



Best System Integration Company for
Business Competitiveness

2017.3.31

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Disclaimer

The presentation and discussion contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation.

The forward-looking statements are subject to known and unknown uncertainties and risks that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include but are not limited to the impact of competitive products and pricing, timely project acceptance by our customers, timely introduction of new technologies, ability to ramp new needs into products, financial stability in end markets, and other risks that Syscom can not control.

The forward-looking statements in this release reflect the current belief of Syscom as of the date of this release and Syscom undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.

Outline

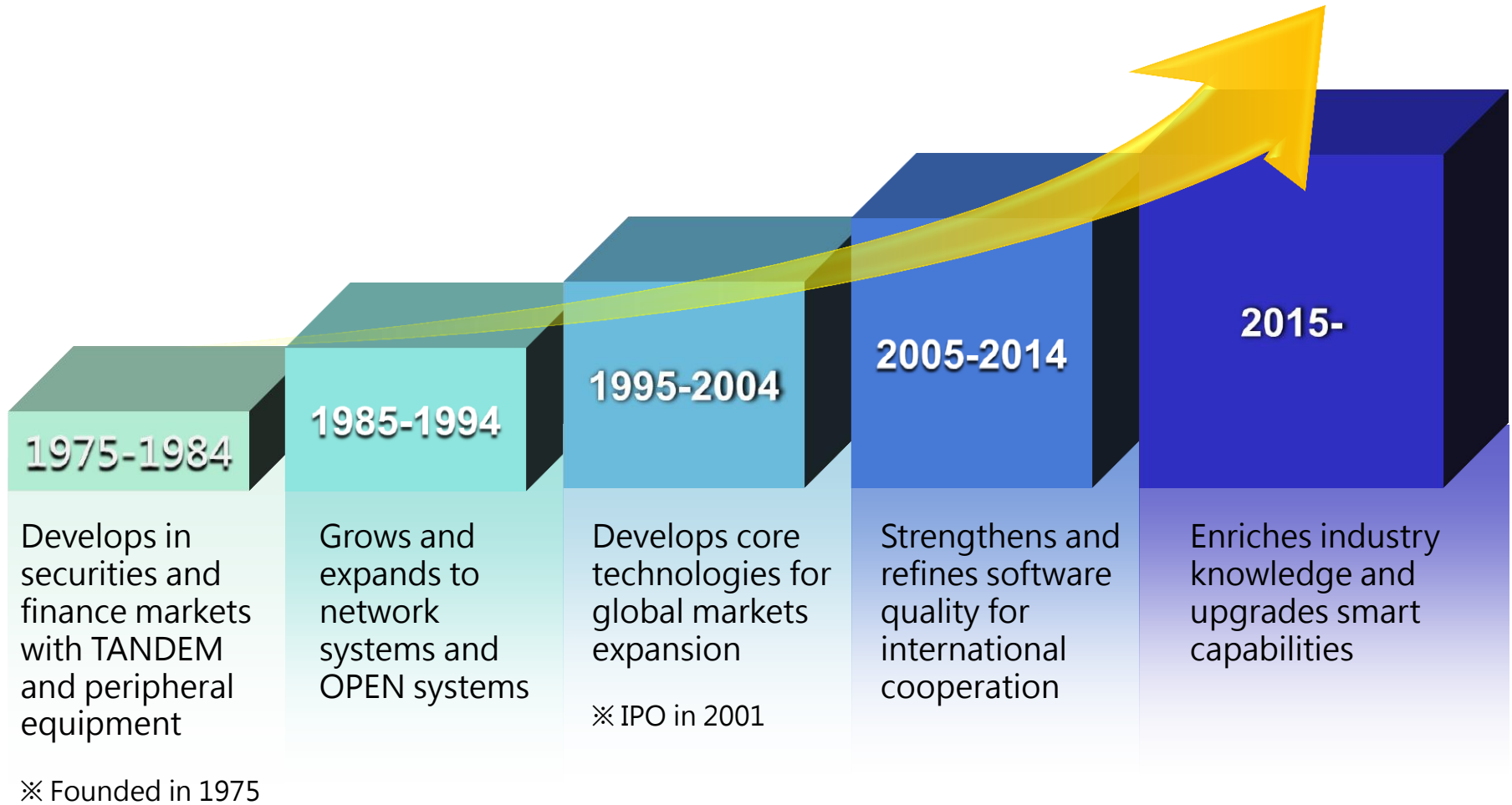
- About Syscom
- Products & Services
- Business Achievements
- Outlooks

