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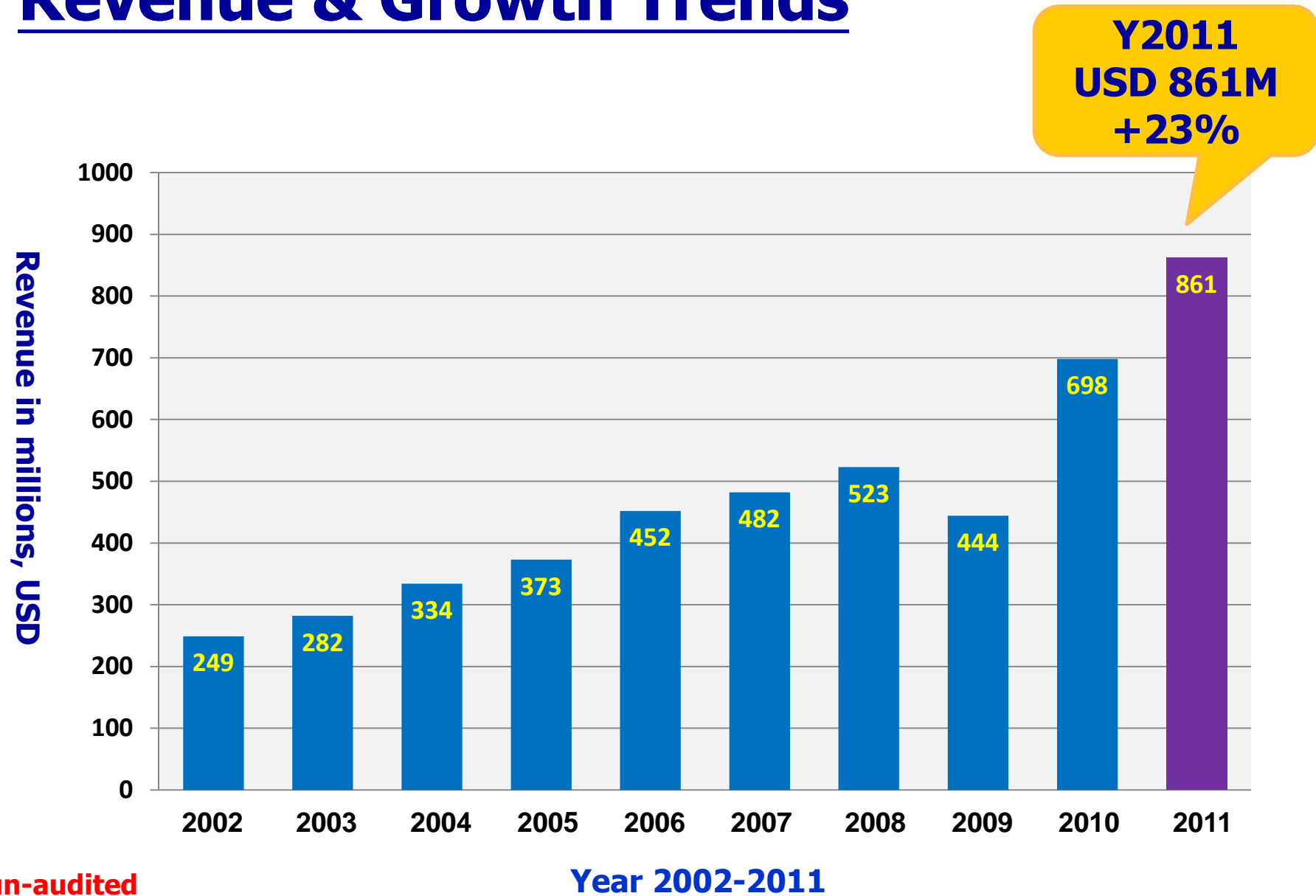
Advantech 2011 Financial Results

