



inWin

In Win Development Inc.

Stock Code 6117

2019 Investor Conference



www.in-win.com

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Briefing Outline

- Company Profile
- Product Portfolio
- Finance Performance
- Development Strategy





Company Profile



Company Profile

Company Name: In Win Development Inc.

Head Office: No.57, Lane 350, Nanshang Rd., Guishan Dist.,
Taoyuan City 333, Taiwan

President: Vincent Lai

Established: December 11, 1985

Capital: 886 million NT Dollars

Full Capacity: Chassis 370,000 pcs , IPC 25,000 pcs, System
25,000 pcs / per Month

Net Sales: 1,936 million NT Dollars (as of December, 2018)

Number of Employees: 731 (as of December, 2018)

Operation Offices: United Kingdom, The Netherlands, United
States , and China

Plants: Taoyuan Taiwan



Milestones



1985

In Win Development Inc. was founded in Taipei, and started with only ten employees selling PC cases.

1980



1987

The assembling factory in Taipei Xizhi was built. The USA office was established.

1988

The USA warehouse was developed.



1992

Since the Nankan factory was built, the company was moved to Nankan the same year. Meanwhile, the employees increased to 60.

1994

The painting department was added to decrease outsourcing dependency.

1995

Stamping and molding equipment/teams were introduced to improve technical capabilities and product quality.

1997

Progressive stamping machines were purchased to become more efficient at production and cost.

The quality control system was established.

1998

ISO 9002 certified.

ROBOT stamping machines were purchased.

Began automatizing the stamping process.

1990



1999

ISO 9001 certified.

Taoyuan Changsing factory was built and used as the production factory.



2000

UK subsidiary company was founded to increase the market outreach in Europe. Japan office was founded. Power supply department was developed. Began researching and developing power supplies. Renamed the company as In Win Development Inc.

2001

Renovated the headquarters office and added our marketing, research and management departments. ERP system was implemented. ISO 14001 certified and upgraded to ISO 9001:2000. Issued stock in OTC.

2002

Started building the production factory in In Shin, China. Digitalized the application and the code of conduct. NL subsidiary company was founded and served as the marketing center in Europe.



2000



2010



2018



2003

In Shin Factory was successfully built. Issued stock in SEC.

2004

UPS department was established for research and the production of UPS products.

2006

All products comply with RoHS regulations. UPS production line was set and started producing. Digitalized the mode producing system.

2007

IECQ 080000 HSPM certified.

2008

The GP laboratory located in In Shin was founded to develop eco-friendly products. Retail department was created.

2009

Nanshang factory was built. The production procedures of plastic and IPC cases were established.



2013

The server assembly line was established. The center of cloud software was built.



2015

inwinSTACK was introduced to develop the market of cloud related software. Awarded ISO 14001. ISO 50001:2001 energy management system certified.

2016

Initiated the water painting system in Nanshang factory to lower the pollution level. New powder painting system and production process comply with new environmental regulation.



First live case modding contest (Mod in Taiwan) was held in the Nanshang factory. Eight renowned modding teams were invited to compete in a 24-hour timespan.

2017

Two winning mods (Medieval Metal and CSAT) from the Mod in Taiwan contest are converted into special edition chassis.



2018

Mod in Taiwan 2.0 featured both an online design competition, and a live case modding event hosted at InWin headquarters. The winning designs were displayed at Computex and received plenty of positive feedback.

2019

Renovated the headquarters office and expanded system assembling lines for growing IPC business.

InWin's Philosophy and Vision

Philosophy

In Win Development Inc. is proud to stand by our philosophy which reinforces our strive for customer satisfaction, emphasis for quality first, dedication for continuous improvement; all while enforcing the CSR policy for employee care, environmental protection and public welfare.

InWin creates value within our products, but this company also values protecting planet Earth and all its inhabitants. We invest in people by offering comprehensive employee benefits, and developing ways of helping the disadvantaged. We have also provided provisions to practice clean production and produce green products to ensure we fulfill our social responsibility as a corporation.



Vision

Integrity

InWin believes only with customer's trust can we operate successfully. Therefore, we vow to deliver the best quality products like we have in the past 30 years, and will continue to follow this commitment.

Innovation

Our vision is to be innovative, and through this we will continue to set the standard.

Diligence

There are no shortcuts to success. Only through hard work and dedication are we able to persevere.

Speed

Finding a balance between speed and maintaining quality is always a challenge, but InWin will never give up and will provide solutions in a timely manner.

Safety

Safety is always a top priority for the environment, products and employees.

Warmth

InWin values the people in our company, community and society in general. CSR policies are executed through our various commitments.

Value

The brand value reflects our reputation and customer trust. We strive to improve in both categories.

