



# SYSTEMX Profile

CFO & Company Spokesperson

Larry Chung

2024.05.10

# Disclaimer

The information contained in this presentation, including all forward-looking information, is subject to change without notice, whether as a result of new information, future events or otherwise, and Systex Corporation (the “Company”) undertakes no obligation to update or revise the information contained in this presentation. No representation or warranty, either expressed or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, nor is the information intended to be a complete statement of the Company, markets or developments referred to in this presentation.



# A Leading Taiwan-based IT Services Provider

- Employees: 4,500
- Top 100 Service Industry in Taiwan
- More than 50 office locations in Taiwan, China, Hong Kong, Japan, and Vietnam
- Over 40,000 Enterprise and Public Sector Clients
- Business Focus and Solutions Offering  
Smart Green Tech, Smart Security, Smart E-commerce, Maintenance, Smart Manufacturing, Smart Finance, Smart City, Smart Healthcare
- 2023 Revenue: USD \$1.12 Billion

# Evolving in Growth Trajectory



## SYSWARE founded in 1997

2000 Kimo.com spun off from SYSWARE, and later acquired by Yahoo!

## 2003 SYSTEX IPO

2005 Merged UCOM, largest IT training center in Taiwan

2005 Merged ULSTEK Co., the leading securities and bonds company

2007 Taiwan's two leading IT Services Corporations "SYSWARE" and "SYSTEX" was consolidated

2010

Invested in FORMS SYNTRON for Banking business in China

2016

Invested in Gemini Data with the founder of Splunk for US and global business expansion

2020

Invested in Baoruh to enter the internet of vehicles based on 5G communications market

Invested in E-Service Information Co. to develop data driven applications

Invested in TIST Co., adding value to social welfare system

2022

Invested in Docutek Solutions, Inc. to expand the cybersecurity ecosystem

2023

SYSTEX Fintech established to expand the financial services landscape

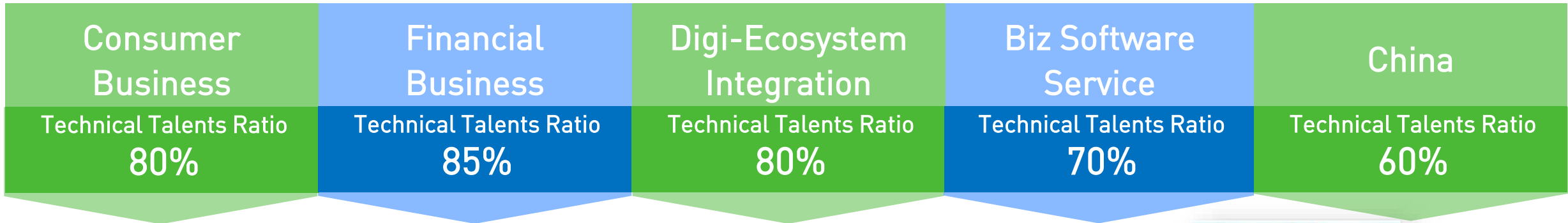
*Software unleashes the power of data, refines the performance of algorithm.*

*Positioning as a Data Software Company.*

## Future Focuses

- AIGC & ESG Solutions
- Hybrid Multi-Cloud Solutions
- Cyber Security
- MarTech/FinTech Services
- Expand Overseas Partners

# Professional Service Provider



- Secured the **No.1 spot in Taiwan's software industry** for over **10 consecutive years** by Common Wealth Magazine
- Crowned with **4th Taiwan Mittelstand Award by Industrial Development Bureau**, Ministry of Economic Affairs, Taiwan
- Obtained the "Certificate of Talent Quality-management System, TTQS, – Enterprise Version, Bronze" by Ministry of Labor.
- Rewarded the "9th Corporate Governance Evaluations – 6%~20% of listed companies" by Taiwan Stock Exchange.

## Certification

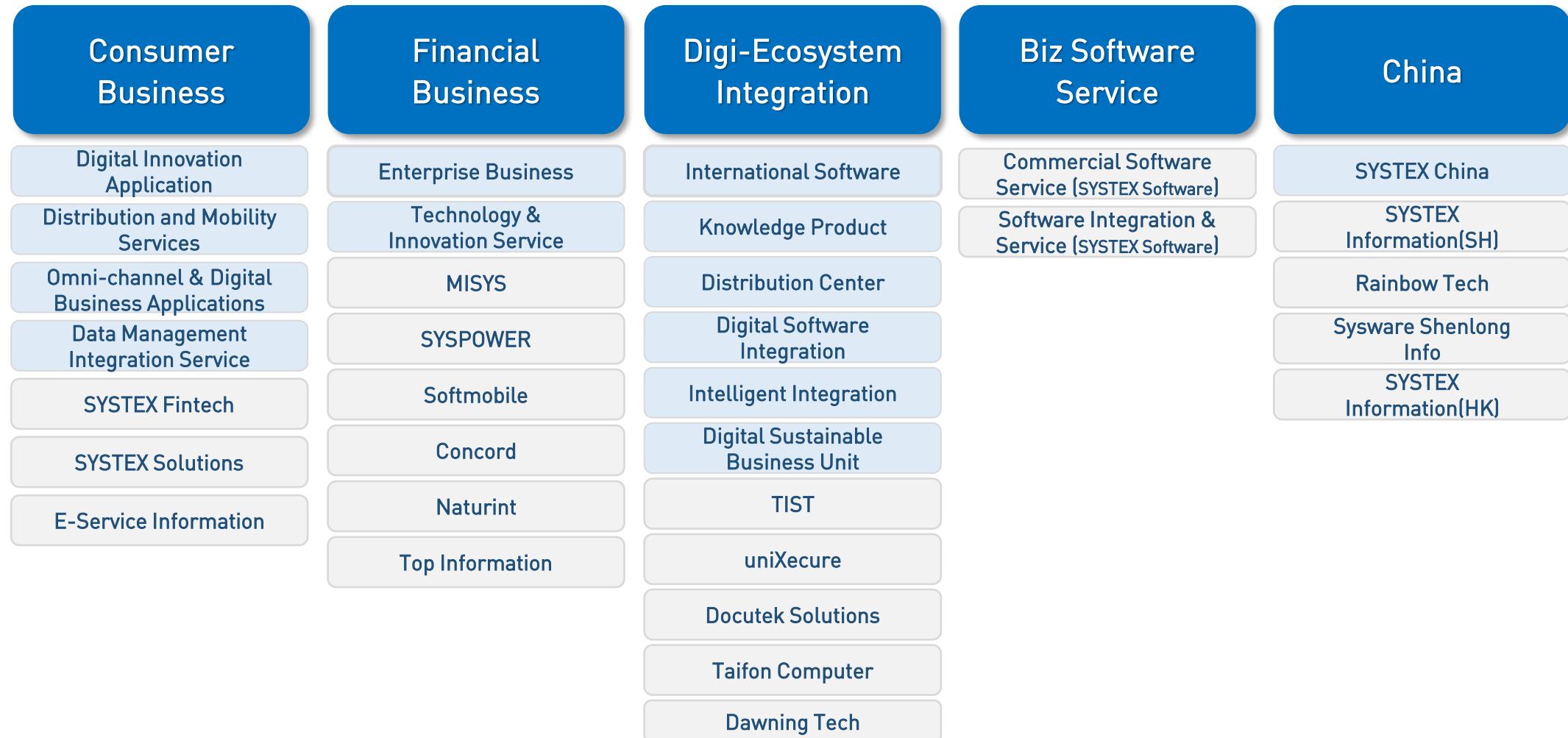
- |   |  |
|---|--|
| ✓ ISO 9001 Quality Management                   | ✓ ISO 20000-1 IT Service Management        |
| ✓ BS 10012 Personal Information Management      | ✓ ISO 22301 Business Continuity Management |
| ✓ CNS/ISO 27001 Information Security Management | ✓ ESG Sustainability Manager               |



