

# ATEN International

Investor Conference

Sep. 26 ~ Sep. 29, 2022



TWSE 6277

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



# 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



# Four Product Lines

## KVM Solutions

- KVM Switches
  - Cable KVM Switches
  - Desktop KVM Switches
  - LCD KVM Switches
  - Rack KVM Switches
  - Cat 5 KVM Switches
  - Secure KVM Switches
- KVM Extenders
- Computer Sharing Devices
- Over IP Solutions
  - KVM over IP Matrix System
  - KVM over IP Switches
  - LCD KVM Switches
  - Management Software
  - Remote Control & Monitoring Solutions
  - Serial Console Servers
  - Secure Device Servers
- Data Communications
- KVM Modules & Included Accessories

## Professional AV Solutions

- Control System
- Management / Control Software
- Networked AV
- Presentation Switches
- Room Booking System
- Video Converters
- Video Extenders
- Video Matrix Switches
- Video Splitters
- Video Switches

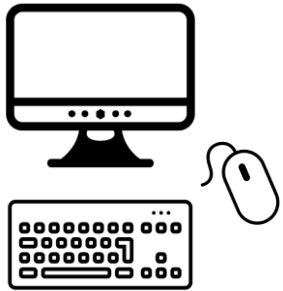
## USB Peripherals

- Content Creation
- Docking Stations
- Docking Switches
- Peripheral Switches
- USB Extenders
- USB Converters / Hubs

## Power Distribution & Rack Solutions

- Energy & DCIM Management Software
- Professional Online UPS
- Rack PDU
  - Basic PDU
  - Energy Box
  - Metered PDUs
  - Outlet-Metered PDUs
  - Outlet-Metered-Switched PDUs
  - Switched PDUs
  - IP Control Box
- Standing Network Racks





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





**Server Room  
Management**



**Office  
Desktop**



**Control  
Room**



**Broadcasting**



**Smart  
Manufacturing**

# ATEN | Smart Manufacturing - Remote Control Management



## 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



## 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.

**27,000 units  
Installment Record**

**Reliability**

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**Surveillance on time**

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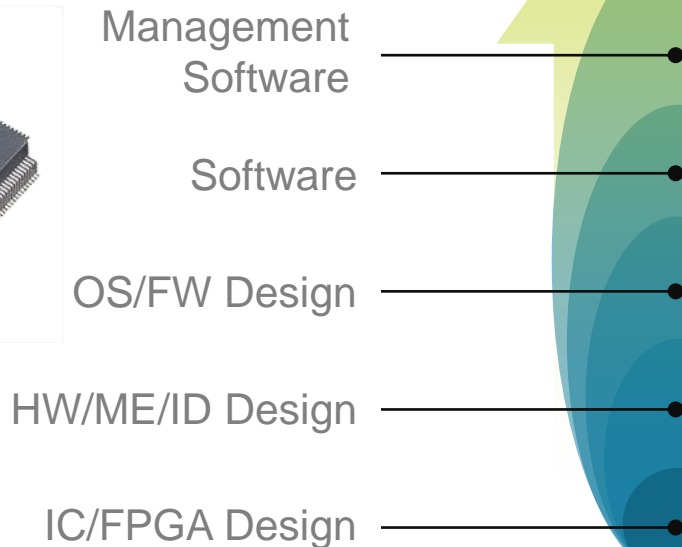
**Increase Man to  
Machine Ratio**





