



## Investor Update March 2016

**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

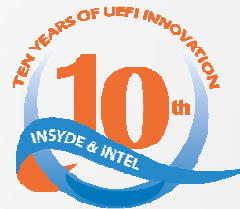
- **About Insyde**
- **Product Portfolio**
- **Financial Review & Company Updates**
- **Q&A**

# 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, Taichung
- UEFI Technology Leader
- Systems Manageability Provider
- App, Cloud & OS Solutions
- **500 Employees worldwide, 80% are engineers!**



# Worldwide Presence



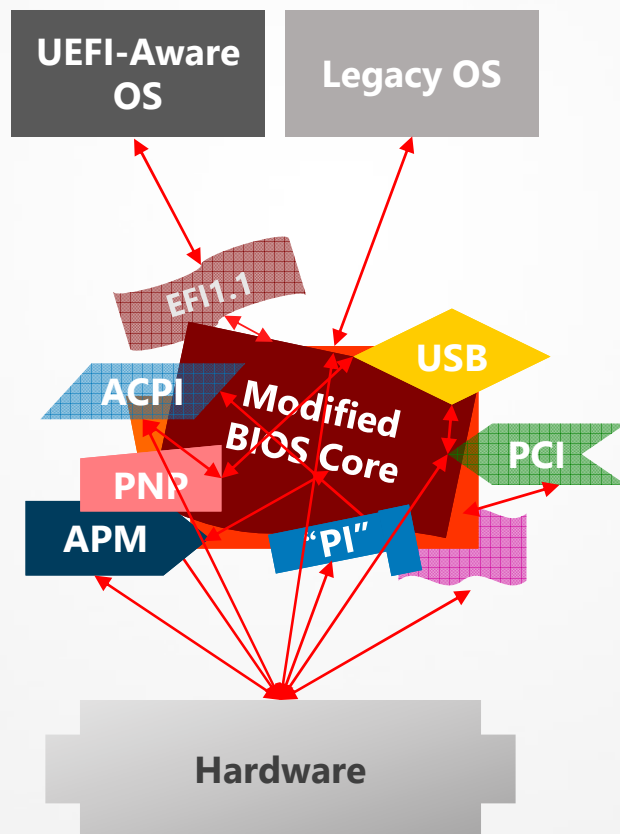
# Computer BIOS – “Firmware”

