Innodisk Corporation (#5289)
2019 Institutional Investors Conference

Innodisk Corporation
2019/10

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The viewpoints in this file reflects the company's opinion on the future by the current date. If there are any changes or adjustment in the future, the company is not responsible for notifying the reader or updating the content.

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Agenda

- **Company Profile and Overview**
- **AIoT Revolution**
- **Financial information**
- **Q & A**

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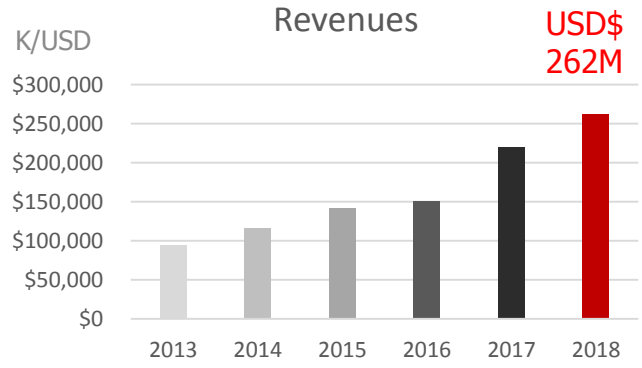
Company Profile and Overview

Founded	2005
Capital	USD $25.4M (2018)
Revenue	USD $262M (2018)
Patents	80
Production	600K / Monthly (2019)



14 Years of Innodisk

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2005-2007

Established a Strong Presence in the Industrial and Embedded Market

2008

Innodisk Introduces the SATADOM Series

2009 iSMART

- Innodisk Launches InnoRobust™ for Military Applications
- iSMART – First SSD Monitoring Software

2010

Innodisk Launches EverGreen (L^2) Series

2011

The First Miniature PCIe Storage Device in the Industry

2012 iSLC

- First Enterprise MLC Technology – iSLC
- SATADOM™ Qualified for Intel® Romely Platform

2013

- Launched DRAM Conformal Coating
- First BGA Package Micro SSD – Nano SSD

2014 E13

- Certified Storage Solutions for In-Vehicle Computing (e-Mark)

14 Years of Innodisk

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2016

Launched First DDR4 VLP and Entered into Collaboration with Top Surveillance Customers in China

2018

- Anti-Sulfuration for all DDR4 DRAM Modules
- Named World's Top Industrial SSD provider by Gartner Report
- Top 35 International Taiwanese Brand According to InterBrand Ranking
- Top 10 DRAM Module Suppliers According to TrendForce Ranking

2015

- Launched First DDR4 Sorting WT Solution
- Innodisk SATADOM is Chosen as New Boot-up Device for EVO:RAIL by VMWare®

2017

- World's Smallest Embedded RAID 1 Solution
- iCAP™ Cloud-based Storage Management
- First DDR4 2666 Embedded Series

2019

- Unveiled the InnoAGE™ SSD: the World's First SSD with Native Microsoft Azure Sphere™ Inside
- Launched DRAM 32GB & 3200 Series

Worldwide Operation

10

654

Business Coverage

IPA

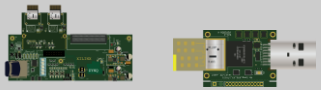
mPCIe Storage/Communication/ Display Modules/RAID Cards/Software Solutions

DRAM

Embedded/Wide Temperature/Customized/Server

Flash

SATADOM/M.2/PCIe



Millitronic

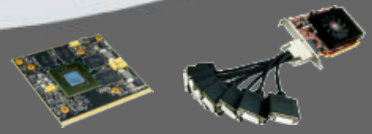
WiGig Wireless Communications

Antzer Tech

In-vehicle Communications

Sysinno

Environmental Sensor Solutions



Aetina

Industrial Graphic Cards

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Applications and Technologies

97
Patents

Feature Sets:
Focused on the challenges of specific vertical markets

Security:
Ensuring total security for mission critical applications

Expansion:
Flexible integration of various expansion cards

Rugged:
A wide set of technologies that enhances durability

Longevity:
Technologies that expand the lifespan of your device

Stability:
Keeping your system running in unstable surroundings

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FLASH – Complete Storage Solutions

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Multi-level PLP (Power-Loss - Protection)

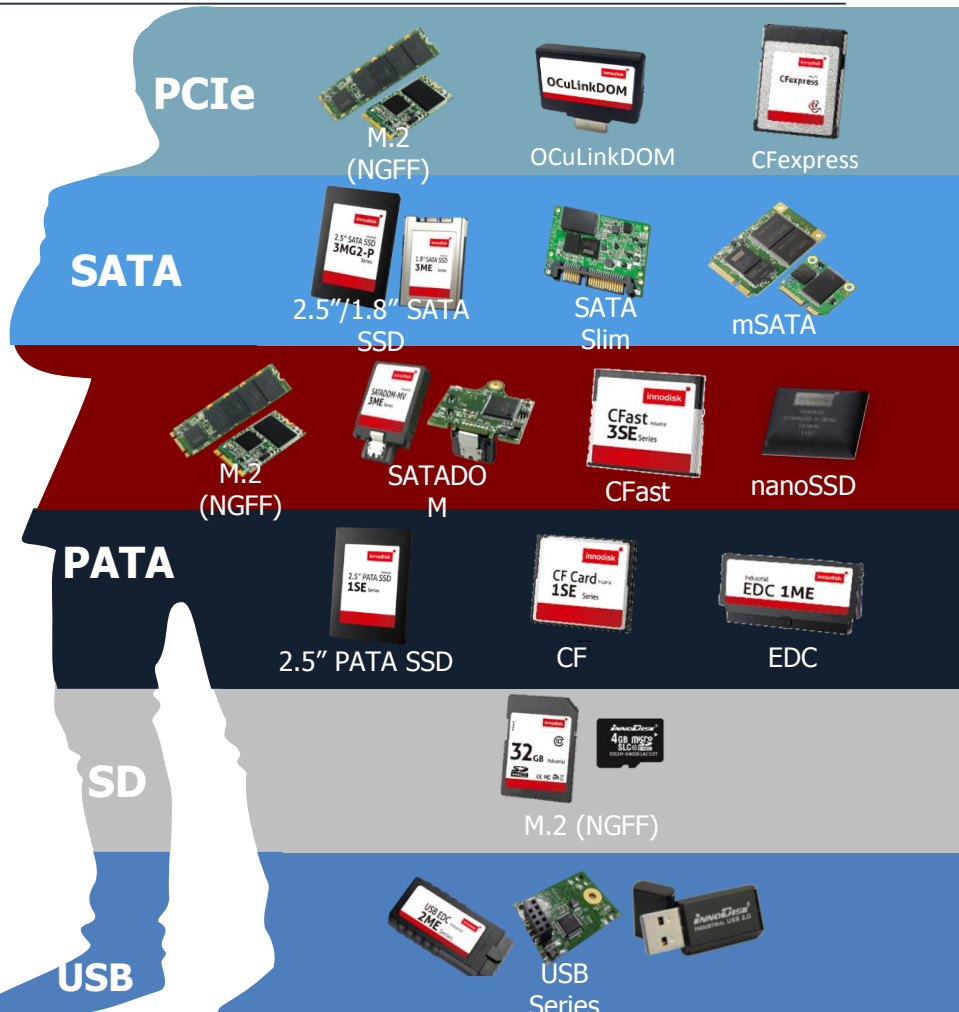
Features for Vertical Markets

Longevity Support

Combination with MS Azure

Optimized Firmware for Industrial Applications

Data Security & Integrity



Uncompromising Embedded Solutions

Embedded systems form an incredibly important but easily overlooked part of our daily lives. Every embedded system is dedicated to a specific task that vary greatly in size and complexity – it can be anything from something as simple as turning a street light on and off, to operating something as advanced as factory automation.

