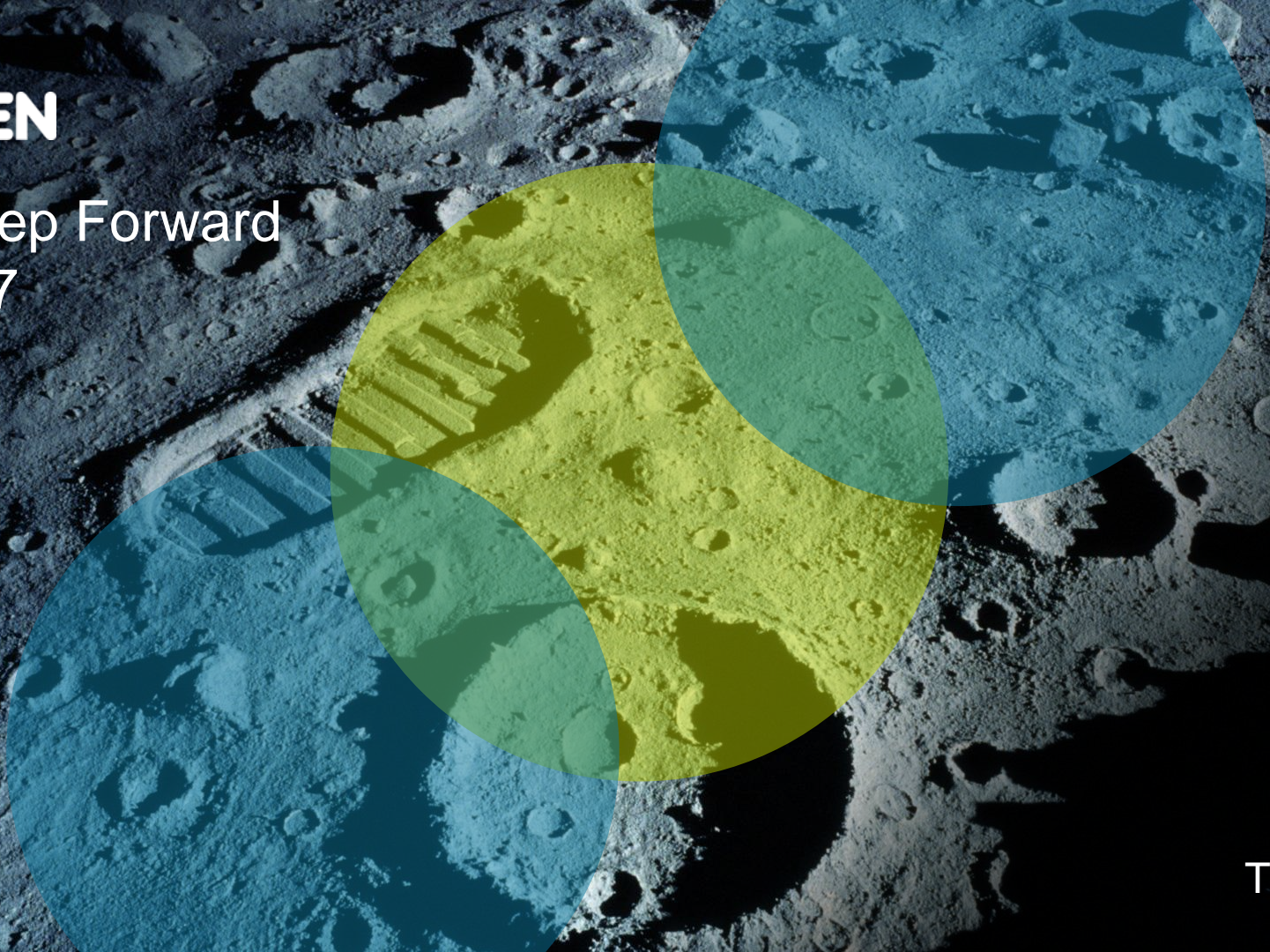




A Step Forward 2017



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



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)

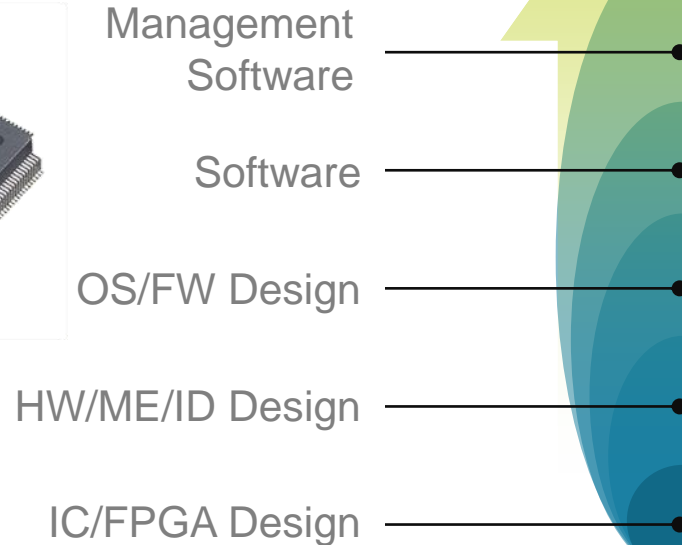
Oceania
ANZ Subsidiary

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



Extensive R&D Capabilities

We got the
know-how



User-Centered
Design



Corporate



Education



Government



Hospitality



Manufacturing



Retail



Broadcasting



Banking &
Finance



Telecommunication



Healthcare



Utilities &
Resources



Transportation



Government



Broadcasting



Utilities &
Resources



Education



Banking &
Finance



Manufacturing



Government // Jet Simulation Training

**ATEN Niche
4K Seamless Switch
Fiber Transmission
Customized Resolution**



Simple Switch



Increased security over long distances

Secure long-distance signal transmission of full HD-1080p and 3D video content via one optical fiber cable

Seamless switching at high resolutions

Features close-to-zero latency when switching to ensure continuous video streams, real-time switching and stable signal transmissions



Seamless Switch

Less Than **0.5** sec.





