



INVESTOR CONFERENCE

Q3 2020

December 15, 2020

Agenda

Financial Report

Iris Chen,
Finance Director

Business Outlook

Jeff Chou,
CFO

Smart Factory

Chiawei Yang,
IST Manager

Q&A



Disclaimer

These presentations and discussions contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation about future events. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future.

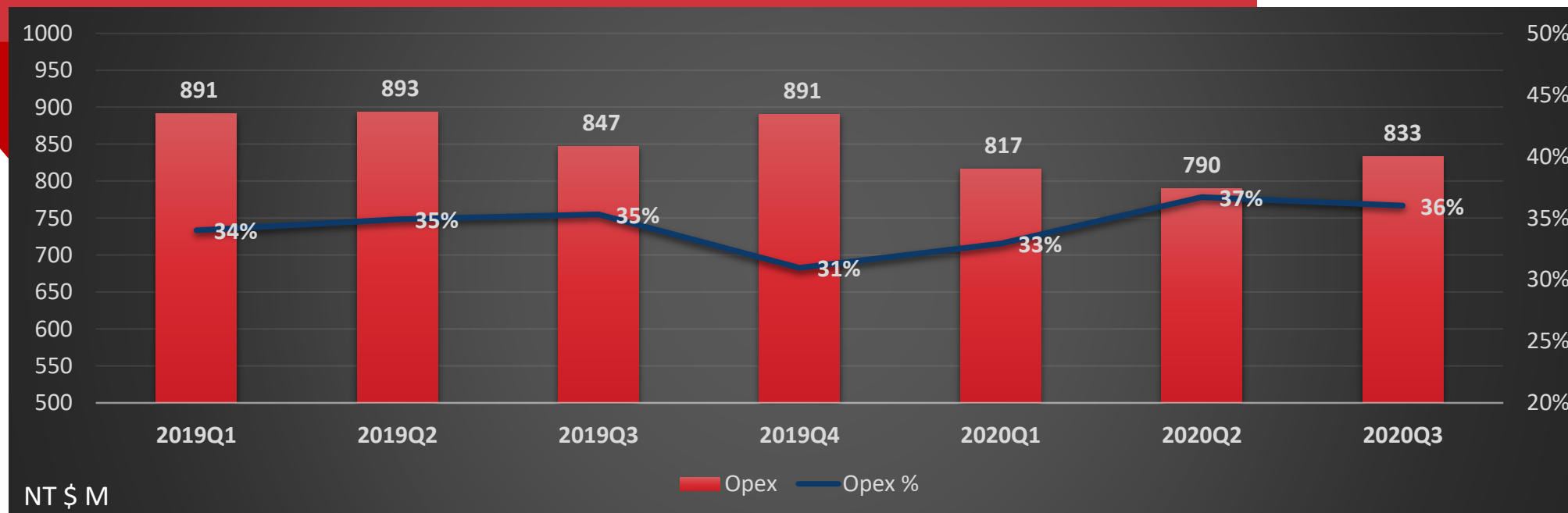
We undertake no obligation to publicly update or revise any forward looking statements whether as a result of new information, future events or otherwise. The actual result could differ materially from those anticipated in these forward looking statements.

合併綜合損益表

單位：新台幣百萬元，惟每股盈餘為元

	3Q'20		3Q'19		YoY	1~3Q'20		1~3Q'19		YoY
	金額	%	金額	%	%	金額	%	金額	%	%
銷貨收入淨額	2,284	100	2,400	100	-5	6,917	100	7,621	100	-9
銷貨成本	1,365	60	1,423	59	-4	4,165	60	4,532	59	-8
銷貨毛利	919	40	977	41	-6	2,751	40	3,089	41	-11
營業費用	833	36	847	35	-2	2,440	35	2,631	35	-7
營業淨利	86	4	131	6	-34	311	5	458	6	-32
營業外收入及支出	-8	-1	-15	-1	-45	-39	-1	-38	-1	3
稅前淨利	77	3	116	5	-33	272	4	421	5	-35
本期淨利	56	2	97	4	-43	169	2	320	4	-47
每股盈餘(NT\$)	0.26		0.45		-42	0.79		1.47		-46

營業費用-部門別



單位：新台幣百萬元

推銷費用
管理費用
研究費用
營業費用

3Q'20		3Q'19		YoY	1~3Q'20		1~3Q'19		YoY
金額	%	金額	%	%	金額	%	金額	%	%
237	10	260	11	-9	754	11	802	11	-6
223	10	230	9	-3	607	9	743	10	-18
371	16	355	15	5	1,073	15	1,085	14	-1
833	36	847	35	-2	2,440	35	2,631	35	-7

合併資產負債表

單位：新台幣百萬元

	2020.9.30	2019.12.31	2019.9.30
現金及金融資產	1,761	2,022	1,972
應收款項	1,648	2,020	1,753
存貨	2,232	2,000	2,406
不動產、廠房及設備	1,088	1,075	721
應付款項	1,361	1,308	1,426
短期銀行借款	1,125	724	912
長期銀行借款	81	45	-
負債總額	3,928	3,742	3,650
權益總額	4,463	4,687	4,604
資產總額	8,391	8,430	8,254

應收帳款週轉天數	72.6	70.4	74.8
存貨週轉天數	139.1	135.1	164.4
應付帳款週轉天數	87.7	87.7	101.9
現金轉換循環天數	123.9	117.8	137.3
負債佔資產比率	46.8%	44.4%	44.2%
股東權益報酬率	4.9%	9.6%	4.9%
每股淨值	20.5	21.6	21.2

合併現金流量表

單位：新台幣百萬元

	2020.9.30	2019.9.30	YoY(\$)
營業活動之淨現金流入	350	854	-505
稅前淨利	273	421	-148
折舊及攤銷	250	258	-9
股份基礎給付酬勞成本	0	1	
營運資產及負債淨變動	-186	248	-434
應收帳款	349	263	86
存貨	-276	238	-514
應付帳款	74	-251	324
投資活動之淨現金流入(出)	-632	-181	-451
按公允價值衡量資產	-60	-100	40
取得採用權益法之長期股權投資	-98	0	-98
無活絡市場之債務工具投資淨變動	-324	0	-324
資本支出淨變動	-155	-82	-73
籌資活動之淨現金流出	50	-228	277
銀行借款淨變動	482	118	364
租賃負債	-75	-63	-11
發放現金股利	-348	-283	-65
匯率變動影響數	-29	6	-35
現金及約當現金淨增加(減少)數	-262	451	-713

