



FORTUNE
華經資訊

Fortune Information Systems Corp.

2024 1st Investor Conference

Stock symbol : 2468

INTEGRITY · INNOVATION · SERVICE

Speaker

Candy Tang
General Manager

Max Yang
General Manager

Date

2024/05/29



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. Continuation and Growth Strategies
6. Q1 2024 Business Updates
7. Q&A



Company Overview

- Candy Tang, General Manager

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

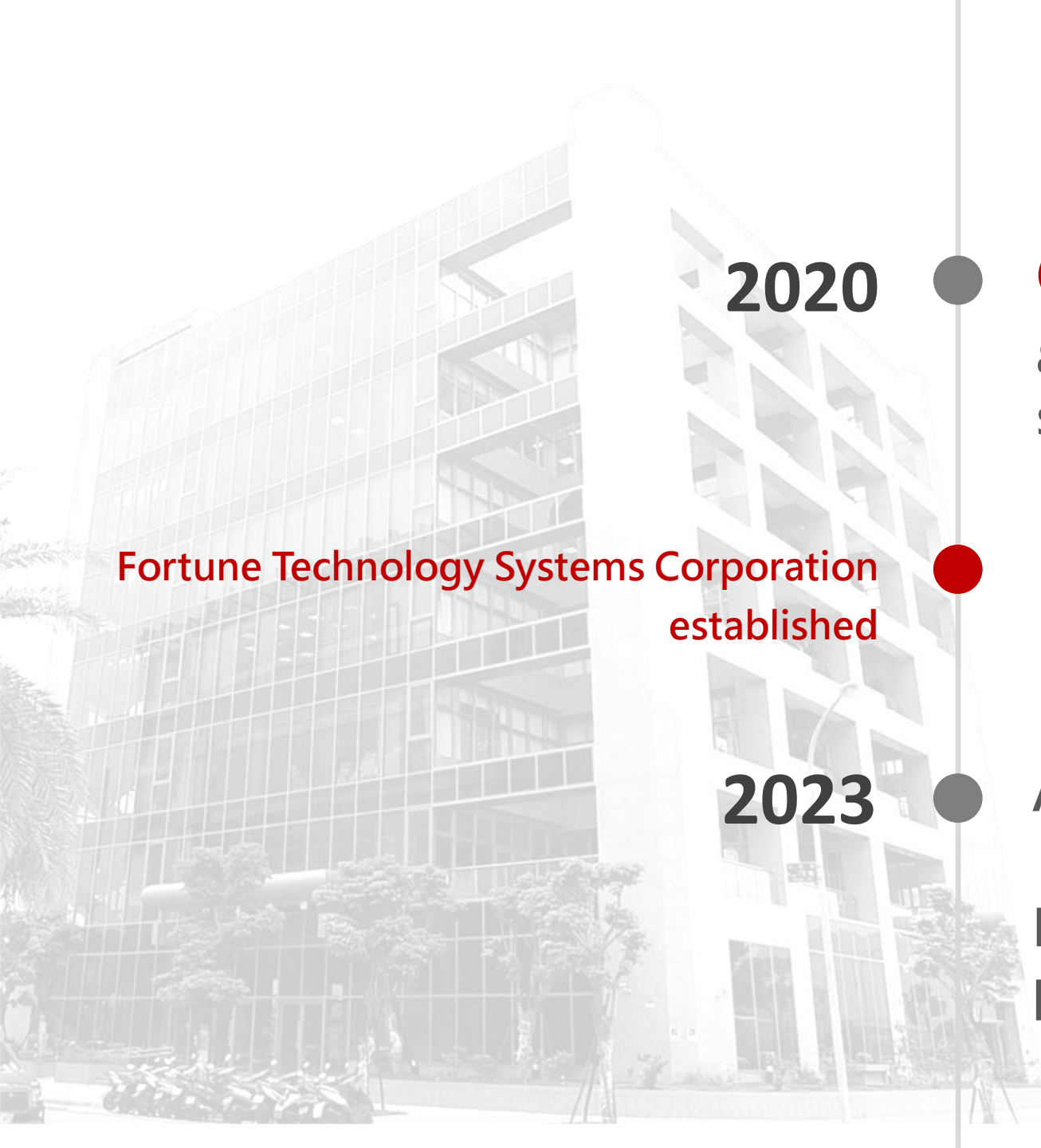
Establishment of the Chunghwa Post iBox Project

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.



