



# 日盛證券太陽獅 驕陽似火大中華夏季論壇

謝宜玲

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# Agenda

- 專注工業物聯網與工業4.0
- 艾訊集團組織與經營策略
- Financial Result
- Recent Update

# 專注工業物聯網與工業4.0

## Focus on Industrial IoT & Industrial 4.0

工業4.0(Industry 4.0)源自於德國政府在2011年推出的計畫  
工業物聯網是由GE在2012年提出的Industrial Internet一詞演變，重點在機器設備關鍵資料的蒐集傳輸、分析與決策反應  
提升製造或工廠數位化能力是未來大趨勢

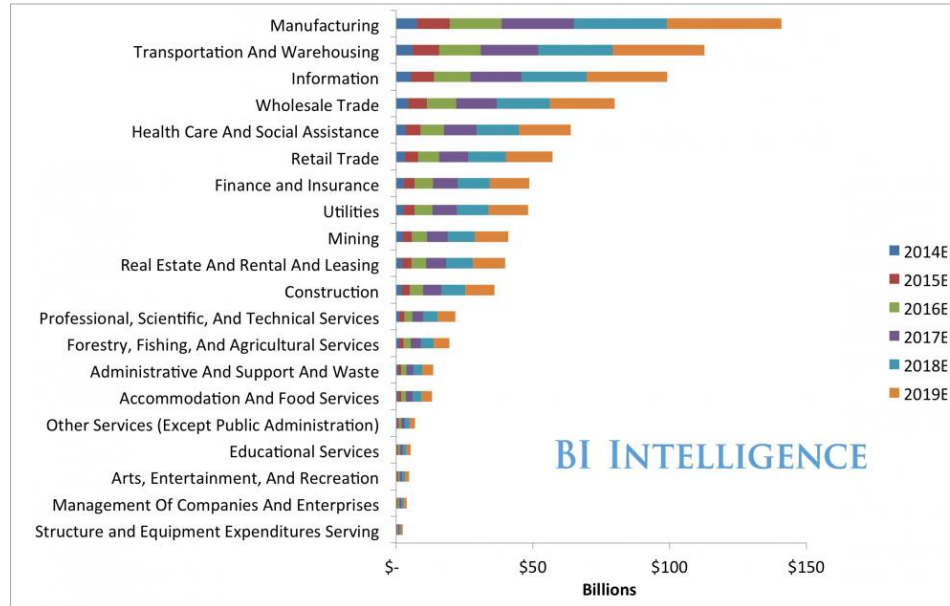
## Industrial IoT Market worth 195.47 Billion USD by 2022

According to the new market research report “**Industrial IoT Market by Device & Technology** (Sensors, RFID, Industrial Robotics, DCS, Condition Monitoring, Smart Meters, AHS, Camera System, Networking Technologies), Software (PLM Systems, MES, SCADA), Vertical, and Geography - Global Forecast to 2022”, the IIoT market is expected to grow from USD 113.71 Billion in 2015 to reach **USD 195.47 Billion by 2022**, at a CAGR of 7.89% between 2016 and 2022.

### **Manufacturing vertical accounted for the largest share of the IIoT market in 2015**

The manufacturing vertical is witnessing a transformation through the implementation of the **smart factory** concept and **factory automation** technologies. Government initiatives such as Industry 4.0 in Germany and Plan Industrial in France are expected to promote the implementation of the IIoT solutions in Europe. Moreover, leading countries in the manufacturing vertical such as U.S., China, and India are expected to further expand their manufacturing industries and deploy smart manufacturing technologies to increase this the contribution of this vertical to their national GDPs.

