Investors Conference

2024/08/29

www.newsoft.com.tw

NewSoft

Stock: 5202

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2 Market Overview

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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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1. Company Overview
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4. Financial Overview

NewSoft
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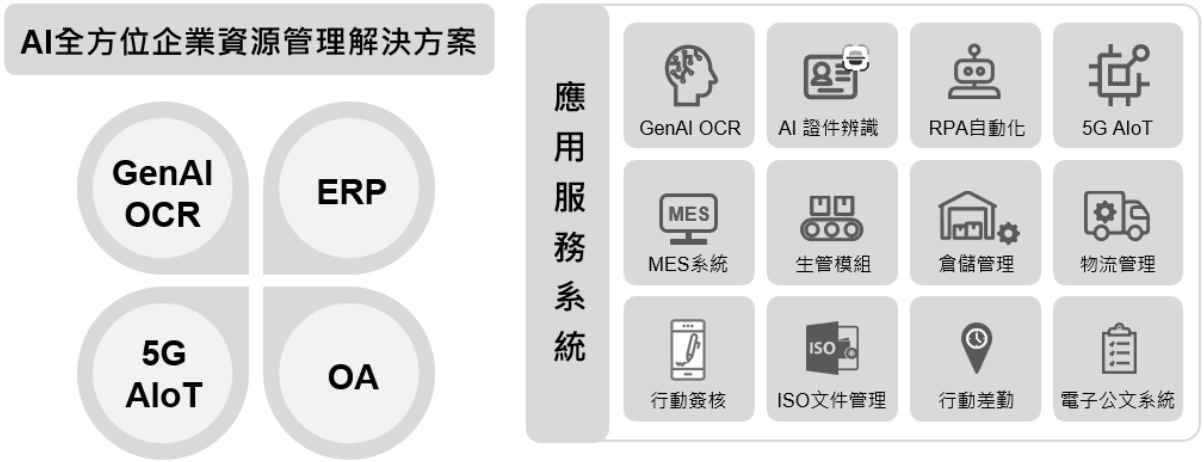
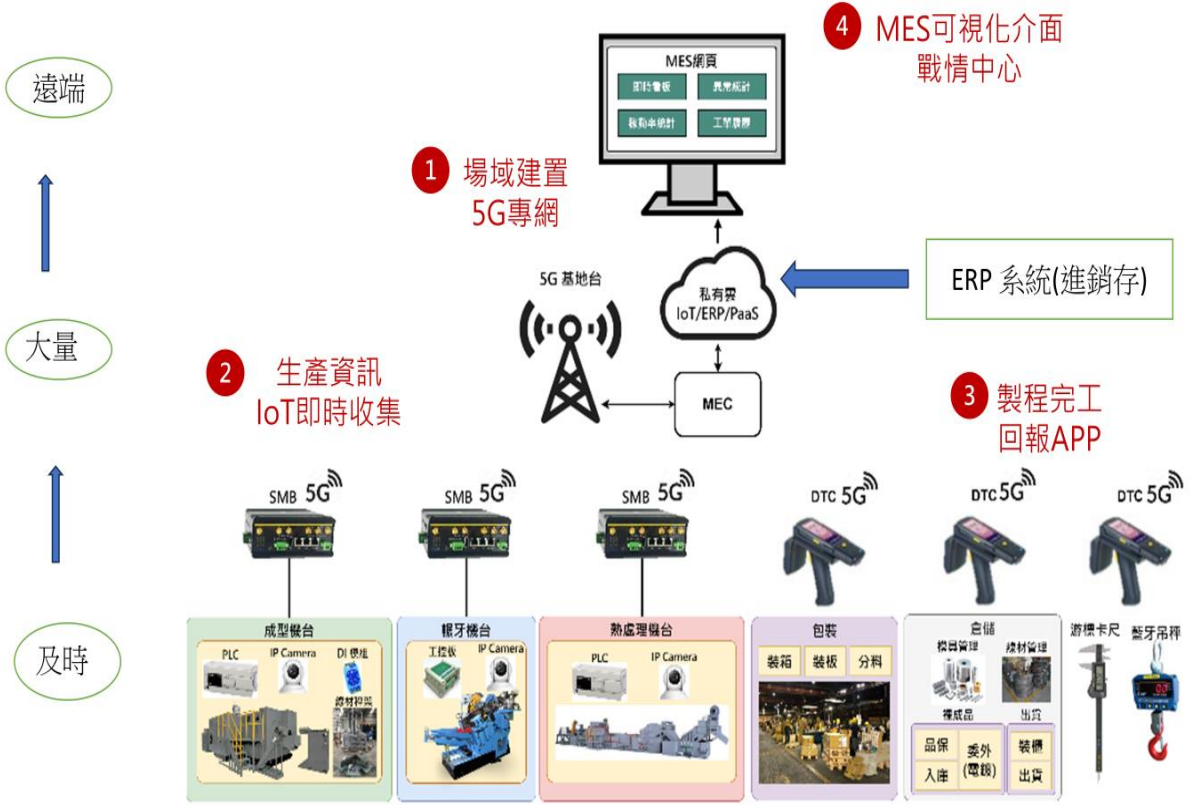
- Stock：5202
- Established：Sep, 1987
- Stock Listing：Oct, 2000
- Capital：NTD 890million 940 thousand
- Chairman：Li Yun Chin
- Address: 6F., No.15, Ln. 128, Xinhu 1st Rd., Neihu Dist., Taipei City

