



中保科技集團
TAIWAN SECOM GROUP

Investor Conference

2023.08.30

Ticker Symbol: 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
- 02 Financial Results
- 03 Business Outlook
- 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\$49.4B
(31 JUL 23)

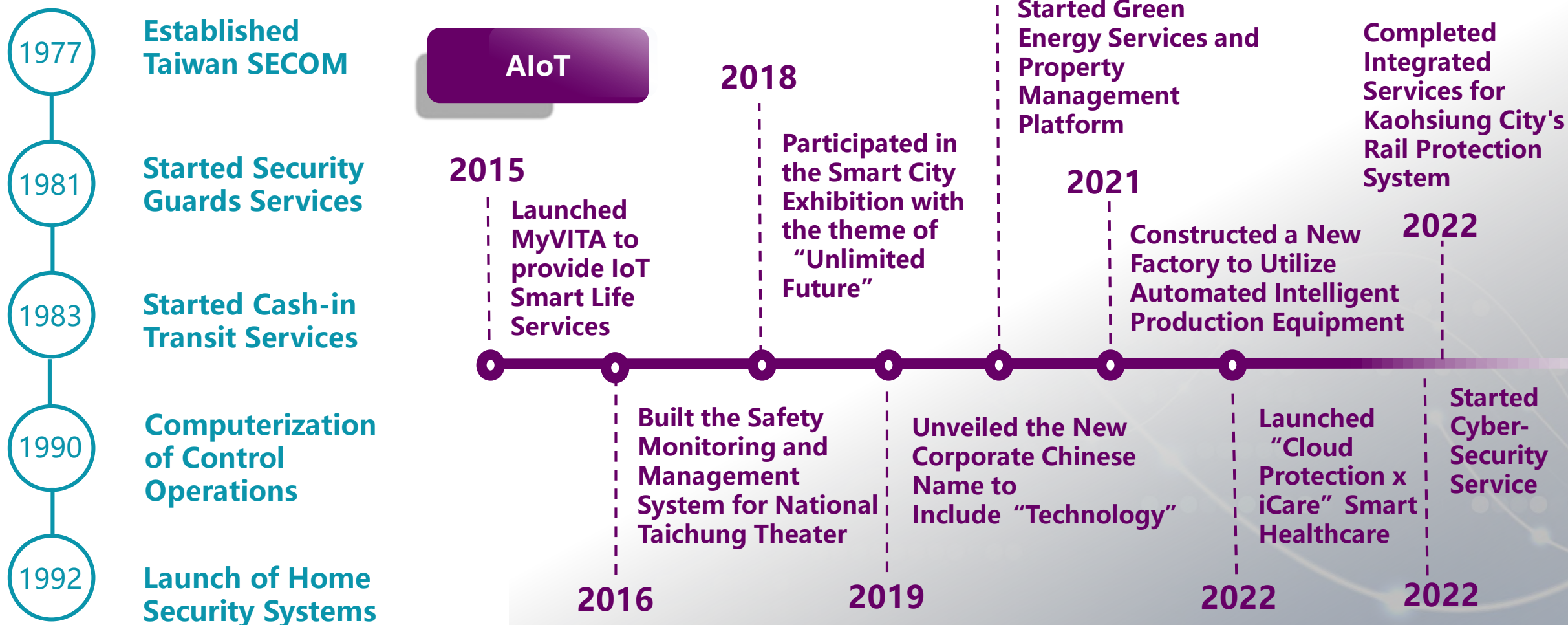


Served more than
700,000
Customers



中保科技集團
TAIWAN SECOM GROUP

Development Timeline





中保科技集團
TAIWAN SECOM GROUP

Status of Competitions

System Integrator

Telecommunication

IoT Device Company

Small Security Company





中保科技集團
TAIWAN SECOM GROUP

TAIWAN SECOM GROUP

Smart Business



Taiwan Secom



SIGMU D.P.T.



Dr.ID
門禁考勤



MyCare+
中興保全智慧管家



Mycasa
中興保全智慧宅管



MINIBOND
A-GPS Location Assistance Services



NXT
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 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
Bao-Hong
Technology Co., Ltd.

