



中保科技集團
TAIWAN SECOM GROUP

Investor Conference

2023.03.30

TICKER: 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 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 2022**
Kim Chang, Spokesperson
- 03 **Business Outlook**
Frank Lin, Vice Chairman
- 04 **Q&A**



Profile



Established in
1977



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



Total Revenue
more than
NT\$15.3B
On 2022



Over **30** Affiliated
Companies across
the Group



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



Market Value
NT\$45.1B
(31 Dec 22)

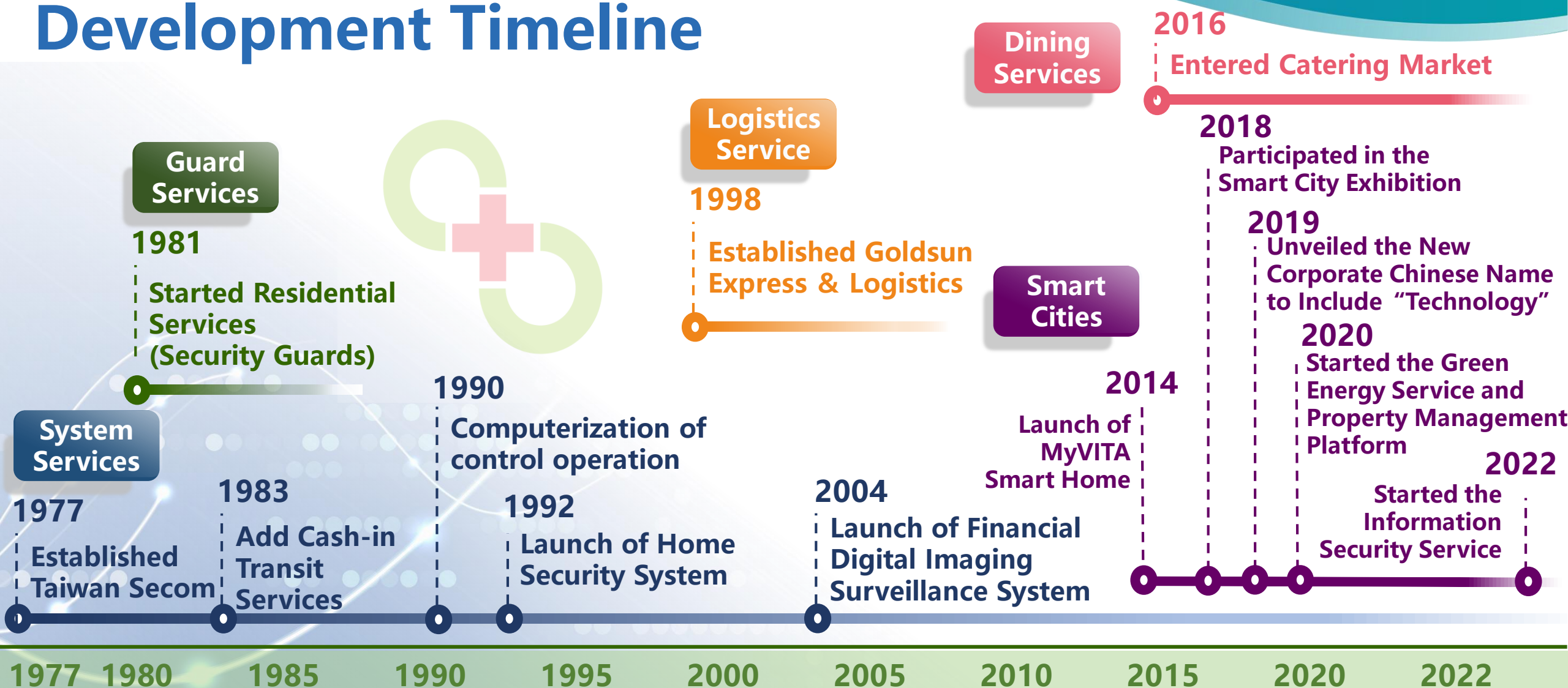


Served more than
650,000
Customers



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



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 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



Golden Harvest

Drama Entertainment



Chung Hsing E-Guard

My VITA



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 | 250,000 Accounts 10,000 ATMs 250 Managing Buildings |
| Parking & Logistics | Gowin Parking Co., Ltd./ Goldsun Express & Logistics Co., Ltd. | 210,000 parking spaces 24,000 board storage spaces |

