

AURO 和椿科技 (6215.TW)

2025 Q3 Earnings Call

機器・為人
Robotics for Humans

2025.11.25





Disclaimer

- The information contained in this presentation is based on data currently available to the Company and the results of its internal analysis, and includes forward-looking statements and projections.
- These forward-looking statements involve certain future events and are subject to various known and unknown risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied in such projections.
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- In case of any discrepancies, the Company's officially disclosed financial reports and public announcements shall prevail.

AGENDA

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2025 YTD Performance Highlights

02

Strategic Positioning

03

Business Planning and Growth Momentum



About Aurotek

1-stop Automation Solutions
From key components to
system integration

US\$ 51.97 million
2024 cumulative revenue growth of 69%

US\$ 302.2 million
Market value as 16th Oct. 2025

**45 Years of
Automation Experience**
Strengthening FAE system integration
capabilities



**AI + Robotics
Solution Provider**
Addressing Challenges from
Aging and Low Birth Rates

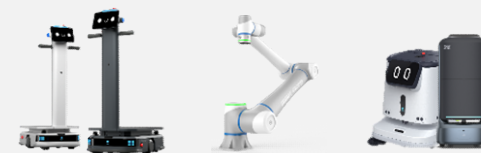
5000+ Existing Customers
Rapid deployment of robotic solutions

TWSE-Listed Company(6215.TW)

Established : Nov. 1980
OTC : Dec. 2002
Listed : Dec. 2007

Capital: 26 million USD
Employees: 190 Taiwan (240 whole group)