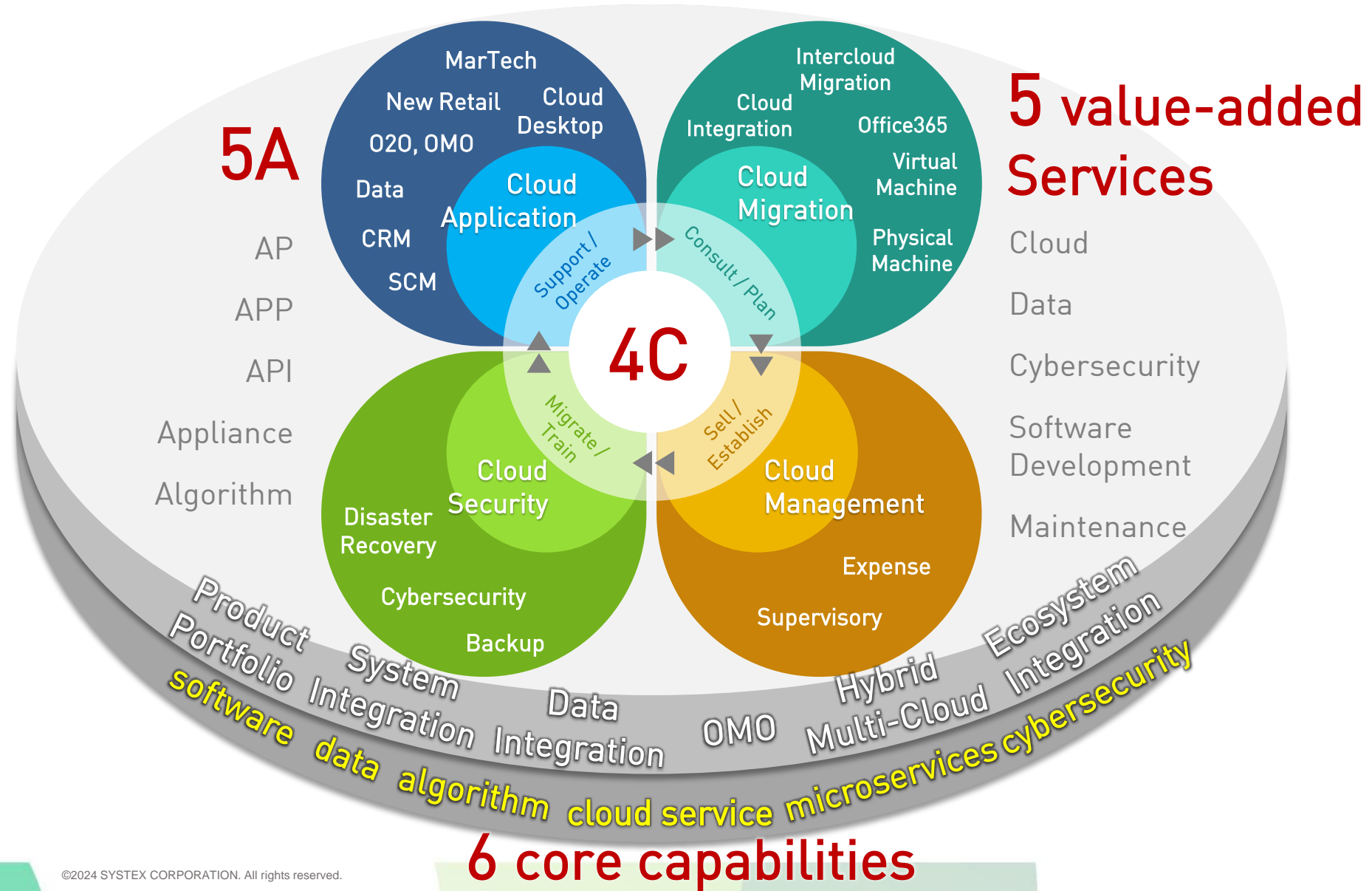
# Cross Border / Industry Operating Organizations

BU

Branch



# Core Competence



# Cross-Border Innovations



## Smart Green Tech

Co-creating a sustainable environment



## Smart CyberSecurity

Cybersecurity Eco system  
Integration and Unified Defense



## Smart E-commerce

Booming of a Zero Touch Economy



## Maintenance

Ensure stable operation of the IT environment



## Smart Manufacturing

Key processing/ heterogeneous data Integration



## Smart Finance

Integration of Fintech Innovation



## Smart City

Smart Service, Better Life



## Smart Healthcare

Comprehensive Medical Care Solutions



# Global Ecosystem Partners

|           |  |
|-----------|--|
| AI        |  |
| Analytics |  |
| HCI       |  |
| Edge      |  |
| Cloud     |  |
| Security  |  |

