



Investor Update

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March 1st, 2024



Agenda

› **About Insyde**

› **Product Portfolio**

› **Recent Update**

› **Financial Review**

› **Q&A**

About Insyde®

6231.tw

Insyde Software

- 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



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



Worldwide Presence

- Major US operations in Massachusetts and Oregon
- Other offices in Japan, China, Taichung (Taiwan)
- Representatives in Europe
- WW Employee numbers : 600+

Taiwan

US

Japan

China

Europe

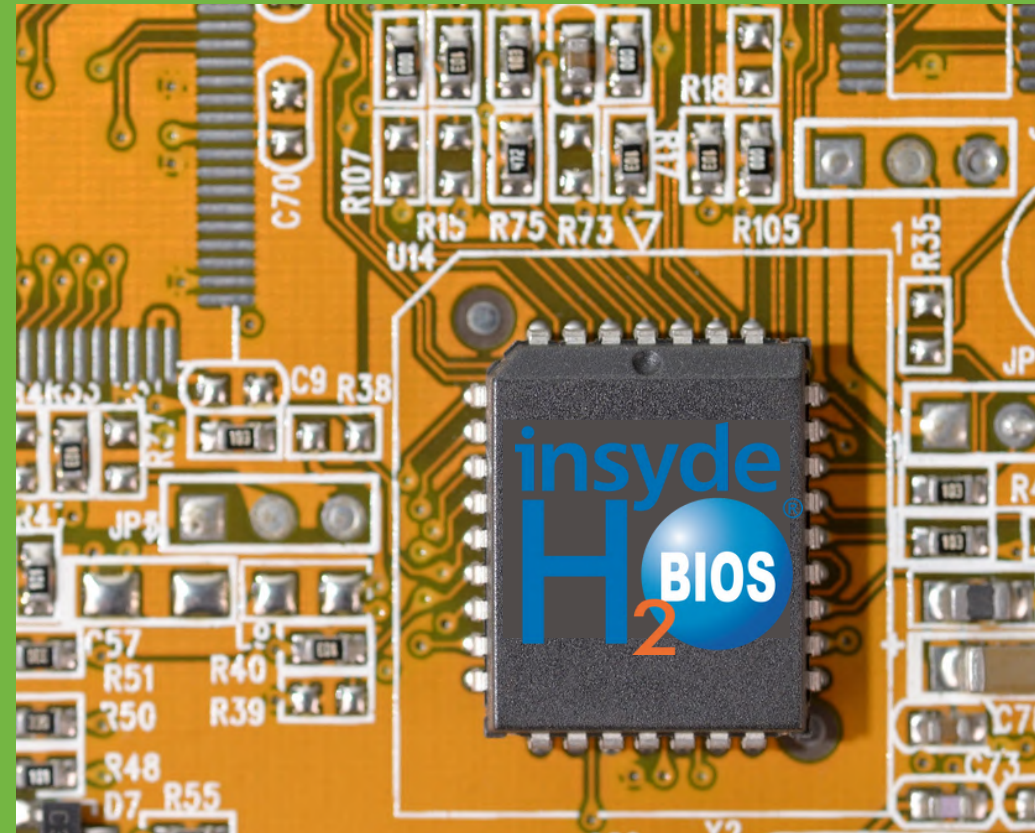


WW Employee numbers : 600+

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**
“Initial Promoters”, the
only promoter from Taiwan

11 Promoters now

AMD, Intel, Microsoft, Dell, HP, IBM,
Lenovo, AML, Insyde, Phoenix,
Apple, ARM

45 Contributors

Google, NVIDIA, Qualcomm, Broadcom,
Oracle, Cisco, Red Hat, Linaro, VMware,
Linux Foundation,....., etc.