Broadcasting // Argentina Television station



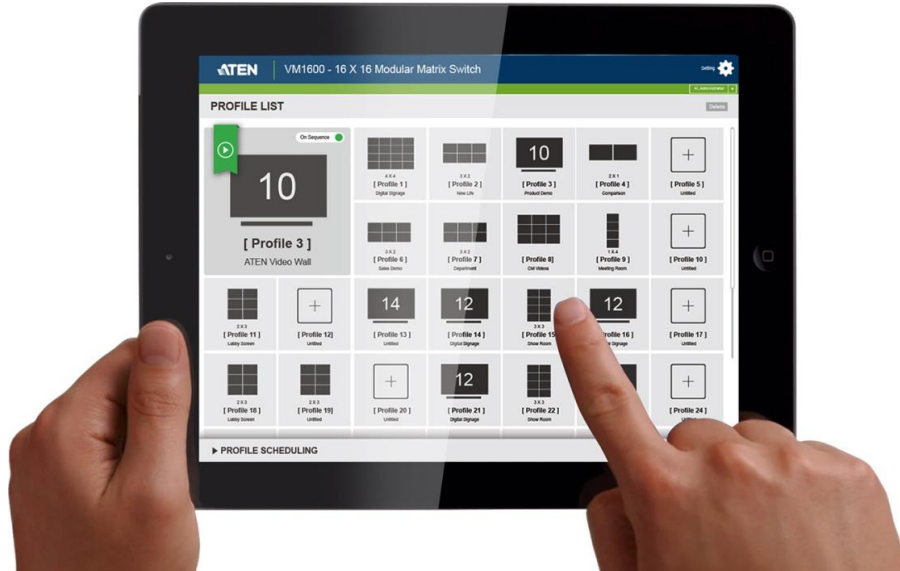
**ATEN Niche
Seamless Switch**

**Easy and Centralized Management for Video Wall
Intuitive Web GUI Design**



Integrated Experience

Simple Meets Spectacular

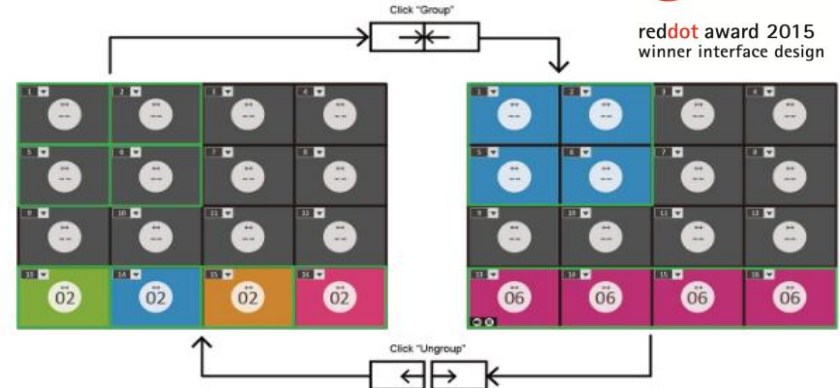


Seamless switching at high resolutions

Features close-to-zero latency when switching to ensure continuous video streams, real-time switching and stable signal transmissions



reddot award 2015
winner interface design



Easy centralized control

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



Utilities & Resources // Power Plant and Surveillance Center

ISO
and Future



**ATEN Niche
KVM High-End Solution
Matrix N to M Over-IP KVM Extender
High Resolution**



Complete over IP KVM system

Provides over IP remote monitoring and management plus matrix switching and extender control in addition to secure local access for simplified system maintenance

Advanced security

Secure browser logins from browser; choice of encryption levels for KVM operations, plus virtual media data encryption; automated CSR creation utility; IP/MAC address filter





Education// National Taiwan University



ATEN Niche
AR Interaction
Seamless Switch

Expendable Solution for Future Convenient Expansion



AR Environment Interaction

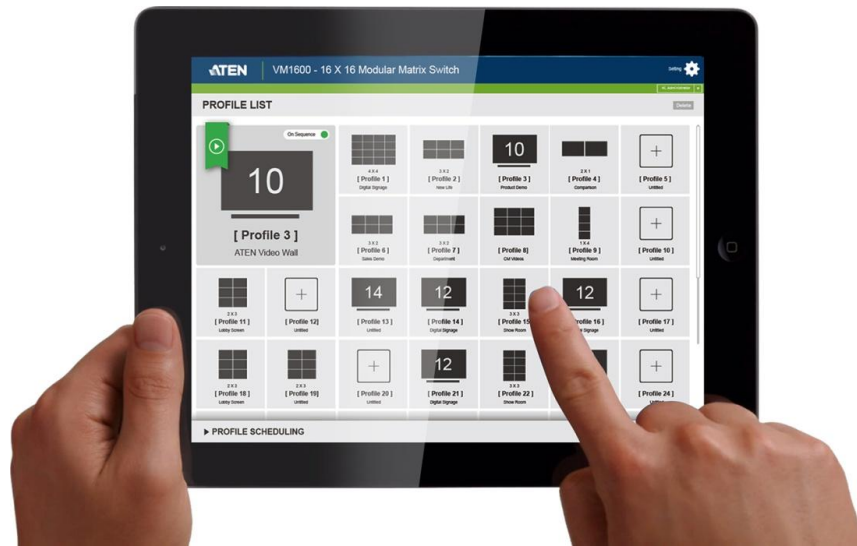


Expandable solution

Easily expandable solution protects investment and allows for convenient future expansion



Seamless Switch
Less Than **0.5** sec.





