



ATEN International

September, 2019



TWSE 6277

Company Profile

40

Years of
Excellence

1.6k

Employees
Worldwide

50%+

Gross Margin Rate

TOP35

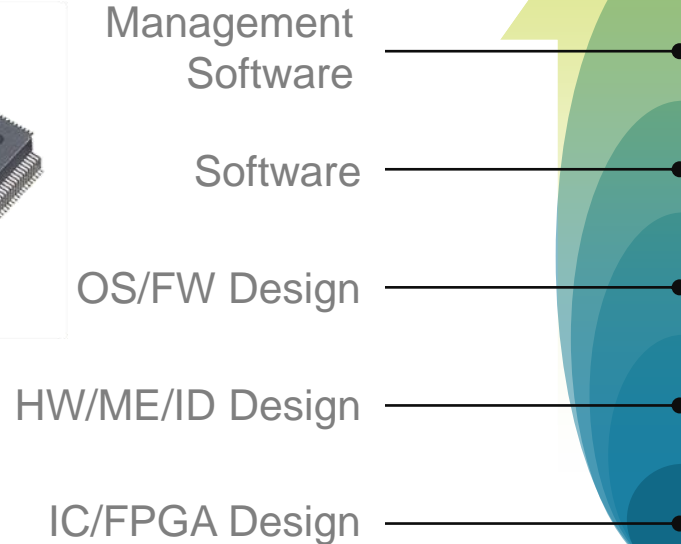
Best Taiwan Global Brand

570+

Patents Awarded

Core Advantage

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



User-Centered
Design

ATEN | 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 Subsidiary(*2016)
Poland Subsidiary(*2017)
Romania Subsidiary(*2019)

America
US Subsidiary (CA)
US Subsidiary (NJ)

Oceania
ANZ Subsidiary

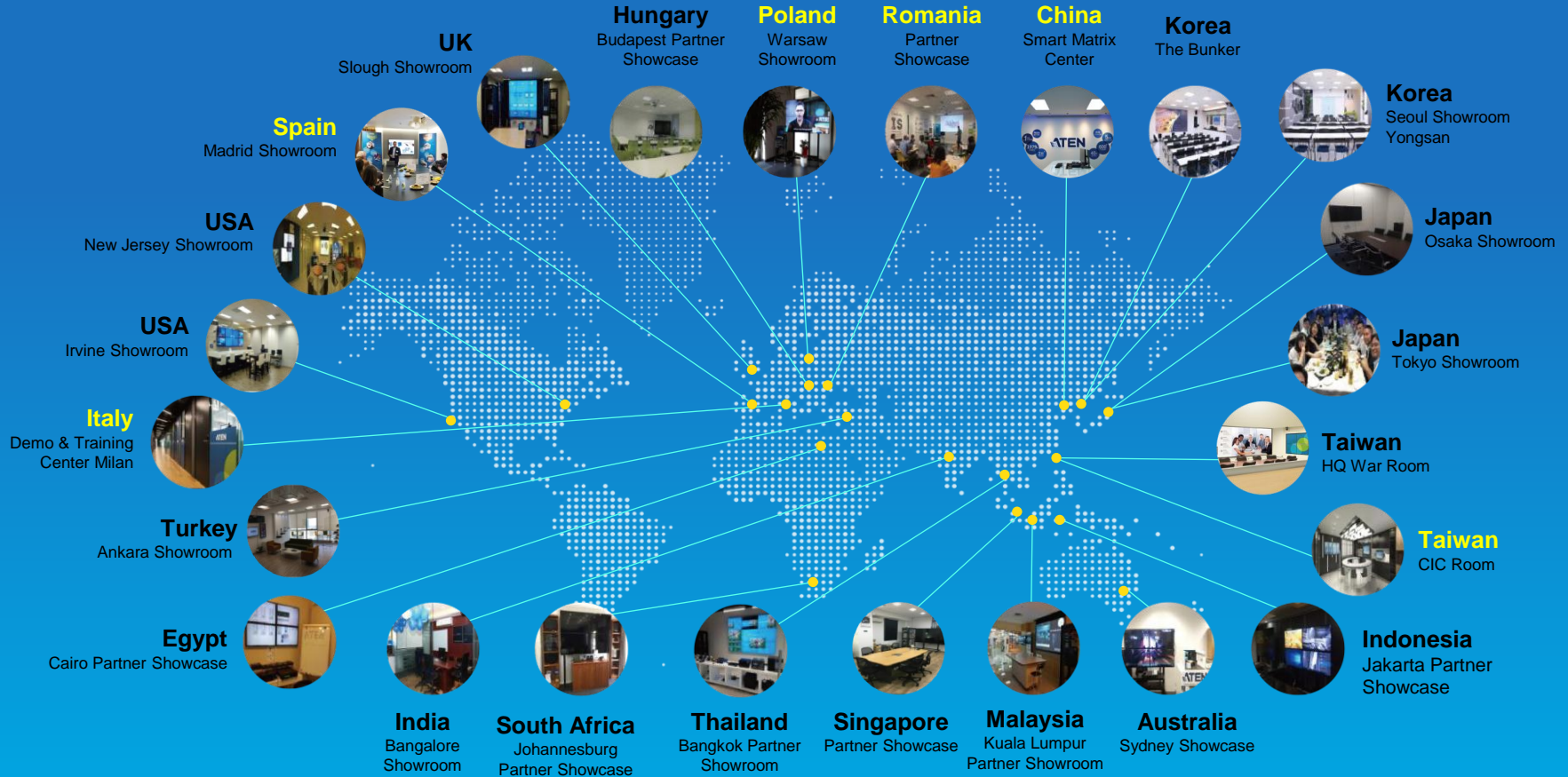
R&D / Manufacturing
Canada R&D
China R&D/Factory
Taiwan R&D/Factory

