



Investor Update

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Nov. 29th, 2023

Agenda

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

About Insyde®

Insyde Software

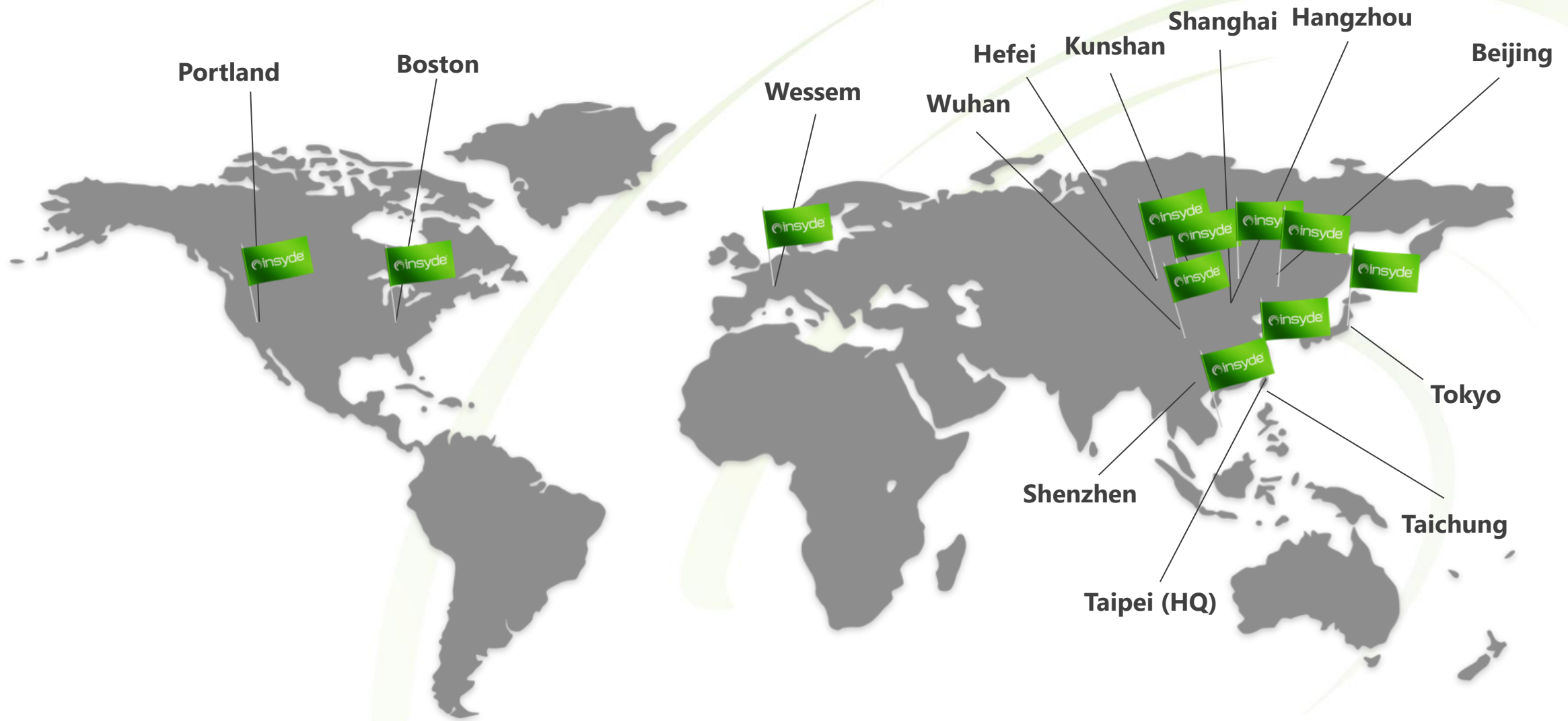
6231.tw

- 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
H₂ 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.



