

ATEN International

Investor Conference

Dec. 13, 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

38 Global Sales
Offices

30 Global
Showrooms

50%+

Margin Rate

4

Product Lines

650+ Patents
Awarded

1.6K

Employees
Worldwide

ATEN | Milestones





Product Introduction

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

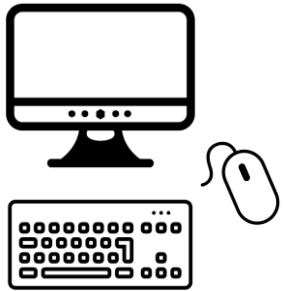
- Control System
- Management / Control Software
- Networked AV
- Presentation Switches
- Room Booking System
- Video Converters
- Video Extenders
- Video Matrix Switches
- Video Splitters
- Video Switches

USB Peripherals

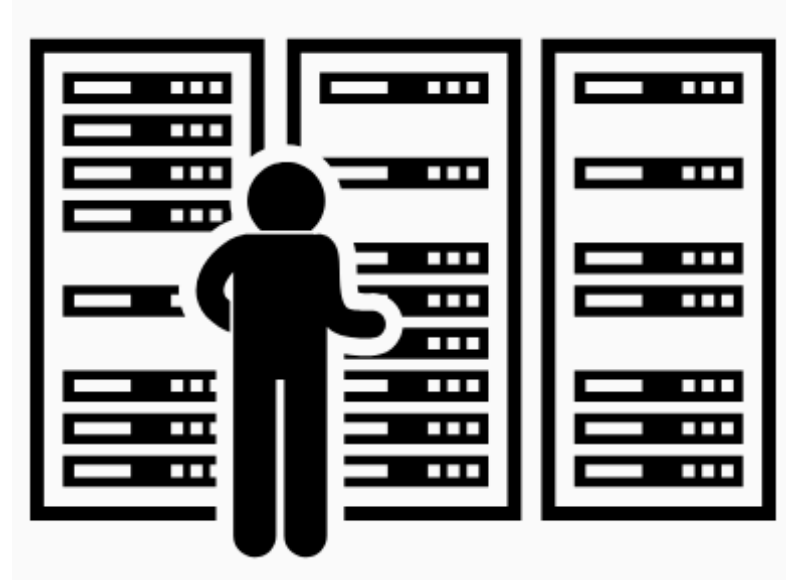
- Content Creation
- Docking Stations
- Docking Switches
- Peripheral Switches
- USB Extenders
- USB Converters / Hubs