# Core Advantage

**Get the know-how  
Outstanding Margin Performance**



User-Centered  
Design









# ATEN Global Showroom Presence

30+

Global Showrooms

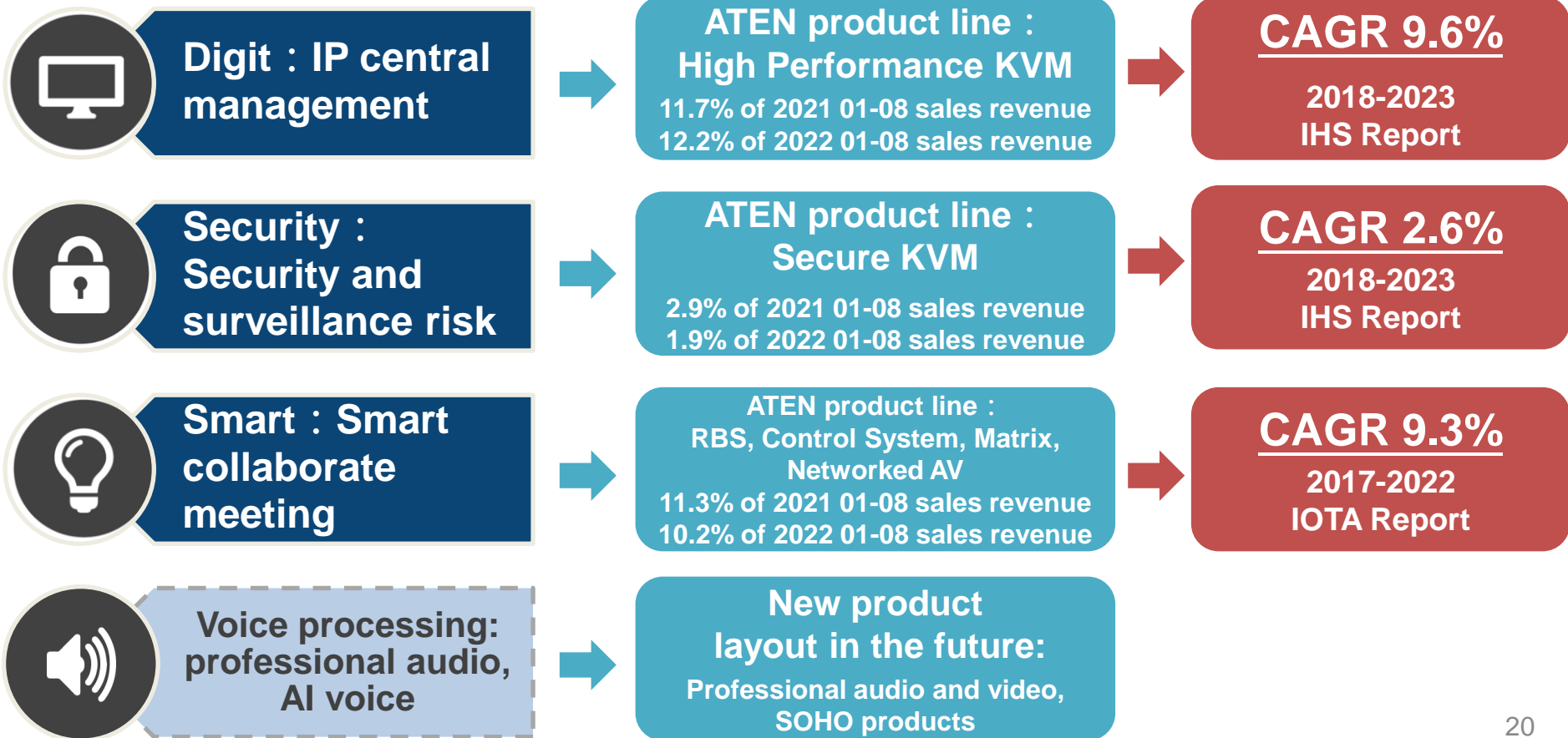
