



法人說明會簡報資料

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董事長兼總經理

Ready for the Next™

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

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570+人

全球據點



系微合作廠商及客戶





產品組合

產品組合說明

- **InsydeH20™**

- Industry leading UEFI firmware for PCs, Embedded, and Servers



- **Humanos™**

- Leading implementations of Android and Chromium OS



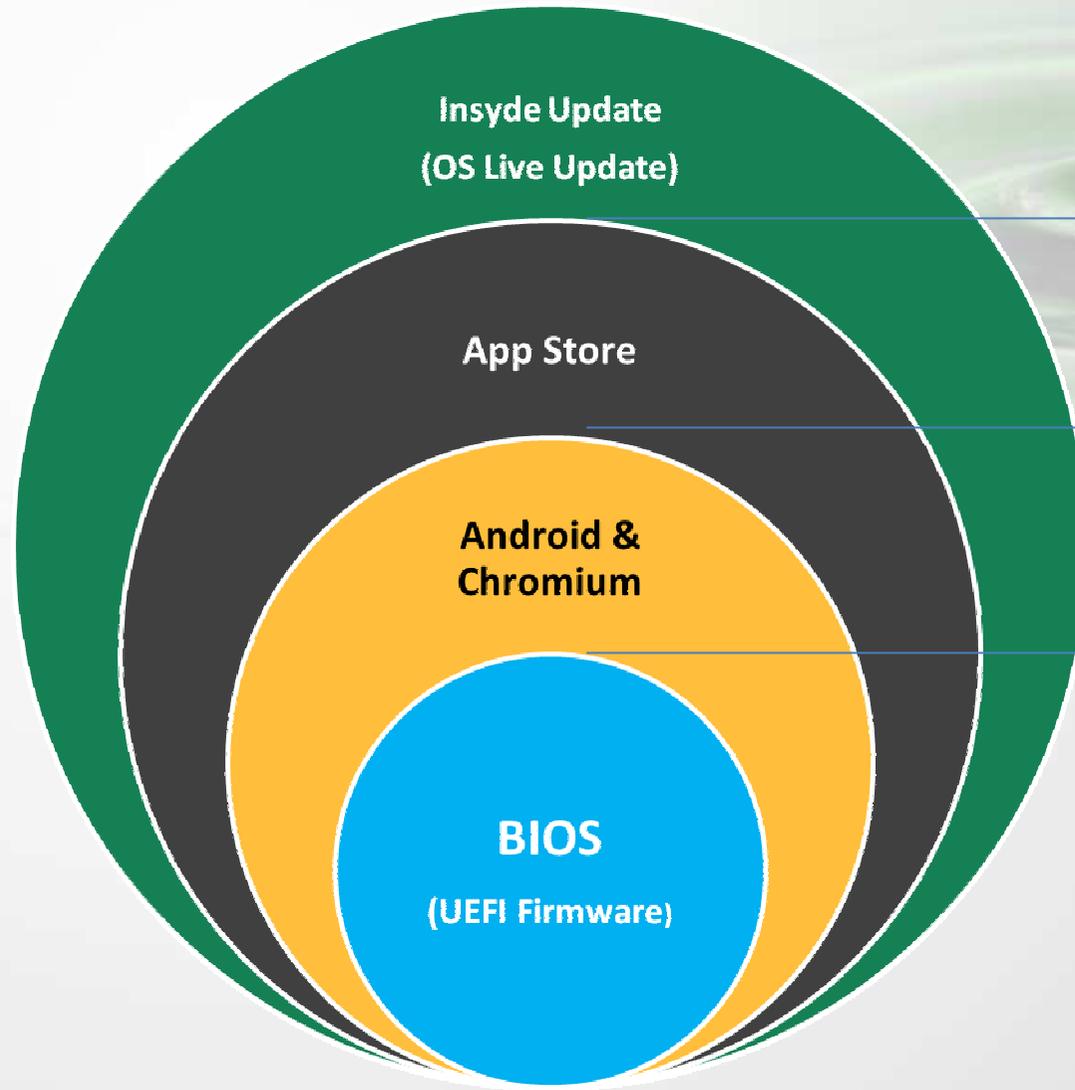
- **Insyde Market™**

- Online applications store for Android-based devices

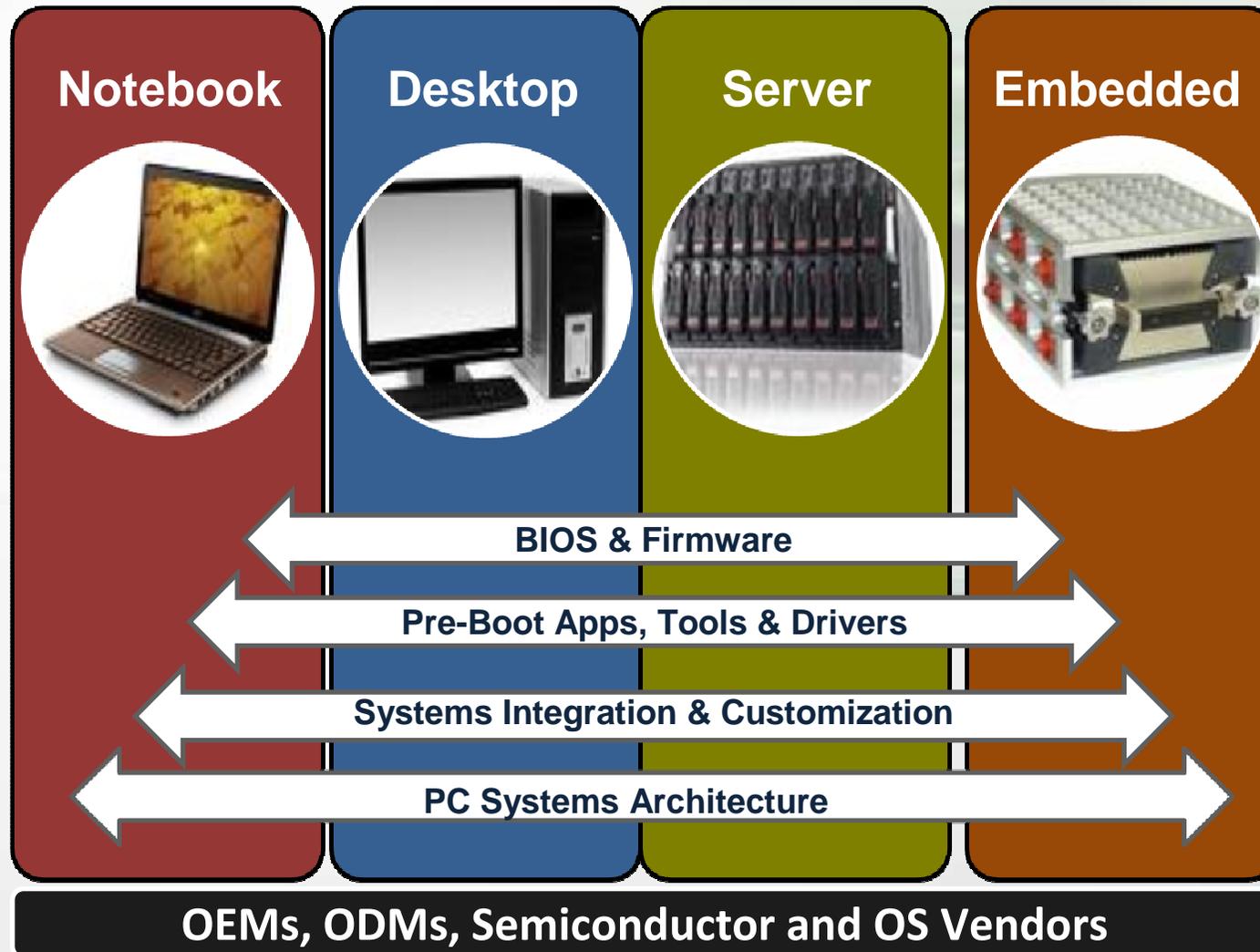


產品組合及整統解決方案

完整且客製化的軟體服務



核心競爭優勢及市場



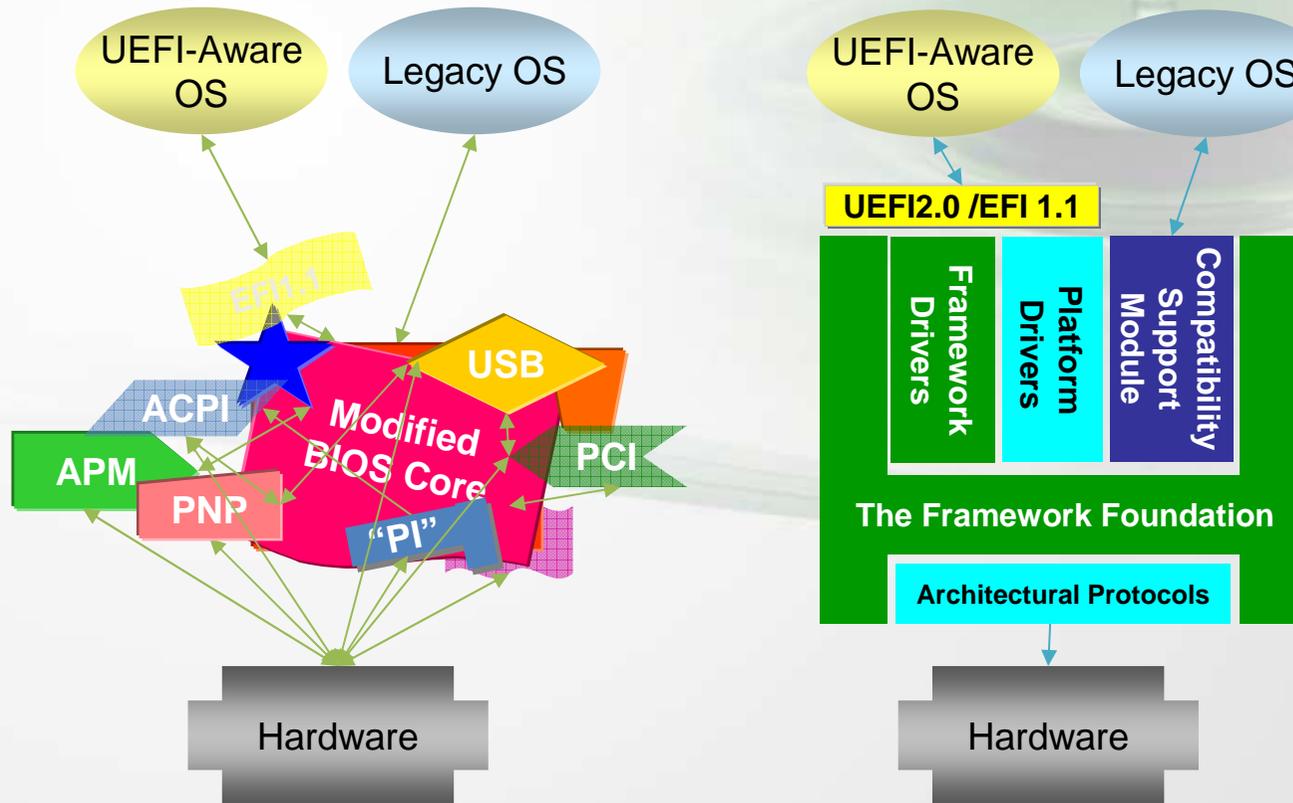
