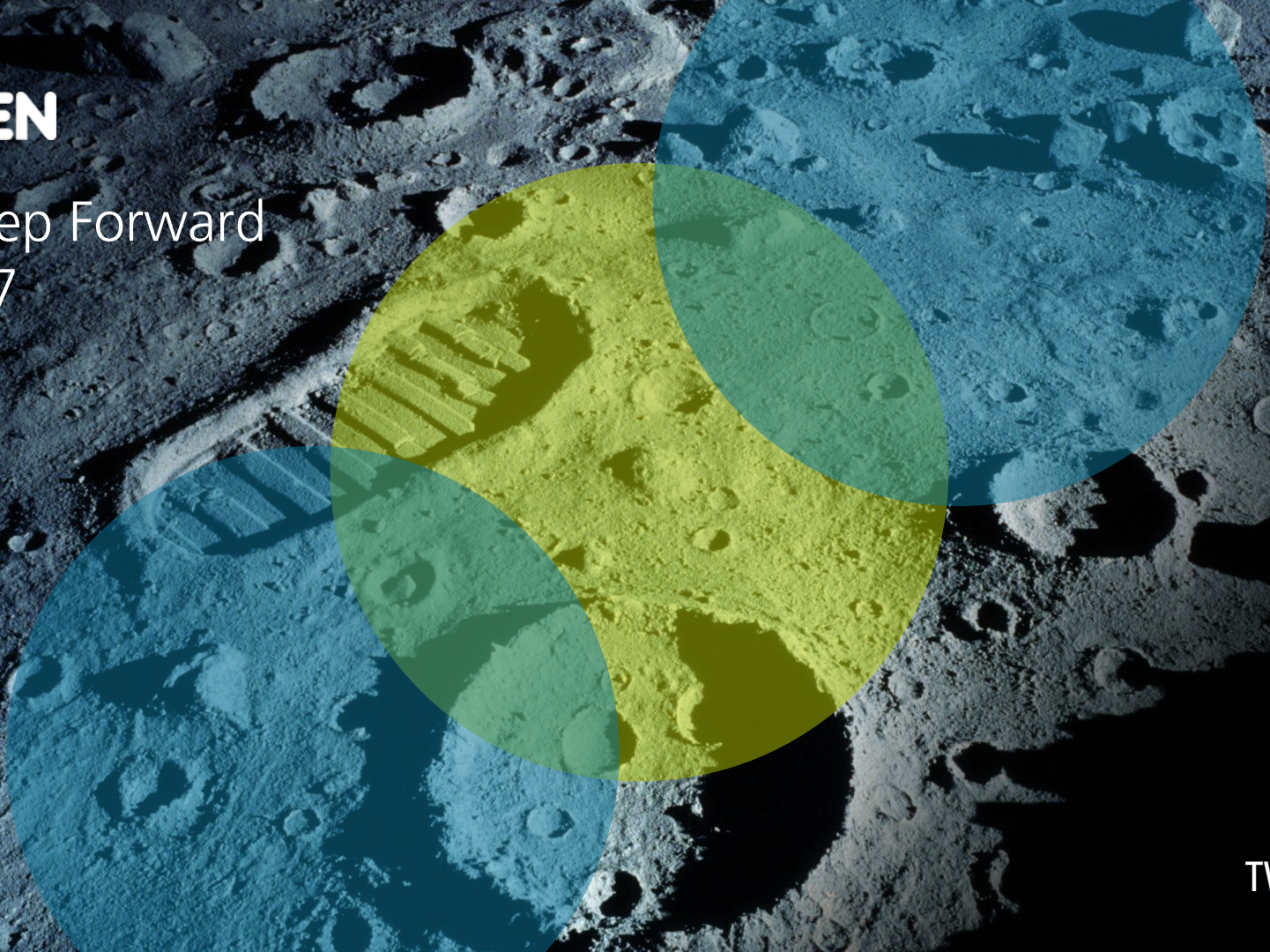




# A Step Forward 2017



TWSE 6277



## Reading ATEN by Numbers

#1

Global KVM  
Market Leader

38

Years of  
Excellence

1.7k

Employees  
Worldwide

50%+

Gross Margin Rate

TOP35

Best Taiwan Global Brand

500+

Patents Awarded

# Financial Highlight

Income Statement – From Jan.- Dec. 2016 YoY

In NT million	Jan. ~ Dec. '16		Jan. ~ Dec. '15		YoY
	Amount	%	Amount	%	%
Net Sales	4,936	100	4,888	100	1
COGS	1,968	40	2,038	42	-3
Gross Profit	2,967	60	2,850	58	4
Operating Expenses	2,028	41	1,966	40	3
Sales Expenses	1,043	21	1,002	21	4
Admin. Expenses	581	12	580	12	0
RD Expenses	404	8	384	8	5
Operating Profit	940	19	884	18	6
Non-Operating Income and Expenses	68	1	48	1.0	44
Net Income before Tax	1,008	20	932	19	8
Net Income	796	16	719	15	11
Net Income Attributable to the parent company	788	16	705	14	12
EPS(NT\$) (After Tax)	6.60	-	5.90	-	12

Note : Taiwan Consolidated Basis

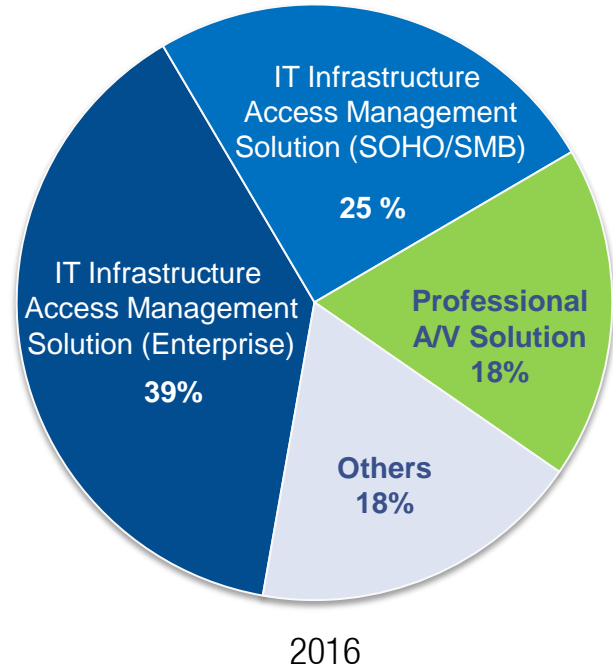
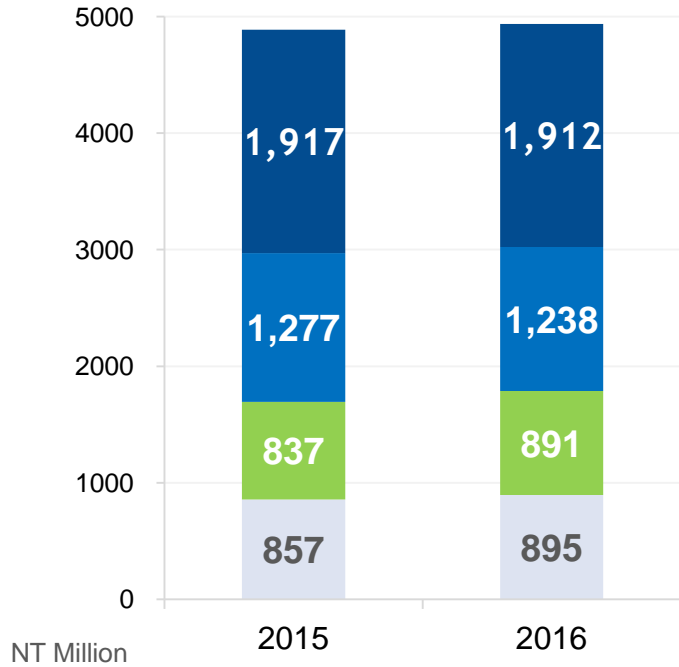
In NT million	Dec. '16		Dec. '15		YoY
