



# ***2017 Q1 Investor Conference***

April 11, 2017



# Disclaimer

Axiomtek's presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.

The forward-looking statements in this release reflect the current belief of Axiomtek as of the date of this release, we undertake no obligation to update these forward-looking statements for new information, future events, or otherwise.

# *Agenda*

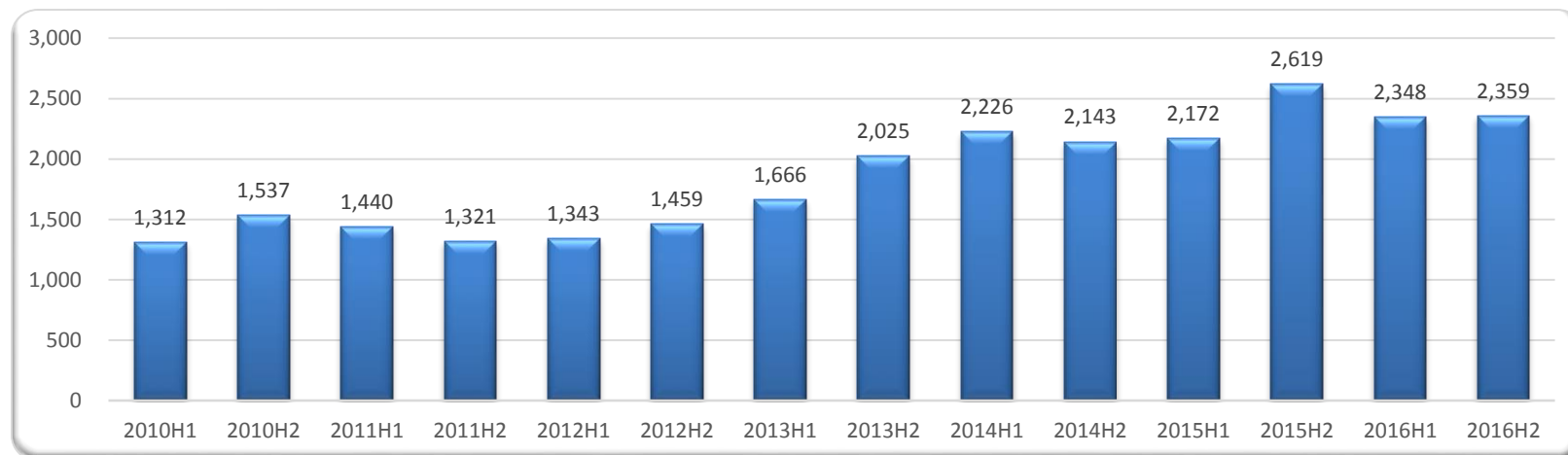
- Financial Result
- Business Highlights
- Business Strategy
- Q & A



Financial Result

# Consolidated Revenue

Currency : TWD M



Year	2010		2011		2012		2013		2014		2015		2016	
	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2
Revenue (TWD M)	1,312	1,537	1,440	1,321	1,343	1,459	1,666	2,025	2,226	2,143	2,172	2,619	2,348	2,359
	<b>2,849</b>		<b>2,761</b>		<b>2,802</b>		<b>3,691</b>		<b>4,369</b>		<b>4,791</b>		<b>4,707</b>	

# Statements of Comprehensive Income

## Selected Items from Statements of Comprehensive Income

By Quarter (in TWD K)					2016Q4	2016Q4
	2016Q4	2017 Guidance	2016Q3	2015Q4	over 2016Q3	over 2015Q4
Revenue	1,164,813		1,194,704	1,388,047	97.5%	83.9%
Gross profit	429,141		448,252	471,057	95.7%	91.1%
Gross margin	36.84%	35~37%	37.52%	33.94%	98.2%	108.6%
Operating expense	321,806		308,501	322,423	104.3%	99.8%
OH%	27.63%		25.82%	23.23%	107.0%	118.9%
Operating income	107,335		139,751	148,634	76.8%	72.2%
Operating income%	9.21%		11.70%	10.71%	78.8%	86.1%
Net non-operating income(loss)	17,503		(18,575)	(4,873)	-94.2%	-359.2%
Income before income tax	124,838		121,176	143,761	103.0%	86.8%
Income before income tax%	10.72%		10.14%	10.36%	105.7%	103.5%
Income tax	(35,822)		(26,174)	(30,173)	136.9%	118.7%
Tax rate%	28.69%		21.60%	20.99%	132.8%	136.7%
Net Income	89,016		95,002	113,588	93.7%	78.4%
Net income %	7.64%		7.95%	8.18%	96.1%	93.4%
EPS	1.09		1.15	1.38	94.8%	79.0%
Headcount_group	857		836	829	102.5%	103.4%