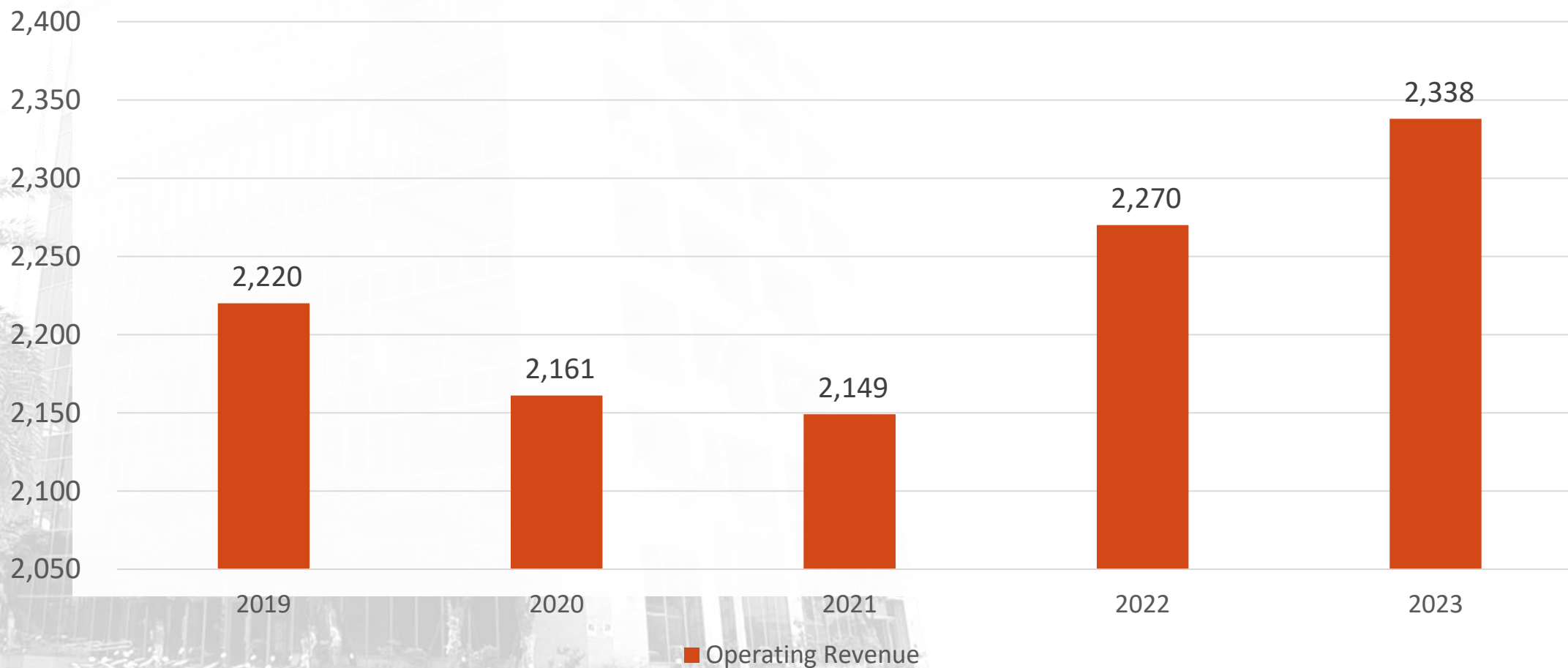
Financial Information

Unit: NTD in Millions

Item	2023		2022		Difference	
	Amount	%	Amount	%	Amount	Growth Rate
Operating revenue	2,338	100%	2,270	100%	68	3%
Operating costs	2,067	88%	2,024	89%	43	2%
Gross profit	271	12%	246	11%	25	10%
Operating expenses	181	8%	182	8%	(1)	-1%
Operating income	90	4%	64	4%	26	41%
Non-operating income and expenses	9	0%	14	1%	(5)	-36%
Income before income tax	99	4%	78	3%	21	27%
Income tax expense	21	1%	14	1%	7	50%
Net Income	78	3%	64	3%	14	22%
EPS(NT Dollar)	1.12		0.91		0.21	23%