The factors that generally link these different applications together are rugged operating conditions and the need for compactness. But the unique challenges faced by every application are much more numerous, making customization the most crucial factor for the embedded system operator.

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DRAM –Industrial Memory Modules

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Industry Oriented

Highest Quality Original IC

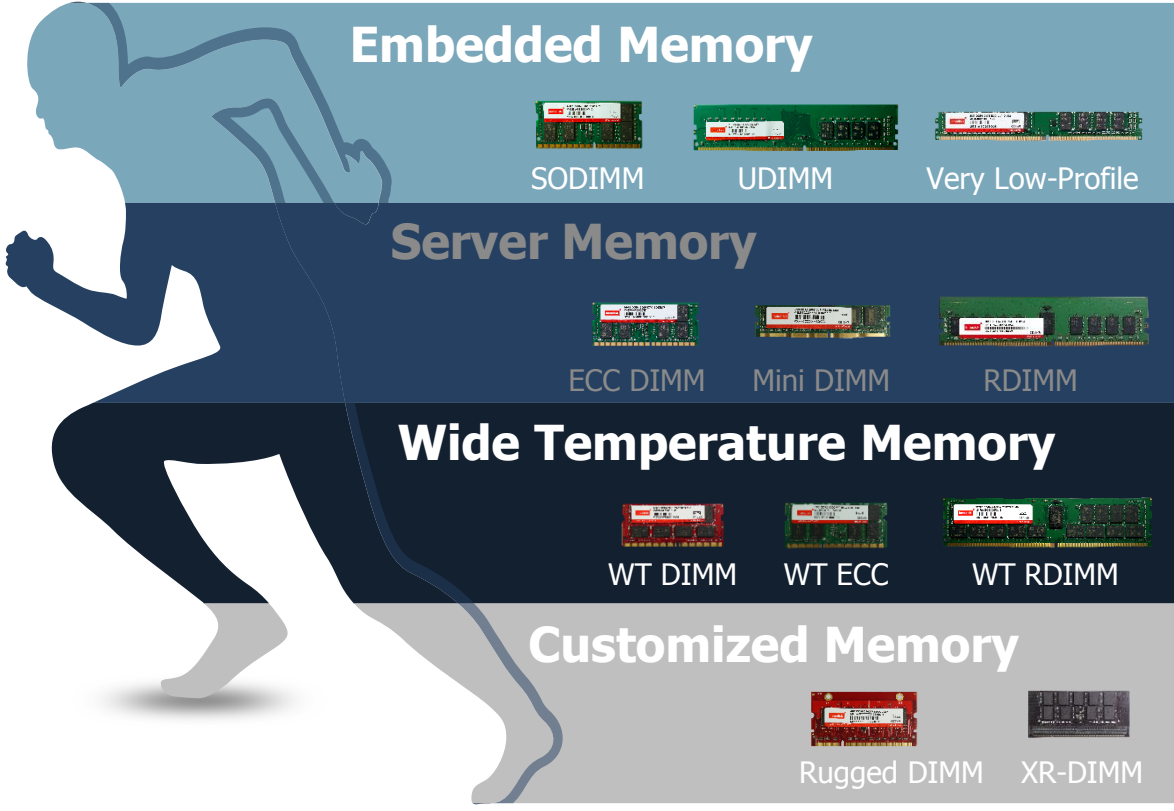
Free Upgradation Anti-Sulfuration

Complete Product Line

iRAM

Strict In-House Testing

Add-On Selections



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EP – Complete I/O expansion solution

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2.5”

PCIe

mPCIe

M.2

Communication

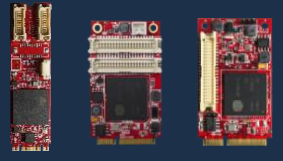
CANBus, PoE, Ethernet, Serial, Digital I/O

Storage

SATA, USB

Display

VGA, HDMI, DVI, LVDS

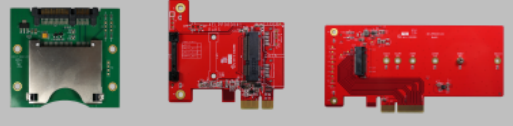


RAID

RAID 0, RAID1

Testing tool

mPCIe, mSATA, M.2, CFast, SATADOM, CF



Cop

Software

Edge Utility

iSMART
SSD & DRAM Real-time Monitoring

iTracker
SD Card and USB Drive Management

iCover
System Recovery and Backup

iOpal
Self-Encrypting Drive Management

Cloud Management System

iCAP

Cloud Administration Platform

- Smart Management
- Efficient Prediction
- Quick Maintenance

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Partnership and Alliance

Microsoft

2018

Azure Sphere Official Partner

Interbrand

2018-2019

Top 35 International Taiwanese Brand

Gartner

2018-2019

No. 1 Global Industrial Grade SSD

TrendForce

2018

Top 10 DRAM Module Suppliers

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Production

Manufacturing

1,200K / Monthly (2018)

New Taipei City / Yi-Lan County

Certifications

ISO9001 X ISO14001 X ISO 45001 X IECQ QC080000

New Manufacturing Site at Yi-Lan

Lot Size	Floor Area (4 floors)	2019 Capacity	Maximum Capacity
10,000 Sq. Meter	**12,000** Sq. Meter	**300K** SMT x 3	**1,200K** SMT x 12

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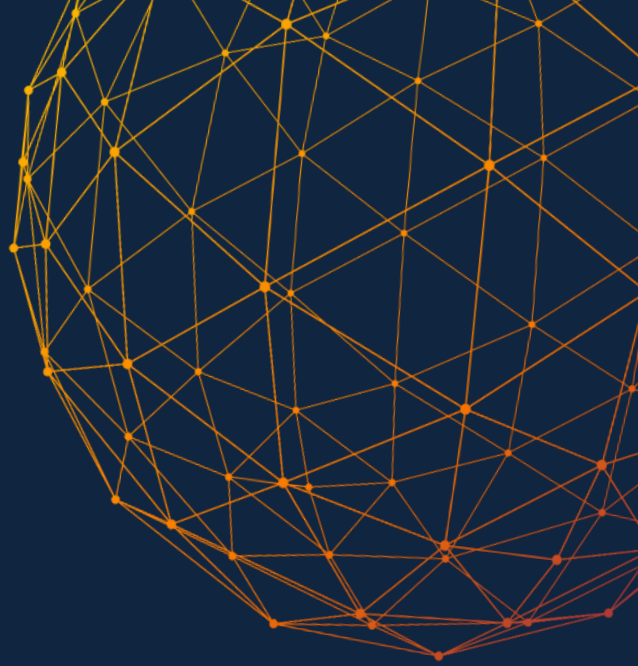

