2018國票投資論壇

May 15, 2018

- 專注工業物聯網與工業4.0

數位轉型時代

Digital World
數位世界

IoT
物聯網

IIoT
工業物聯網

M2M

IT資訊科技

AI人工智慧

工業物聯網發展重點

工業物聯網

商用物聯網

重工業
Heavy Machinery

交通
Transportation

智慧城市
Smart Cities

自動化
Automation

工廠
Factories

醫療
Healthcare

軟體支援
網路連結

穿載裝置
Wearables

手機
Phones

電視
TVs

家電
Appliances

家庭監控
Home Monitoring

家庭自動化
Home Automation
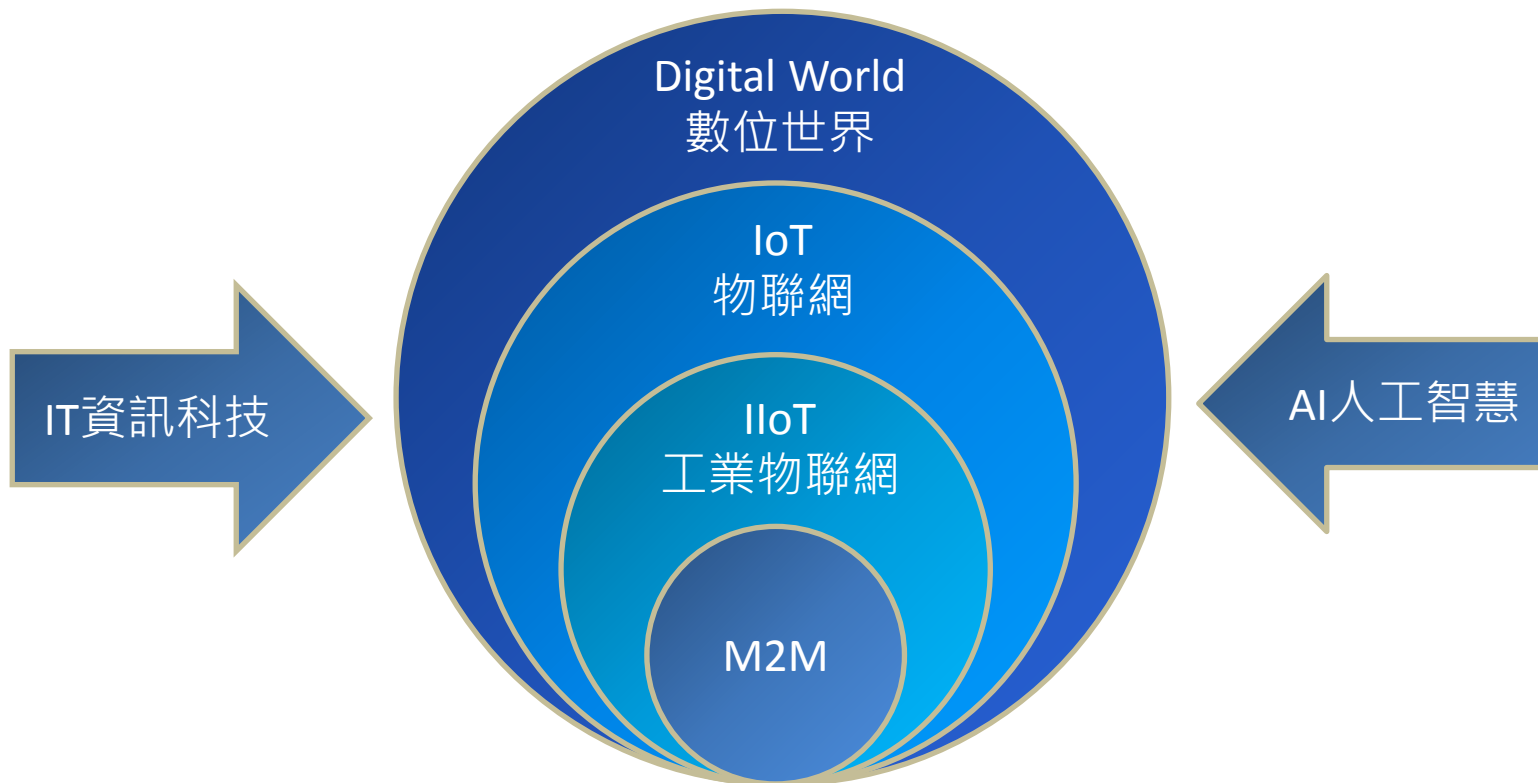
艾訊工業物聯網架構

Factory Automation	Security and Surveillance	**應用層 Manage**
Intelligent Transportation	Building Management	**Applications**
Energy Saving	Agriculture Automation	
Health Care	Intelligent Vehicle Monitoring and Control	

- 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

Industrial Firewalls	Ethernet Switches	**網路層 Connect**
Industrial Gateways	Remote Management Solutions	**Networks**
Ethernet Convertors		

- 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

Embedded Systems	Transportation Embedded Systems	**感知層 Device**
DIN-rail Embedded Controllers	Multi-touch Panel Computers	**Devices & Sensors**

- 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

AXIOMTEK

- 艾訊集團組織與經營策略

艾訊全球營運據點

AXCA
美國艾訊西岸
California

AXMA
美國艾訊東岸
Massachusetts

AXUK
艾訊英國
United Kingdom

AXGM
艾訊德國
Germany

Italy

AXIT
義大利

AXJP
日本

Beijing

Japan

Shanghai

Shenzhen

Taiwan (HQ)

