# **Ginsyde**<sup>®</sup>

## **Investor Update**

Jeremy Wang Insyde Software Nov 2014

#### Start What's Next<sup>™</sup>

Confidential | © 2014 Insyde Software

### **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 forwardlooking 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

- Company Overview
- Product Portfolio
- Financial Review & Company Updates
- Q&A

#### **Company Overview**

# Insyde Software (6231.TW)

- Founded in September, 1998 by PCT (6270.TW) CEO Jeremy Wang and SystemSoft EVP Jonathan Joseph
- Business started via acquisition of SystemSoft's BIOS Division
- Early investors included Intel Corp. & China Development Industrial Bank in September 1999
- Shares Outstanding as of 10/31/2014: 38.0M shares
- Headquarters: Taipei, Taiwan
  - US operations in Massachusetts and Oregon
  - Other offices in China, Taiwan and Korea

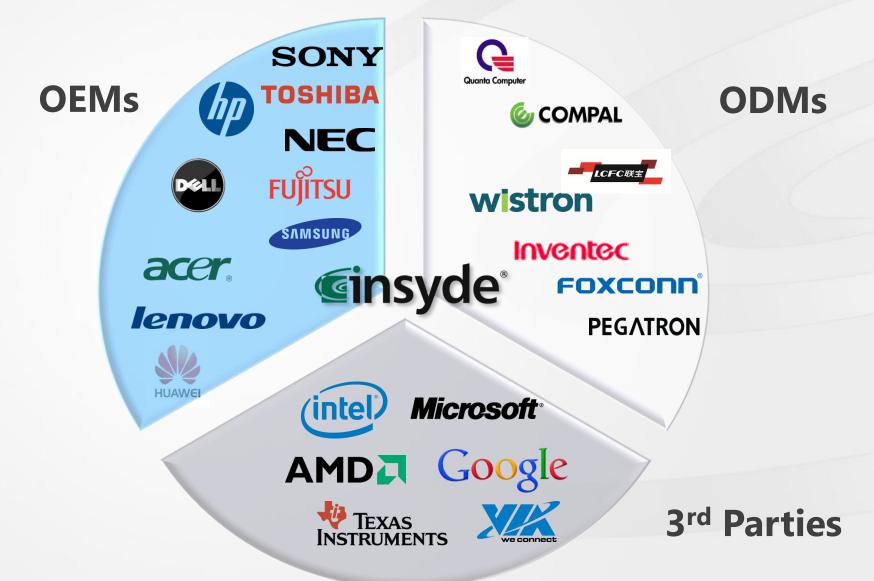


## **Growing Worldwide Presence**





## **Insyde Relationships**





#### **Product Portfolio**

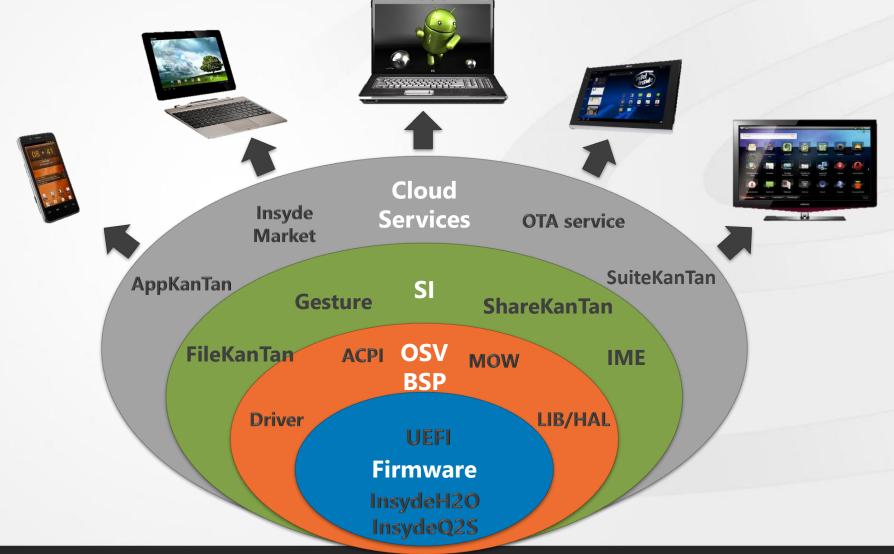
#### **Focus Areas**

Insyde Software Products Enable Innovation in the Computer Industry



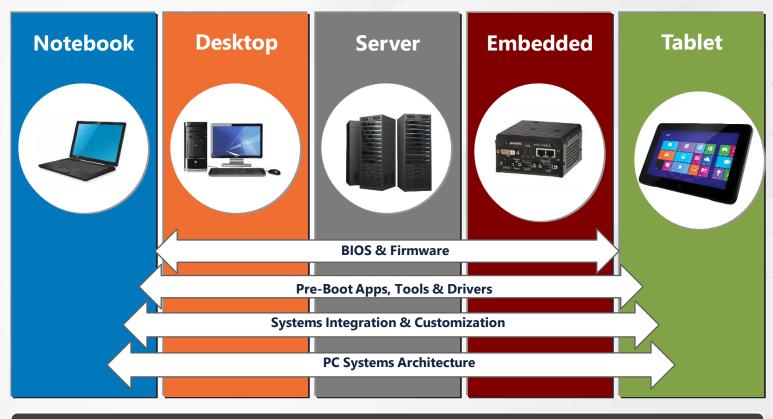


#### **Complete, Customizable Software and Service Solutions, From Firmware to Applications**





#### **Core Competencies & Markets**

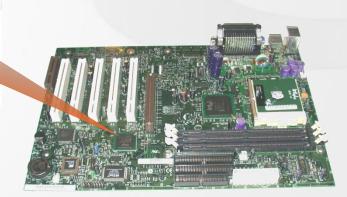


#### **OEMs, ODMs, Semiconductor and OS Vendors**



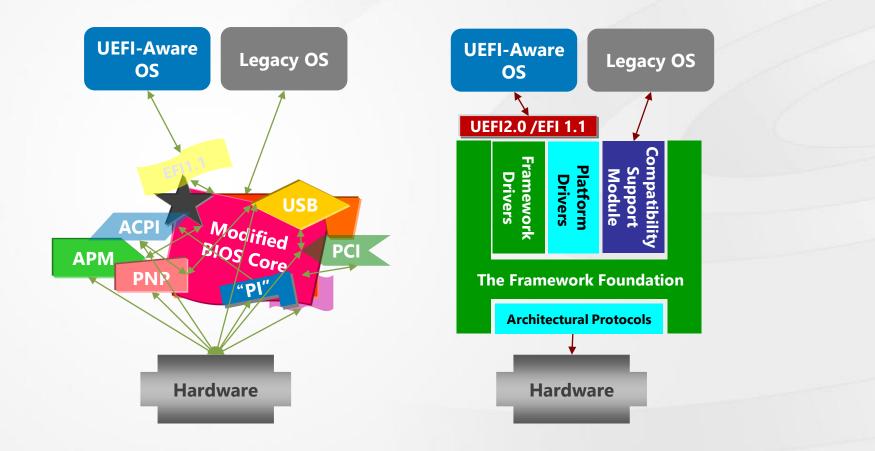
#### **Computer BIOS – "Firmware"**

#### **BIOS is stored in NOR Flash**





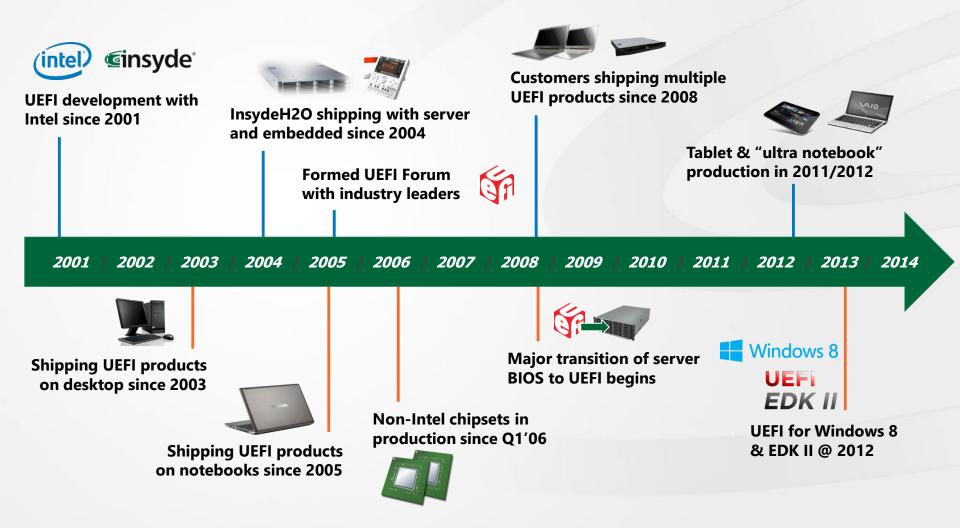
#### **Difference between Legacy BIOS and UEFI Firmware**





