



# Investor Update

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Sep. 5<sup>th</sup>, 2023

# Agenda

- **About Insyde**
- **Product Portfolio**
- **Recent Update**
- **Financial Review**
- **Q&A**

# About Insyde®

# Insyde Software

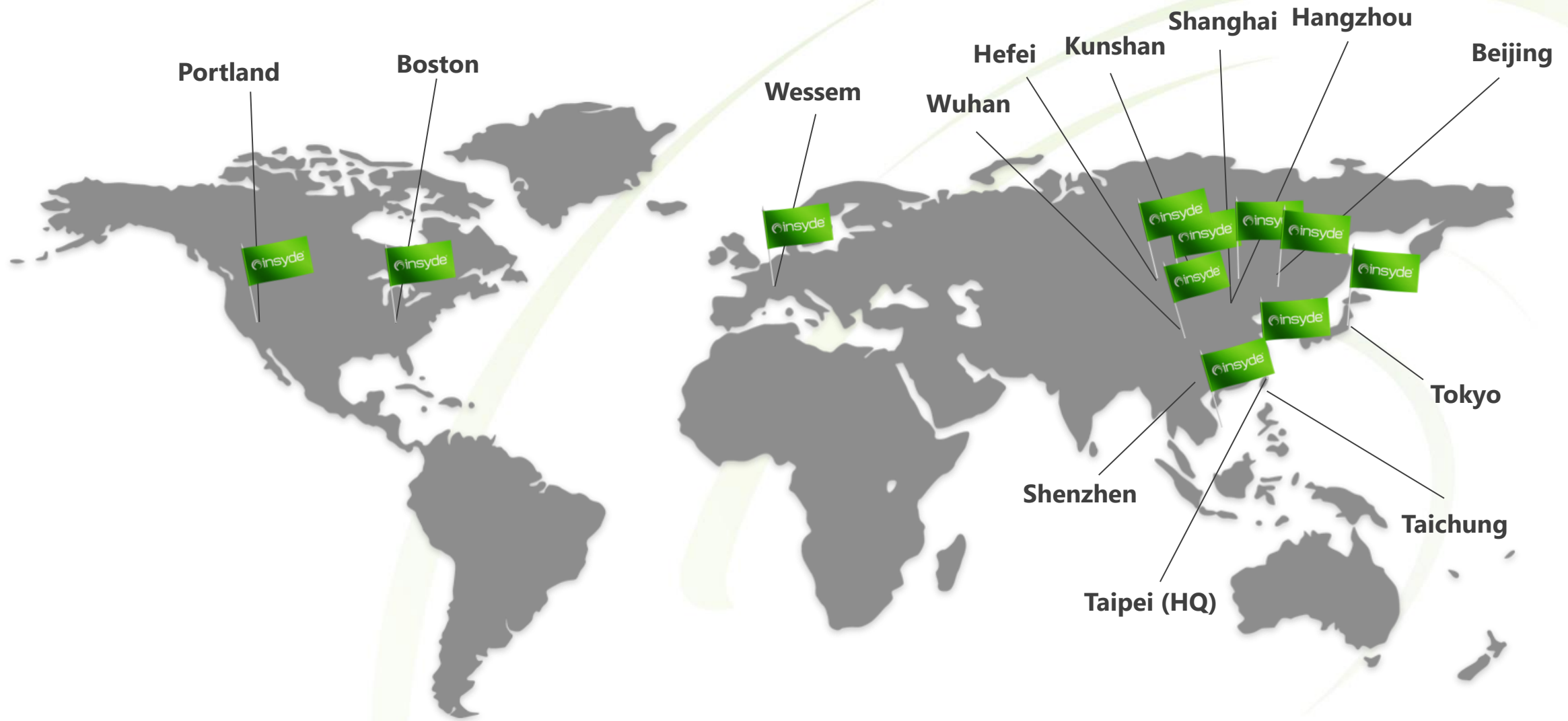
6231.tw

- Founded in 1998 by PCT Chairman Jeremy Wang and SystemSoft EVP Jonathan Joseph
- Business started via acquisition of SystemSoft's BIOS division
- IPO January 23, 2003 (6231.TWO)
- Headquarters: Taipei, Taiwan
  - Major US operations in Massachusetts and Oregon
  - Other offices in Japan, China, Taichung (Taiwan)
  - Representatives in Europe
  - WW Employee numbers : 600+



- #1 BIOS vendor and market share leader the NB segment !!

# Worldwide Presence



# BIOS – “Firmware” or “UEFI Firmware”

BIOS is stored in the Flash memory and mounted on the motherboard.

