

# **SYSCOM COMPUTER ENGINEERING CO.**

**Best System Integration Company  
for Business Competitiveness**

**2019.4.2**

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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

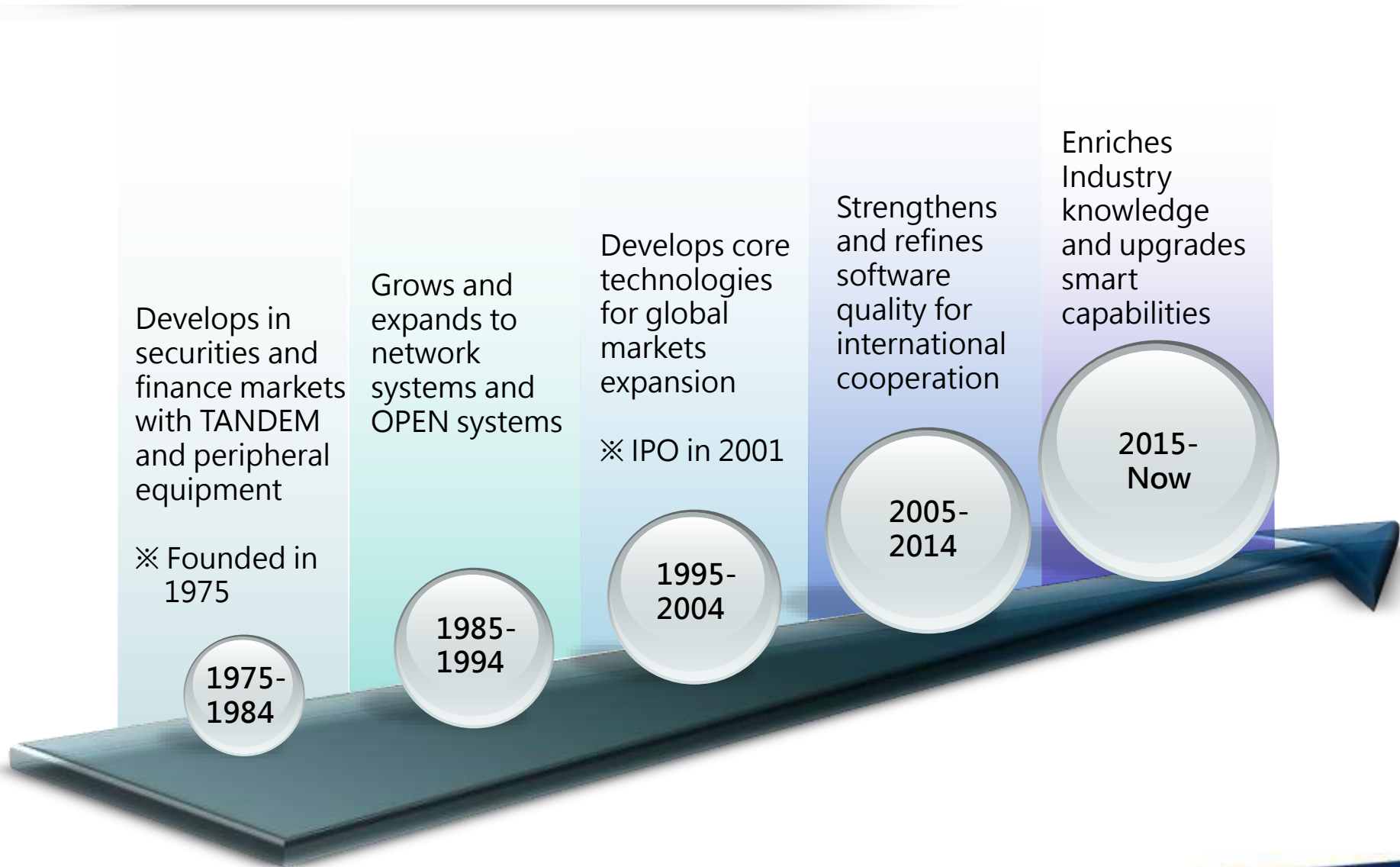
- About Syscom
- Products & Services
- Business Achievements
- Visions

