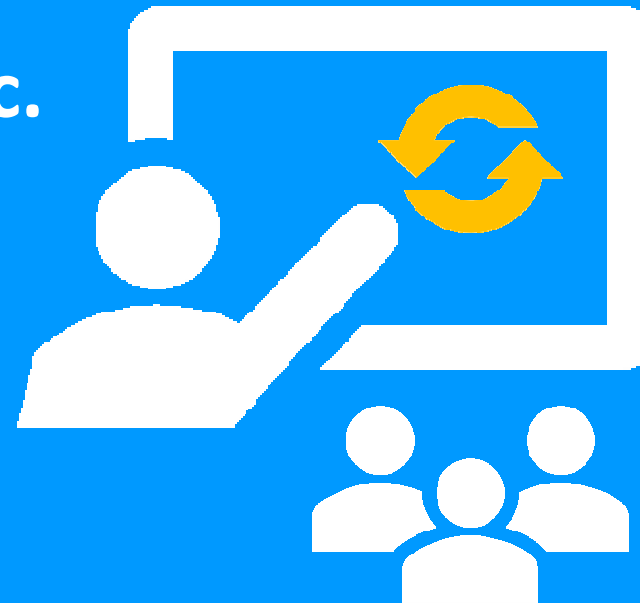




**Infortrend Technology, Inc.**

**Investor Conference**

**2019**



# Disclaimer

This presentation and related announcements made at the same time include predictive information acquired from inside and outside the Company.

The Company's future operating results, financial status, and business prospects may differ from the predictions expressed or implied by these predictive information due to risks the Company cannot control.

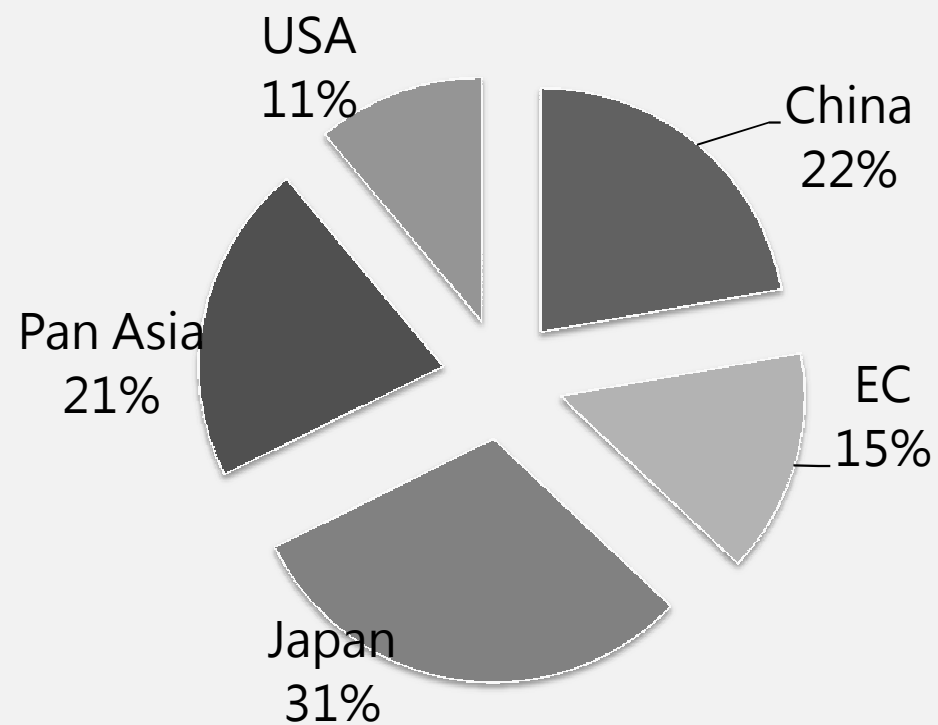
Future prospects in this presentation reflect what the Company currently expects. The Company is not responsible for any notices or updates when these expectations are changed or revised in the future.

