



ATEN International

May , 2019



TWSE 6277

Company Profile

#1

Global KVM
Market Leader

40

Years of
Excellence

1.6k

Employees
Worldwide

50%+

Gross Margin Rate

TOP35

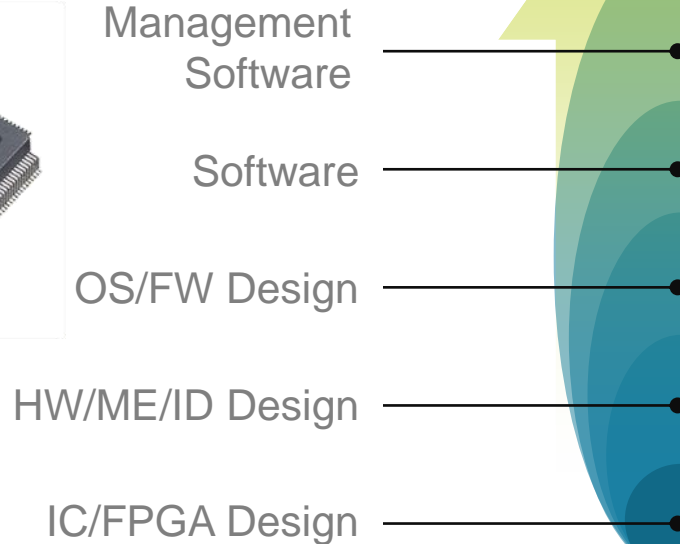
Best Taiwan Global Brand

570+

Patents Awarded

Core Advantage

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



User-Centered
Design

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 Office
Poland Subsidiary

America
US Subsidiary (CA)
US Subsidiary (NJ)