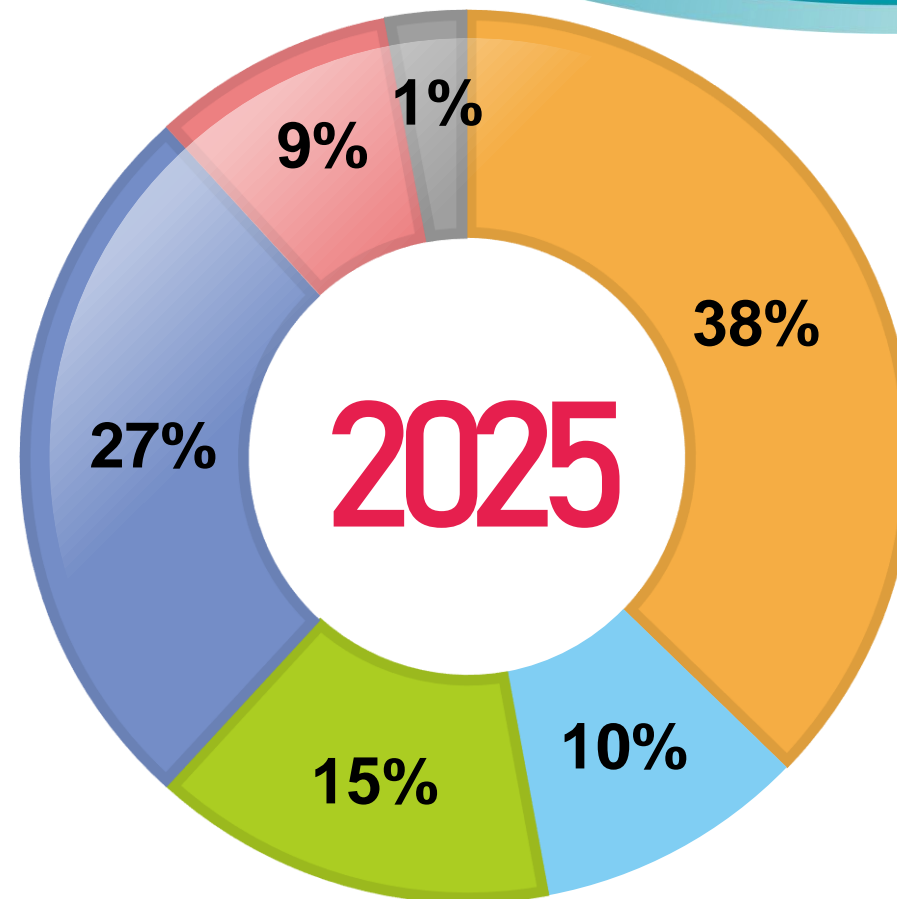
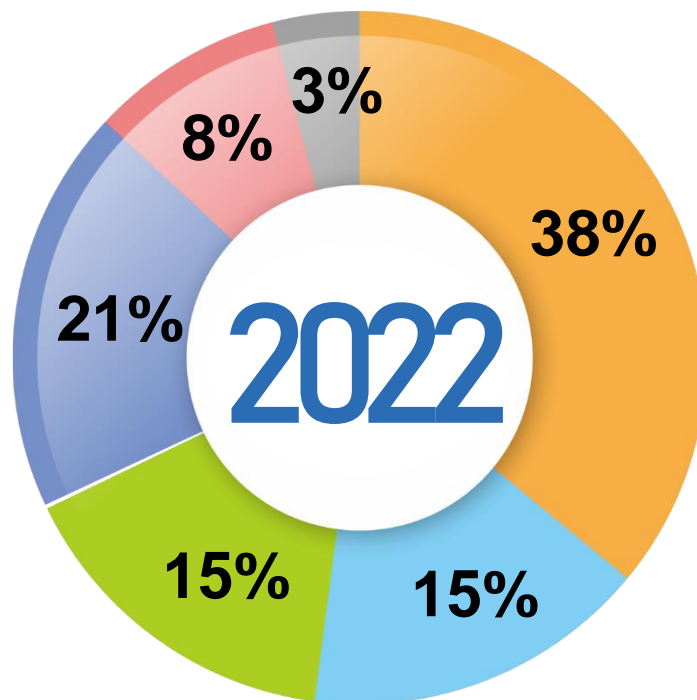
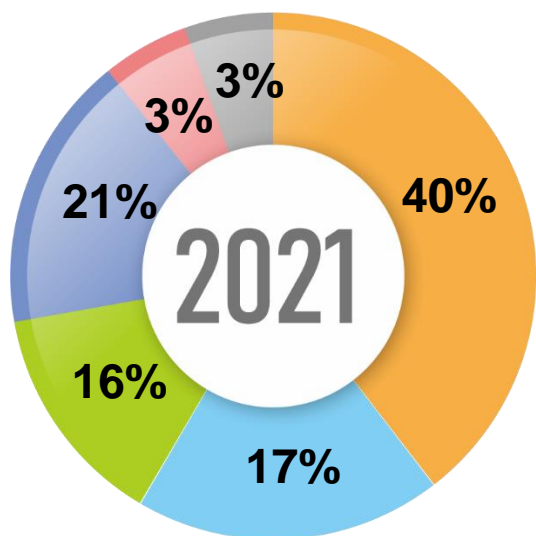
A Comprehensive Service and Transportation Fleet throughout Taiwan



| 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





Analysis of Revenue

Unit: NT\$ M

| Item | 2022 | % | 2021 | % | YoY | |
|-----------------|--------|------|--------|------|-------|------|
| Security System | 5,821 | 38% | 5,698 | 40% | 122 | 2% |
| Security Guards | 2,342 | 15% | 2,327 | 17% | 15 | 1% |
| Logistics | 2,209 | 15% | 2,269 | 16% | (60) | -3% |
| Smart Cities | 3,175 | 21% | 3,023 | 21% | 152 | 5% |
| Dining Service | 1,287 | 8% | 377 | 3% | 911 | 242% |
| Others | 523 | 3% | 441 | 3% | 83 | 19% |
| Total | 15,357 | 100% | 14,135 | 100% | 1,223 | 9% |



Analysis of Revenue

Unit: NT\$ M

| Item | 4Q22 | % | 3Q22 | % | 4Q21 | % | QoQ | | YoY | |
|-----------------|-------|------|-------|------|-------|------|-----|-----|------|------|
| Security System | 1,472 | 37% | 1,467 | 39% | 1,427 | 38% | 5 | 0% | 45 | 3% |
| Security Guards | 579 | 14% | 576 | 15% | 582 | 16% | 3 | 1% | (3) | 0% |
| Logistics | 559 | 14% | 527 | 14% | 592 | 16% | 32 | 6% | (33) | -6% |
| Smart Cities | 915 | 23% | 771 | 20% | 911 | 24% | 145 | 19% | 5 | 1% |
| Dining Service | 361 | 9% | 332 | 9% | 107 | 3% | 29 | 9% | 254 | 239% |
| Others | 135 | 3% | 132 | 3% | 108 | 3% | 2 | 4% | 26 | 24% |
| Total | 4,021 | 100% | 3,805 | 100% | 3,727 | 100% | 216 | 6% | 294 | 8% |