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Revenue & Growth Trends



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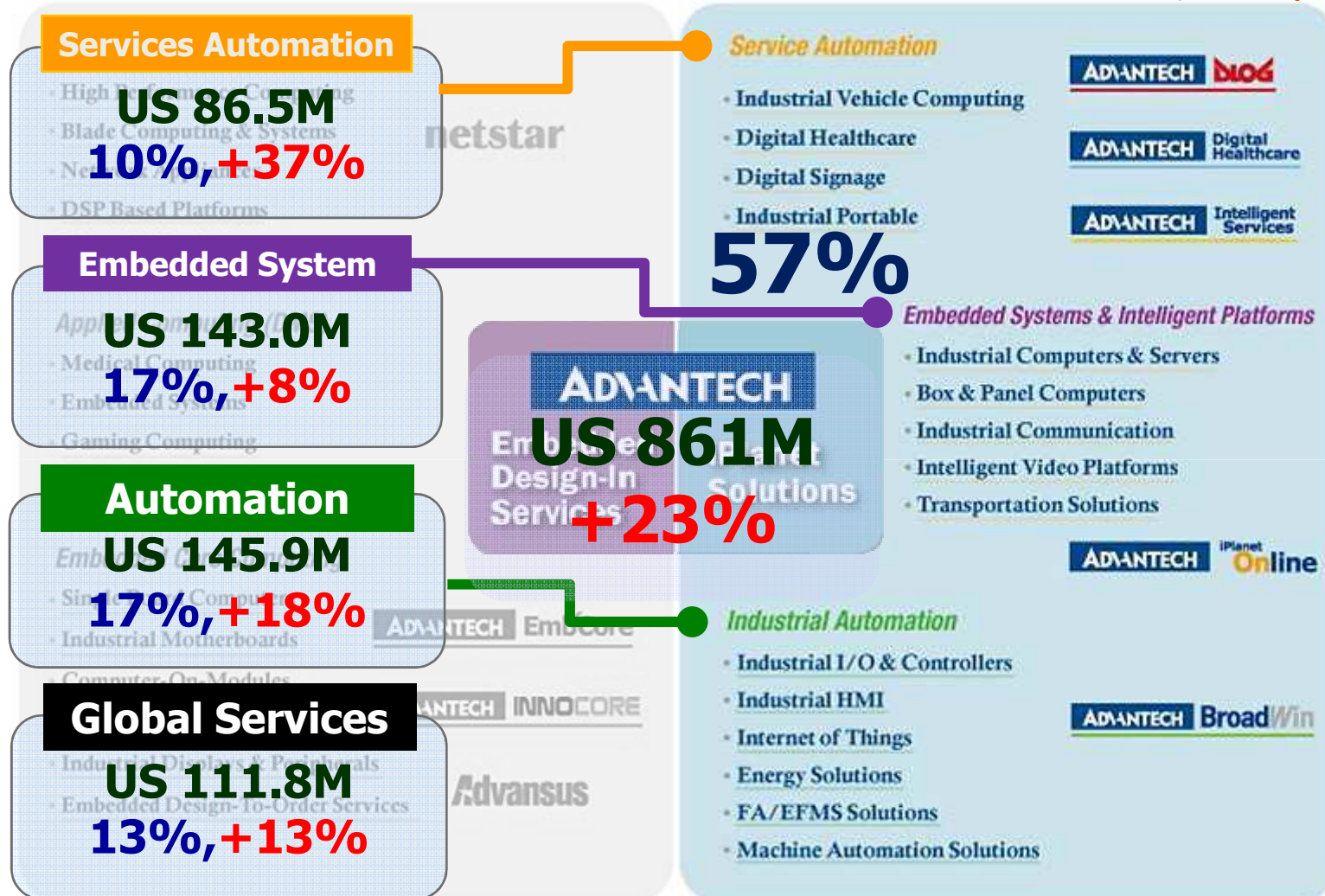
Y2011 Financial Overview

***Un-Audited, Consolidate**

NT\$M	Y2009	Y2010	Y2011					YoY
			1Q	2Q	3Q	*4Q	*Year	
Net Sales	15,323	23,031	6,497	6,952	6,689	6,396	26,534	15%
YoY Growth	-12%	50%	50%	17%	6%	0%	15%	
Gross Profit %	40.7%	40.0%	37.3%	39.0%	40.0%	39.9%	39.1%	-0.9%
Gross Profit	6,243	9,205	2,426	2,711	2,675	2,550	10,362	13%
Operating Expense	4,442	5,741	1,481	1,582	1,693	1,643	6,398	11%
Operating Expense %	29.0%	24.9%	22.8%	22.8%	25.3%	25.7%	24.1%	-0.8%
Operating Profit	1,801	3,464	945	1,129	982	907	3,964	14%
Operating Profit %	11.8%	15.0%	14.5%	16.2%	14.7%	14.2%	14.9%	-0.1%
Non-operating Income	246	193	211	42	110	23	386	100%
Effective Tax Rate	14.0%	16.1%	21.8%	16.5%	16.7%	15.8%	17.8%	1.7%
Net Profit AT	1,760	3,067	903	978	910	784	3,575	17%
EPS(NT\$)	3.50	6.06	1.63	1.77	1.63	1.42	6.44	6%
ROE	14.28	22.93					24.70	