**ATEN Niche
Cross Product Line Solution
Interactive Demo Classroom
Distance Education**



Sharing Knowledge



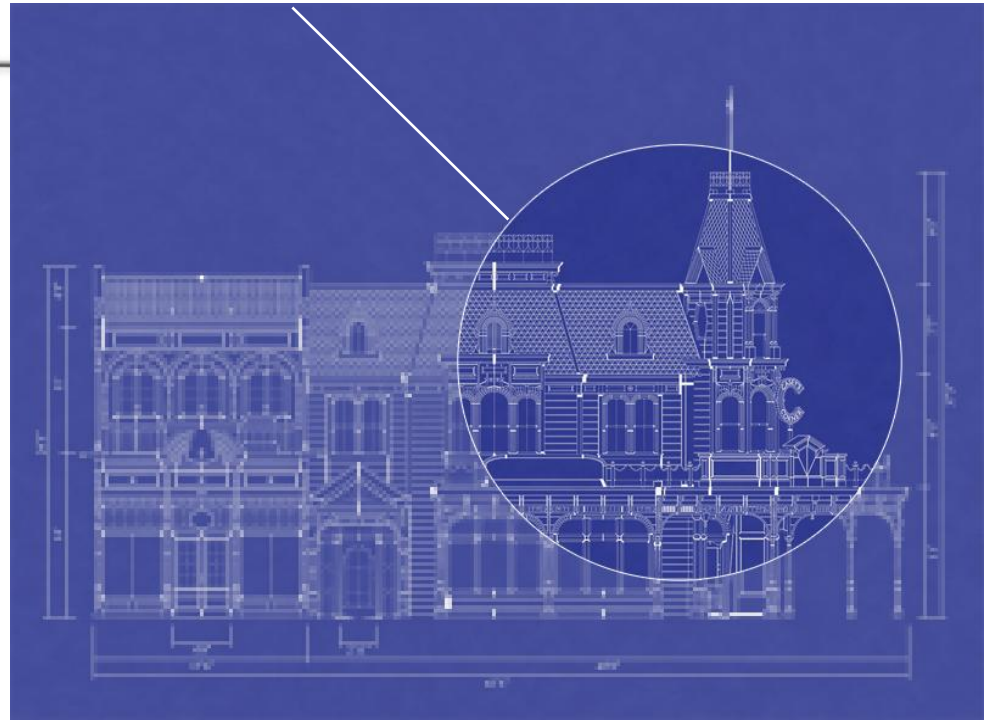
Collaborative Learning

ATEN's range of KVM, A/V, and control system solutions allow teachers to easily share information from teacher to student, student to teacher, and student to student. Partnering with ATEN transforms the classroom into an interactive, modern space.



A Clearer Vision

ATEN heavily invests in research and development to provide exceptional quality solutions that help teachers and students communicate with unprecedented clarity.





Banking & Finance // Financial Center



ATEN Niche
Control System
Seamless Switch

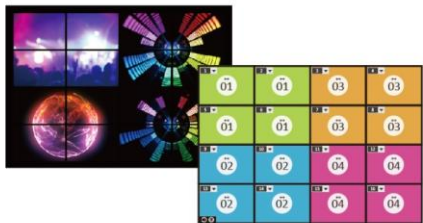
Integrated Management between Trading Lobby and Other Offices



Maximizes Convenience

Extends control, maximizes convenience

Three convenient methods to monitor, access
and control devices in the installation



Seamless Switch

Less Than **0.5** sec.

Seamless switching at high resolutions

Features close-to-zero latency when switching to ensure continuous video streams, real-time switching and stable signal transmissions



Manufacturing // Semiconductor Industry

ATEN Niche
Industry 4.0 Automation Trend
Customized Service
Raise Defect-Free Rate and Decrease Cost



Productivity Maximization

Human to Device Ratio



ATEN technologies help to facilitate remote, real-time monitoring of production lines with effortless data sharing for easy management.

Forward Thinking

ATEN KVM over IP matrix system embrace smart factory ideologies and Industry 4.0 trends, resulting in increased productivity and efficiency.





Government // Electronic Toll Collection and Taipei Main Station



ATEN Niche
Over-IP Management Solution
4K Seamless Switch
Cross Product Line Integration

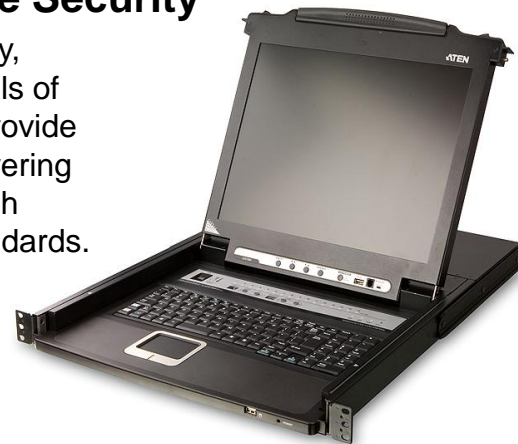
Centralized Management

ATEN solutions create optimized work environments through centralized control, with the added peace of mind of secure remote access.