3 major solutions
Smart Logistics, Manufacturing, Services

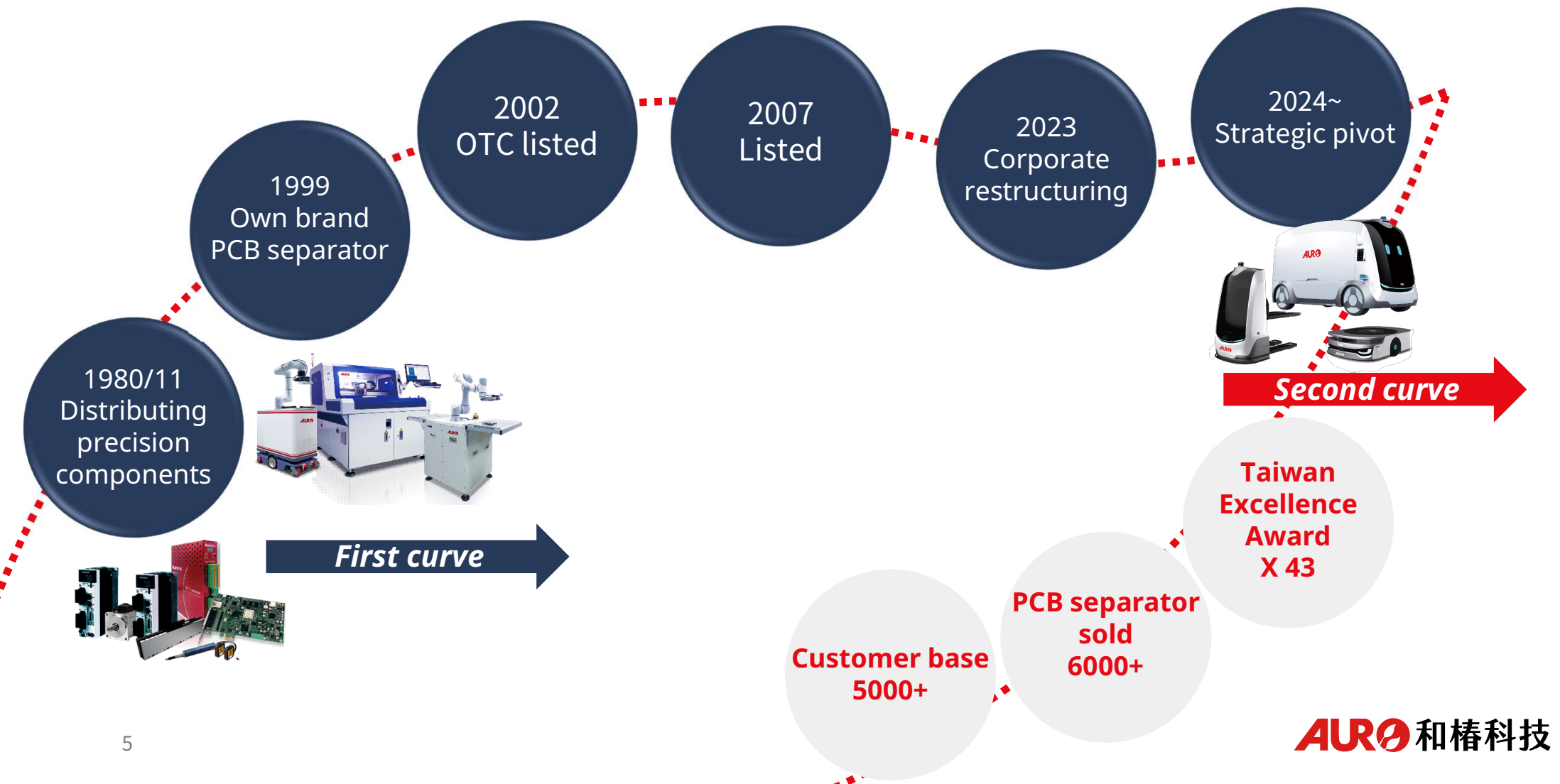


50+ Awards

43 Taiwan Excellence Awards,
including 1 Gold and 5 Silver



About Aurotek





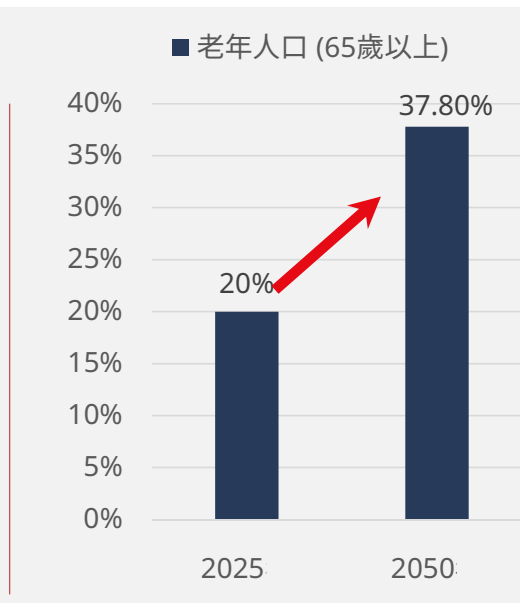
Labor Shortage Trends

Low Birth Rate



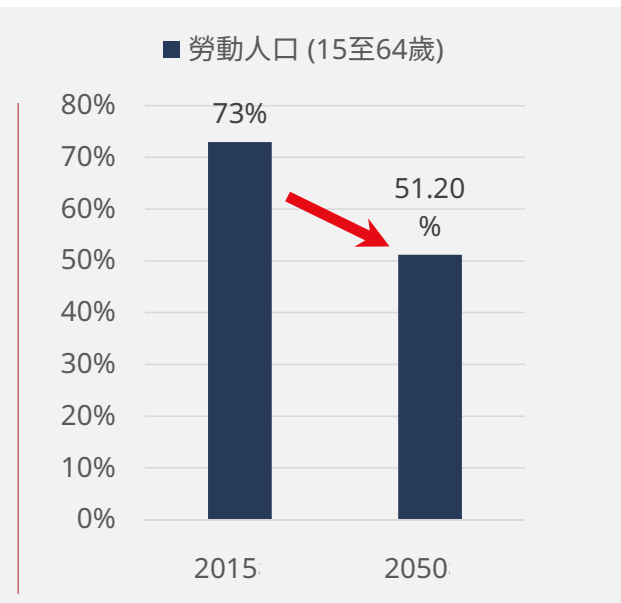
資料來源：內政部戶政司官網
國家發展委員會《中華民國人口推估報告》