# Investments in IoT Solutions by Industries

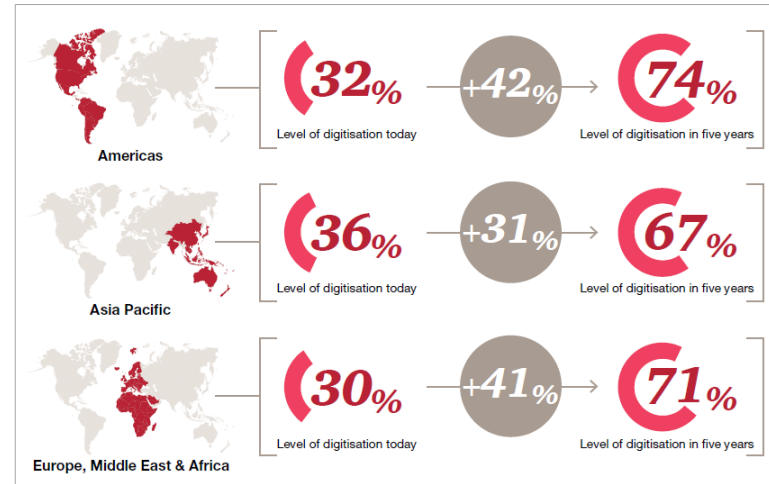
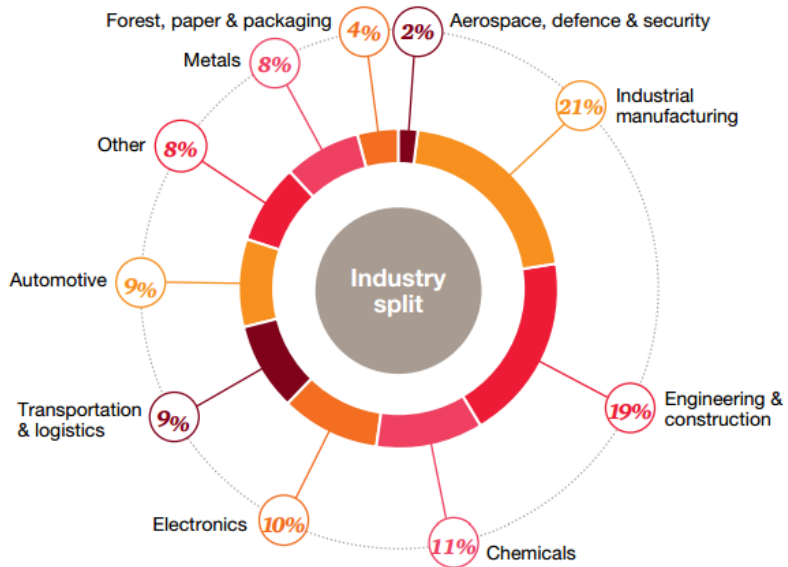


Almost every industry can benefit from investing in the IoT, which means adding data-collecting sensors to objects such as factory machinery, office buildings, and warehouse shelves.

Globally, **manufacturers will invest \$140 billion in IoT solutions over the next five years.** Of all of the industries analyzed, manufacturers will be the earliest adopters of IoT solutions and will invest heavily in new IoT solutions for factory floors.

Source: BI Intelligence Estimation (2015)

# Companies All Over The World Are Expecting to Dramatically Increase Digitisation in 2021



Source: PwC - Industry 4.0: Building the digital enterprise (2016)

# *New Industry Era - Powerful Industry 4.0*



35% reduction in downtime with active diagnostics and monitoring.



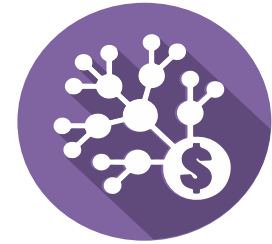
Up to 40% reduction in cycle times. Central, decentralized or hybrid fieldbus by modular or compact design.



Up to 40% reduction in energy consumption by power management.