Thailand

AXSZ
深圳

AXHQ
總部

AXTH
泰國

Malaysia

AXMY
馬來西亞

子公司

策略夥伴

AXIOMTEK
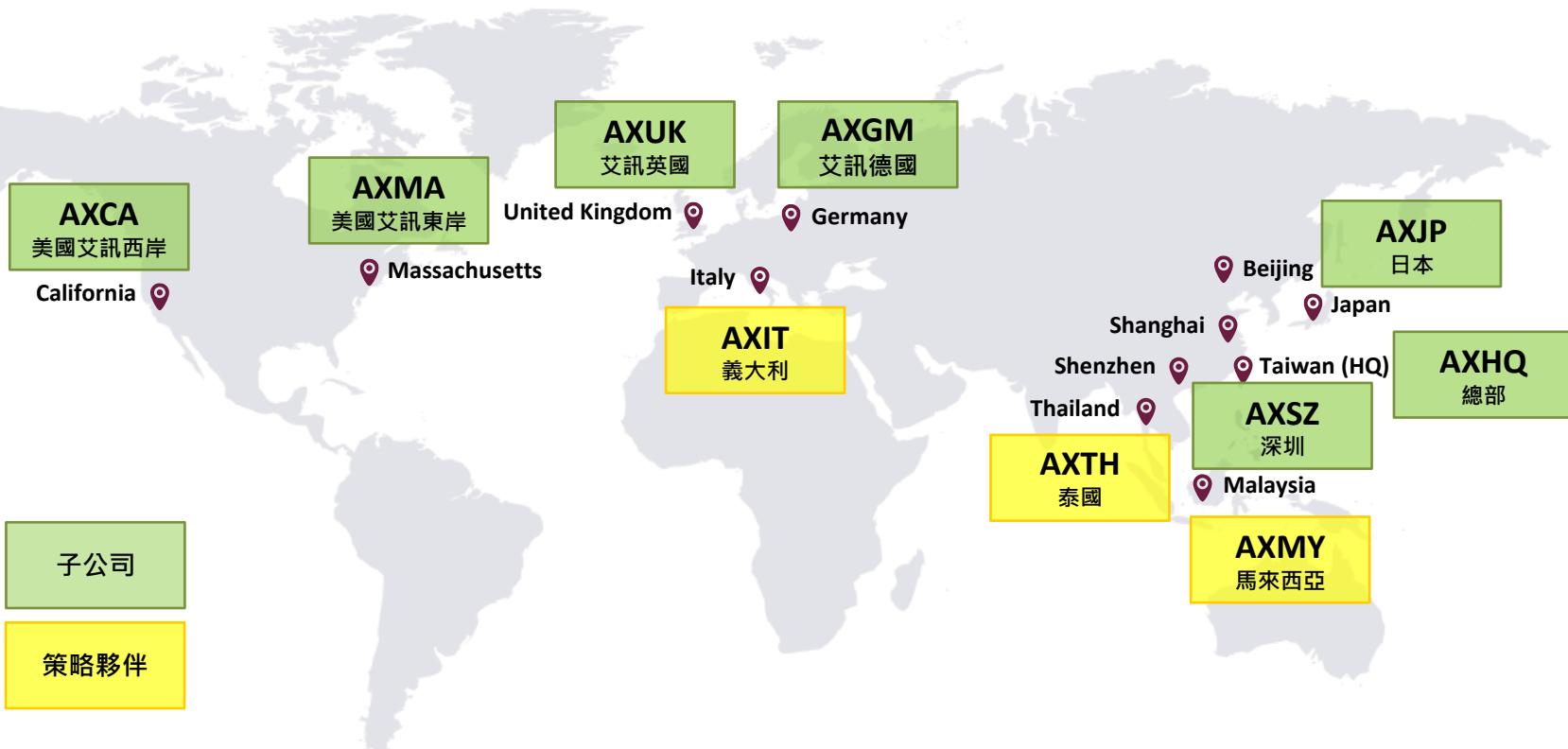
艾訊策略事業組織

SNS
軟體暨解決方案

- Software support and development
- AXView
- Lite SCADA
- Microsoft Azure
- EOS, Linux

IPS
智慧平臺暨解決方案

- Certified embedded system & panel PC