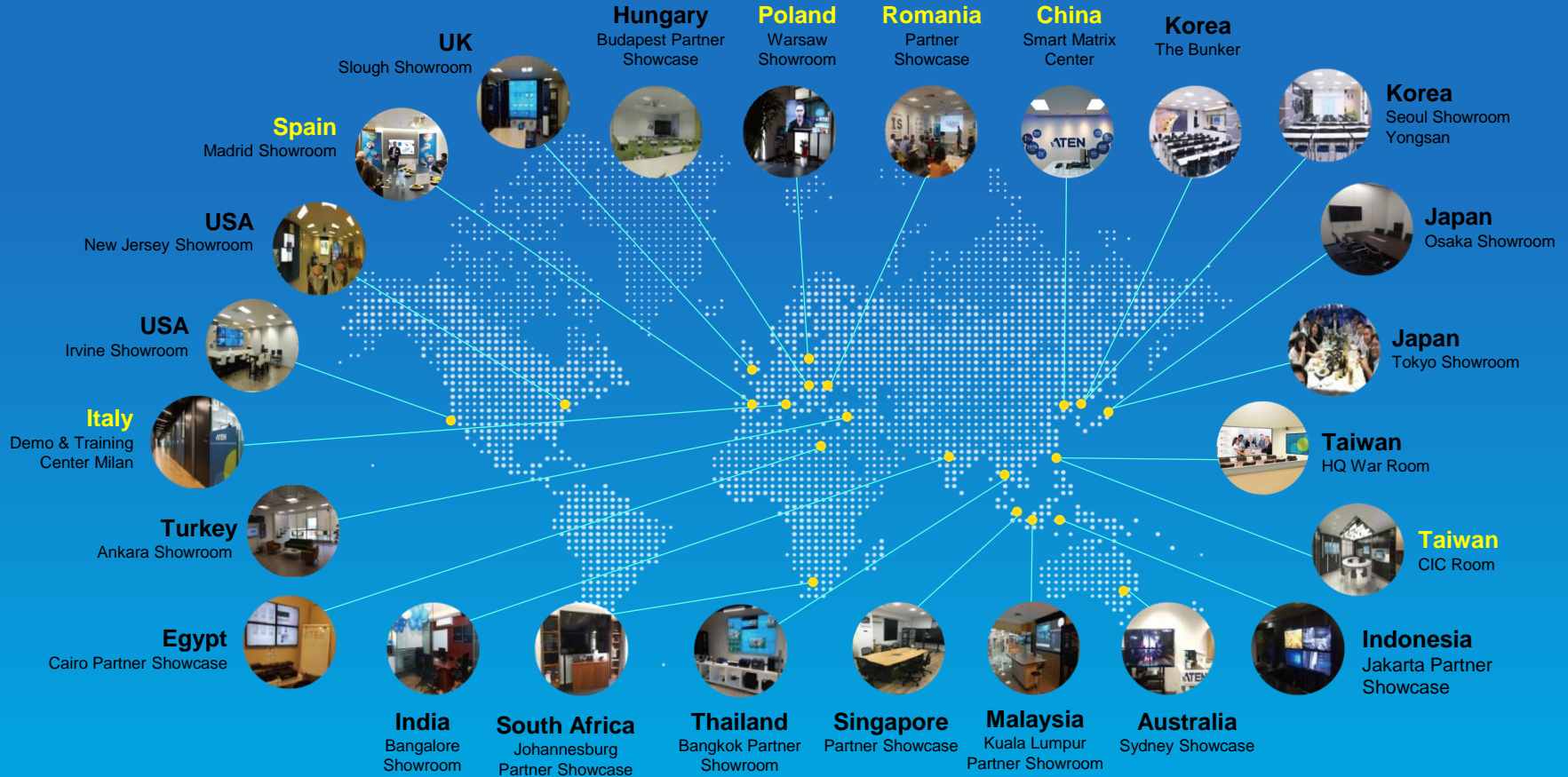
Oceania
ANZ Subsidiary

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

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.