About Syscom

- **Established** : 1975. 7. 17
- **IPO** : 2001. 5.22
- **Employees** : 956 (Feb.2017)
- **Business Scope** :
 - System Integration & Professional Services
 - IT Consulting & Training
 - Software & Hardware Sales and Service
 - E-Commerce & Information Security Services
 - Network & Wireless Design & Construction
- **Customer Domains** : Financial 、 Telecom 、 Public Sector/Defense 、 Healthcare 、 Manufacturing



Milestones



Achievements and Awards

- "Dedicated Enterprise Cloud Hosting Services - Pracla" Given "2016 Cloud Service Award" by Industrial Development Bureau, Ministry of Economic Affairs (2016)
- "Open Enterprise Cloud Hosting Services - OpenStack Pracla" Honored with "2016 Cloud Award" (2016)
- Awarded with "System Integration Export Award" by Taiwan Smart City Solution Alliance (2016)
- Passes the certification of "PIMS BS 10012:2009" (2016)
- SYSCOM DBMaker Cloud DB Given "Taiwan Excellent Product Award" (2013/2014/2015/2017)
- Wins the 2nd annual Taiwan Mittelstand Award (2014)
- Wins the first place in "Cloud Innovation Competition" held by Cloud Computing Association in Taiwan (2014)
- Passes the appraisal of "CMMI-DEV v1.2 Maturity Level 5" (2011)
- The first Taiwanese company passed the appraisal of "CMMI Maturity Level 5" (2006)
- Passes the certification of "ISO/ICE 27001:2005" (2006)
- Honored with "Best Partner of Information Security" by BSI (2006)
- Passes the certification of "ISO 9001:2000" (2003) and "ISO 9001:1994" (2000)
- IPO in 2001
- Passes the certification of "ISO 9002:1994" (1999) and "ISO 9002" (1996)
- Honored with "Excellent Industry Technology Award" (1998)
- Awarded with "Outstanding Information Software Award" (1993)



Partners Awards

BMC

- Tier-1 Partner in Taiwan with comprehensive technical support capabilities

CISCO

- Gold Partner for 17 years running (1998-2016)
- Has the largest number of CCIE in Taiwan
- Honored with the first place of the Barbarian Award in the first annual (2012)
- The first CISCO dealer in Taiwan (1997)

Fortinet

- The sole Platinum Partner in Taiwan
- Has the largest number of NSE4 certified engineers in Taiwan
- The sales champion dealer in Asia Pacific region

Hewlett Packard Enterprise

- Gold Level Partner(2017)
- The first "Partner Support Program" certified dealer in Taiwan (2012) ***only three in Taiwan
- Partner Ready Service Partner
- The only Tandem mainframe dealer given the HPE Security Partner Award

Imperva

- Best Dealer Award in Taiwan
- The only dealer having Imperva DAM and WAF technical certificates (2012)

Microsoft

- Microsoft Licensing Solution Partner (MLSP)
- Given the Country Award of The Year (2012/2013)
- Honored with Advanced Infrastructure Award(2004)

Palo Alto Networks

- Gold Partner
- Has many security technical consultants
- Has the top level Palo Alto technical certificate

Radware

- Best Partner Award

TrendMicro

- TrendMicro Global Elite Partner

Excellence

2014 – SYSCOM Wins the
“Taiwan Mittelstand Award”