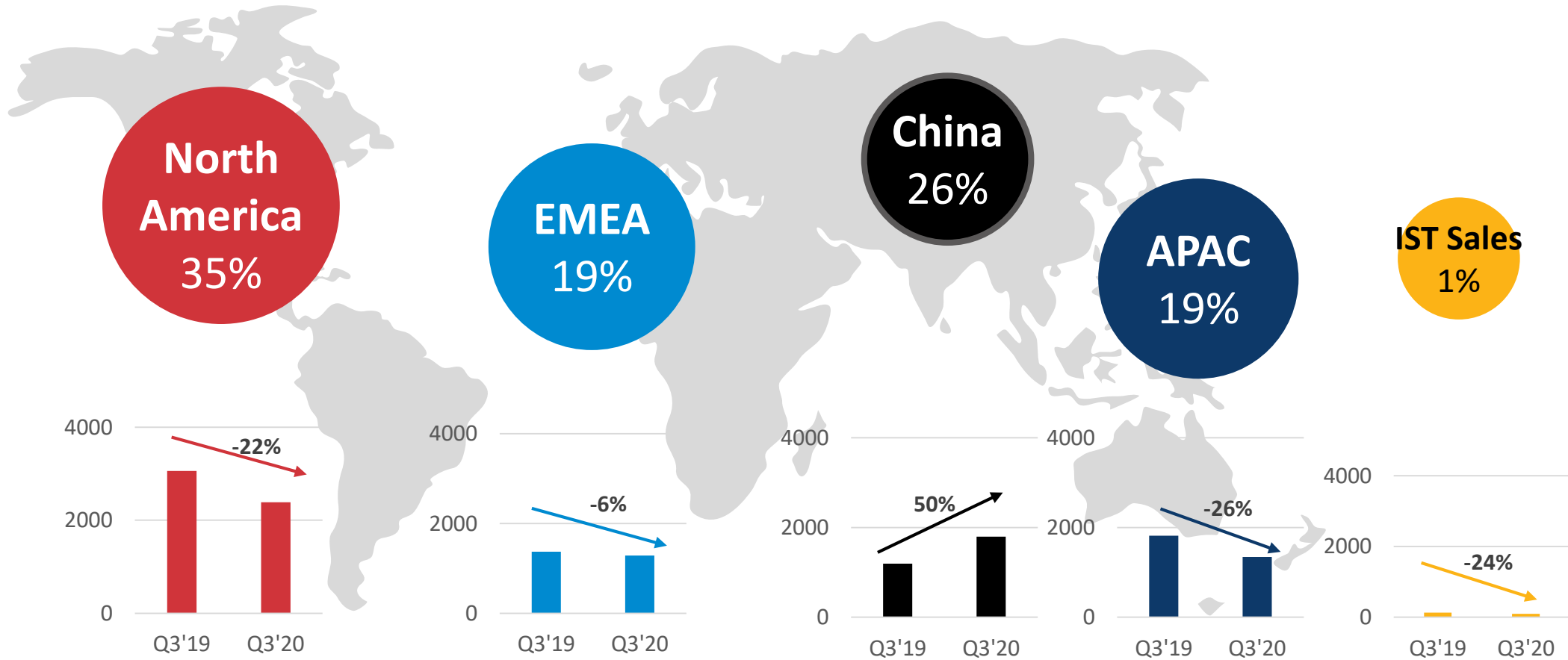
Business Outlook

Jeff Chou, CFO



2020 Q3地區別銷貨表

金額：新台幣 百萬元



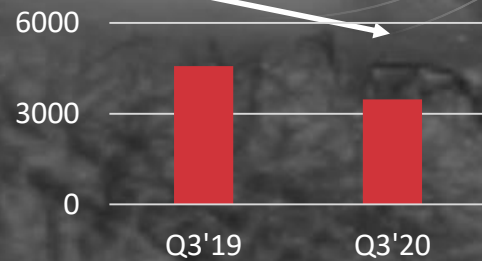
2020Q3 產品別銷貨表

金額：新台幣 百萬元

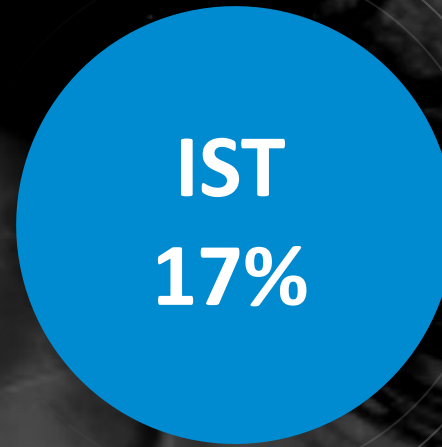
嵌入式平台及模組事業處



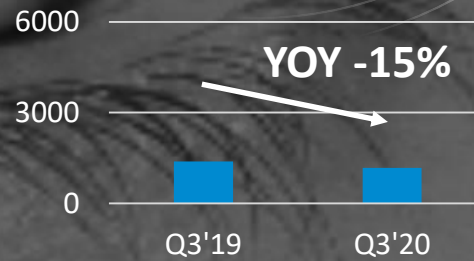
YOY -24%



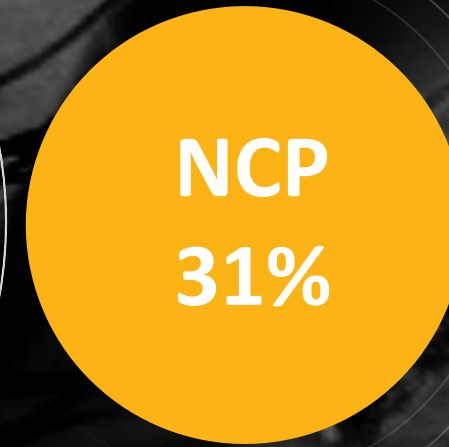
IoT策略解決方案與技術事業處



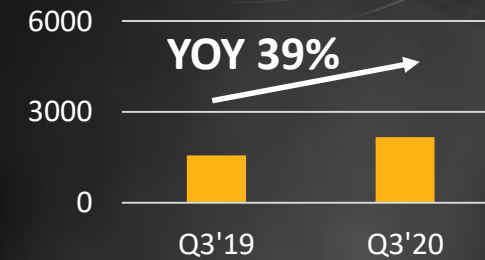
YOY -15%



網路通訊暨公共建設事業處

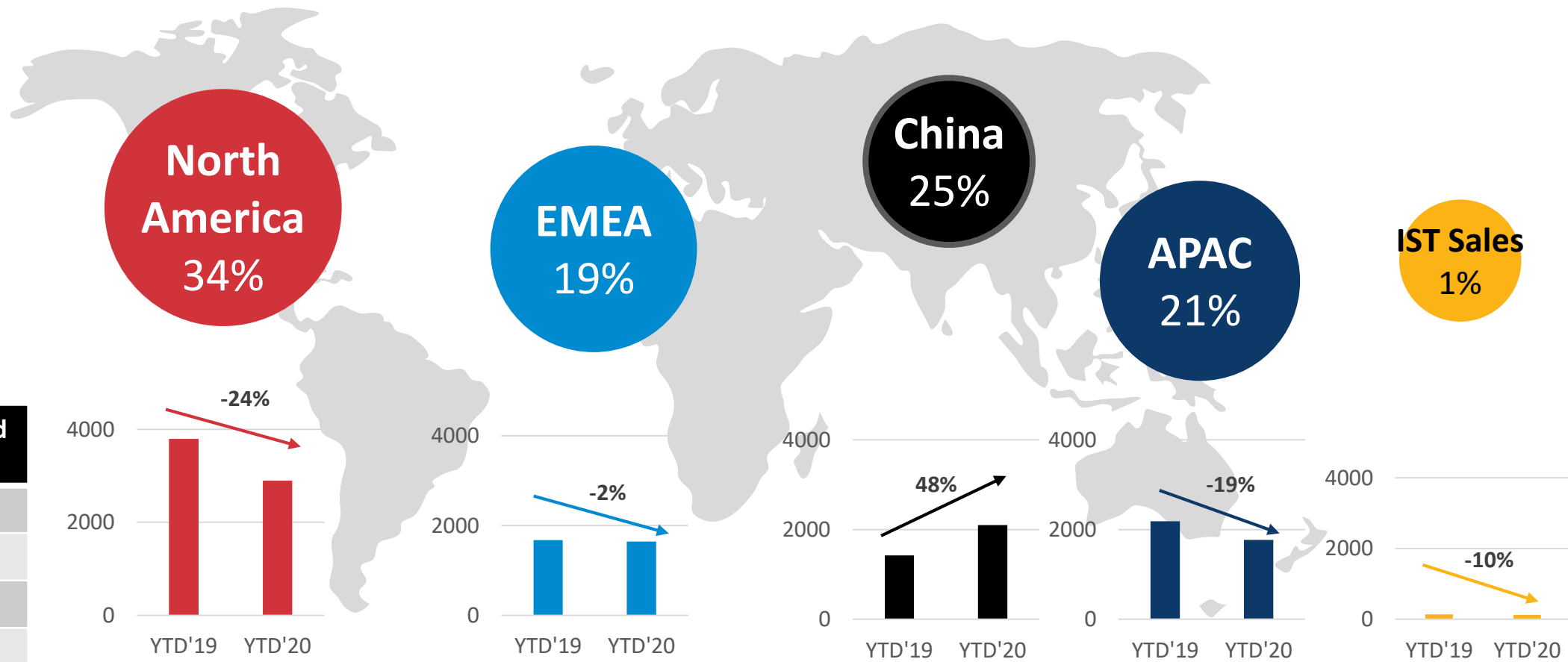


YOY 39%



2020 YTD地區別銷貨表& New DW

金額：新台幣 百萬元

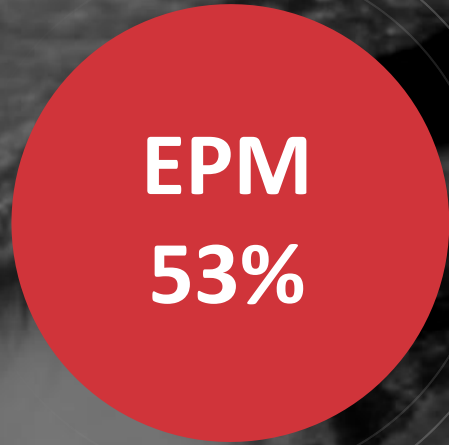


RBU	YTD claimed DW
AATI	27
EMEA	11
CHN	36
APAC	23

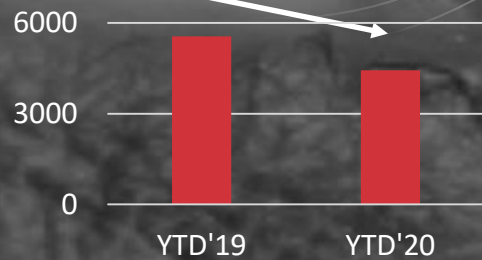
2020 YTD 產品別銷貨表

金額：新台幣 百萬元

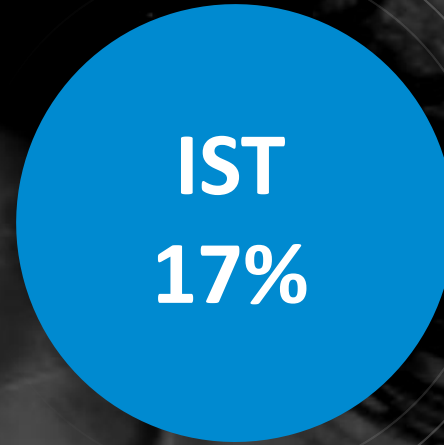
嵌入式平台及模組事業處



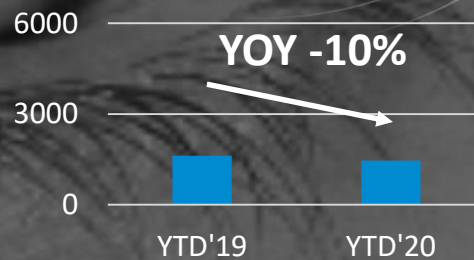
YOY -20%



IoT策略解決方案與技術事業處



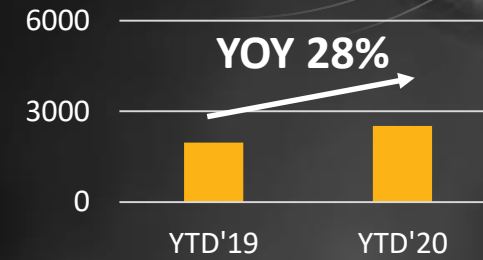