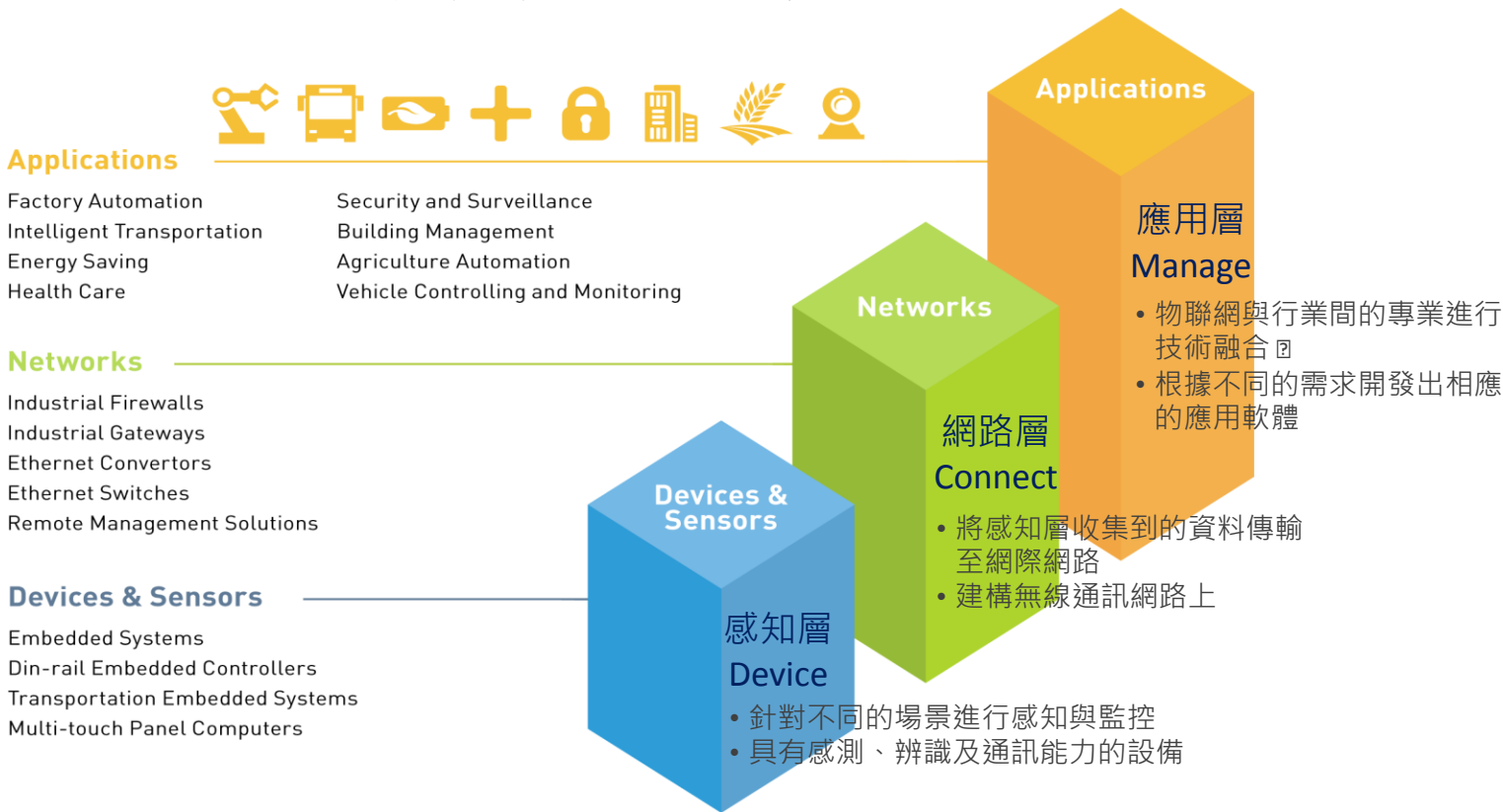


60% increase in production efficiency by extensive function integration.