2022 Financial Results

- Financial Statements
- Key Financial Indicators
- Dividend Policy



Consolidated Income Statements

Unit: NT\$ M

| | 2022 | 2021 | YoY | |
|--------------------------|---------------|---------------|------------------|---------------|
| Revenue | 15,357 | 14,135 | 1,223 | +8.65% |
| Gross Profit | 5,074 | 5,034 | 39 | +0.78% |
| Gross Margin | 33.04% | 35.62% | -2.58ppts | |
| Operating Expenses | 2,609 | 2,368 | 241 | +10.18% |
| Operating Expenses Rate | 16.99% | 16.76% | +0.24ppts | |
| Operating Profit | 2,464 | 2,666 | (202) | -7.57% |
| Operating Margin | 16.04% | 18.86% | -2.82ppts | |
| Net Profit | 2,608 | 2,579 | 29 | +1.13% |
| Net Profit Margin | 16.98% | 18.24% | -1.26ppts | |
| EPS (NT\$ Dollar) | 5.85 | 5.73 | +0.12 | +2.09% |



Consolidated Income Statements

Unit: NT\$ M

| | 4Q22 | 3Q22 | 4Q21 | QoQ | YoY |
|--------------------------|---------------|---------------|---------------|------------------|------------------|
| Revenue | 4,021 | 3,805 | 3,727 | +5.67% | +7.88% |
| Gross Profit | 1,357 | 1,288 | 1,272 | +5.37% | +6.71% |
| Gross Margin | 33.75% | 33.85% | 34.12% | -0.10ppts | -0.37ppts |
| Operating Expenses | 687 | 644 | 594 | +6.68% | +15.58% |
| Operating Expenses Rate | 17.09% | 16.93% | 15.95% | +0.16ppts | +1.14ppts |
| Operating Profit | 670 | 644 | 677 | +4.07% | -1.07% |
| Operating Margin | 16.67% | 16.93% | 18.18% | -0.26ppts | -1.51ppts |
| Net Profit | 692 | 643 | 721 | +7.62% | -4.09% |
| Net Profit Margin | 17.21% | 16.90% | 19.46% | +0.31ppts | -2.25ppts |
| EPS (NT\$ Dollar) | 1.55 | 1.44 | 1.61 | +7.64% | -3.73% |



Consolidated Balance Sheets

Unit: NT\$ M

| | 2022 12.31 | % | 2022 09.30 | % | 2021 12.31 | % | QoQ | YoY |
|--|---------------|------------|---------------|------------|---------------|------------|------------|-------------|
| Cash and Cash Equivalents | 5,153 | 20% | 4,243 | 17% | 4,665 | 20% | +21% | +10% |
| Investments accounted for using equity method | 4,230 | 16% | 4,272 | 18% | 4,112 | 17% | -1% | +3% |
| Property, Plant and Equipment | 8,825 | 34% | 7,488 | 31% | 7,178 | 30% | +18% | +23% |
| Total Assets | 25,903 | | 24,287 | | 23,553 | | +7% | +10% |
| Long-term & Short-term Loans | 5,013 | 19% | 5,337 | 22% | 3,736 | 16% | -6% | +34% |
| Capital | 4,512 | 17% | 4,512 | 19% | 4,512 | 19% | +0% | +0% |
| Total Liabilities | 13,374 | 52% | 12,487 | 51% | 11,534 | 49% | +7% | +16% |
| Total Equity | 12,529 | 48% | 11,800 | 49% | 12,019 | 51% | +6% | +4% |



Consolidated Statements of Cash Flows

Unit: NT\$ M

| 項目 | 2022 | 2021 |
|--------------------------------|--------------|--------------|
| Beginning Balance | 4,665 | 5,510 |
| Cash from operating activities | 2,978 | 3,269 |
| Capital expenditures | (1,251) | (1,286) |
| Short-term loans | 241 | (1,200) |
| Long-term loans | 967 | 1,170 |
| Cash Dividend | (2,256) | (2,256) |
| Investments and others | (192) | (542) |
| Ending Balance | 5,153 | 4,665 |
| Free Cash Flow | 1,728 | 1983 |

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



Consolidated Statements of Cash Flows

Unit: NT\$ M

| 項目 | 4Q22 | 3Q22 | 4Q21 |
|--|--------------|--------------|--------------|
| Beginning Balance | 4,243 | 4,676 | 4,529 |
| Cash from operating activities | 1,578 | 736 | 1,842 |
| Capital expenditures | (345) | (256) | (410) |
| Short-term loans | (20) | (300) | (1,170) |
| Long-term loans | (304) | 1,313 | (42) |
| Cash Dividend and Investments and others | 1 | (1,926) | (84) |
| Ending Balance | 5,153 | 4,243 | 4,665 |
| Free Cash Flow | 1,233 | 480 | 1,432 |

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

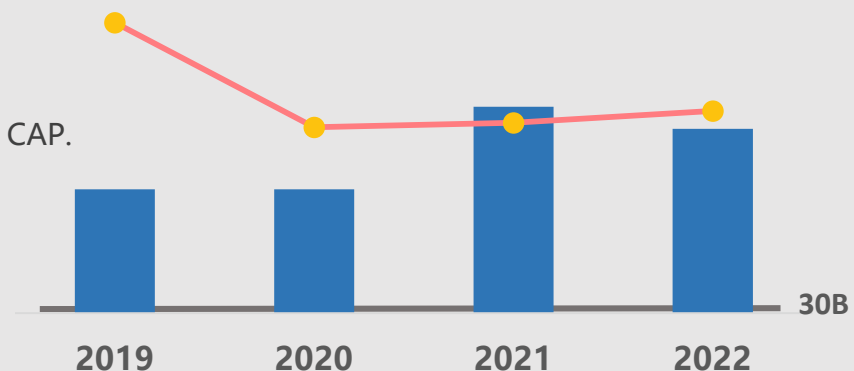


Key Financial Indicators

Market CAP.

