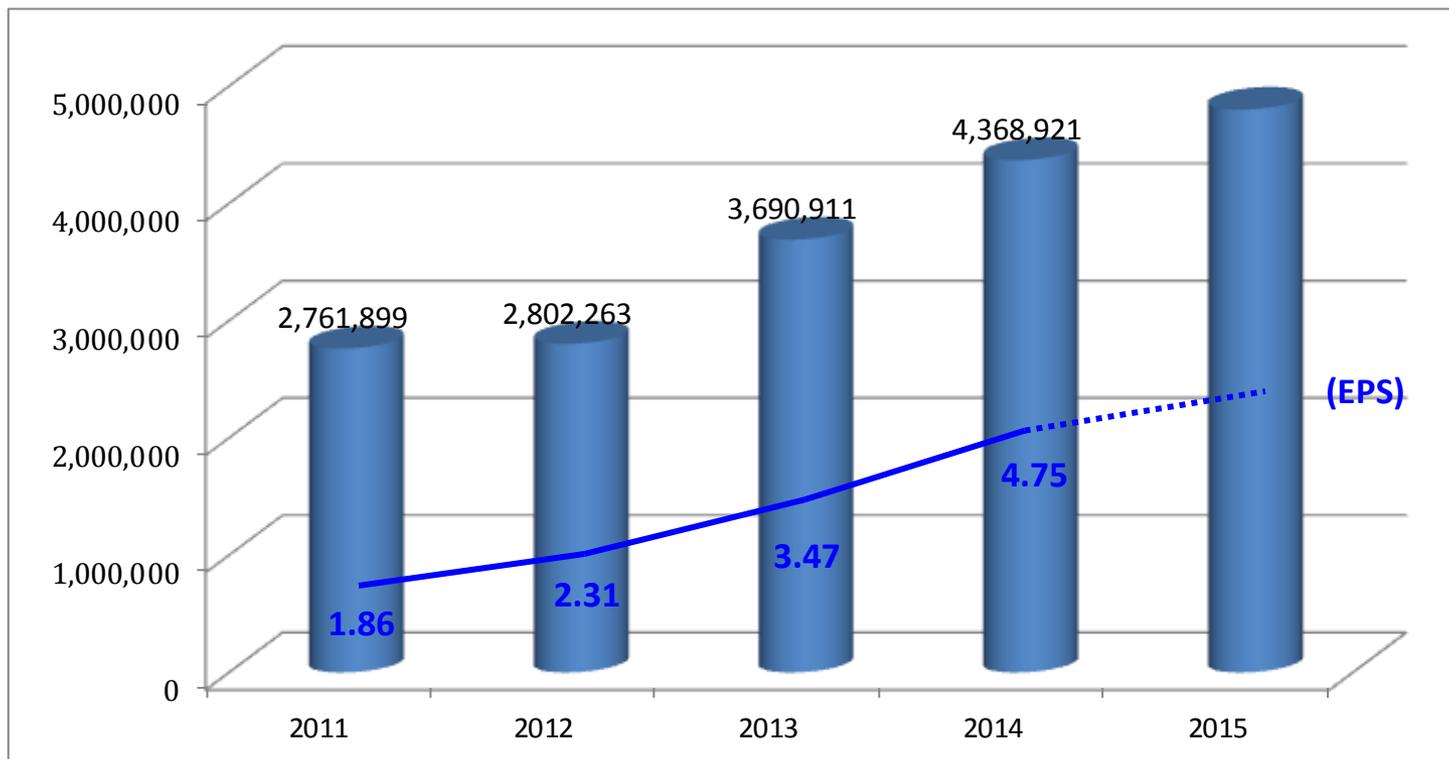
Business	Commercial	Industrial	Heavy-Duty Mission-Critical
Market	Retail Digital Signage POS/Kiosk Entertainment	Factory Automation Automotive Robot Industry	Railway, In-Vehicle Aviation, Marine Energy Medical Military
Feature	Temp: 0-50°C Flexibility Life Cycle: 3-5 years	Temp: -10°C-60°C IP40/54/65, NEMA 4/12 Life Cycle: 5-7 years	Temp: -40°C-75°C IP66 to 69K, NEMA 4X Certification Life Cycle: 5-10 years
Product	GOT5000 FDK eBOX NA OPS+DSB	IPC eBOX IFW+ICO300 GOT3000 P1000/P6000	MPC rBOX tBOX GOT700 GOT800

**Rugged Design** →  
**Value-added**

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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			

