



2023.06.06

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, Chairman
- 02 **Financial Results**  
Kim Chang, Spokesperson
- 03 **Business Outlook**  
Frank Lin, Chairman
- 04 **Q&A**





# 集團簡介



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



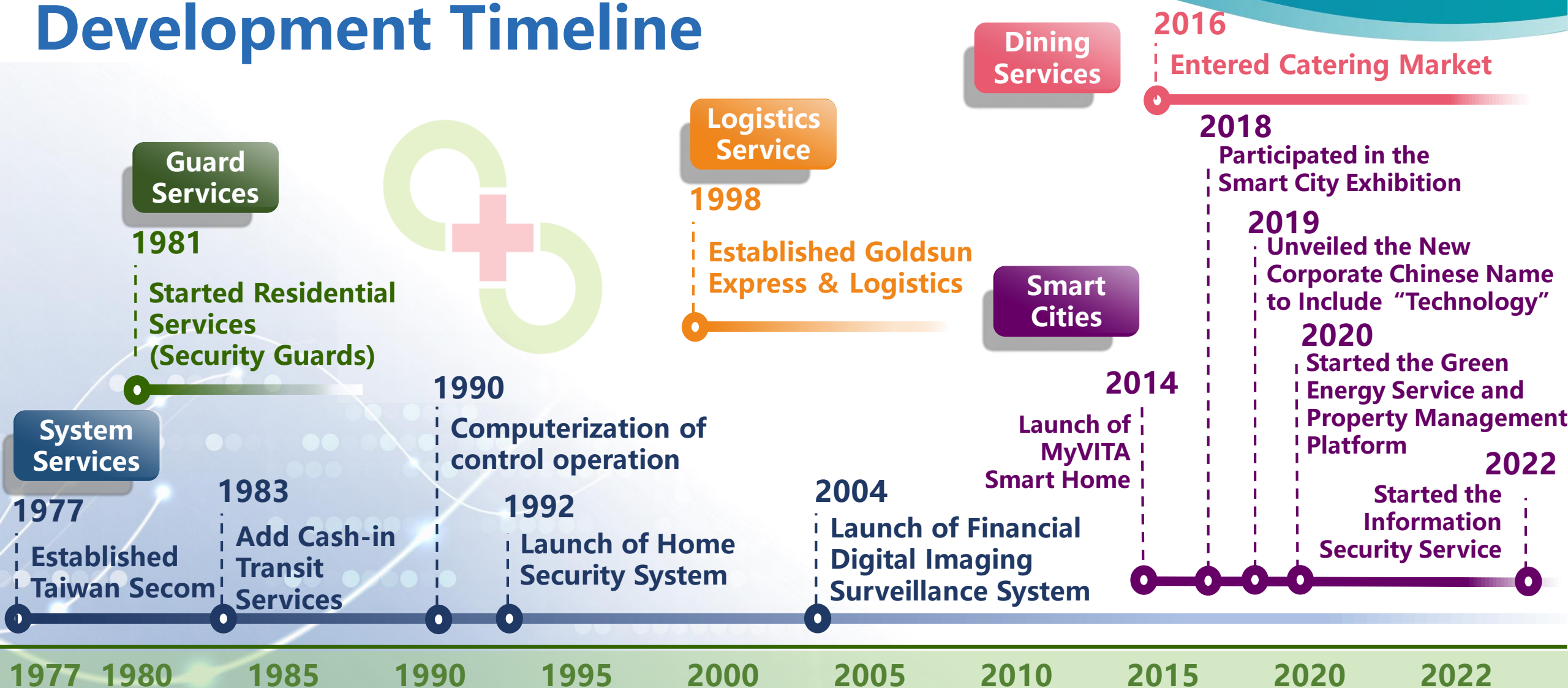
Market Value  
**NT\$47.6B**  
(31 Mar 23)



Served more than  
**650,000**  
Customers



# 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
<b>Dining Service</b>	Ching-Dian Tech Co., Ltd. Transasia Catering Services Co., Ltd. Living Plus Food & Beverage Co., Ltd.	140,000 members
<b>Healthcare</b>	Lee Way Co., Ltd.	20,000 AED Units
<b>Living</b>	Taiwan Secom Co., Ltd. Leebao Security Co., Ltd.	250,000 Accounts 10,000 ATMs
<b>Parking &amp; Logistics</b>	Gowin Parking Co., Ltd./ Goldsun Express & Logistics Co., Ltd.	210,000 parking spaces 24,000 board storage spaces