Aging Population



資料來源：國家發展委員會《人口推估報告》
UN DESA《World Population Prospects》

Shrinking Workforce

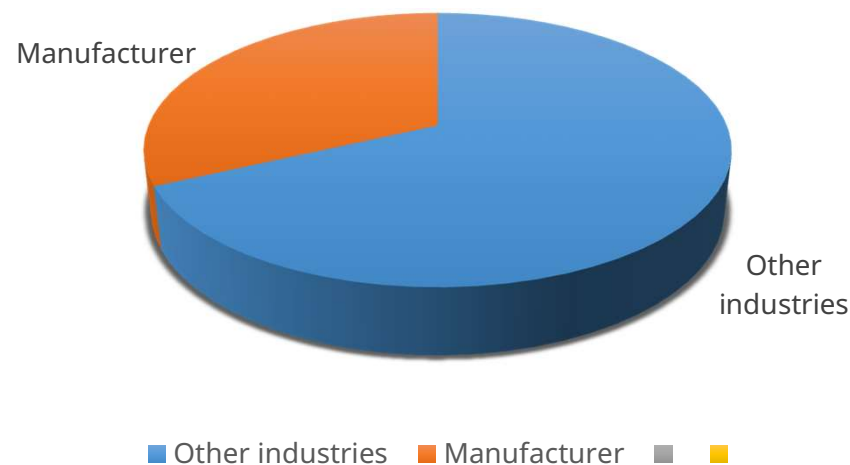


資料來源：國家發展委員會《人口推估報告》
國際勞工組織《ILO 勞動力參與 Taiwan》



Labor shortages across industries

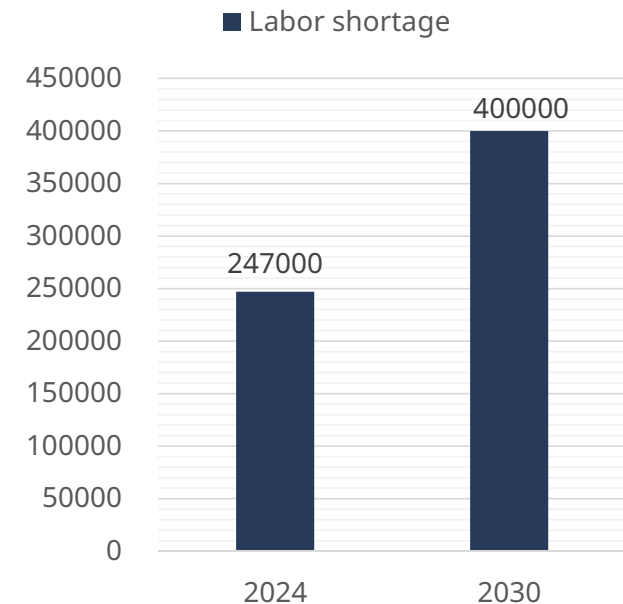
In late July 2024, the long-term labor shortage reached 66,000.



