



法人說明會簡報資料

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董事長兼總經理

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
- 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10年研發經驗的BIOS智慧財產
- 目前資本額新台幣3.80億元
- 系微總部：台灣台北
- 其他辦公室據點
 - 美國波士頓及波特蘭
 - 日本、中國、台灣台中及韓國



UEFI技術領導品牌
系微管理供應商
應用程式、雲端及作業系統解決方案

全球據點



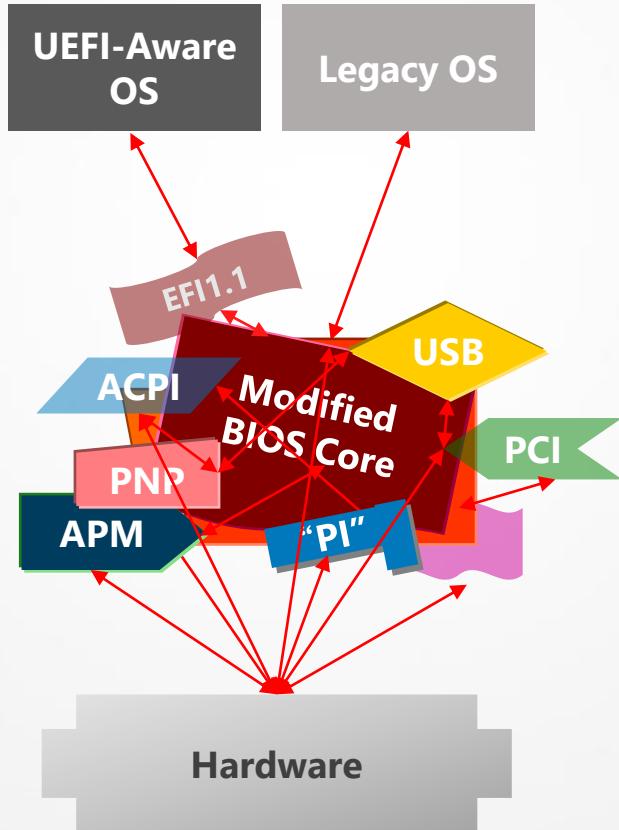
電腦BIOS – “韌體”

BIOS is stored in NOR Flash

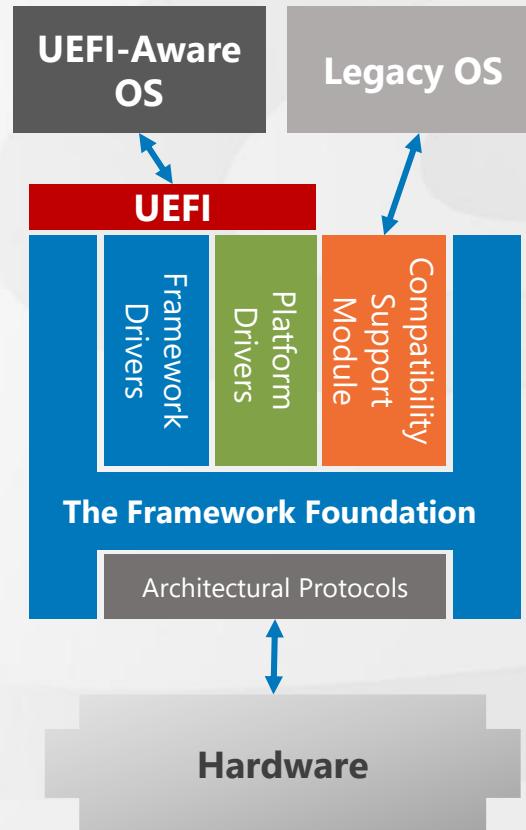


傳統BIOS和UEFI軌體的差異

Legacy BIOS



UEFI BIOS



系微UEFI重要沿革

Over 15+ Years of Industry-First Milestones and Leadership



InsydeH2O shipping with server and embedded since 2004

UEFI development with Intel since 2001



Customers shipping multiple UEFI products since 2008



Formed UEFI Forum with industry leaders



Tablet & Ultrabook production in 2011



Single UEFI BIOS for Dual OS Systems

Timely support for latest UEFI spec releases (2.4-2.6)