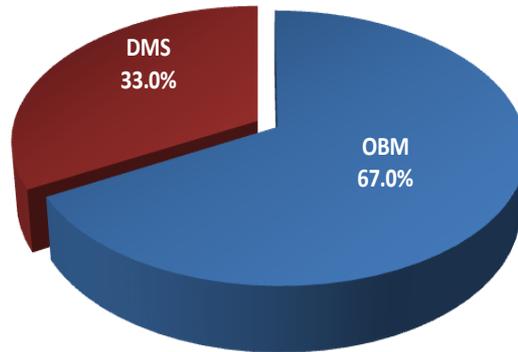
# Statements of Comprehensive Income

## Selected Items from Statements of Comprehensive Income

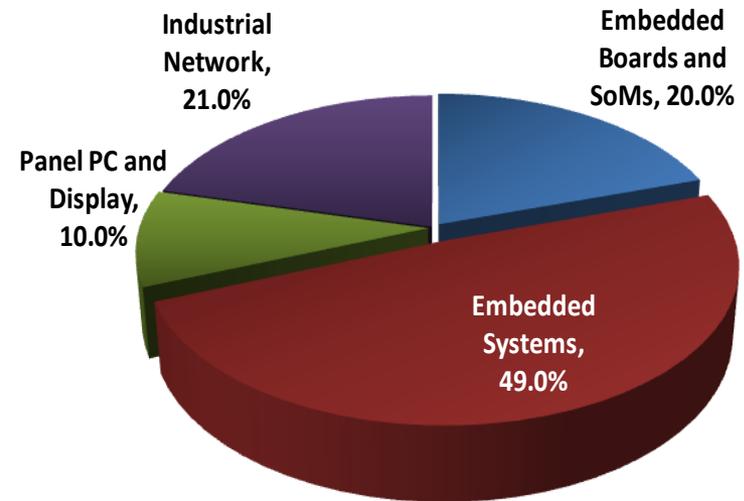
(in TWD K)	2015Q4				2015Q3	2015Q3
	2015Q3	Guidance	2015Q2	2014Q3	over	over
Revenue	1,230,720		1,027,970	1,076,888	19.72%	14.28%
Gross margin	36.43%	36-37%	37.72%	33.99%	-1.29ppts	+2.44ppts
Operating expense	-301,804		-273,007	-246,009	10.55%	22.68%
Operating income	146,494		114,752	120,014	27.66%	22.06%
Net non-operating income(loss)	55,084		-5,135	16,541	1172.72%	233.01%
Income before income tax	201,578		109,617	136,555	83.89%	47.62%
Net Income	155,246		79,210	103,566	95.99%	49.90%
Net income Margin%	12.61%		7.71%	9.62%	+4.90ppts	+2.99ppts
Net income to shareholders of the parent company	149,644		76,591	99,429	95.38%	50.50%
Net income to NCI	5,603		2,619	4,137	113.94%	35.44%
EPS	1.89		0.98	1.18	92.86%	60.17%

# Product Revenue Breakdown

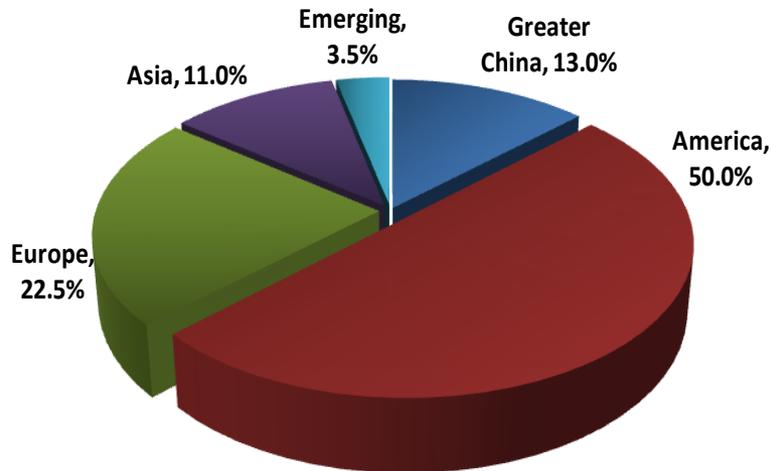
## ▶ by OBM/DMS(ODM)