# Industry Clients

## Financial



## Manufacturing



## Service



## Government



## Medical



## Education

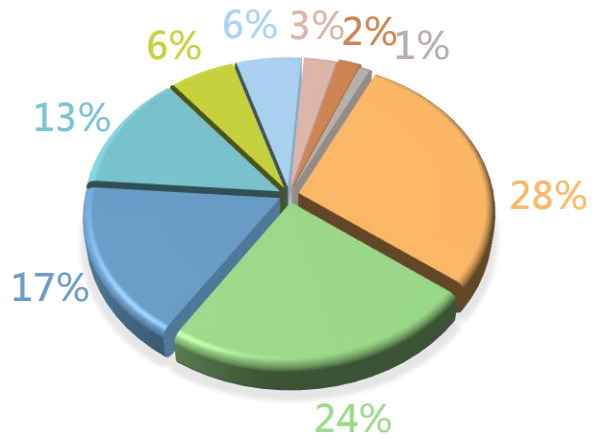


## Utilities

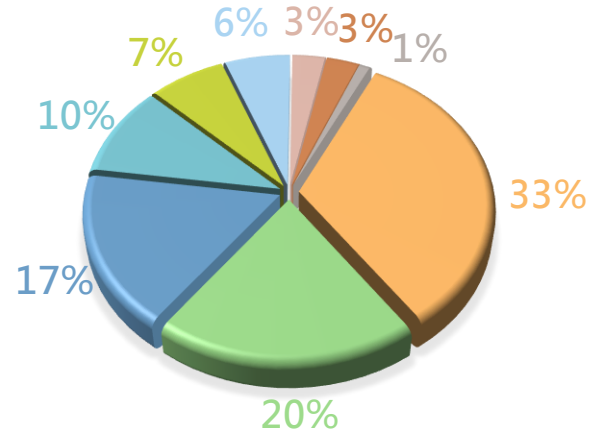


# Revenue breakdown by industrial classification

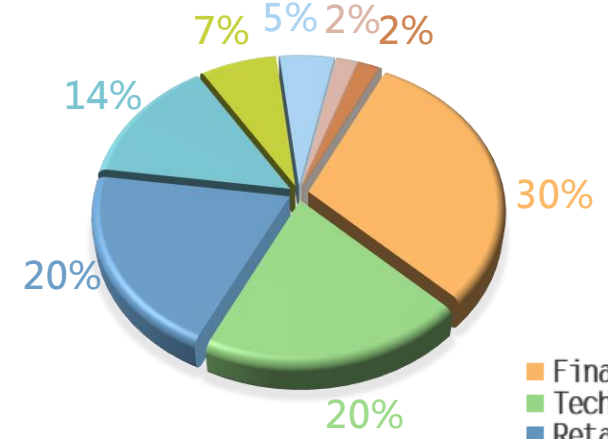
1Q22



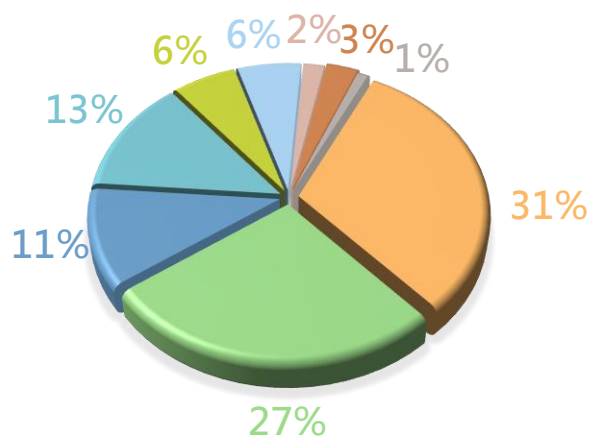
1Q23



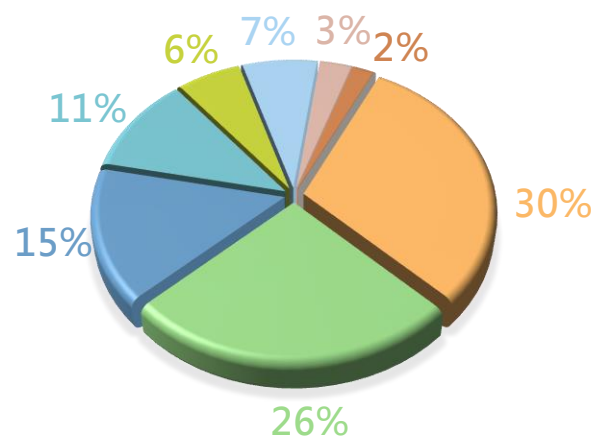
1Q24



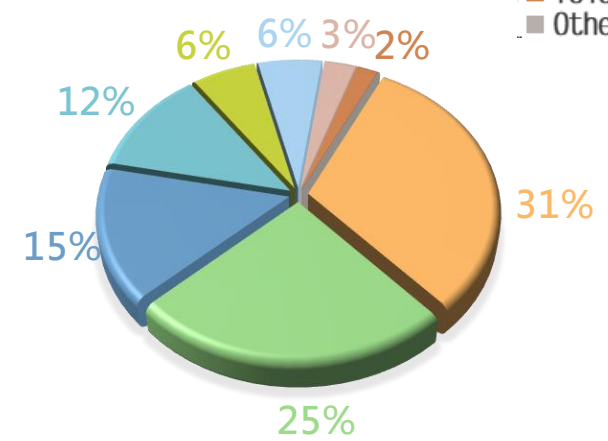
Y2021



Y2022



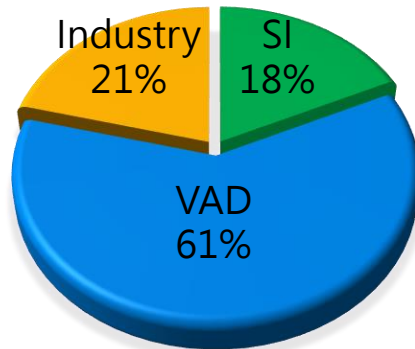
Y2023



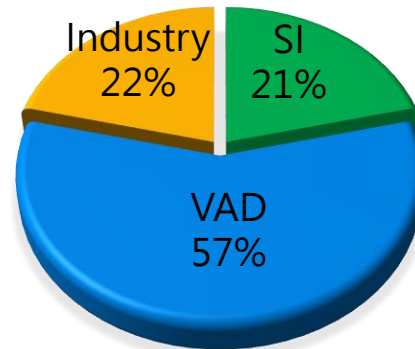
- Financial/Insurance
- Technology industry
- Retail/Transportation
- Government/Education
- Service
- Manufacturing
- Medical
- Telecommunication/network
- Other