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

Surveillance on time

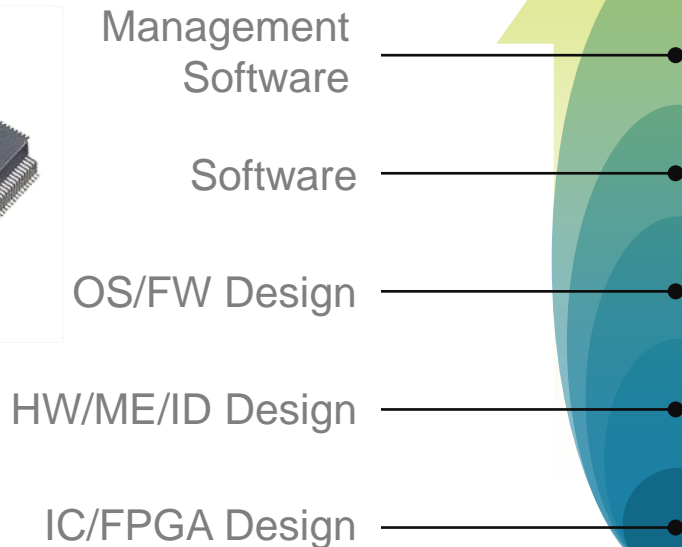
**Increase Man to
Machine Ratio**





Core Advantage

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



User-Centered
Design





ATEN Global Showroom Presence