Y2011 Sales By Product - 1/2

Consolidated Sales: US\$861M, +23%



% of Sales, YoY Growth

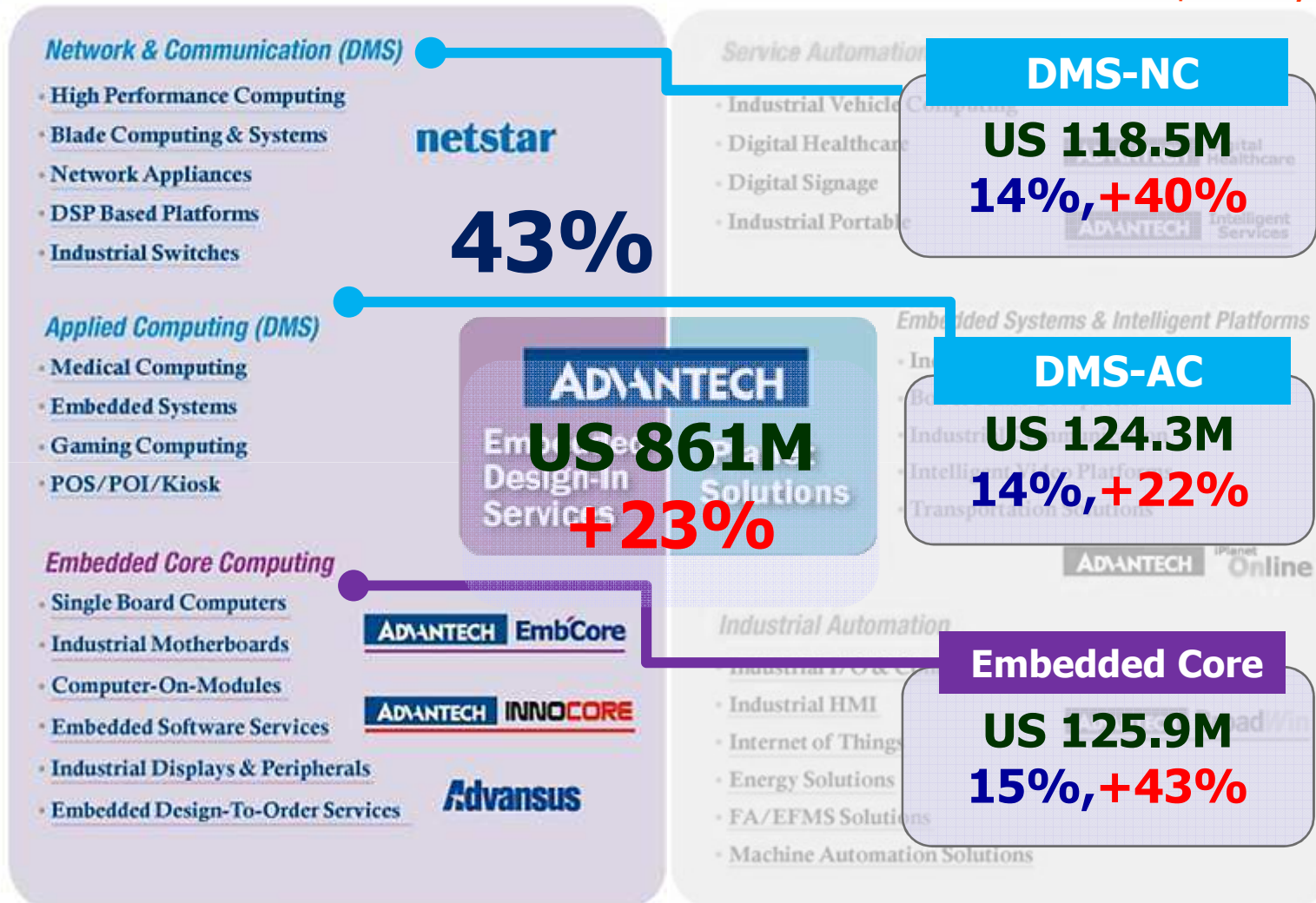
Advantech Corporate Structure and Growth Engines

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Y2011 Sales By Product - 2/2

