



# 艾訊股份有限公司 法人說明會簡報

發言人  
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*The Passion of Doing  
Great Things*

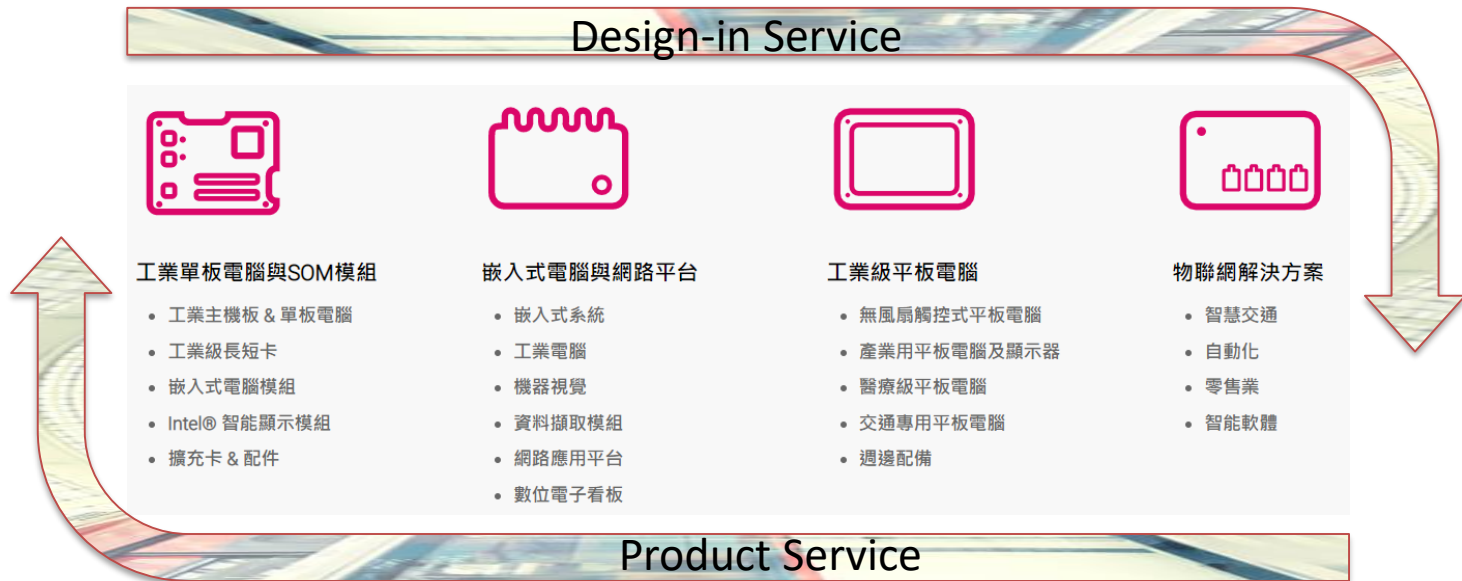
A decorative graphic on the right side of the slide. It features a circular area with a green background containing a small green seedling with two leaves growing out of dark red soil. To the right of the seedling is a circular inset with a gradient from yellow to red. The text 'The Passion of Doing Great Things' is written in a white, italicized font along the bottom curve of the circular area.



