



FORTUNE
華經資訊

Fortune Information Systems Corp.

2023 1st Investor Conference

Stock symbol : 2468

INTEGRITY · INNOVATION · SERVICE

Speaker

Candy Tang
General Manager

Max Yang
General Manager

Date

2023/12/27



Disclaimer

This presentation may contain statements of future prospects. The statement is based on the expectation of the present situation, but at the same time is limited by the known or unknown risks or uncertainties. Therefore, the actual results may be different from the content of the statement.

Except as required by laws, the company is not obliged to voluntarily update its presentation of the future outlook in the light of new information or future events.

There are variety of factors which may influence statements or contents been drafted within this presentation, therefore we strongly recommend audience to refer to the information published on MOPS website in case any adjustment has been made.

AGENDA

1. Company Overview
2. Financial Information
3. Operational Overview
4. Operational Performance
5. Industry Trends
6. Continuation and Growth Strategies
7. Q&A

Company Overview

- Candy Tang, General Manager

Company Overview

About Us

1977 Established
2001 IPO

Paid-up capital
NT\$690 million

Industry category
Information Service
Industry

Operational Locations

Headquarters: Taipei
Branch Offices:

- Taoyuan
- Hsinchu
- Taichung
- Kaohsiung

Overseas Subsidiary

- Hong Kong

Number of Employees
Approximately 370

Technical Staff: Approximately 60%

- With the core technical capabilities of each original dealer, the technical team can fully support the construction, development and maintenance of various software and hardware services.
- **ISO27001 Certification**
- First passed in 2020. In 2022, expanded to branch and logistics services, enhancing our capacity in cybersecurity services.

**Commenced buying and selling of
information equipment**

- Become the first IBM reseller.
- Mainly sell computer equipment, printers and consumables.

● **1977**

1993

● **Increase software value-added services**

- Introduce the “exceed” warehousing management system and promote the logistics warehousing management system related business.

Stock Market Listing

● **2001**

2013

Strengthen IT integration capabilities

Develop IT automation management & monitoring management mechanism.

- Cooperate with EMC and VMWARE to obtain Partner qualification.
- Establish a technical service department to develop core technical capabilities.

Develop CMP cloud platform management solutions.

2017

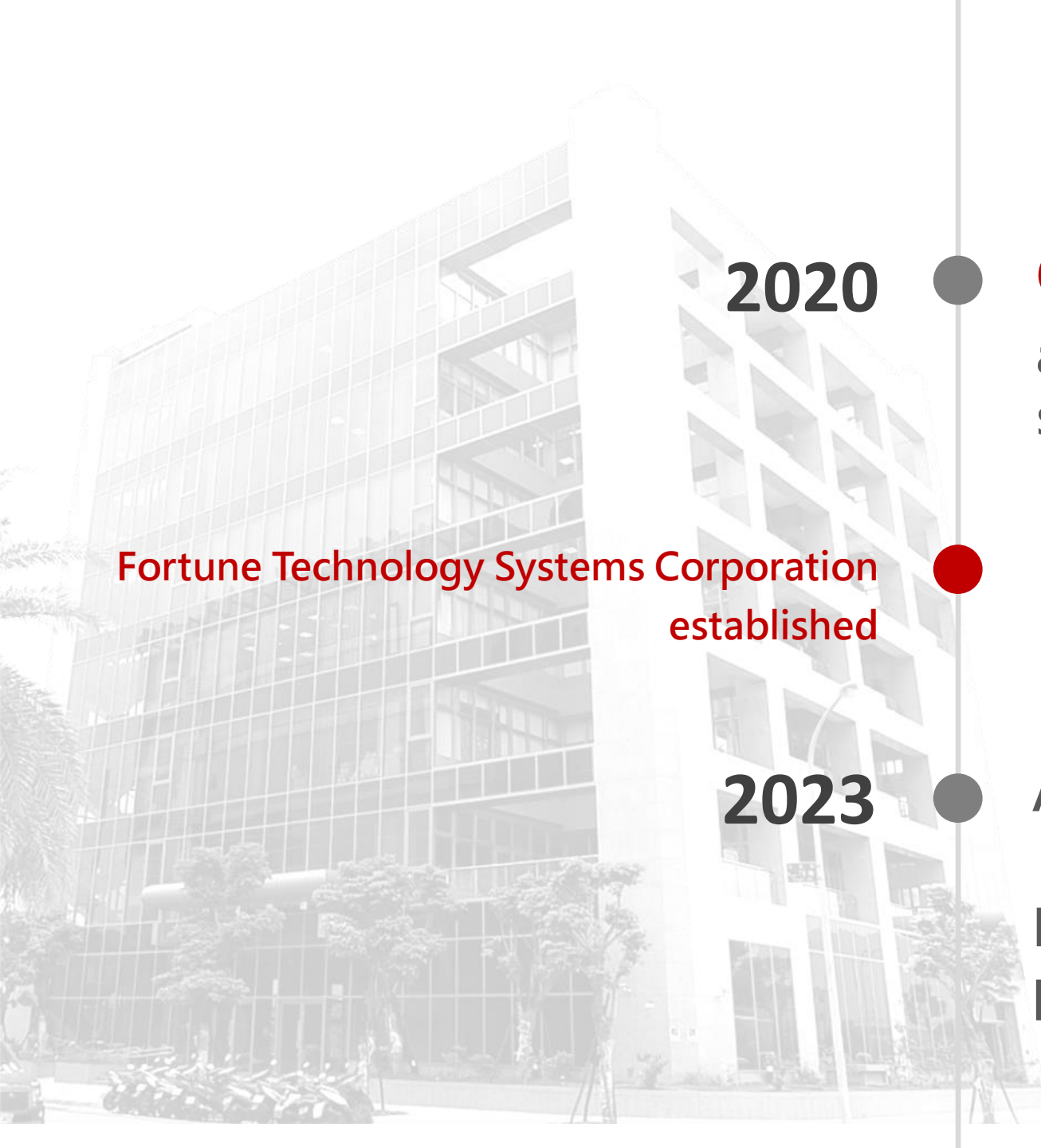
Establishment of the Chunghwa Post iBox Project

2019

Develop AIoT smart cabinet

Become Dell EMC Platinum Partner

2020



**Fortune Technology Systems Corporation
established**

2020

● **Obtained ISO27001 certification.**
and progressively expanded the
scope of verification each year.

● **2021**

2023

● Awarded the Annual
'Best Cloud Platform Technology
Integration Award'
by VMware.