	Amount	%	Amount	%	%
Cash and Financial Assets	1,752	30	1,567	28	12
Accounts Receivable	610	11	567	10	8
Inventory	772	13	834	15	-7
Other Current Assets	72	1	79	1	-9
<b>Total Current Assets</b>	<b>3,207</b>	<b>56</b>	<b>3,046</b>	<b>55</b>	<b>5</b>
Property, Plant, and Equipment	2,027	35	2,058	37	-2
Other Non-Current Assets	517	9	473	8	9
<b>Total Non-Current Assets</b>	<b>2,544</b>	<b>44</b>	<b>2,531</b>	<b>45</b>	<b>1</b>
<b>Total Assets</b>	<b>5,751</b>	<b>100</b>	<b>5,578</b>	<b>100</b>	<b>3</b>
Short-term Borrowings	652	11	597	11	9
Accounts Payable	352	6	439	8	-20
Other Current Liabilities	643	11	573	10	12
<b>Total Current Liabilities</b>	<b>1,647</b>	<b>29</b>	<b>1,609</b>	<b>29</b>	<b>2</b>
Long-term Borrowings	48	1	68	1	-29
Other Non-Current Liabilities	344	6	351	6	-2
<b>Total Non-Current Liabilities</b>	<b>393</b>	<b>7</b>	<b>419</b>	<b>8</b>	<b>-6</b>
<b>Total Liabilities</b>	<b>2,040</b>	<b>35</b>	<b>2,028</b>	<b>36</b>	<b>1</b>
<b>Total Equity</b>	<b>3,710</b>	<b>65</b>	<b>3,550</b>	<b>64</b>	<b>5</b>