# Statements of Comprehensive Income

## Selected Items from Statements of Comprehensive Income

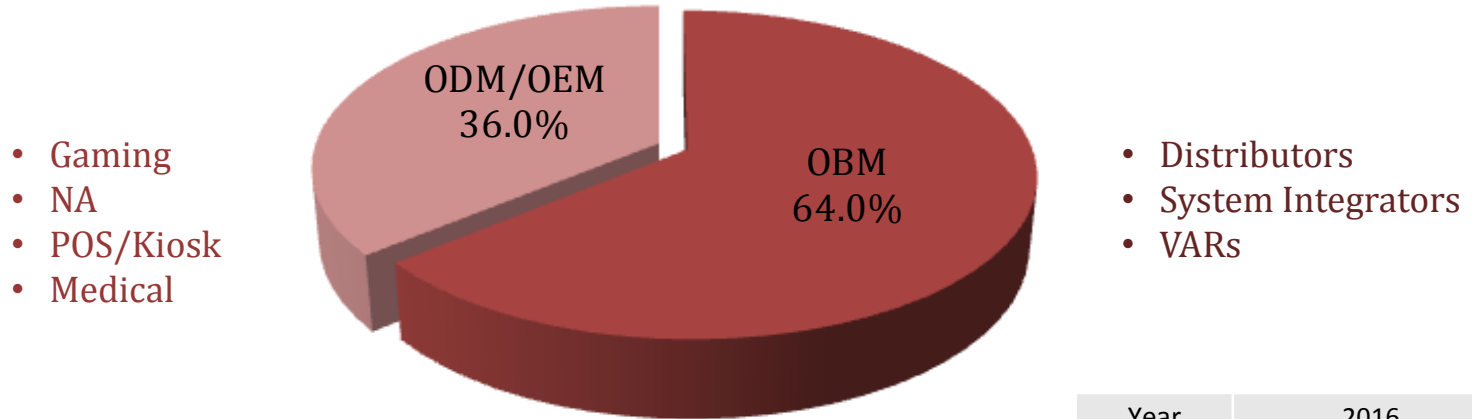
By Half Year (in TWD K)					2016H2	2016H2
	2016H2	2017 Guidance	2016H1	2015H2	over 2016H1	over 2015H2
Revenue	2,359,517		2,347,592	2,618,767	100.5%	90.1%
Gross profit	877,393		868,053	919,355	101.1%	95.4%
Gross margin	37.19%	35~37%	36.98%	35.11%	100.6%	105.9%
Operating expense	630,307		624,345	624,227	101.0%	101.0%
OH%	26.71%		26.60%	23.84%	100.4%	112.1%
Operating income	247,086		243,708	295,128	101.4%	83.7%
Operating income%	10.47%		10.38%	11.27%	100.9%	92.9%
Net non-operating income(loss)	(1,072)		3,847	50,211	-27.9%	-2.1%
Income before income tax	246,014		247,555	345,339	99.4%	71.2%
Income before income tax%	10.43%		10.55%	13.19%	98.9%	79.1%
Income tax	(61,996)		(56,765)	(76,505)	109.2%	81.0%
Tax rate%	25.20%		22.93%	22.15%	109.9%	113.8%
Net Income	184,018		190,790	268,834	96.5%	68.5%
Net income %	7.80%		8.13%	10.27%	96.0%	76.0%
EPS	2.24		2.32	3.27	96.6%	68.5%
Headcount_group	857		834	829	102.8%	103.4%