YOY -10%



網路通訊暨公共建設事業處



YOY 28%



Smart factory-從製造到智造

Chiawei Yang, Manager



Key Successful Factors

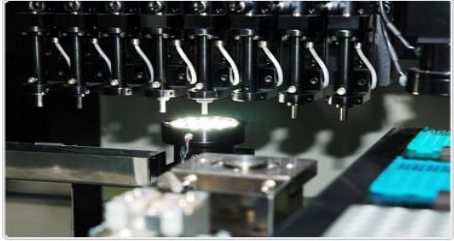


邊緣資料
DATA

製造經驗
Domain
Know-how

製造場域
Field

五大重點應用



人工智能視覺
AI Vision



巡檢機器人
AMR



設備聯網
Connected Factory



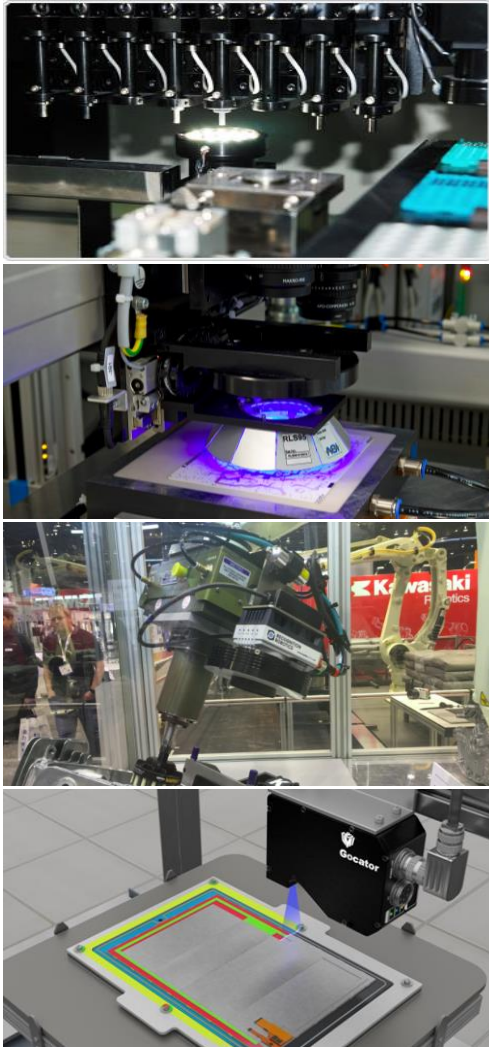
預防診斷維護
Predictive
Maintenance



虛擬實境維修
AR for RS

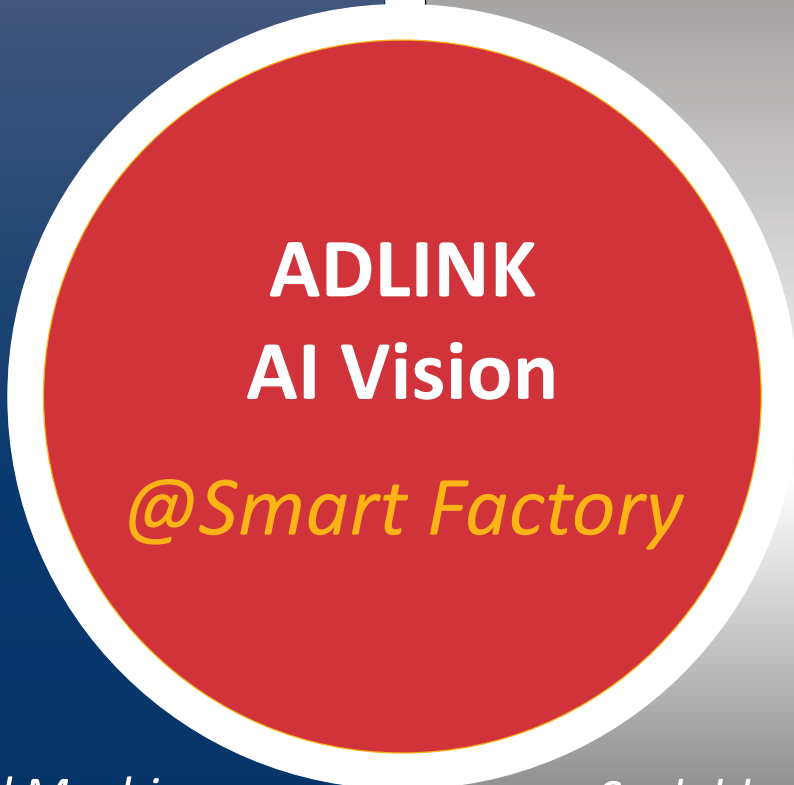


智能視覺升級智能工廠



看產品

看人
看設備



Conventional Machine Vision Algorithms plus AI Vision Modeling

Scalable & Sustainable AI NVR Manageability & Provisioning





NEON-2000-JT2

All-in-one AI-enabled smart camera powered by NVIDIA Jetson TX2 modules

High Reliability and Capability

CE/FCC/Safety verified, shock, vibration, temp. cycle validated, no reliability issues

Faster Time-to-Market