Financial Information



Consolidated Balance
Sheet

Consolidated Income
Statements

Profit and Loss
Comparison

Financial Ratio
Analysis

Revenue Share in the
First Half of 2023

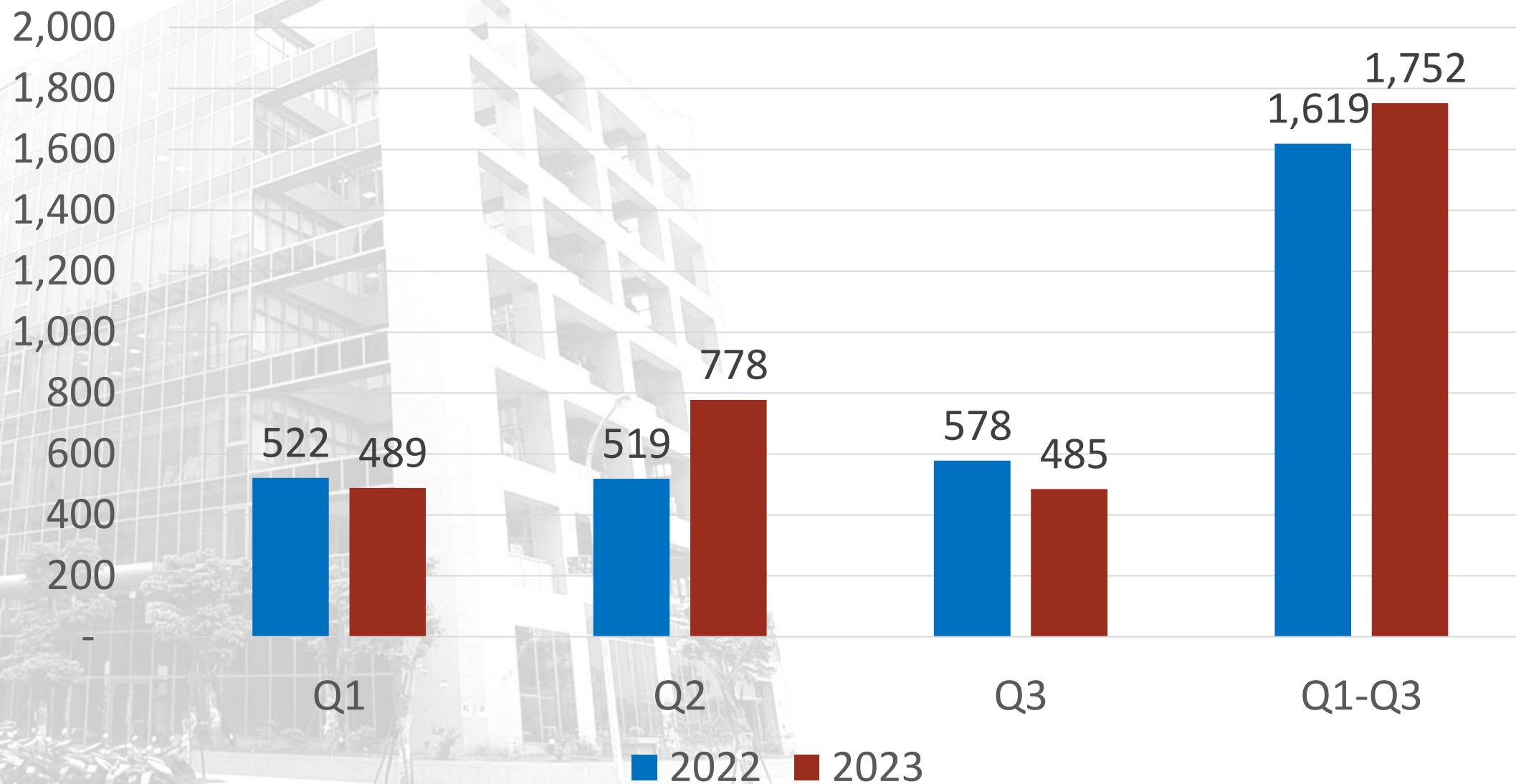
Unit: NTD in Millions

Item	2023.09.30		2022.12.31		2022.09.30	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	199	10%	304	14%	341	15%
Contract assets	534	25%	636	30%	604	27%
Accounts receivable	406	19%	383	18%	378	17%
Inventories	360	17%	204	9%	232	10%
Other current assets	114	5%	128	6%	195	9%
Property, plant and equipment	236	11%	236	11%	300	13%
Other non-current assets	270	13%	267	12%	203	9%
TOTAL ASSETS	2,119	100%	2,158	100%	2,253	100%
Short-term loans	40	2%	165	8%	223	10%
Short-term notes and bills payable	50	2%	60	3%	150	7%
Accounts payable	521	25%	442	20%	422	19%
Other liability	294	14%	293	13%	283	12%
TOTAL LIABILITIES	905	43%	960	44%	1,078	48%
TOTAL EQUITY	1,214	57%	1,198	56%	1,175	52%

