



中保科技集團
TAIWAN SECOM GROUP

Investor Conference Financial Results

2022.05.27

Ticker Symbol: 9917

Disclaimer

- The contents of this presentation have been prepared in accordance with the audited financial statements, and the financial statements have been prepared in accordance with IFRS, and the complete contents and data are based on the financial statements.
- The actual results of operations, financial condition and results of operations of the Company in the future may differ from the forecasted information. This may be due to a variety of known or unknown risks or uncertainties.
- Except as required by law, the Company is not obligated to proactively update the presentation of its future outlook in response to the generation of new information or the occurrence of future events.

A large circular graphic with a blue border and a white center. Inside the circle is a stylized, multi-layered chevron or arrow pointing upwards. The word "AGENDA" is written in large, bold, blue capital letters across the center of the circle.

AGENDA

Agenda

- ▶ **01 Welcome Remarks**
Frank Lin, Vice Chairman
- ▶ **02 Financial Results of 2022Q1**
Kim Chang, Spokesperson
- ▶ **03 Business Outlook**
Frank Lin, Vice Chairman
- ▶ **04 Q & A**

01

Welcome Remarks

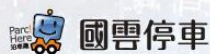
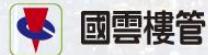
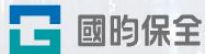
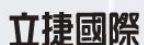
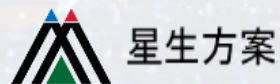
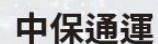
- Group Profile
- Revenue Distribution

中保科技集團

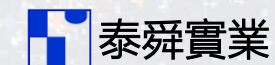
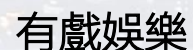
智慧商業



智慧城市/智慧建築



智慧居家/智慧個人



社會回饋



Group Profile



中保科技集團
TAIWAN SECOM GROUP



Established in
1977



Listed on TWSE in
1993
TICKER: **9917**



Over **30** Affiliated
Companies across
the Group



Market Value
NT\$49.4B
(2022.04.30)