2nd TAIWAN
MITTELSTAND
AWARD

卓越中堅企業

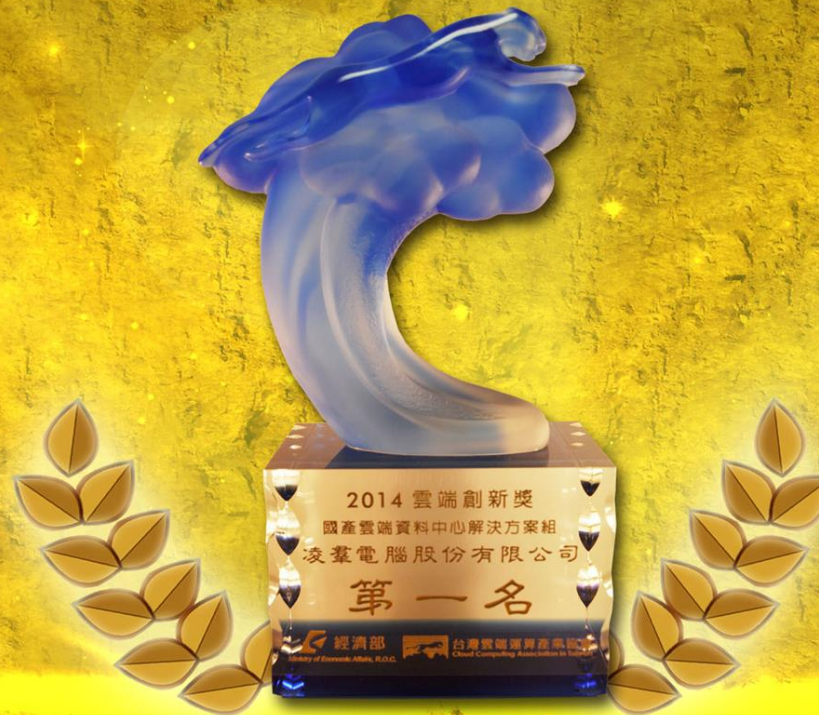
凌羣電腦
股份有限公司

經濟部 敬贈
中華民國103年2月



SYSCOM Honored for Cloud Capabilities (I)

SYSCOM Wins 1st Place at
the 2014 Cloud Computing Innovation Competition
with its Taiwan-based
Cloud Computing Data Center Platform



SYSCOM Honored for Cloud Capabilities (II)



"Enterprise Private Hosted Cloud Service - Pracla" Given "2016 Cloud Service Award" by Industrial Development Bureau, Ministry of Economic Affairs

SYSCOM Honored for Cloud Capabilities (III)



“Enterprise Private Hosted Cloud Service
- OpenStack Pracla” Honored with
“2016 Cloud Award”

Professional Certifications & Expertise

Quality Assurance Certifications

CMMI Level 5
ISO 9001 · ISO 9002
ISO 27001(BS7799) · PIMS10012,
and more

Industry Standard Certifications

Over 300 certified engineer
in HL7, satellite control
(government, space,
financial, telecom, and
more)

Product Certified Engineers

Cisco CCIE, CCDA, CCDP, CCNA, CCNP,
DCUCD, Cisco VPN Security;
HP ASE, Master ASE;
Microsoft MCITP, MCTS, MCSE; MCSA;
VMware VCP, VTSP;
EMC EAS, EASE;
TrendMicro TCSE;
Fortinet FCNSA, FCNSP;
RedHat; IBM, and more