# Business Highlights



# Product Revenue Breakdown

## ▶ by OBM/ODM



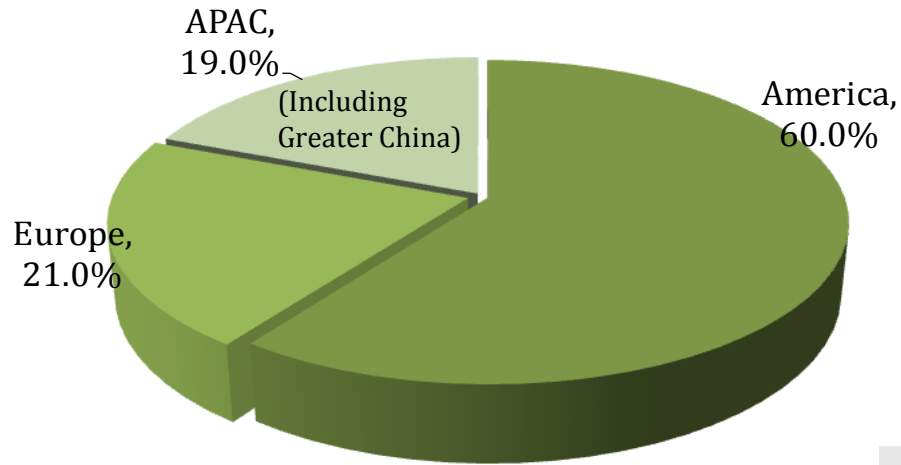
- Gaming
- NA
- POS/Kiosk
- Medical

- Distributors
- System Integrators
- VARs

Year	2016
TWD (K)	4,707,101
USD	149.5 million

# Product Revenue Breakdown

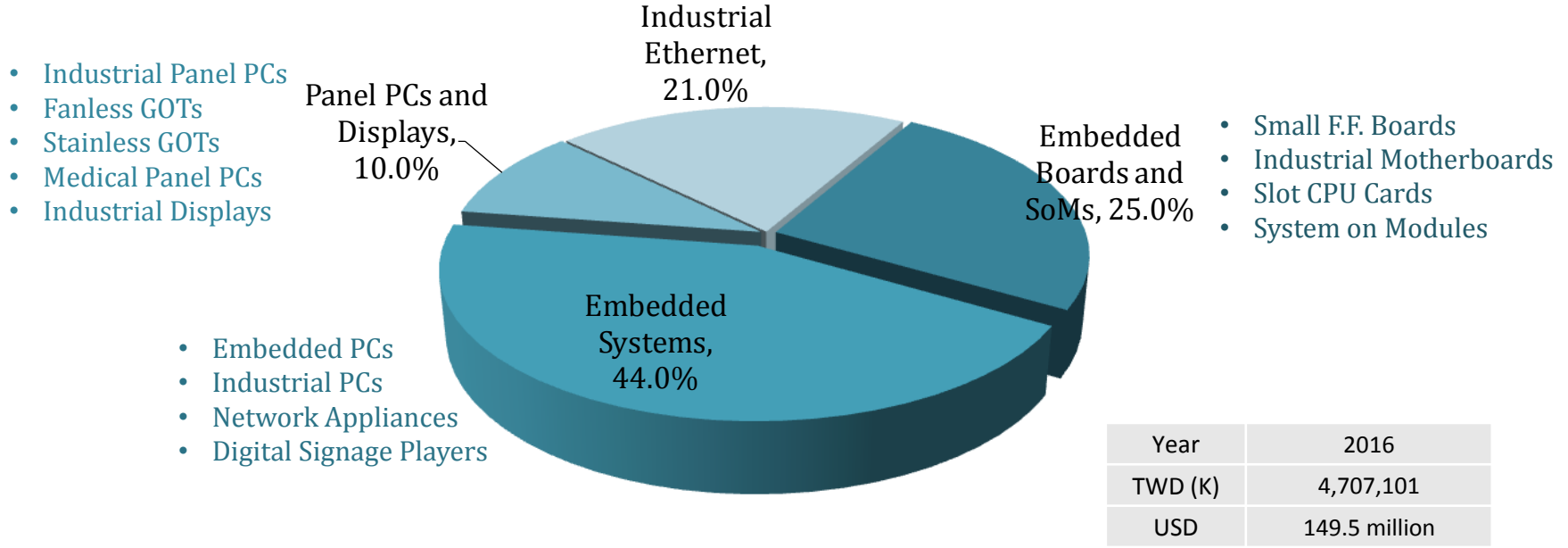
## ▶ by Geography



Year	2016
TWD (K)	4,707,101
USD	149.5 million

# Product Revenue Breakdown

## ► by Produce Category



- Industrial Panel PCs
- Fanless GOTs
- Stainless GOTs
- Medical Panel PCs
- Industrial Displays

Panel PCs and Displays, 10.0%

Industrial Ethernet, 21.0%

Embedded Boards and SoMs, 25.0%

- Small F.F. Boards
- Industrial Motherboards
- Slot CPU Cards
- System on Modules

- Embedded PCs
- Industrial PCs
- Network Appliances
- Digital Signage Players

Embedded Systems, 44.0%



# Business Strategy

# IloT and Industrial 4.0 Architecture

## Sensors Data Transmission

### Sensors

Temperature Humidity  
Brightness Pressure  
Liquid level Opening  
Presence Key contact  
Tag reader