# About Syscom

- **Established** : 1975.7.17
- **IPO** : 2001.5.22
- **Employees** : 1,063 (Dec.2018)
- **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, Education

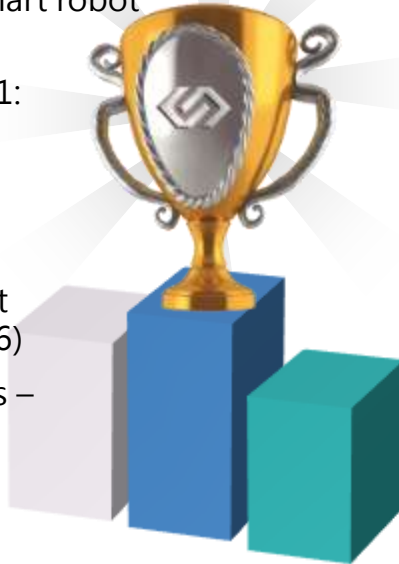


# Milestones



# Achievements and Awards

- SYSCOM wins the 25th Annual National Quality Award - BEST PRACTICE AWARD FOR MANUFACTURING QUALITY
- SYSCOM' s robot Ayuda awarded "System Integration Export Award" by Taiwan Smart City Solution Alliance (2018)
- SYSCOM' s robot Ayuda Wins "2017 Cloud IOT Innovation Champion Award" with its smart robot platform (2017)
- Passes the certification of "ISO/IEC 27001:2013" , ISO/IEC 20000-1:2011 and "CNS 27001:2014" (2017)
- "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)
- Enterprise-wide deployment of PIMS and PIMS BS10012:2009 certification(2012)
- Passes the appraisal of "CMMI-DEV v1.2 Maturity Level 5" (2011)
- Given "Taiwan ICT Best Practice Award" in Asia Pacific ICT Summit (2010)
- SYSCOM is the first Taiwanese company passing the globally top level software quality appraisal "CMMI-Maturity Level 5" (2006)
- Honored with "Best Partner of Information Security" by BSI (2006)
- Passes the certification of "ISO 9001:2000" (2003) and "ISO 9001:1994" (2000)
- Passes the certification of "ISO 9002:1994" (1999) and "ISO 9002" (1996)
- Honored with "Excellent Industry Technology Award" (1998)



# Partners Awards

## CISCO

- The first CISCO dealer in Taiwan (1997)
- Gold Partner for 19 years running (1998-2018)
- Has the largest number of CCIE in Taiwan
- CISCO gives the first place of the Barbarian Award to SYSCOM in the first annual for its special contribution on projects (2012)
- Cisco ATP Certifications :
  - Network Services Orchestrator (the sole in Taiwan)
  - Application Centric Infrastructure

## Hewlett Packard Enterprise

- Platinum Partner
- Obtains Server, Storage, and Services triple gold certification
- Platinum Networking Partner-HPE Aruba(2017)
- Qualified for the Storage Partner Support Program
- The only NonStop Server distributor in Taiwan & the sole authorized service provider in the world
- Awarded with the HPE Security Partner Award

## Microsoft

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

## NetApp

- Gold Partner
- Awarded NetApp HCI Best Sales Partner (2018)

## Fortinet

- The Platinum Partner in Taiwan
- Has the largest number of NSE4 certified engineers in Taiwan
- 2016 sales champion dealer in Asia Pacific region
- Gets 2016 triple awards in Taiwan for sales, technique and service

## TrendMicro

- TrendMicro Global Elite Partner

## Palo Alto Networks

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

## Imperva

- Best Dealer Award in Taiwan
- Has Imperva DAM and WAF technical certificates

## Radware

- Best Partner Award

## BMC

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

## VMware

- Solution Provider Premier Partner
- Has 25 VCP certificates for strong technical support

# 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;  
**HPE** ASE, Master ASE;  
**Microsoft** MCITP, MCTS, MCSE; MCSA;  
**VMware** VCP, VTSP;  
**EMC** EAS, EASE;  
**TrendMicro** TCSE;  
**Fortinet** FCNSA, FCNSP;  
**Palo Alto Networks** PCNSE  
**Imperva** IWSS/IDSS  
**RedHat; IBM; BMC;**  
**Radware, and more**



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# Unified Smart Platform-SYSCOM ABC

Focused on Global IT Trends. ABC stands for three major ICT trends as below.