Total Revenue
NT\$14.1B
in 2021

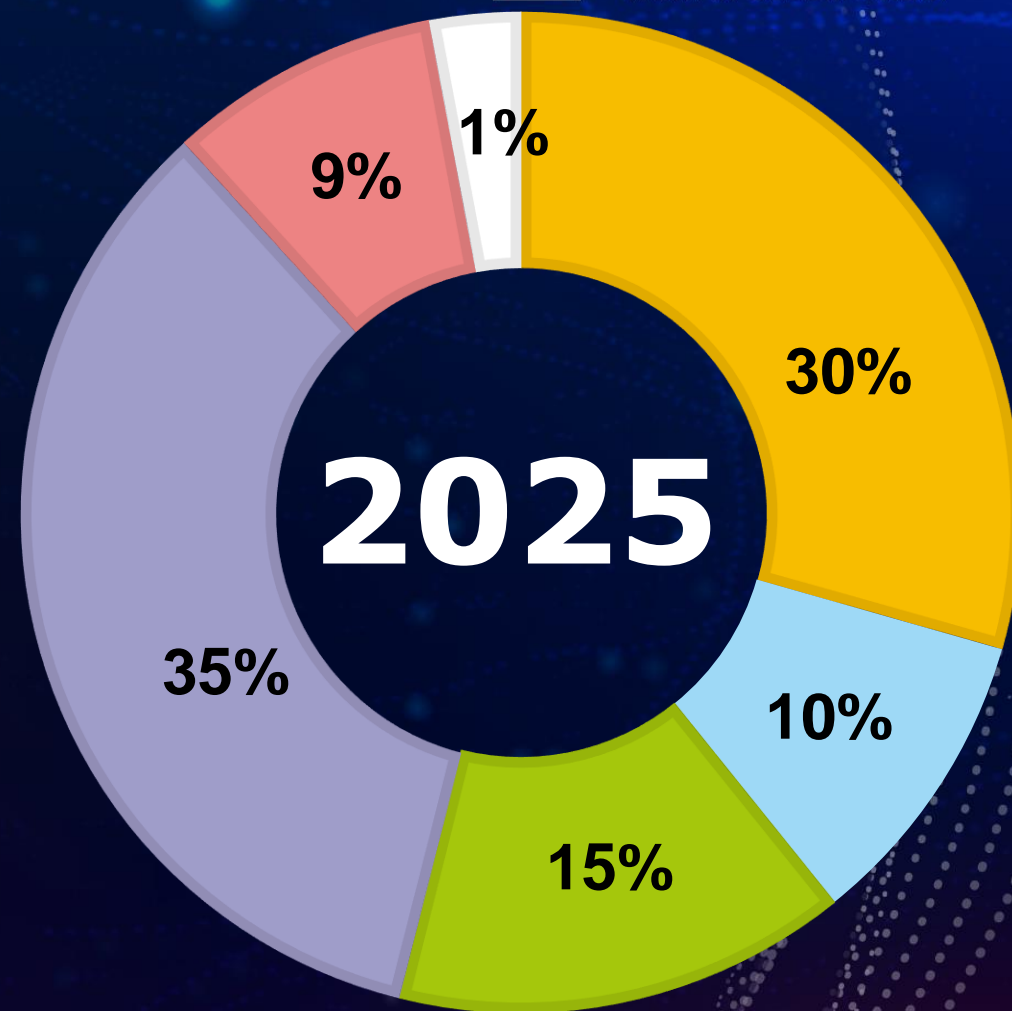
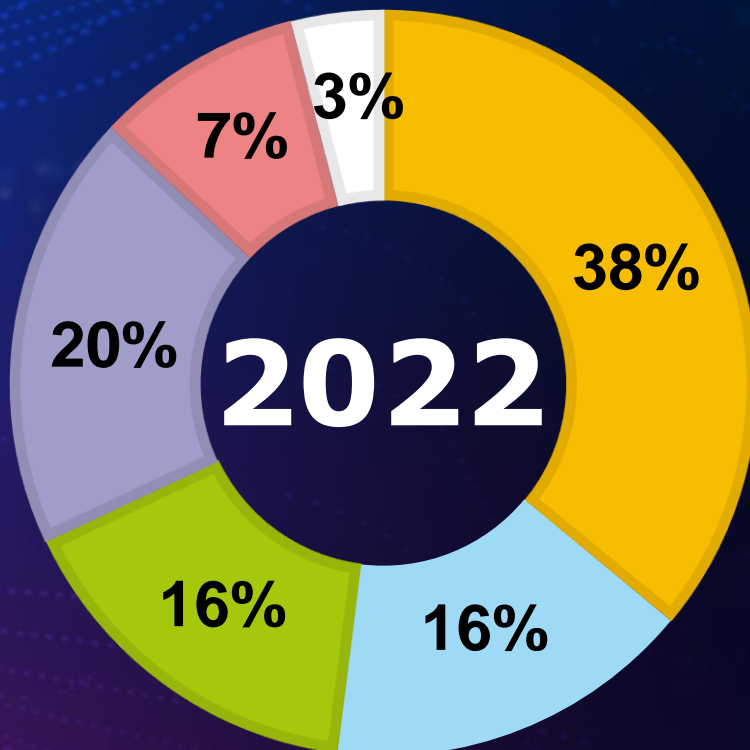
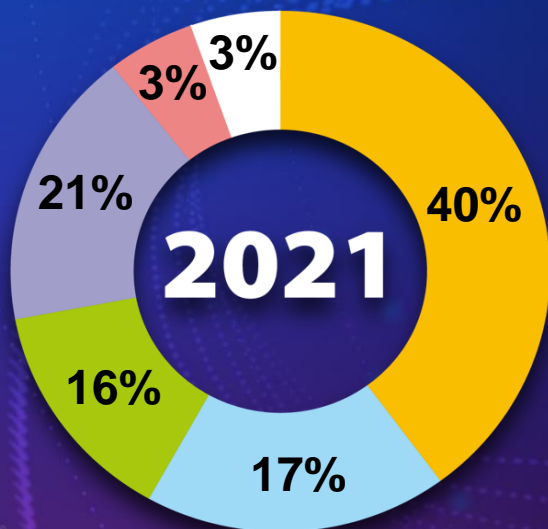


Served more than
600,000
customers

Revenue Distribution



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TAIWAN SECOP GROUP



Service Capacities



中保科技集團
TAIWAN SECOC GROUP



Number of served customers more than 600,000 all over the group

Category	Company	Clints
F&B	Ching-Dian Tech Co., Ltd. Transasia Catering Services Co., Ltd. Living Plus Food & Beverage Co., Ltd.	140,000 members
Healthcare	Lee Way Co., Ltd.	20,000 AED Units
Living	Taiwan Secom Co., Ltd. Leebao Security Co., Ltd. Gowin Building Management and Maintenance Company	230,000 Accounts 10,000 ATMs 250 Managing Buildings
Parking & Logistics	Gowin Parking Co., Ltd./ Goldsun Express & Logistics Co., Ltd.	200,000 parking spaces 20,000 board storage spaces