Immerse  
Yourself in  
Innovation





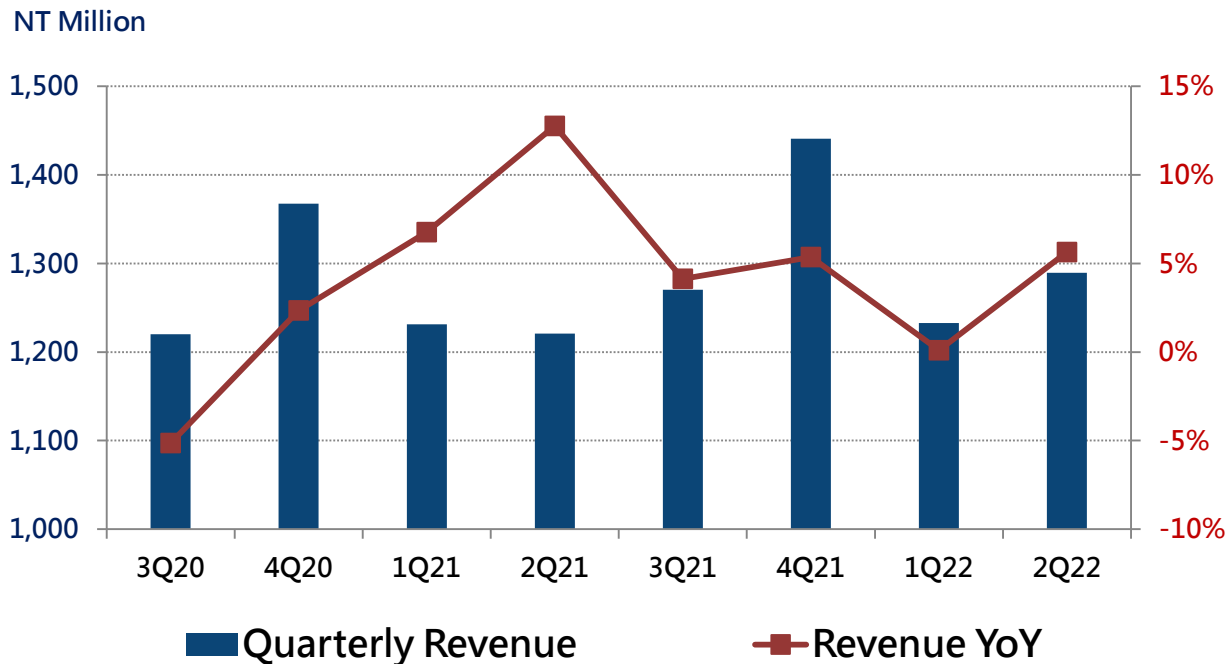
Provide IT and Pro-AV one-stop purchase solution at the same time.  
ATEN exclusive advantage that no competitor can imitate.

