

ADVANTECH

Advantech

2014 1H Investors Meeting

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Y2013 Financial Results

Consolidate

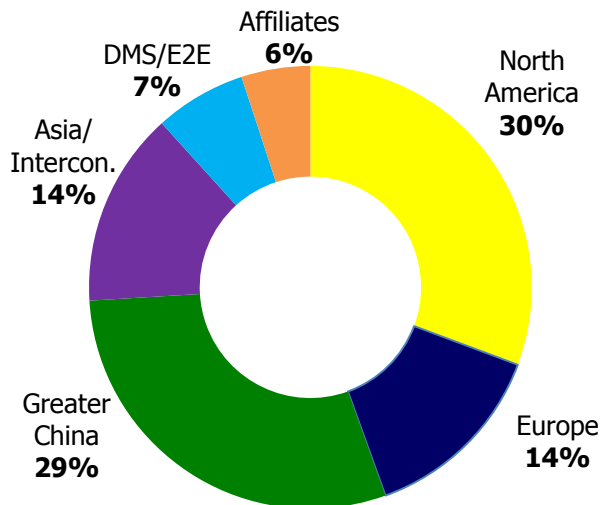
NT\$M	Y2011	Y2012	Y2013					YoY%
			1Q	2Q	3Q	*4Q	*Full	
Net sales	26,434	27,521	6,630	7,809	7,949	8,268	30,656	11%
YOY growth	15%	4%	6%	8%	13%	18%	11%	
Gross Profit%	39.8%	39.5%	41.7%	40.9%	40.3%	40.3%	40.7%	1.2%
Gross Profit	10,525	10,882	2,766	3,195	3,200	3,330	12,491	15%
Operating Expense	6,498	7,032	1,801	1,900	1,952	2,158	7,811	11%
Operating Income	4,027	3,850	965	1,295	1,248	1,172	4,680	22%
Non-operating income	318	374	102	127	164	109	502	34%
Effective Tax Rate	17.8%	17.7%	18.8%	20.8%	21.5%	19.8%	20.3%	2.6%
Net Profit AT	3,571	3,478	867	1,126	1,108	1,027	4,129	19%
EPS(NT\$)	6.44	6.22	1.52	1.98	1.95	1.81	7.26	17%
ROE	24.4	20.9					22.4	

*Un-audited

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

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

Advantech Virtual Company Structure

Network & Communication (DMS)

- Blade Computing & Systems

- Network

- DSP Bas

Intelligen

- Industri

- Intellige

- RFID Sc

- Transportation Solutions

iConnectivity

- Industrial Communications

- Advantech-Netstar

US 275.1M
27%, +9%

Service Automation

- Digital Healthcare

- Industria

- Industria

- Intelliger

US 207.0M
20%, +13%

- Medical Computing

- Portable Computing

- POS/POI/Kiosk

- Embedded Systems

AGS

US 122.4M
12%, +7%

Embedded Core Computing (Emb'Core)

- Single Board Computers

- Industrial Motherboards

- Computer

- Embedde

- Industria

- Gaming

- Embedde

US 259.5M
25%, +18%

Industrial Automation

- Industrial

- Industrial

- Internet o

- Power & E

- FA/EFM

- Machine Automation Systems

US 161.0M
16%, +5%

% of Sales, YoY Growth

Y2013 Working Capital

NT\$ M	2011	2012	2013			
	Full	Full	1Q end	2Q end	3Q end	*4Q end
Cash Position	3,397	5,022	5,914	6,574	3,765	4,924
Account Receivable	3,808	4,281	4,555	5,201	5,124	5,584
DSO(days)	53	55	60	65	59	62
Inventory	3,895	3,890	4,156	3,783	3,951	4,025
DOH(Days)	90	84	94	82	77	75
Account Payable	1,710	2,327	2,836	2,653	2,684	2,925
Days	46	49	63	56	52	54

*Un-audited

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