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

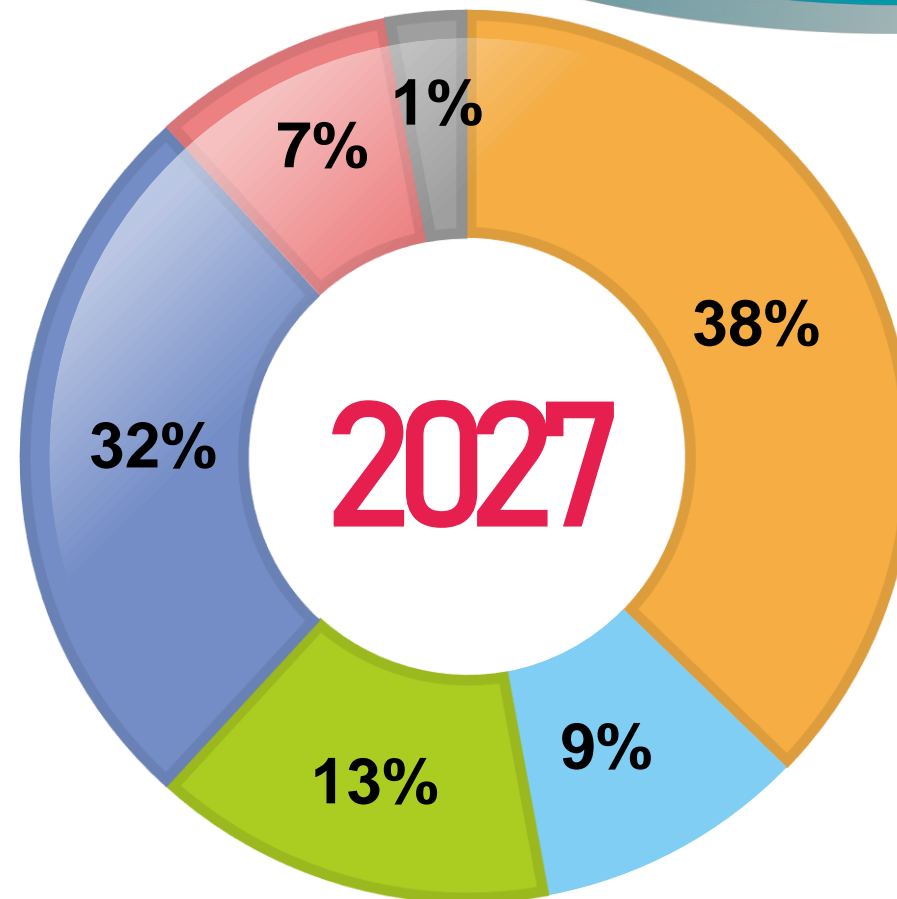
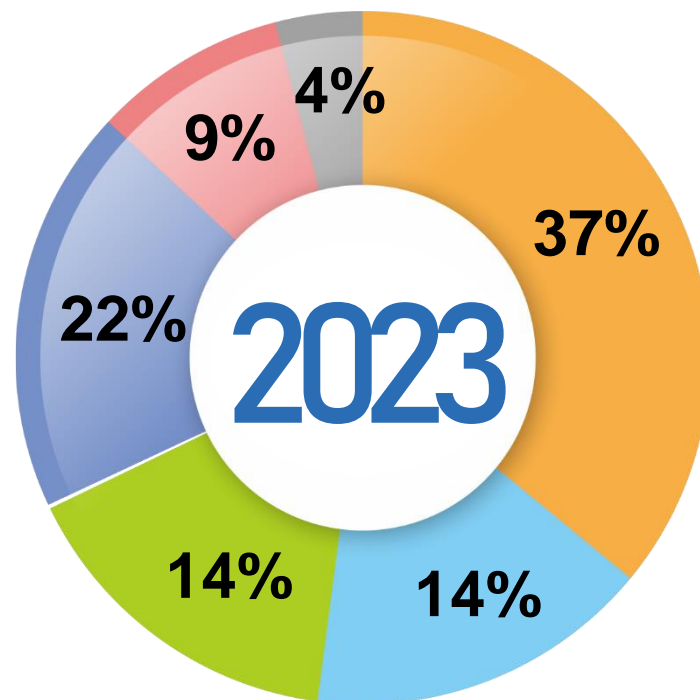
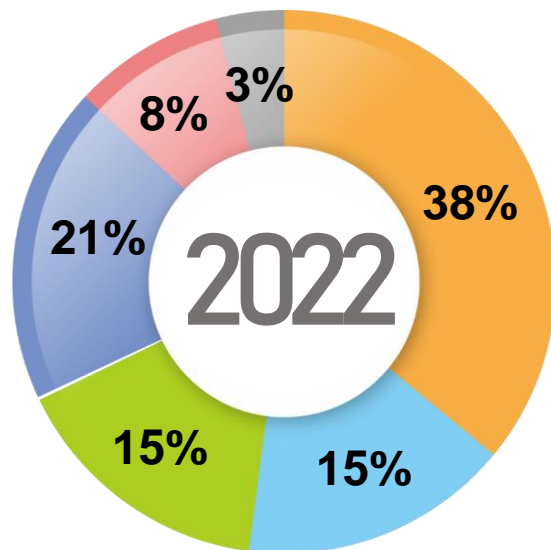
Number of Served Customers more than 700,000 all over the Group



Focus Areas	Service Entities	Customers
Business Security	Taiwan SECOM Leebao Security Gowin Building Management Kuohsing & Goyun Security Goldsun Express & Logistics	260,000
Residential Security	Taiwan SECOM G.Life of Epic Technology Transasia Catering Services Living Plus Food & Beverage Golden Harvest Food	190,000
AI Smart Cities	Taiwan SECOM Gowin Smart Parking Lee Way AED & Healthcare Brightron Mechatronics, Fire Protection, Disaster Prevention	250,000