AMD

insyde
H₂ BIOS

Supervyse
OpenBMC

Insyde Powers *nVidia*-based AI servers

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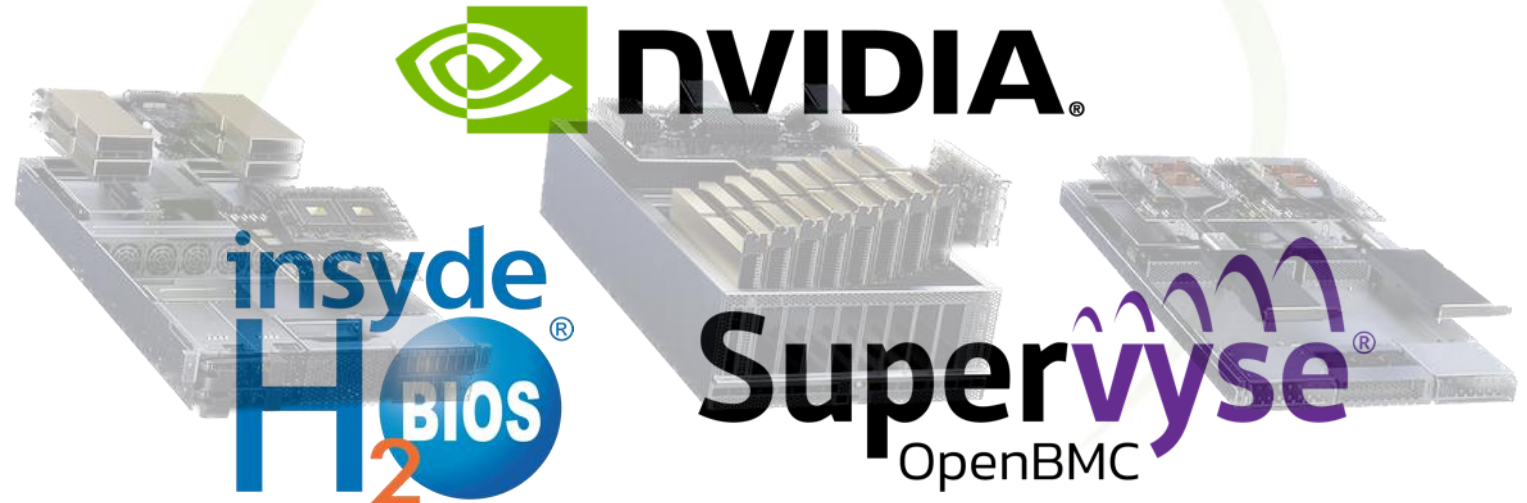
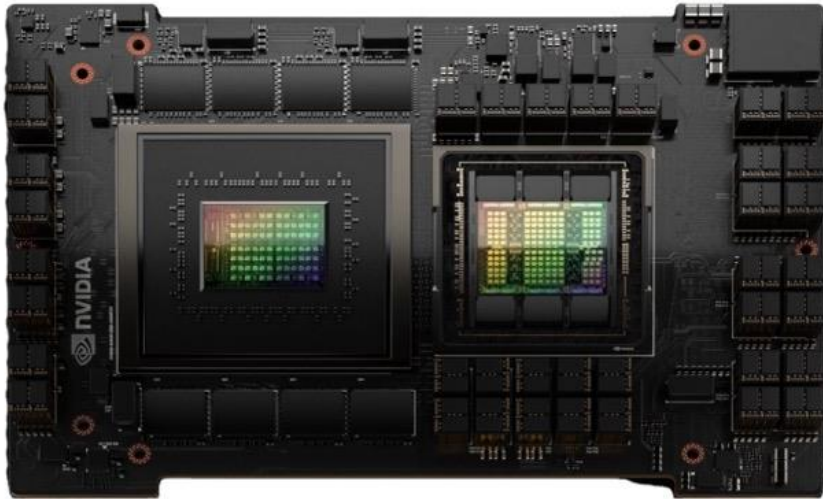
Jul

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.