*Recent Launch year

ATEN Showroom Global Location

24 showroom, **6** established in 2018

(Poland, Italy, Taiwan, China, Romania, Spain)





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



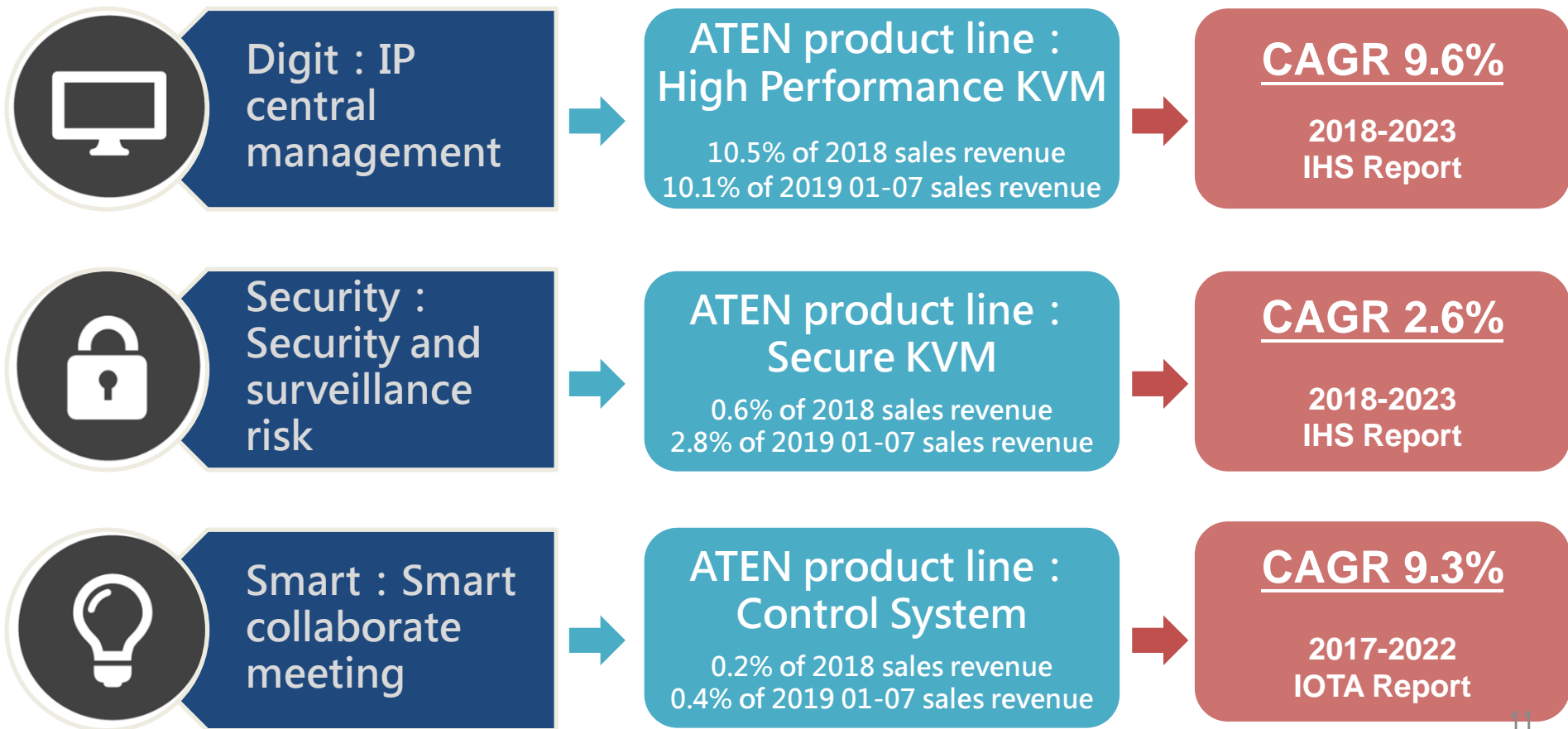

J.P.Morgan







Future Strategy





**Office
Desktop**



Broadcasting



**Control
Room**



**Server Room
Management**



**Factory
Product
Line**



Smart
Meeting
Room



Control
Room



Interactive
Classroom



Digital
Signage



Financial Performance

Consolidated Statements of Comprehensive Income – 2Q19 (YoY)

In NT million

	2Q19		2Q18		YoY
	Amount	%	Amount	%	%
