



The ICT Solution Provider

專業資訊應用服務供應商

# Investor Conference for 2019



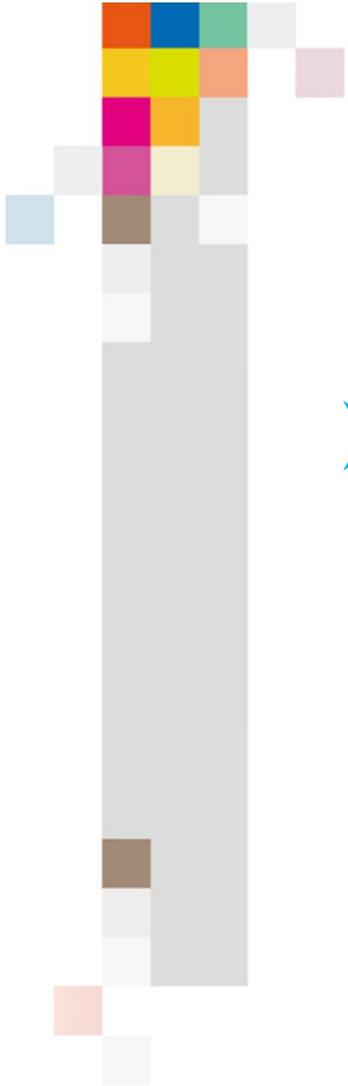
# Safe Harbor Notice

This presentation is based on the information obtained from various sources which the Company believes to be reliable. But at some point in the future, there are a variety of factors which could cause actual results to differ materially from those statements. Therefore, please refer to the information on MOPS website as the main basis if any adjustment has been made.

# Agenda

- Company Profile
- Industry Overview
- Business Overview
- Financial Overview
- Future Outlook
- Q & A





# Agenda

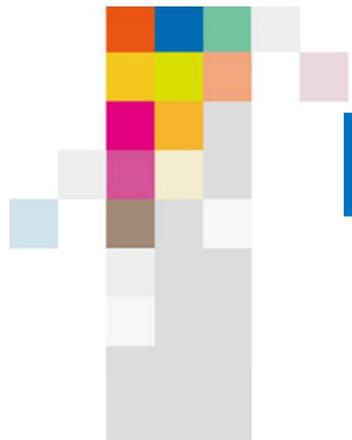
## ➤ Company Profile



# Company Profile

- **Foundation** : April 16, 1998
- **IPO** : Aug ,2001
- **Capital** : NT\$ 1.88 billion
- **Business categories** : Network , Software, Computer system integration
- **Business prospect** : The ICT Solution Provider





