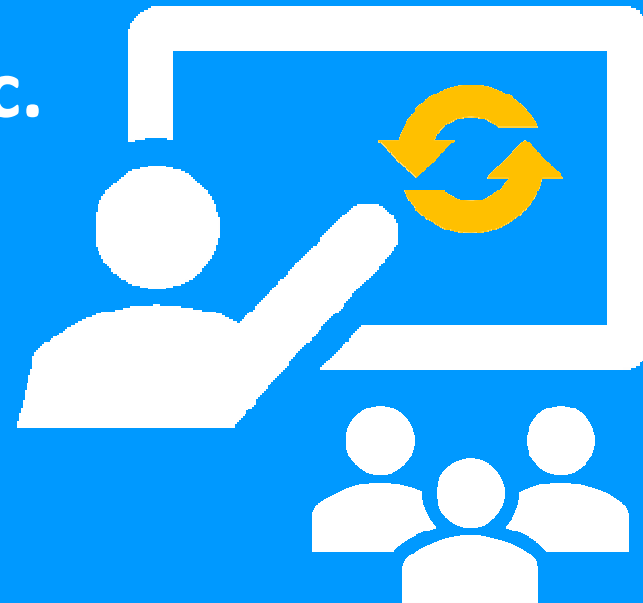




Infortrend Technology, Inc.

Investor Conference

2018



Disclaimer

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Future prospects in this presentation reflect what the Company currently expects. The Company is not responsible for any notices or updates when these expectations are changed or revised in the future.

Income Statement as of last Quarter

Unit: one million NT dollars, earnings per share is one NT dollar

	1~3Q'18		1~3Q'17		YoY	3Q'18		2Q'18		QoQ
	Amount	%	Amount	%	%	Amount	%	Amount	%	%
Operating revenue	939	100	1,194	100	-21.36	299	100	340	100	-12.06
Operating costs	565	60	668	56	-15.42	183	61	203	60	-9.85
Gross profit	374	40	526	44	-28.90	116	39	137	40	-15.33
Operating expenses	418	44	466	39	-10.30	152	51	136	40	11.76
Operating profit	-44	-4	60	5	Loss	-36	-12	1	0	Loss
Non-operating income and expenses	59	6	-3	0	profit	22	7	55	16	-60.00
Earnings before taxes	15	2	57	5	-73.68	-14	-5	56	16	Loss
Net income	11	2	42	4	-73.81	-11	-4	45	13	Loss
Earnings per share (NT\$)	0.04		0.15			-0.04		0.16		