BIOS is stored in NOR Flash

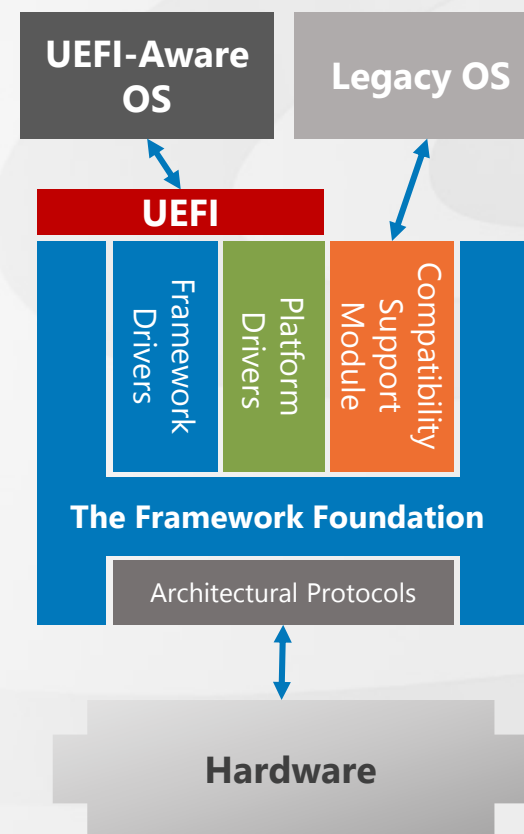


# Difference between Legacy BIOS and UEFI Firmware

## Legacy BIOS



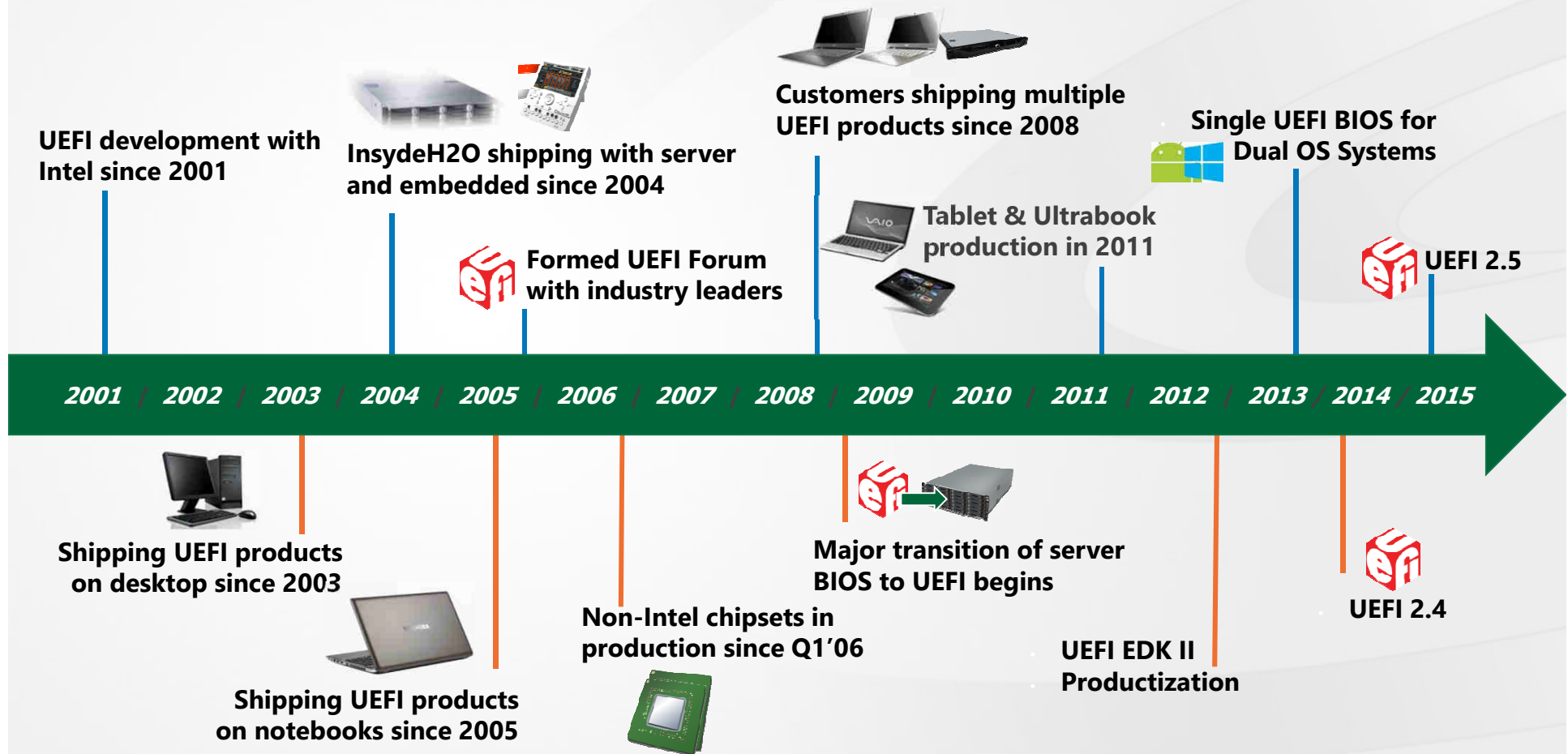
## UEFI BIOS





# UEFI Technology Leadership

Over a Decade of Industry-First Milestones and Leadership



# Trusted Supplier to Many Leading Companies and many others

ADVANTECH

FUJITSU



SONY

ALPHA Networks



PEGATRON



SIEMENS

acer

Inventec

wistron

TOSHIBA

ARBOR



inspur 浪潮

NEC

lenovo



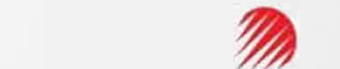
FOXCONN

ZTE中兴



QNAP

JABIL



Celestica



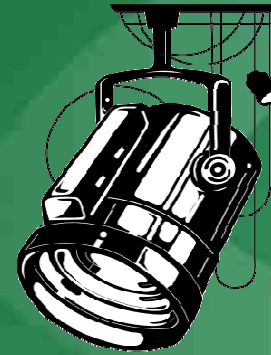
Synology

中科曙光  
Sugon

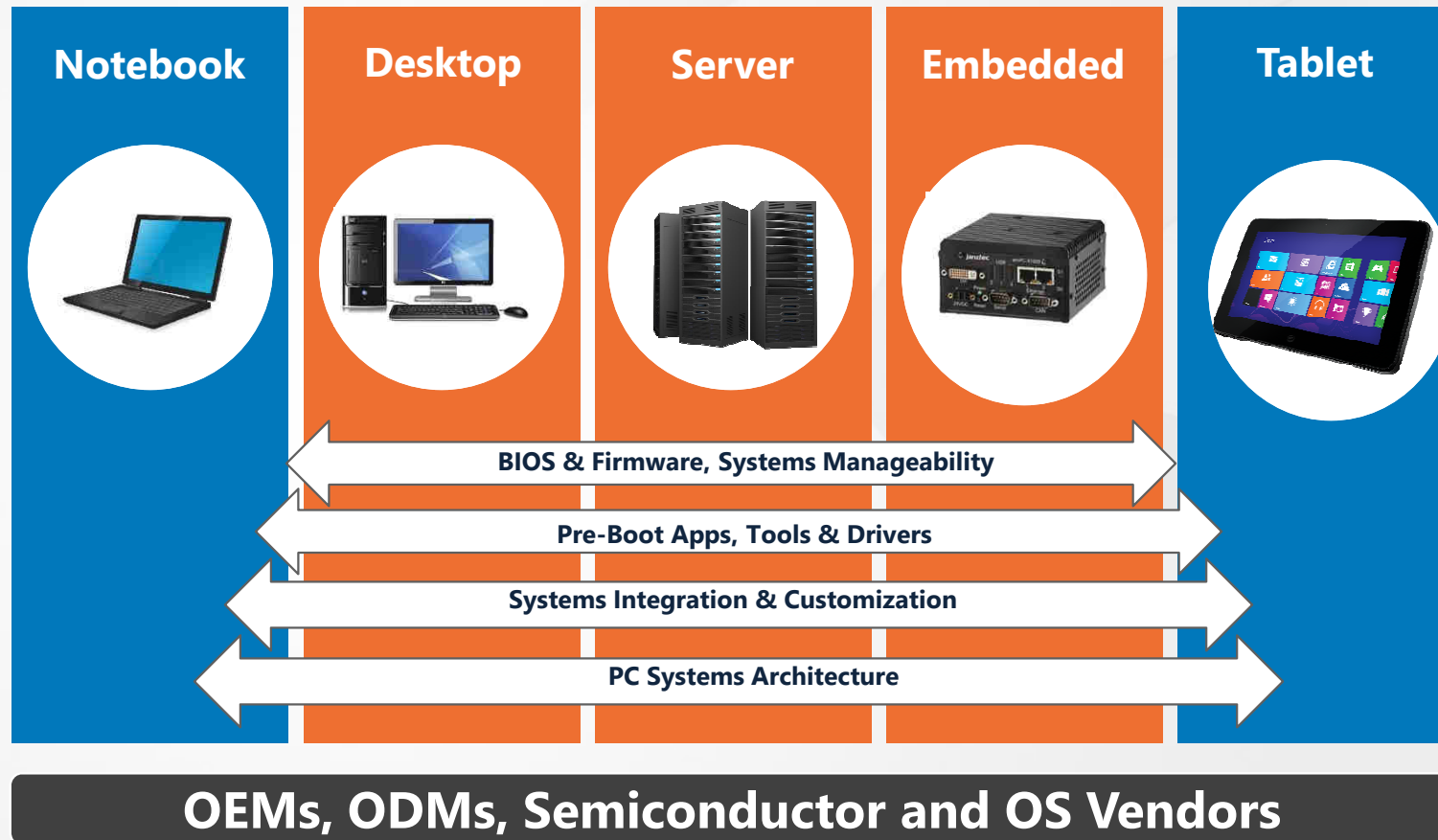
MITAC

RICOH

# Product Portfolio



# Core Competencies & Markets



# Insyde Software Product Portfolio

## Personal Computing Group

### Notebook & Tablet

## Mobile & Tablet Computing Solutions



## Server & Embedded Group

### Server, Desktop & Embedded

## Server, Desktop & Embedded Computing Solutions



## Software & Drivers Group

### Android & Linux

## Android Systems Integration, Apps, & Linux