

ATEN International

Investor Conference
July 14, 2022

TWSE 6277



- 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.

- 1. Company Profile**
- 2. Product Introduction**
- 3. Core Advantage**
- 4. Financial Performance**
- 5. Future Strategy**



Company Profile



Reading ATEN by Numbers

40+

Years of
Excellence

4

Product Lines

38 Global Sales
Offices

30 Global
Showrooms

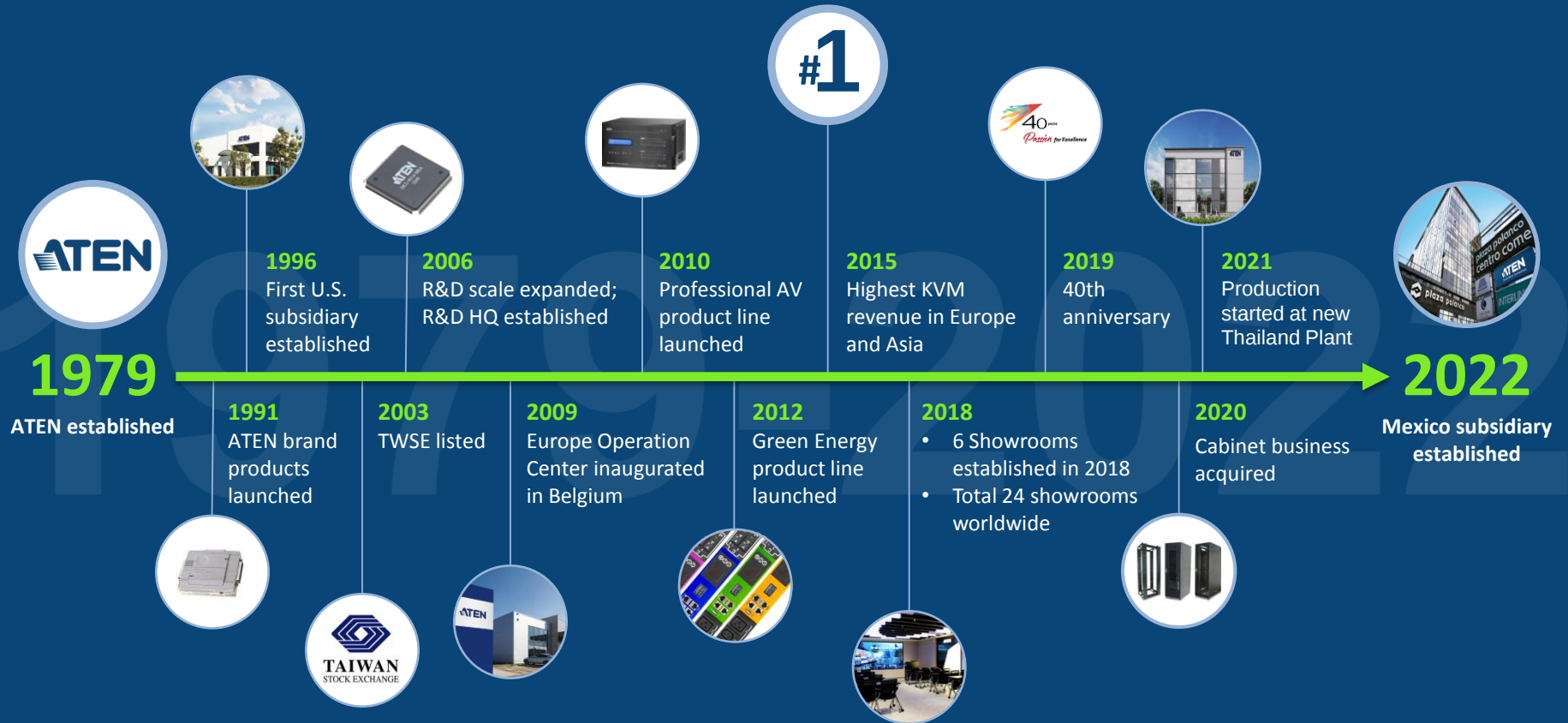
650+ Patents
Awarded

50%+
Margin Rate

TOP35
Best Taiwan
Global Brand

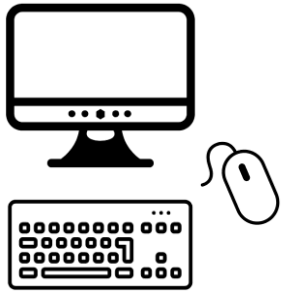
1.6K
Employees
Worldwide

ATEN | Milestones





Product Introduction



KVM enables users to control multiple PCs or servers by single console (keyboard, video, and mouse).