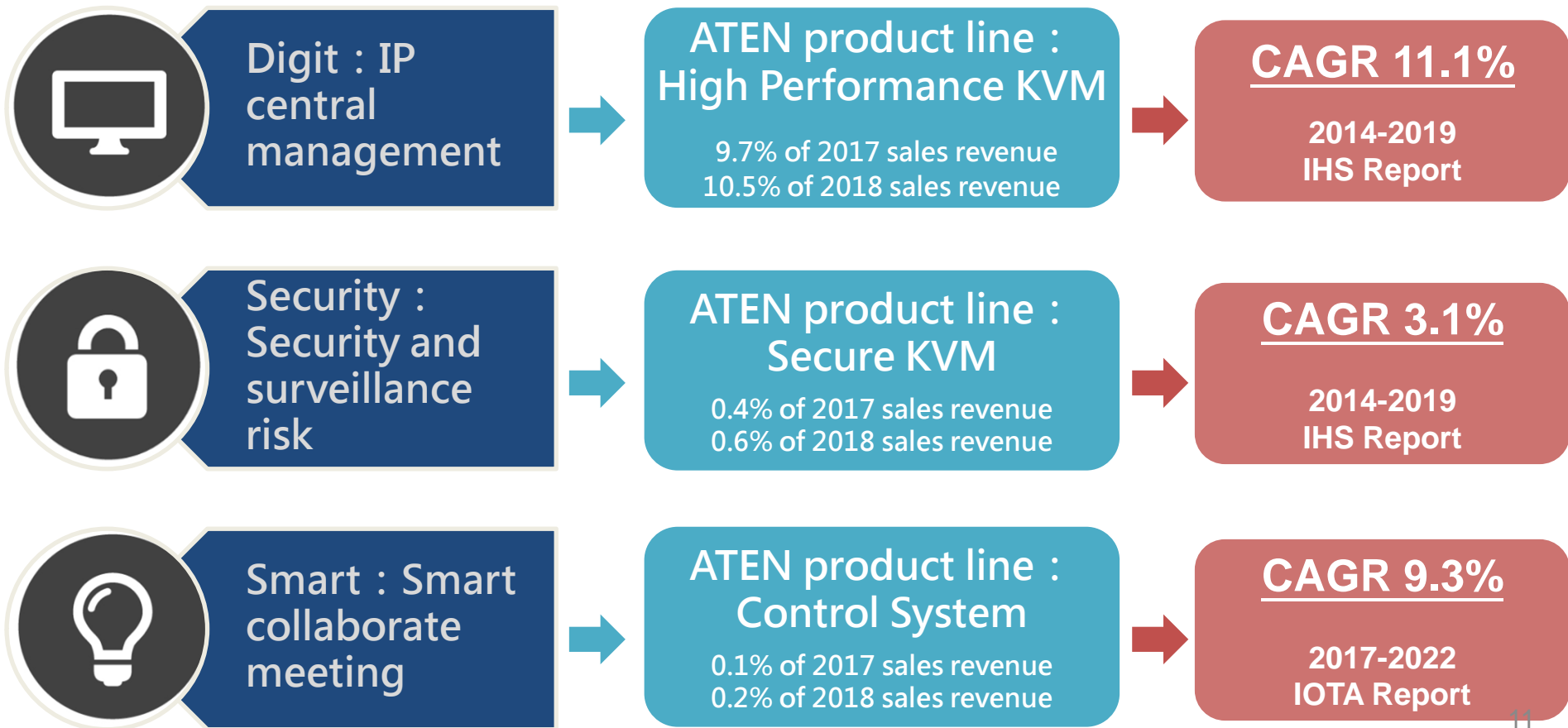

J.P.Morgan







Future Strategy





**Office
Desktop**



Broadcasting



**Control
Room**



**Server Room
Management**



**Factory
Product
Line**



Smart
Meeting
Room



Control
Room



Interactive
Classroom



Digital
Signage



Financial Performance

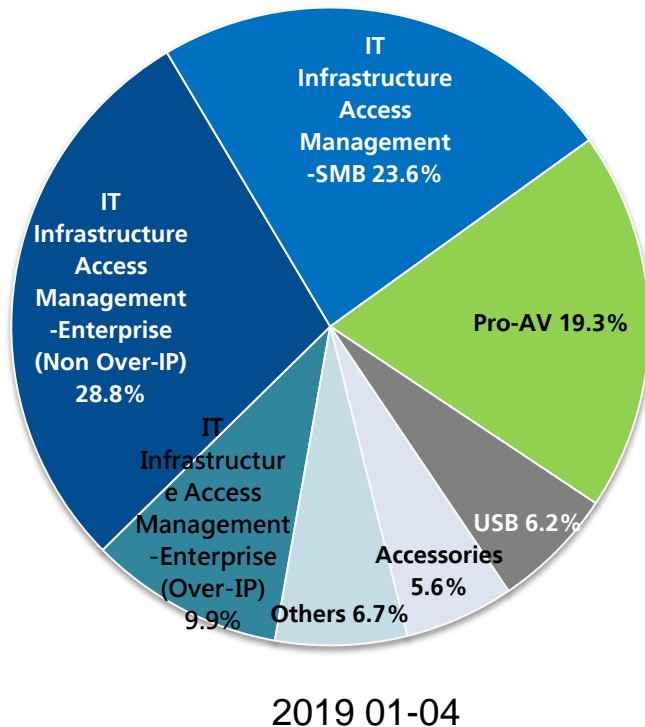
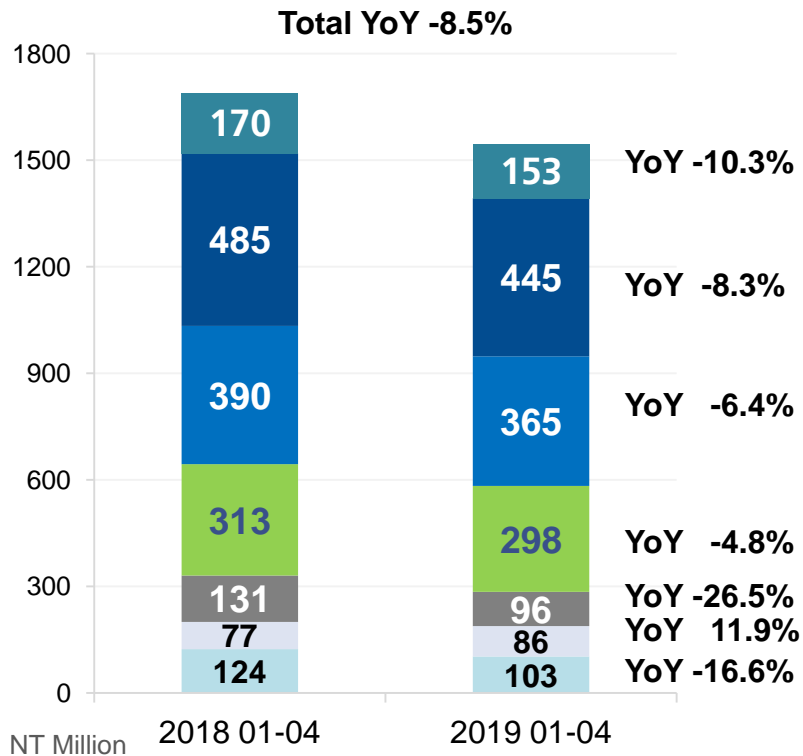
Consolidated Statements of Comprehensive Income – 1Q19 (YoY)