## ▶ by Product



## ▶ Geography



# ***Agenda***

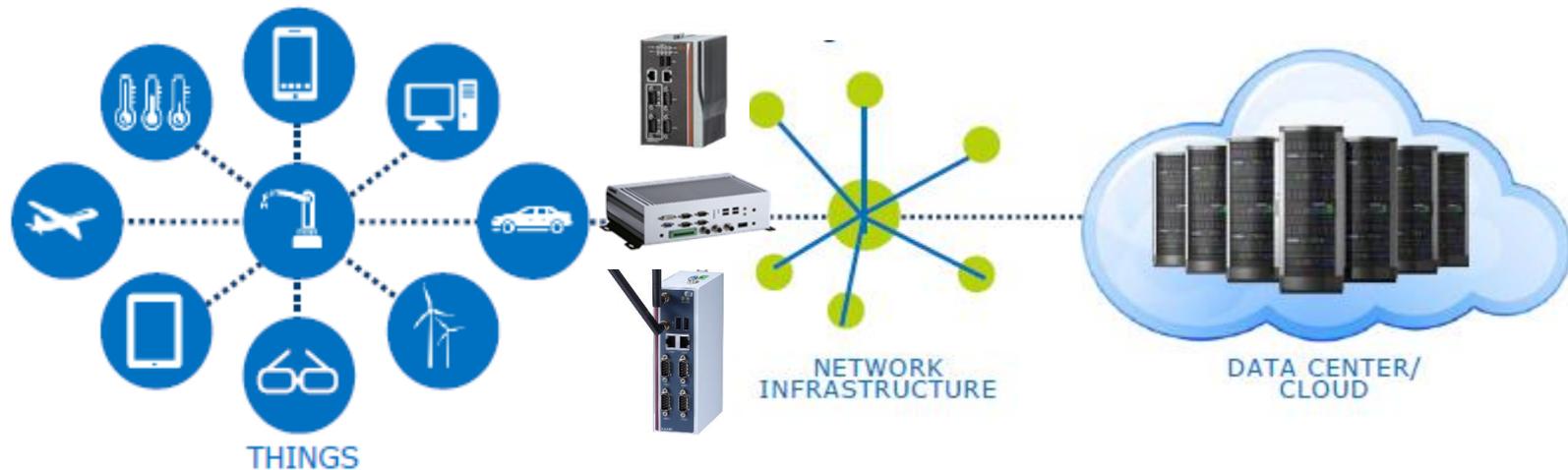
- ✓ Milestone & Organization
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- ✓ **What Our Development Allied with IoT**