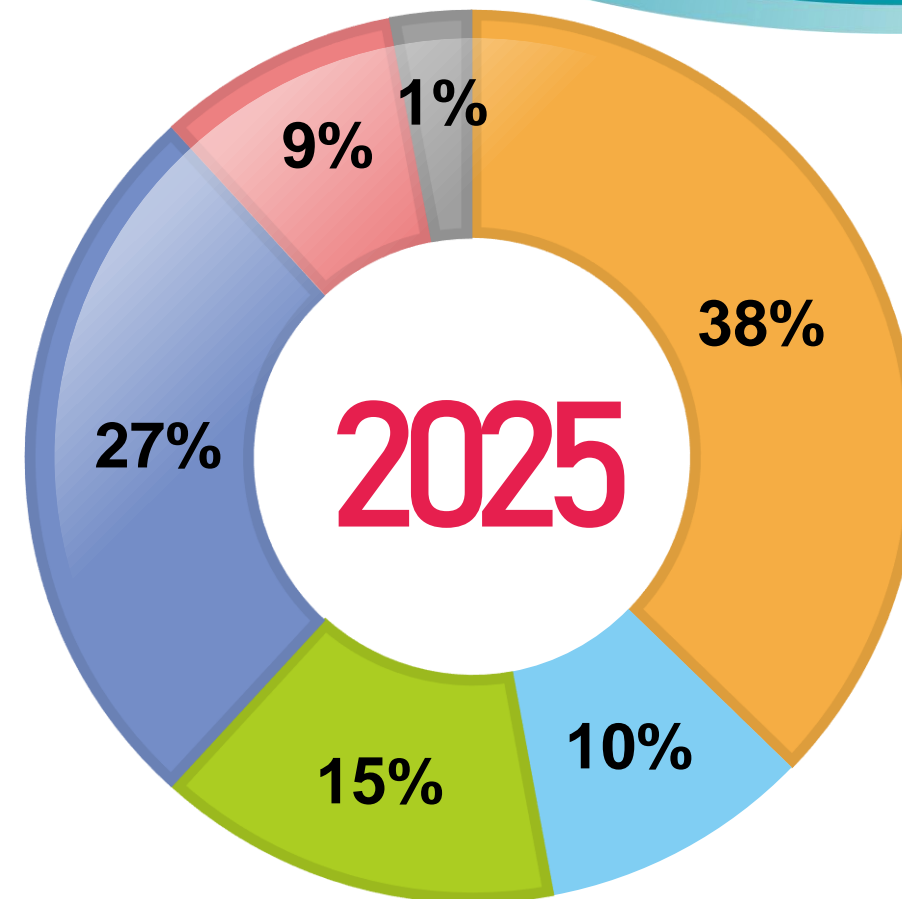
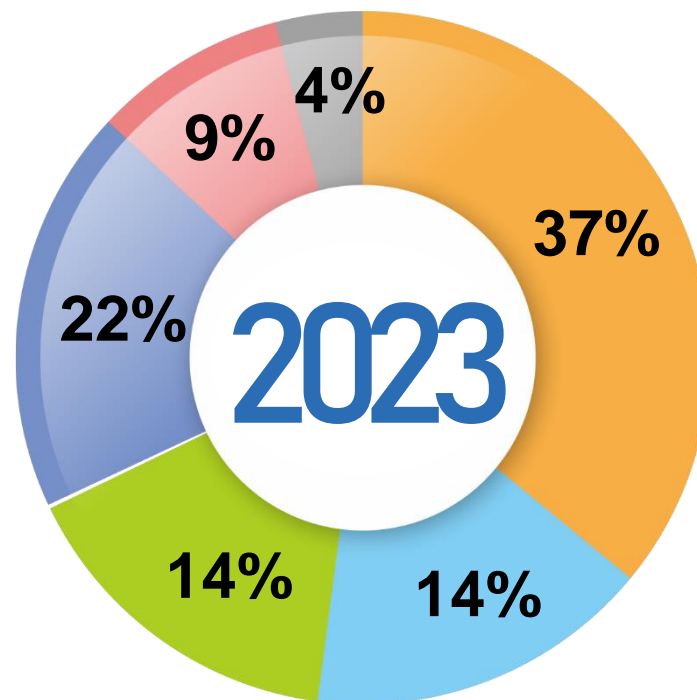
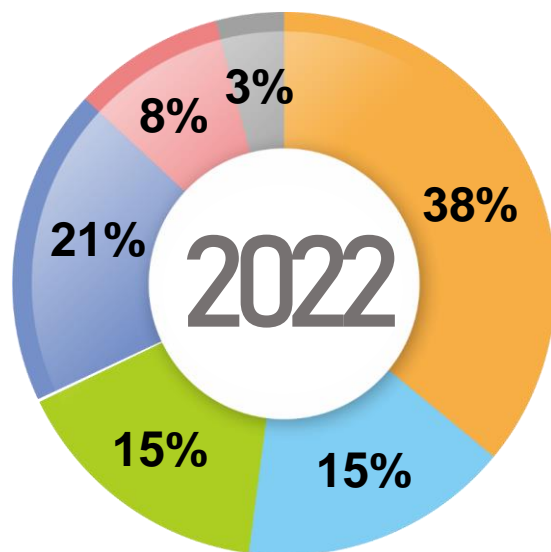
A Comprehensive Service and Transportation Fleet throughout Taiwan



Category	Company	Number
<b>Armor Cash Carrier</b>	Leebao Security Co., Ltd.	<b>330</b>
<b>Security Service Vehicle</b>	Taiwan Secom Co., Ltd.	<b>330</b>
<b>Service Bikes</b>	Taiwan Secom Co., Ltd. /Gowin Building Management and Maintenance Company	<b>950</b>
<b>Dump Truck</b>	Goldsun Express & Logistics Co., Ltd. /Goldsun Co., Ltd.	<b>350</b>
<b>Concrete Mixer Truck</b>	Goldsun Co., Ltd.	<b>340</b>
<b>Total</b>		<b>2,300</b>



# Revenue Distribution







# Q1 2023 Financial Results

- Financial Statements
- Key Financial Indicators
- Dividend Policy



# Consolidated Income Statements

Unit: NT\$ M

	1Q23	4Q22	1Q22	QoQ	YoY
Revenue	4,067	4,021	3,740	+1.16%	+8.76%
Gross Profit	1,347	1,357	1,215	-0.72%	+10.93%
<b>Gross Margin</b>	<b>33.13%</b>	<b>33.75%</b>	<b>32.48%</b>	<b>-0.62ppts</b>	<b>+0.65ppts</b>
Operating Expenses	671	687	636	-2.33%	+5.55%
Operating Expenses Rate	16.50%	17.09%	17.00%	-0.59ppts	-0.50ppts
Operating Profit	676	670	579	+0.93%	+16.85%
<b>Operating Margin</b>	<b>16.63%</b>	<b>16.67%</b>	<b>15.48%</b>	<b>-0.04ppts</b>	<b>+1.15ppts</b>
Net Profit	613	692	707	-11.44%	-13.37%
<b>Net Profit Margin</b>	<b>15.07%</b>	<b>17.21%</b>	<b>18.92%</b>	<b>-2.14ppts</b>	<b>-3.85ppts</b>
<b>EPS (NT\$ Dollar)</b>	<b>1.37</b>	<b>1.55</b>	<b>1.59</b>	<b>-11.61%</b>	<b>-13.84%</b>



# Consolidated Balance Sheets

Unit: NT\$ M

	2023 03.31	%	2022 12.31	%	2022 03.31	%	QoQ	YoY
Cash and Cash Equivalents	5,994	22%	5,153	20%	5,022	20%	+16%	+19%
Investments accounted for using equity method	4,393	16%	4,230	16%	4,490	18%	+4%	-2%
Property, Plant and Equipment	8,796	33%	8,825	34%	7,515	30%	+0%	+17%
<b>Total Assets</b>	<b>26,967</b>		<b>25,903</b>		<b>24,778</b>		<b>+4%</b>	<b>+9%</b>
Long-term & Short-term Loans	4,870	18%	5,013	19%	4,904	20%	-3%	-1%
Capital	4,512	17%	4,512	17%	4,512	18%	+0%	+0%
<b>Total Liabilities</b>	<b>13,739</b>	<b>51%</b>	<b>13,374</b>	<b>52%</b>	<b>11,928</b>	<b>48%</b>	<b>+3%</b>	<b>+15%</b>
<b>Total Equity</b>	<b>12,229</b>	<b>49%</b>	<b>12,529</b>	<b>48%</b>	<b>12,849</b>	<b>52%</b>	<b>+6%</b>	<b>+3%</b>