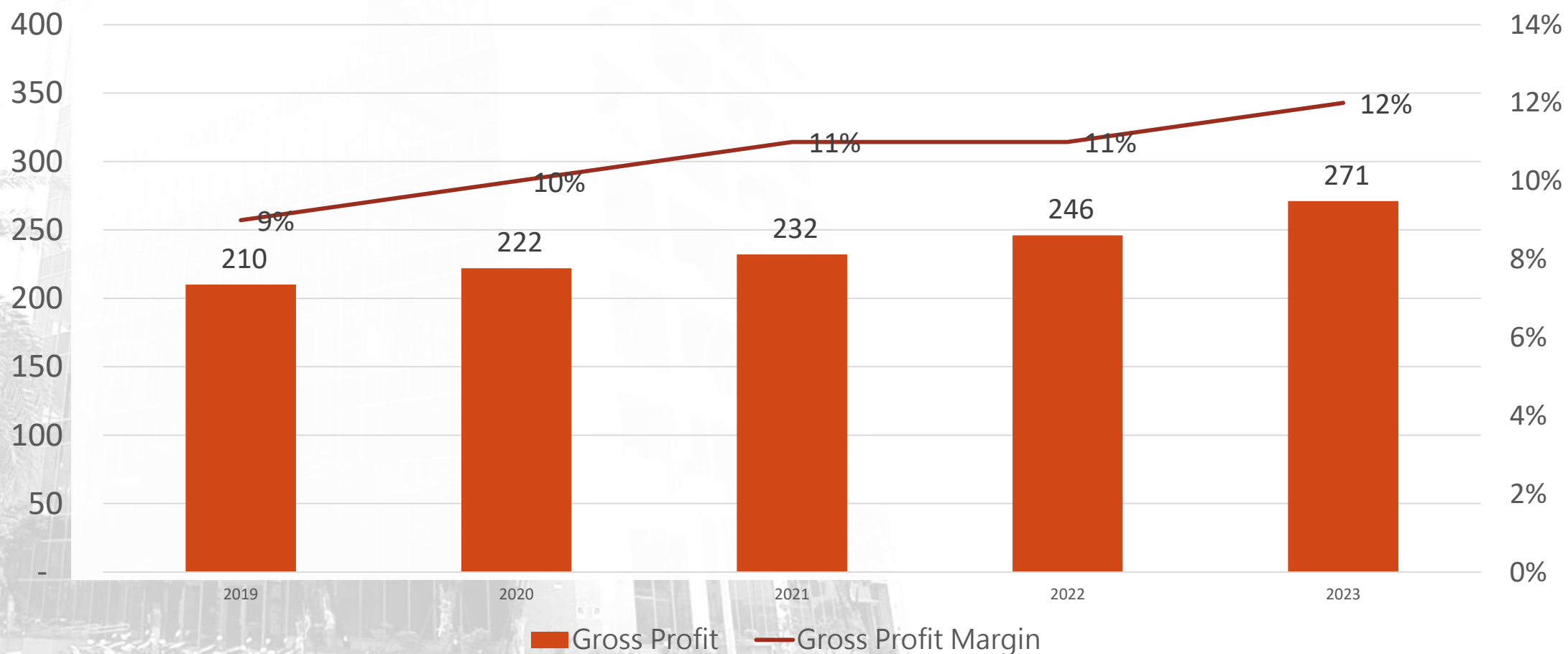
Unit: NTD in Millions

Operating Revenue



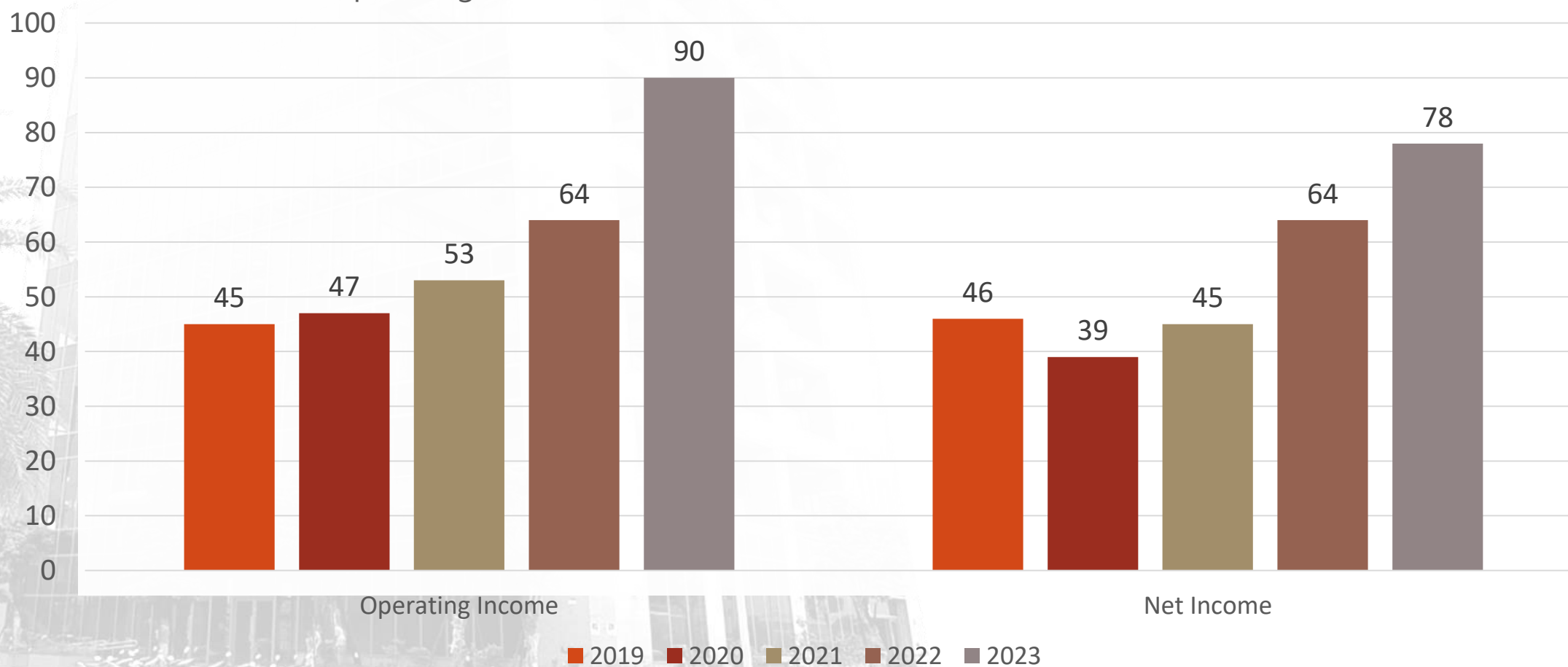
Unit: NTD in Millions/ %

Gross Profit & Gross Profit Margin

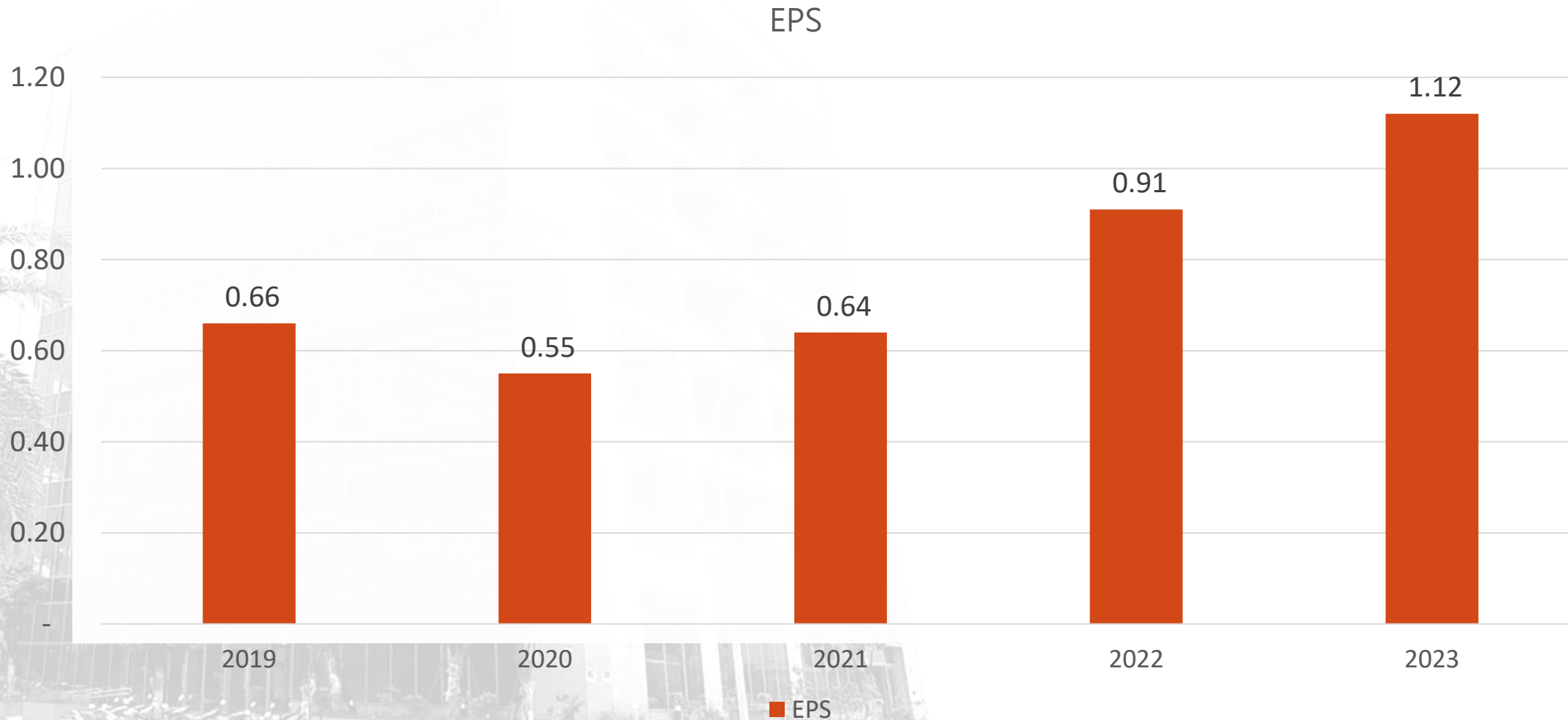


Unit: NTD in Millions

Operating Income & Net Income



Unit: NTD



Unit: NTD in Millions

Item	2024 01.01-03.31		2023 01.01-03.31		Difference	
	Amount	%	Amount	%	Amount	Growth Rate
Operating revenue	500	100%	489	100%	11	2%
Operating costs	435	87%	428	88%	7	2%
Gross profit	65	13%	61	12%	4	7%
Operating expenses	46	9%	48	10%	(2)	-4%
Operating income	19	4%	13	4%	6	46%
Non-operating income and expenses	5	1%	3	1%	2	67%
Income before income tax	24	5%	16	3%	8	50%
Income tax expense	5	1%	3	1%	2	67%
Net Income	19	4%	13	3%	6	46%
EPS(NT Dollar)	0.27		0.18		0.09	49%

Unit: NTD in Millions

Item	2024.03.31		2023.12.31		2023.03.31	
	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	164	8%	384	19%	243	11%
Contract assets	670	35%	570	27%	669	31%