# Revenue breakdown by business type

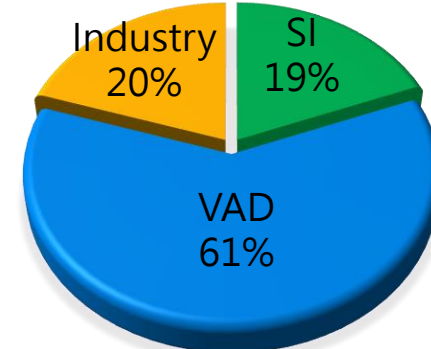
1Q22



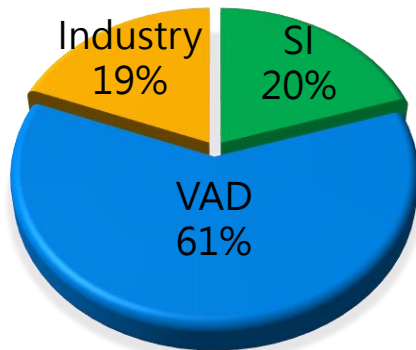
1Q23



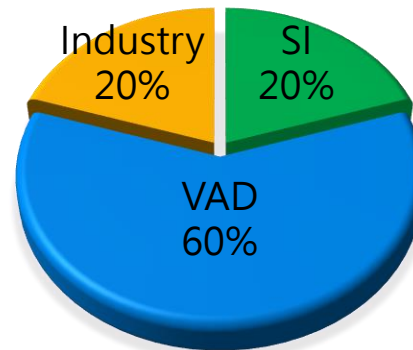
1Q24



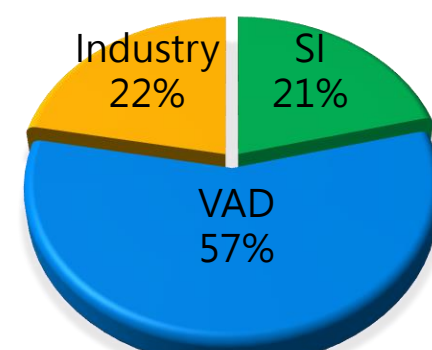
Y2021



Y2022



Y2023



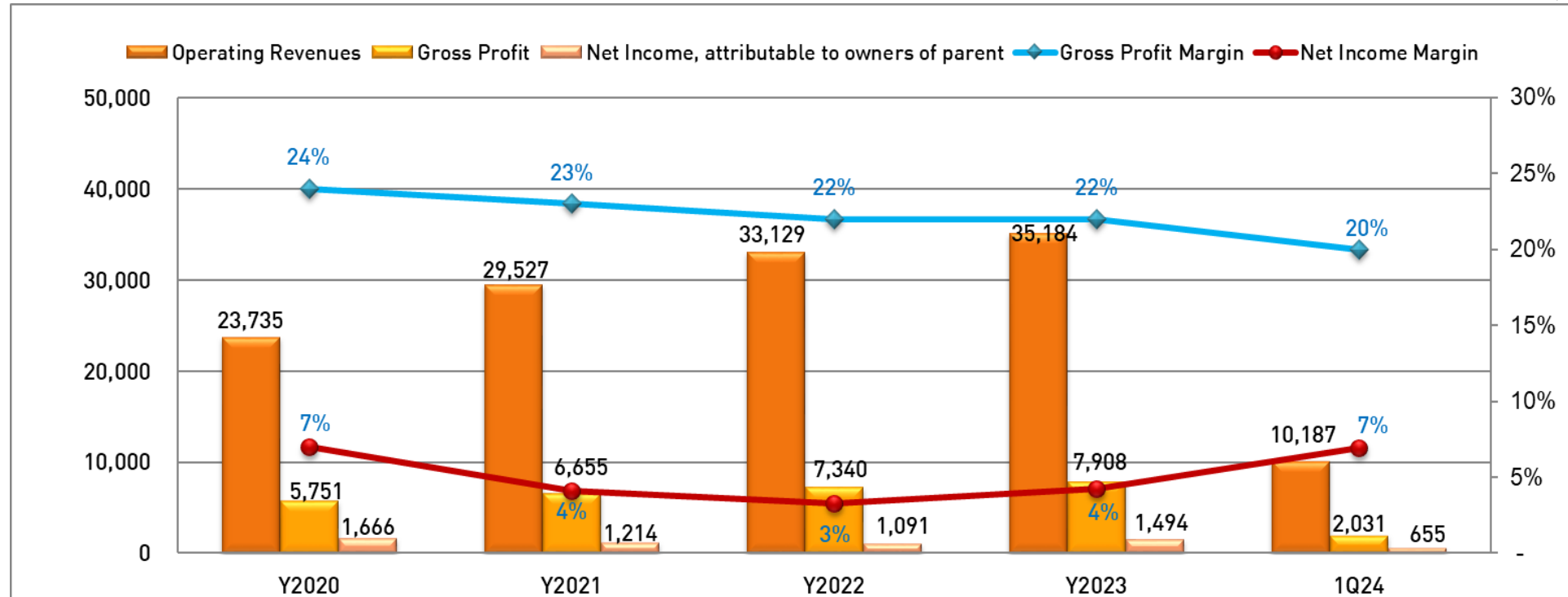
# BALANCE SHEETS

UNIT : NT\$ million ,%

| ITEM  | 2024/3/31     | %           | 2023/12/31    | %           | 2023/3/31     | %           |
|---|---------------|-------------|---------------|-------------|---------------|-------------|
| Cash and cash equivalents   | 5,132         | 17%         | 7,110         | 23%         | 4,169         | 15%         |
| Current financial assets at fair value through profit or loss                   | 3,091         | 10%         | 616           | 2%          | 3,880         | 14%         |
| Financial assets measured at amortized cost-current                             | 0             | -           | 857           | 3%          | 0             | -           |
| Trade and other current receivables   | 6,291         | 22%         | 6,269         | 21%         | 4,766         | 17%         |
| Inventories   | 4,204         | 14%         | 4,574         | 15%         | 4,351         | 15%         |
| Other current assets  | 2,618         | 8%          | 2,801         | 9%          | 2,642         | 9%          |
| <b>Total current assets</b>   | <b>21,336</b> | <b>71%</b>  | <b>22,227</b> | <b>73%</b>  | <b>19,809</b> | <b>70%</b>  |
| Financial assets at fair value through profit or loss - non-current             | 2,291         | 8%          | 2,093         | 7%          | 2,045         | 8%          |
| Financial assets at fair value through other comprehensive income - non-current | 297           | 1%          | 278           | 1%          | 342           | 1%          |
| Financial assets measured at amortized cost- non-current                        | 500           | 2%          | 500           | 2%          | 500           | 2%          |
| Investments accounted for using equity method                                   | 2,027         | 7%          | 1,931         | 6%          | 1,968         | 7%          |
| Property, plant and equipment   | 2,259         | 7%          | 2,219         | 7%          | 2,203         | 8%          |
| Right-of-use assets   | 505           | 2%          | 492           | 2%          | 475           | 2%          |
| Intangible assets   | 260           | 1%          | 261           | 1%          | 320           | 1%          |
| Total other non-current assets  | 585           | 2%          | 594           | 2%          | 448           | 1%          |
| <b>Total non-current assets</b>   | <b>8,724</b>  | <b>29%</b>  | <b>8,370</b>  | <b>27%</b>  | <b>8,302</b>  | <b>30%</b>  |
| <b>Total assets</b>   | <b>30,060</b> | <b>100%</b> | <b>30,597</b> | <b>100%</b> | <b>28,110</b> | <b>100%</b> |
| Short-term loans  | 1,652         | 5%          | 2,033         | 7%          | 1,340         | 5%          |
| Notes and accounts payable  | 5,314         | 18%         | 5,492         | 18%         | 4,603         | 16%         |
