

**AURO** 和椿科技 (6215.TW)

2025 Q3 Earnings Call

機器・為人

Robotics for Humans

2025.11.26





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- 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 16<sup>th</sup> 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

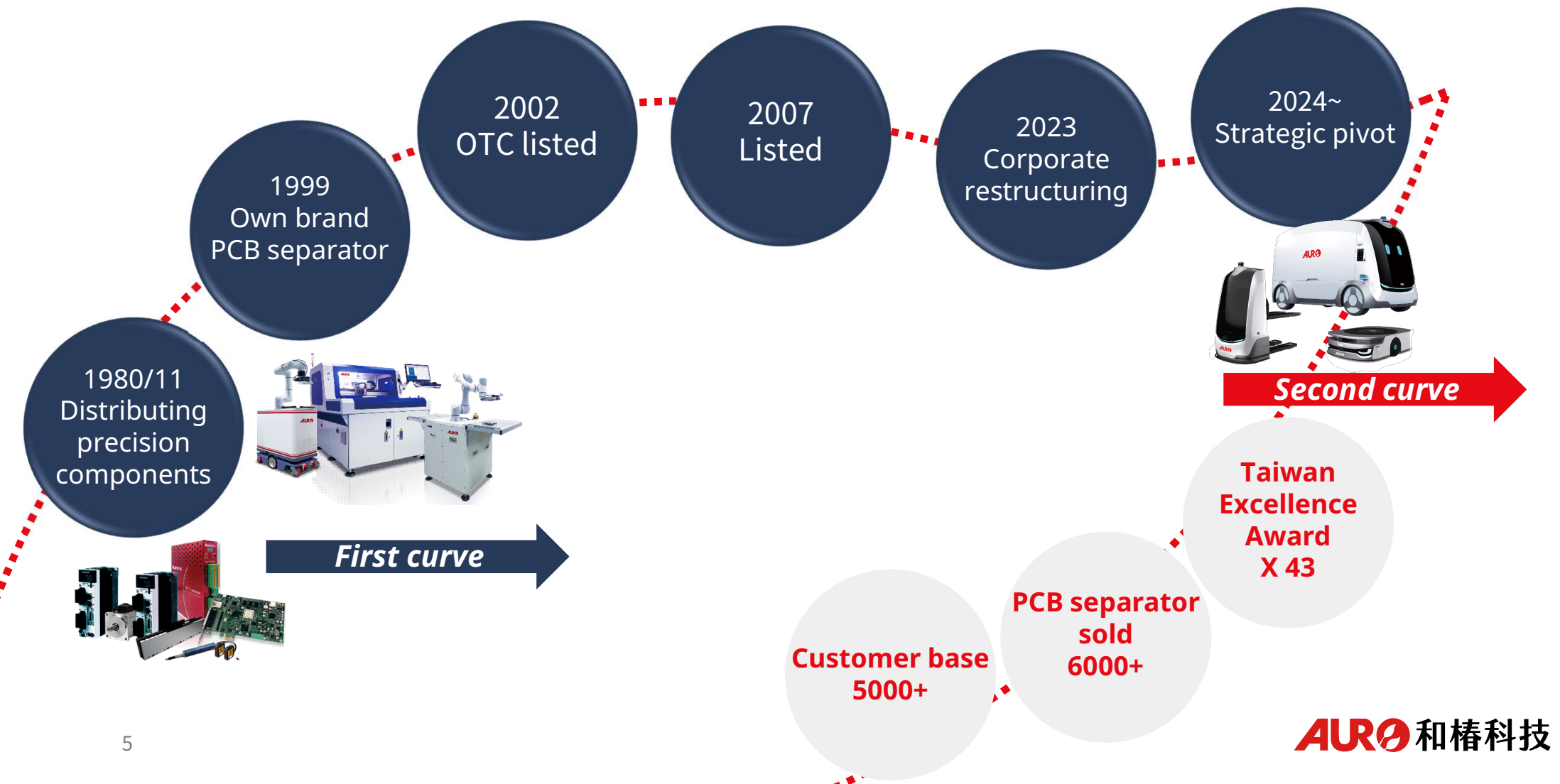


**50+ Awards**

43 Taiwan Excellence Awards,  
including 1 Gold and 5 Silver



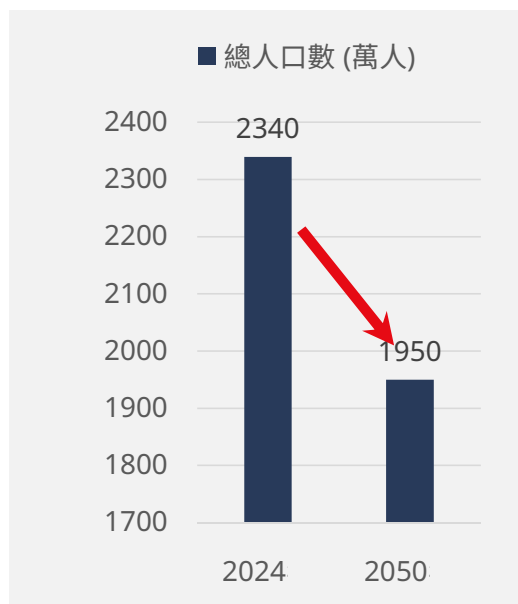