Full-time vacancies remaining unfilled for over six months

Source: Ministry of Labor Official Website
台灣勞工季刊81期春季號

National Development Council estimates a continued widening labor gap





AI Robotics Penetrating a Broader Range of Industries

AURO | Cobot



**Smart
manufacturing**

AURO | AMR



**Smart
logistics**

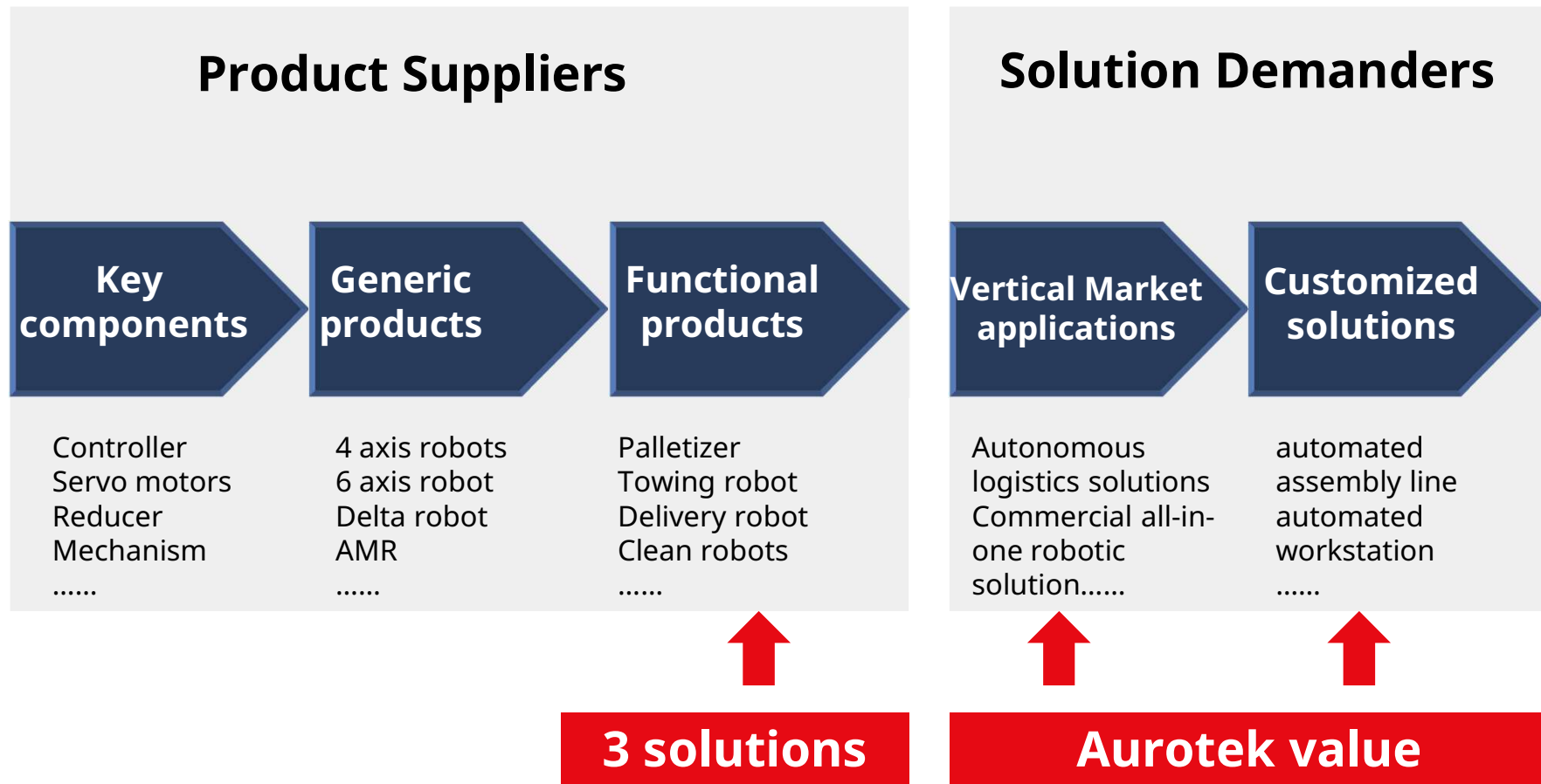
AURO | ServBot



**Smart
service**



Aurotek – a solution provider

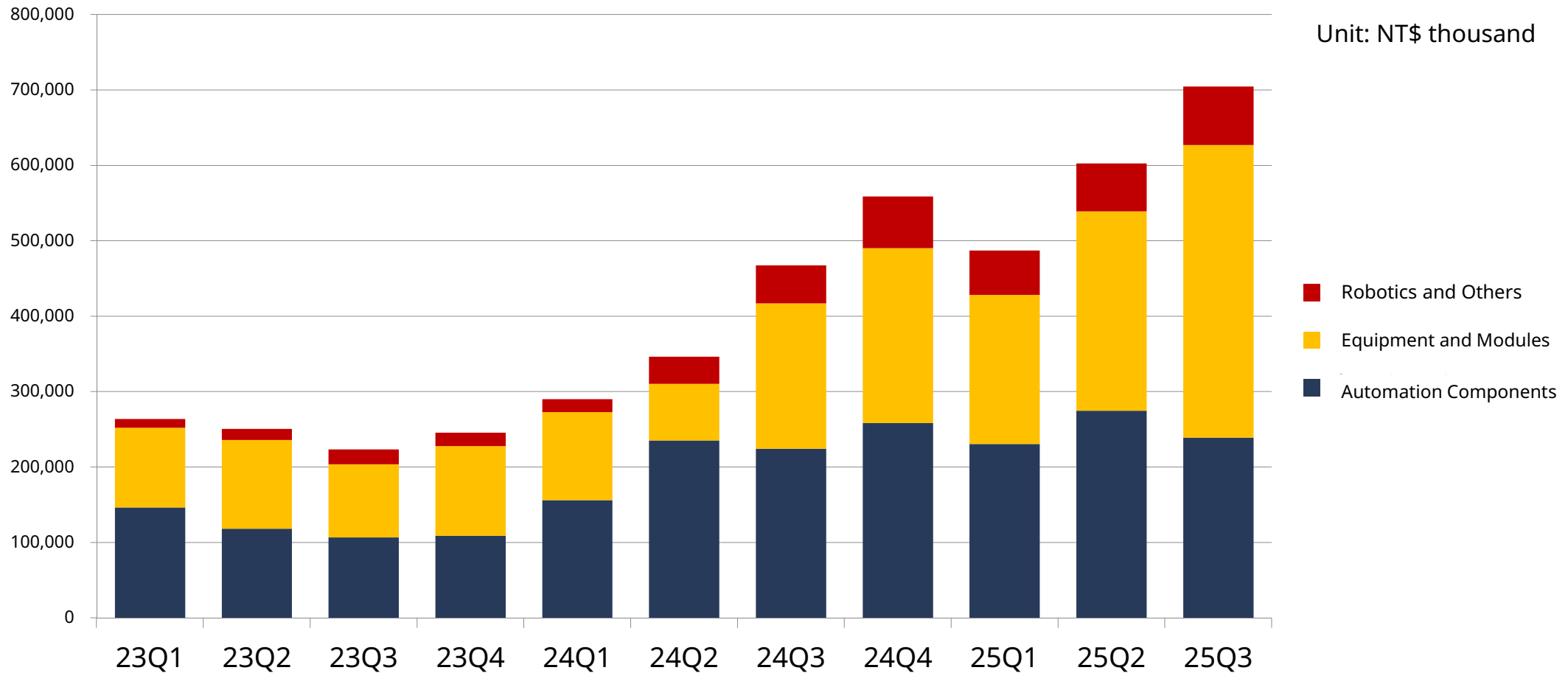




2025 YTD Performance Highlights



Sales Analysis – Revenue Trends Over the Years





CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit : In Thousands of NT Dollars

Item	2023	2024	For the Nine Months Ended September 30	
			2024	2025
Operating revenue	983,549	1,662,946	1,104,048	1,794,488
Gross Profit	309,357	479,502	326,018	437,618
Gross Margin	31.5%	28.8%	29.5%	24.4%
Operating expenses	287,015	363,808	244,770	316,161
Operating profit	22,342	115,694	81,248	121,457
Operating Margin	2.3%	7.0%	7.4%	6.8%
Non-operating income	62,086	94,460	66,390	10,033
Net Income	79,408	174,788	125,422	105,323
Net Income Margin	8.1%	10.5%	11.4%	5.9%
EPS (NT Dollar)	0.95	2.11	1.52	1.27



