



About Advantech

Founded in 1983, Advantech is a leader in providing trusted, innovative products, services, and solutions. Advantech offers comprehensive system integration, embedded and automation products, and global logistics support. We cooperate closely with our partners to provide complete solutions. Our mission is to enable an intelligent planet that makes possible the development of smarter working and living—without boundaries.



Enabling an Intelligent Planet

www.advantech.com

Advantech at a Glance

Enabling an Intelligent Planet

Founded in 1983, Advantech is a leader in providing trusted, innovative products, services, and solutions. Advantech offers comprehensive system integration, hardware, software, customer-centric design services, embedded systems, automation products, and global logistics support. We cooperate closely with our partners to help provide complete solutions for a wide array of applications across a diverse range of industries. Our mission is to enable an intelligent planet with Automation and Embedded computing products and solutions that empower the development of smarter working and living. With Advantech, there is no limit to the applications and innovations our products make possible.

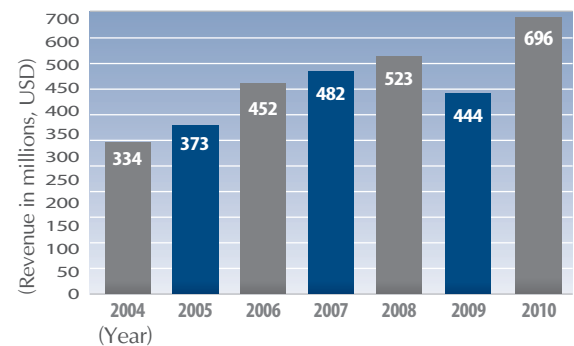


Advantech's Good-to-Great 3-Circle Principle

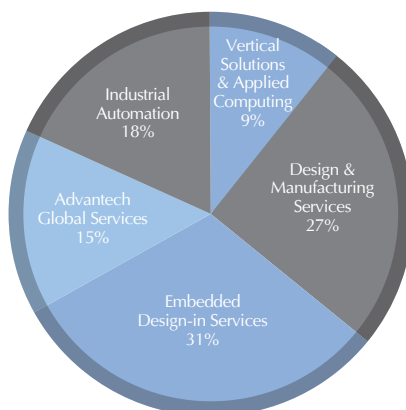
Fact Sheet

Established	May, 1983
Publicly Listed	December, 1999
Market Capital	USD \$1.5 billion
CEO	KC Liu
Worldwide Employees	4,899 (1,523 in Taiwan)
Worldwide Support	64 major cities in 22 countries

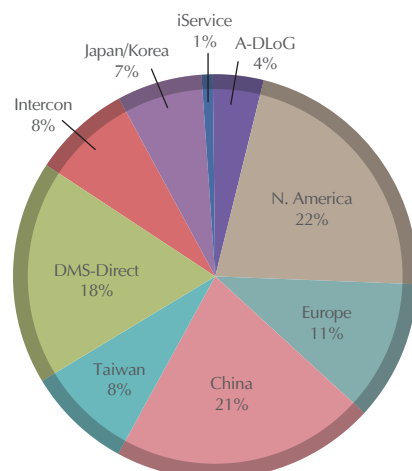
Sales Revenue



2010 Sales Breakdown by Region



2010 Sales Breakdown by Product



Timely Support for Your Convenience

Advantech has over 12 regional toll-free hotlines and offices throughout 64 cities, in 22 countries, with nearly 5,000 employees to provide efficient, professional services for customer care, product selection, technical support, and order handling. Through our call centers and online stores, customers worldwide enjoy the convenience of Advantech's multi-service channels to reduce business turnaround time. Together with the four customer service centers in Taiwan, China, the Netherlands, and the United States, our global service network offers an extensive spectrum of services that includes warehousing, logistics, peripheral certification, sourcing & purchasing, and RMA & support services.

Advantech iPlanet.Online



Buy Directly at Advantech eStore

Advantech online store offers one-stop shopping for all kinds of embedded and automation products, such as: human machine interfaces, industrial Ethernet networking, controller & I/O products, plus embedded computing platforms.