AIoT Revolution

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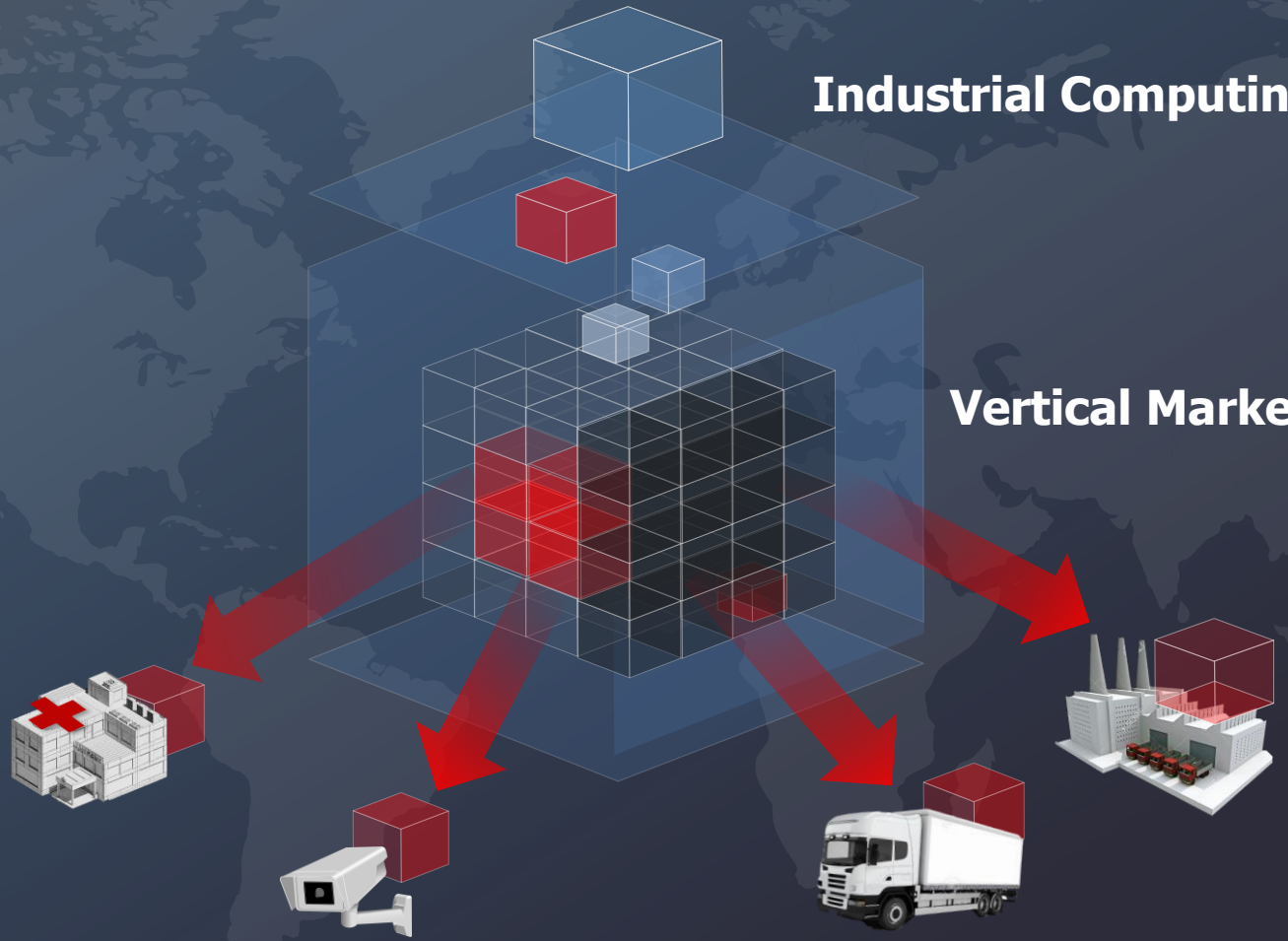
Industrial Computing