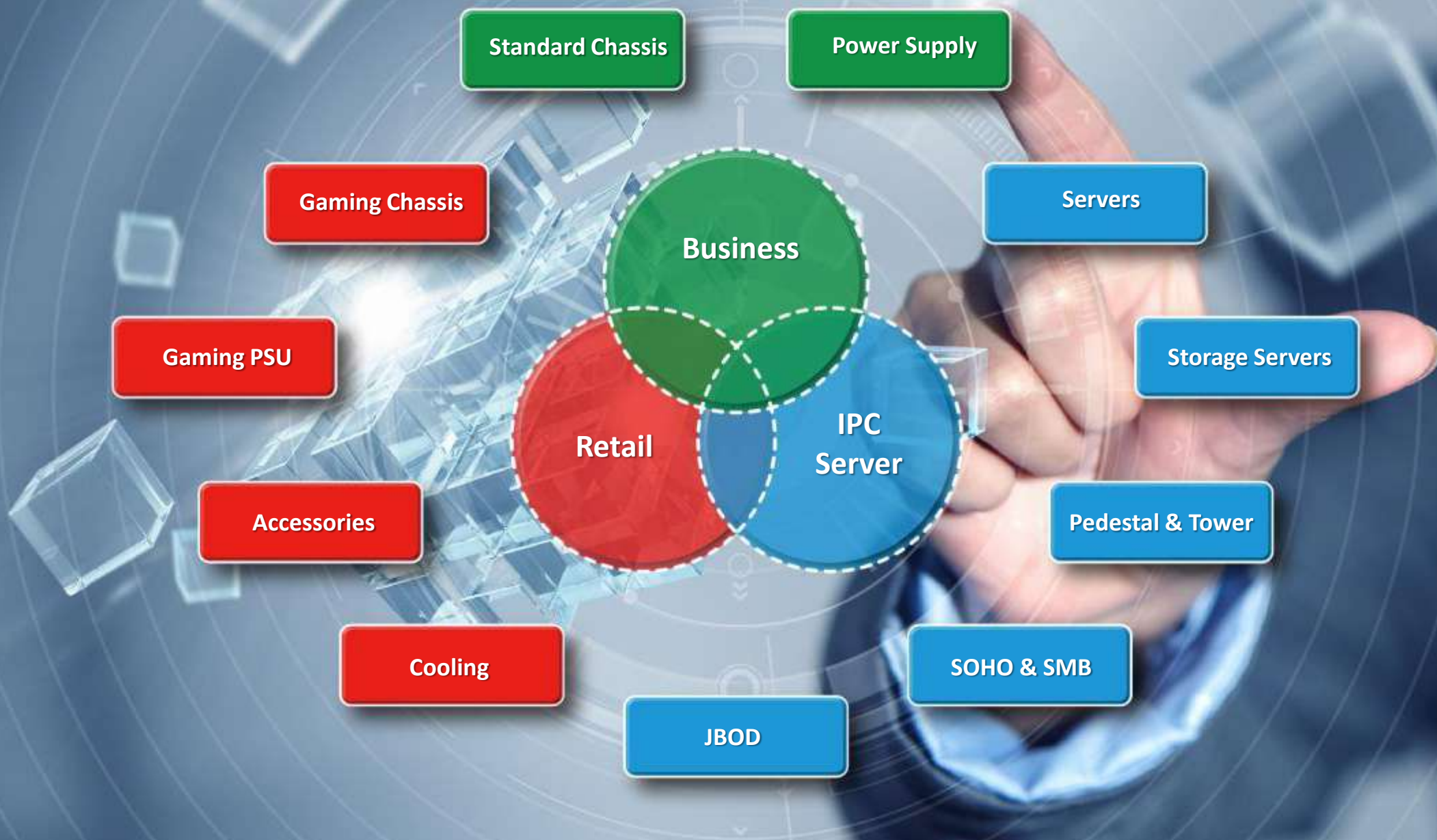
Service

InWin implements strict guidelines to better aid our valued patron's wants and needs. Our job isn't finished until our customers are satisfied.



Product Portfolio

Product Portfolio



Business Standard Chassis



G500

Made in 1994.
Became InWin's best seller.
Started InWin's fast selling era.



A500

Made in 1995.
InWin collaborated with Intel and came up with InWin's first ATX chassis.
This model revolutionized the PC industry. It became the best seller, and sold longer than any of our products. This model is still popular today.
The drawer mechanism design was innovative for its time.



S500

Produced in 1996.
Designed from user's perspective.
Thanks to the efforts by our design team, this case received high praise from our customers.



T515

The shape was inspired by European express train.
It was also the first case with a handle.
By covering the metal with plastic, this case presented a complex and unique curve.



BL631

Produced in 2007.
The first Slim Form Factor case from InWin.
With the Lanyu project conducted by Intel, it was an HTPC case with low noise level. With the innovative PPCT air deflector, it was able to isolate the heat source providing better cooling performance.



BK623

Produced in 2007.
The first Small Form Factor case produced by InWin.
With the Yushan project conducted by Intel, it was the first mATX compatible for standard configuration.
With the innovative PPCT air deflector, it was able to isolate the heat source providing better cooling performance.



BM639

Produced in 2008.
InWin's first Mini-ITX case.
It only had 6.8 L in volume, but still compatible for standard configuration.



BQ660

Produced in 2010.
The smallest Mini-ITX in InWin history.
It was only 3.3 L in volume, which was similar to a family size Coke bottle. It can also mount on the back of a monitor.



Business Standard Power Supply

In 2000, InWin revamped efforts in design, quality and became compliant with testing and international regulations. In regards to power supplies, our PSUs are tested with strict guidelines to ensure safety and quality is met to the highest standards. In 2008, we stepped into the retail market.



TFX PSU
IP-P300HF7-2



SFX PSU
IP-P300CN7-2



FLEX ATX PSU
IP-P315AU7-2



ATX PSU
IP-SXXXGQ3-2



Retail Gaming Chassis



O3

Produced in 2006.
InWin's first case designed for the retail market.



B2

Produced in 2007.
The design concept was derived from the B2 Spirit stealth bomber. It was also the first case equipped with an automatic door.



F430

Produced in 2006.
Inspired by Ferrari, the F430 featured a car paint job, and was the first case with the sound of an engine when the power button was pressed.



Matrix

Produced in 2008.
The simple design made it sleek and clean.
The first case that received iF Design award.



ALLURE

Produced in 2007.
The first case designed for female customers.
The Bellflower panel and the Swarovski rhinestones drew plenty of attention from female customers. Still generates attention today.



X-Frame

Produced in 2012 as the first signature case.
Only produced 50 pieces. The X-shaped design and the usage of aluminium drew plenty of attention from gamers and professional reviewers/testers. It also paved the way for future open frame designs.



reddot design award
winner 2012



Retail Gaming Chassis



H-Frame

Produced in 2012 as the second signature case. The innovative layered structure and open frame design provided a unique visual experience. Due to the unique design, the craftsmanship of aluminium and being limited edition, it also stepped into the Northern European market.



