日盛證券太陽獅
驕陽似火大中華夏季論壇

謝宜玲
資深行銷經理兼發言人
June 16<sup>th</sup>, 2017

Candice Hsieh
Senior Marketing Manager and Spokesperson
Agenda

- Focus on Industry Internet of Things and Industry 4.0
- Axiom Group Organization and Operating Strategy
- Financial Result
- Recent Update
專注工業物聯網與工業4.0

Focus on Industrial IoT & Industrial 4.0

工業4.0(Industry 4.0)源自於德國政府在2011年推出的計畫
工業物聯網是由GE在2012年提出的Industrial Internet一詞演變，重點在機器設智慧關鍵資料的蒐集傳輸、分析與決策反應
提升製造或工廠數位化能力是未來大趨勢
Industrial IoT Market worth 195.47 Billion USD by 2022

According to the new market research report “Industrial IoT Market by Device & Technology (Sensors, RFID, Industrial Robotics, DCS, Condition Monitoring, Smart Meters, AHS, Camera System, Networking Technologies), Software (PLM Systems, MES, SCADA), Vertical, and Geography - Global Forecast to 2022“, the IIoT market is expected to grow from USD 113.71 Billion in 2015 to reach **USD 195.47 Billion by 2022**, at a CAGR of 7.89% between 2016 and 2022.

**Manufacturing vertical accounted for the largest share of the IIoT market in 2015**
The manufacturing vertical is witnessing a transformation through the implementation of the smart **factory** concept and **factory automation** technologies. Government initiatives such as Industry 4.0 in Germany and Plan Industrial in France are expected to promote the implementation of the IIoT solutions in Europe. Moreover, leading countries in the manufacturing vertical such as U.S., China, and India are expected to further expand their manufacturing industries and deploy smart manufacturing technologies to increase this the contribution of this vertical to their national GDPs.
Almost every industry can benefit from investing in the IoT, which means adding data-collecting sensors to objects such as factory machinery, office buildings, and warehouse shelves.

Globally, manufacturers will invest $140 billion in IoT solutions over the next five years. Of all of the industries analyzed, manufacturers will be the earliest adopters of IoT solutions and will invest heavily in new IoT solutions for factory floors.

Source: BI Intelligence Estimation (2015)
Companies All Over The World Are Expecting to Dramatically Increase Digitisation in 2021

Source: PwC - Industry 4.0: Building the digital enterprise (2016)
New Industry Era - Powerful Industry 4.0

- 35% reduction in downtime with active diagnostics and monitoring.
- Up to 40% reduction in cycle times. Central, decentralized or hybrid fieldbus by modular or compact design.
- Up to 40% reduction in energy consumption by power management.
- 60% increase in production efficiency by extensive function integration.
- Communicate with any devices and sensors. Connect different levels, different requirements.
艾訊工業物聯網架構

**應用層 (Manage)**
- 物聯網與行業間的專業進行技術融合
- 根據不同的需求開發出相應的應用軟體

**網路層 (Connect)**
- 將感知層收集到的資料傳輸至網際網路
- 建構無線通訊網路上

**感知層 (Device)**
- 針對不同的場景進行感知與監控
- 具有感測、辨識及通訊能力的設備

**設備與感測 (Devices & Sensors)**
- Embedded Systems
- Din-rail Embedded Controllers
- Transportation Embedded Systems
- Multi-touch Panel Computers

**網路 (Networks)**
- Industrial Firewalls
- Industrial Gateways
- Ethernet Convertors
- Ethernet Switches
- Remote Management Solutions

**應用 (Applications)**
- Factory Automation
- Intelligent Transportation
- Energy Saving
- Health Care
- Security and Surveillance
- Building Management
- Agriculture Automation
- Vehicle Controlling and Monitoring
專注工業物聯網垂直應用市場