# HQ & Branch Offices



Taipei



Hsinchu



Taichung



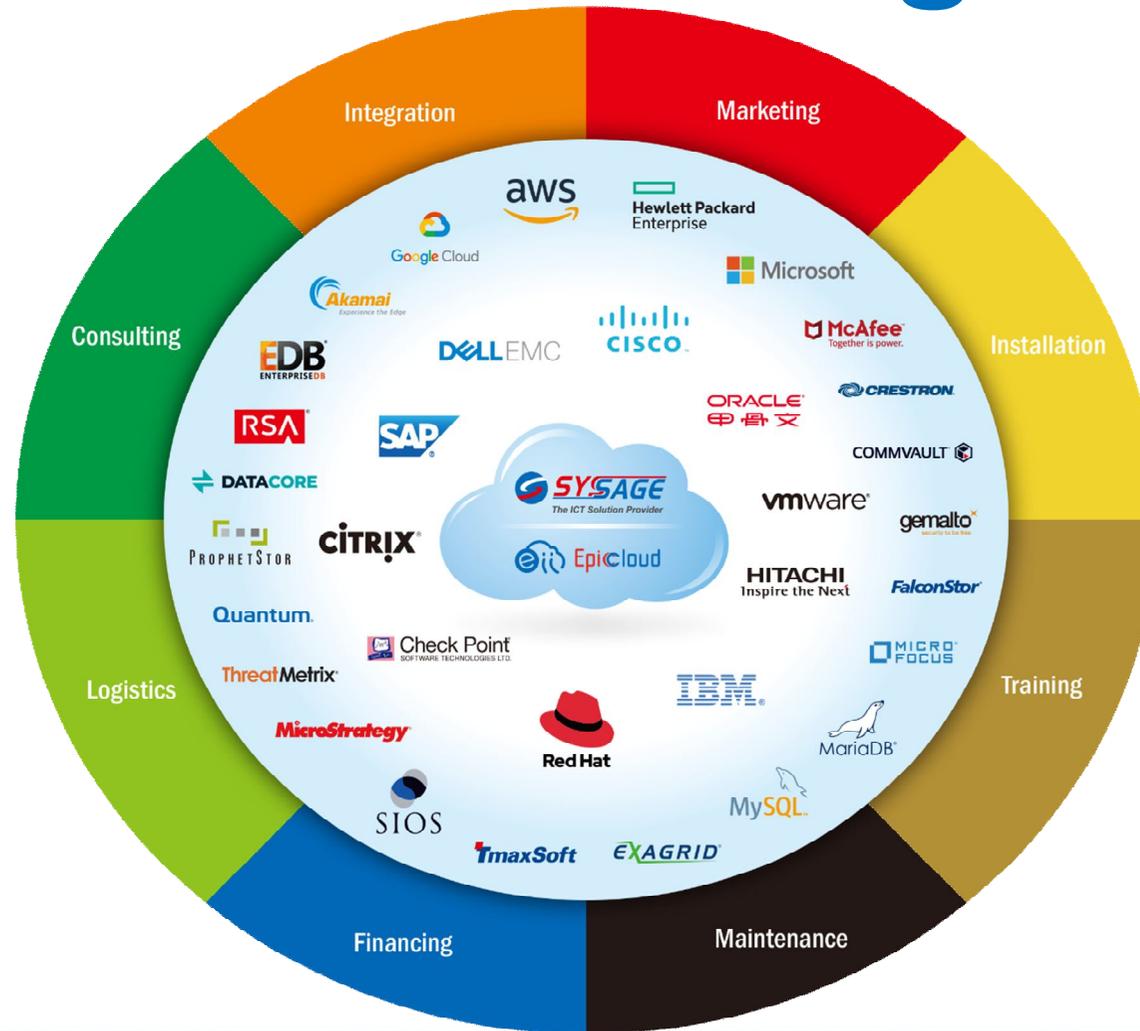
Kaohsiung



The ICT Solution Provider

專業資訊應用服務供應商