D-Frame

Produced in 2013 as the third signature case. Continued with the open frame concept, and the usage of high quality aluminium and began using the tubing and TIG technique. It was also the first case to combine aluminium and tempered glass.



t0u

Produced in 2013 as the fourth signature case. Continued combining aluminium and tempered glass. Through the unique attribute of the glass, it created a special two-way visual experience.



S-Frame

Produced in 2014 as the fifth signature product. Continued the open frame design and paired aluminium and tempered glass. One large piece of aluminium was constructed and bent 15 times to achieve the unique S-shape. The anodized aluminium enhanced the visual appeal.



909

Produced in 2015. The first high-end full tower chassis in Taiwan. The largest case in the 900-series. One piece aluminium structure combined with tempered glass.



H-Tower

Produced in 2015 as the sixth signature product. The first chassis that can open/close, rotate to motherboard tray and can be controlled by mobile APP.



303

InWin has constantly set the standard for innovative PC chassis and the 303 is no exception, featuring 1.2mm strong SECC steel, 3mm tempered glass and tool-less removable side panels.



WINBOT

In 2017, WINBOT is introduced as the first PC with interactive technology. With its spherical shape, it is designed to react to human gestures, with advanced facial and gesture detection technology.

Retail Gaming Power Supply

InWin has revolutionized the PC industry for over 30 years. Since the beginning, InWin mastered the art of innovation. Our PC chassis have evolved and become iconic worldwide. Overtime, InWin expanded its product line and conjured up a talented crew to design and manufacture power supplies too.

InWin emphasizes a consistent visionary blueprint for users to possess a reliable and quality PSU, all while having an extraordinary experience. That vision consists of constructing with quality materials such as: aluminium, steel and tempered glass. InWin implements strict standards for quality control, and back our claims by adhering to international regulations which are compliant toward safety and efficiency to become certified in multiple areas.

Signature Series

To present the consistent design of the signature chassis, InWin is the first company that integrates PSUs with tempered glass, aluminium and lighting effects into the enclosure.



Classic Series

The Classic Series high-performance PSUs are assembled with quality components, smart and silent fan control and fully modular cable design. The CB Series fulfills strict demands and tidy cable management to improve thermal and efficient performance overall.



Premium Series

The Premium Series has a fully RGB logo and radiates the color spectrum of your choice. It is compatible with a 4-pin RGB header found on RGB sync-ready motherboards. As long as users activate the software of the motherboard manufacturers, the possibilities are endless.



Retail Cooling

SIRIUS LOOP ASL 120

In a world where LEDs reign supreme, InWin continuously launches new case fans. The Sirius Loop fan feature addressable dual RGB rings, which can be customized by users. The sickle-shaped blade design creates larger airflow for the PC's internal components. Furthermore, the provided RGB controller allows fans to function without an addressable motherboard.



POLARIS

The Polaris series include single LED colors, RGB and RGB fans with diamond-cut aluminium frame. The latter two are equipped with modular cables, and can be daisy-chained together and controlled via software of RGB-enabled motherboards.



MARS

The new MARS multifunctional case fan is like nothing you've used before. With three rotating hinges, it allows the fan to be positioned and angled in places normal conventional fans cannot reach. This innovative transforming design will inspire PC building enthusiasts to become even more creative with their builds.



IPC / Server



Server RF100

- Specially designed for ATX small form factor
- Inverted I/O entry provides several access points
- Optimizes power consumption with an InWin 80 plus certified PSU



Storage Server RS224-07

- Compliance for Intel® Xeon Scalable & AMD EPYC family
- 2.5" hot-swap SSD/HDDs tray x 24 (optional U.2 NVMe x 8)
- End-to-end 12G SAS host, expander and disk support
- 2 x 2.5" SATA SSD on rear for system disks
- High efficiency 1200W 80 plus platinum CRPS (optional)



Pedestal & Tower PLG GPU Tower

- Compliance for Intel® Xeon Scalable platform
- Supports maximum 14 x 2.5" HDD drives
- Supports 4 GPU cards
- Redundant up to 1600W (200-240V) 80 plus platinum CRPS power modules with PDB



SMB & SOHO IW-MS08-A

- Compatible with the mATX and mini-ITX for mini tower cases
- Support 8 hot-swap drive bays and 2 HDD brackets
- File server and NAS devices usage
- Supports 4 full height PCIe slots



JBOD RJ472-05

- Design supports 72x hot-swap 3.5" LFF dual-port SAS bays in a 4U JBOD enclosure
- GUI supports via ethernet board (optional)
- 1100W PSU + fan modules modules with individual hot-swappable fan modules.

Server System Integration



InWin is a Level 11 manufacturer that offers total solutions including OEM/ODM services, server chassis assembly, system integration, testing and OS/software loading.

We are supported by an internal professional R&D, ID and production team. InWin is committed to product development, production assembly, system integration, rigorous testing and adheres to certification requirements. Three factories are set up to customize the requested production volume.