# About Aurotek





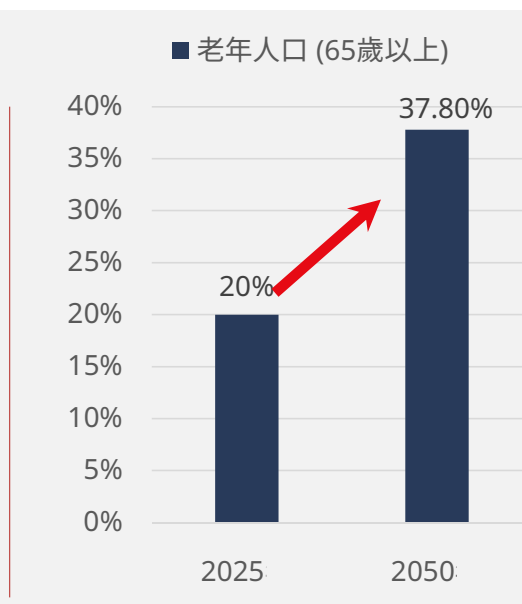
# Labor Shortage Trends

## Low Birth Rate



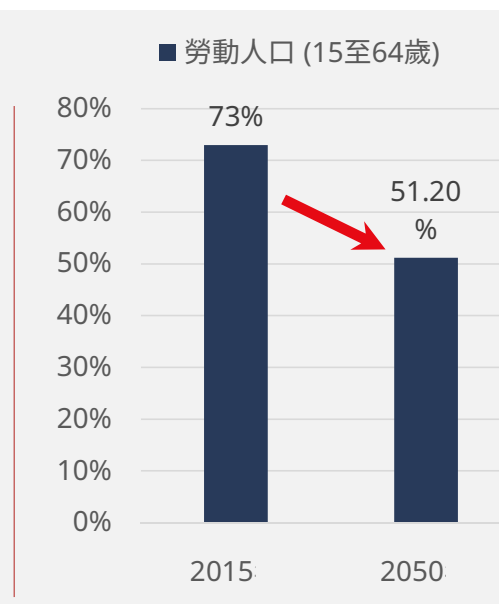
資料來源：內政部戶政司官網  
國家發展委員會《中華民國人口推估報告》

## 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



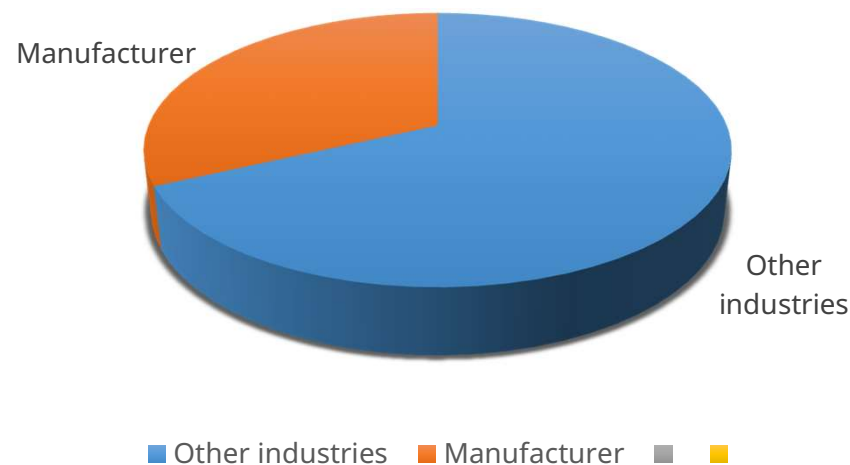
資料來源：國家發展委員會《人口推估報告》  
國際勞工組織《ILO 勞動力參與 Taiwan》





# Labor shortages across industries

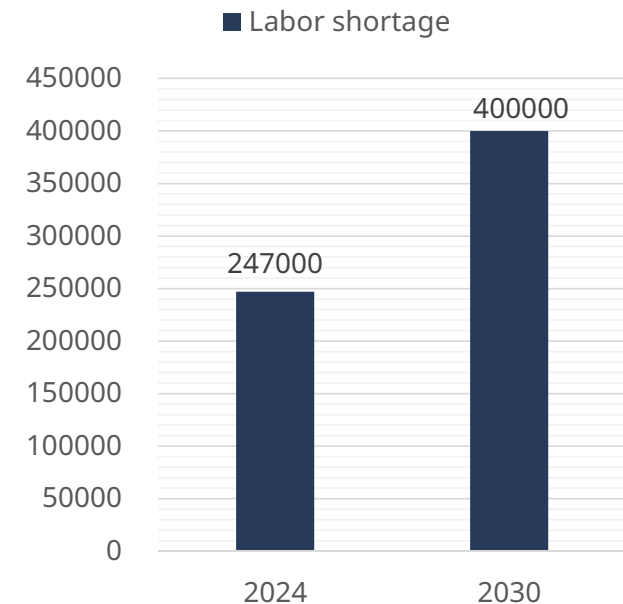
In late July 2024, the long-term labor shortage reached 66,000.