Vertical Market



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Cloud

Data Collect / Storage

Server

Big DATA

IoT

Data Collect / Storage

Data Analysis / Calculation

Data Driven Decision

AI

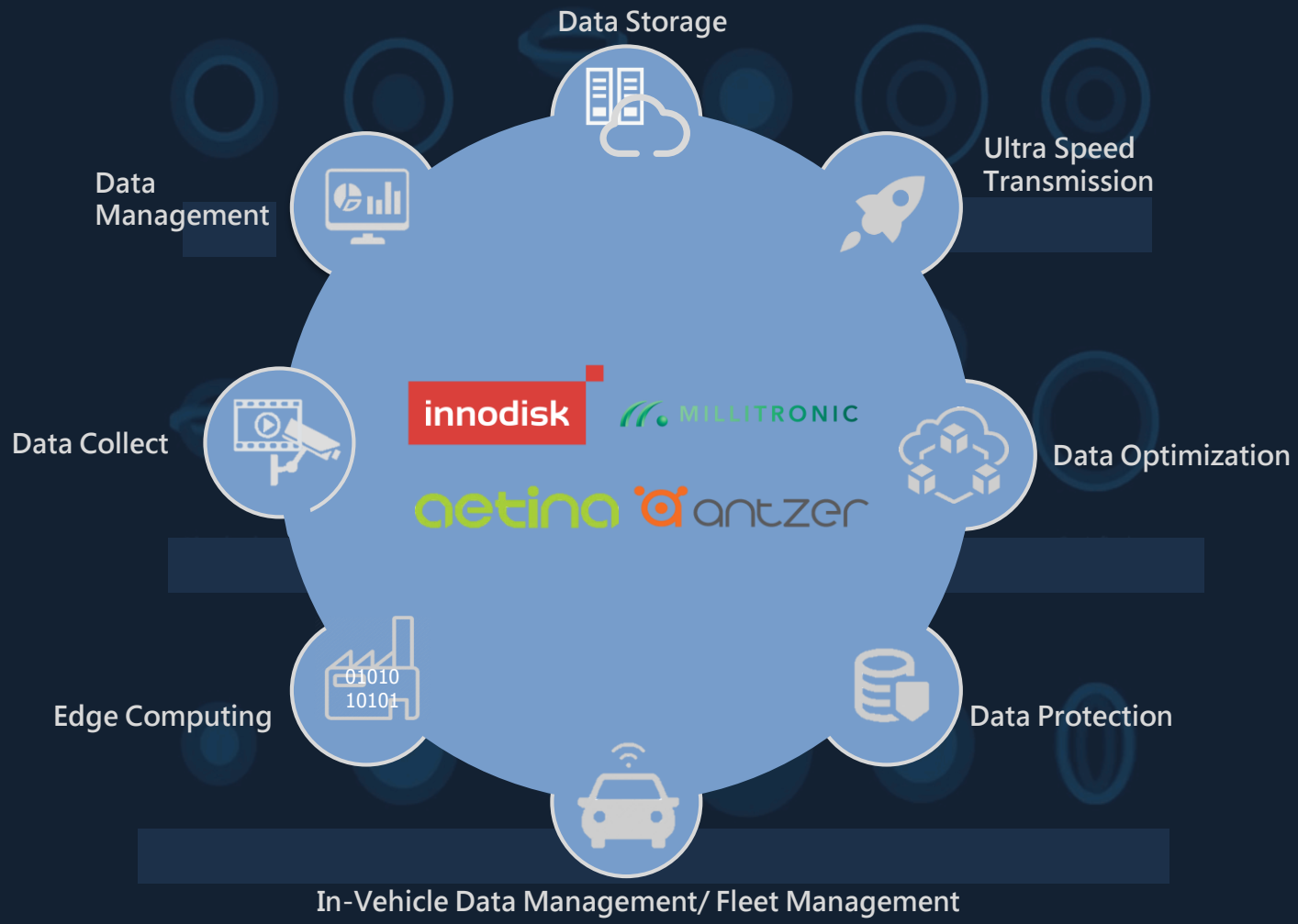
Data Collect / Storage

Data Analysis / Calculation

Data Learning

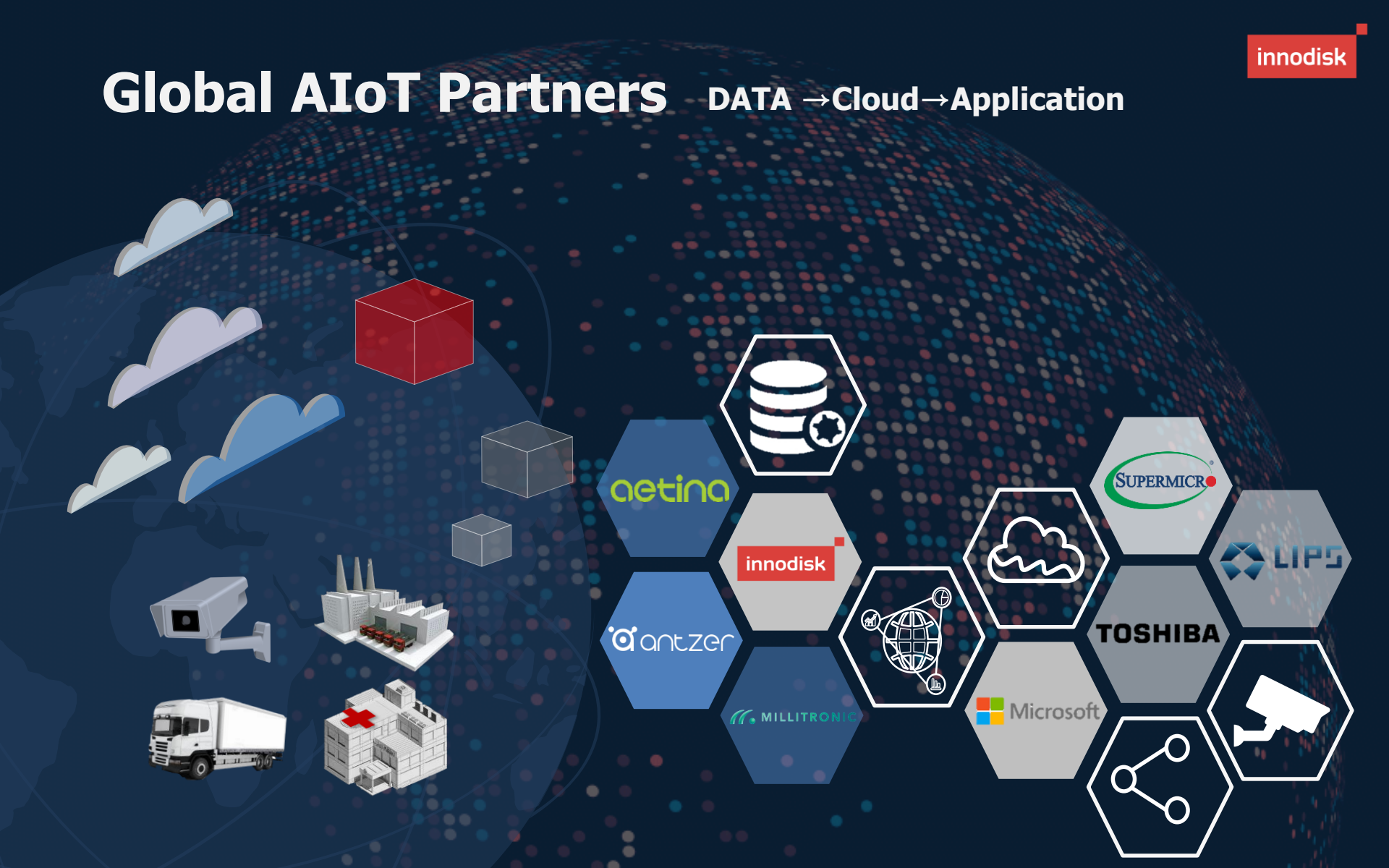
AIoT
Smart City

Cloud
IoT
AI
AIoT
Smart City
Data Collect / Storage
Server
Big DATA
Data Collect / Storage
Data Analysis / Calculation
The World Leading Expert of
Industrial Storage and Memory


Data Storage
Ultra Speed Transmission
Data Optimization
Data Protection
In-Vehicle Data Management/ Fleet Management
Edge Computing
Data Collect
Data Management
innodisk
MILLITRONIC
aetina
antzer
01010
10101