30+

Global Showrooms

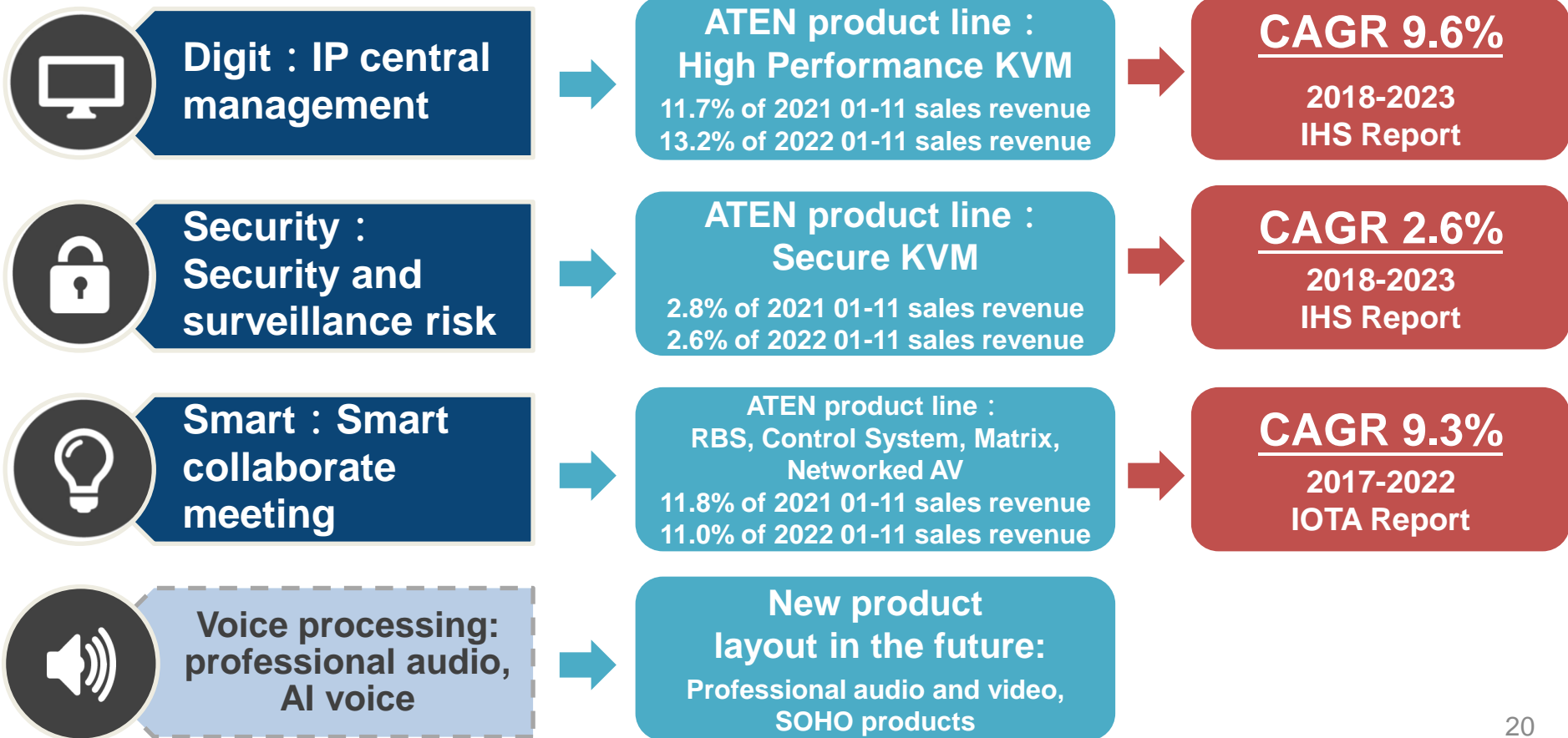
Immerse
Yourself in
Innovation





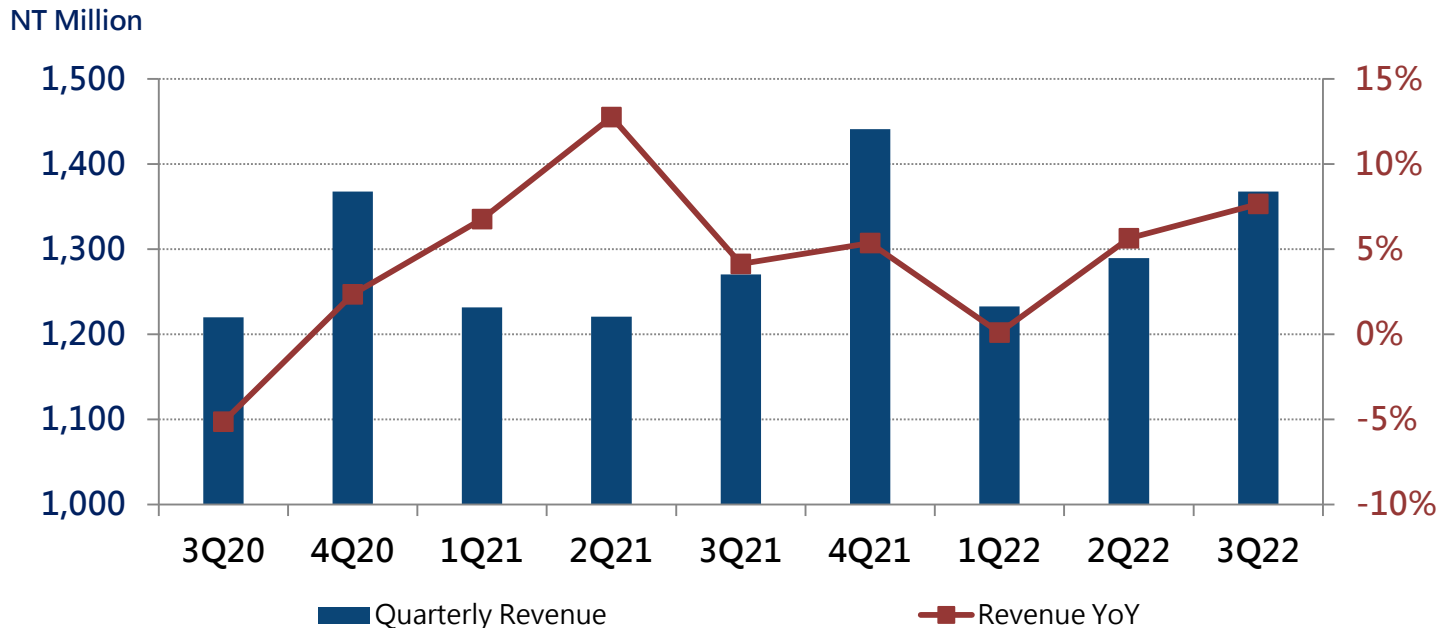
Provide IT and Pro-AV one-stop purchase solution at the same time.
ATEN exclusive advantage that no competitor can imitate.

