



# 艾訊股份有限公司 法人說明會

發言人  
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2023年11月21日



A circular inset image showing a cityscape at night with a network overlay of glowing nodes and lines. The nodes are connected by thin white lines, and some nodes are highlighted with larger, glowing icons representing various services like an airplane, a globe, a Wi-Fi signal, a speech bubble, and an envelope. The background of the city is dark blue, and the buildings are lit up with warm yellow lights.

## 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



Established  
/Headquarters

1990 5月  
/台灣 新北市

Founder &  
Chairman

楊裕德

CEO &  
President

黃瑞南

Revenue  
/Capital

NT\$66億  
/NT\$10.1億

Facility Space  
/Employees

6000坪+ (HQ)  
/800+

# 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

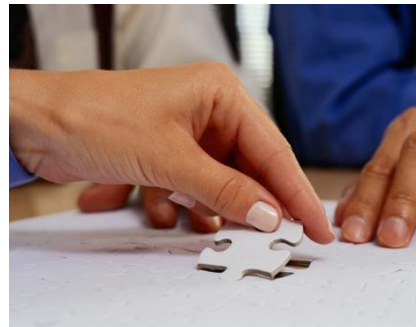


## 下游

- 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)

# OUR Advantages

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!



## High Quality & Long-Term Availability

Product Lifecycle Management and  
Supply Chain Management



## Domain- Focused Intelligent System

## Agile Design-In Service

Innovation and Fast Time-To-Market through  
Axiomtek's Professional Design Engineering  
Services

# 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

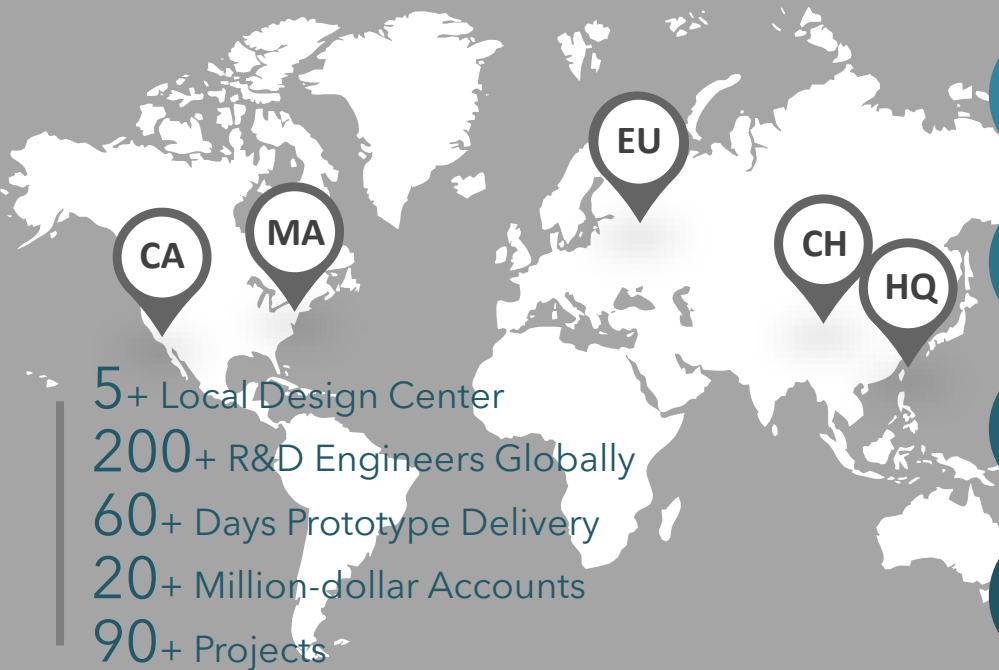
Medical Equipment & Device, Medical Imaging, AI Diagnosis

## GAMING

Slot Machine, Electronic Table Game, PTS, Video Mixer



# Design Engineering Services



5+ Local Design Center  
200+ R&D Engineers Globally  
60+ Days Prototype Delivery  
20+ Million-dollar Accounts  
90+ Projects



## Global Support and Service

In-house manufacturing and system assembly.  
Global certifications for worldwide product development.