- Mission-critical solution
- Industrial PC

ESCE
嵌入式核心運算

- COTS M/B
- ZIO & Mini PCIe I/O
- SoM Platforms: COM Express, Qseven and Smarc

IRS
智能零售

- Panel PC for Kiosks
- Mobile POS Solutions
- Smart ATM Solutions
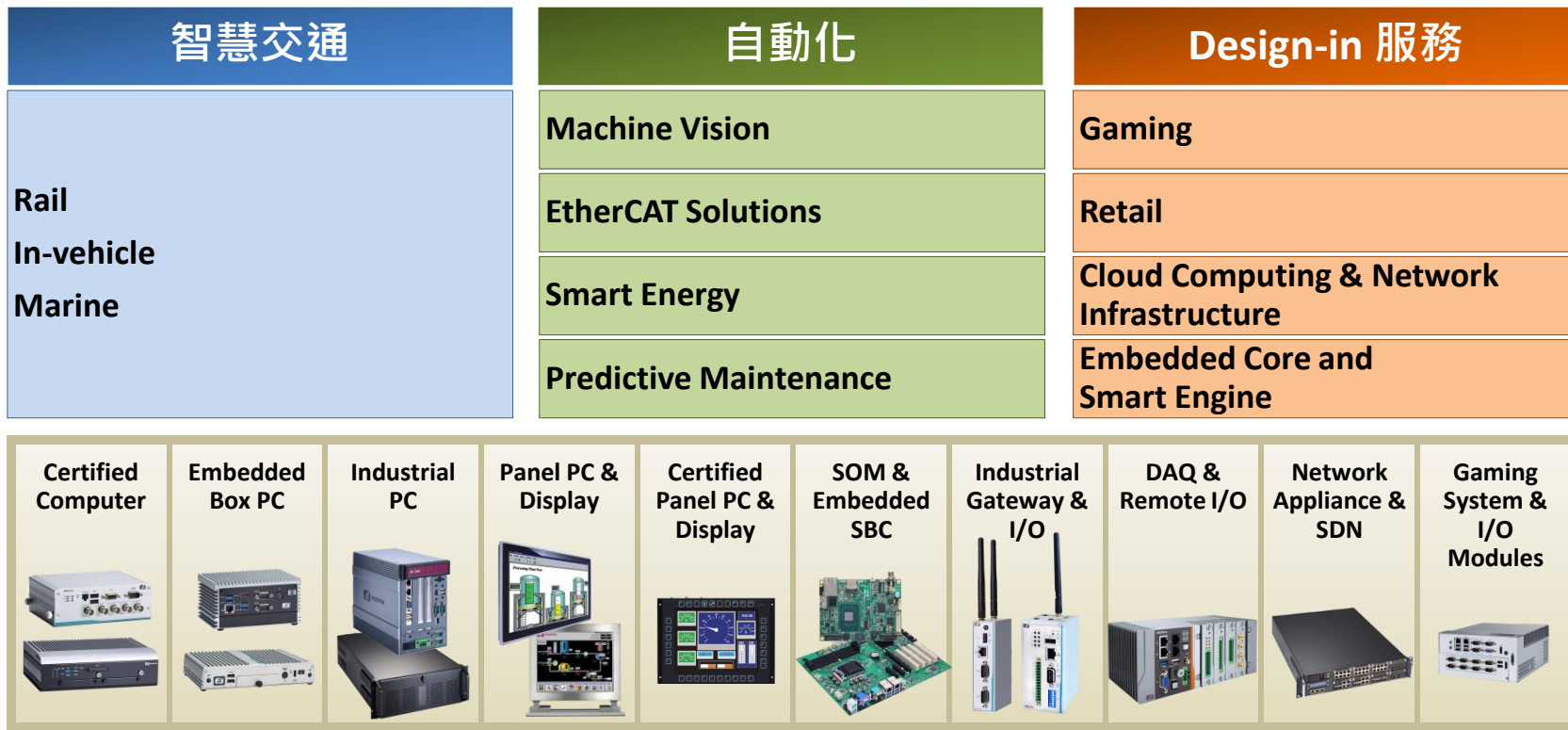- Self-service Terminals