Leading Storage System Provider



Complete Hard and Software R&D Teams

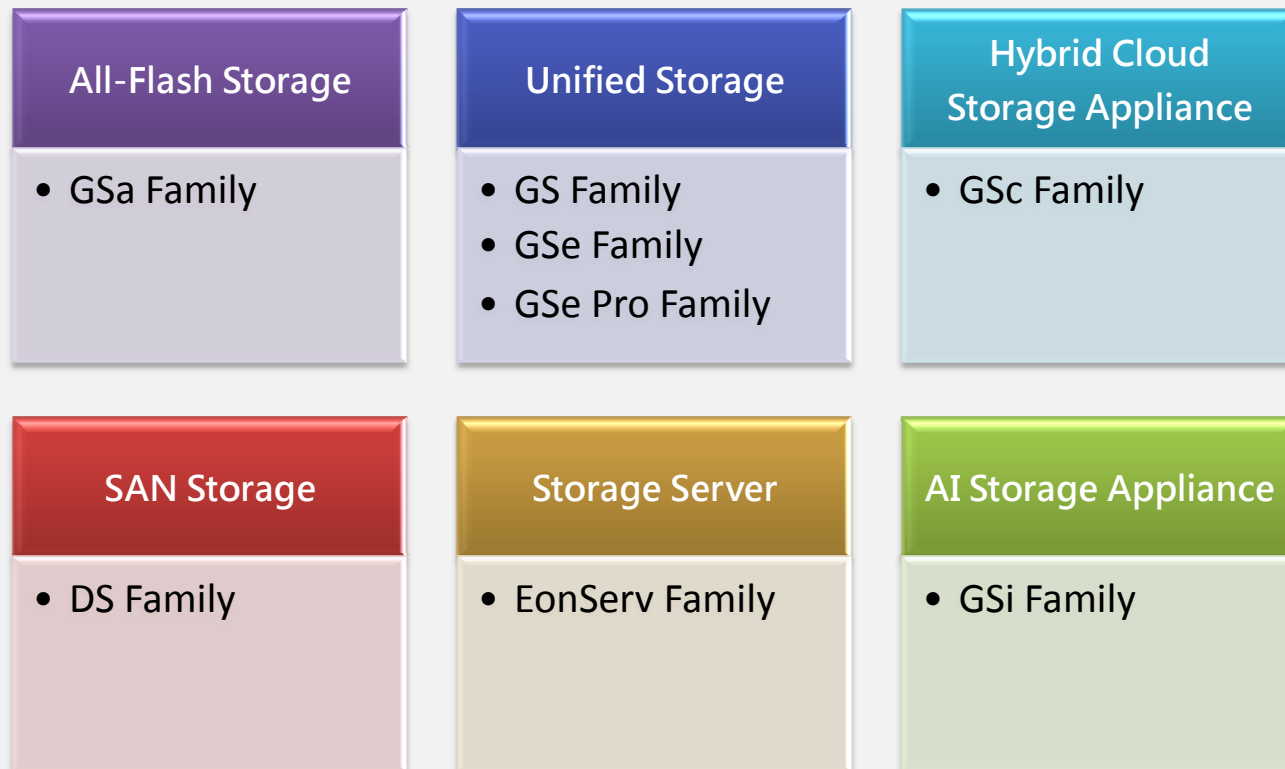
Improves product innovation, product quality, and customer service to maintain and enhance company competitiveness



Complete Storage Product Line

Customers could choose the appropriate solution according to their budget or performance needs

Product Overview



Product Application Fields

Application overview:

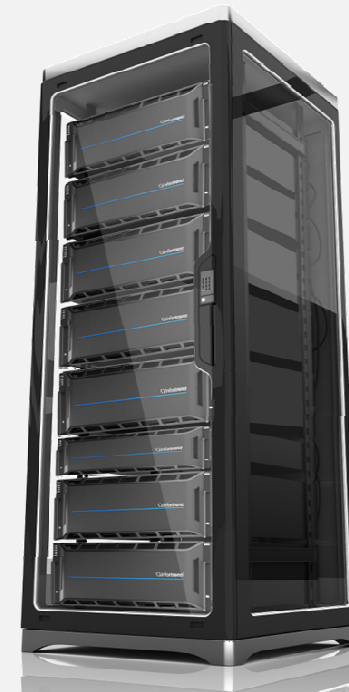
General enterprise customers mainly deploy storage devices in computer rooms, where large amounts of HDDs or SSDs can be placed to provide massive capacity for storage of enterprise data

Compatible with common enterprise applications:

Database, server virtualization, VDI, video editing, file server, security & surveillance, backup & archive, integration with private and public cloud, disaster recovery, etc.

Practical applications in various fields:

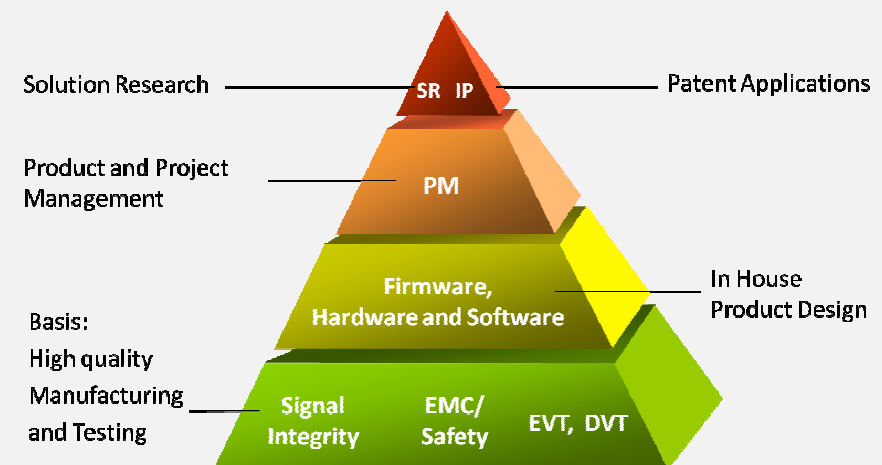
Education & academic facilities, government organizations, high tech industries, cloud & network services, media & entertainment, manufacturing, healthcare, finance, etc.