55B

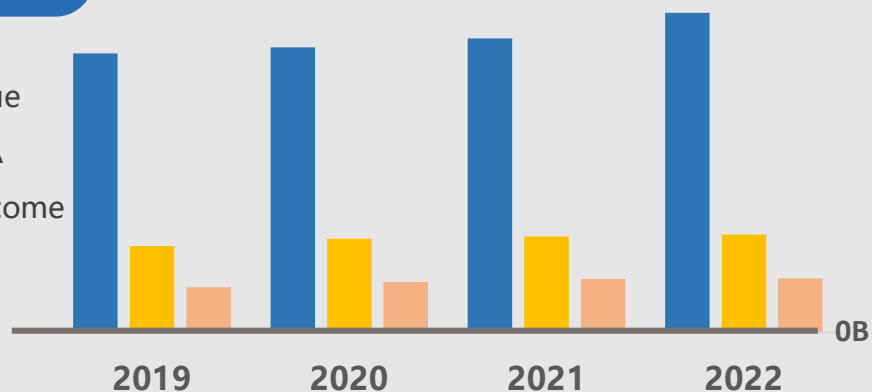
● EV
■ Market CAP.



Income

16B

■ Revenue
■ EBITDA
■ Net Income



Cash Flow

3.5B

0

-1.4B

2019

2020

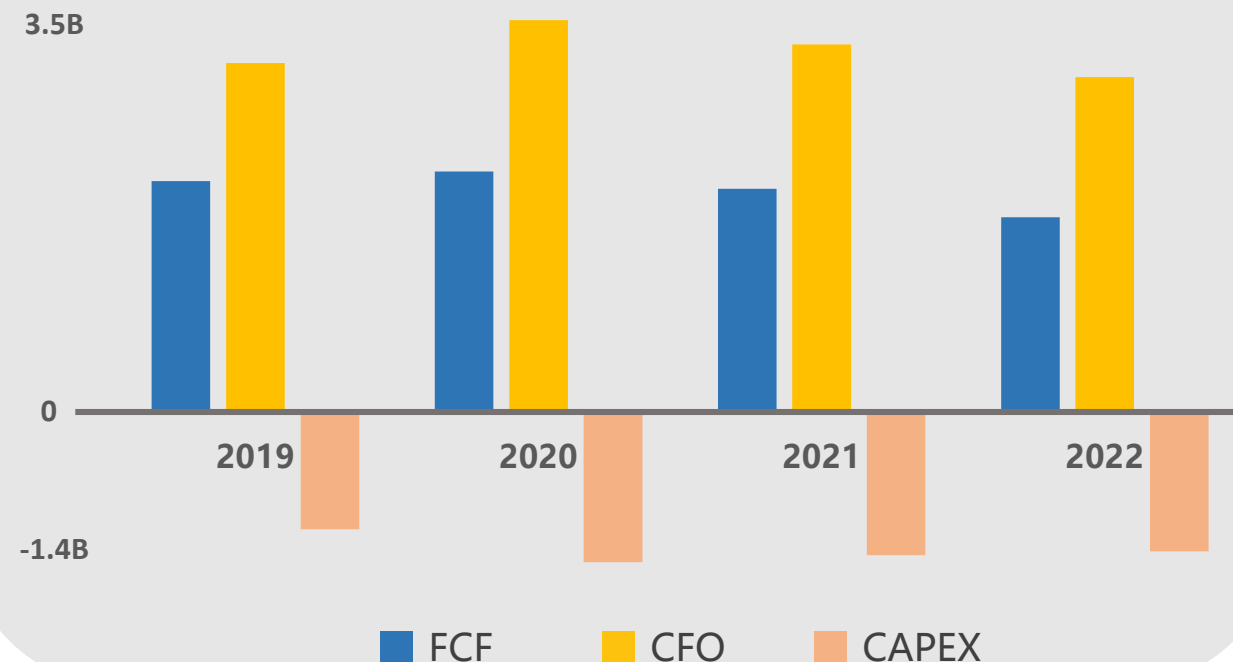
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