Future Strategy

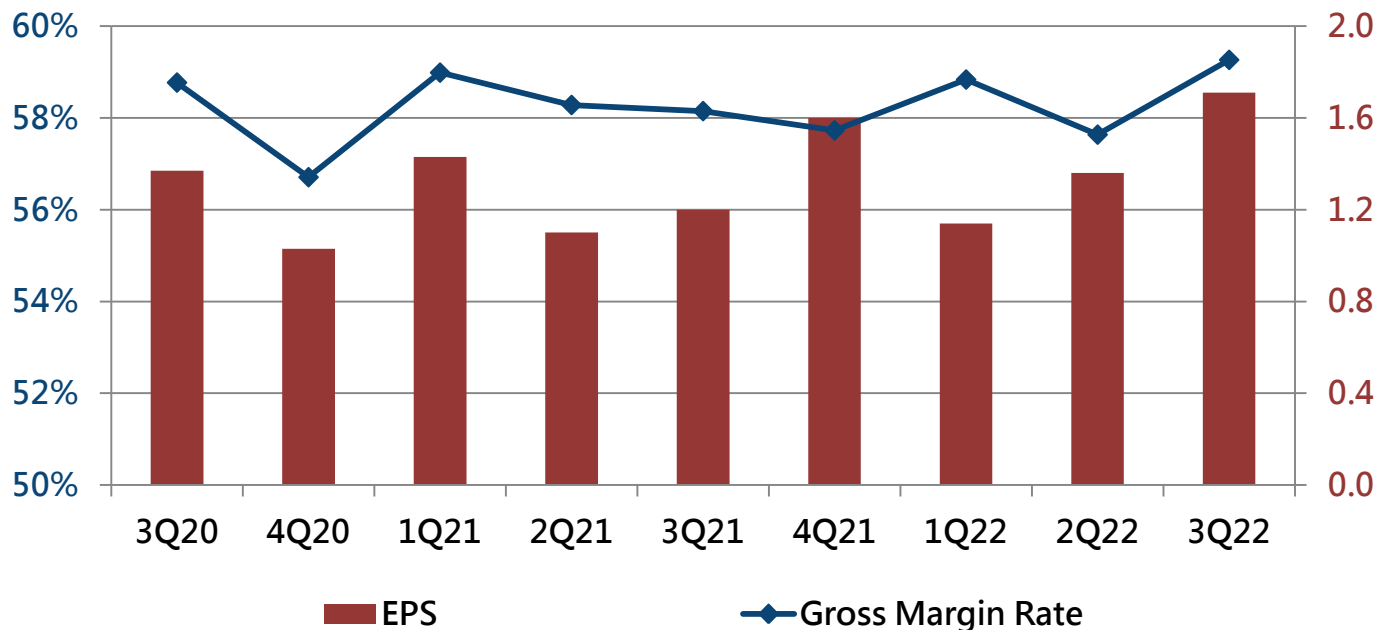


Financial Performance

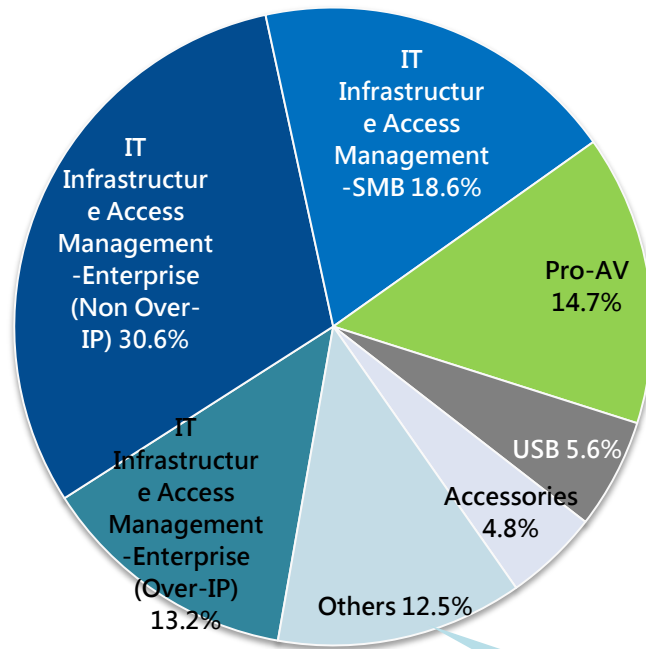
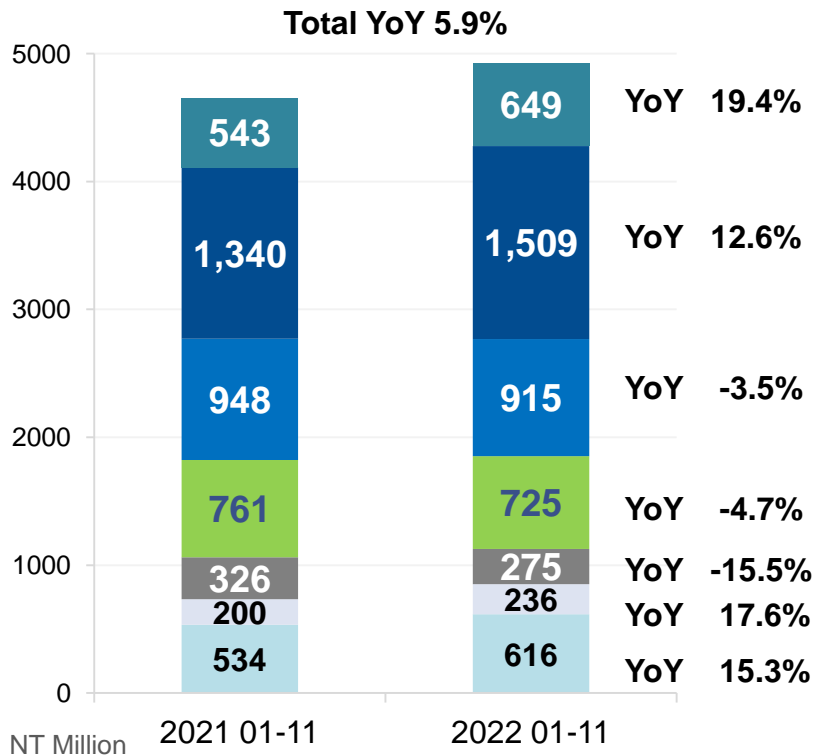
1. 3Q22 revenue hit the Q3 Record High to NT\$ 1.37b, up 7.7% YoY and up 6.1% QoQ.
2. The supply chain shortage and shipping delay became better. The Q4 sales stay positive.