# ***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>



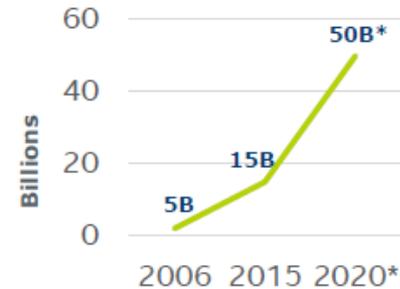
15B

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

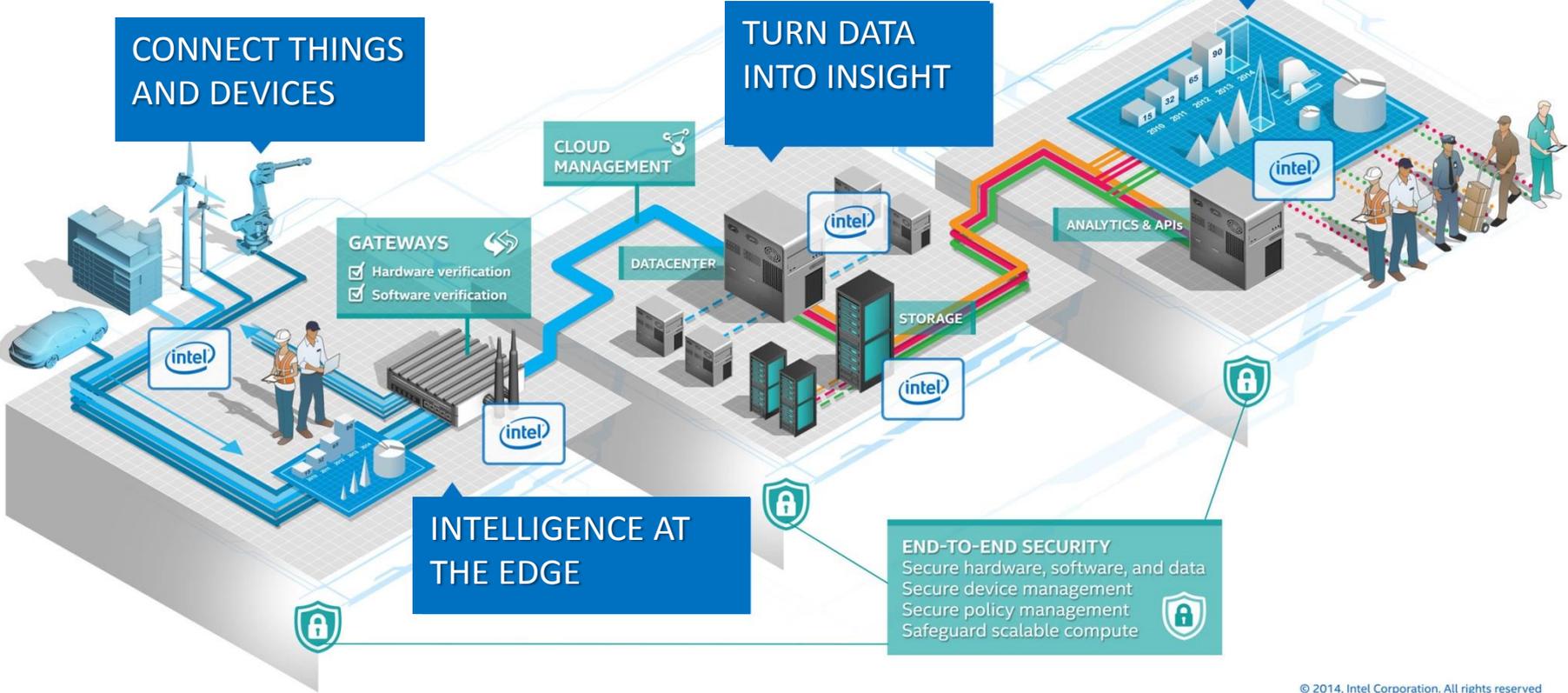
**intel** Intel® IoT Platform  
Secure, Scalable, Interoperable

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

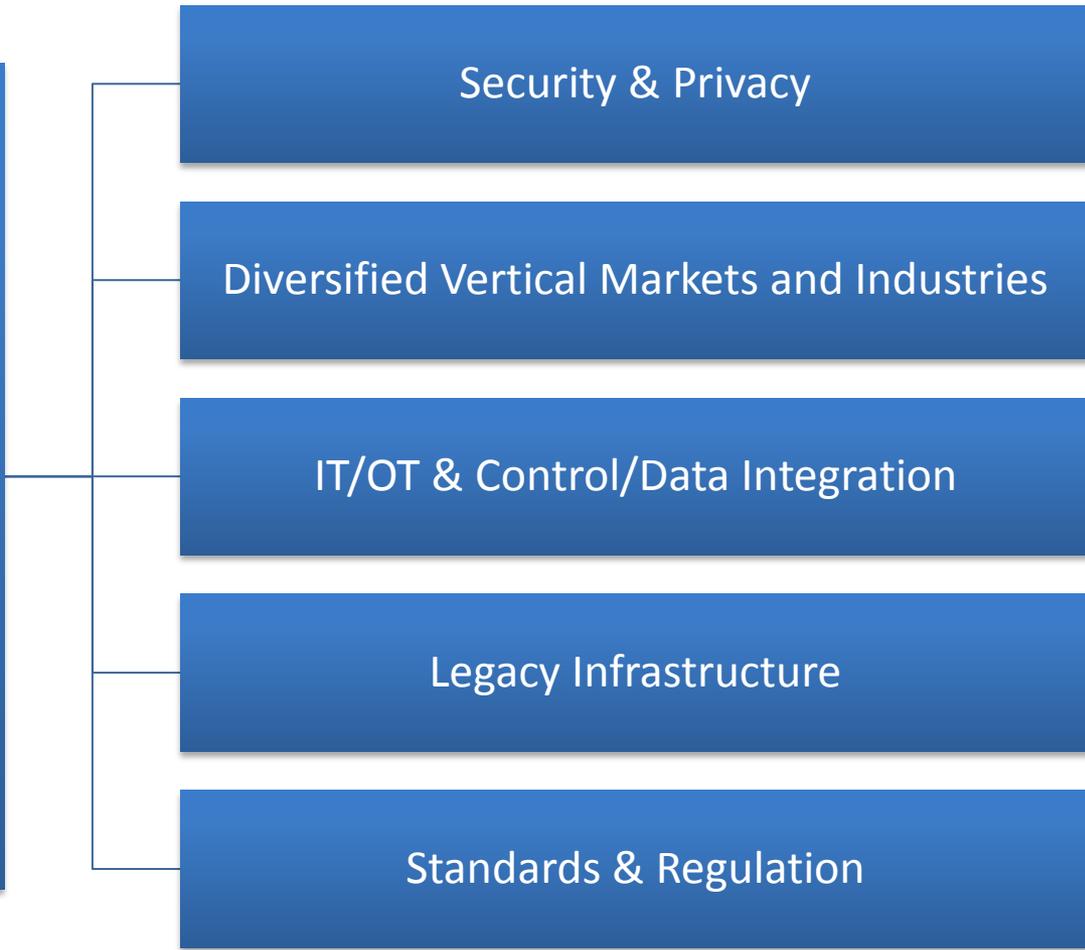
Build an IoT Network and Security Foundation