## Diverse Industry Experience

Quick innovation on the customized application and fully-integrated simulation technology.



## Project Management Service

World-class project managers take ownership of your projects from concept through mass production.



## Accelerate Time-to-Market

Utilizes development resources quickly, efficiently, and within budget.

# Manufacturing Facility in Taipei, Taiwan

- 5 SMT lines equipped and N2 Lead-free Soldering System
  - Capability of 50-70K boards, 25K systems monthly
  - 2 DIP assembly lines with experienced operators
  - Class 1000 cleanroom and burin-in room
  - ISO 9001, ISO 14001, ISO 45001, and ISO 13485 certified
- Manufacturing Control, Testing and Quality Assurance
    - ShopFloor manufacturing control and tracking system
    - AOI (Automated Optical Inspection)
    - SPI (Solder Paste Inspection)
    - ICT (In-circuit Test)



SMT Lines



N2 Lead-free Soldering System



Assembly Line



Clean Room

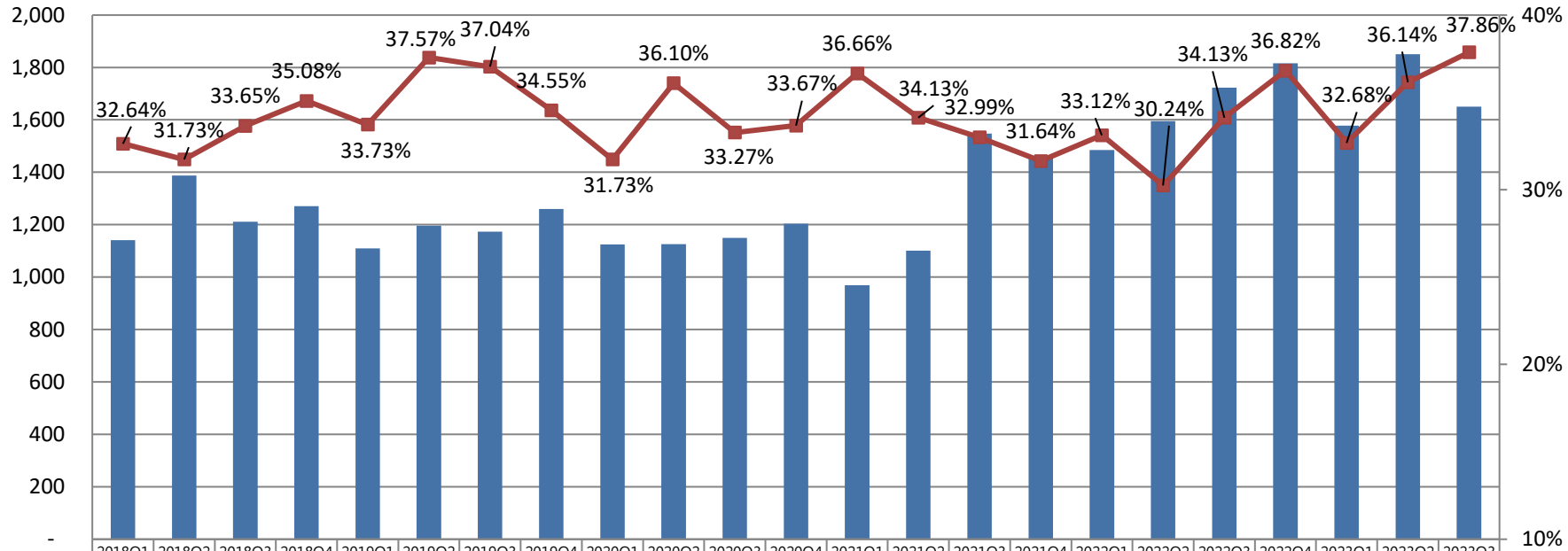






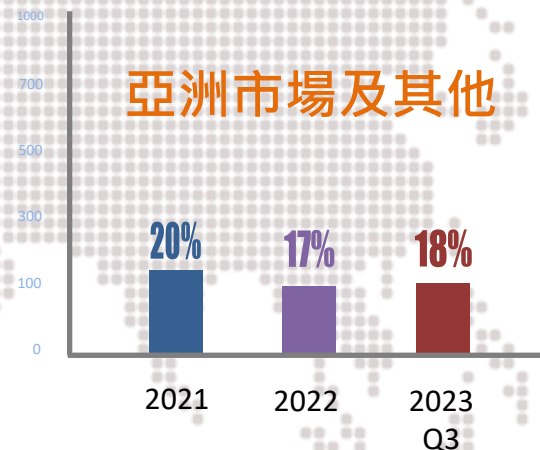
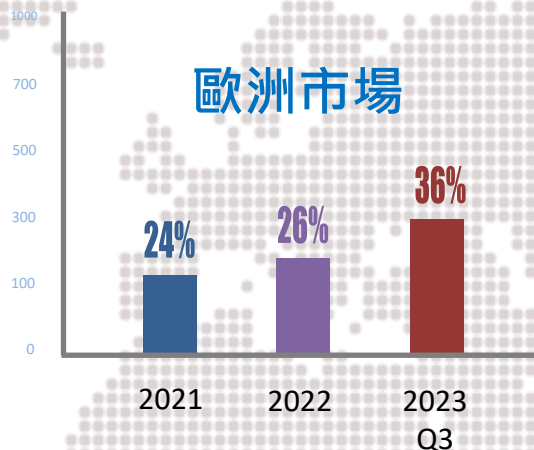
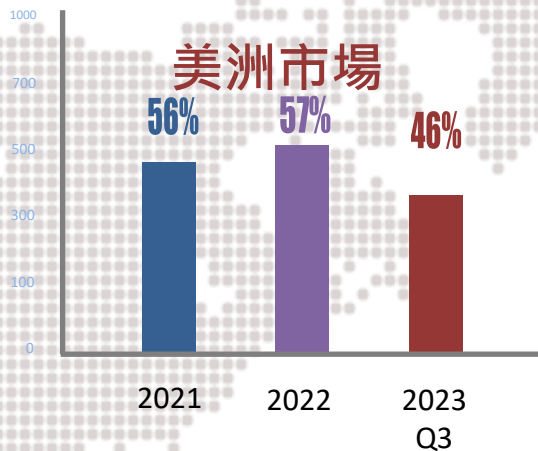
# 經營績效

