



法人說明會簡報資料

Nov, 2013

王志高

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

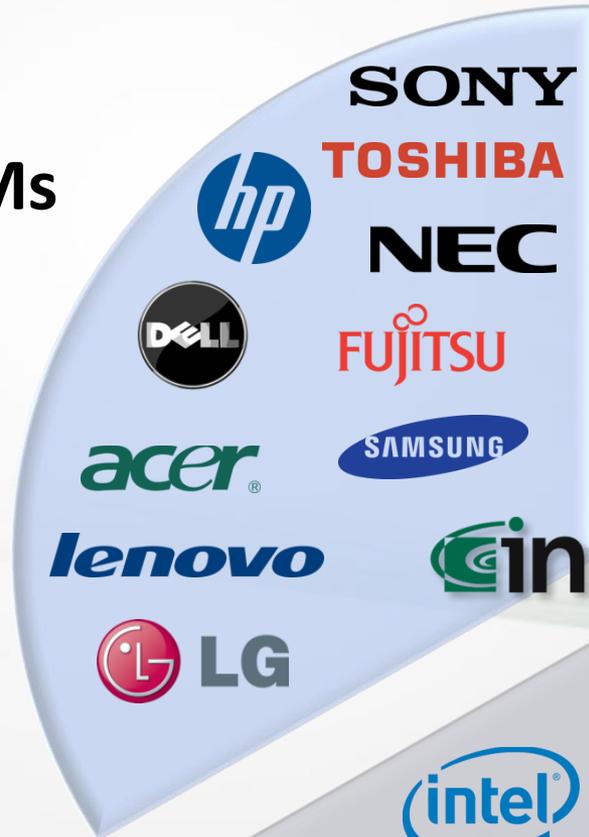
- 原倍微科技董事長王志高先生與Jonathan Joseph先生於1998年成立系微公司，隔年引進美商英特爾及台灣中華開發投資
- 智慧財產來自公司成立時，所購買美商Systemsoft之已有九年研發經驗的BIOS智慧財產
- 目前資本額新台幣3.80億元
- 海外辦公據點
 - 美國波士頓及波特蘭
 - 中國昆山辦公室、韓國首爾

