

*Shuttle*<sup>®</sup>

**Shuttle Inc.**

**浩鑫股份有限公司**

**Investment Forum**

**Speaker: Andy Huang**

**2017.09.01**

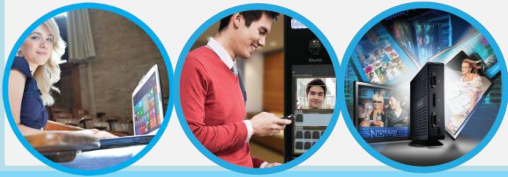
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# AGENDA

- Basic Information
- Product Introduction and Case-studies
- IoT Solutions
- Finance Performance

## Shuttle Inc.(Stock Code:2405)



- Established 1983; Listed in 1998
- Employees: 1200 persons in global ; R&D team:500 persons

**Smart Solution Designer and Provider for Vertical / Commercial Applications**



- Capital: US\$1.1B
- Address: No.30, Lane 76, Rui-Guang Rd, Nei-Hu Dist, Taipei City, 104
- Accounting Firm : Deloitte
- Business Project: XPC (mini-PC) ; ODM (Notebook)  
Smart Long-term Care IT solutions  
IoT application solutions



融合硬體製造、創新設計、軟體開發、銷售等優勢  
跨足教育、智慧家庭、照護領域提供完整解決方案



**2001-2009** Won IF, Reddot, Good Design and National Golden Quality Award

**2009-2017** Continuous Won Japan BCN from 2009 to 2017

**1983**

Shuttle Established

**1998**

Market Listed

**2001**

The world's first Small Form Factor PC

**2011**

Launch EDUPAL smart Education Solution

**2013**

Won Thai Government Software Bid for Education  
Shuttle's first Face Recognition system HR70

**2014**

HR70 Facial Recognition System Adopted by International Airport and Harbor in Taiwan

**2015**

Shuttle's first IoT Solution named Smartville used in Smart home application

**2016**

Shuttle's first In-home care solution  
Made for Elderly home care

**2017**

Launch VR-ready mini-PC  
Complete the Smart Long-term Care solution including Nursing home, Day Care center, community and home care

**2020**

智慧安養  
解決方案  
第一品牌

1980

1990

2000

2010

2020

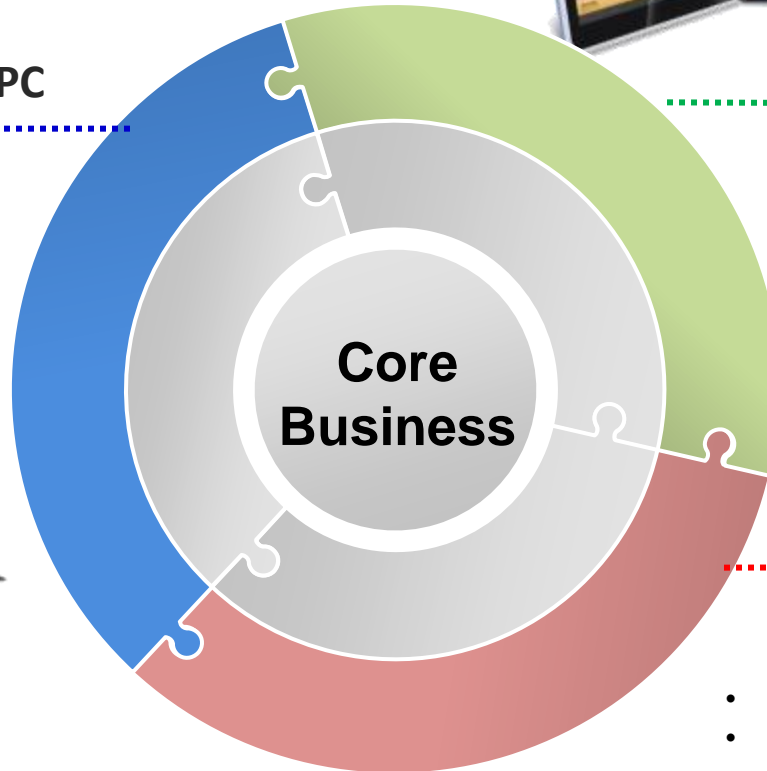
# Shuttle Core Business



## Own-Brand Application PC

### Mini-PC

- Min-PC
- Digital Signage Player
- Face Recognition System



## Smart Application



## Software/System Integration

- Software design for Vertical
- IoT solution for smart home, Education, Elderly-care and so on