2001 - 2003 / 2004 / 2005 / 2006 / 2007 / 2008 / 2009 / 2010 / 2011 / 2012 / 2013 / 2014 - 2016 / 2017



Shipping UEFI products on desktop since 2003

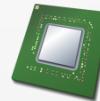


Shipping UEFI products on notebooks since 2005



Major transition of server BIOS to UEFI begins

Non-Intel chipsets in production since Q1'06



UEFI EDK II Productization



Mass production of first UEFI 4K advanced drone to market



UEFI 2.7, PI 1.6 & ACPI 6.2

系微合作廠商及客戶

ADVANTECH

acer®

ARBOR

ALPHA Networks

ahua
TECHNOLOGY

BuLL

eCOMPAL

Celestica™

CISCO™

DELL

FUJITSU

FOXCONN®

hp

HUAWEI

inspur 浪潮

Inventec

lenovo

LCFC 联宝

JABIL

LG

MITAC

xiaomi

NEC

PEGATRON

Quanta Computer

QNAP

Qsan
making data smart

RICOH

SIEMENS

中科曙光
Sugon

seamicro

Synology®

SAMSUNG

SONY

TOSHIBA

wistron®

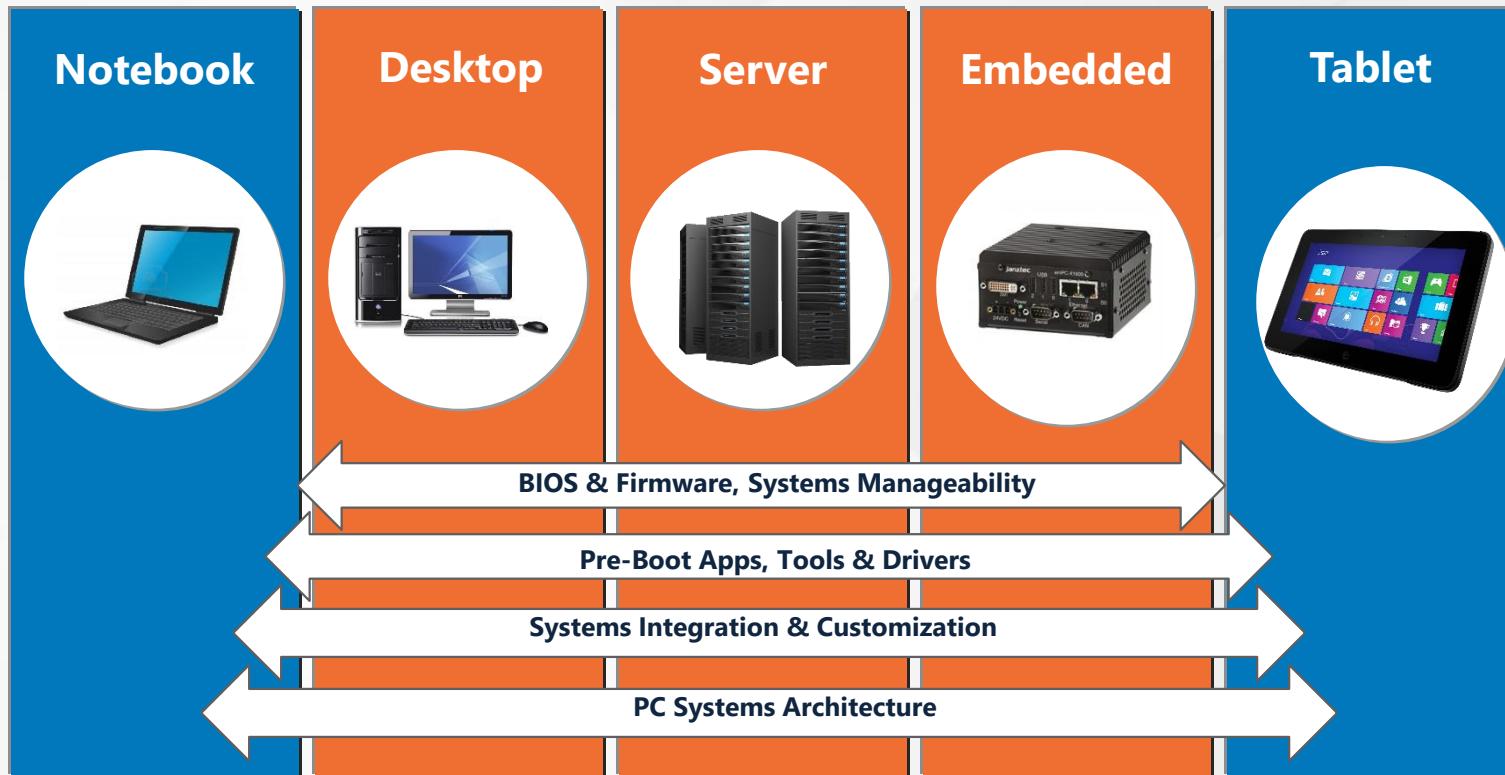
xerox

ZTE 中兴

產品組合



核心競爭優勢及市場



產品組合及整統解決方案

完整且客製化的軟體服務

Personal Computing

