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威盛嵌入式平台
事業部總經理

Investor Presentation 2022.8.31



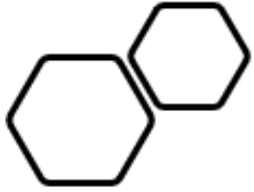
邱仁鈿 JD Chiou

總經理



晏毓聰 YT Yan

財務長



Safe Harbor Notice

- Intumit's statements of its current expectations are forward-looking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
- Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise



INTUMIT

Agenda

- **About Intumit**
- **Trends & Growth Drivers**
- **Q&A**

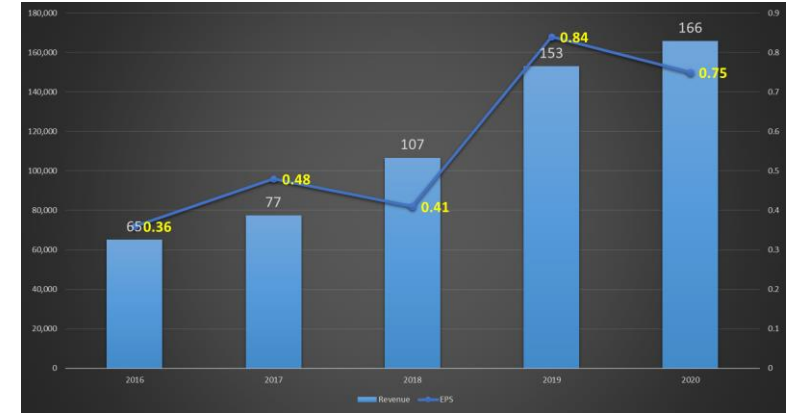
About Intumit (I)



INTUMIT

A Leading Conversational AI Company in Asia

Established	May 1999
Capital	\$2.56 Million NTD; TPEX: 7547
Office	Taipei, Seattle, Tokyo, Beijing
Employee	140+
Patents	Over 20+
Awards	Gartner Cool Vendors, Top AI Startups GCR...



Ecosystem Partners





About Intumit (II)

2017

Fukuoka Global
Venture Awards:
EY Creation Award


Gartner Gartner Cool
Vendors in Analytics
2017


 Microsoft Top
Valuable ISV FY17


 2017th Taiwan 100
Innovational
Product: Gold Award

Gartner
COOL VENDOR

2018~2
019


 Microsoft Top
Valuable ISV FY18

 Microsoft Best
Co-sell Performance
ISV GCR, FY18

 Microsoft Top
Valuable ISV FY19




2020


 Microsoft Top
Valuable ISV
FY20H1



2021

 Listed on ESM 2021

Gartner Gartner Top AI
Startups 2021, Greater
China

 Apple Business
Chat Tech Partner

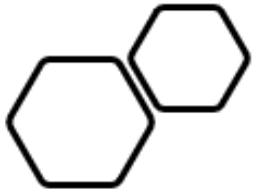
2022

Clova LINE CLOVA
Tech Partner

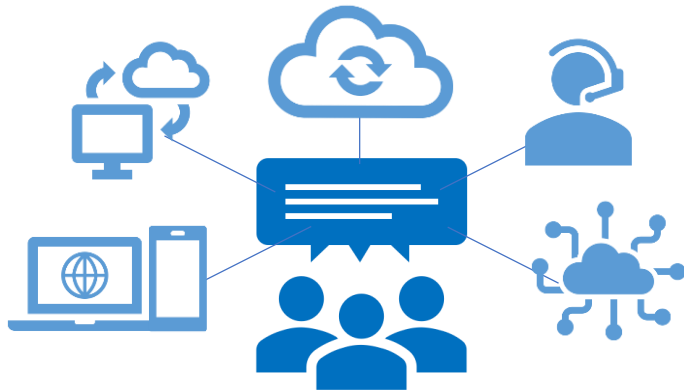
LINE LINE Biz-
SolutionsTech
Partner

Welcome to the Microsoft AI
Inner Circle Partner Program
Amplifying human ingenuity

Intumit AI/NLP Offerings(I)