# Future Strategy

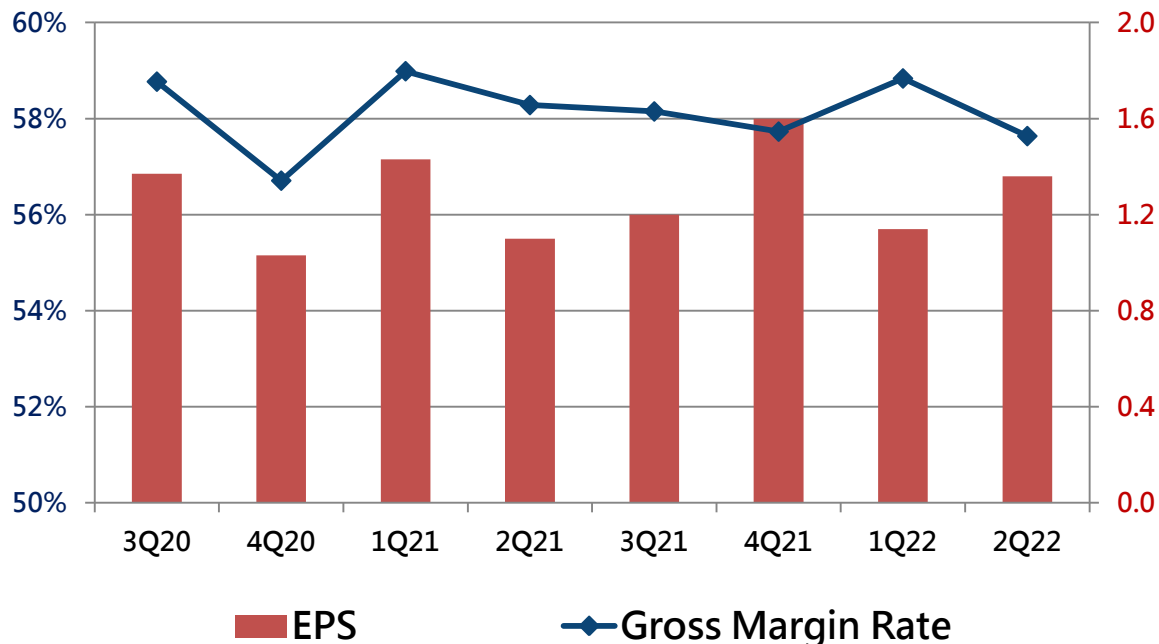


# Financial Performance

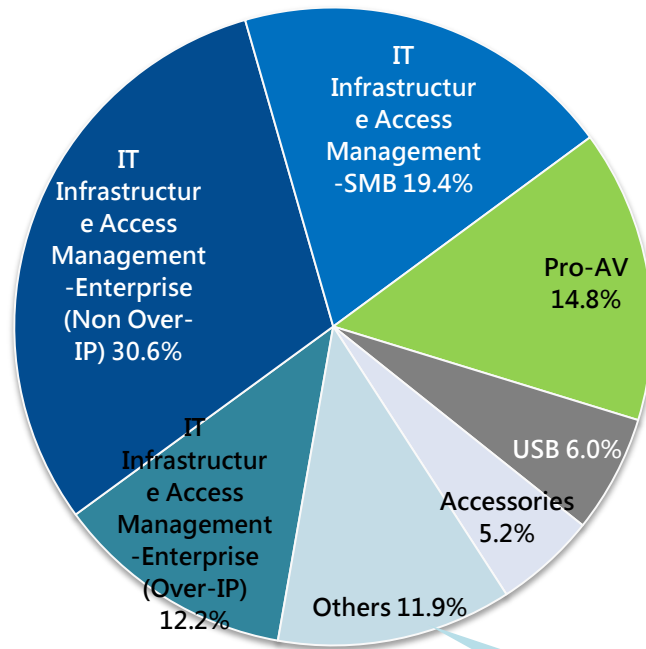
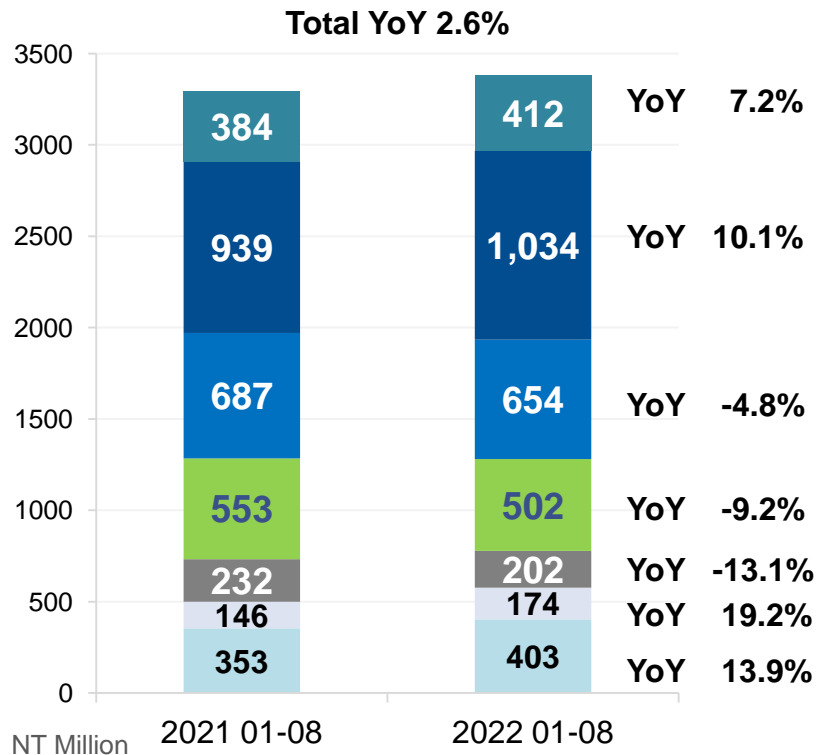
1. 2Q22 revenue was NT\$ 1.29b, up 5.6% YoY and up 4.6% QoQ.
2. The supply chain shortage and shipping delay are getting better, the sales of 2H22 stay positive.



1. 2Q22 gross margin rate declined to 57.6% due to the product mix.
2. 2Q22 EPS came in at NT\$1.36, compared to NT\$1.14 in 1Q22 and NT\$1.10 in 2Q21, respectively.