Solutions



## Cloud KanTan Group

### Apps & Cloud

## Applications Development & Cloud Services



# Helping Build Devices & Systems in the Cloud Era



# INSYDE OF THINGS

# Financial Review & Company Update

# Consolidated Income Statement Quarterly

<b>(In NT\$ Thousands)</b>	<b>Q4'15</b>	<b>Q3'15</b>	<b>Q4'14</b>	<b>QoQ %</b>	<b>YoY%</b>
<b>Net Sales</b>	212,936	197,174	217,915	8%	-2%
<b>COGS</b>	-	35,591	39,787		
<b>Gross Profit</b>	-	161,583	178,128		
<b>Gross margin</b>	-	81.95%	81.74%		
<b>Operating Expense</b>	-	164,304	162,135		
<b>Operating Income</b>	10,349	-2,721	15,993	-480%	-35%
<b>Operating Margin</b>	4.86%	-1.38%	7.34%		
<b>Non-Op Inc/(Exp)</b>	2,212	10,216	3,908	-78%	-43%
<b>Income before Tax</b>	12,561	7,495	19,901	68%	-37%
<b>EPS before tax</b>	0.33	0.19	0.52		



# Annual Consolidated Income Statement

(In NT\$ Thousands)	2015	2014	YoY %
<b>Net Sales</b>	830,114	864,733	-4.0%
<b>COGS</b>	-	181,247	
<b>Gross Profit</b>	-	683,486	
<b>Gross margin</b>	-	79.04%	
<b>Operating Expense</b>	-	666,725	
<b>Operating Income</b>	35,623	16,761	112.5%
