



# 艾訊股份有限公司 法人說明會

發言人  
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# 公司簡介及產業概況



# Axiomtek at a Glance

To grow with our customers by providing best in class products and services

Established  
/Headquarters

1990 5月  
/台灣 新北市

Founder &  
Chairman

楊裕德

CEO &  
President

黃瑞南

Revenue  
/Capital

NT\$67億  
/NT\$10.2億

Facility Space  
/Employees

6400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



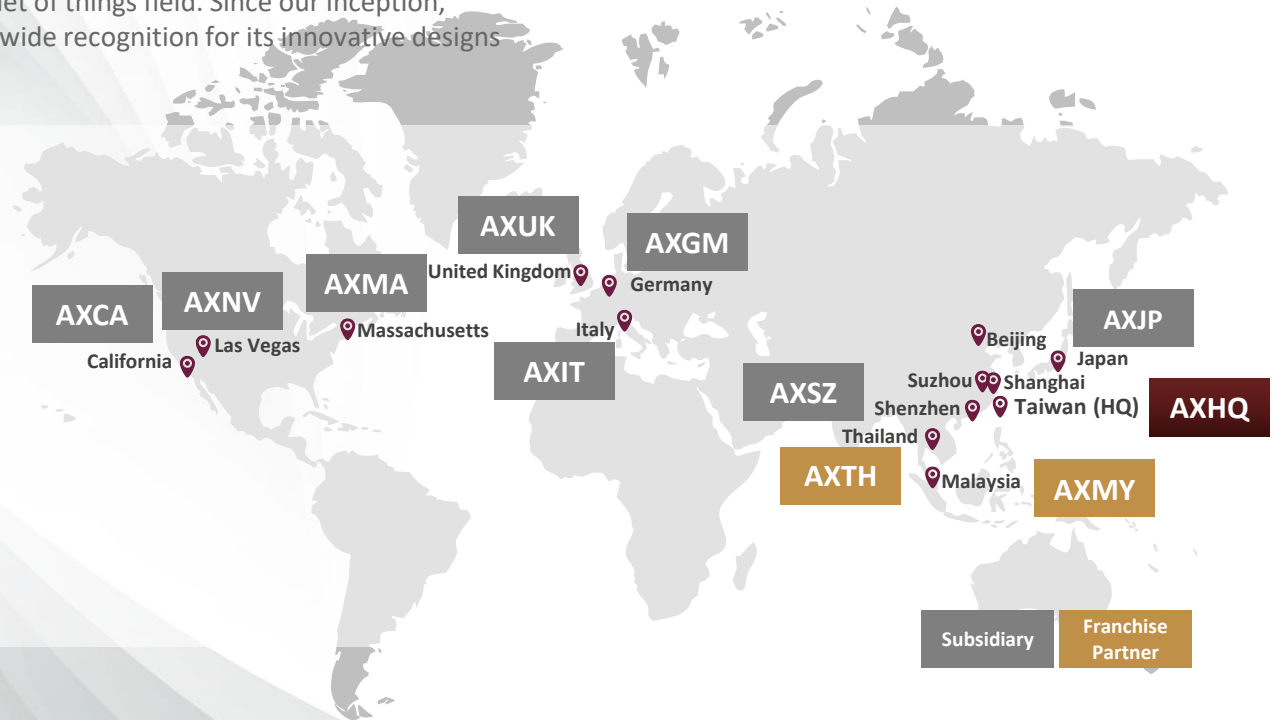
下游

- 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)

# Axiomtek Global Operation

Founded in 1990, Axiomtek is a leading design and manufacturing company in the embedded, edge computing, and internet of things field. Since our inception, Axiomtek has successfully gained worldwide recognition for its innovative designs and outstanding customer satisfaction.

15 Sales offices  
60+ Distributors  
200+ Engineers  
800+ Employees  
\$215.1M Revenue



# Edge AI Ready Solution

NVIDIA® Jetson SoM  
Intel® CPU + IGPU/ASIC/GPU



## Light Edge AI

### Design-in Service

- Thermal & ID Design
- Fanless & Waterproof Design
- Certification and Compliance

Intel® CPU + GPU / GPU Plus  
Intel® CPU + FPGA



## Advanced Edge AI

### BIOS / BSP / Toolkit

- Custom BIOS & BSP Porting & OTA
- DigiHub for AI Package
- 3<sup>rd</sup> Party Device BSP Porting

