



2022.12.07

股票代號：9917



Disclaimer

- The contents of this presentation have been prepared in accordance with the reviewed 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 conditions and statements of cash flow 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.



AGENDA

Agenda

- 01 Welcome Remarks**
Frank Lin, Vice Chairman
- 02 Financial Results of 3Q 2022**
Kim Chang, Spokesperson
- 03 Business Outlook**
Frank Lin, Vice Chairman
- 04 Q&A**



Group Profile



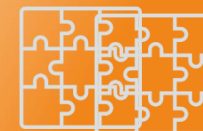
Established in
1977



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



Total Revenue
NT\$11.3B
Q1-Q3 2022



Over **30** Affiliated
Companies across
the Group



Over **9,000**
Employees
across the Group



Market Value
NT\$45.6B
(As Of Sep/30/22)

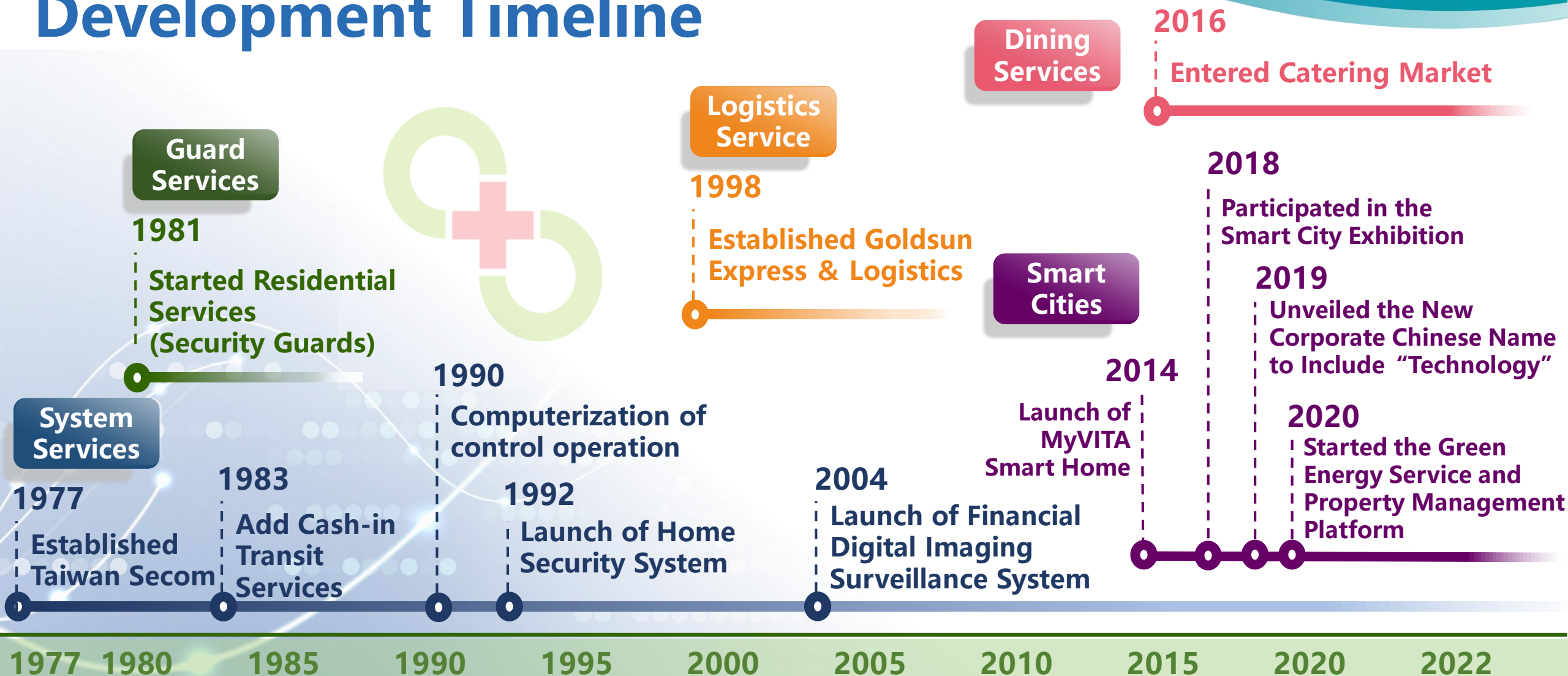


Served more than
650,000
Customers



中保科技集團
TAIWAN SECOM GROUP

Development Timeline





中保科技集團
TAIWAN SECOM GROUP

TAIWAN SECOM GROUP

Smart Business



Taiwan Secom



SIGMU D.P.T.



門禁考勤



中興保全智慧宅管



中興保全智慧宅管



A-GPS Location Assistance Services



智慧商管



BaoHwa Trust

Smart Cities / Smart Building



Ching-Dian Tech



Taiwan Secom Insurance Brokerage



eSkylink Inc.



Aion Technologies Inc.



