法人說明會簡報資料

September, 2011

王志高
董事長兼總經理

Ready for the Next™

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Safe Harbor Notice

We may make forward-looking statements in this presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans or business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking information may not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

Agenda

- 公司簡介
- 產品組合
- 成長動能
- 財務概況
- 結　　論

公司簡介

insyde®

公司簡介

- 原倍微科技董事長王志高先生與Jonathan Joseph先生於1998年成立系微公司，隔年引進美商英特爾及台灣中華開發投資
- 智慧財產來自公司成立時，所購買美商Systemsoft之已有九年研發經驗的BIOS智慧財產
- 目前資本額新台幣3.78億元
- 海外辦公據點
  - 美國波士頓及波特蘭
  - 中國昆山辦公室、韓國首爾
- 全球員工總人數約500人

全球據點

Portland, USA
Boston, USA
Europe
Shanghai, China
Beijing, China
Seoul, Korea
Kunshan, China
Japan
Austin, USA
Shenzhen, China
Taipei, Taiwan
Taichung, Taiwan

穩健的財務結構

- 於2003年1月台灣OTC市場掛牌買賣
- 財務結構及現金水位良好
- 自2006年第三季至今連年獲利成長
- 季營收穩健成長
- 研發工程人力持續成長

系微合作廠商及客戶 OEM

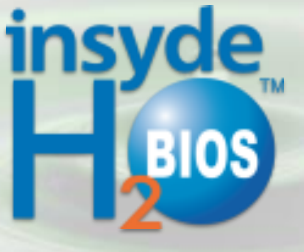
系微合作廠商及客戶 ODM

產品組合

insyde®

產品組合說明

- **InsydeH2O™**
  - Industry leading UEFI firmware for PCs, Embedded, and Servers