Online Support

Providing self-support services is an essential part of being a top-tier automation company. We take pride in the outstanding level of service that we offer. To best support our customers, we've created a suite of useful interactive online tools, including:

- Technical Documents: Manuals, datasheets, updated drivers and utilities all available for download through the support portal.
- 3D Product Models: Simulated products in 3D format to provide detailed visualizations for evaluation.
- Online Training: Self-training documents and videos to provide trainees with integrated information.
- Online Catalog: A comprehensive online catalog with extensive product information.



Call Centers

To effectively respond to customer questions, our regional call centers support inquiries about purchasing, shipping, technical issues and RMA issues. Contact your regional call center to get the prompt support you need.

Manufacturing Capability

Our dual, world-class manufacturing centers in Taiwan and China both maintain precise quality control, and offer a full range of production in a timely and cost-effective manner. To maximize the efficiency of operational procedures, we have implemented a cluster manufacturing system within our segmented manufacturing service units. This unique approach enables a direct, simplified, and highly streamlined design-to-manufacturing process.

- In-house board, chassis, and system production
- Dual world-class manufacturing centers minimize business risks
- Advanced production capabilities and customizable processes
- Rigid quality assurance system
- Complete ISO standard coverage



ATMC

15,744 m²

Taiwan Manufacturing Center

- Small-Volume Production
- Board & System Products
- ODM/OEM Projects
- Engineering Sample Innovative Service
- Complex Product Lines
- Flexible & Quick Production



AKMC

81,000 m²

China Kunshan Manufacturing Center

- Mid-to-High-Volume Production
- Board & System Products
- DMS / DTOS Projects
- Mature Product Lines
- Cost-Effective Production
- Chassis Design & Production

Advantech Corporate Structure & Growth Engines

• Industrial Automation:

Industrial Automation targets industrial-oriented fields, creating solutions for machine automation, factory automation, green energy, building automation and environmental monitoring applications. Industrial Automation product offerings range from HMI devices, data acquisition & control cards, remote I/O modules and embedded automation computers, to programmable automation controllers, automation software and a wide range of Industrial Communication solutions. In order to provide customers with fully integrated solutions, IAG has built domain-focused teams for selected vertical applications.

• Embedded Design-In Services:

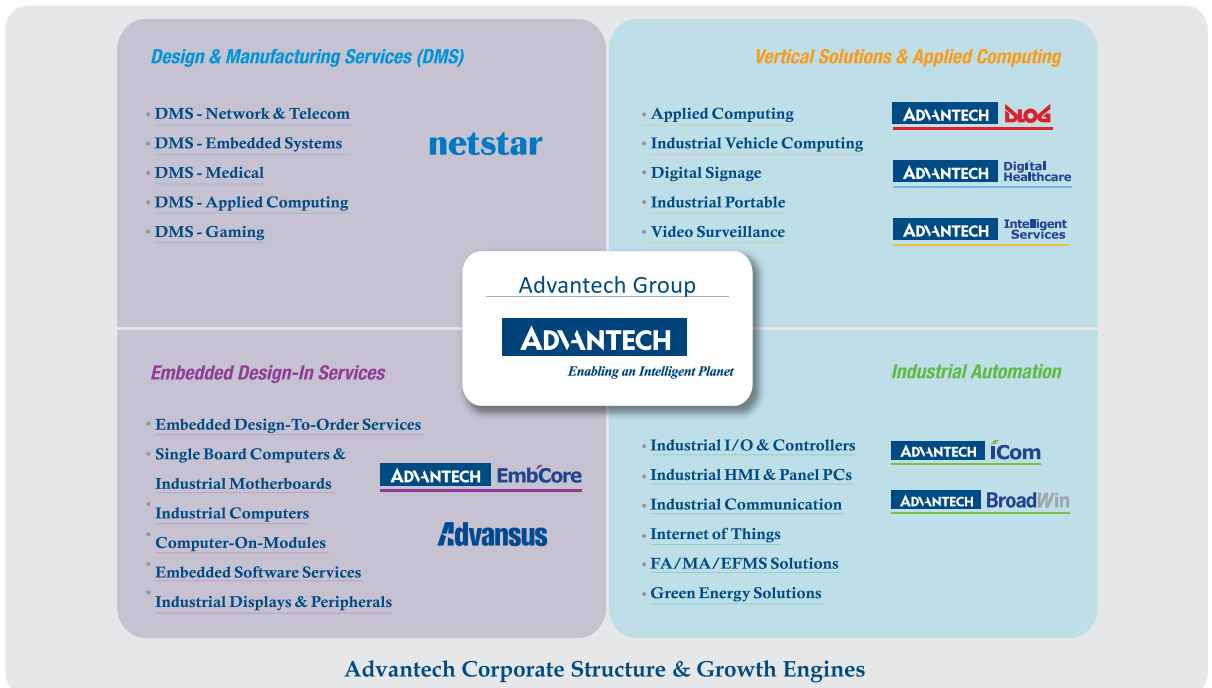
Embedded Design-In Services provides a full range of embedded boards, systems, peripheral modules and innovative embedded software services with leading technologies to customers. With a range of specialist design-in services backed by our internal and global resources, Advantech is committed to working closely with embedded customers to ensure design success by helping them explore business opportunities through Embedded Design-in Services.