1. 3Q22 gross margin rate increased to 59.3% due to the product mix.
2. 3Q22 EPS came in at NT\$1.71, compared to NT\$1.36 in 2Q22 and NT\$1.20 in 3Q21, respectively.

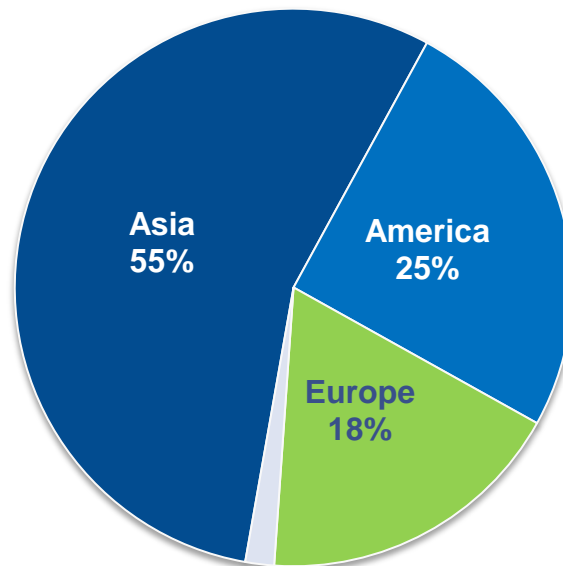
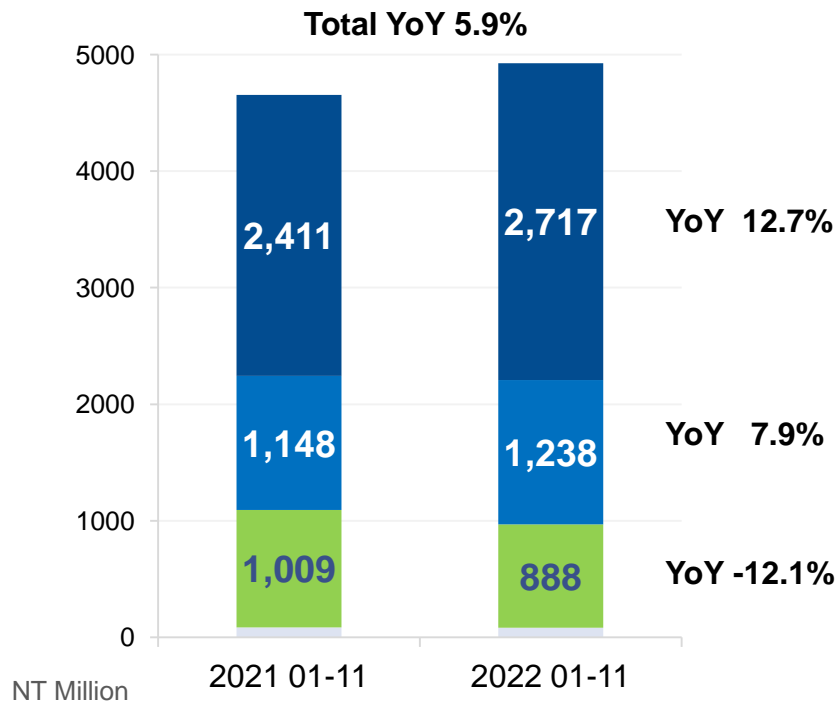