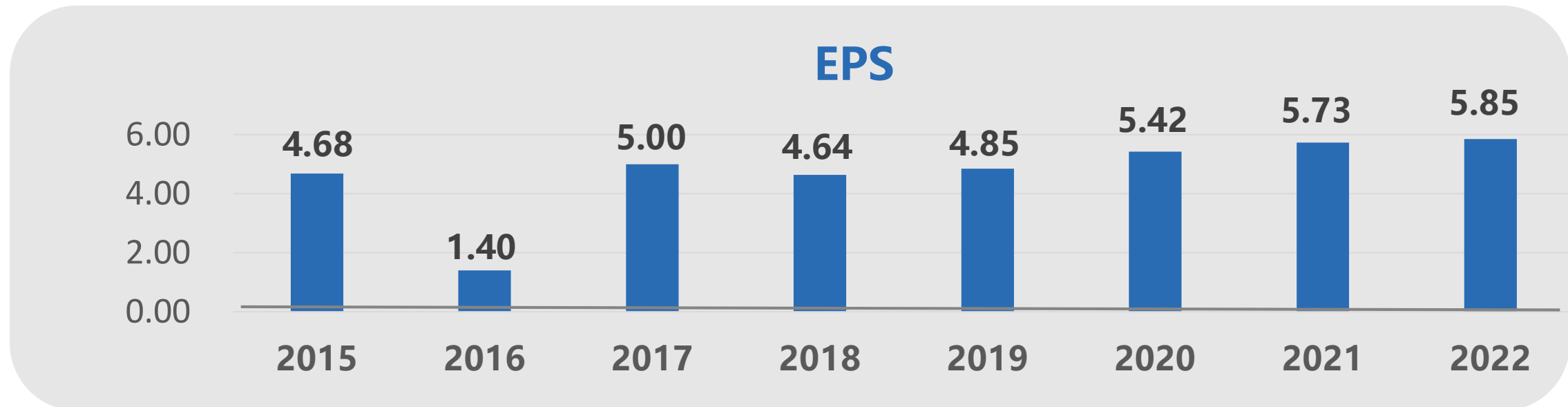
Opting M%

16%



High Dividend Payout Ratio

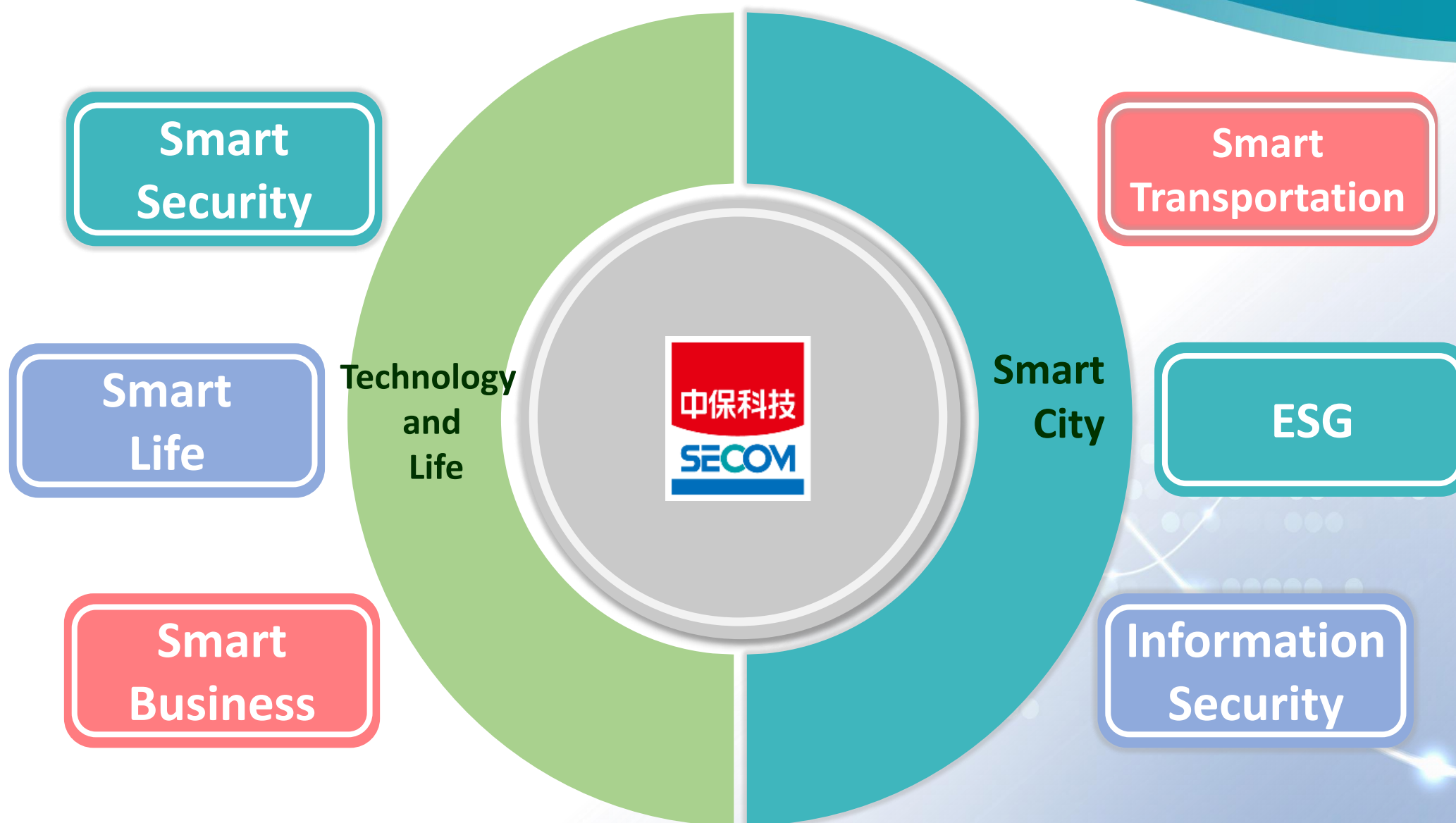
| Year | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------------------|------|-------|------|------|------|------|------|------|
| Cash | 4.0 | 4.0 | 3.5 | 4.0 | 4.0 | 5.0 | 5.0 | 5.0 |
| Yield (%) | 4.4 | 4.4 | 3.9 | 4.5 | 4.6 | 5.8 | 5.3 | 5.0 |
| Pay Out Ratio (%) | 85.5 | 285.7 | 70 | 86.2 | 82.5 | 92.3 | 87.2 | 85.5 |





Business Outlook

- Technology and Life
- Technology for Smart City





Smart Security - System Upgraded

Upgrade the system (ISS) to level 5th!



中保無限  Security System

Drone

Image Recognition System

Electrical and
Mechanical
Management

Abnormal report



AED System · SOS System



Disaster Management

Fire and Earthquake Warning

According to the degree of disaster, the system prioritizes the processing order and lists resources required, and handover information through the platform to avoid communication gaps.



