

研華公司 2015 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.**

Y2015 營運結果摘要

合併營收

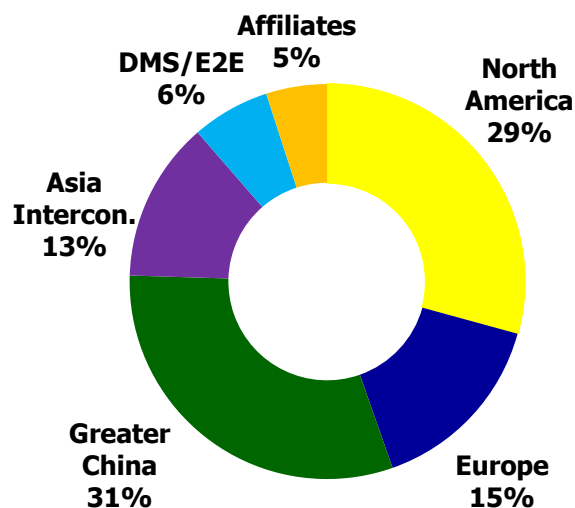
NT\$M	Y2012	Y2013	Y2014	2015					YOY
				1Q	2Q	3Q	*4Q	*YTD	
營業收入淨額	27,552	30,660	35,732	8,785	10,027	9,437	9,752	38,001	6%
YOY growth	4%	11%	17%	8%	8%	3%	6%	6%	
營業毛利率	39.2%	41.0%	40.3%	40.9%	39.7%	39.7%	41.3%	40.4%	0.1%
營業毛利	10,924	12,586	14,393	3,591	3,980	3,746	4,028	15,345	7%
營業費用	7,065	7,917	8,884	2,240	2,348	2,422	2,406	9,416	6%
YOY growth	9%	12%	12%	11%	6%	6%	1%	6%	
營業利益	3,858	4,668	5,509	1,351	1,632	1,324	1,622	5,929	8%
營業利益率	14.0%	15.2%	15.4%	15.4%	16.3%	14.0%	16.6%	15.6%	
營業外收益	373	500	547	129	-8	195	45	361	-34%
有效稅率	17.6%	20.1%	18.5%	18.5%	18.0%	18.6%	18.9%	18.5%	0.0%
稅後純益	3,486	4,127	4,932	1,206	1,333	1,236	1,352	5,127	4%
每股盈餘(NT\$)	5.67	6.59	7.80	1.91	2.10	1.95	2.12	8.08	4%

*由本公司自行按會計原則編制，尚未經會計師查核確認

Y2015 Sales By Region

Local Sales: US 1,201M, +2%

USD\$ M	2014	2015	GR%	%
North America	339	352	+4%	29%
Europe	179	185	+3%	15%
Greater China	343	371	+8%	31%
Asia/Intercon	159	158	-1%	13%
DMS/E2E	92	77	-17%	6%
Affiliates	69	60	-13%	5%
Total	1,180	1,201	+2%	100%



Europe

AEU:	150.8M	GR%: +4%
ADLoG:	33.8M	GR%: -1%

Asia/Intercon

Japan:	27.5M	GR%: +21%
Korea:	41.4M	GR%: -1%
AAU/NZ:	10.6M	GR%: -2%
SAP:	22.4M	GR%: +3%
Intercon:	42.8M	GR%: +2%
LATAM	13.0M	GR%: -35%

Greater China

China:	292.7M	GR%: +11%
Taiwan:	71.6M	GR%: -5%
AiS:	6.6M	GR%: +48%

Affiliates/M&A

Advansus:	22.7M	GR%: -13%
ALNC	12.6M	GR%: -7%
APOS	5.6M	GR%: -40%

Advantech Business Group Structure

Local Sales: US 1,201M, +2%

Embedded Design-In

Networks & Communications -6%

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

Embedded Core Computing +4%

- Embedded Core Computing
- Modular Computing Boards
- Wireless IoT Modules
- Display Systems & Gaming Solutions
- Industrial Motherboard & DTOS
- Embedded Peripherals

Industrial DMS +0%

- Applied Computing DMS
- Embedded DMS
- Network Appliance DMS
- Component Purchasing Service

US 607.4M

50%, +0%

% of Sales, YoY Growth

US 143.9M

12%, +8%

Industrial-IoT

Industrial Automation +0%

- 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 +5%

- Industrial Computers
- Industrial Servers & Storage
- Intelligent Video Solutions
- Intelligent IoT Modules
- Transportation Solutions
- iConnectivity
- iNetworking (B+B)
- Industrial Communications
- Industrial Switch

US 358.4M

30%, +2%

Smart City Solutions

Service Automation Platforms +5%

- Industrial Mobile Computing
- iRetail Platforms
- Medical Computing & Devices
- In-Vehicle Computing

US 91.8M

8%, +5%

Intelligent Service Solutions

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

Enabling an Intelligent Planet

ADVANTECH

Y2015 營運資金狀況

合併營收

新台幣 百萬元	2013	2014	2015			
	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	4,924	5,648	6,778	7,564	5,348	5,633
應收帳款餘額	5,359	5,916	5,521	6,436	6,383	6,266
應收帳款周轉天數	59	58	55	62	59	59
存貨金額	4,031	4,782	4,880	4,680	5,175	4,869
存貨周轉天數	76	78	87	71	82	76
應付帳款餘額	3,004	3,166	3,107	3,536	3,436	3,066
應付帳款周轉天數	55	52	56	53	54	51

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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