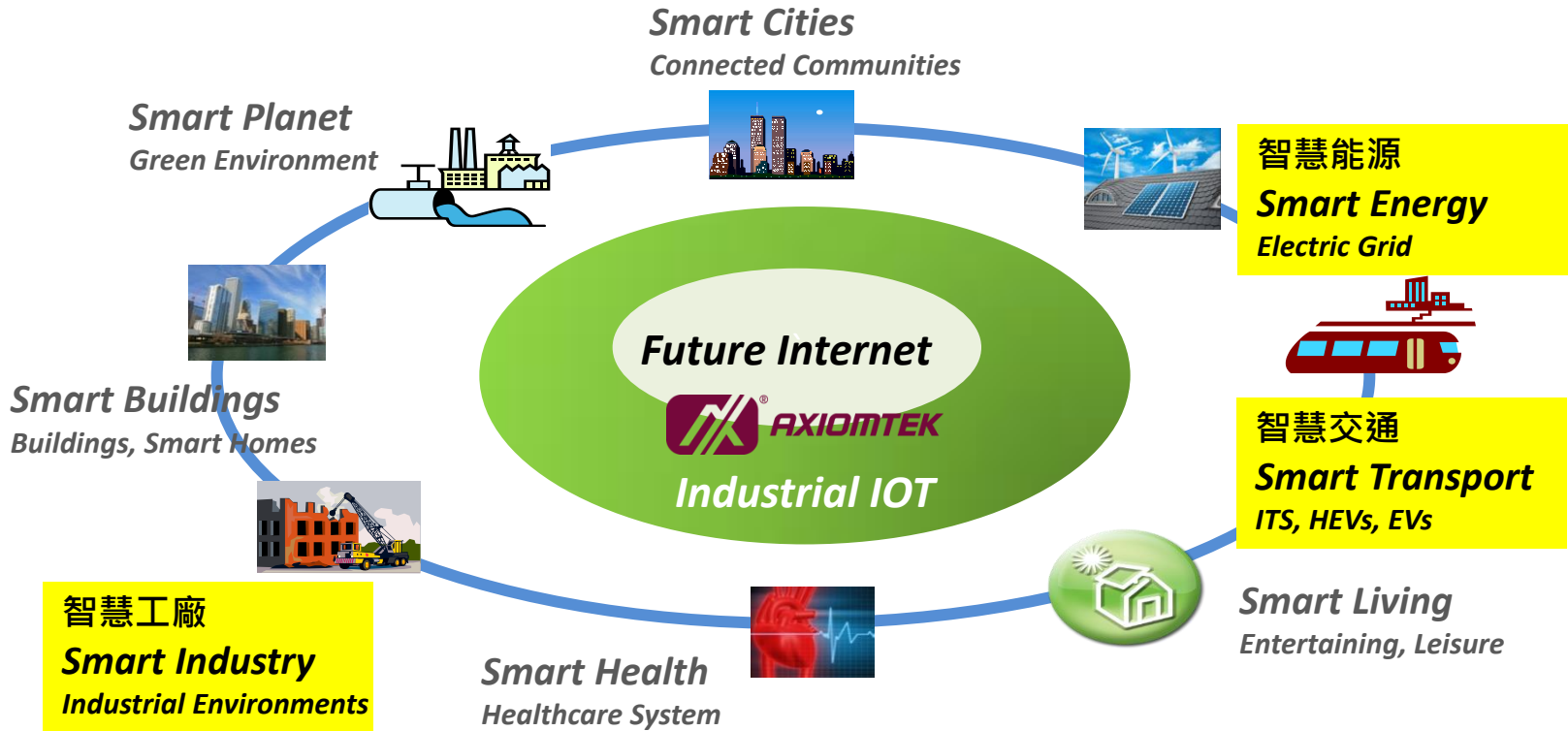
Communicate with any devices and sensors. Connect different levels, different requirements.