Convert Devices and Controllers To Be As IP-based Equipment

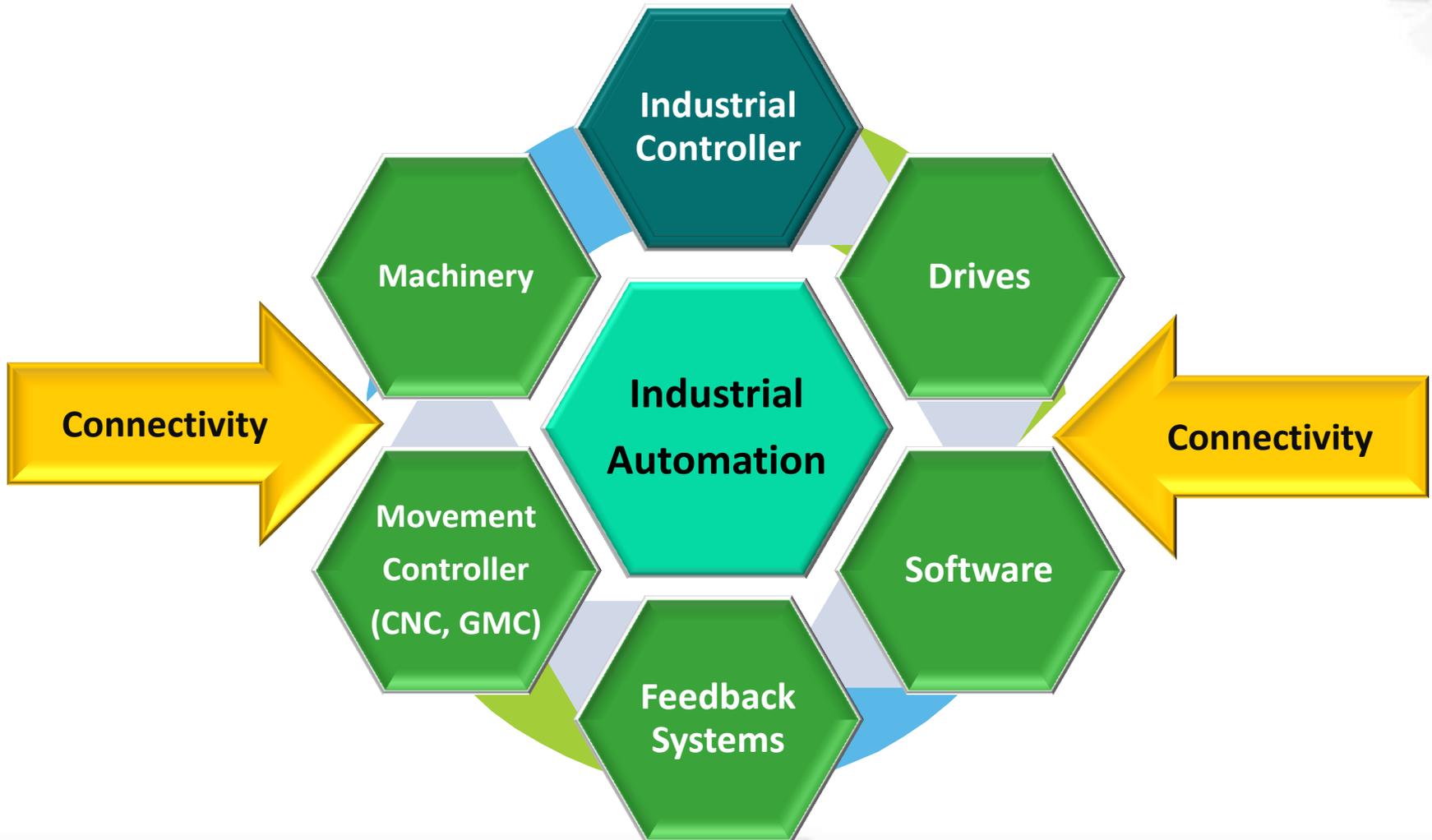
Establish Vertical Ecosystems With Allied Partners