Main Product and Service

- Industry 4.0 comprehensive solutions
- ERP enterprise resource integration management system
- OA mobile digital office (electronic sign-off, digital attendance management, ISO file management, etc.)
- OCR file automatic recognition



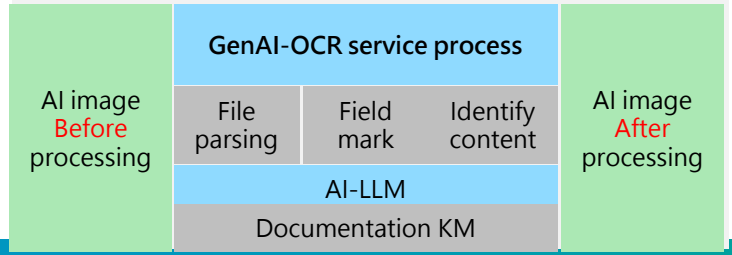
Industry 4.0 comprehensive solutions



- Industry 4.0 combines 5G + AIoT + MES + ERP
- High volume, timely, remote advantages
- Provides a visual interface for the situation room
- 24-hr control, without be on-site

GenAI-OCR Enterprise Document Recognition System

Index	Retrieve results	Field name
0	2024/1/4	Invoice date
1	VZ19203900	Invoice number
2	22645531	Buyer ID



NewSoft GenAI-OCR

- Over 30 years of experience in OCR
- Supports image, text and corporate document recognition.
- Assist enterprises to digital transformation, optimize the workflow of general staff, effectively improve work efficiency, and resolve more than 85% of unstructured documents.

GenAI-OCR highlights and benefits

Highlights

1. GenAI intelligent analysis

Intelligently interpret document types and retrieve required information

2. Flexible information security planning

Provide cloud and local information security planning

3. One for All

Intuitive interface meets the needs of different industries

Benefits

1. Reduced operating costs

Join digital smart helpers and automate 24/7

2. Improve work efficiency and quality

Simplify and standardize enterprise processes to maintain high accuracy

3. Intelligent management reporting (BI)

The system converts the processed historical logs into smart management reports required by operators, which serve as a reference for operational direction and are the best tool for ESG.

Smart ID Card Recognition Service System

- ✓ **Contains image pre-processing module**
  Provides image pre-processing modules such as automatic rotation, automatic tilt correction, and automatic cropping. It also enhances the clarity of the document and avoids unclearness and reflection, thereby enhancing the identification rate of the document.

- ✓ **Provide text and image output information**
  After the recognition is completed, JPG, TIFF, PDF, PNG image format output, XML, CSV text format are provided. The output is convenient for back-end system integration, and digitization can be completed easily and simply.

