

ADVANTECH

Y2014 1H Financial Results

*By Eric Chen
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Y2014 1H Financial Results

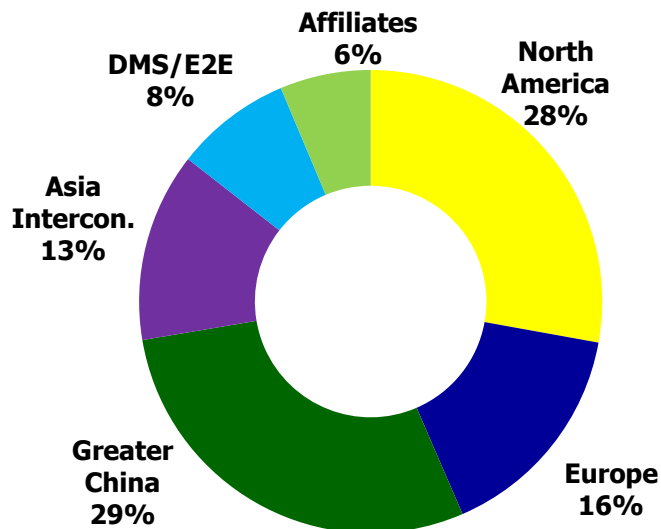
Consolidate

NT\$M	Y2013		Y2014			QoQ	YoY
	1H	2H	1Q	2Q	1H		
Net Sales	14,438	16,222	8,147	9,278	17,425	14%	21%
Goss Margin%	41.3%	40.8%	41.5%	40.3%	40.7%	-1.2%	-0.6%
Operating Expense	3,701	4,217	2,014	2,206	4,219	10%	14%
Operating Margin%	15.7%	14.8%	16.8%	16.3%	16.5%	-0.5%	0.8%
Non-Operating Income	229	271	69	-23	46	-133%	-80%
Effective Tax Rate	19.9%	20.3%	19.4%	18.8%	19.1%	-0.6%	-0.8%
Net Margin AT	1,993	2,134	1,156	1,209	2,365	5%	19%
EPS - (NT\$)	3.50	3.76	2.02	2.10	4.12	4%	18%

Y2014 1H Sales By Region/Sales Force

Local Sales: US 572M, +19%

USD\$ M	Y2013 1H	Y2014 1H	GR%	%
North America	150	159	+6%	28%
Europe	70	90	+28%	16%
Greater China	141	165	+17%	29%
Asia/Intercon.	69	76	+10%	13%
E2E Sales	32	46	+44%	8%
Affiliates & Others	18	36	+100%	6%
Total	481	572	19%	100%



Europe

AEU:	68.1M	GR%: +32%
ADLoG:	16.4M	GR%: +9%
AGPEG	5.1M	GR%: +46%

Greater China

China:	126.6M	GR%: +21%
Taiwan:	34.9M	GR%: +4%
AiS:	3.3M	GR%: +26%

Asia/Intercon

Japan:	10.8M	GR%: +32%
Korea:	21.6M	GR%: +2%
AAU/NZ:	5.3M	GR%: -12%
SAP:	10.1M	GR%: +14%
Intercon:	18.9M	GR%: +20%
LATAM	8.8M	GR%: -2%

Affiliates & Others

Advansus:	15.2M	GR%: +13%
Netstar:	4.7M	GR%: +9%
CAPS	4.5M	GR%: +8%
Others	11.6M	

Y2014 1H Sales By Strategic Biz Group

Local Sales: US 572M, GR:+19%

Advantech Business Group Structure

Intelligent System

Network & Communication (DMS)

- Blade Computing & Systems
- Network Appliances
- DSP Base
- Embedd

Intelligen

- Industri
- Intellige
- Intellige

- Transportation Solutions

iConnectivity

- Industrial Communications
- Advantech-Netstar

US 160.1M
28%, +13%

Embedded

Embedded Core Computing (Emb'Core)

- Single Board Computers

- Industria

- Comput

- Embedde

- Industria

- Gaming C

- Embedded Design-To-Order Services

US 160.8M
28%, +24%

Advantech Global Services

US 61.4M
11%, +6%

Intelligent Services

Service Automation

- Digital Healthcare
- Industrial
- Industria
- Intelliger

ADVANTECH Digital Healthcare

US 106.2M
19%, +15%

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

iAutomation

Industrial

- Industrial
- Industrial
- WebAcce
- Power & E
- FA/EFMS Solutions
- Machine Automation Solutions

US 83.3M
14%, +7%

NC

% of Sales, YoY Growth

Y2014 1H Working Capital

NT\$ M	Consolidate				
	2012	2013		2014	
	Full	1Q End	2Q End	1Q End	2Q End
Cash Position	5,022	5,914	6,574	5,649	6,419
Accounts Receivable	4,281	4,555	5,074	5,959	6,257
DSO (Days)	55	60	60	65	63
Inventory	3,890	4,156	3,783	4,511	4,588
DOH (Days)	83	94	82	85	76
Accounts Payable	2,327	2,836	2,653	3,106	2,622
Days	49	63	49	59	42

Partnering for Smart City & IoT Solutions

驱动智慧城市创新 共建物联产业典范

Industrial Cloud
& Cloud Networks

Private Cloud

iConnectivity

Transportation
Power & Energy
IoT Devices
Embedded Software
Computer On Modules
Video and RFID
iBuilding/BEMS
Industrial HMI
Environmental & Facility Monitoring
Intelligent Display
Intelligent Systems
Embedded Design-in Services
Image & Video Processing
Machine Automation
WebAccess+
Digital Healthcare
iRetail & Hospitality
iHospital
Industrial PCs
Digital Logistics