2Q22

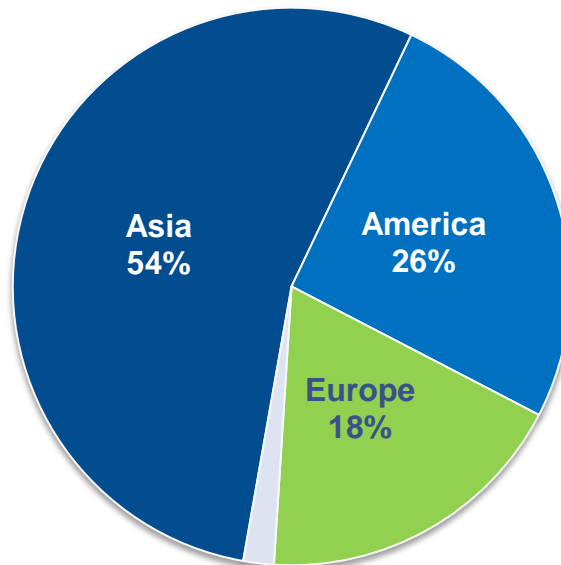
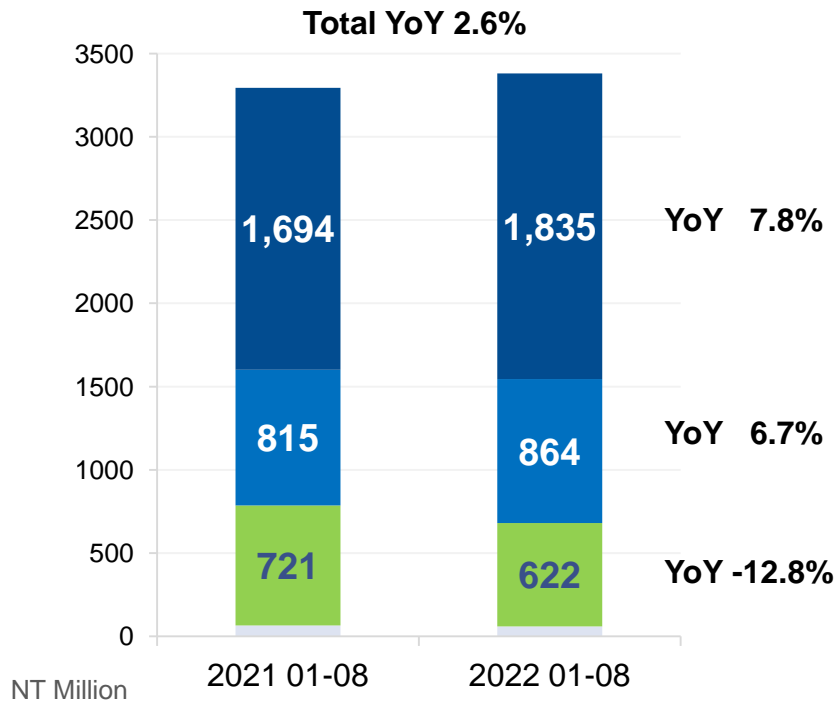


2022 01-08

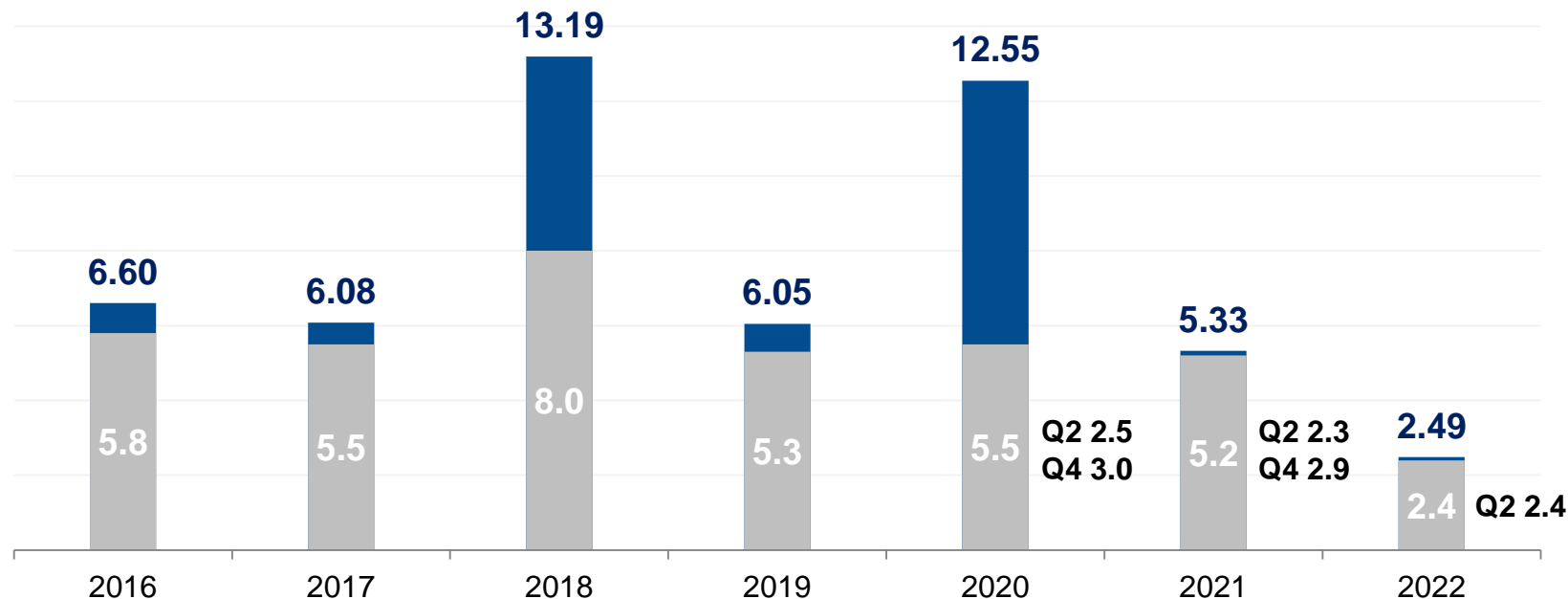
**Cabinet business accounted for 4.4% of total revenue**