## **A**pps

### Mobile Mixed Platform

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

## **B**ig Data

Big Data Analysis Service: Helping Police with criminal cases

## **C**loud

### Cloud-based Productivity Control System

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

# Technical Domains

Cloud System Integration Service

Cloud-based Project Management Platform

Brand Sales and Technical Service

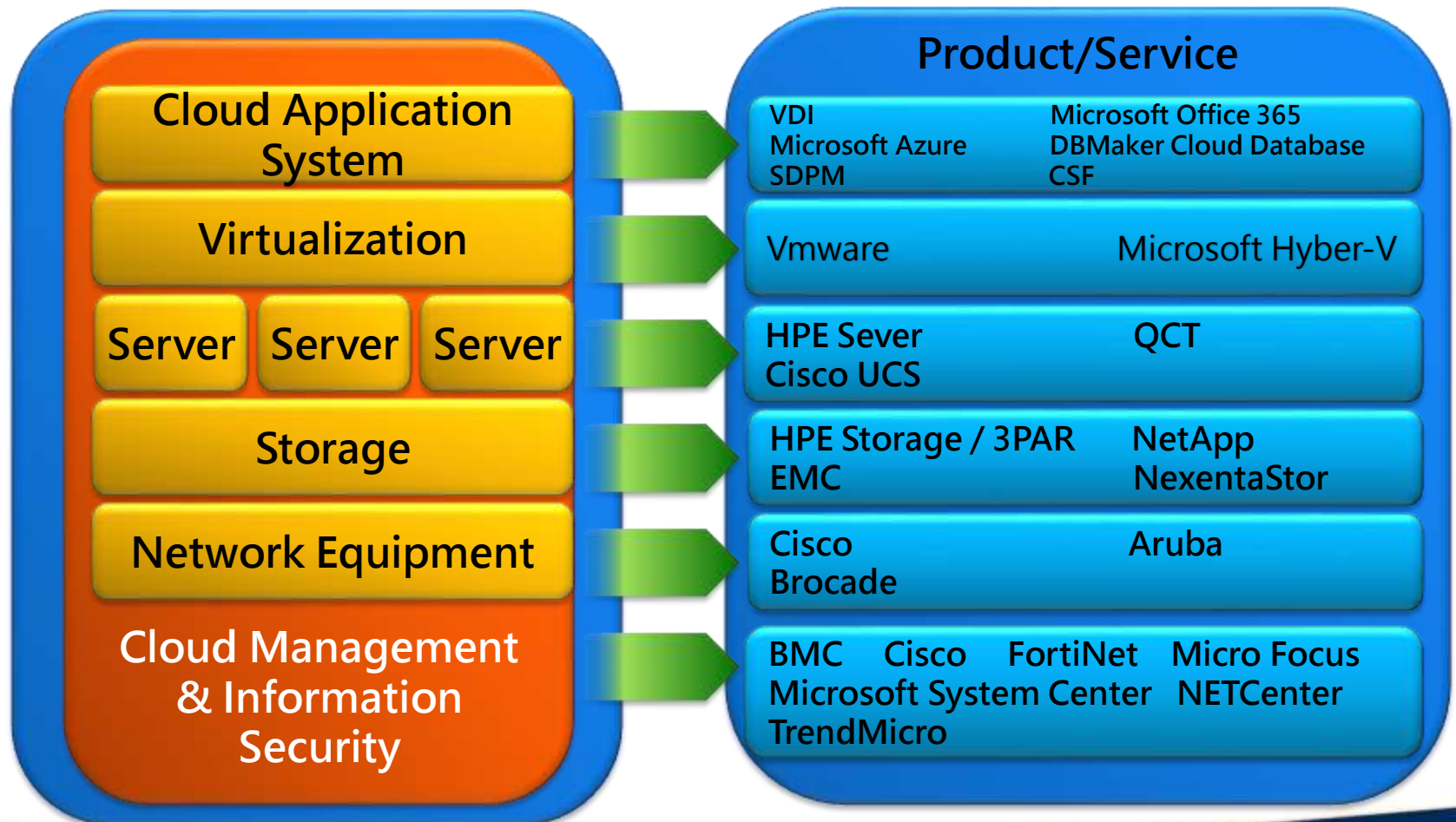
Outsourcing Service

Core Technology R&D

Information Security

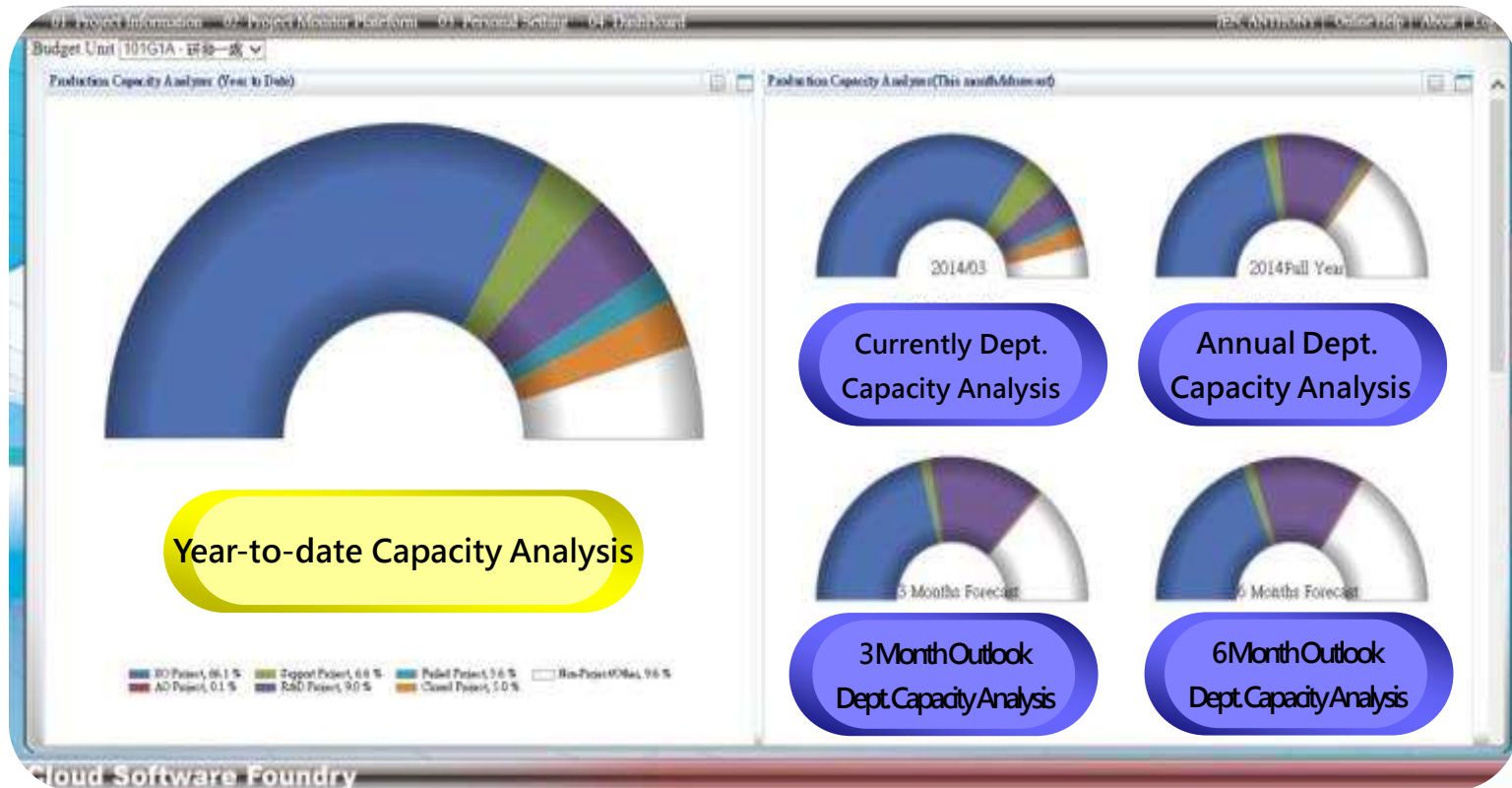
# Cloud System Integration Service

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

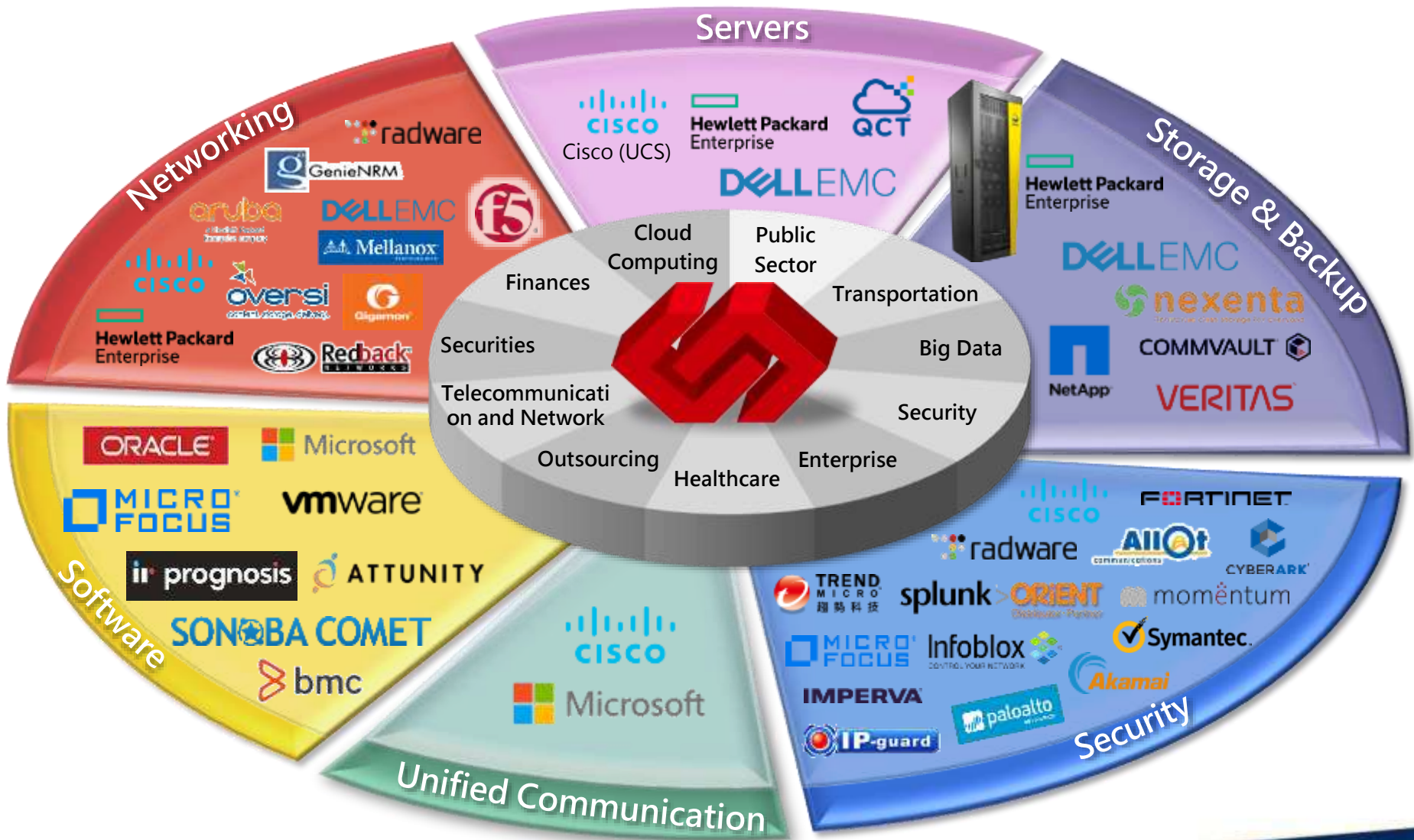


# Cloud-based Project Management Tool (CSF)

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



