



# 艾訊股份有限公司 法人說明會簡報

發言人  
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2019年11月14日

Empowering IoT Innovation

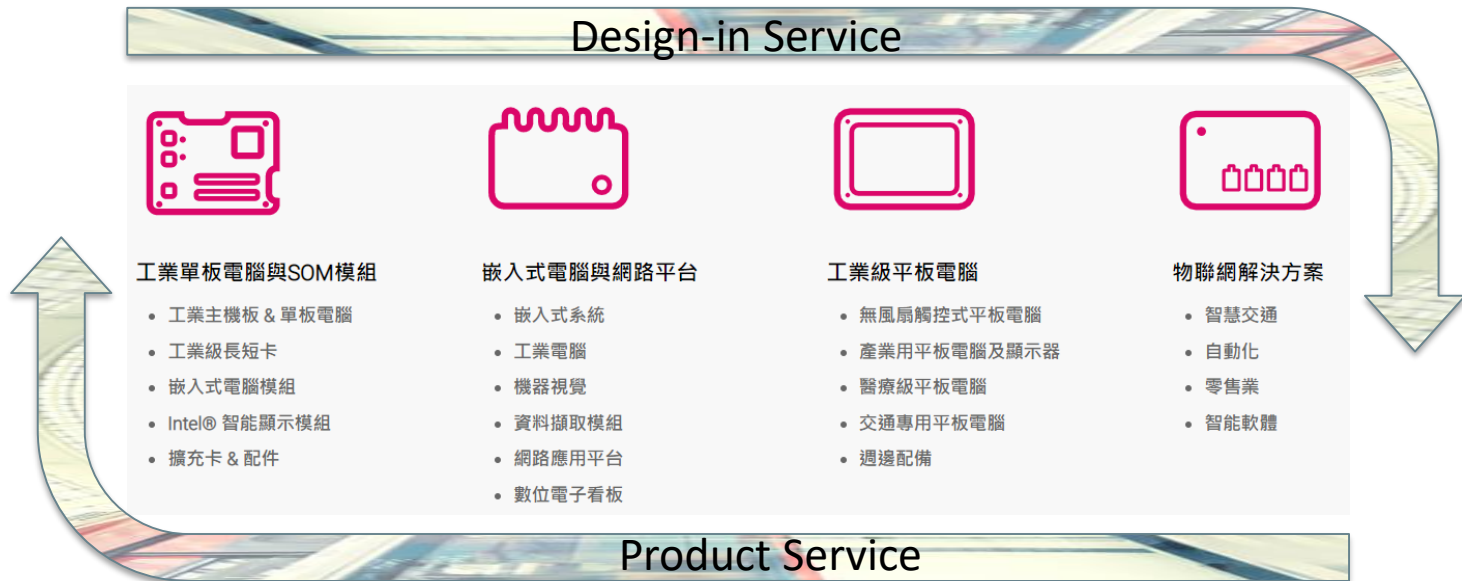
A hand holding a glowing lightbulb, symbolizing innovation. The background is a blurred bokeh of green and yellow light. A large, curved, dark red banner with the text 'Empowering IoT Innovation' is overlaid on the right side of the image.



# 公司簡介及產業概況



艾訊為工業電腦領域的領先設計者和製造商，並依據工業物聯網 (Industrial Internet of Things, IIoT) 與工業4.0發展趨勢，積極投入工廠自動化、智慧交通，與智慧能源等應用領域。以培植自身嵌入式電腦技術能力及推動品牌核心價值，朝向獲利較高的產業發展，為合作夥伴與股東創造多贏格局。產品如下：



# 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)

# Application Framework Architecture

## Application

- Factory Automation
- Smart Energy
- Retail
- Smart City and Smart Building
- Transportation and Logistics
- Agriculture

## Software SDK

- Software Framework – AMS
- Middleware & SDK (MATLAB & LabVIEW)
- Utility (TMA, Power & Connection Management)
- Intel Toolkits (Unite, OpenVINO, Deep Learning Suite, etc.)
- Others...