Level 11

Kitted in



OS



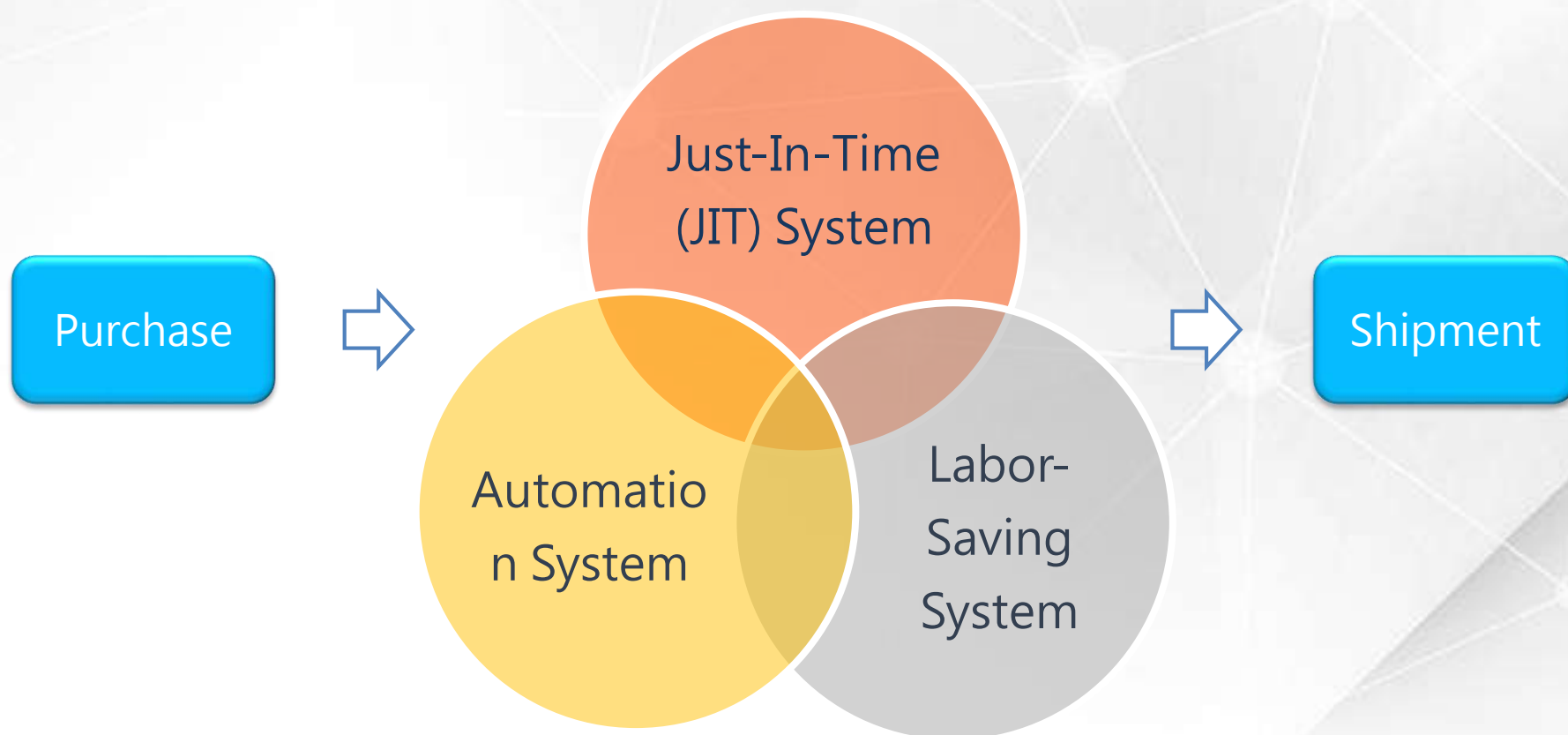
User Manual

Server System Integration



InWin has constructed a total of 4 server system production lines: Level 11 system integration, complete production with just-in-time (JIT) system, automation system and labor-saving system. Production capacity per month is 25,000pcs.

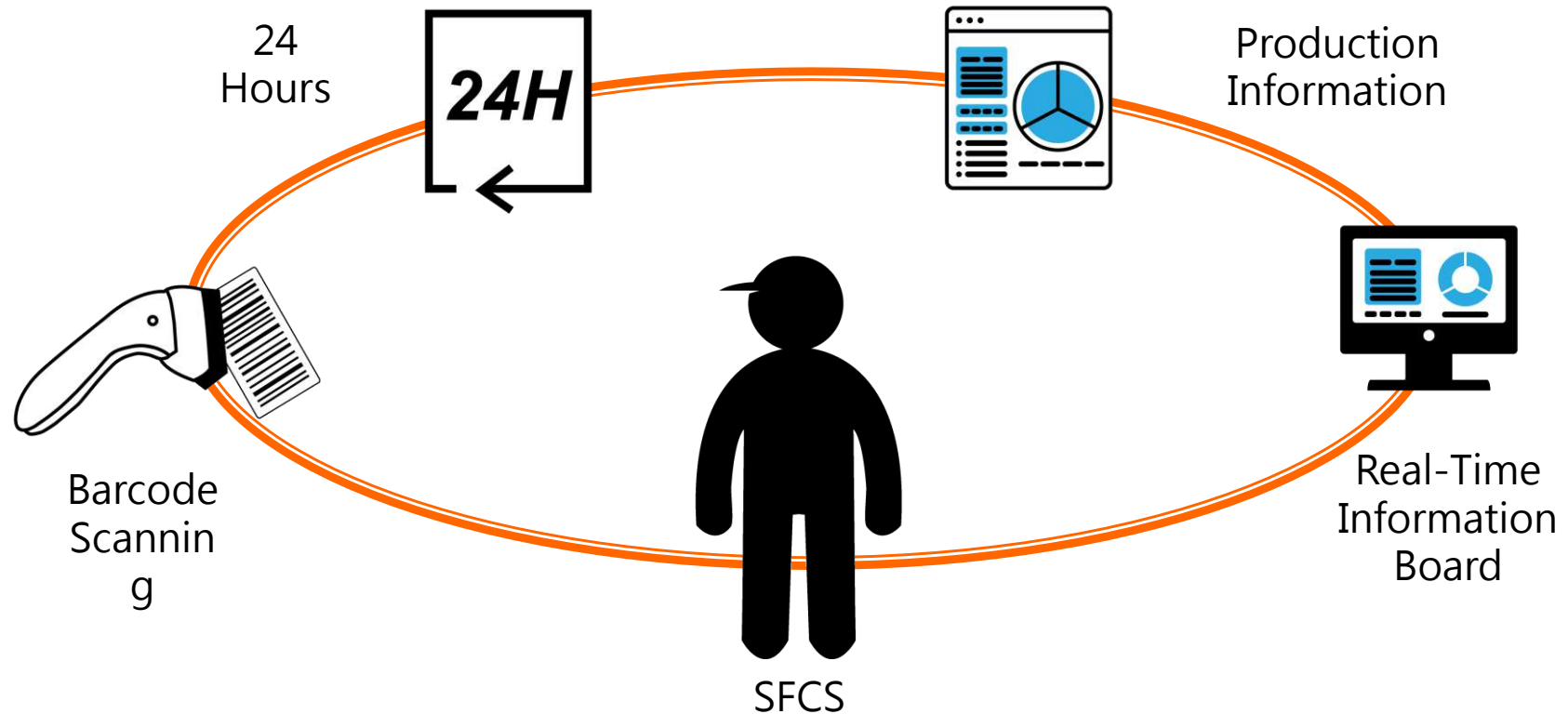
InWin records the progress from purchase to shipment and utilizes barcode management. This allows InWin to completely show the production progress by integrating information from each field section, gather production information and combine it to the ERP production report.



