



ATEN International



TWSE 6277

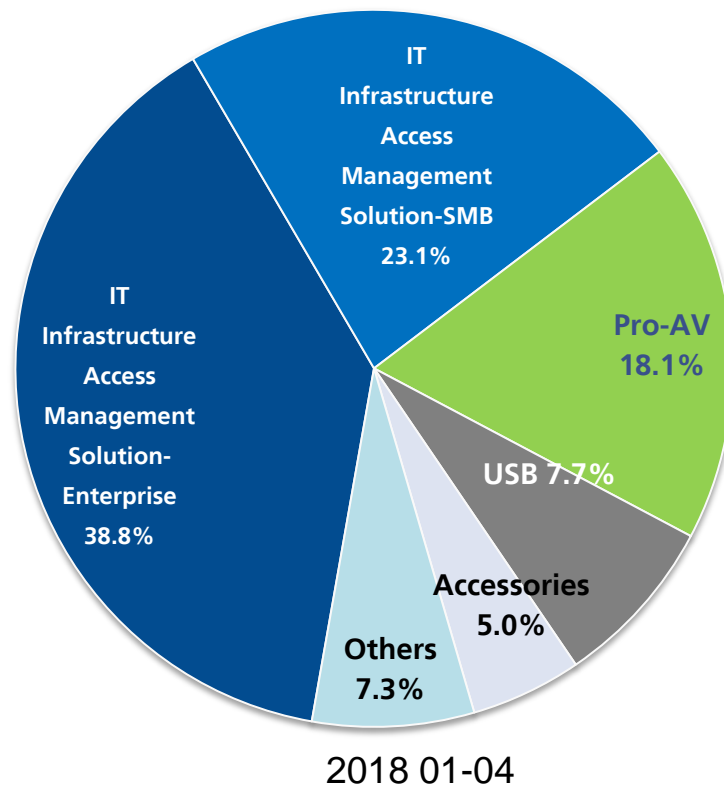
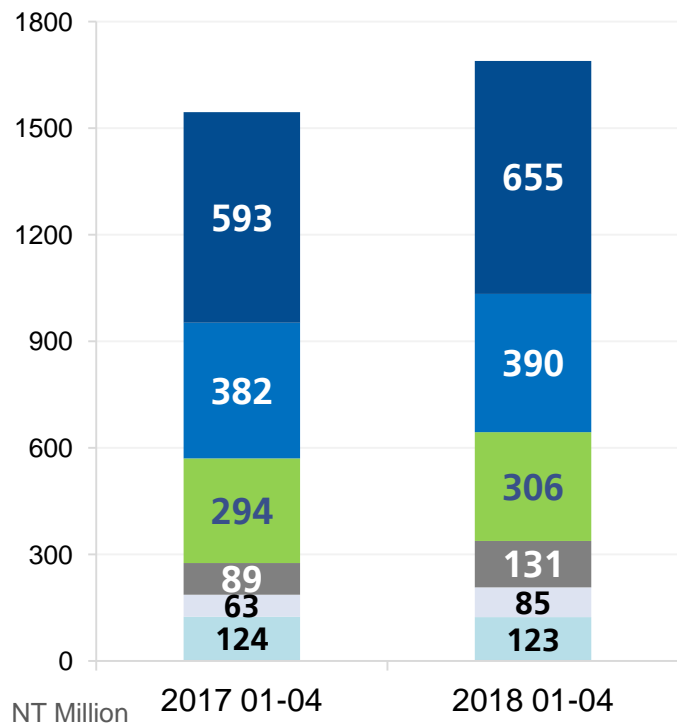
Financial Performance