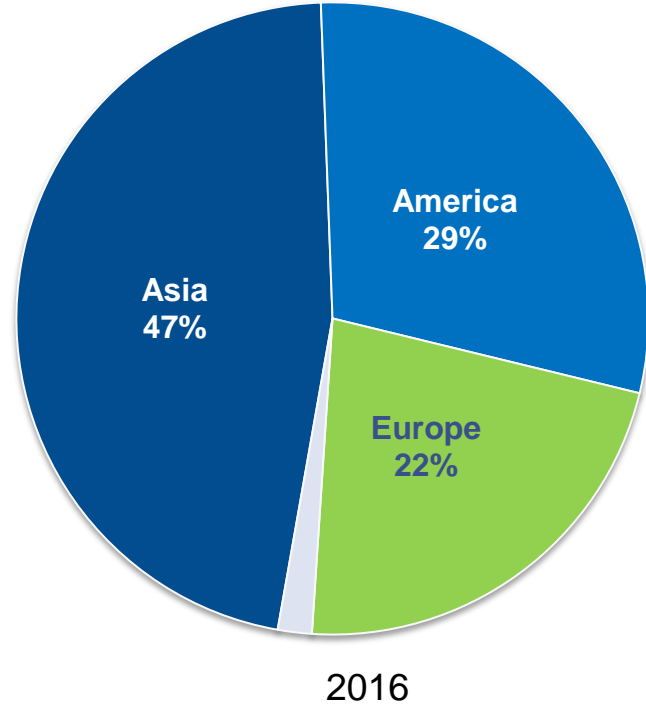
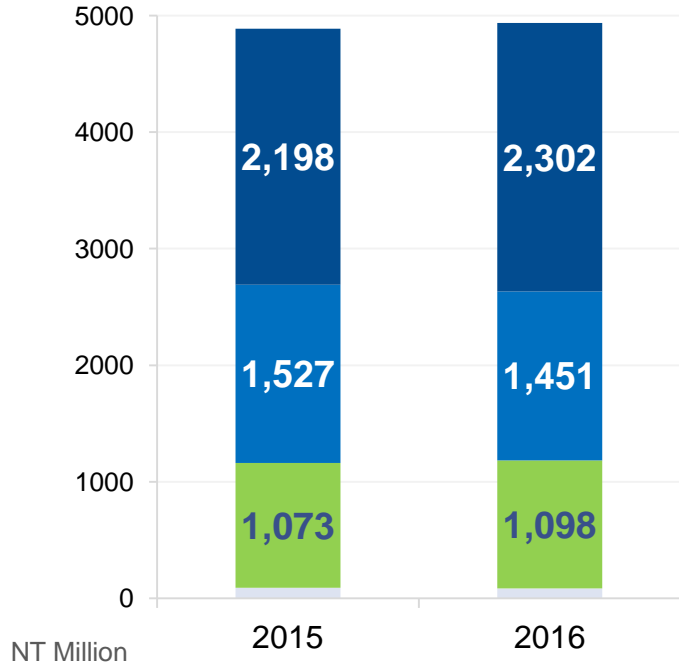
Receivable turnover days	44	45
Inventory turnover days	149	138
Payable turnover days	73	75