| Other current liabilities   | 3,909         | 13%         | 4,748         | 15%         | 3,545         | 13%         |
| <b>Total current liabilities</b>  | <b>10,875</b> | <b>36%</b>  | <b>12,273</b> | <b>40%</b>  | <b>9,487</b>  | <b>34%</b>  |
| Bonds payable   | 3,000         | 10%         | 3,000         | 10%         | 3,000         | 11%         |
| Premium (discount) on bonds payable   | (3)           | -           | (3)           | -           | (4)           | -           |
| Long-term loans   | 92            | 1%          | 95            | -           | 102           | -           |
| Other non-current liabilities   | 418           | 1%          | 460           | 2%          | 434           | 1%          |
| <b>Total non-current liabilities</b>  | <b>3,507</b>  | <b>12%</b>  | <b>3,551</b>  | <b>12%</b>  | <b>3,532</b>  | <b>13%</b>  |
| <b>Total liabilities</b>  | <b>14,382</b> | <b>48%</b>  | <b>15,824</b> | <b>52%</b>  | <b>13,019</b> | <b>46%</b>  |
| Total share capital   | 2,723         | 9%          | 2,723         | 9%          | 2,723         | 10%         |
| Capital surplus   | 6,970         | 23%         | 6,968         | 23%         | 6,872         | 24%         |
| Retained earnings   | 6,631         | 22%         | 5,976         | 20%         | 6,335         | 23%         |
| Other equity  | (237)         | -1%         | (466)         | -2%         | (482)         | -2%         |
| Treasury shares   | (928)         | -3%         | (928)         | -3%         | (928)         | -3%         |
| <b>Total equity attributable to owners of Corporation</b>                       | <b>15,158</b> | <b>50%</b>  | <b>14,273</b> | <b>47%</b>  | <b>14,521</b> | <b>52%</b>  |
| Non-controlling interests   | 520           | 2%          | 500           | 1%          | 570           | 2%          |
| <b>Total liabilities and equity</b>   | <b>30,060</b> | <b>100%</b> | <b>30,597</b> | <b>100%</b> | <b>28,110</b> | <b>100%</b> |
| Book Value Per Share  | 60.89         |             | 57.33         |             | 58.56         |             |

# Historical INCOME STATEMENT

UNIT : NT\$ million ,%



|  | Y2020  | Y2021  | Y2022  | Y2023  | 1Q24   |
|--|--------|--------|--------|--------|--------|
| Operating Revenues                           | 23,735 | 29,527 | 33,129 | 35,184 | 10,187 |
| Gross Profit                                 | 5,751  | 6,655  | 7,340  | 7,908  | 2,031  |
| Gross Profit Margin                          | 24%    | 23%    | 22%    | 22%    | 20%    |
| Operating Expenses                           | 4,826  | 5,522  | 6,083  | 6,438  | 1,552  |
| Operating Income                             | 925    | 1,133  | 1,257  | 1,470  | 479    |
| Operating Income Margin                      | 4%     | 4%     | 4%     | 4%     | 5%     |
| Non-Operating Items                          | 926    | 318    | 136    | 455    | 319    |
| Net Income, attributable to owners of parent | 1,666  | 1,214  | 1,091  | 1,494  | 655    |
| Net Income Margin                            | 7%     | 4%     | 3%     | 4%     | 7%     |
| EPS  | 6.72   | 4.90   | 4.40   | 6.02   | 2.63   |