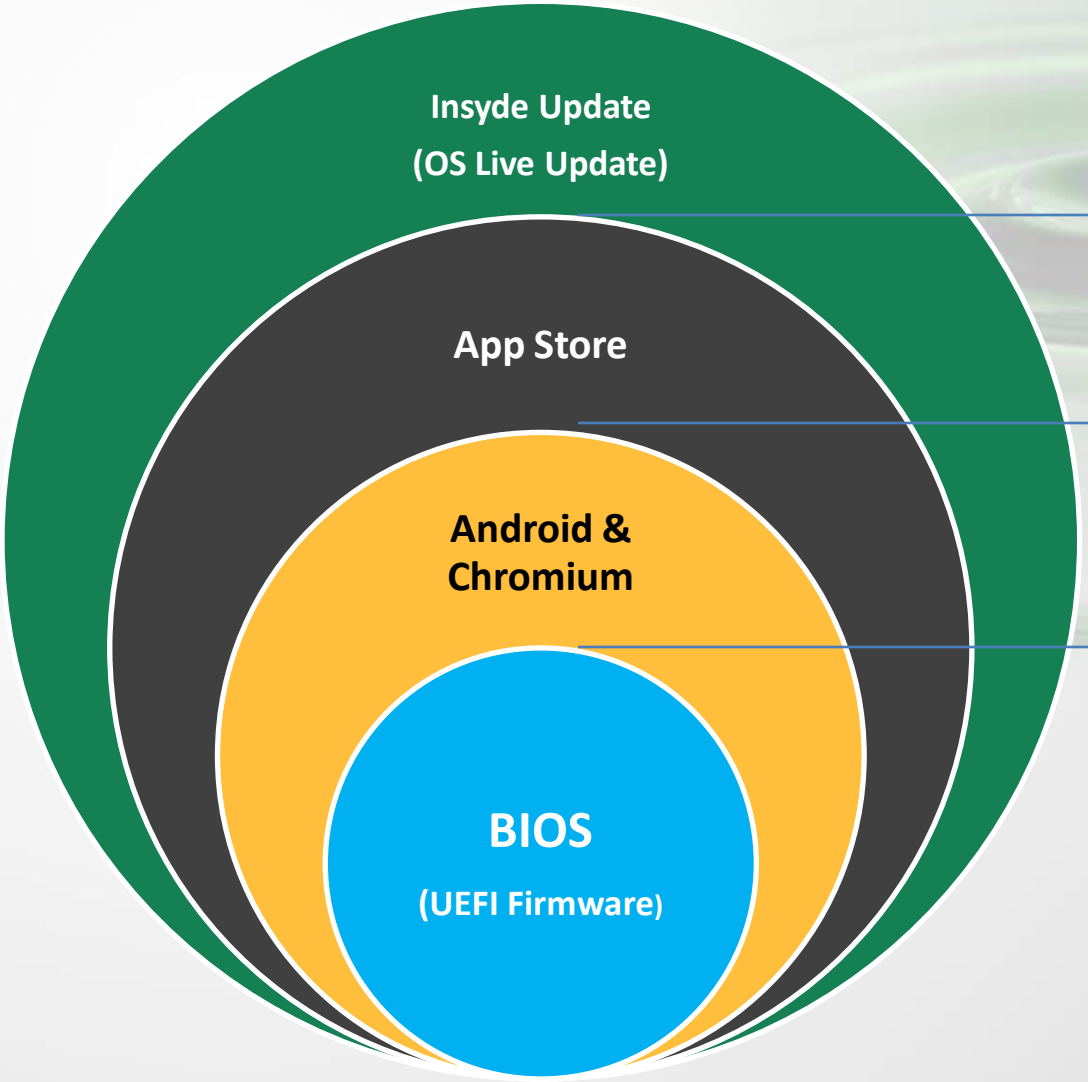


- **Humanos™**
  - Leading implementations of Android and Chromium OS

- **Insyde Market™**
  - Online applications store for Android-based devices

產品組合及整統解決方案

完整且客製化的軟體服務



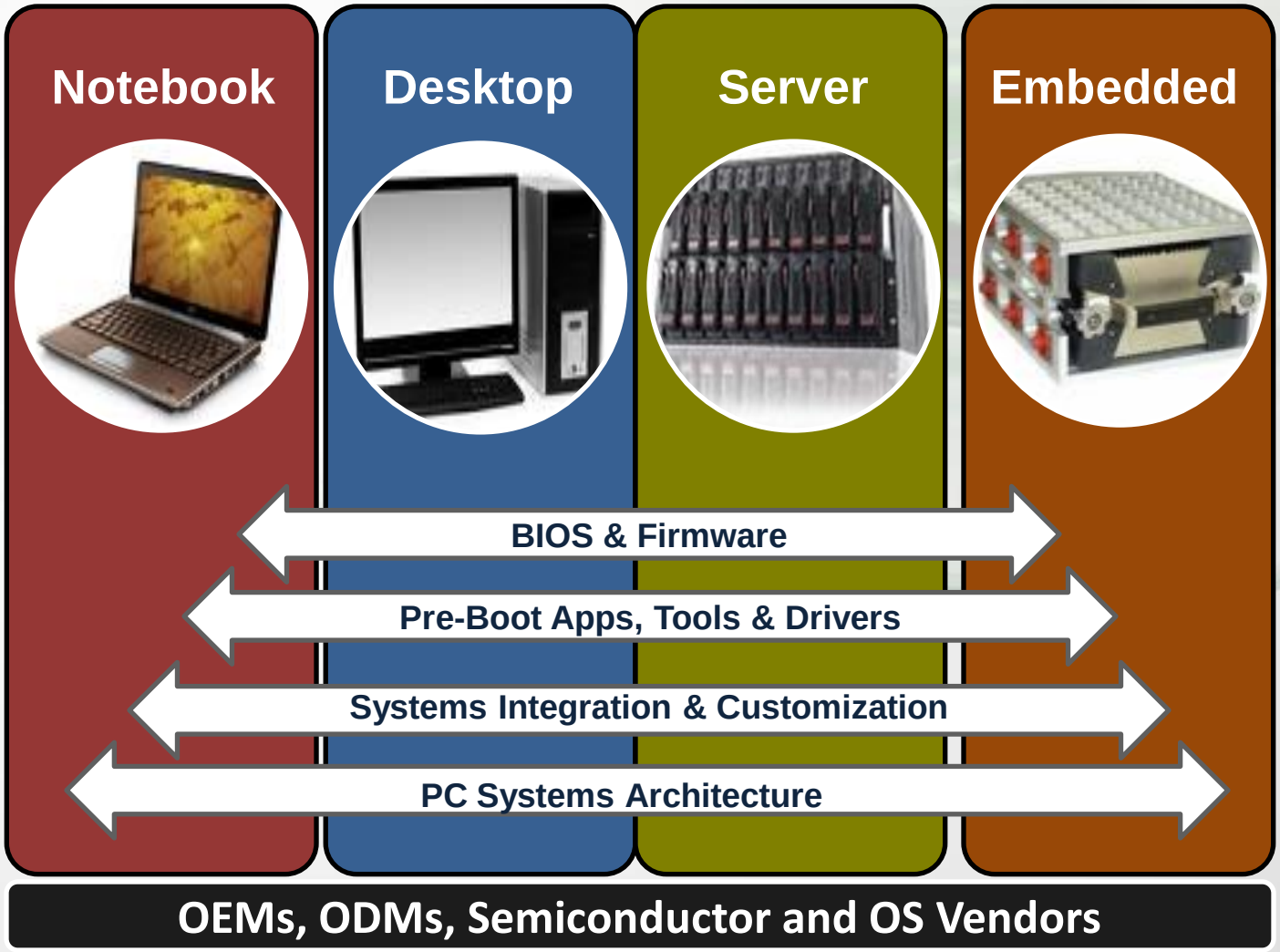
insyde MARKET

HUMANOS™