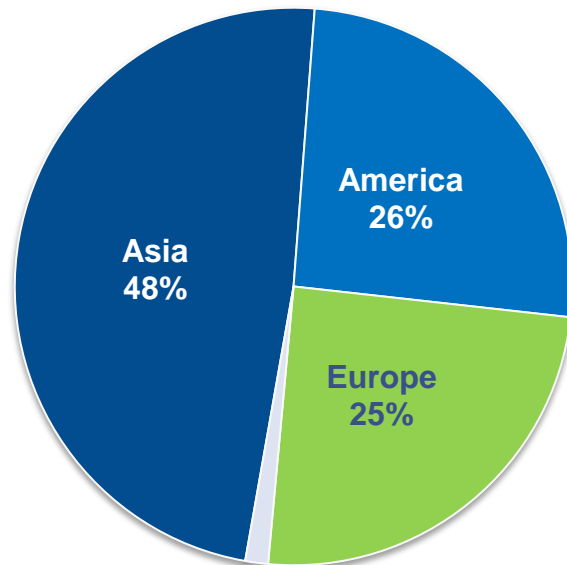
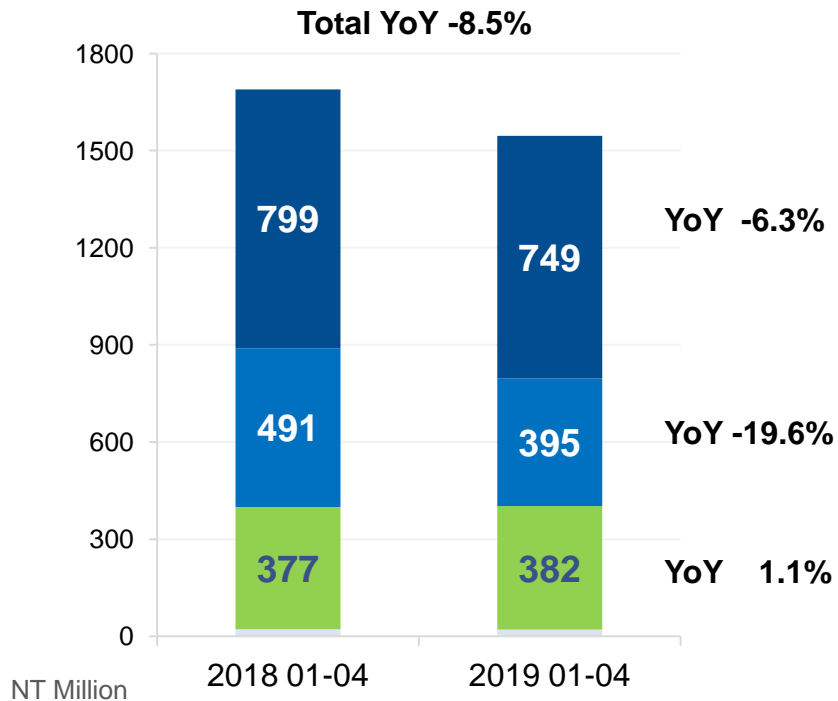
In NT million

	1Q19		1Q18		YoY	
	Amount	%	Amount	%	Amount	%
Net Sales	1,156	100.0	1,273	100.0	-118	-9.2
Gross Profit	690	59.7	757	59.4	-67	-8.8
Operating Expenses	542	46.9	507	39.8	35	6.9
Sales Expenses	295	25.5	268	21.1	26	9.9
Admin. Expenses	124	10.7	123	9.6	1	1.0
RD Expenses	123	10.7	116	9.1	7	6.2
Operating Profit	148	12.8	250	19.6	-102	-40.8
Non-Operating Income and Expenses	10	0.9	14	1.1	-4	-29.7
Net Income before Tax	158	13.7	264	20.8	-106	-40.2
Tax	42	3.6	77	6.1	-36	-46.2
Net Income	117	10.1	187	14.7	-70	-37.6
EPS(NT\$) (After Tax)	0.98		1.54		-0.56	