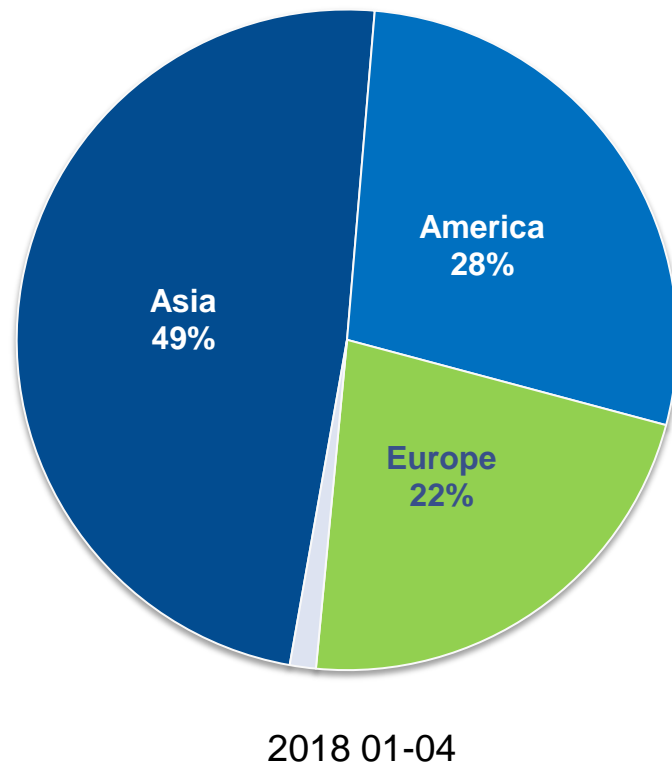
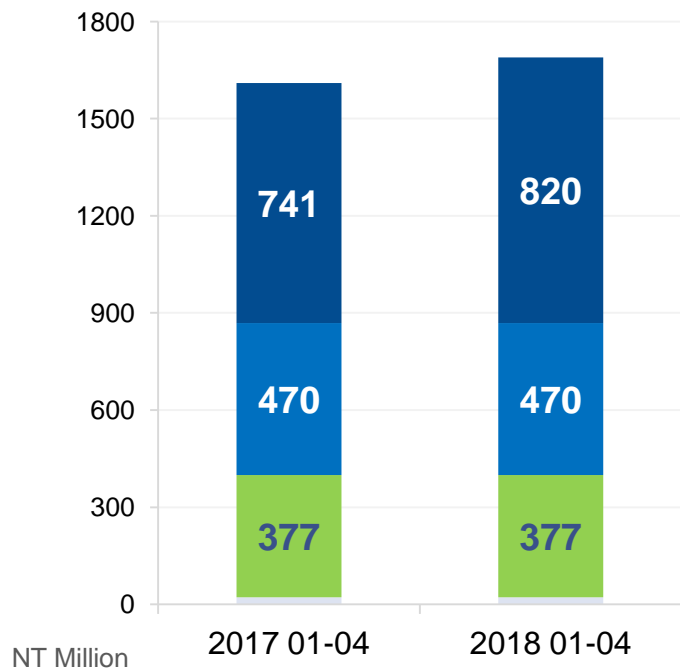
In NT million	Jan. ~ Mar. '18		Jan. ~ Mar. '17		YoY
	Amount	%	Amount	%	%
Net Sales	1,273	100	1,192	100	7
COGS	517	41	475	40	9
Gross Profit	757	59	717	60	6
Operating Expenses	507	40	494	41	3
Sales Expenses	268	21	247	21	8
Admin. Expenses	123	10	137	12	-11
RD Expenses	116	9	109	9	7
Operating Profit	250	20	224	19	12
Non-Operating Income and Expenses	14	1	11	1	26
Net Income before Tax	264	21	235	20	13
Tax	77	6	52	4	48
Net Income	187	15	182	15	2
Net Income Attributable to the parent company	184	14	181	15	2
EPS(NT\$) (After Tax)	1.54	-	1.52	-	1