Accounts receivable	283	14%	197	10%	293	13%
Inventories	217	11%	212	11%	288	13%
Other current assets	117	6%	156	8%	171	8%
Property, plant and equipment	234	12%	234	12%	238	11%
Other non-current assets	276	14%	266	13%	286	13%
TOTAL ASSETS	1,961	100%	2,019	100%	2,188	100%
Short-term loans	30	2%	30	1%	70	3%
Short-term notes and bills payable	30	2%	50	2%	180	8%
Accounts payable	339	16%	397	22%	461	22%
Other liability	306	16%	308	14%	267	12%
TOTAL LIABILITIES	705	36%	785	39%	978	45%
TOTAL EQUITY	1,256	64%	1,234	61%	1,210	55%

Item	2024.03.31	2023.12.31	2023.03.31
Current Ratio	208%	195%	171%
Quick Ratio	168%	162%	133%
Debts ratio	36%	39%	45%
Accounts receivable turnover days	44	43	61
Inventory turnover days	45	37	52
ROE	6.1%	6.3%	4.3%

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

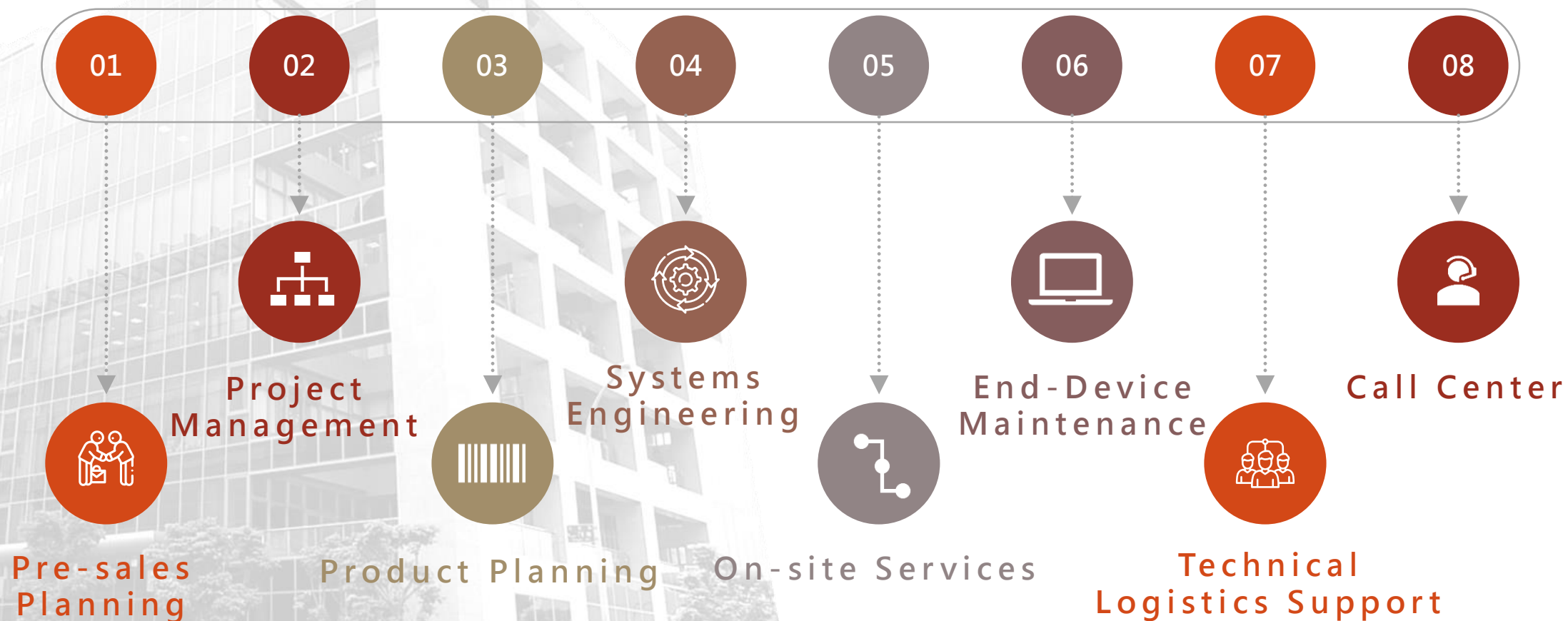
- Listing Compliance
- Financial Operations
- Human Resources and Legal Affairs
- Asset Management
- General Affairs