# Brand Sales and Service



# Outsourcing Service

## Health and Medical Service Network



## National Archive Management System



## National Space Program Office

### Development and Maintenance of the Satellite Ground control system



Image Source: National Space Organization

# Core Technology R&D



- Including: Telecommunications, Network Management, Database Engines, and more.
- Service-based Robot, Ayuda
  - Ayuda is completely MIT, using mobile robot platforms, robot components, voice recognition, voice chat communications, automatic maps and navigation learning, video conferencing, and provides many more functions which integrate with legacy systems.
  - Domains :  
Financial 、 Public Sector 、 Healthcare 、 Education 、 Shopping Center

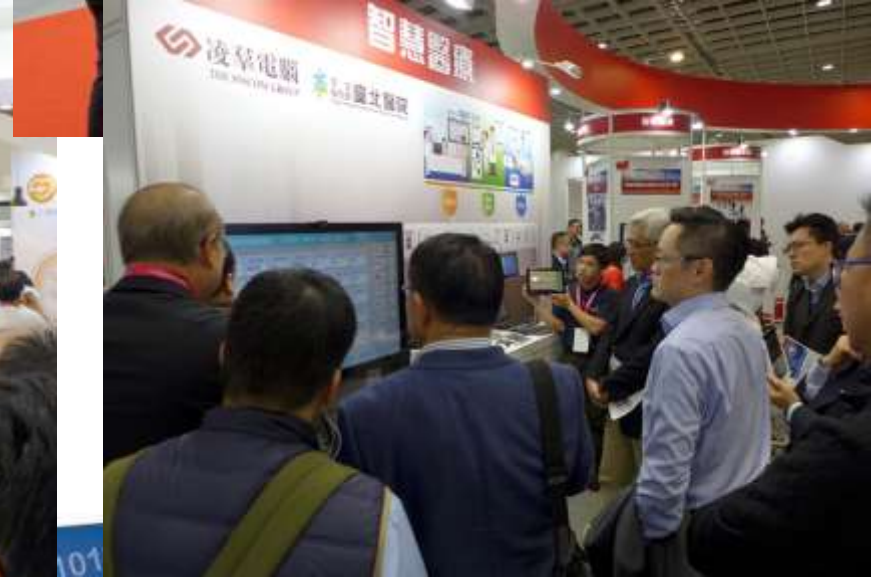
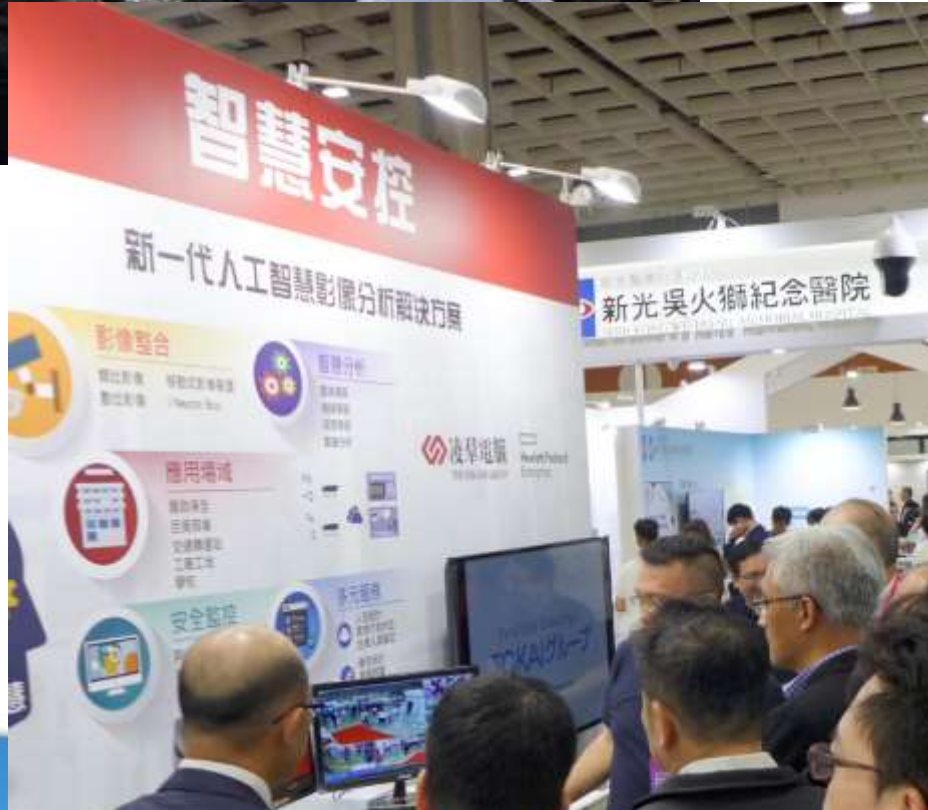