電腦韌體架構 - BIOS



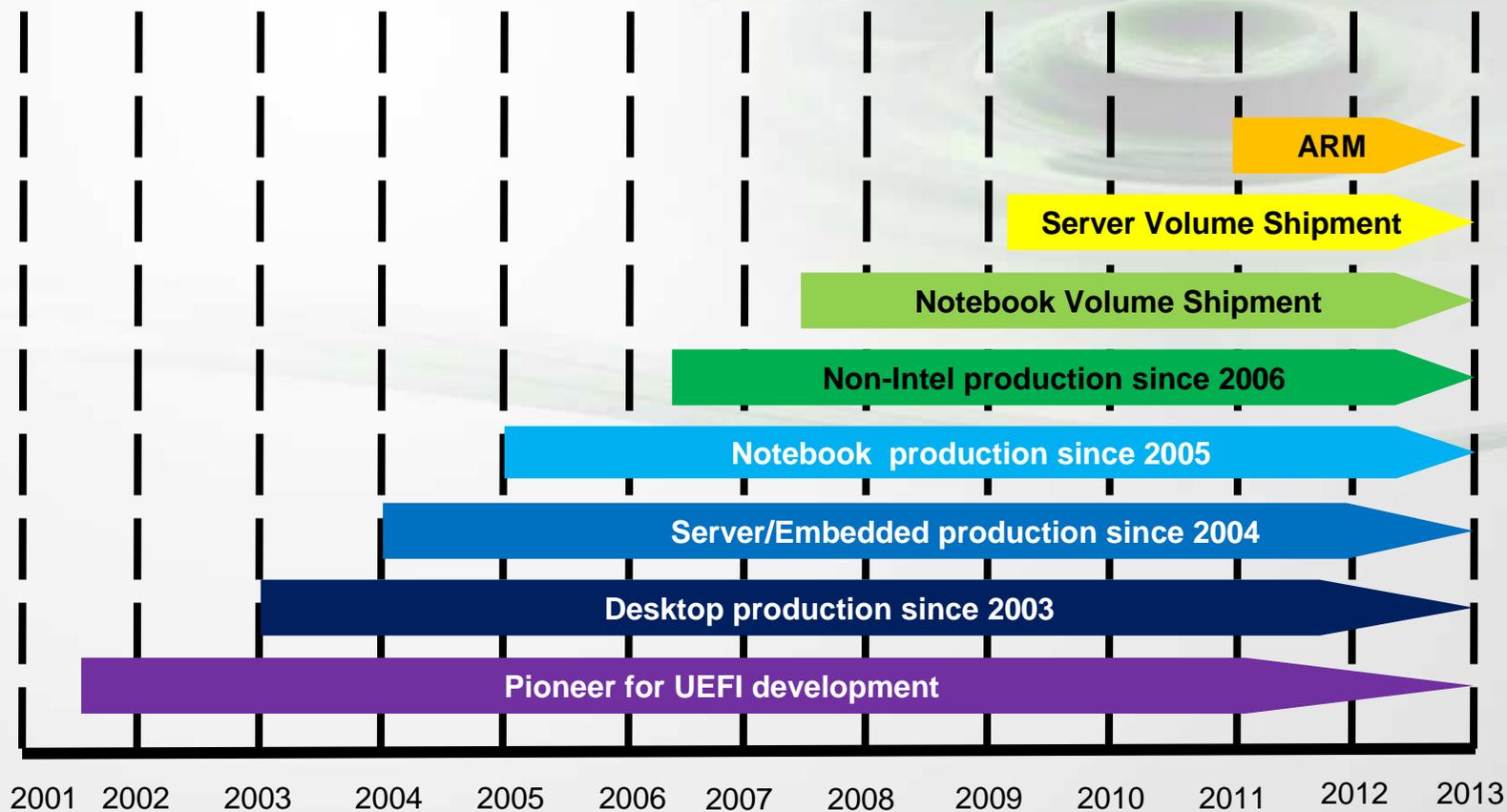
BIOS is stored in NOR Flash



傳統BIOS和UEFI韌體的差異

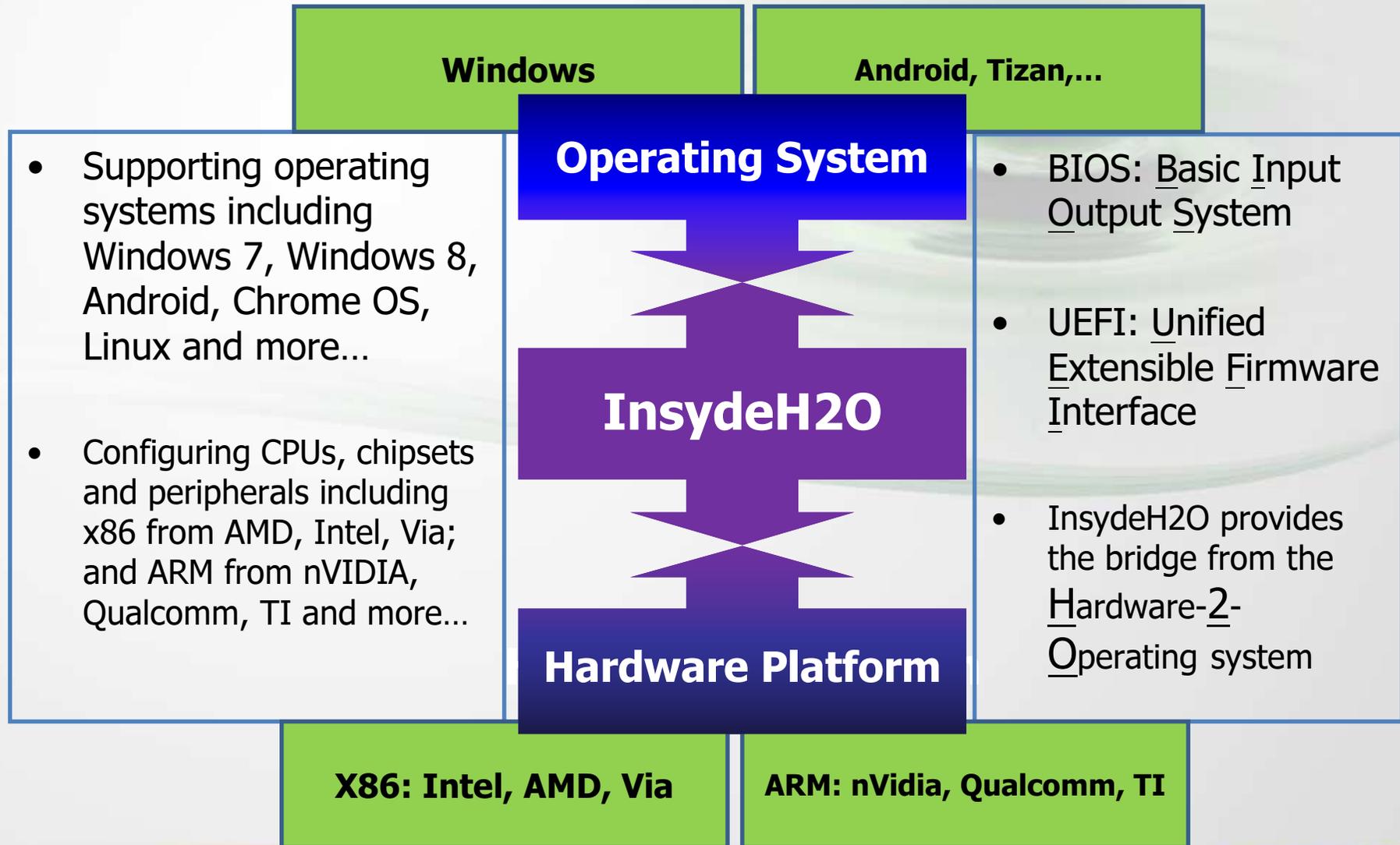


系微UEFI重要沿革



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



- 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
- 具有六代升級版本的量產經驗



成長動能

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





財務概況

合併營收成長動能

(台幣/千元)



合併簡易損益季表

(台幣/千元)	Q1'12	Q4'11	Q1'11	QoQ %	YoY%
營業額	289,626	318,952	350,231	-9.2%	-17.3%
營業成本	53,623	59,172	40,918	-9.4%	31.0%
營業毛利	236,003	259,780	309,313	-9.2%	-23.7%
毛利率	81.49%	81.45%	88.32%		
營業費用	179,356	173,654	190,980	3.3%	-6.1%
營業利益	56,647	86,126	118,333	-34.2%	-52.1%
