輔信科技
Shuttle®

輔信科技股份有限公司 Shuttle
2025 Investor Conference

Stock Code | 2405

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公司基本資訊 | COMPANY INFORMATION

Centered on miniaturized edge AI computing systems, we deliver intelligent edge solutions for commercial and industrial environments, providing a reliable and efficient computing foundation for customers' smart IoT applications.

Stock Code
2405

Establish
1983

Capital
TWD
3.4B

Chairman
余麗娜 女士

General Manager
鄭瑋勳 先生

Products

Mini-Edge AI Computer Solutions

Smart Business
Workstation | Slim PC | Nano (NUC) | All-in-One | AIPC

Industrial IoT
Embedded Box PC | Panel PC | Industrial Edge AI PC

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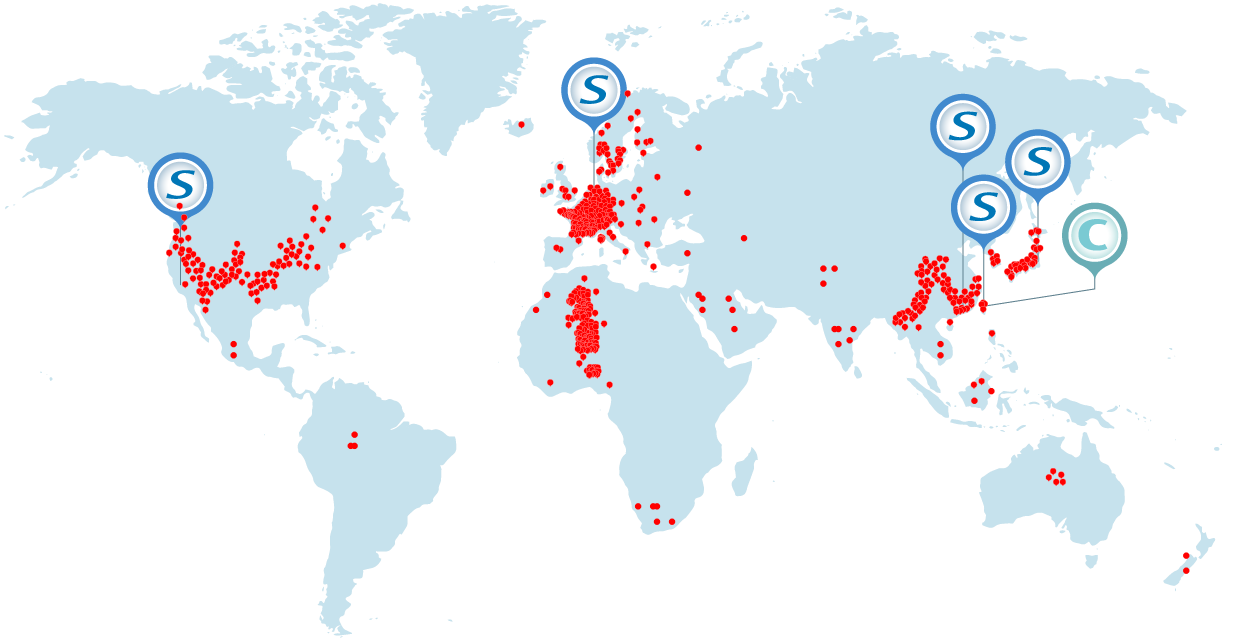
全球布局 | GLOBAL PRESENCE



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HeadQuarters	USA Office	Germany Office	Japan Office	ShenZhenOffice
Taipei, Taiwan	Los Angeles, USA	Hamburg, Germany	Tokyo, Japan	ShenZhen, China

carilex®

HeadQuarters
Taipei, Taiwan

Global Partners

Africa
- Morocco
- Nigeria
- South Africa

Asia
- China
- India
- Japan
- Pakistan
- Korea
- Taiwan

Europe
- Russian Federation
- Ukraine
- Germany
- France
- Spain
- Italy
- United Kingdom
- Ireland
- Netherlands
- Sweden
- Denmark
- Finland
- Norway
- Iceland
- Belgium
- Bulgaria
- Estonia
- Greece
- Switzerland
- Hungary
- Austria
- Romania
- Slovenia
- Lithuania
- Moldova
- Latvia
- Croatia
- Portugal
- Slovakia