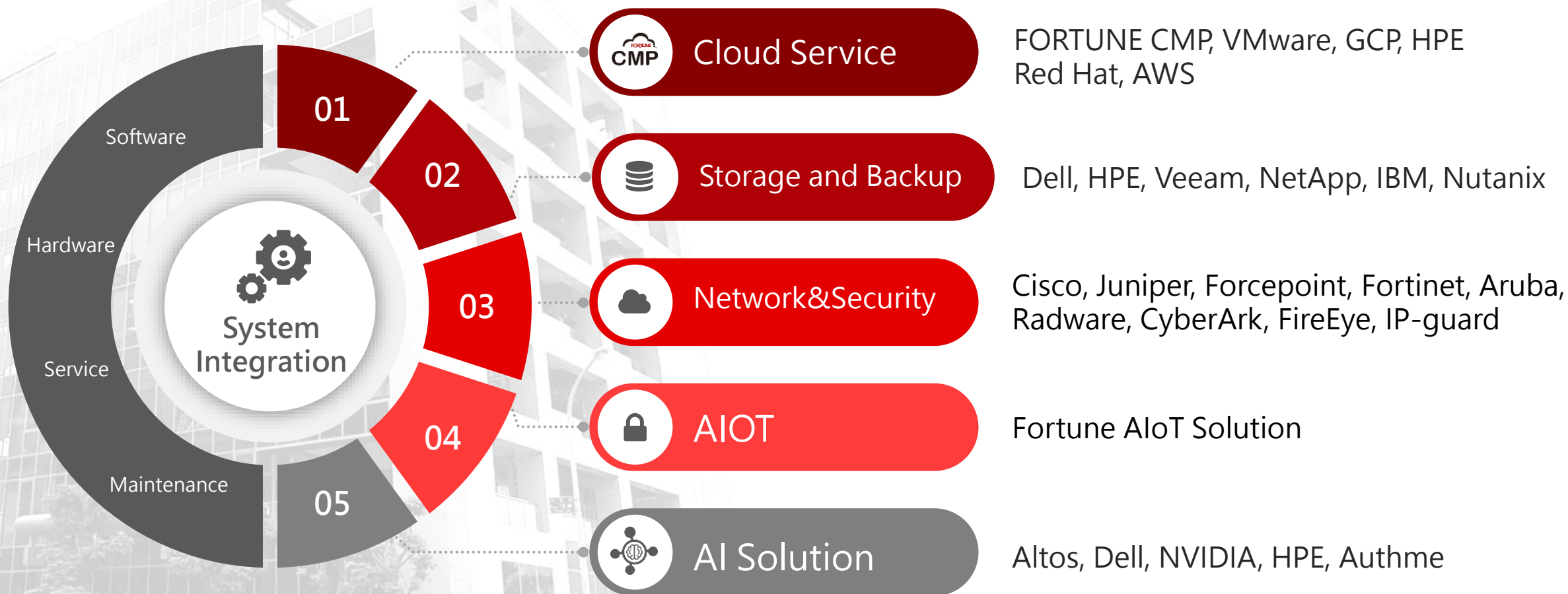
Sales and Business Development

Contract and Business Execution

Logistics Resource Governance

Company Overview | Technology Center







Cloud Management Solution

- Fortune CMP, Cloud Management Platform.

Membership Management System

- EZ Member, Membership Management System.

The Automatic Seal identifying System

- Financial Institution Seal Digitization System.
- Digital Seals Automatic Matching System.

Software Quality Analysis Solution

- TIOBE/TiCS, Software Quality Management Solution.

Bus Resource Planning System

- Bus IT Pro, Bus Resource Planning System

Tools/Software

- Red Hat
- InfuseAI
- UiPath

Information Security Solution

- Forcepoint DLP, Data Leakage Prevention System.



Document and Image Management Solution

- DOC.M, Document Digitization Solution
- Business Process Outsourcing (BPO), document data scanning, archiving and transfer services.

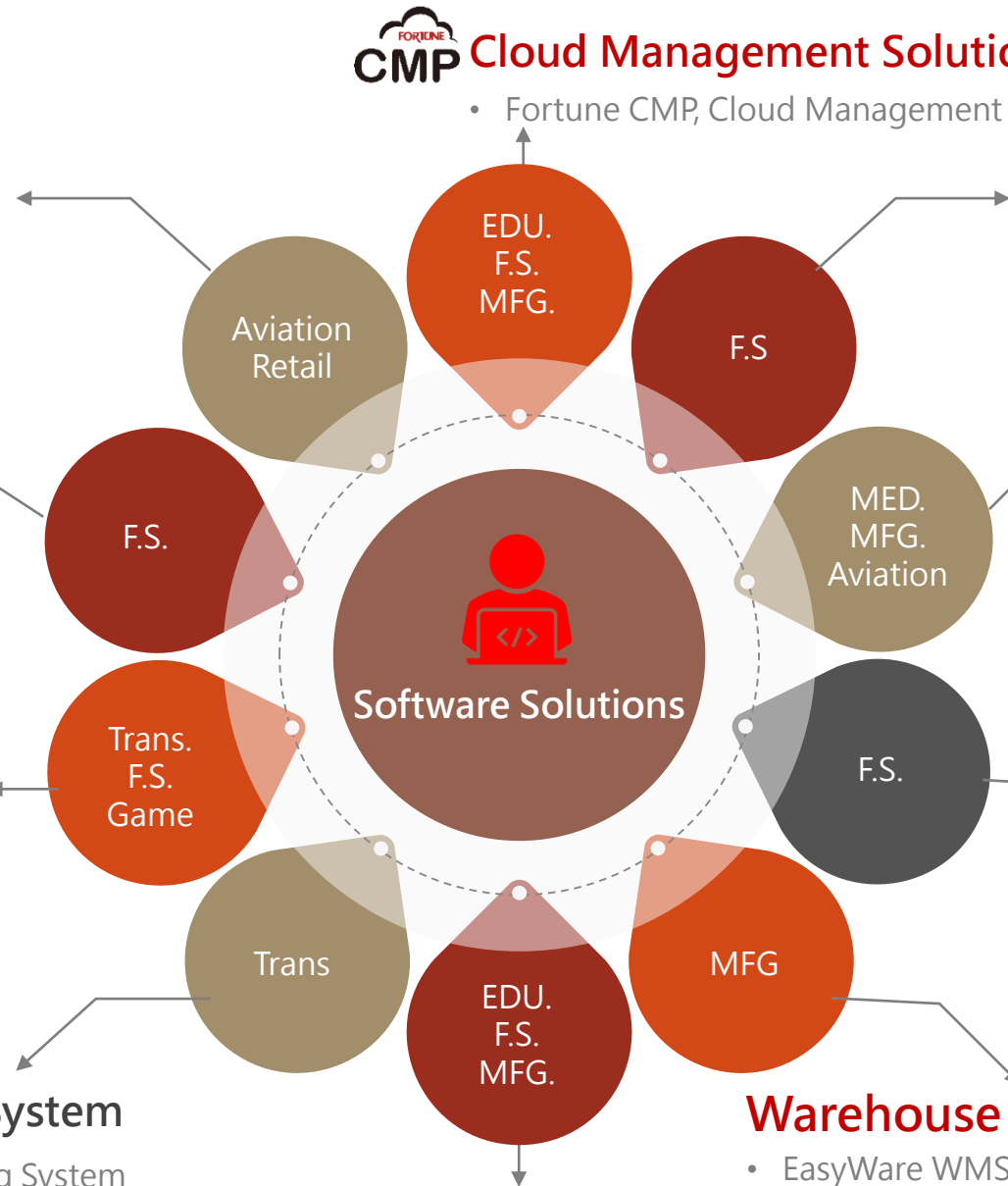
Information Management Solution for Life Insurance