Net Sales	1,254	100.0	1,261	100.0	-1
Gross Profit	741	59.1	742	58.8	0
Operating Expenses	561	44.8	525	41.7	7
Sales Expenses	310	24.7	290	23.0	7
Admin. Expenses	131	10.5	126	10.0	4
RD Expenses	120	9.6	110	8.7	10
Operating Profit	180	14.3	217	17.2	-17
Non-Operating Income and Expenses	12	1.0	18	1.4	-29
Net Income before Tax	192	15.3	234	18.6	-18
Tax	40	3.2	39	3.1	3
Net Income	152	12.1	195	15.5	-22
EPS(NT\$) (After Tax)	1.26		1.60		

Consolidated Statements of Comprehensive Income – Jan.~ Jun. 2019 (YoY)

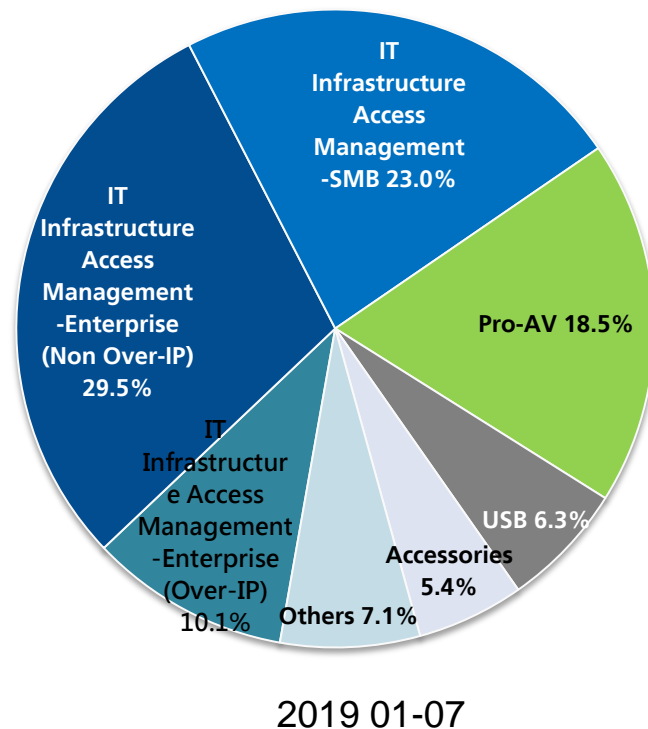
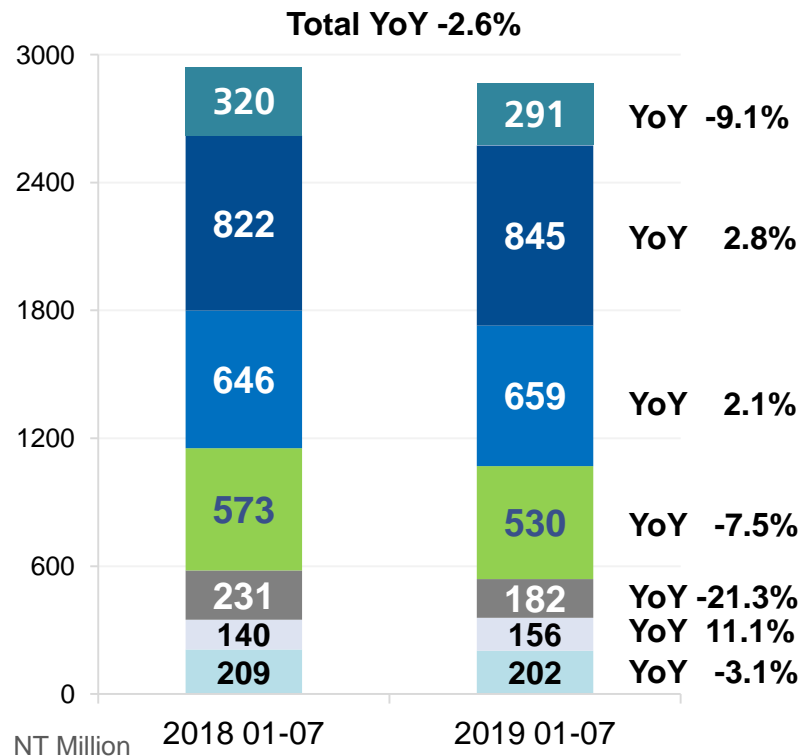
In NT million