Future Internet
Industrial IOT

Smart Cities
Connected Communities

Smart Planet
Green Environment

Smart Buildings
Buildings, Smart Homes

智慧工廠
Smart Industry
Industrial Environments

Smart Health
Healthcare System

智慧能源
Smart Energy
Electric Grid

智慧交通
Smart Transport
ITS, HEVs, EVs

Smart Living
Entertaining, Leisure

Green Environment
垂直市場技術

• 智慧交通與智慧能源：軌道交通及節源相關等電腦平台與工業通訊網路架構
整合艾訊集團電腦運算與工業通訊技術解決方案，發展工業用轉換器及遠端監視管理系統，應用於軌道交通、公共工程、工廠自動化等系統。

• 智慧工廠：工廠自動化
提供Vision Motion Control解決方案，軟硬體結合自動化視覺辨識，可應用在智慧工廠、重工業與機器人應用產業。

• 智慧工廠：流程自動化產業
發展智慧化設備健診技術，協助以昂貴設備做大量生產的流程自動化工廠蒐集感應器大數據資料，監控設備狀態做預測維修分析。
艾訊集團組織
與經營策略
To maximize service efficiency, Axiomtek employs an international service network, providing worldwide technical support and sales services among the 13 offices located in Taiwan, America, Europe, Japan, and China.

- Technical Support
- eRMA Services
- Software Services
- OEM & ODM Services
艾訊產品策略事業群

EBS 嵌入式板卡與系統

SNS Software & Solution
EPDE Embedded Platform and Design Engineering
IESS Intelligent Embedded System & Solution
PSS Peripheral Sourcing Service

CHANNEL PARTNERS & OEM KA DEVELOPMENT

DMS 設計與製造服務

OCC ODM & Cloud Computing
GAM Gaming

ODM KA DEVELOPMENT
經營策略


快速客製化
Engineering Value-added

垂直市場利基
Complete Solutions

設計與製造服務
Optimization

Channel Partners & OEM KA Development

ODM KA Development
**Product vs. Market Strategy**

### COMMERCIAL
- **Temp:** 0-50°C
- **Flexibility**
- **Life Cycle:** 3-5 years
- **Market:** Volume, Price Competitive
- **Feature:**
  - Retail: Digital Signage/POS/Kiosk
  - Entertainment: Gaming/Lottery

### INDUSTRY
- **Temp:** -10°C-60°C
- **Life Cycle:** 5-7 years
- **Volume, Price Competitive**
- **Feature:**
  - Factory Automation
  - Robotic Industry
  - Machine Automation

### HEAVY-DUTY MISSION CRITICAL
- **Temp:** -40°C-75°C
- **IP66 to 69K, NEMA 4X Certification**
- **Life Cycle:** 5-10 years
- **Entry Barrier:** Value-added Brand Recognition
- **Market:**
  - Transportation
  - Aviation, Marine
  - Process Automation
  - Medical, Military

**Product Reference**
- **Volume:** Retail, Entertainment
- **Price Competitive:** Factory Automation, Robotic Industry
- **Brand Recognition:** Machine Automation, Transportation
智慧軌道交通解決方案

Infotainment
- Passenger Information System
- Entertainment
- Media Streaming Server
- Digital Signage

Controller
- Sensor monitoring and diagnosis
- Dashboard Management

Embedded Server
- Data Storage Server
- Media Stream Server
- Central Server

Surveillance
- NVR, DVR
- Object Identification
- People Counting
- Name Plate Recognition

Industrial Gateway
- ICO series
- Gateway Router
- Wireless Gateway

Communication
- Ethernet Switch
- Ethernet Extender
- Media Converter

專業認證: EN 50155, EN 50121, E-Mark, ISO 7637, IEC 60945, DNV 2.4
智慧工廠解決方案

Vision Control Motion
- Real-time Operation System (RTOS)
- EtherCAT* Master Controller
- Compact: eBOX500 series
- Expandable: eBOX600 series
* EtherCAT provides a 0.1 millisecond response time for 100 axles and over 3200 companies use it including 500 manufacturing companies

Remote DAQ

HMI
- Human Machine Interface
  - Ultra Slim: GOT5000 series
  - Heavy-duty: GOT3000 series
  - Stainless: GOT800 series

