Investor Conference

2021/12/30

www.newsoft.com.tw

NewSoft Technology

Stock Code: 5202

Disclaimer

- Please note that this presentation includes prospective statements. These statements are based on our current expectations. Actual results may differ. The company has no obligation to update these prospective statements in the future.

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Company Overview

Business Category

Software Services

System Solutions

Embedded Solutions

Channel Sales

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Core Technology

IoT Technology

- AWS technology partners
- Specialize in RISC reduced instruction set architecture and edge computing technology, applied to smart energy/retail/city/transportation/industry and other fields
- NXP / nVIDIA / Renesas multi-platform system solution

Smart OCR, RPA Technology

- Profound text and image recognition technology, applied to document/certificate/accounting vouchers/contracts/business cards, etc.
- RPA process automation technology, applied to optimize business processes

Cloud Computing Technology

- SaaS (software as a service) operating platform
- Provide energy control, corporate website protection/security/efficiency/monitoring and other cloud computing technologies

APP Development Technology

- Integrate iOS and Android cross-platform cross-industry mobile app development
- MDM enterprise dedicated mobile phone management and network management
- Digital transformation office mobile applications

Interactive Digital Contents

- Live shopping guide combined with interactive display marketing
- Information Integration in Enterprise Strategy/Planning
- Smart school digital learning and STEAM Maker

Network Monitoring and Performance Management

- Anti-tampering network security and network performance analysis technology
- A large number of real IP stress tests

Group Organization

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Software Platform Service

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- Software platform service developer
- Enterprise process solutions such as RPA robotic process automation/IDR identification system/ CRM customer management system/ OA enterprise cloud management system/CMS content management system

Smart IoT

Retronix Technology Inc.

- RISC technology design and license
- NXP / nVIDIA / Renesas intelligent networking solution design
- PV EV Casette Device

Enterprise Solution

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- Document application software development
- Business machine application development
- Enterprise document solution development

Information System Software Service

eBsuccess Solutions Inc.

- Information Security Solution
- Energy Management System
- Network stress test solution

Japanese Market

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- Software Sales
- Outsourcing Development
- Local Support

Health care E-commerce

YADRAN (Nanning) Biotechnology Co. Ltd

- Channel distribution
- Oral health product distribution

Industry Overview

2022 10 Major Trend in the ICT Market

1. AI budgets for financial services and retail circulation accounted for more than 60% of Taiwan’s total
2. Energy saving and sustainability drive a new wave of cloud market development
3. Enterprises improve their digital sovereignty
4. In response to the post-epidemic IT environment, companies put half of their information security budgets on cross-technology and ecological platforms
5. More and more companies collect and use the swarm intelligence to improve production efficiency
6. The key to the integration of virtual and real work in the future lies in ``Interoperability''
7. From augmented reality to ``Augmented Humanity'' applications
8. Hybrid user needs, giving birth to a digital ecosystem
9. Some industrial applications of Metaverse are getting started
10. 50% of enterprises worldwide will introduce zero-trust security architecture into printing devices

Source: IDC Media Center https://www.idc.com/getdoc.jsp?containerId=prAP48460921

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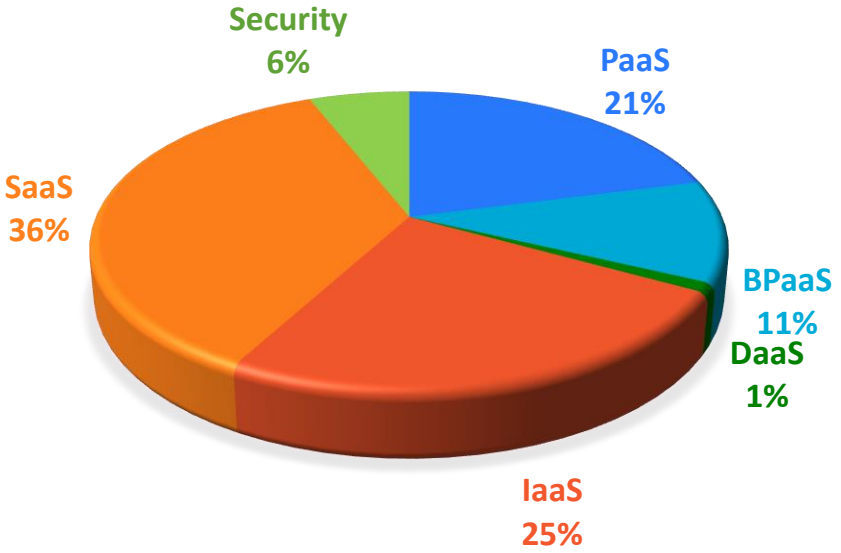
Subscription SaaS becomes the mainstream of cloud services