More than
200 Adopters

Source Code License Fee

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

Royalty Fee

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

NRE (Non-Recurring Engineering) Fee

Customers pay for engineering service to complete the defined tasks in the SOW (Statement Of Work)

$(\text{NRE fee per day}) * (\text{number of working man days defined in the SOW})$

Insyde's Revenue Types

* CRB: Customer Reference Board

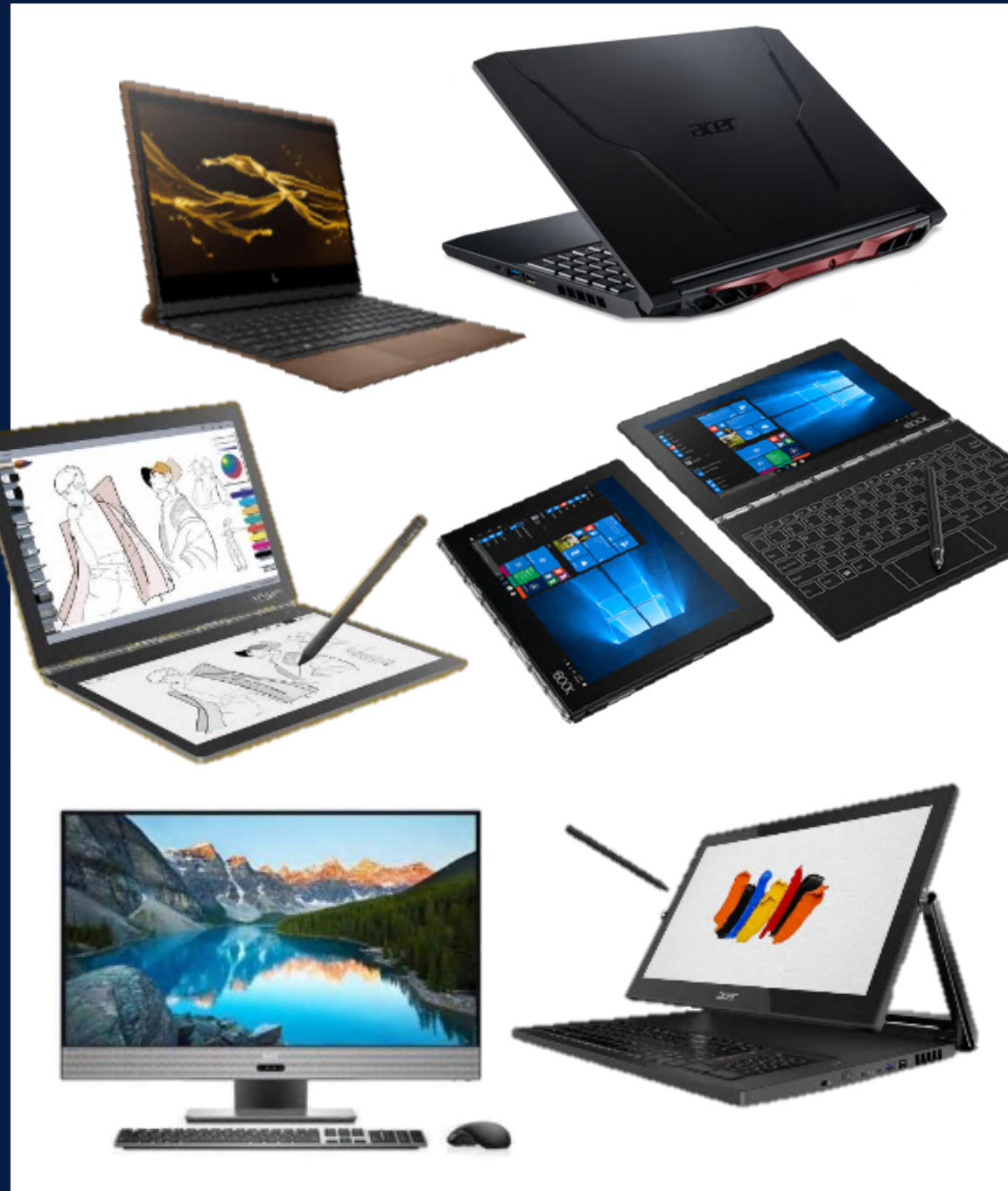
** IHV: Independent Hardware Vendor, ex. Intel, AMD,..., etc.