Server System Integration

Just-In-Time (JIT) System

Our production line implemented the Shop Floor Control System (SFCS) that monitors the production process and integrates real-time and complete production information 24 hours after shipping.



Server System Integration

Facilities & Assembly Lines

Four system assembly lines are developed to meet IPC/PC system requirements.



Facilities	Specifications	Qty.
IPC Assembly Lines		x 4
System Function Test Lines		x 4
Final Test Lines		x 4
Burn-In Room		x 2
Accelerated Aging Room		x 1
Hi-POT Machine	Model 19032/19032-P	x 2
AC ON/OFF Machine	24 Ports	x 3
HDD Copy Machine	MT800H	x 3
USB Copy Machine	1 to 19	x 1
KVM	ATEN CU84U	x 4
Environment & Megohmmeter	RT100	x 1
Autonomous Robotic Arm (Assembly Line)		x 4
Autonomous Robotic Arm (Packing Line)		x 4
Packaging System		x 4
Electrostatic Discharge Tester (ESD)		x 3

Server System Integration

Burn-In Test

Ambient temperature is maintained at between $25^{\circ}\text{C} \pm 5^{\circ}\text{C}$.

The burn-in test filters out defective products or parts in the early stages to make sure only quality products enter the market. This strict form of quality control ensures our commitment to quality.



Server System Integration

Accelerated Aging Test

Operational temperature is maintained at approximately $40\text{ }^{\circ}\text{C} \pm 5^{\circ}\text{C}$.

This test undergoes different environmental testing in order to withstand and satisfy the demands, requirements and expectations of an aging chassis.



inwinSTACK Services

Application



Big Data



Cloud Platform



Microservices

Bare-metal

Storage



Consulting

Cloud Platform
Deployment

Customization

Training

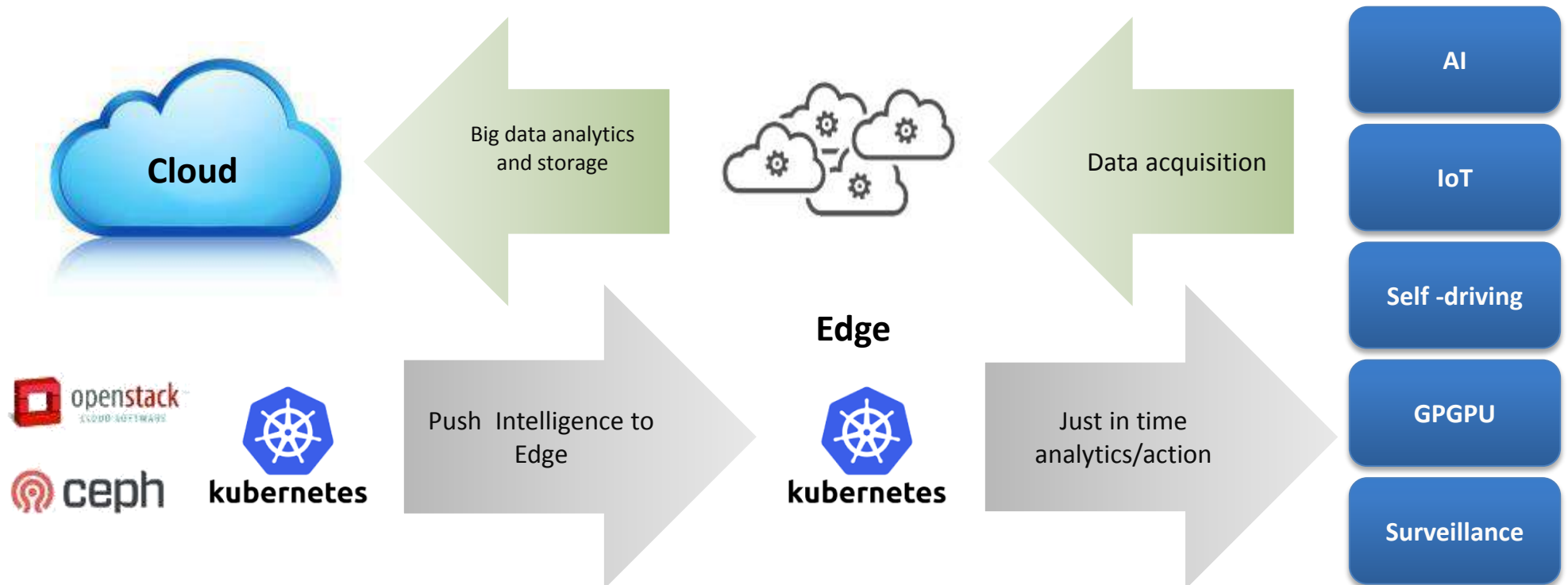
Cloud Platform Consulting Service



inwinSTACK containerized Cloud + Edge platform

1. Cloud computing service
2. Edge computing service
3. Platform for AI/IoT/Self-driving...etc.

Using these services, application can use more efficiently computing, storage and networking resources.