# 各季營收及獲利狀況

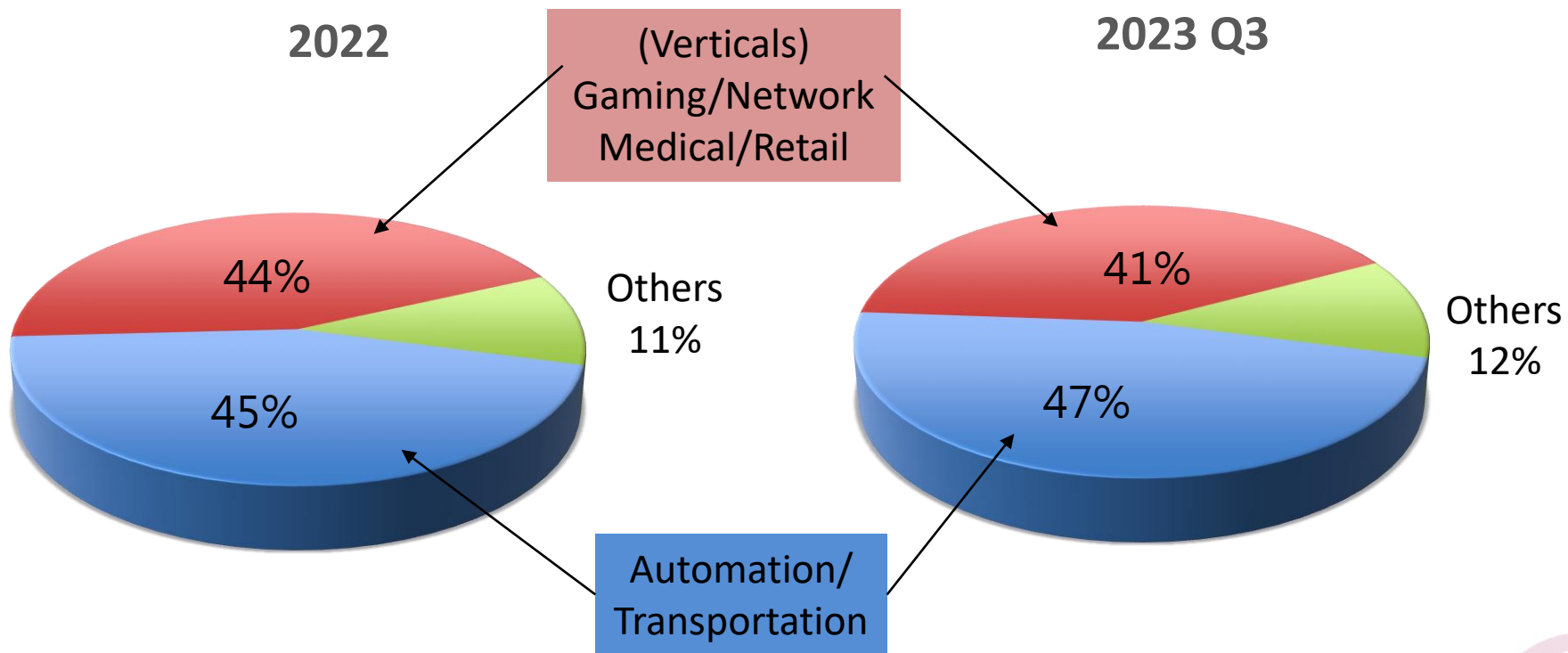


營業收入(百萬)	1,141	1,388	1,211	1,270	1,109	1,196	1,173	1,260	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578	1,851	1,650
毛利率	32.64%	31.73%	33.65%	35.08%	33.73%	37.57%	37.04%	34.55%	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%	36.14%	37.86%
淨利率	7.27%	7.93%	8.08%	9.13%	10.50%	14.25%	8.63%	5.73%	5.99%	9.81%	5.30%	5.64%	12.34%	4.17%	8.78%	6.18%	9.00%	5.03%	11.20%	10.78%	7.85%	11.95%	13.76%
營業費用率	21.88%	20.46%	23.26%	23.19%	25.12%	25.63%	24.94%	24.98%	25.99%	24.55%	24.42%	24.82%	29.59%	27.67%	21.35%	25.21%	22.56%	24.06%	22.04%	22.33%	22.04%	20.63%	22.53%
有效稅率	28.03%	44.28%	26.14%	27.59%	18.35%	20.97%	24.91%	30.00%	14.53%	31.12%	28.52%	22.98%	14.80%	35.57%	26.80%	8.54%	24.11%	28.26%	22.93%	23.05%	23.01%	29.20%	26.56%
基本每股盈餘	0.95	1.25	1.12	1.33	1.33	1.95	1.15	0.81	0.75	1.23	0.67	0.75	1.30	0.50	1.44	0.90	1.35	0.81	1.94	1.95	1.23	2.19	2.24

# 營收分析 - 地區別



# 營收分析 - 應用別





# Thank You