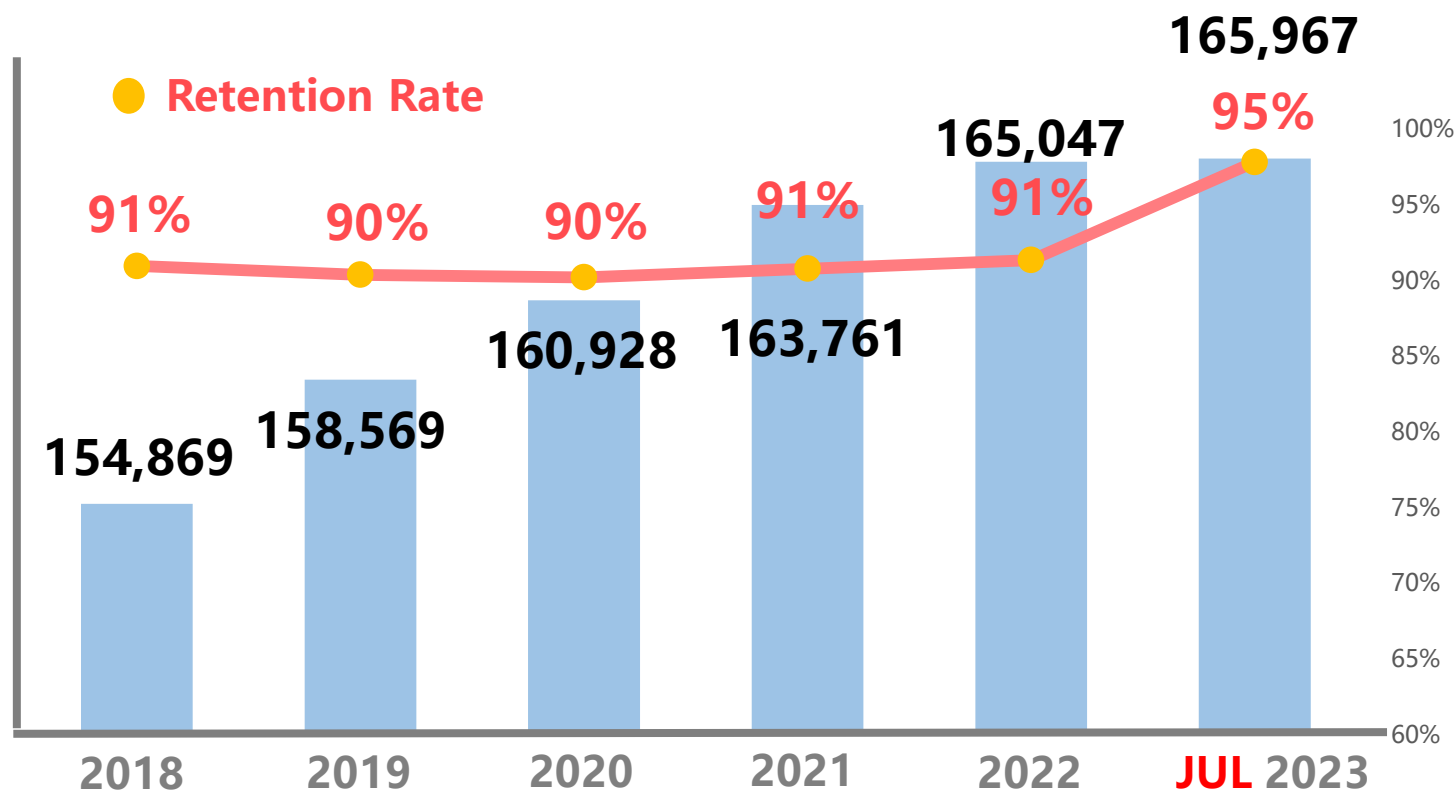
Revenue Distribution



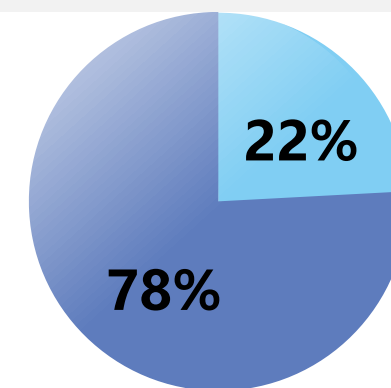


Security System Services

Number of Rental Customers



Year	2021	2022	2023
Commercial Clients	125,295	127,673	129,293
Commercial ASP	2,486	2,496	2,508
Residential Clients	38,466	37,374	36,674
Residential ASP	1,929	1,959	1,991