## 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

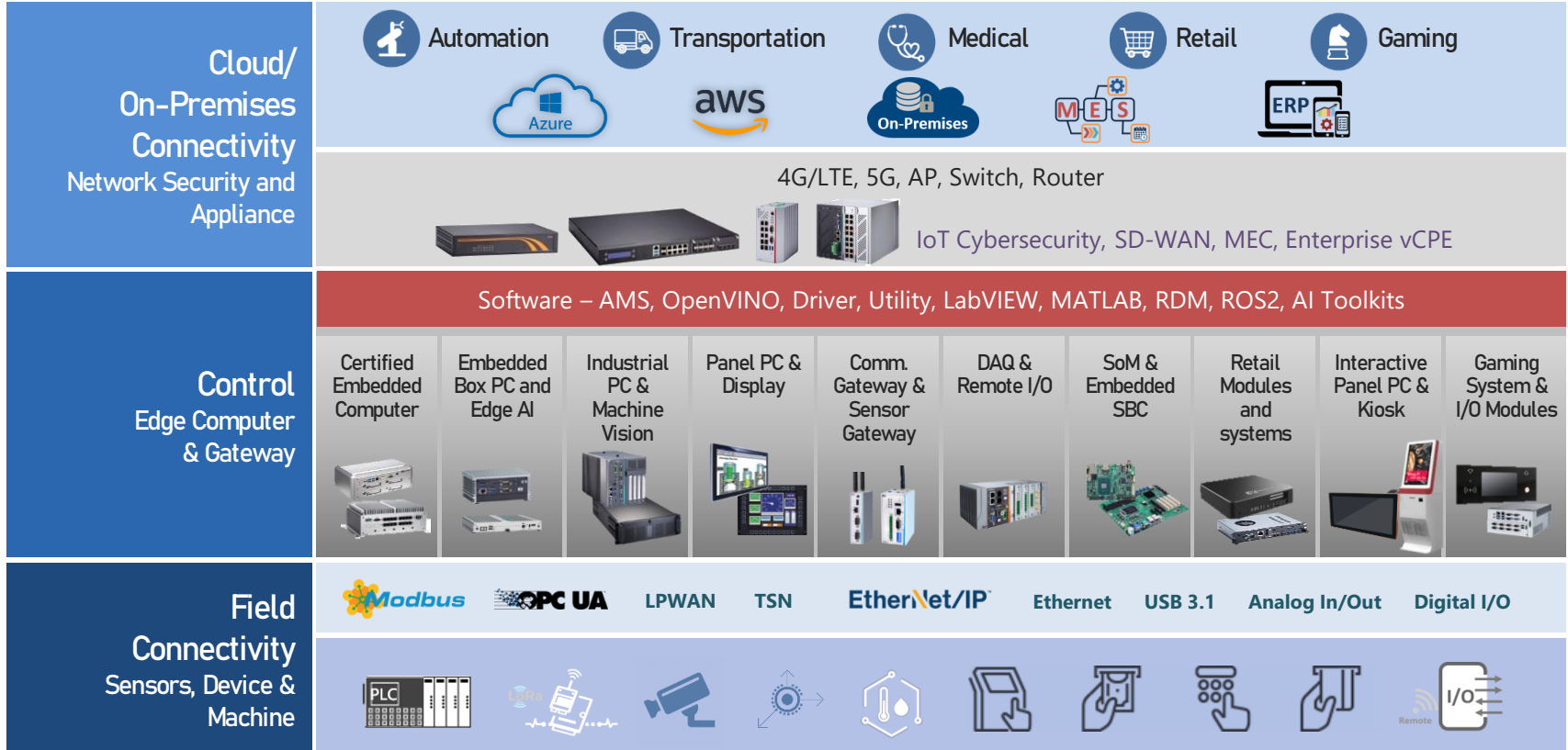
- 工業電腦製造商