Global AIoT Partners

DATA →Cloud→Application



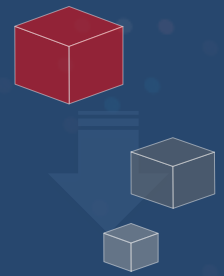
LIPS

Application

TOSHIBA innodisk aetina

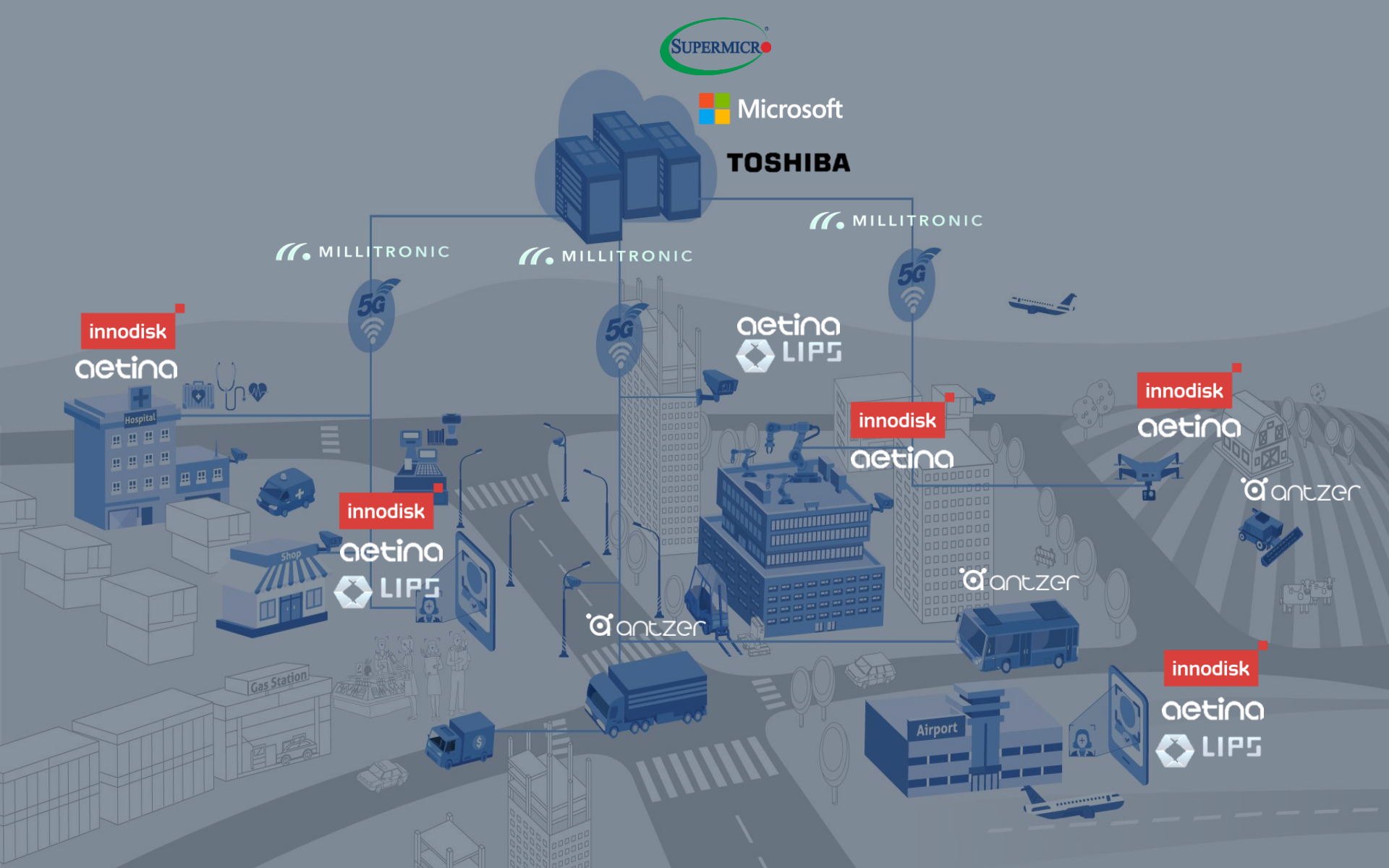
antzer MILLITRONIC

DATA



SUPERMICRO Microsoft

Cloud Computing


SUPERMICRO
Microsoft
TOSHIBA
MILLITRONIC
MILLITRONIC
MILLITRONIC
5G
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aetina
LIPS
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antzer
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aetina
antzer
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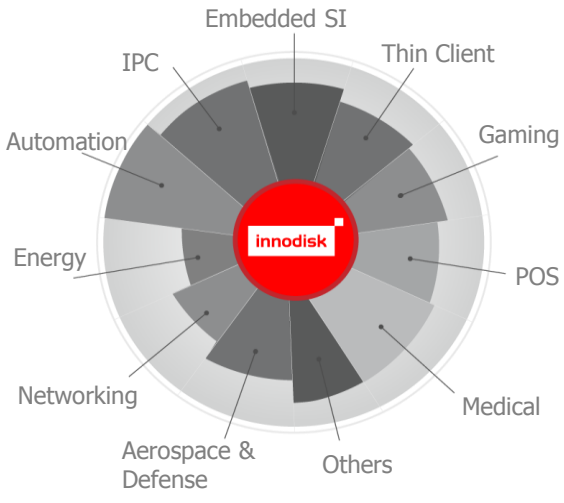
aetina
LIPS
Hospital
Shop
Gas Station
Airport

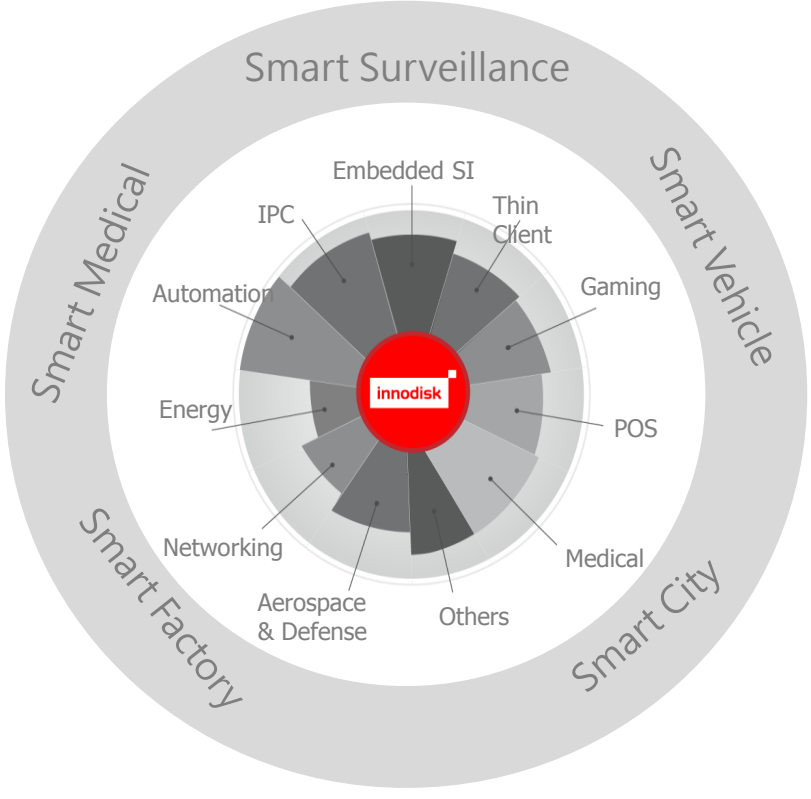
Smart Applications are the new Growth Engine!

PLC & Industrial PC

IoT/IIoT



AIoT



Embedded (IPC) Market ----------> Vertical Market ----------> Multi-Vertical Smart Application

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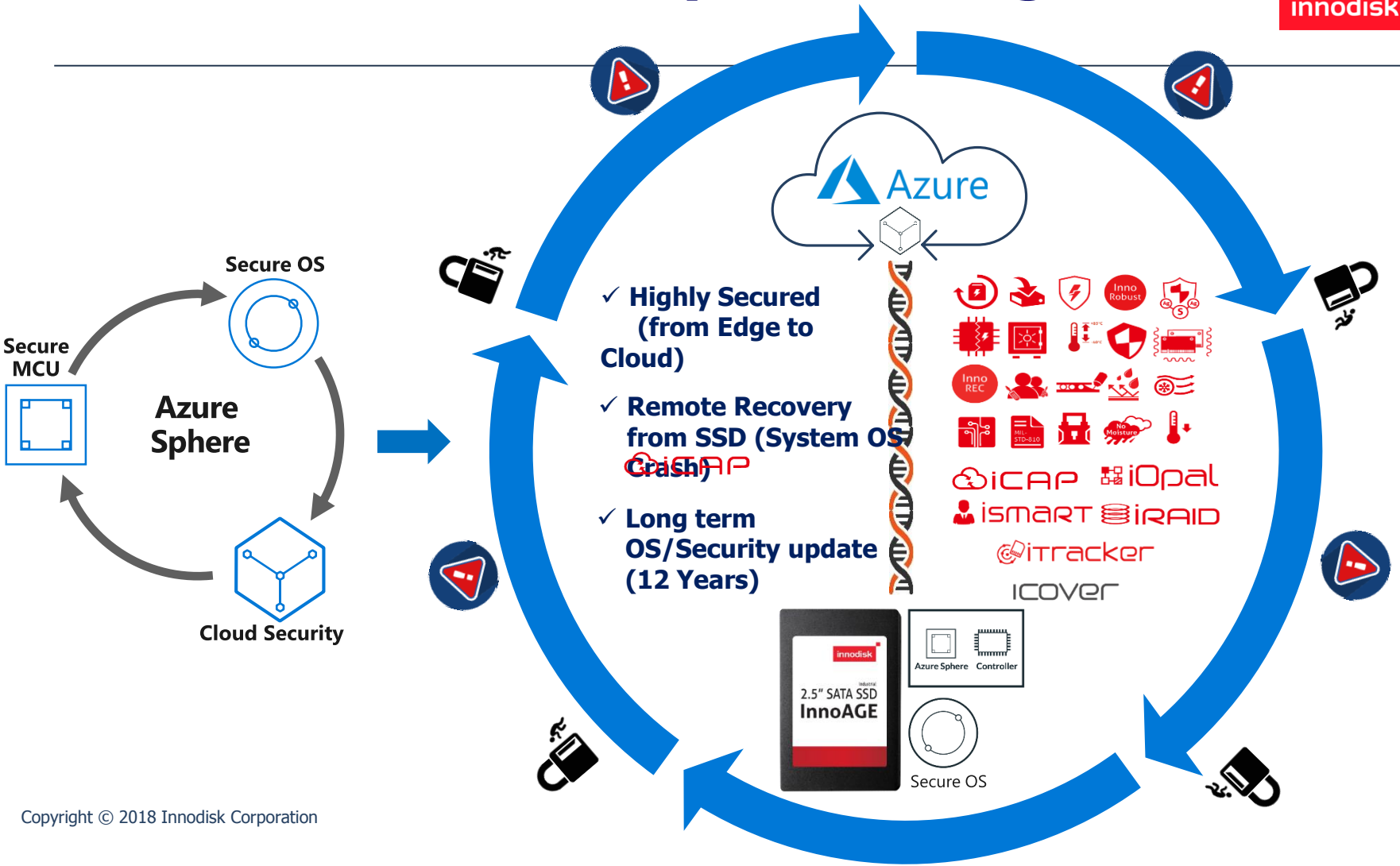
InnoAGE SSD: Truly Secure Edge Solution