- ✓ **Watermark annotation**
  Supports adding watermark to the image after the recognition is completed to prevent the file from being used improperly.

- ✓ **MIT R&D team**
  Newsoft developed OCR core independently and has 100% technical control. Customer service satisfaction is 100%

- ✓ **Supports multiple documents**
  Supports ID card, NHI card, passport, Vehicle Registration travel license, R.O.C. (Taiwan) Resident Certificate and etc..

IDR highlights and benefits

Highly efficient automation

- Automatically and efficiently import documents into designated data boxes
- Automatic classification and identification of various documents

Easy import

- Stand-alone version, ready to install and use
- Good hardware compatibility

Support offline use

- Reduce transfer time, high speed
- Can be used offline, keeping your data safe

Market validation

- More than 30 large financial companies have long-term use
- The module operates stably and has a good market reputation.

Efficiency

- Reduce working time and increase output value
- Concentrate work and improve work efficiency by 95%
- Increase customer satisfaction

NewSoftOA

Mobile online sign-in

Regardless of time and location, can sign in instantly without missing a call. The device supports IOS and Android.

Hundreds of form templates

Enterprises can create forms flexibly. Painlessly realize electronification, paperless and achieve ESG.
Can be used in personnel/ administration/ accounting/ announcements/ official documents/ expenses, etc.

Flexible development process

Establish conditions and levels according to the company's workflow. Integrate the signing, countersign, notification, and level of authority into the same form. During the review process, you can choose to increase or decrease processes such as signing, re-signing, and modifying opinions.

Heterogeneous system connection (customized)

Provides an API for connecting heterogeneous systems. For example, the API can be connected to the ERP database. When the ERP order is completed, the order will be automatically sent to the EIP for approval by the NewSoftOA system.

Sign in with one click anytime, anywhere

NewSoftOA highlights and benefits

- ✓ **No programming required, you can design your own forms**
  No information background is required, just use the intuitive drag and drop method to quickly create excellent forms.
- ✓ **Flexible enterprise sign-off process settings**
  Designed in a drag-and-drop manner, the graphical flow chart is clear at a glance.
- ✓ **Accurately track the sign-off process**
  Each approval information is fully recorded to accurately understand and track the approval track.
- ✓ **Mobile device form filling and approval**
  Mobile vehicles are supported, and there is no limit to the office location for application approval.
- ✓ **Excellent UI/UX design**
  The interface is user-friendly, simple and beautiful, intuitive and easy to use.
- ✓ **Effectively reduce paper and take the first step towards ESG**
  Reduce paper work and solve the problem of storage and management of huge data in the future.
- ✓ **Built-in hundreds of standard enterprise forms, select and use at any time**

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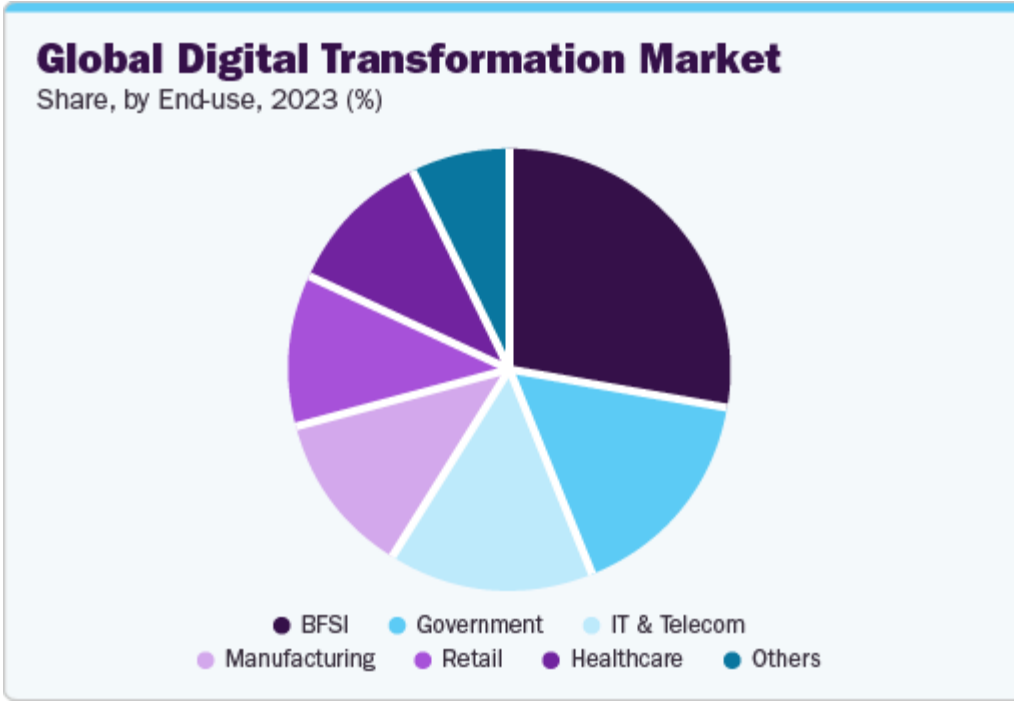
2024 Forecast Trends in Taiwan (ICT)

