

Advantech 2012 Financial Results

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By Eric Chen, AVP of Finance & IT
eric.chen@advantech.com.tw

Y2012 Financial Overview

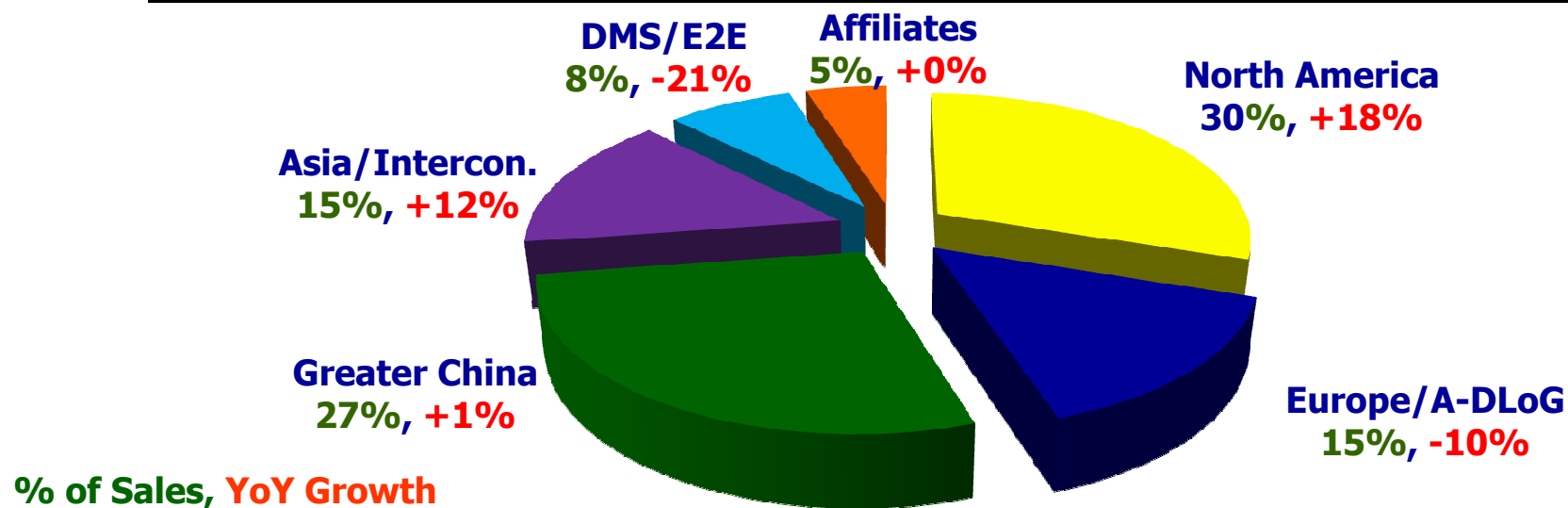
NT\$M	Y2010	Y2011	Y2012					YoY
			1Q	2Q	3Q	*4Q	*Year	
Net Sales	23,031	26,434	6,267	7,243	7,060	6,981	27,552	4%
YoY Growth%	50%	15%	-4%	4%	6%	11%	4%	
Gross Profit %	40.0%	39.8%	39.8%	40.0%	39.7%	39.2%	39.7%	-0.1%
Gross Profit	9,212	10,525	2,495	2,898	2,802	2,736	10,931	4%
Operating Expense	5,741	6,498	1,674	1,749	1,820	1,825	7,069	9%
Operating Income	3,472	4,027	821	1,149	982	911	3,862	-4%
Non-Operating Income	185	318	78	26	146	117	367	15%
Effective Tax Rate	16.1%	17.8%	16.5%	16.8%	18.0%	19.1%	17.6%	-0.2%
Net Profit AT	3,067	3,571	750	977	926	832	3,485	-2%
EPS(NT\$)	6.06	6.44	1.35	1.75	1.65	1.48	6.22	-3%
ROE	22.9	24.4					20.9	

*un-audited

Y2012 Sales By Region/Sales Force

Local Sales: US 921M, +2%

USD\$ M	Y2011	Y2012	GR%	%
North America	232	274	+18%	30%
Europe/A-DLoG	152	136	-10%	15%
Greater China	251	253	+1%	27%
Asia/Intercon.	121	135	+12%	15%
DMS/E2E	100	79	-21%	8%
Affiliates/Others	43	44	+0%	5%
Total	900	921	+2%	100%