Smart **Robot** Smart **BC**

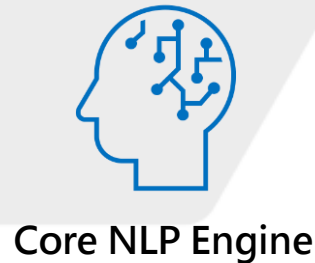


External Usage
Customers' Satisfaction ↑



Intumit Conversation AI Foundation Models

Collect ↓ ↑ Execute



Smart **KMS** Smart **Work**



Internal Usage
Employees' Productivity ↑



Intumit AI/NLP Offerings(II)

AS IS



Web Forms



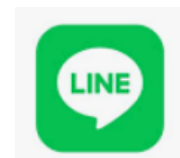
Email notification



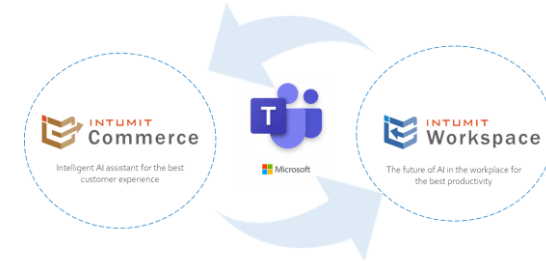
Call for service request

...

- Waiting response
- Discontinuity experience
- Cloud/On premise



TO BE

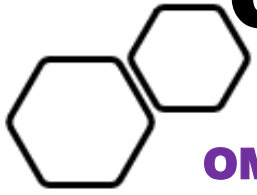


	AS IS	TO BE	TO BE + Teams	メリット
顧客接点	オペレーター対応	IVR/Visual-IVR	+ Teamsで自動対応	<ul style="list-style-type: none"> • 自動問い合わせ • オペレーターに転送可能
顧客からの申請	紙での申請	電子申請	+ 対話型電子申請	<ul style="list-style-type: none"> • 項目ごとに案内と記入 • 音声対応可能 • 記入途中での保存 • 記入途中のリマインド
申請内容等の不備確認	人手で確認	AI等で確認	+ API等の連携でAI確認を行う	<ul style="list-style-type: none"> • 記入情報が適切かどうか確認 • 画像の証明資料の認識と確認
完了通知	紙での通知	電子通知	+ Teamsで自動通知	<ul style="list-style-type: none"> • 完了通知をTeamsで通知 • 関連するサービスを提示可能 (マーケティング)

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- Quick/auto response
- Keep experience consistent
- 100% Cloud based