## Portable ODM Product

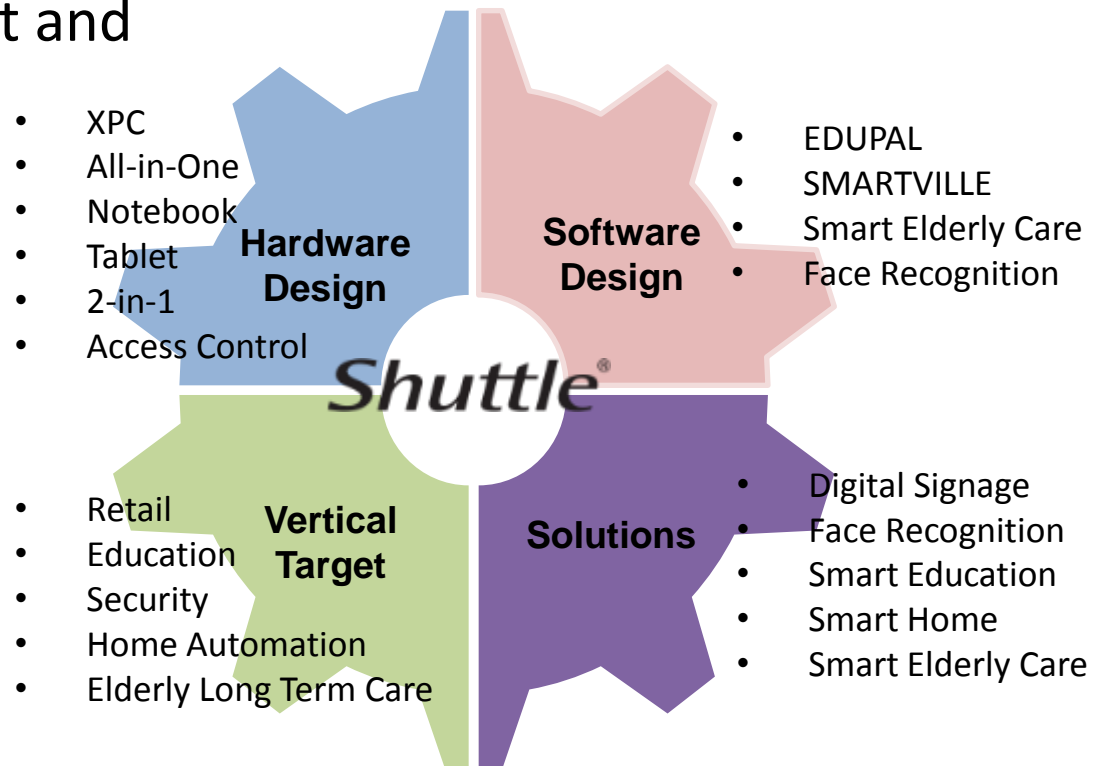
### Portable Hardware

- Notebook
- Tablet
- AIO PC
- Gaming PC

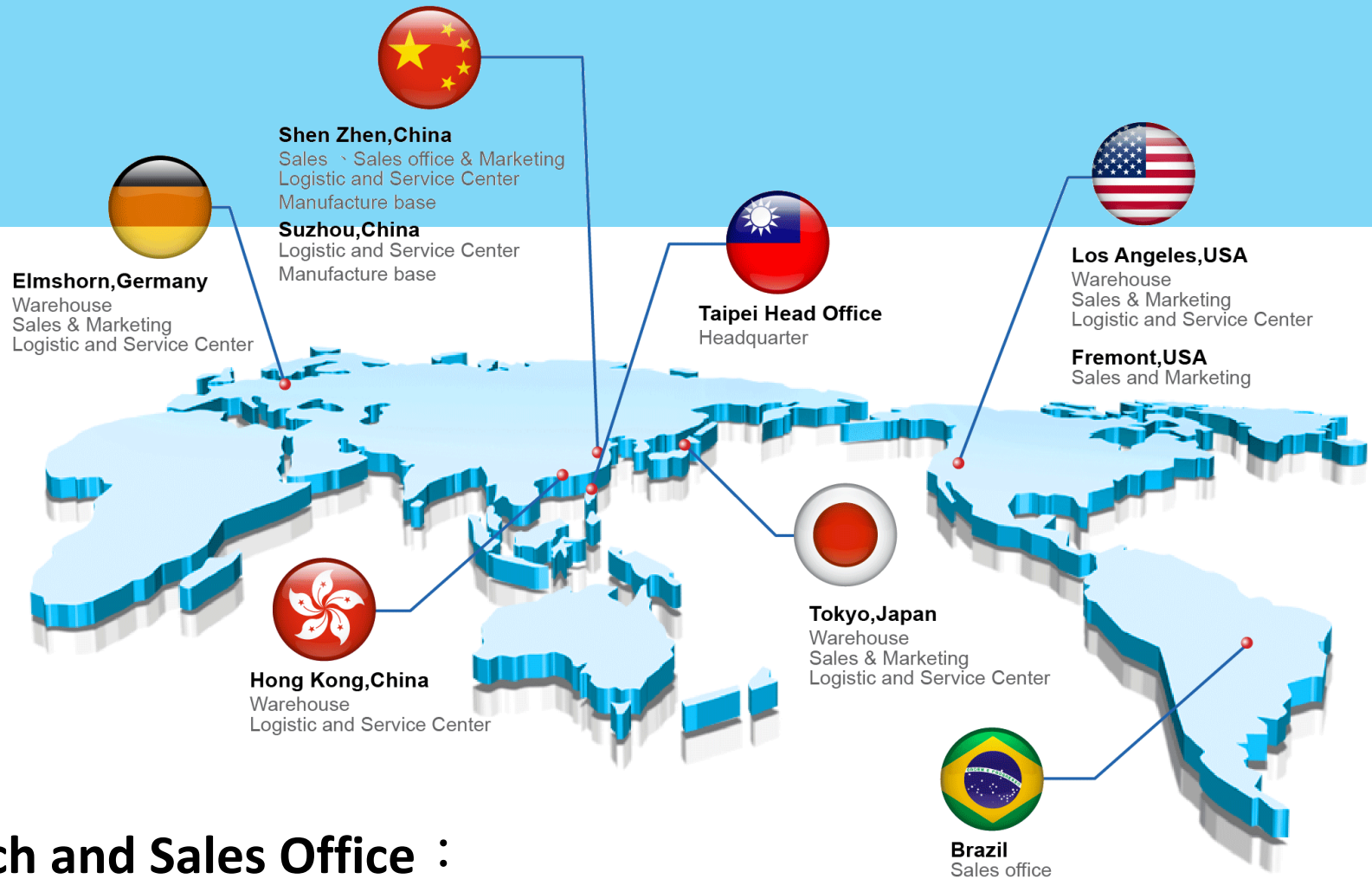


# Hardware + Software + User = Smart Solution Provider

As a Smart Solution Provider, Shuttle dedicated in Hardware and Software research, development and integration.







**Branch and Sales Office :**

USA, Brazil, German, Hong Kong, China

**Manufacturing :** Shenzhen, China, Suzhou, China



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## **Product Introduction & Case-studies**

# XPC, Small but Big Potential

- Patented Thermal Module
- 24/7 Non-stop Certified
- Small Form Factor Design
- Reliable and Performance





# Industrial-level mini-PC

## The Expert of mini-PC and thermal

Grant 485 patents in mini-PC and notebook, of which 50 patents in thermal technology.





# XPC cube 13 Liter

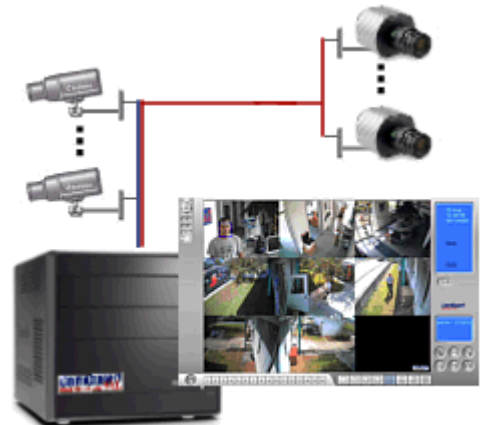
R4/R6/R8 chassis

- I.C.E 2 heat-pipe module
- 500W 80Plus Silver PSU
- 300W 80Plus Bronze PSU

Features of R8 model:

