



## **Investor Update**

### **April 2018**

# **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 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

- About Insyde
- Product Portfolio
- Financial Review & Company Updates
- Q&A

# About Insyde®



# Insyde Software

6231.tw

- Founded in 1998 by PCT(6270.TW) Chairman Jeremy Wang and SystemSoft EVP Jonathan Joseph
- Business started via acquisition of SystemSoft's BIOS division
- IPO January 23, 2003 (6231.TW)
- Headquarters: Taipei, Taiwan
  - Major US operations in Massachusetts and Oregon
  - Other offices in Japan, China, Taiwan (Taichung) and Korea
- UEFI Technology Leader
- Systems Manageability Provider
- App, Cloud & OS Solutions



# Worldwide Presence



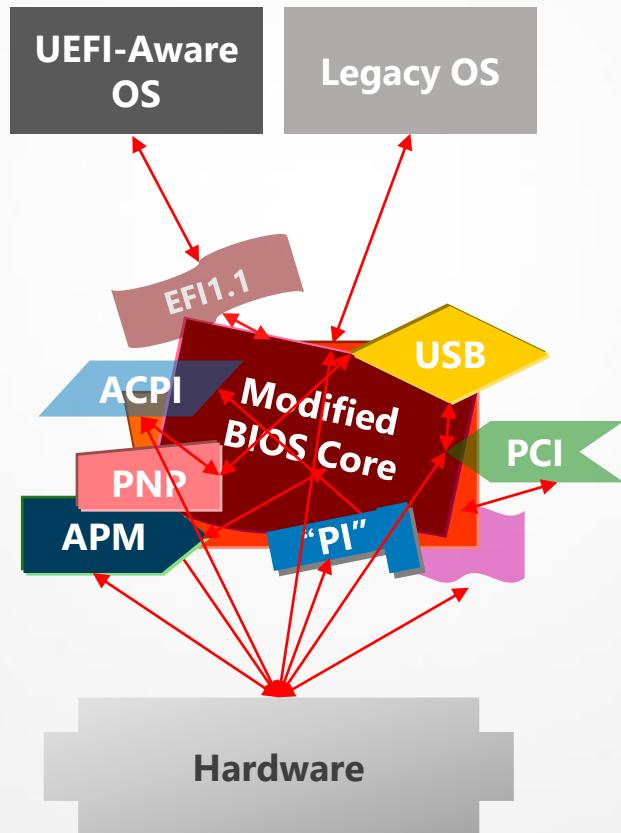
# Computer BIOS – “Firmware”