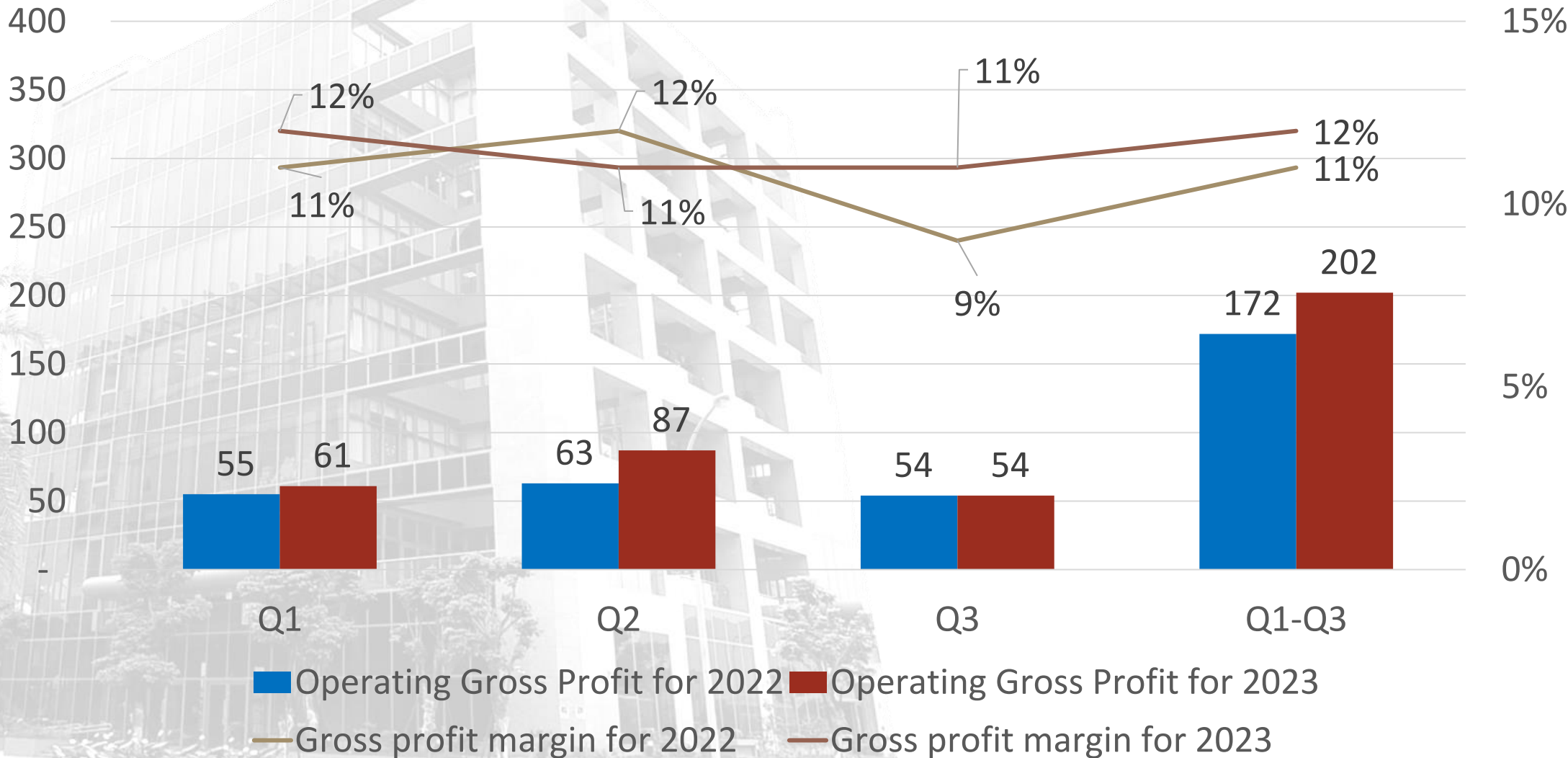
Unit: NTD in Millions

Item	2023 01.01-09.30		2022 01.01-09.30		Difference	
	Amount	%	Amount	%	Amount	Growth Rate
Operating revenue	1,752	100%	1,619	100%	133	8%
Operating costs	1,550	88%	1,447	89%	103	7%
Gross profit	202	12%	172	11%	30	17%
Operating expenses	139	8%	132	8%	7	5%
Operating income	63	4%	40	3%	23	58%
Non-operating income and expenses	7	0%	17	1%	(10)	-59%
Income before income tax	70	4%	57	4%	13	23%
Income tax expense	15	1%	11	1%	4	36%
Net Income to Shareholders of the Parent Company	55	3%	46	3%	9	20%
EPS(NT Dollar)	0.78		0.66		0.12	18%