營業利益率	19.56%	27.00%	33.79%		
營業外收支	3,648	4,936	11,159		
稅前淨利	60,295	91,062	129,492	-33.8%	-53.4%
稅後淨利	45,961	73,855	104,589	-37.8%	-56.1%
稅後淨利率	15.87%	23.16%	29.86%		
每股盈餘 (台幣)	1.21	1.95	2.77		

合併資產負債表

台幣/百萬元

	Q1'12		Q4'11		Q1'11	
	Amount	%	Amount	%	Amount	%
流動資產	1,594.5	97.0%	1685.8	97.1%	1,281.5	95.7%
固定資產	28.0	1.7%	29.4	1.7%	30.3	2.3%
其他資產	21.3	1.3%	21.0	1.2%	26.9	2.0%
<u>資產總額</u>	<u>1,643.8</u>	<u>100</u>	<u>1736.2</u>	<u>100.0%</u>	<u>1,338.7</u>	<u>100%</u>
流動負債	331.1	20.1%	464.0	26.7%	485.9	36.3%
長期負債	354.1	21.6%	359.4	20.7%	3.8	0.3%
其他負債	8.2	0.5%	6.9	0.4%	0.0	0%
<u>負債總額</u>	<u>693.3</u>	<u>42.2%</u>	<u>830.3</u>	<u>47.8%</u>	<u>489.7</u>	<u>36.6%</u>