- Gartner predicts that the global public cloud terminal user market will exceed US$480 billion in 2022, with SaaS accounting for more than 36%.
- SaaS software as a service maintains 18% annual growth rate
- 78% of enterprises have adopted at least one SaaS service



Source: Gartner
https://www.gartner.com/en/newsroom/press-releases/2021-08-02-gartner-says-four-trends-are-shaping-the-future-of-public-cloud

Business Model and Prospect

Building Operation-oriented Platform

- From the role of assisting customers to build a platform, to build a platform on their own, and engage in operations
- Expand cooperation with core-related companies, and actively seek targets for mergers and acquisitions, and get rid of the purely organic growth model
- Concentrate more resources to strengthen core technical capabilities and create more competitive advantages and thresholds

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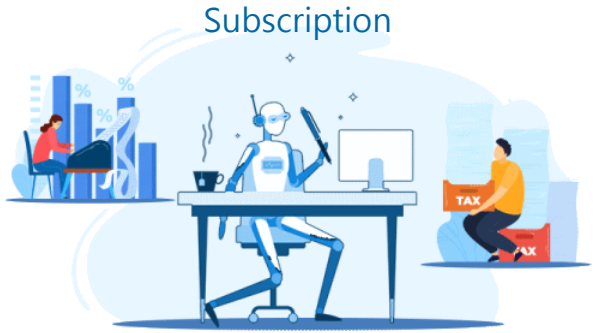
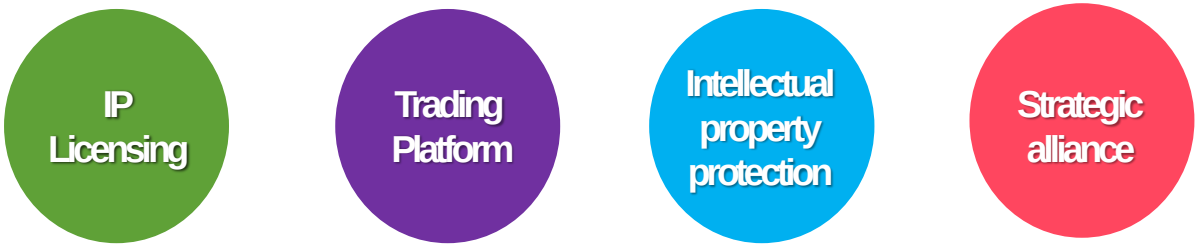
Enterprise Digital Transformation Platform

- Smart identification of documents and fast data acquisition service (the best partner for all kinds of online application service operations)
- AI-OCR identification of voucher content and automatic key-in assistance system (solve the pain points of large number of documents key-in for enterprises)
- Provide data service subscription mechanism to assist small and medium-sized enterprises to effectively and easily integrate business operation procedures
- Increase investment and introduce smart technology and license, such as natural language processing technology (NLP), Blockchain, and other technologies



Digital Creative Assets Platform

- Increase the connotation and value of digital assets (the depth and breadth of the product)
- Use blockchain technology to protect related copyrights
- Establish an open platform to activate innovation and creativity
- Expanding the scope of customers: adjustment of the proportion of academic fields to commercial fields