Office
Desktop



Broadcasting



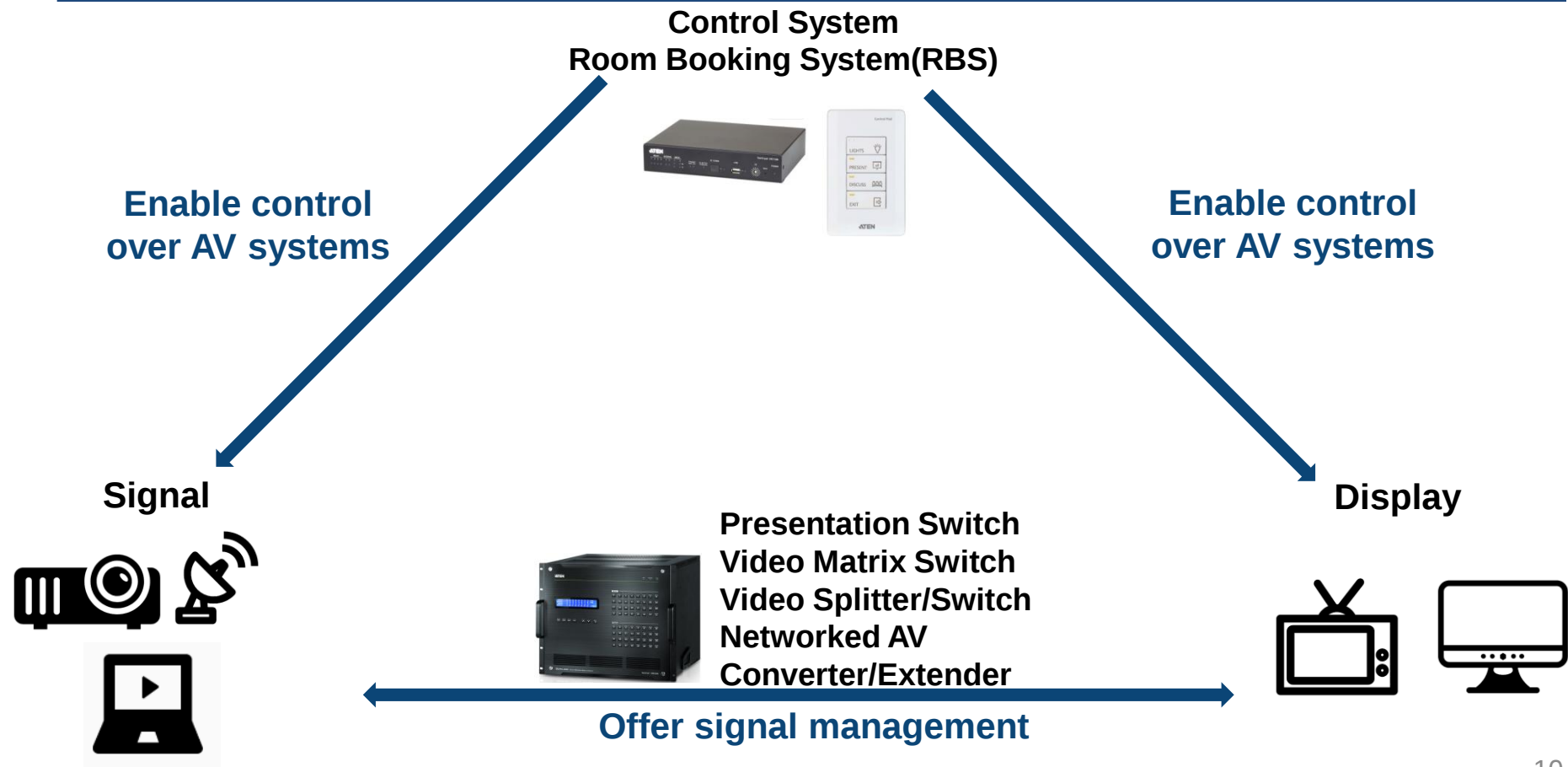
Control
Room



Server Room
Management



Smart
Manufacturing





**Smart
Meeting
Room**



**Control
Room**



**Interactive
Classroom**



**Digital
Signage**





Four Major Vertical Markets

Government

政府解決方案

Education

教育解決方案

Healthcare

醫療/健康解決方案

Maunufacturing

智慧製造解決方案



ATEN | Smart Manufacturing - Remote Control Management



Opportunities & Requirements

- Efficient solutions that can deal with problems on the production line in a timely manner are required.
- On-site personnel on the production line need to be reduced.
- System import does not require complicated training.

