

研華公司 2016 1H 營運成果與財務報告

2016 年 8 月 1 日
財務暨資訊副總經理 陳清熙
eric.chen@advantech.com.tw

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.

Y2016 1H Financial Results

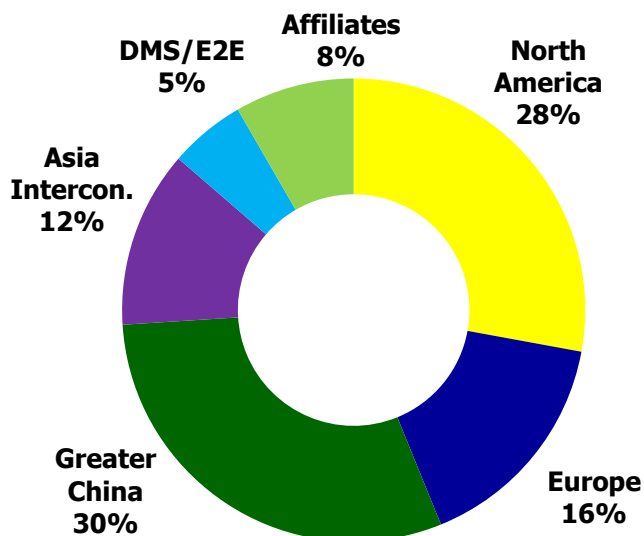
合併營收

NT\$M	Y2015		Y2016			QoQ	YoY
	1H	2H	1Q	2Q	1H		
營業收入淨額	18,812	19,189	10,073	10,713	20,786	6%	10%
年增率%	8%	5%	15%	7%	10%		
毛利率%	40.2%	40.5%	41.1%	40.2%	40.6%	-0.9%	0.4%
營業費用	4,588	4,828	2,654	2,630	5,284	-1%	15%
營業利益率%	15.9%	15.4%	14.7%	15.6%	15.2%	0.9%	-0.7%
營業外收益	122	240	152	149	302	-2%	147%
有效稅率	18.2%	18.7%	19.4%	19.7%	19.6%	0.3%	1.4%
稅後純益	2,539	2,588	1,318	1,462	2,780	11%	9%
每股盈餘 (NT\$)	4.01	4.07	2.08	2.31	4.39	11%	9%

Y2016 1H Sales By Region/Sales Force

Local Sales: US 628M, +4%

USD\$ M	Y15 1H	Y16 1H	GR%	%
North America	182	200	+10%	32%
Europe	93	100	+7%	16%
Greater China	183	189	+4%	30%
Asia/Intercon.	80	78	-2%	12%
DMS/E2E	42	33	-20%	5%
Affiliates	26	28	+6%	5%
Total	606	628	4%	100%



North America

ANA: 145.9M GR%: -4%

B+B: 24.8M

Europe

AEU: 82.7M GR%: +7%

ADLoG: 17.6M GR%: +11%

Greater China

China: 145.9M GR%: +2%

Taiwan: 41.6M GR%: +13%

Asia/Intercon

Japan: 15.4M GR%: +20%

Korea: 20.2M GR%: -5%

AAU/NZ: 5.9M GR%: -8%

SAP: 11.2M GR%: -1%

Intercon: 19.4M GR%: -5%

LATAM: 5.5M GR%: -24%

Affiliates/M&A

Advanixs: 10.6M GR%: -4%

ALNC: 7.3M GR%: +7%

A-Cermate: 4.4M GR%: -7%

Y2016 1H Sales By Strategic Product Group

Local Sales: US 628M, +4%

Embedded Design-In

Networks & Communications +5%

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

Embedded Core Computing -4%

- Embedded Box Computer
- Modular Embedded Computers
- Wireless Modules
- Display Systems & Gaming Solutions
- Industrial Motherboard & DTOS
- Embedded Peripherals

Applied Computing -7%

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

US 301.8M

48%, -2%

% of Sales, YoY Growth

US 73.0M
12%, +6%

Industrial-IoT

Industrial Automation +4%

- 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 -1%

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

US 207.1M

33%, +14%

iConnectivity +189%

- Industrial Communications
- Industrial Switches

Smart City Solutions

Service Automation Platforms

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

US 46.4M

7%, +0%

Intelligent Service Solutions

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

Enabling an Intelligent Planet

ADVANTECH

Y2016 1H 營運資金狀況

合併營收

NT\$ M	2014	2015		2016	
	全年	1季末	2季末	1季末	2季末
約當現金	5,648	6,778	7,564	6,008	6,562
應收帳款	5,952	5,535	6,557	6,321	7,230
DSO (Days)	59	58	63	57	63
存貨	4,782	4,880	4,680	5,232	4,991
DOH (Days)	78	87	71	79	70
應付帳款	3,397	3,107	3,536	3,512	3,540
Days	56	56	53	53	50

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