全球據點



系微合作廠商及客戶

OEMs



ODMs



insyde®

3rd Parties





產品組合

產品組合說明



Notebook



Netbook



Tablet



Desktop



Server



Embedded



Android



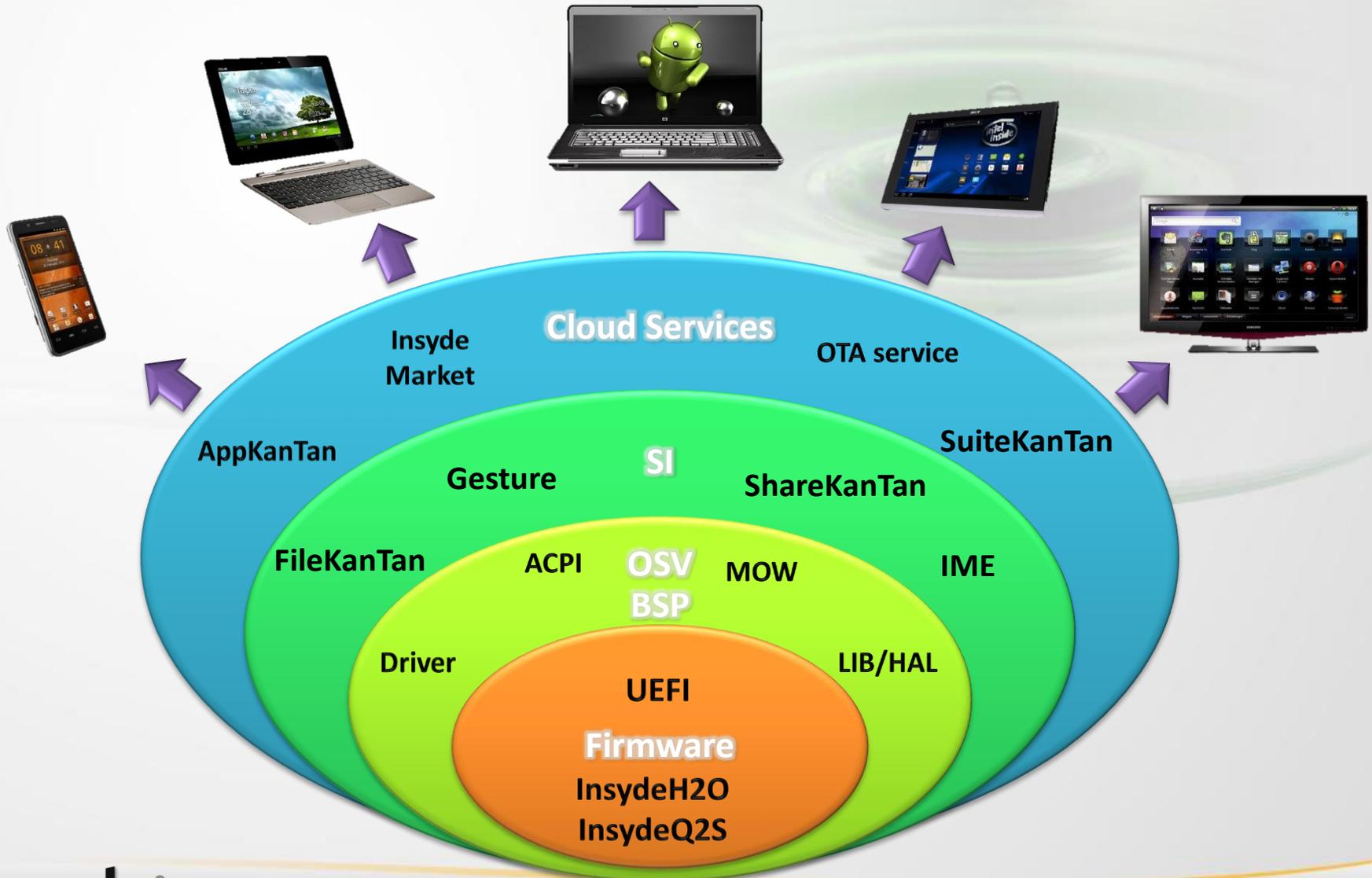
Android
Driver & Tool



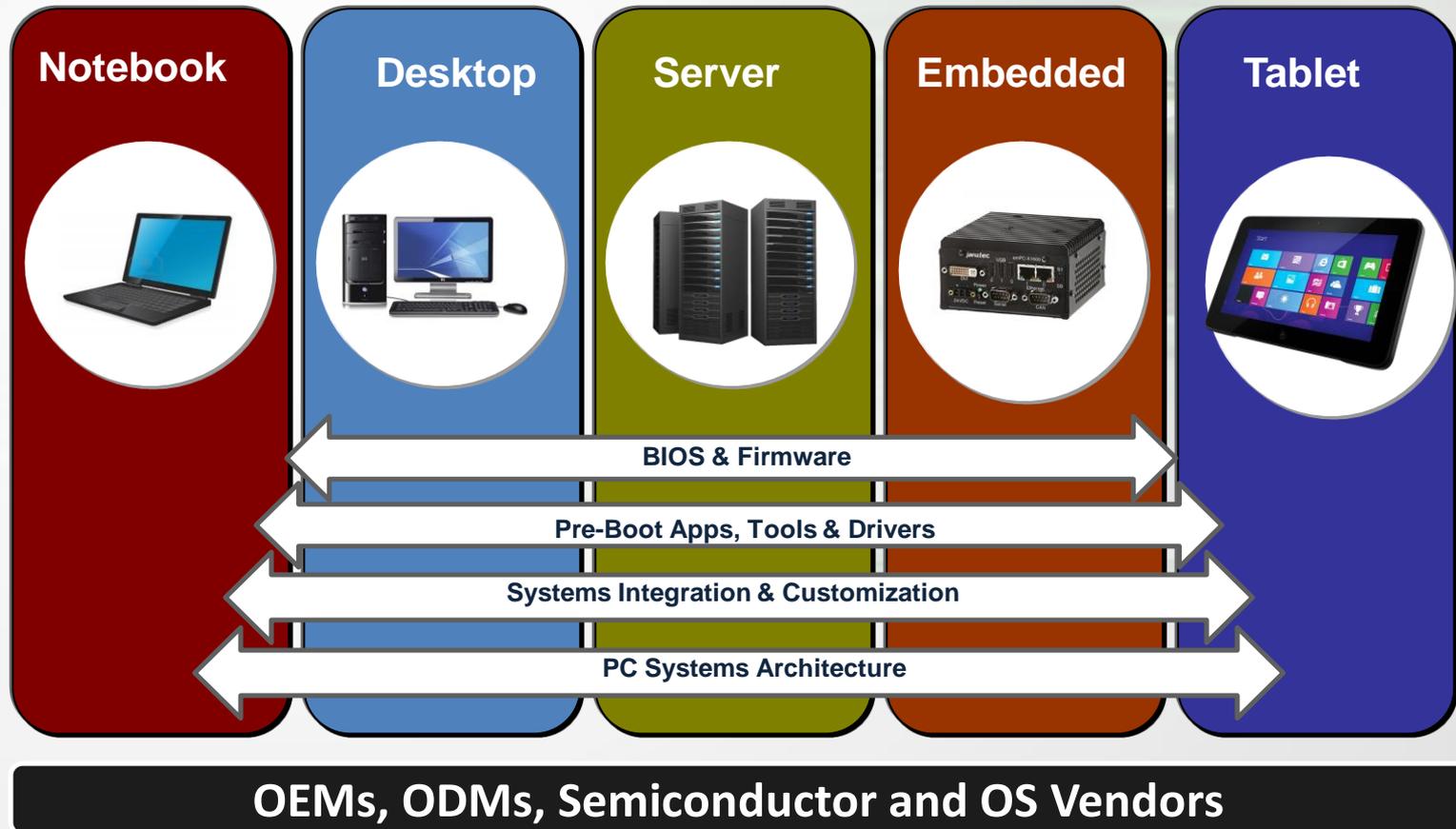
App Market

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