<b>Operating Margin</b>	4.29%	1.94%	
<b>Non-Op Inc/(Exp)</b>	19,040	3,656	420.8%
<b>Income before Tax</b>	54,663	20,417	167.7%
<b>Pre- tax EPS</b>	1.44	0.54	

\*2015 pre-tax EPS NT\$1.44 is non-audited number

# Consolidated Balance Sheet Summary

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

	Q3'15		Q2'15		Q3'14	
	Amount	%	Amount	%	Amount	%
<b>Current Assets</b>	692.3	73.7%	661.0	72.3%	916.3	76.9%
<b>Fixed Assets</b>	5.1	0.5%	6.3	0.9%	11.0	0.9%
<b>Net PP&amp;E and other assets</b>	242.1	25.8%	247.1	26.8%	264.2	22.2%
<b><u>Total Assets</u></b>	<u>939.5</u>	<u>100%</u>	<u>914.4</u>	<u>100%</u>	<u>1191.5</u>	<u>100%</u>
<b>Current Liabilities</b>	187.7	20.0%	183.9	20.1%	520.4	43.7%
<b>Non Current Liabilities</b>	60.8	6.5%	52.2	5.7%	22.9	1.9%
<b><u>Total Liabilities</u></b>	<u>248.5</u>	<u>26.5%</u>	<u>236.1</u>	<u>25.8%</u>	<u>543.3</u>	<u>45.6%</u>
<b><u>Shareholders' Equity</u></b>	<u>691.0</u>	<u>73.5%</u>	<u>678.3</u>	<u>74.2%</u>	<u>648.2</u>	<u>54.4%</u>



**For more information, contact:**

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