  - 單板電腦、嵌入式電腦、周邊輸出入設備



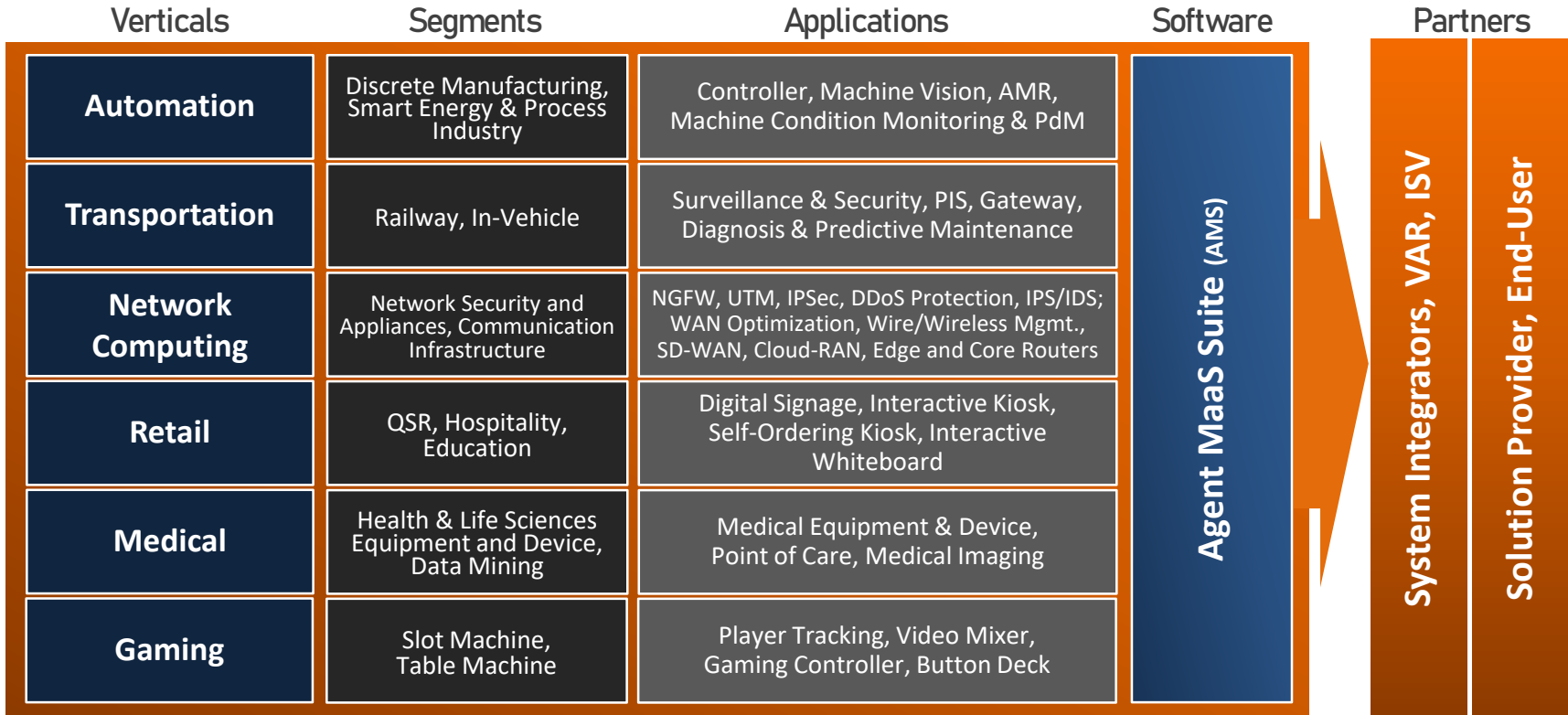
## 下游

- 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)