Benefits of ATEN

- Remote control management solutions do not require frequent entry and exit of the clean room.
- IP setup is easy.
- Effectively improve the man-machine ratio and utilization rate.
- Focus on office environment management to have a good working environment.
- The non-intrusive RCM solutions maintain the original operation mode without additional training.

ATEN | Smart Manufacturing - High-Tech Production Line



Opportunities & Requirements

- Equipment production operations need to be recorded truthfully.
- Human error needs to be minimized.
- Prompt processing for routine issues.

Benefits of ATEN

- Remote Control Management + Optical Character Recognition Solution
- Provide API to capture machine screen to record production status, and further use OCR to obtain production parameters and environmental data.
- Use OCR to analyze whether there is equipment abnormality on the machine screen, and how to deal with it.
- Effectively reduce human error by automatic execution.

ATEN | Government - Digital Courtrooms



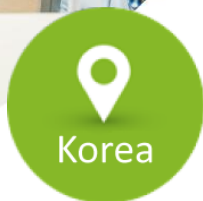
Opportunities & Requirements

- The digital transformation of courtrooms has become a global trend.
- Digitization has prompted courts to introduce video systems and equipment to meet diverse needs such as process digitization and video court hearings.
- The demand has changed from matrix switching to the need to deploy a larger-scale Over IP distributed audio and video architecture and environmental control system.

Benefits of ATEN

- Distributed audio and video architecture is highly flexible and easy to expand.
- Court enforcement officers can also easily complete the deployment of the audio-visual structure with simple IP settings.
- Intuitive Web GUI and mobile APP are convenient for operation in various occasions.
- Intelligent control allows devices to communicate with each other automatically and is highly scalable.

ATEN | Education - Smart Classroom



Opportunities & Requirements

- South Korea has stepped up investment in the education market after the epidemic.
- Schools have strengthened investment in hardware and software equipment with particular emphasis on building Smart Classrooms.
- Smart classrooms focus on the integration of technology equipment, wireless network communication and digital teaching materials, and can carry out distance teaching to provide teachers and students with an efficient and interactive learning field.

Benefits of ATEN

- Matrix switching can flexibly switch multiple sets of digital teaching materials to multiple display devices and enhance the interactivity of group discussions and improve teaching efficiency.
- Seamlessly switch the video screen so that the content of digital teaching materials can be delivered without delay.
- Exclusive FPGA video scaler technology can accurately display the best resolution from different video signal sources.
- Equipped with all-in-one multi-channel AV mixer, training and teaching will be elevated to a new level, and teaching content will be presented in a more detailed way that is more in line with the trend.

ATEN | Healthcare - Surgical Screen Transmission and Live Streaming



Opportunities & Requirements

- During the operation, multiple medical equipment information screens must be transmitted to the on-site screen, and the split screen must be presented.
- The live images must be simultaneously transmitted to other training rooms for operation records and training.
- Medical images need to be transmitted from different device interfaces, and the audio and video signals are not lost during the transmission process.

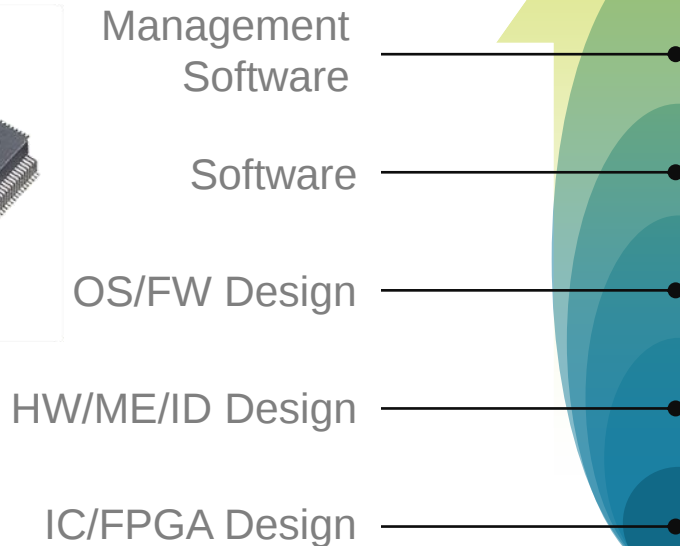
Benefits of ATEN

- Support multi-view mode up to four video sources on one screen.
- The video capture can easily mix two 4K video sources and stream to another medical room, and support PnP.
- It can convert SDI signals into HDMI digital signals in real time, and delivers visually lossless high-quality video.
- The intuitive operation mode makes it easy for medical staff.