車牌辨識
人臉辨識
災害辨識



中保科技集團
TAIWAN SECOM GROUP

Smart Life



樓下我守護



樓上交給我



Smart Life - Community E-management

Facility
management



Administrative
support



Security
Guards



Electromech
-anical and
technical
services



Cleaning
Services



Dining
Service



G.Life Cloud
Administrator

Stationary Guard
Cloud Guard

Data Monitor
Maintenance Service

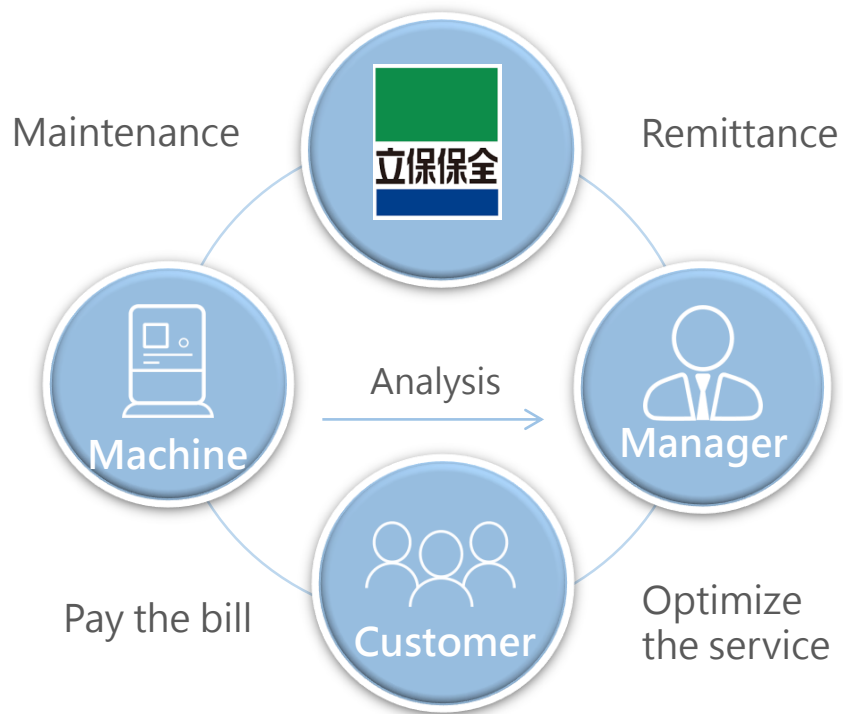
Cleaning Services
Garbage Disposal

Transasia
Catering



Smart Business - Fintech

Fintech



Smart Deposit
Machine



Self-Service
Bank



Smart Business - All-Inclusive Solutions for Stores

店務管理

店內大小事 輕鬆管理 即時處理

數位管理系統



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



影像監視

全面監看每個角落



智慧影像監控系統

門禁管理

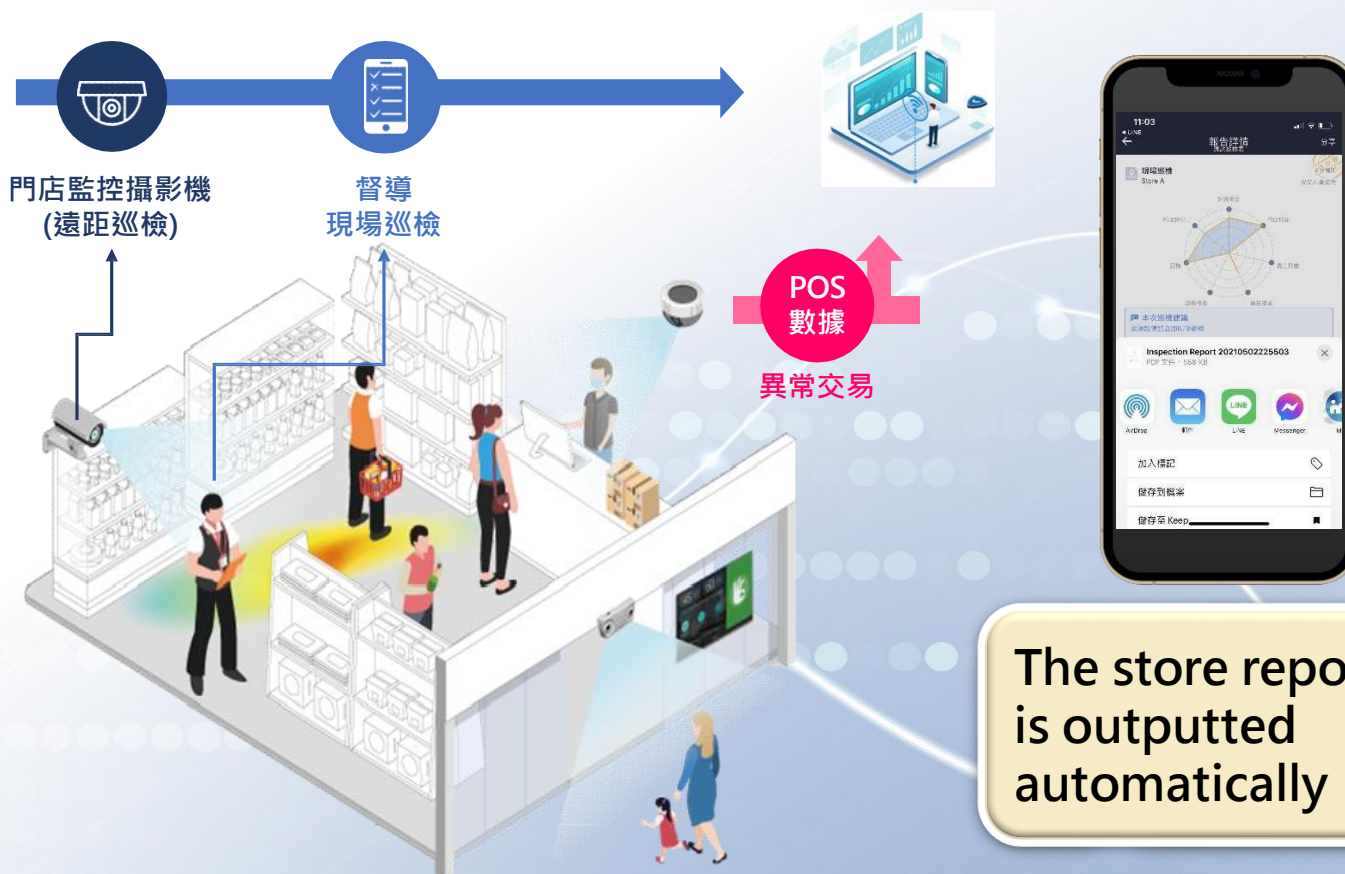
掌握每個門出入狀況

Dr.ID 門禁考勤管理系統

情境連動的電子鎖



Remote Store Management





Smart Transportation - Automatic Railway Protect System



Award Winning on 2023 Innovative Application Smart Traffic

Track Protect System

Intrusion Warning, Broadcast Eviction, and Statistical Analysis.