**Mobile, AIO/Desktop & Tablet
Computing Solutions**



inQuire®

Server & Embedded

**Server & Embedded Computing
BIOS/BMC Solutions**



**Supervyse®
SYSTEMS MANAGEMENT**

BlinkBoot®

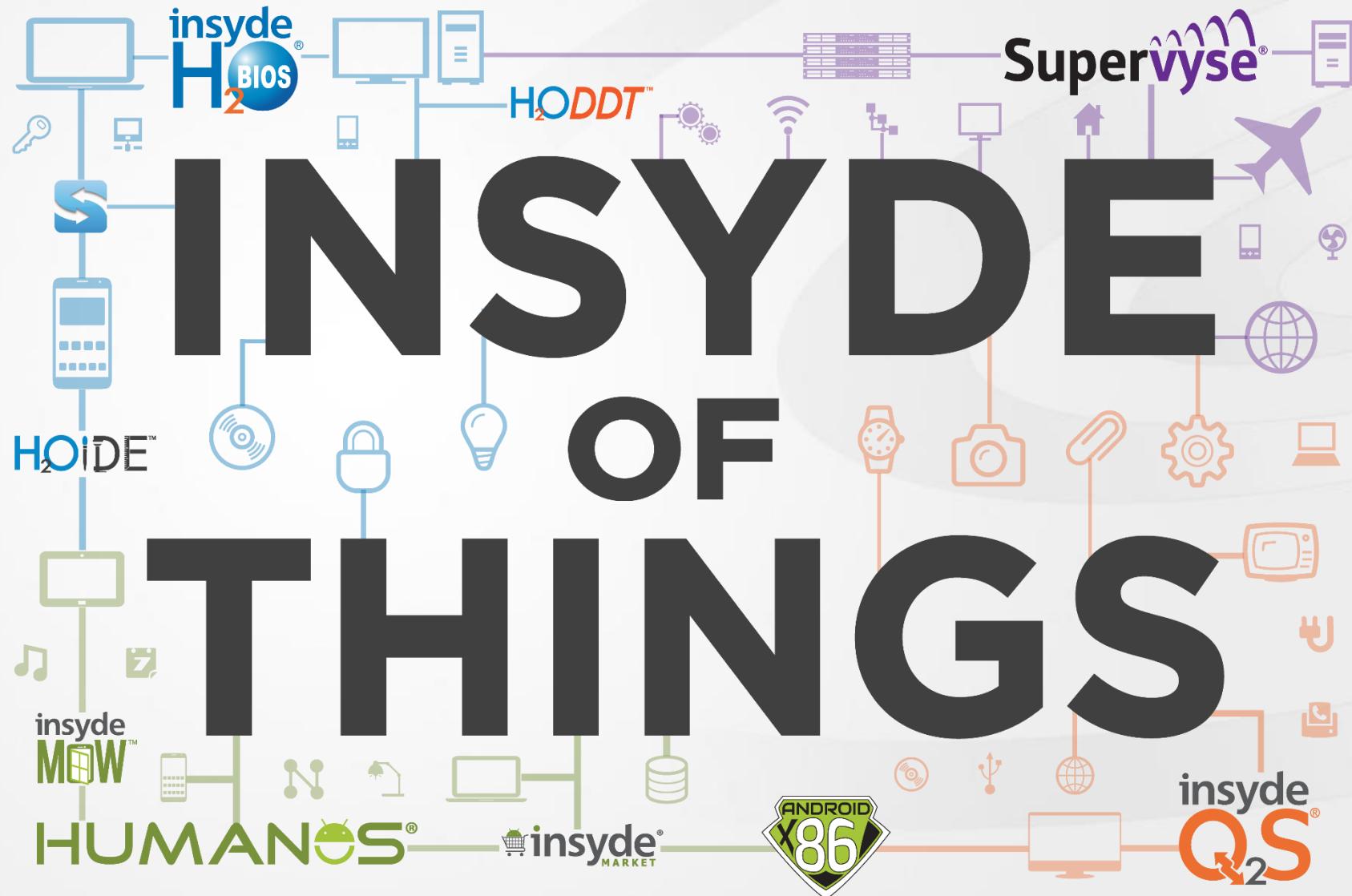
inQuire®

Software & Drivers

**Apps, Cloud & Systems Integration
Mobile Solutions**



啟動雲端市場



財務概況

年度合併損益表

(In NT\$ Thousands)	2017	2016	YoY%
Net Sales	786,648	719,818	9.28%
COGS	137,304	125,704	
Gross Profit	649,344	594,114	
Gross margin	82.55%	82.54%	
Operating Expense	593,190	638,537	
Operating Income	56,154	-44,423	226.41%
Operation Margin	7.14%	-6.17%	
Non-Op Inc/(Exp)	(5,138)	9,345	-154.98%
Income before Tax	51,016	-35,078	245.44%
Income after Tax	37,249	-37,616	199.02%
EPS	0.98	-0.99	198.99%

*2017合計每股稅後淨利0.98元

簡易合併資產負債表

Selected Items from Balance Sheet (NT\$ Millions)	Q4'17		Q3'17		Q4'16	
	Amount	%	Amount	%	Amount	%
Current Assets	654.0	77.0%	629.6	74.7%	633.8	72.5%
Fixed Assets	5.5	0.6%	5.8	0.7%	4.2	0.5%