# Business Categories

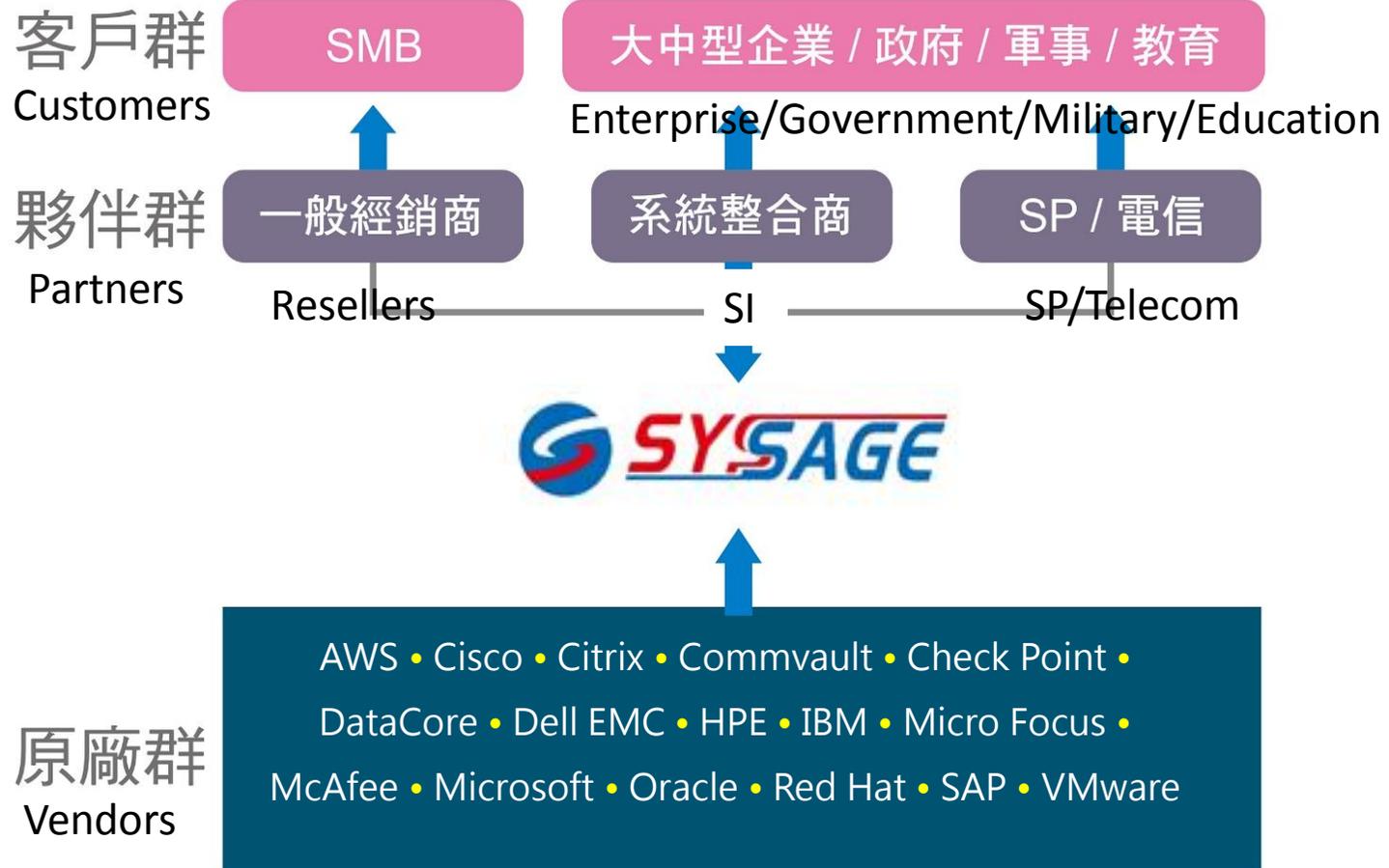


# Agenda

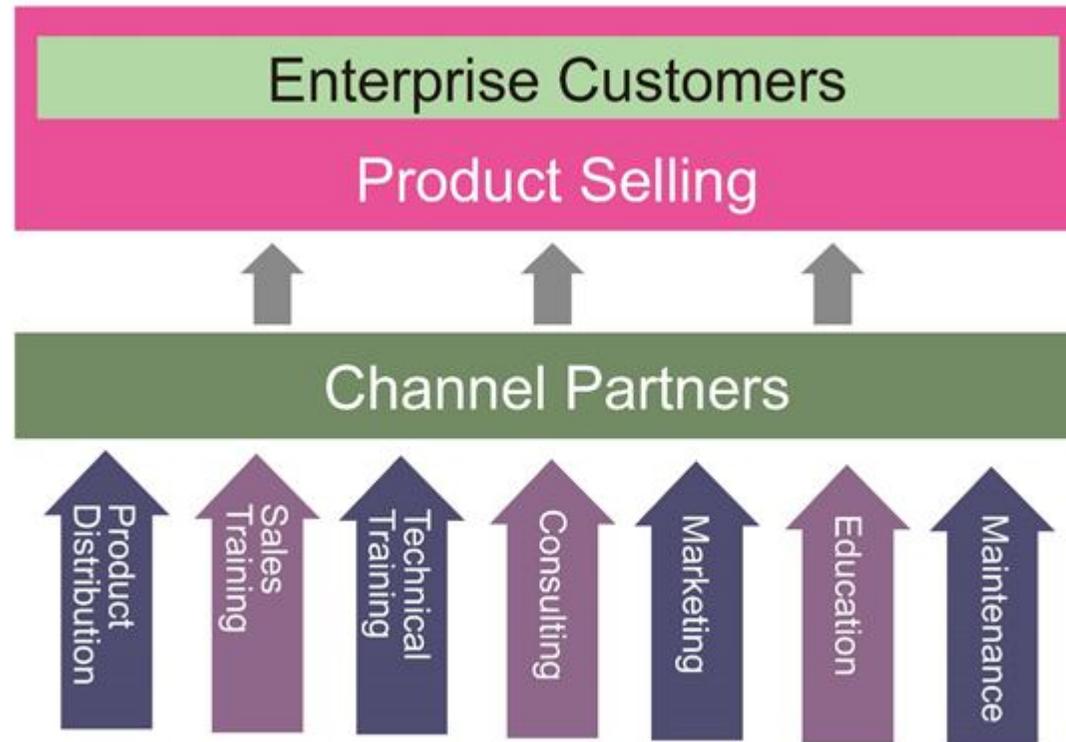
## ➤ Industry Overview



# Business Model

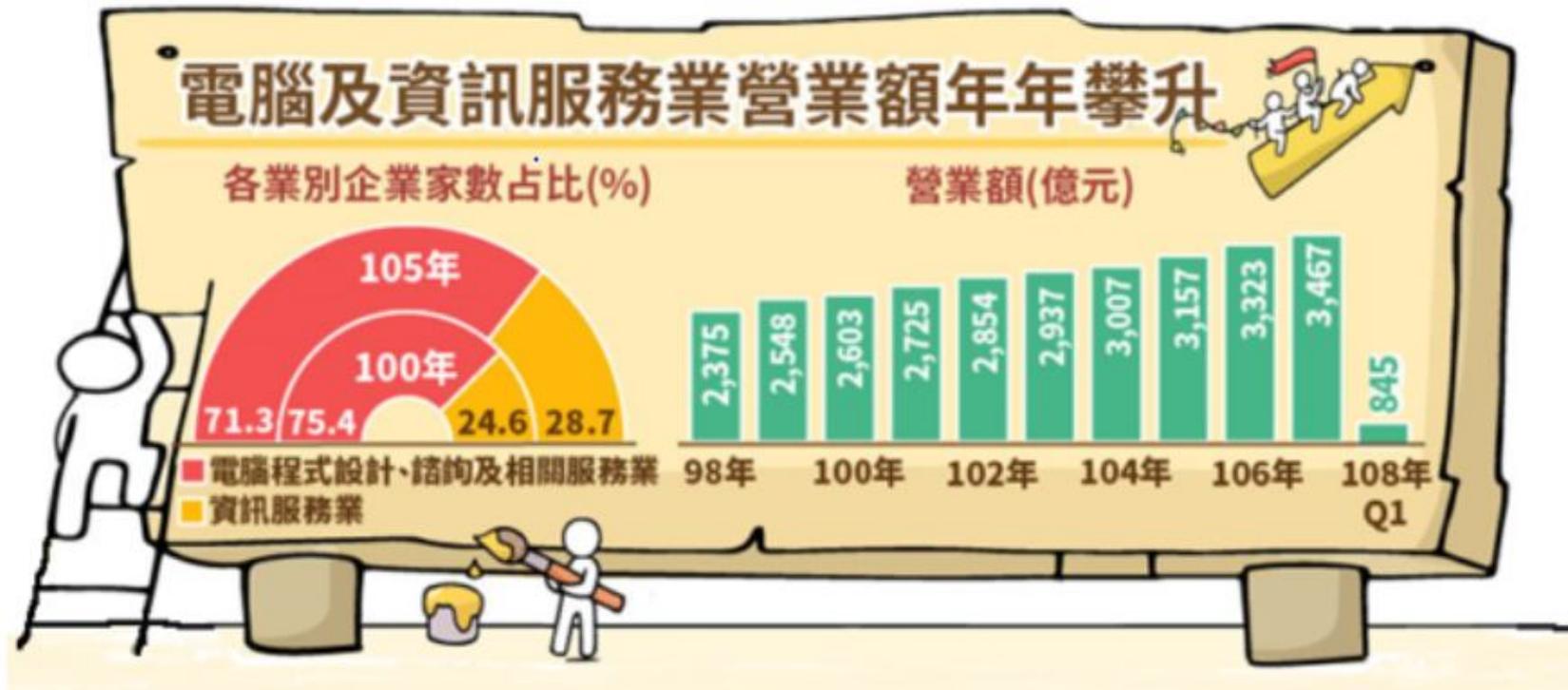


# Service Model



# Industry Overview

Computer and I.T. market expanding year by year as annual revenue expected to break \$350 billion.