# Income Statement as of last Quarter

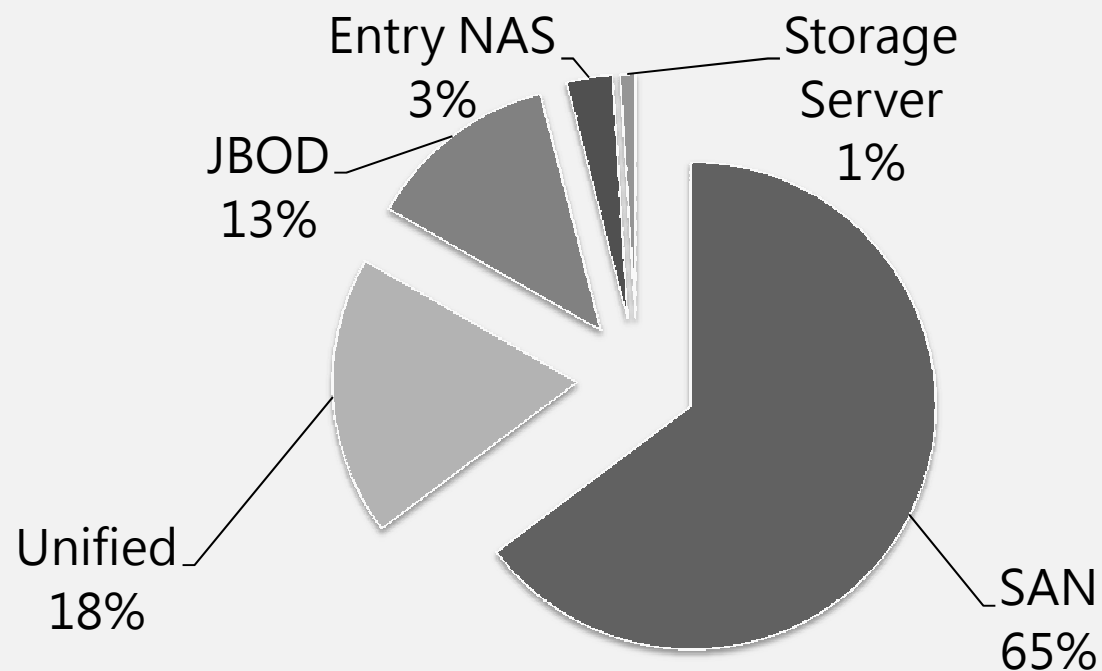
Unit: one million NT dollars, earnings per share is one NT dollar

|                                   | 1~3Q'19 |     | 1~3Q'18 |     | YoY     | 3Q'19  |     | 2Q'19  |     | QoQ    |
|-----------------------------------|---------|-----|---------|-----|---------|--------|-----|--------|-----|--------|
|                                   | Amount  | %   | Amount  | %   | %       | Amount | %   | Amount | %   | %      |
| Operating revenue                 | 1007    | 100 | 939     | 100 | 7.24    | 359    | 100 | 325    | 100 | 10.46  |
| Operating costs                   | 538     | 54  | 565     | 60  | -4.78   | 183    | 51  | 171    | 52  | 7.02   |
| Gross profit                      | 469     | 46  | 374     | 40  | 25.40   | 176    | 49  | 154    | 48  | 14.29  |
| Operating expenses                | 458     | 45  | 418     | 44  | 9.57    | 162    | 45  | 149    | 46  | 8.72   |
| Operating profit                  | 11      | 1   | -44     | -4  | profit  | 14     | 4   | 5      | 2   | 180.00 |
| Non-operating income and expenses | 234     | 23  | 59      | 6   | 296.61  | 45     | 12  | 49     | 15  | -8.16  |
| Earnings before taxes             | 245     | 24  | 15      | 2   | 1533.33 | 59     | 16  | 54     | 17  | 9.26   |
| Net income                        | 194     | 19  | 11      | 2   | 1663.64 | 47     | 13  | 41     | 13  | 14.63  |
| Earnings per share (NT\$)         | 0.70    |     | 0.04    |     |         | 0.17   |     | 0.15   |     |        |

## 2019 Q1-Q3 Revenue percentage of all regions



## 2019 Q1-Q3 Revenue percentage of all products



# Vertical Market and Product application overview

- Office Shared Storage – GS
- Media & Entertainment – GS
- Scale-out NAS – CS
- AI – GSi
- Cloud - GSc

# Office Shared Storage – GS

## Office shared storage

### ● Data storage

The storage capacity of personal computers can be expanded and stored in GS, without the need to use USB drives or external disks.