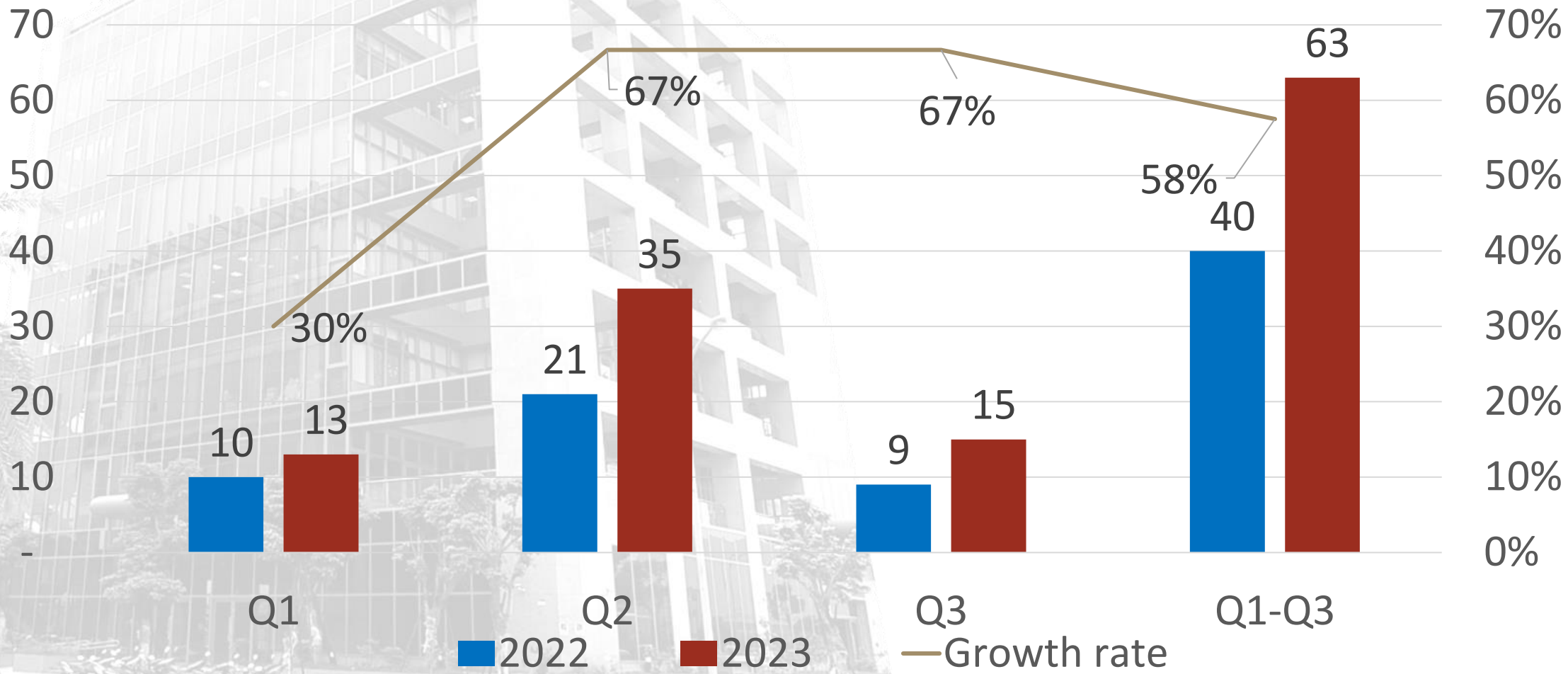
Unit: NTD in Millions



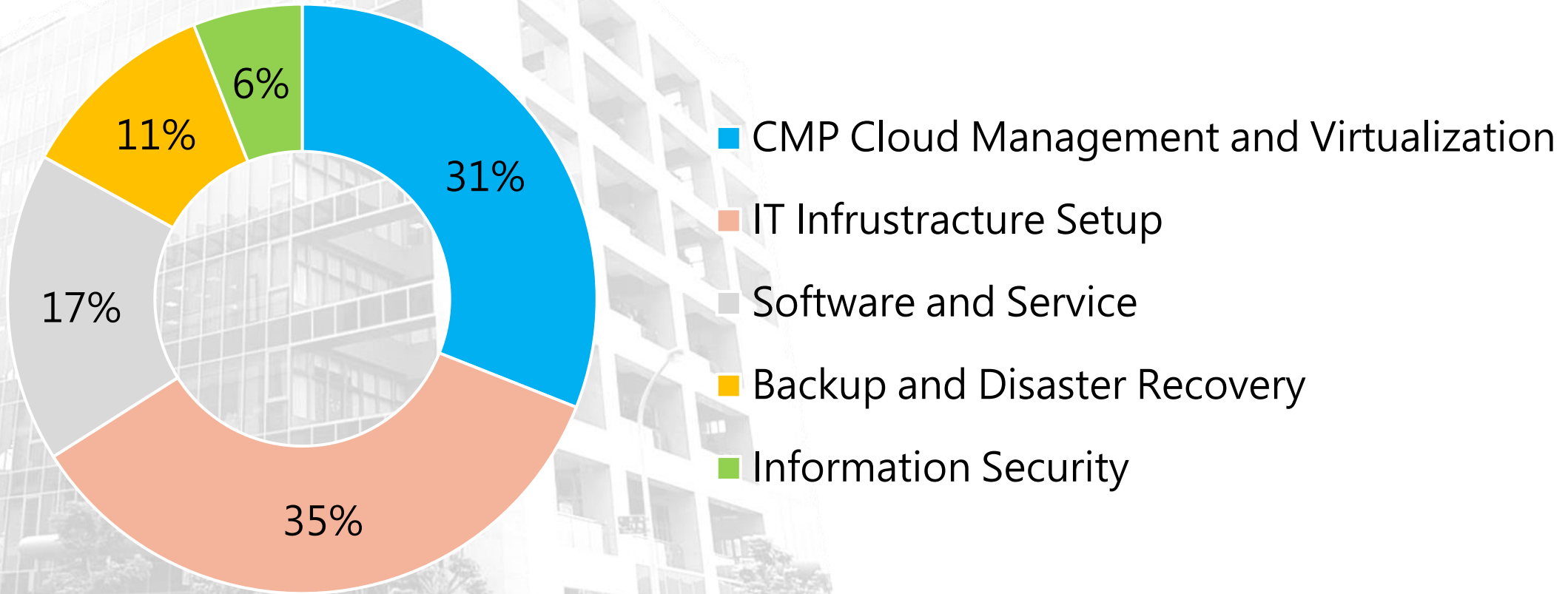
Unit: NTD in Millions



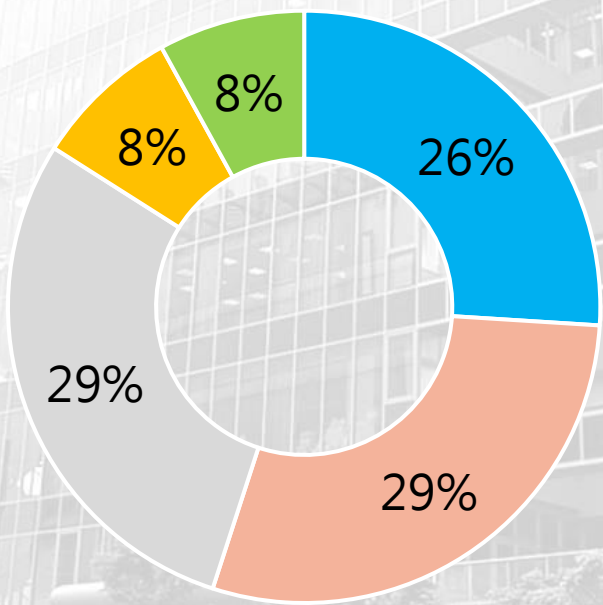
Unit: NTD in Millions



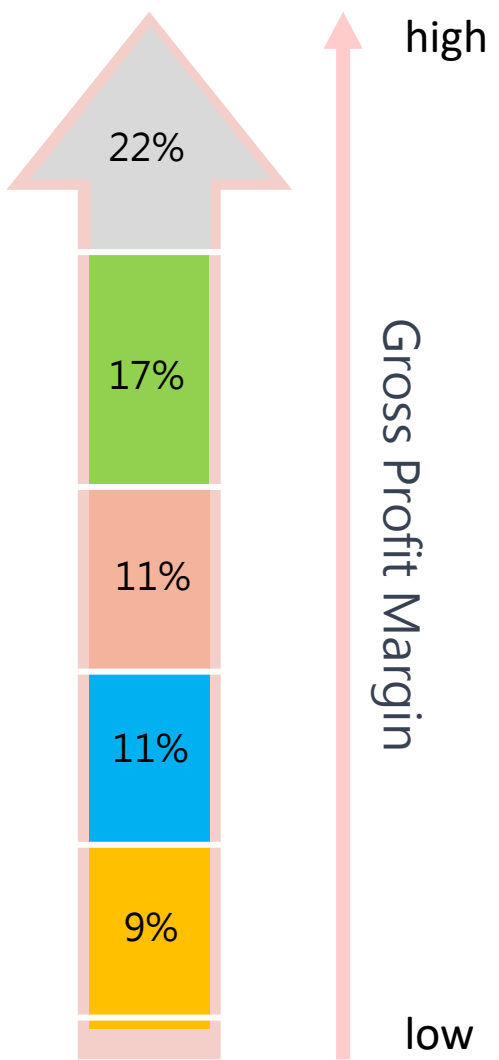
Item	2023.09.30	2022.12.31	2022.09.30
Current Ratio	179%	173%	165%
Quick Ratio	132%	146%	133%
Debts ratio	43%	44%	48%
Accounts receivable turnover days	62	58	61
Inventory turnover days	68	42	48
ROE	6.0%	5.3%	5.2%



Gross Profit Analysis for Q1-Q3, 2023



- CMP Cloud Management and Virtualization
- IT Infrastructure Setup
- Software and Service
- Backup and Disaster Recovery
- Information Security



Operational Overview

- Max Yang, General Manager

Co-General Managers

Candy Tang, Max Yang

Business Development Center

- Sales
- Business Development
- Strategic Alliances

Product and Marketing Center

- Product Marketing Management
- OEM Collaboration
- Online and Offline Marketing
- Website Maintenance

Technology Center

- Solution Design
- Contract Fulfillment
- Technical Services
- Maintenance
- Hardware Training

Software Center

- Software Development
- Customization
- Localization
- Maintenance Updates
- Software Training