<u>股東權益</u>	<u>950.4</u>	<u>57.8%</u>	<u>905.9</u>	<u>52.2%</u>	<u>849.0</u>	<u>63.4%</u>

股東分紅表

Year/NT\$	Per 1,000 Shares		EPS	Payout
	Cash Dividend	Stock Dividend		
2011	7.5	0.0	9.45	79%
2010	5.5	0.0	6.54	84%
2009	5.0	1.0	6.85	88%
2008	2.0	0.0	3.84	52%

*5.2% dividend yield, compared with stock price of NT\$144 on 2012/04/06

Intel Capital Invests NT\$300m

Collaboration on UEFI BIOS and Android for Tablets and Ultrabooks



“The proliferation of mobile devices and applications demands new features and capabilities. Insyde Software is uniquely positioned to provide the software building blocks that will help hardware makers bring these innovative, new products to market.”

Keith Larson, vice president and managing director, manufacturing sector and Taiwan and Korea regions, at Intel Capital.

“Intel is pleased to announce our collaboration with Insyde Software to help drive additional software innovation for Intel platforms. Insyde’s computing solutions optimized for Intel architecture will bring increased value to our shared customers.”

Doug Fisher, corporate vice president and general manager of Intel’s Software and Services Group's Systems Software Division.

Thank you!

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