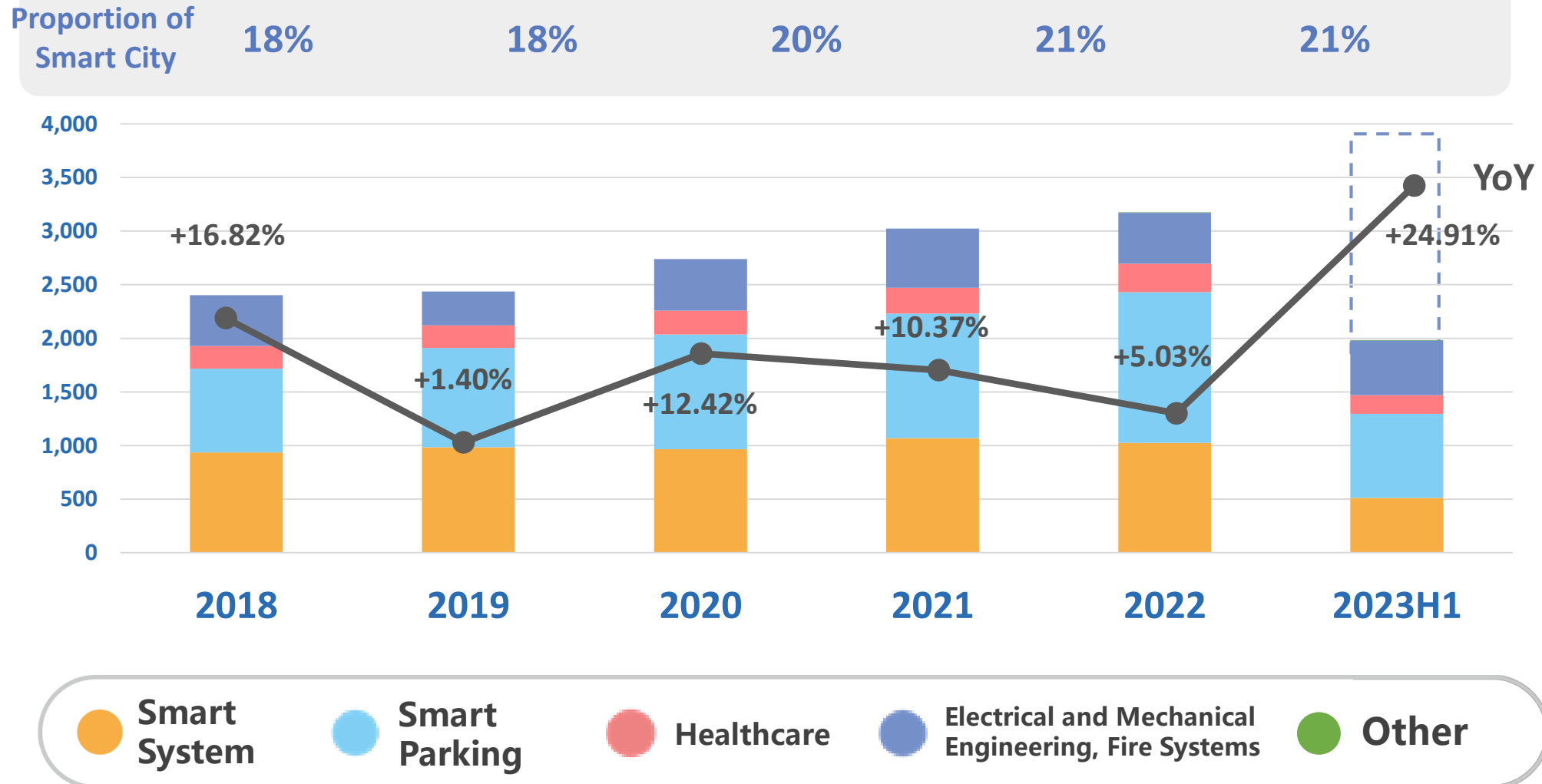


Commercial Residential



Revenue Trend of Smart City

Unit: NT\$ M/%





Q2 2023 Financial Results

- Financial Statements
- Key Financial Indicators
- Dividend Policy



Consolidated Income Statements

Unit: NT\$ M

	2Q23	1Q23	2Q22	QoQ	YoY
Revenue	4,270	4,067	3,792	+4.99%	+12.62%
Gross Profit	1,400	1,347	1,213	+3.90%	+15.38%
Gross Margin	32.79%	33.13%	32.00%	-0.34ppts	+0.79ppts
Operating Expenses	725	671	643	+8.08%	+12.85%
Operating Expenses Rate	16.98%	16.50%	16.95%	+0.49ppts	+0.04ppts
Operating Profit	675	676	571	-0.24%	+18.23%
Operating Margin	15.80%	16.63%	15.05%	-0.83ppts	+0.75ppts
Net Profit	654	613	566	+6.64%	+15.46%
Net Profit Margin	15.30%	15.07%	14.93%	+0.24ppts	+0.38ppts
EPS (NT\$ Dollar)	1.46	1.37	1.28	+6.57%	+14.06%



Consolidated Balance Sheets

Unit: NT\$ M

	2023 06.31	%	2023 03.31	%	2022 06.30	%	QoQ	YoY
Cash and Cash Equivalents	5,259	20%	5,994	20%	4,676	19%	-12%	+12%
Investments accounted for using equity method	4,158	16%	4,393	16%	4,224	17%	-5%	-2%
Property, Plant and Equipment	8,884	33%	8,796	34%	7,471	30%	+1%	+19%
Total Assets	26,570		26,967		24,899		-1%	+7%
Long-term & Short-term Loans	4,874	18%	4,870	19%	4,324	17%	+0%	+13%
Capital	4,512	17%	4,512	17%	4,512	18%	+0%	+0%
Total Liabilities	14,863	56%	13,739	52%	13,853	56%	+8%	+7%
Total Equity	11,706	44%	12,229	48%	11,046	44%	-12%	+6%



Consolidated Statements of Cash Flows

Unit: NT\$ M

項目	2Q23	1Q23	2Q22
Beginning Balance	5,994	5,153	5,022
Cash from operating activities	(484)	1,347	665
Capital expenditures	(390)	(232)	(418)
Short-term loans	(284)	1,469	(540)
Long-term loans	288	(1,612)	(40)
Investments and others	135	(132)	(13)
Ending Balance	5,259	5,993	4,676
Free Cash Flow	(874)	1,115	247

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

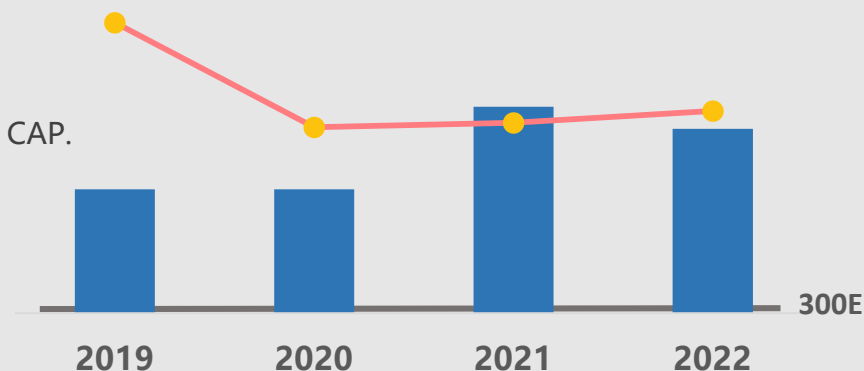


Key Financial Indicators

Market CAP.