# Consolidated Statements of Cash Flows

Unit: NT\$ M

Item	1Q23	4Q22	1Q22
<b>Beginning Balance</b>	<b>5,153</b>	<b>4,243</b>	<b>4,665</b>
Cash from operating activities	1,347	1,578	(1)
Capital expenditures	(232)	(345)	(231)
Short-term loans	1,469	(20)	1,101
Long-term loans	(1,612)	(304)	(2)
Investments and others	(132)	1	(511)
<b>Ending Balance</b>	<b>5,993</b>	<b>5,153</b>	<b>5,022</b>
Free Cash Flow	1,115	1,233	(232)

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

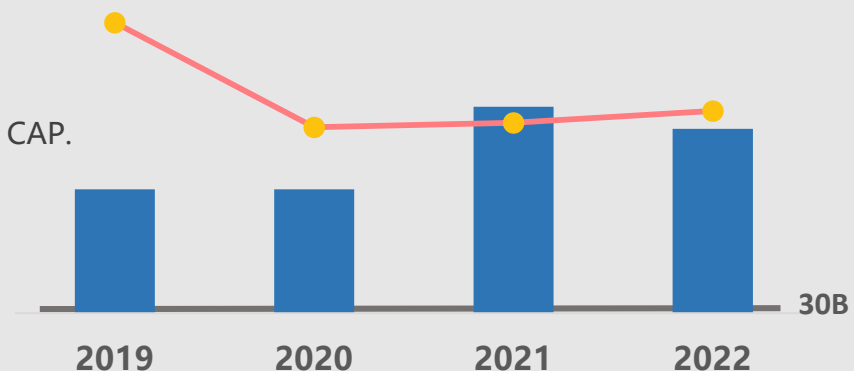


# Key Financial Indicators

## Market CAP.

55B

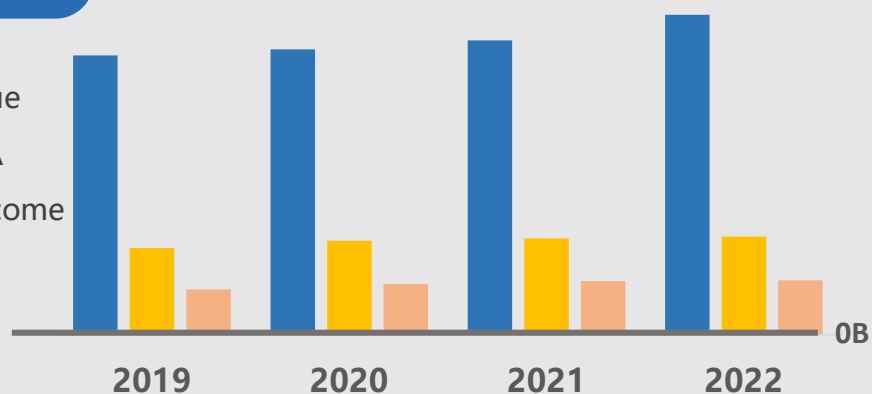
● EV  
■ Market CAP.



## Income

16B

■ Revenue  
■ EBITDA  
■ Net Income



## Cash Flow

3.5B

0

-1.4B

2019

2020

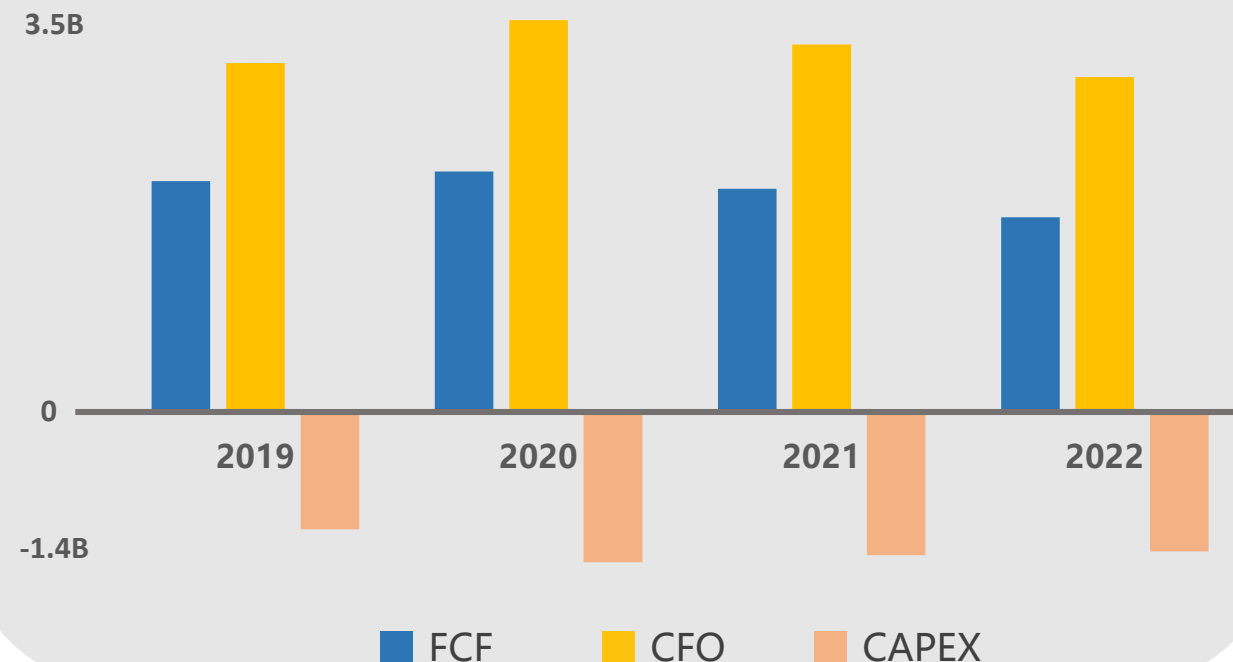
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