Intel® CPU + multiple GPU  
Intel® CPU + multiple FPGA



## High Perf. AI Computing

### Strong Ecosystem Partnership

AI Accelerator | ISV | Camera &  
Sensor | Wireless Connectivity



Finance



Retail



Smart City



Medical



# AI Leads the Control of Vision & Motion to Drive Industrial Development

Improve Execution Efficiency through Platform Intelligence

Defense



Manufacturing



Transportation



Gaming



# Domain- Focused Solutions

Value UP  
Your Business



## **AUTOMATION**

Edge AI, Machine Vision, HMI,  
AMR, GPU Workstation

## **RETAIL**

Smart Store, Digital Signage,  
Interactive & Self-Service Kiosk

## **TRANSPORTATION**

Surveillance & Security, PIDS,  
Driver Console & Mgmt. Gateway

## **MEDICAL**

Medical Equipment & Device,  
Medical Imaging, AI Diagnosis

## **NETWORK**

Ind. Cybersecurity, IIoT Gateway,  
UTM, IPS/IDS, SD-WAN

## **GAMING**

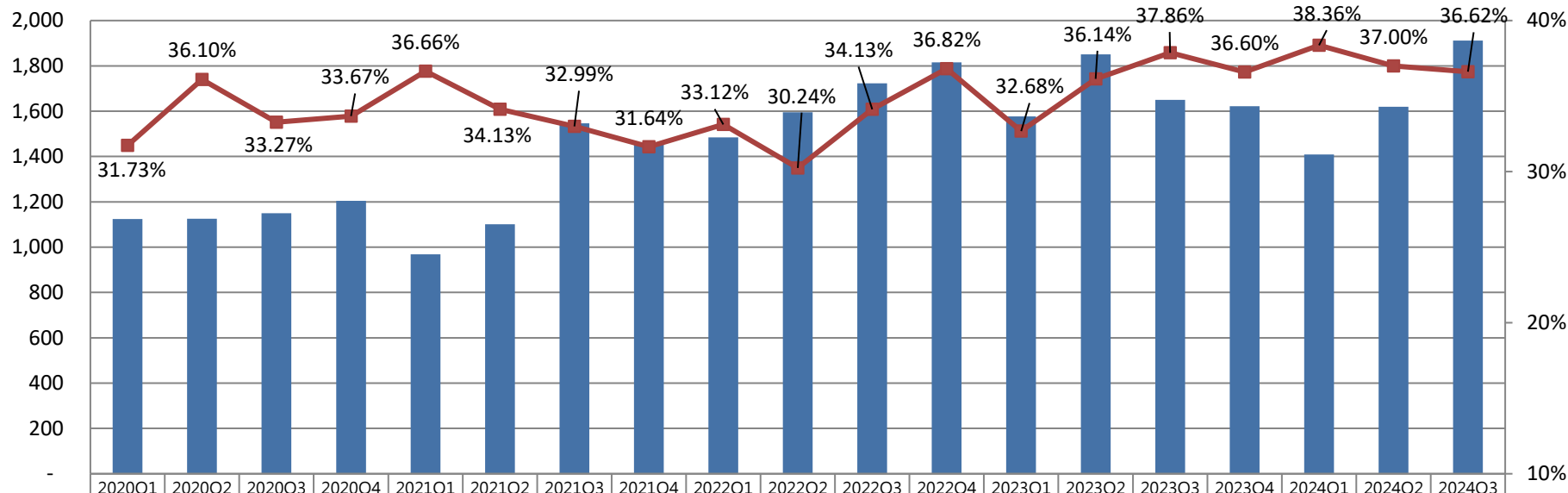
Slot Machine, Electronic Table  
Game, PTS, Video Mixer





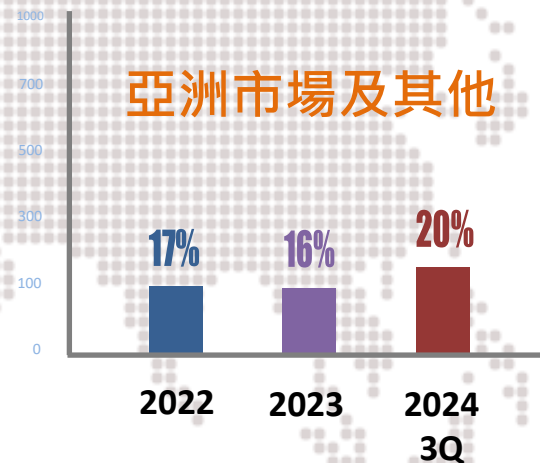
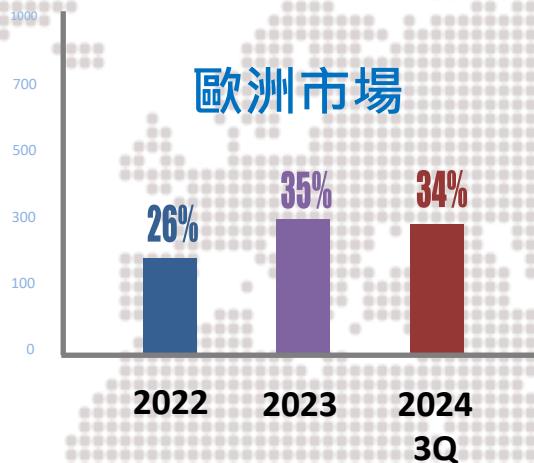
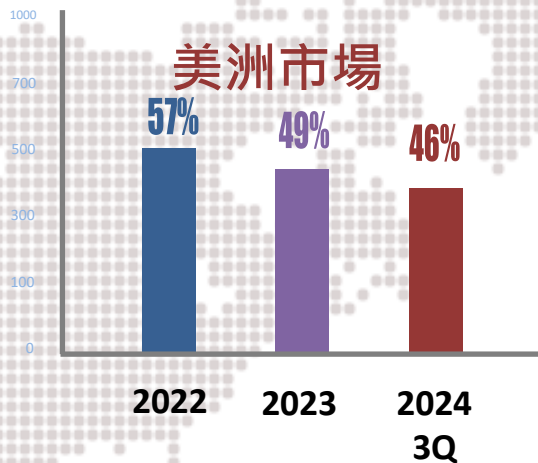
# 經營績效

