

研華公司 2016 年 營運成果與財務報告

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Safe Harbor Notice

- **This presentation contains forward-looking statements and is subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.**
- **The projections should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.**

Y2016 營運結果摘要

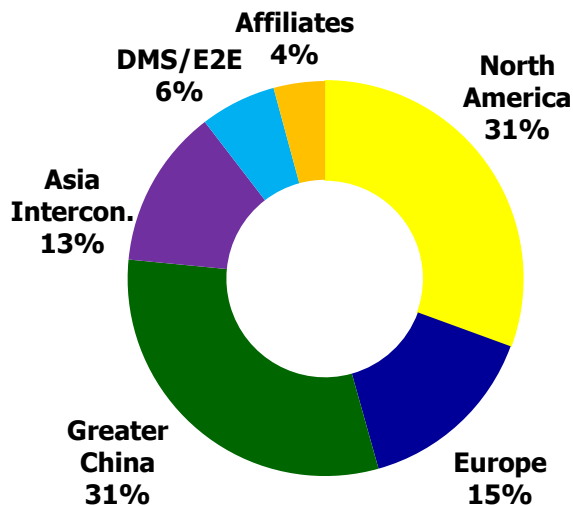
合併營收

NT\$M	Y2013	Y2014	Y2015	2016				
				1Q	2Q	3Q	*4Q	*Full
營業收入淨額	30,660	35,732	38,001	10,073	10,713	10,411	10,805	42,002
YOY growth	11%	17%	6%	15%	7%	10%	11%	11%
營業毛利率	41.0%	40.3%	40.4%	41.1%	39.7%	41.5%	40.3%	40.8%
營業毛利	12,586	14,393	15,345	4,137	4,307	4,324	4,350	17,118
營業費用	7,917	8,884	9,416	2,654	2,630	2,589	2,613	10,486
YOY growth	12%	12%	6%	18%	12%	7%	9%	11%
營業利益	4,668	5,509	5,929	1,483	1,677	1,735	1,737	6,632
營業利益率	15.2%	15.4%	15.6%	18.5%	15.7%	16.7%	16.1%	15.8%
營業外收益	500	547	361	151	150	106	59	466
有效稅率	20.1%	18.5%	18.5%	19.4%	19.6%	19.9%	19.8%	19.8%
稅後純益	4,127	4,932	5,127	1,316	1,469	1,474	1,430	5,689
每股盈餘(NT\$)	6.59	7.80	8.08	2.08	2.31	2.33	2.24	8.96

*由本公司自行按會計原則編制，尚未經會計師查核確認

Y2016 Sales By Region

USD\$ M	2015	2016	GR%	%
North America	351	395	+13%	31%
Europe	185	195	+6%	15%
Greater China	373	399	+7%	31%
Asia/Intercon	158	169	+7%	13%
DMS/E2E	81	80	-1%	6%
Affiliates	52	54	+4%	4%
Total	1,200	1,293	+8%	100%



Europe

AEU:	162.0M	GR%: +7%
ADLoG:	32.9M	GR%: -3%

Greater China

China:	310.7M	GR%: +5%
Taiwan:	84.1M	GR%: +17%

Asia/Intercon

Japan:	36.5M	GR%: +33%
Korea:	45.7M	GR%: +10%
AAU/NZ:	11.9M	GR%: +8%
SAP:	24.0M	GR%: +7%
India:	8.0M	GR%: -0%
Russia:	10.6M	GR%: -8%
ME&A:	19.0M	GR%: -17%
LATAM	12.9M	GR%: -1%

Affiliates

ALNC:	14.3M	GR%: +14%
A-Cermate:	9.0M	GR%: -3%

Y2016 Sales By Product Group

Embedded-IoT

Embedded Core & IoT Modules

- Computing on Modules
- Single Board Computers
- Industrial Motherboards
- Embedded Box Computers
- Gaming Solutions
- Industrial Displays
- Industrial Flash Storage (SQFlash)
- Embedded Wireless Modules (M2.COM)
- WISE-PaaS & Cloud Software
- ARM/ RISC Computing
- Modular Board Design Services

US 334.6M

25.9%, +1%

Allied DMS

Networks & Communications +4% Applied Computing +14%

- Telecom & Mission Critical Systems
- Enterprise Network Platforms
- Network & Embedded Switches
- Video Broadcasting Solutions
- Industrial Mobile Computing
- Applied Computing DMS
- Service-IoT DMS

US 429.6M

33.2%, +8%

AGS

US 22.7M

1.8%, -0.4%

Industrial-IoT

- Industrial I/O & Controllers
- Automation Computing & HMI
- Motion Controls & Machine Vision
- Remote IoT Devices (WISE)
- WebAccess+ Software
- iFactory (Industry 4.0) Solutions
- Machine Automation Solutions
- Energy & Environment Solutions
- Intelligent Systems
- Industrial Computers
- Industrial Servers & Storage
- Intelligent Video Solutions
- Transportation Solutions
- iConnectivity
- Network Edge Solutions
- Industrial Switches
- Industrial Wireless Devices
- Industrial Cellular Routers

US 422.0M

32.6%, +18%

Service-IoT

Digital Healthcare & Intelligent Hospital

- Medical Computing & Tablets
- Intelligent Hospital Solutions
- Intelligent Retail & Hospitality
- iRetail Platforms
- Intelligent Retail & Hospitality Solutions
- Digital Signage Solutions

US 84.2M

6.5%, -8%

Digital Logistics & Fleet Management

- In-Vehicle Computing
- Digital Logistics & Fleet Management Solutions

Smart City & iBuilding

Y2016 營運資金狀況

合併營收

新台幣 百萬元	2014	2015	2016			
	全年	全年	第1季末	第2季末	第3季末	*第4季末
現金及約當現金部位	5,648	5,633	6,008	6,562	4,453	7,237
應收帳款餘額	5,916	6,467	6,321	7,230	6,734	7,594
應收帳款周轉天數	58	60	57	63	57	64
存貨金額	4,782	4,869	5,232	4,991	5,289	5,219
存貨周轉天數	78	76	79	70	78	73
應付帳款餘額	3,166	3,226	3,512	3,540	3,468	4,648
應付帳款周轉天數	52	47	53	50	51	65

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Partnering for Smart City & IoT Solutions

驅動智慧城市創新 共建物聯產業典範

Industrial Cloud
& Cloud Networks

Private Cloud

iConnectivity

Transportation

IoT Devices

Computer On Modules

Video and RFID

Power & Energy

Environmental & Facility Monitoring

Embedded Software

iBuilding/BEMS

Industrial HMI

Embedded Design-in Services

Intelligent Display

Intelligent Systems

iRetail & Hospitality

iHospital

Image & Video Processing

Machine Automation

WebAccess+

Digital Healthcare

Digital Logistics

Industrial PCs