#### **Insyde Has Led the Transition to UEFI**

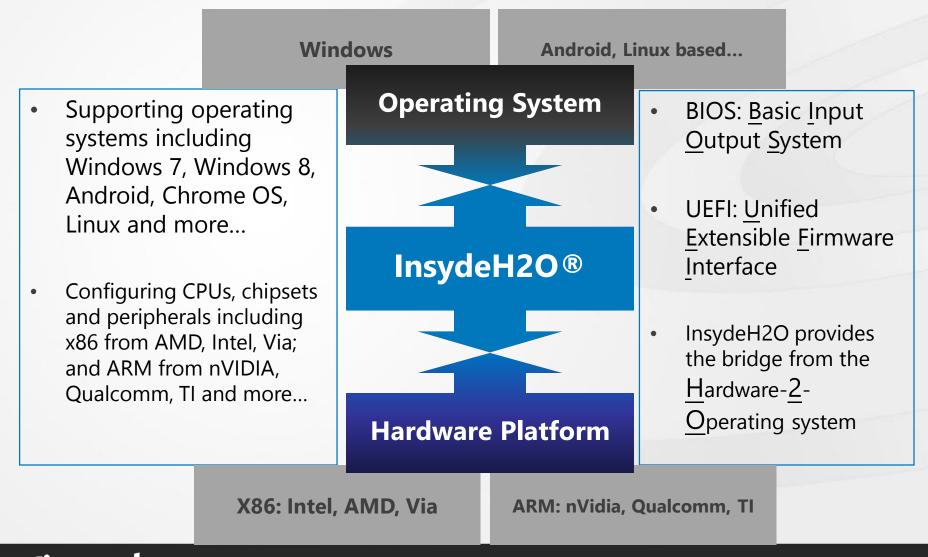
Transition Milestones from Over a Decade of Industry-Leading UEFI Experience





#### **Making Connections in the Era of Platform Variation**

Wider Range of Hardware Architectures and Wider Range of Operating Systems



Ginsyde

#### **Expertise and Experience - Android on x86**



- Deep knowledge and skills on from Android 1.5 to Android 4.4
- Great experience on Intel x86 from Diamondville to BayTrail and Haswell
- Obtained Google CTS/GTS certificate for Android on X86

Over 4 million devices shipped



#### Financial Review & Company Update

Confidential | © 2014 Insyde Software

#### **Consolidated Income Statement Quarterly**

(In NT\$ Thousands)	Q3'14	Q2'14	Q3'13	QoQ %	YoY%
Net Sales	220,078	222,932	237,025	-1%	-7%
COGS	40,432	48,486	46,019	-17%	-12%
Gross Profit	179,646	174,446	191,006	3%	-6%
Gross margin	81.63%	78.25%	80.58%		
<b>Operating Expense</b>	169,093	159,807	184,753	6%	-8%
<b>Operating Income</b>	10,553	14,639	6,253	-28%	69%
<b>Operating Margin</b>	4.80%	6.57%	2.64%		
Non-Op Inc/(Exp)	2,202	-3,361	-815	-	-
Income before Tax	12,755	11,278	5,438	13%	135%
Net Income	10,401	14,191	3,912	-27%	166%
Net Margin	4.73%	6.37%	1.65%		
EPS	0.27	0.37	0.10		

\*Accumulated year-to-date after-tax EPS is NT\$ 0.12



#### **Consolidated Balance Sheet Summary**

Selected Items from Balance Sheet (NT\$ Millions)	Q3′14		Q2′14		Q3′13	
	Amount	%	Amount	%	Amount	%
Current Assets	916.3	76.9%	909.3	76.1%	1062.1	81.4%
Fixed Assets	11.0	0.9%	11.2	0.9%	20.5	1.6%
Net PP&E and other assets	264.2	22.2%	273.7	22.9%	222.2	17.0%
Total Assets	<u>1191.5</u>	<u>100%</u>	<u>1194.2</u>	<u>100%</u>	<u>1304.8</u>	<u>100%</u>
Current Liabilities	520.4	43.7%	534.0	44.7%	342.8	26.3%
Non Current Liabilities	22.9	1.9%	25.0	2.1%	324.2	24.8%
<b>Total Liabilities</b>	<u>543.3</u>	<u>45.6%</u>	<u>559.0</u>	<u>46.8%</u>	<u>667.0</u>	<u>51.1%</u>
Shareholders' Equity	<u>648.2</u>	<u>54.4%</u>	<u>635.2</u>	<u>53.2%</u>	<u>637.8</u>	<u>48.9%</u>



### Thanks!

Start What's Next<sup>™</sup> 20

Confidential | © 2014 Insyde Software

# **Einsyde**<sup>®</sup>

#### For more information, contact:

ir@insyde.com

www.insyde.com

Start What's Next<sup>™</sup> 21

Confidential | © 2014 Insyde Software