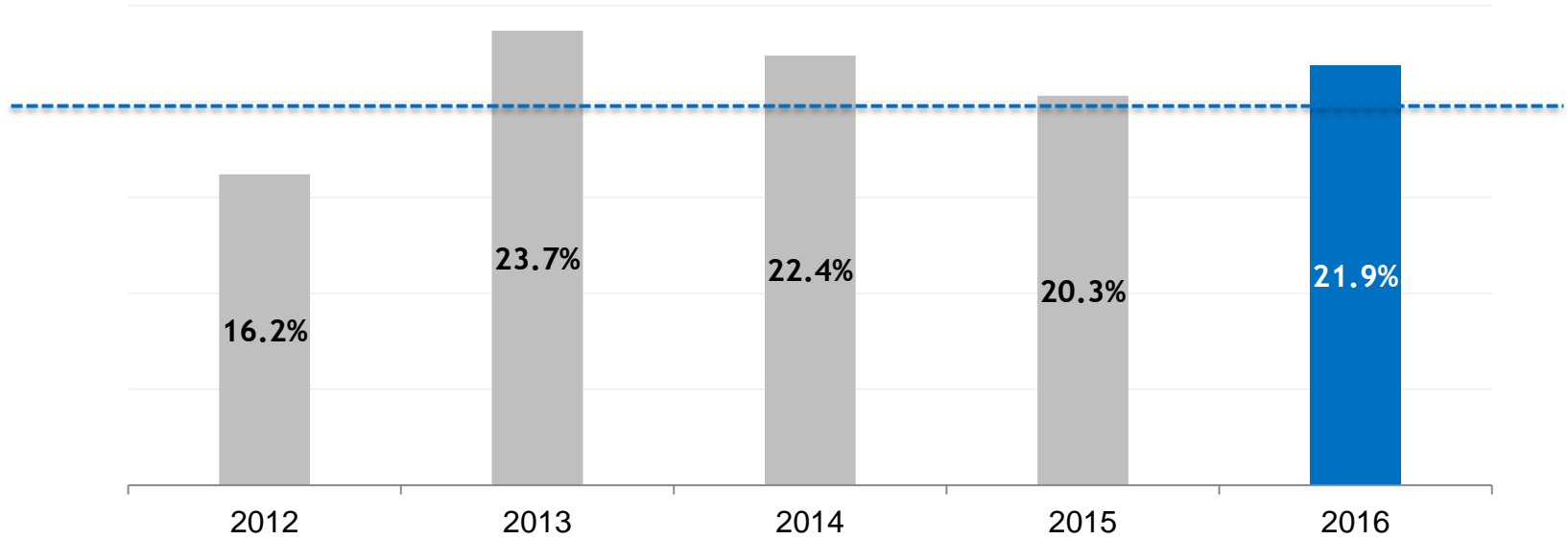
Cash Flow – From Jan.- Dec 2016 YoY

In NT million	Jan.~ Dec. '16	Jan.~ Dec. '15
	Amount	Amount
<b>Cash and cash equivalents at beginning of period</b>	<b>1,086</b>	<b>1,077</b>
<b>From Operating</b>	<b>412</b>	<b>789</b>
Net Profit before Tax	1,008	932
Depreciation and Amortization	81	82
Investment income under equity method	-39	-30
Financial assets held for trading	-476	139
Inventory	63	-126
Other Operation Sources / (Uses)	-224	-208
<b>From Investing</b>	<b>-63</b>	<b>-69</b>
Property, plant and equipment	-61	-68
Other Investing Sources / (Uses)	-2	-2
<b>From Financing</b>	<b>-593</b>	<b>-723</b>
Short-Term Borrowings	56	45
Long-Term Borrowings	-17	-39
Cash Dividend	-634	-697
Other Financing Sources / (Uses)	2	-32
Effect of exchange rate changes on cash and	-47	13
<b>Cash and cash equivalents at end of period</b>	<b>795</b>	<b>1,086</b>
<b>Free Cash Flow</b>	<b>349</b>	<b>719</b>