Product Portfolio

Product market application

Client Computing

Notebook, Tablet, AIO, and Desktop



Server & Storage

Data Center, Enterprise Server Storage, and Networking



insyde
H² BIOS

Supervyse

Embedded & IoT

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



Insyde Powers 1st Wave **Intel®** Evo-certified AI PCs with Intel® Core™ Ultra Processors

acer



Acer Swift Go 14



HP Spectre x360 2-in-1

Lenovo



Lenovo IdeaPad Pro 5
16IMH9/14IMH9

insyde
H2 BIOS



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

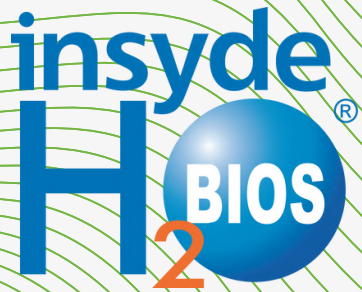


Lenovo Yoga 5G 2-in-1

insyde
H₂ BIOS[®]

Qualcomm

Insyde Powers **AMD**-based AI servers



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

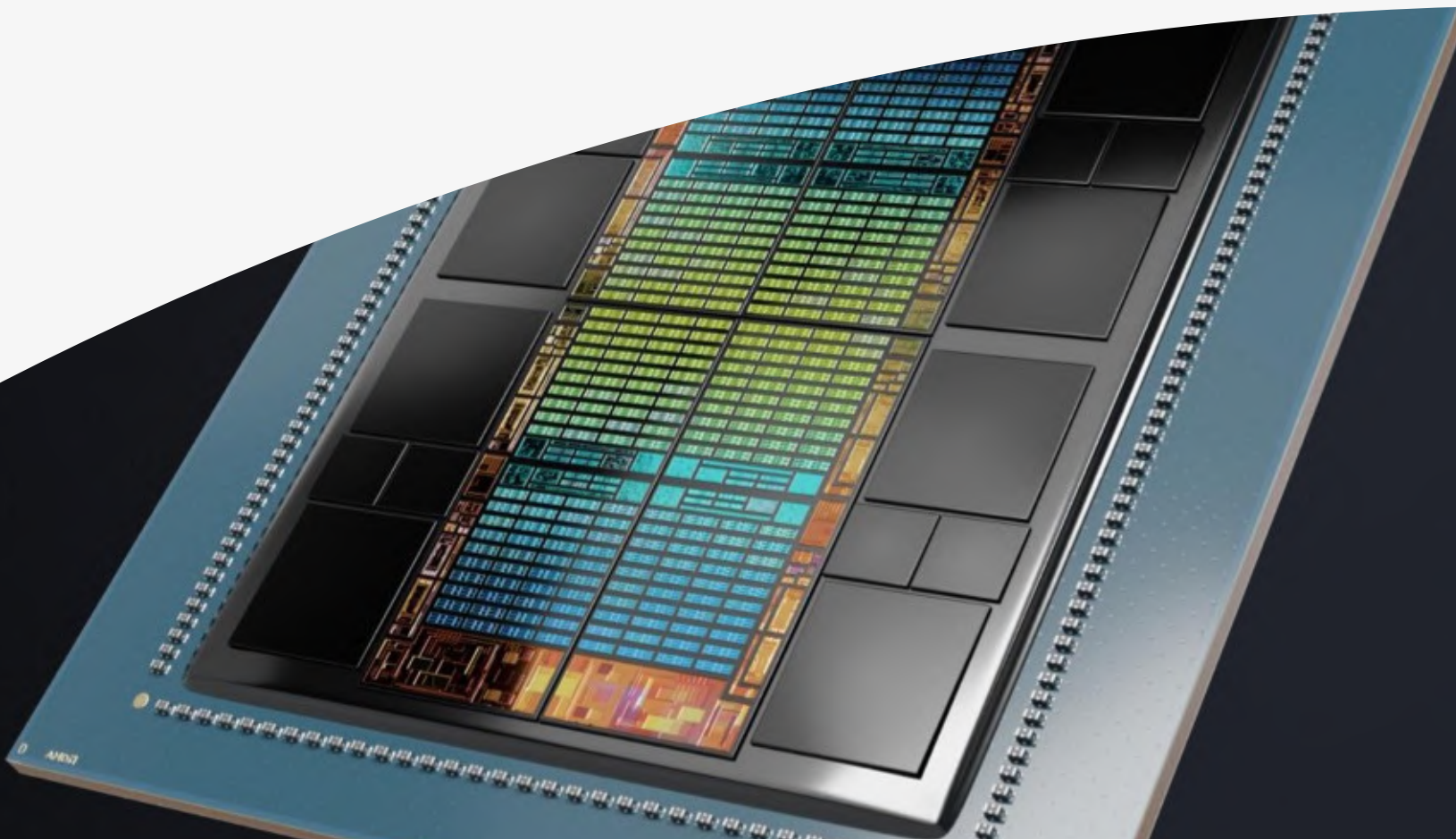
World's First Integrated CPU + GPU for Data Centre Unveiled Recently at CES