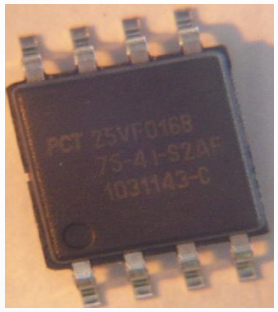
HUMANOS™

insyde H2 BIOS™

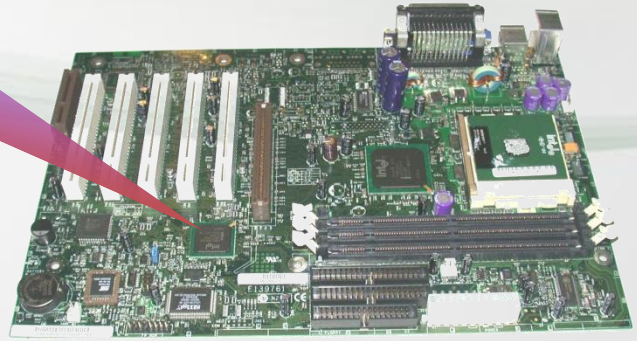
核心競爭優勢及市場


Notebook
Desktop
Server
Embedded
BIOS & Firmware
Pre-Boot Apps, Tools & Drivers
Systems Integration & Customization
PC Systems Architecture
OEMs, ODMs, Semiconductor and OS Vendors