- Life Insurance Agent Administrative System.
- Information Outsourcing Services for the Insurance Industry.

Warehouse Logistics Solutions



- EasyWare WMS, Warehouse and Logistics Management System.
- EasyWare CAPS, Electronic Label Assisted Picking System.
- EasyWare TMS, Transportation Management System.



Business Scope

Brand Sales and Service

Hardware Sales



Storage Backup System



Business Scope | Brand Sales and Service

Internet Information Security



Cloud management platform



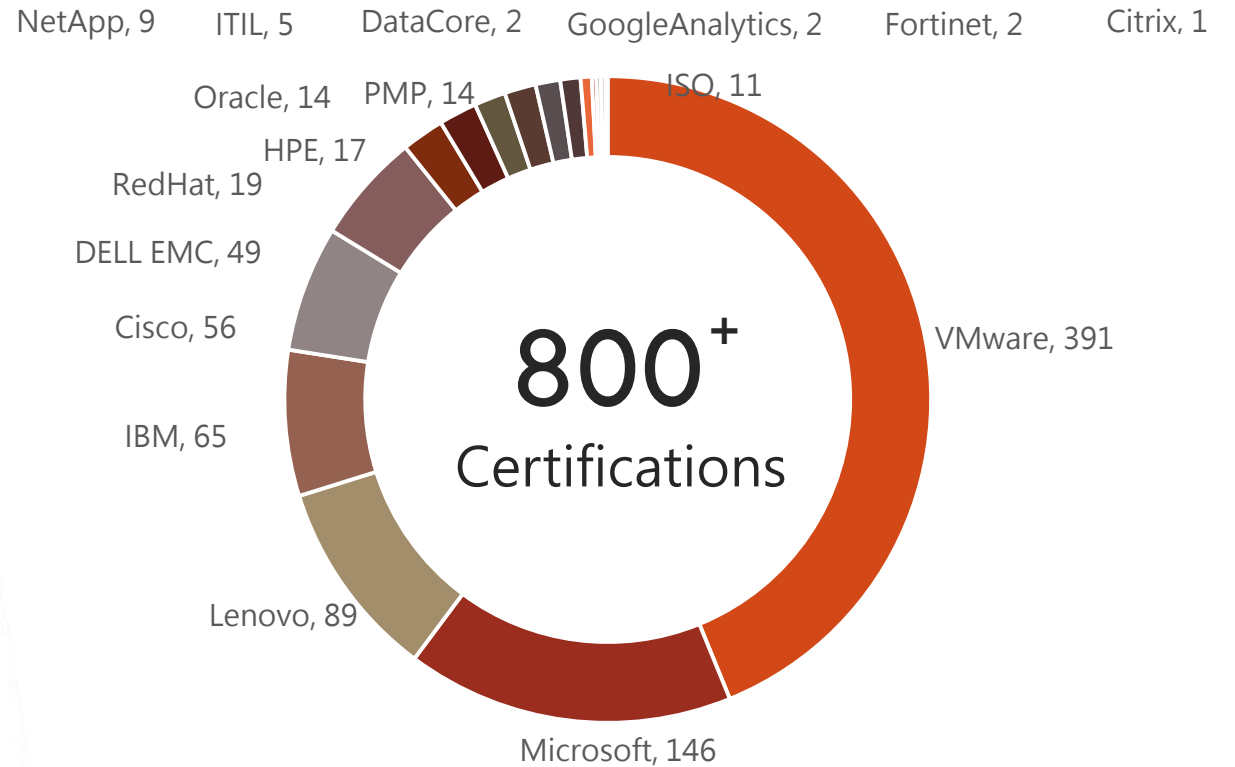
Software Application



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.