# 艾訊工業物聯網架構





# 專注工業物聯網垂直應用市場

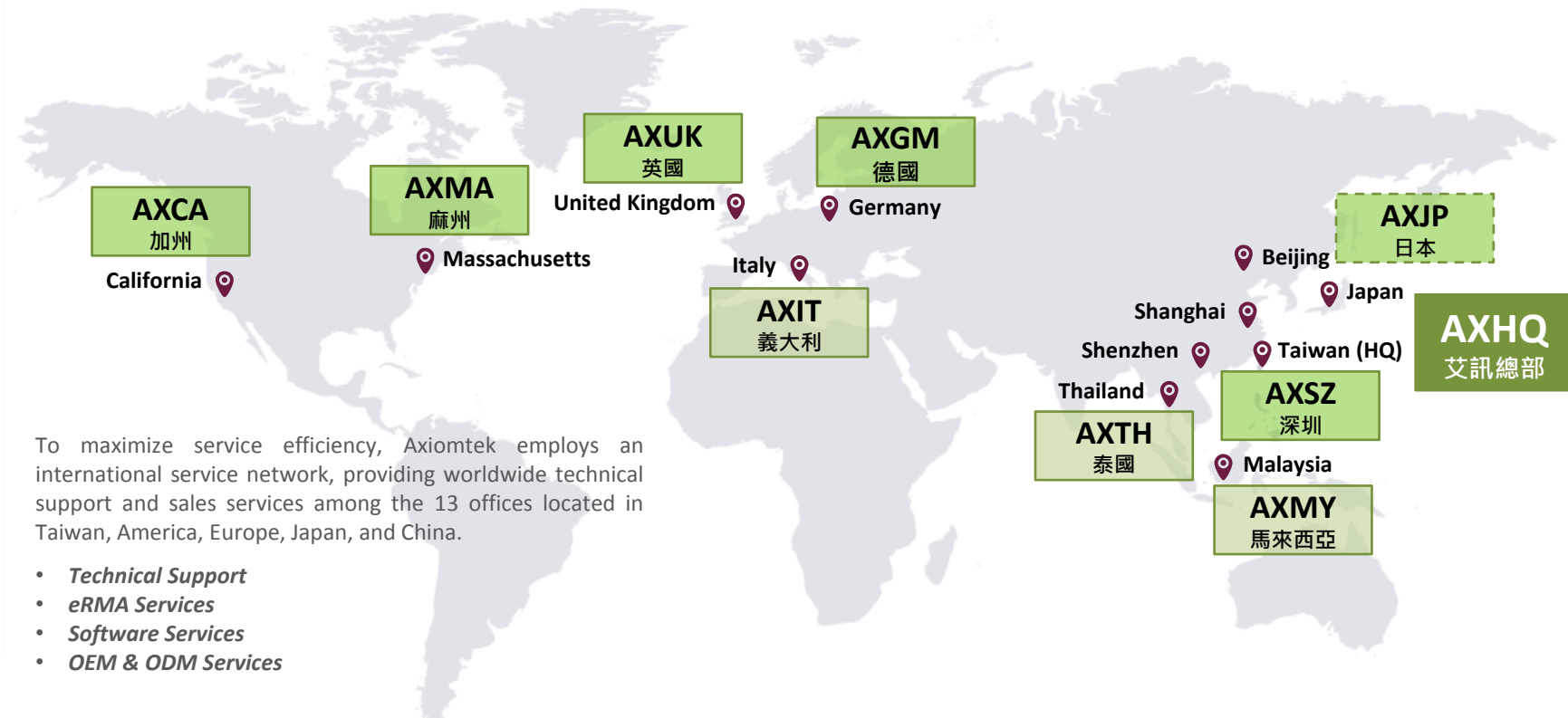


# 垂直市場技術

- **智慧交通與智慧能源：軌道交通及節源相關等電腦平台與工業通訊網路架構**  
整合艾訊集團電腦運算與工業通訊技術解決方案，發展工業用轉換器及遠端監視管理系統，應用於軌道交通、公共工程、工廠自動化等系統。
- **智慧工廠：工廠自動化**  
提供Vision Motion Control解決方案，軟硬體結合自動化視覺辨識，可應用在智慧工廠、重工業與機器人應用產業。
- **智慧工廠：流程自動化產業**  
發展智慧化設備健診技術，協助以昂貴設備做大量生產的流程自動化工廠蒐集感應器大數據資料，監控設備狀態做預測維修分析。

# 艾訊集團組織 與經營策略

# 艾訊全球營運銷售據點



To maximize service efficiency, Axiomtek employs an international service network, providing worldwide technical support and sales services among the 13 offices located in Taiwan, America, Europe, Japan, and China.

- *Technical Support*
- *eRMA Services*
- *Software Services*
- *OEM & ODM Services*