550E

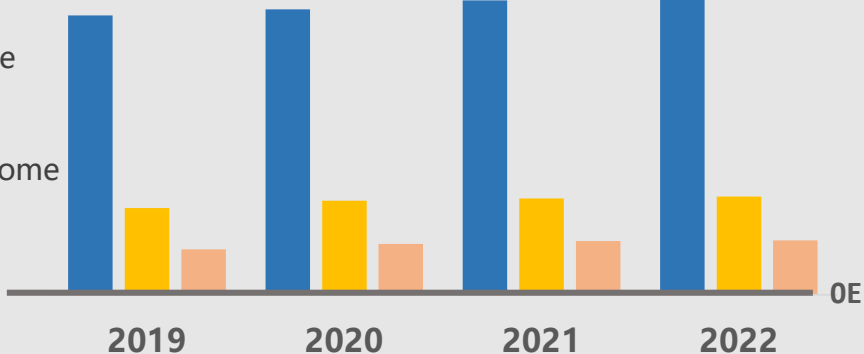
● EV
■ Market CAP.



Income

142E

■ Revenue
■ EBITDA
■ Net Income



Cash Flow

35E

0

-14E

2019

2020

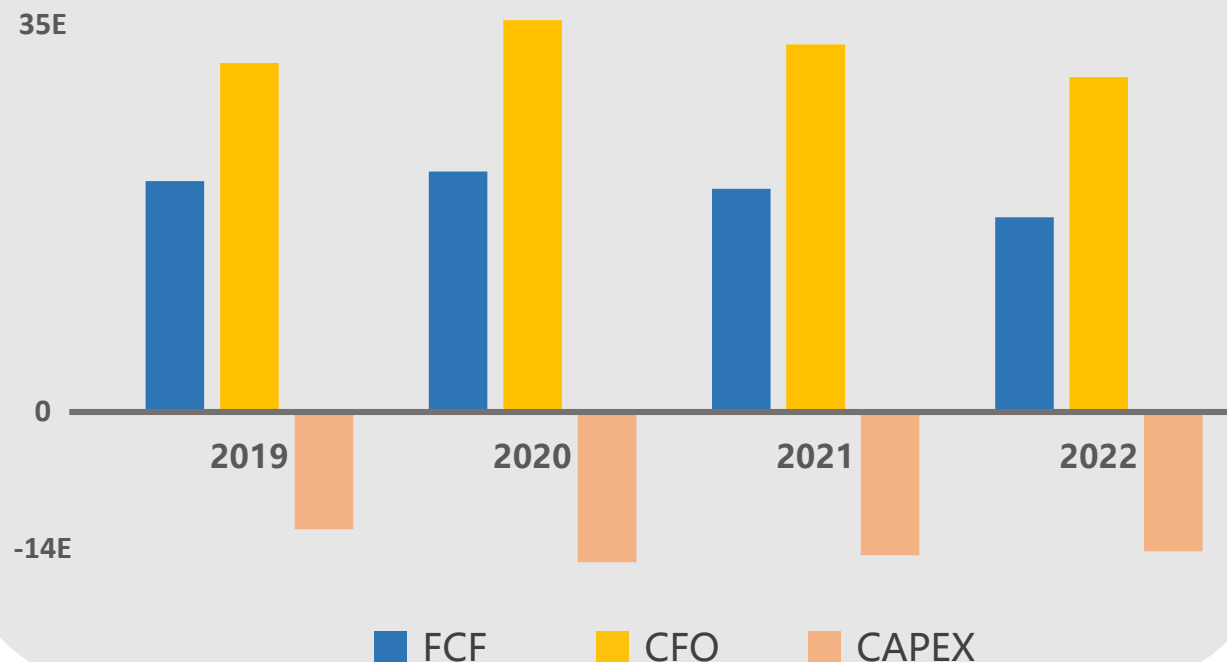
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