Outline

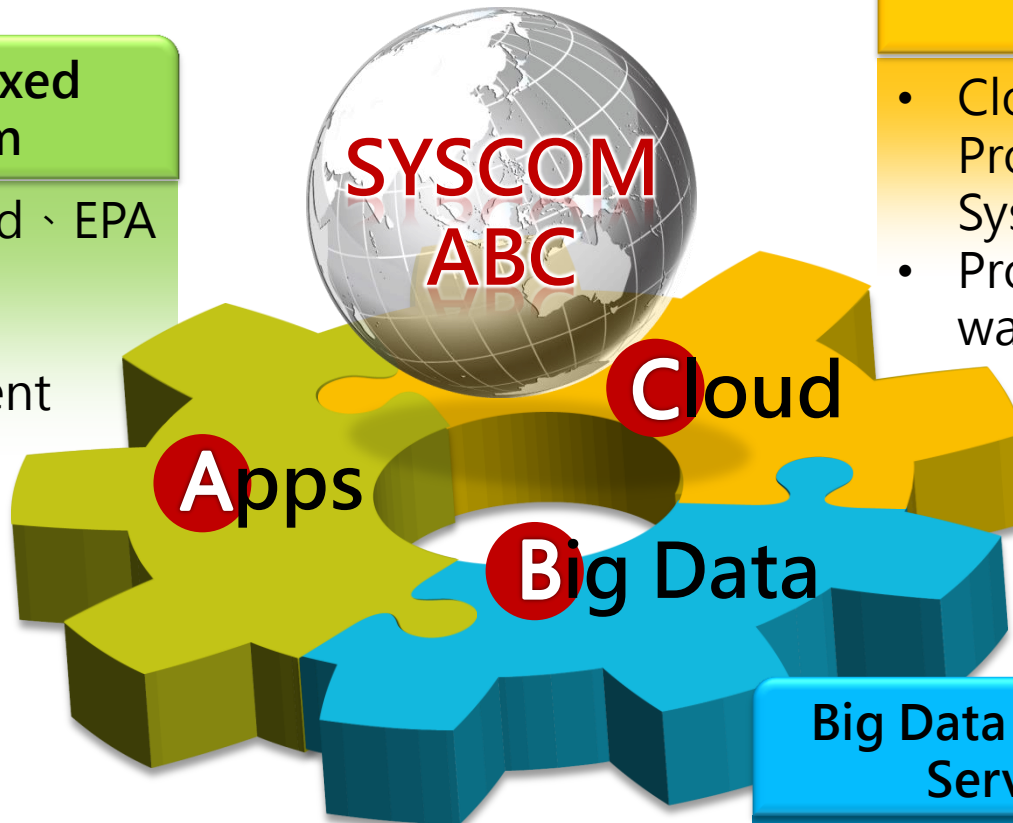
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Unified Smart Platform-SYSCOM ABC