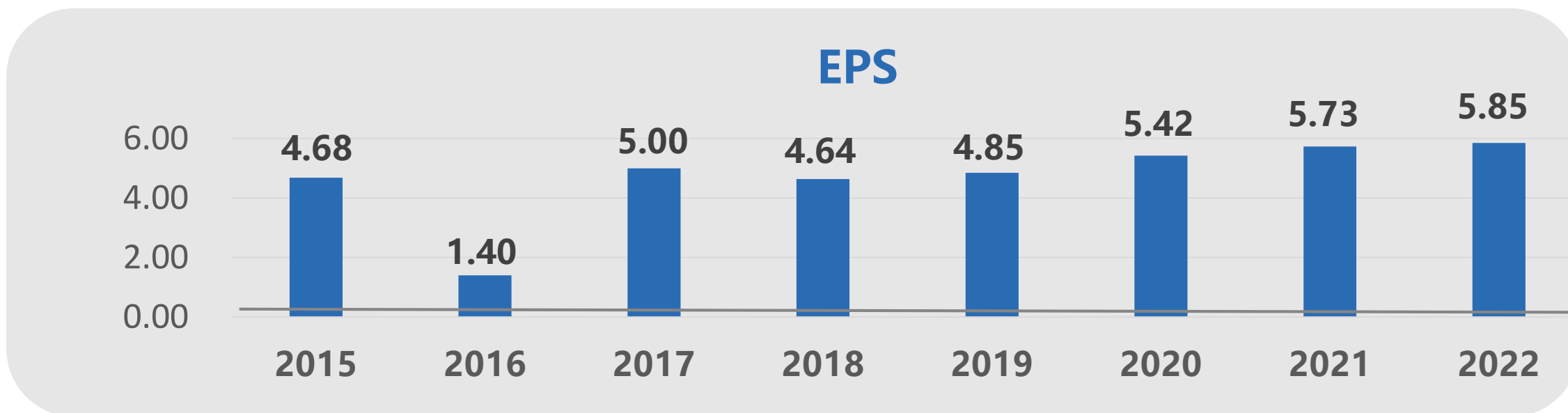
Opting M%

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	4.9
Pay Out Ratio (%)	85.5	285.7	70	86.2	82.5	92.3	87.2	85.5