CAI as a Service for Vertical Applications



OMO Marketing



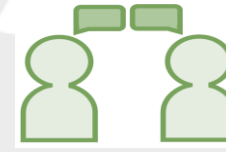
Team Collaboration



Supplier Coordination



Customer Engagement



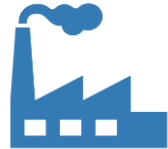
Internal IT Helpdesk



Finance/Insurance



Manufacturing



Transportation/Tourism



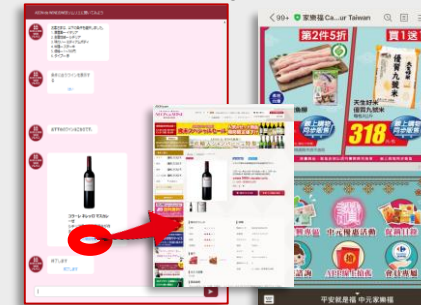
Medical /Healthcare



Retail/FMCG



Public Service/ Education



Conversational AI : Future of User Interface

25%

Gartner®

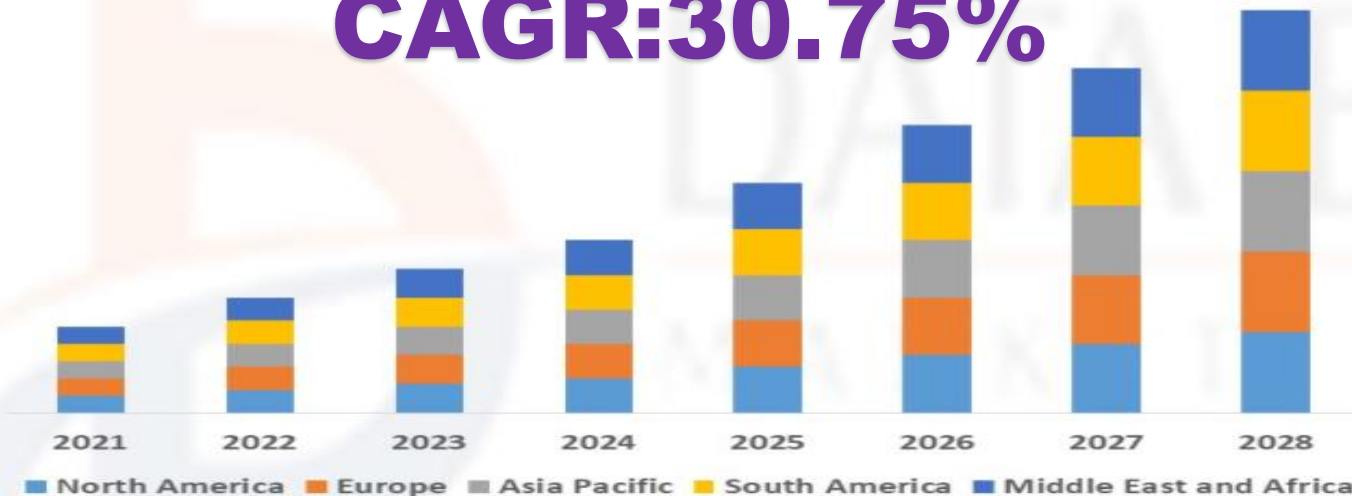
of all organizations will have chatbots as the primary customer service channel by 2027

78%



of the global 2000 decision makers, influencers, and practitioners surveyed are deploying or have deployed virtual agents...