- Maximize storage space utilization (no need for external disks)\
- Centralized data management and backup by IT personnel. With RAID protection, data won't lose even when a disk fails.
- GS performance is better than a single disk, and therefore delivers high-efficiency storage service
- GS capacity is higher and can be easily expanded via JBOD expansion enclosure. (Since the capacity of external disks can't be expanded, it is time-consuming to increase external disks and implement data migration. )

\* GS is Infortrend's unified storage system with Cloud support.

## Office shared storage

- **EonOne** provides two sets of user privilege, making it convenient to set up useable capacity and read/write access right.
- For users that are not familiar with storage systems, Infortrend introduces **EonView**, a smart client-based utility, which automatically searches for storage units within the network, and mount the storage space as a network storage. Users won't need to make extra settings to use the GS storage space.
- File Sharing
  - File sharing and collaboration within the same office.
  - GS supports cloud storage integration, which allows file sharing and collaboration among different locations.

## Office shared storage

- Backup
  - Auto backup according to users' backup strategy (directory/schedule). Critical data stored at personal computers will not lose due to failed disks.
  - Provides multiple versions of backup files to avoid mis-deletion error.
  - The off-site/cloud backup mechanism ensures data can be recovered and businesses can resume operation in a short time.
- Always-on operation with high availability design
  - Redundant controllers and power supplies to prevent downtime from single point of failure. °
  - RAID protection to ensure non-stop service even when a hard disk fails.

# Media & Entertainment – GS

## Media & Entertainment

- Driven by 4K and above high-res videos, media and entertainment industry now urges for storage with higher performance and capacity.
  - Media workflow from ingestion, editing, transcoding, broadcasting to archiving, requires a high performance storage to improve the production efficiency.
- GS unified storage: Delivers high performance, easy-of-use, and comprehensive portfolios, which is suitable for M&E industry.

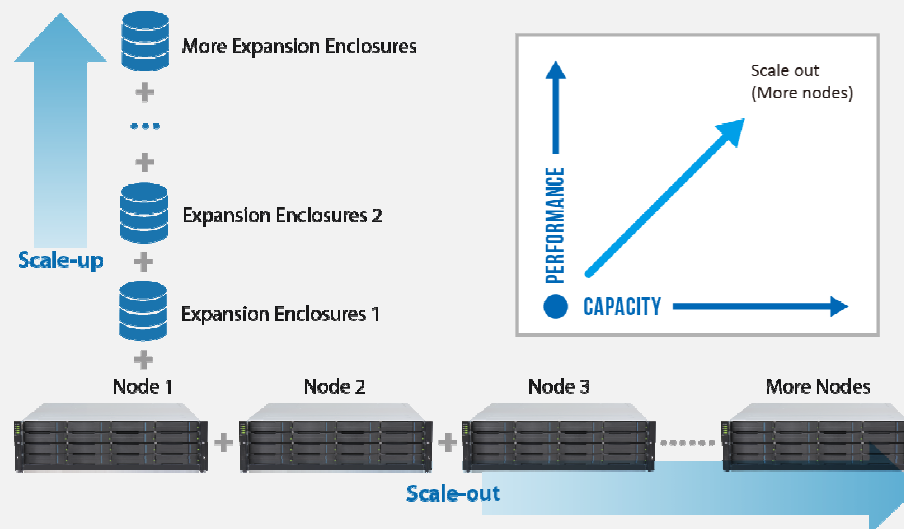
## Media & Entertainment

- GS supports up to 26 streams of 4K videos.
- Integrates with NLE software, DaVinci Resolve and Adobe Premiere to enable easier collaborative editing
- EonOne / Eonview is easy-to-use management software that helps users to deploy and use GS storage
- Infortrends offers three-tier solutions.
  - Storage capacity: 160TB/320TB/480TB
  - Performance: 13/18/26 streams of 4K video playback

# Scale-out NAS - CS

# Scale-out NAS - CS

EonStor CS supports two capacity **expansion** solutions to fulfill different requirements.