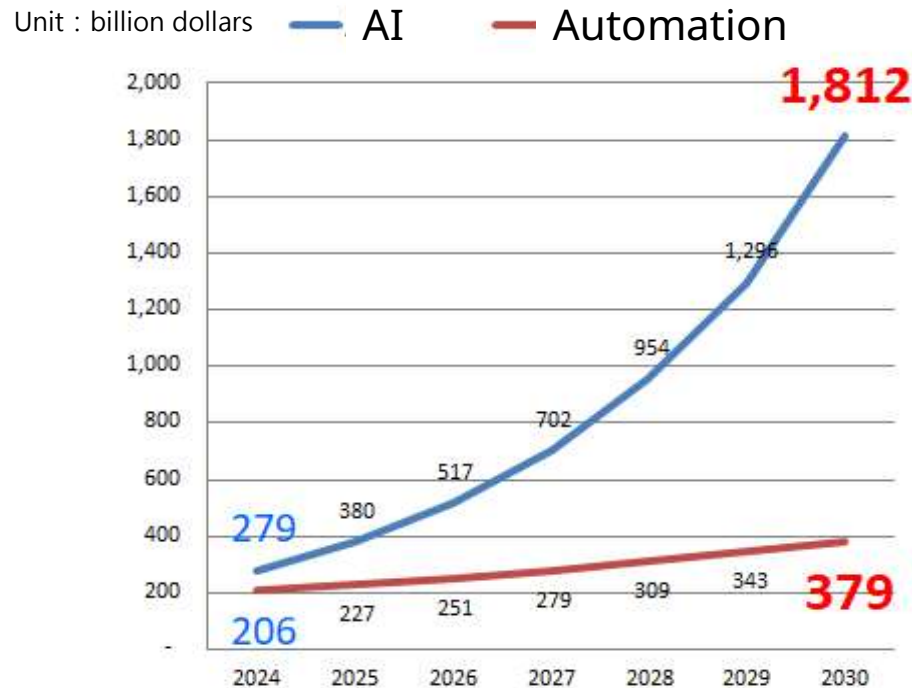
Strategic Positioning



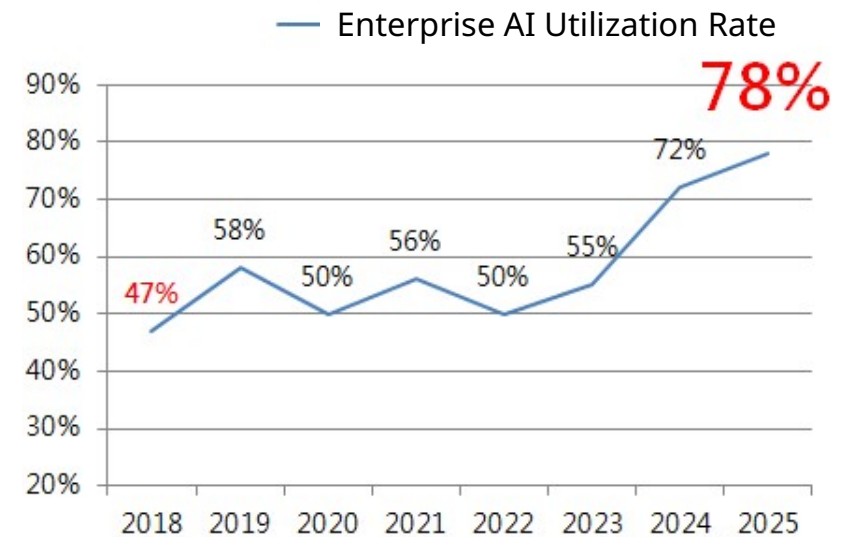
AI + Automation : Market Size and Growth Rate

AI CAGR 35.9% → Accelerated Expansion

Automation CAGR 10.8% → Stable yet Moderate



Source: Grand View Research



Source: Exploding Topics

**Utilization Rate up to 78%
Indicating Widespread Mainstream
Adoption**

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Value Chain Analysis of the AI Industry

Applications

Overall AI ▲36%

GPT、OpenAI、Google、AWS

Medical ▲36%

IBM Watson Health、Tempus、

AVs AI ▲24%

Tesla、Waymo (Alphabet)、
Apollo、Mobileye

Law AI ▲17%

AI-Powered Legal Workflow Tools

Service Robot ▲20%

UBTech、Pudu Robotics

Versatile robots ▲30%

Cobots

Delivery Robots ▲34%

Pudu Robotics

AI SW ▲30%

OpenAI、Adobe、

Infrastructure & Computing

CPU / ASIC Accelerators

AI Servers

High-Performance Networking & Storage

Data Center Power and Cooling Systems

Cloud IaaS / Hosting Services

CAGR~17%

Foundation Models

General-Purpose LLMs

Multimodal Models

Domain-Specific Models

Fine-Tuning and Retrieval-Augmented

Generation (RAG)

On-Premises / Private Deployment **CAGR~40%**

MLOps / AIOps

Data Labeling / Synthetic Data Generation

Vector Databases & Feature Stores

Training / Inference Orchestration

Experiment Tracking, Evaluation,

Monitoring & Governance

Agents / Routing

CAGR~40%

Source: Grand View Research/
Fortune Business Insights

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Core Competencies

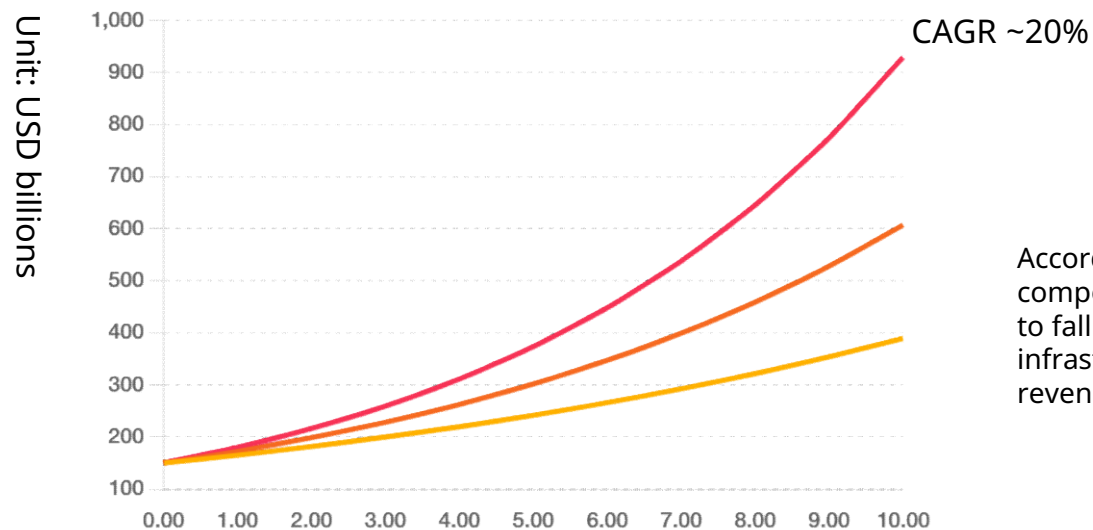


AI Infrastructure Supply Chain

Aurotek's end customers include leading global providers of AI accelerators and computing platforms. Our first-curve module solutions are already adopted in the manufacturing processes of high-performance computing (HPC) and AI accelerator chips.

☑ High Entry Barriers ☑ Long-Term Qualification Requirements ☑ Difficult-to-Replace Supplier