With pre-installed vision suites and optimized OS, time-consuming process reduced

Integrated Camera Sensor Module

Supports 4 types of Basler image sensors to cover various AI vision applications requiring high image quality

Rich Connectivity Interfaces

FPGA based DI/O design provides accurate H/W triggering and USB Type-C hub reduces cable connections



NVIDIA Jetson TX2 Inside
Powerful integrated NVIDIA Jetson TX2 module ideally supports product classification and defect detection to maximize production efficiency

- Reinforces SOP to ensure the **Safety** of the 3rd party Operator
- Alerts Supervisor the anomaly of operation in **REAL TIME**

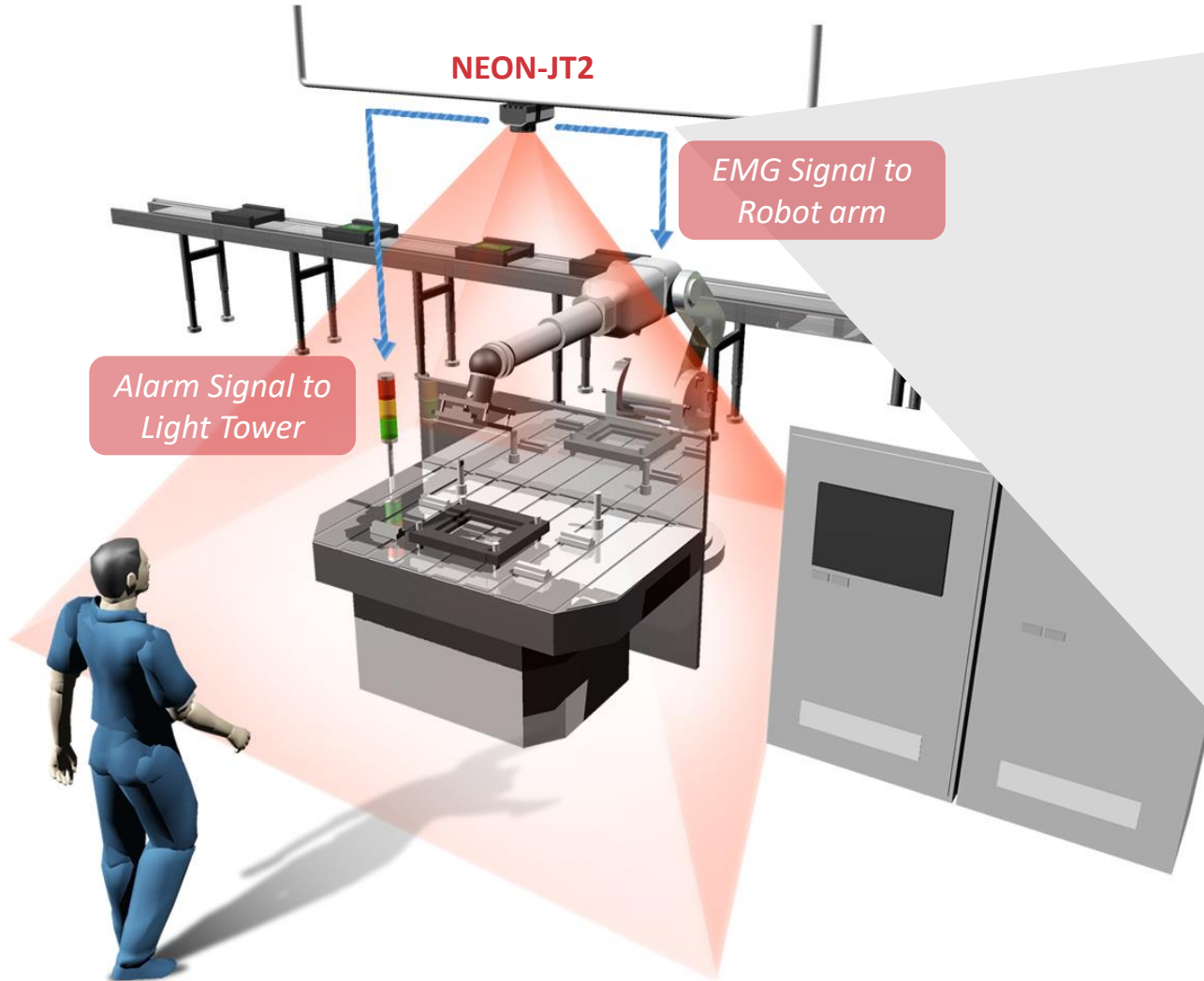
▶ **12** Multiple CAMERAS

▶ Low Latency in **10ms**

Safety AI PoC Project

Electronic Fence System

PoC in
2 Weeks !!