# IloT Architecture & Axiomtek Direction



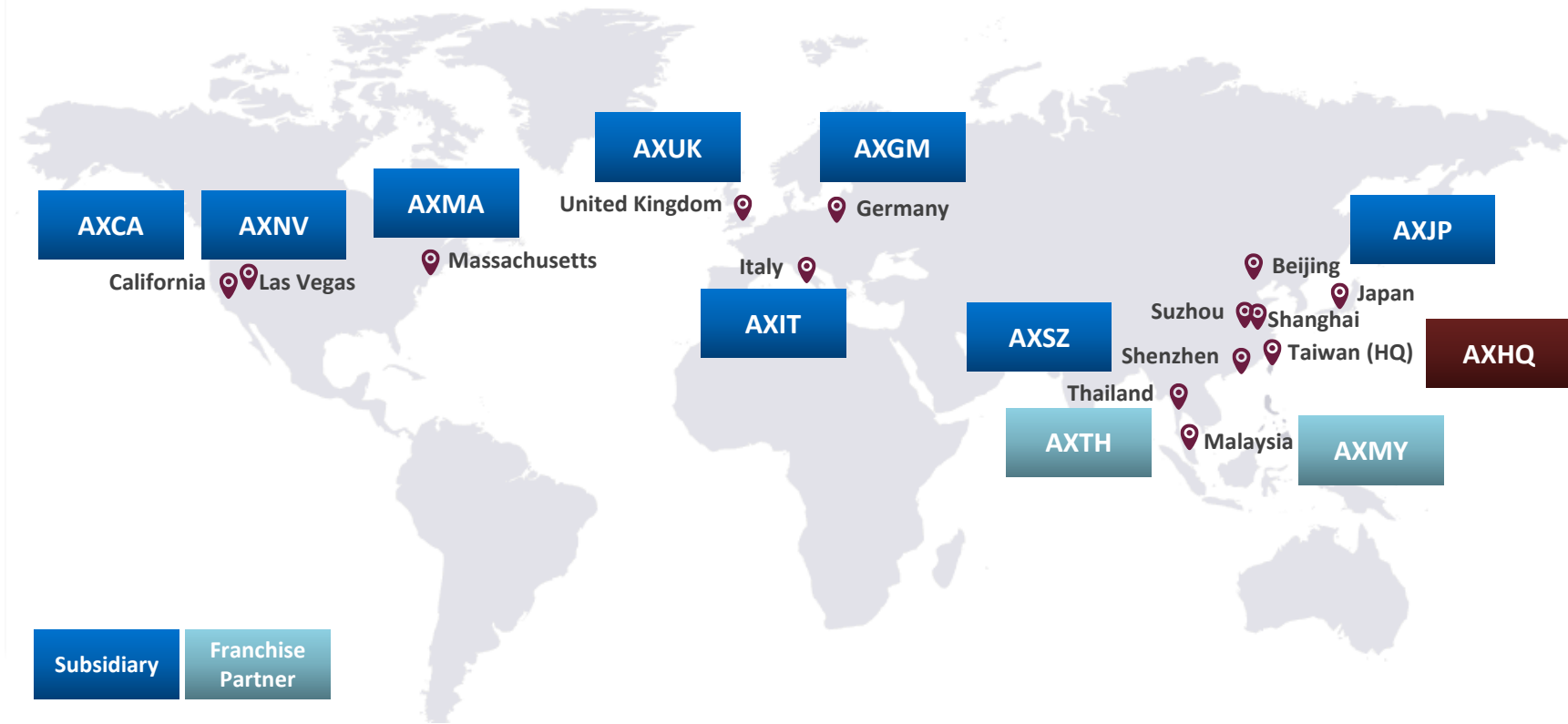
# Vertical Market Focus



# Applications - Operation by Medical Technician

Category				
	<p>醫學美容 Aesthetic Medicine Device</p>	<p>分析檢驗 Clinical Scientist Devices</p>	<p>門診 / 診療設備 Clinical Diagnostic Devices</p>	<p>醫療影像 Advance Imaging System</p>
Applications	<ul style="list-style-type: none"> <li>• 除疤機 HMI</li> <li>• 除皺機 HMI</li> <li>• 美體機 HMI</li> <li>• 脈衝光機 HMI</li> </ul>	<ul style="list-style-type: none"> <li>• 血液分析</li> <li>• 血糖分析</li> <li>• 蛋白質分析</li> <li>• DNA 序列分析</li> </ul>	<ul style="list-style-type: none"> <li>• 門診系統</li> <li>• 超音波機</li> <li>• 血液透析</li> <li>• 復健設備</li> <li>• 驗光設備</li> </ul>	<ul style="list-style-type: none"> <li>• 視網膜斷層掃描 / OCT</li> <li>• 核磁共振 / MRI</li> <li>• 電腦斷層 / Computerized Tomography</li> </ul>
Solutions	<ul style="list-style-type: none"> <li>• SOM &amp; Carrier Board</li> </ul>	<ul style="list-style-type: none"> <li>• SOM &amp; Carrier Board</li> <li>• Server / Workstation (HPC*)</li> </ul>	<ul style="list-style-type: none"> <li>• SOM &amp; Carrier Board</li> <li>• Medical Panel PC</li> </ul>	<ul style="list-style-type: none"> <li>• Medical BOX PC</li> <li>• Server / Workstation (HPC*)</li> </ul>