**BIOS is stored in NOR Flash**

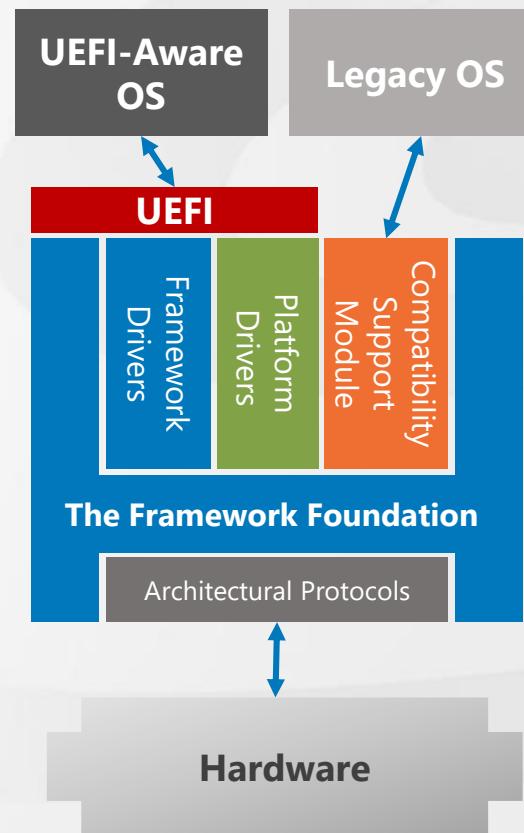


# Difference between Legacy BIOS and UEFI Firmware

## Legacy BIOS



## UEFI BIOS



# UEFI Technology Leadership

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**

**Single UEFI BIOS for Dual OS Systems**



**Formed UEFI Forum with industry leaders**



**Tablet & Ultrabook production in 2011**

**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**

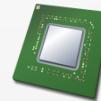


**Shipping UEFI products on notebooks since 2005**



**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**

# Trusted Supplier to Many Leading Companies and many others

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®

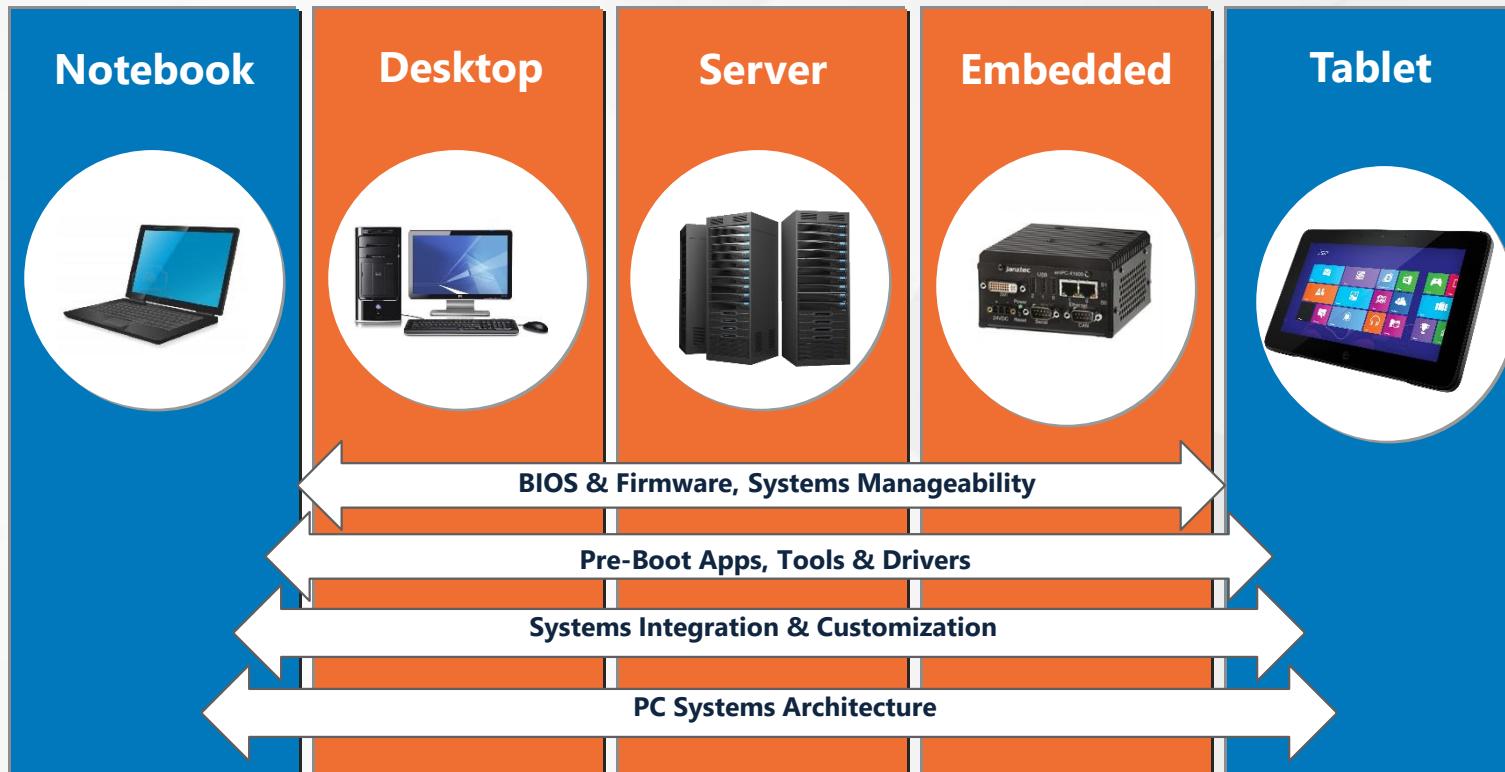