3Q22

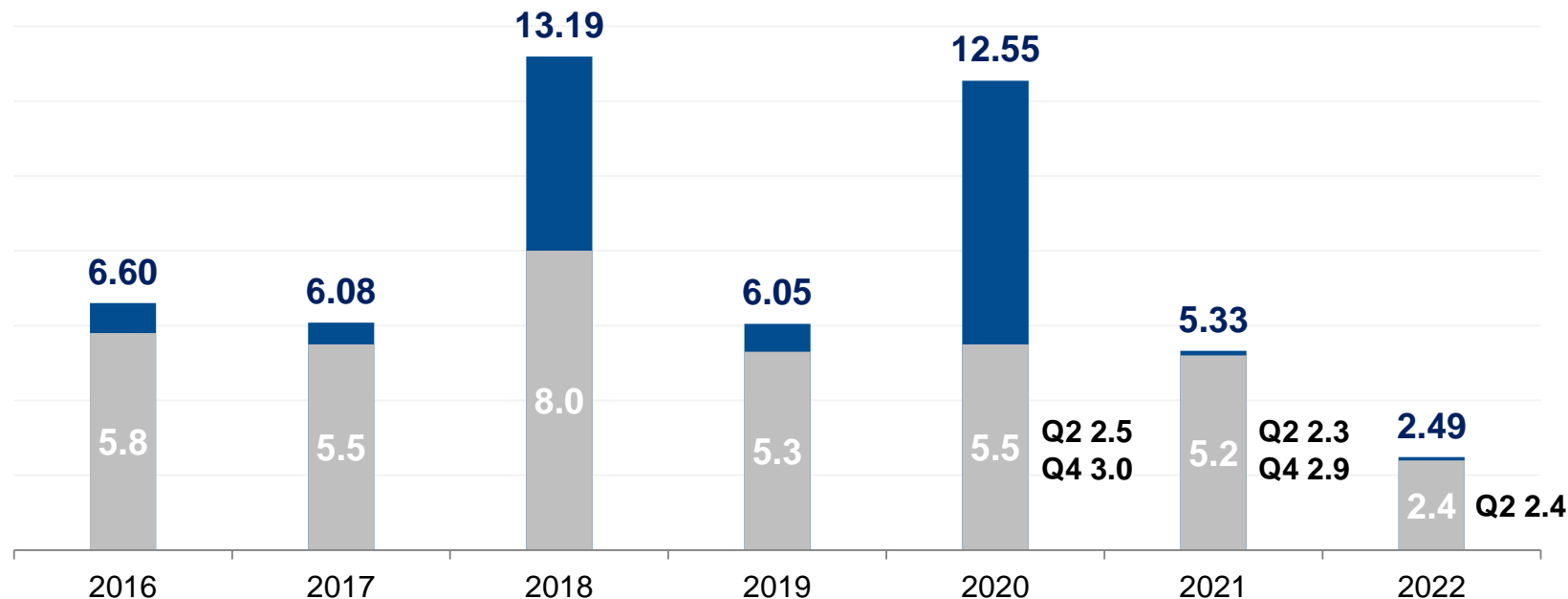


2022 01-11

Cabinet business accounted for 5.2% of total revenue



2022 01-11



■ 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 – 3Q22 (YoY)

In NT million

	3Q22		3Q21		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,368	100.0	1,270	100.0	97	8
Gross Profit	811	59.3	739	58.1	72	10
Operating Expenses	575	42.0	540	42.5	35	7
Sales Expenses	310	22.6	301	23.7	9	3
Admin. Expenses	133	9.7	122	9.6	11	9
RD Expenses	132	9.7	117	9.2	15	13
Operating Profit	236	17.2	199	15.6	37	18
Non-Operating Income and Expenses	23	1.7	2	0.2	21	923
Net Income before Tax	259	18.9	201	15.8	58	29
Tax	54	3.9	57	4.5	-3	-5
Net Income	205	15.0	144	11.4	60	42
EPS(NT\$) (After Tax)	1.71		1.20			