# The 25th Annual National Quality Award



2018 - SYSCOM wins “The 25th Annual National Quality Award - BEST PRACTICE AWARD FOR MANUFACTURING QUALITY” with its unparalleled software development quality.

# Marketing- 2019 Smart City EXPO



# Information Security



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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
- Service-based Robot, Ayuda
- Smart & Integrated Information Security Service Platform



# 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**
  - Interior Cloud, Police Cloud, EPA Cloud, Food Safety Cloud....
- **Service-based Robot, Ayuda**
- **Solutions for Smart City**
  - Smart Transportation, Smart Security, Smart Power, Smart Healthcare
- **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)
- Women & Children Health Mobile Nursing System
- Health Care System
- Smart Wards
- Dr. Rounds
- Care Platform
- Service-based Robot, Ayuda





# Business Achievements

## BALANCE SHEET HIGHLIGHTS (Consolidated)

(Unit : NT\$ Thousand)

Item	December 31, 2018	%	December 31, 2017	%
Cash and cash equivalents	537,503	16%	368,566	10%
Contract assets-current	267,663	8%	-	-
Notes and accounts receivable	904,579	27%	1,424,212	39%
Inventories	338,690	10%	346,813	10%
Investments	131,573	4%	139,655	4%
Property, plant and equipment	452,249	14%	495,372	14%
<b>TOTAL ASSETS</b>	<b>3,338,658</b>	<b>100%</b>	<b>3,618,735</b>	<b>100%</b>
Short term loan	122,626	4%	311,574	9%
Notes and accounts payable	926,199	28%	1,013,915	28%
<b>TOTAL LIABILITIES</b>	<b>1,582,273</b>	<b>47%</b>	<b>1,858,171</b>	<b>51%</b>
<b>SHAREHOLDERS' EQUITY</b>	<b>1,756,385</b>	<b>53%</b>	<b>1,760,564</b>	<b>49%</b>