CAGR:30.75%

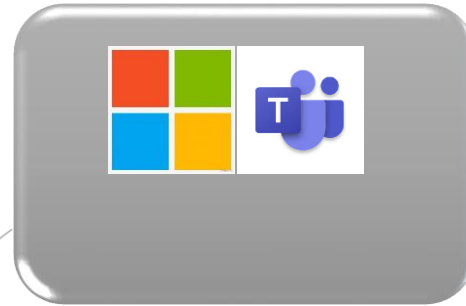


DATA BRIDGE MARKET RESEARCH

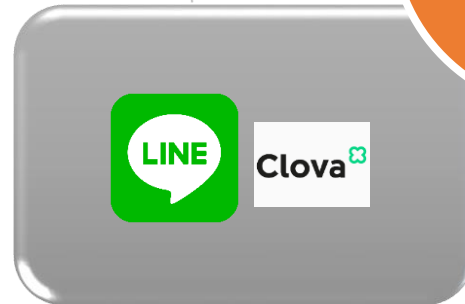


Growth Driver(I) – Global Ecosystems

250 million monthly active users



Intumit
Conversational
AI



170 million monthly active users



1.6 billion iOS active devices

Partnership with Microsoft



Microsoft Inspire 2018
Las Vegas, Nevada
July 14-18, 2018~2022

Microsoft Tech Summit 2018~2022
Shanghai, China
October 24-27, 2018~2022



Microsoft Teams & SmartWork Taipei, Taiwan
October 01, 2019~2022

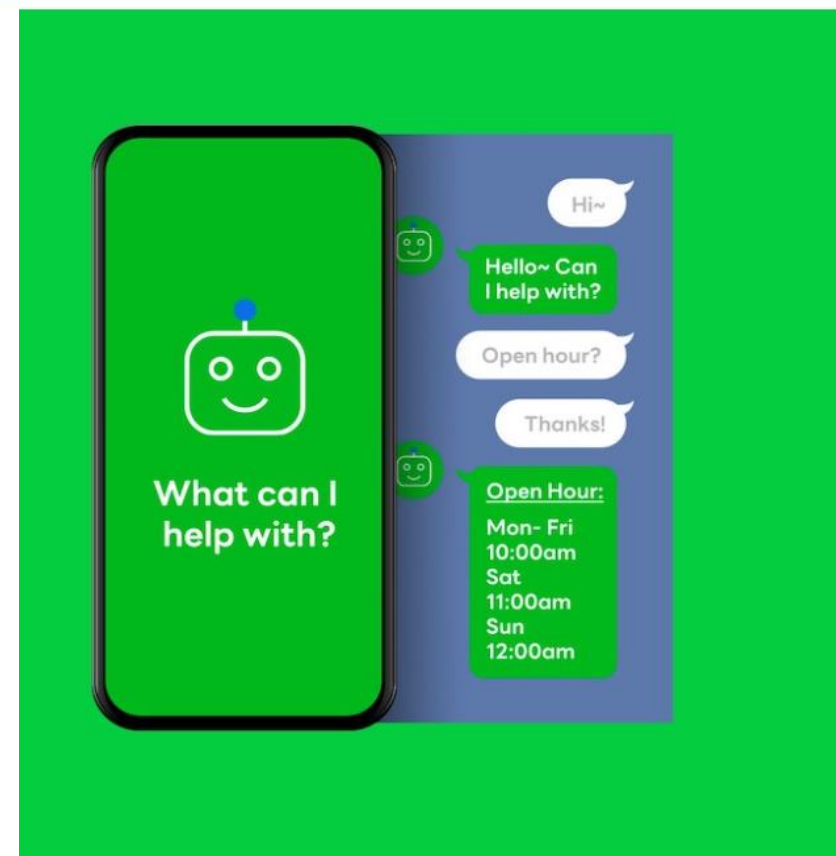
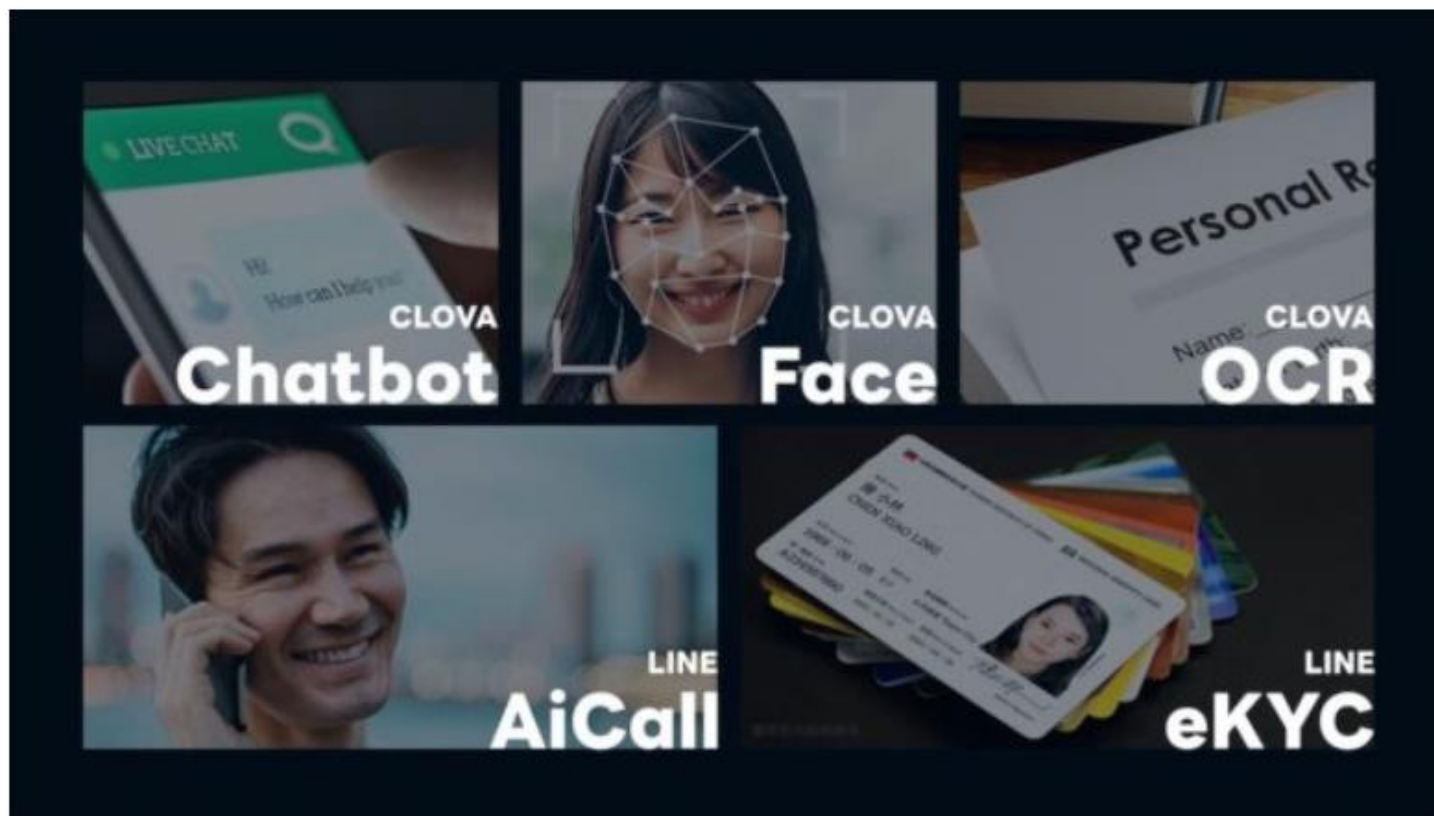