CCNI
雲運算暨網路

- Desktop & Rackmount Network Platforms for Firewall, VPN, IDS, UTM
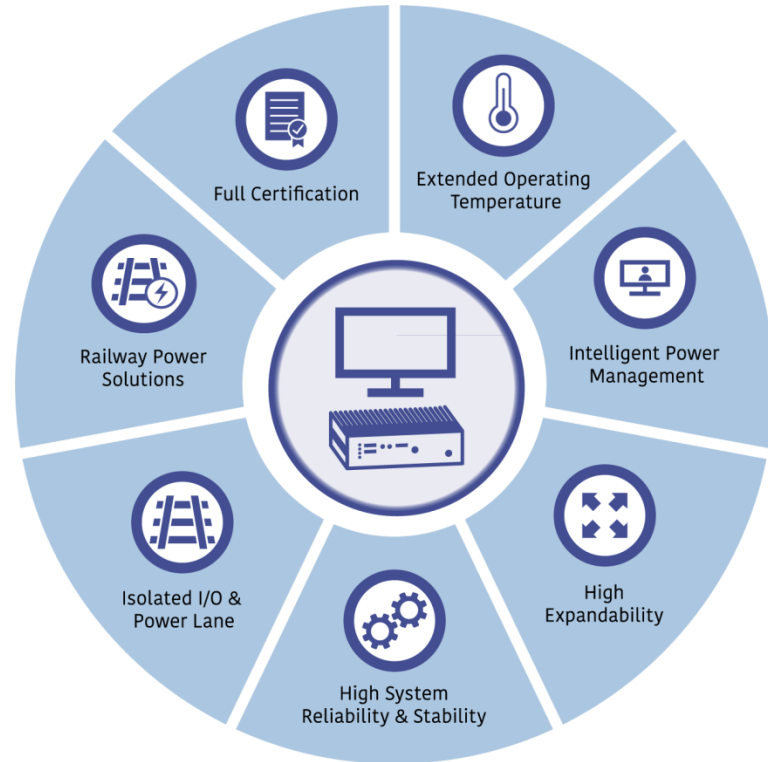- SDN Platforms