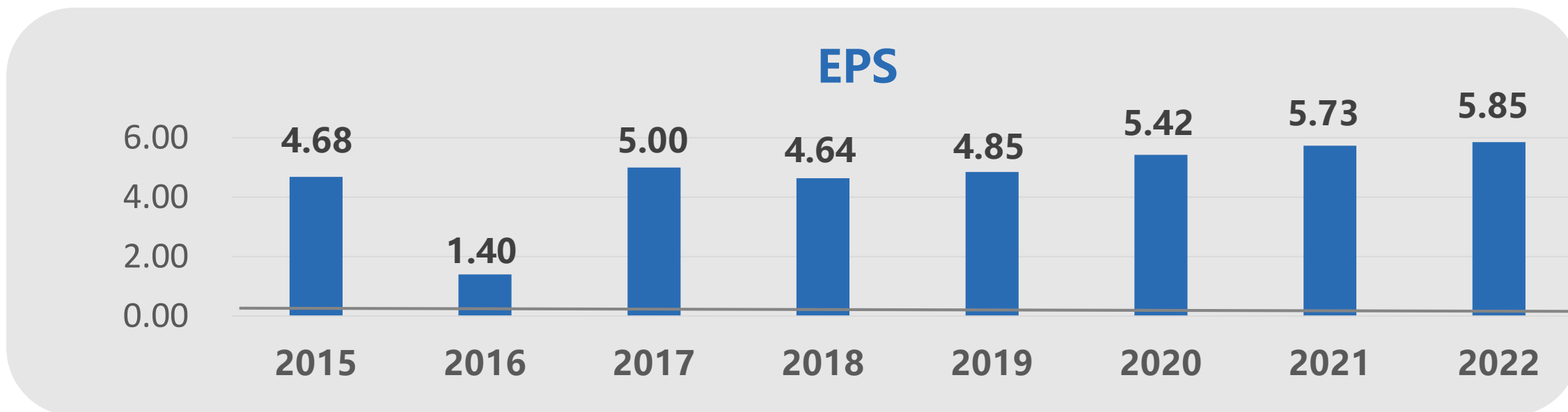
Opting M%

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

Smart
Security

Smart
Life

Smart
Business

Technology
and
Life

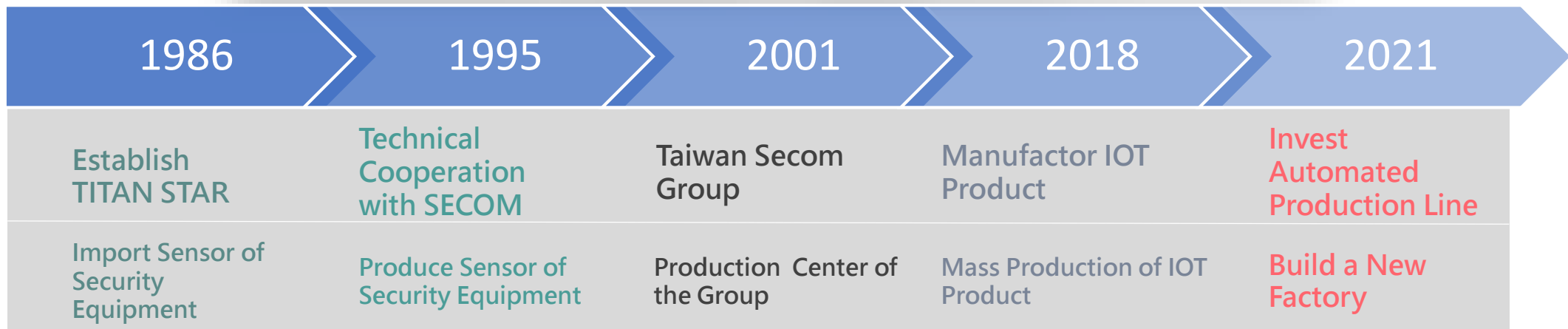
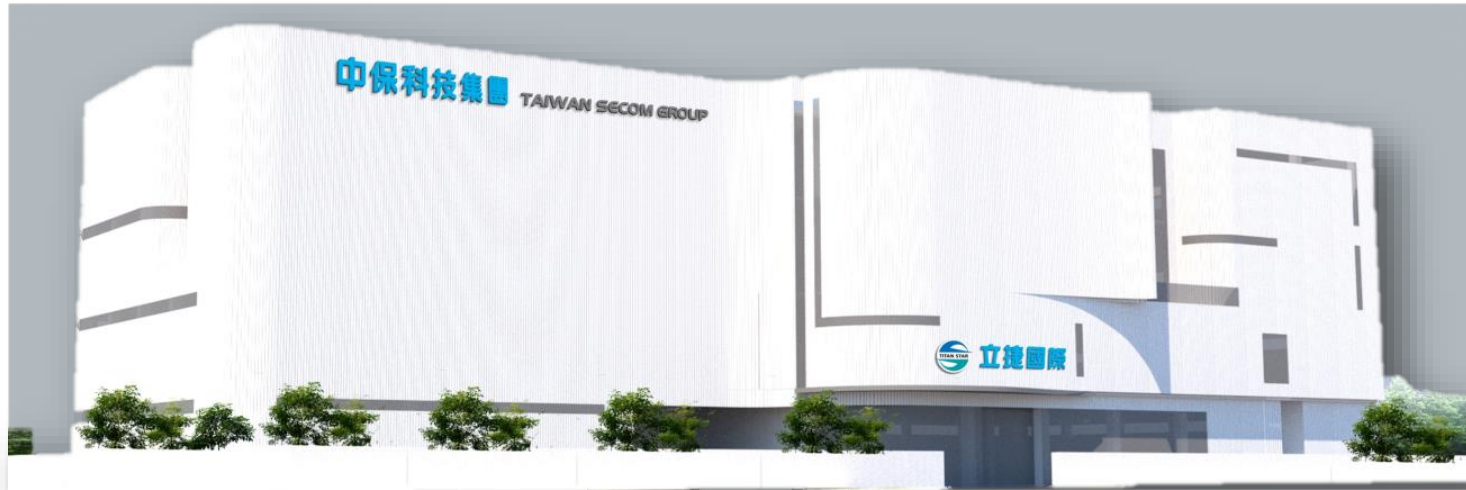
Smart
City