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

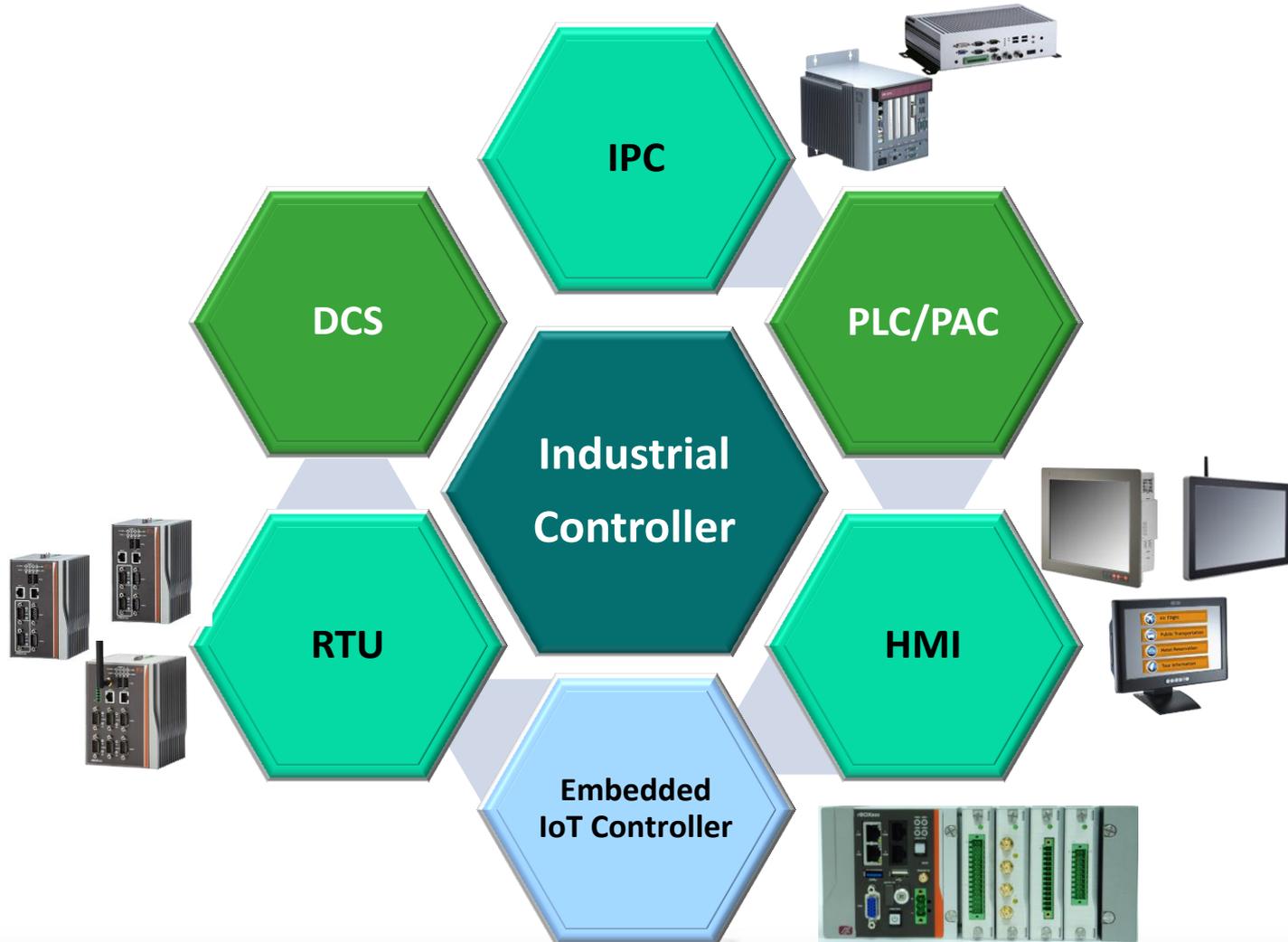
# Challenges That Could Slow IoT Growth



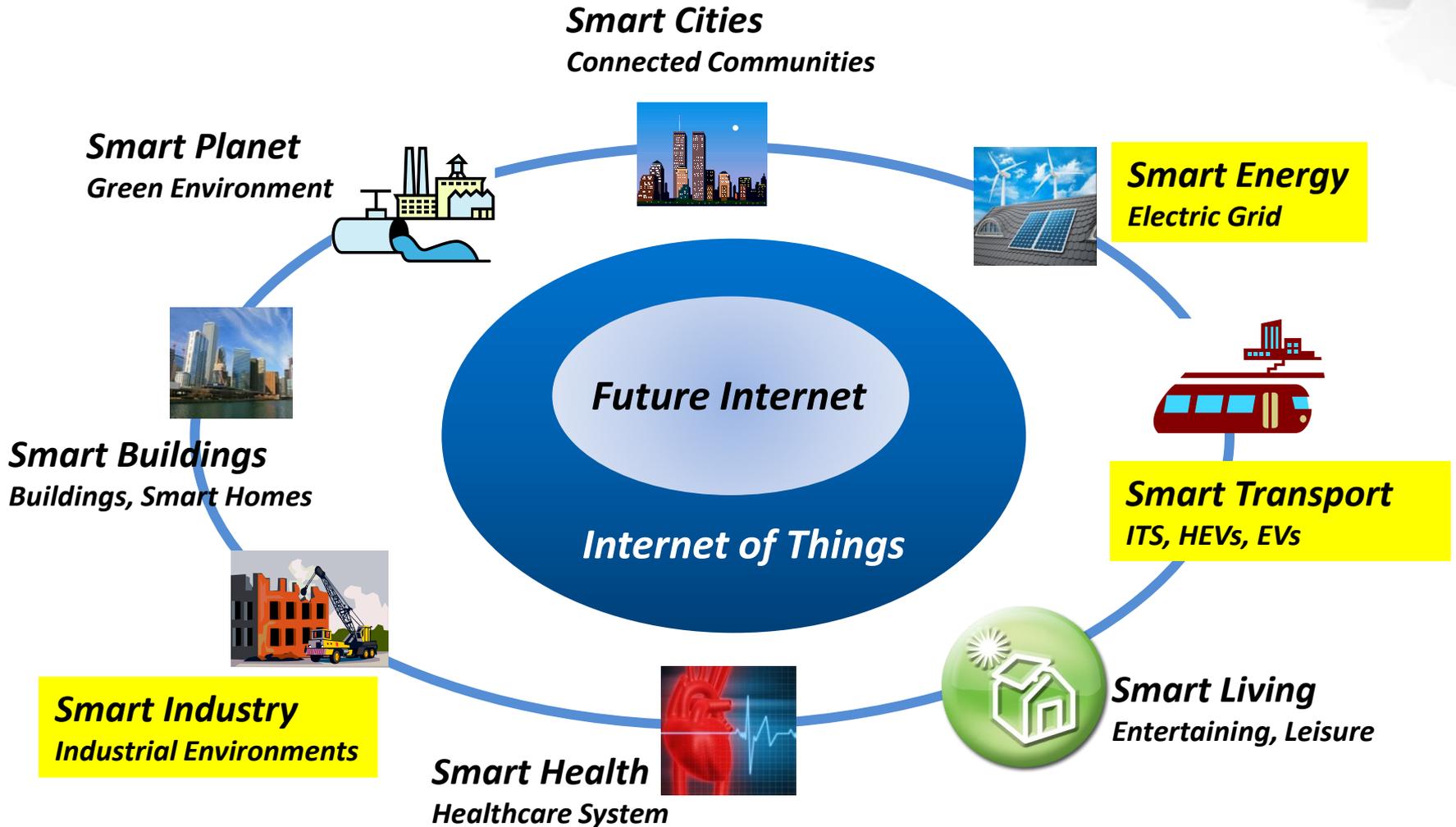
# Industrial Automation Coverage



# Industrial Controller Coverage



# Connected