# 各季營收及獲利狀況

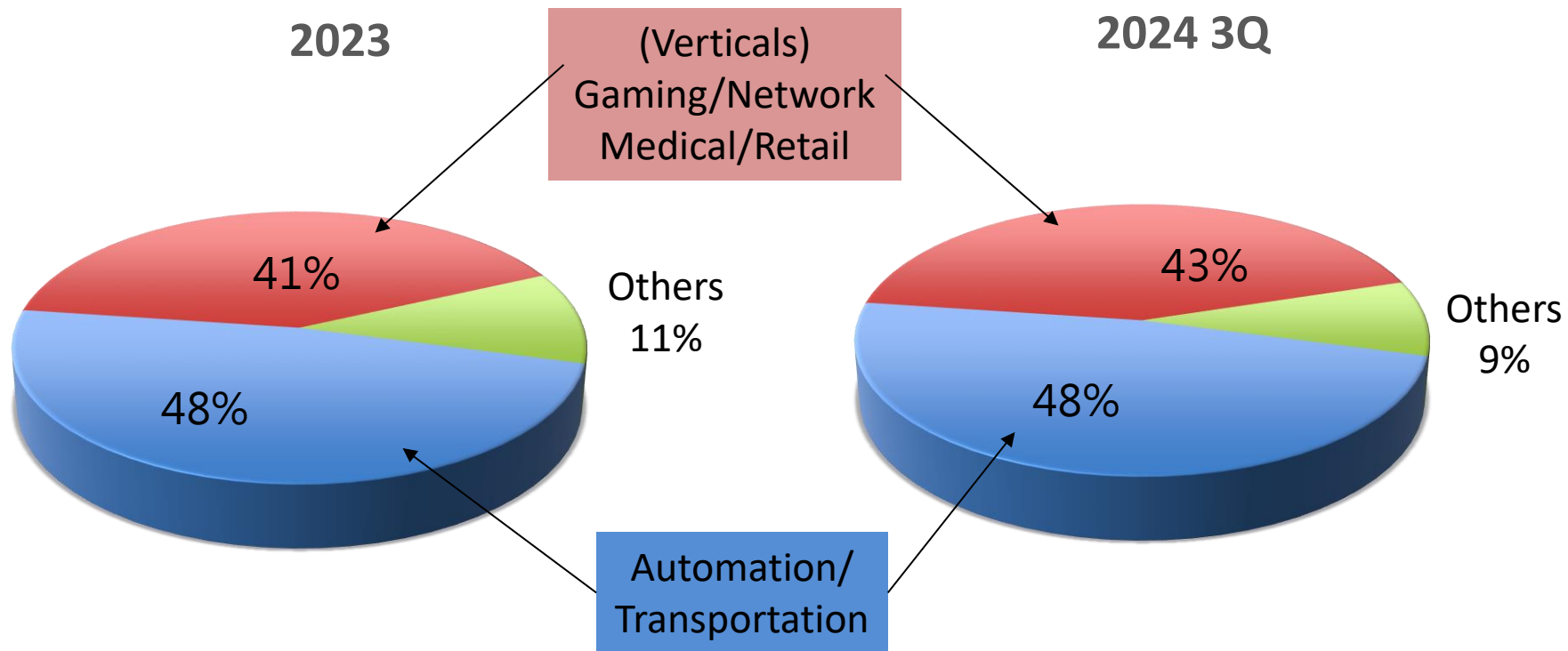


營業收入(百萬元)	1,124	1,125	1,149	1,204	969	1,101	1,547	1,452	1,485	1,596	1,723	1,815	1,578	1,851	1,650	1,622	1,409	1,620	1,912
毛利率	31.73%	36.10%	33.27%	33.67%	36.66%	34.13%	32.99%	31.64%	33.12%	30.24%	34.13%	36.82%	32.68%	36.14%	37.86%	36.60%	38.36%	37.00%	36.62%
淨利率	5.99%	9.81%	5.30%	5.64%	12.34%	4.17%	8.78%	6.18%	9.00%	5.03%	11.20%	10.78%	7.85%	11.95%	13.76%	9.59%	10.50%	10.03%	11.91%
營業費用率	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%	21.94%	26.65%	24.27%	20.08%
有效稅率	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%	21.88%	33.85%	30.11%	20.13%
基本每股盈餘	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	1.53	1.45	1.63	2.20

# 營收分析 - 地區別



# 營收分析 - 應用別







# Thank You

*The Passion of Doing Great Things*