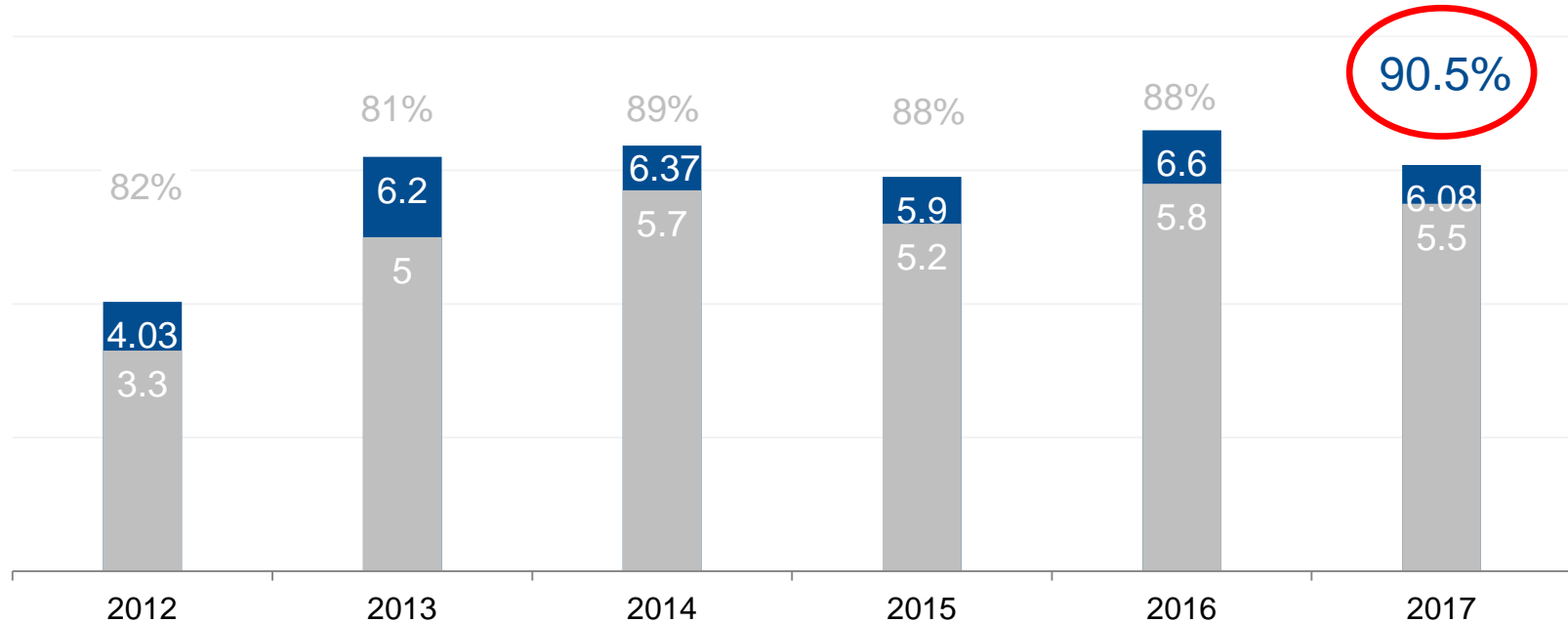
In NT million	Mar. '18		Mar. '17		YoY
	Amount	%	Amount	%	%
Cash and Financial Assets	1,740	29	1,853	31	-6
Accounts Receivable	703	12	622	11	13
Inventory	907	15	799	14	14
Other Current Assets	97	2	80	1	21
Total Current Assets	3,446	58	3,354	57	3
Property, Plant, and Equipment	2,018	34	2,021	34	0
Other Non-Current Assets	499	8	522	9	-4
Total Non-Current Assets	2,518	42	2,543	43	-1
Total Assets	5,964	100	5,897	100	1
Short-term Borrowings	506	8	609	10	-17
Accounts Payable	498	8	420	7	19
Other Current Liabilities	692	12	632	11	9
Total Current Liabilities	1,696	28	1,661	28	2
Long-term Borrowings	34	1	45	1	-24
Other Non-Current Liabilities	335	6	345	6	-3
Total Non-Current Liabilities	369	6	390	7	-5
Total Liabilities	2,065	35	2,051	35	1
Total Equity	3,899	65	3,846	65	1
Receivable turnover days	51		47		
Inventory turnover days	152		151		
Payable turnover days	85		76		

Note : Taiwan Consolidated Basis

In NT million	Jan.~ Mar. '18	Jan.~ Mar. '17
	Amount	Amount
Cash and cash equivalents at beginning of period	840	795
From Operating	2	150
Net Profit before Tax	264	235
Depreciation and Amortization	23	21
Investment income under equity method	-11	-8
Financial assets held for trading	-148	-64
Inventory	-90	-25
Other Operation Sources / (Uses)	-36	-9
From Investing	-17	-21
Property, plant and equipment	-14	-21
Other Investing Sources / (Uses)	-3	0
From Financing	-236	-49
Short-Term Borrowings	-229	-43
Long-Term Borrowings	-3	-2
Other Financing Sources / (Uses)	-4	-3
Effect of exchange rate changes on cash and cash equivalents	11	-44
Cash and cash equivalents at end of period	601	831
Free Cash Flow	-14	129