Focused on Global IT Trends

Mobile Mixed Platform

- Police Cloud · EPA Cloud
- Apps Development & Backend System Integration



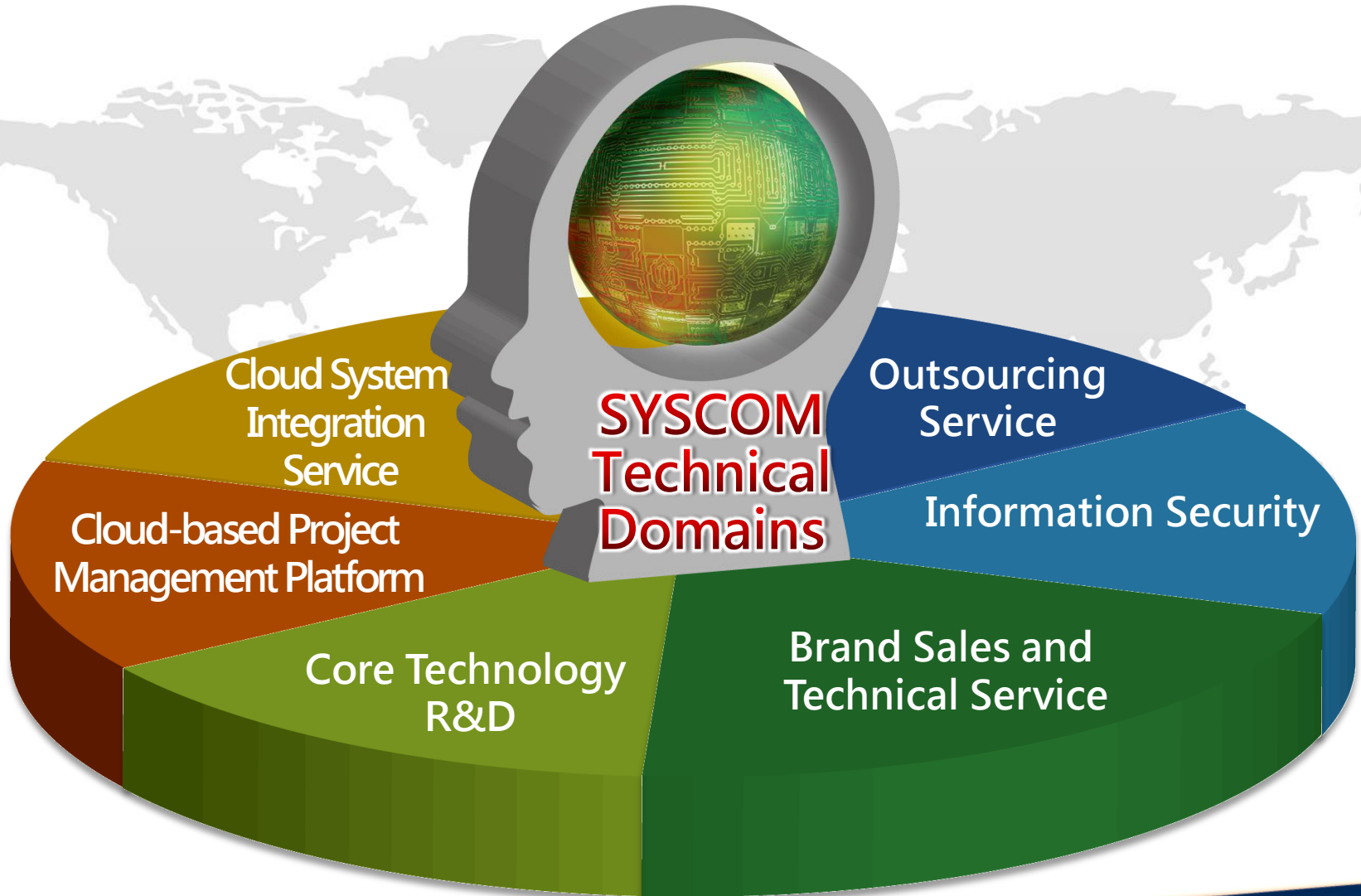
Cloud Application & Service

- Cloud-based Productivity Control System
- Provide Cloud Data warehouse for large Japanese shopping center