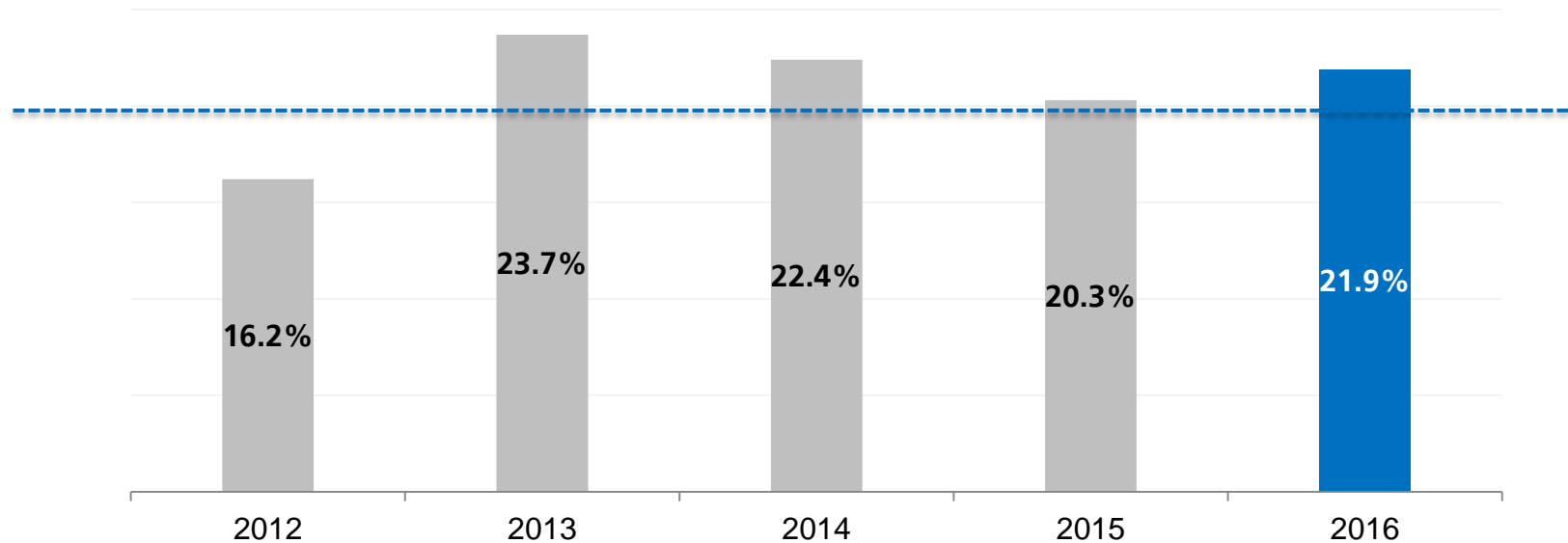
Hardware & Software Security

To ensure a complete security, systems require multiple levels of protection. ATEN solutions provide complete security and unwavering reliability that is compliant with leading industry security standards.

