

ADVANTECH

# Y2015 1H Financial Results

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# Y2015 1H Financial Results

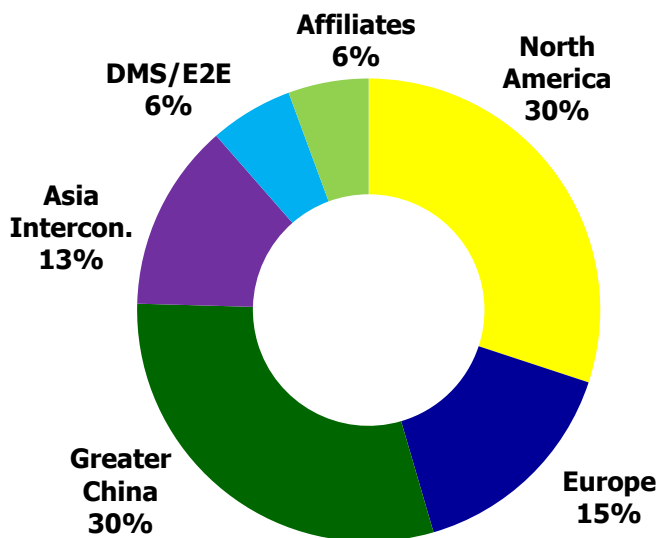
Consolidate

NT\$M	Y2014		Y2015			QoQ	YoY
	1H	2H	1Q	2Q	1H		
<b>Net Sales</b>	<b>17,425</b>	<b>18,307</b>	<b>8,785</b>	<b>10,027</b>	<b>18,812</b>	<b>14%</b>	<b>8%</b>
<b>Gross Margin%</b>	<b>40.7%</b>	<b>39.9%</b>	<b>40.9%</b>	<b>39.7%</b>	<b>40.2%</b>	<b>-1.2%</b>	<b>-0.5%</b>
Operating Expense	4,219	4,665	2,240	2,348	4,588	5%	9%
<b>Operating Margin%</b>	<b>16.5%</b>	<b>14.4%</b>	<b>15.4%</b>	<b>16.3%</b>	<b>15.9%</b>	<b>0.9%</b>	<b>-0.6%</b>
Non-Operating Income	46	501	129	-7	122	-105%	165%
Effective Tax Rate	19.1%	18.0%	18.5%	18.0%	18.2%	-0.5%	-0.9%
<b>NPAT</b>	<b>2,365</b>	<b>2,567</b>	<b>1,206</b>	<b>1,333</b>	<b>2,539</b>	<b>11%</b>	<b>7%</b>
<b>EPS (NT\$)</b>	<b>3.75</b>	<b>4.05</b>	<b>1.91</b>	<b>2.10</b>	<b>4.01</b>	<b>10%</b>	<b>7%</b>

# Y2015 1H Sales By Region/Sales Force

Local Sales: US 606M, +5%

USD\$ M	Y14 1H	Y15 1H	GR%	%
North America	160	182	+14%	30%
Europe	89	93	+5%	15%
Greater China	165	181	+10%	30%
Asia/Intercon.	75	80	+5%	13%
DMS/E2E	47	35	-25%	6%
Affiliates	40	34	-16%	6%
<b>Total</b>	<b>577</b>	<b>606</b>	<b>+5%</b>	<b>100%</b>



## Europe

<b>AEU:</b>	77.6M	GR%: +6%
<b>ADLoG:</b>	15.8M	GR%: -1%

## Greater China

<b>China:</b>	141.5M	GR%: +13%
<b>Taiwan:</b>	36.7M	GR%: -2%
<b>AiS:</b>	3.3M	GR%: +57%

## Asia/Intercon

<b>Japan:</b>	12.9M	GR%: +19%
<b>Korea:</b>	21.3M	GR%: -1%
<b>AAU/NZ:</b>	6.2M	GR%: +16%
<b>SAP:</b>	11.3M	GR%: +12%
<b>Intercon:</b>	20.6M	GR%: +9%
<b>LATAM</b>	7.3M	GR%: -17%

## Affiliates

<b>Advansus:</b>	11.0M	GR%: -17%
<b>ALNC:</b>	6.9M	GR%: -5%
<b>APOS:</b>	2.8M	GR%: -38%
<b>A-Cermate:</b>	4.8M	GR%: -1%
<b>Advantofine</b>	1.0M	GR%: -20%
<b>CAPS:</b>	3.4M	GR%: -24%

# Y2015 1H Sales By Strategic Product Group

Local Sales: US 606M, +5%

## Embedded Design-In

**Networks & Communications** +5%

- Blade Computing & Systems
- Network Appliances
- Network Virtualization Platforms
- Network & Embedded Switches
- Broadcasting & Surveillance Platforms

**Embedded Core Computing** +8%

- Embedded Box Computer
- Module for Single Board
- Wireless Modules
- Display Systems & Gaming Solutions
- Industrial Motherboard & DTOS
- Embedded Peripherals

**Applied Computing** +1%

- Medical Computing
- Embedded Systems
- Portable Computing
- Service Automation DTOS

US 298.7M

49%, +6%

% of Sales, YoY Growth

US 79.6M

13%, +2%

## Industrial-IoT

**Industrial Automation** +1%

- Industrial I/O & Controllers
- Industrial HMI
- Automation Computing
- IoT Devices & Solutions
- WebAccess+ Solutions
- iFactory (Industry 4.0) Solutions
- Machine Automation Solutions
- Power & Energy Solutions

**Intelligent Systems** +10%

- Industrial Computers
- Industrial Servers & Storage
- Intelligent Video Solutions
- Intelligent IoT Modules
- Transportation Solutions

US 181.2M

30%, +5%

**iConnectivity** -2%

- Industrial Communications
- Industrial Switches

## Smart City Solutions

**Service Automation Platforms**

- Industrial Mobile Computing
- iRetail (POS, CRM)
- Medical Computing & Tablets
- In-Vehicle Applications

US 46.4M

8%, +6%

**Intelligent Service Solutions**

- Intelligent Hospital
- Digital Logistics & Fleet Management
- Intelligent Retail & Hospitality

# Y2015 1H Working Capital

NT\$ M	Consolidate				
	2013	2014		2015	
	Full	1Q End	2Q End	1Q End	2Q End
<b>Cash Position</b>	<b>4,924</b>	<b>5,649</b>	<b>6,419</b>	<b>6,778</b>	<b>7,564</b>
Accounts Receivable	5,534	5,959	6,328	5,535	6,765
<b>DSO (Days)</b>	<b>62</b>	<b>65</b>	<b>65</b>	<b>58</b>	<b>65</b>
Inventory	4,231	4,511	4,588	4,880	4,680
<b>DOH (Days)</b>	<b>76</b>	<b>85</b>	<b>74</b>	<b>87</b>	<b>71</b>
Accounts Payable	3,004	3,106	3,238	3,107	3,571
<b>Days</b>	<b>56</b>	<b>59</b>	<b>52</b>	<b>56</b>	<b>53</b>

# 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