Note : Taiwan Consolidated Basis

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

In NT million

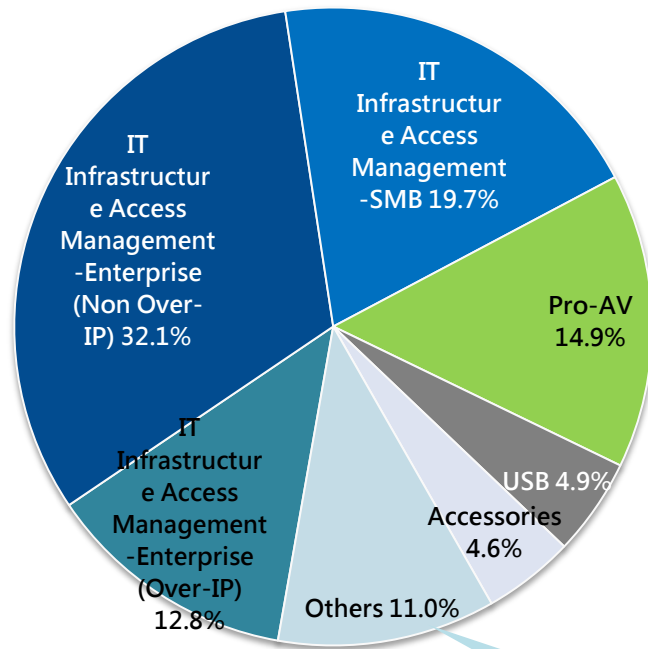
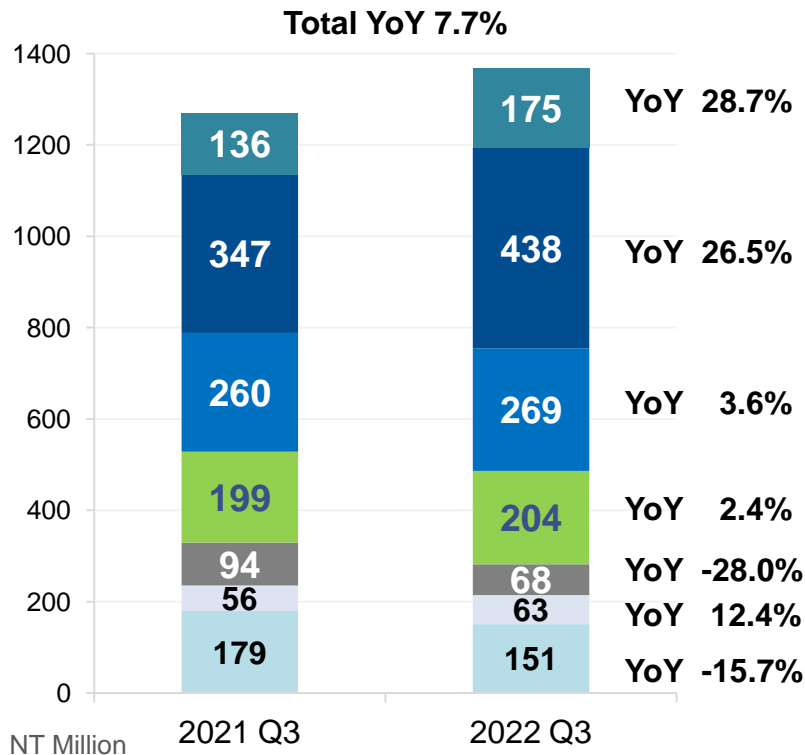
	Jan. ~ Jun. '22		Jan. ~ Jun. '21		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	3,890	100.0	3,723	100.0	168	5
Gross Profit	2,279	58.6	2,177	58.5	103	5
Operating Expenses	1,695	43.6	1,599	43.0	96	6
Sales Expenses	925	23.8	880	23.7	44	5
Admin. Expenses	384	9.9	354	9.5	30	8
RD Expenses	387	9.9	365	9.8	22	6
Operating Profit	584	15.0	578	15.5	6	1
Non-Operating Income and Expenses	41	1.0	30	0.8	11	36
Net Income before Tax	624	16.0	607	16.3	17	3
Tax	121	3.1	157	4.2	-36	-23
Net Income	503	12.9	450	12.1	53	12
EPS(NT\$) (After Tax)	4.20		3.73			

In NT Million	Sep. '22		Sep. '21		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	1,803	25	2,843	38	-1040	-37
Accounts Receivable	819	11	731	10	87	12
Inventory	1,508	21	997	13	511	51
Other Current Assets	148	2	127	2	21	17
Total Current Assets	4,278	59	4,698	62	-420	-9
Property, Plant, and Equipment	2,571	35	2,292	30	278	12
Other Non-Current Assets	457	6	551	7	-95	-17
Total Non-Current Assets	3,028	41	2,844	38	184	6
Total Assets	7,306	100	7,542	100	-236	-3
Short-term Borrowings	637	9	516	7	121	23
Accounts Payable	539	7	392	5	146	37
Other Accounts Payable	470	6	575	8	-105	-18
Other Current Liabilities	633	9	740	10	-107	-14
Total Current Liabilities	2,279	31	2,223	29	56	2
Long-term Borrowings	1	0	39	1	-38	-97
Other Non-Current Liabilities	407	6	548	7	-141	-26
Total Non-Current Liabilities	408	6	587	8	-179	-30
Total Liabilities	2,687	37	2,810	37	-123	-4
Total Equity	4,619	63	4,732	63	-113	-2
Receivable turnover days	59		55			
Inventory turnover days	215		183			
Payable turnover days	83		67			