Management Center

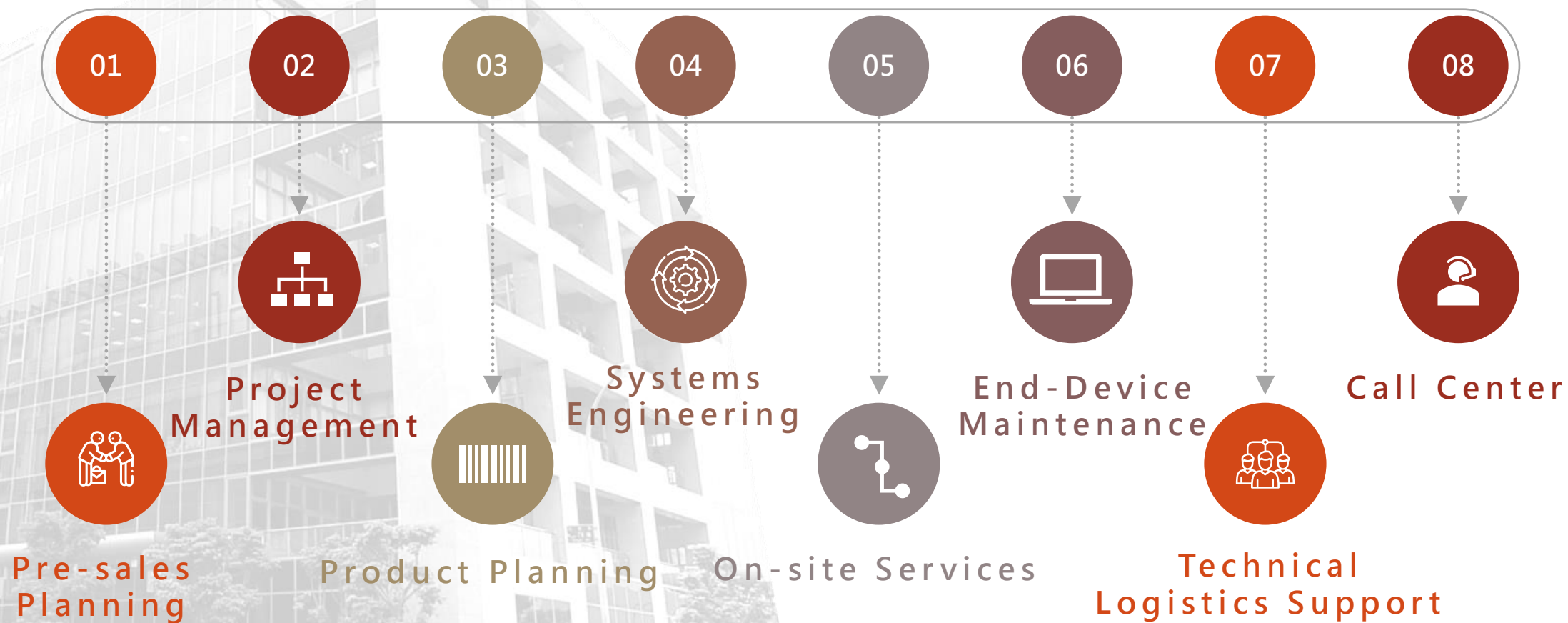
- Listing Compliance
- Financial Operations
- Human Resources and Legal Affairs
- Asset Management
- General Affairs