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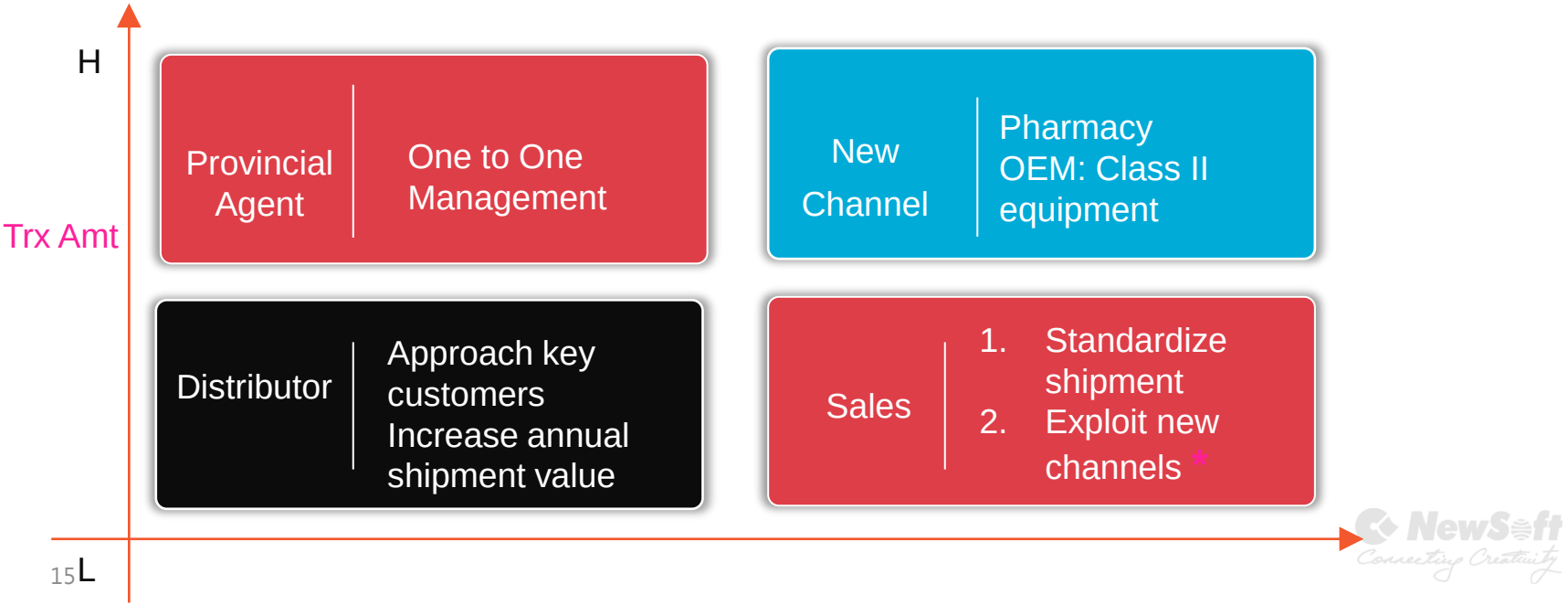
FINTECH Innovative Application

- Build a financial trading platform (24-hour uninterrupted trading, multi-commodity and multi-market, and transaction assistance functions)
- Smart advisory system (optimized and systematic suggestions)
- Development in the field of inclusive finance (reducing investment restrictions for investors and taking advantage of digital networks and software)
- Obtaining licenses, participation and innovation in financial market

Biotechnology and Channel Distribution business

Offline Revenue Plan

The offline revenue management is pipelined and focused, and separates the management of different sections of the provincial agency customers, internal business teams, and company dealer customers