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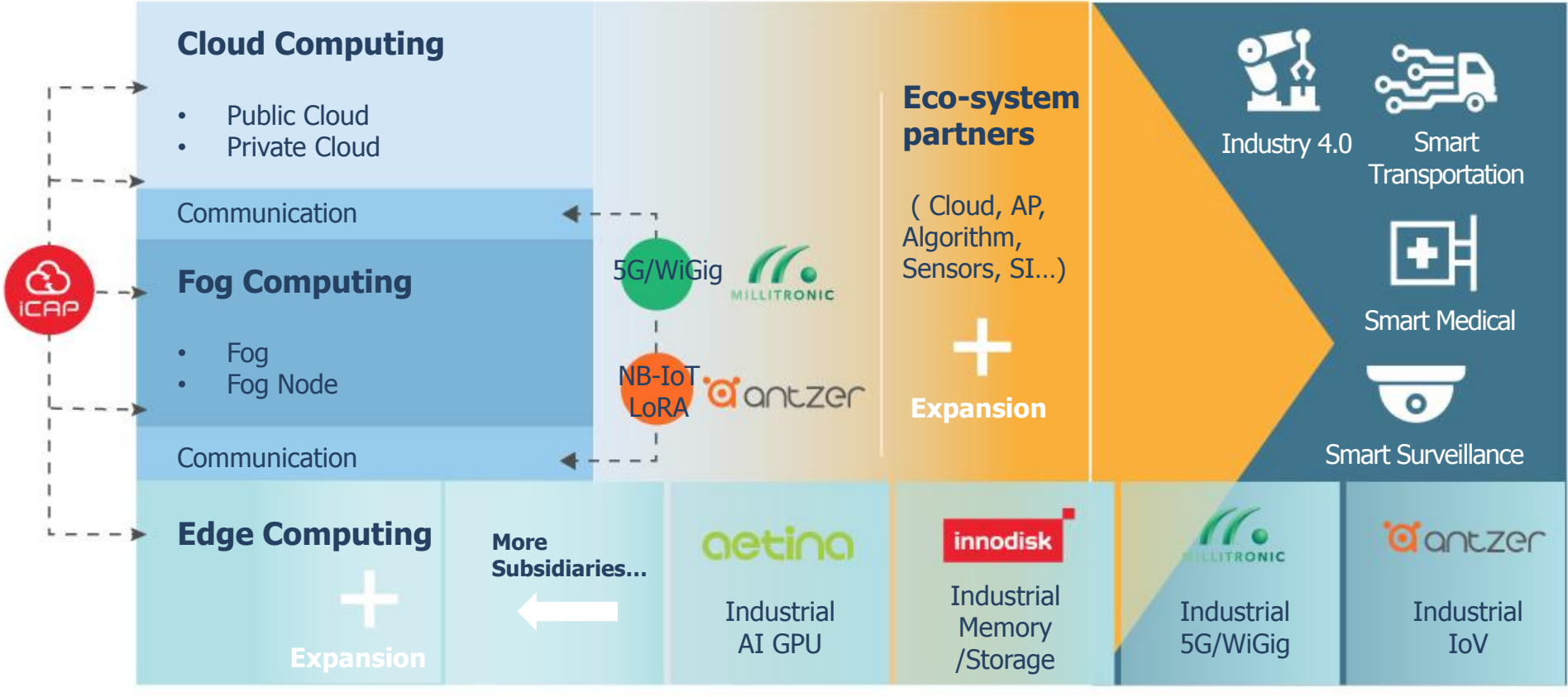
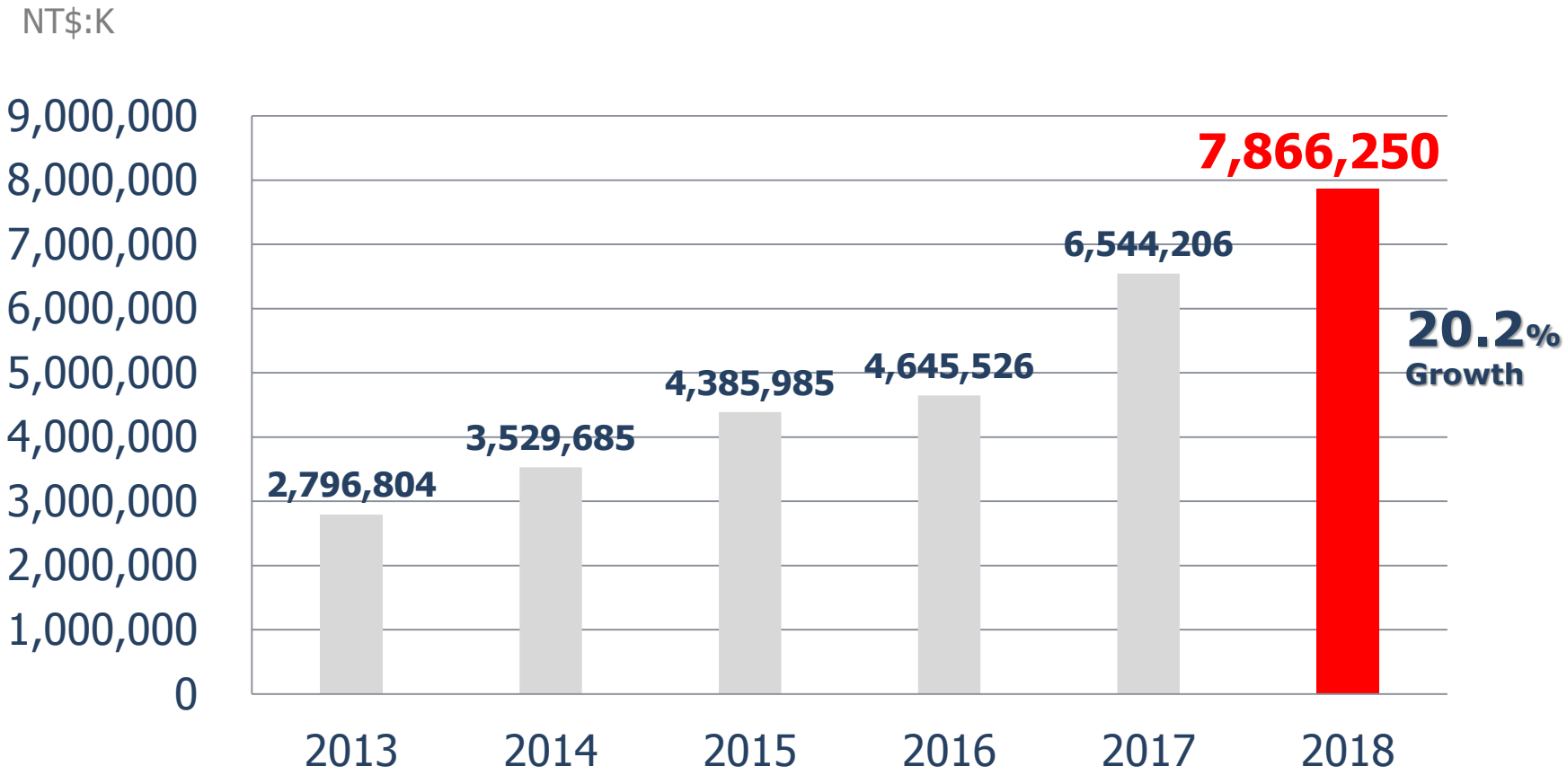
Innodisk Group Solution Strategy