Finance Performance

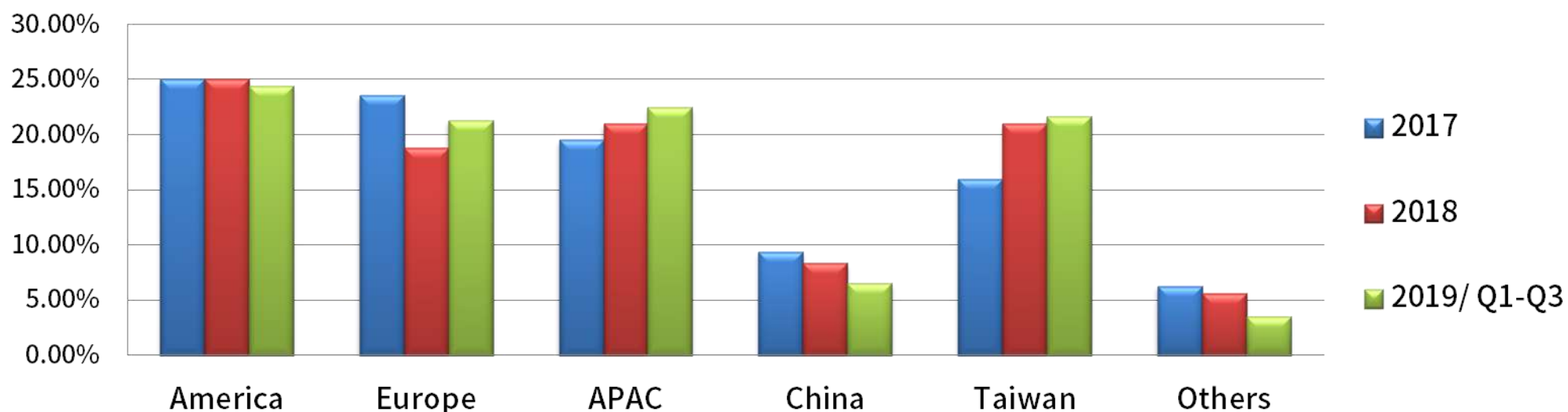
Income Statement

Unit : NTD\$ thousands			
	2019/Q1-Q3	2018/Q1-Q3	YOY
Sales revenue	1,489,426	1,448,947	3%
Gross profit from operations	250,058	190,334	31%
Net operating loss	(131,387)	(184,880)	(29%)
Non-operating income and expenses	3,903	55,126	(93%)
Profit from continuing operations before tax	(127,484)	(129,754)	(2%)
Income tax benefits	(14,093)	902	--
Net loss	(141,577)	(128,852)	10%
Basic earnings per share	(1.49)	(1.35)	10%

Balance Sheet

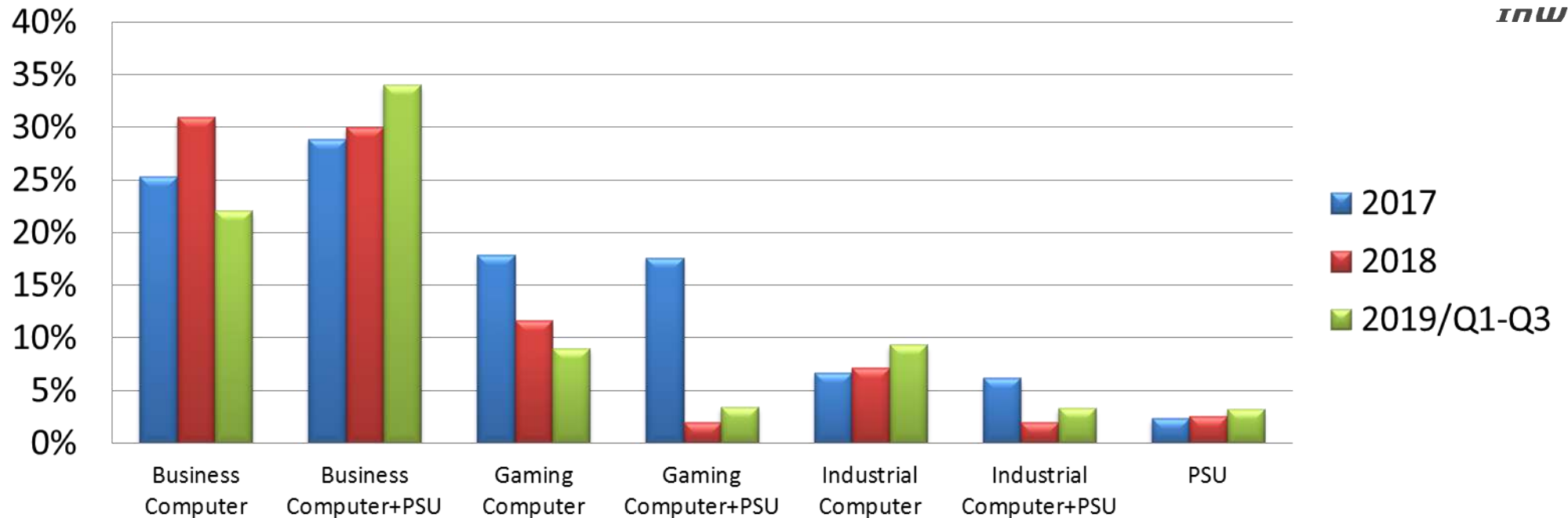
Unit : NTD\$ thousands		
	2019/9/30	2018/9/30
Cash and cash equivalents	799,567	981,980
Notes and accounts receivable, net	470,699	321,618
Inventories	531,035	694,417
Net non-current assets to be sold	-	-
Total non-current assets	1,032,677	958,015
Total assets	2,890,971	3,023,267
Short-term loans	870,000	870,000
Notes and accounts payable	410,188	474,330
Advance payment	6,586	4,717
Total liabilities	1,613,819	1,543,864
Capital stock	886,500	886,500
Capital reserve	485,069	485,069
Total retained earnings(To make up for the loss)	(40,405)	160,353
Total equity	1,277,152	1,479,403
Book value Per Share	14.41	16.69