Ten-Year Growth Outlook for Fabless Chip Design Companies



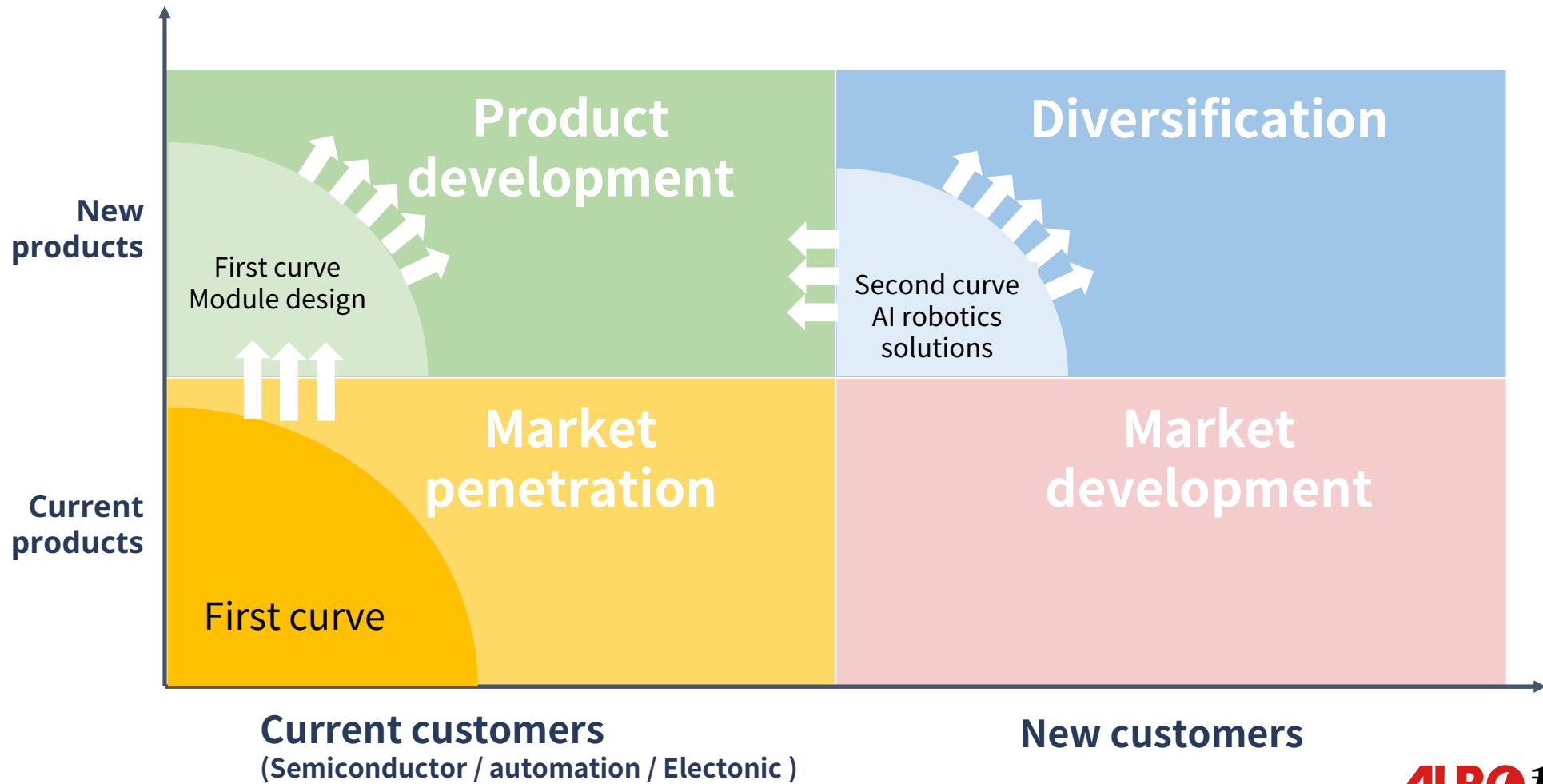
According to estimates compiled by multiple Wall Street analysts, NVIDIA's compound annual growth rate (CAGR) over the next 3-5 years is expected to fall within the 20%-30% range. Some analyses further indicate that, if AI infrastructure investment continues to expand rapidly, NVIDIA's annual revenue could potentially reach approximately US\$1 trillion by 2030.

Source :
<https://www.barrons.com/articles/nvidia-1-trillion-annual-revenue-749a90b5>

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Steady Order Intake from First-Curve Products





Automation + Robot partners





Strong Market Credibility Built on Long-Term Cooperation with Multi-Industry End Clients





Innovation

Annual R&D Expenditure Ratio of 3% Focused on Innovative Solutions

Unit: NT\$ thousand

Item	2024	2023	2022
Net Revenue	1,662,946	983,549	1,803,500
R&D expense	41,197	37,209	48,590
Ratio	2.48%	3.78%	2.69%



A close-up photograph of a transparent, metallic-looking robotic hand holding a clear glass sphere. Inside the sphere, the letters 'AI' are prominently displayed in a white, 3D font. The sphere is filled with intricate, glowing red and white circuit patterns, resembling a microchip or a neural network. The background is a soft, out-of-focus white, creating a clean and futuristic aesthetic.

Business Planning and Growth Momentum

Robotics for Humans



Key Driver of Industrial Upgrading



智慧無人物流解決方案

人形機器人 | 分揀·搬運·品管·安裝

Smart service solutions



Adoption by Major Groups and Leading Electronics Firms

Delivery & Cleaning Two Core Applications

■ Commercial Buildings & Hotel Chains

- Fullon Hotel – Meal Tray Collection
- Shin Kong Office Tower – Cleaning Services
- Addresses Labor Shortages

■ Electronics Manufacturers

- AUO Taichung – Cleanroom Cleaning & Material Transport
- Company B – Material Transport
- Robots Handle Undesirable Tasks, Freeing Human Labor for Higher-Value Work



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Smart logistics solutions



POC for Semiconductor and Precision Metalworking

Industrial Park Logistics & Line-Side Material Handling

■ Semiconductor – Back-End Processes

- Cross-plant transport powered by unmanned forklifts and autonomous vehicles
- Better dockside conditions, lower emissions, fewer labor and safety issues

■ Metalworking Industry

- 300 kg material transport from line-side to washing to finished-goods storage
- Automating low-value tasks to free human labor for what truly matters