# Business Achievements

## INCOME STATEMENT(Consolidated)

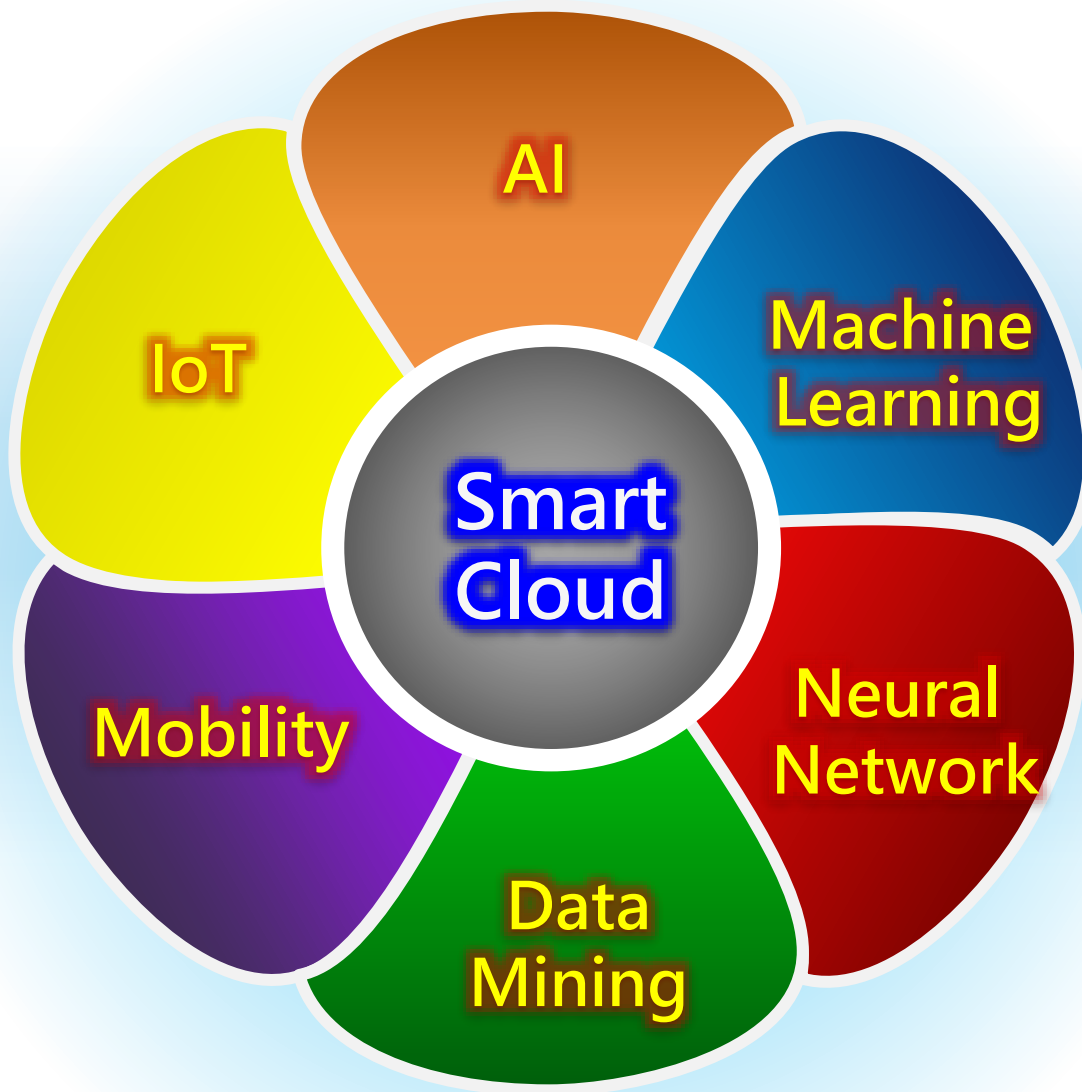
(Unit : NT\$ Thousand)

Item	2018	%	2017	%	YoY
<b>Net Operating Revenues</b>	<b>4,726,730</b>	<b>100%</b>	<b>4,803,074</b>	<b>100%</b>	<b>-1.59%</b>
Gross Profit	1,110,131	23%	1,071,109	22%	3.64%
Operating Expenses	1,073,540	23%	1,009,688	21%	6.32%
Operating Income	36,591	1%	61,421	1%	-40.43%
Net Nonoperating Income and Expenses	44,662	1%	49,455	1%	-9.69%
Net Income	60,231	1%	86,976	2%	-30.75%
<b>Net Income Attributable to the Stockholders of the Parent</b>	<b>62,912</b>	<b>1%</b>	<b>91,028</b>	<b>2%</b>	<b>-30.89%</b>
<b>EPS(NTD)</b>	<b>0.63</b>		<b>0.91</b>		<b>-30.89%</b>

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# Powerful Integration Ability for Future Trend



- Technologies
- Integration
- Innovation

# Future Development

- Develop “Smart SYSCOM” applications to showcase system integration abilities
- Develop “Smart operation platform” to maximize information value for customers
- Combine multiple applications for integrated information security service
- Expand international cooperation and extend to overseas markets with software development abilities

win



win

# Thank you

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[www.syscom.com.tw](http://www.syscom.com.tw)



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