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**

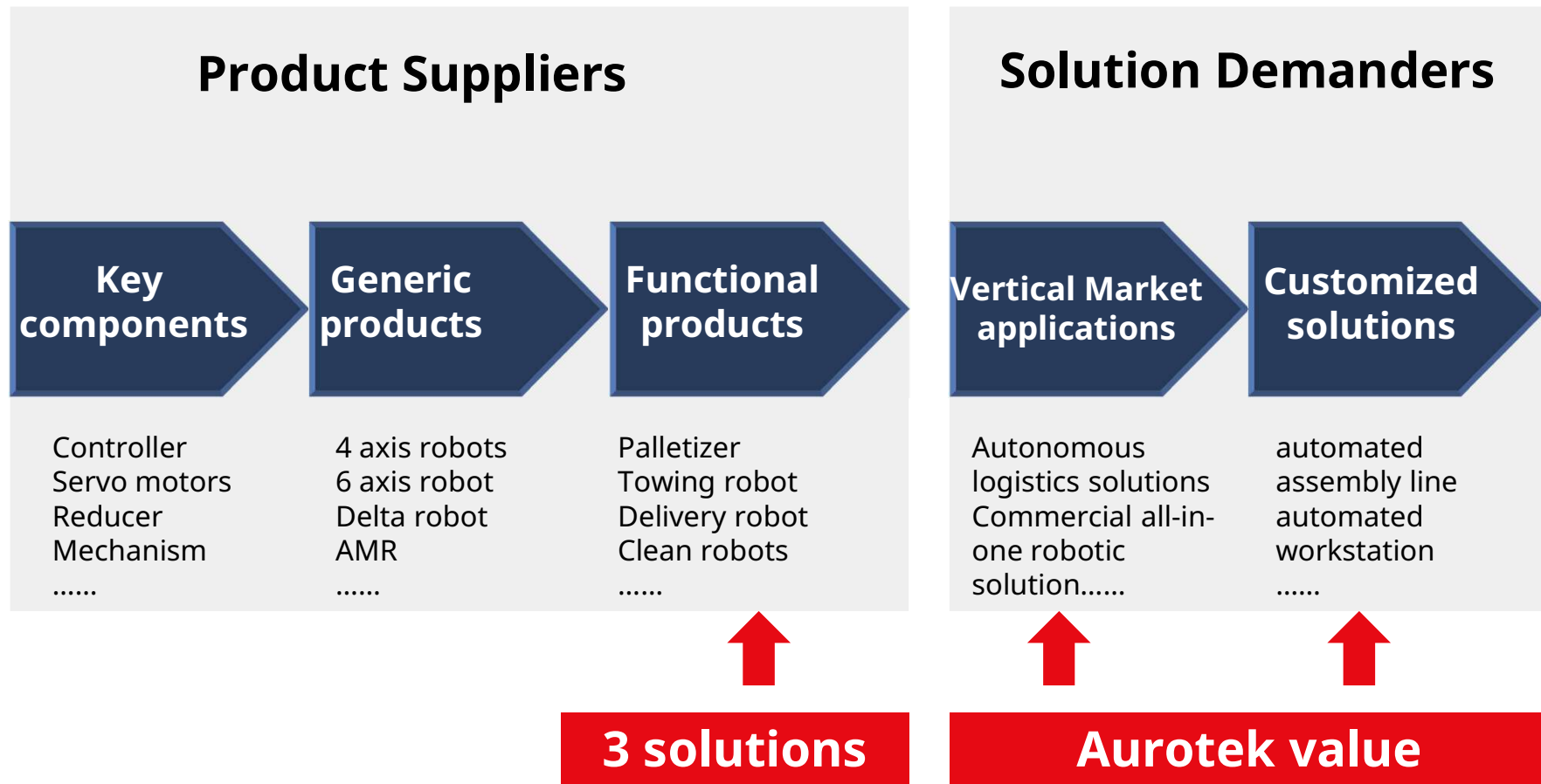


**Smart  
service**





# Aurotek – a solution provider

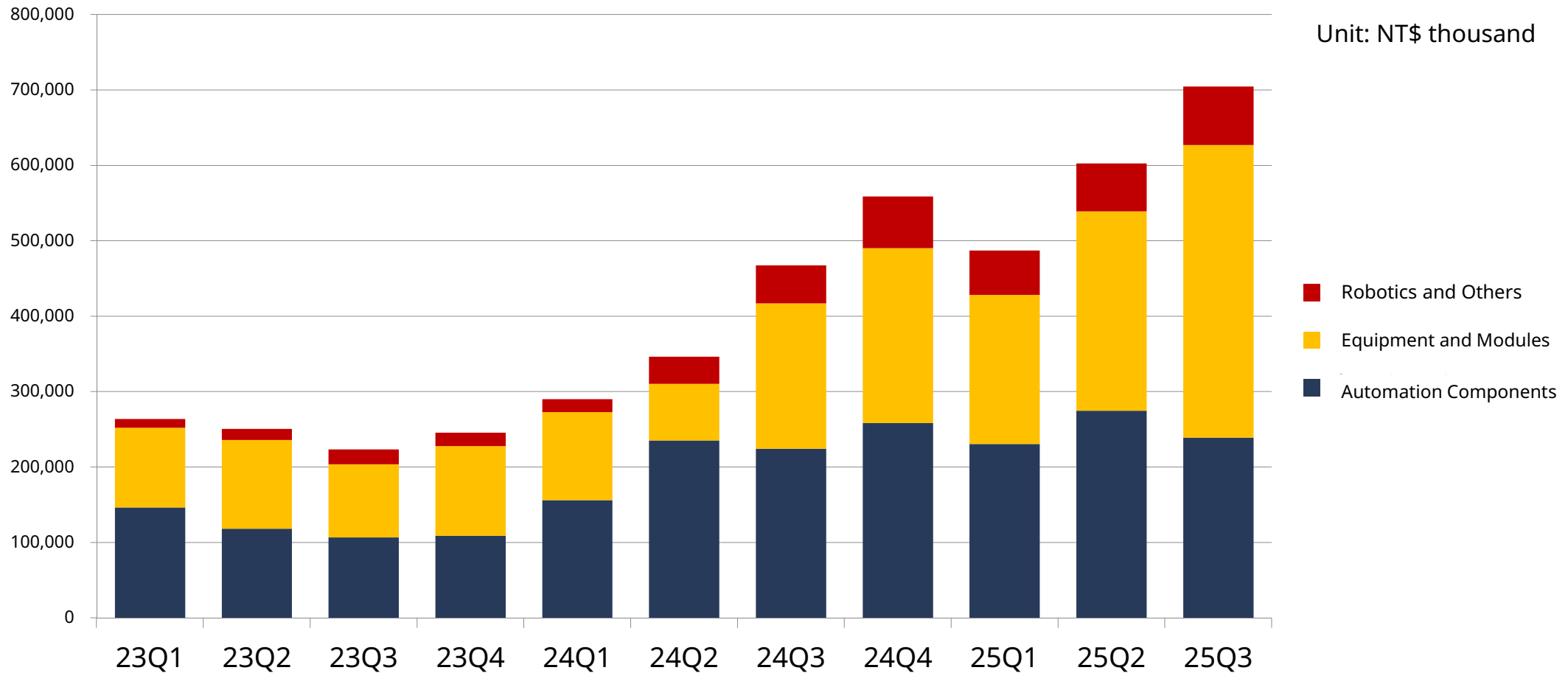




# 2025 YTD Performance Highlights



## 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<br>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      |
| <b>Gross Margin</b>      | <b>31.5%</b> | <b>28.8%</b> | <b>29.5%</b>                              | <b>24.4%</b> |
| Operating expenses       | 287,015      | 363,808      | 244,770                                   | 316,161      |
| Operating profit         | 22,342       | 115,694      | 81,248                                    | 121,457      |
| <b>Operating Margin</b>  | <b>2.3%</b>  | <b>7.0%</b>  | <b>7.4%</b>                               | <b>6.8%</b>  |
| Non-operating income     | 62,086       | 94,460       | 66,390                                    | 10,033       |
| Net Income               | 79,408       | 174,788      | 125,422                                   | 105,323      |
| <b>Net Income Margin</b> | <b>8.1%</b>  | <b>10.5%</b> | <b>11.4%</b>                              | <b>5.9%</b>  |
| EPS (NT Dollar)          | 0.95         | 2.11         | 1.52                                      | 1.27         |