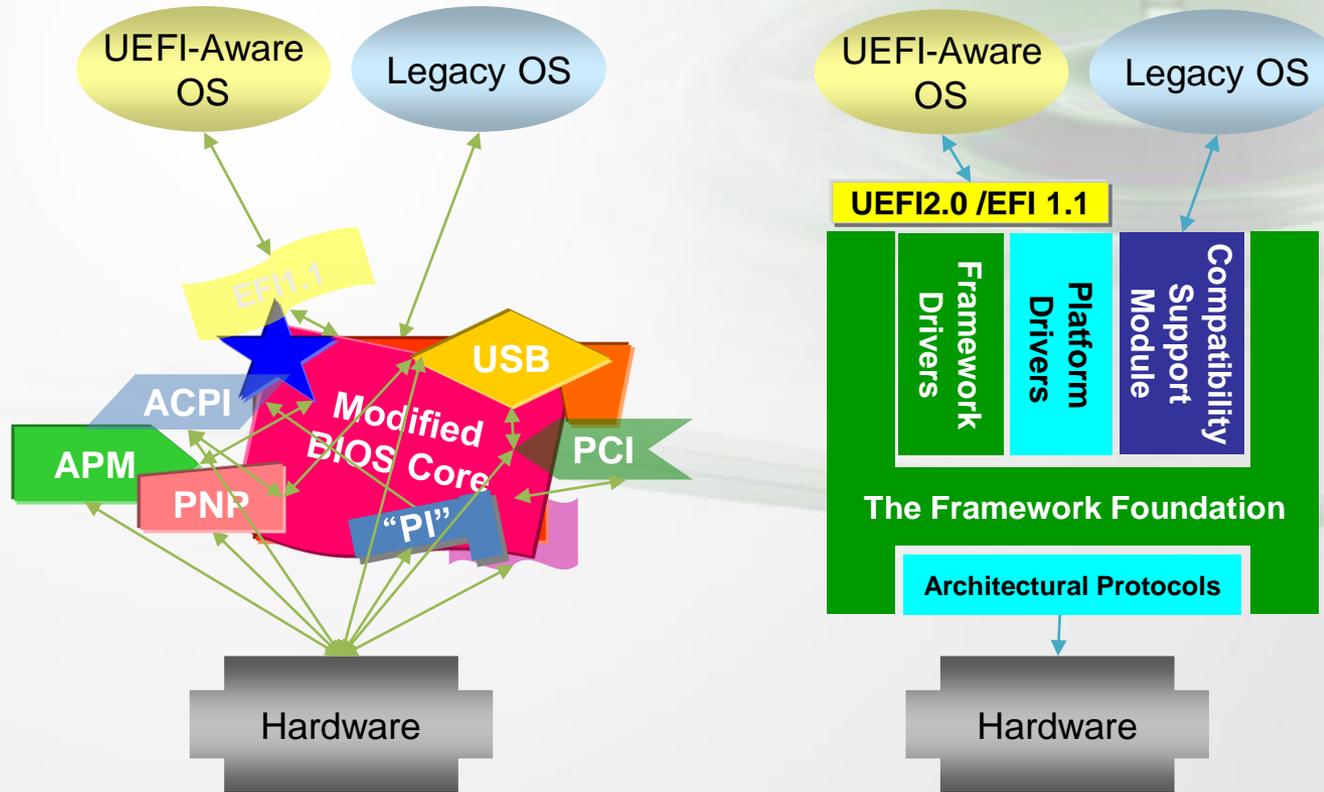
電腦軟體架構 - BIOS



BIOS is stored in NOR Flash



傳統BIOS和UEFI韌體的差異



系微UEFI重要沿革



UEFI development with Intel since 2001

InsydeH2O shipping with server and embedded since 2004



Customers shipping multiple UEFI products since 2008