World thru IoT



# What We are Working for IoT Platforms



## Industrial Automation

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

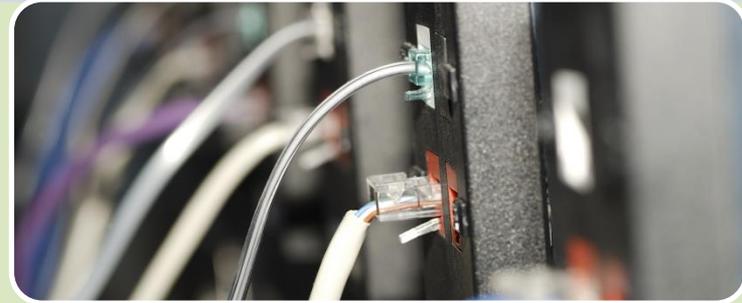
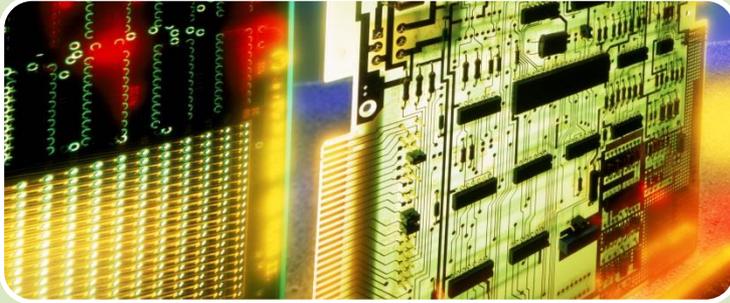
## Transportation

- 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)