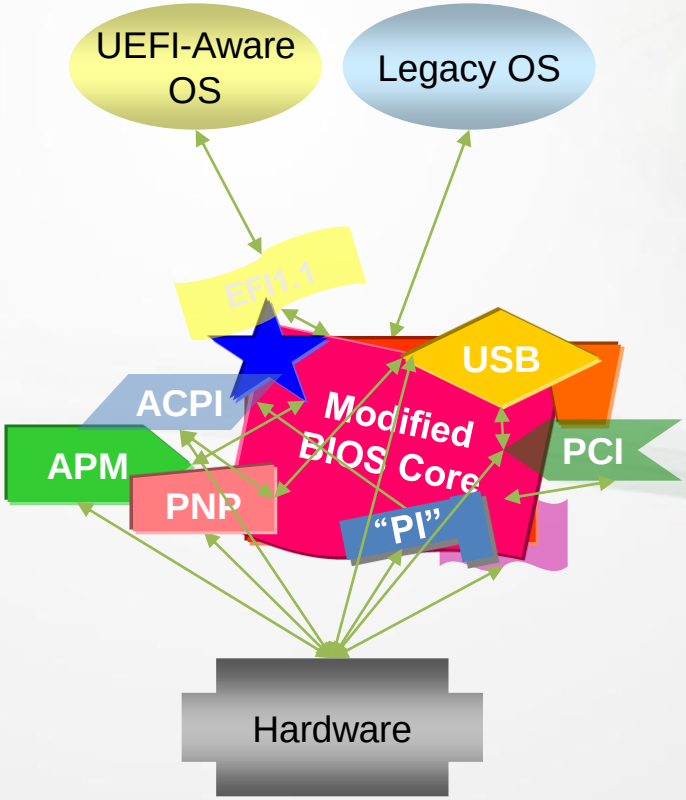
電腦韌體架構 - BIOS

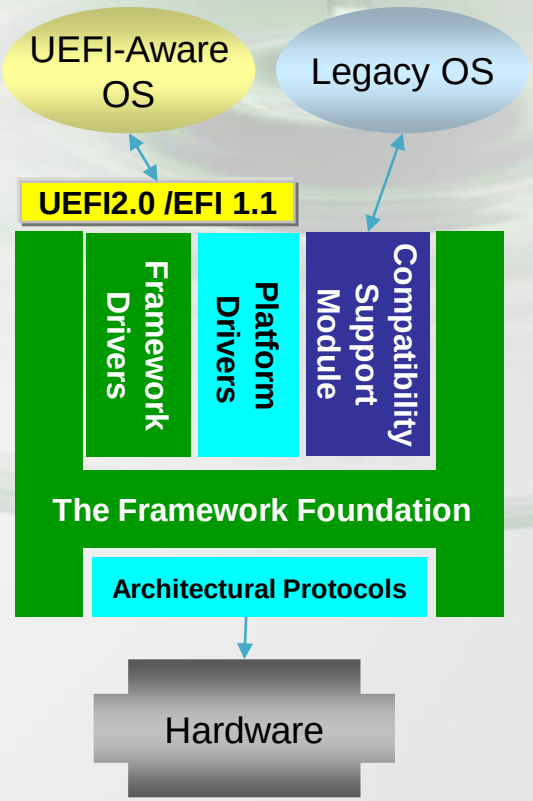


BIOS is stored in NOR Flash



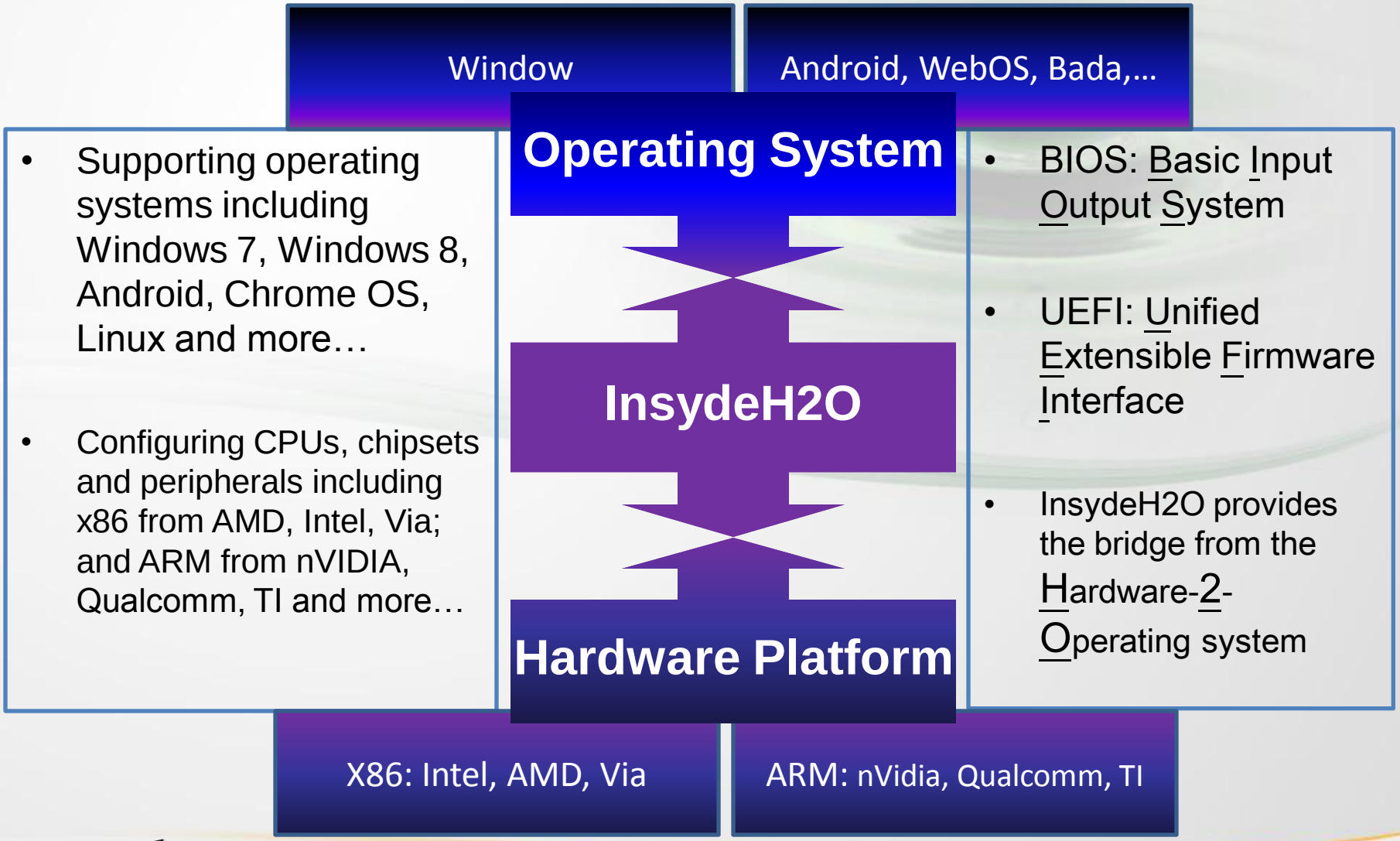
傳統BIOS和UEFI韌體的差異





開啟各種軟硬體平台的UEFI新紀元

UEFI導入更廣泛的硬體架構及操作系統



- Supporting operating systems including Windows 7, Windows 8, Android, Chrome OS, Linux and more…
- Configuring CPUs, chipsets and peripherals including x86 from AMD, Intel, Via; and ARM from nVIDIA, Qualcomm, TI and more…

- BIOS: Basic Input Output System
- UEFI: Unified Extensible Firmware Interface
- InsydeH2O provides the bridge from the Hardware-2-Operating system