Cash Flow – From Jan.- Sep. 2022 YoY

In NT Million	Jan.~ Sep. '22	Jan.~ Sep. '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	281	921
Non cash adjustments to reconcile profit and loss	624	607
Financial assets at fair value through profit or loss, mandatorily measured	+49	+532
Inventory	174	141
Account Receivable	232	389
Account Payable	-491	-41
Other Operation Sources / (Uses)	52	38
	104	54
	-414	-267
From Investing	Including Trading Financial Assets	Including Trading Financial Assets
Acquisition of property, plant, and equipment	-79	231
Acquisition of financial assets at fair value through other comprehensive income	-70	-191
Other Investing Sources / (Uses)	+153	+158
	-6	0
	-3	-40
From Financing	-346	-700
Short-Term and Long-Term Borrowings	96	-253
Payment of lease liabilities	-82	-75
Cash Dividends	-346	-358
Interest paid	-13	-14
Effect of exchange rate changes on cash and cash equivalents	2	-55
Cash and cash equivalents at end of period	1,422	877
Free Cash Flow	202	690

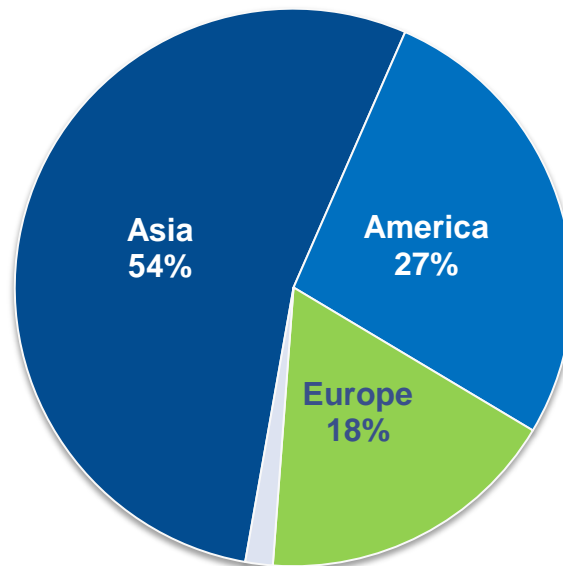
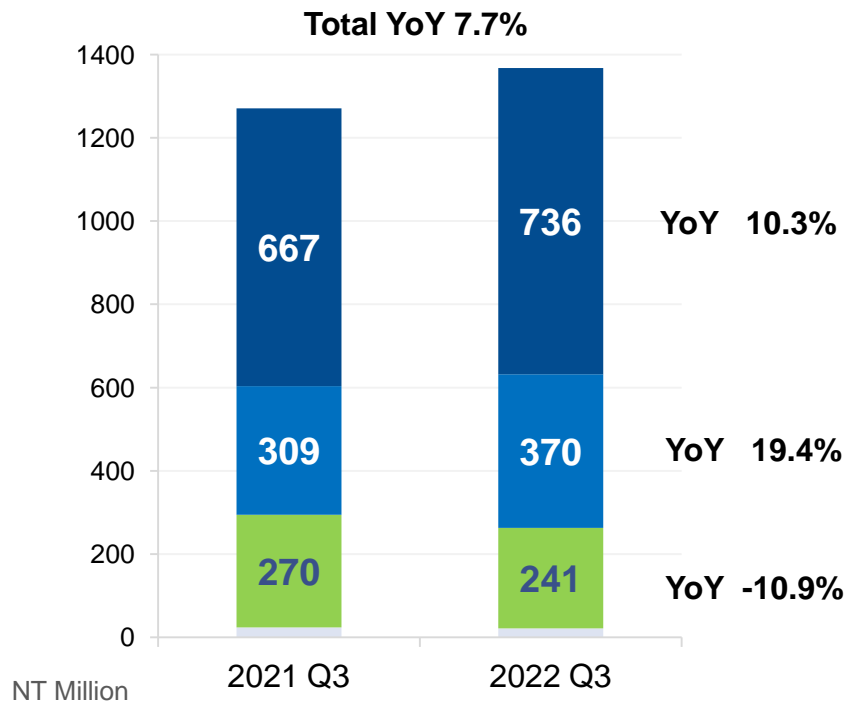
Note : Taiwan
Consolidated
Basis



2022 Q3

**Cabinet business
accounted for 4.1%
of total revenue**





2022 Q2





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