NEON-JT2

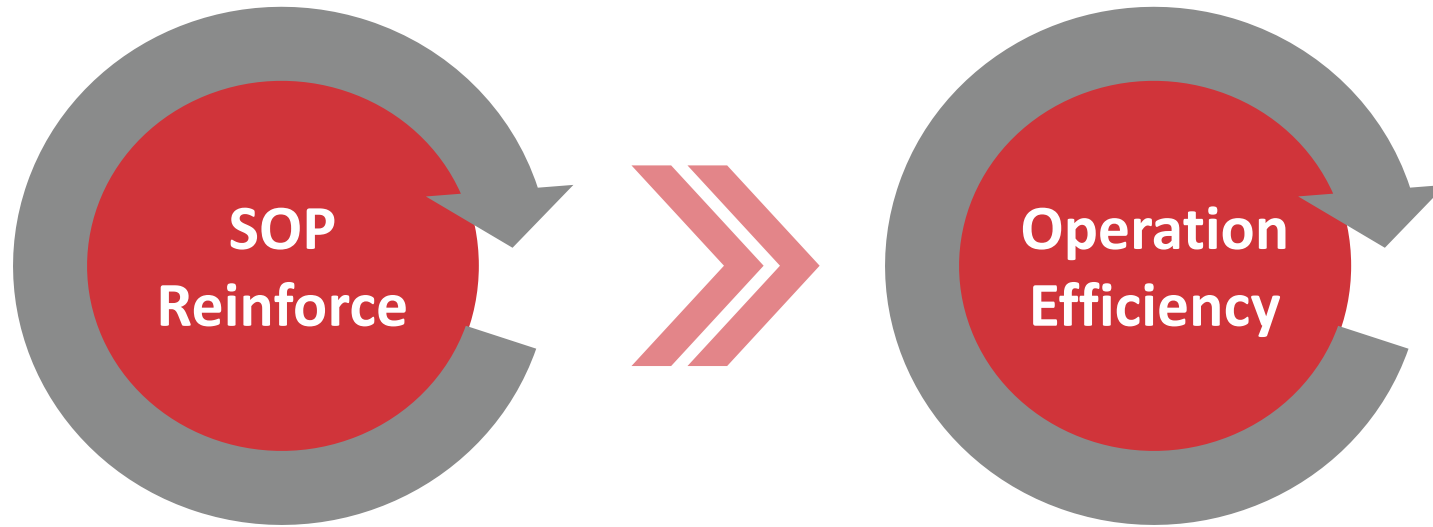


Robotic /
Equipment

- All-In-One AI Vision make REAL TIME Action
- EVA™ accelerates PoC Development

Accumulated Index to Improve the OEE

Human-Being Behavior Detection



ADLINK

ONE API



WIN / LINUX

ONE Platform

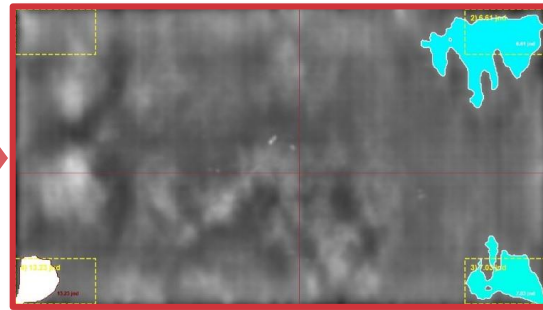
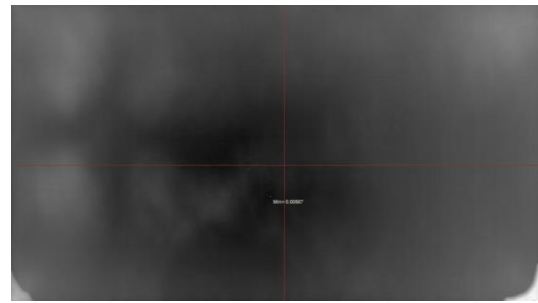
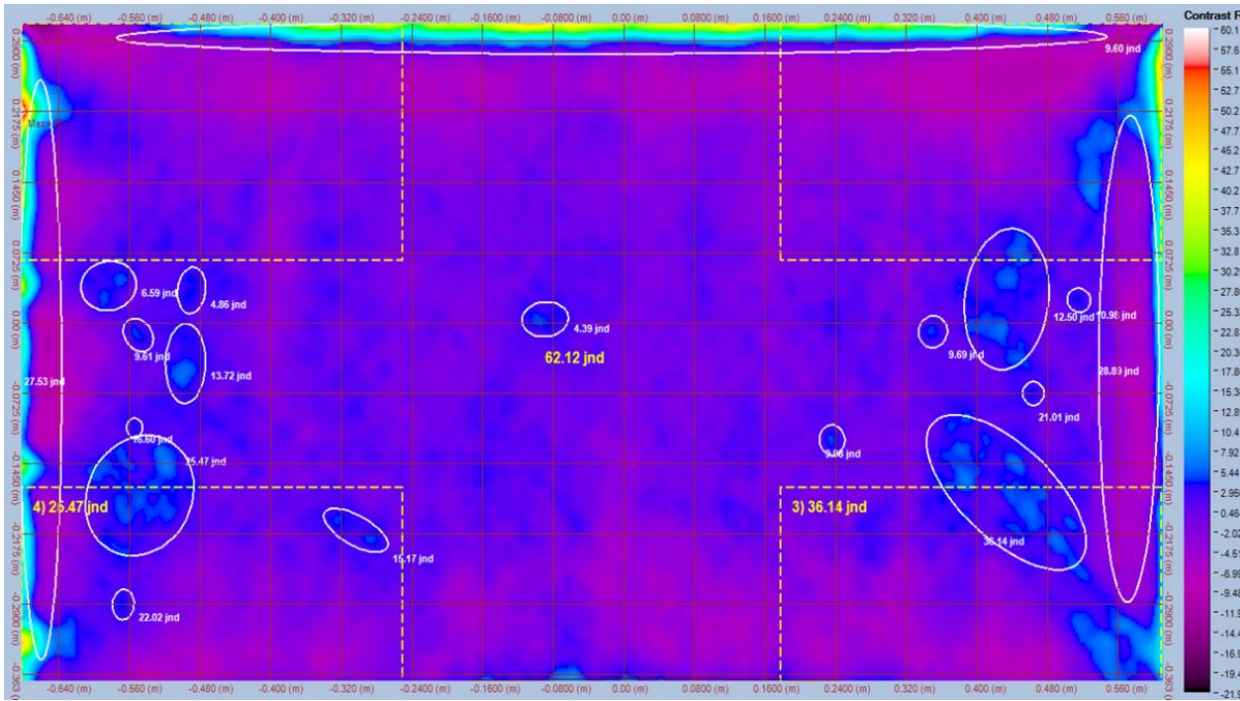