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 Instinct™ MI300X
Leadership generative AI accelerator

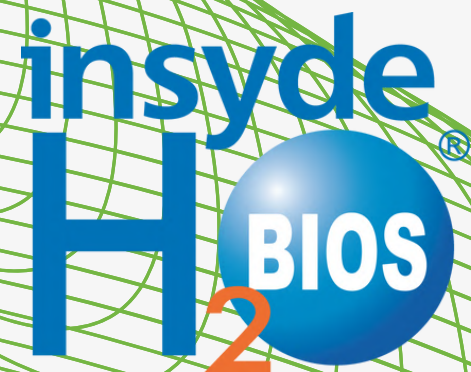
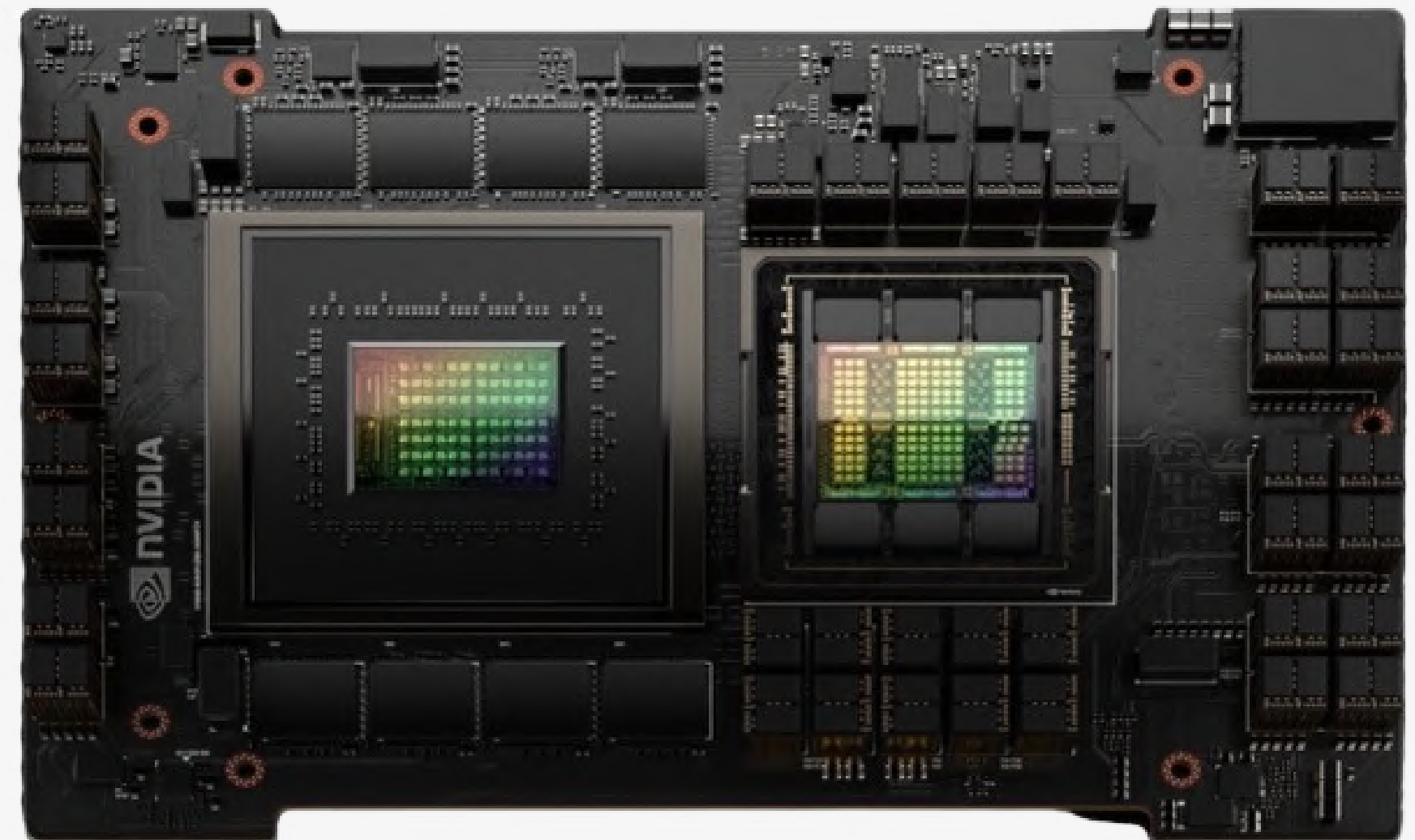
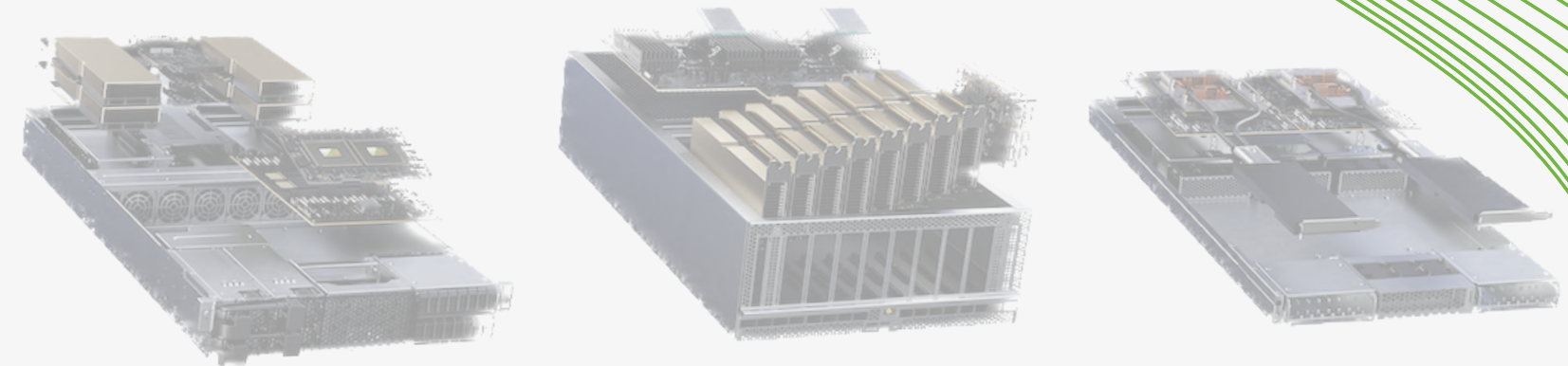