Goldsun Express & Logistics

Goldsun Express



Goldsun Building Materials



RAIXIN Raixin Co., Ltd.



Sunseap Solutions



Leebao Security

Titan-Star International



Kuohsing Security



Goyun Security



Gowin Security



Gowin Building



Gowin Smart Parking



SIGMU D.P.T.



Brighton Technology and Engineering

Smart Home / Smart Personal



Secom My Vita



Living Plus



Transasia Catering



LUTRON



Lee Way



Golden Harvest

Drama Entertainment



Chung Hsing E-Guard

My VITA



Lots Home

G.Life



Tai-Shun Shi Ye



Lin Teng Cultural and Educational Foundation



Taiwan Secom Social Welfare Foundation



Taiwan Secom Cultural and Educational Foundation





Service Capacities

Number of Served Customers more than 650,000 all over the Group



Category	Company	Customers
Dining Service	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	240,000 Accounts 10,000 ATMs 250 Managing Buildings
Parking & Logistics	Gowin Parking Co., Ltd./ Goldsun Express & Logistics Co., Ltd.	200,000 parking spaces 24,000 board storage spaces

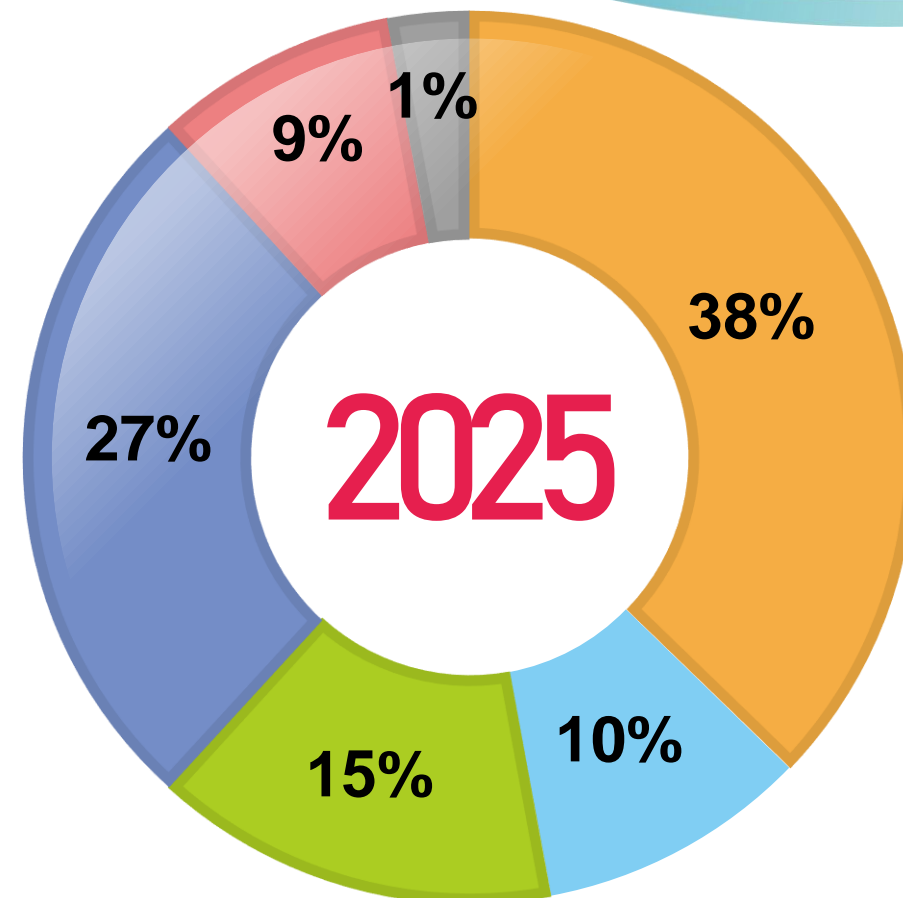
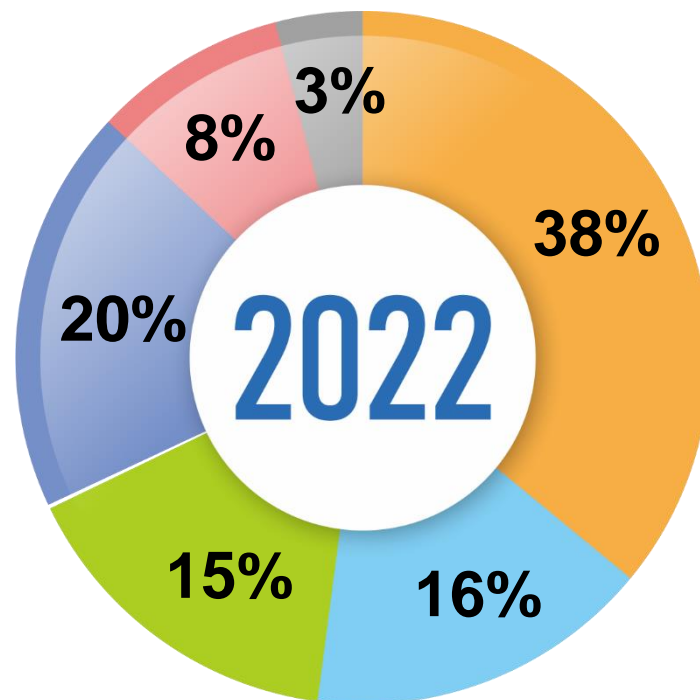
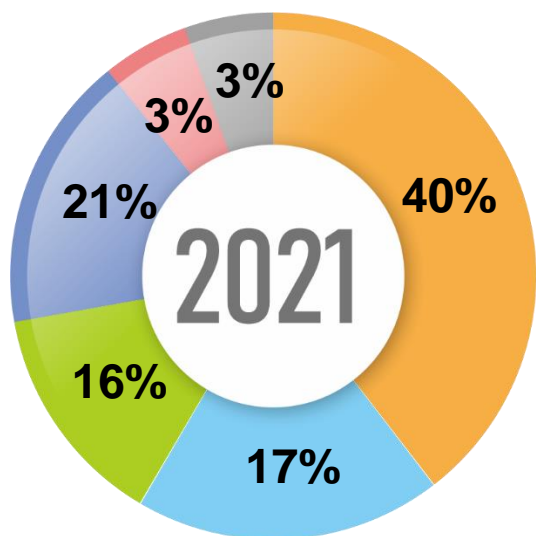
A Comprehensive Service and Transportation Fleet throughout Taiwan