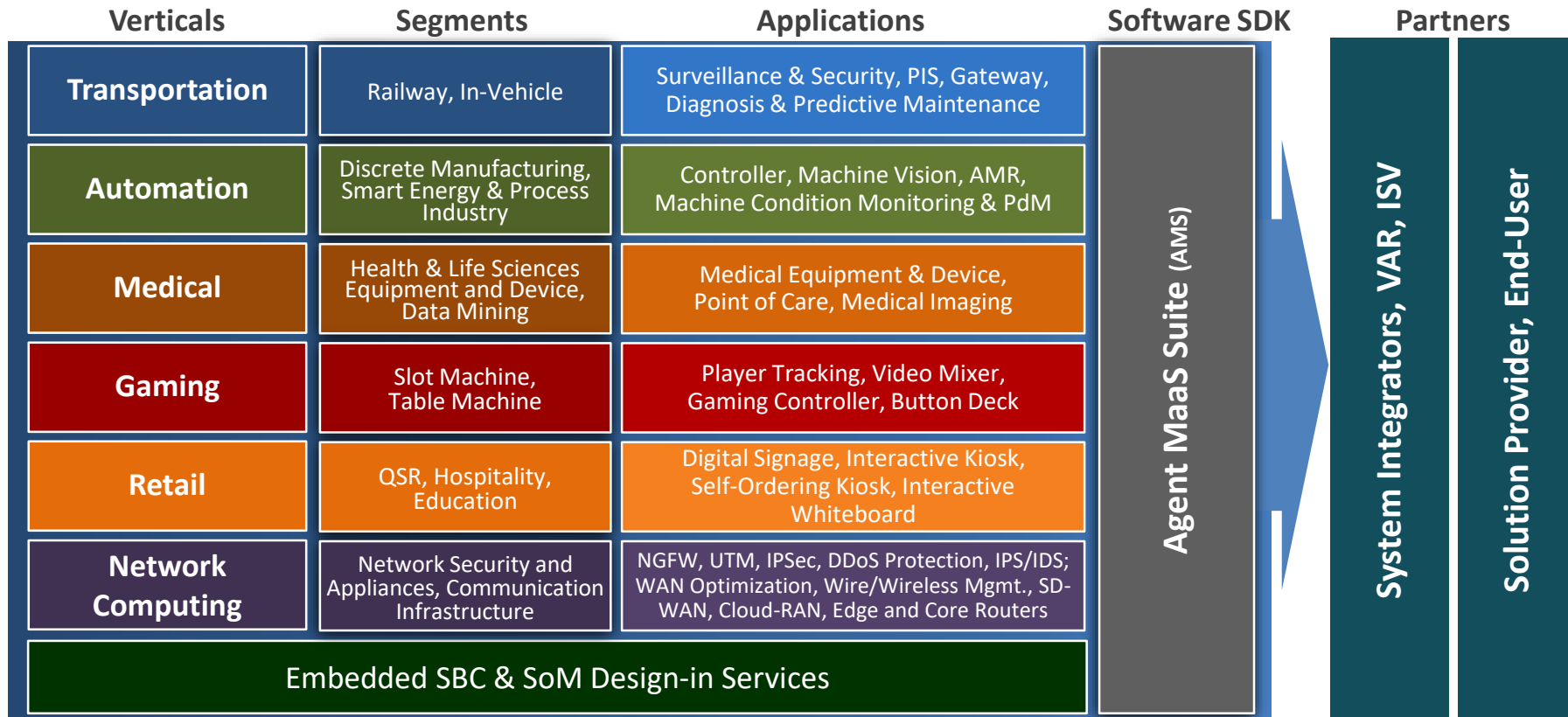
## Platforms



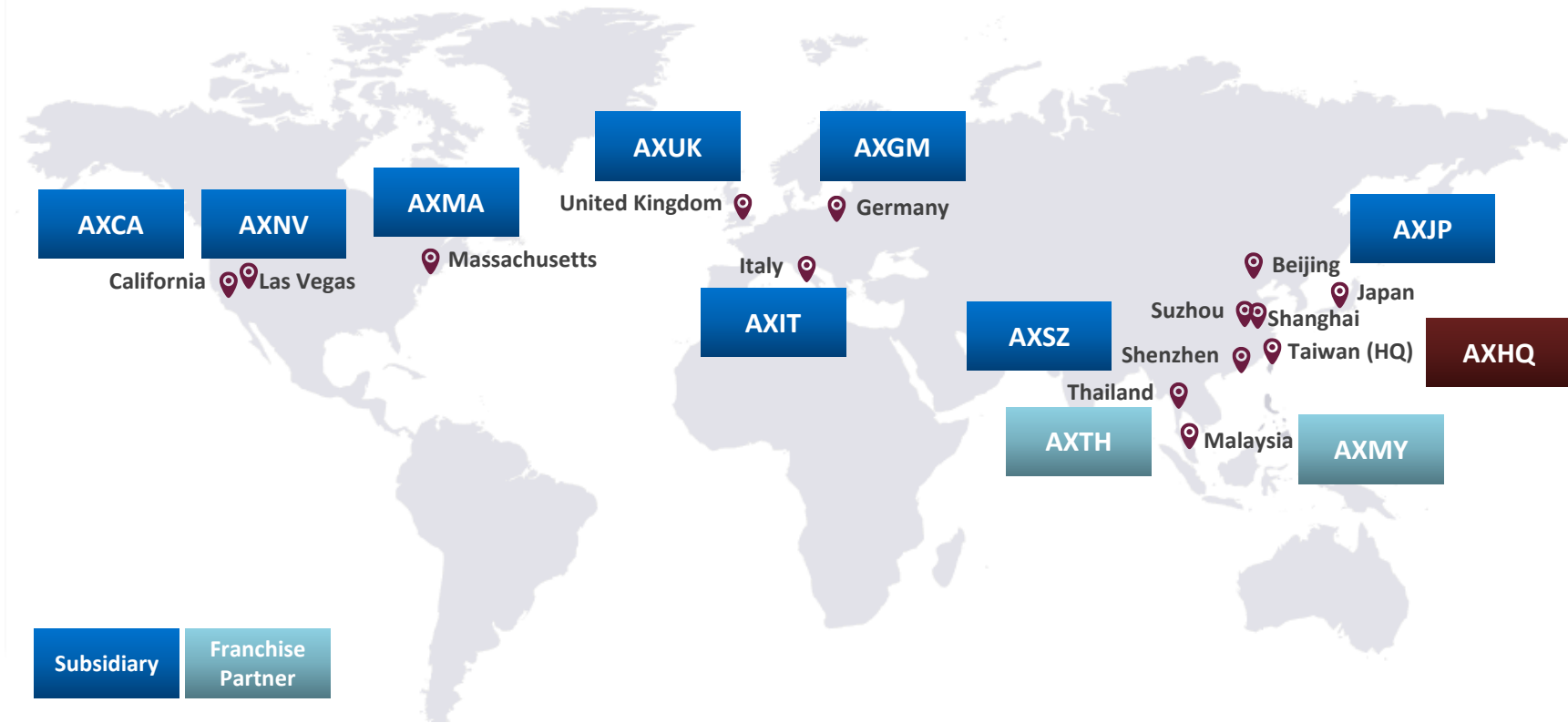
## Device & Sensor Gateway



# Strategic Business Focus



# 艾訊全球營運據點

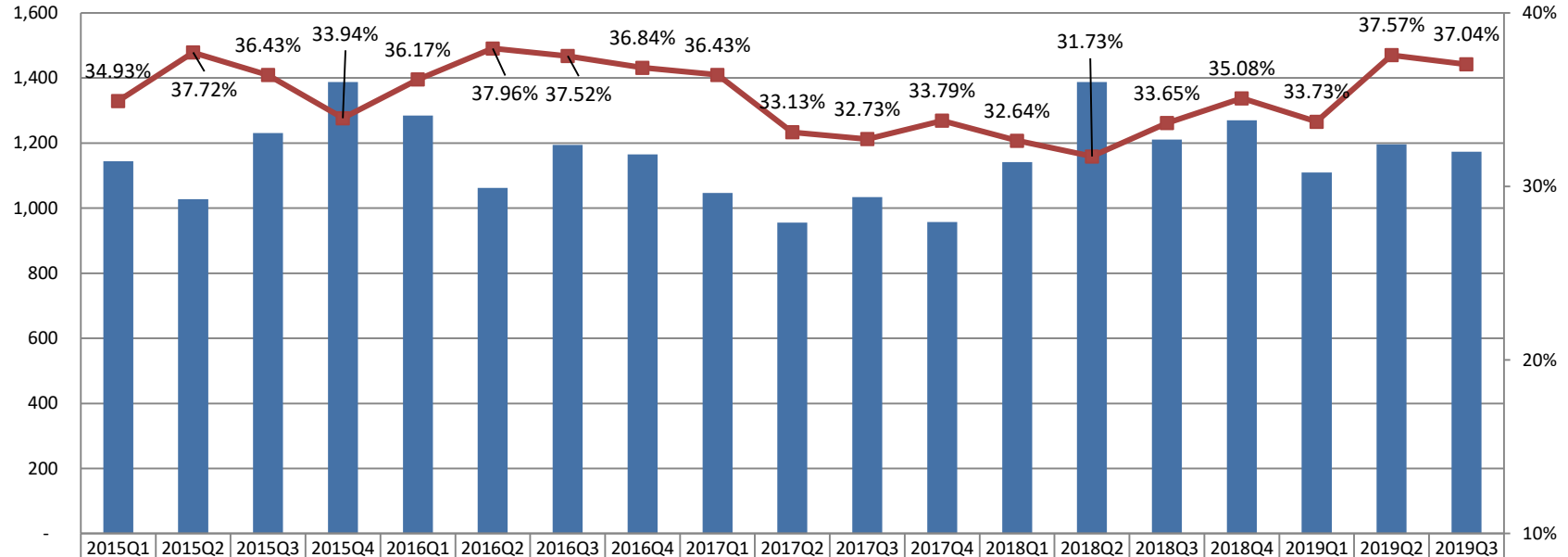




# 經營績效

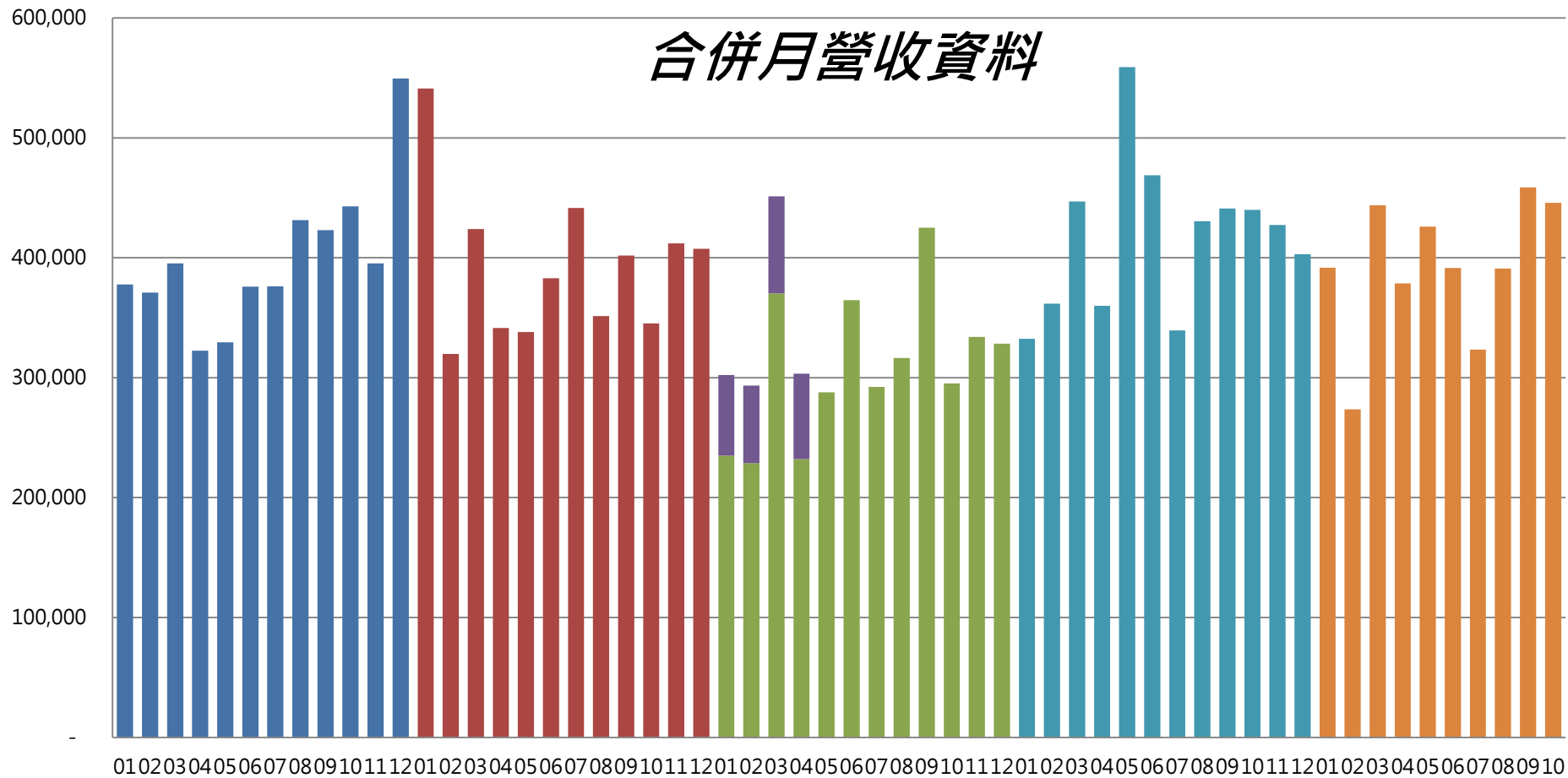