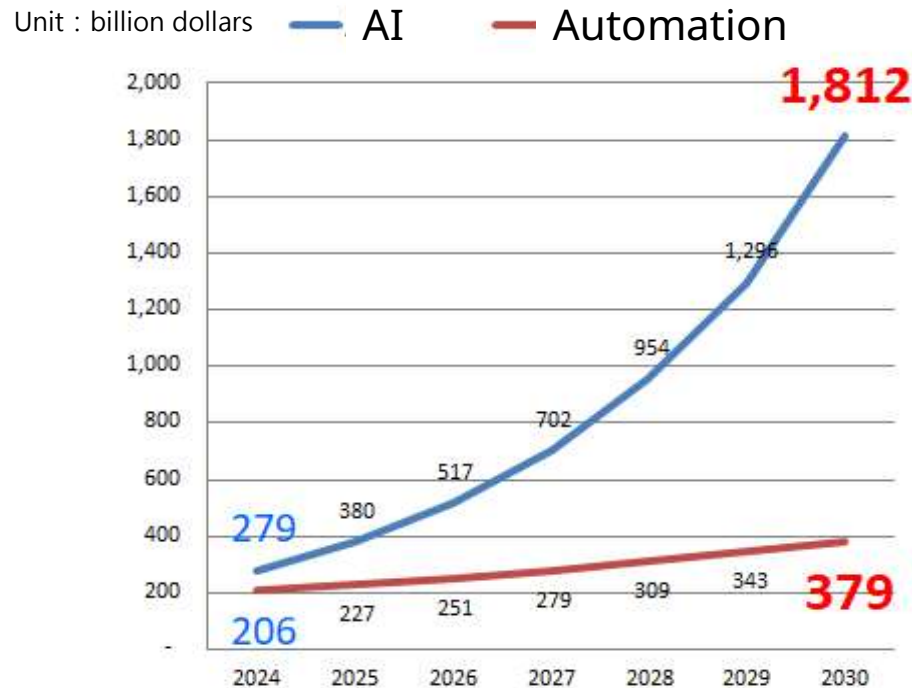
# Strategic Positioning



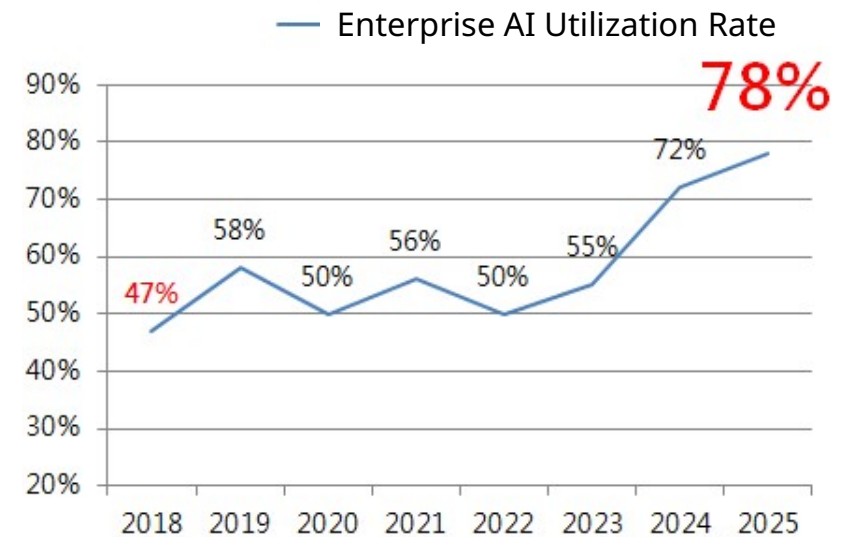
# AI + Automation : Market Size and Growth Rate