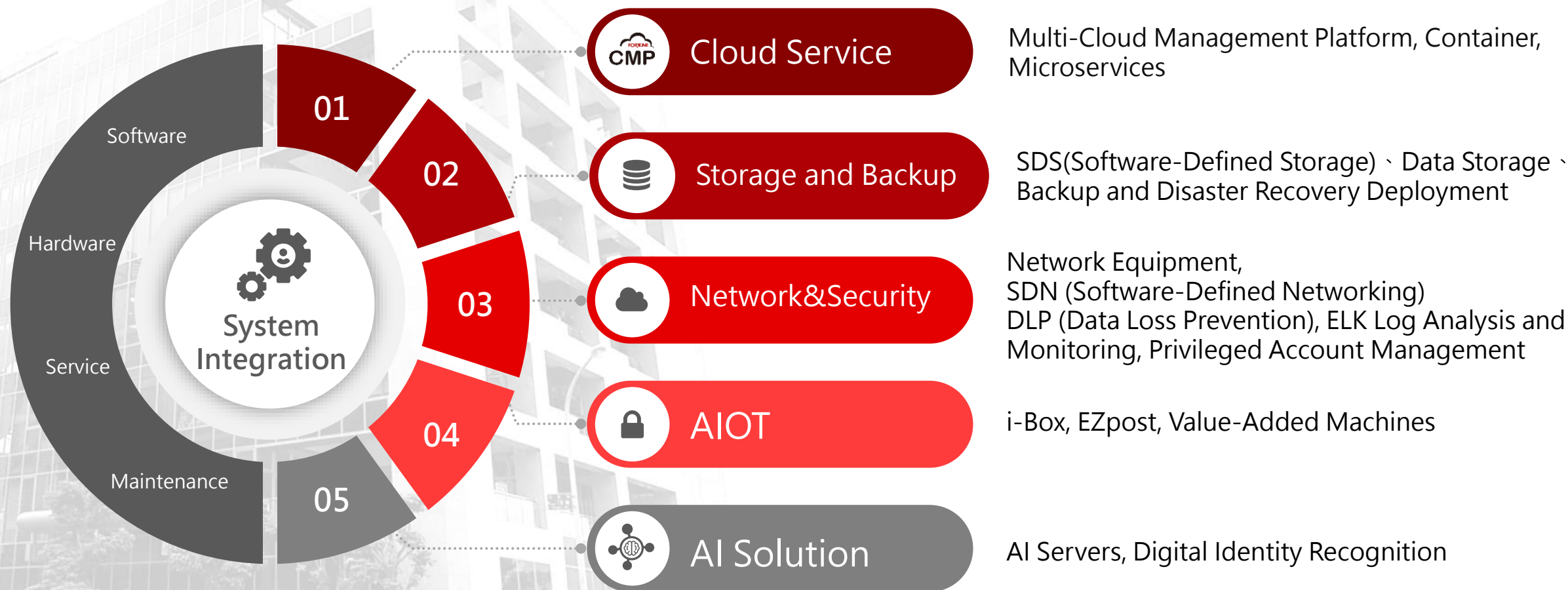
Sales and Business Development

Contract and Business Execution

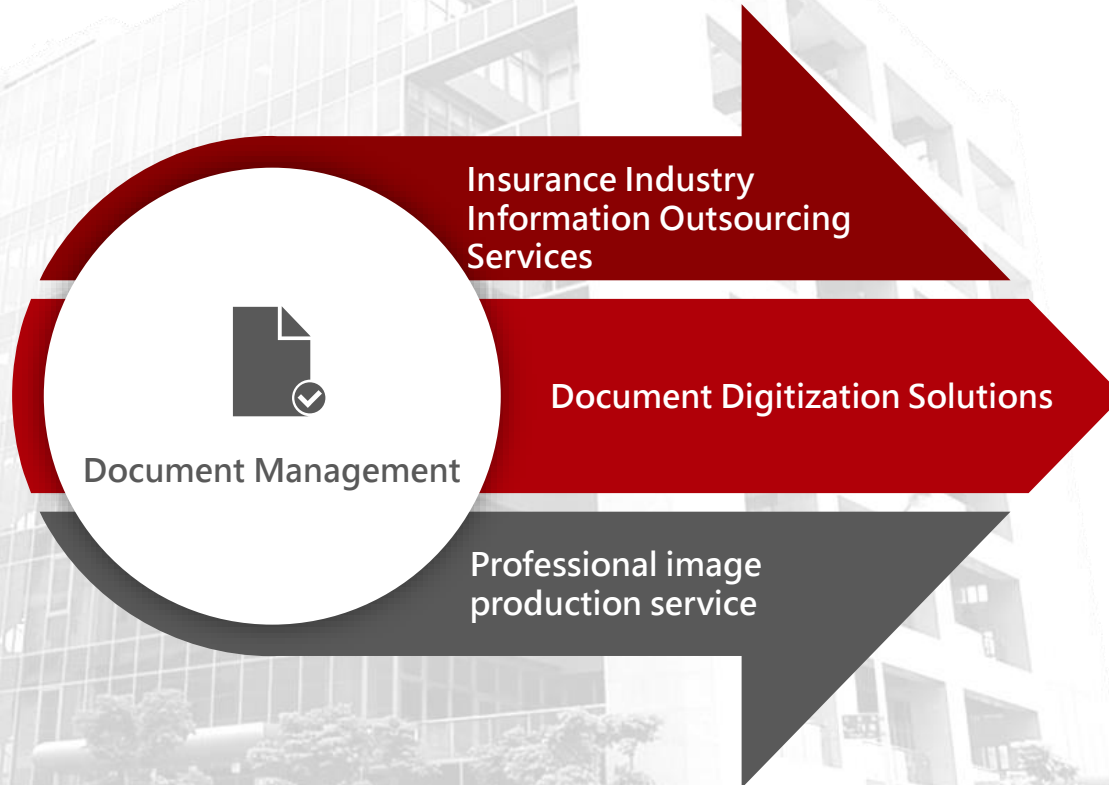
Logistics Resource Governance

Company Overview | Technology Center





Operational Overview

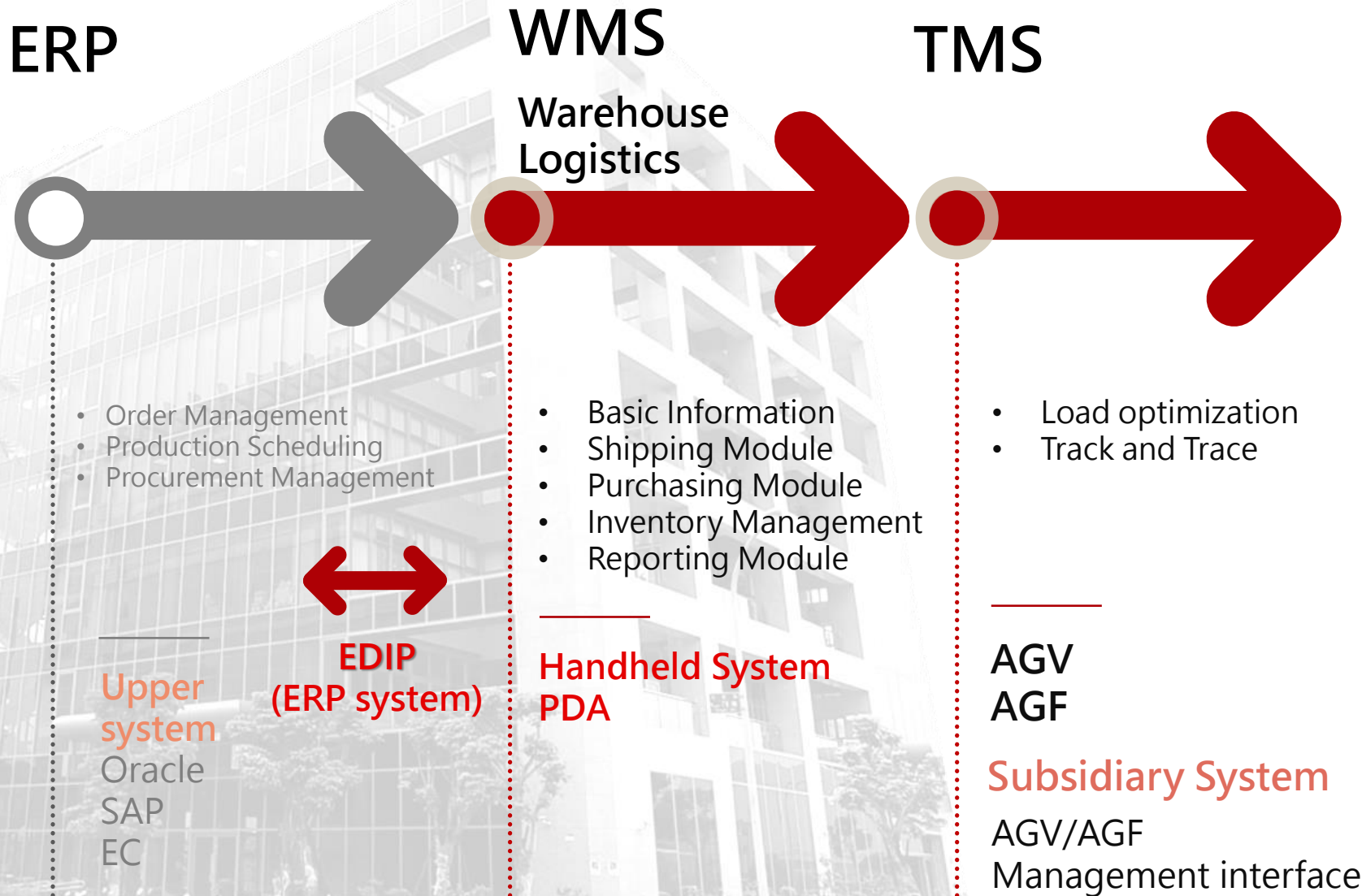


- We offer a comprehensive Information Management System tailored for the insurance industry, along with peripheral systems, sales education and training, and consulting services.



- DOC.M represents over two decades of Fortune's expertise in document digitization and hardware-software integration. It is a comprehensive document management solution developed by integrating the practical applications.
- With a history of participation in numerous government agency document management projects, we have built a strong reputation over the past two decades and earned the trust of many clients.

Operational Overview



Smart Logistics

- Research and Development of Smart Pathways
- Enhancing Dynamic Warehouse Management
- Optimizing Smart Storage Locations



Integrating End-User Devices

- Forklifts and Stackers
- PDA (Personal Digital Assistant)
- Automated Storage Machines

Business Scope

Brand Sales and Service

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Hardware Sales



Storage Backup System



Business Scope

Brand Sales and Service

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Internet Information Security