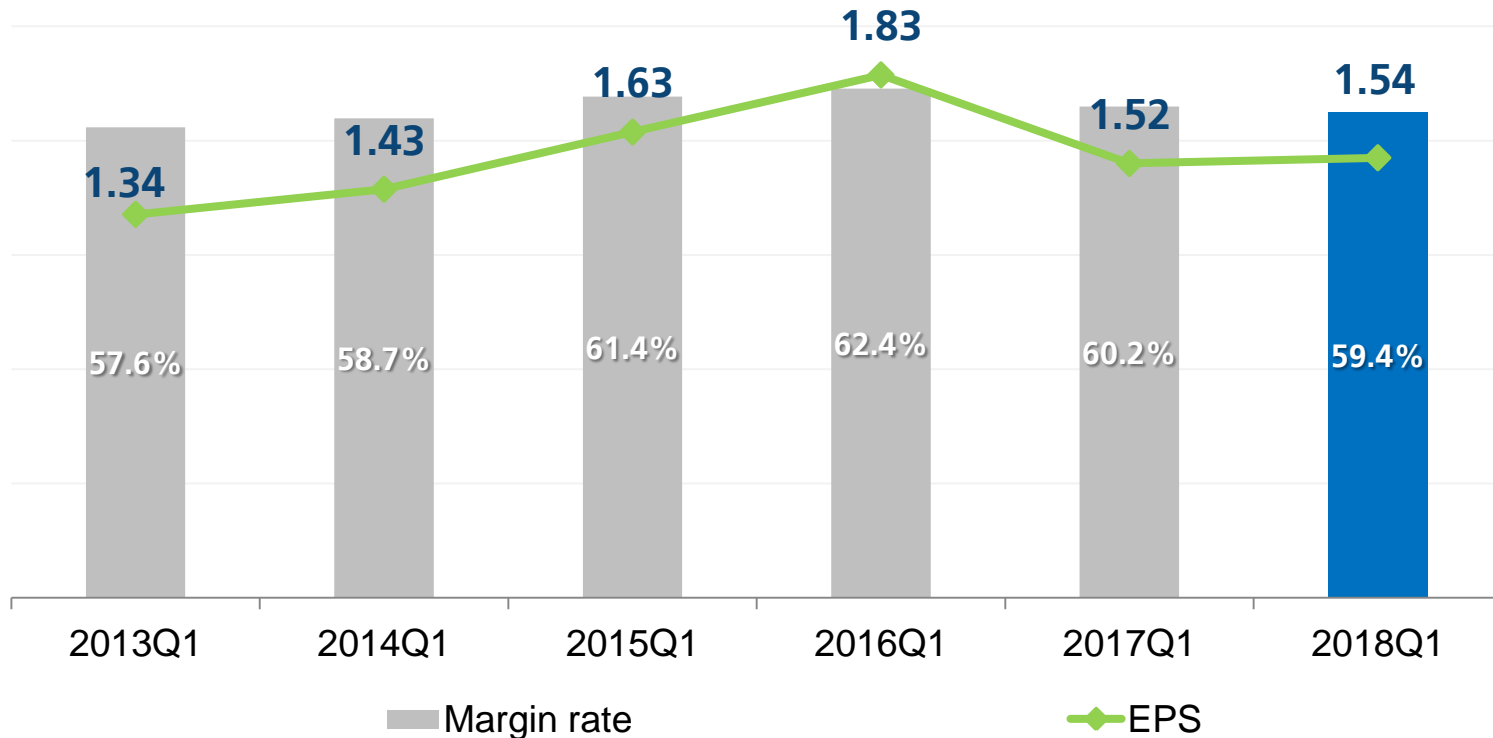




■ EPS
■ Cash Dividend (per share)

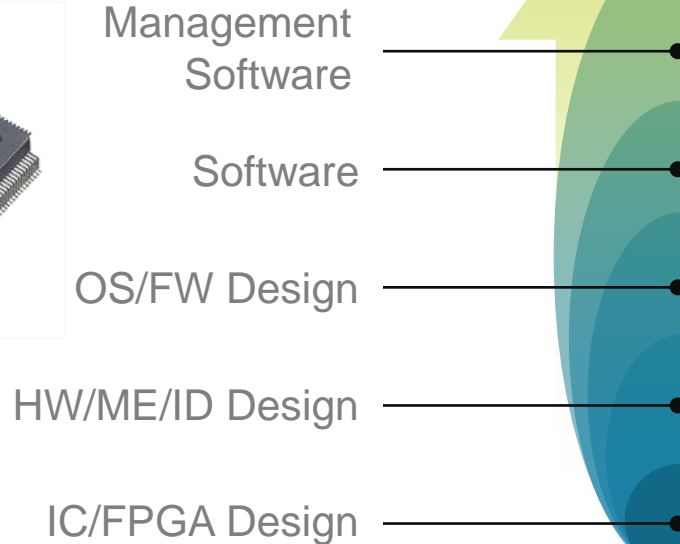
2017 Cash dividend payout ratio hits record high for the last 10 years !