# 艾訊產品策略事業群

EBS 嵌入式板卡與系統

SNS

Software &  
Solution

EPDE

Embedded  
Platform and  
Design Engineering

IESS

Intelligent  
Embedded System  
& Solution

PSS

Peripheral Sourcing  
Service

Channel Partners & OEM KA Development

DMS 設計與製造服務

OCC

ODM & Cloud  
Computing

GAM

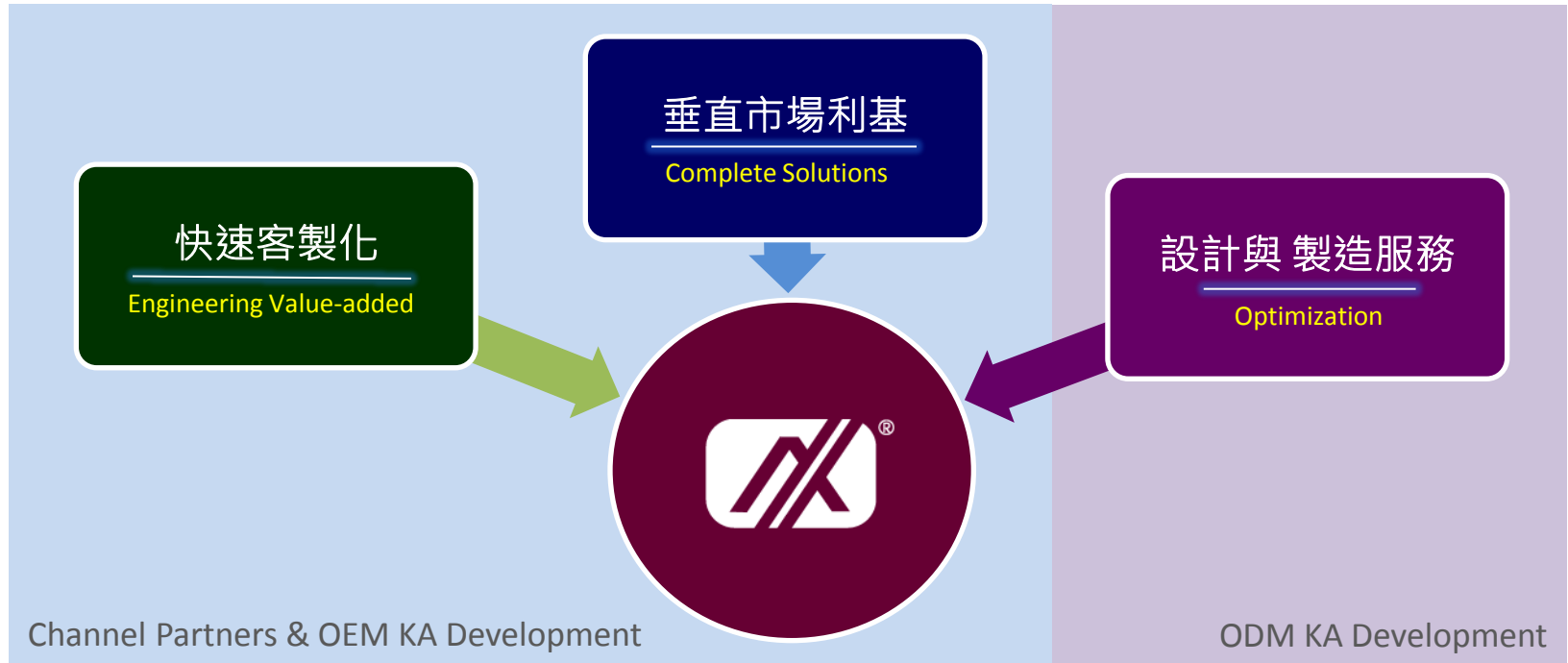
Gaming

*Gaming*  
**AXIOMTEK**

ODM KA Development

# 經營策略

Design-in and DMS Services: B2B, Vertical Market Development: B2B2C



# Product vs. Market Strategy



# 智慧軌道交通解決方案

## Infotainment

- Passenger Information System
- Entertainment
- Media Streaming Server
- Digital Signage

## Controller

- Sensor monitoring and diagnosis
- Dashboard Management

## Embedded Server

- Data Storage Server
- Media Stream Server
- Central Server

## Surveillance

- NVR, DVR
- Object Identification
- People Counting
- Name Plate Recognition

## Industrial Gateway

- ICO series
- Gateway Router
- Wireless Gateway

## Communication

- Ethernet Switch
- Ethernet Extender
- Media Converter

專業認證: EN 50155, EN 50121, E-Mark, ISO 7637, IEC 60945, DNV 2.4



# 智慧工廠解決方案

## Vision Control Motion

- Real-time Operation System (RTOS)
- EtherCAT\* Master Controller
- Compact: eBOX500 series
- Expandable: eBOX600 series

\*EtherCAT provides a 0.1 millisecond response time for 100 axes and over 3200 companies use it including 500 manufacturing companies

## Remote DAQ



## HMI

Human Machine Interface

- Ultra Slim: GOT5000 series
- Heavy-duty: GOT3000 series
- Stainless: GOT800 series

## SCADA

Supervisory Control And Data Acquisition

- High Computing Power Panel Computers

## MES

Manufacturing Execution System

- Industrial Servers
- Edge Servers

- 艾訊 EtherCAT Master 主控制器通過IntervalZero EtherCAT解決方案KingStar Motion驗證
- 支援英特爾 IoT Gateway 物聯網平台
- 支援微軟 Microsoft Azure 雲端資料平台

## Solar Application

- rBOX Remote Terminal Unit
- Industrial Ethernet Switch

## Process Industries

- rBOX Remote Terminal Unit
- IEC 61850 IPC Solutions
- Human Machine Interface

## Wind Power

- rBOX Remote Terminal Unit
- Human Machine Interface
- Industrial Ethernet Switch

## Industrial Gateway

- ICO series
- Gateway Router
- Wireless Gateway

## Data Analytic

- rBOX800 DAQ
- Predictive Maintenance

## AXView 2.0

- Intelligent Remote Monitoring Solution for IIoT

## 取得電廠認證與歐美防爆專業認證

IEC 61850: standard for electrical substation automation systems.

IEEE 1613: IEEE standard for communications networking devices in electric power substations.