1. Generative artificial intelligence (Generative AI) technology is moving from the consumer market to the enterprise market. The focused application fields are product design, software development, customer interaction, etc. as the main projects. The market size will increase from US$ 66.9 million in 2023. It will grow to US$ 83.9 million in 2024 , with an annual growth rate of 25.4% .
2. With the commercial market for generative artificial intelligence technology gradually emerging, the personal application of wearable devices is expanding from the home to the office. Connectivity with IoT devices and system equipment is also being established, combined with large language models (LLM) Applications can promote productivity, protect data security, reduce costs and improve work efficiency.
3. Generative AI is applied to information security operations to achieve autonomous network security. The acceleration of digital transformation and the emergence of emerging technologies force enterprises to continue to seek smarter and automated information security solutions to respond to new types of risks and compensate for them. The technical gap caused by the shortage of professional information security manpower.
4. In the future, enterprises will establish a system of accountability and transparency for cloud usage through the collaboration of various departments. The ultimate goal is not only to optimize the cost of cloud migration, but more importantly, to select the right cloud migration tools to achieve the maximum return on investment (ROI), further changing the behavior and culture of enterprises moving to the cloud.
5. As countries continue to promote carbon tariff systems, and international brands gradually increase their carbon reduction requirements for suppliers, carbon emission data disclosure has changed from voluntary to mandatory, testing the deployment of carbon management in the supply chain.

Digital Transformation Market



- Digital transformation market size and growth rate: The digital transformation market is estimated to be US$ 880.28 billion in 2023 and is expected to grow at a compound annual growth rate of 27.6% from 2024 to 2030 .
- Benefits and applications of digital transformation: Digital transformation helps organizations deal with various risks and challenges, such as geopolitical environments, market fluctuations, and corporate restructuring.
- Digital transformation is to enhance the competitive advantage of enterprises, to use big data analysis to obtain instant, accurate and timely information, and to comprehensively transform existing or under development products and services.

資料來源：Grand View Research, https://www.grandviewresearch.com/industry-analysis/digital-transformation-market