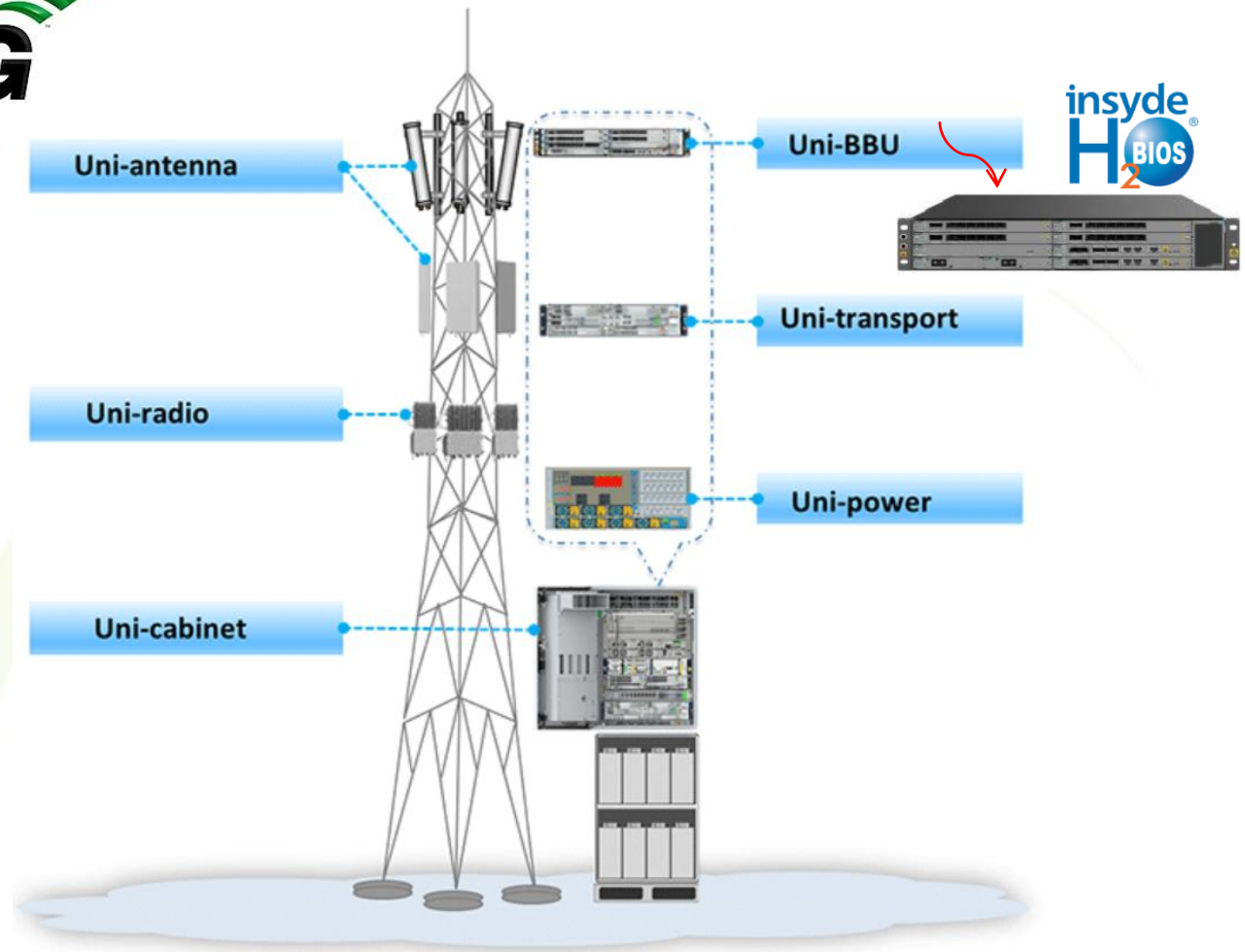
Customer Product Highlights



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



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*



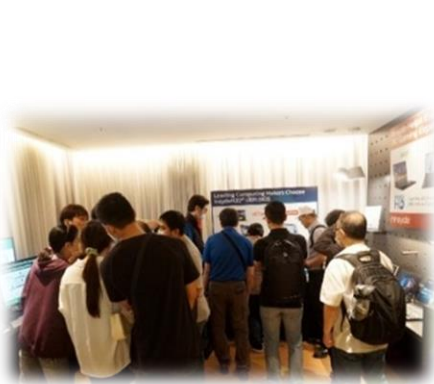
~Visit Insyde In-Person & Virtually~



A Successful In-Person & Virtual Event!



COMPUTEX
TAIPEI



A Total of **297** Physical visitors & **13** Virtual meetings
(USA/China/Japan) from OEMs, ODMs, & 3rd 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)



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 3rd 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	Q3'23	Q2'23	Q3'22	QoQ%	YoY%
Net Sales	356,964	313,957	356,827	13.70	0.04
COGS	75,290	61,901	64,316	21.63	17.06
Gross Profit	281,674	252,056	292,511	11.75	-3.70
Gross margin	78.91%	80.28%	81.98%		
Operating Expense	207,496	223,345	206,728	-7.10	0.37
Operating Income	74,178	28,711	85,783	158.36	-13.53
Operation Margin	20.78%	9.14%	24.04%		
Non-Op Inc/(Exp)	11,544	5,330	14,564	116.59	-20.74
Income before Tax	85,722	34,041	100,347	151.82	-14.57
Net Income	68,542	28,088	79,462	144.03	-13.74
Net Margin	19.20%	8.95%	22.27%		
EPS	1.8	0.74	2.09		

*Accumulated year-to date EPS is NT\$ 3.34

Consolidated Balance Sheet Summary

Selected Items from
Balance Sheet (NT\$ Millions)

	Q3'23		Q2'23		Q3'22	
	Amount	%	Amount	%	Amount	%
Current Assets	1,142.0	85.1%	1,323.7	93.0%	1,155.6	89.3%
Fixed Assets	26.8	2.0%	28.8	2.0%	36.6	2.8%
Net PP&E and other assets	173.1	12.9%	70.8	5.0%	101.5	7.9%
Total Assets	1,341.9	100.0%	1,423.3	100.0%	1,293.7	100.0%
Current Liabilities	383.5	28.5%	610.2	42.9%	337.6	26.1%
Non Current Liabilities	92.0	6.9%	26.4	1.9%	45.9	3.5%
Total Liabilities	475.5	35.4%	636.6	44.7%	383.5	29.6%
Shareholders' Equity	866.4	64.6%	786.7	55.3%	910.2	70.4%



For more information, contact:

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www.insyde.com