Insyde Powers **nVidia**-based AI servers

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

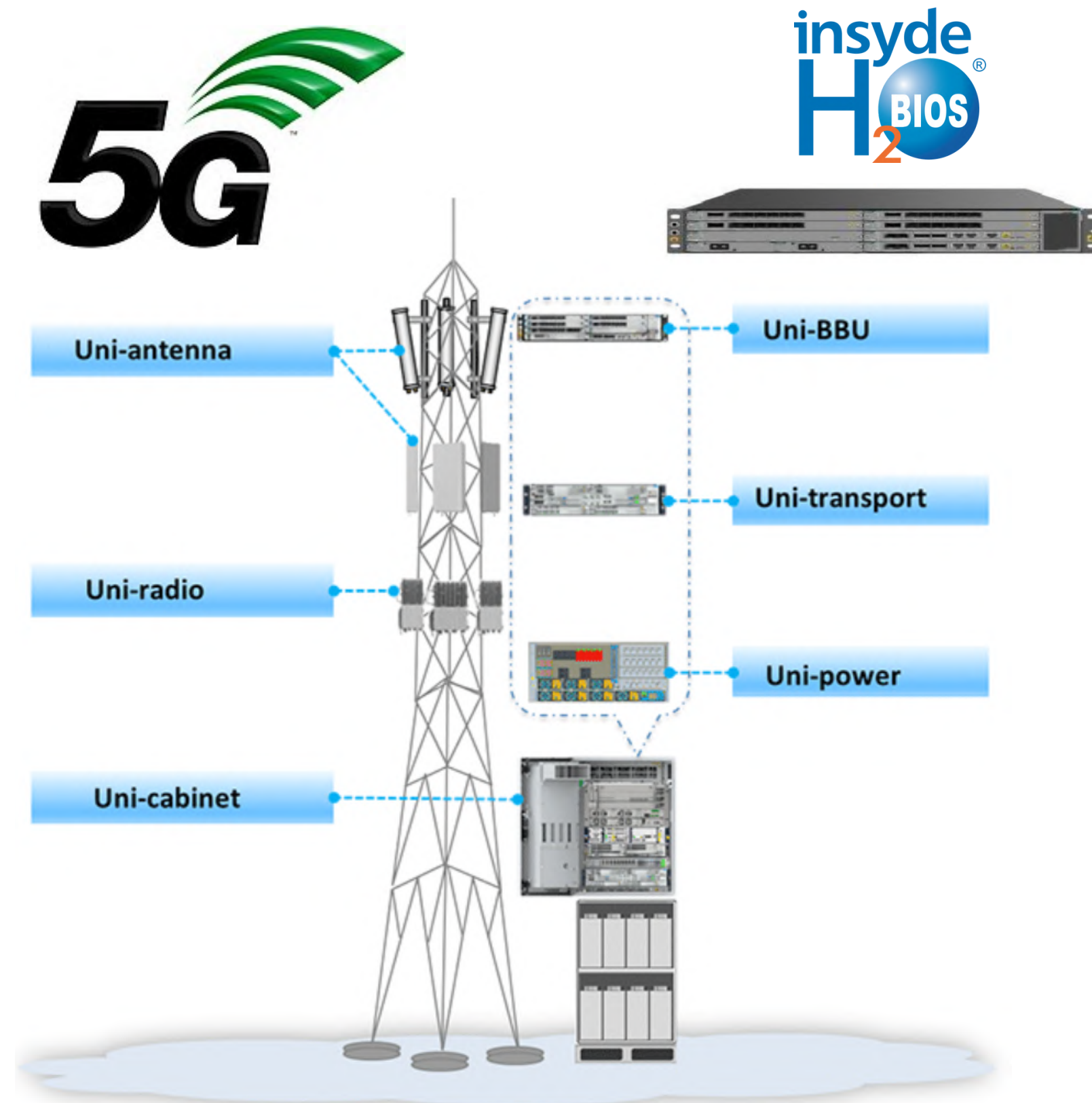
Boston, MA and Taipei, Taiwan – July 25, 2023 – Insyde® Software, a leading provider of UEFI BIOS and BMC management firmware, today announced its full support for the NVIDIA Grace™ CPU Suprechip and NVIDIA GH200 Grace Hopper™ Superchip with highly tuned, customizable versions of InsydeH2O® UEFI BIOS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



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



Trusted Supplier to Many Leading Companies

Personal Computing



Server



Networking & IoT





Recent Update – Computex 2023





DREAM BIG, BUILD BETTER.