系微UEFI重要沿革

2001年開始與美商Intel共同研發UEFI架構

2003年UEFI架構正式導入桌上型電腦並開始量產出貨

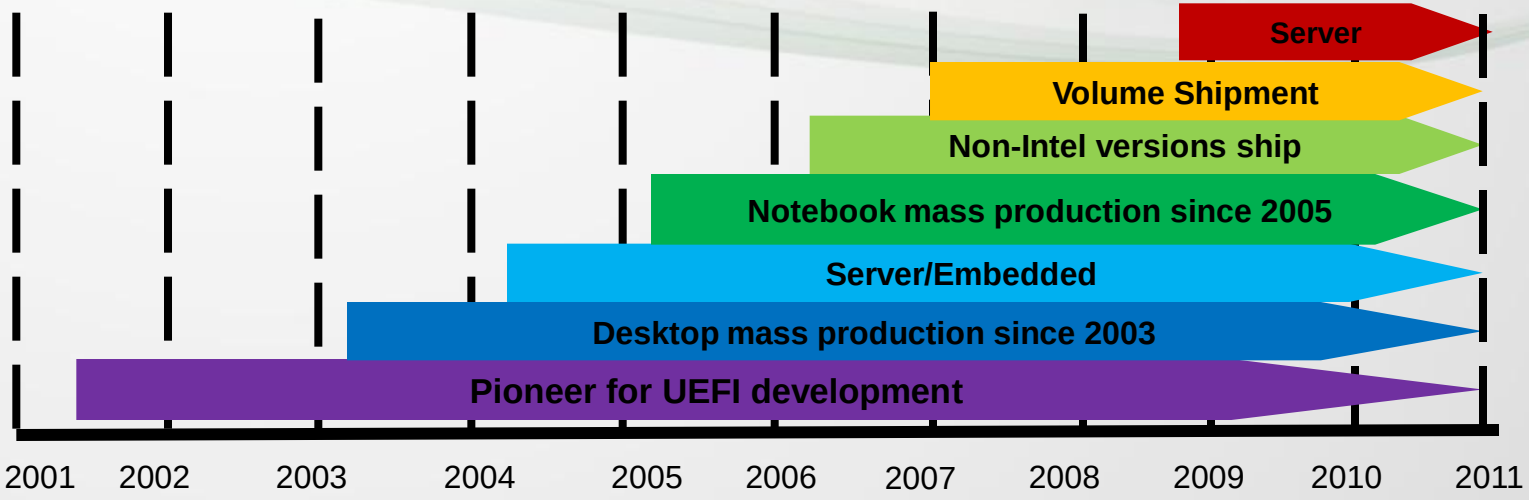
2004年H2O架構導入伺服器與嵌入式裝置

2005 採UEFI BIOS的筆記型電腦開始量產出貨

2006年第一季支援非Intel晶片組產品正式量產

2008年大量使用UEFI產品的筆記型電腦出貨

2010年目前伺服器產品正式導入UEFI架構



Humanos™ for Chromium OS

- 快速上網瀏覽應用程式開始採用系微開機解決方案
- 鎖定筆電及小筆電市場商機，推出整合Google Chromium開放資源作業的產品
- 搶佔Google及其它雲端商品的整合契機
- 強調微軟視窗及Google OS電腦，此兩作業系統相存並容

Humanos™ for Android

- 使用系微快速開機解決方案及應用小程式的作業系統
  - 系微將Google作業系統Android，導入筆記型電腦
  - 提供Android程式下載平台
  - 提供完整Chromium瀏覽器，並結合Android及ChromOS兩者優點
  - 強化輸入法 (超過40種語系)
  - 支援多點觸控及手寫輸入
  - 提供系統安裝、測試及量產工具
- 市場定位在筆記型、小筆電及平板電腦
- 2009年10月第一台搭載Android OS小筆電正式量產
- 具有五代升級版本的量產經驗

成長動能

insyde®

Insyde UEFI and Windows 8 at Computex

At Computex, Michael Angiulo, Corporate Vice President of the Planning, Hardware and PC Ecosystem team at Microsoft Corporation, briefly talked about the role of UEFI with Microsoft's next-gen OS.

Watch the clip on Youtube

Quote:

"UEFI is another important area to talk about. It's a major shift--a very important direction for all PCs.

It's required here on ARM and it's going to be required on any PC that addresses a drive that's bigger than 2.2 terabytes, but it's got some real benefits as well. A more secure boot, and a boot sequence that doesn't have a lot of screens that flash.

Insyde, one of our firmware vendors, reports a 40% performance gain on the same hardware running Windows 7 with BIOS and Windows 8 with UEFI. I've seen some of these systems with solid state disks that are fast. They completely cold-boot in 6 or 7 seconds, so our UEFI engagement is another important one."