# 艾訊全球營運據點

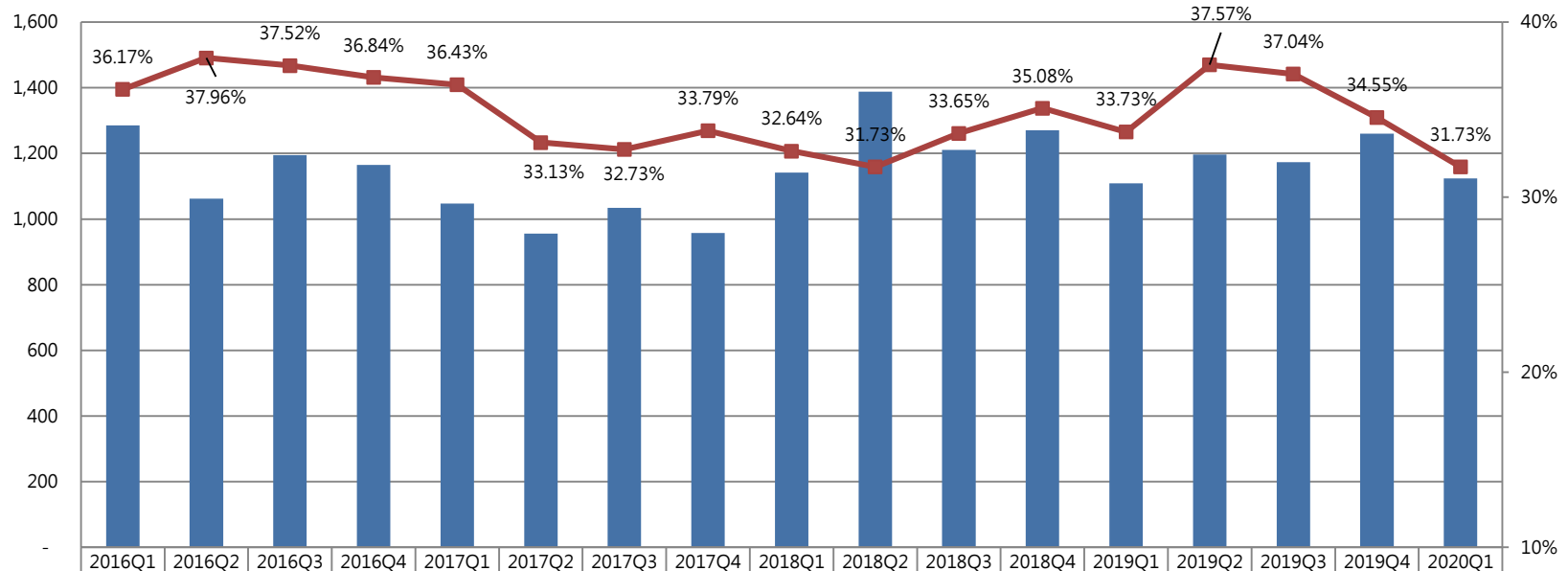






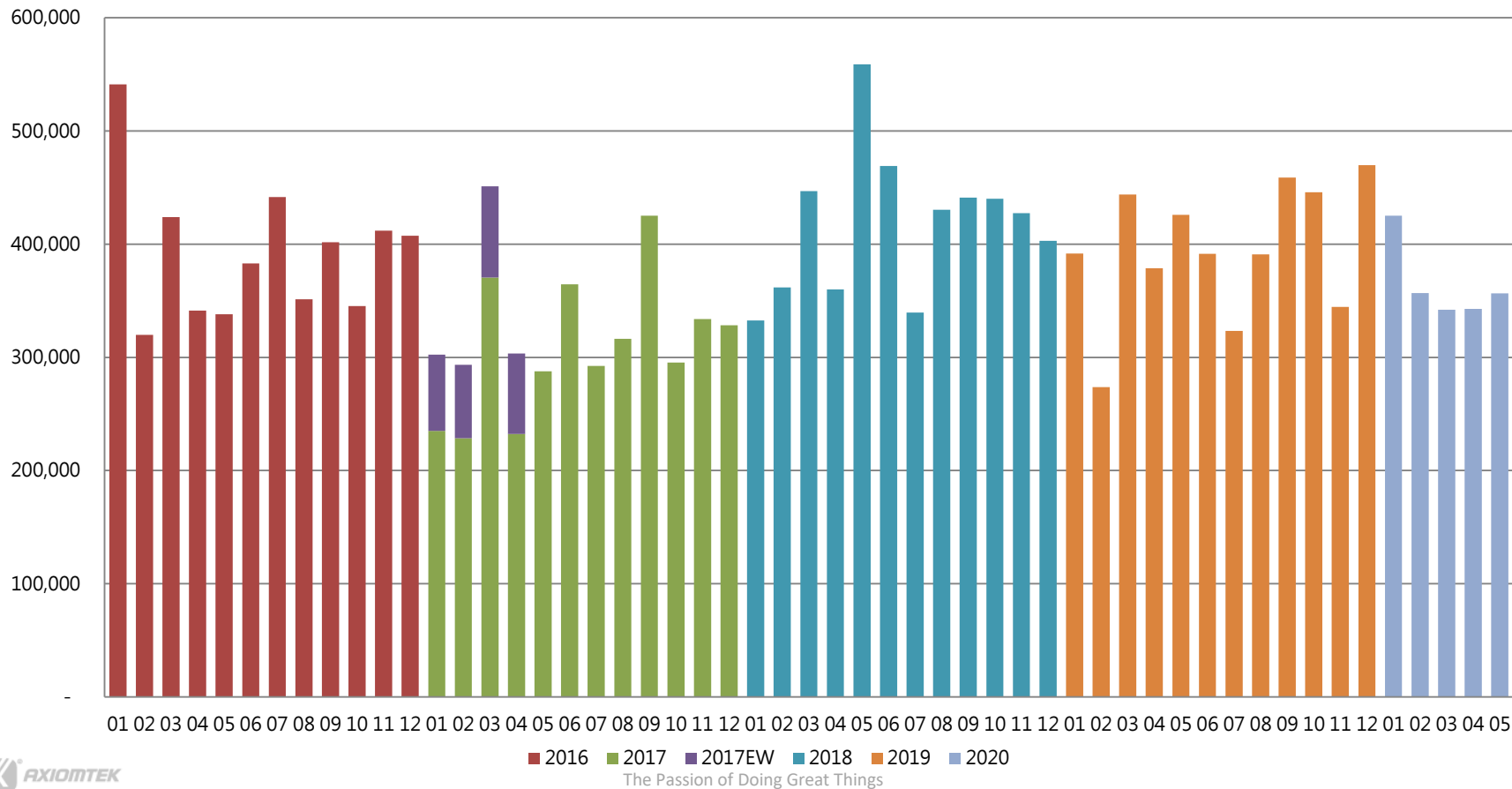
**經營績效**

# 各季營收及獲利狀況