Both profit and margin rate maintain excellent performance !



Core Advantage

Get the know-how
Outstanding margin performance



User-Centered
Design



Worldwide Presence

Localized Service



Corporate Headquarters
Taiwan

Asia-Pacific
China Subsidiary*
Taiwan Subsidiary*
Japan Subsidiary*
Korea Subsidiary*
India Office(2017)*

Europe
Belgium Subsidiary*
UK Subsidiary
Russia Office*
Turkey Office(2016)*
Poland Subsidiary(2017)*

America
US Subsidiary (CA)
US Subsidiary (NJ)*

Oceania
ANZ Subsidiary

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

* Show room set up between 2017-2018



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



Digit : IP central
management



ATEN product line :
High Performance
KVM



Security : Security
and surveillance risk



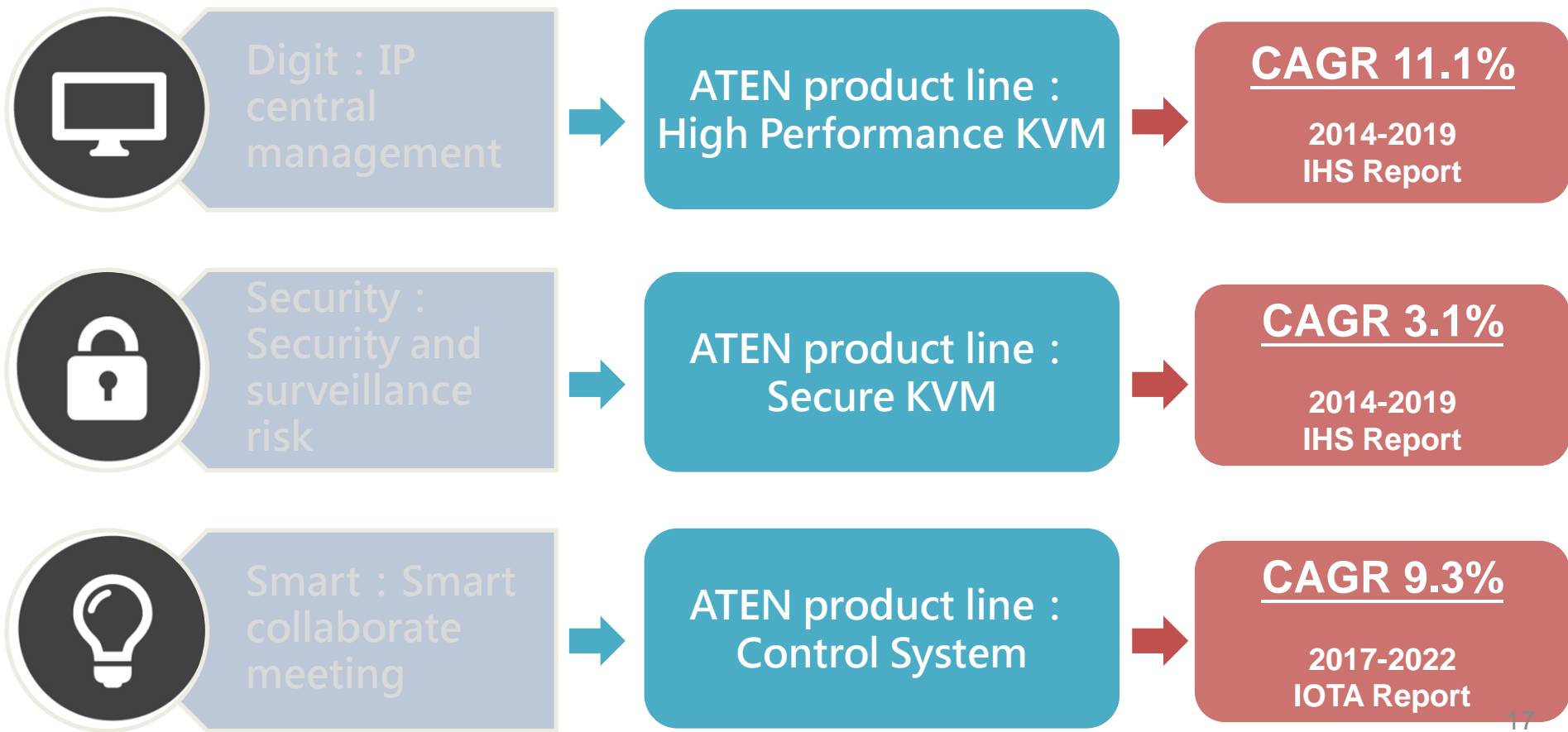
ATEN product line :
Secure KVM



Smart : Smart
collaborate meeting



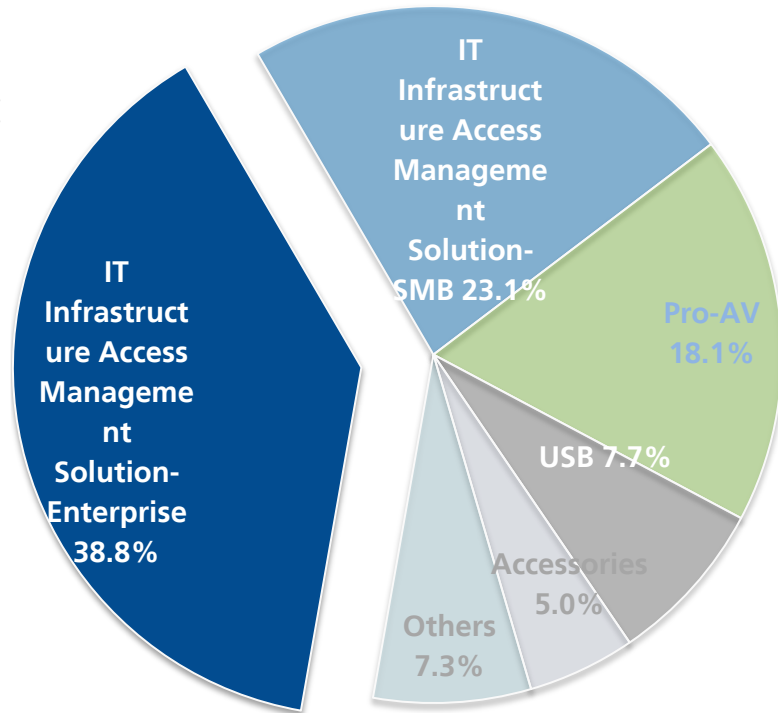
ATEN product line :
Control System



KVM-Enterprise growth momentum :

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

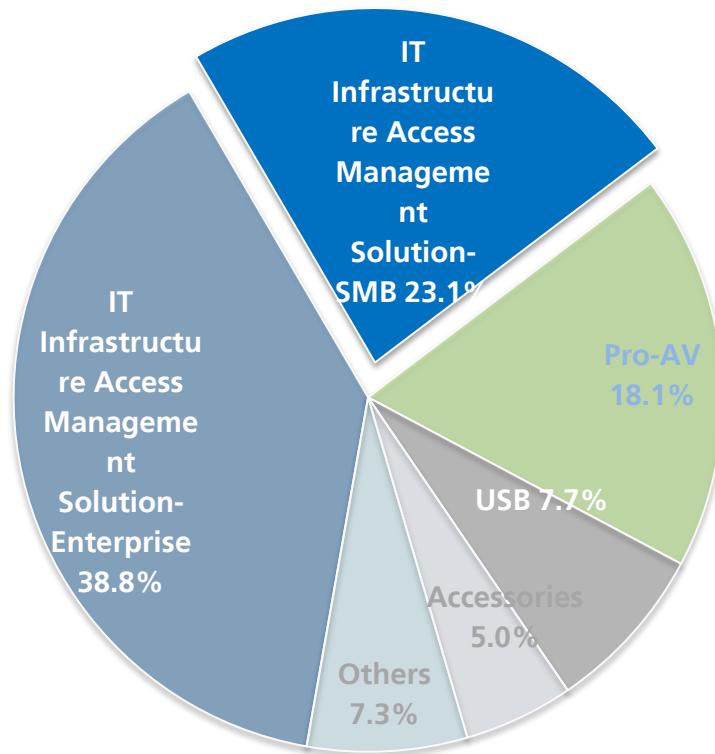
Raise the market share of High Performance and Secure KVM !



KVM-SMB growth momentum :

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

ATEN is No. 1 vendor at the KVM-SMB market !