Associate Member of Project Cortex
Project Cortex

Welcome to the Microsoft AI Inner Circle Partner Program
Amplifying human ingenuity

Partnership with LINE

- 獲LINE開發者認證(CLOVA) LINE Tech partner

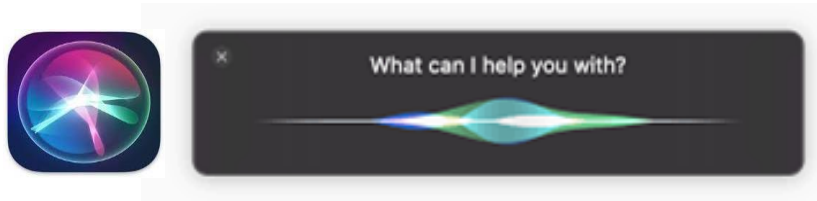


Partnership with Apple

➤ Apple Business Chat 透過 iMessage 連結蘋果生態系。

Siri 互動整合

與 Siri 和對話式 AI 互動



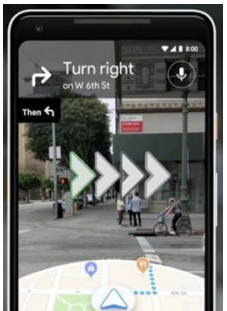
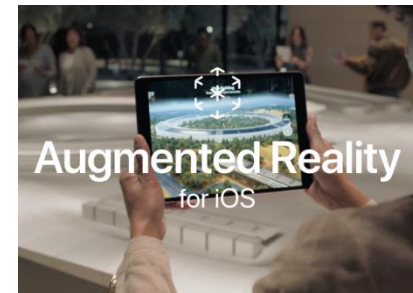
Apple Pay

與 Apple Pay 串接整合



Apple Pay

結合AR技術，豐富行銷活動



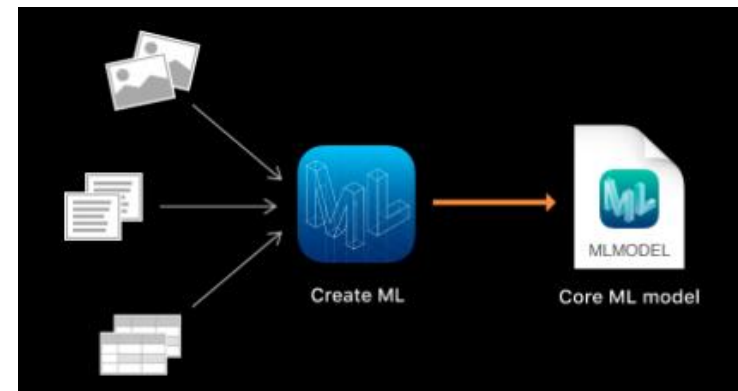
Apple 錢包

快速驗證個人資訊



App Clip

透過QR Code喚醒App Clip輕量化應用



Growth Driver(II) – Geographic Markets(Japan)

Business Partners in Japan



CREEK & RIVER Co., Ltd.