Ratio of Net Sales by Regions in past three years



Ratio of Net Sales by Regions in past three years					Unit: NTD \$ thousands	
Regions	2017		2018		2019 /Q1-Q3	
	Revenue	Net Sales Ratio	Revenue	Net Sales Ratio	Revenue	Net Sales Ratio
America	481,895	25.09%	485,761	25.10%	364,693	24.41%
Europe	452,734	23.57%	365,402	18.88%	318,914	21.34%
APAC	376,241	19.58%	406,672	21.02%	335,907	22.48%
China	181,348	9.44%	161,832	8.36%	97,748	6.54%
Taiwan	307,828	16.02%	407,002	21.04%	323,885	21.67%
Others	120,987	6.30%	108,356	5.60%	53,232	3.56%
Total	1,921,123	100.00%	1,935,025	100.00%	1,494,379	100.00%

Ratio of Net Sales by Product Segment in past three years



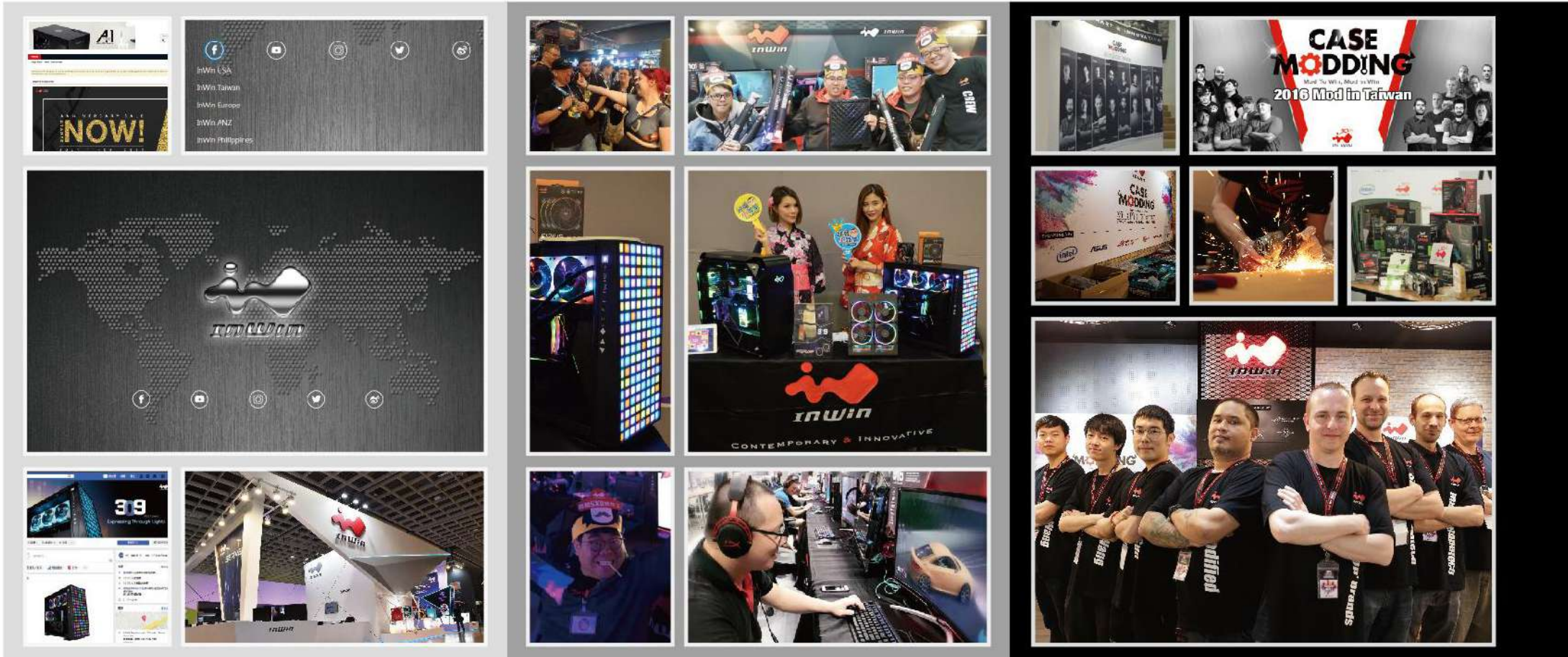
Ratio of Net Sales by Product Segment in past three years years						Unit: NTD \$ thousands	
Products		2017		2018		2019/Q1-Q3	
		Revenue	Net Sales Ratio	Revenue	Net Sales Ratio	Revenue	Net Sales Ratio
Business	C	487,076	25.33%	599,234	30.96%	328,790	22.07%
	C+P	555,570	28.89%	581,949	30.06%	506,788	34.03%
Gaming	C	338,597	17.61%	224,928	11.62%	133,913	8.99%
	C+P	41,101	2.14%	38,016	1.96%	50,677	3.40%
Industrial	C	127,702	6.64%	137,750	7.12%	139,269	9.35%
	C+P	119,102	6.19%	38,563	1.99%	49,328	3.31%
PSU		45,007	2.34%	49,602	2.56%	47,786	3.21%



Development Strategy

Marketing Events

At InWin, we care about feedback from our customers, media, valued partners or anyone willing to make a suggestion. By remaining attentive, we will continue improving our services and products.



InWin utilizes various platforms to receive feedback from users all over the world.

We also participate in trade shows or local LAN parties.

As part of its 30th Anniversary celebration, InWin hosted 'Mod in Taiwan', a live case modding event. Eight international teams competed in a 24-hour timespan, from 27-29th May 2016. In 2018, InWin held "Mod in Taiwan 2.0 " in its renovated showroom and showcased these amazing modding creations at our Computex booth.

Marketing Internatioanl Awards

In recent years, InWin has designed numerous products, and earned international recognition such as: the iF Design award, Red Dot Design award, Taiwan Excellence award and CES Innovation award. Several features from international medias have proven that the craftsmanship of InWin products are continuously on the rise and setting the standard.