# 各季營收及獲利狀況



營業收入(百萬元)	1,144	1,028	1,231	1,388	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173
毛利率	34.93%	37.72%	36.43%	33.94%	36.17%	37.96%	37.52%	36.84%	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%
淨利率	8.08%	7.71%	12.61%	8.18%	8.61%	7.55%	7.95%	7.64%	2.89%	79.91%	8.84%	4.54%	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	0.00%
營業費用率	23.57%	26.58%	24.51%	23.23%	24.55%	29.07%	25.82%	27.63%	29.39%	27.75%	22.15%	27.65%	21.88%	20.46%	23.26%	23.19%	25.12%	25.63%	25.55%
有效稅率	22.65%	27.74%	22.98%	20.99%	21.71%	24.55%	21.60%	28.69%	11.07%	7.48%	18.11%	18.03%	28.03%	44.28%	26.14%	27.59%	18.35%	20.97%	24.91%
基本每股盈餘	1.13	0.98	1.89	1.38	1.35	0.97	1.15	1.09	0.35	9.66	1.16	0.54	1.05	1.38	1.23	1.46	1.46	2.14	1.27

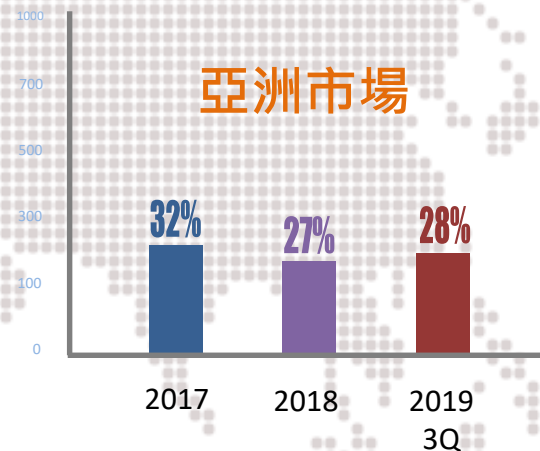
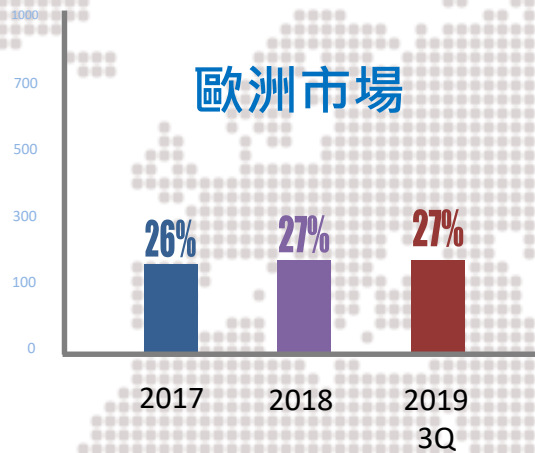
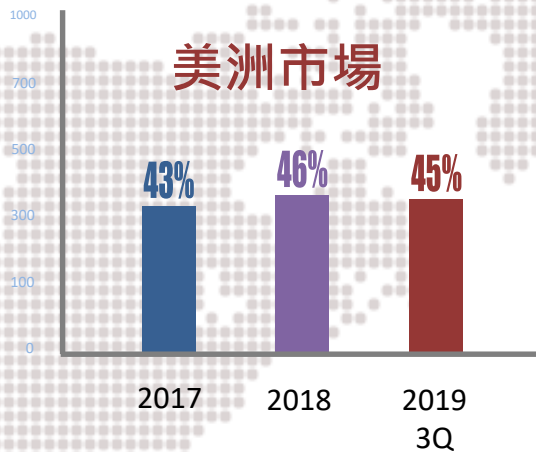
# 合併月營收資料