# INCOME STATEMENT

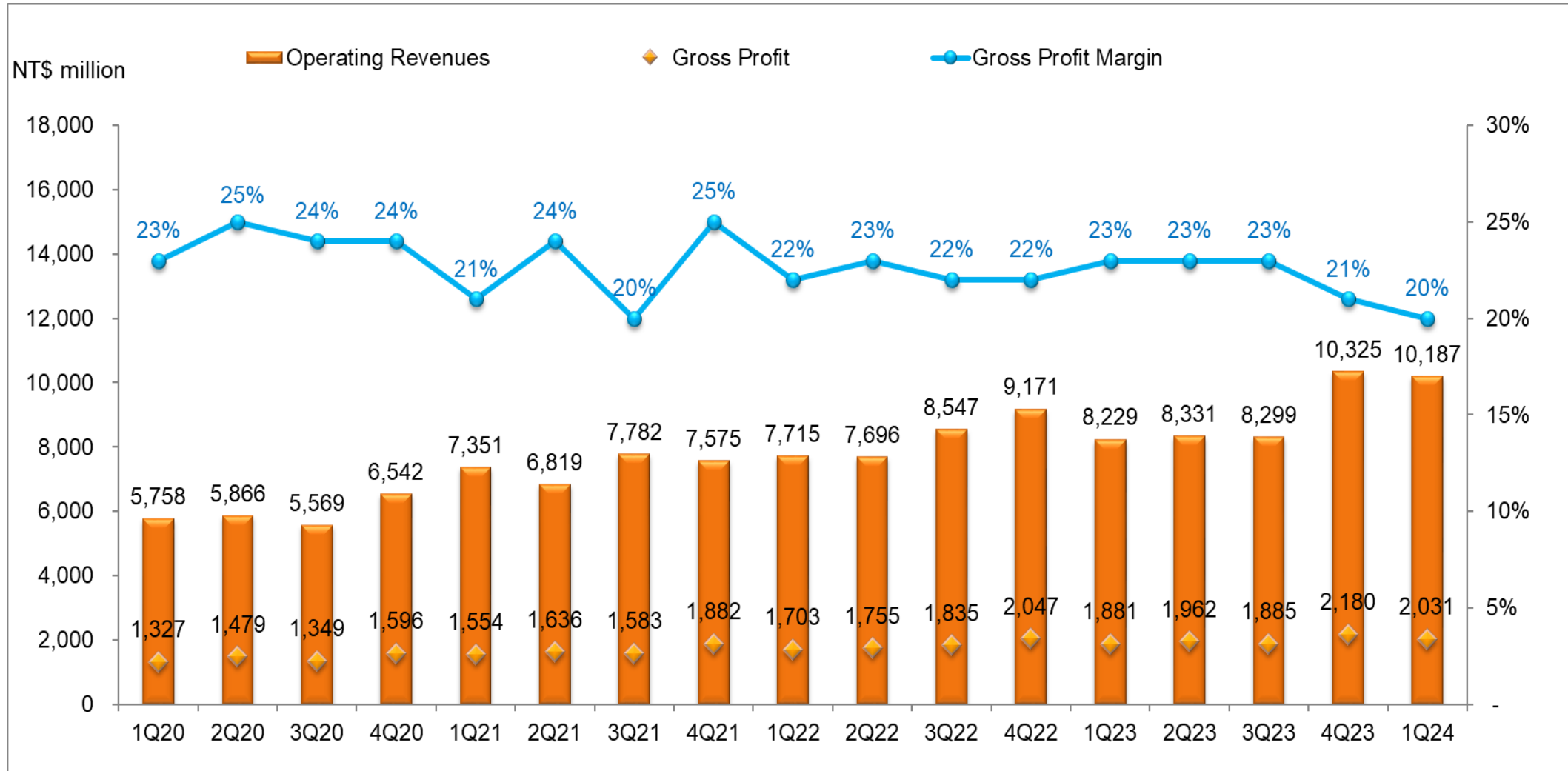
UNIT : NT\$ million ,%

| ITEM  | 1Q24   | 4Q23   | DIFF  | 1Q23  | DIFF  |
|---|--------|--------|-------|-------|-------|
| Operating Revenues                                    | 10,187 | 10,325 | (138) | 8,229 | 1,958 |
| Operating Costs                                       | 8,156  | 8,145  | 11    | 6,348 | 1,808 |
| Gross Profit  | 2,031  | 2,180  | (149) | 1,881 | 150   |
| Gross Profit Margin                                   | 20%    | 21%    | -1%   | 23%   | -3%   |
| Operating Expenses                                    | 1,552  | 1,847  | (295) | 1,484 | 68    |
| Operating Income                                      | 479    | 333    | 146   | 397   | 82    |
| Operating Income Margin                               | 5%     | 3%     | 2%    | 5%    | -     |
| Non-Operating Items (Notes 1 )                        | 319    | 6      | 313   | 189   | 130   |
| Income Before Income Tax                              | 798    | 339    | 459   | 586   | 212   |
| Income Tax Expense                                    | 112    | 44     | 68    | 100   | 12    |
| Net Income  | 686    | 295    | 391   | 486   | 200   |
| Net Income, attributable to non-controlling interests | 31     | 20     | 11    | 31    | 0     |
| Net Income, attributable to owners of parent          | 655    | 275    | 380   | 455   | 200   |
| EPS   | 2.63   | 1.11   | 1.52  | 1.84  | 0.79  |

## Notes1 : Non-Operating Items

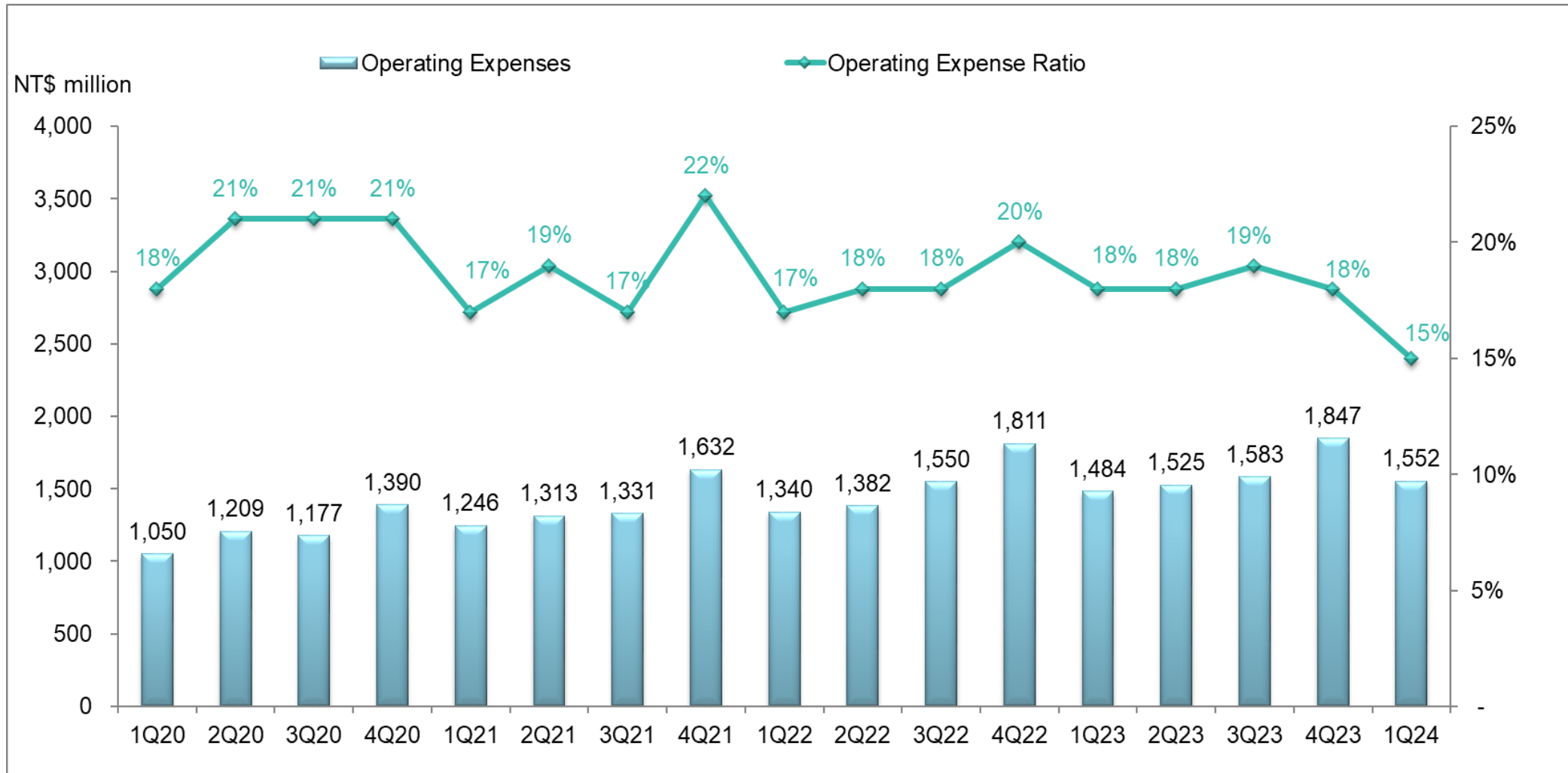
|  | 1Q24 | 4Q23 | DIFF | 1Q23 | DIFF |
|--|------|------|------|------|------|
| Interest income and expense                                    | 4    | 14   | (10) | (6)  | 10   |
| Share of profit of associates                                  | 27   | (43) | 70   | 7    | 20   |
| Gains on disposals of investments                              | 4    | 0    | 4    | 0    | 4    |
| Gains on financial assets at fair value through profit or loss | 272  | 46   | 226  | 186  | 86   |
| Dividend income  | 1    | 1    | 0    | 2    | (1)  |
| Foreign exchange gain(loss) , net                              | (1)  | (2)  | 1    | (0)  | (1)  |
| Gain (loss) on disposal of property, plant and equipment, net  | 0    | 0    | (0)  | (1)  | 1    |
| Impairment loss on l assets                                    | 0    | (34) | 34   | 0    | 0    |
| Other non-operating income and expenses                        | 12   | 24   | (12) | 1    | 11   |
| Total non-operating income and expenses                        | 319  | 6    | 313  | 189  | 130  |

