艾訊股份有限公司
法人說明會

發言人
黃士青
2023年5月10日
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.

<table>
<thead>
<tr>
<th>Established /Headquarters</th>
<th>Founder &amp; Chairman</th>
<th>CEO &amp; President</th>
<th>Revenue /Capital</th>
<th>Facility Space /Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990 5月 /台灣 新北市</td>
<td>楊裕德</td>
<td>黃瑞南</td>
<td>NT$66億 /NT$9.2億</td>
<td>5000坪 + (HQ) /800+</td>
</tr>
</tbody>
</table>
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 has experienced extraordinary growth over the past 30 years. Fueled by our passionate employees, we have leveraged decades of experience which has resulted in a vast portfolio of high value add solutions that we deliver to our trusted customers. We are committed to making long term investments to secure our place at the top of the industrial PC industry. This commitment has yielded a growing team of engineers including software, hardware, middleware and application engineers, that are second to none!
Domain-Focused Systems
To Enable Industry Leading Innovations

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

TRANSPORTATION
Surveillance & Security, PIDS, Driver Console & Management Gateway

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

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

MEDICAL
Medical Equipment & Device, Medical Imaging, AI Diagnosis

GAMING
Slot Machine, Electronic Table Game, PTS, Video Mixer
Axiomtek Global Operation

15 Sales offices
60+ Distributors
200+ Engineers
800+ Employees
$221.4M Revenue
經營績效
各季營收及獲利狀況

<table>
<thead>
<tr>
<th>季度</th>
<th>營業收入（百萬）</th>
<th>毛利率</th>
<th>淨利率</th>
<th>營業費用率</th>
<th>有效稅率</th>
<th>基本每股盈餘</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018Q1</td>
<td>1,141</td>
<td>32.64%</td>
<td>7.27%</td>
<td>21.88%</td>
<td>28.03%</td>
<td>1.05</td>
</tr>
<tr>
<td>2018Q2</td>
<td>1,388</td>
<td>31.73%</td>
<td>7.93%</td>
<td>20.46%</td>
<td>44.28%</td>
<td>1.38</td>
</tr>
<tr>
<td>2018Q3</td>
<td>1,211</td>
<td>33.65%</td>
<td>8.08%</td>
<td>23.26%</td>
<td>26.14%</td>
<td>1.23</td>
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<tr>
<td>2018Q4</td>
<td>1,270</td>
<td>35.08%</td>
<td>9.13%</td>
<td>25.12%</td>
<td>27.59%</td>
<td>1.46</td>
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<tr>
<td>2019Q1</td>
<td>1,109</td>
<td>37.57%</td>
<td>10.50%</td>
<td>25.63%</td>
<td>18.39%</td>
<td>1.46</td>
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<tr>
<td>2019Q2</td>
<td>1,196</td>
<td>37.04%</td>
<td>14.25%</td>
<td>24.94%</td>
<td>20.97%</td>
<td>2.14</td>
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<tr>
<td>2019Q3</td>
<td>1,173</td>
<td>34.55%</td>
<td>8.63%</td>
<td>24.98%</td>
<td>24.91%</td>
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<td>2019Q4</td>
<td>1,260</td>
<td>31.73%</td>
<td>5.73%</td>
<td>25.99%</td>
<td>30.00%</td>
<td>0.89</td>
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<tr>
<td>2020Q1</td>
<td>1,124</td>
<td>31.73%</td>
<td>5.99%</td>
<td>24.55%</td>
<td>14.53%</td>
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<tr>
<td>2020Q2</td>
<td>1,215</td>
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<td>9.81%</td>
<td>24.42%</td>
<td>31.12%</td>
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<tr>
<td>2020Q3</td>
<td>1,149</td>
<td>33.67%</td>
<td>5.30%</td>
<td>24.82%</td>
<td>28.52%</td>
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<tr>
<td>2020Q4</td>
<td>1,204</td>
<td>36.66%</td>
<td>5.64%</td>
<td>29.59%</td>
<td>22.98%</td>
<td>0.82</td>
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<tr>
<td>2021Q1</td>
<td>969</td>
<td>34.13%</td>
<td>12.34%</td>
<td>27.67%</td>
<td>14.80%</td>
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<tr>
<td>2021Q2</td>
<td>1,101</td>
<td>32.99%</td>
<td>4.17%</td>
<td>21.35%</td>
<td>35.57%</td>
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<tr>
<td>2021Q3</td>
<td>1,547</td>
<td>31.64%</td>
<td>8.78%</td>
<td>25.21%</td>
<td>26.80%</td>
<td>1.58</td>
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<tr>
<td>2021Q4</td>
<td>1,452</td>
<td>33.12%</td>
<td>6.18%</td>
<td>22.56%</td>
<td>8.54%</td>
<td>0.99</td>
</tr>
<tr>
<td>2022Q1</td>
<td>1,485</td>
<td>30.24%</td>
<td>9.00%</td>
<td>24.06%</td>
<td>24.11%</td>
<td>1.48</td>
</tr>
<tr>
<td>2022Q2</td>
<td>1,596</td>
<td>34.13%</td>
<td>5.03%</td>
<td>22.04%</td>
<td>28.26%</td>
<td>0.89</td>
</tr>
<tr>
<td>2022Q3</td>
<td>1,723</td>
<td>34.13%</td>
<td>11.20%</td>
<td>22.33%</td>
<td>22.93%</td>
<td>2.14</td>
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<tr>
<td>2022Q4</td>
<td>1,815</td>
<td>36.82%</td>
<td>10.78%</td>
<td>22.04%</td>
<td>23.05%</td>
<td>2.15</td>
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<tr>
<td>2023Q1</td>
<td>1,578</td>
<td>32.68%</td>
<td>7.85%</td>
<td>23.01%</td>
<td>23.01%</td>
<td>1.35</td>
</tr>
</tbody>
</table>
營收分析 - 地區別

美洲市場
- 2021: 56%
- 2022: 57%
- 2023 Q1: 55%

歐洲市場
- 2021: 24%
- 2022: 26%
- 2023 Q1: 27%

亞洲市場及其他
- 2021: 20%
- 2022: 17%
- 2023 Q1: 18%
營收分析 - 應用別

2022
- 44%
- 45%
- Others 11%
- (Verticals) Gaming/Network Medical/Retail

2023 Q1
- 46%
- 45%
- Others 9%
- Automation/Transportation
Thank You