- With new mechanism, the R8 model can be installed up to four 3.5" HDDs.
- High-end Graphic Card Supports

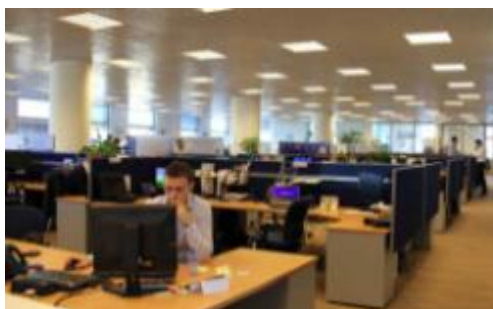
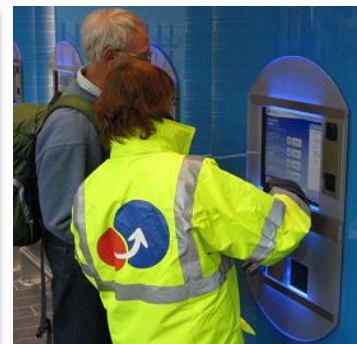
**Suitable for Large and multiple screens video wall, School PC, Mini-Server and Surveillance system**



# XPC slim 1 & 3 Liter

- Wide-application for vertical use
- 4K UHD video playback
- Multiple I/O port to peripheral-rich needs
- Supports Intel Celeron, Core i3/i5/i7
- 24/7 non-stop operation
- High Stability
- Fan-less design of DS series

**Suitable for KIOSK, Digital Signage, Menu-board, Video Conference System, Thin-Client**





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## XPC slim 1 & 3 Liter

**“The Shuttle DS81 is an efficient and powerful machine, and the response and reboot time is extremely quick.”**

– Edward D'Angelo, Manager  
Systems Support at JFKIAT





# XPC nano 0.5 Liter

- 4K UHD playback supports
- Compatible with Windows, Linux and ARM
- The NS series is pre-install Shuttle house design signage software DS Creator 2.0, which supports both window and mobile phone version.

**Suitable for HTPC, and Digital Signage for small retail store**





# Shuttle® XPC aio 15.6 inches

- Fan-less design
- 16:9 Touch Screen
- Full-HD Supports
- IP54 Front Panel
- Triple Display Output

**Suitable for POS, POI, queuing system, Home Control AIO PC**



Shuttle Confidential





# 人臉辨識 BR06

- 7-inches All-in-One
- IR Camera and Color Camera
- Supports RFID and Finger-print recognition

**Suitable for access control for home, enterprise and factory, VIP management, Smart Factory, Smart Warehouse**



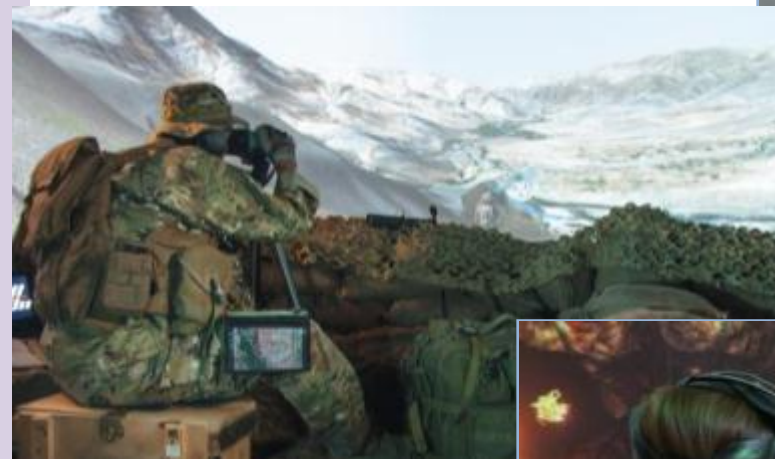
# VR Ready XPC Series

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VR content requires a powerful PC with great supports in CPU and GPU.

Shuttle XPC features compact size, expandability and advanced thermal technology which make it suitable for VR applications.

Suitable for VR Game, VR simulated training



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# Notebooks, AIOs, SFF PCs...





