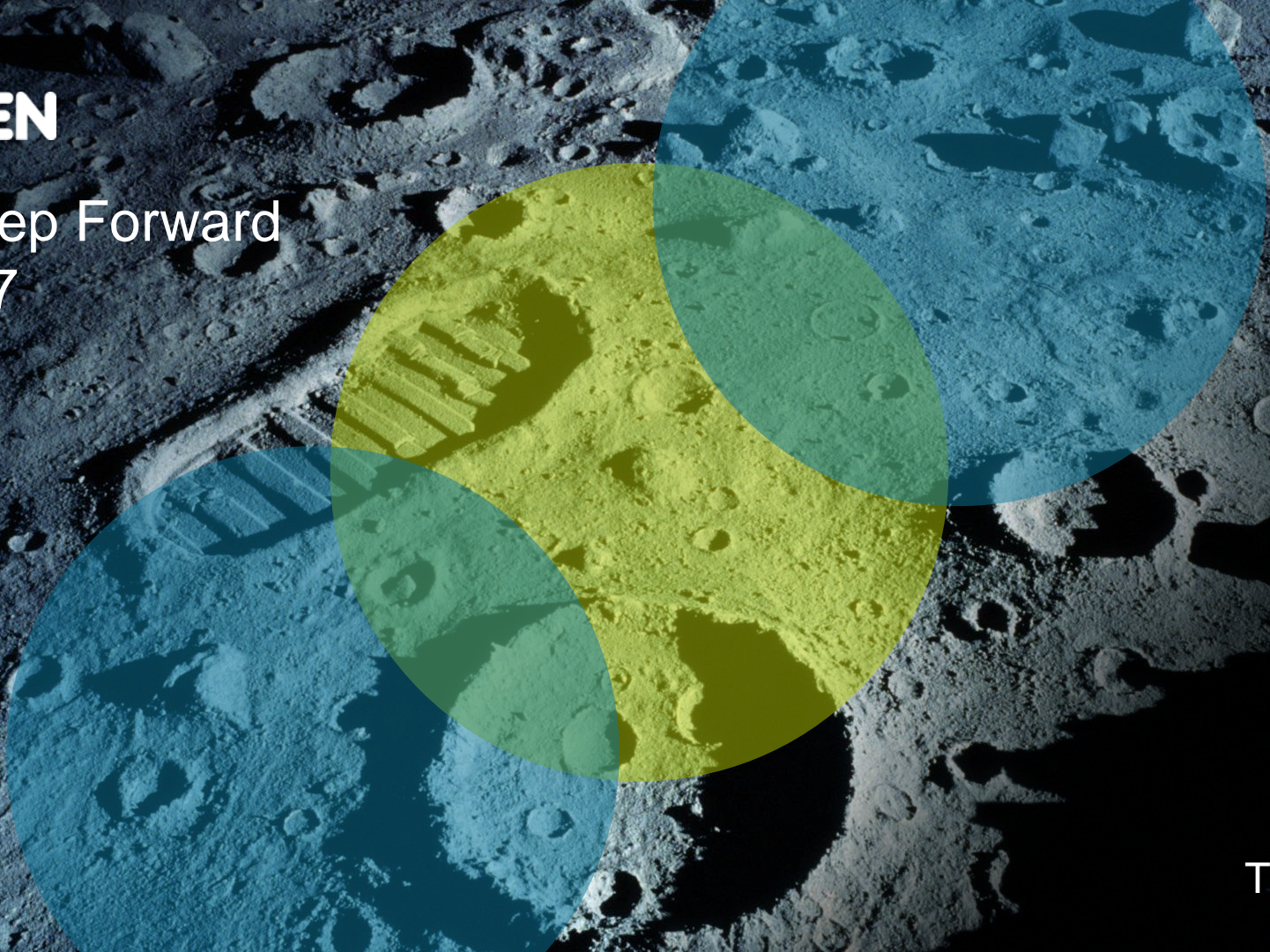




# A Step Forward 2017





# Company Profile



## 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.- Jun. 2017 YoY

In NT million	Jan. ~ Jun. '17		Jan. ~ Jun. '16		YoY
	Amount	%	Amount	%	%
Net Sales	2,336	100	2,418	100	-3
COGS	958	41	959	40	0
Gross Profit	1,378	59	1,460	60	-6
Operating Expenses	988	42	995	41	-1
Sales Expenses	522	22	513	21	2
Admin. Expenses	256	11	280	12	-9
RD Expenses	210	9	202	8	4
Operating Profit	390	17	465	19	-16
Non-Operating Income and Expenses	20	1	30	1.2	-33
Net Income before Tax	410	18	495	20	-17
Net Income	330	14	387	16	-15
Net Income Attributable to the parent company	327	14	386	16	-15
EPS(NT\$) (After Tax)	2.74	-	3.23	-	-15