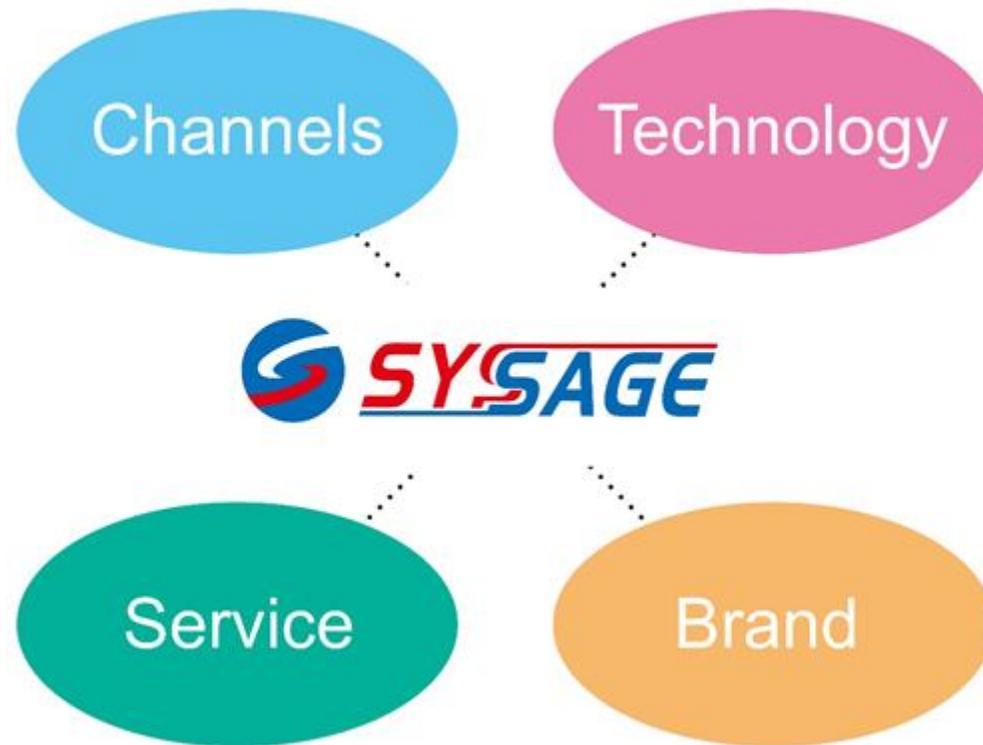
# Agenda

## ➤ Business Overview

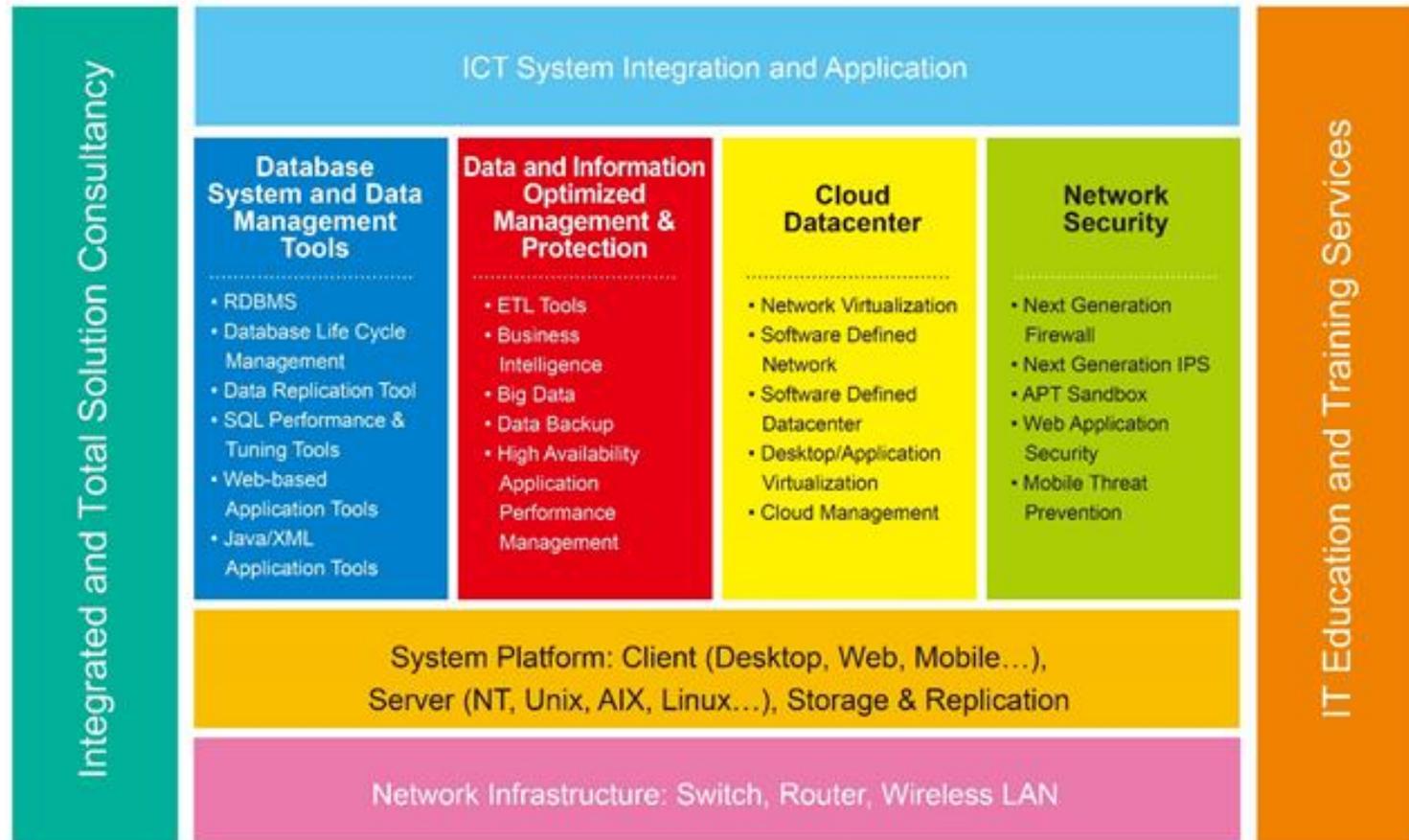




# Business Model



# Solution Architecture





# Assurance from mass media

## CommonWealth Magazine(天下雜誌)

### Top 500 Service Overall: Top 50 IT Sell & Service:

- 2018 : **147**
  - 2017 : 139
  - 2016 : 161
- 2018 : **7**
  - 2017 : 7
  - 2016 : 11

## China Credit Information Service Ltd.(中華徵信社)

### Top5000 Corporations ranking in “Computing System Integration Service Industry”

- 2015~2018 **No.1**

# Agenda

## ➤ Financial Overview



# Balance Sheet Overview (Consolidated)

Unit: NT\$ thousand

	2019/9/30	%	2019/6/30	%	2018/9/30	%
Cash and cash equivalents	666,767	9%	486,949	7%	395,978	6%
Accounts receivable	2,523,416	32%	2,316,610	32%	2,245,788	35%
Inventories	2,749,885	35%	3,052,947	41%	2,714,448	42%
Property, plant and equipment	1,002,390	13%	993,063	14%	860,169	13%
Total assets	7,784,939	100%	7,394,398	100%	6,468,871	100%
Current liabilities	2,782,993	36%	4,395,707	60%	3,910,563	60%
Non-current liabilities	495,370	6%	475,688	6%	240,106	4%
Equity	4,506,576	58%	2,523,003	34%	2,318,202	36%