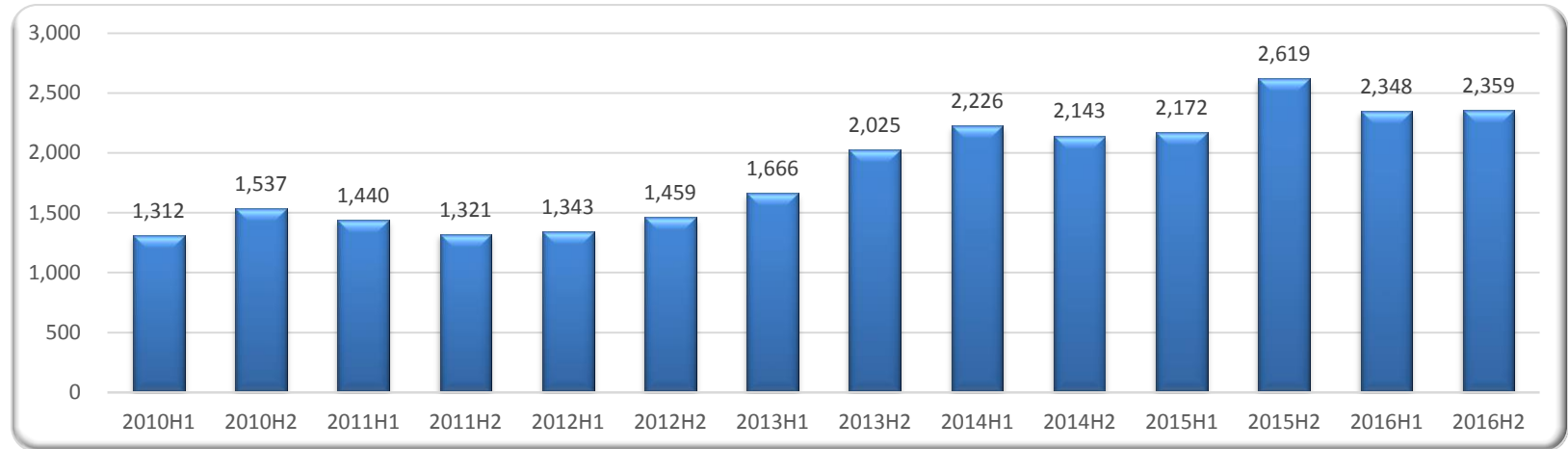
ATEX/C1D2: anti-explosion certification



Financial Result

# Consolidated Revenue

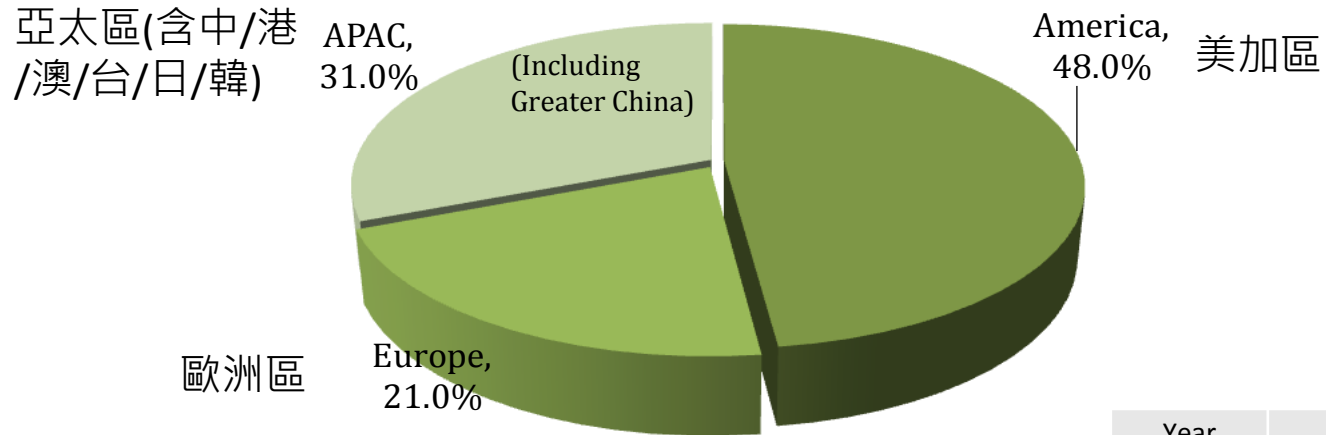
Currency : TWD M



Year	2010		2011		2012		2013		2014		2015		2016	
	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2	H1	H2
Revenue (TWD M)	1,312	1,537	1,440	1,321	1,343	1,459	1,666	2,025	2,226	2,143	2,172	2,619	2,348	2,359
	<b>2,849</b>		<b>2,761</b>		<b>2,802</b>		<b>3,691</b>		<b>4,369</b>		<b>4,791</b>		<b>4,707</b>	