Big Data Analysis Service

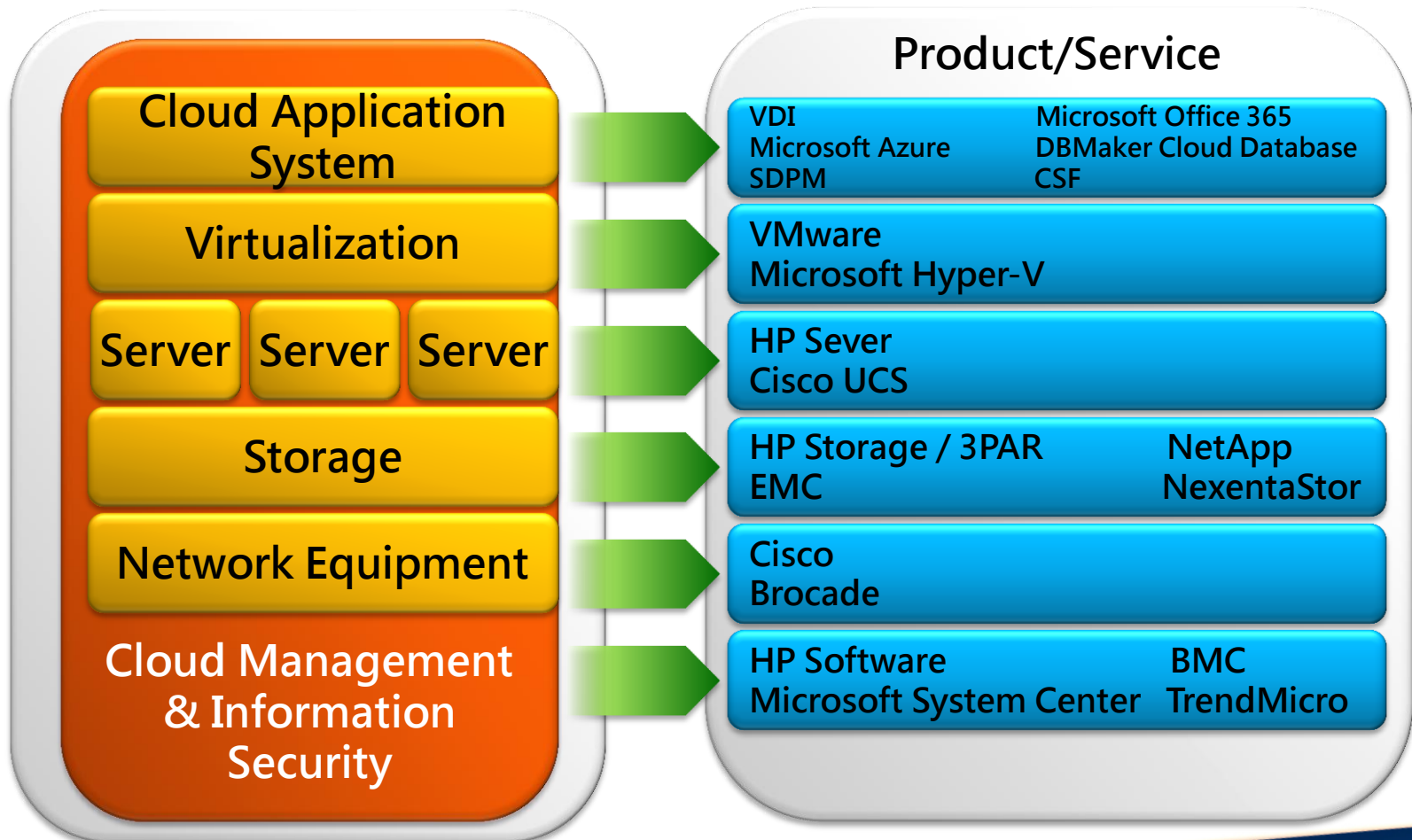
- Helping Police with criminal cases

Technical Domains



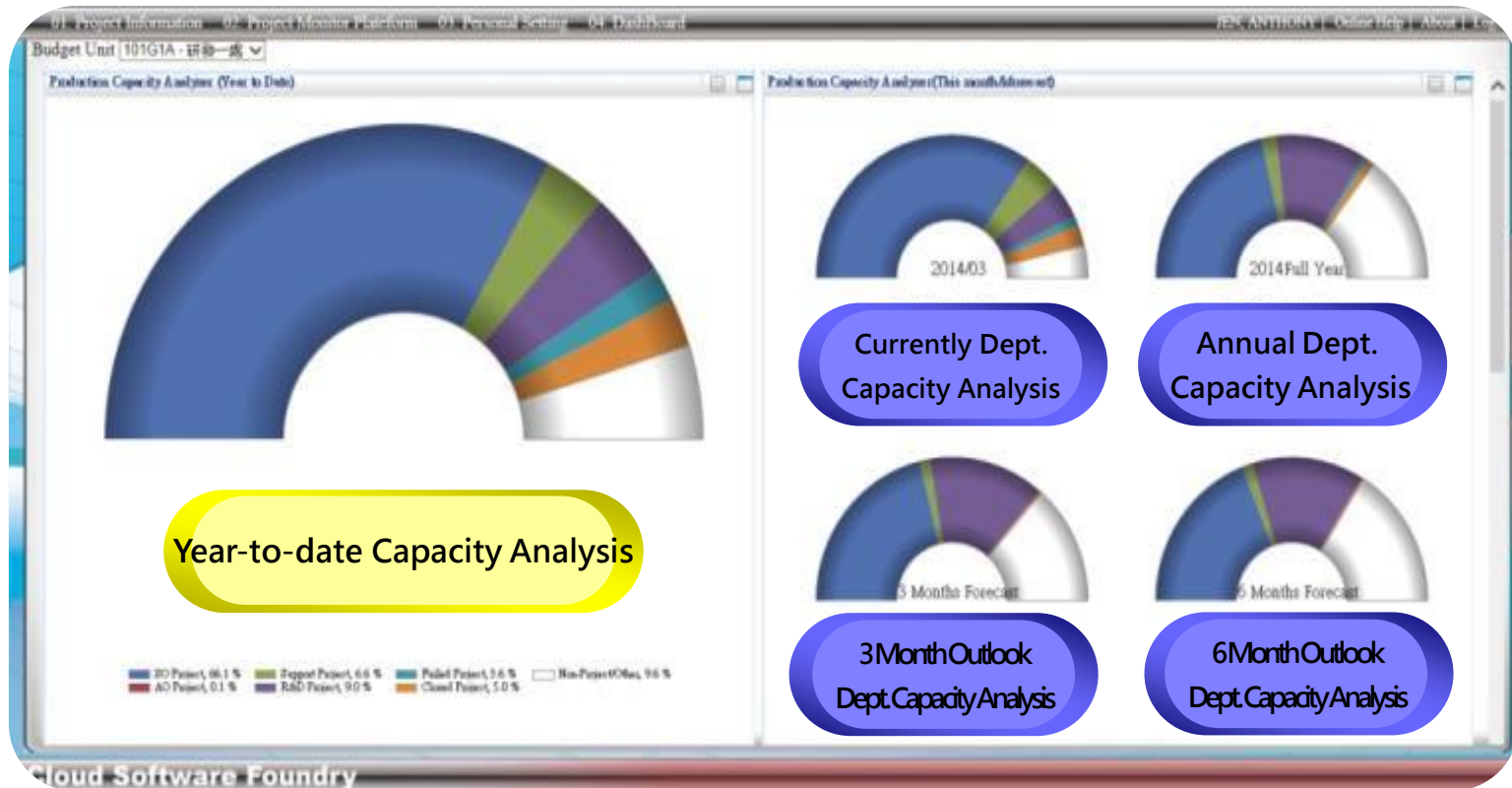
Cloud System Integration Service

Technical evaluation, Service planning, Application design, Service Platform Deployment, System Test & Tuning