Financial information

Revenues over last 5 years



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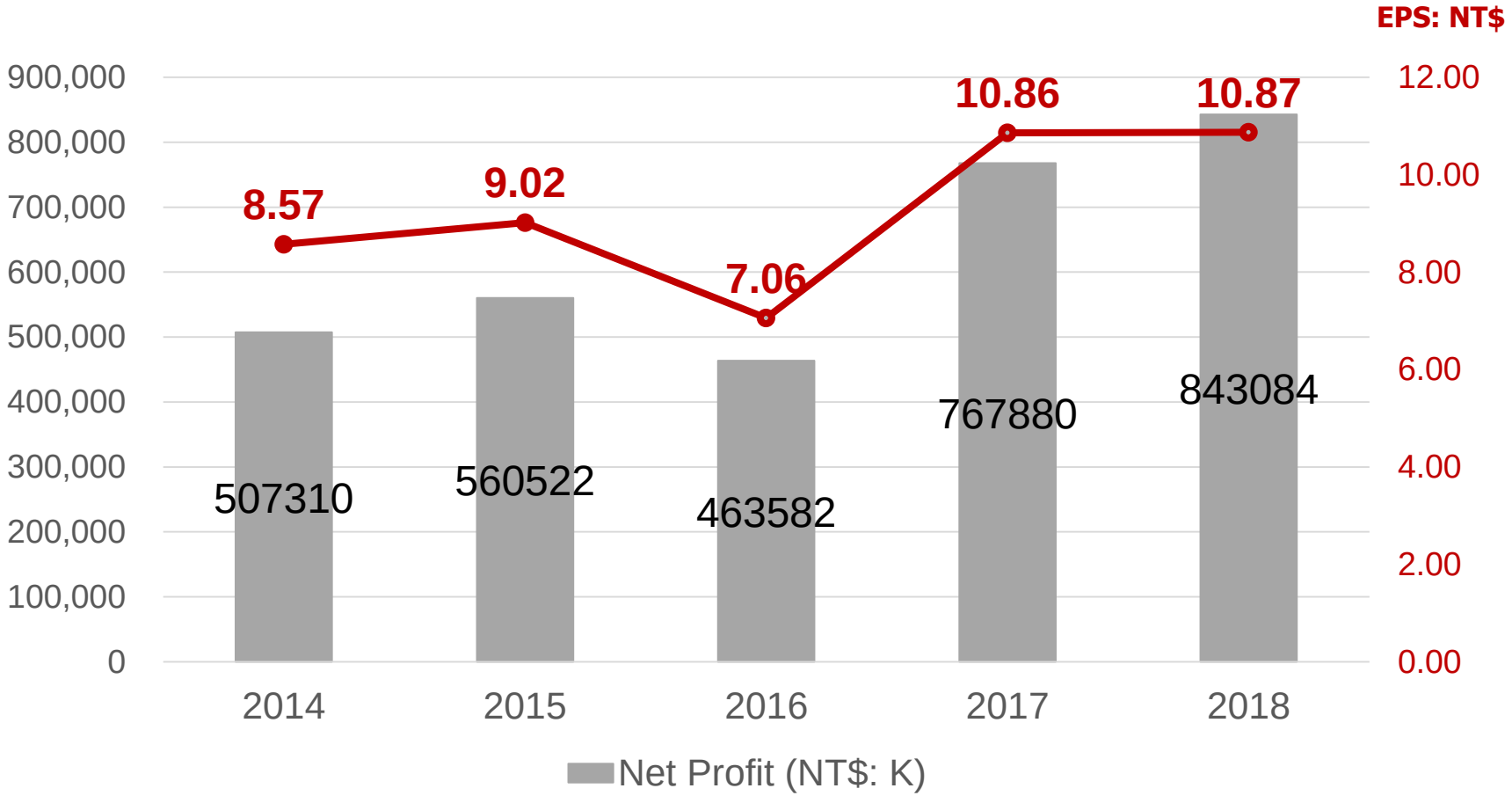
Net profit and EPS over last 5 years