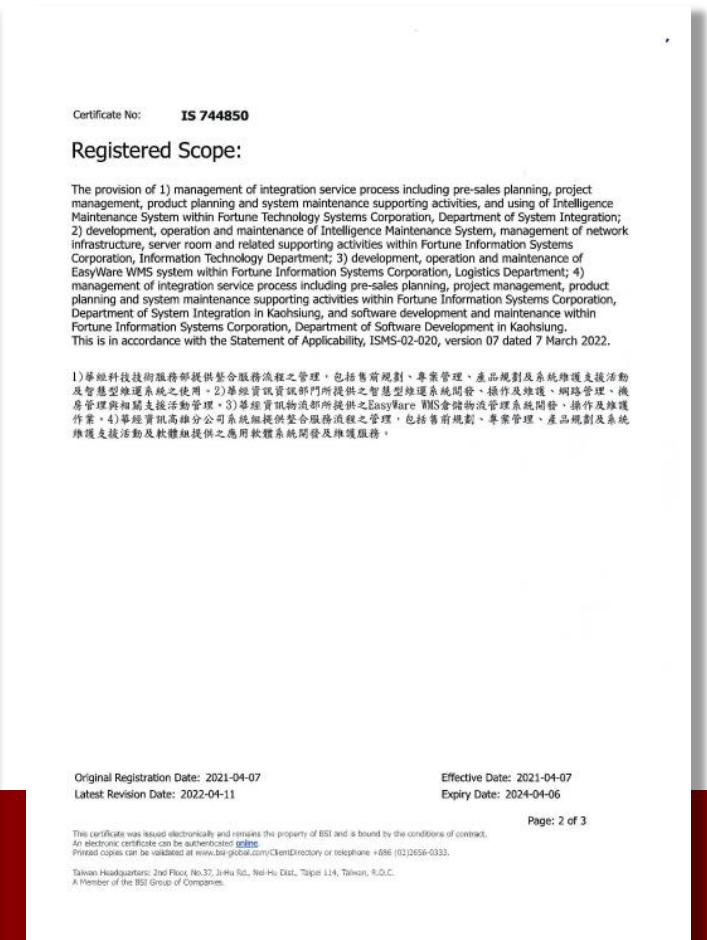
bsi. BSI ISO /IEC 27001

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



Continuation & Growth Strategies

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

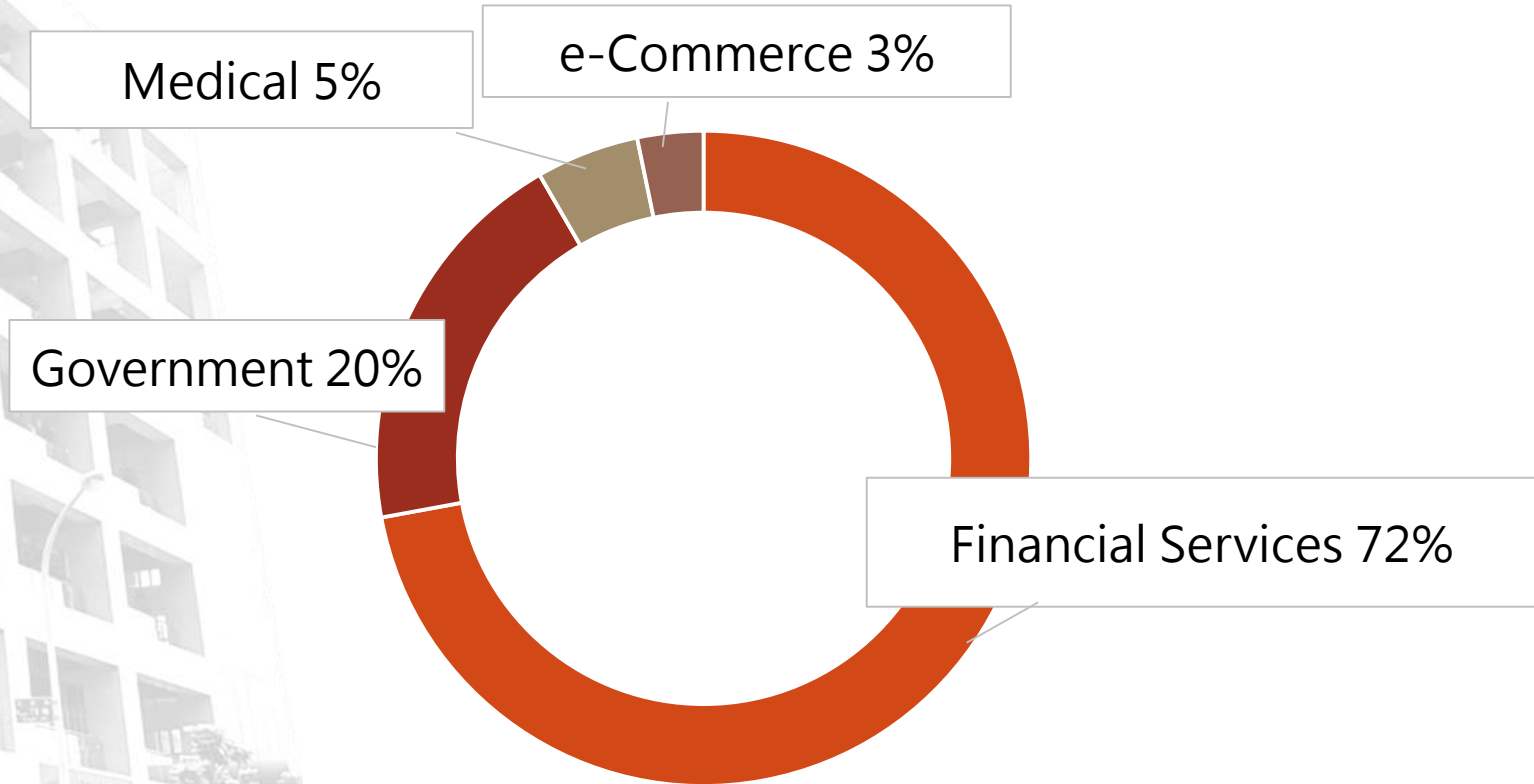


Q1 2024 Business Updates

項目	客戶名稱	專案名稱	產業別	產品類別	金額
1		精算系統建置案	金融	AI 應用	
2		高劑量影像導引直線加速器案	醫療	AI 應用	
3		高劑量影像導引直線加速器案	醫療	AI 應用	
4		光子質子整合加速器系統案	醫療	AI 應用	
5		重粒子整合治療系統案	醫療	AI 應用	
6		智能櫃解決方案	電商	AI 應用	
7		軟體品質檢測授權及建置案	金融	資訊安全	
8		VDI及EKRAN建置案	金融	資訊安全	
9		新特權帳號管理系統採購暨顧問服務	金融	資訊安全	
10		USB個資審核放行平台專案	金融	資訊安全	
11		資料數位化存取委外作業案	政府	雲管理	
12		個資外洩防護系統建置	金融	資訊安全	
13		個資外洩防護專案三年續約軟體授權暨維護服務使用者授權	金融	資訊安全	
14		雙營運中心 X86主機系統磁碟機組購置案	金融	備份備援	
15		X86主機系統營運磁碟機組擴充案	金融	備份備援	
16		主備中心測試區備份系統汰換提升案	金融	備份備援	
17		主備中心營運區網路儲存設備汰換提升案	金融	備份備援	