- Activated when power button is pushed
- Diagnostic and setup the H/W
- Load and Run OS (ex. Windows/Linux/...)
- Provide services in the background



# UEFI Forum (Unified Extensible Firmware Interface Forum)

- Original EFI specification developed by Intel, 1999 – 2001
- Specification taken over by non-profit, collaborative trade organization in 2005 – **UEFI Forum** (<http://www.uefi.org>)
- Insyde is one of the 9 “Original Promoters”, the only promoter from Taiwan
  - 11 Promoters now
    - **AMD, Intel, Microsoft, Dell, HP, IBM, Lenovo, AMI, Insyde, Phoenix, Apple, ARM**
  - 45 Contributors
    - **Google, NVIDIA, Qualcomm, Broadcom, Oracle, Cisco, Red Hat, Linaro, VMware, Linux Foundation,....., etc.**
  - More than 200 Adopters



# Insyde's Revenue Types

## 1. Source Code License Fee

- Customers pay for a set(s) of Insyde source code supporting a specific CRB\* provided by IHV\*\*.

## 2. Royalty Fee

- Customers pay “per unit” fee to Insyde for their product shipped with Insyde’s firmware on it.

## 3. NRE (Non-Recurring Engineering) Fee

- Customers pay for engineering service to complete the defined tasks in the SOW (Statement Of Work)
- (NRE fee per day) \* (number of working man days defined in the SOW)

\*: CRB: **C**ustomer **R**eference **B**oard

\*\* : IHV: **I**ndependent **H**ardware **V**endor, ex. Intel, AMD,..., etc.



# Product Portfolio



# 產品之市場應用



## Client Computing

Notebook, Tablet, AIO, and Desktop



## Server & Storage

Data Center, Enterprise Server Storage, and Networking



## Embedded & IoT

POS, Drone, Kiosk, ATM, Robot, Car system..



# Next-Generation **Intel** Evo Certified Notebooks are Powered by InsydeH2O



**Dell Latitude 9420 & 9520  
2-in-1 Laptops**



**Acer Porsche Design RS  
& Swift 5**



**HP Envy 13**



**Lenovo Yoga Slim  
(9i, 7i Pro, & 7i Carbon)**



# Insyde Powers Innovation PCs Featuring **AMD** Ryzen™ Series Mobile Processors

**acer**



**Acer Nitro 5  
Gaming**



**Alienware M15 R5  
Gaming**

**FUJITSU**



**Fujitsu LIFEBOOK AH  
Series**



**HP Envy x360  
Convertible**

**Lenovo**



**Lenovo Legion 5 & 5  
Pro Gaming**

**insyde  
H<sub>2</sub>O BIOS**





# Insyde Powers **Qualcomm**-based 5G Windows Laptops



**HP Elite Folio Convertible**



**Acer Spin 7 5G Convertible**



**Lenovo Yoga 5G 2-in-1**



# Insyde Powers **AMD**-based AI servers

19

Jan

2023

## Insyde® Software Aids Computer Makers Delivering Newly Unveiled AMD Instinct™ MI300 Server Accelerator

*World's First Integrated CPU + GPU for Data Center Unveiled Recently at CES*

*Firmware Optimizations and Validation to Take Full Advantage of New Server Accelerator for Exascale Designs*

WESTBOROUGH, MA – January 19, 2023 – Insyde® Software, a leading provider of UEFI BIOS and BMC management firmware, announced today the readiness of its enabling and management solutions for the AMD Instinct™ MI300 Data Center APU, recently unveiled by AMD at the CES exhibition in Las Vegas.