Consolidated Sales: US\$861M, +23%



% of Sales, YoY Growth

Advantech Corporate Structure and Growth Engines

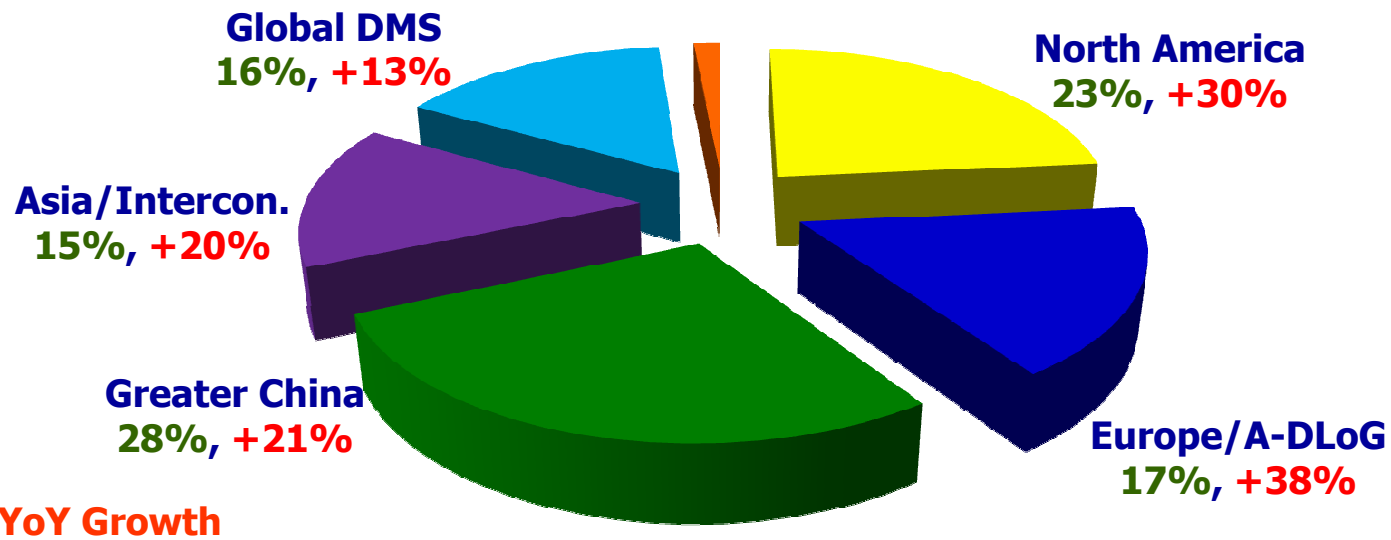
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Y2011 Sales By Region/Sales Force

Local Sales: US\$861M, +23%

USD\$ M	Y2010	Y2011	GR%	%
North America	154	201	+30%	23%
Europe/ADLoG	106	147	+38%	17%
Greater China	201	243	+21%	28%
Asia/Intercon.	105	126	+20%	15%
Global DMS	117	133	+13%	16%
AiS & Others	5	10	+100%	1%
Total	698	861	+23%	100%



Y2011 Working Capital

NT\$ M	2009	2010	2011			
	Year	Year	1Q	2Q	3Q	*4Q
Cash Position	3,153	2,288	2,339	2,771	1,868	2,522
Accounts Receivable	2,489	3,338	4,461	4,560	4,791	4,116
DSO(Days)	55	47	62	63	63	58
Inventory	2,044	3,531	3,674	4,412	4,537	3,896
DHO(Days)	77	83	83	97	100	90
Accounts Payable	1,505	1,759	2,788	2,683	1,829	1,988
Days	56	41	63	58	40	46

*un-audited

Y2011 Financial Recap

NT\$ M	*Y2011	<u>Y2010</u>	<u>YoY%</u>
Net Sales	26,534	23,031	+15%
Gross Margin	39.1%	40.0%	-0.9%
Net Profit After Tax	13.5%	13.3%	+0.2%
EPS (元)	6.44	6.01	+6%
Return on Equity(ROE)	24.70	22.93	

- Sales & Profit YoY increase 15% & 6% respectively, EPS NT 6.44 sets the record high
- +40% growth in Embedded core and Network communication group. +30% growth in North America and Europe region
- Kun-San R&D center is under construction, expected to be launched in 2013
- Acquire Advansus 100% share, integration with Embedded core group is ongoing

***un-audited**



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