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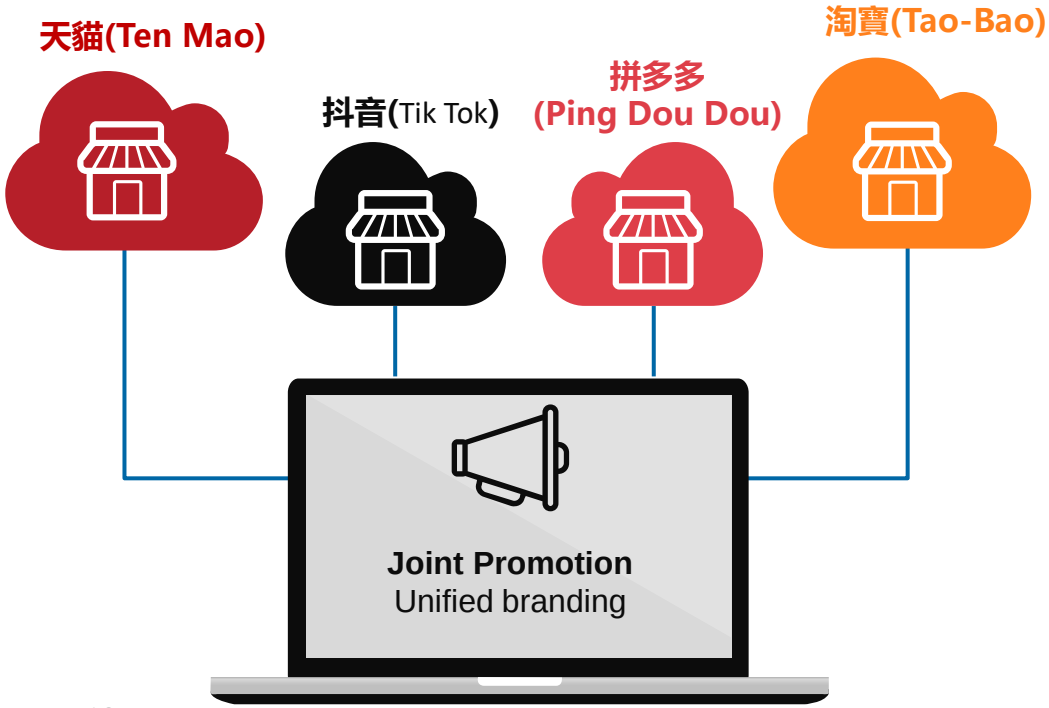
Biotechnology and Channel Distribution business

Online Marketing



Multi-platform Management

- Independent Operation for each platform
- Platform exclusive promotion plan
- Tik Tok online pre-evaluation

Joint Promotion

- Unify the brand logo and slogan
- Promotion form:
  - Search engine keyword promotion
  - Video, graphic advertising alliance
  - Community advertising banner within the platform
  - Third-party platform co-marketing

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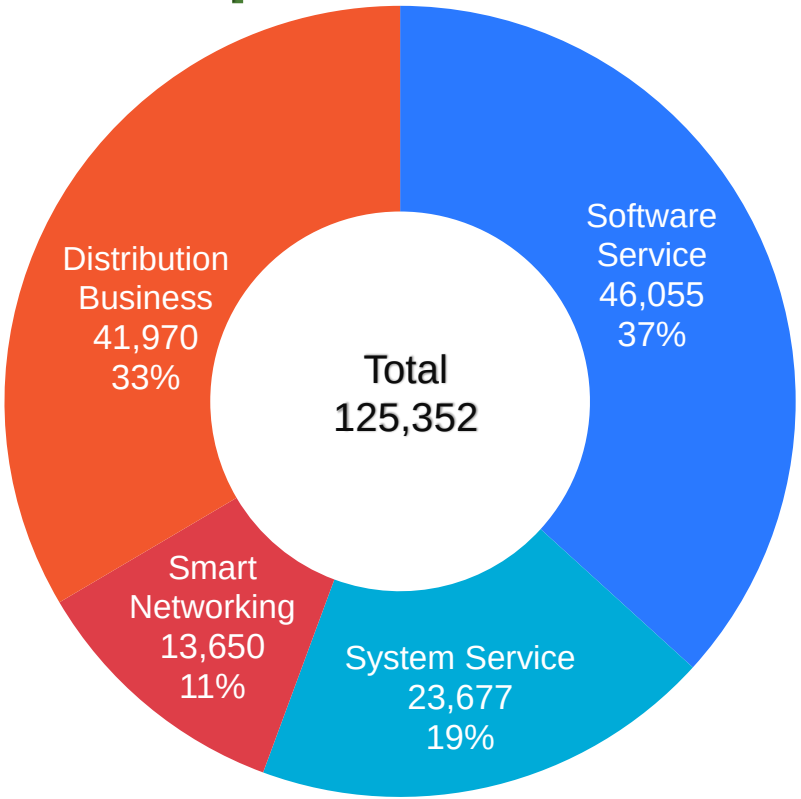
Financial Overview

Financial Information
(2020, Jan to Sep Consolidated Revenue)

Unit: NTD1,000



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Thank you