

2013 1H Financial Results

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Enabling an Intelligent Planet

ADVANTECH

Y2012 1H Financial Highlights

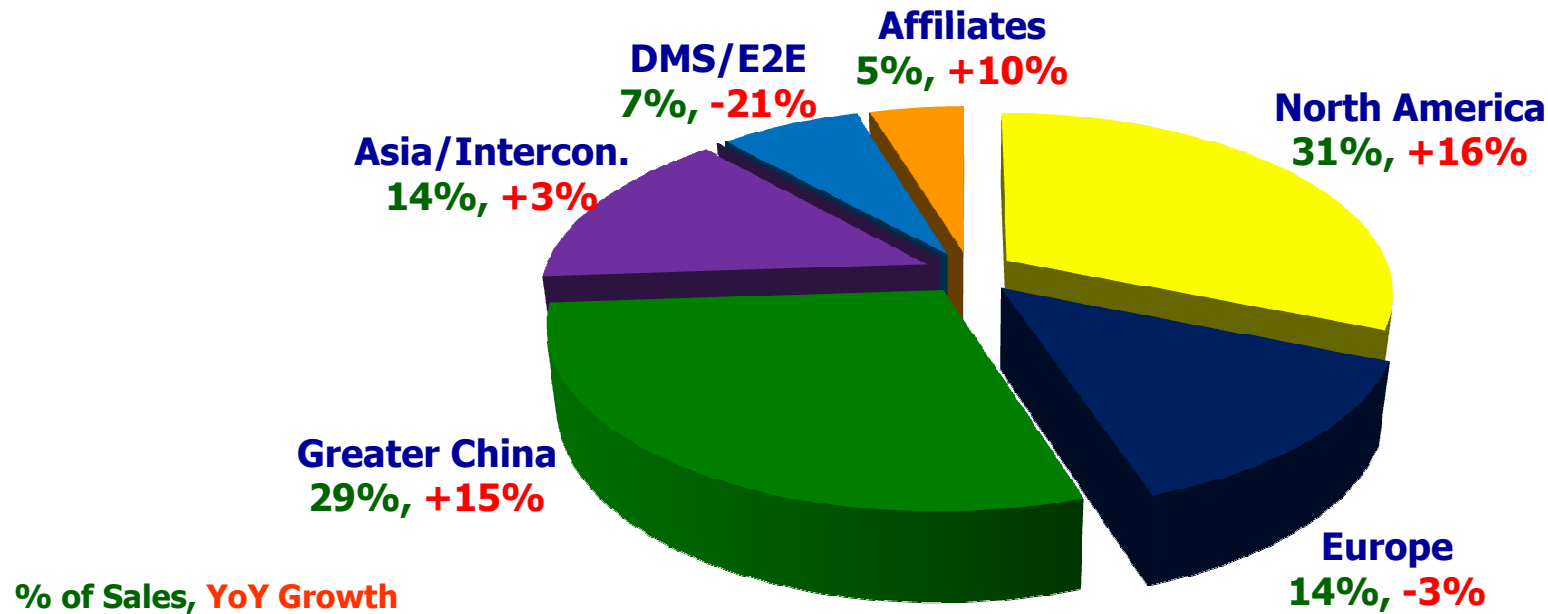
NT\$M	Y2012		Y2013			Consolidated	
	1H	2H	1Q	2Q	1H	QoQ%	YoY%
Net Sales	13,498	14,041	6,630	7,809	14,438	18%	7%
Gross Profit	5,359	5,531	2,766	3,194	5,961	15%	11%
GP%	39.7%	39.4%	41.7%	40.9%	41.3%	-0.8%	1.6%
Operating Expense	3,386	3,642	1,801	1,900	3,701	5%	9%
Operating Profit	1,974	1,889	965	1,295	2,260	34%	14%
Non-Operating Income	104	270	102	127	229	25%	120%
NPAT	1,732	1,758	867	1,126	1,993	30%	15%
EPS (NT\$)	3.11	3.12	1.52	* 1.98	3.50	30%	13%

***Highest EPS in single season since 2010**

Y2013 1H Sales By Region/Sales Force

Local Sales: US 482M, +7%

USD\$ M	Y2012 1H	Y12 GR%	Y2013 1H	GR%	%
North America	129	+15%	150	+16%	31%
Europe	69	-11%	67	-3%	14%
Greater China	122	-5%	140	+15%	29%
Asia/Intercon.	68	+13%	69	3%	14%
DMS/E2E	42	-29%	34	-21%	7%
Affiliates	21	-16%	23	+10%	5%
Total	451	-2%	482	7%	100%



Y2013 1H Sales By Sector - 1/2

Industrial Market	Embedded Market		iService Market
<ul style="list-style-type: none"> • Industrial I/O • Machine Automation • Industrial HMI • Automation Controller 	<ul style="list-style-type: none"> • Embedded Board • Embedded System • Gaming • Intelligent Display 		<ul style="list-style-type: none"> • Digital Logistics • Digital Healthcare • Digital Retail & Hospitality
<p>-Stable Growth; Higher Margin</p> <p>-Far & Wide AOnline Sales Model</p> <p>-More Focus on Power & Engine; Machine Automation .. Virtual Market.</p>	<p>- Leading Position in ECT</p> <p>- Expected to have 12-15% growth in upcoming 3 years due to greater bandwidth demand.</p>		<p>- Most growth in market size</p> <p>-Through M&A and expending the partnership, leads innovation growth.</p>
Automation Group	Embedded System	Embedded Core	Services Automation
<p>US 78.2M 16%, -1%</p>	<p>US 65.7M 14%, +6%</p>	<p>US 125.7M 26%, +22%</p>	<p>US 35.6M 7%, +10%</p>

Y2013 1H Sales By Sector - 2/2

Advantech Global Services

- Global CTOS Services
- Global RMA Services
- Trusted and worry-free compatible peripherals Services

Established 4 Regional Services Center (China, TW, US, EU), Provide

- Fast deliver CTOS
- Certificated Industrial Modules
- High-quality repair services

Design & Manufacturing Services

- Blade Computing Platforms
- Network Application Platforms
- DSP Processing Platforms
- Medical Computing Platforms

- World-Class x86/RISC design, manufacturing and quality assurance capabilities

- Strong DSP customization & integration team; highly recognized by TI(Texas Instruments)

- World leading ATCA high performance platforms.

AGS

US 57.4M
12%, -2%

NC-DMS

US 68.3M
14%, +21%

AC-DMS

US 51.5M
11%, -13%

Y2013 1H Working Capital

NT M	2011	2012	consolidated 2013	
	Year-End	Year-End	1Q End	2Q End
Cache Position	3,397	5,022	5,914	6,574
Account Receivable	3,861	4,281	4,555	5,201
DSO (Days)	53	55	60	65
Inventory	3,895	3,890	4,156	3,783
DOH (Days)	90	83	94	82
Account Payable	1,710	2,327	2,836	2,653
Days	46	49	63	56

Partnering for Smart City & IoT Solutions

驱动智慧城市创新 共建物联产业典范

Industrial Cloud
& Cloud Networks

Private Cloud

iConnectivity

Transportation
Power & Energy
IoT Devices
Embedded Software
Computer On Modules
Video and RFID
iBuilding/BEMS
Industrial HMI
Environmental & Facility Monitoring
Intelligent Display
Intelligent Systems
Embedded Design-in Services
Image & Video Processing
Machine Automation
iRetail & Hospitality
iHospital
Industrial PCs
WebAccess+
Digital Healthcare
Digital Logistics