Middle East
- Bahrain
- Jordan
- Kuwait
- United Arab Emirates
- Saudi Arabia
- Turkey
- Israel

OCEANIA
- Australia
- New Zealand

S.E.Asia
- Indonesia
- Laos
- Malaysia
- Philippines
- Singapore
- Thailand
- Vietnam

Americas
- The United State
- Canada
- Mexico

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產品組合 | Product Profolios

Edge AI Inference
邊緣 AI 推論

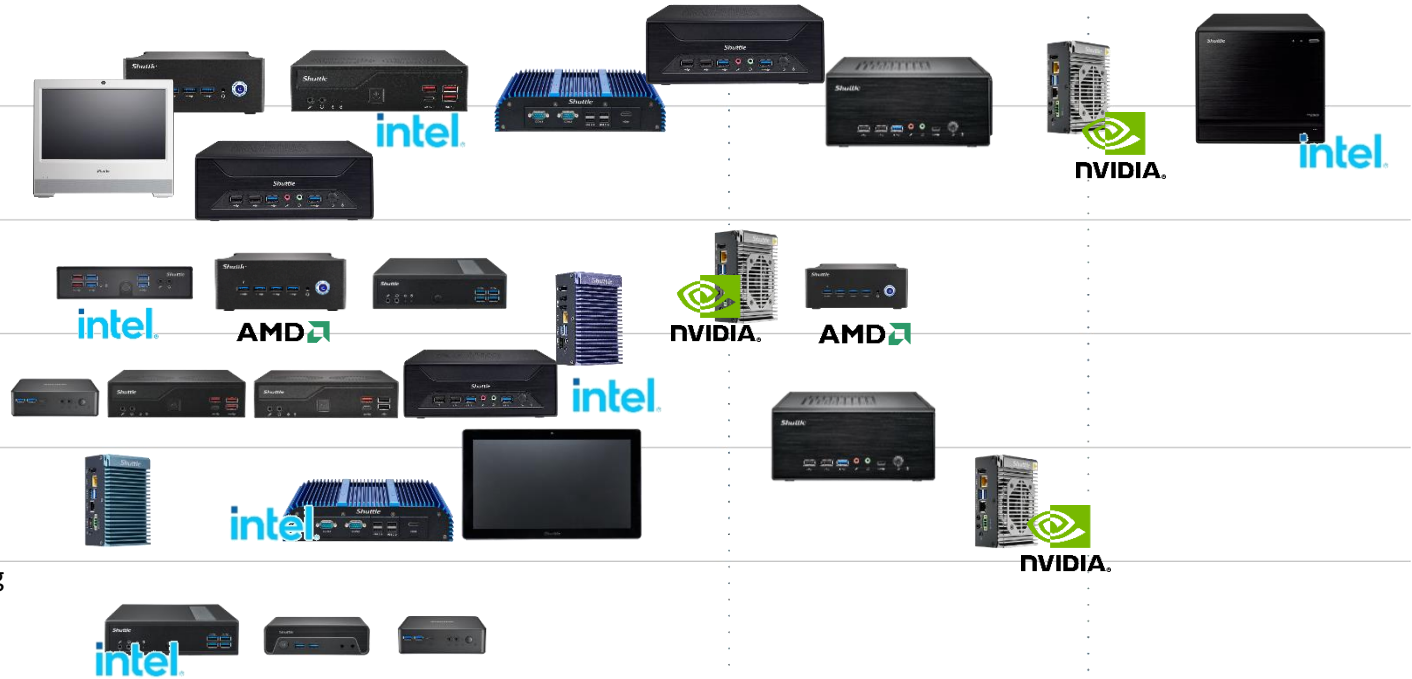
Automation Control
自動化控制

Digitalization
數位化轉型

Business/Smart Retail
商業 / 智慧零售

Specific Edge Task
特定邊緣任務

Daily/ Basic Computing
基礎運算



30TOPS - 100TOPS

100TOPS

>100TOPS

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業務發展概況

Business Development Strategy
Focusing on AI Edge Computing Hardware

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讓智慧發生在現場 - 即時決策

Enabling Intelligence at the edge

More Efficiency, Greater Value

EDGE COMPUTING

THE CLOUD

THE EDGE

IOT

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迷你化。核心應用。穩定高效

Miniaturization. Core Applications. Stable and Efficient.