18		大型主機測試備份設備汰換整合案	金融	備份備援	
19		開放式主機離線備份系統購置案	金融	備份備援	
20		個資外洩防護系統汰換案	金融	資訊安全	
21		擴充原 vRealize Automation 介面案	政府	雲管理	
22		VMware Cloud Foundation 軟體授權延續與維護案	政府	雲管理	
23		民生物聯網雲端虛擬化設施建置	政府	雲管理	
24		異地測試機房建置	金融	備份備援	
25		內部區域網路作業環境網路儲存設備汰換案 (VPLEX)	金融	備份備援	
26		VMware授權專案	金融	雲管理	
27		中階儲存設備採購案	金融	備份備援	
28		高階儲存設備擴充案	金融	備份備援	
29		人臉辨識系統	金融	AI 應用	
30		智能客服系統	金融	AI 應用	
31		Hadoop GPU叢集	金融	AI 應用	
32		GPU 資源叢集正式套	金融	AI 應用	
33		GPU 資源叢集測試套	金融	AI 應用	

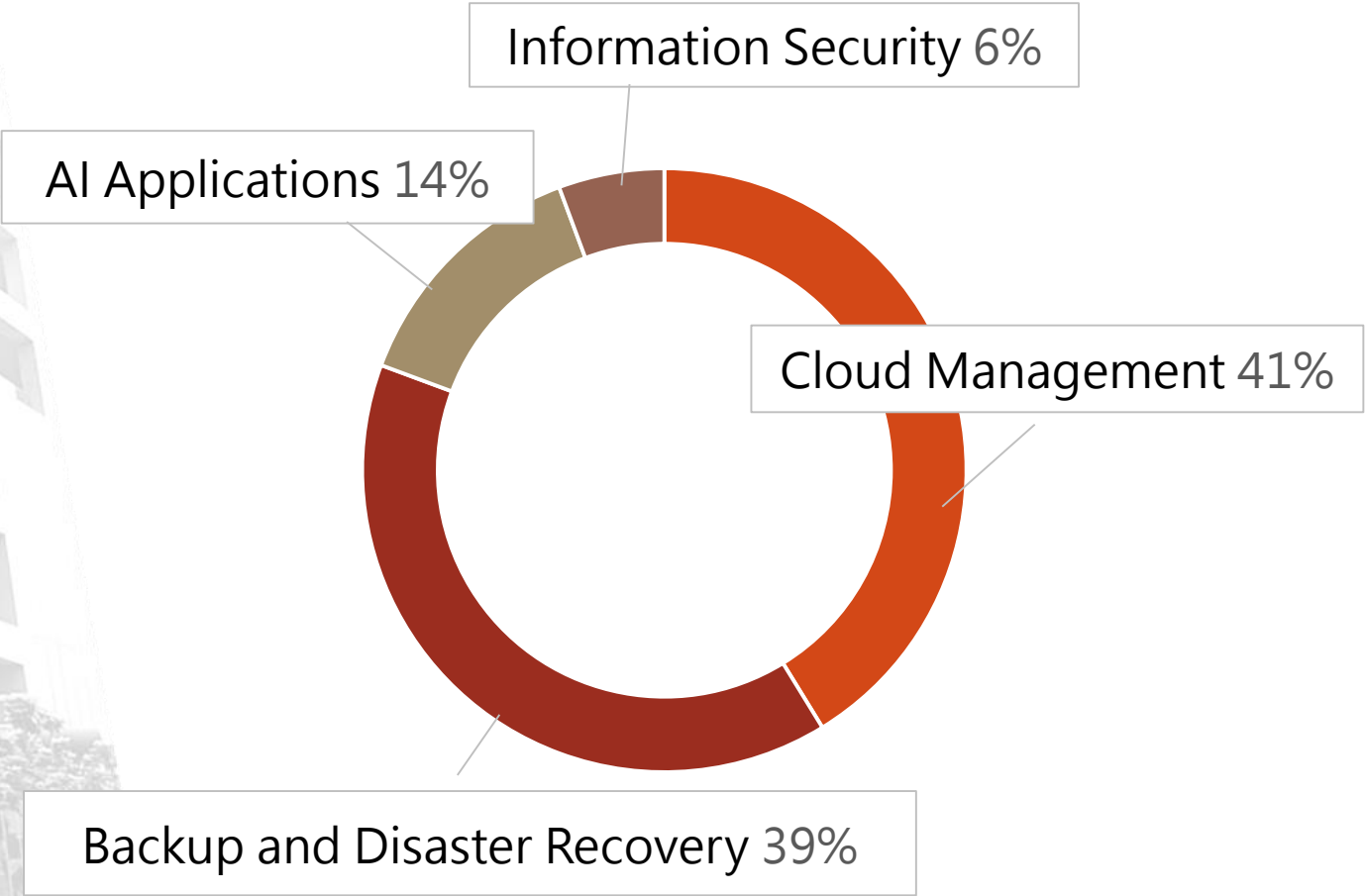
2024 Q1 Proportion of Customer Industry

Industry	Percentage
Financial Services	72%
Government	20%
Medical	5%
e-Commerce	3%



2024 Q1 Proportion of Product Category

Product Line	Percentage
Cloud Management	41%
Backup and Disaster Recovery	39%
AI Applications	14%
Information Security	6%



Q&A

**THANK
YOU**