**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

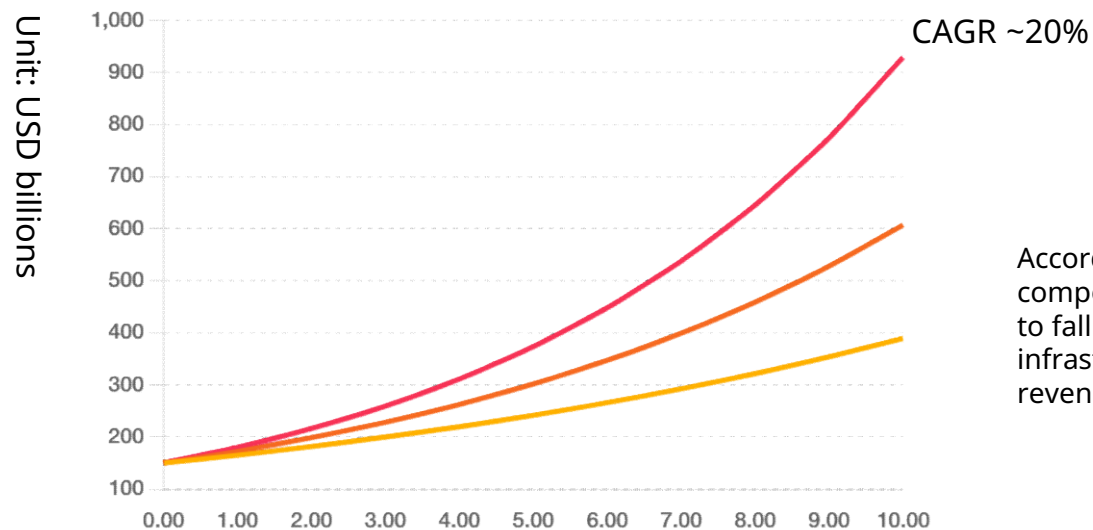


# AI Infrastructure Supply Chain

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



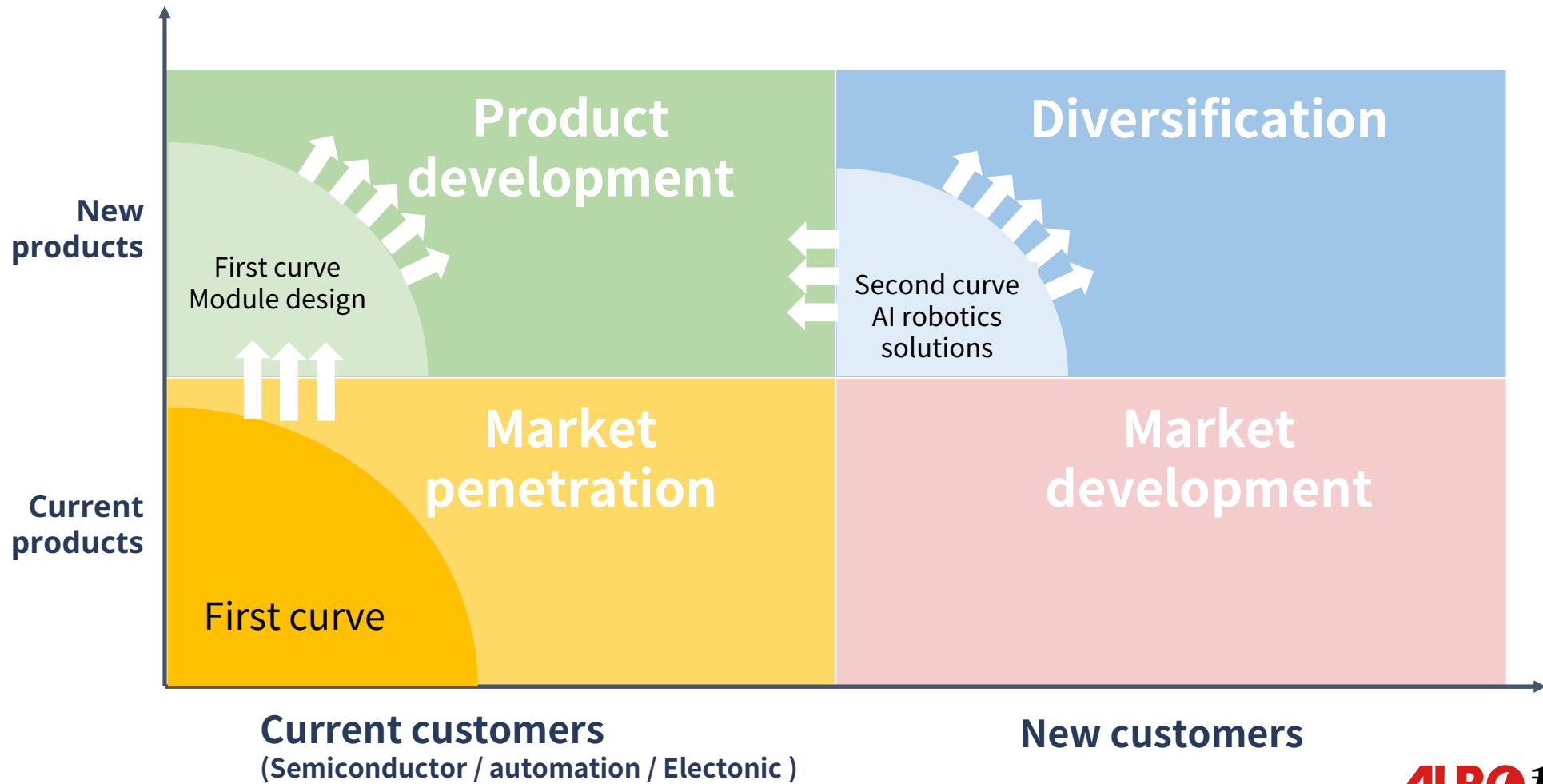
According to estimates compiled by multiple Wall Street analysts, NVIDIA's compound annual growth rate (CAGR) over the next 3-5 years is expected to fall within the 20%-30% range. Some analyses further indicate that, if AI infrastructure investment continues to expand rapidly, NVIDIA's annual revenue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