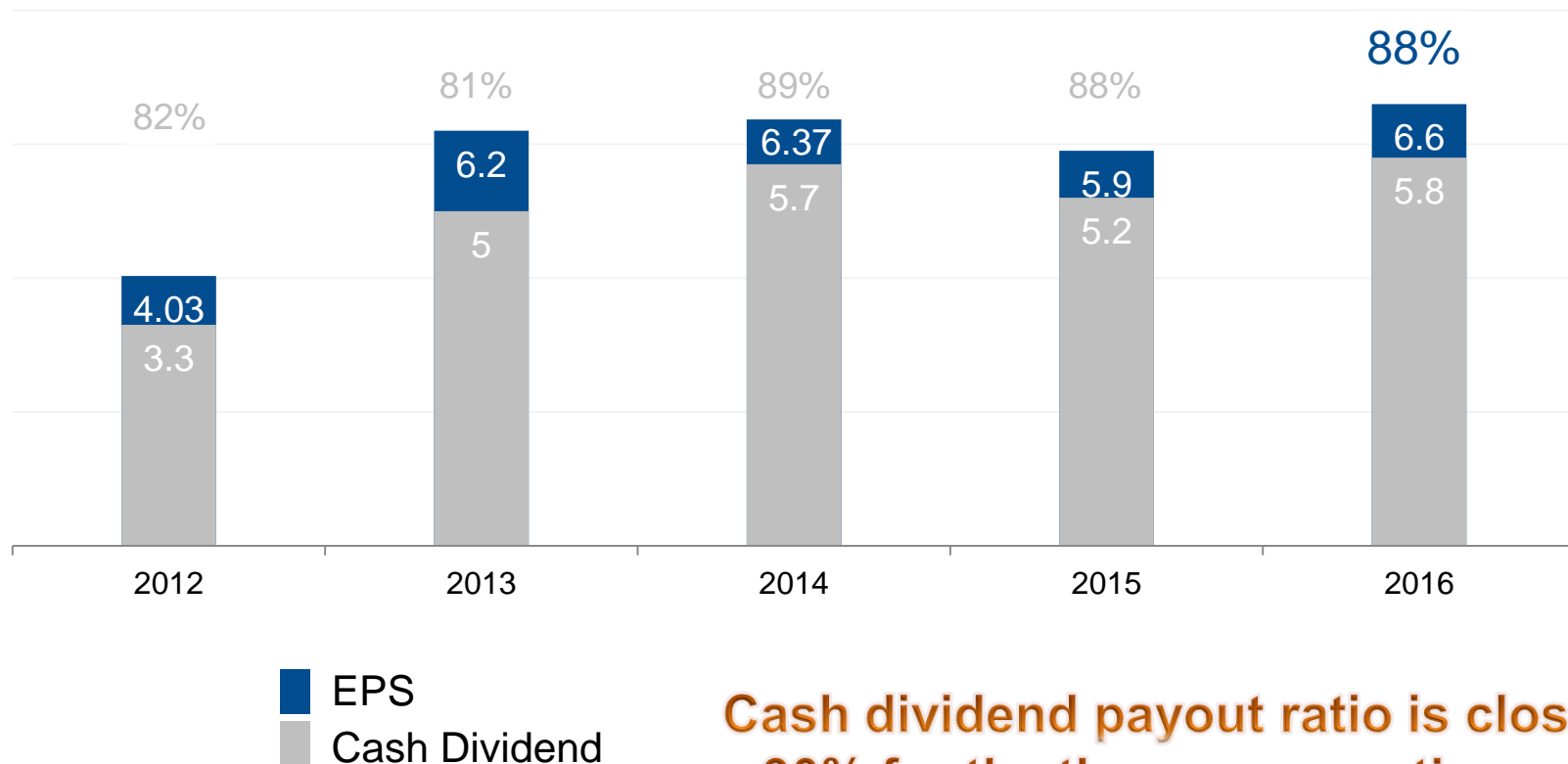




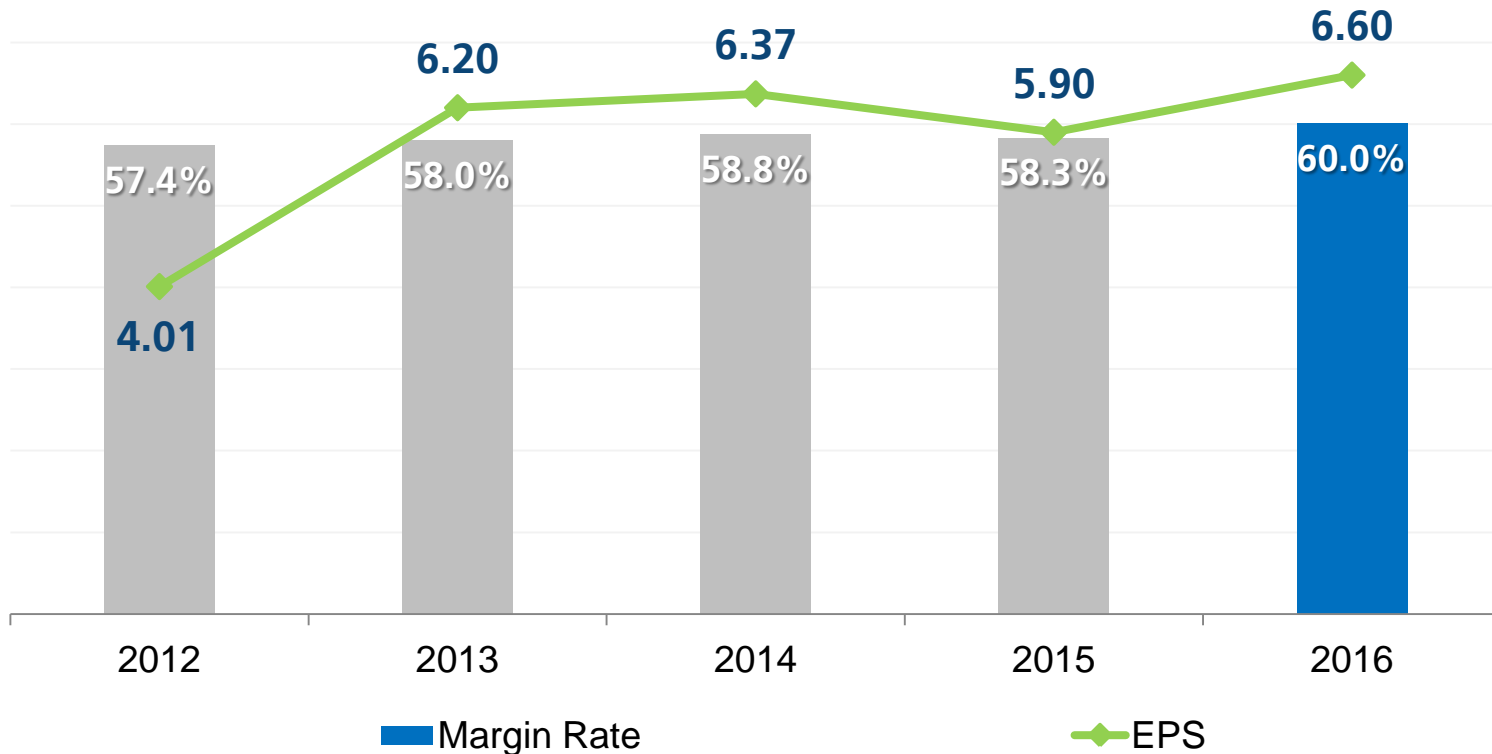
Return On Equity

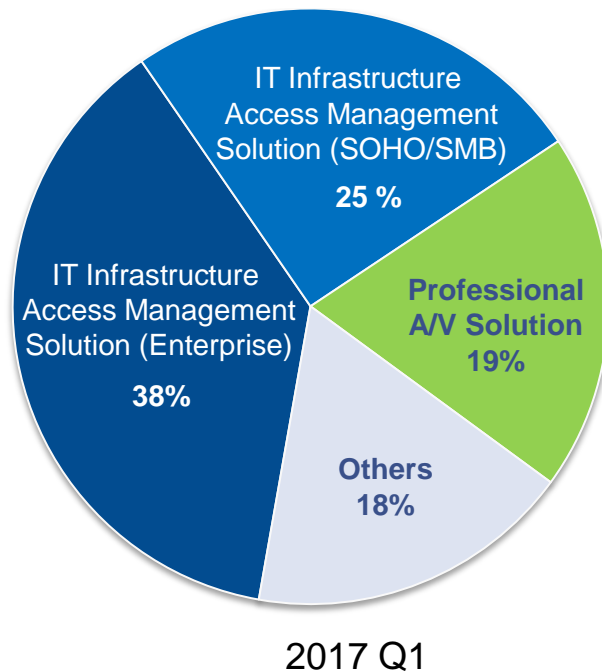