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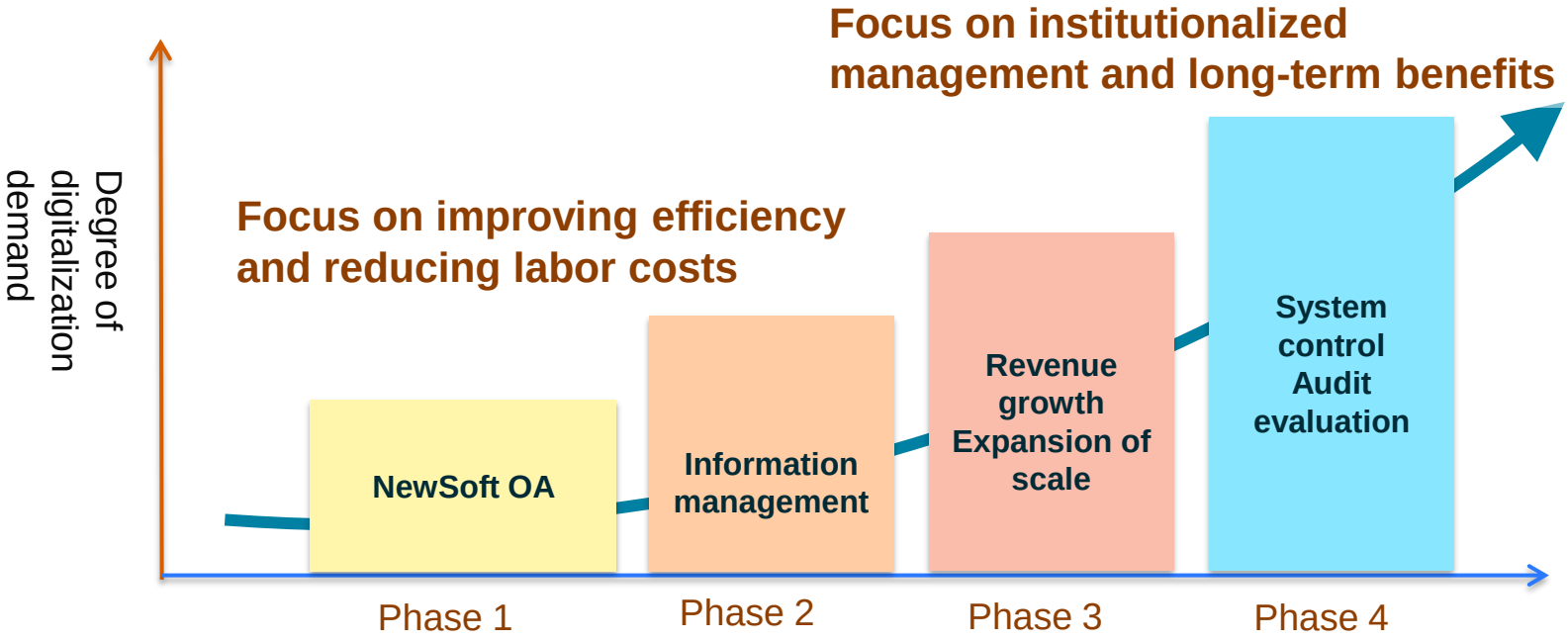
Enterprise Digital Transformation Service



Digital Transformation Needs

① Real-time information

- Whether it's a computer or a mobile phone, you can operate and view it online anytime, anywhere.
- Instant notification and response to internal messages

② Process automation

- Signing is not restricted by location or time, and does not require manual sending, receiving and delivery.
- Automatic process follow-up and notifications to improve overall efficiency

③ Management visualization

- HR: Review employee attendance and working hours
- Project: Understand the work arrangement and schedule
- Business: Master customer lists and activity records

④ Information security

- Company confidential information is properly managed to prevent improper access.
- The system host runs stably and is anti-virus and anti-hacker.

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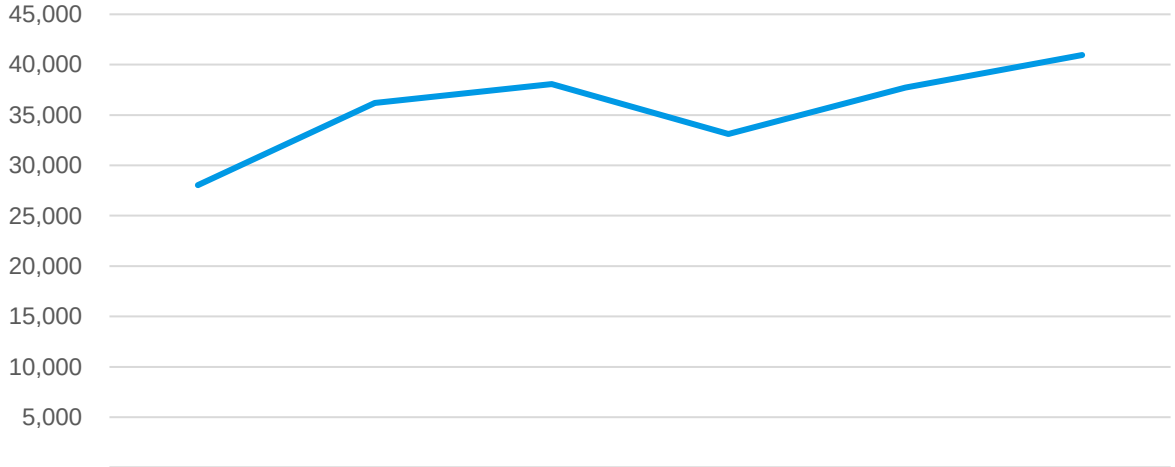
Financial Information - Revenue