NOMURA



NEC



大和総研

Growth Driver(II) – Geographic Markets(Japan)

Selected Customers in Japan

TEPCO

 **TIGER**

OMRON



DENSO

LEGGENDA
Human Value Innovation

ADK

 **Bell System24**

Aflac

 **沖縄銀行**

JVCKENWOOD

 **JTB** J T B Hawaii, Inc.
Perfect moments, always

 **Takeda**

 **AKAGANE**

 **Sakura**
international

 **北陸電力**

NOMURA

 **新日本製薬**
SHINNIPPON

kuraray

 **テクノUMG株式会社**
Techno-UMG Co., Ltd.

Growth Driver(II) – Geographic Markets(ASEAN)

Finance



Manufacturing



Healthcare



Energy and Transportation



Commodity



Food and Beverage

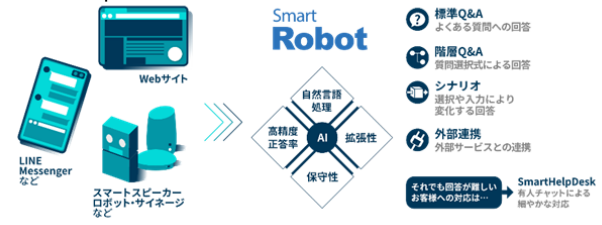


Retail




SmartRobot

- AI chatbot responds to inquiries from customers/suppliers 7 x 24
- Achieve multi-channel and cross language correspondence



SmarBC

- Achieves active push distribution and collection of information that can be used for marketing in cooperation with CRM



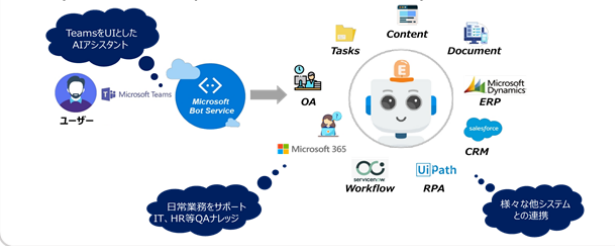
SmartKMS

- AI-equipped knowledge management system for centralized management and utilization



Smart365

- Automatically responds to inquiries within the company 7 x 24
- combined with Microsoft Teams etc. and in-house system to improve work efficiency.



Growth Driver(III)-Enterprise Metaverse

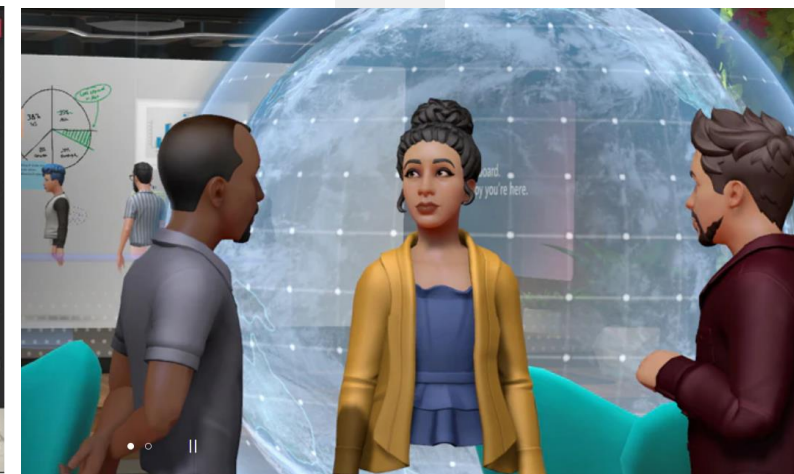
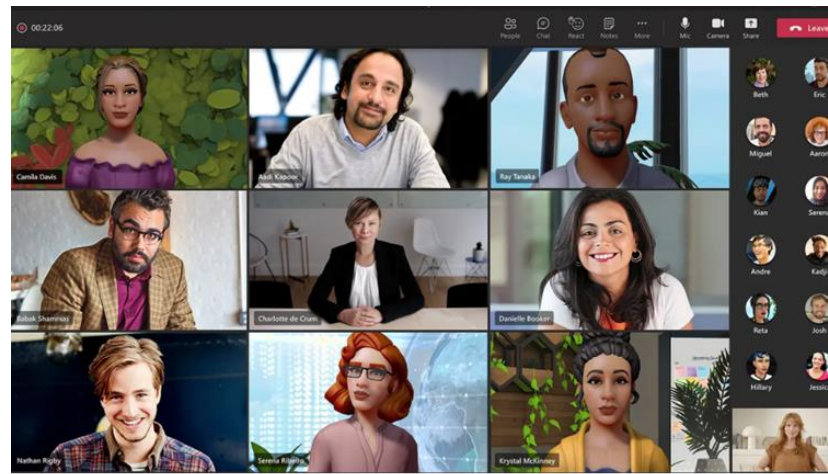


