

ADVANTECH

研華公司 2014 年 營運成果與財務報告

2015 年 2 月 10 日
財務暨資訊副總經理 陳清熙
eric.chen@advantech.com.tw

Y2014 營運結果摘要

合併營收

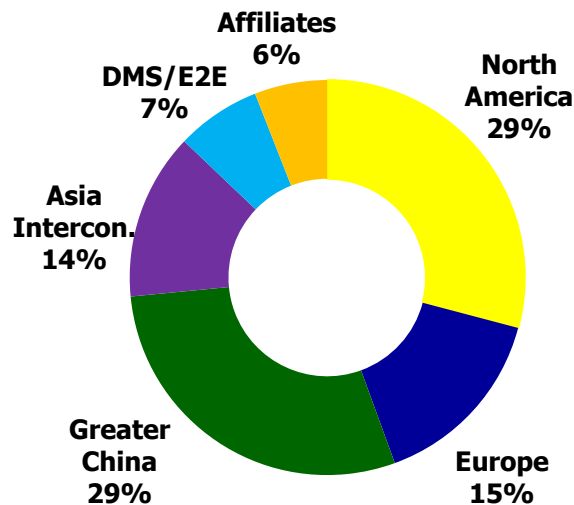
NT\$M	Y2012	Y2013	Y2014					年增率
			1Q	2Q	3Q	*4Q	*Full	
營業收入淨額	27,552	30,660	8,147	9,278	9,125	9,184	35,734	17%
YOY growth	4%	11%	23%	19%	15%	11%	17%	
營業毛利率	39.2%	41.0%	41.5%	40.1%	39.6%	40.2%	40.3%	-0.7%
營業毛利	10,808	12,586	3,379	3,717	3,616	3,688	14,400	14%
營業費用	6,945	7,917	2,014	2,206	2,280	2,424	8,924	13%
營業費用率	25.2%	25.8%	24.7%	23.8%	25.0%	26.4%	25.0%	
營業利益	3,863	4,668	1,365	1,512	1,336	1,264	5,477	17%
營業利益率	14.0%	15.2%	16.8%	16.3%	14.6%	13.8%	15.3%	
營業外收益	374	500	69	(23)	262	262	570	14%
有效稅率	17.6%	20.1%	19.4%	18.8%	16.9%	18.9%	18.5%	-1.6%
稅後純益	3,491	4,127	1,156	1,209	1,327	1,237	4,929	19%
每股盈餘 NT\$	6.23	6.60	1.84	1.91	2.10	1.95	7.80	18%

*由本公司自行按會計原則編制，尚未經會計師查核確認

Y2014 Sales By Region

Local Sales: US 1,169M, +15%

USD\$ M	2013	2014	GR%	%
North America	312	339	+9%	29%
Europe	141	179	+27%	15%
Greater China	300	342	+14%	29%
Asia/Intercon	141	159	+13%	14%
DMS/E2E	70	82	+17%	7%
Affiliates/M&A	56	70	24%	6%
Total	1,020	1,169	+15%	100%