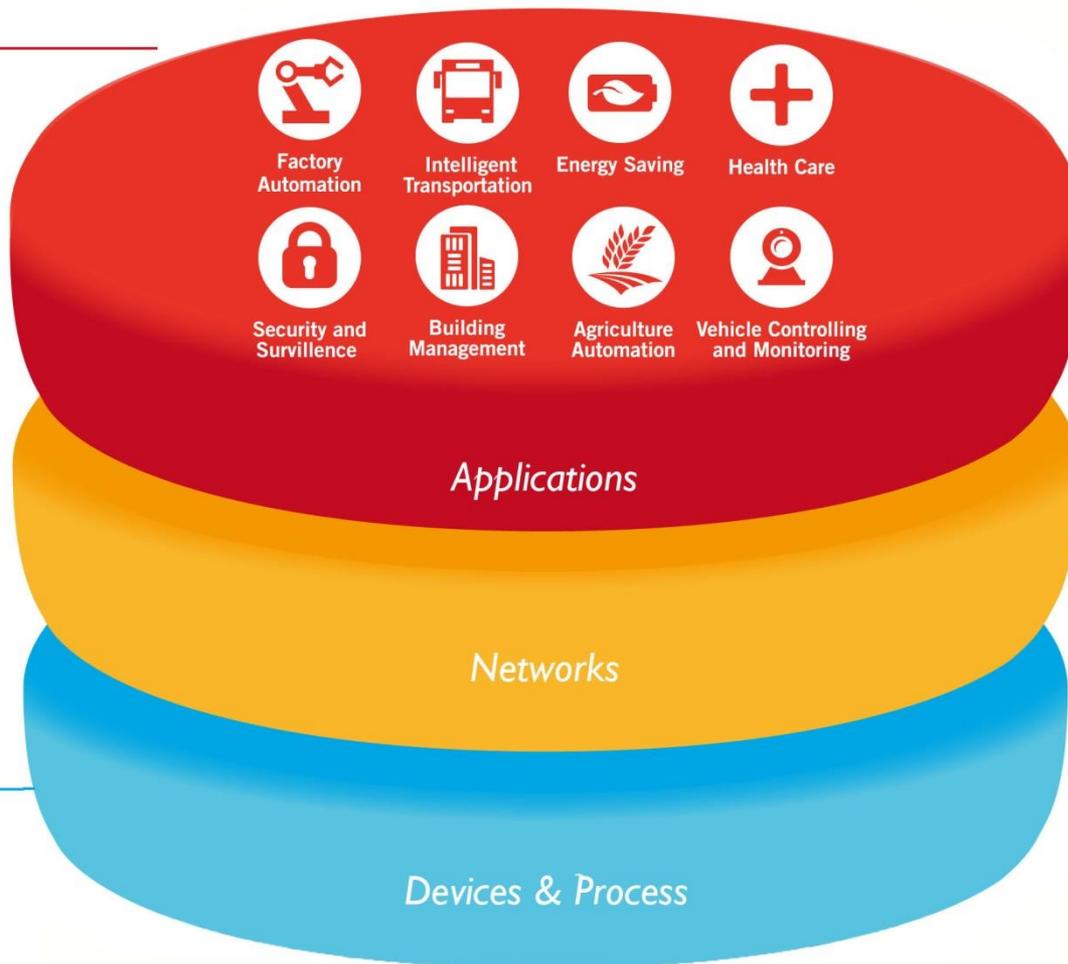
**AXView 2.0 Remote Management Solutions (Firewall & Gateway)**

# 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



*A Milestone of Leadership  
Axiomtek Turns 25*

**Thank You**