Tablet & "ultra notebook" production in 2011/2012

Formed UEFI Forum with industry leaders 



Shipping UEFI products on desktop since 2003



Shipping UEFI products on notebooks since 2005

Non-Intel chipsets in production since Q1'06



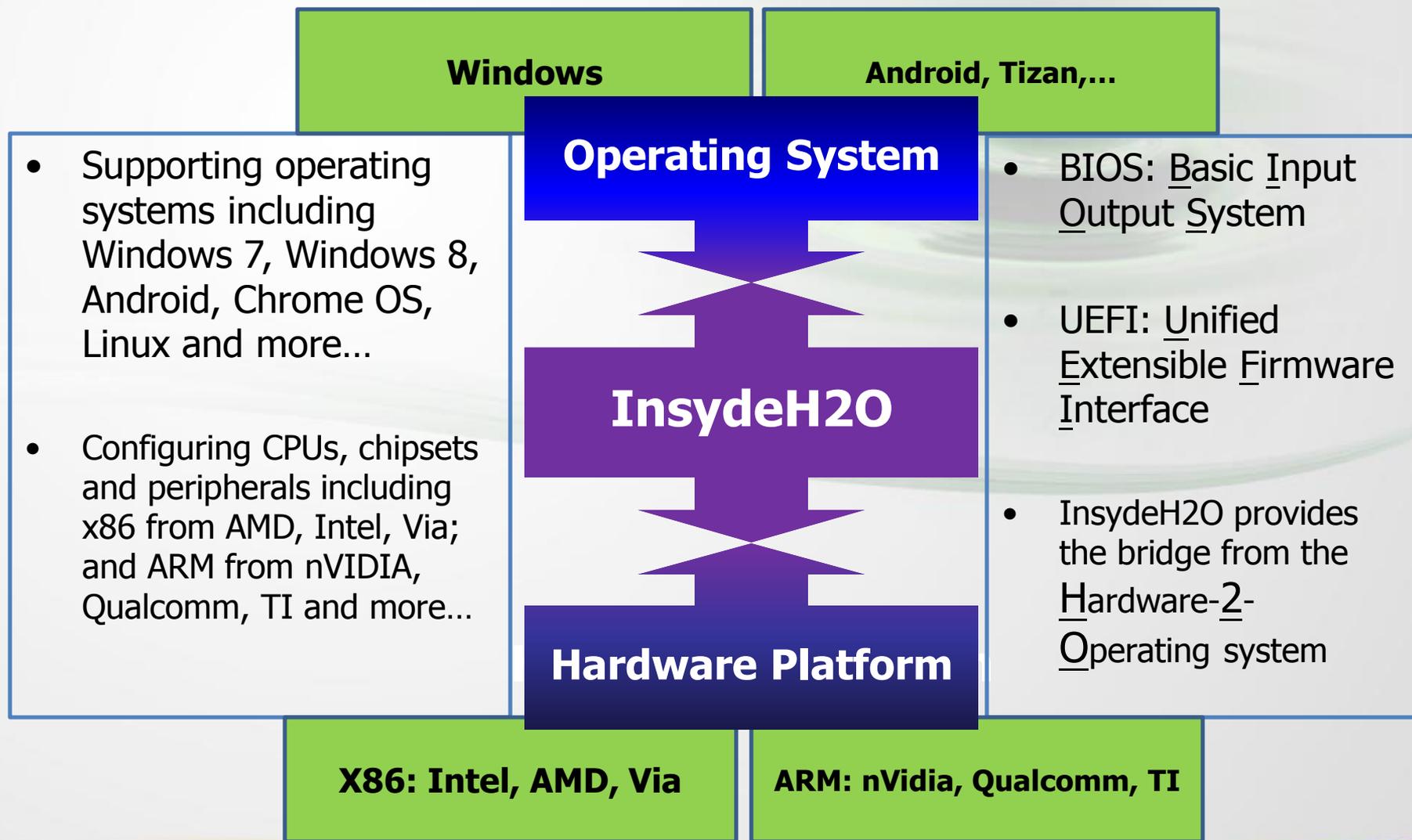
Major transition of server BIOS to UEFI begins



