

研華公司

2014 上半年法人說明會

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Y2013 營運結果摘要

合併營收

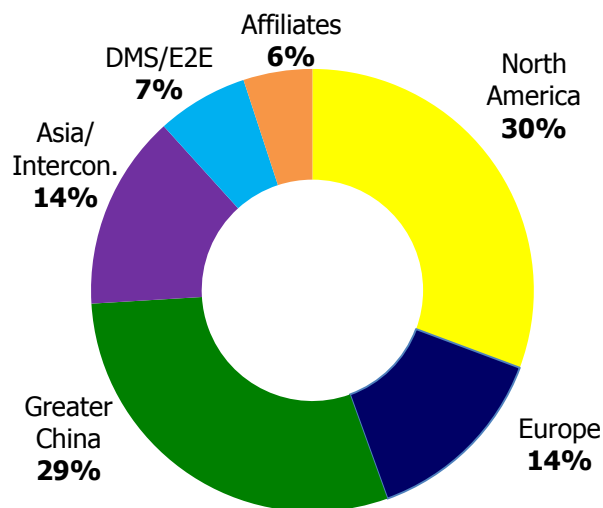
NT\$M	Y2011	Y2012	Y2013					年增率
			1Q	2Q	3Q	*4Q	*Full	
營業收入淨額	26,434	27,521	6,630	7,809	7,949	8,268	30,656	11%
YOY growth	15%	4%	6%	8%	13%	18%	11%	
營業毛利率	39.8%	39.5%	41.7%	40.9%	40.3%	40.3%	40.7%	1.2%
營業毛利	10,525	10,882	2,766	3,195	3,200	3,330	12,491	15%
營業費用	6,498	7,032	1,801	1,900	1,952	2,158	7,811	11%
營業利益	4,027	3,850	965	1,295	1,248	1,172	4,680	22%
營業外收益	318	374	102	127	164	109	502	34%
有效稅率	17.8%	17.7%	18.8%	20.8%	21.5%	19.8%	20.3%	2.6%
稅後純益	3,571	3,478	867	1,126	1,108	1,027	4,129	19%
每股盈餘(NT\$)	6.44	6.22	1.52	1.98	1.95	1.81	7.26	17%
股東權益報酬 (ROE)	24.4	20.9					22.4	

*由本公司自行按會計原則編制，尚未經會計師查核確認

Y2013 Sales By Region

Local Sales: US 1,025M, +11%

USD\$ M	Y2012	Y2013	GR%	%
North America	274	312	+14%	30%
Europe	135	139	+3%	14%
Greater China	259	301	+16%	29%
Asia/Intercon.	135	143	+6%	14%
DMS/E2E	73	68	-7%	7%
Affiliates	44	62	+41%	6%
Total	920	1,025	+11%	100%



Affiliates/Others

Advansus: 30.9M GR% : +25%
Netstar: 8.5M GR% : -20%
Others: 9.5M GR% : +49%
BroadWin: 1.2M GR% : -47%

Europe

Europe: 107.0M GR%: +2%
ADLoG: 31.8M GR%: +9%

Asia/Intercon.

Japan: 20.7M GR% : -3%
Korea: 43.4M GR% : +25%
AAU/NZ: 12.2M GR% : -4%
SAP: 19.4M GR% : +13%
Intercon: 31.1M GR% : -9%
LATAM: 16.5M GR% : +11%

Greater China

China: 227.1M GR%: +15%
Taiwan: 68.9M GR%: +22%
AiS: 5.4M GR%: +26%

Y2013 Sales By Virtual Company(產業公司)

Local Sales: US 1,025M, GR:+11%

雲端/網通/影像平台

Network & Communication (DMS)

- Blade Computing & Systems
- Network
- DSP Bas

US 275.1M
27%, +9%

Intelligen

- Industri
- Intellige
- RFID Sc
- Transportation Solutions

iConnectivity

- Industrial Communications
- Advantech-Netstar

嵌入電腦平台

Embedded Core Computing (Emb'Core)

- Single Board Computers
- Industrial
- Comput
- Embedde
- Industria
- Gaming C
- Embedded Design-To-Order Services

US 259.5M
25%, +18%

智能服務

Service Automation

- Digital He
- Industria
- Industria
- Intelliger

US 207.0M
20%, +13%

Digital
Healthcare

06

全球服務事業群

US 122.4M
12%, +7%

- Portable Computing
- POS/POI/Kiosk
- Embedded Systems

智能工業自動化

Industrial

- Industrial
- Industrial
- Internet o
- Power & E
- FA/EFMS Solutions
- Machine Automation Solutions

US 161.0M
16%, +5%

NC

% of Sales, YoY Growth

Advantech Virtual Company Structure

Y2013 營運資金狀況

新台幣 百萬元	2011	2012	2013			
	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	3,397	5,022	5,914	6,574	3,765	4,924
應收帳款餘額	3,808	4,281	4,555	5,201	5,124	5,584
應收帳款周轉天數	53	55	60	65	59	62
存貨金額	3,895	3,890	4,156	3,783	3,951	4,025
存貨周轉天數	90	84	94	82	77	75
應付帳款餘額	1,710	2,327	2,836	2,653	2,684	2,925
應付帳款周轉天數	46	49	63	56	52	54

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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