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	950
Dump Truck	Goldsun Express & Logistics Co., Ltd. /Goldsun Co., Ltd.	350
Concrete Mixer Truck	Goldsun Co., Ltd.	340
Total		2,300



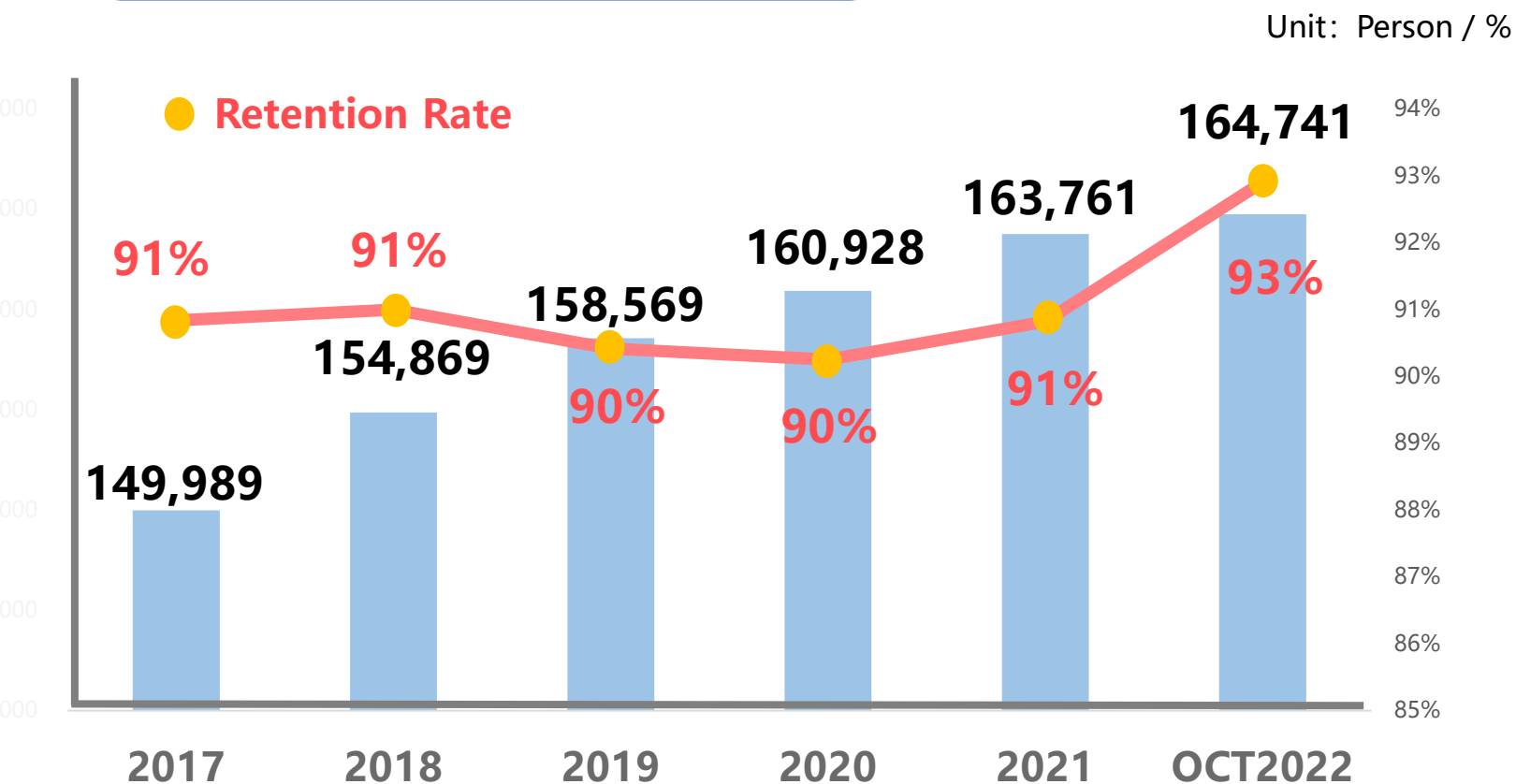
Revenue Distribution



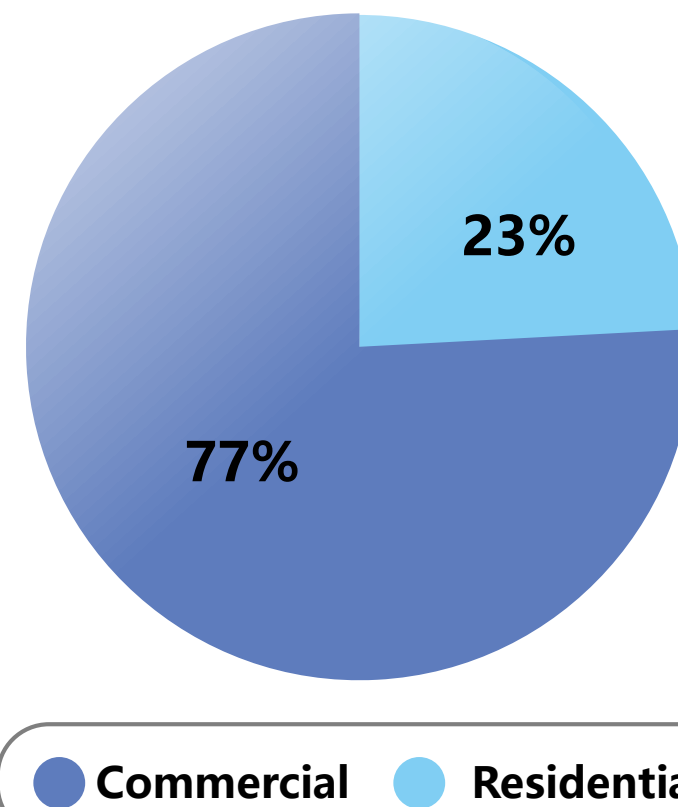


Security System Services

Number of Rental Customers



Customer Distribution





中保科技集團
TAIWAN SECOM GROUP

3Q 2022 Financial Results

- Financial Statements
- Key Financial Indicators
- Dividend Policy



Consolidated Income Statements

Unit: NT\$ M

	3Q22	2Q22	3Q21	QoQ	YoY
Sales	3,805	3,792	3,416	+0.35%	+11.39%
Gross Margin	1,288	1,213	1,230	+6.15%	+4.72%
Gross Margin Rate %	33.85%	32.00%	36.01%	+1.85ppts	-2.16ppts
Operating Expenses	644	643	581	+0.21%	+10.84%
Operating Expenses Rate %	16.93%	16.95%	17.01%	-0.02ppts	-0.08ppts