Europe

AEU:	132.1M	GR%: +23%
ADLoG:	34.2M	GR%: +7%
AGEPG	12.4M	GR%: -28%

Greater China

China:	265.1M	GR%: +17%
Taiwan:	69.3M	GR%: +2%
AiS:	7.6M	GR%: +37%

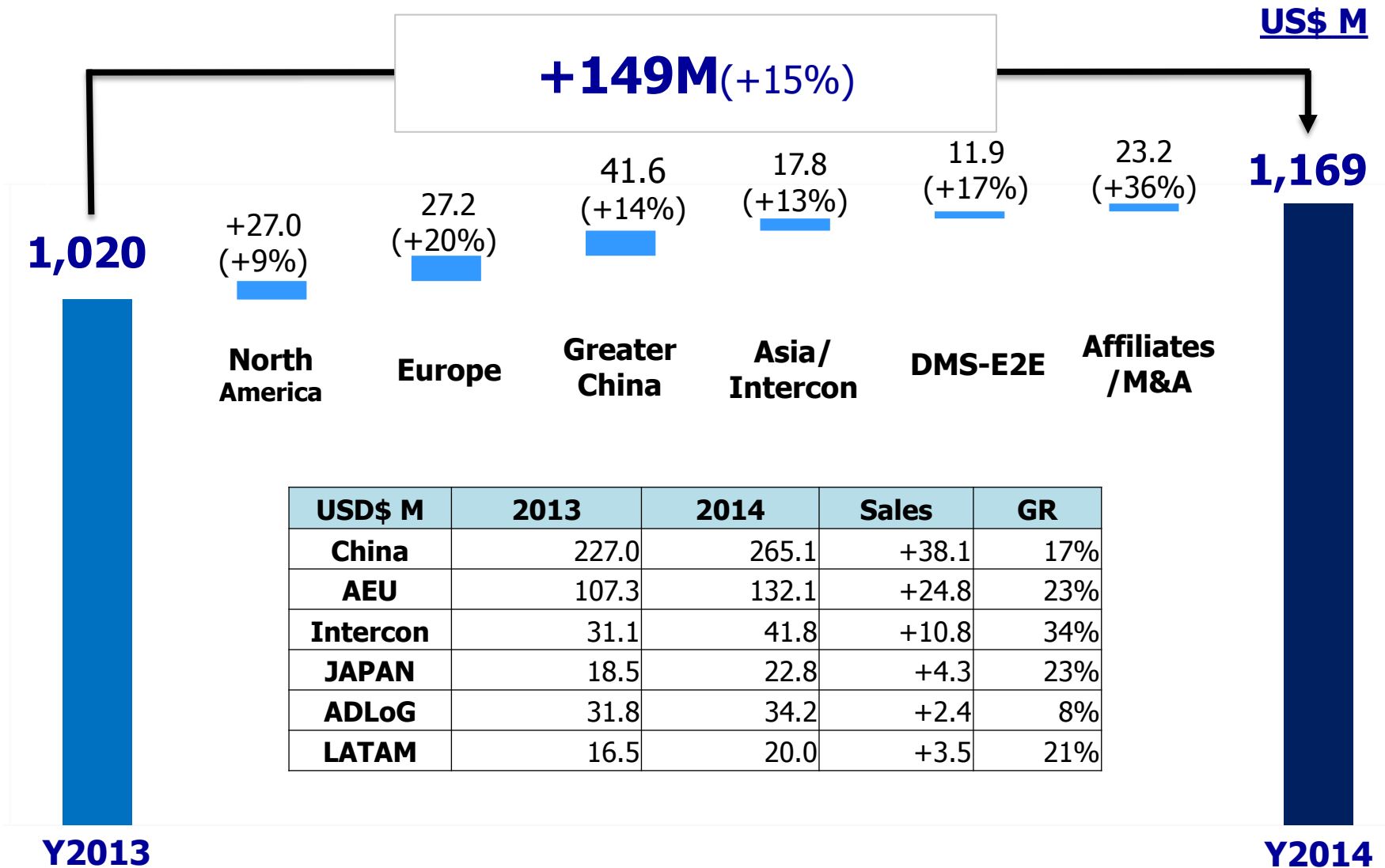
Asia/Intercon

Japan:	22.8M	GR%: +24%
Korea:	41.8M	GR%: -4%
AAU/NZ:	10.8M	GR%: -12%
SAP:	21.6M	GR%: +12%
Intercon:	41.8M	GR%: +35%
LATAM	20.0M	GR%: +21%

Affiliates/M&A

Advansus:	30.0M	GR%: +10%
ALNC	13.6M	GR%: -3%
APOS	9.3M	GR%: -27%

Y2014 Sales By Region



USD\$ M	2013	2014	Sales	GR
China	227.0	265.1	+38.1	17%
AEU	107.3	132.1	+24.8	23%
Intercon	31.1	41.8	+10.8	34%
JAPAN	18.5	22.8	+4.3	23%
ADLoG	31.8	34.2	+2.4	8%
LATAM	16.5	20.0	+3.5	21%

Y2014 Sales By Strategic Biz Group

Local Sales: US 1,169M, GR:+15%

Advantech Business Group Structure

NCG/ISG/ICG

iServices

Networks & Communications (DMS) +20%

- Blade Computing & Systems
- Network Appliances
- Digital Video Platforms
- Embedded Switches

US 338.2M

29%, +17%

+17%

- Intelligent Systems & Servers
- Intelligent Video Solutions
- Intelligent IoT Modules
- Transportation Solutions

iConnectivity +8%

- Industrial Communications
- WISE (Wireless IoT Solutions)

Emb'Core

Embedded Core Computing (Emb'Core)

- Single Board Computers
- Industrial Motherboards

US 320.7M

28%, +18%

- Computer-On-Motherboards
- Embedded Software Services
- Industrial Display Computers
- Gaming Computing
- Embedded Design-To-Order Services

57% 32%

AGS

US 129.6M

11%, +2%

Service Automation -7%

- Digital Healthcare
- Industrial Vehicle Computing
- Industrial Portable Computing
- Intelligent Retail & Hospitality

US 213.5M

18%, +0%

Application Computing (DMS)

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

+5%

iAutomation

Industrial Automation

- Industrial I/O & Control
- Industrial HMI
- WebAccess+ IoT Software
- Power & Energy
- FA/EFMS Solutions
- Machine Automation Solutions