MAY / N
30 / O
JUNE / N
02 / W



www.insyde.com

Admyn
DEVICE MANAGEMENT

insyde
H₂O BIOS

Supervyse

Supervyse OPF.

H₂O
RDS

H₂O
iDE <>

CCC
Operational Collaborative Center

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



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



Insyde #6231 as part of TPEx 200 Index

(富櫃200指數成分股)

1. Effective Date : January 22, 2024.

2. TPEx 50 Index :

(1) Insertions :

☐ N/A

(2) Deletions :

☐ N/A

3. TPEx 200 Index :

(1) Insertions :

☐ S.C.T.I. TRAFFIC INDUSTRIES CO. LTD. (stock code : 2230)

☐ Taiwan Taxi Co.Ltd. (stock code : 2640)

☐ DYNAPACK INTERNATIONAL TECHNOLOGY CORP. (stock code : 3211)

☐ TAI-TECH Advanced Electronics Co.Ltd. (stock code : 3357)

☐ TSC AUTO ID TECHNOLOGY CO. LTD (stock code : 3611)

☐ APAC Opto Electronics Inc. (stock code : 4908)

☐ YeaShin International Development (stock code : 5213)

☐ **Insyde Software Corp (stock code : 6231)**

☐ ALCOR MICROCORP. (stock code : 8054)

☐ Wiselink Co. Ltd. (stock code : 8932)

(2) Deletions :

☐ Userjoy Technology Co.Ltd. (stock code : 3546)

☐ Advanced Lithium Electrochemistry(KY)Co. (stock code : 5227)

☐ C.C.P.CONTACT PROBES CO. LTD (stock code : 6217)

☐ YFC-BonEagle ELECTRIC CO.LTD (stock code : 6220)

☐ SYNGEN BIOTECH CO.LTD. (stock code : 8279)

☐ CHEN FRLL INTERNATUONAL CO.LTD. (stock code : 8383)

☐ ShareHope Medicine Co.Ltd. (stock code : 8403)

4. TPEx SCL Total Return Index:

(1) Insertions :

☐ M31 Technology Corporation (stock code : 6643)

(2) Deletions :

☐ Gudeng Precision Industrial Co. LTD (stock code : 3680)

- **Taipei Exchange announcement (January 11, 2024):**
- **Insyde Software (#6231) will be included in the list of TPEx 200 Index, effective date: January 22, 2024.**

https://www.tpex.org.tw/web/bulletin/announcement/announce_detail.php?l=en-us&doc_id=7158&sid=1

Financial Review

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Annual Consolidated Income Statement

In NT\$ Thousands

	2023	2022	YoY%
Net Sales	1,342,462	1,406,573	-4.56
COGS	281,500	247,729	13.63
Gross Profit	1,060,962	1,158,844	-8.45
Gross margin	79.03%	82.39%	
Operating Expense	846,073	823,878	2.69
Operating Income	214,889	334,966	-35.85
Operation Margin	16.01%	23.81%	
Non-Op Inc/(Exp)	14,292	32,326	-55.79
Income before Tax	229,181	367,292	-37.60
Net Income	184,885	283,697	-34.83
Net Margin	13.77%	20.17%	
EPS	4.86	7.46	

Consolidated Balance Sheet Summary

Selected Items from
Balance Sheet (NT\$ Millions)

2023.12.31

2022.12.31

	Amount	%	Amount	%
Current Assets	1,149.0	84.9%	1,236.0	90.6%
Fixed Assets	24.7	1.8%	34.7	2.5%
Net PP&E and other assets	180.6	13.3%	93.8	6.9%
Total Assets	1,354.3	100.0%	1,364.5	100.0%
Current Liabilities	363.9	26.9%	362.3	26.6%
Non Current Liabilities	81.5	6.0%	38.5	2.8%
Total Liabilities	445.4	32.9%	400.8	29.4%
Shareholders' Equity	908.9	67.1%	963.7	70.6%



Q&A





**For more information,
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