## Horizontal scalability (Scale-out):

Connecting more devices (nodes) to increase both capacity and performance.

## Vertical scalability (Scale-up):

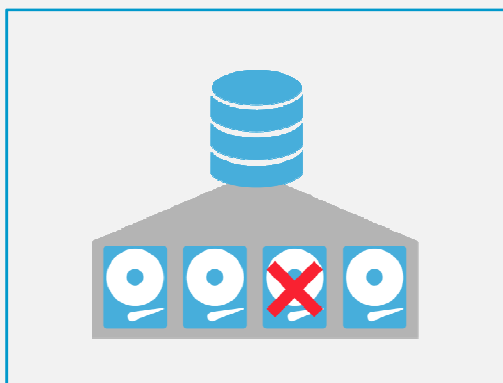
Adding disk drives to an existing system to increase capacity.

## Scale-out NAS - CS

- Scalable via horizontal, vertical and cloud expansion. Supports up to 144 nodes, 100GB+ performance, and 100PB+ capacity.
- Web-based graphical software, which only takes you 5 minutes for system deployment, and 30 minutes for environment setup.
- Scalable as your business grows: Scale-out expansion by adding more nodes to increase performance and capacity; scale-out expansion by adding more expansion enclosures to increase capacity.
- Complete data protection to ensure critical data will not lose even at the event of disk, node, or cluster failure.

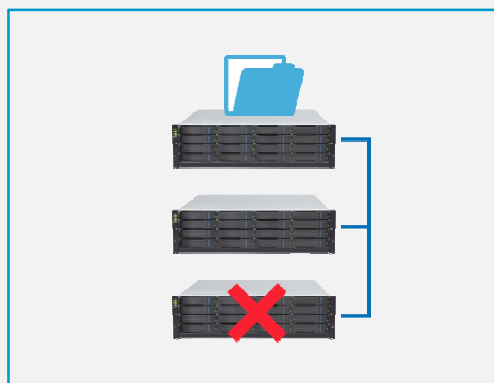
# Complete Data Protection

CS is designed with complete data protection to provide critical data and ensure continuous storage services.



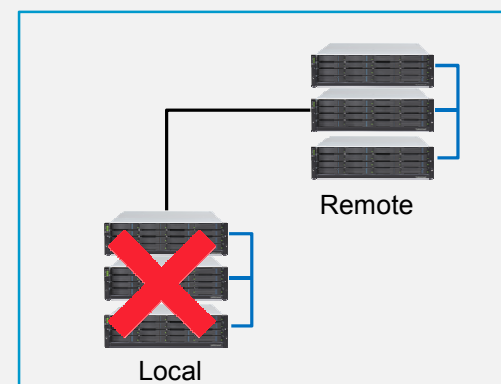
## Disk Protection

Provides RAID protection to prevent data loss from a disk failure.



## Node Protection

Supports data redundancy across multiple nodes to prevent data loss from a node failure.



## Cluster Protection

Supports data remote replication to backup data in another site.

## Applications: HPC (High performance computing) and M&E

CS is designed for applications that require to process, store, and perform complex calculations of massive amounts of data at very high speeds for real-time data analytics and strategy decision making.