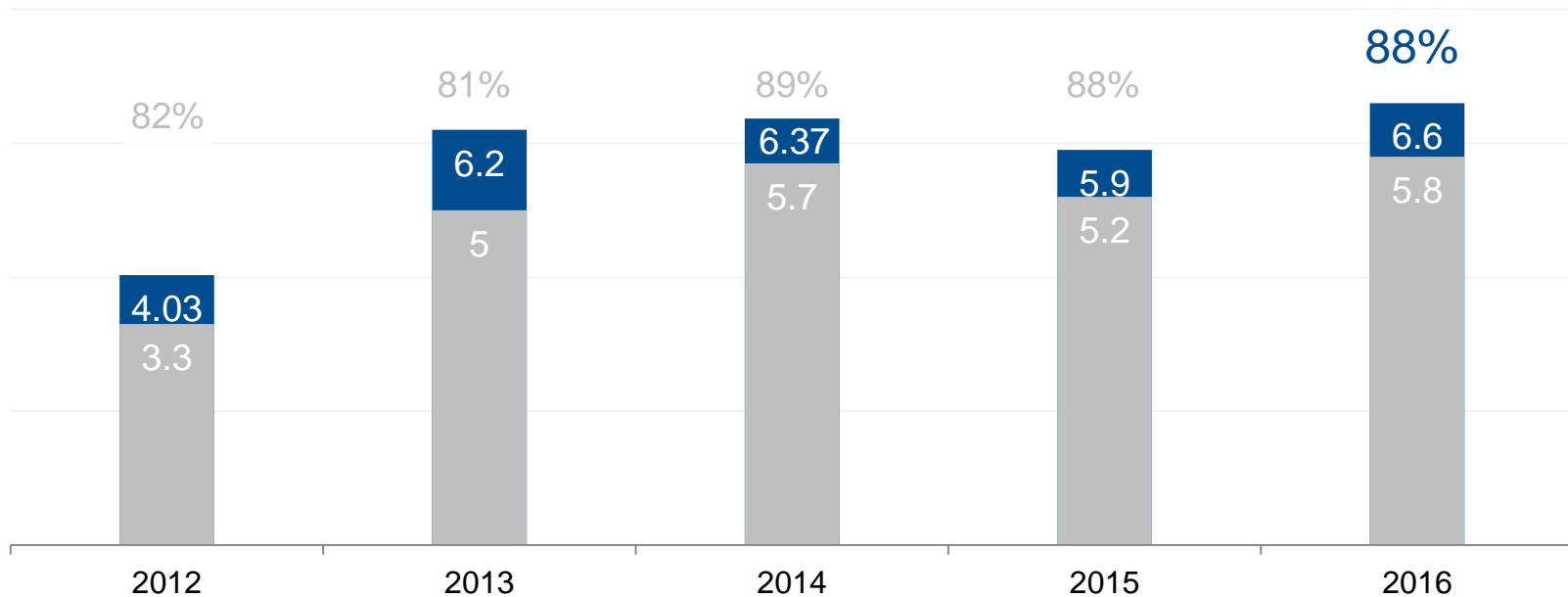
Note : Taiwan Consolidated Basis







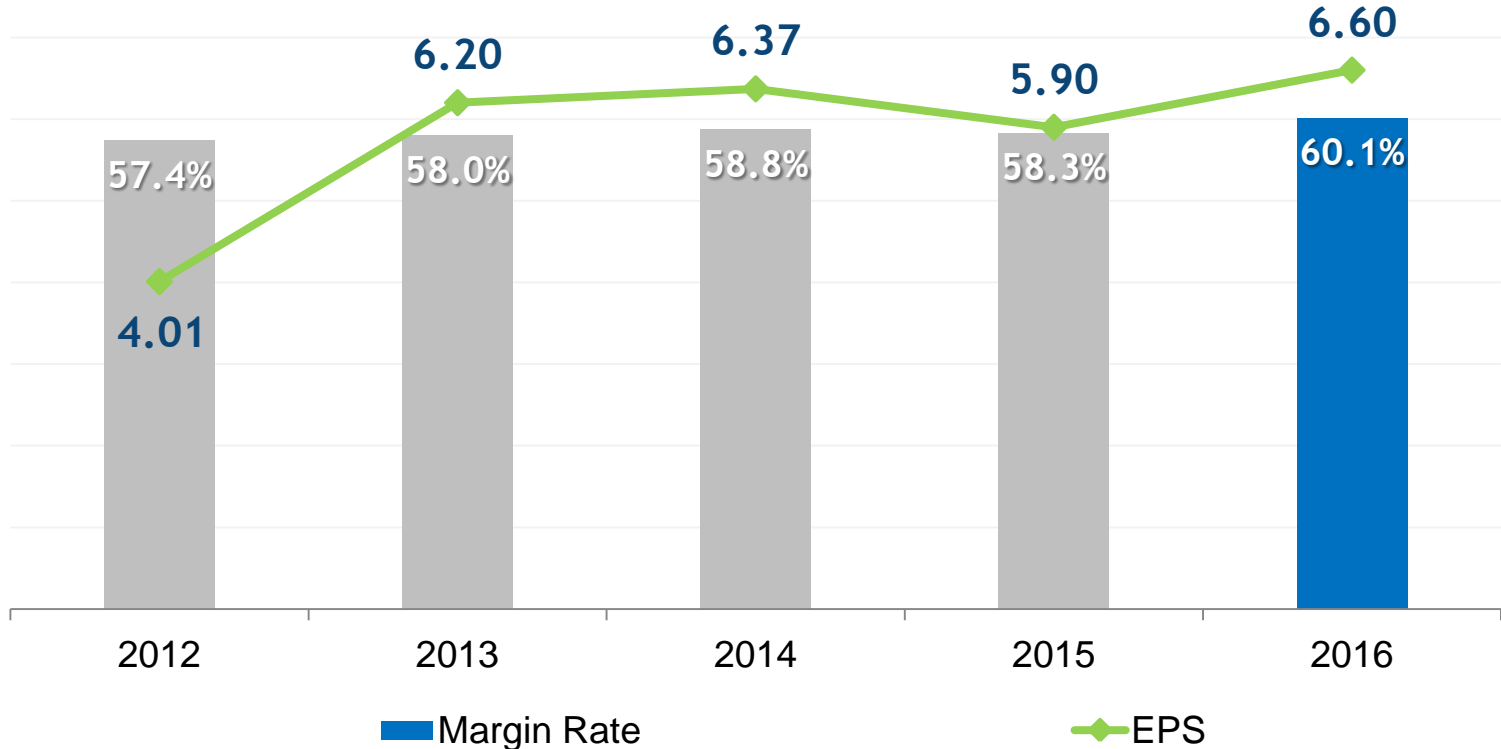
**ROE is over 20% for the four consecutive year**



■ EPS  