Note : Taiwan Consolidated Basis



## Balance Sheet – Jun. 2017 YoY

In NT million	Jun. '17		Jun. '16		YoY
	Amount	%	Amount	%	%
Cash and Financial Assets	1,878	32	1,809	31	4
Accounts Receivable	605	10	569	10	6
Inventory	803	14	862	15	-7
Other Current Assets	90	2	93	2	-3
<b>Total Current Assets</b>	<b>3,377</b>	<b>57</b>	<b>3,332</b>	<b>57</b>	<b>1</b>
Property, Plant, and Equipment	2,032	34	2,062	35	-1
Other Non-Current Assets	519	9	476	8	9
<b>Total Non-Current Assets</b>	<b>2,551</b>	<b>43</b>	<b>2,538</b>	<b>43</b>	<b>0</b>
<b>Total Assets</b>	<b>5,927</b>	<b>100</b>	<b>5,871</b>	<b>100</b>	<b>1</b>
Short-term Borrowings	484	8	528	9	-8
Accounts Payable	402	7	394	7	2
Other Current Liabilities	1,343	23	1,237	21	9
<b>Total Current Liabilities</b>	<b>2,228</b>	<b>38</b>	<b>2,159</b>	<b>37</b>	<b>3</b>
Long-term Borrowings	41	1	61	1	-34
Other Non-Current Liabilities	345	6	355	6	-3
<b>Total Non-Current Liabilities</b>	<b>386</b>	<b>7</b>	<b>416</b>	<b>7</b>	<b>-7</b>
<b>Total Liabilities</b>	<b>2,614</b>	<b>44</b>	<b>2,575</b>	<b>44</b>	<b>2</b>
<b>Total Equity</b>	<b>3,313</b>	<b>56</b>	<b>3,295</b>	<b>56</b>	<b>1</b>
Receivable turnover days	47		43		
Inventory turnover days	150		161		
Payable turnover days	74		79		

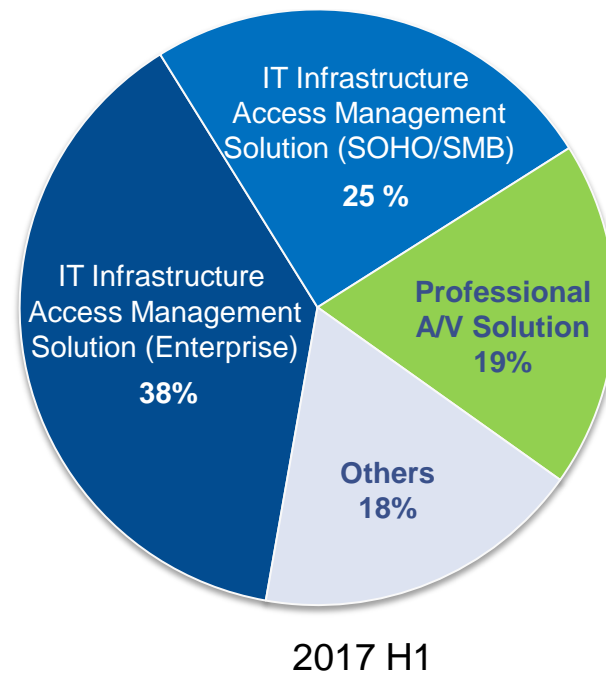
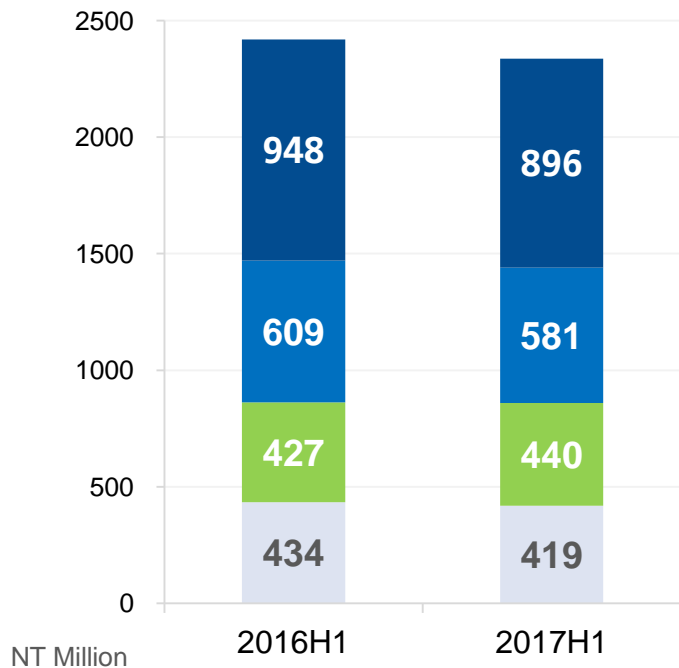
Note : Taiwan Consolidated Basis