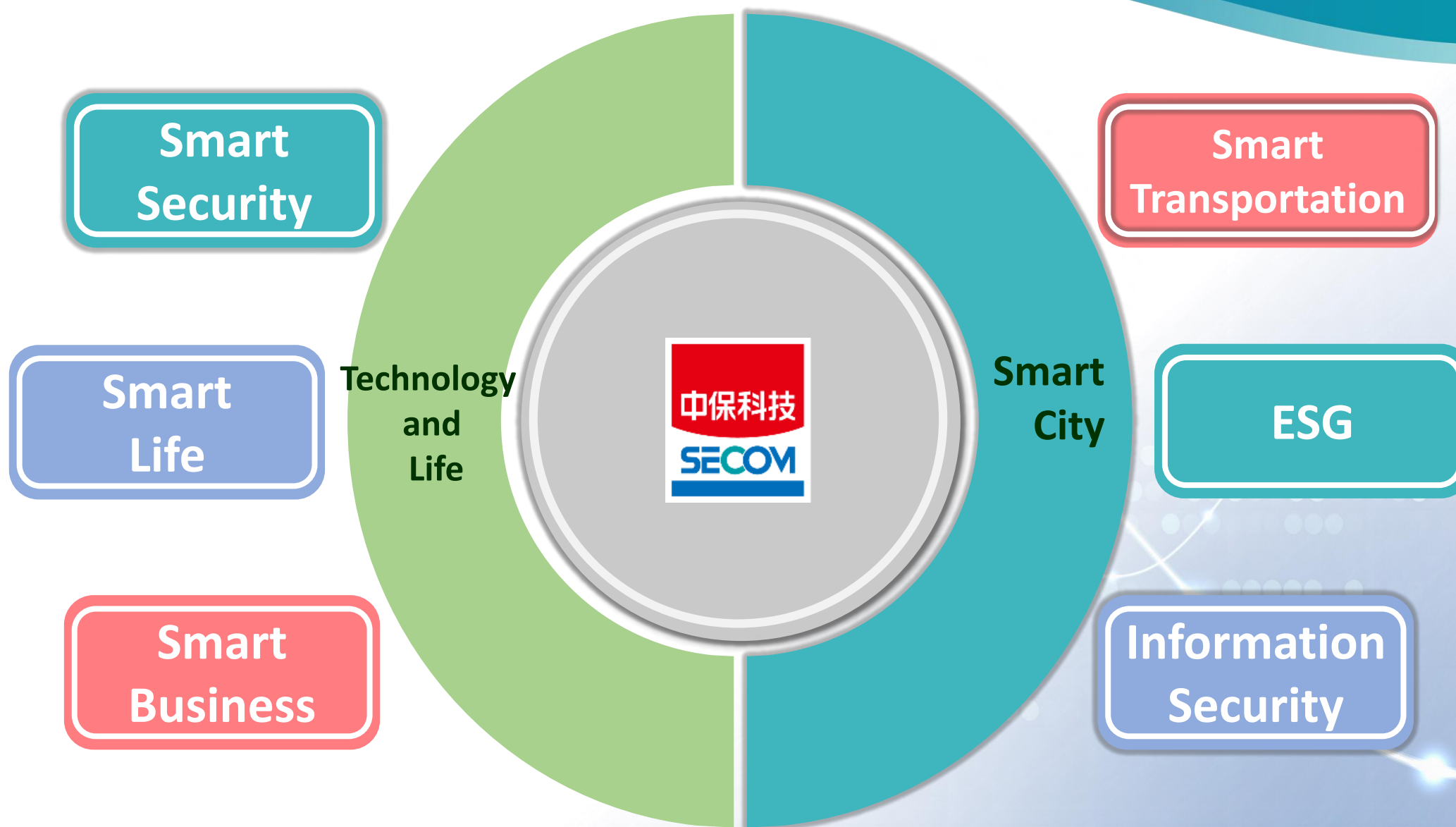






# Business Outlook

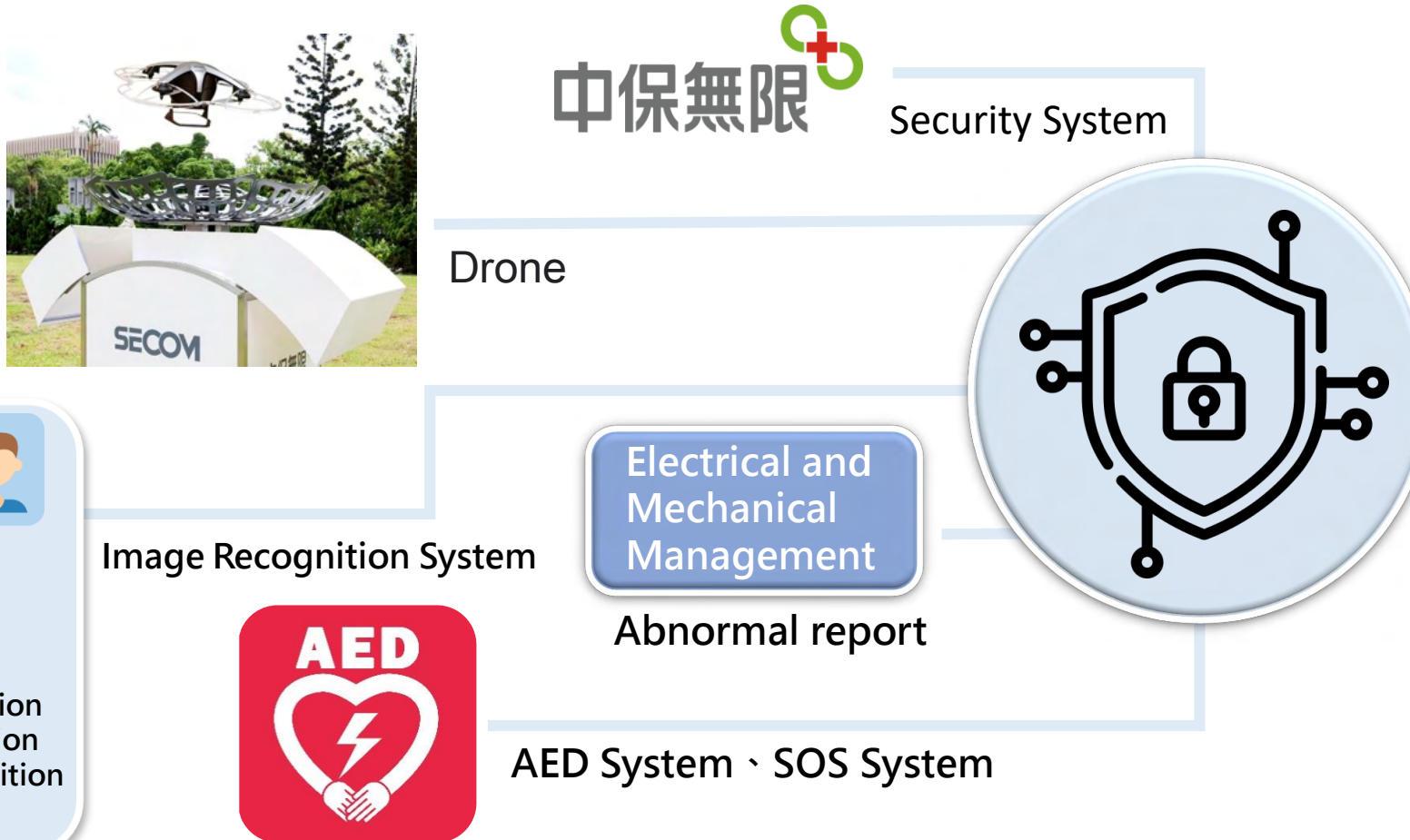
- Technology and Life
- Technology for Smart City





# Smart Security - System Upgraded

Upgrade the system (ISS) to level 5!



## Disaster Management

### Fire and Earthquake Warning

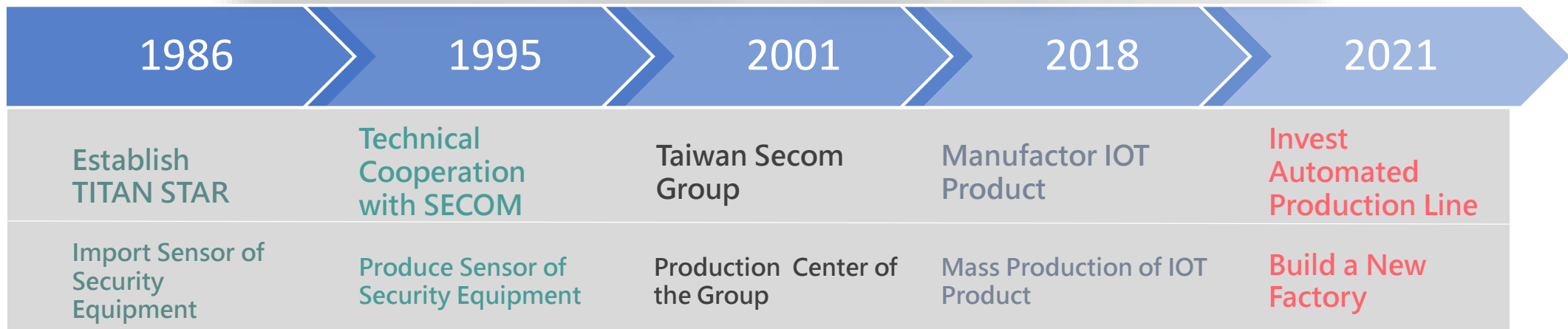
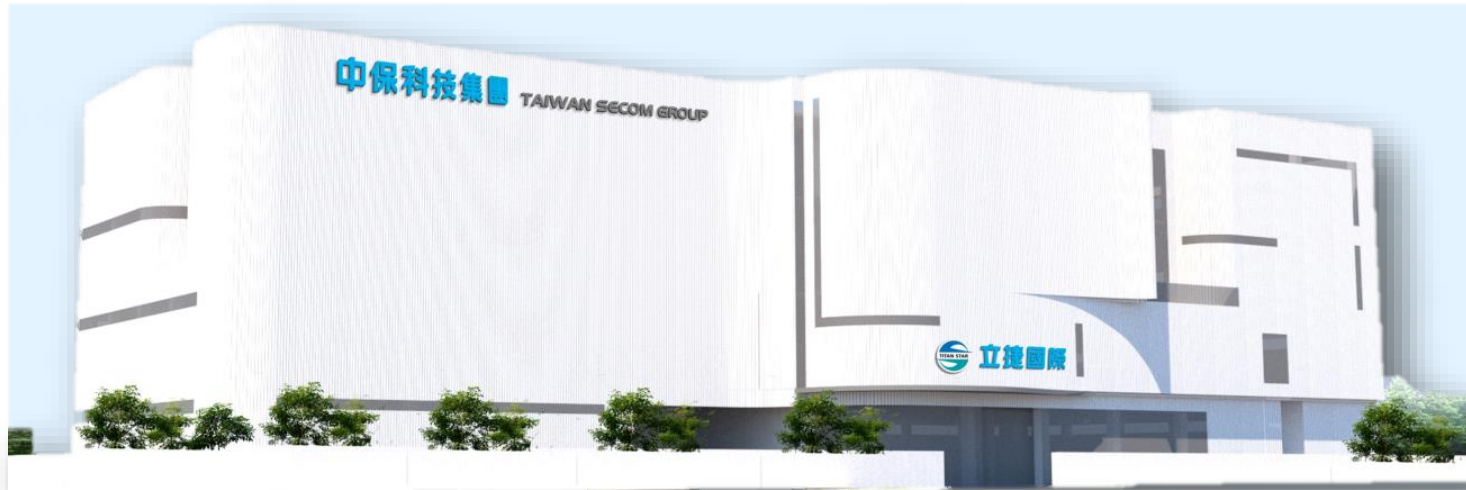
According to the degree of disaster, the system prioritizes the processing order and lists resources required, and handover information through the platform to avoid communication gaps.