2Q22



2022 01-08



■ EPS  
■ Cash Dividend

**Board has approved Q2 cash dividend totaling NT 2.4 per share on Aug. 4. Payout ratio for the year 2022 is 96%.**

## 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



HR Asia®  
BEST COMPANIES  
TO WORK FOR  
IN ASIA 2022



# Q&A

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# Simply Better Connections



# Appendix

# Consolidated Statements of Comprehensive Income – 2Q22 (YoY)

In NT million

	2Q22		2Q21		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,290	100.0	1,221	100.0	69	6
Gross Profit	743	57.6	711	58.3	32	4
Operating Expenses	569	44.1	532	43.5	38	7
Sales Expenses	315	24.4	295	24.2	20	7
Admin. Expenses	125	9.7	119	9.8	6	5
RD Expenses	129	10.0	117	9.6	12	10
Operating Profit	174	13.5	180	14.7	-6	-3
Non-Operating Income and Expenses	12	1.0	-2	-0.1	14	-853
Net Income before Tax	186	14.4	178	14.6	8	5
Tax	24	1.9	45	3.7	-21	-47
Net Income	162	12.6	133	10.9	29	22
EPS(NT\$) (After Tax)	1.36		1.10			



# Consolidated Statements of Comprehensive Income – Jan.~ Jun. 2022 (YoY)

In NT million

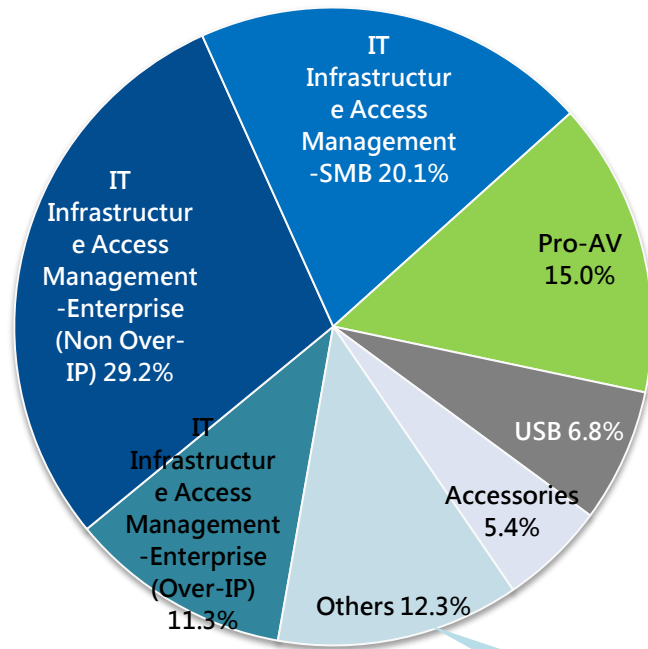
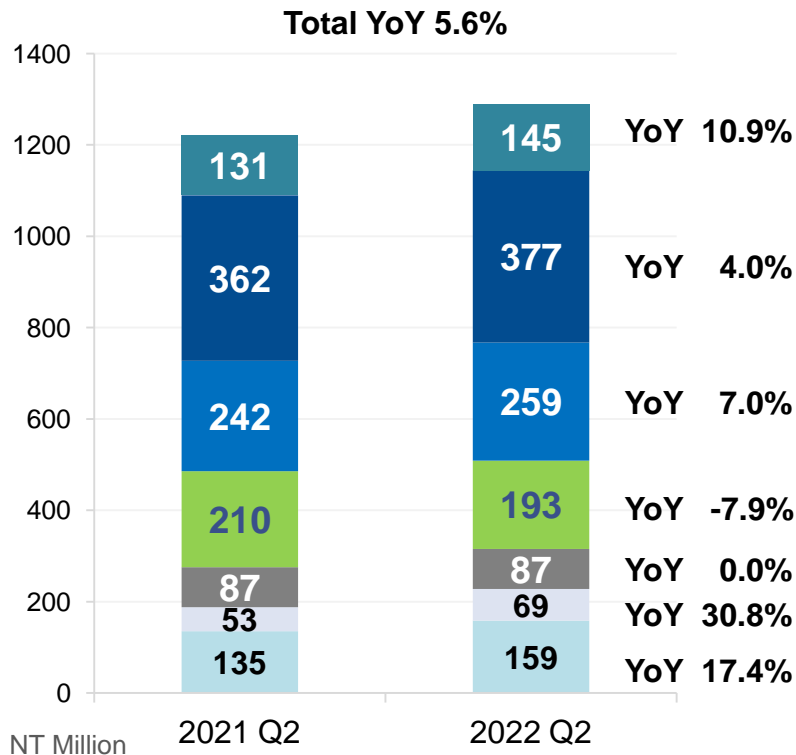
	Jan. ~ Jun. '22		Jan. ~ Jun. '21		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	2,522	100.0	2,452	100.0	70	3
Gross Profit	1,469	58.2	1,438	58.6	31	2
Operating Expenses	1,120	44.4	1,059	43.2	61	6
Sales Expenses	615	24.4	580	23.6	35	6
Admin. Expenses	251	9.9	232	9.4	19	8
RD Expenses	254	10.1	248	10.1	7	3
Operating Profit	348	13.8	379	15.4	-30	-8