Core Advantage

**Get the know-how
Outstanding margin performance**



Company Profile





ATEN Global Showroom Presence

30+

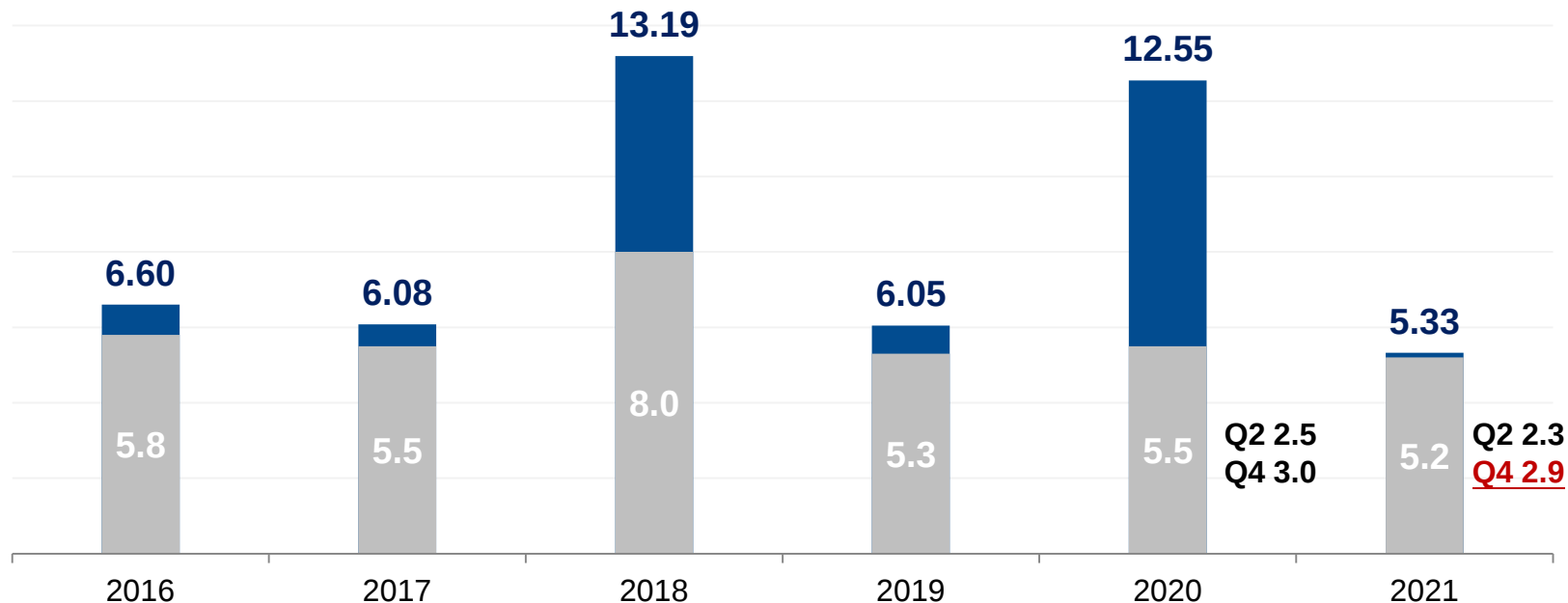
Global Showrooms

Immerse
Yourself in
Innovation





Provide IT and Pro-AV one-stop purchase solution at the same time.
ATEN exclusive advantage that no competitor can imitate.