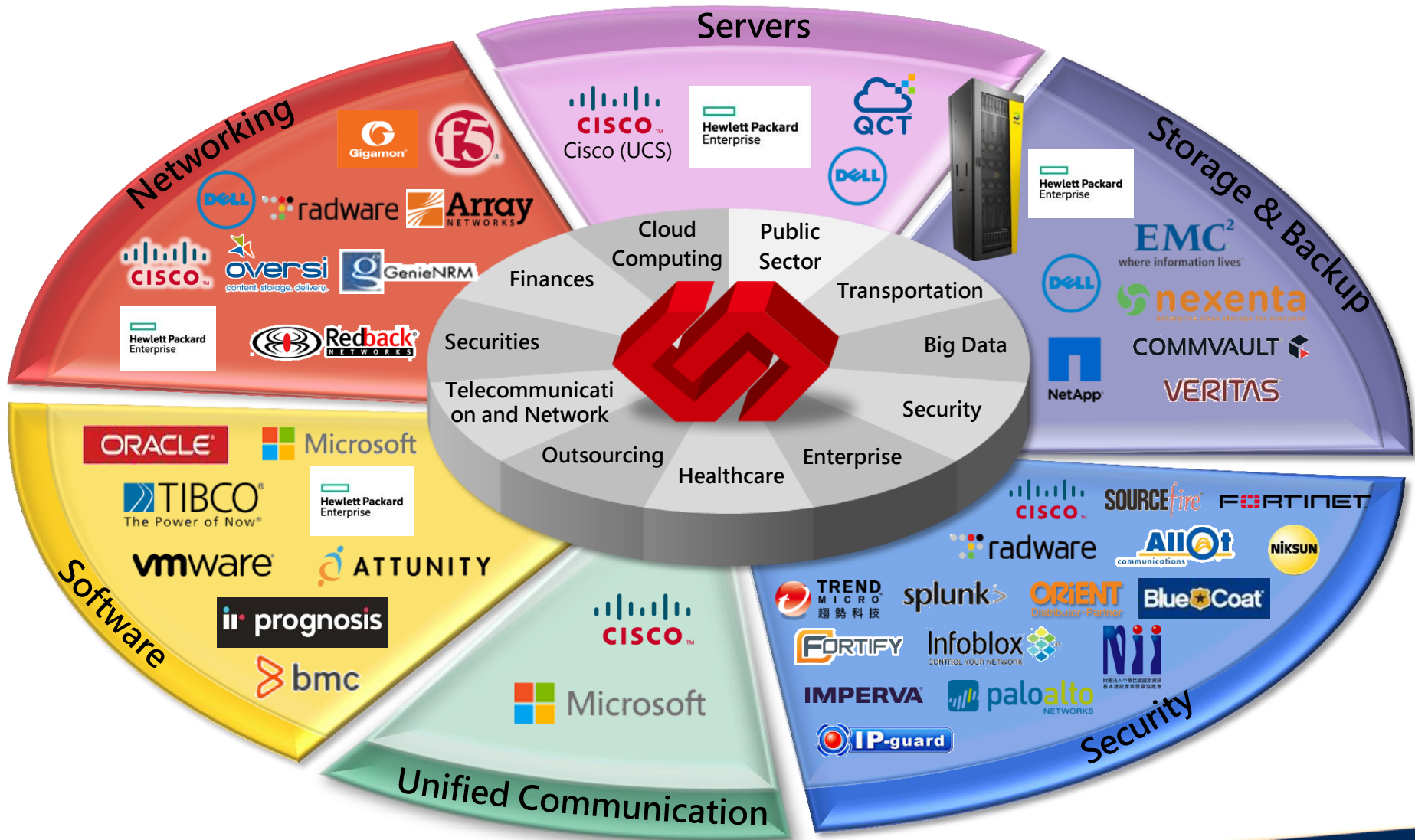


Cloud-based Project Management Tool (CSF)

Capacity utilization applied to software development includes: definition, quantification, optimization to control software development quality and efficiency



Brand Sales and Service



Outline

- About Syscom
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Business Achievements - Finance

- Banking, Securities, Futures, Insurance Core Business Systems
- Payment System
- Wealth Management
- Risk Control & Management
- System Test & Performance Tuning



Business Achievements - Telecom

- IP Core, Network Convergence, Network Access Planning & Construction
- Cloud Data Center Planning & Construction
- Cross-Brand Network Management System
- Integrated Network Management & Monitoring Platform
- Information Security Planning & Design
- Brand Sales & Maintenance Service



Business Achievements - Public Sector

- **Cloud Services**
 - Police Cloud 、 EPA Cloud 、 Food Safety Cloud....
- **Human Resource & Payroll Management System**
- **Information System Outsourcing Services**
- **E-Government Planning, Construction & Maintenance Services**
- **Information Security Architecture Consulting, Planning, and Construction Services**

Business Achievements - Healthcare

- Hospital Information Systems (HIS)
- Dr. Rounds
- Mobile Nursing System
- Health Care System
- Women & Children Health Care Platform



Business Achievements

BALANCE SHEET (Consolidated)

(Unit : NT\$ Thousand)

Item	December 31, 2016	%	December 31, 2015	%
Cash and cash equivalents	465,372	14%	444,036	13%
Notes and accounts receivable	1,236,065	38%	1,177,097	36%
Inventories	282,633	9%	287,068	9%
Investments	138,548	4%	142,266	4%
Property, plant and equipment	530,152	16%	492,333	15%
TOTAL ASSETS	3,248,371	100%	3,315,230	100%
Short term loan	200,669	6%	151,164	5%
Notes and accounts payable	912,447	28%	982,801	30%
TOTAL LIABILITIES	1,509,066	46%	1,571,419	47%
SHAREHOLDERS' EQUITY	1,739,305	54%	1,743,811	53%

Business Achievements

INCOME STATEMENT(Consolidated)

(Unit : NT\$ Thousand)

Item	2016	%	2015	%	YoY
Net Operating Revenues	3,905,581	100%	3,903,721	100%	0.05%
Gross Profit	951,057	24%	948,977	24%	0.22%
Operating Expenses	899,238	23%	884,855	22%	1.63%
Operating Income	51,819	1%	64,122	2%	-19.19%
Net Nonoperating Income and Expenses	17,617	1%	17,142	0%	2.77%
Net Income	62,481	2%	64,882	2%	-3.70%
Net Income Attributable to the Stockholders of the Parent	66,469	2%	65,417	2%	1.61%
EPS(NTD)	0.66		0.65		1.61%

Outline

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- **Outlooks**

Outlooks

- **Quality Persistence**
 - Strengthen existing technical domains
 - Strictly implement SOP to improve and maintain SI project quality
- **Innovative Development**
 - Develop and introduce new technologies including Robots, Virtual Reality, Augmented Reality, 3D Printing, Centralized multi-window video control platform, 360° VR Video, IoT, and Fintech solutions to better service customers

Outlooks (cont.)

- **Develop Smart Operation Platform**
 - Mobile Economy
 - Big Data
 - Cloud Services
- **Build Smart City Infrastructure**
 - Smart Security
 - Smart Transportation
 - Smart Healthcare
- **Intensify SI Technologies for Overseas Markets**
 - Taiwan System Integration Promotion Platform
 - New Southbound Policy

Thank you

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