Cloud management platform



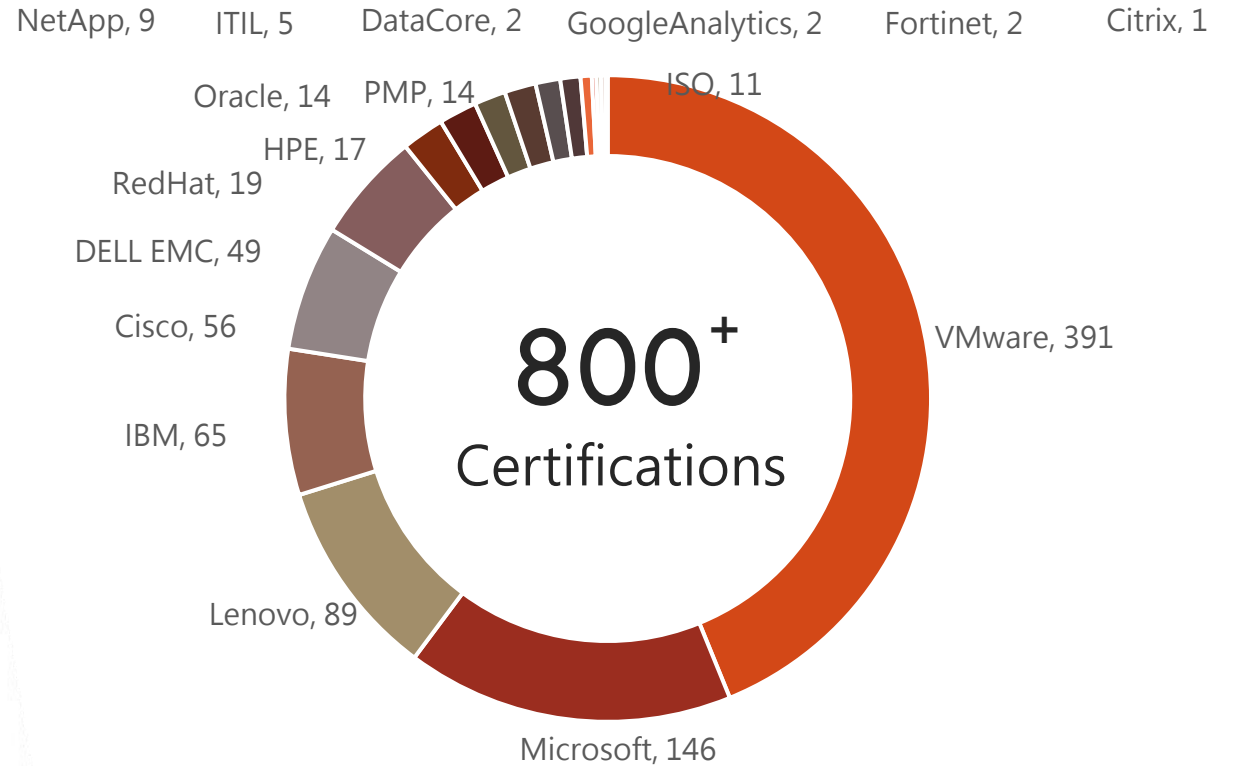
Software Application



原廠	合作夥伴資格
Dell Technologies	Titanium Partner
VMware	Principal Level
HPE	Gold Partner
HPI	Gold Partner
NetApp	Gold Partner
Veeam	Gold Partner
IBM	Gold Partner
Forcepoint	Titanium Partner
Microsoft	Gold Partner
Acer	Gold Partner
Lenovo	ASP (Authorized Service Provider)
Oracle	OPN Partner (Oracle Partner Network)
Google	Partner Level
Cisco	Registered Partner



Fortune collaborates closely with multiple international leaders, benefiting from their outstanding technological and marketing support. This enables us to provide customers with top-notch professional services.



Technical service team possesses core technical capabilities in various OEM systems, enabling full support in the setup, development of software and hardware services, and maintenance.

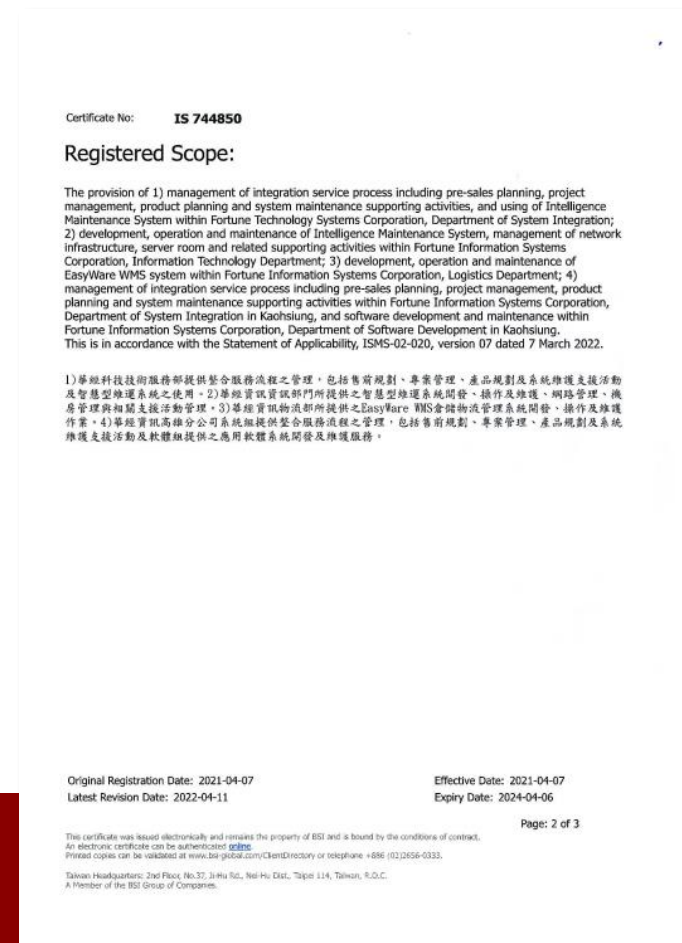
bsi. BSI ISO /IEC 27001

Imported Information Security Management System (ISMS) and passed BSI ISO/IEC 27001 third-party verification.



PMP , Project Management Professional Certification

We have a team of professionals with expertise in various fields, most of whom possess knowledge aligned with international standards.





Operational Performance

Cloud Platform and Virtualization Construction



Storage Backup System Construction



Operational Overview

The Wins

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Application Virtual Platform Construction Backup and Redundancy Infrastructure



Related Application System Setup Services



Banking

- 票交所ACH系統第二異地備援採購案
- 國泰世華伺服器年度統購案
- 聯徵中心核心系統儲域網路軟硬體汰舊換新案
- 國泰世華VMware虛擬化軟體採購案
- 行動網銀暨海外網銀異地備援環境建置案
- 合作金庫電子商務系統伺服器汰換案
- 台灣企銀CyberArk提升案
- 台灣企銀AML資料儲存擴充案
- 台灣企銀開放式系統備份擴充案
- Forcepoint購置案
- 中華郵政智能櫃購置採購案
- 國泰世華市場風險管理系統升級硬體設備採購案

Government

- 國網中心民生物聯網雲端建置採購案
- DNS網路安全升級案
- 端點資訊安全防護升級案
- 國網混合雲 B 標任務型導向 (Mission-critical)強韌雲端研究服務場域驗證
- 特定業務區域網路作業環境升級建置案
- 防毒軟體授權採購
- 微軟支援服務及軟體授權採購案
- 主機磁碟機汰舊換新案
- 連外區域網路作業環境升級建置案
- 伺服器等軟硬體採購案
- 區域網路作業環境軟硬體汰換案
- 點陣式印表機採購案
- 通信前置處理機汰換案
- VxRail採購案
- 伺服器及儲存設備採購案
- 論文比對系統主機採購案