# Consolidated Operating Revenues & Gross Profit Margin





# Operating Expenses By Quarter



# Corporate Sustainability



環境永續作為榮獲ISO認證



- ✓ ISO 14001 - Environmental Management Systems
- ✓ ISO 14064-1 - Greenhouse Gases Part 1: Specification with Guidance
- ✓ ISO 50001 - Energy Management Systems
- ✓ ISO 45001 - Occupational Health and Safety Management Systems



Obtained the “2023 Corporate Employment of Sports Instructors Award” by Sports Administration, Ministry of Education



Rewarded the “2023 CHR Health Corporate Citizen” by Health Magazine.



AI+ Generator Program is listed as an International Startup Incubator by Small and Medium Enterprise Administration, MOEA



AI for Social Good Award awarded the Tech for Social Good Prize in the 5th PwC CSR Impact Award in 2021



Won the “Intimate Boss Award – No. 1” at the 2023 Labor Safety Award by the Taipei City Government.

Won the “2023 Best IT Employer Award” by CIMA.

Received the “Gold Award” for Technology Research and Development Industry in the 2023 by the Manpower Bank.



Rewarded the “2023 Taiwan Corporate Sustainability Awards, TCSA: Corporate Responsibility Report – Platinum Awards, Taiwan Top 100 Sustainable Exemplary Enterprises Award” by the Taiwan Institute of Sustainable Energy.



Young Turing Program:

Rewarded the 2024 ASSET Sustainable Paradigm Award - “Humanitarian Enterprise Award for Excellence in Educational Enhancement.”

Rewarded the “Asia Responsible Enterprise Awards – Investment in People” by the Enterprise Asia in 2022.



# Tech For Good : Making Good Changes for Our World

2014

Started SYSTEX Elite Internship which aims to nurture university/graduate students by offering summer internships program

2015

Kicked off "Data for Social Good" project, using data to solve social issues

2017

AI+ Generator Program, supporting startups to speed up market fit and go global



2019

Action Intelligence for Social Goods Award, encouraging organizations to utilize technology to create impact



2021

Respond to PaGamO program and adopt two remote schools in Xinwu Township, Taoyuan County



2023

Collaborating with the Feng Chia University, and aim to facilitate advantageous student internships and employment placements.



Supporting the "AAMA AIoT Project," to find new startup teams

2014-2016

2017-2020

2021-2023

2016

Founded Young Turing Program to encourage high school students to devote themselves to programming and try to fix social problems



2020

Donated NTD 3 million to help NTNU / national athletes enhance their performance to the next level through AI and data analysis



Collaborating with NTUST to establish the "SYSTEX Cloud Academy," cultivating global cloud talent