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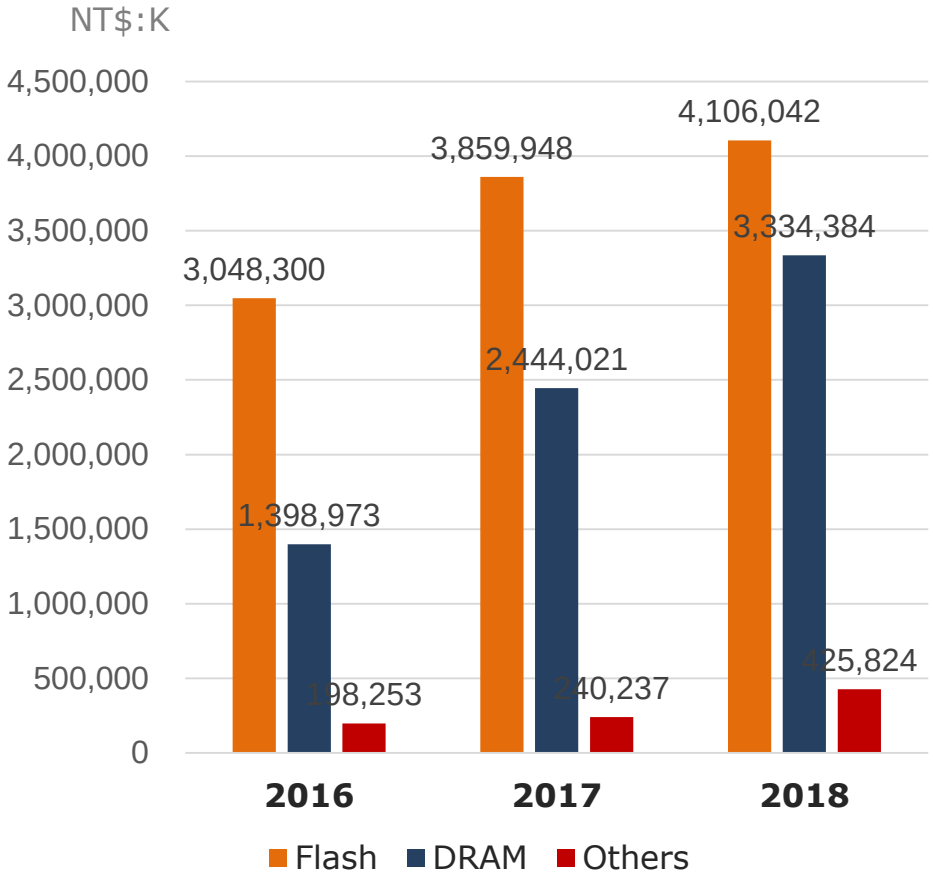
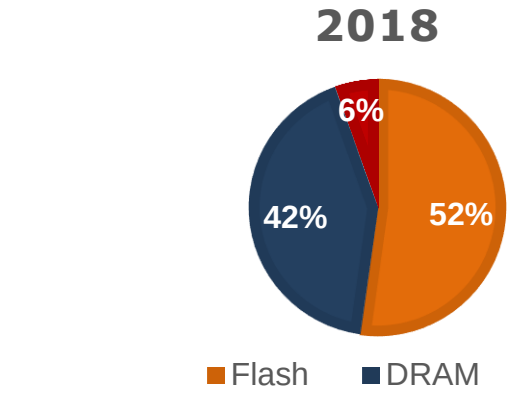
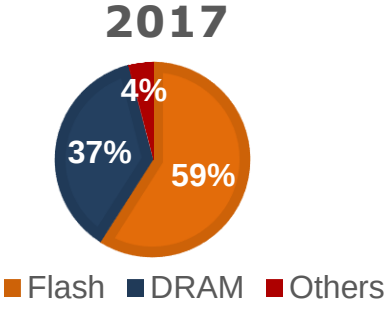
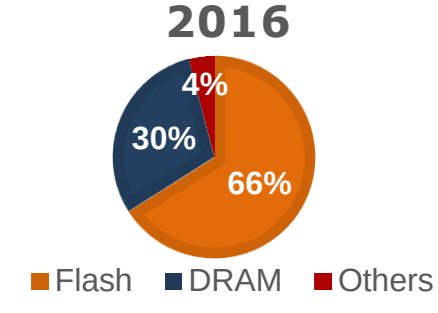
Revenue by product lines









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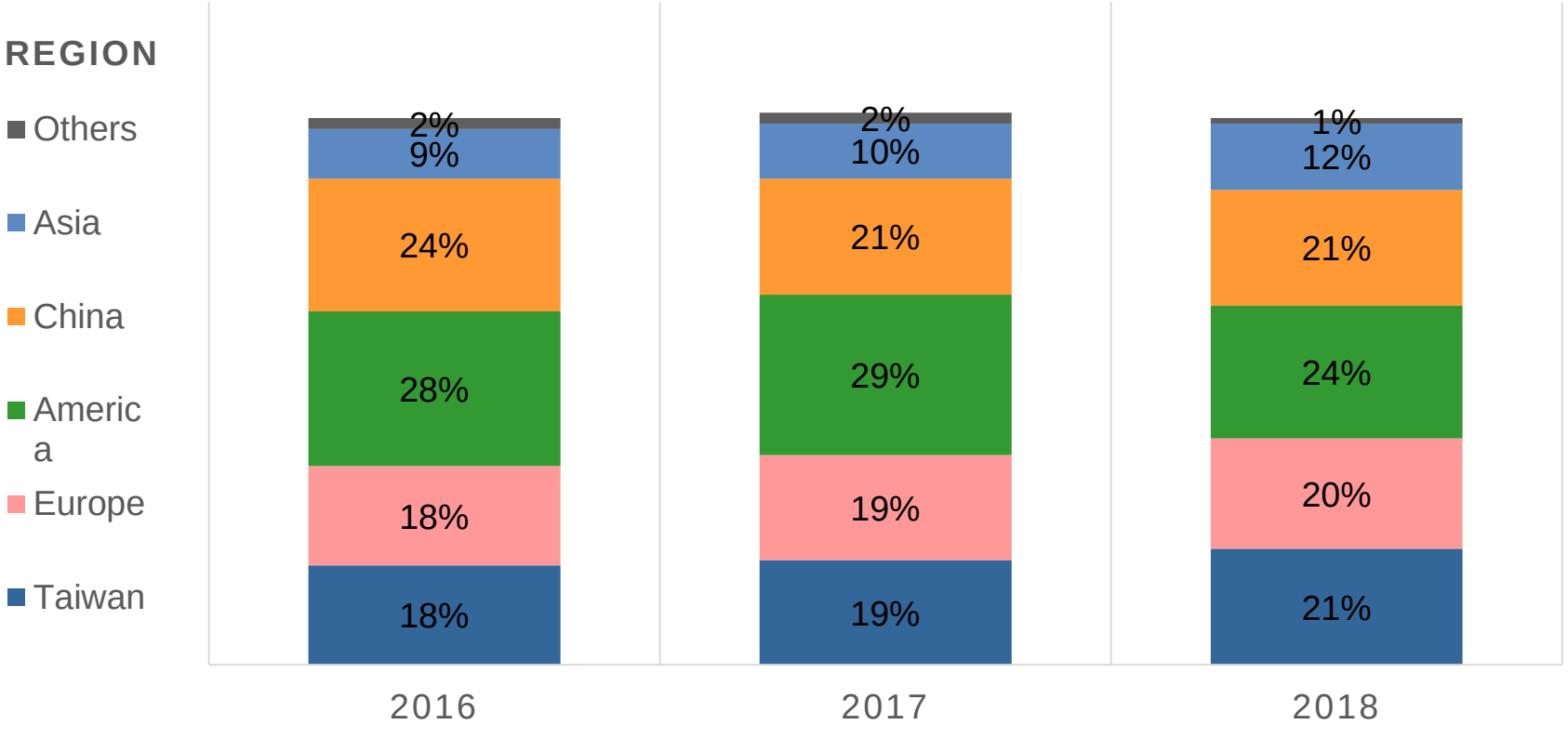
Revenue by regions



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Annual income statement

	2016	2017	2018	YoY
Revenues	**4,645,526**	**6,544,206**	**7,866,250**	**20.2%**
Cost of good sold	3,381,202	4,770,505	5,925,784	24.2%
Gross profit	**1,264,324**	**1,773,701**	**1, 940,466**	**9.4%**
Operation expenses	713,676	777,465	831,211	6.9%
Operation profits	**550,648**	**996,236**	**1,109,225**	**11.3%**
Non-operating income and expenses	(19,002)	(78,308)	(10,733)	-
Profit before tax	**531,646**	**917,928**	**1,098,522**	**19.7%**
Income tax expense	125,762	187,067	248,072	32.6%
Net profits	**405,884**	**730,861**	**850,450**	**16.4%**
Non-controlling interests	(57,698)	(37,019)	7,366	-
Net profit attributable to parent company	**463,582**	**767,880**	**843,084**	**9.8%**
EPS	7.06	10.86	10.87	
Gross margin	27.2%	27.1%	24.7%	
Operating margin	11.9%	15.2%	14.1%	
Net profit rate	8.7%	11.2%	10.8%	

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Q & A

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