CAMERA

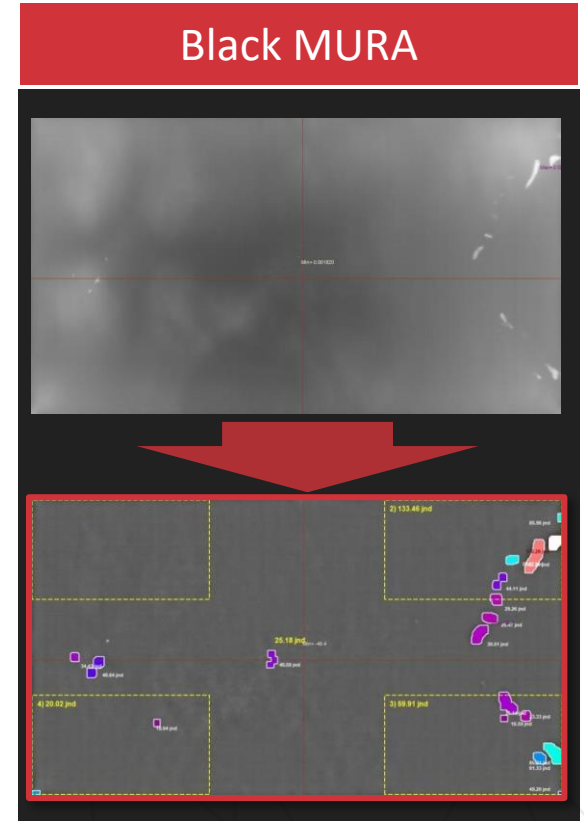
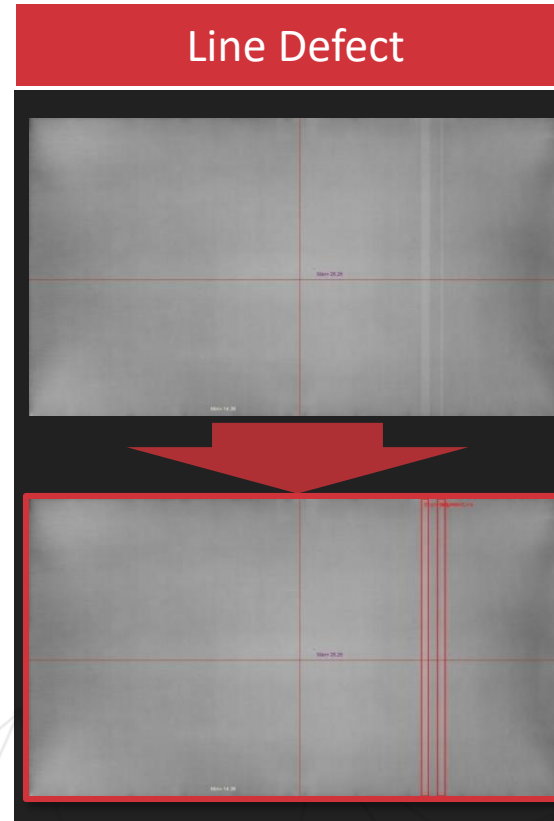
Challenged AOI in LCD Panel Manufacturing

Defects on Frame, Defects on Display

95% (vs. 35% in original)
Accuracy Improvement



Corner Light



Why ADLINK

One API x One Platform Offerings

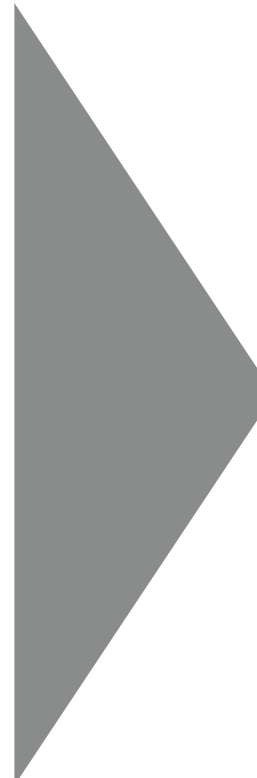
- 最佳化智能視覺邊緣平台
Best C/P EDGE Platform for Easy Integration



- OS及軟體兼容性、快速開發
Optimize on Windows / Linux
Rapid Development Time



- AI Model再利用、快速部署
Reusable AI Model
Connectivity



ADLINK

ONE API



EDGE VISION ANALYTICS

WIN / LINUX

ONE Platform



EOS-i6 Series  **NVIDIA.**

Compact AI GigE Vision Systems for the Edge
with NVIDIA® Quadro RTX GPU

Kick-Start Your AI Journey with ADLINK

2
Days

Quick Demo

- No programming needed
- No HW/OS boundaries

2
Weeks

Quick PoC

- Reference code provided to duplicate inference
- No hassles of connecting the camera or pre-processing