GAM
博奕

- Player Tracking
- Video Mixer, PIP
- EGM
- Gaming SBC and I/O Interfaces

垂直應用市場發展策略

智慧交通	自動化	Design-in 服務
Rail **In-vehicle** **Marine**	**Machine Vision** **EtherCAT Solutions** **Smart Energy** **Predictive Maintenance**	**Gaming** **Retail** **Cloud Computing & Network Infrastructure** **Embedded Core and Smart Engine**

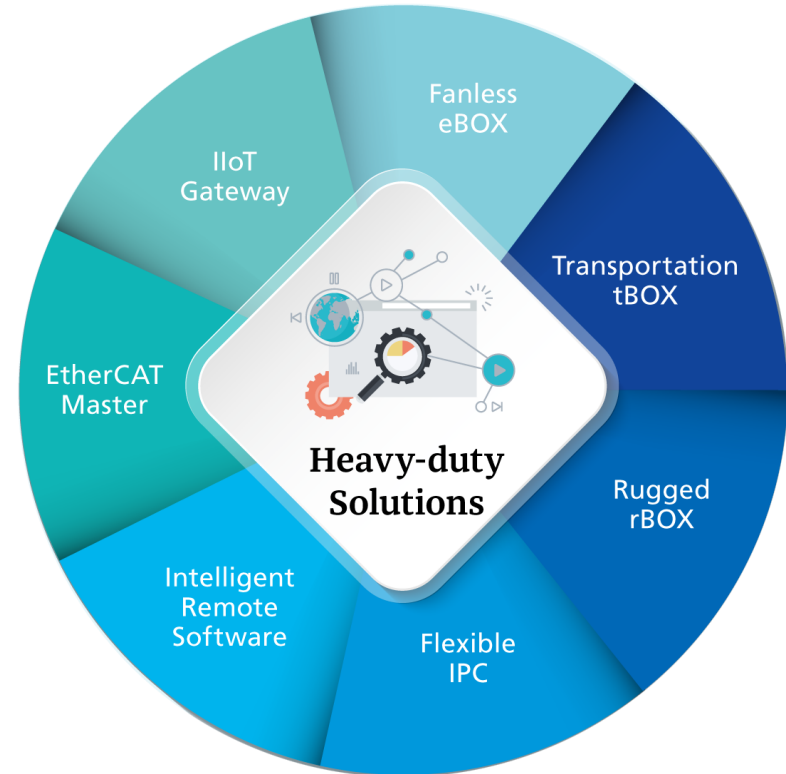| Certified Computer	Embedded Box PC	Industrial PC	Panel PC & Display	Certified Panel PC & Display	SOM & Embedded SBC	Industrial Gateway & I/O	DAQ & Remote I/O	Network Appliance & SDN	Gaming System & I/O Modules

完整智慧交通解決方案

Our comprehensive transportation product line includes the tBOX embedded system series, the GOT touch panel computer series, edge service, IOT gateway, and the railway monitor series. They offer a variety of certifications including EN 50155, EN 50121, EN 45545, DNV 2.4, and IEC 60945.

- Full Certification
- Extended Operating Temperature
- Intelligent Power Management
- High Expandability
- High System Reliability & Stability
- Isolated I/O & Power Lane
- Railway Power Solutions

自動化應用解決方案

Axiomtek's focus is to deliver products and services that help solve our customer's challenges. Our expertise includes personalized design assistance and customization services. Standard computing solutions offer innovative design and extensive features that are desirable for most applications.

Fanless eBOX

IIoT Gateway

Transportation tBOX

EtherCAT Master

Heavy-duty Solutions

Rugged rBOX

Intelligent Remote Software

Flexible IPC

Design-in 服務

Digital Signage		Gaming
Interactive Whiteboard		Player Tracking
Firewall		Vending
SDN		Kiosk
UTM		Smart ATM

Fully-customized design service

Fully customized design service provides a total solution from board-level design to system-level integration to deliver a value-add for vertical applications.