In NT million	Jan.~ Jun. '17	Jan.~ Jun. '16
	Amount	Amount
<b>Cash and cash equivalents at beginning of period</b>	795	1,086
<b>From Operating</b>	202	-170
Net Profit before Tax	410	495
Depreciation and Amortization	43	39
Investment income under equity method	-19	-16
Financial assets held for trading	-173	-553
Inventory	-30	-28
Other Operation Sources / (Uses)	-29	-107
<b>From Investing</b>	-31	-30
Property, plant and equipment	-50	-35
Other Investing Sources / (Uses)	20	5
<b>From Financing</b>	-191	-84
Short-Term Borrowings	-169	-69
Long-Term Borrowings	-8	-9
Other Financing Sources / (Uses)	-14	-6
Effect of exchange rate changes on cash and	-29	-27
<b>Cash and cash equivalents at end of period</b>	746	775
<b>Free Cash Flow</b>	171	-201

Note : Taiwan Consolidated Basis

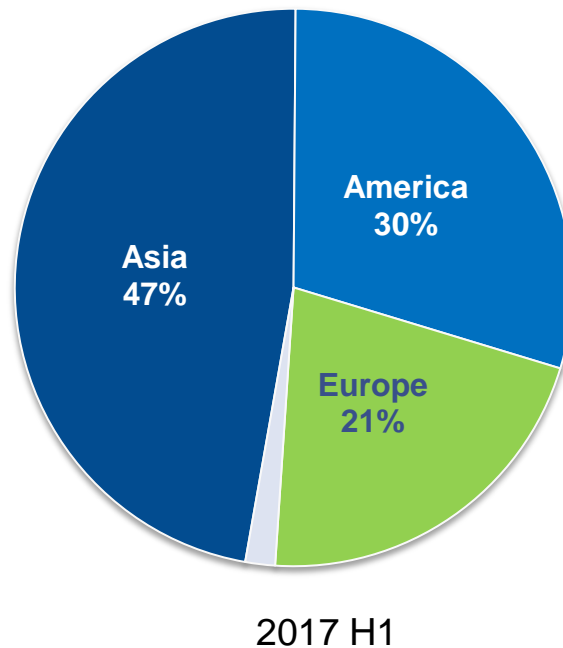
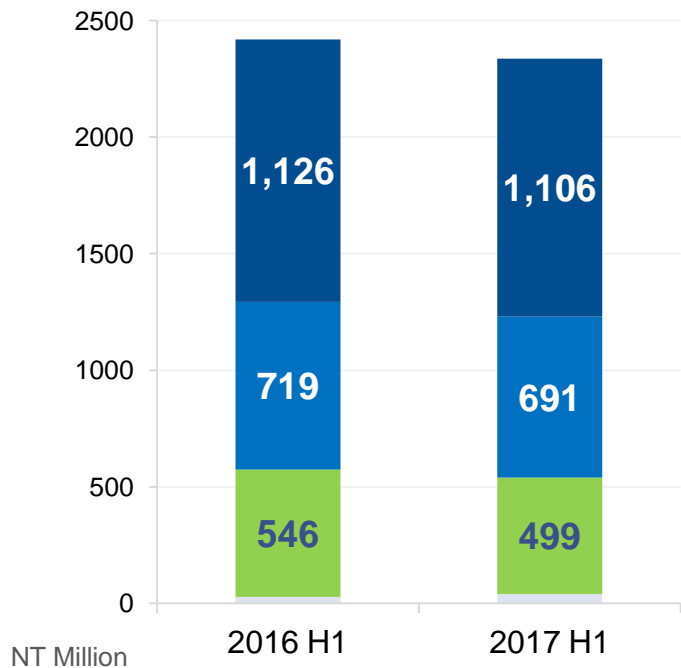