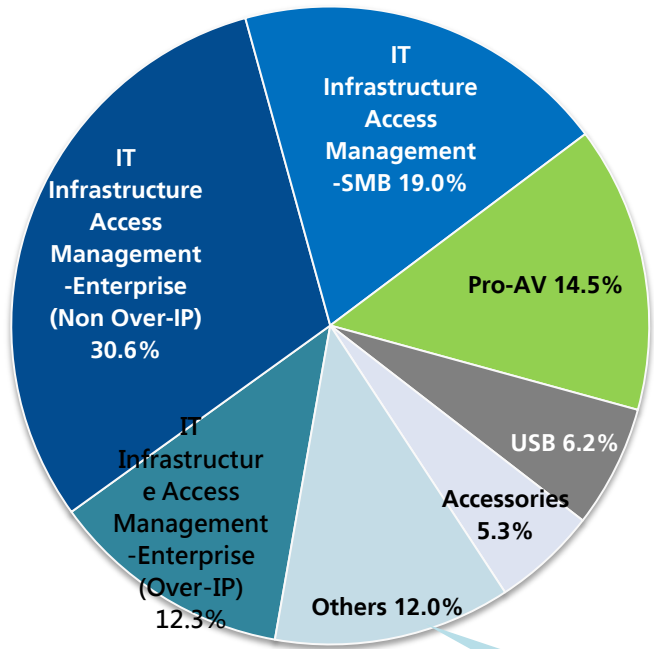
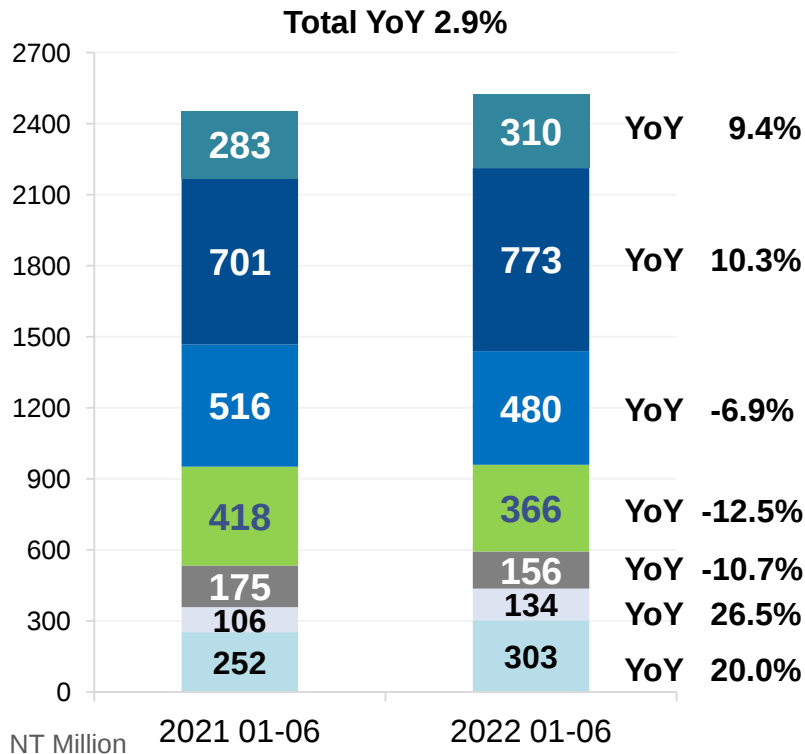


■ EPS
■ Cash Dividend

Board has approved Q4 cash dividend totaling NT 2.9 per share on March 8. Payout ratio for the year 2021 reaches 98%.