# Insyde Powers *nVidia*-based AI servers

25

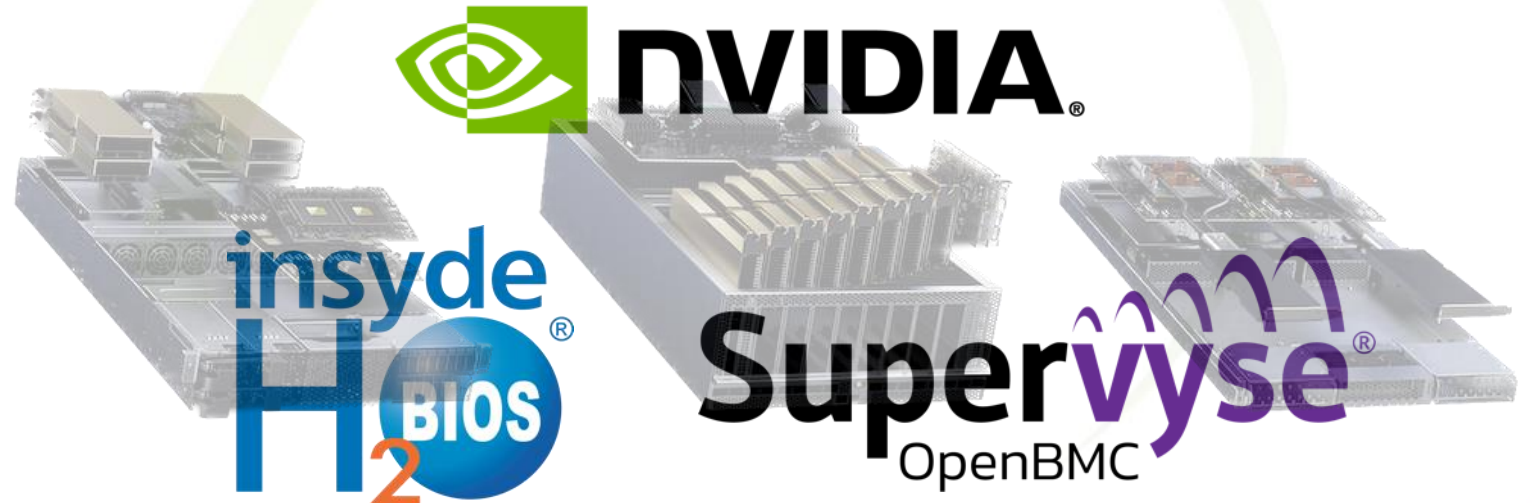
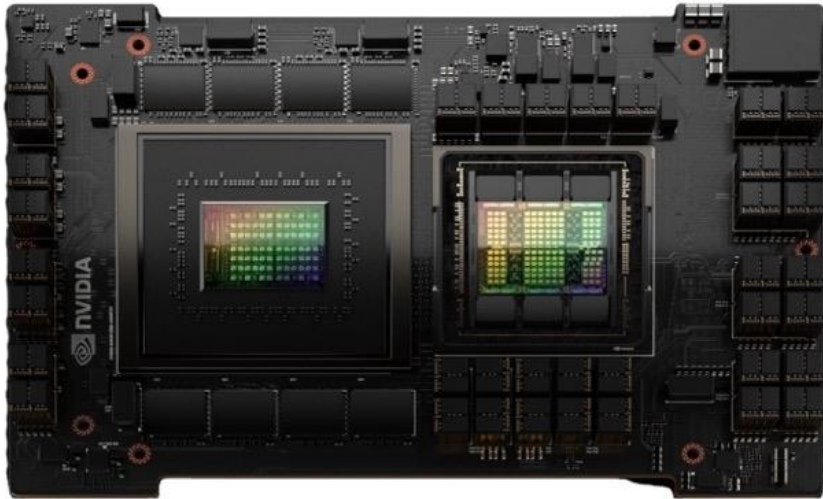
Jul

2023

## Insyde Software Unveils UEFI BIOS and OpenBMC Firmware for NVIDIA Grace CPU and GH200 Grace Hopper Superchips

*Advanced Firmware for NVIDIA Accelerated Computing Platforms Enables Computer Makers to Meet Demand for Giant-Scale AI and HPC*

**Boston, MA and Taipei, Taiwan – July 25, 2023** – Insyde® Software, a leading provider of UEFI BIOS and BMC management firmware, today announced its full support for the NVIDIA Grace™ CPU Superchip and NVIDIA GH200 Grace Hopper™ Superchip with highly tuned, customizable versions of InsydeH2O® UEFI BIOS and Supervyse® OpenBMC manageability firmware.