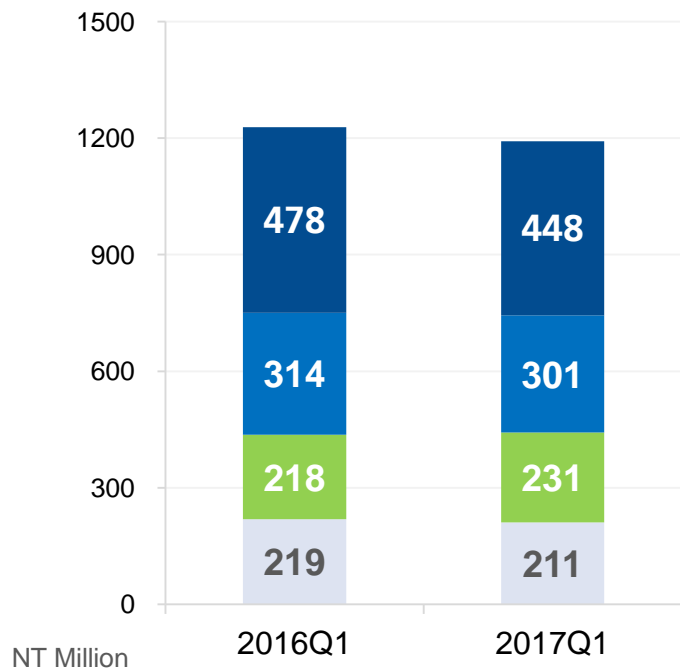


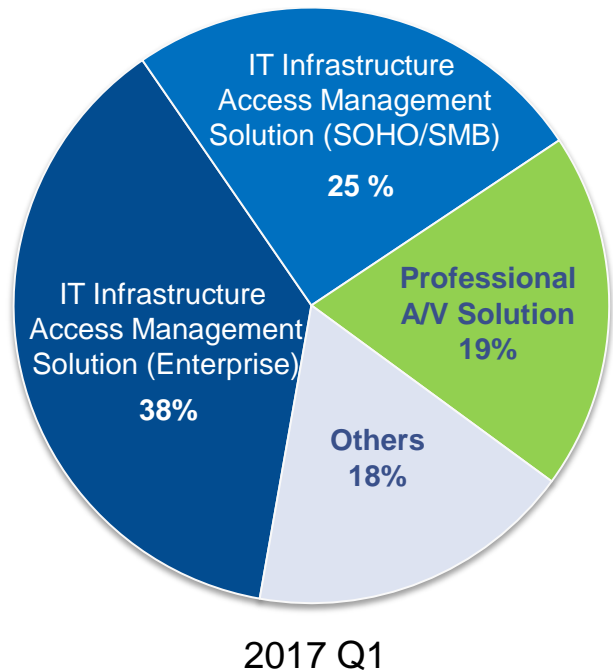
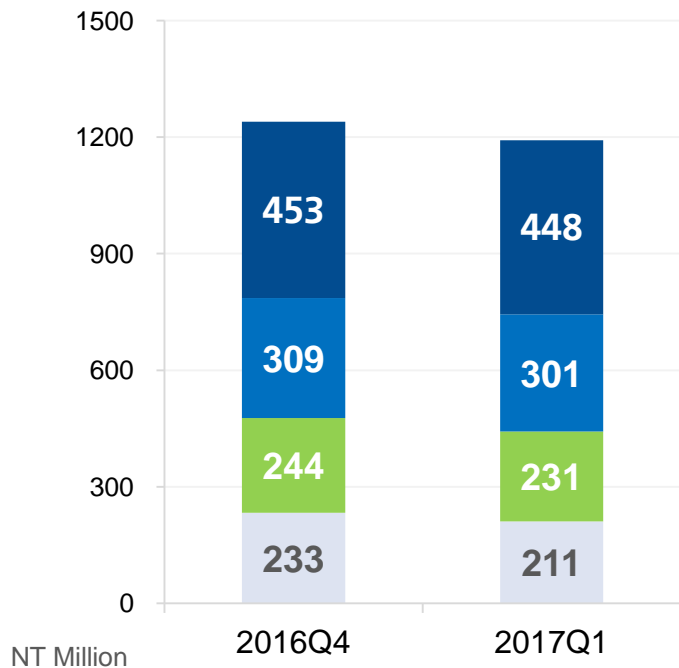
ROE is over 20% for the four consecutive year