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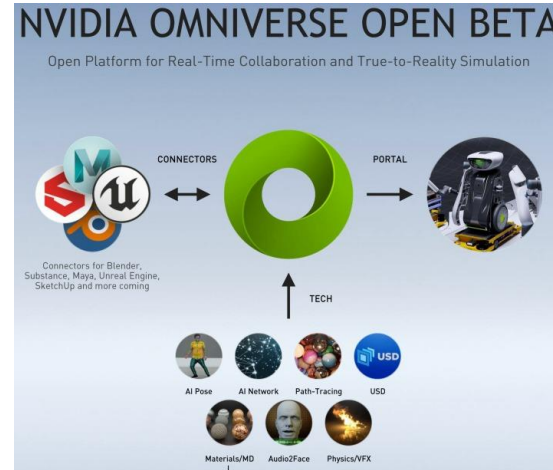
Enrich Customer/Employee Experiences with AR/VR Technologies

External: Customer Experiences

Internal: Employee Experiences



Industrial: Digital Twins/Omniverse



Key Takeaways



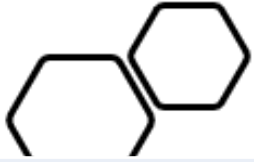
- ✓ **Conversational AI is the Future of User Interface**
- ✓ **Solid Customer Base with Proven Technologies**
- ✓ **Last-mile Delivery Partnership for Global Cloud Ecosystems**
- ✓ **Conversational AI as the Key Component for Metaverse**

Opportunities for Multiple Times Growth

THANK YOU!



po@intumit.com



Appendix-FY22 H1 Financial Results(I)

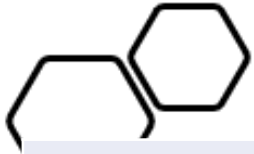
Income Statement

TWD in 1000's

	FY22-H1	FY21-H1	YoY
Operating revenues	77,882	71,481	9%
Operating costs	48,127	46,583	3%
Gross profit	29,755	24,898	20%
Operating expenses	28,846	25,729	12%
Income from operation	909	-831	209%
Non-operating income and expenses	989	865	14%
Income before income tax	1,898	34	5482%
Income tax expense	164	-107	253%
Net income	1,734	141	1130%



INTUMIT



Appendix-FY22 H1 Financial Results(II)

Balance Sheet

	TWD in 1000's	
	2022/6/30	2021/6/30
Current assets	356,348	406,090
Non-current assets	133,527	74,612
Total assets	489,875	480,702
Current liabilities	51,162	32,569
Non-current liabilities	10,018	9,541
Total liabilities	61,180	42,110
Capital stock	255,800	255,800
Capital surplus	157,367	154,963
Retained earnings	13,569	26,232
Other equity	1,959	1,597
Total equity	428,695	438,592
Total liabilities & equity	489,875	480,702