中保科技集團
TAIWAN SECOT GROUP

Smart Security





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

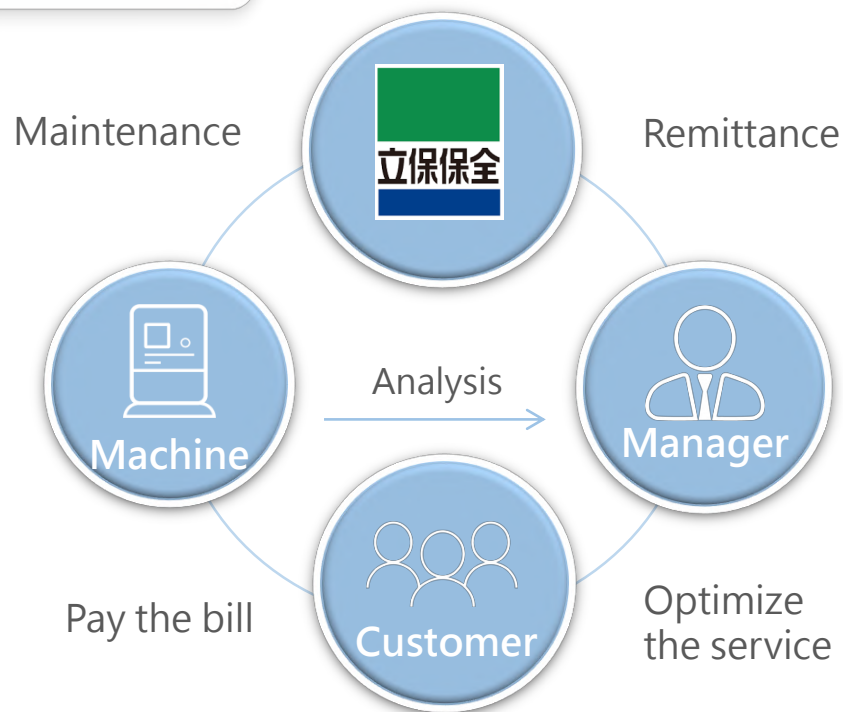


樓上交給我



Smart Business - Fintech

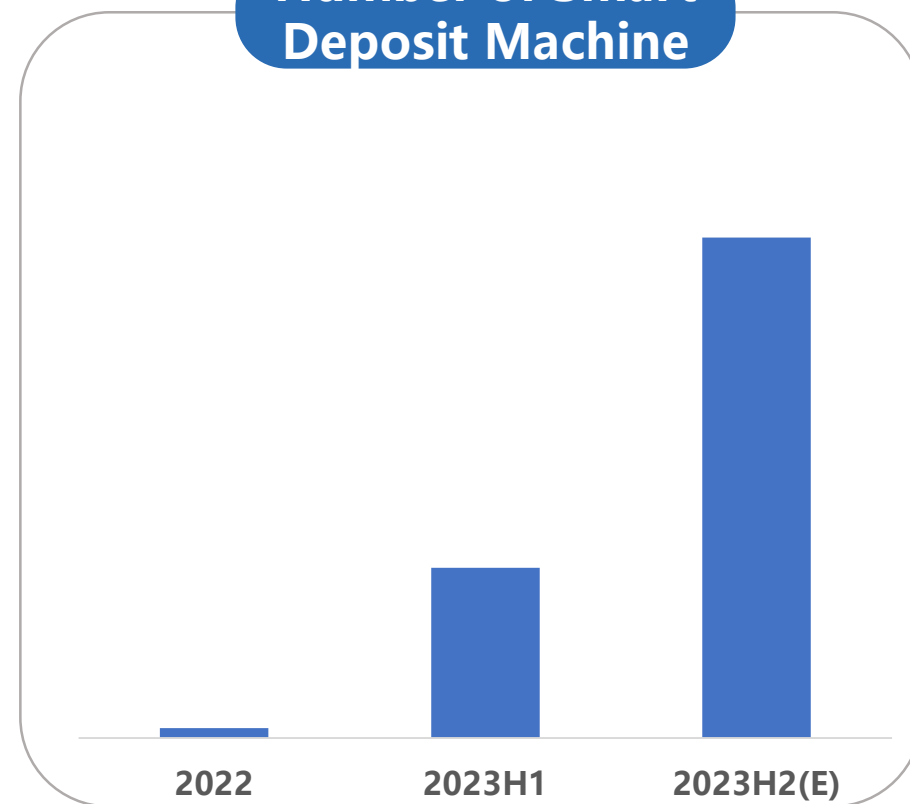
Fintech



**Smart Deposit
Machine**

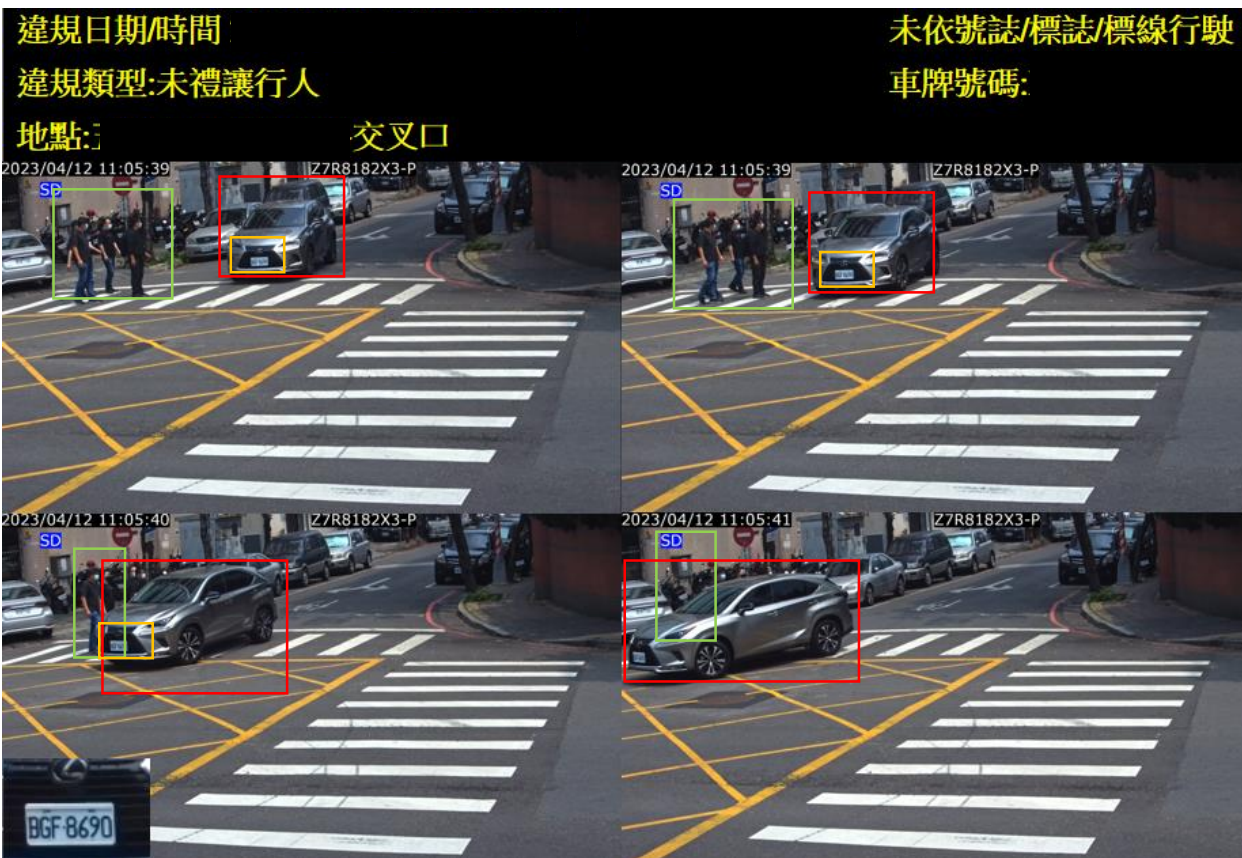


Number of Smart Deposit Machine





Smart City-Traffic Enforcement Camera