In NT Million	Mar. '19		Mar. '18		YoY	
	Amount	%	Amount	%	Amount	%
Cash and Financial Assets	2,607	37	1,740	29	867	50
Accounts Receivable	696	10	703	12	-7	-1
Inventory	1,097	16	907	15	190	21
Other Current Assets	99	1	97	2	2	2
Total Current Assets	4,499	64	3,446	58	1052	31
Property, Plant, and Equipment	1,977	28	2,018	34	-41	-2
Other Non-Current Assets	566	8	499	8	67	13
Total Non-Current Assets	2,544	36	2,518	42	26	1
Total Assets	7,042	100	5,964	100	1078	18
Short-term Borrowings	646	9	506	8	140	28
Accounts Payable	393	6	498	8	-105	-21
Other Current Liabilities	820	12	692	12	128	19
Total Current Liabilities	1,860	26	1,696	28	164	10
Long-term Borrowings	23	0	34	1	-11	-32
Other Non-Current Liabilities	453	6	335	6	118	35
Total Non-Current Liabilities	476	7	369	6	107	29
Total Liabilities	2,335	33	2,065	35	270	13
Total Equity	4,707	67	3,899	65	808	21
Receivable turnover days	56		51			
Inventory turnover days	211		152			
Payable turnover days	85		85			

In NT Million	Jan.~ Mar. ' 19	Jan.~ Mar. '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	+68 158	+150 264
Depreciation and Amortization	36	23
Investment income under equity method	-6	-11
Financial assets held for trading	-498	-148
Inventory	-39	-90
Other Operation Sources / (Uses)	-82	-36
From Investing	Including Trading Financial Assets	Including Trading Financial Assets
Property, plant and equipment	+57 -6	-164 -14
Disposal of Investment income under equity method	561	0
Other Investing Sources / (Uses)	0	-3
From Financing	-135	-236
Short-Term Borrowings	-111	-229
Long-Term Borrowings	-3	-3
Other Financing Sources / (Uses)	-22	-4
Effect of exchange rate changes on cash and cash equivalents	5	11
Cash and cash equivalents at end of period	686	601
Free Cash Flow	125	-14





2019 01-04



COMPUTEX
TAIPEI

📅 **Date : May 28 - June 1, 2019**

📍 **Location : Taipei Nangang Exhibition Center, Hall 2**

📍 **Booth No. : P0514**

📍 **Must-See Solution : High-Tech Production Line, TV Studio
Control Room, Air Traffic Control, Collaborative Spaces**



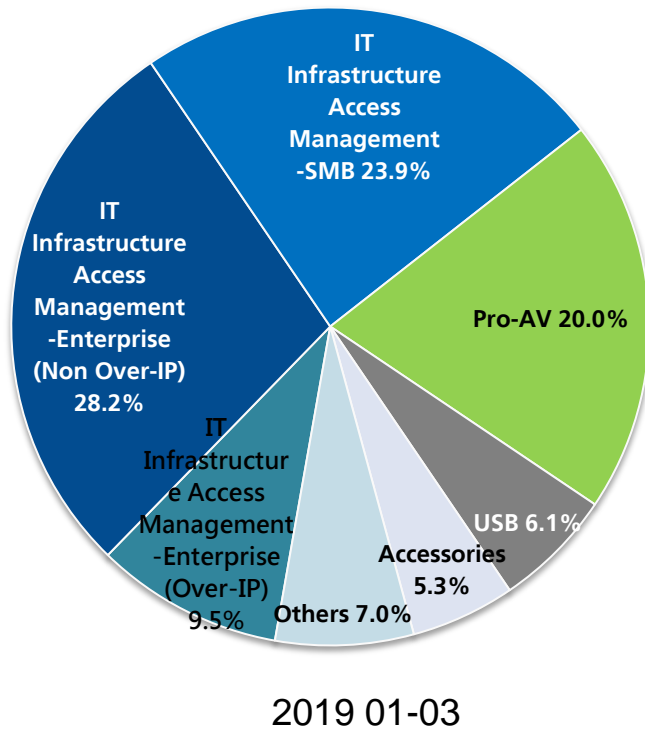
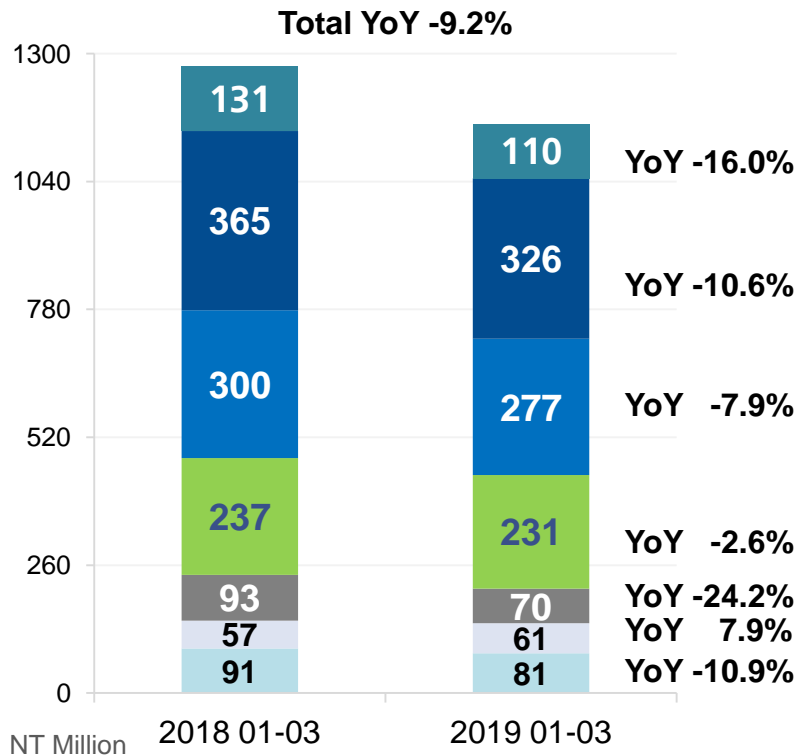
Q&A