2
Months

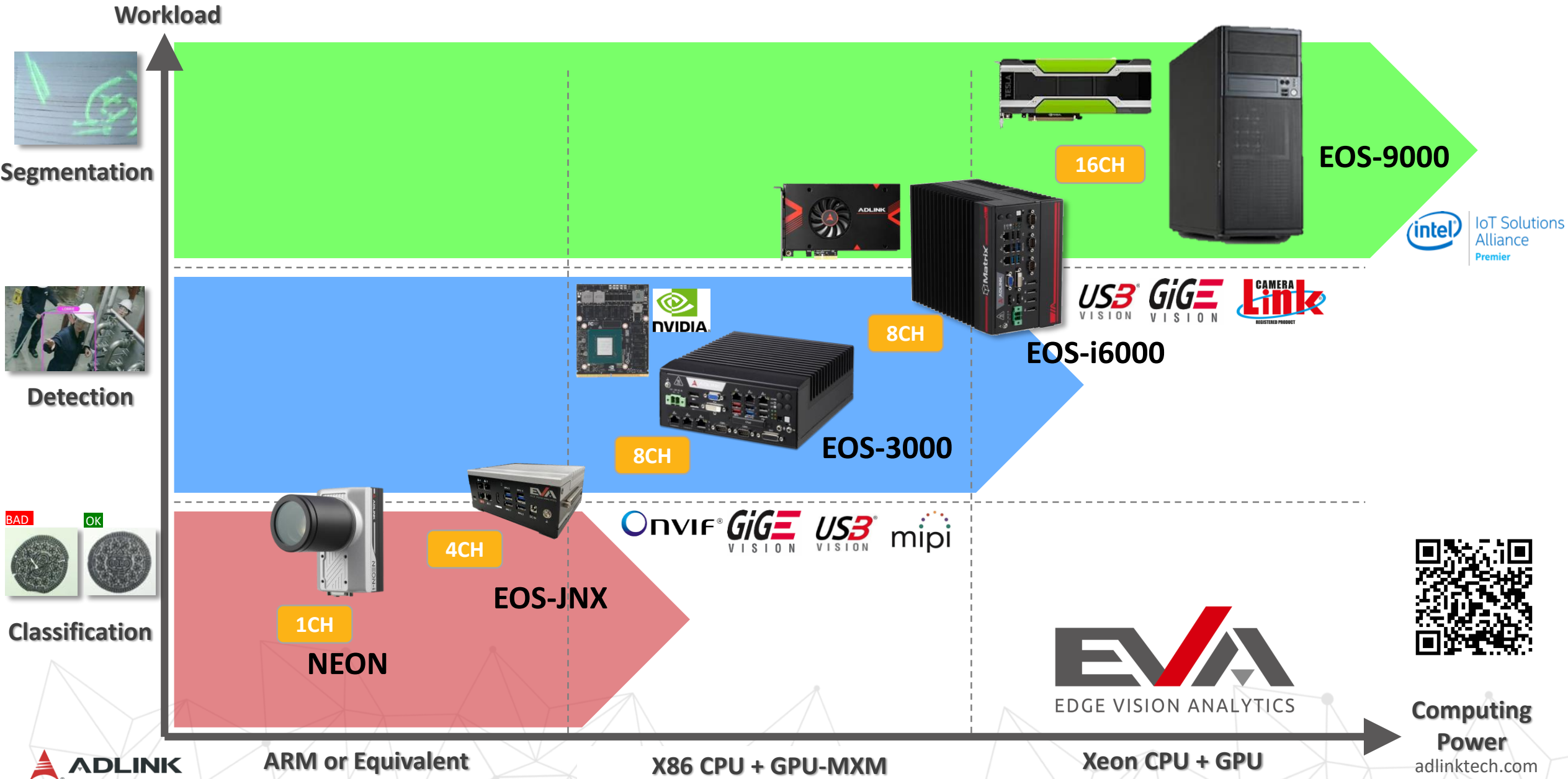
Quick Rollout

- Worry-free software IP security
- Industry-standard certifications

START



ADLINK EDGE Vision Product Spectrum



Computing Power
adlinktech.com



巡檢機器人
AMR

ADLINK AMR Swarm Autonomy enhances the Efficiency of Delivery





AGV將被淘汰!!

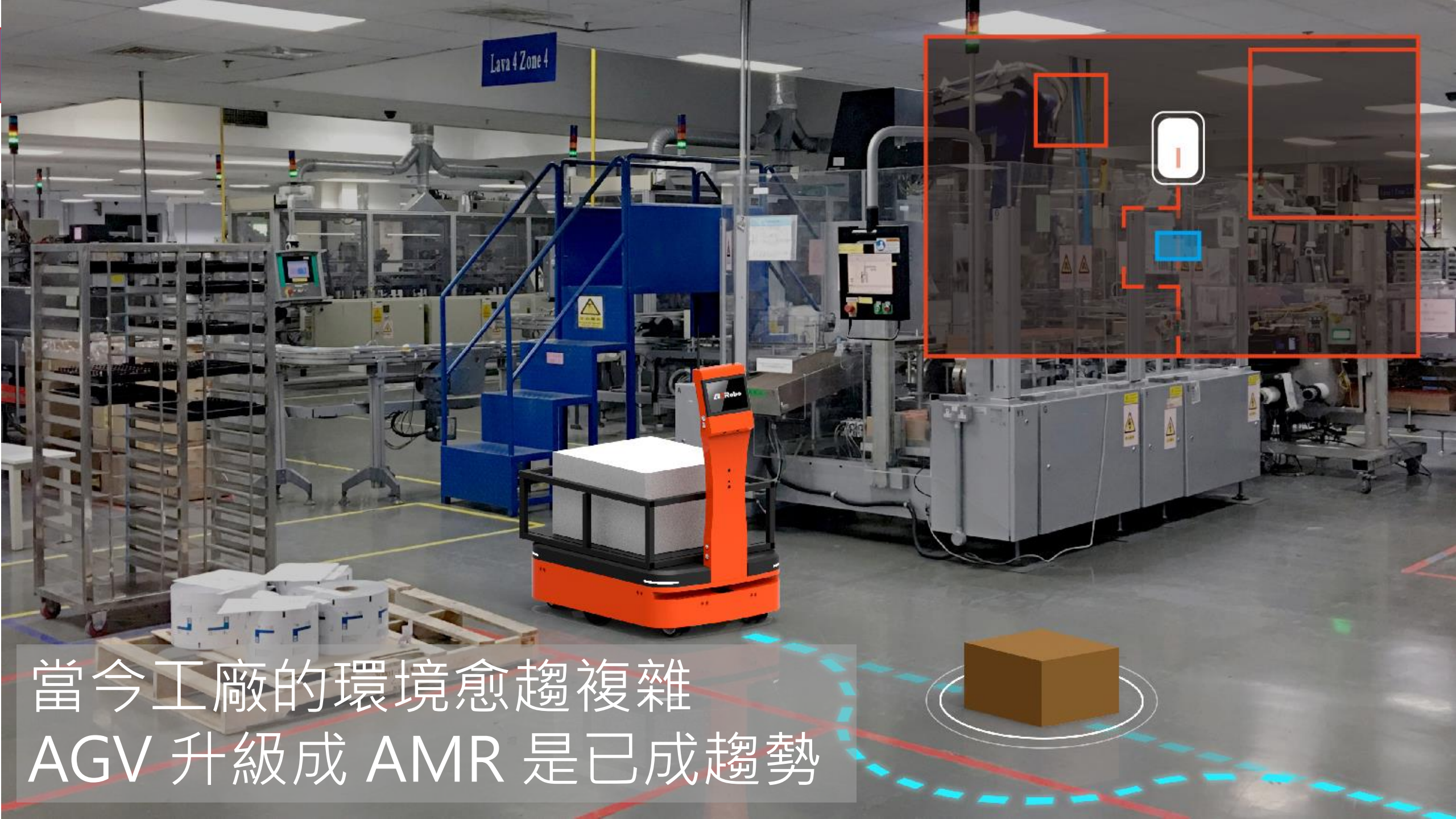
重

20年前在汽車製造業
磁條軌道式 AGV 開始



快

10年前電子商務興起
QR Code AGV 揀貨系統



當今工廠的環境愈趨複雜
AGV 升級成 AMR 是已成趨勢



ROScube-X

High AI computing for Intelligent robot

- High AI computing
- Low energy consumption
- Real-time

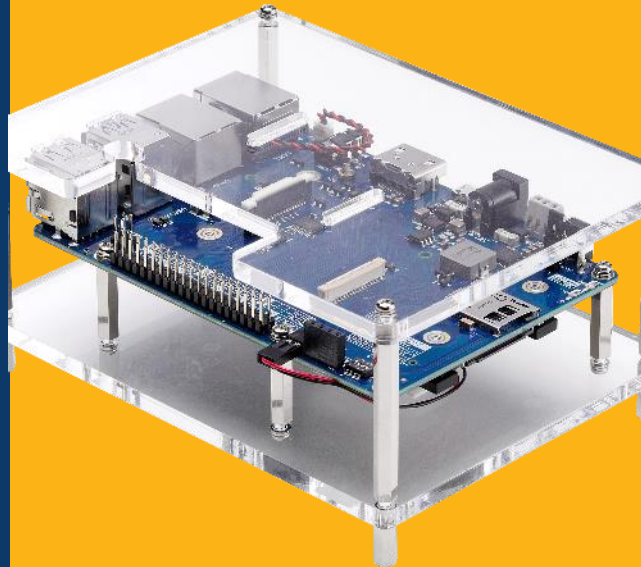
AI

PRO

ROScube-I

High CPU computing for professional AMR

- Complex algorithm (CPU)
- Complex I/O
- Real-time



ROScube Pico

Modules for rapid development

- SMARC module
- Robot development kit
- Customized requirements

DEV

DEMO

NeuronBot

Robotic company and Education Institute

- The prototype AMR helps to speed up to a landing schedule.
- Speed up the verification of the functional portability.