Office
Desktop



Broadcasting



Control
Room



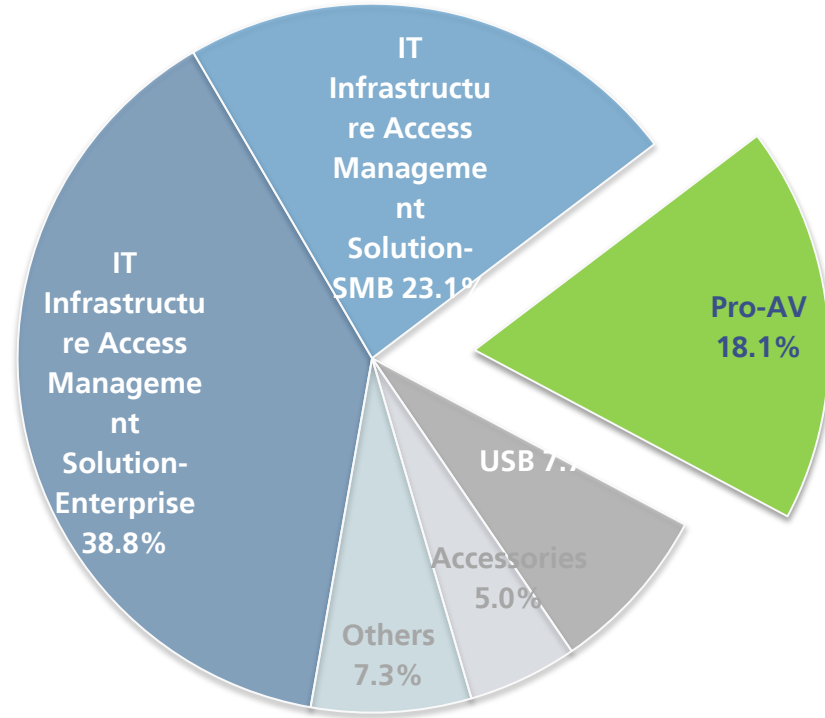
Server Room
Management



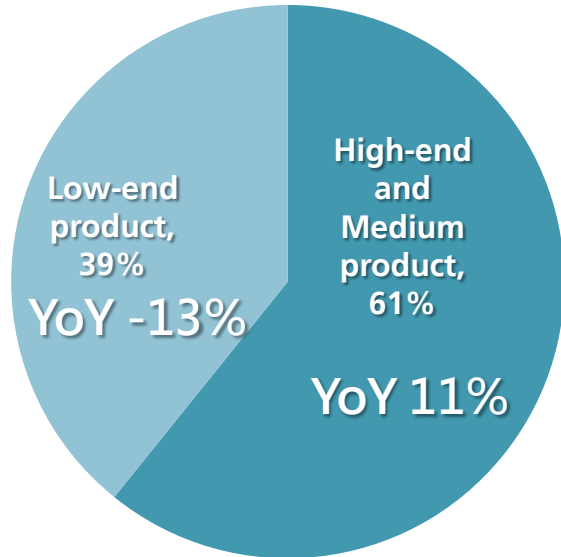
Factory
Product
Line

Pro-AV growth momentum :

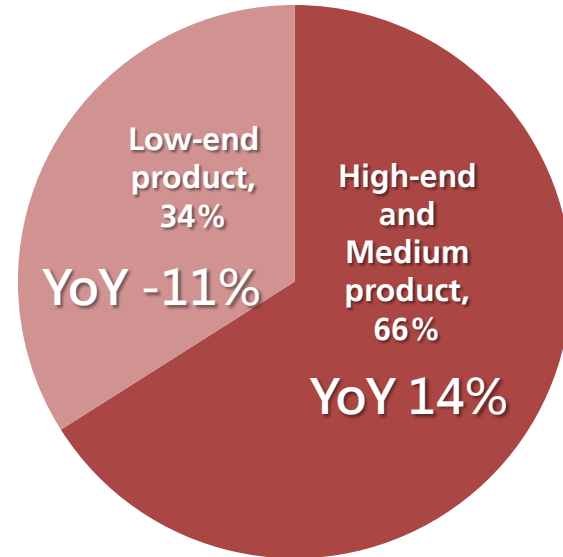
- 1. HDBaseT Matrix product**
- 2. Networked AV**
- 3. Seamless Switch (1080P→4K)**
- 4. Control System**
- 5. Presentation Switch**