US 167.3M

14%, +8%

ADVANTECH Digital Healthcare

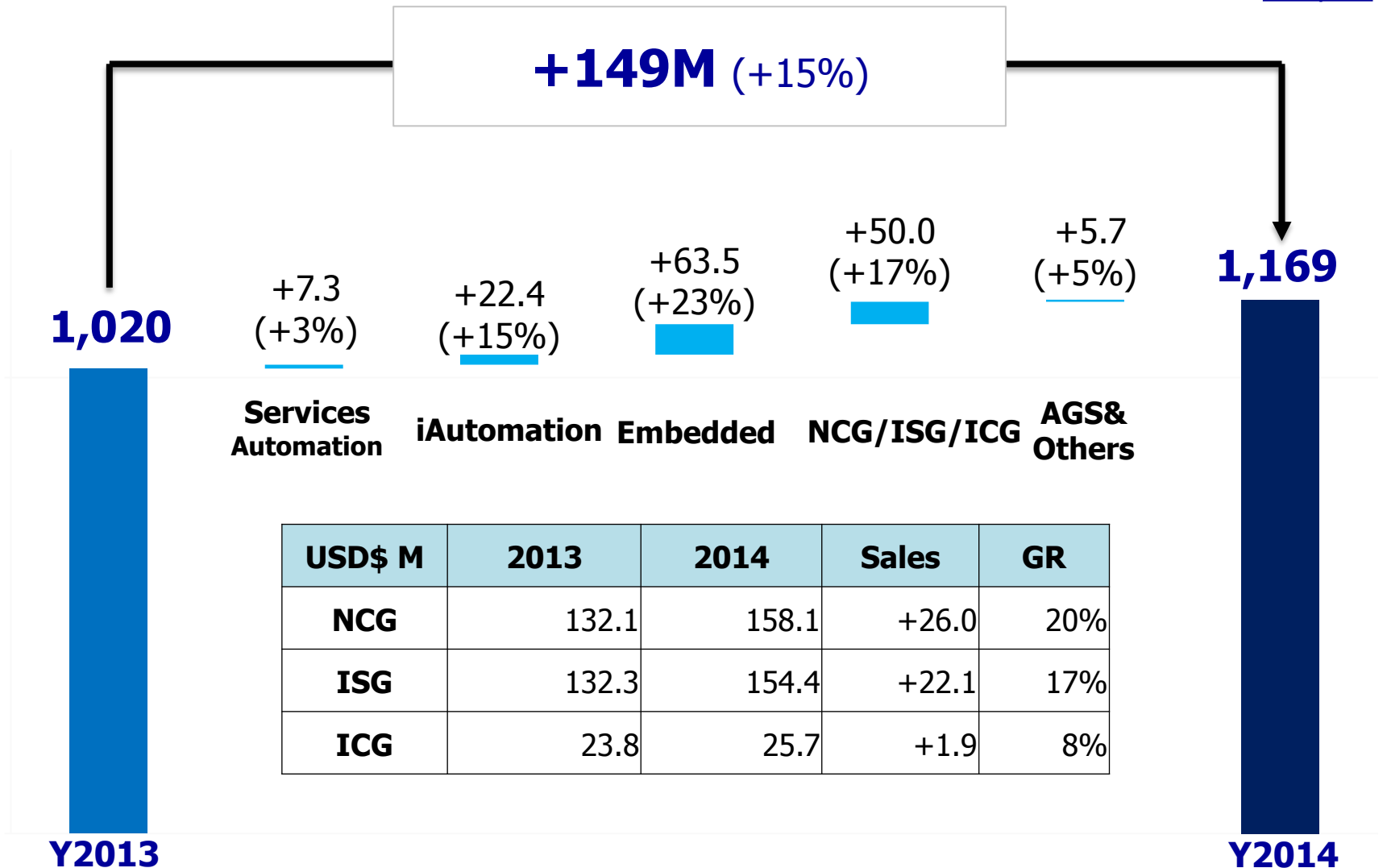
ADVANTECH DIOG

ADVANTECH POS

ADVANTECH LNC

Y2014 Sales By Strategic Biz Group

US\$ M



USD\$ M	2013	2014	Sales	GR
NCG	132.1	158.1	+26.0	20%
ISG	132.3	154.4	+22.1	17%
ICG	23.8	25.7	+1.9	8%

Y2014 營運資金狀況

合併營收

新台幣 百萬元	2012	2013	2014			
	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	5,022	4,924	5,649	6,419	4,069	5,648
應收帳款餘額	4,281	5,584	5,959	6,328	6,275	6,134
應收帳款周轉天數	55	62	65	65	61	60
存貨金額	3,890	4,025	4,511	4,588	4,722	4,784
存貨周轉天數	84	75	85	74	77	78
應付帳款餘額	2,327	2,925	3,106	3,238	3,402	3,349
應付帳款周轉天數	49	54	59	52	56	55

*由本公司自行按會計原則編制，尚未經會計師查核確認

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