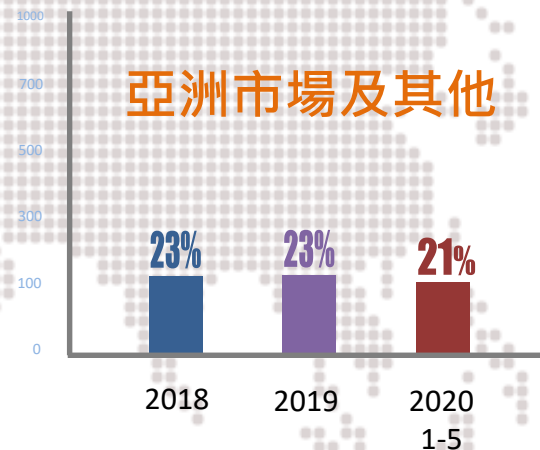
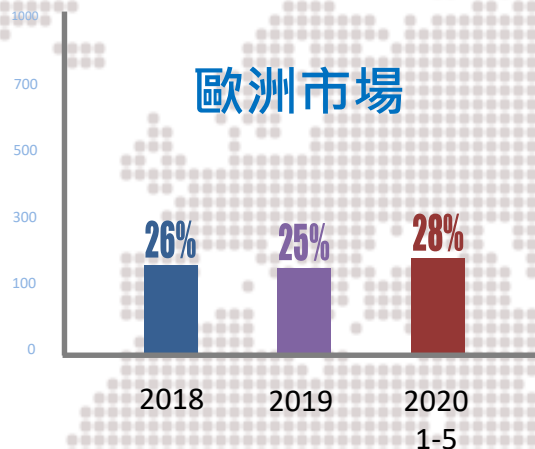
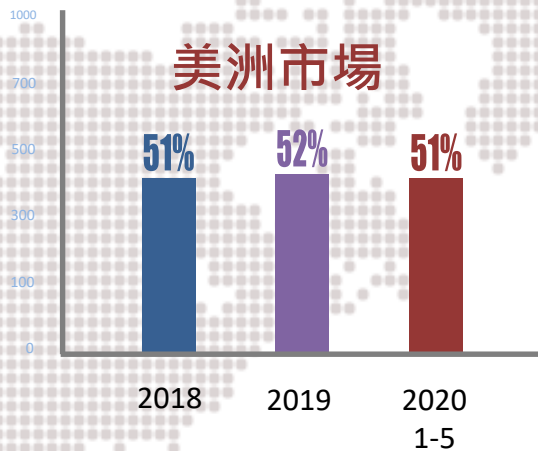