2017



2018 01-04



Product category shifts to high-end products



Smart
Meeting
Room



Control
Room



Interactive
Classroom

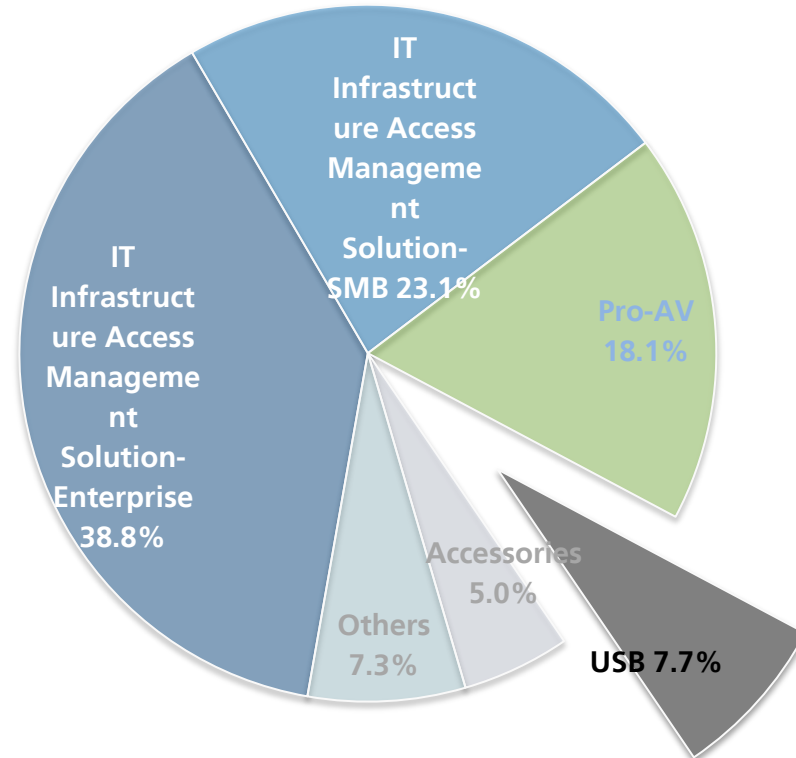


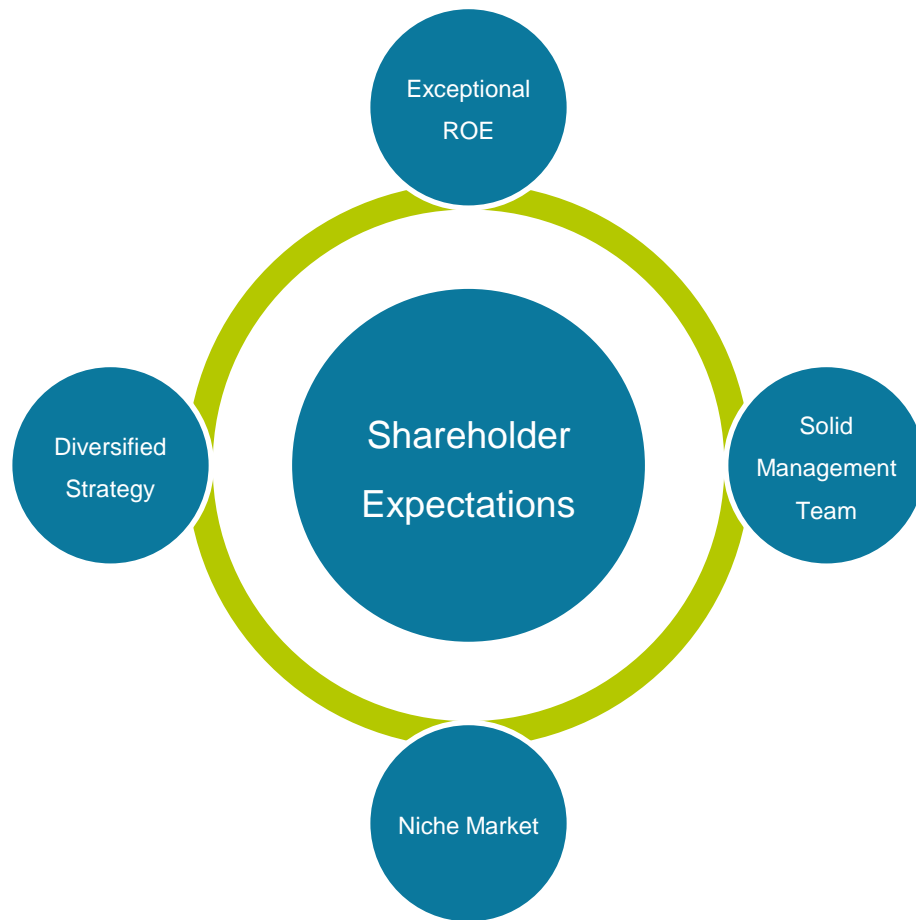
Digital
Signage



USB growth momentum :

1. USA marketing Channels expand
2. Docking station demand





QA

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.