# 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

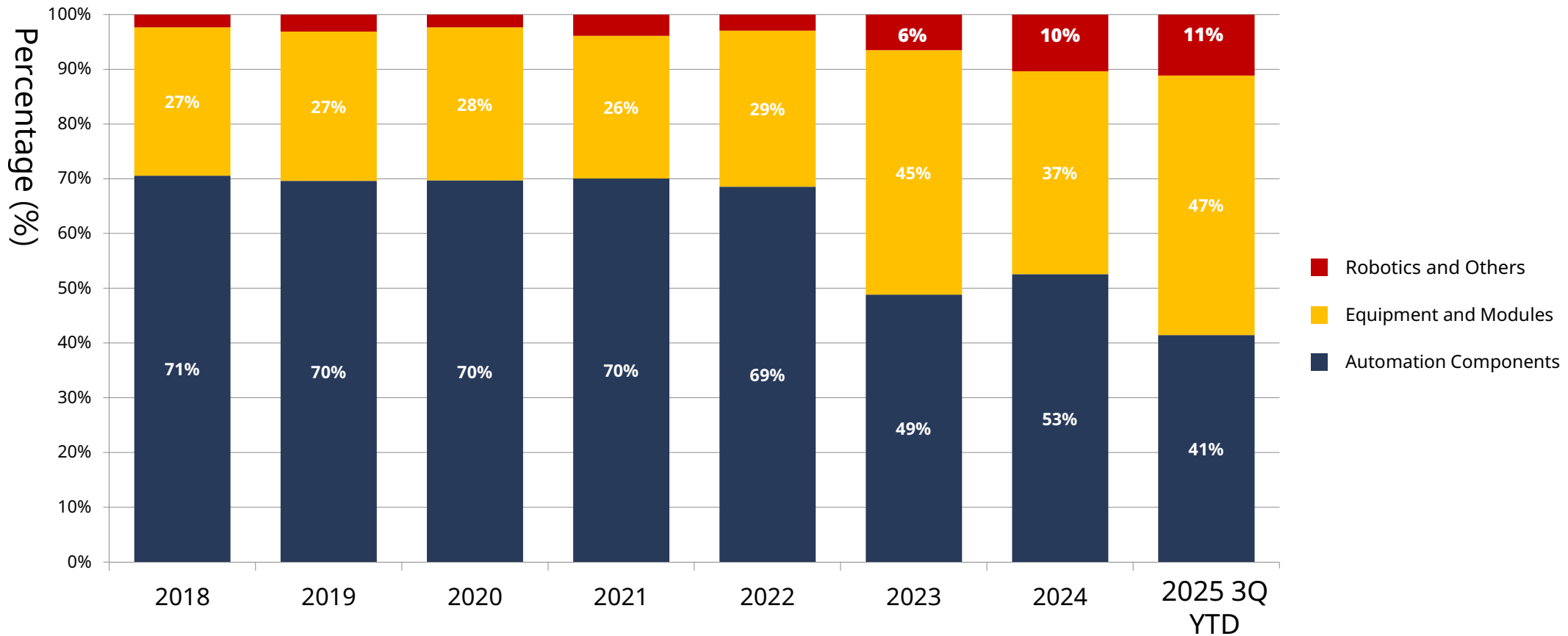
#### ■ Robotic Arms Entering Smart Manufacturing – Inspection Equipment Modules



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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. 25<sup>th</sup> – Hsinchu, D Forum