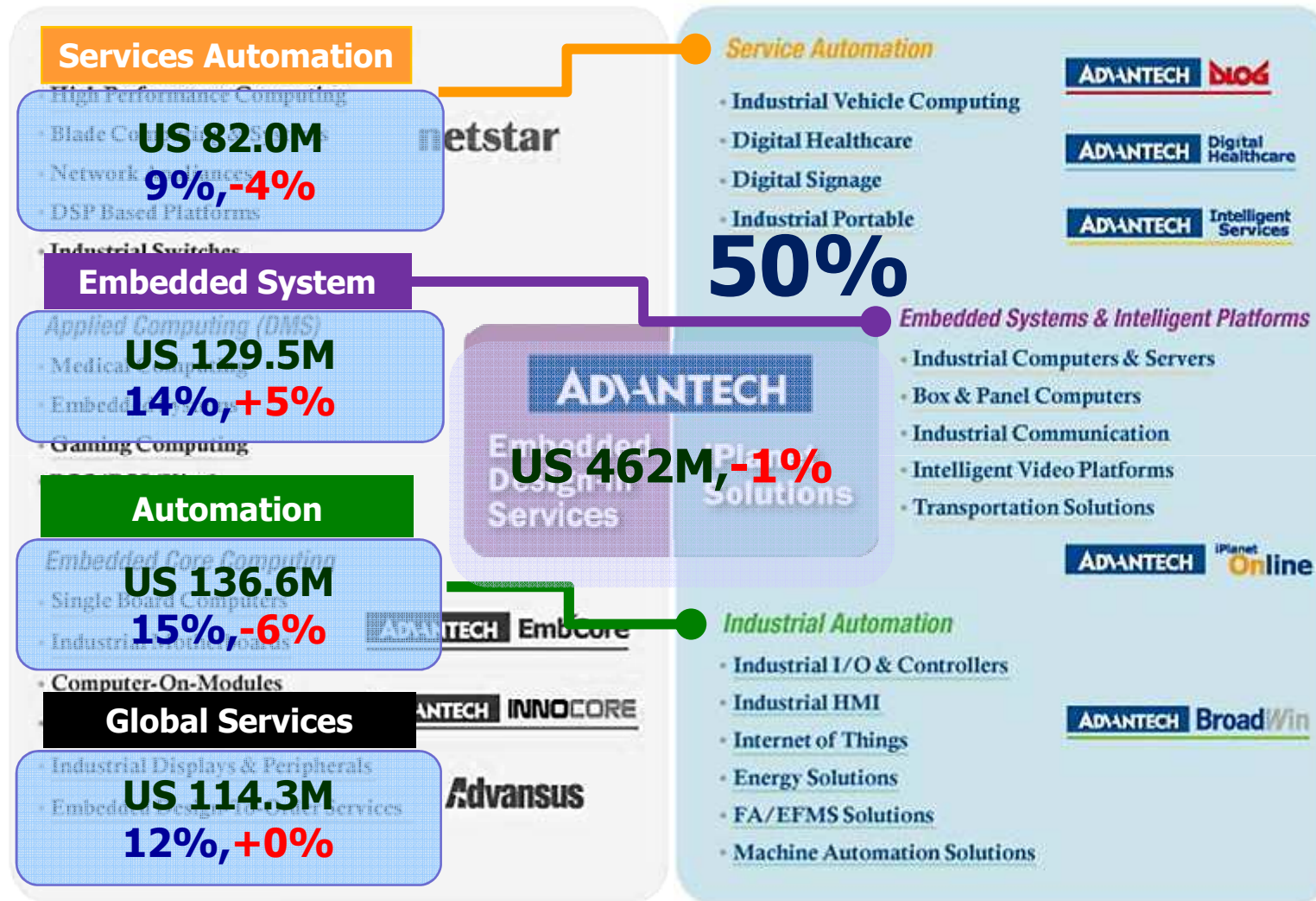


% of Sales, YoY Growth

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Y2012 Sales By Product - 1/2