Semi-customized design service

To satisfy the growing demand for embedded solutions, we offer customers a wide range of embedded boards and accessories which can be integrated in customer systems. Whether a customer chooses to design their I/O boards by themselves or receive assistance from Axiomtek. We will always provide all necessary information and cooperation in order to help our customers build their systems.

Micro-customized design service

Through our micro-customized design service, customers can complete their systems quickly and easily with just a few minor configuration changes. No need to redesign, the almost ready embedded modules can speed up the time to market.

垂直應用產業產品認證

軌道交通	車載	船舶	防爆	電廠
EN 50155	ISO 7637	IEC 60945		IEC 61850 IEEE 1613
EN 50121-4	E13	DNV 2.4		
EN 50155 EN 50121-4				
EN 45545				

防爆認證標誌: ATEX (Ex), c UL us LISTED

- **經營績效**

艾訊合併營收
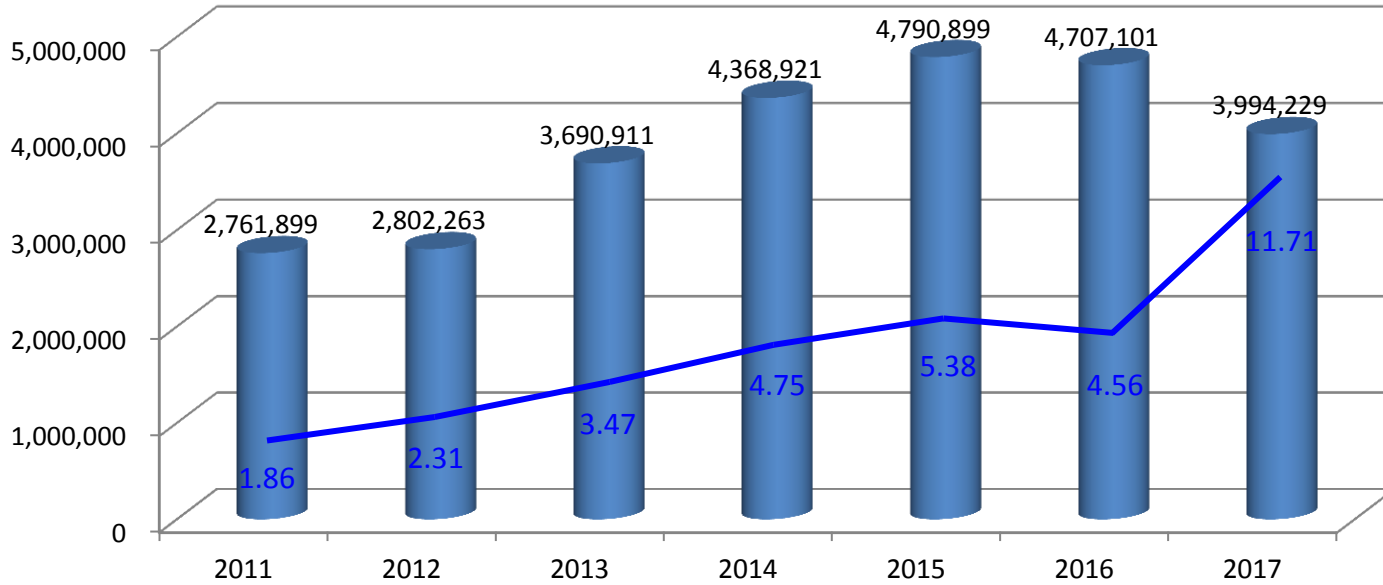
年份	2011	2012	2013	2014	2015	2016	2017
合併營收(千元)	2,761,899	2,802,263	3,690,911	4,638,921	4,790,899	4,707,101	3,994,229