Non-Operating Income and Expenses	17	0.7	28	1.1	-10	-37
Net Income before Tax	366	14.5	406	16.6	-41	-10
Tax	67	2.7	101	4.1	-34	-33
Net Income	298	11.8	306	12.5	-7	-2
EPS(NT\$) (After Tax)	2.49		2.52			

In NT Million	Jun. '22		Jun. '21		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	2,179	29	2,843	38	-664	-23
Accounts Receivable	749	10	731	10	18	2
Inventory	1,313	18	997	13	316	32
Other Current Assets	148	2	127	2	22	17
<b>Total Current Assets</b>	<b>4,390</b>	<b>59</b>	<b>4,698</b>	<b>62</b>	<b>-309</b>	<b>-7</b>
Property, Plant, and Equipment	2,574	35	2,292	30	282	12
Other Non-Current Assets	473	6	551	7	-78	-14
<b>Total Non-Current Assets</b>	<b>3,047</b>	<b>41</b>	<b>2,844</b>	<b>38</b>	<b>203</b>	<b>7</b>
<b>Total Assets</b>	<b>7,437</b>	<b>100</b>	<b>7,542</b>	<b>100</b>	<b>-105</b>	<b>-1</b>
Short-term Borrowings	478	6	516	7	-38	-7
Accounts Payable	549	7	392	5	157	40
Other Accounts Payable	562	8	575	8	-13	-2
Other Current Liabilities	724	10	740	10	-16	-2
<b>Total Current Liabilities</b>	<b>2,313</b>	<b>31</b>	<b>2,223</b>	<b>29</b>	<b>90</b>	<b>4</b>
Long-term Borrowings	2	0	39	1	-36	-94
Other Non-Current Liabilities	427	6	548	7	-121	-22
<b>Total Non-Current Liabilities</b>	<b>429</b>	<b>6</b>	<b>587</b>	<b>8</b>	<b>-158</b>	<b>-27</b>
<b>Total Liabilities</b>	<b>2,742</b>	<b>37</b>	<b>2,810</b>	<b>37</b>	<b>-68</b>	<b>-2</b>
<b>Total Equity</b>	<b>4,695</b>	<b>63</b>	<b>4,732</b>	<b>63</b>	<b>-37</b>	<b>-1</b>
Receivable turnover days	59		56			
Inventory turnover days	202		181			
Payable turnover days	85		67			