■ Cash Dividend

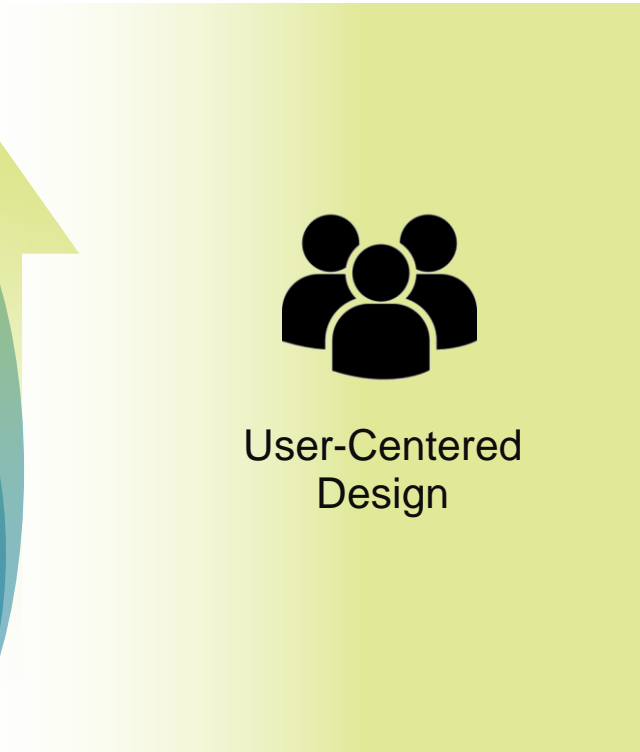
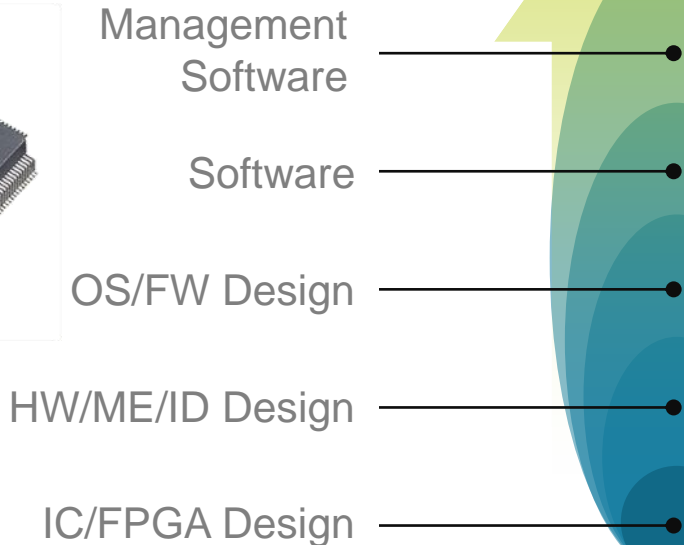
**Cash dividend payout ratio is close to 90% for the three consecutive year**