Product Revenue Breakdown

▶ **by OBM/ODM (Q1'18)**

- Gaming
- NA
- POS/Kiosk
- Medical

ODM/OEM
35.0%

OBM
65.0%

- Distributors
- System Integrators
- VARs
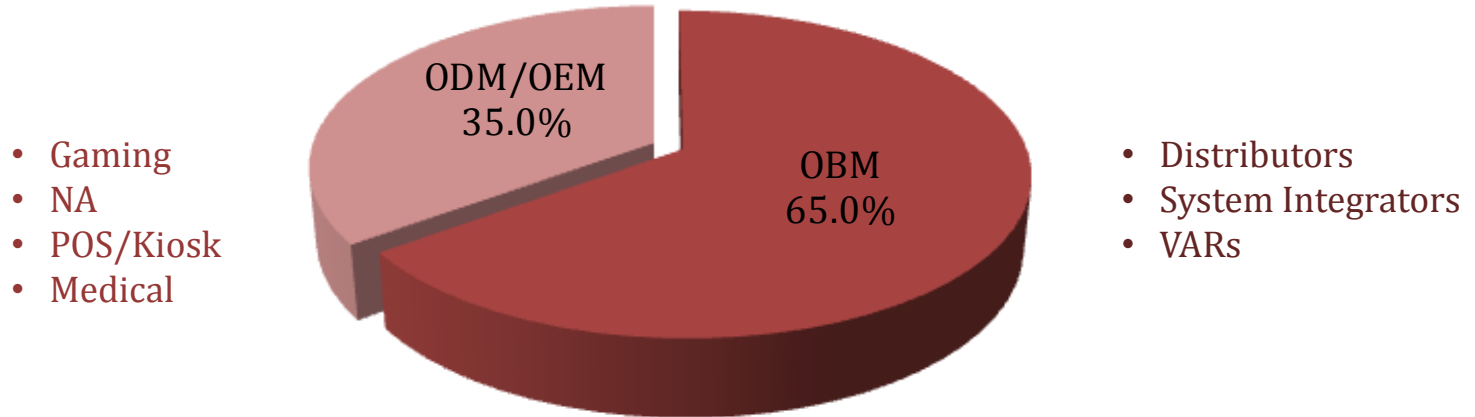
Product Revenue Breakdown

▶ <u>by Geography (Q1'18)</u>

亞太區(含中/港/澳/台/日/韓)

歐洲

美/加
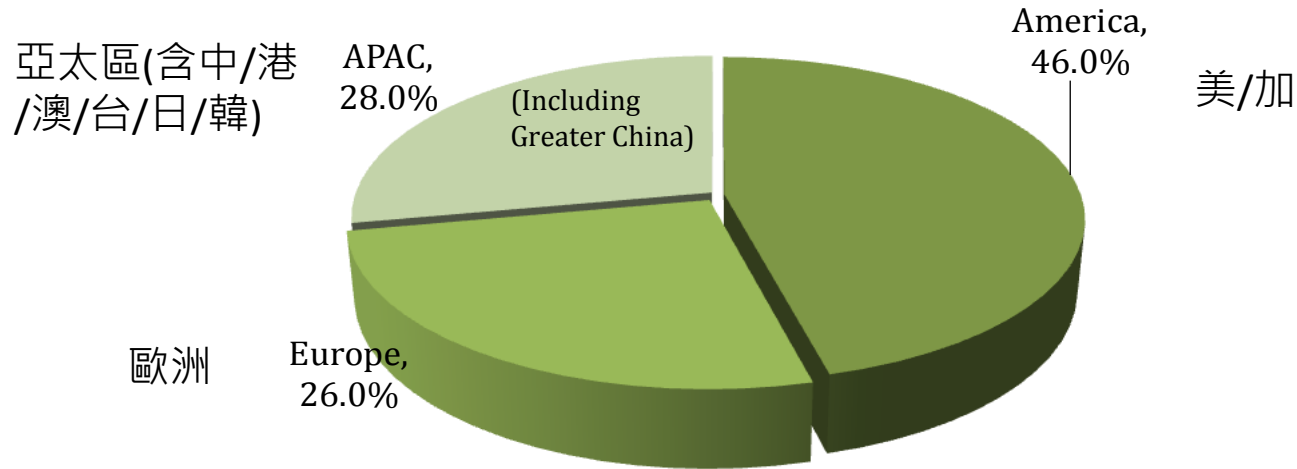
Product Revenue Breakdown

▶ **by Produce Category**
(Q1'18)