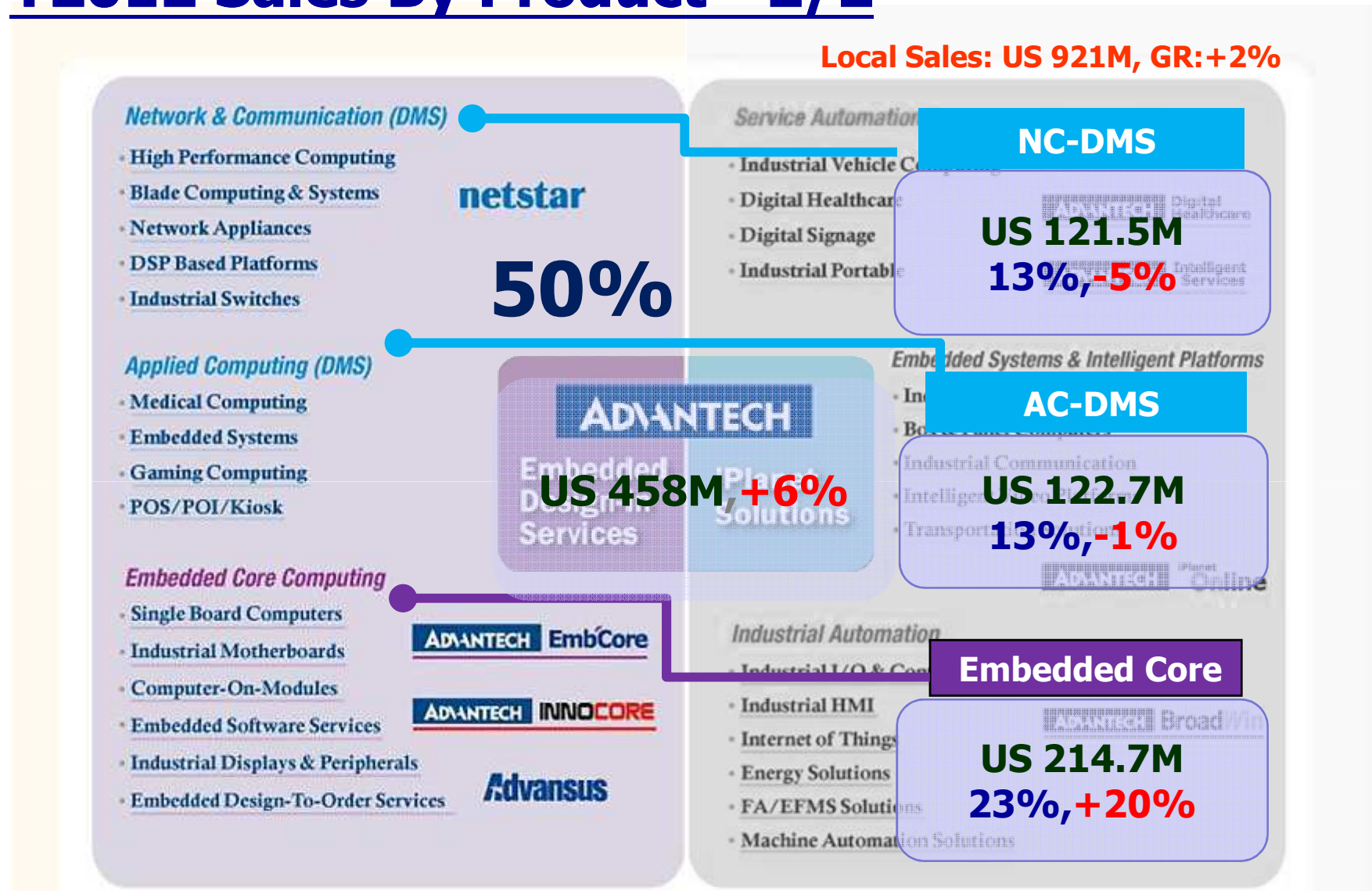


% of Sales, YoY Growth Advantech Corporate Structure and Growth Engines

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Y2012 Sales By Product - 2/2



% of Sales, YoY Growth Advantech Corporate Structure and Growth Engines

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Y2012 Working Capital

NT M	2010	2011	2012			
	Year	Year	1Q End	2Q End	3Q End	*4Q End
Cash Position	2,288	3,397	4,596	5,718	3,491	5,022
Accounts Receivable	3,338	3,808	4,164	4,863	4,883	4,274
DSO(Days)	47	53	59	65	61	55
Inventory	3,531	3,895	3,850	3,998	4,459	3,919
DHO(Days)	83	90	92	89	95	83
Accounts Payable	1,759	1,710	2,353	2,873	2,828	2,312
Days	41	46	56	64	59	49

***un-audited**



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