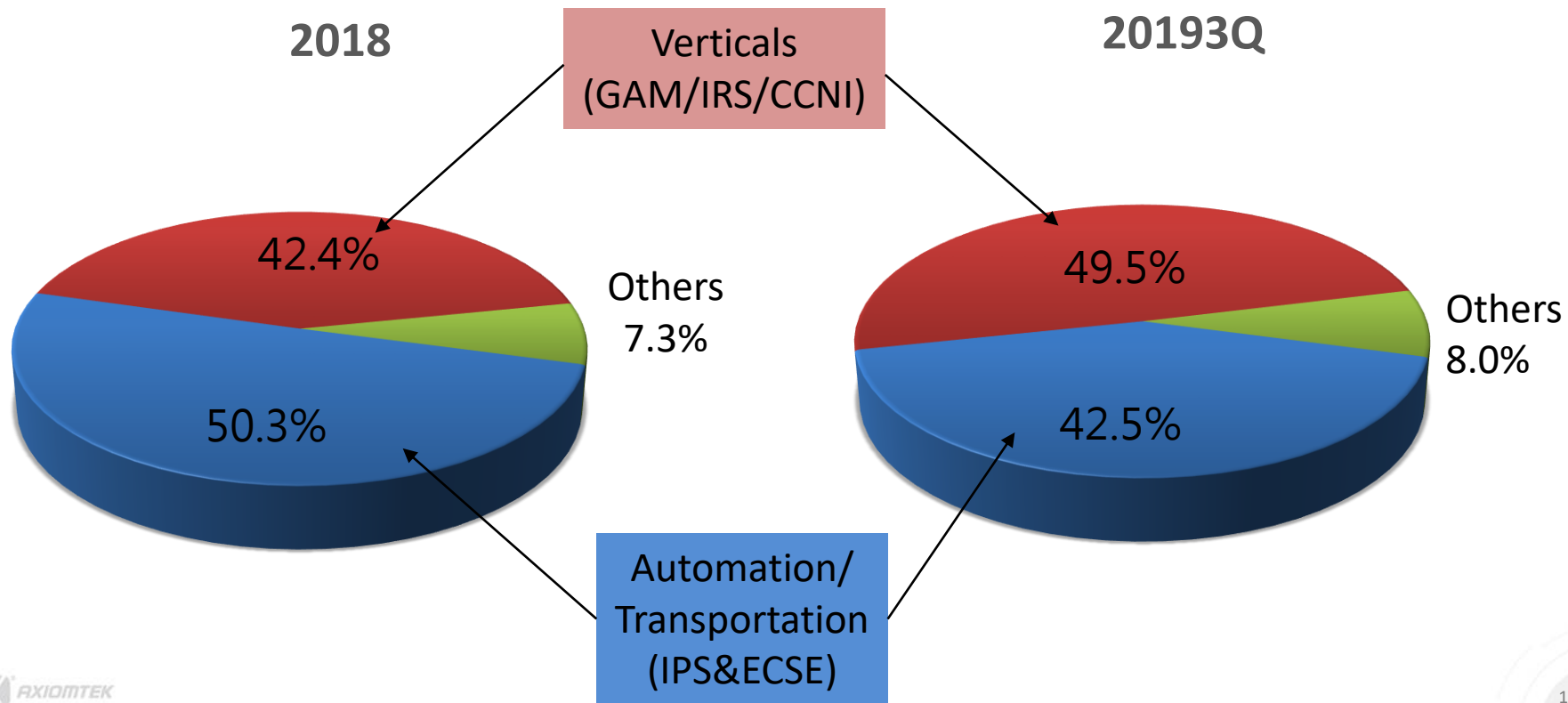
■ 2015 ■ 2016 ■ 2017 ■ 2017EW ■ 2018 ■ 2019

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# 營收分析 - 地區別



# 營收分析 - 應用別





**Thank You**

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