# Tablets, Education PCs...



# Shuttle®





**SMART IOT SOLUTIONS  
BIOMETRICS, EDUCATION,  
ELDERLY-CARE and More**



An elderly couple is riding a bright green motorcycle. The man is in the driver's seat, wearing a blue denim jacket, blue jeans, a red shirt, and a black helmet. He is smiling broadly and has his mouth open as if laughing. The woman is seated behind him, wearing a brown jacket over a green shirt and a black helmet. She also has her mouth open in a joyful expression and her arms are raised high in the air. The motorcycle is a classic-style bike with round headlights and mirrors. The background shows a clear blue sky and some green foliage. The image is part of a presentation slide, with a light blue and yellow background on the right side.

# *Shuttle*<sup>®</sup>

We all will get old one day, so it's vital we start to treat old care as a priority.

# Shuttle Smart Long-Term Care Solution *Shuttle*<sup>®</sup>

*Shuttle*<sup>®</sup> Smart Care Cloud

*Long-Term Care2.0 Platform*

Nursing  
Home

Day-Care Center

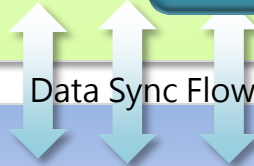
Community Care

In-Home Care

O2O Care Service Platform

Data Sync Flow

Integrate IoT related Peripherals and Devices



# Performance in Long-Term Care

- 衛福部社家署智慧社區照顧北部示範場域建置計畫(Government Bid)
- 新北市政府合作智慧城市長期照顧項目
- 新北市衛生局合作黃金自立給付包跨專業同步系統
- 發展長照2.0系統  
Long-term Care 2.0 system
- 智慧居服管理系統開發  
In-Home Care System
- 安養中心管理系統合作開發  
Nursing Home management system
- 大陸山東省濰坊市民政局合作  
China Local Elderly-Service

- 發展平衡訓練系統應用
- 發展智慧送藥





# O2O Long-Term Care Service

- 以雲端管理平台提供服務(Cloud Management Platform)
- 形成照顧產業聚落型服務(Care Service Industry Cluster)
- 整合提供商的服務零碎時間(Service Integration and Management Efficiency)
- 提供彈性化的品項建置(Flexibility and Versatile Service)
- 促成多元服務項目(Service Engagement)
- 合作營運拆帳 (Payment Flow Management)

## **IOT SOLUTIONS FOR Retail**

**SMART “Grab and Go” SHOP**

**SMART Self-Service GYM**

**SMART B&B Solution for travel and  
local stay**





# 2017 H1 Finance Performance

# 103年迄106年Q2簡易損益表

## 2014 to 2017Q2 Income Statement

In Thousands of NT Dollar

	103年(2014)	104年(2015)	105年(2016)	106Q2(2017Q2)
營業收入 Revenue	6,767,795	5,027,166	4,188,815	2,377,418
營業成本 Cost of Sales	5,857,724	4,342,544	3,367,974	2,109,414
營業毛利 Cross Profit	910,071	684,622	820,841	256,156
營業費用 Operating Expense	1,047,352	937,641	812,878	384,491
營業利益（損失） Operating Income	-135,025	-254,521	7,963	-128,335
營業外收入及支出 Total Non-Op. Income & Exp	-125,662	15,446	-95,772	85,736
稅前淨利（淨損） Pre-Tax Income	-260,687	-239,075	-87,809	-32,804
基本每股盈餘（元） Earning Per Share	-0.71	-0.63	-0.29	-0.1

# 106年第二季簡易損益表

## 2017Q2 Income Statement

In Thousands of NT Dollar

	106年第2季 (2017Q2)		105年第2季(2016Q2)	
	金額	%	金額	%
營業收入合計 Total of Operating Revenue	1,398,204	100	1,056,055	100
營業成本合計 Total of Cost	1,251,752	89.53	842,875	79.81
營業毛利（毛損） Gross Profit	146,452	10.47	213,180	20.19
營業費用合計 Total of Operating Exp.	180,886	12.94	219,797	20.81
營業利益（損失） Operating Income	-34,434	-2.46	-6,617	-0.63
營業外收入及支出合計 Total Non-OP. Income and Exp.	85,471	6.11	-457	-0.04
稅前淨利（淨損） Pre-Tax Income	51,037	3.65	-7,074	-0.67
所得稅費用（利益）合計 Income Tax Expense	3,246	0.23	2,483	0.24
本期淨利（淨損） Net Income	47,791	3.42	-9,557	-0.9
每股盈餘 Earning Per Share	0.15		-0.03	



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# Thanks!!



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