Competitive Advantages

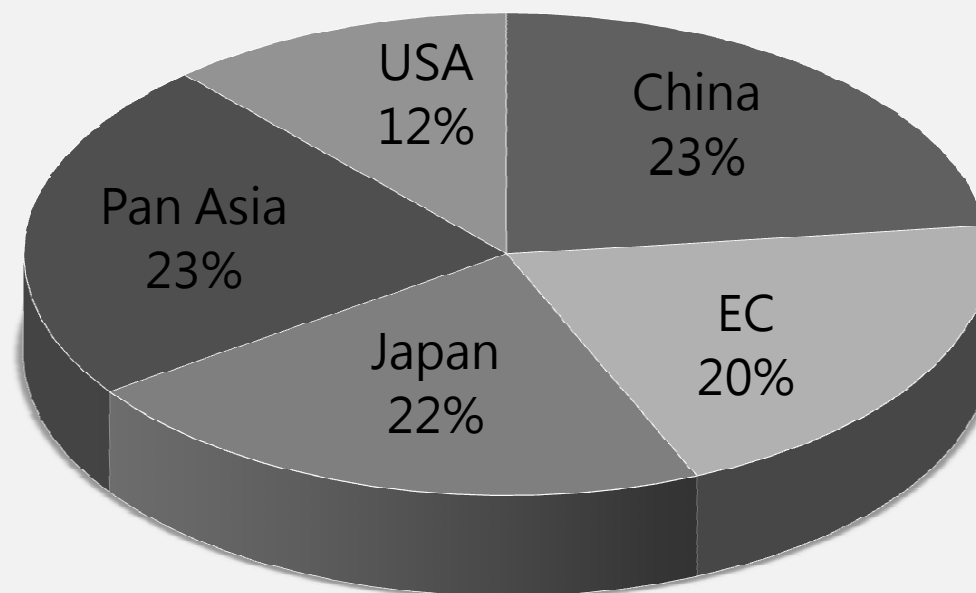
- World leading price-performance ratio for products
- Over 25 years of experience in R&D, production, and marketing of RAID related hardware and software
- Complete product line to meet the customer's every need