Oct. 21<sup>st</sup> Banqiao, Industrial Park Seminar



Oct. 22<sup>nd</sup> AI Innovation Day Forum



Oct. 21<sup>st</sup> Banqiao, Industrial Park Seminar

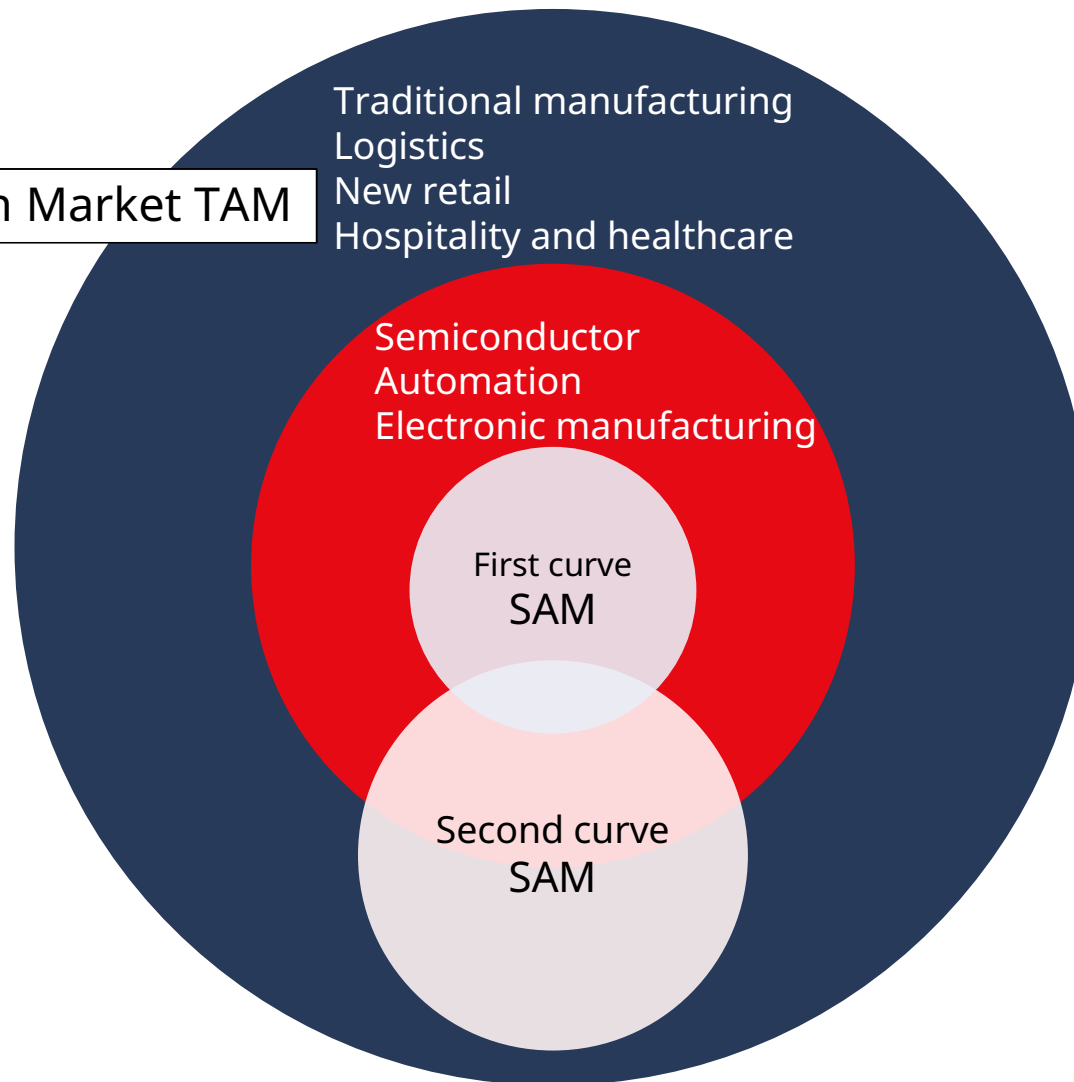


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# Target Industries and Market Expansion

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 5<sup>th</sup>, 2025



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# Mission and vision

## **Mission**

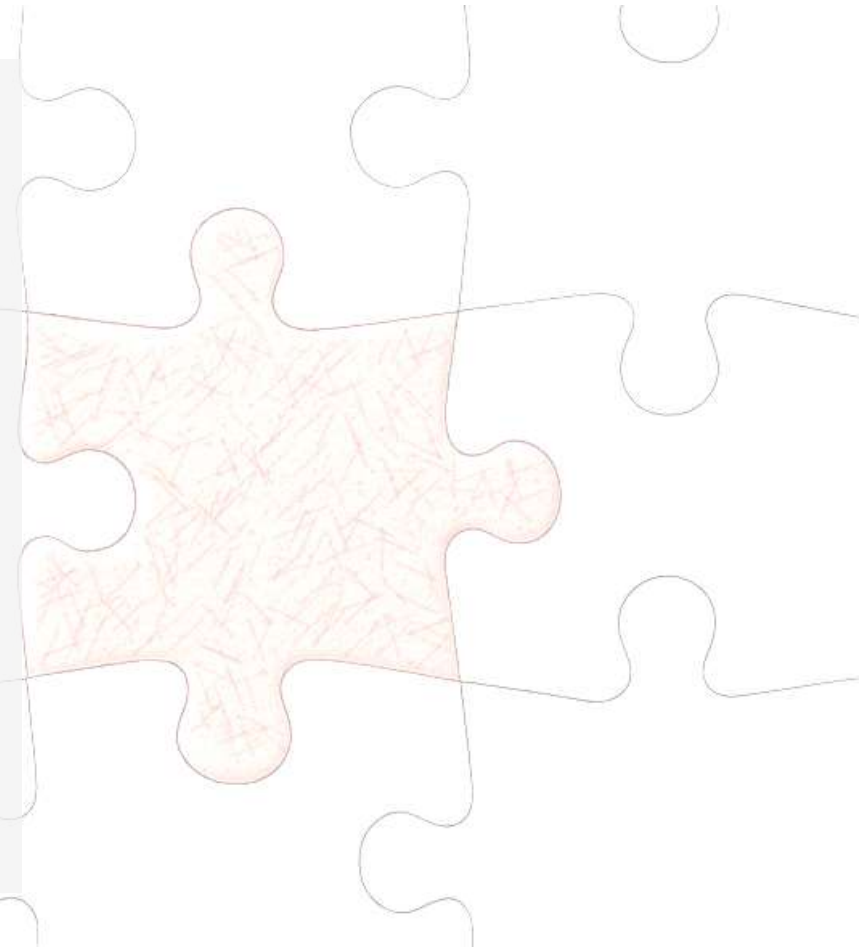
Solution Provider with AI and Robotics

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.