# Product Revenue Breakdown

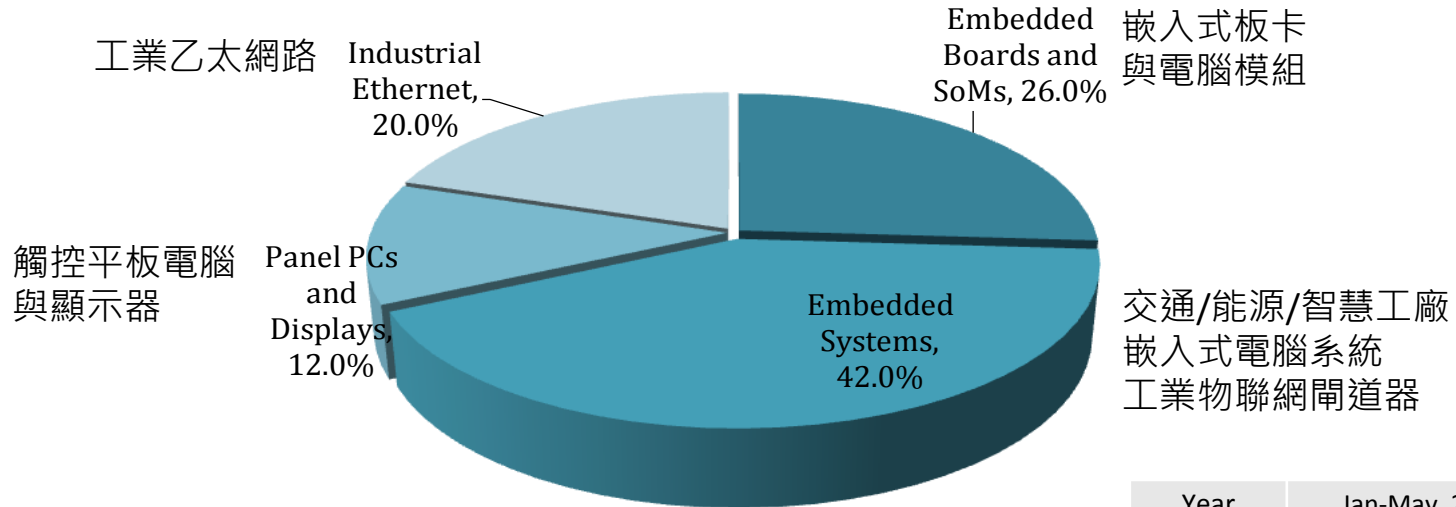
## ▶ by Geography



Year	Jan-May, 2017
NTD (K)	1,638,031

# Product Revenue Breakdown

## ► by Produce Category



Year	Jan-May, 2017
NTD (K)	1,638,031



Recent Update

# 活動與榮耀

- 艾訊參加一年一度在日本東京舉行的ESEC展覽 (2017/5/10-12)
- 艾訊參加在義大利舉辦的SPS IPC Drives Italia展覽 (2017/5/23-25)
- 艾訊首度以兩項產品榮獲Computex d&i awards 2017
- 艾訊參加韓國釜山Railog Korea展覽 (2017/6/14-17)
- 艾訊參加泰國曼谷Manufacturing Expo展覽 (2017/6/21-24)



# 台北國際電腦展創新設計獎



**Axiomtek Wins  
COMPUTEX d&i Awards**

艾訊榮獲第10屆「台北國際電腦展創新設計獎」

 **COMPUTEX**  
d&i awards 2017  
by IF

  
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eBOX800-841-FL



由全球頂尖工業設計師組成的專業評審團，以「**創新與品質**」、「**功能**」、「**美學**」、「**責任**」及「**定位**」等五大標準，評選出優質的資通訊產品，並提供得獎產品全方位的國際宣傳平台。

艾訊產品研發首重綠色環保需求以及嵌入式核心科技養成，整合發展成不同領域設計與製造之工業自動化解決方案，為台灣首屈一指國際級工業電腦系列產品領導設計者與製造商。



# Thank You

[www.axiomtek.com](http://www.axiomtek.com)