A comprehensive service and transportation network throughout Taiwan

Category	Company	Number
Armor Cash Carrier	Leebao Security Co., Ltd.	330
Security Service Vehicle	Taiwan Secom Co., Ltd.	330
Service Bikes	Taiwan Secom Co., Ltd. /Gowin Building Management and Maintenance Company	880
Dump Truck	Goldsun Express & Logistics Co., Ltd. /Goldsun Co., Ltd.	350
Concrete Mixer Truck	Goldsun Co., Ltd.	340
Total		2,230

02

2022Q1 Financial Results

- Financial Statements
- Revenue of Core Businesses of Taiwan Secom Group
- Dividend Policy

Consolidated Income Statements

Unit: NT\$ M

	2022Q1	2021Q4	2021Q1	QoQ%	YoY%
Sales	3,740	3,727	3,537	0%	6%
Gross Margin	1,215	1,272	1,279	-4%	-5%
Gross Margin Rate %	32%	34%	36%	-2%	-4%
Operating Expenses	636	595	589	7%	8%
Operating Expenses Rate %	17%	16%	17%	1%	0%
Operating Profit	579	677	690	-15%	-16%
Operating Margin Rate %	15%	18%	19%	-3%	-4%
Net Income	707	721	600	-2%	18%
Net Income Rate %	19%	19%	17%	0%	2%
EPS	1.59	1.61	1.33	-1%	20%

Consolidated Balance Sheets

Unit: NT\$ M

	2022 03.31	%	2021 12.31	%	2021 03.31	%	QoQ%	YoY%
Cash and Cash Equivalents	5,022	20%	4,665	20%	5,864	24%	8%	-14%
Investments accounted for using equity method	4,490	18%	4,112	17%	3,853	16%	9%	17%
Property, Plant and Equipment	7,515	31%	7,178	30%	7,000	29%	5%	7%
Total Assets	24,778		23,613		24,148		5%	3%
Long-term & Short-term Loans	4,904	20%	3,736	11%	4,468	19%	31%	10%
Capital	4,512	18%	4,511	19%	4,512	19%	0%	0%
Total Liabilities	11,928	48%	11,594	49%	11,826	49%	3%	1%
Total Equity	12,849	52%	12,019	51%	12,323	51%	7%	4%

Consolidated Statements of Cash Flow

Unit: NT\$ M

Description	2022Q1	2021Q4	2021Q1
Cash Flows from Operating Activities	(21)	1,910	160
Cash Flows From Investing Activities	(657)	(454)	(417)
Cash Flows from Financing Activities	1,035	(1,319)	612
Net Increase in Cash and Cash Equivalents	356	136	354
Cash and Cash Equivalents at Beginning of Year	4,665	4,529	5,509
Cash and Cash Equivalents at End of the year	5,022	4,665	5,864

Significant Financial Ratios

	2022Q1	2021Q4	2021Q3	2021Q2	2021Q1
Profitability Indicators					
ROA	3	3	3	3	3
ROE	6	6	6	5	5
Gross Margin Rate	32	34	36	36	36
Operating Margin Rate	15	18	19	19	20
Net Income Rate	19	19	18	18	17
Growth Indicators					
Revenue Growth	0	9	-1	-2	7
EPS Growth Rate	-1	14	0	5	10
Solvency Indicators					
Current Ratio	106	123	144	123	163
Quick Ratio	91	106	119	106	138
Debt Ratio	48	49	51	56	49
Corporate Value Multiplier					
EV/EBITDA	46	46	44	44	43

Revenue of Core Businesses of Taiwan Secom Group

Unit: NT\$ M

Name/Main Business	Revenue			QoQ%	YoY%
	2022Q1	2021Q4	2021Q1		
Taiwan Secom Co., Ltd. - Security System Service	1,769	1,925	1,729	-8%	2%
Kuohsing Security Co., Ltd. - Buildings Security Guarding Service	316	314	321	1%	-2%
Gowin Building Management Co., Ltd. - Building and Parking Management	460	466	418	-1%	10%
Goldsun Express & Logistics Co., Ltd. - Sand and gravel transport & Logistics	246	292	261	-16%	-6%
Lee Bao Security Co., Ltd. - Cash in transit and ATM Services	378	341	333	11%	14%
Goyun Security Co., Ltd. - Buildings Security Guarding Service	237	223	217	6%	9%
Brighton Technology and Engineering Co., Ltd.- Electrical and Mechanical Engineering, Fire	82	104	64	-21%	28%
Lee Way Electronics Co., Ltd. -AED and Healthcare Services	72	79	64	-9%	13%

High Dividend Payout Ratio



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Year	2014	2015	2016	2017	2018	2019	2020	2021
Cash	3.5	4.0	4.0	3.5	4	4	5	5
Stock	0.15	0	0	0	0	0	0	0
Pay Out Ratio (%)	79.0	85.5	285.7	70	86.2	82.5	92.3	87.2



03

Business Outlook

- Good Life for Communities
- All-Inclusive Solutions for the Stores
- New Trend : Smart City
- ESG for Beautiful Future

Good Life for Communities



樓上交給我



中保科技集團
TAIWAN SECOM GROUP



樓下我守護

Good Life - Service is online!