People Flow Analysis

Detect the number of passengers for adjusting train schedules and passenger attendance analysis.

Animal Incursion Analysis

When animals stray into the track, the system will use sonic waves to evict, and give warning to the train .

Water Level of Railway Analysis

Real-time detection of water level, and warning.

Smart Notice Board

Set up interactive boards to provide relevant information.

Information Organization Center

Centralized information management, and collect data.



Smart Transportation - Smart Parking

Intelligent
Parking Bollard

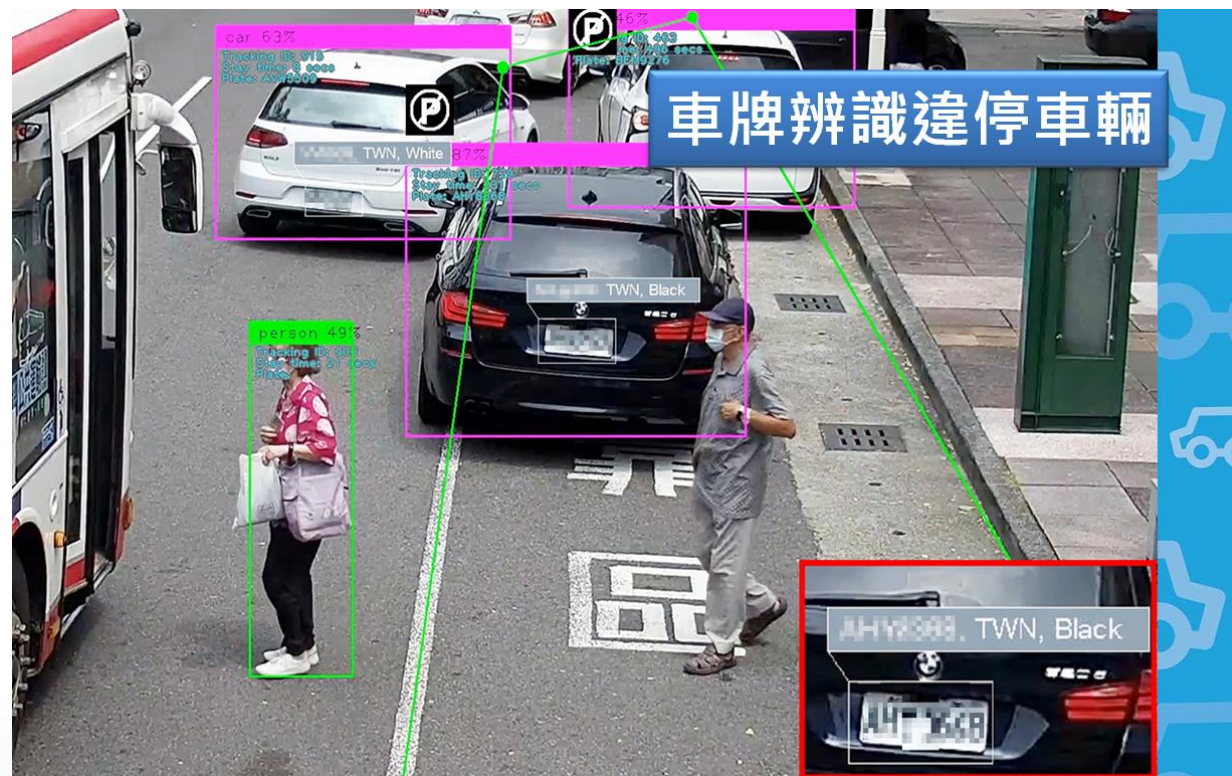


國雲停車

Paperless
Parking Bill



Traffic