Smart Transportation - Smart Parking

Intelligent
Parking Bollard



國雲停車

Paperless
Parking Bill



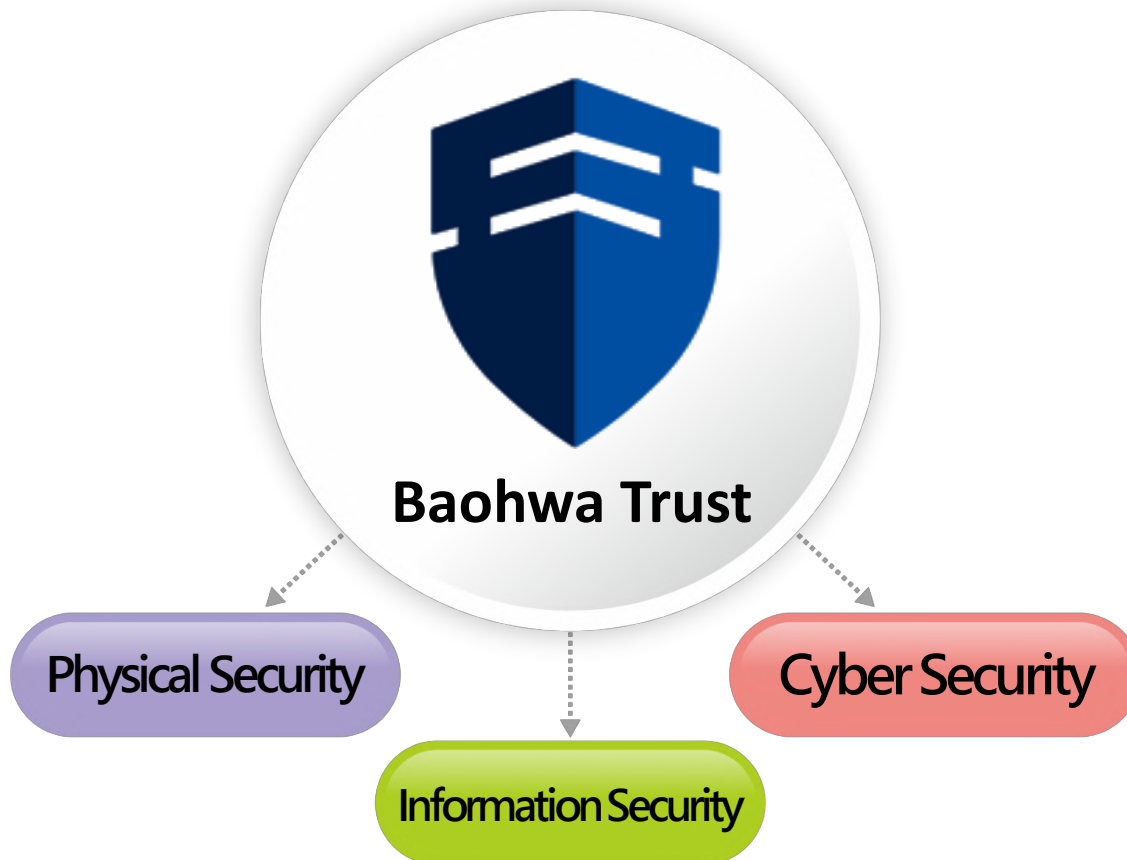
Automatic
Number Plate
Recognition





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



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WE ARE THE FUTURE



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