中保科技集團  
TAIWAN SECOTEC GROUP

# Smart Security





# TITAN STAR

product



Security System Host, Sensor Series products



IOT host, Sensor Wireless Series Products



Access Control System Series Products



People-Vehicle Positioning System Products



AI Surveillance System Products

ISO9001

QC080000

ISO14001

NCC



# TITAN STAR - Smart Appliances



## 門窗防盜偵測

安裝在必要的門窗上做安全的防護



## 體溫感知偵測

設定保全後闖入，會拍照回傳到業主手機App即時觀看



## 鐵捲門遠端遙控

鐵捲門保全設定時，被開啟會發出警報，忘帶遙控器可用手機App遠端開啟鐵捲門



## 智慧電子鎖

設置在門上，可當保全設定/解除讀卡機用或當密碼卡片電子鎖使用



## 緊急求救鈕

當生命財產遭受到危急威脅時可按壓24H連線中興保全



## 火災/煙/一氧化碳偵測

當偵測到火災時24H連線到中興保全



## 瓦斯偵測及遠端關閉

空氣中瓦斯濃度過高，系統自動啟動遮斷閥，亦可遠端控制切斷瓦斯供應



## 智慧家電控制

可透過遠端APP關掉打開冷氣或家電，便利你生活



## 智慧插座

可透過手機APP遠端開/關電器，並做時序控制。監看耗電量，預防電線走火





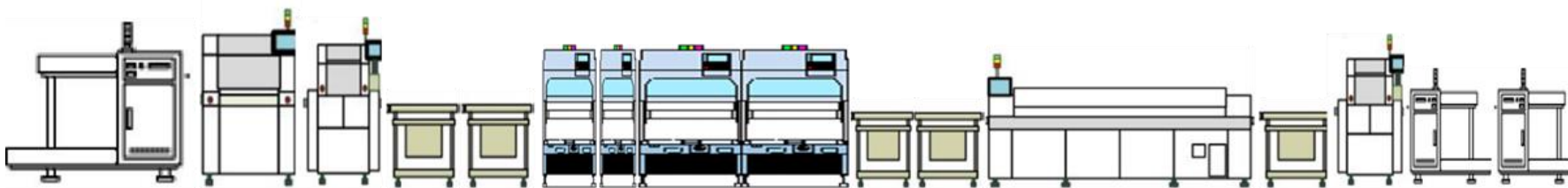


# TITAN STAR

**Automated Production Line**

**Original Equipment Manufacturer (OEM)**

**Synchronization of New Product Trends**





中保科技集團  
TAIWAN SECOM GROUP

# Smart Life



樓下我守護

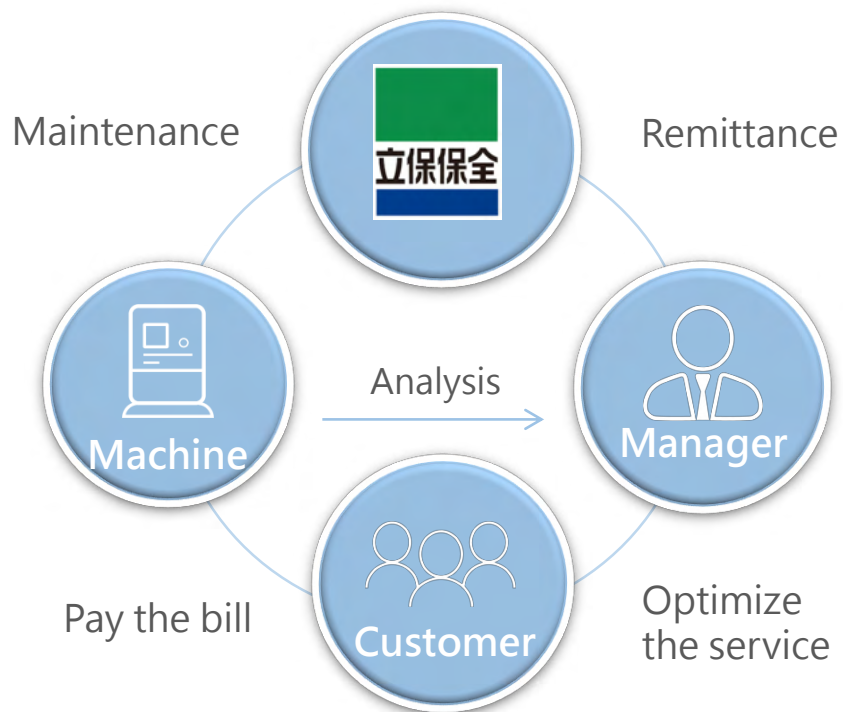


樓上交給我