觸控平板電腦
與顯示器

Panel PCs and
Displays, 16.0%

Embedded
Boards and
SoMs, 28.0%

嵌入式板卡
與電腦模組

交通/能源/智慧工廠
嵌入式電腦系統
工業物聯網閘道器
數位電子看板

Embedded
Systems, 56.0%
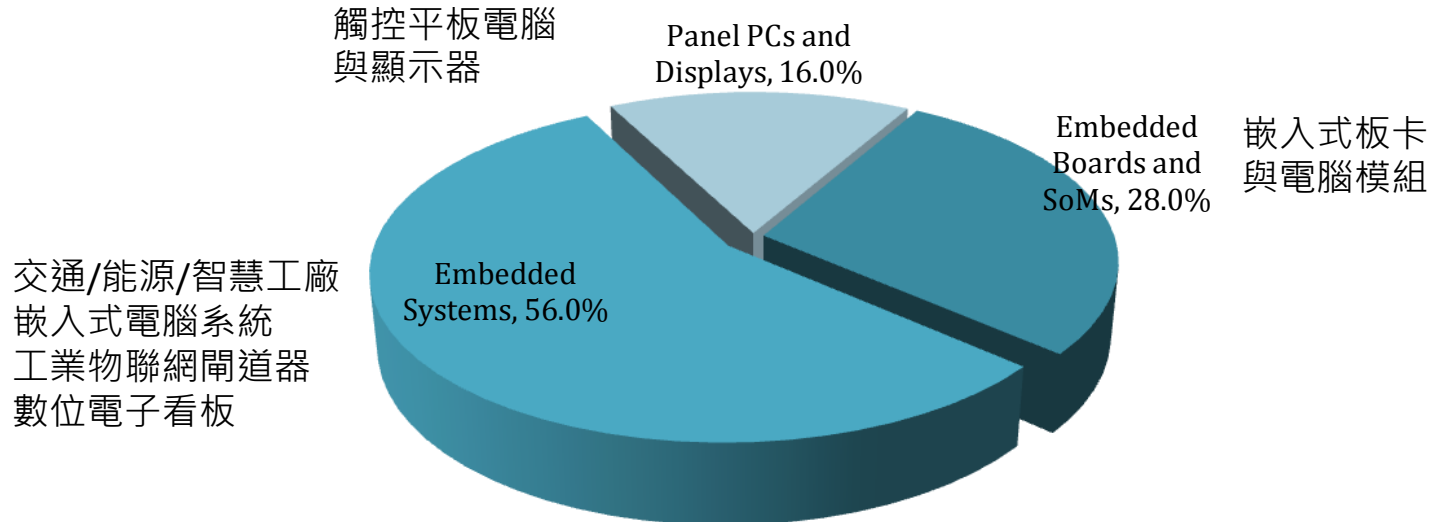
艾訊'18上半年全球行銷活動

February 6-8	ICE Totally Gaming	London 倫敦	英國
February 27-1	Embedded World	Nuremberg 紐倫堡	德國
March 21-22	RTS Embedded Systems	Paris 巴黎	法國
March 27	Intel IOT Event	Kuala Lumpur 吉隆坡	馬來西亞
March 29	Intel IOT Event	Ha Noi 河內	越南
March 28-30	Automation World 2018	Seoul 首爾	韓國
April 9-12	Intel Partner Connect	Singapore 新加坡	新加坡
April 16-20	RSA Conference	San Francisco 舊金山	美國
May 9-11	ESEC	Tokyo 東京	日本
May 22-24	SPS IPC Drives Italia	Parma 帕爾瑪	義大利
June 3-8	ITS America	Detroit 底特律	美國
June 20-23	Manufacturing Expo	Bangkok 曼谷	泰國
June 27-29	华南国际工业自动化展览会IAMD SHENZHEN	Shenzhen 深圳	大陸

謝 謝

www.axiomtek.com