Smart manufacturing solutions



Metalworking, Electronics Manufacturing, and CDMO Adoption

Line-Side Material Transport, CDMO Labeling and Testing

■ Metalworking & Electronics Manufacturing

- 3K line-side work; workers previously lifted 100+ kg manually
- Better working conditions; higher-value labor freed

■ CDMO Labeling & Testing – Desktop Industrial Arm Deployment

- Transfers labor-intensive labeling and tube-handling tasks to robotic arms
- Frees human labor for higher-value work

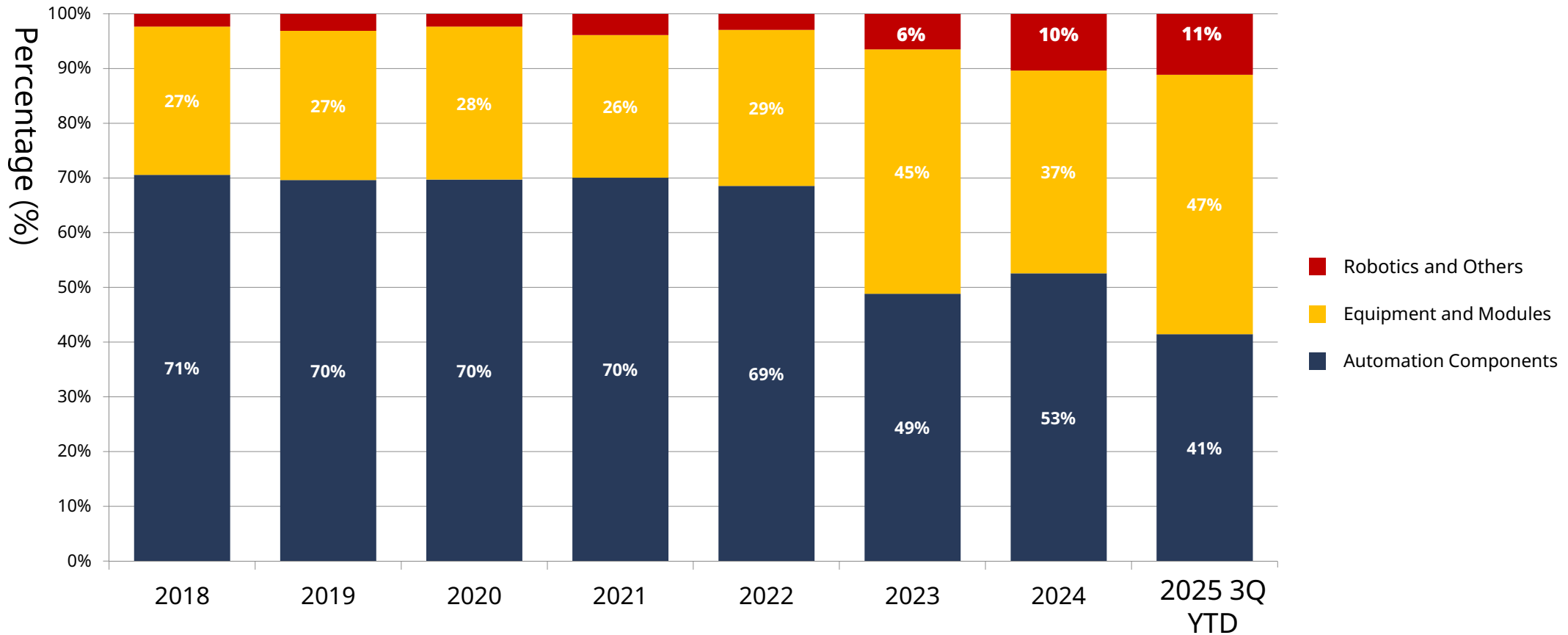
■ Robotic Arms Entering Smart Manufacturing – Inspection Equipment Modules



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Sales Analysis – By Product Application



First Curve

Second Curve

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AUROTEK Branding × AI Robotics Industry