- Image-intensive analysis, such as astronomical survey, national land survey, satellite cloud image analysis, and typhoon route forecast.
- Media collaborative editing for video post-production companies with 10+ workstations
- IoT, AI, machine learning, and deep learning
- Smart city

## HPC Use Case

### Organization:

China National Offshore Oil Corporation

### Requirements:

- Analyzing intensive oil drilling data
- High read/write speed
- High bandwidth
- Data security
- Capacity scalability

Collecting oil drilling data



Collecting oil drilling data



Oil company's data center



Control room

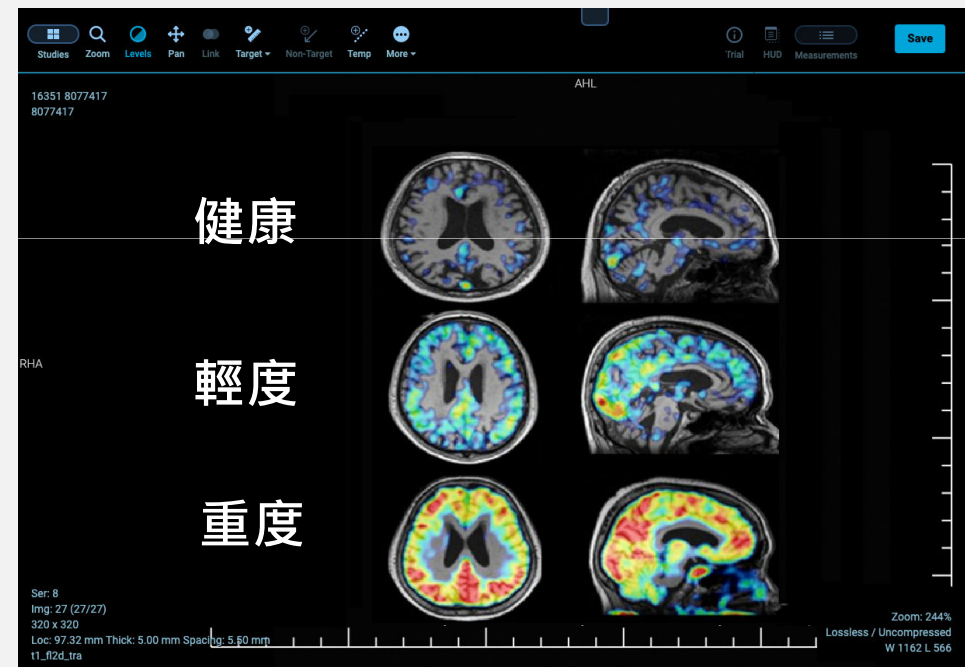
### High Performance Storage

- High Read/Write speed
- High Bandwidth
- Realtime data analysis
- Strategy decision making

AI – GSi

## Smart medical

- The AI-enabled medical diagnosis platform provides deep learning training and analysis of medical images for dementia, which can display the abnormal area and severity of the tester, provide quick diagnosis suggestions, and greatly improve overall medical benefits.