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TAIWAN SECOM GROUP

Aim to become the largest life service management platform in Taiwan



Good Life APP



It represented Taiwan Secom Group has entered The innovative life service platform integrates OMO.

Life Solutions



Full range of services from "hardware" to "community cloud software" to bring new growth momentum.

Expanding the Number of Households Customers



There will be 1,500 community-based services throughout Taiwan, benefiting more than 25,000 households.

All-Inclusive Solutions for the Stores



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智慧商店解決方案

店務管理

店內大小事 輕鬆管理 即時處理

數位管理系統

智慧控制鐵捲門

災害管理

預防災害發生 減低財務損失

各式偵測感知器材



偵煙感知器



偵熱感知器



瓦斯感知器



遮斷閥



中保網路哨兵

INTERNET SECURITY

資訊安全防護服務

安全防盜

24小時即時連線 確保財產安全

智慧防盜保全系統



金庫系列

●客戶端

金庫系列

保全員趕往現場

連網保全系統

勤務點

指示異常處理

傳送異常信號

中興保全科技
管制中心

110

必要時通報110

影像監視

全面監看每個角落

智慧影像監控系統



門禁管理

掌握每個門出入狀況

Dr.ID 門禁考勤管理系統

情境連動的電子鎖



全功能/智慧電子鎖



指靜脈辨識機



臉型辨識機



門禁考勤機

All-Inclusive Solutions for the Stores – Coming Future



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We will try to join all the customers of Taiwan Secom Group on the shared platform, and to be the consultant for customers' business opening plans.



Extend the Service, Build Smarter City



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Smart Individuals

Minibond A-GPS
Location Assistance
Service

Smart Elderly Care



Smart Homes

AED Equipment

Unmanned Security

Smart door
locking

Wireless Heat
and Smoke Detector



Smart Business

Secom UTM
Inter Security

Cloud POS Store
Management System

CCTV Monitor



Digital Service experiences

Integrated
E-Commerce
platform

New Retail
O2O Service



Smart Building

Integrated E&M
Engineering Solution

Smart Parking



Smart City

Large Perimeter
Security Management

Smart Traffic Network

Smart Disaster
Prevention Solutions

Secom Smart City – Case Introduction



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2008 till today



Central Taiwan Science Park, Security Surveillance and Control Management

2013 till today



Hsinchu Science Park, Security Surveillance and Control Management

2015 till today



Songshan Airport, Boundary Security Surveillance System

2016



Hsinchu City Government, Security Surveillance and Control Management

Secom Smart City – Case Introduction



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2019



Hsinchu AI Park

2020-2021



Kaohsiung City
Government 5G
Smart Streetlight project

2021-2022



New Taipei City 、 Kaohsiung City
Government Smart Life
Application project

ESG for Beautiful Future



Carbon Neutral
become the talk of
the town worldwide

EV100

RE100

EP100



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SUNSEAP

Combine safety and technology
to be net zero emissions.



中保科技集團
TAIWAN SECOT GROUP



Sunseap Solutions Taiwan Limited helps corporations to make safer, smarter and carbon-free transformation of energy come true.

TAIWAN SECOM is the Expert of Managing Energy



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TAIWAN SECOM GROUP

Management
Solution



Plan

Create

Store

Use

Maintain

Installation

- Energy Storage System
- Uninterruptible Power System
- Energy Management System
- Electric Vehicle Charging Station and Eco-friendly System Installing Service

Store Energy



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Sunseap Solutions ESS

Energy Storage System

- Renewable generating system : four solar panels input.
- Balance the supply and demand : commercial power input.
- 12kW battery
- 5.5kW output
- Auto Transfer Switch

Taiwan Secom is your guard of energy.

Use energy



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Charging Station



Sites



commercial fleet



residential area



parking lots



service area



commercial area

The Sales of Electric Vehicle Grow Strongly in Taiwan on 2022.



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year	Forecast of the all the vehicle sales worldwide	Forecast of the EV sales worldwide
2022	90,329,000	12,897,000
2023	92,496,000	17,244,000

The sales of EV grow strongly in Taiwan





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中興保全科技

Your Smart Life Partaner

A large, circular graphic with a white-to-blue gradient border. Inside the circle is a stylized, 3D-rendered arrow pointing upwards and to the right, composed of many thin, parallel lines. The number "04" is superimposed on the arrow in a large, bold, dark blue font.

04

Q&A



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THANK YOU