Smart Business

商業智慧場景

針對商業場景設計的緊湊型電腦，具備**高效能**與**穩定性**，適用於零售、醫療、金融與數位看板等應用

Industrial IoT

工業物聯網

專為嚴苛環境設計的高可靠性計算設備，廣泛應用於自動化控制、機器監控、數據處理等工業領域

AMD intel. NVIDIA.

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小型化易於部署

Compact and Easy to Deployed for Vertical AIoT




	機殼體積 Chassis Volume	典型應用 Use Case	特色 Features
超小型 Ultra Compact	< 1 L	• IoT 閘道 (IoT Gateway) • 數位看板 (Digital Signage) • 影像辨識 (Image Recognition) • Kiosk	• Easy to deploy • Low power consumption • Hidden installation • Fanless design
迷你型 Compact / SFF / MiniPC	1L-5L	• 自動化控制 (Automation Control) • 邊緣運算節點 (Edge node) • AI 推論 (AI Inference) • Kiosk	• Small Form Factor with multiple I/O • Function as a light-edge server/workstation • Versatility (GPU expansion, multi-COMs)
中等型 Mid-size Embedded / Workstation	5L-15L	• 工業自動化 (Industrial Automation) • 影像 (AIVision AI) • 邊緣伺服器 (Edge Server Function)	• Mid-size for high-performance CPU/GPU • Powerful computing for Vision AI and local AI model inference • Strong connectivity

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2020

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2010-2024

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TODAY NEXT

台灣精品 2026
TAIWAN EXCELLENCE

0.25L MINI PC

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Value Co-Creation Partner
in Smart Solutions

成為智慧應用的 價值共創夥伴

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業務區域現況與機會 Sales Region Overview

德國子公司
Shuttle Europe

- 成立27年 (Established for 27 Years)
- 與具影響力的IT分銷商保持長期穩定的合作關係 (long-term, stable partnership in local influential IT distributors/resellers)
- 市場區域：德、法、英 (Market Regions: Germany, France, UK)；教育、公共單位、企業、交通物流與零售等領域 (Sectors include education, public institutions, enterprises, transportation & logistics, and retail)
- 歐盟強化 AI與邊緣計算基礎建設，工業4.0、智慧城市、零售AI需求成長
- GDPR強化隱私需求，帶動邊緣端(Edge)本地推論需求

The EU's push for AI and edge computing is driving Industry 4.0, smart cities, and retail AI growth, while GDPR privacy rules boost demand for local edge processing.

美國子公司
Shuttle USA

- 成立37年(Established for 37 Years)
- 客製化服務助力確認三應用領域專案訂單 (Customization services have helped secure project orders in three application areas:

- 資料備份及災難復原 / IT基礎建設 (Data Backup and Disaster Recover)
- 自助服務終端應用(Self-service Terminal Applications)
- 視訊監控與安控系統 (Video Surveillance and Security Systems)

業務區域現況與機會 Sales Region Overview

日本子公司

- 成立21年(Established for 21 Years)
- 「交期速度」與「對市場需求的反應速度」助力專案促成 (Fast Delivery and rapid response to market demand help drive Project success)
  - 機場資訊顯示 (Airport information display)
  - 安防監控系統 (Security and surveillance systems)
  - 連鎖零售 / 藥妝通路 (Chain retail/ drugstore channels)
  - 遠端操作重機具/ 農業栽培支援系統(Remote-operated heavy machinery/ Smart agricultural)

總公司
海外業務團隊
亞洲/大洋洲/其他

- Asia opportunities: 智慧城市、智慧方案、數位化轉型 (Smart cities, AI Solutions, digital transformation)
- AU opportunities: AI、自動化、智慧農業、智慧城市 (AI, automation, smart agriculture, smart cities)
- 2025亮點市場 (market highlight)：台灣(Taiwan)、印度(India)、澳洲(Australia)、南非(South Africa)
  - 台灣：醫院、連鎖零售門市、交通監控、自動化 (Medical, Retail, Transportation, Automation)
  - 印度：醫院、自動化(機場 / 工廠)、公共廣播與監控系統 (Medical, Automation in Airport), Security
  - 澳洲：智慧數位看板、工業自動化、專業領域邊緣運算 (Digital signage, Automation, Edge)