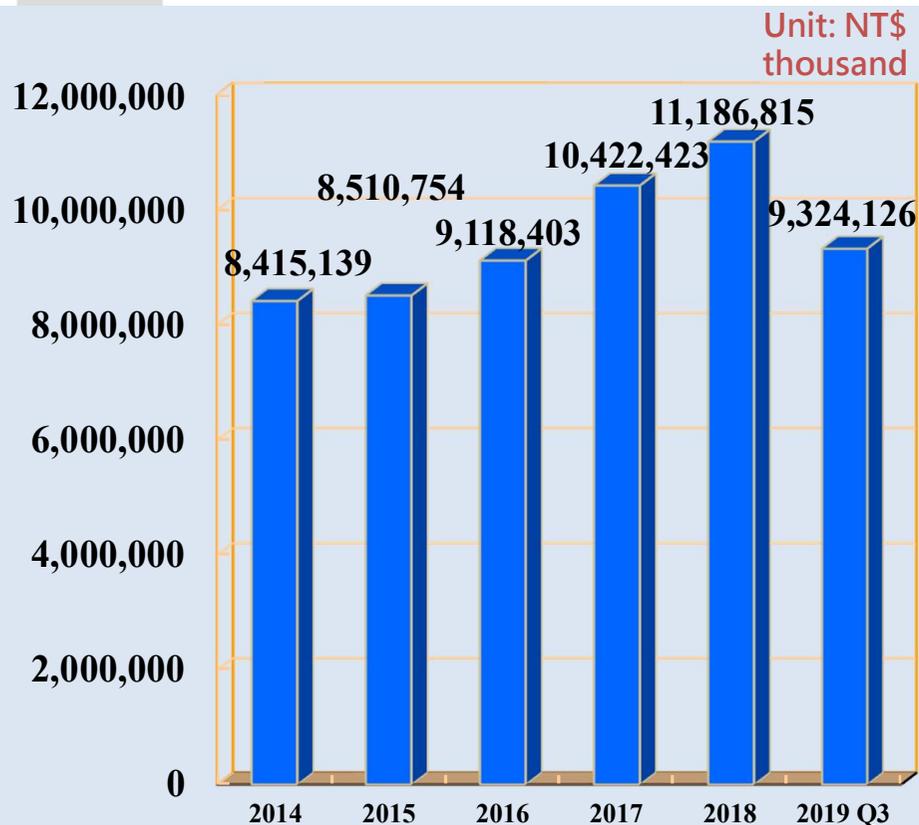
# Income Statements Overview (Consolidated)

Unit: NT\$ thousand

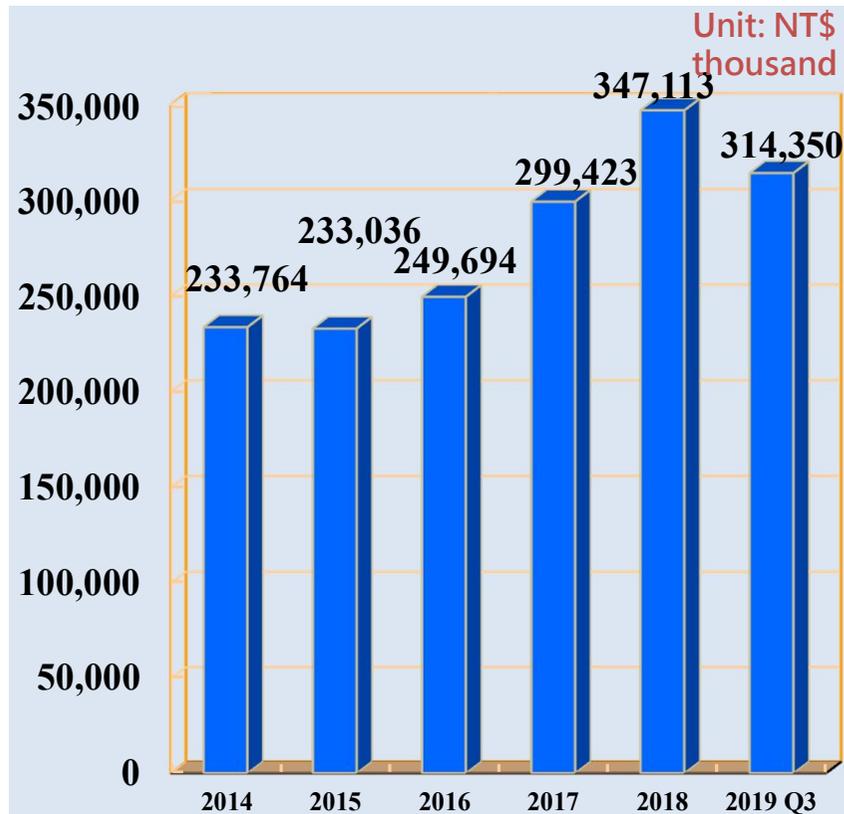
	1-3Q 2019		1-3Q 2018		YoY
	AMT	%	AMT	%	
Revenue	9,324,126	100%	8,505,055	100%	10%
Gross profit	941,751	10%	787,452	9%	20%
Operating expense	599,086	6%	481,249	5%	24%
Operating income	342,665	4%	306,203	4%	12%
Other income	45,025	0%	14,153	0%	218%
Pre-tax income	387,690	4%	320,356	4%	21%
Net income	314,350	3%	253,186	3%	24%
EPS(NT \$)	2.17		1.88		