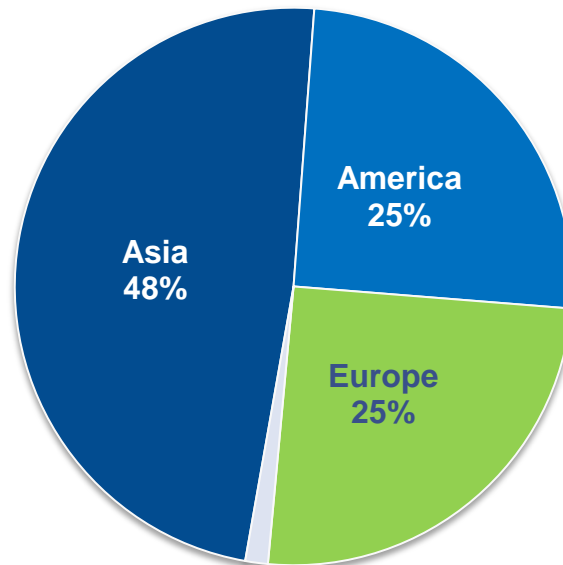
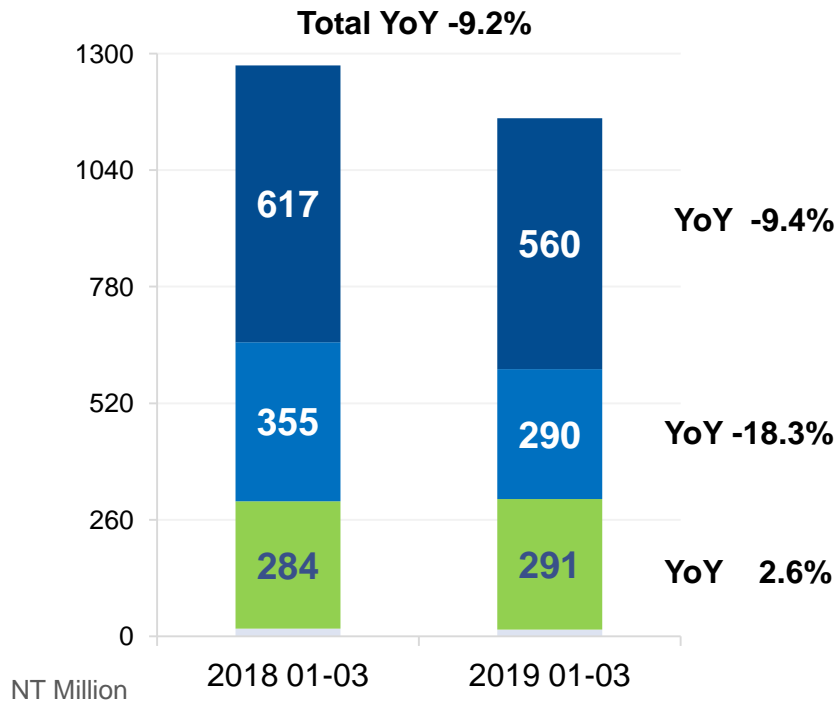
We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections 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





2019 01-03