# 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

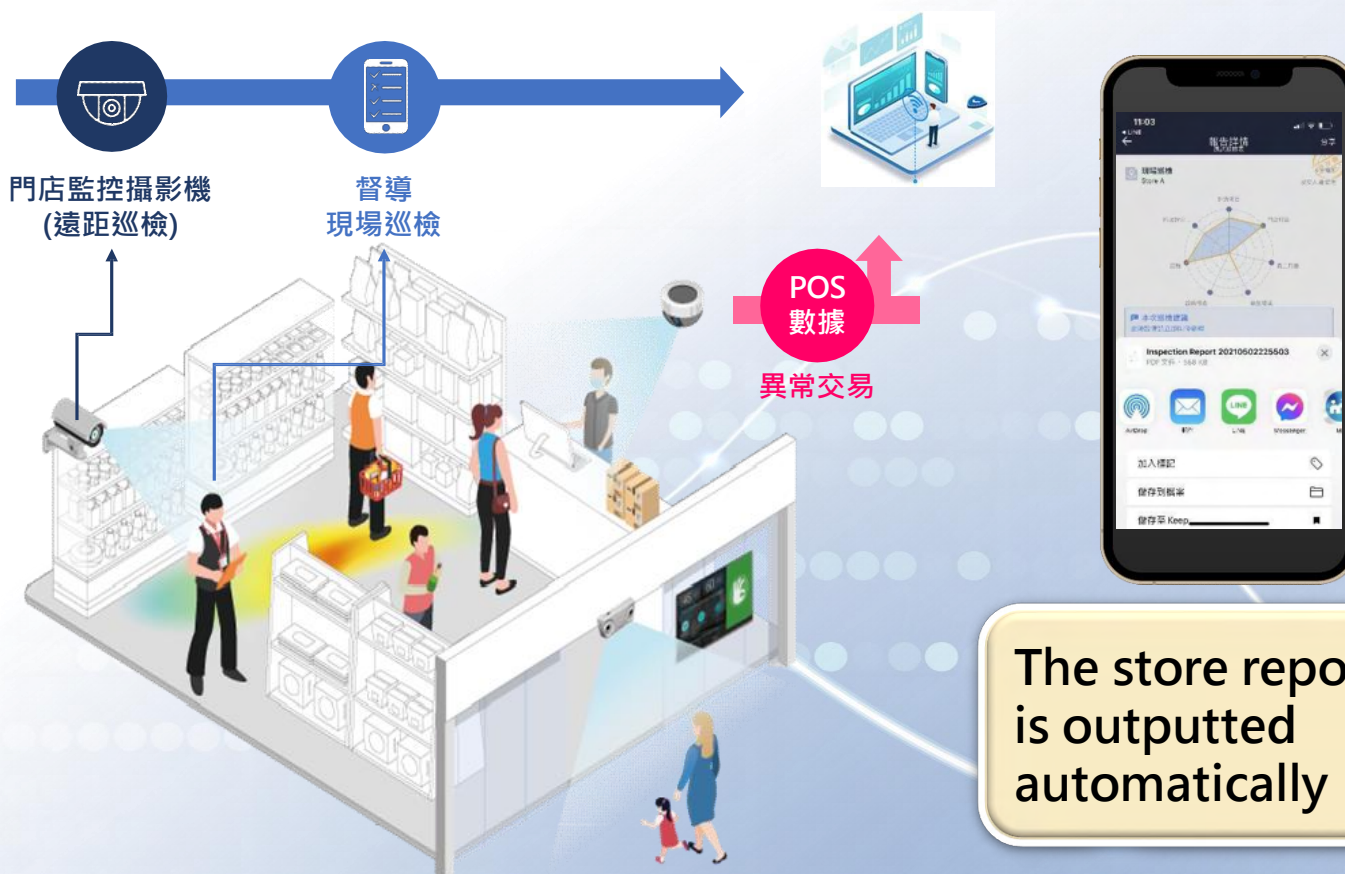
掌握每個門出入狀況

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

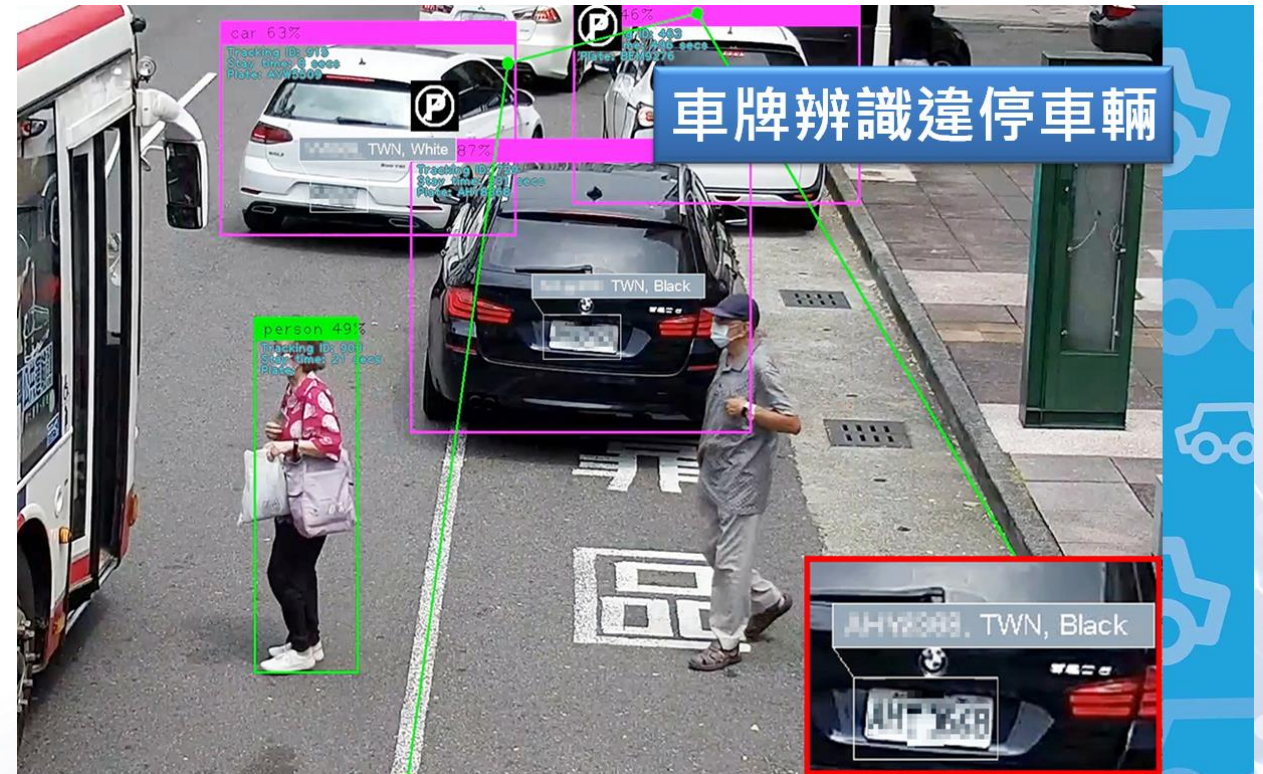


國雲停車

Paperless  
Parking Bill



Traffic  
enforcement  
camera



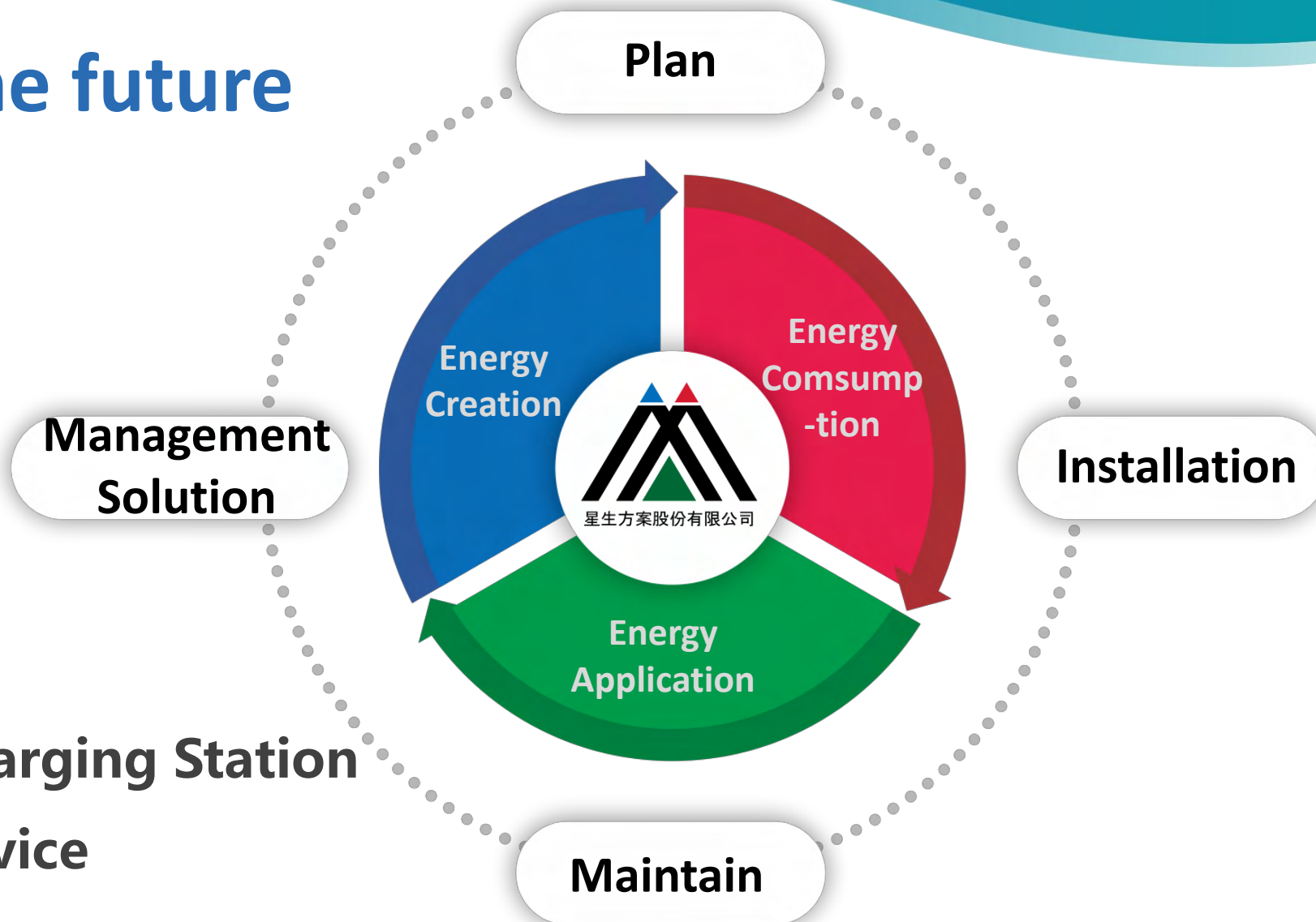




# ESG - We are the future



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





# ESG-Sustainability



EV Charger

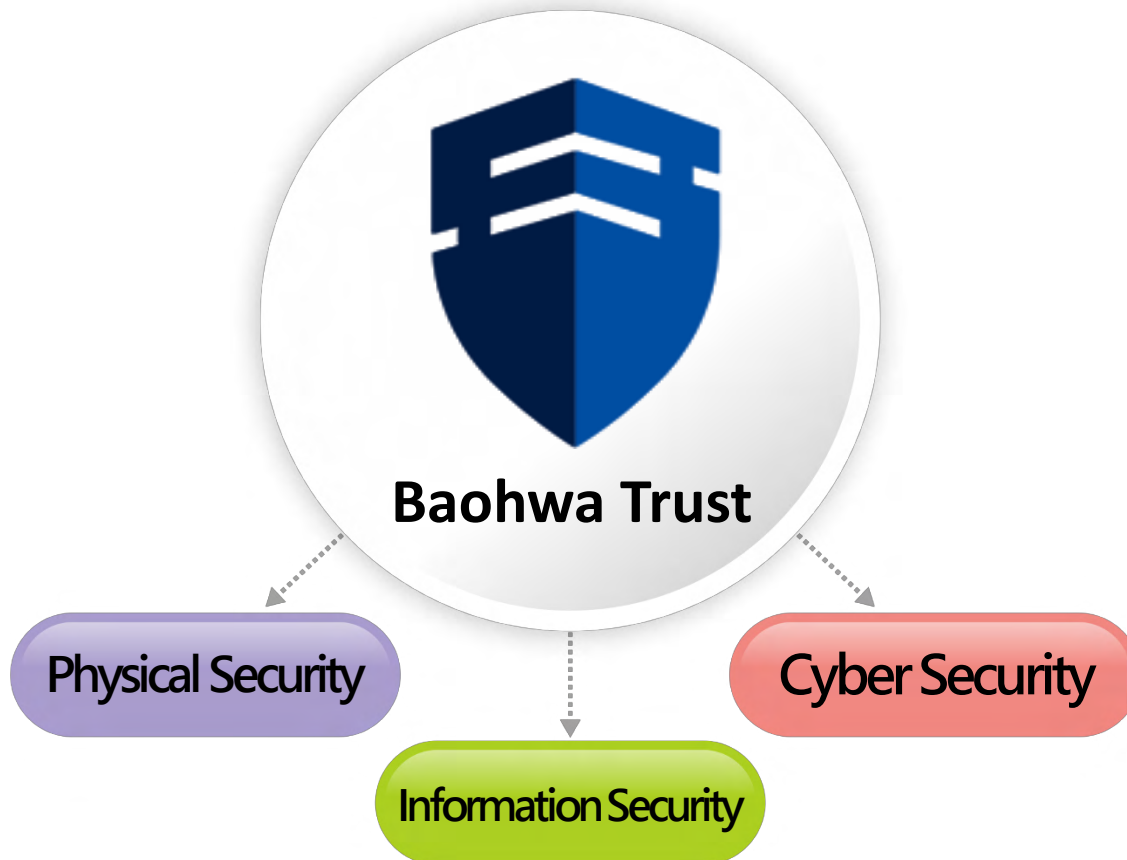






# Information Security

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