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目標市場與核心應用

Target Markets and Core Applications

Smart Retail

Digital Signage

Smart Security

Smart Traffic

Robotics

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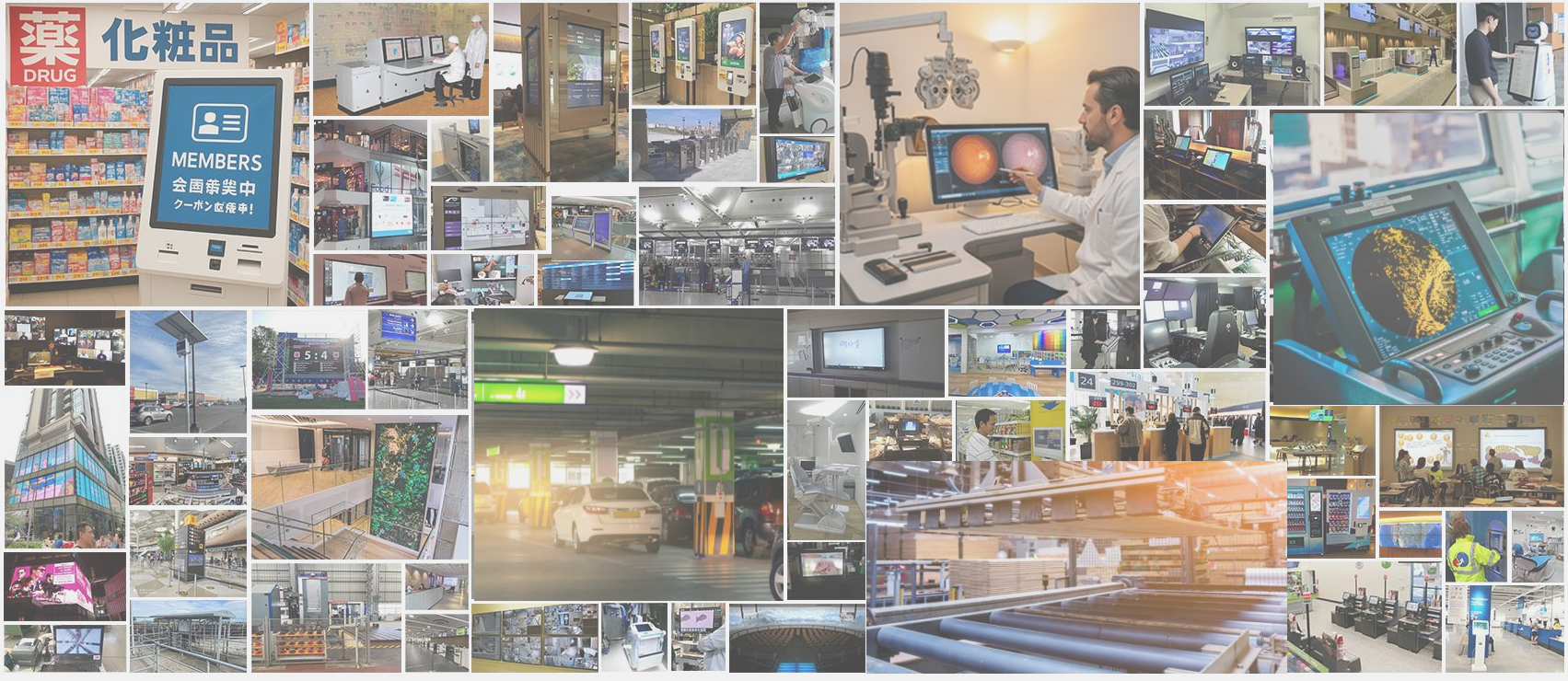
應用案例 | Case Studies



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Use Case : Drugstore Retail Channel

We supported a Japanese drugstore chain by providing compact edge-computing PCs for their smart member-interaction kiosks. The client aimed to offer personalized promotions, faster checkout, and tailored product recommendations.