# Sales by Product Categories YoY





# Sales by Product Region YoY



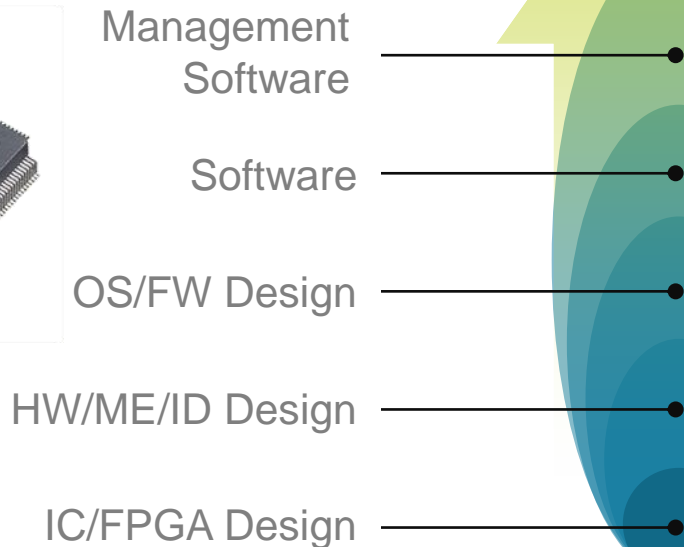


# Core Advantage



# Extensive R&D Capabilities

We got the know-how



User-Centered Design



# Worldwide Presence

Localized Service



**Corporate Headquarters**  
Taiwan

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

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

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

**Oceania**  
ANZ Subsidiary

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



Cross-Product Line Solution

AV *meets* IT

Experience the Future of Connectivity

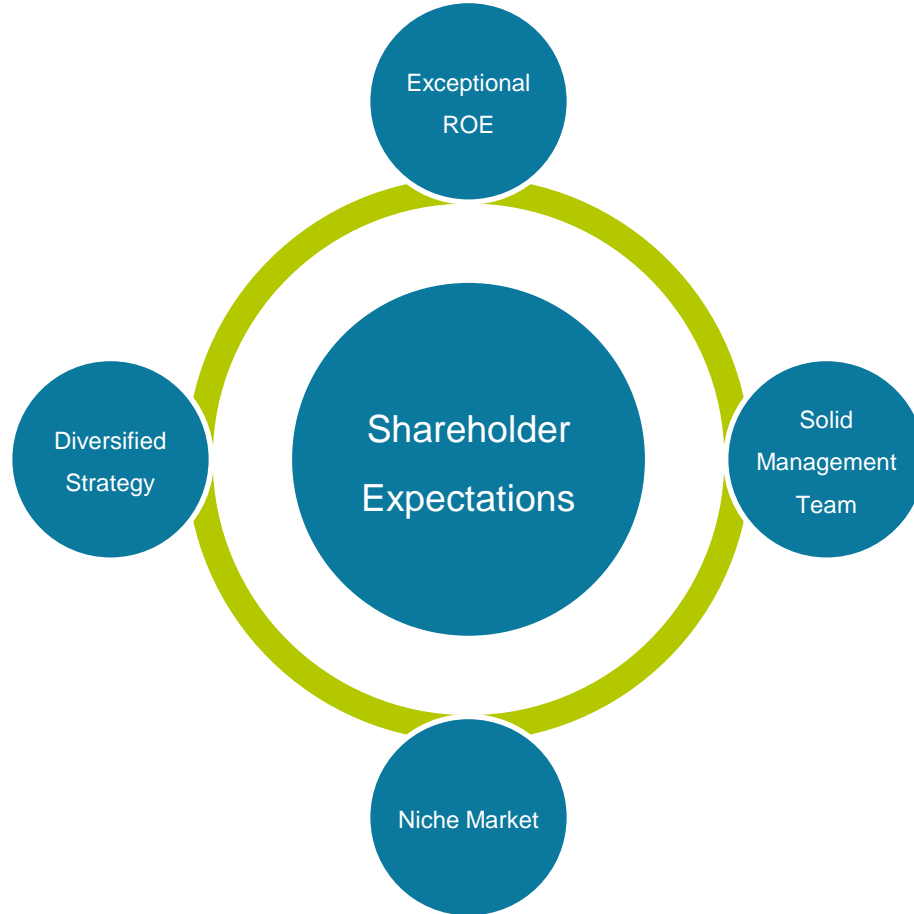


J.P.Morgan





# Shareholder Expectations





# 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.