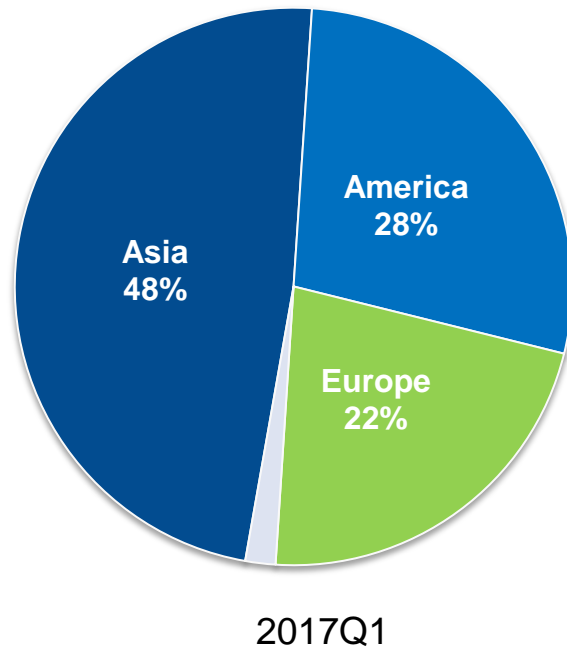
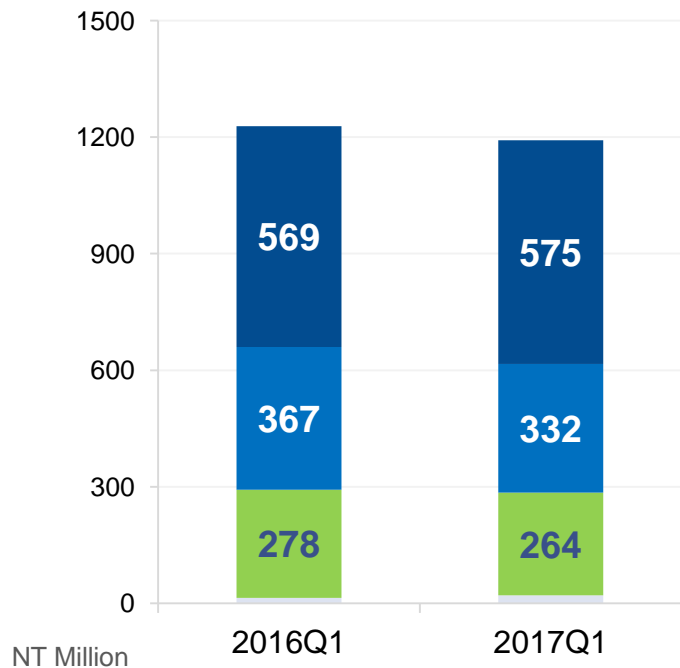


Profit and Margin Rate Both Hit Record High



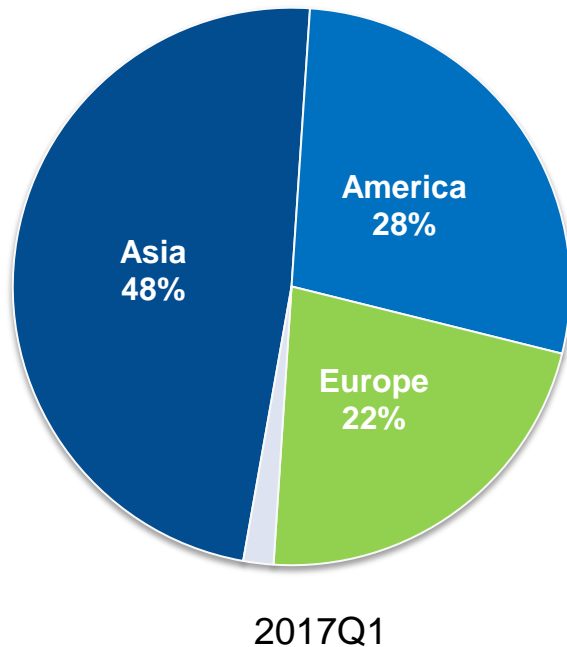
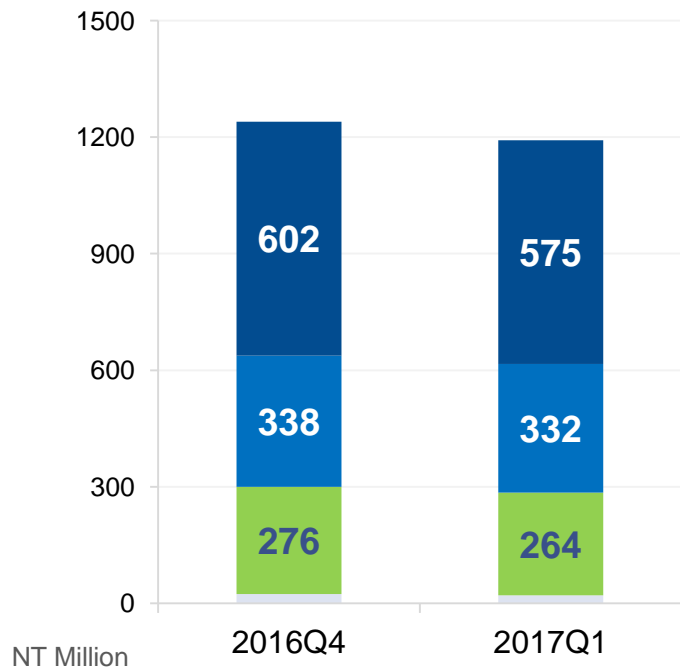








Sales by Product Region QoQ





J.P.Morgan





A Message from Kevin

Over the past 30 years, ATEN has been continuously creating innovative products while listening to our customers' needs. ATEN insists on becoming the trendsetter in every area we focus on, not only to create a competitive brand, but also to win over new customers with our reputation.

However, I believe the purpose of an enterprise is not only to create value, but, more importantly, create sustainable solutions that add continuous value to a community, resulting in a virtuous cycle that is safe for our planet.

“Where success helps the world succeed!”