2025 Q4 Offline Events: Enhanced Branding & Business Expansion

Sept. 25th – Hsinchu, D Forum



Oct. 21st Banqiao, Industrial Park Seminar



Oct. 22nd AI Innovation Day Forum



Oct. 21st Banqiao, Industrial Park Seminar

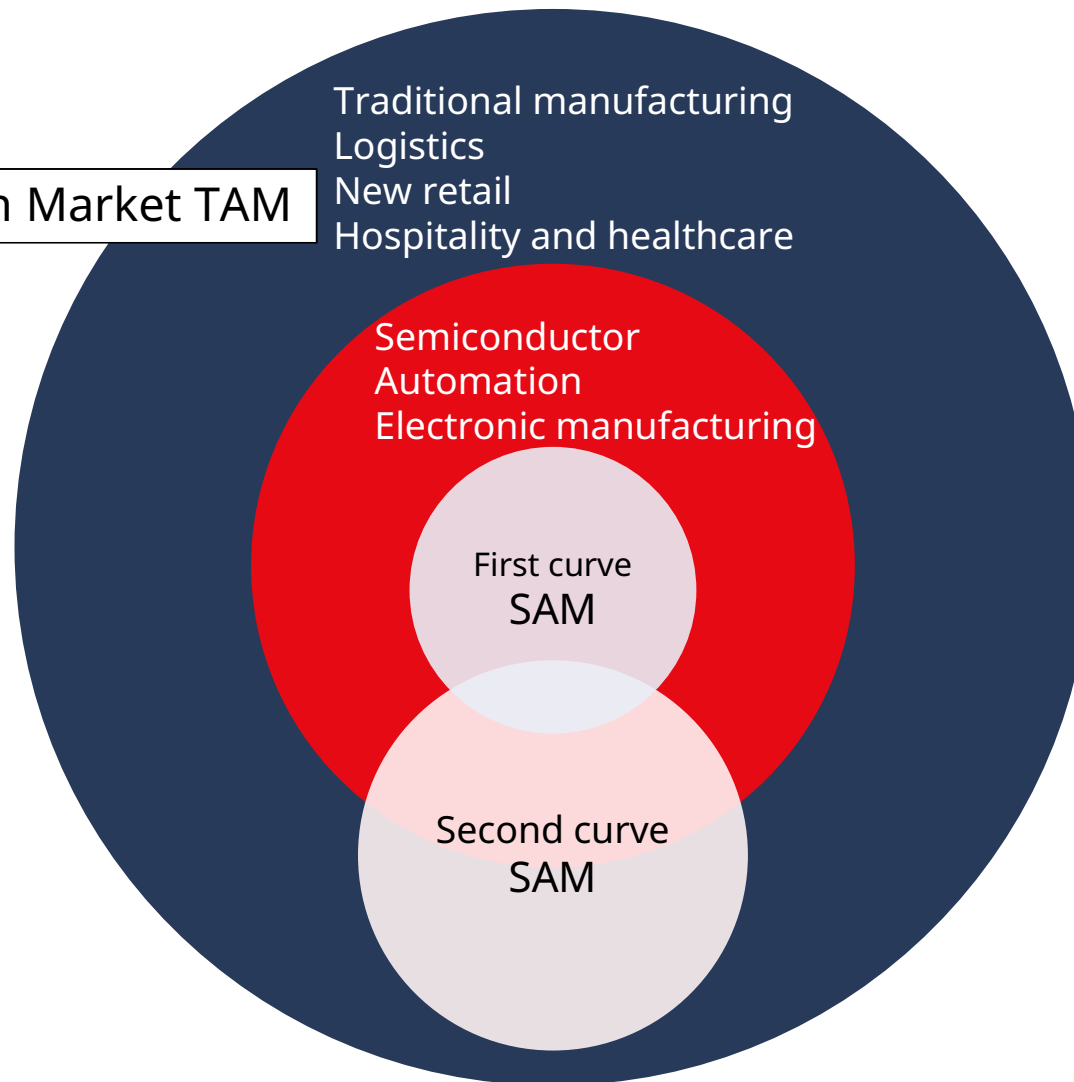


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Target Industries and Market Expansion

Taiwan Automation Market TAM





Humanoid Robots: The Next Revolutionary Wave in AI Robotics

Walker S2 has accumulated over NT\$3.3 billion in original-factory orders

Source [UBTECH Walker S2 Orders Top 800 Million Yuan After New 159M Contract | Humanoids Daily](#) Data updated: November 5th, 2025



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Mission and vision

Mission

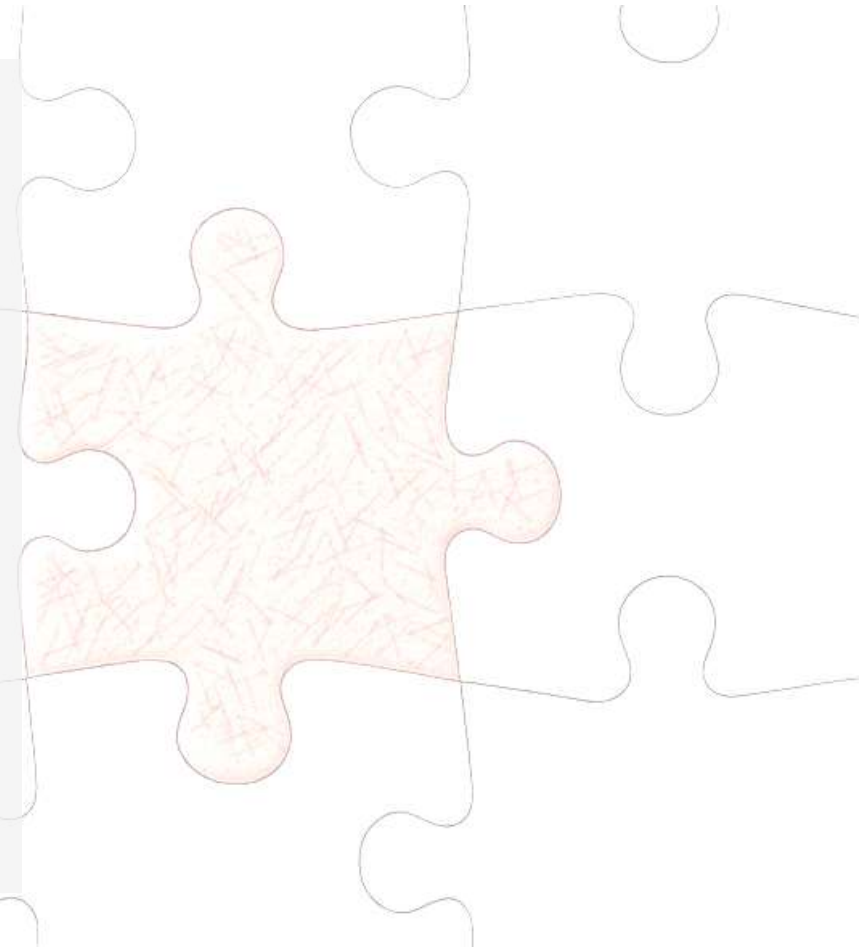
Solution Provider with AI and Robotics

Addressing Industry Challenges from aging populations and declining birth rates.

Vision

Driving smart technology into every corner of every industry.

Building a new, sustainable future where robots serve people.



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Thank you for your attention.