## Profit and Margin Rate Both Hit Record High



# Core Competence

**We got the know-how**





# Worldwide Presence

## Localized Service



**Corporate Headquarters**  
Taiwan

**Asia-Pacific**  
China Subsidiary  
Taiwan Subsidiary  
Japan Subsidiary  
Korea Subsidiary

**Europe**  
Belgium Subsidiary  
UK Subsidiary  
Russia Office  
Turkey Office

**America**  
US Subsidiary (CA)  
US Subsidiary (NJ)

**Oceania**  
ANZ Subsidiary

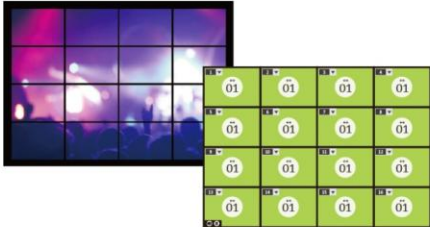
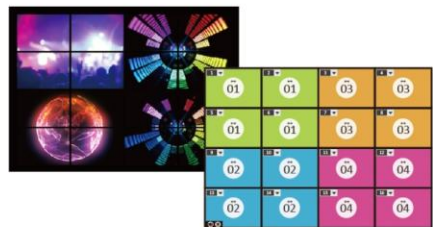
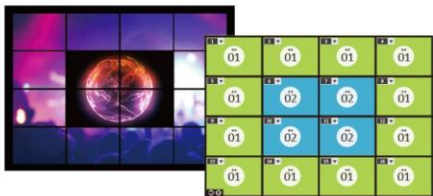
**R&D / Manufacturing**  
Canada R&D  
China R&D/Factory  
Taiwan R&D/Factory

## Easy centralized control



reddot award 2015  
winner interface design

Effortlessly create custom video wall layouts  
via an intuitive web GUI that centralizes  
control



Seamless Switch

Less Than **0.5** sec.