• Vertical Solutions & Applied Computing:

Advantech's iService & Applied Computing invests in developing vertically-driven, application-specific platforms and service-ready solutions for use in many sectors: industrial portable computing, in-vehicle, fleet management, medical/healthcare, hospitality, retail, enterprise, education, home, and public spaces. Enjoy the convenience, safety, work efficiency and enhanced quality that smart applications deliver, and experience the best in interactive and innovative technologies and services.

• Design & Manufacturing Services (DMS):

Advantech Integrated DMS StarFleet Model provides OEMs and premier key accounts with customer-focused design and manufacturing services, winning together through worldwide partnership and collaboration. DMS provides hardware and software integrated solutions. Through Advantech Premier Design & Manufacturing Services, our customers get reliable, open-standard solutions from the leading innovator in IPC development and manufacturing – plus dedicated resources and support to back them up.



Model Corporate Citizen

In 2006 and 2007, Advantech was presented with the Corporate Social Responsibility Award by a respected Taiwanese publication – Global Views Magazine – to honor its contributions to society. KC Liu, the CEO of Advantech emphasized, "Giving back to society is part of our business operation. Corporations are like trees in society's fertile soil. A corporation must cultivate the root cause of its ground-breaking growth, so that during prosperous times innovation can propagate back into society, while encouraging full participation from all of its employees."

Advantech Beautiful Life

ABLE Club is an employee and society benefit program that aims to inspire and give back to every Advantecher, as well as to the entire society. In the belief that every human being ought to achieve a fulfilling and beautiful life, ABLE Club encourages Advantechers to participate actively in a wide variety of social, cultural and sports events, in the pursuit of a true, good and beautiful quality of life. Being part of ABLE Club, Advantech Foundation focuses on talent development. For Advantech, nurturing bright local youth is not only good community relations, but also good business, as it helps attract fresh talent in a positive cycle that continuously replenishes the company's growth.

Environmental Compliance

As a member of the global village, Advantech understands the importance of preserving the environment. Our environmental programs focus on reducing, reusing, and recycling materials used in our manufacturing operations. Advantech's environmental compliance efforts include the following:

- ISO 9001 Certification
- ISO 14001 Certification
- ISO 13485 Certification
- OHSAS 18001 Certification
- TL9000 Quality Management System
- RoHS Directive Compliance
- WEEE Directive Compliance
- Authorized Sony Green Partner



Advantech Global Services Network



Advantech Global Services (AGS)

Advantech Global Services is a comprehensive service package that integrates the three key service models into a complete transaction process, from the product design phase, to manufacturing, to after-sales support. In order to create the maximum value for our customers, Advantech has actively expanded its domain know-how in a wide variety of vertical markets. With an extensive network of global operations in 64 cities and 22 countries, Advantech Global Services is the shortcut for transforming ideas into reality.

Regional Service Centers

Taiwan	China	N. America	Europe	Japan
Taipei	Kunshan	Milpitas, CA, USA	Netherlands, Europe	Tokyo
+886-2-2218-4567	+86-512-5777-5666	+1-408-519-3800	+31-40-267-7000	+81-3-6802-1021
ags.taiwan@advantech.com		ags.usa@advantech.com		ags.japan@advantech.com
	Beijing		Warsaw, Poland	
	+86-10-6298-4346		+48-22-33-23-730	
	ags.china@advantech.com		ags.europe@advantech.com	

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