Operating Profit	644	571	649	+12.83%	-0.77%
Operating Margin Rate %	16.93%	15.05%	19.00%	+1.87ppts	-2.07ppts
Net Income	643	566	630	+13.60%	+2.06%
Net Income Rate %	16.90%	14.93%	18.54%	+1.97ppts	-1.64ppts
EPS	1.44	1.28	1.40	+12.50%	+2.86%



Consolidated Balance Sheets

Unit: NT\$ M

	2022 09.30	%	2022 06.30	%	2021 09.30	%	QoQ	YoY
Cash and Cash Equivalents	4,243	17%	4,676	19%	4,529	20%	-9%	-6%
Investments accounted for using equity method	4,272	18%	4,224	17%	3,914	17%	+1%	+9%
Property, Plant and Equipment	7,488	31%	7,471	30%	7,134	31%	+0%	+5%
Total Assets	24,287		24,899		22,749		-2%	+7%
Long-term & Short-term Loans	5,337	22%	4,324	17%	4,948	22%	-23%	+8%
Capital	4,512	19%	4,512	18%	4,512	20%	+0%	+0%
Total Liabilities	12,487	52%	13,853	56%	11,529	51%	-10%	+8%
Total Equity	11,800	48%	11,046	44%	11,220	49%	+7%	+5%