	Jan. ~ Jun. '19		Jan. ~ Jun. '18		YoY
	Amount	%	Amount	%	%
Net Sales	2,410	100.0	2,535	100.0	-5
Gross Profit	1,431	59.4	1,499	59.1	-5
Operating Expenses	1,103	45.8	1,032	40.7	7
Sales Expenses	605	25.1	558	22.0	8
Admin. Expenses	255	10.6	248	9.8	3
RD Expenses	244	10.1	226	8.9	8
Operating Profit	328	13.6	467	18.4	-30
Non-Operating Income and Expenses	22	0.9	32	1.3	-29
Net Income before Tax	350	14.5	499	19.7	-30
Tax	82	3.4	116	4.6	-30
Net Income	269	11.1	382	15.1	-30
EPS(NT\$) (After Tax)	2.24		3.14		-29

Note : Taiwan Consolidated Basis

In NT Million	Jun. '19		Jun. '18		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	2,754	38	1,898	30	856	45
Accounts Receivable	741	10	751	12	-10	-1
Inventory	1,036	14	950	15	86	9
Other Current Assets	113	2	151	2	-38	-25
Total Current Assets	4,644	65	3,750	60	894	24
Property, Plant, and Equipment	1,975	27	2,010	32	-35	-2
Other Non-Current Assets	568	8	473	8	95	20
Total Non-Current Assets	2,543	35	2,483	40	60	2
Total Assets	7,187	100	6,233	100	954	15
Short-term Borrowings	663	9	612	10	51	8
Accounts Payable	351	5	477	8	-126	-26
Other Current Liabilities	1,787	25	1,348	22	438	33
Total Current Liabilities	2,801	39	2,437	39	364	15
Long-term Borrowings	21	0	31	1	-10	-33
Other Non-Current Liabilities	466	6	335	5	130	39
Total Non-Current Liabilities	487	7	366	6	120	33
Total Liabilities	3,288	46	2,803	45	484	17
Total Equity	4,707	65	3,899	63	808	21
Receivable turnover days	56		53			
Inventory turnover days	195		156			
Payable turnover days	77		83			

In NT Million	Jan.~ Jun. ' 19	Jan.~ Jun. '18
	Amount	Amount
Cash and cash equivalents at beginning of period	692	840
From Operating	Without Trading Financial Assets	Without Trading Financial Assets
Net Profit before Tax	+243 350	+260 499
Non cash adjustments to reconcile profit and loss	74	26
Financial assets at fair value through profit or loss,	-592	-336
Inventory	22	-134
Account Receivable	-11	-33
Account Payable	-123	8
Other Operation Sources / (Uses)	-70	-106
From Investing	Including Trading Financial Assets	Including Trading Financial Assets
Property, plant and equipment	-49 -21	-366 -28
Disposal of Investment income under equity method	561	0
Other Investing Sources / (Uses)	3	-2
From Financing	-152	-162
Short-Term and Long-Term Borrowings	-99	-132
Other Financing Sources / (Uses)	-53	-30
Effect of exchange rate changes on cash and cash equivalents	6	0
Cash and cash equivalents at end of period	740	572
Free Cash Flow	193	-106