insyde® COMPUTEX TAIPEI

筆記型電腦的成長動能

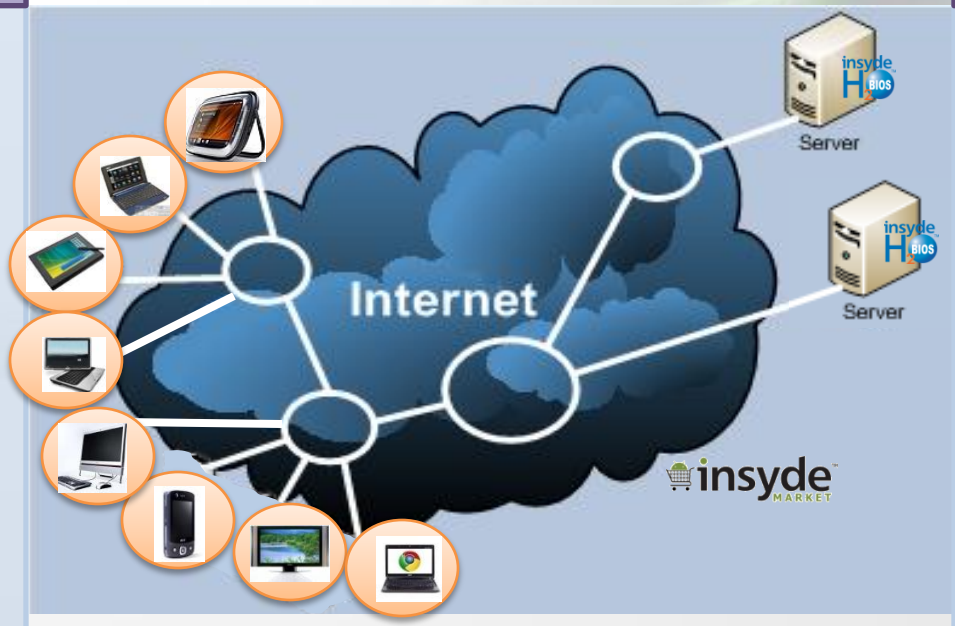
- 品牌廠商及代工廠廣泛地導入InsydeH2O
  - 品牌廠商: Acer, Dell, HP, Lenovo, Sony, Toshiba and others
  - 代工廠: Compal, Inventec, Quanta, Wistron , Pegatron and others
    - High-touch/Mid-touch/Low-touch working models
- 筆記型電腦UEFI市佔率的提高
  - Intel 及AMD 筆電平台的領導廠商
  - 市場競爭逐漸加劇

伺服器市場

- 累計世界級的伺服器客戶HP, Dell, IBM 及 Sun 的出貨量，逾整體伺服器市場70%以上
- 為Quanta, Mitac, Inventec, Foxconn, Wistron 及Flextronics等伺服器廠的主要代工夥伴
- 中國主要伺服器廠商，包括Dawning, Huawei, Inspur 及 Lenovo 等都是系微的客戶
- 系微投資於伺服器產品將於2011年下半年開始收效
  - DELL電腦下一世代伺服器使用系微UEFI產品
  - 系微客戶遍及台灣多家主要伺服器廠商
  - 中國一線伺服器廠商使用系微UEFI產品
  - 系微UEFI產品導入全球伺服器廠商及產業