1-WIRE

I/O

4-20 mA

0-10V

RS-232

2G/3G/4G



## Advanced Gateway

PHP

ETH

MODBUS



### Acquisition Systems

Weather station  
Regulation center  
Vending machine  
Automation system

RS-232

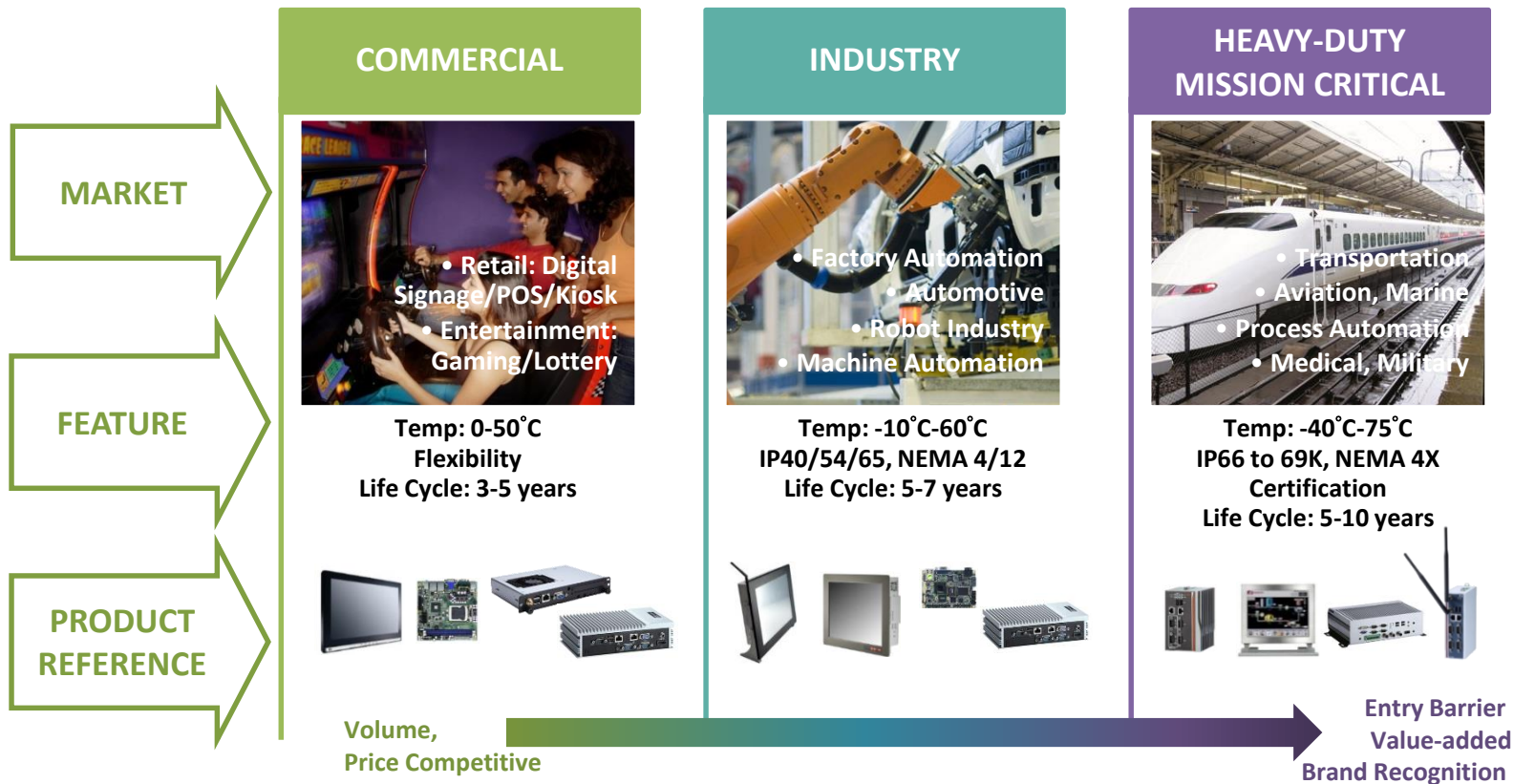
RS-485

USB



## Remote Control

# Product vs. Market Strategy



# Recap of Recent Major Events

- **Please visit Axiomtek's website (<http://www.axiomtek.com>) for details and other announcements.**

105年10月	成立提名委員會，由獨立董事林意忠、周志誠及董事長楊裕德等三名董事擔任委員，首任召集人由獨立董事林意忠擔任。
105年12月	艾訊發行國內第一次無擔保轉換公司債新台幣4.2億元。
105年12月	艾訊三項產品 (eBOX800-841-FL, GOT812L(H)-880 and GOT712-837 )榮獲第25屆「台灣精品獎」殊榮。
106年2月	董事會決議分派105年度現金股利3.65元/股(尚待股東會通過)。
106年4月	董事會通過處分持有益網科技股份有限公司全部股權，本次交易總金額為新台幣1,007,454仟元，預計處分利益約為7.6億元。
106年4月	艾訊與德商菲尼克斯簽署合作備忘錄(MOU)，加強業務交流和策略溝通，共同促進雙方業務發展，提升產業競爭力，達成互惠雙贏目標。



Q & A





# Thank You

[www.axiomtek.com](http://www.axiomtek.com)