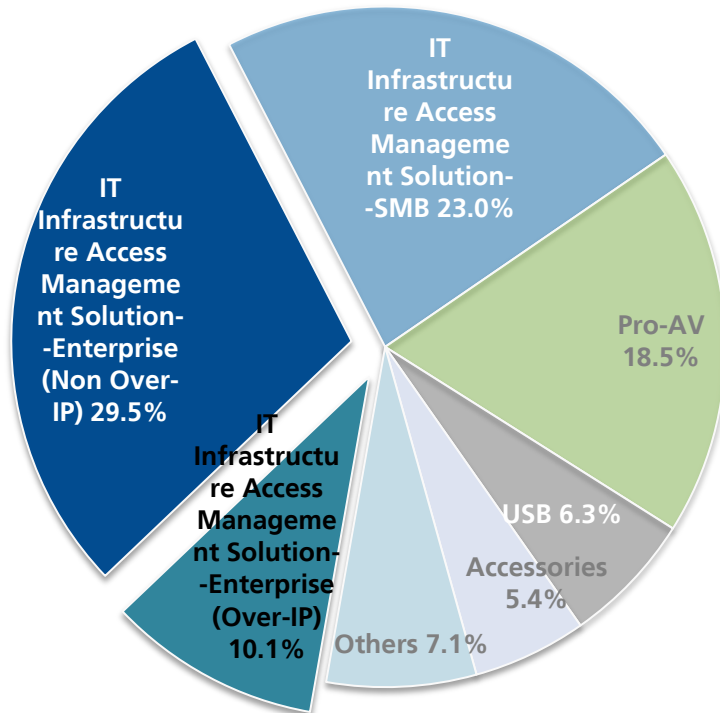


KVM-Enterprise growth momentum :

1. High Performance KVM
2. Secure KVM
3. LCD KVM

Need to enhance the market share of High Performance KVM and Secure KVM.

YoY 2.8%

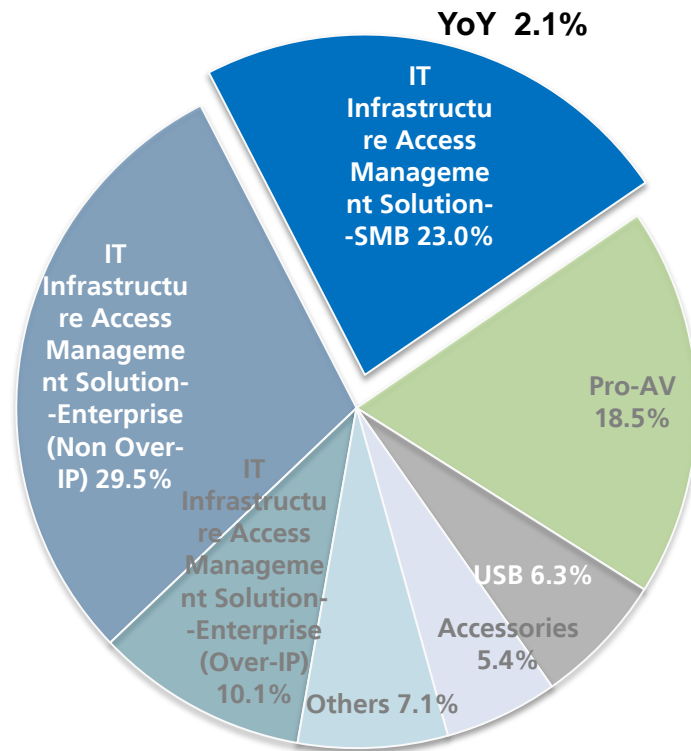


YoY -9.1%

KVM-SMB growth momentum :

1. USB interface
2. VGA interface
3. DVI interface
4. HDMI interface
5. DisplayPort interface

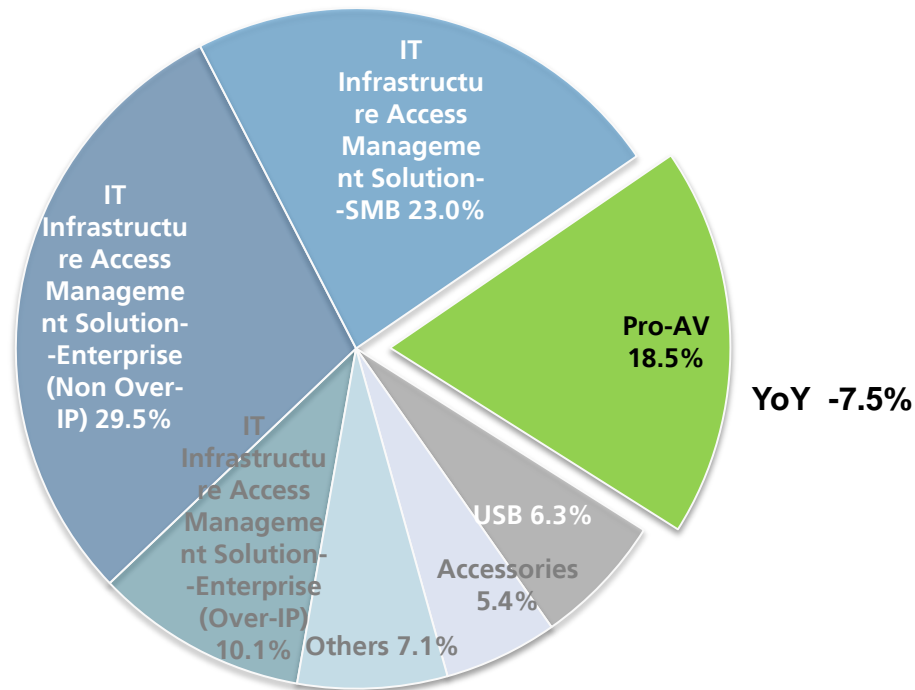
ATEN keeps excellent performance at the KVM-SMB market.