# Sales Revenue & Net Income

## Revenue

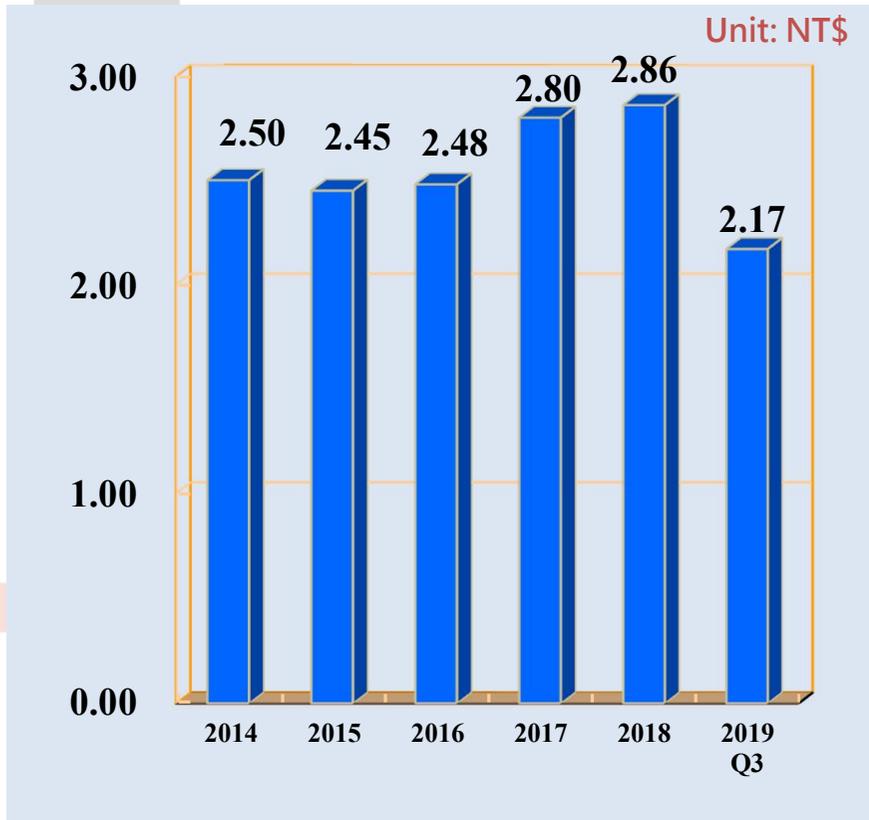


## Net income



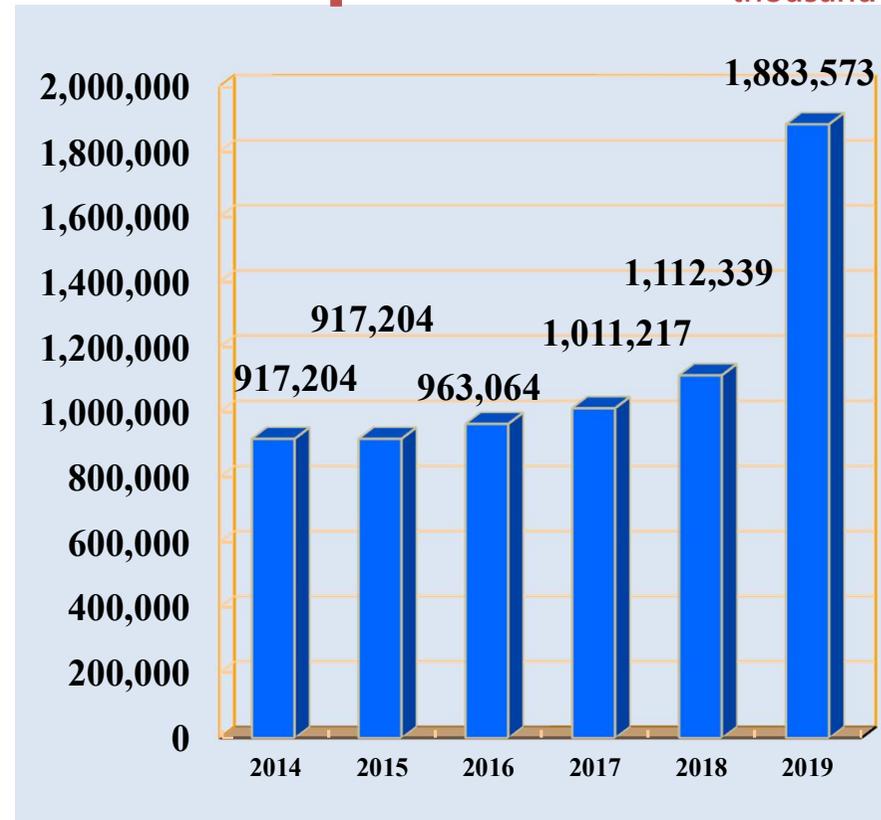
# EPS & Capital

## EPS

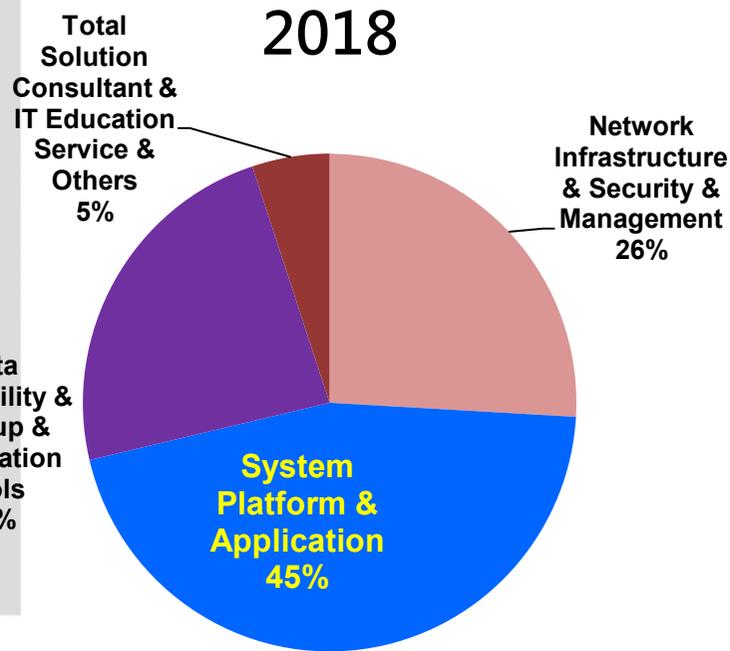


## Capital

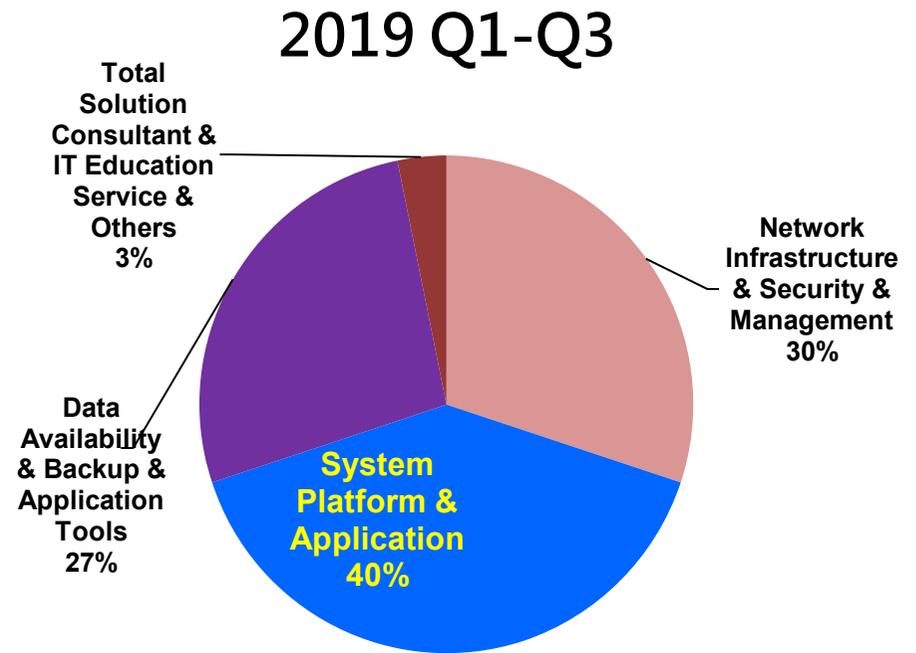
Unit: NT\$ thousand



# Sales Revenue by business



Revenue:11.186 billion

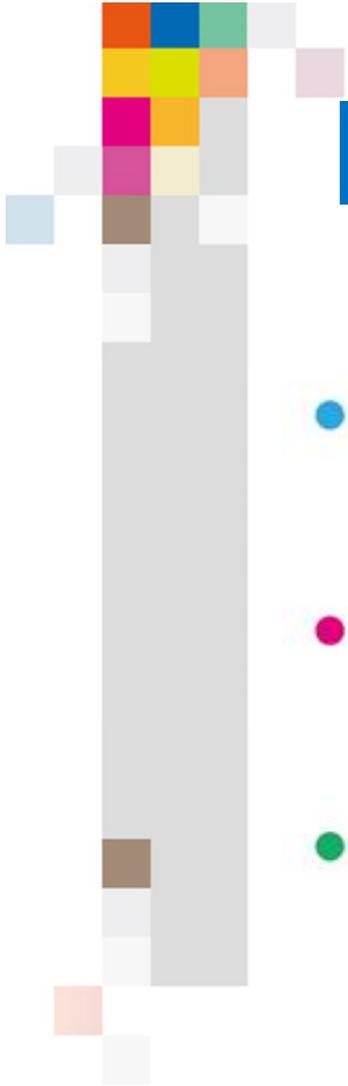


Revenue:9.324 billion

# Agenda

➤ Future Outlook





# Business Commitment

- Provide integrated ICT solutions to add value for our business partners.
- Create market opportunities to enlarge revenue for our business partners.
- Enhance services, training and supporting system to make profit for our business partners.

# Operational Forecast

## Strong Synergy with Qisda Group

Sysage has joined Qisda Group at the end of 2019, and it will further expand the scale of operation and provide customers with higher added values.

About Qisda

成立時間



1984

員工人數



20,000

全球營運據點

- 台灣
- 中國
- 新加坡
- 日本
- 美國



- 研發中心 — 台灣 / 中國
- 製造基地 — 台灣 / 中國
- 服務據點 — 新加坡 / 日本 / 美國

2018年營收



NTD\$ 1,557.8億

USD\$ 5.2B

2018 THOMSON REUTERS

TOP100  
GLOBAL TECH LEADER

# Agenda

➤ Q & A



THANK YOU



聚碩科技

The ICT Solution Provider

專業資訊應用服務供應商