Research & Development

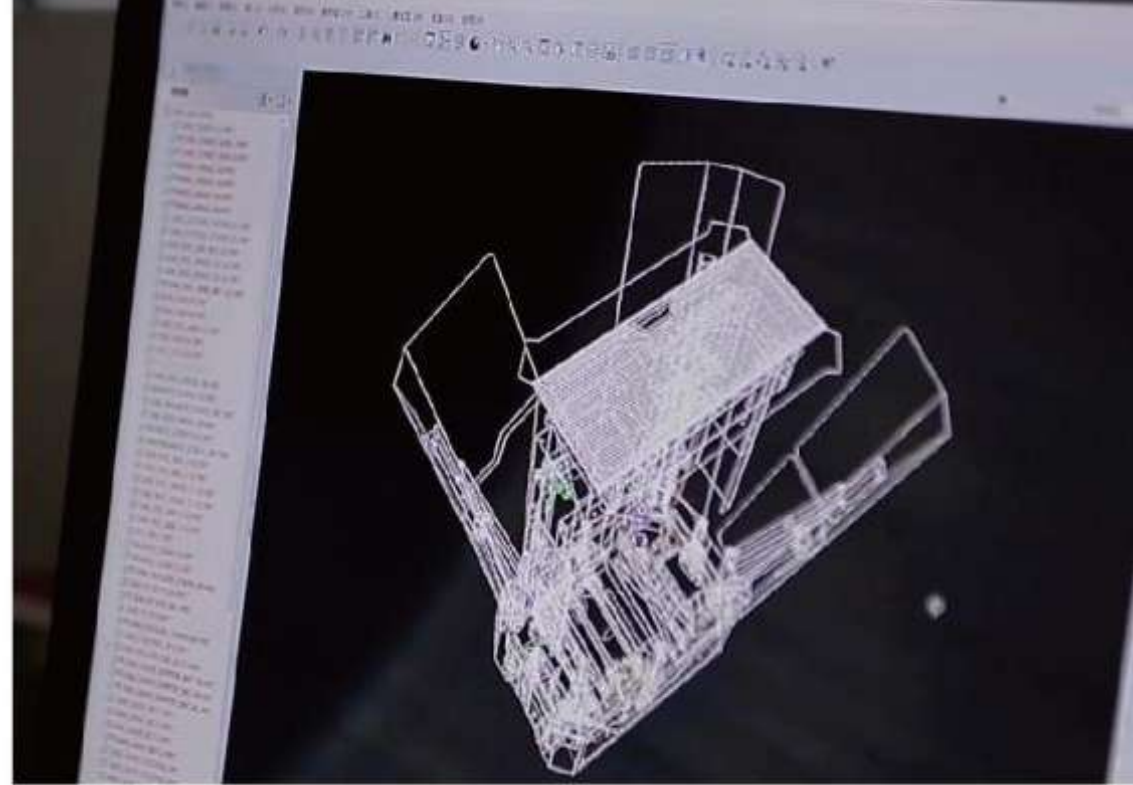
The key to InWin's success lies in designing, researching and manufacturing.

InWin believes in developing quality products and strives for functional perfection, but they should also consist of creative visual aesthetics so that every user gets to experience the innovative craftsmanship of InWin products.

InWin's craftsmanship is measured by our focus and commitment, it is through this methodology that we are able to achieve our goals. InWin has been in the PC industry for over 30 years and have never lost focus or sight of our commitment. We remain committed to producing quality products for our valued patrons. Our staff's knowledge as product engineers or PC building experts are harnessed, and we utilize their expertise and understanding of consumer trends to continuously refine our products.



Each of our products are born from endless brainstorming, sketching and proposing. After the draft is finalized, a 3D model will be built to bring this once conjured up thought to reality.

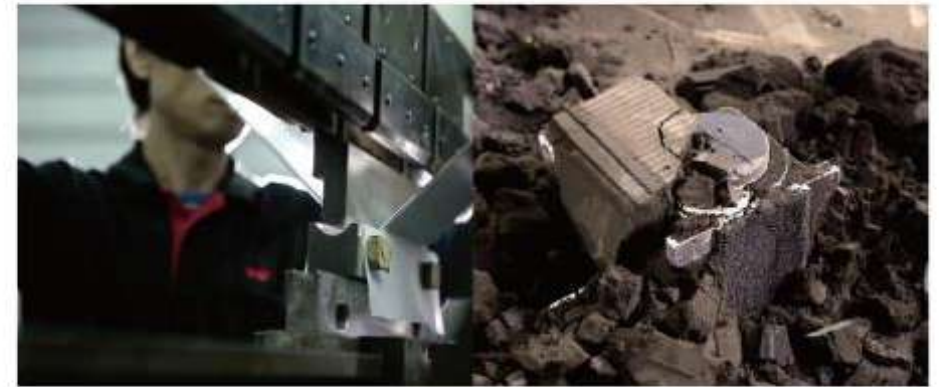


Manufacturing

The Best or Nothing

Focus is what drives InWin's growth. Our mindset is to convert visions into reality, with the notion of "failure" becoming the single form of impossibility.

InWin is always challenging the industry's standard. Materials, design, technology, craftsmanship; all are used to innovate, and stretch the unlimited potential of the imagination. Commitment represents devotion and belief, and InWin will always challenge limitations.



After evaluation, our manufactured goods go through a series of rigorous product quality tests. Soon, the manufacturing process begins from molding to surface procedure and ends up with assembling. Each procedure and each step requires precise measurements, meticulous attention to detail, devotion and a focused attitude from every employee in order to create our envisioned product.

After the modeling process, each product goes through numerous examinations such as EMI radiation test, vibration/drop tests and a noise level test conducted in a semi-anechoic chamber to ensure each customer receives the best product possible.





Thank You.

Headquarters

In Win Development Inc.

ADD: No. 57, Ln. 350, Nanshang Rd.,
Guishan Dist., Taoyuan City 333,
Taiwan, (R.O.C.)

Tel: +886 3 322 9898

Fax: +886 3 352 7317