Financial Performance

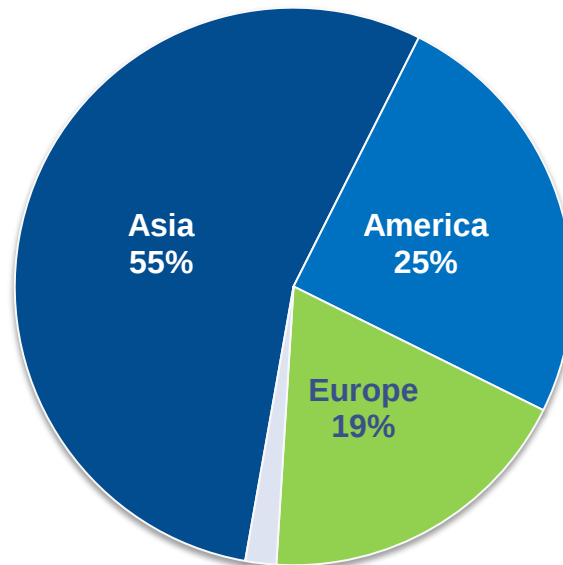
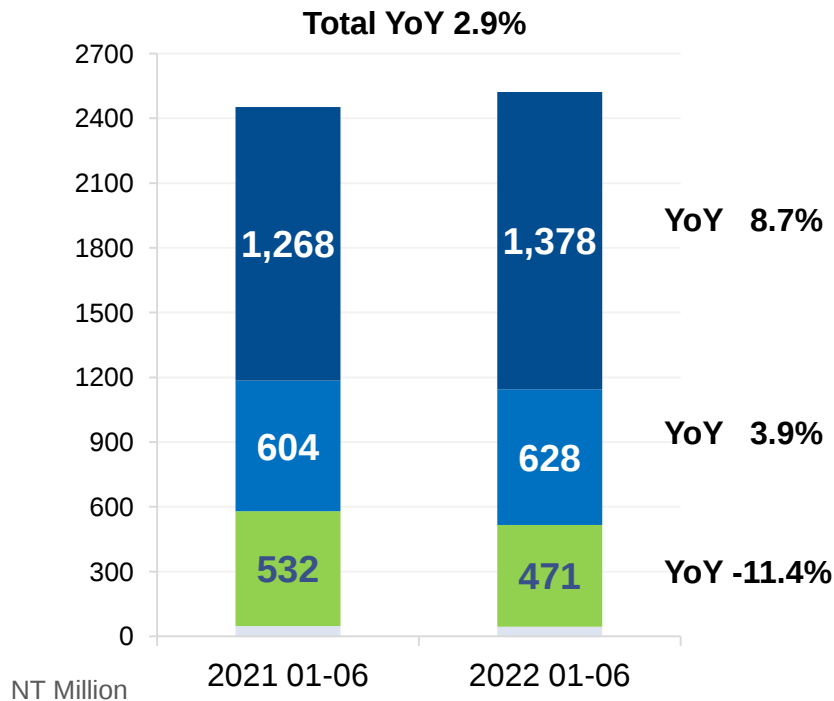
2022Q2



2022 01-06

Cabinet business accounted for 4.3% of total revenue

2022Q2



2022 01-06

Consolidated Statements of Comprehensive Income – 1Q22 (YoY)

In NT million

	1Q22		1Q21		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,233	100.0	1,231	100.0	1	0
Gross Profit	725	58.8	726	59.0	-1	0
Operating Expenses	551	44.7	528	42.8	23	4
Sales Expenses	300	24.3	284	23.1	16	5
Admin. Expenses	125	10.2	113	9.1	13	11
RD Expenses	125	10.2	131	10.6	-5	-4
Operating Profit	174	14.1	199	16.1	-24	-12
Non-Operating Income and Expenses	5	0.4	29	2.4	-24	-83
Net Income before Tax	179	14.6	228	18.5	-49	-21
Tax	43	3.5	55	4.5	-12	-22
Net Income	136	11.1	173	14.0	-36	-21
EPS(NT\$) (After Tax)	1.14		1.43			

In NT Million	Mar. '22		Mar. '21		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	2,221	30	2,789	37	-569	-20
Accounts Receivable	712	10	737	10	-25	-3
Inventory	1,139	16	1,020	14	119	12
Other Current Assets	160	2	131	2	28	22
Total Current Assets	4,231	58	4,678	62	-447	-10
Property, Plant, and Equipment	2,603	36	2,267	30	336	15
Other Non-Current Assets	495	7	569	8	-74	-13
Total Non-Current Assets	3,098	42	2,836	38	262	9
Total Assets	7,329	100	7,514	100	-185	-2
Short-term Borrowings	517	7	596	8	-79	-13
Accounts Payable	452	6	420	6	32	8
Other Accounts Payable	493	7	547	7	-55	-10
Other Current Liabilities	838	11	792	11	46	6
Total Current Liabilities	2,299	31	2,356	31	-57	-2
Long-term Borrowings	4	0	41	1	-37	-91
Other Non-Current Liabilities	463	6	490	7	-27	-6
Total Non-Current Liabilities	467	6	531	7	-64	-12
Total Liabilities	2,767	38	2,888	38	-121	-4
Total Equity	4,562	62	4,626	62	-64	-1
Receivable turnover days	59		56			
Inventory turnover days	194		184			
Payable turnover days	80		70			