Kevin Chen
Chairman



Simply
Better
Connections





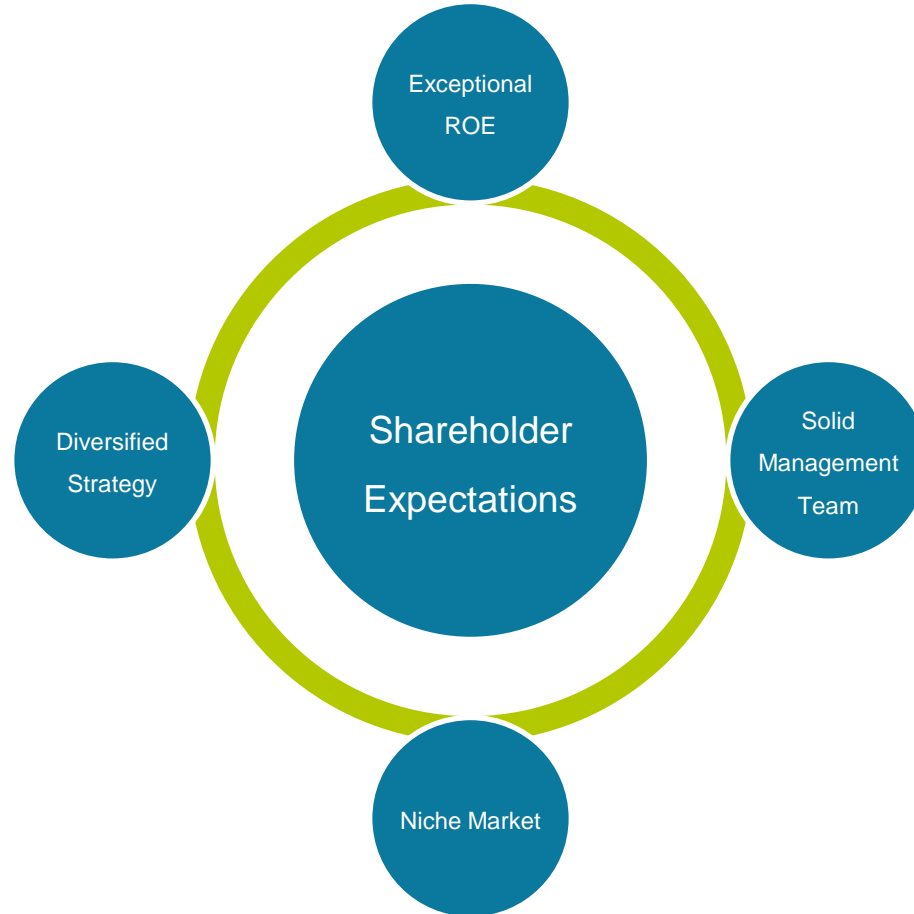
Our Mission

The background of the slide is a grayscale photograph of three workers in a data center. They are wearing white hard hats and high-visibility safety vests. They are gathered around a table, looking at a large sheet of paper that appears to be a network diagram or blueprint. One worker's hand is visible, pointing at the diagram. A tablet device is also on the table, displaying the text "Simply Better Connections". Overlaid on the image are several colorful, glowing loops in shades of red, orange, yellow, green, and blue, which intersect and swirl around the workers and the diagram, symbolizing connectivity and technology.

Sharing Infinite Possibility
Through Connective Technology



Shareholder Expectations



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



Appendix | Financial Report

In NT million	Jan. ~ Mar. '17		Jan. ~ Mar. '16		YoY
	Amount	%	Amount	%	%
Net Sales	1,192	100	1,229	100	-3
COGS	475	40	462	38	3
Gross Profit	717	60	766	62	-6
Operating Expenses	494	41	496	40	0
Sales Expenses	247	21	250	20	-1
Admin. Expenses	137	12	140	11	-2
RD Expenses	109	9	106	9	3
Operating Profit	224	19	270	22	-17
Non-Operating Income and Expenses	11	1	17	1.4	-34
Net Income before Tax	235	20	287	23	-18
Net Income	182	15	219	18	-17
Net Income Attributable to the parent company	181	15	218	18	-17
EPS(NT\$) (After Tax)	1.52	-	1.83	-	-17

In NT million	Mar. '17		Mar. '16		YoY
	Amount	%	Amount	%	%
Cash and Financial Assets	1,853	31	1,581	28	17
Accounts Receivable	622	11	577	10	8
Inventory	799	14	904	16	-12
Other Current Assets	80	1	92	2	-13
Total Current Assets	3,354	57	3,154	55	6
Property, Plant, and Equipment	2,021	34	2,054	36	-2
Other Non-Current Assets	522	9	475	8	10
Total Non-Current Assets	2,543	43	2,529	45	1
Total Assets	5,897	100	5,683	100	4
Short-term Borrowings	609	10	504	9	21
Accounts Payable	420	7	435	8	-3
Other Current Liabilities	632	11	578	10	9
Total Current Liabilities	1,661	28	1,517	27	9
Long-term Borrowings	45	1	67	1	-34
Other Non-Current Liabilities	345	6	352	6	-2
Total Non-Current Liabilities	390	7	419	7	-7
Total Liabilities	2,051	35	1,937	34	6
Total Equity	3,710	63	3,746	66	-1
Receivable turnover days	47		42		
Inventory turnover days	151		171		
Payable turnover days	76		86		

In NT million	Jan.~ Mar. '17	Jan.~ Mar. '16
	Amount	Amount
Cash and cash equivalents at beginning of period	795	1,086
From Operating	150	-73
Net Profit before Tax	235	287
Depreciation and Amortization	21	21
Investment income under equity method	-8	-8
Financial assets held for trading	-64	-207
Inventory	-25	-70
Other Operation Sources / (Uses)	-9	-96
From Investing	-21	-11
Property, plant and equipment	-21	-14
Other Investing Sources / (Uses)	0	3
From Financing	-49	-98
Short-Term Borrowings	-43	-92
Long-Term Borrowings	-2	-3
Other Financing Sources / (Uses)	-3	-3
Effect of exchange rate changes on cash and	-44	-11
Cash and cash equivalents at end of period	831	893
Free Cash Flow	129	-84

Note : Taiwan Consolidated Basis



Simply Better Connections



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