Total 230+ technical staff

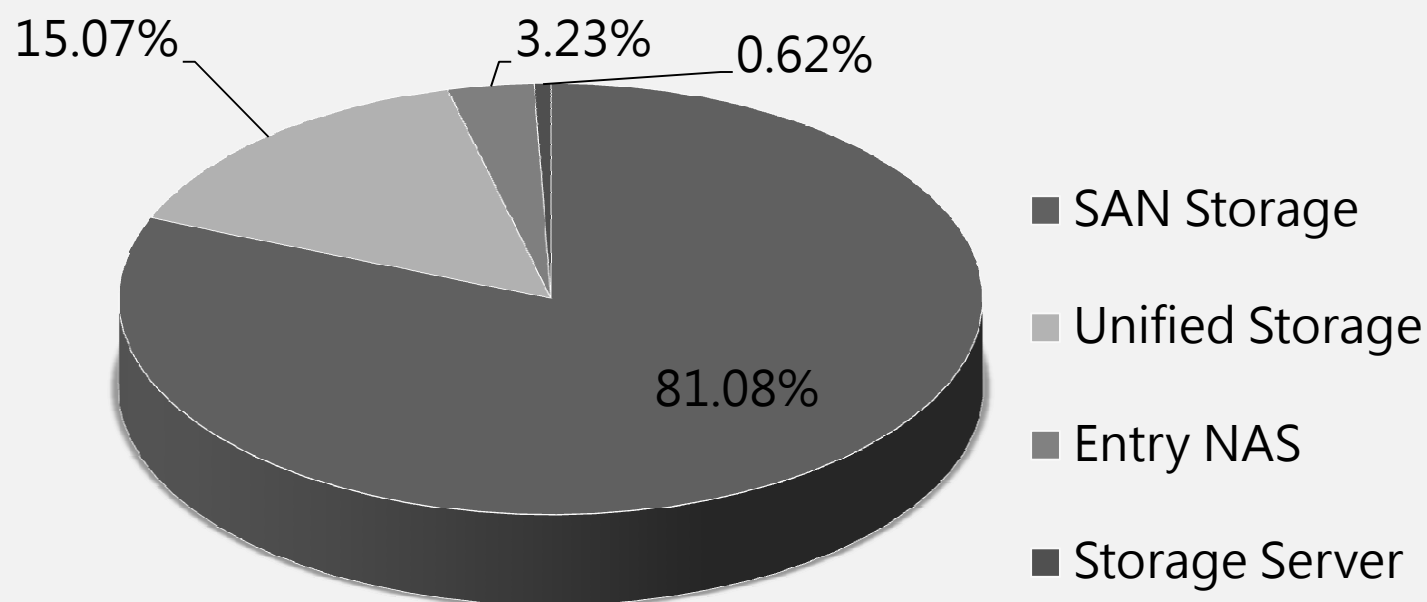


Complete R&D Teams

2018 Q1-Q3 Revenue percentage of all regions



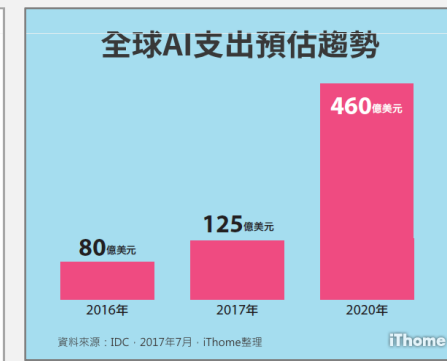
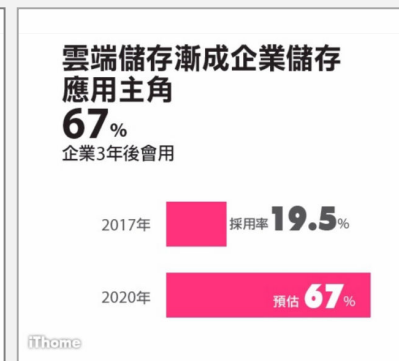
2018 Q1-Q3 Product Sales Percentage



Storage Market Trend

- Three major trends of enterprise storage infrastructure transformation from 2018 to 2020

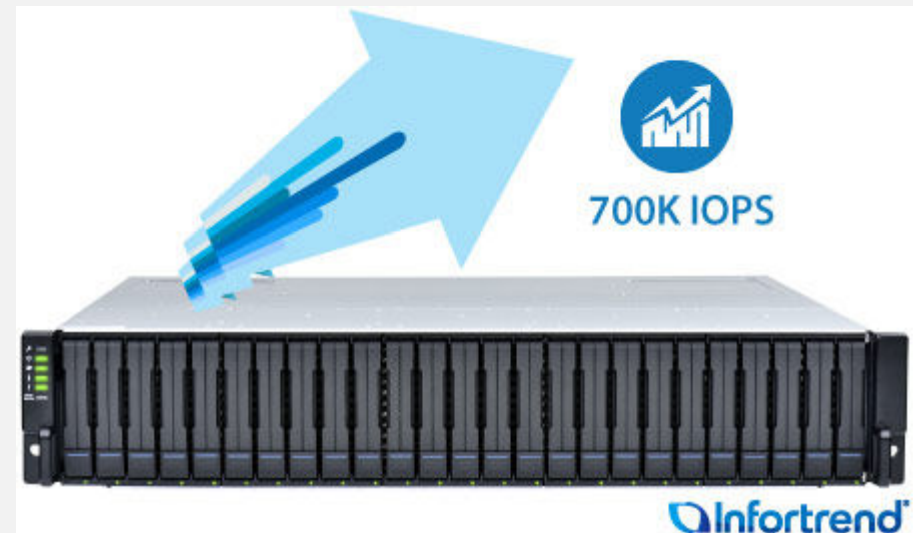
- All flash storage
- Cloud integrated storage
- AI storage
- Hyper-converged infrastructure



iThome Market Research (2017)