2022

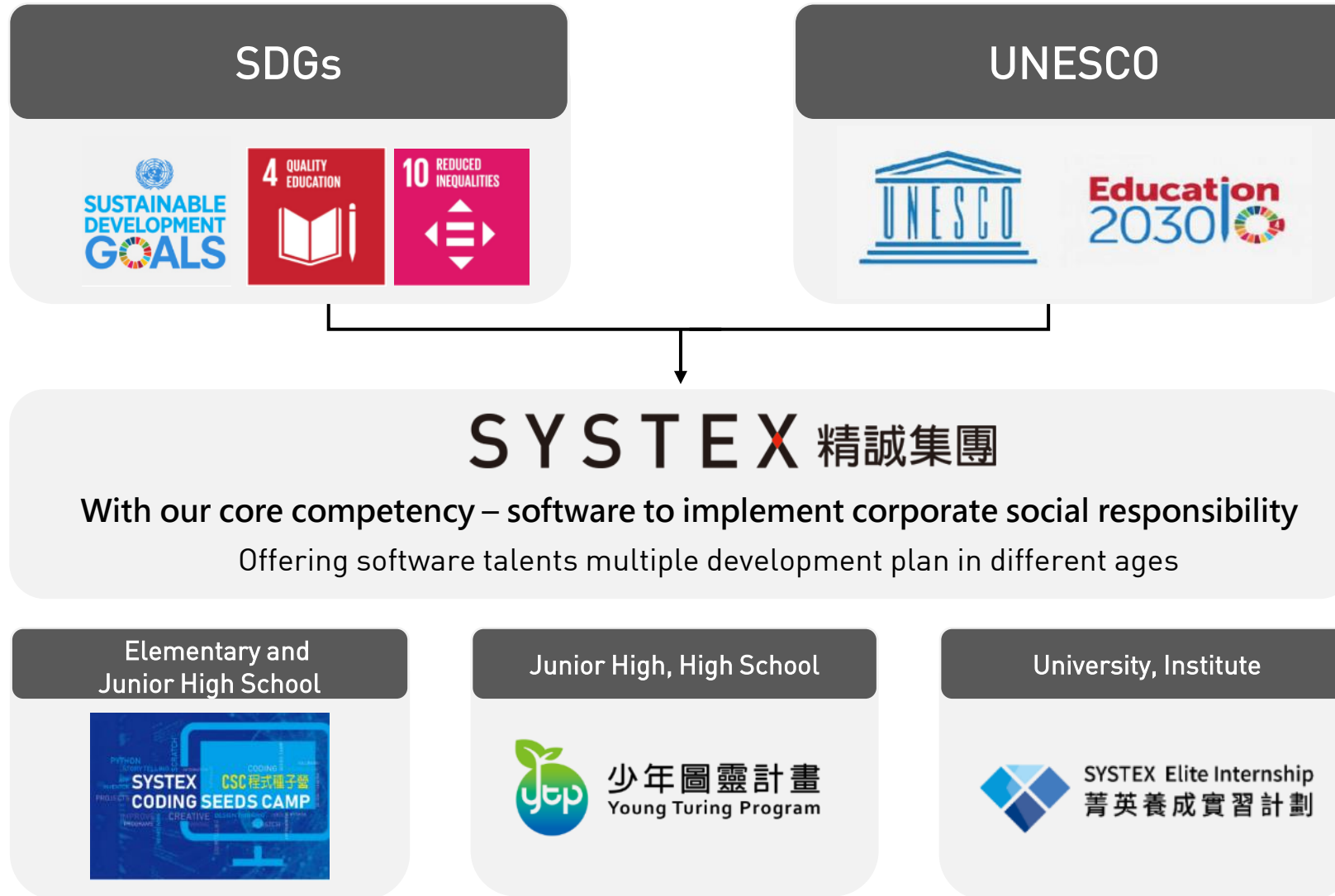
Joining the "ESG Technology Innovation Promotion Alliance" to expand sustainable impact.



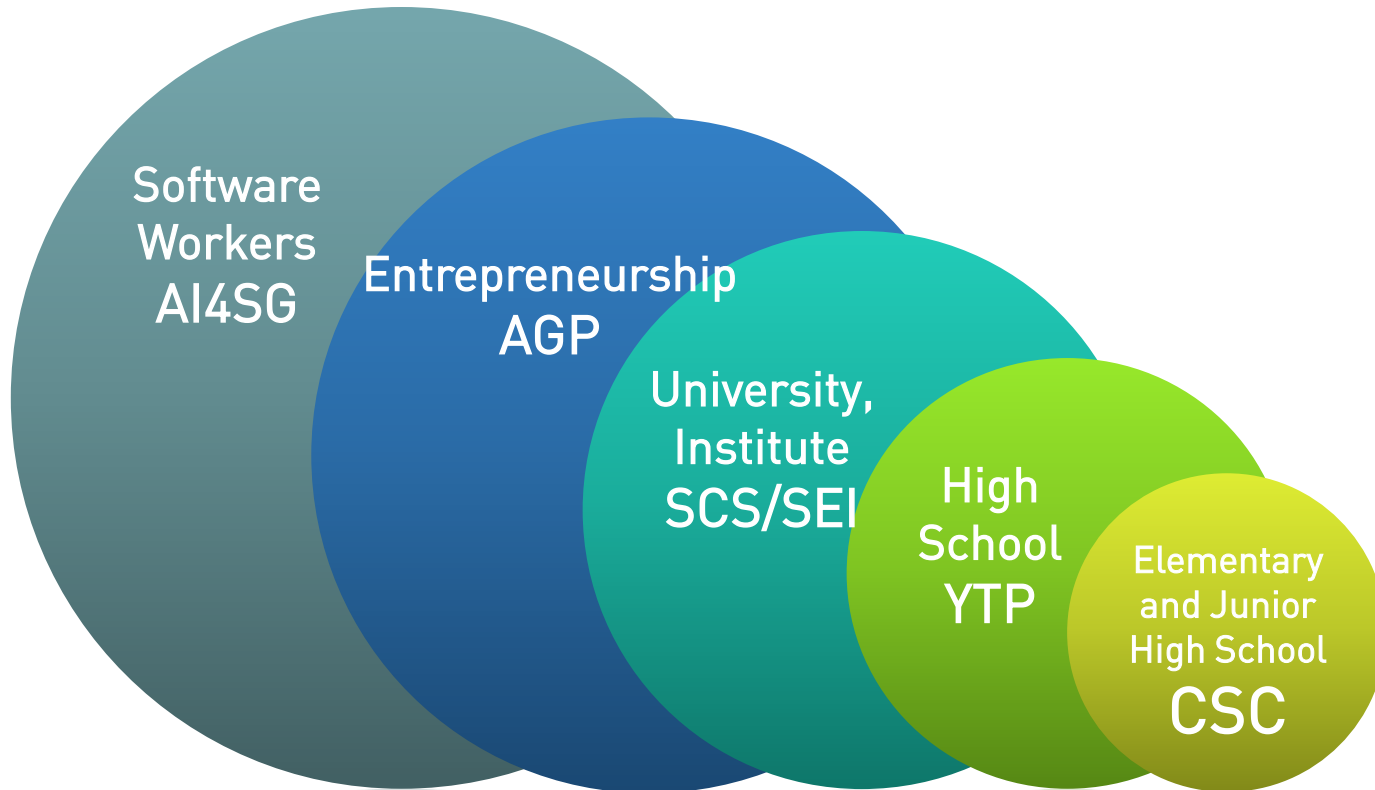
Combining the staff movement and tree planting activities, SYSTEX promised to plant a tree while each employee fun 5 kilometers, to help Taiwan create the coastal forest.



# Cultivating the Next Generation of Software Elite Talents



# Making Taiwan's Software Industry Shine



Focus on **Software Development** and  
**Young Talents Sponsorship**

Encouraging Taiwan young generation  
dare to explore their potential in coding  
and make themselves shine overseas as  
well as Taiwan's software industry

# Thank You

Contact Us



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

**SYSTEMEX** 精誠集團