With our small-form-factor hardware, the kiosks can run AI models to analyze member behavior—such as purchase history and browsing patterns—in real time. This enables personalized coupons, product suggestions, and quick-checkout options, creating a more engaging shopping experience.

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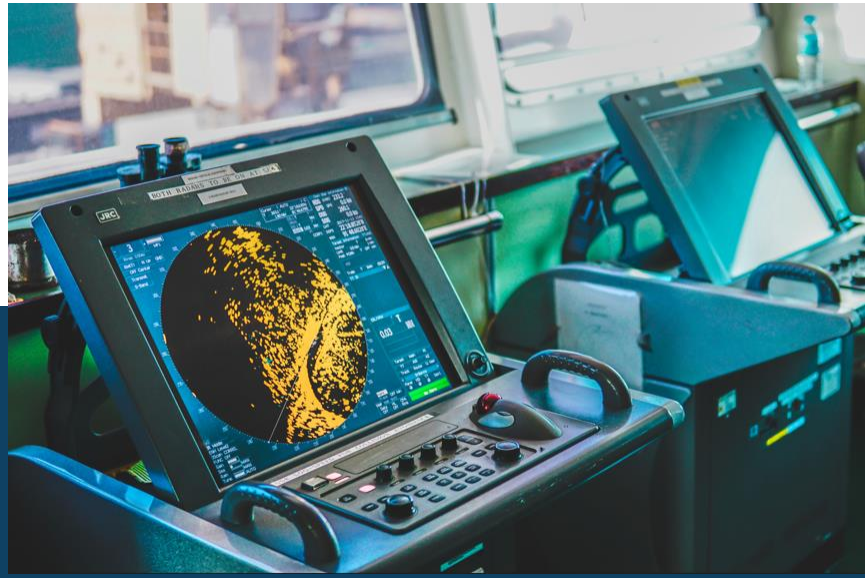

Use Case: Maritime Monitoring System

Maritime environments are harsh and often lack stable connectivity, requiring onboard systems to be reliable and capable of real-time processing. Compact, rugged edge computers are therefore essential for marine applications.

Shuttle’ s edge computers integrate with sonar sensors and marine cameras to analyze seabed terrain, detect fish activity, and monitor navigation and deck operations. On-site processing provides crews with timely insights, helps avoid obstacles, improves safety, and maintains accurate sensor and video records even without network access.

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Use Case: Smart Parking

Shuttle's embedded Box PC powers the smart parking system of a new building in Thailand, serving as the core of license plate recognition and multi-payment kiosks. The system enables fast, convenient, and secure parking while providing management with real-time visibility into traffic and operations.

Edge AI, combined with cameras and software, recognizes license plates for quick entry and exit, supports multi-payment without leaving the car, guides drivers to available spaces, and alerts management to violations. All processing is done locally, ensuring speed, data security, and actionable insights for traffic, revenue, and parking management.

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Use Case: Automation and Monitoring

Modern factory automation requires real-time processing of large amounts of sensor and equipment data. Production lines are highly sensitive to delays and have limited network connectivity, making edge computing devices essential.

Our industrial computers integrate with sensors, actuators, and controllers. All processing is done locally, enabling instant responses, continuous operation, and real-time monitoring. This prevents downtime, synchronizes adjustments, and keeps the production line stable and efficient.