營業收入(百萬)	1,285	1,063	1,195	1,165	1,047	956	1,034	958	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124
毛利率	36.17%	37.96%	37.52%	36.84%	36.43%	33.13%	32.73%	33.79%	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%
淨利率	8.61%	7.55%	7.95%	7.64%	2.89%	79.91%	8.84%	4.54%	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%
營業費用率	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%	24.94%	24.98%	25.99%
有效稅率	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%	30.00%	14.53%
基本每股盈餘	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	0.89	0.82

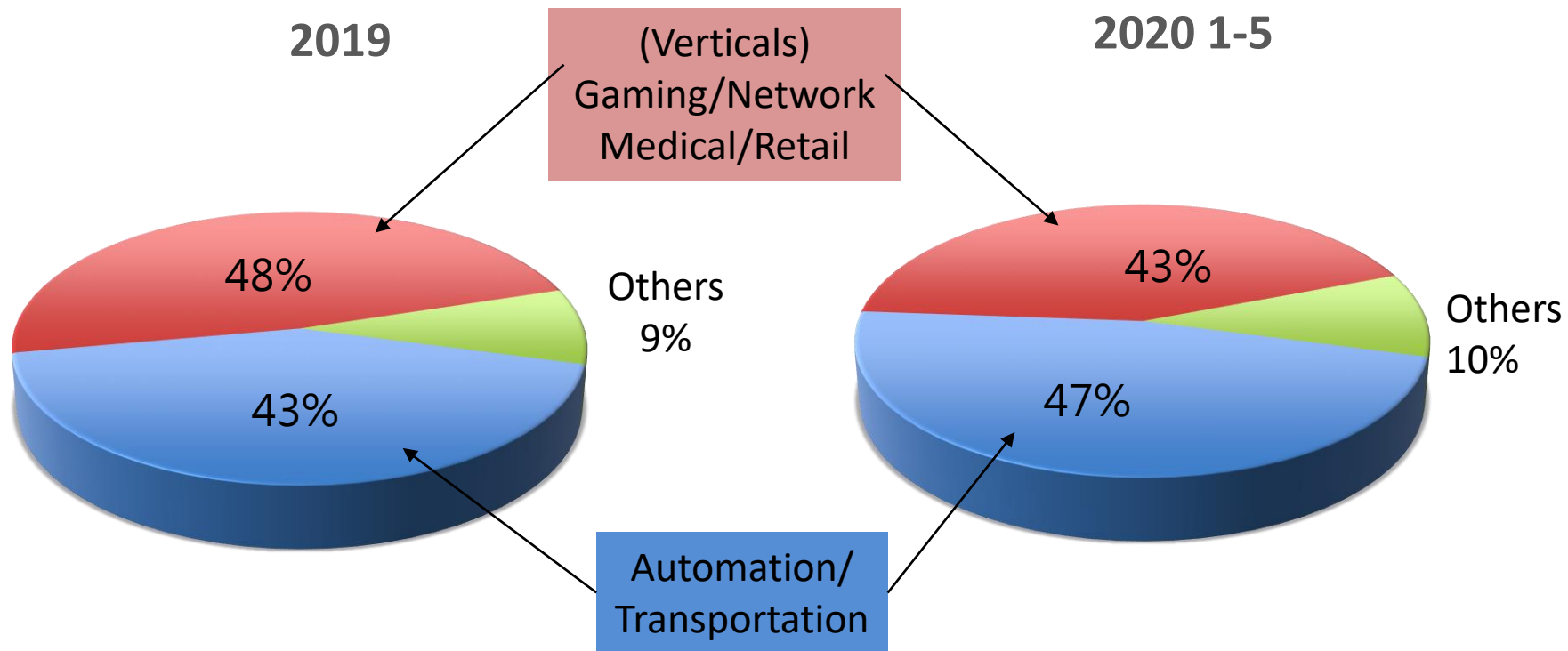
# 合併月營收資料



# 營收分析 - 地區別



# 營收分析 - 應用別



# *The Passion of Doing Great Things*

大膽轉身, 熱情串聯 | 追求卓越, 迎向冠軍