Unit : NTD/Thousands



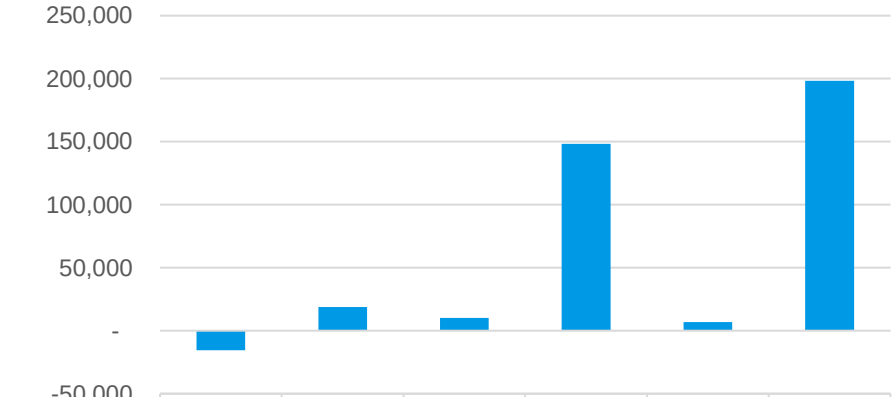
	112Q1	112Q2	112Q3	112Q4	113Q1	113Q2
Revenue	28,038	36,205	38,084	33,116	37,710	40,957

Factors for sustained revenue growth

- Expand the market breadth of business and increase business volume
- Refined organization, optimized R&D technology, and improved case closure speed
- System modularization, sales speed growth

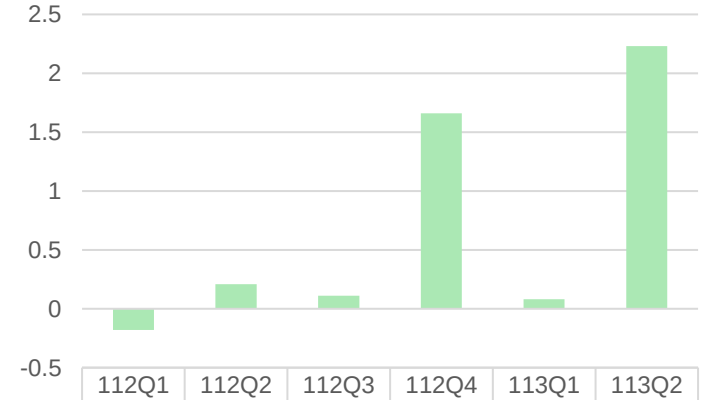
Financial Information – Net Income and EPS

Unit: NTD/Thousands



	112Q1	112Q2	112Q3	112Q4	113Q1	113Q2
Net Income	-15,621	18,802	10,038	148,362	6,784	198,283

Unit: NTD Dollar



	112Q1	112Q2	112Q3	112Q4	113Q1	113Q2
EPS	-0.18	0.21	0.11	1.66	0.08	2.23

Profit growth factors

- The system adopts modular development to reduce development costs and increase profits.
- Increase in non-operating income

THANK YOU

For listening

NewSoft
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力新國際科技股份有限公司

股票代號: 5202