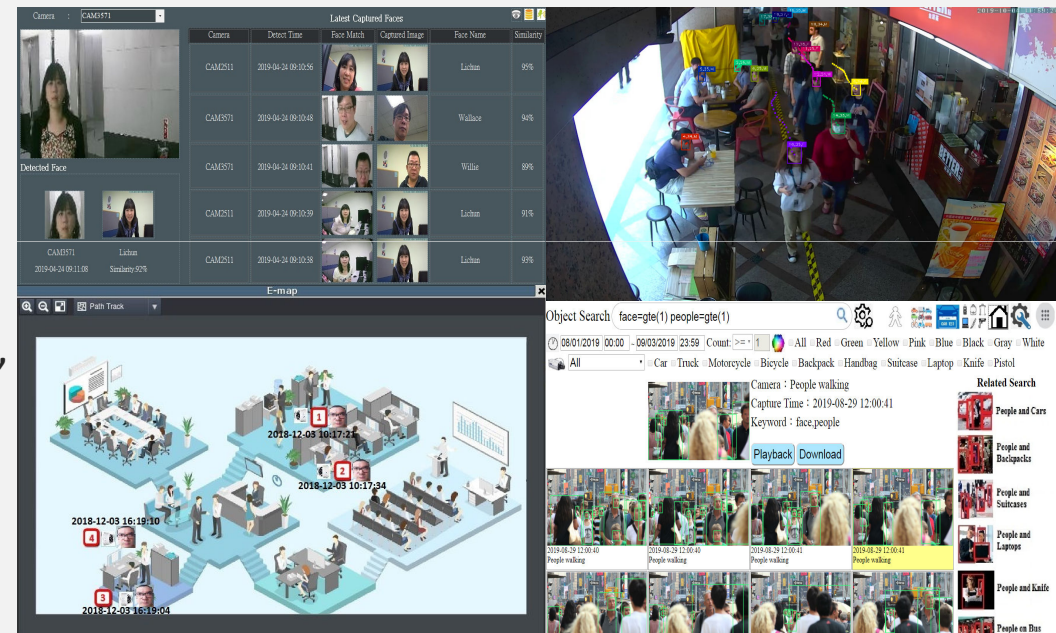
# Smart Retail

- Customer behavior analysis to help new staff recognize the preferences and historical data of old customers, and can further recommend suitable products.
- Track and analyze the area or product each customer is facing, and count the attention of each item.
- According to the gender, age and weather conditions, you can analyze the business opportunity in this area.



# Smart Surveillance

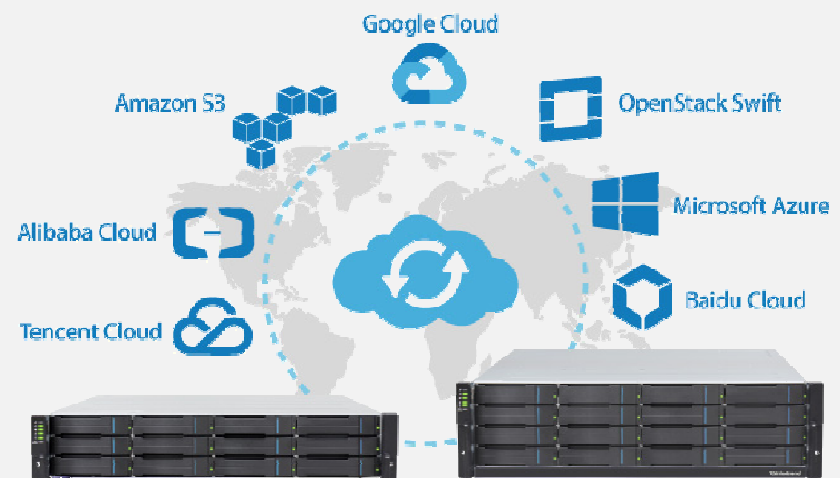
- Integrate face recognition and tracking to facilitate tracking of pedestrian's route.
- The object search function is convenient for finding people, cars, lost items, etc., so that the entire system is more secured.