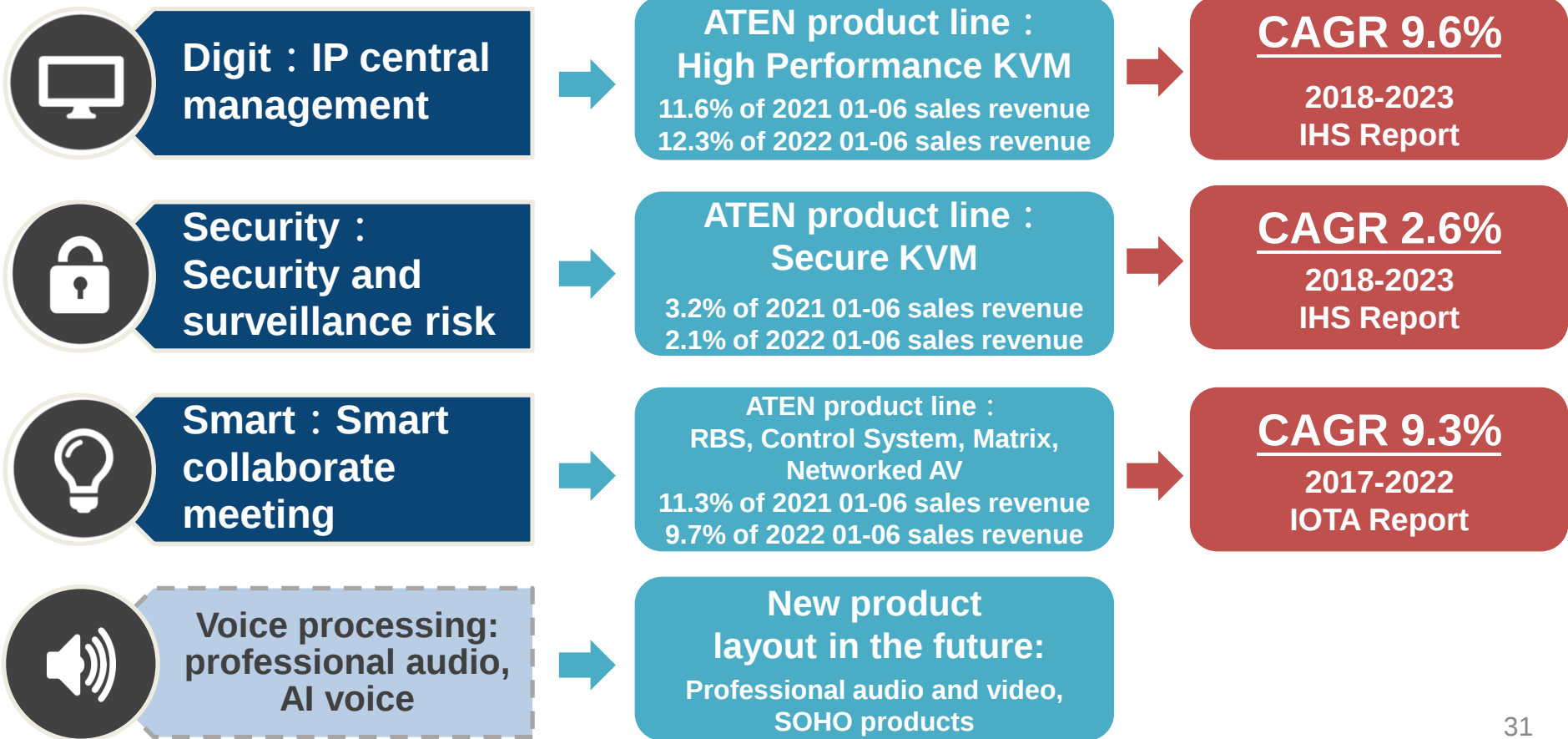
Cash Flow – From Jan.- Mar. 2022 YoY

In NT Million	Jan.~ Mar. '22	Jan.~ Mar. '21
Cash and cash equivalents at beginning of period	1,566	942
From Operating	Without Trading Financial Assets	Without Trading Financial Assets
Net Profit before Tax	+128M 179	+231M 228
Non cash adjustments to reconcile profit and loss	58	26
Financial assets at fair value through profit or loss, mandatorily measured	-94	67
Inventory	-119	-6
Account Receivable	160	31
Account Payable	17	68
Other Operation Sources / (Uses)	-167	-116
From Investing	Including Trading Financial Assets	Including Trading Financial Assets
Acquisition of property, plant, and equipment	-138M -34	-31M -102
Acquisition of financial assets at fair value through other comprehensive income	-6	0
Other Investing Sources / (Uses)	-4	4
From Financing	-54	-198
Short-Term and Long-Term Borrowings	-22	-169
Payment of lease liabilities	-28	-24
Interest paid	-4	-5
Effect of exchange rate changes on cash and cash equivalents	10	-27
Cash and cash equivalents at end of period	1,512	918
Free Cash Flow	-10	200

Note : Taiwan
Consolidated
Basis



Future Strategy



ATEN Smart Manufacturing Solution

- Provide remote control and monitoring management solutions and decrease the necessity of entry into the clean room
- Improve production efficiency and increase man-machine ratio and utilization rate.