Pro-AV growth momentum :

1. HDBaseT Matrix product
2. Networked AV
3. Seamless Switch (1080P→4K)
4. Control System
5. Presentation Switch

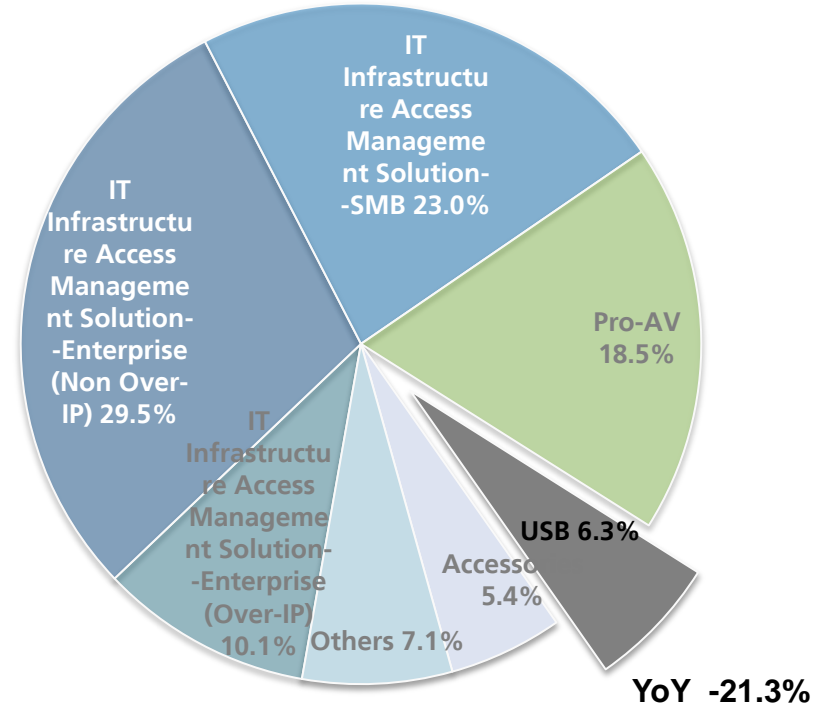
Control system, presentation switch, and video matrix switch products will bring future sales momentum.

