

ADVANTECH

研華公司 2017 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.**

2017 營運結果摘要

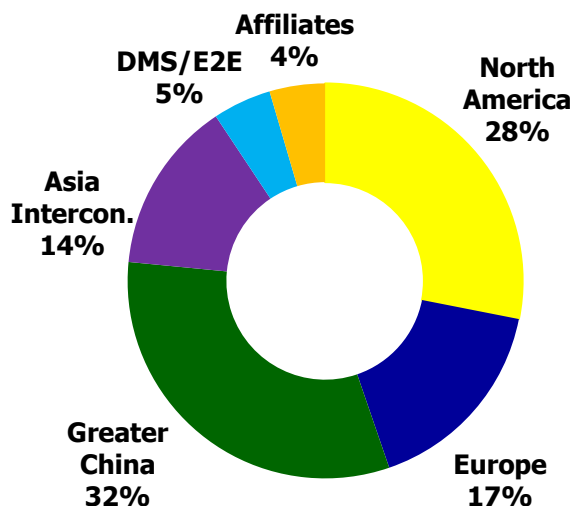
合併營收

NT\$M	2014	2015	2016	2017				
				1Q	2Q	3Q	4Q	Full
營業收入淨額	35,732	38,001	42,002	10,006	11,406	11,203	11,706	44,375
YOY growth	17%	6%	11%	-1%	6%	8%	8%	6%
營業毛利率	40.3%	40.4%	40.8%	40.5%	38.6%	39.0%	38.8%	39.2%
營業毛利	14,393	15,345	17,118	4,051	4,401	4,371	4,558	17,381
營業費用	8,884	9,416	10,486	2,548	2,648	2,643	2,763	10,602
YOY growth	12%	6%	11%	-4%	1%	2%	6%	1%
營業利益	5,509	5,929	6,632	1,503	1,753	1,728	1,795	6,779
營業利益率	15.4%	15.6%	15.8%	15.0%	15.4%	15.4%	15.3%	15.3%
營業外收益	547	361	466	-4	386	252	121	755
有效稅率	18.5%	18.5%	19.8%	19.6%	19.5%	19.3%	15.2%	18.4%
稅後純益	4,932	5,127	5,689	1,206	1,723	1,598	1,622	6,149
每股盈餘(NT\$)	7.09	7.35	8.15	1.73	2.47	2.29	2.35	8.84

2017 Sales By Region

Local Sales: US 1,455M, +12%

USD\$ M	2016	2017	GR%	%
North America	395	409	+4%	28%
Europe	195	242	+24%	17%
Greater China	423	463	+9%	32%
Asia/Intercon	170	206	+21%	14%
DMS/E2E	54	70	+29%	5%
Affiliates	62	66	+7%	4%
Total	1,299	1,455	+12%	100%



Europe

AEU:	206.8M	GR%: +28%
ADLoG:	35.4M	GR%: +8%

Asia/Intercon

Japan:	55.4M	GR%: +5%
Korea:	60.3M	GR%: +32%
AAU/NZ:	12.3M	GR%: +1%
ASEAN:	28.9M	GR%: +19%
India:	9.8M	GR%: +21%
Russia:	17.1M	GR%: +61%
ME&A:	22.7M	GR%: +16%
LATAM	14.6M	GR%: +14%

Greater China

China:	360.3M	GR%: +8%
Taiwan:	102.3M	GR%: +15%

Affiliates

ALNC:	18.2M	GR%: +27%
Advanixs:	15.4M	GR%: -20%
A-Cermate:	10.7M	GR%: +19%
A-KOSTEC:	4.8M	GR%: -19%

2017 Performance by SBG

Local Sales: US 1,455M, +12%

US 687.4M, 47%, +8.3%, 99%

Embedded-IoT + Allied DMS (Design-in)

Networks & Communications

- Telecom & Mission Critical Systems
 - Enterprise Network Platforms
 - Network & Embedded Switches
 - Video Broadcast Systems
- US 167.2M**

11%, +7.5%, 100%

Embedded Core & IoT Modules

- Computing on Modules
 - Single Board Computers
 - Industrial Motherboards
 - Embedded Box Computers
 - Industrial Displays
 - Industrial Flash Storage (SQFlash)
 - Embedded Wireless Modules (M2.COM)
- US 391.5M**

27%, +16.9%, 106%

Applied Computing

- Industrial Mobile Computing
- Applied Computing DMS

US 128.7M

9%, -10.7%, 82%

APS & AGS

US 181.2M

13%, +19.4%, 106%

Industrial-IoT

+15%, 102%

Industrial Automation

- Industrial I/O & Controllers
- Automation Computing & HMI
- Motion Controls & Machine Vision
- Remote IoT Devices (WISE)
- WebAccess+
- iFactory (Industry 4.0) Solutions
- Machine Automation Solutions
- Energy & Environment Solutions

US 484.8M

33%, +14.9%, 102%

Intelligent Systems

- Industrial Computers
- Industrial Servers & Storage
- Intelligent Video Solutions
- Transportation Solutions
- Connectivity
- Network Edge Solutions
- Industrial Switches
- Industrial Wireless Devices
- Industrial Cellular Routers

+18%, 108%

+5%, 87%

Service-IoT

Intelligent Healthcare

- Medical Computing & Tablets
- Intelligent Hospital Solutions

Intelligent Retail

- iRetail Platforms
- Intelligent Retail & Hospitality Solutions
- Digital Signage Solutions

US 101.7M

7%, +12.5%, 91%

Intelligent Logistics

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

% of Sales, YoY Growth, Achv.

Enabling an Intelligent Planet

ADVANTECH

2017 營運資金狀況

合併營收

新台幣 百萬元	2015	2016	2017			
	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	5,633	7,237	6,678	8,315	6,477	8,300
應收帳款餘額	6,467	7,378	6,719	7,730	7,534	7,866
應收帳款周轉天數	60	63	58	65	63	62
存貨金額	4,869	5,597	5,799	5,969	6,587	6,242
存貨周轉天數	76	78	88	77	84	78
應付帳款餘額	3,226	4,983	3,605	4,198	5,174	5,281
應付帳款周轉天數	47	69	54	54	68	66