設備聯網
Connected Factory

預防診斷維護
Predictive
Maintenance

ADLINK Smart Factory Demo Site





少量多樣
快速換線

精實生產
減少損失

數位轉型
透明管理

SMT CPS >>> 印刷機 - DEX-100

MES



設備型號: DEK Horizon 03iX

- 資料獲取要求: 稼動率 (可執行時間、異常時間、待機時間、停止時間、三色燈狀態)
- 解決方案:
 - 稼動率: 通過LM資訊採集器 從三色燈獲取;
 - SN: 由印刷機後的掃碼槍獲取;
 - CT: 通過DEX資訊採集器從屏幕獲取。

ADLINK Data River™

Light Status



LM三色燈息採集器

稼動率



CT



DEX-100

SN



Scanner



ADLINK CPS >>> 空壓機設施監診 – MCM-100



MCM-100
USB
振動加速度

MCM-204
Raw Data、OA值
振動加速度

USB
氣壓
電流/電壓/溫度

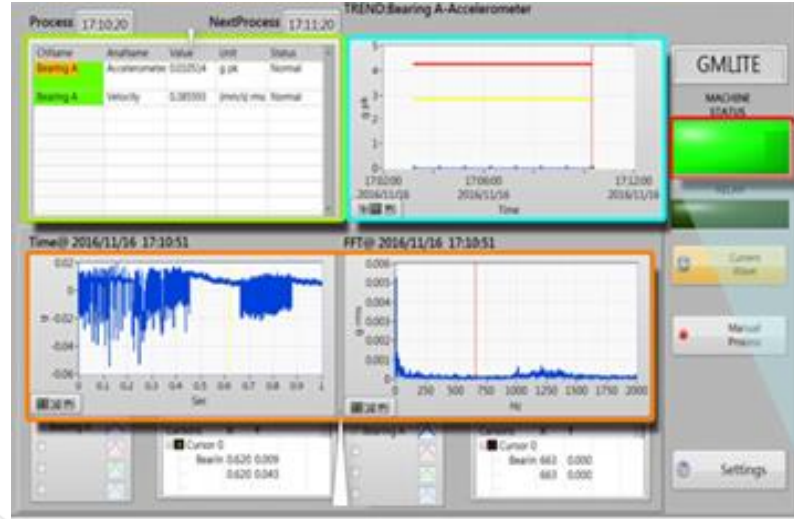


AIR Compressor

系統特點

- ◆ 預測性維護保養
- ◆ 參照ISO10816標準評估設備狀態
- ◆ 故障預測分析診斷
- ◆ 健康狀態跟蹤管理
- ◆ 分級預警報警系統(故障早中晚期預測)
- ◆ 歷史報表統計分析
- ◆ 本地空間不是自動刪除文檔

即時資料、振動監測、故障預測

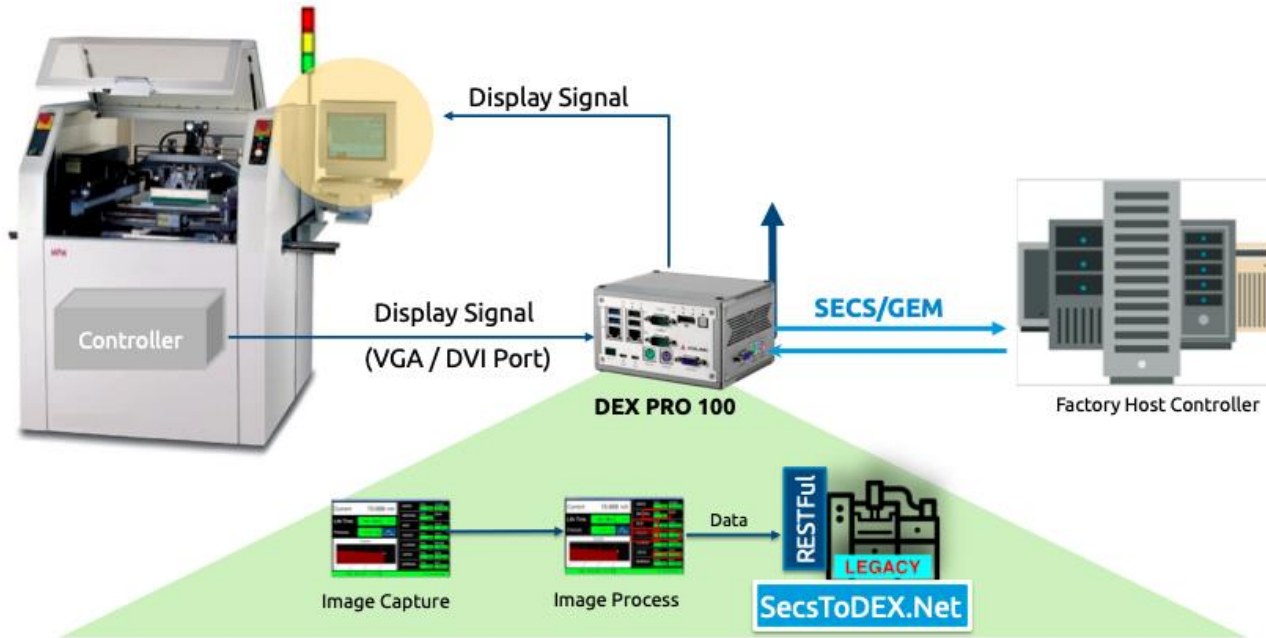


DEX-100

Virtual Operator

A Solution for Better Automation, Data Collection, M2M

SecsToDex.Net Overview



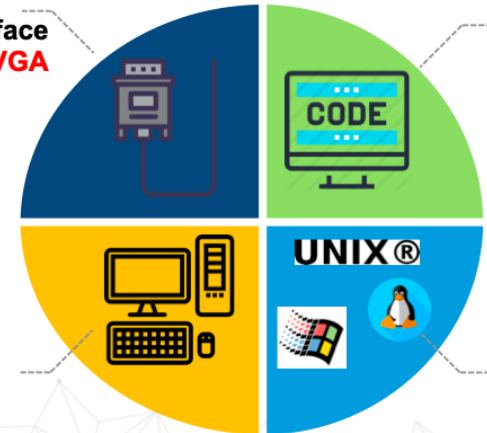
Common PC Interface
VGA

Text bigger
than **12pts**
and **fix**
position

SecsToDex.Net
SECS/GEM Solutions For Legacy and
Unsupported Equipment.



USB & PS2
KB/MS
Control



Legacy OS
supported

Why ADLINK MCM EDGE?

Simple, Scalable, and Sustainable



Simple

- All-in-one design: AI (IEPE), DI, DO, tachometer, and temperature sensor in one compact package
- Built-in rich data type support (e.g., FFT data, OA) without extra programming
- Built-in web console for easy configuration and troubleshooting

Scalable

- Supports custom filtering algorithms, maximizing flexibility for different use cases
- Daisy-chain Ethernet cables for easy connection and expansion

Sustainable

- Quick settings restoration/duplication by importing a configuration file
- Worry-free remote management and updating of firmware/algorithms by means of a built-in web console

Tachometer



Load Current



Vibration



Temperature



DI / DO





COMPREHENSIVE ECOSYSTEM PARTNERS

Technologies, Products, Solutions

Key Takeaways



最強大
智能工廠場域

最豐富
智能工廠經驗

最完整
智能工廠裝置

Q&A