Others

- 台灣運彩VMware軟體採購案
- 台灣運彩DELL設備採購
- 台灣運彩備份備援採購案
- AD網域及虛擬化平台建置採購案
- RFID 倉儲管理系統
- RFID + Barcode 整合倉儲管理系統
- WMS倉儲管理系統
- TMS 運輸管理系統
- 端點防毒導入
- 病歷倉儲系統
- 雲平台伺服器儲存設備整合擴充案
- 腎臟科大數據平台整合案
- 全院工作站汰換案
- 護理站端末設備整合案
- 胸腔部儲存設備建置案
- 重粒子加速器週邊系統建置案
- 直線加速器系統建置案



Industry Trends

Top Strategic Technology Trends 2024

1 AI Trust, Risk
and Security
Management

2 Continuous
Threat Exposure
Management

3 Sustainable
Technology

4 Platform
Engineering

5 AI-Augmented
Development

6 Industry Cloud
Platforms

7 Intelligent
Applications

8 Democratized
Generative AI

9 Augmented
Connected
Workforce

10 Machine Customers

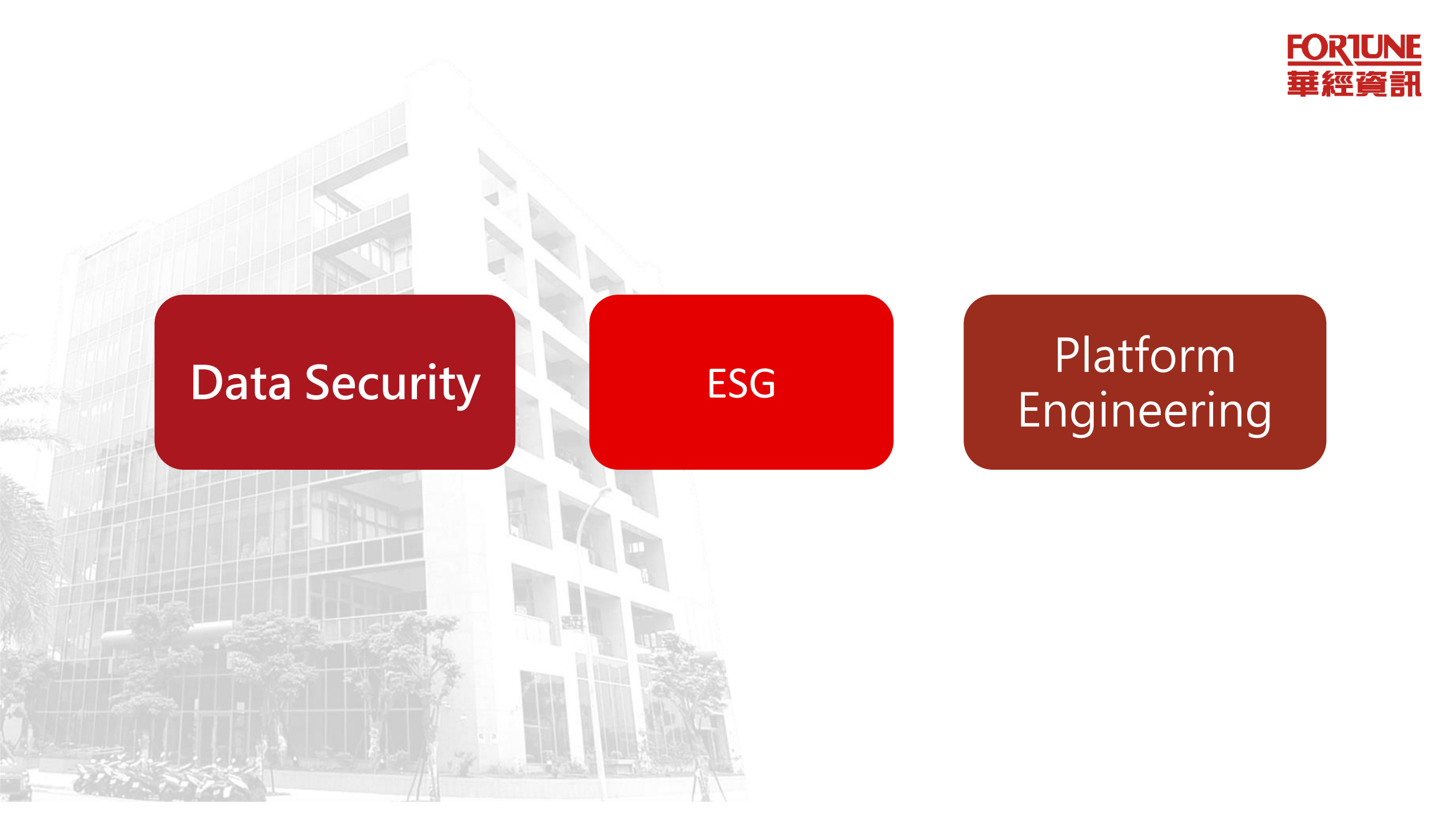
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Gartner

2023, October 16
Gartner Report



Continuation & Growth Strategies



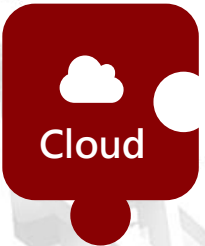
Data Security

ESG

**Platform
Engineering**

Cloud Solutions and Innovation

- Enhancing the Flexibility and Performance of Cloud Solutions to Meet the Growing Demands of Customers for Virtualization, Elastic Deployment, and Data Security.



Cloud



Security

Information Security/Zero Trust

- Providing customers with Information Security Zero Trust solutions to achieve a comprehensive security network and enhance customer trust.
- TIOBE Software Quality Testing.

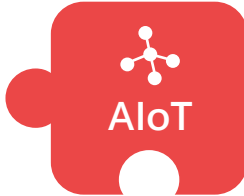


ESG

- Carbon Tracking Platform, ezGHG Corporate Carbon Management Service Platform
- integrates with smart energy management to enhance process energy efficiency, achieving energy savings and carbon reduction for sustainable operations.



ESG



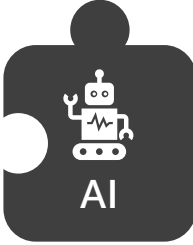
AIoT

i-Box & Shopee Smart Cabinet

- Advancing further into the AIoT (Artificial Intelligence of Things) domain, expanding EZPOST, and creating Smart Cabinet solutions.

AI Application

- Enhancing the development of AI infrastructure layer solutions (GPU Server) to meet the growing AI workloads.
 - Authme digital identity recognition.
- The team is also concurrently searching for suitable AI applications.



AI

Q&A

**THANK
YOU**