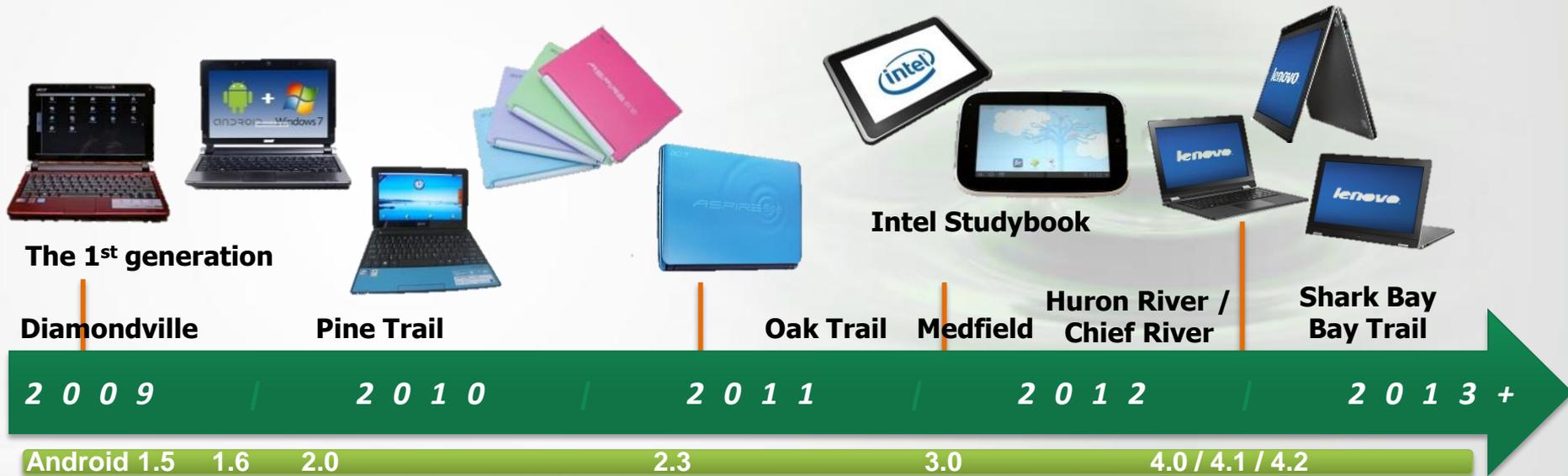
UEFI for Windows 8 & EDK II @ 2012

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



x86平台導入 Android作業系統



- Developed **Android BSP** for Diamondville, Pine Trail, Chief River, Huron River and Shark Bay.
- Cooperated with Intel NTG to develop Oak Trail BSP
- Deep knowledge and skills on from Android 1.5 to Android 4.3
- Obtained Google **CTS/GTS** certificate for Android on X86