All Flash Storage

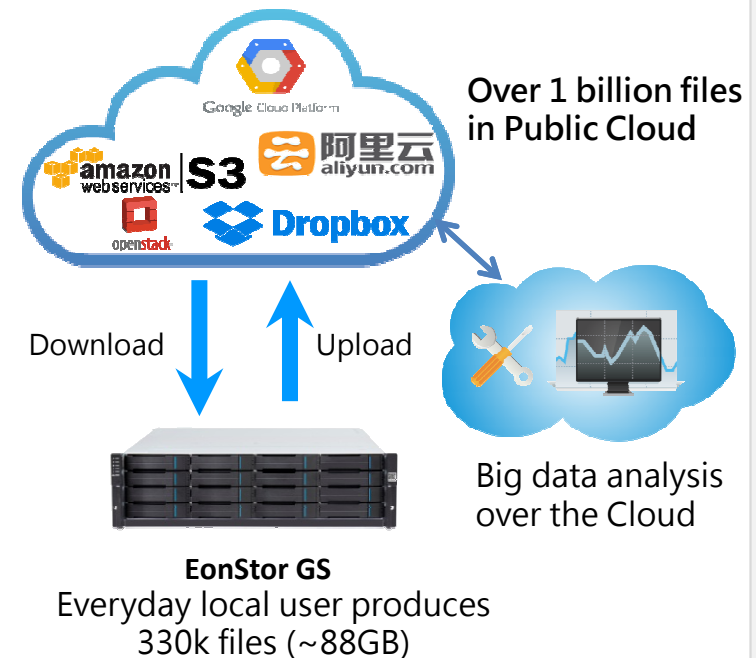
- All-Flash is becoming mainstream Enterprise storage choice
- GSa can process high-intensity workload with IOPS up to 700K and less than 0.5 ms response time. GSa also support price competitive SATA SSD to meet the budget considerations of enterprises
- Meet the requirements of high-speed IO applications, such as databases, virtual desktops, media editing , etc.



Cloud Integrated Storage

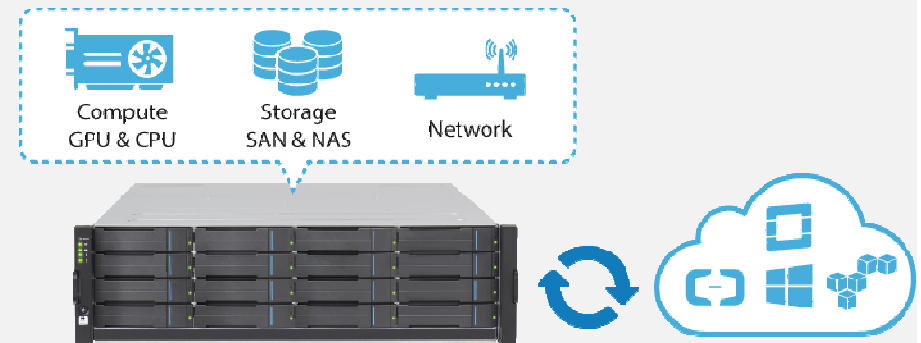
- Cloud storage service has become an indispensable part of enterprise storage
- GSc Hybrid Cloud Storage Appliance accelerates enterprise cloud deployment and access, and provides advanced cloud caching, cloud backup and cloud tiering functions
- Applications:
 - Cloud backup and archive
 - Big data analysis, such as gene sequence alignment and medical record data analysis
 - Cross-office file sharing over cloud