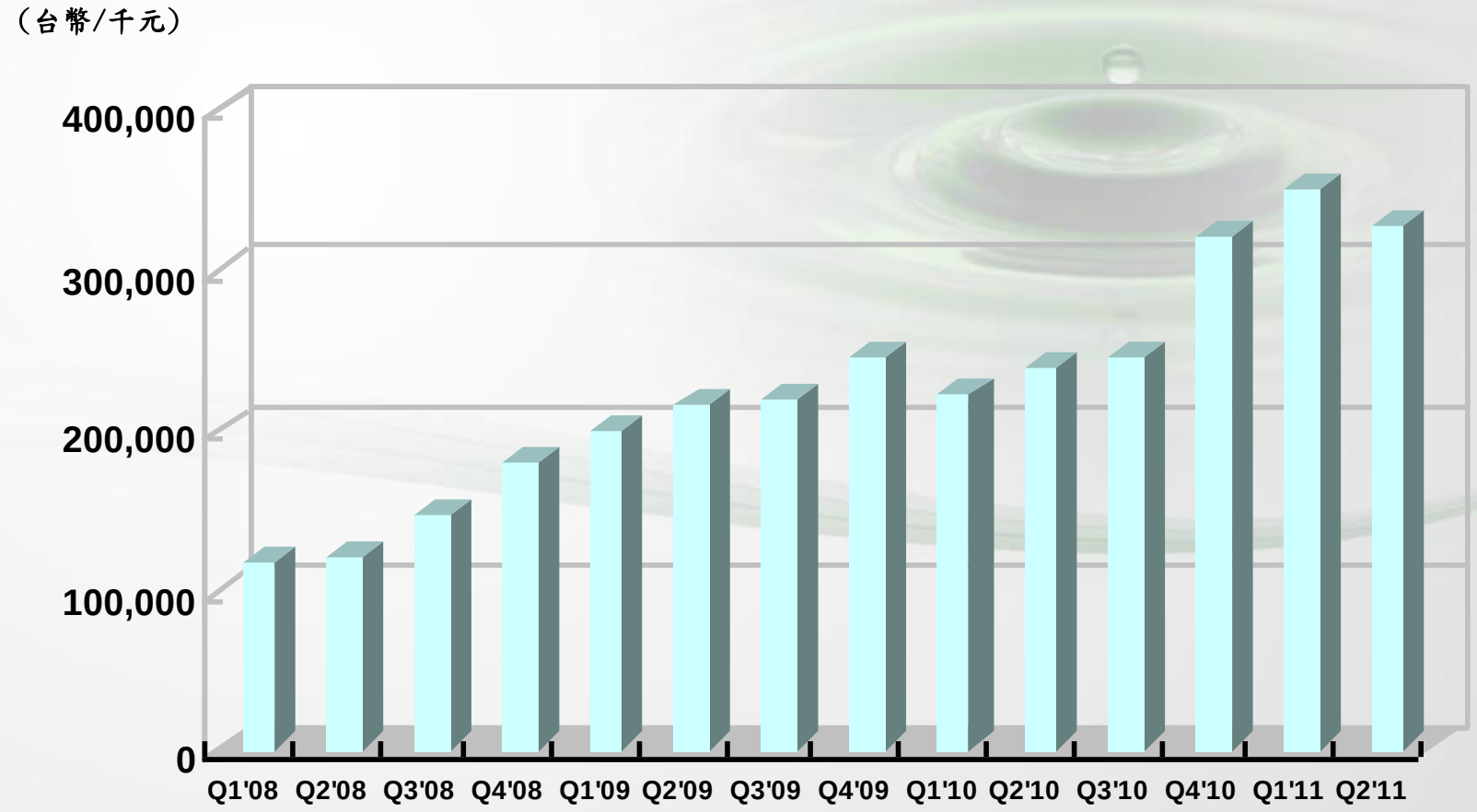
雲端運算

Client-side	Server-side
Notebook	InsydeH2O™ for Servers
Netbook	Insyde Market™
Smartbook	Live Update Service
Tablet PC	
IPTV	
Desktop	
Smartphone	



財務概況

合併營收成長動能


（台幣/千元）
400,000
300,000
200,000
100,000
0
Q1'08
Q2'08
Q3'08
Q4'08
Q1'09
Q2'09
Q3'09
Q4'09
Q1'10
Q2'10
Q3'10
Q4'10
Q1'11
Q2'11

合併簡易損益表

（台幣/千元）	Q2'11	Q1'11	Q2'10	QoQ %	YoY%
營業額	324,721	350,231	236,333	-7%	37%
營業成本	40,269	40,918	30,715	-2%	31%
營業毛利	284,452	309,313	205,618	-8%	38%
毛利率	87.60%	88.32%	87.00%		
營業費用	188,785	190,980	148,031	-1%	28%
營業利益	95,667	118,333	57,587	-19%	66%
營業利益率	29.46%	33.79%	24.37%		
營業外收支	1,585	11,159	-2,619		
稅前淨利	97,252	129,492	60,206	-25%	62%
稅後淨利	86,258	104,589	61,963	-18%	39%
稅後淨利率	26.56%	29.86%	26.22%		
每股盈餘（台幣）	2.28	2.77	1.63		

*2011年累計上半年稅後EPS**5.05**元

合併資產負債表

台幣/百萬元	Q2'11		Q1'11		Q2'10	
	Amount	%	Amount	%	Amount	%
流動資產	1,389.87	96.3%	1,281.49	95.7%	1,094.32	95.12%
固定資產	29.23	2.0%	30.27	2.3%	33.95	2.95%
其他資產	24.54	1.7%	26.90	2.0%	22.15	1.93%
資產總額	1,443.64	100.0%	1,338.66	100.0%	1,150.42	100.0%
流動負債	713.57	49.4%	485.88	36.3%	570.04	49.56%
長期負債	2.76	0.2%	3.78	0.3%	0	0%
其他負債	0	0%	0	0%	0	0%
負債總額	716.33	49.6%	489.66	36.6%	570.04	49.56%
股東權益	727.31	50.4%	849.0	63.4%	580.38	50.44%

Thanks!

IR@insydesw.com