Consolidated Statements of Cash Flows

Unit: NT\$ M

項目	3Q22	2Q22	3Q21
Beginning Balance	4,676	5,022	5,884
Cash from operating activities	736	685	593
Capital expenditures	(256)	(418)	(282)
Short-term loans	(300)	(540)	560
Long-term loans	1,313	(40)	(2)
Cash Dividend	(2,256)	-	(2,256)
Investments and others	331	(33)	32
Ending Balance	4,243	4,676	4,529
Free Cash Flow	480	267	311

*Free Cash low=Cash from operating activities-Capital expenditures



Key Financial Indicators

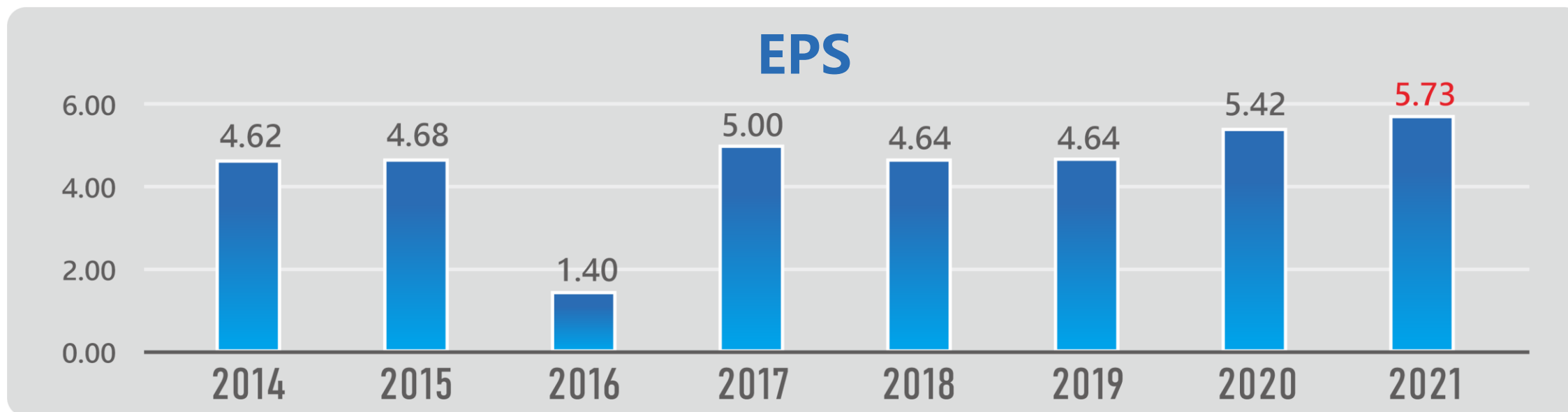
Unit: %

		3Q22	2Q22	1Q22	4Q21	3Q21
Profitability Indicators	ROA	2.6	2.3	2.9	3.1	2.7
	ROE	5.6	4.7	5.7	6.2	5.8
	Gross Margin	33.9	32.0	32.5	34.1	36.0
	Operating Margin	16.9	15.1	15.5	18.2	19.0
	Net Profit Margin	16.9	14.9	18.9	19.4	18.5
Growth Indicators	Revenue Growth	0.3	1.4	0.3	9.1	-1.1
	EPS Growth Rate	12.5	-19.5	-0.6	14.3	0.0
Solvency Indicators	Current Ratio	111.0	89.2	106.3	122.6	143.8
	Quick Ratio	93.6	76.9	91.5	105.7	119.5
	Debt Ratio	51.4	55.6	48.1	49.1	50.7
Corporate Value Multiplier	EV/EBITDA	46.1	51.4	46.2	45.7	44.3



High Dividend Payout Ratio

Year	2014	2015	2016	2017	2018	2019	2020	2021
Cash	3.5	4.0	4.0	3.5	4	4	5	5
Yield (%)	4.6	4.4	4.4	3.9	4.5	4.6	5.8	5.3
Pay Out Ratio (%)	79.0	85.5	285.7	70	86.2	82.5	92.3	87.2





Business Outlook

- G.Life for Communities
- All-Inclusive Solutions for Stores
- New Trend : Smart Cities
- ESG for Beautiful Future
- Cyber Security : Your Trustworthy Protector



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TAIWAN SECOM GROUP

G.Life for Communities



樓下我守護



樓上交給我



中保科技集團
TAIWAN SECOM GROUP

G.Life - Service is online!