Net PP&E and other assets	190	22.4%	207.0	24.6%	236.6	27.0%
Total Assers	849.5	100.0%	842.4	100.0%	874.6	100.0%
Current Liabilities	188.0	22.1%	194.7	23.1%	226.1	25.9%
Non Current Lianilities	27.8	3.3%	29.7	3.5%	28.5	3.2%
Total Liabilities	215.8	25.4%	224.4	26.6%	254.6	29.1%
Shareholders' Equity	633.7	74.6%	618.0	73.4%	620.0	70.9%

簡易合併損益表

簡易合併損益表

In NT\$ Thousands	Q1'18	Q4'17	Q1'17	QoQ%	YoY%
Net Sales	190,185	208,131	191,684	-8.62	-0.78
COGS	-	33,946	31,655		
Gross Profit	-	174,185	160,029		
Gross margin	-	83.69%	83.49%		
Operating Expense	-	150,526	149,575		
Operating Income	5,423	23,659	10,454	-77.08	-48.13
Operation Margin	2.85%	11.37%	5.45%		
Non-Op Inc/(Exp)	-1,636	-1,056	-5,196	-54.92	68.51
Income before Tax	3,787	22,603	5,258		
Net Income after Tax	-	19,092	1,767		
Net Margin	-	9.17%	0.92%		
EPS	-	0.5	0.05		

*2018年Q1自結每股稅前淨利0.09元



For more information, contact:

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www.insyde.com