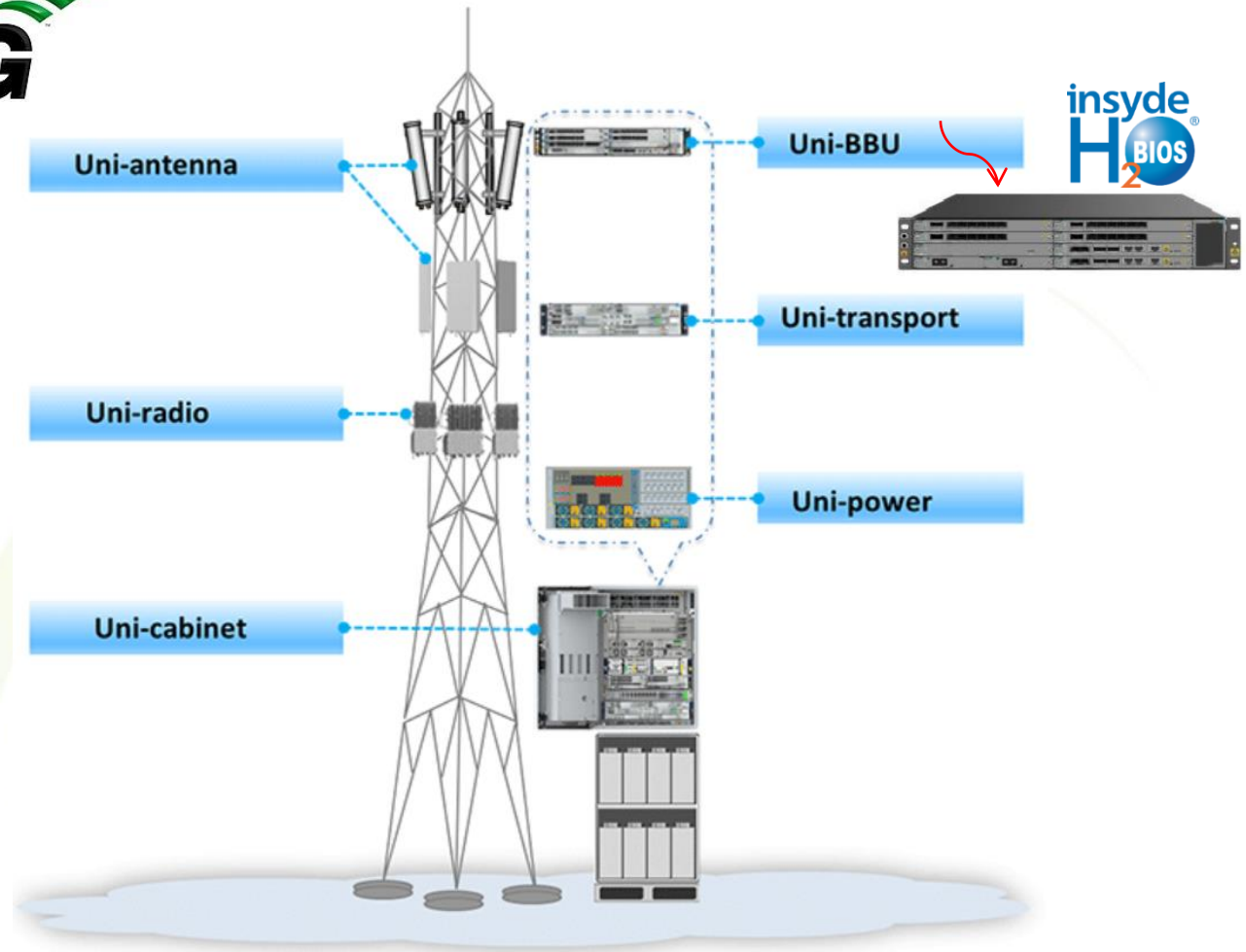
# Customer Product Highlights



## 5G Baseband 6648

- Powered by InsydeH2O® UEFI BIOS
- Designed for 4G and 5G high-capacity sites with 10-15 Gbps maximum downlink throughput
- Featuring Intel® Atom™ P5000 Series Processors (formerly Snow Ridge)

5G





# Customer Product Highlights



## QuantaGrid D53X-1U (Rackmount Server)

- Powered & Managed by InsydeH2O® UEFI BIOS & Supervyse® BMC Firmware
- System optimized for cloud, enterprise, AI, HPC, network, security and IoT workloads
- Featuring 3rd Gen Intel® Xeon® Scalable processor (Ice Lake SP) with improved security technology: Intel® SGX, Intel® Crypto Acceleration and PFR



## Trenton Systems 3U BAM Server

- Powered & by InsydeH2O® UEFI BIOS
- High-performance rugged server designed for industrial edge and military
- Featuring 3rd Gen Intel® Xeon® Scalable processor (Ice Lake SP) with improved security technology: Intel® SGX, Intel® Crypto Acceleration and PFR

# Strong Partnerships with Industry Leaders

**AMD**

  
**AMPERE**

**ASPEED**

  
**BROADCOM**

海光  
**YGON**

**intel**

  
**MICROCHIP**

 **Microsoft**

 **NVIDIA**

**Qualcomm**

# Trusted Supplier to Many Leading Companies

## Personal Computing



## Server



## Networking & IoT



# Recent Update – Computex 2023





New

# DREAM BIG, BUILD BETTER.



MAY / 30 / 20

JUNE / 02 / 20

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



INSYDE SOFTWARE INNOVATION EXPLORER

The Place Taipei Hotel (20F)

TAIPEI TAIWAN.