## Cash Flow – From Jan.- Jun. 2022 YoY

In NT Million	Jan.~ Jun. '22	Jan.~ Jun. '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	+183 366	+476 406
Non cash adjustments to reconcile profit and loss	116	79
Financial assets at fair value through profit or loss, mandatorily measured	-80	19
Inventory	-294	17
Account Receivable	123	37
Account Payable	114	39
Other Operation Sources / (Uses)	-242	-102
From Investing	Including Trading Financial Assets	Including Trading Financial Assets
Acquisition of property, plant, and equipment	-135 -47	-148 -164
Acquisition of financial assets at fair value through other comprehensive income	-6	0
Other Investing Sources / (Uses)	-2	-3
From Financing	-122	-307
Short-Term and Long-Term Borrowings	-61	-249
Payment of lease liabilities	-53	-48
Interest paid	-8	-9
Effect of exchange rate changes on cash and cash equivalents	-6	-39
Cash and cash equivalents at end of period	1,485	923
Free Cash Flow	48	328

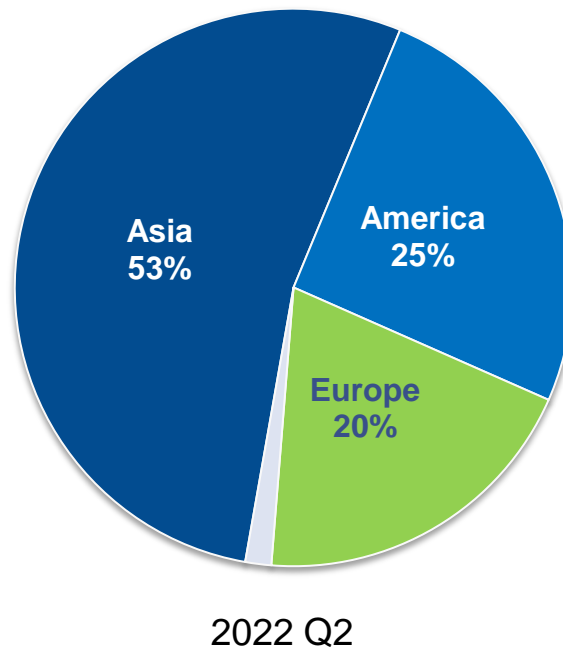
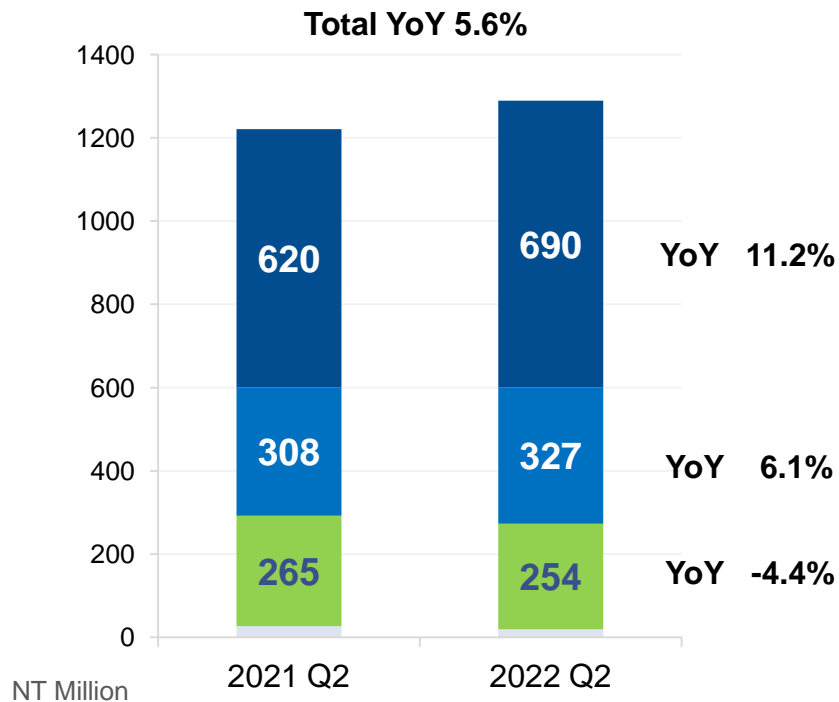
Note : Taiwan  
Consolidated  
Basis



2022 Q2

**Cabinet business accounted for 5.0% of total revenue**







# 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

Manufacturing

智慧製造解決方案