Aim to become the largest life service management platform in Taiwan



Taiwan Secom AIoT



中保好生活

Smart Community
Cloud Software



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 Stores

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



溢水開



中保網路哨兵

資訊安全防護服務



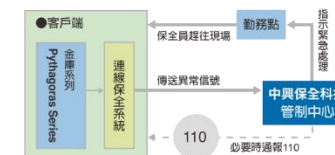
安全防盜

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



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 Stores

– Coming Future

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



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 Cities

Large Perimeter
Security Management

Smart Traffic Network

Smart Disaster
Prevention Solutions



New Trend : Smart Cities

Smart
Construction Site

Smart Business

Green Energy



Smart City

Smart Retail

Long-Term Care

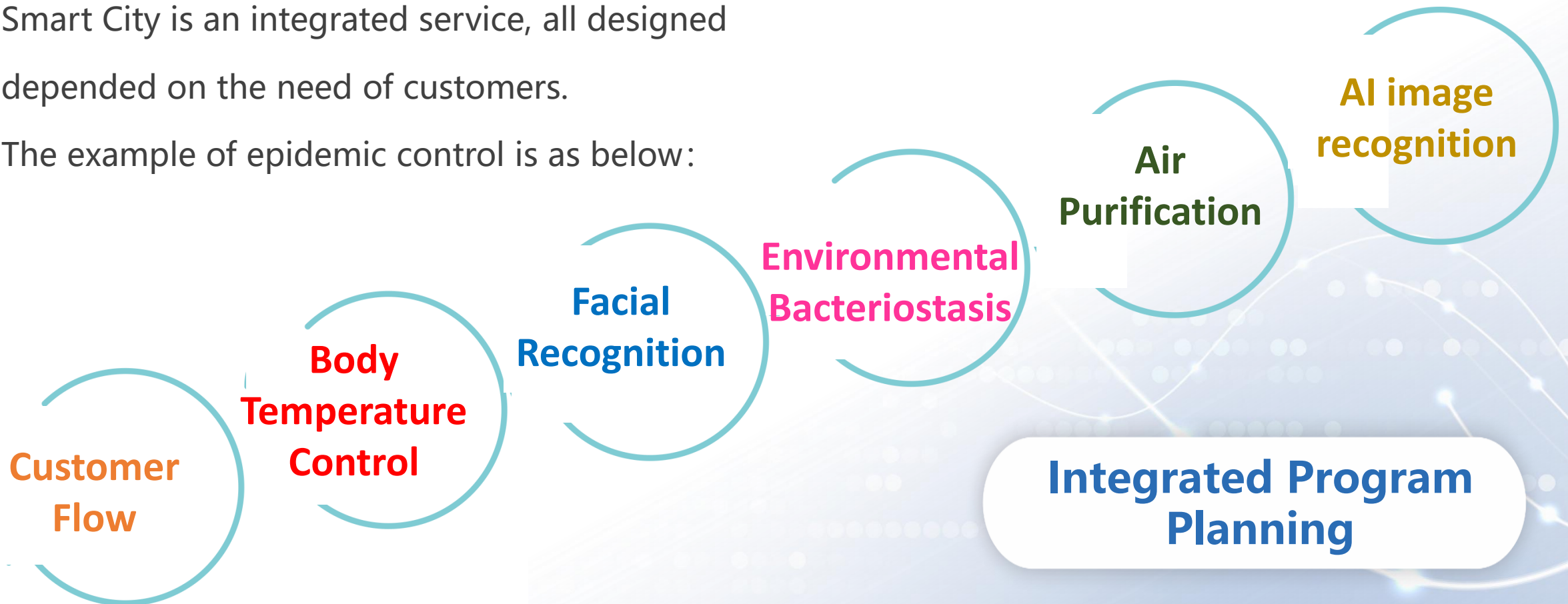
Smart Law
Enforcement



Smart City

Smart City is an integrated service, all designed depended on the need of customers.

The example of epidemic control is as below:





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TAIWAN SECOM GROUP

ESG for Beautiful Future



全球熱議淨零碳排
企業永續環境經營

EV100

RE100

EP100



中保科技集團
TAIWAN SECOM GROUP



SUNSEAP

結合安全保障與智慧科技邁向零碳排

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

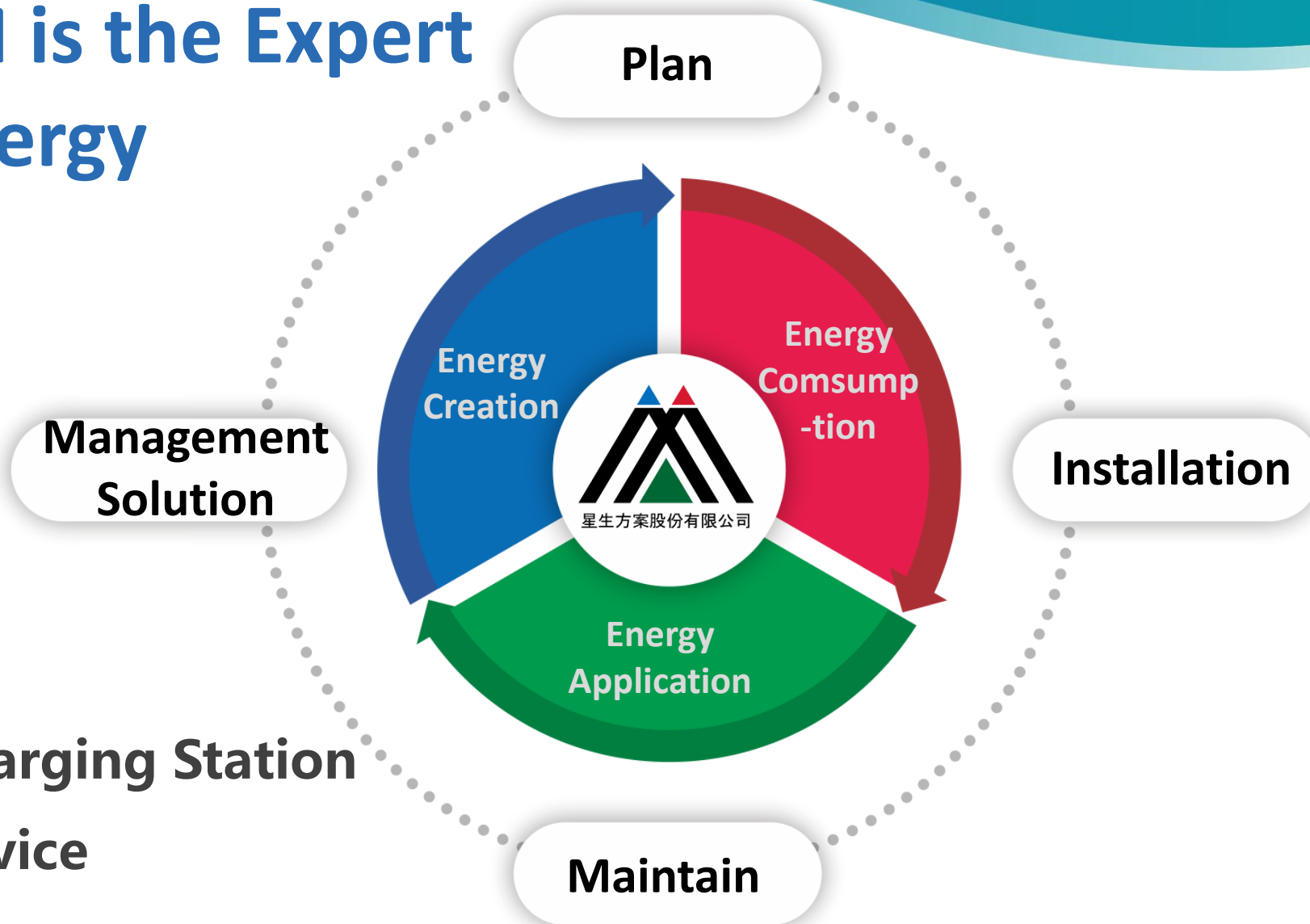




TAIWAN SECOM is the Expert of Managing Energy



- EMS/ESCO
- Solar Panel Roof
- Electric Vehicle Charging Station
- Energy Saving Service





Stored Energy/EMS



EMS



- ◆ Monitor the power consumption of equipment
 - ◆ Trouble shooting
 - ◆ Protect equipment
 - ◆ Save energy
- Help enterprises to reduce the cost of electricity consumption, and combined with the property management system of Secom to calculate exactly for carbon emission



Green Energy Trading Increase the Need of Renewable Energy



More Companies Join
the RE100



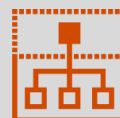
The Promise of Environmental
Impact Assessment