Cabinet Product Line

- Provide cabinet, KVM, UPS, and PDU products in the data with total solution.
- One-time shopping experience to fulfill customers' demand.
- Acquire the land in Yangmei as a cabinet production base to expand the scale of operation.

Thailand Manufacturing Factory

- Lower the tariff and shipment cost.
- Compensate the shortfall of product capacity at China factory.
- Scatter the production risk.

Product Awards



reddot award 2018
winner



GOOD DESIGN
AWARD 2021



Corporate Awards



Q&A

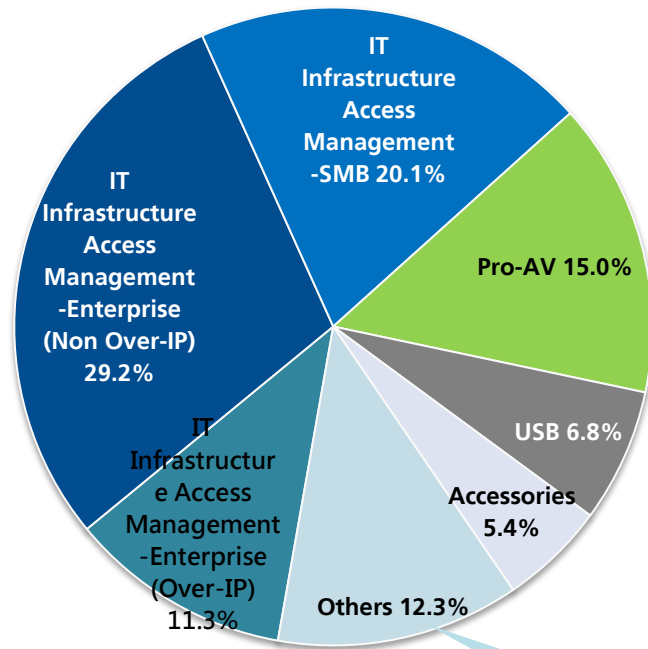
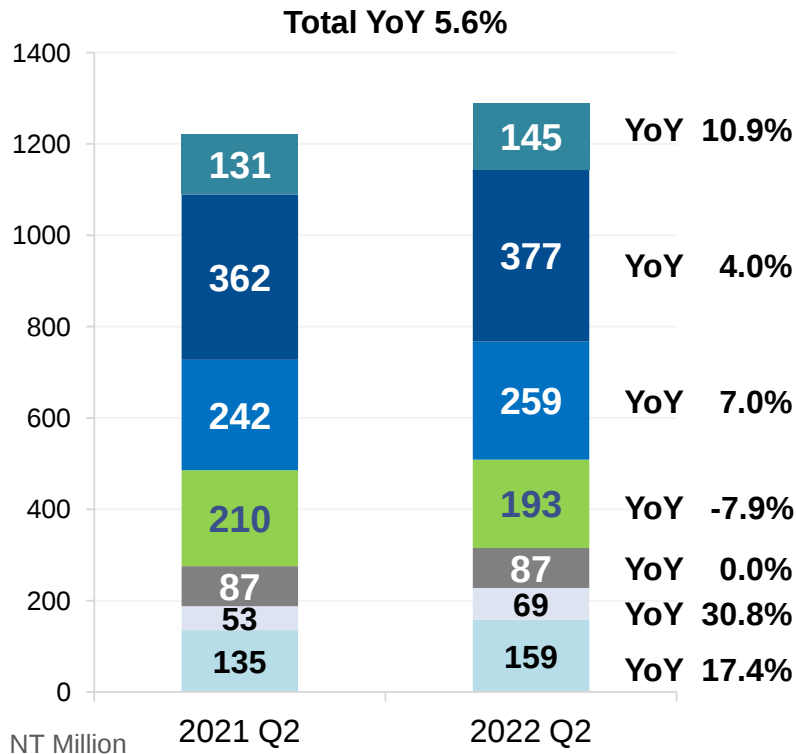
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Simply Better Connections



Appendix



2022 Q2

Cabinet business accounted for 5.0% of total revenue