SCADA
- Supervisory Control And Data Acquisition
  - High Computing Power Panel Computers

MES
- Manufacturing Execution System
  - Industrial Servers
  - Edge Servers

艾訊 EtherCAT Master 主控制器通過IntervalZero EtherCAT解決方案KingStar Motion驗證
支援英特爾 IoT Gateway 物聯網平台
支援微軟 Microsoft Azure 雲端資料平台
### Solar Application
- rBOX Remote Terminal Unit
- Industrial Ethernet Switch

### Process Industries
- rBOX Remote Terminal Unit
- IEC 61850 IPC Solutions
- Human Machine Interface

### Wind Power
- rBOX Remote Terminal Unit
- Human Machine Interface
- Industrial Ethernet Switch

### Industrial Gateway
- ICO series
- Gateway Router
- Wireless Gateway

### Data Analytic
- rBOX800 DAQ
- Predictive Maintenance

### AXView 2.0
- Intelligent Remote Monitoring Solution for IIoT

### AXView 2.0
- IEC 61850: standard for electrical substation automation systems.
- IEEE 1613: IEEE standard for communications networking devices in electric power substations.
- ATEX/C1D2: anti-explosion certification
Financial Result
Consolidated Revenue

Currency: TWD M

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>H1</td>
<td>H2</td>
<td>H1</td>
<td>H2</td>
<td>H1</td>
<td>H2</td>
<td>H1</td>
</tr>
<tr>
<td>Revenue (TWD M)</td>
<td>1,312</td>
<td>1,537</td>
<td>1,440</td>
<td>1,321</td>
<td>1,343</td>
<td>1,459</td>
<td>1,666</td>
</tr>
<tr>
<td></td>
<td>2,849</td>
<td>2,761</td>
<td>2,802</td>
<td>3,691</td>
<td>4,369</td>
<td>4,791</td>
<td>4,707</td>
</tr>
</tbody>
</table>
Product Revenue Breakdown

by Geography

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>America</td>
<td>48.0%</td>
</tr>
<tr>
<td>Europe</td>
<td>21.0%</td>
</tr>
<tr>
<td>APAC (Including Greater China)</td>
<td>31.0%</td>
</tr>
<tr>
<td>Asia (含中/港/澳/台/日/韩)</td>
<td>31.0%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Jan-May, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>NTD (K)</td>
<td>1,638,031</td>
</tr>
</tbody>
</table>
Product Revenue Breakdown

by Produce Category

- Embedded Boards and SoMs, 26.0%
- Embedded Systems, 42.0%
- Panel PCs and Displays, 12.0%
- Industrial Ethernet, 20.0%

<table>
<thead>
<tr>
<th>Year</th>
<th>Jan-May, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>NTD (K)</td>
<td>1,638,031</td>
</tr>
</tbody>
</table>
活動與榮耀

- 艾訊參加一年一度在日本東京舉行的ESEC展覽 (2017/5/10-12)
- 艾訊參加在義大利舉辦的SPS IPC Drives Italia展覽 (2017/5/23-25)
- 艾訊首度以兩項產品榮獲Computex d&i awards 2017
- 艾訊參加韓國釜山Railog Korea展覽 (2017/6/14-17)
- 艾訊參加泰國曼谷Manufacturing Expo展覽 (2017/6/21-24)
台北國際電腦展創新設計獎

艾訊榮獲第10屆「台北國際電腦展創新設計獎」

由全球頂尖工業設計師組成的專業評審團，以「創新與品質」、「功能」、「美學」、「責任」及「定位」等五大標準，評選出優質的資通訊產品，並提供得獎產品全方位的國際宣傳平台。

艾訊產品研發首重綠色環保需求以及嵌入式核心科技養成，整合發展成不同領域設計與製造之工業自動化解決方案，為台灣首屈一指國際級工業電腦系列產品領導設計者與製造商。
Thank You

www.axiomtek.com