enforcement
camera

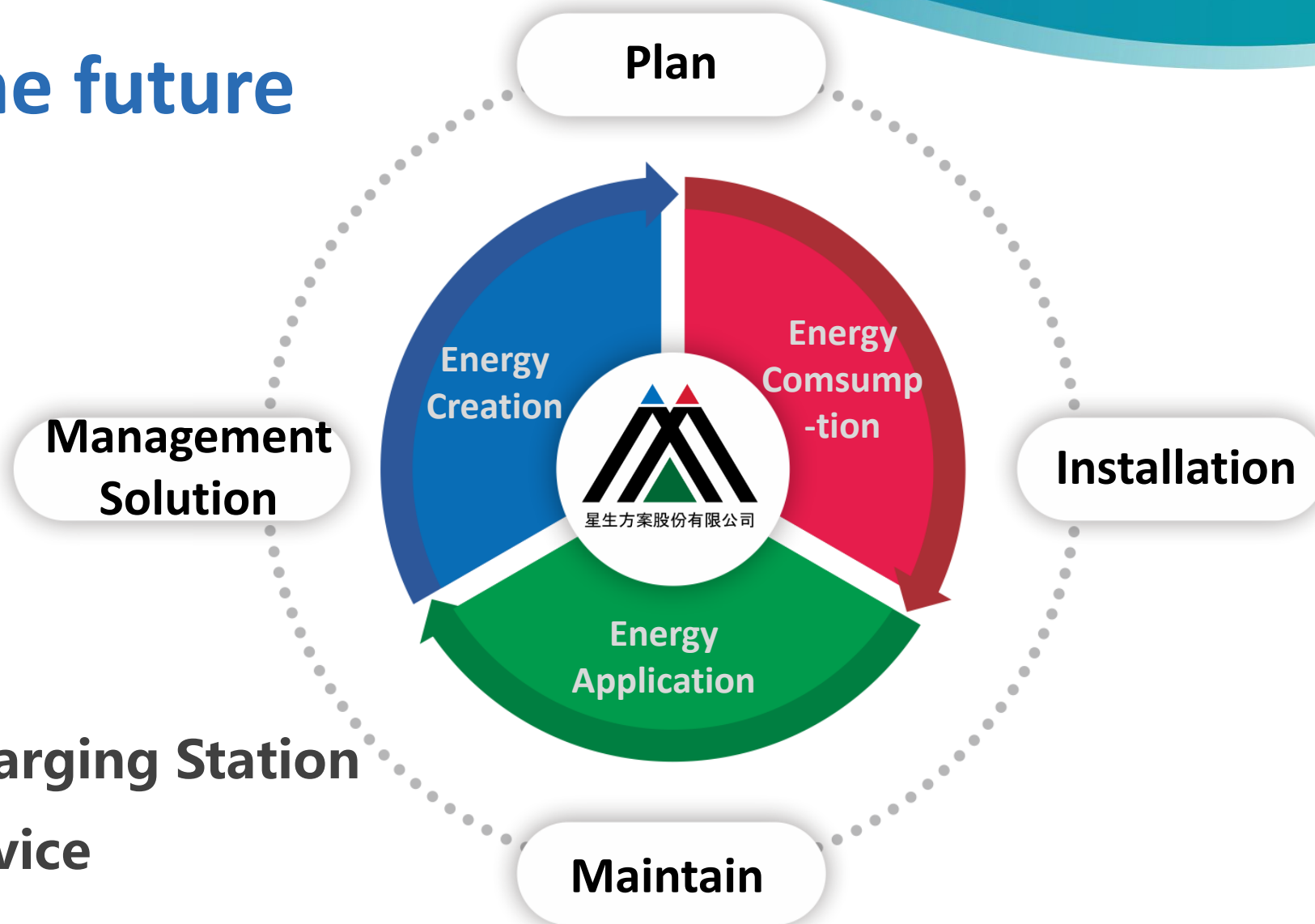




ESG - We are the future



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





ESG-Sustainability



EV Charger



EMS

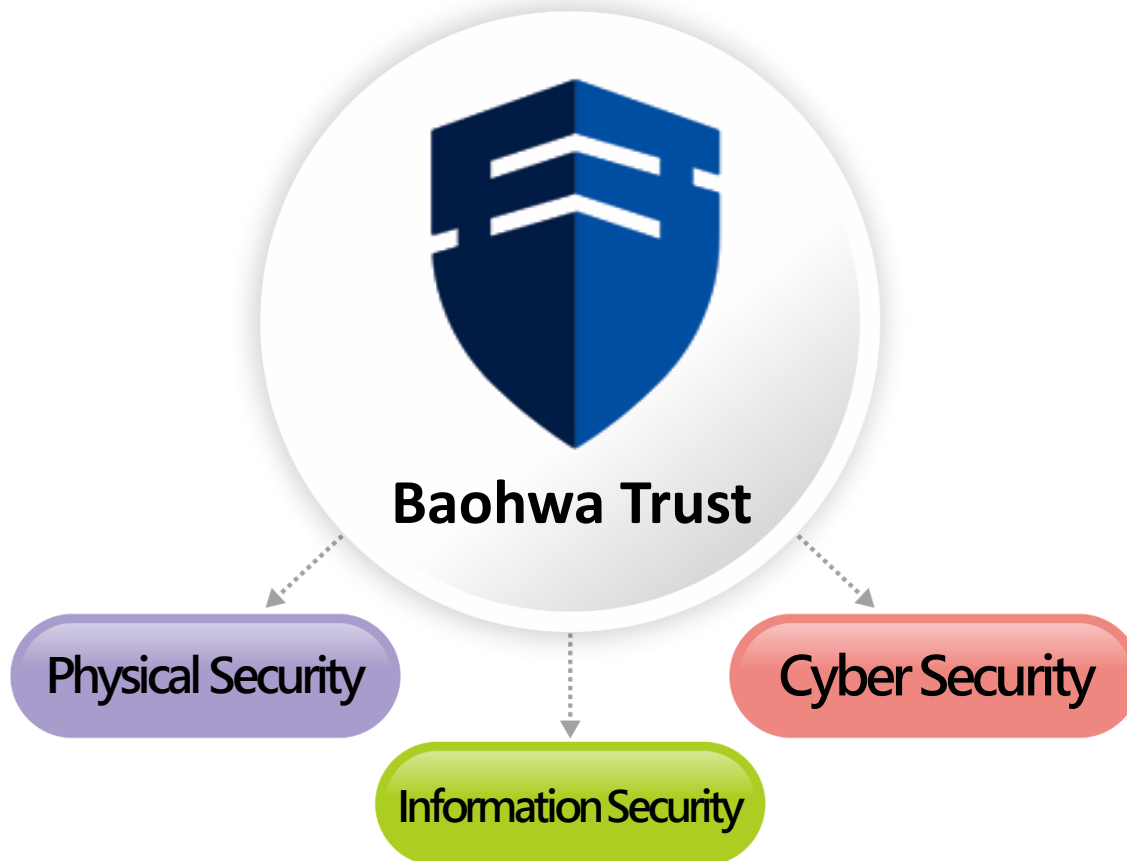


星生方案股份有限公司



Information Security

Build the safe and reliable AIoT life.



Target Customer

Smart City, Community, Home

Digitally Transforming
Government and Enterprise

Small and Medium Enterprise

IoT Device Supplier



Baohwa Solution Build a wonderful and safe city



Before:
Protection, Detection

During:
Monitoring, Response

After:
Identification, Recovery



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THANK YOU