Enhance the Importance
of ESG



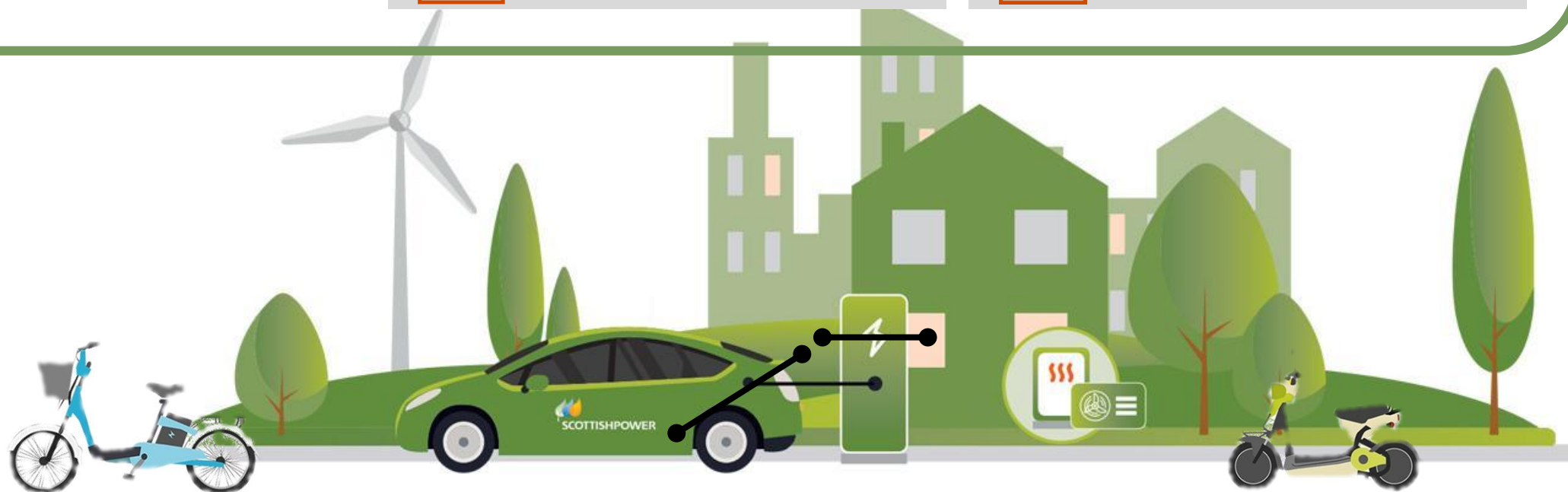
Promoted by Law



The Demand of Supply
Chain



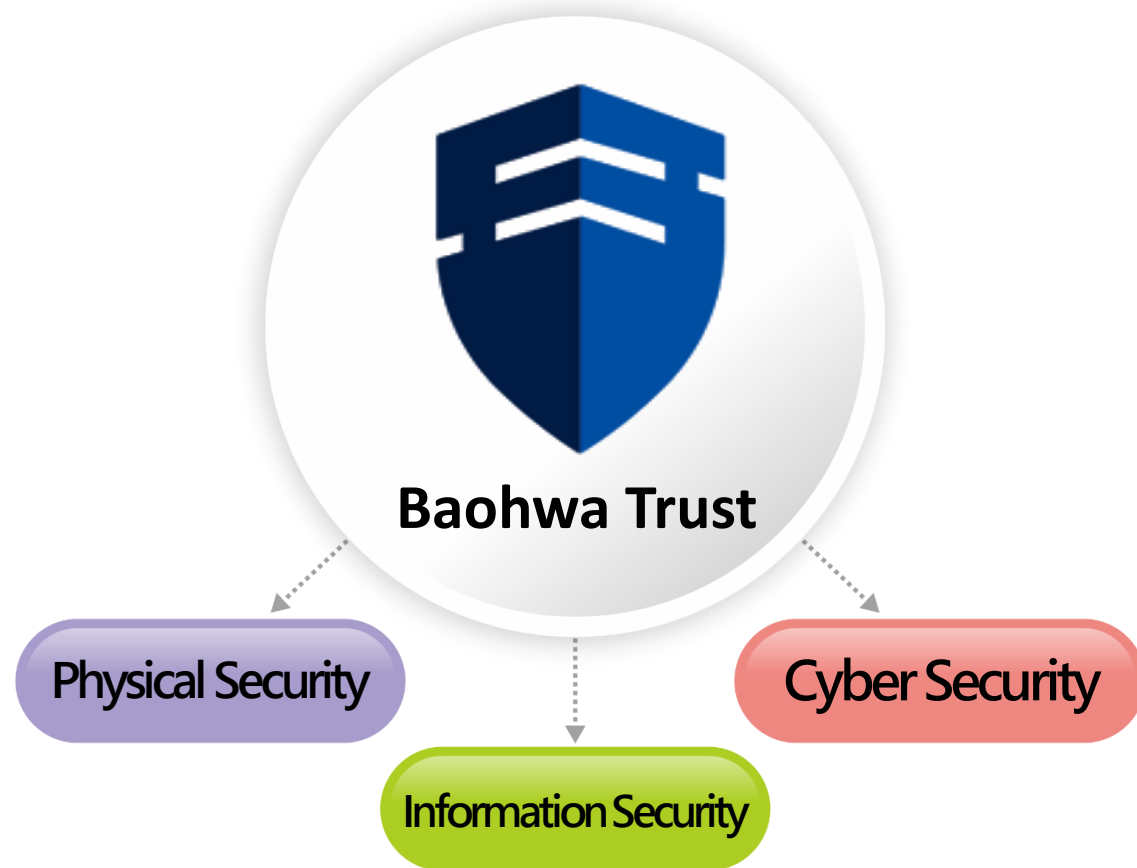
Carbon Border Tax





Baohwa Trust is the Protector of Smart Cities

Build the safe and reliable AIoT life.



Goal :

Develop Cyber-Physical Systems and become the leading brand of virtual-real integration security.



Found by Secom and CHT Security



Target Customer and Core Technology for Baohwa Trust

Technology and Product

Information Security Check

Information Security
Monitoring

Information Security
Product

Endpoint Security Products

Information Security
Consultant



Baohwa Trust

Target Customer

Smart City, Community, Home

Digitally Transforming
Government and Enterprise

Small and Medium Enterprise

IoT Device Supplier



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中保科技集團

**ESG for Sustainability,
and Leading the Future of Smart Cities**



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THANK YOU