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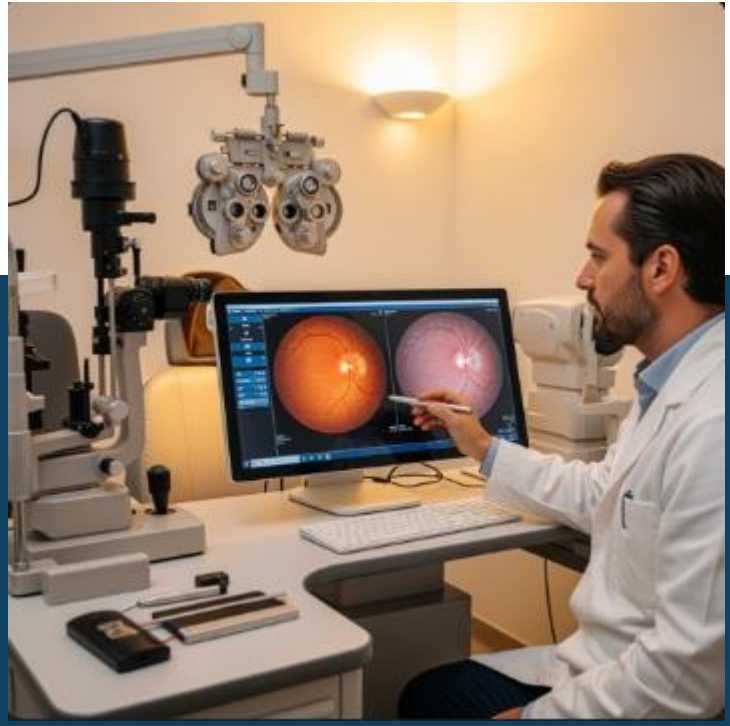

Use Case: Eye Exam Information Display

In ophthalmology testing, edge computing lets devices process high-resolution images in real time. On-site medical Panel PCs handle image capture, display, and quality checks, making workflows faster and smoother.Our Panel PCs are used in ophthalmic imaging devices, operating rooms, medical vehicles, and radiography systems. We will also launch industrial/medical-grade Panel PCs with integrated NPUs, enabling on-device AI for tasks like image denoising, brightness correction, and autofocus, for smarter, faster image handling.

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財務數字與展望
Financial Overview & Outlook

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財務數字 | Financial Overview

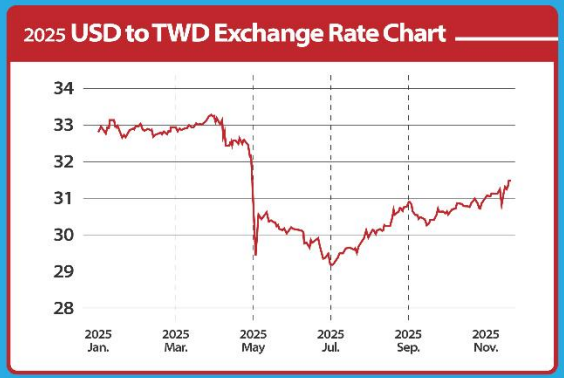
美國對等關稅 → U.S. reciprocal tariffs
美元匯率波動 → Fluctuations in the USD exchange rate
歐洲經濟景氣回升幅度弱 → Weak recovery in European economic conditions

114年第三季合併損益

單位：新台幣仟元

	2025.Q3		2024.Q3		2025.Q1-Q3		2024.Q1-Q3	
	$	%	$	%	$	%	$	%
Operating Revenue	446,240	100	399,270	100	1,285,305	100	1,267,885	100
Operating Costs	275,490	61	240,110	60	772,072	60	750,740	59
Gross Profit	170,750	39	159,160	40	513,233	40	517,145	41
Operating Expenses	186,837	42	175,735	44	560,762	44	551,098	44
Operating Profit (Loss)	(16,087)	(3)	(16,575)	(4)	(47,529)	(4)	(33,953)	(3)
Non-operating Income and Expenses	19,281	4	4,735	1	(10,975)	(1)	62,720	5
Profit (Loss) Before Tax	3,194	1	(11,840)	(3)	(58,504)	(5)	28,767	2

2025 USD to TWD Exchange Rate Chart



USD / TWD down 4.28% in 2025

2026展望

2026 Outlook

擴大工業電腦客戶基礎 Expand Industrial Customer Base

→專業展 (Trade Show) / 價格策略(Pricing Strategy) / 專業團隊 (Dedicated Sales Team)

積極推動專案型的客製化合作 Project-based Customized collaboration

→當地的產測及客制化能力(Local Production & Testing Capabilities / 軟硬體的客製化服務(HW/SW Customization)

生態系的合作 Ecosystem Collaboration - 感測器(Sensor) / 軟體(SW) / 硬體(HW) / 模型(AI model)

→自動化(Automation)、零售(Retail)、安防監控(Security Surveillance)、機器視覺(Machine Vision)

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問 與 答