Over 4 million
devices shipped

Total Tablet Solutions that are Always Ready for the Next[®]



insyde[®]

Ready for the Next[®]

Insyde's Successful Showcase @ IDF13 SFO

- Key message – **1 BIOS** + **2 OSes**
 - **InsydeQ2S (Dual OS Switching) & Android Multiple Open Windows**
- Aligned with Intel's 2-in-1 market strategy
 - Insyde's OS Switching was recommended by Intel PCCG in IDF presentation
 - <http://intelstudios.edgesuite.net/idf/2013/sf/aep/EXPS004/EXPS004.html> 40:35'
- Strong interest from visitors and bloggers



“Insyde Software OS switching is very close to the holy grail for running Windows and Android on the same system”

- Steve Chippy Paine http://youtu.be/NeYyaaOj4_g



“I finally found a reason for BIOS to be sexy, and it's found in Insyde's InsydeH2O UEFI BIOS and OS switching” - Nicole Scott <http://youtu.be/u6mYtnz9VQs>



“デュアルOSソリューションで3種類のアプリケーションが1つのハードウェアで”
- 笠原一輝 http://pc.watch.impress.co.jp/docs/column/ubiq/20130926_616841.html





成長動能

x86平台導入 Android作業系統商機

- Intel 推廣搭載Android 作業系統筆電
- 協助通過Google CTS認證
- 雙作業系統切換— Windows及Android
- 多視窗支援
- Android作業系統支援UEFI安全開機
- 手勢及觸控輸入
- 應用程式app研發