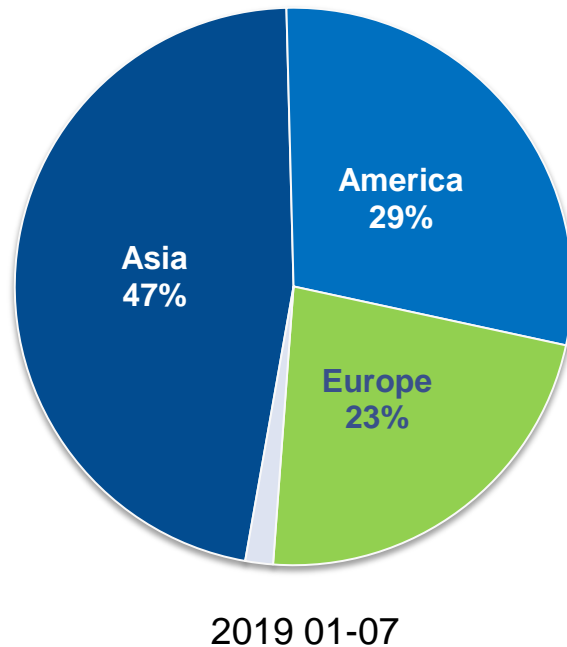
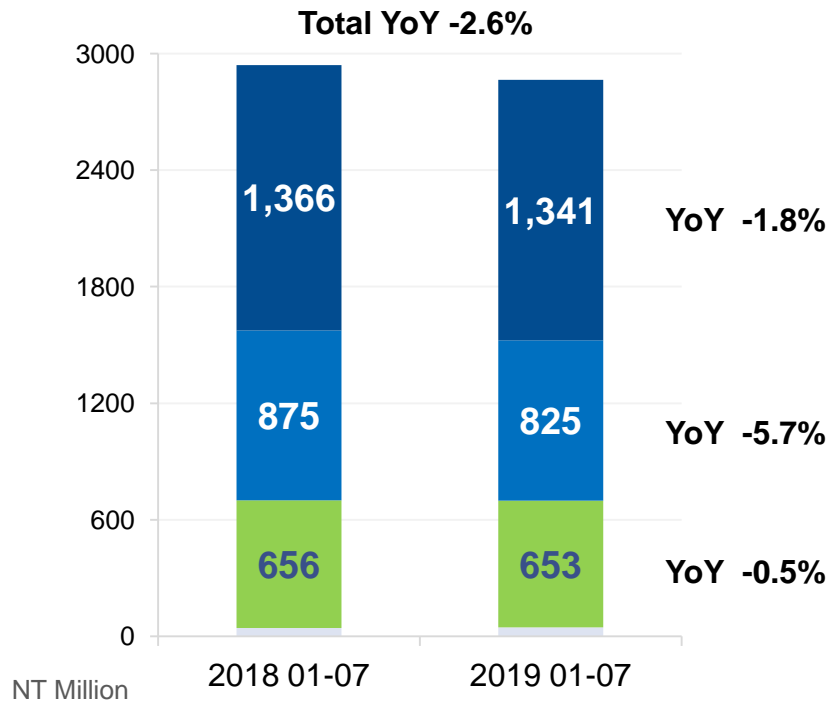


USB growth momentum :

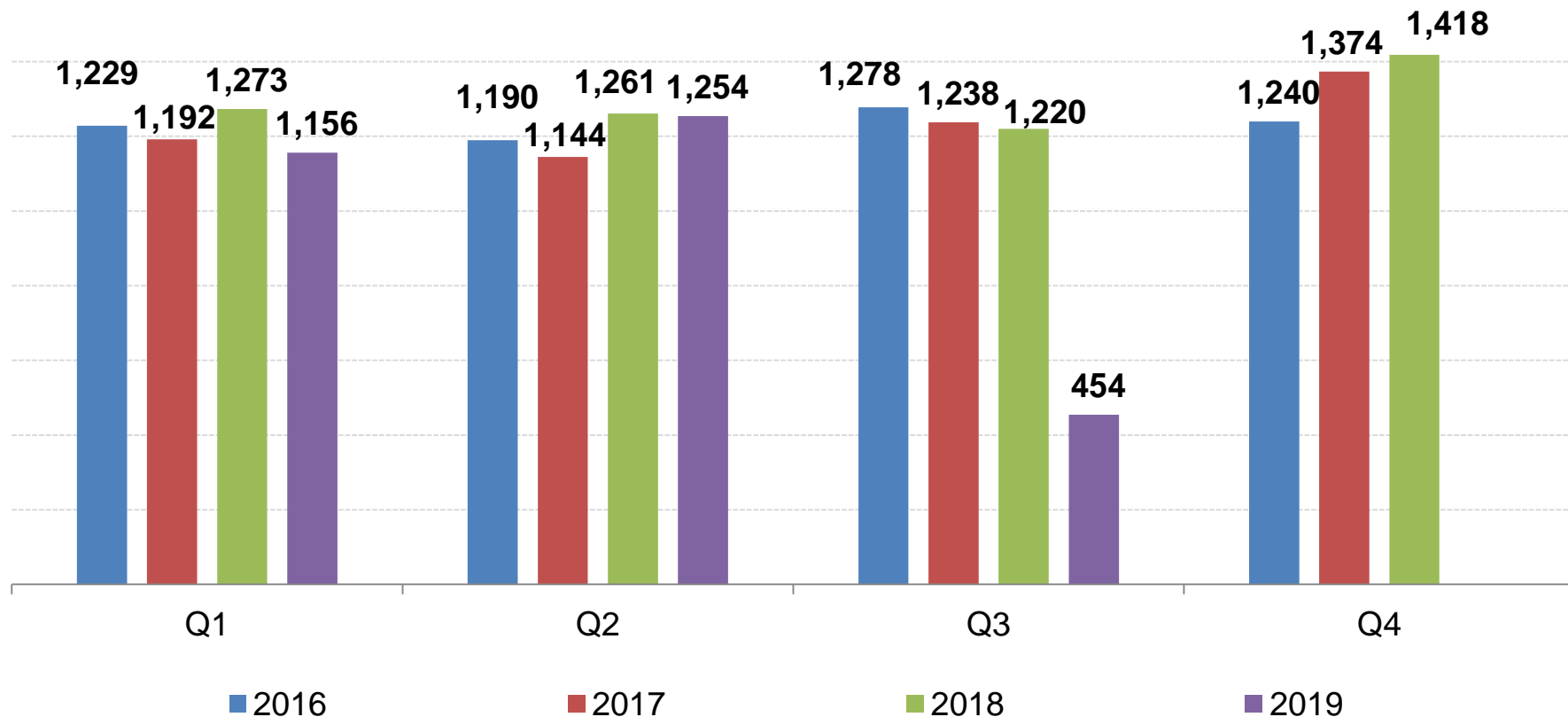
1. USA marketing Channels expand
2. Docking station demand