xerox

ZTE 中兴

# Product Portfolio



# Core Competencies & Markets



OEMs, ODMs, Semiconductor and OS Vendors

# Insyde Software Product Portfolio

Personal Computing

Mobile, AIO/Desktop & Tablet  
Computing Solutions



Server & Embedded

Server & Embedded Computing  
BIOS/BMC Solutions

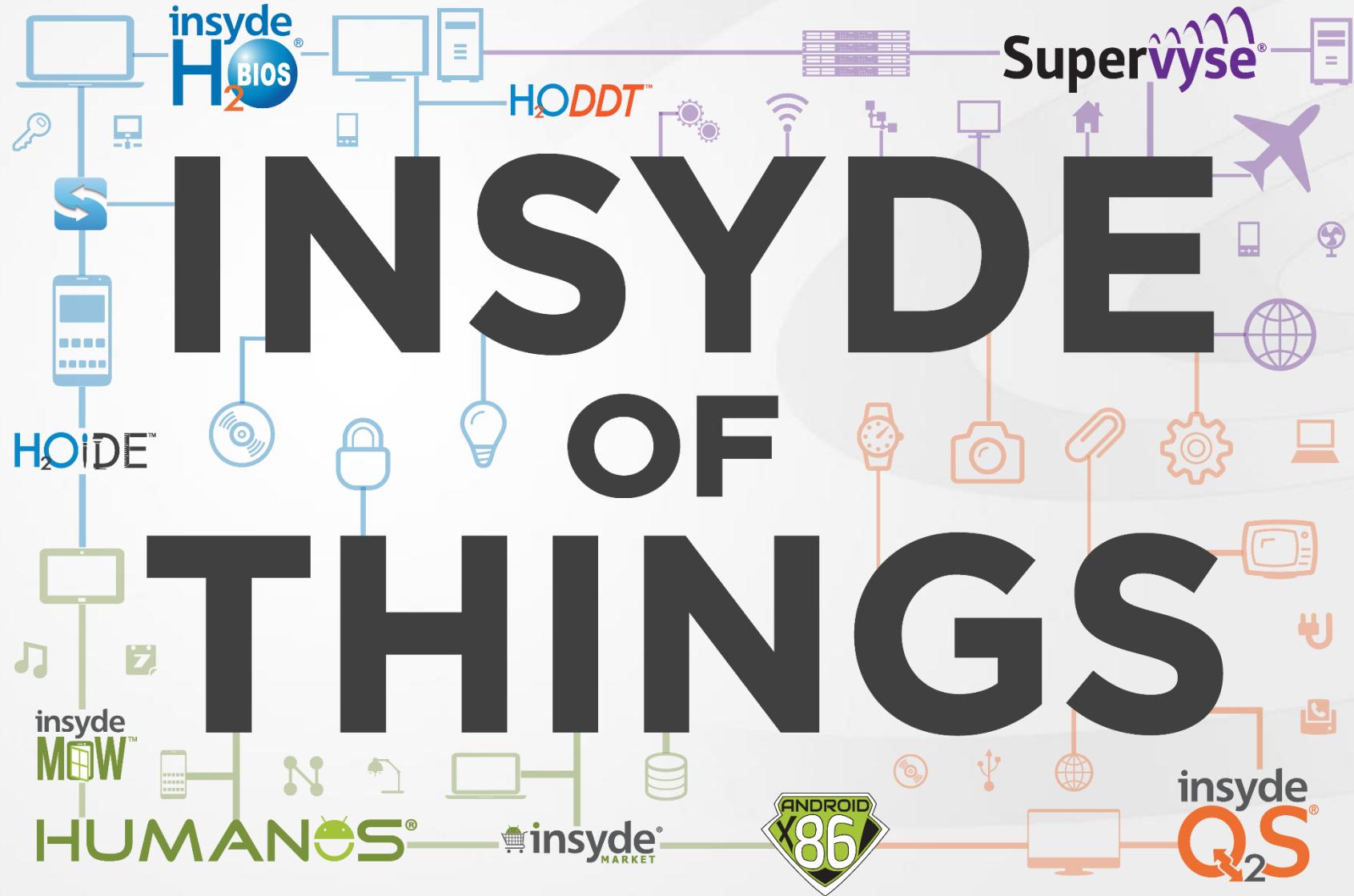


Software & Drivers

Apps, Cloud & Systems Integration  
Mobile Solutions



# Helping Build Devices & Systems in the Cloud Era



# Financial Review & Company Update

# 年度合併損益表

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

\*2017合計每股稅後淨利0.98元

# 簡易合併資產負債表

| Selected Items from<br>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:**

[ir@insyde.com](mailto:ir@insyde.com)

[www.insyde.com](http://www.insyde.com)