# Insyde's Computex 2023 Exhibition



- **Exhibit Date:** May 30- June 02 (Tue-Fri)
- **Venue:** The Place Taipei Hotel, 20F (nearby Nangang Exhibition Hall)
- *Speed your project schedule with our latest BIOS tools that increase development efficiency*
- *Launch your next-generation HPC or Datacenter systems with our complete BIOS and OpenBMC solutions for AMD, Intel & NVIDIA*
- *Harden the security of your products with our software, tools and development processes*
- *Enhance your new Snapdragon notebook design with enterprise-level quality and features*
- *Learn more about Admyn™, a multi-device client administration and security management solution*



*~Visit Insyde In-Person & Virtually~*

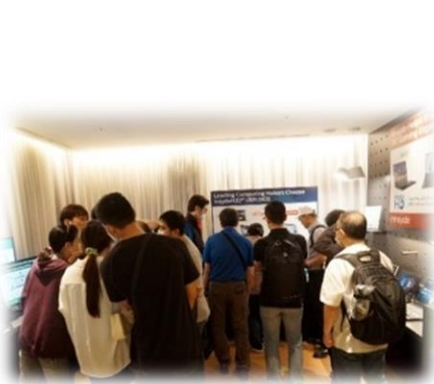




# A Successful In-Person & Virtual Event!



COMPUTEX  
TAIPEI



A Total of **297** Physical visitors & **13** Virtual meetings  
(USA/China/Japan) from OEMs, ODMs, & 3<sup>rd</sup> parties visited  
Insyde's Computex 2023 over 3.5 days





# Reaching New Heights of Innovation with Insyde @ Computex 2023



COMPUTEX  
TAIPEI



**Innovative PCs**



**Client Security & UEFI Debug**



**ARM Client**



**Admyn**



**BIOS Tools**  
(H2ORDS/H2ODWT/H2ODST)



**DREAM BIG,  
BUILD BETTER.**

Some of the many  
popular product demos &  
displays at Insyde's booth



**ARM Server**



**H2OIDE & Kernel Features**



**Server Security (FACT/CVE)**



**OpenBMC**



**Networking**





# Summary

- Keep leading position in the industry by largest scale and best innovations
  - Expanding market share in client business
    - More and more top OEM and 3<sup>rd</sup> parties choose Insyde
  - Continue growing Server/Embedded business
    - New design wins of OpenBMC starts to contribute revenue
- Investment on new generation of products for potential revenue, expecting design-in in 2023.
  - Strength and capability at Security/Management/Remote firmware
  - OpenBMC firmware is new opportunity to win the market share
  - Firmware provider of AI server

# Financial Review

# Annual Consolidated Income Statement

In NT\$ Thousands	Q2'23	Q1'23	Q2'22	QoQ%	YoY%
Net Sales	313,957	300,916	344,361	4.33	-8.83
COGS	61,901	68,260	59,458	-9.32	4.11
Gross Profit	252,056	232,656	284,903	8.34	-11.53
Gross margin	80.28%	77.32%	82.73%		
Operating Expense	223,345	203,633	202,354	9.68	10.37
Operating Income	28,711	29,023	82,549	-1.08	-65.22
Operation Margin	9.14%	9.64%	23.97%		
Non-Op Inc/(Exp)	5,330	3,199	9,121	66.61	41.56
Income before Tax	34,041	32,222	91,670	5.65	-62.87
Net Income	28,088	30,569	71,560	-8.12	-60.75
Net Margin	8.95%	10.16%	20.78%		
EPS	0.74	0.80	1.88		

\*Accumulated year-to date EPS is NT\$ 1.54

# Consolidated Balance Sheet Summary

## Selected Items from Balance Sheet (NT\$ Millions)

	Q2'23		Q1'23		Q2'22	
	Amount	%	Amount	%	Amount	%
Current Assets	1,323.7	93.0%	1,241.2	91.6%	1,322.8	90.5%
Fixed Assets	28.8	2.0%	31.6	2.3%	33.6	2.3%
Net PP&E and other assets	70.8	5.0%	82.5	6.1%	105.8	7.2%
Total Assets	1,423.3	100.0%	1,355.3	100.0%	1,462.2	100.0%
Current Liabilities	610.2	42.9%	567.2	41.9%	600.7	41.1%
Non Current Liabilities	26.3	1.8%	35.6	2.6%	46.7	3.2%
Total Liabilities	636.5	44.7%	602.8	44.5%	647.4	44.3%
Shareholders' Equity	786.8	55.3%	752.5	55.5%	814.8	55.7%



**For more information, contact:**

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