伺服器及嵌入式裝置市場

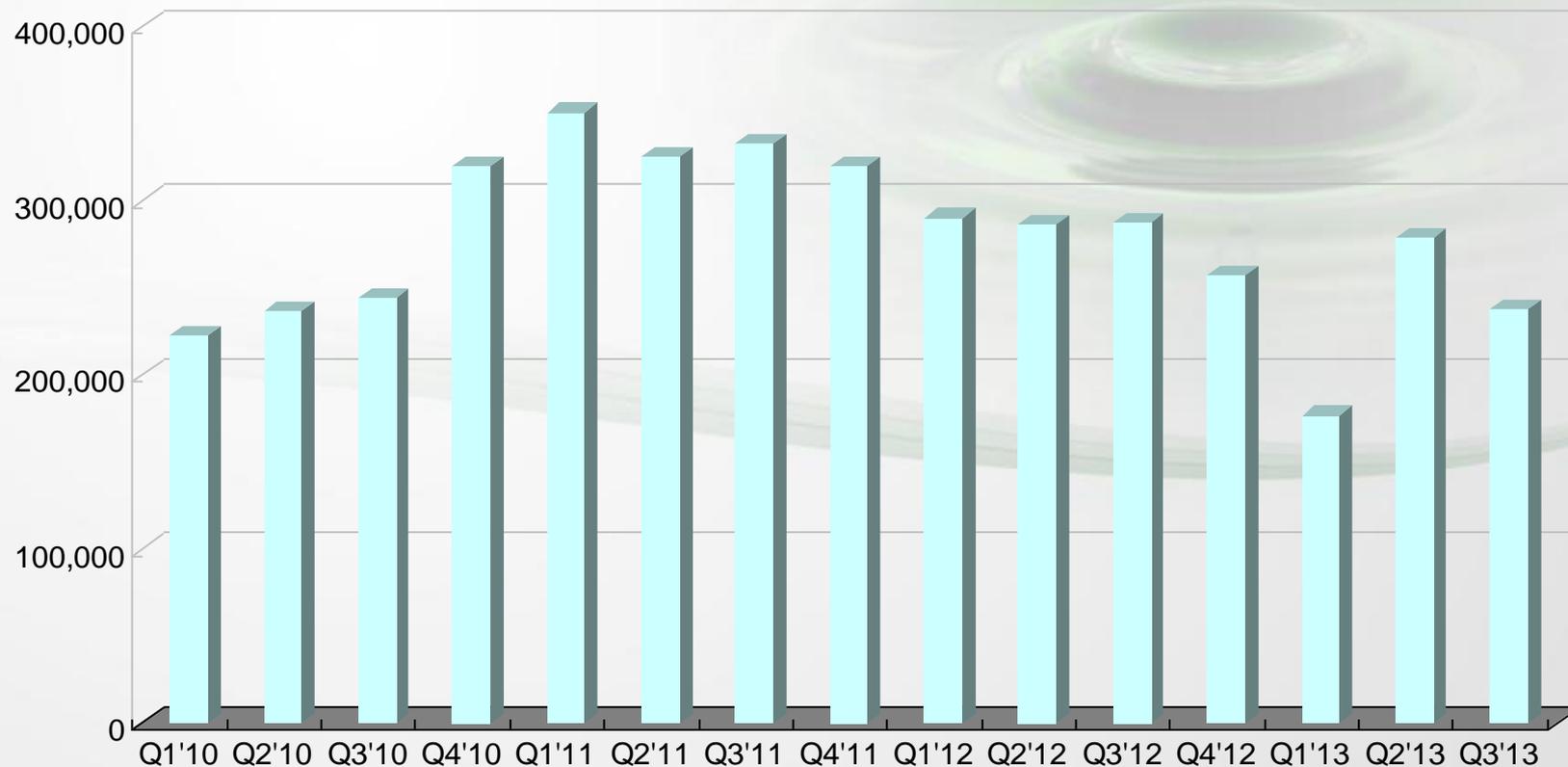
- 智慧型手機及平版電腦帶動了資料儲存中心及伺服器的需求。
- 為Quanta, Mitac, Inventec, Foxconn, Wistron 及Flextronics等伺服器廠的主要代工夥伴
- 系微客戶遍及Cisco, Dell, Huawei, Siemens主要伺服器廠商
- 中國主要伺服器廠商，包括Dawning, Huawei, Inspur 及 Lenovo 等皆為系微的客戶
- 主要嵌入式裝置廠商選擇使用系微UEFI BIOS



財務概況

合併營收

(台幣/千元)



合併簡易損益季表

(台幣/千元)	Q3'13	Q2'13	Q3'12	QoQ %	YoY%
營業額	237,025	278,186	286,737	-15%	-17%
營業成本	46,019	51,533	55,846	-11%	-18%
營業毛利	191,006	226,653	230,891	-16%	-17%
毛利率	80.58%	81.48%	80.52%		
營業費用	184,753	175,577	197,137	5%	-6%
營業利益	6,253	51,076	33,754	-88%	-81%
營業利益率	2.64%	18.36%	11.77%		
營業外收支	-815	2,147	2,361	-	-135%
稅前淨利	5,438	53,223	36,115	-90%	-85%
稅後淨利	2,304	47,807	28,026	-95%	-92%
稅後淨利率	0.97%	17.19%	9.77%		
每股盈餘 (台幣)	0.10	1.26	0.79		

合併資產負債表

台幣/百萬元	Q3'13		Q2'13		Q3'12	
	Amount	%	Amount	%	Amount	%
流動資產	1062.1	81.40%	1130.5	81.90%	1307.9	96.20%
固定資產	20.5	1.60%	22.4	1.60%	28.6	2.10%
其他資產	222.2	17.00%	226.8	16.50%	22.8	1.70%
資產總額	1304.8	100%	1379.7	100%	1,359.30	100%
流動負債	342.8	26.30%	410.8	29.80%	286.9	21.10%
非流動負債	324.2	24.80%	333.4	24.10%	353.7	26.00%
負債總額	667	51.10%	744.2	53.90%	640.60	47.10%
股東權益	637.8	48.90%	635.5	46.10%	718.7	52.90%

Thank you!

IR@insydesw.com

www.insydesw.com

 **insyde**[®]