Launch more USB products at 2019 H2 and boost sales.

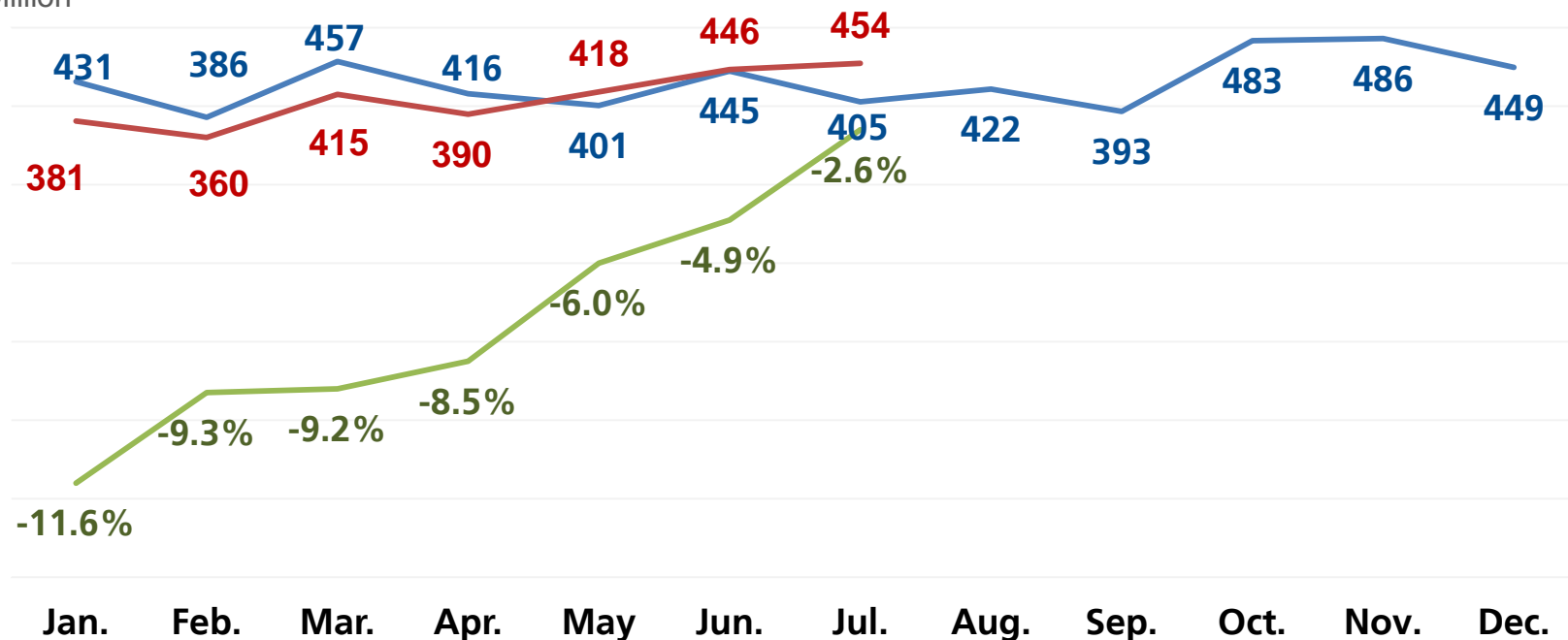




NT-Million



NT Million



— 2018 monthly revenue
 — 2019 monthly revenue
 — Accumulative sales growth rate YoY

Q&A

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.



Simply Better Connections