# Cloud – GSc

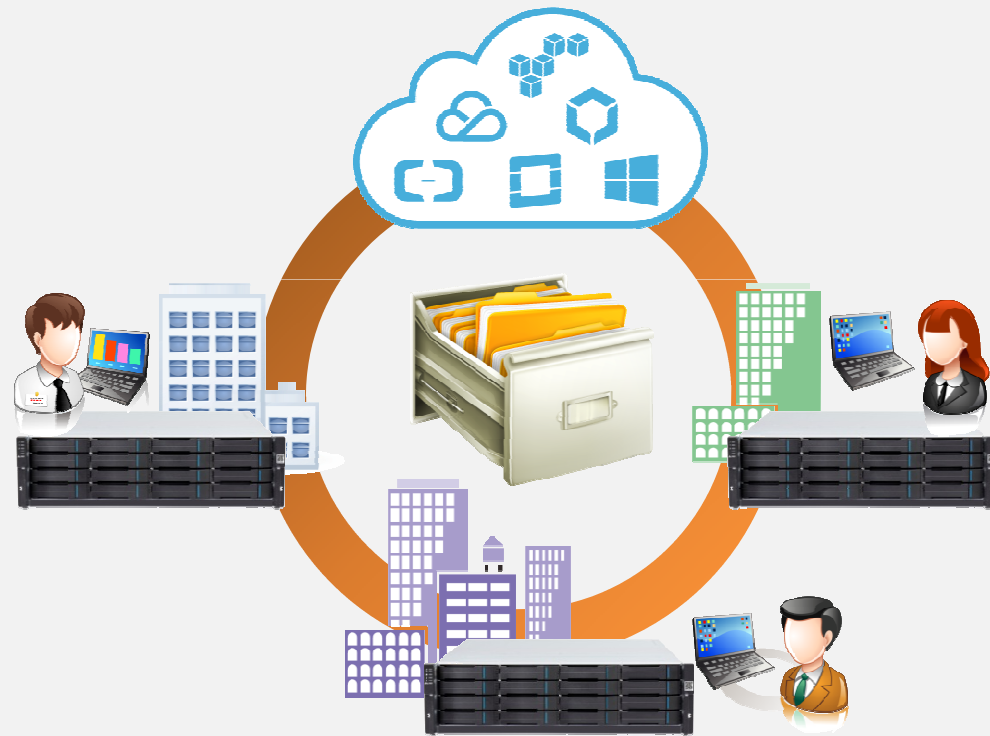
# Cloud Integrated Storage

- GSc Hybrid Cloud Storage Appliance provides connectivity to major cloud services, accelerating enterprise cloud deployment and access.
- Applications:
  - Cloud backup and archive
  - Cross-office file sharing over cloud



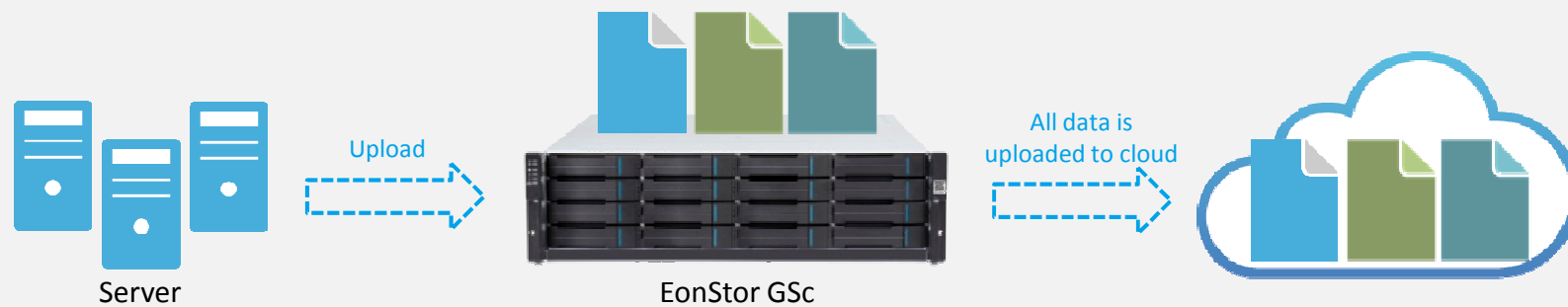
## Cross Office Collaboration

File sharing and collaboration among headquarter and remote offices through cloud.



## Backup / Archive

- Enterprises begin to give up tapes and put "permanent" backup of data in the cloud.



# Marketing Results

# Tradeshows



# Awards and Recognition



**EonStor GSc** is Awarded "Product of the Year" & "Cloud Enabler of the Year" by Storage Magazine



**EonStor GS** All-flash SAN-in-a-Box wins Best of Show Award at 2019 NAB



Infortrend named in CIO Applications Europe's Top 10 Cloud Solution Providers of 2019



**EonStor GSa 2024** has received 5-Star review along with Editor's Choice Award from IT Pro in 2019

# Success Stories and Alliance

## Success Stories

- **Reshaping Oil & Gas Production** / [China National Offshore Oil Corporation](#)
- **Managing Critical Broadcasting Workloads** / [Japan TV Station](#)
- **Backup of Increasing Critical Data** / [Subsidiary of Vietnam Electricity](#)
- **Building PB-Level Data Storage Infrastructure** / [Turkish Film Company](#)

## Alliance



KIOXIA (Toshiba Memory)



Digifort, MOBOTIX



Seagate



英方雲

# THANK YOU