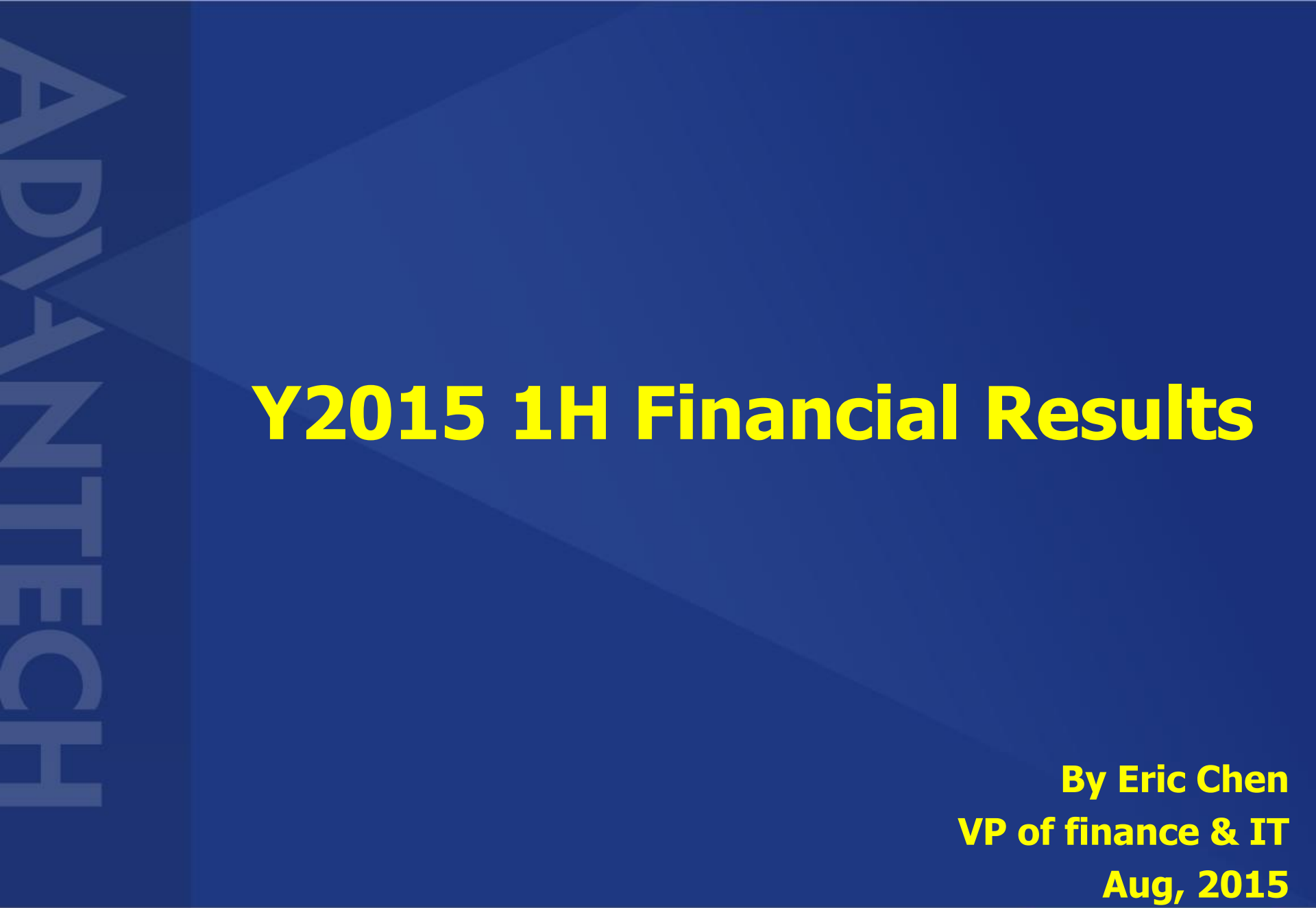




ADVANTECH

Y2015 1H Financial Results

By Eric Chen
VP of finance & IT
Aug, 2015

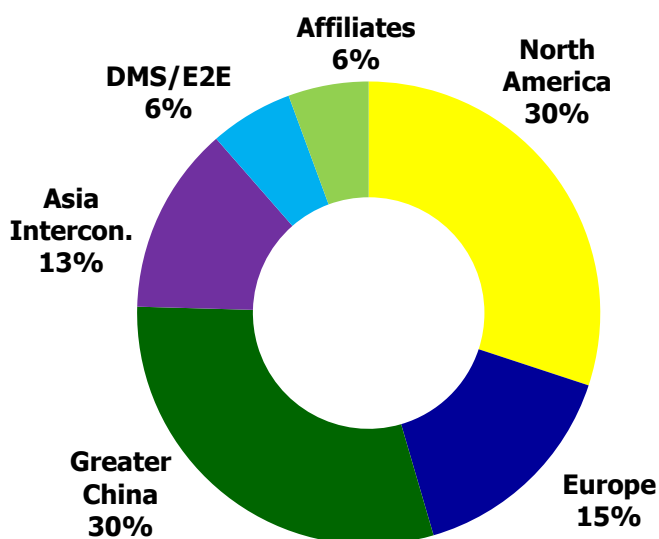
Y2015 1H Financial Results

NT\$M	Y2014		Y2015			Consolidate	
	1H	2H	1Q	2Q	1H	QoQ	YoY
Net Sales	17,425	18,307	8,785	10,027	18,812	14%	8%
Gross Margin%	40.7%	39.9%	40.9%	39.7%	40.2%	-1.2%	-0.5%
Operating Expense	4,219	4,665	2,240	2,348	4,588	5%	9%
Operating Margin%	16.5%	14.4%	15.4%	16.3%	15.9%	0.9%	-0.6%
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%
NPAT	2,365	2,567	1,206	1,333	2,539	11%	7%
EPS (NT\$)	3.75	4.05	1.91	2.10	4.01	10%	7%

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%
Total	577	606	+5%	100%



Europe

AEU: 77.6M GR%: +6%

ADLoG: 15.8M GR%: -1%

Greater China

China: 141.5M GR%: +13%

Taiwan: 36.7M GR%: -2%

AiS: 3.3M GR%: +57%

Asia/Intercon

Japan: 12.9M GR%: +19%

Korea: 21.3M GR%: -1%

AAU/NZ: 6.2M GR%: +16%

SAP: 11.3M GR%: +12%

Intercon: 20.6M GR%: +9%

LATAM: 7.3M GR%: -17%

Affiliates

Advansus: 11.0M GR%: -17%

ALNC: 6.9M GR%: -5%

APOS: 2.8M GR%: -38%

A-Cermate: 4.8M GR%: -1%

Advantofine: 1.0M GR%: -20%

CAPS: 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 Computing Boards
- 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
- iConnectivity -2%
- Industrial Communications
- Industrial Switches

US 181.2M

30%, +5%

Smart City Solutions

Service Automation Platforms

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

US 46.4M

8%, +6%

Intelligent Service Solutions

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

Enabling an Intelligent Planet

ADVANTECH

Y2015 1H Working Capital

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

Partnering for Smart City & IoT Solutions

驱动智慧城市创新 共建物联产业典范