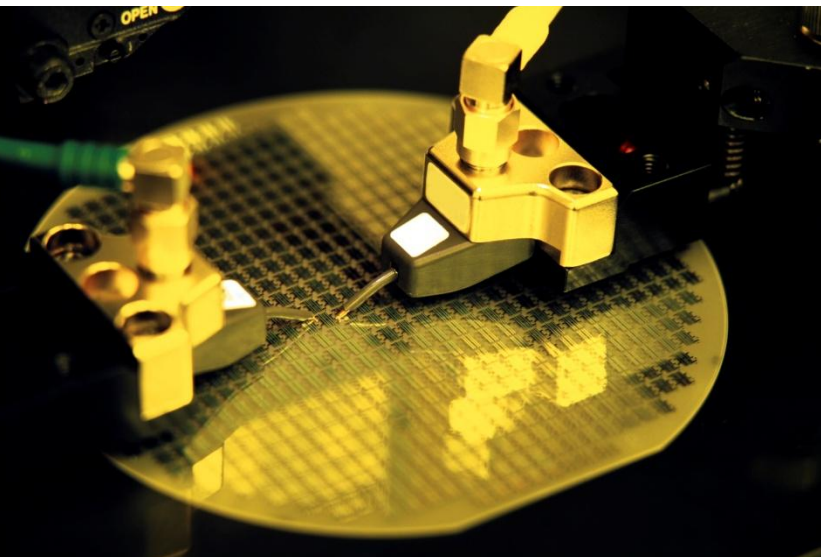
## Human to Device Ratio



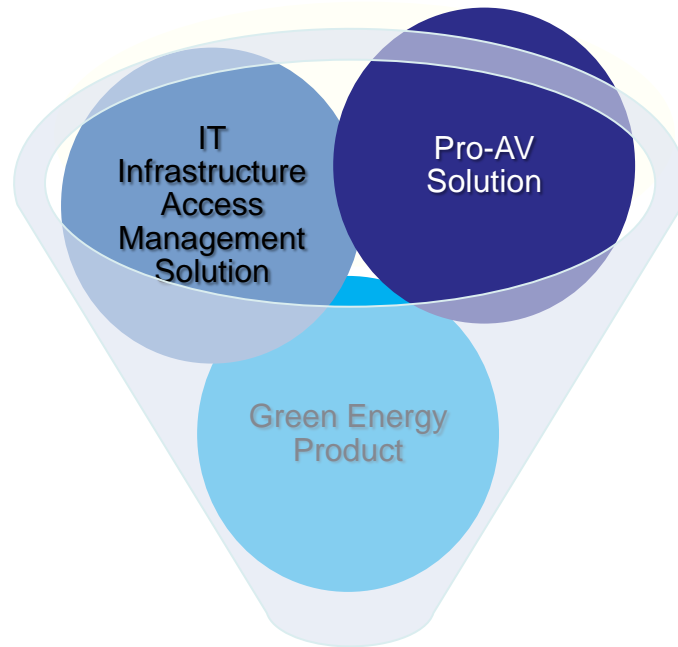
Industry 4.0 Automation Trend

Customized Service

Remote, real-time monitoring of production lines with effortless data sharing for easy management.



**ATEN  
Exclusive**

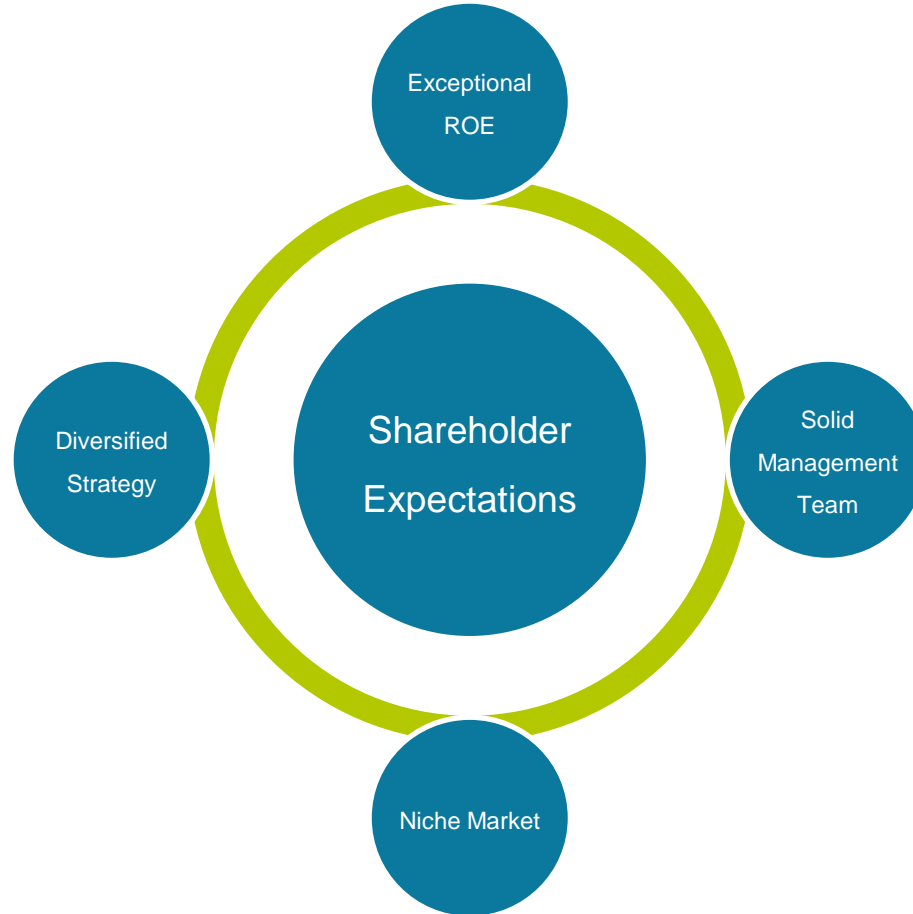


**Cross Industry Solution**



J.P.Morgan





- ✓ Explore Blue Ocean Market
- ✓ Raise Profit
- ✓ Create Shareholder Value



# QA

We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risk, uncertainties and assumptions, the forward-looking events in the conference might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.