Chinese Pharmaceutical Case



AI Storage

- Different from competitive offerings that separate AI workstation from storage, GSi is a storage appliance that combines Compute (GPU & CPU), storage (SAN & NAS), network, and cloud services all together
- Allow enterprises to streamline AI deployment such as Medical imaging diagnosis, AOI (Automated Optical Inspection), and Smart City surveillance



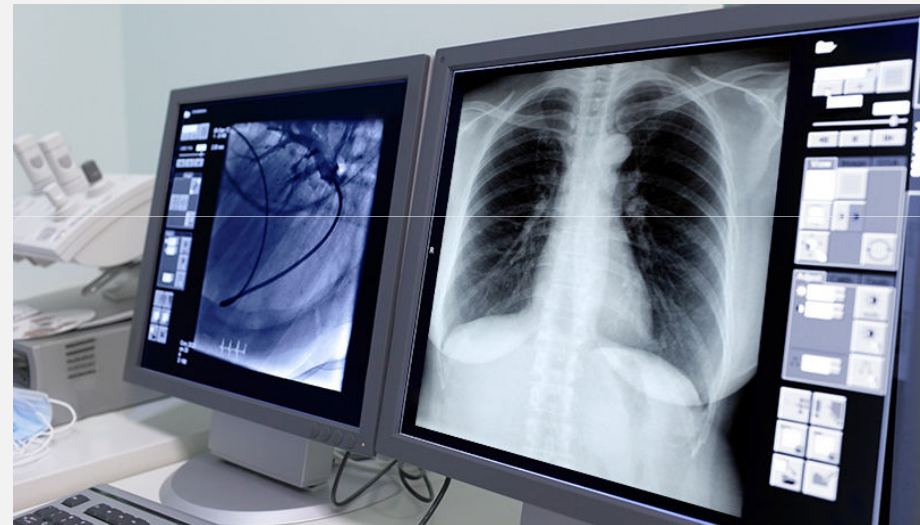
AI Storage for Smart City

- GSi can be deployed for video analytic applications and extracting useful information such as available parking, traffic congestion, vehicular accidents or crime activities to solve some of Smart City's challenges



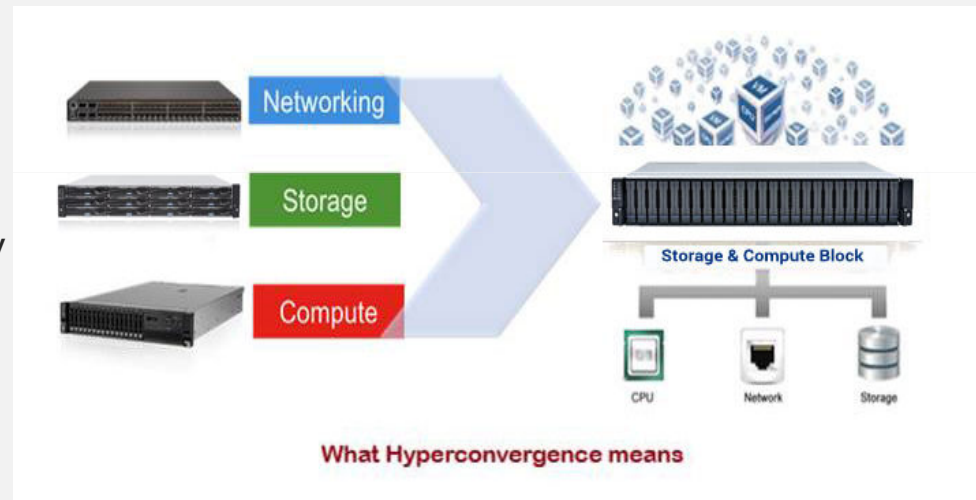
AI Storage for Healthcare

- GSi can be deployed for Healthcare by being trained to analyze medical images taken by CT scan and helps medical professionals to provide better health advice or treatment



Hyper-convergence

- Hyper-converged infrastructure has become the focus for enterprises deploying infrastructures
- All IT infrastructures (including servers, network, storage, virtualization software) are integrated in an enclosure to simplify the complexity of deployment and management
- Infortrend emphasizes on hyper-converged systems with **storage** features
- Mainly used for virtualization environments of enterprises



THANK YOU