



中保科技集團
TAIWAN SECOM GROUP

Investor Conference

2023.09.05

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.



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)

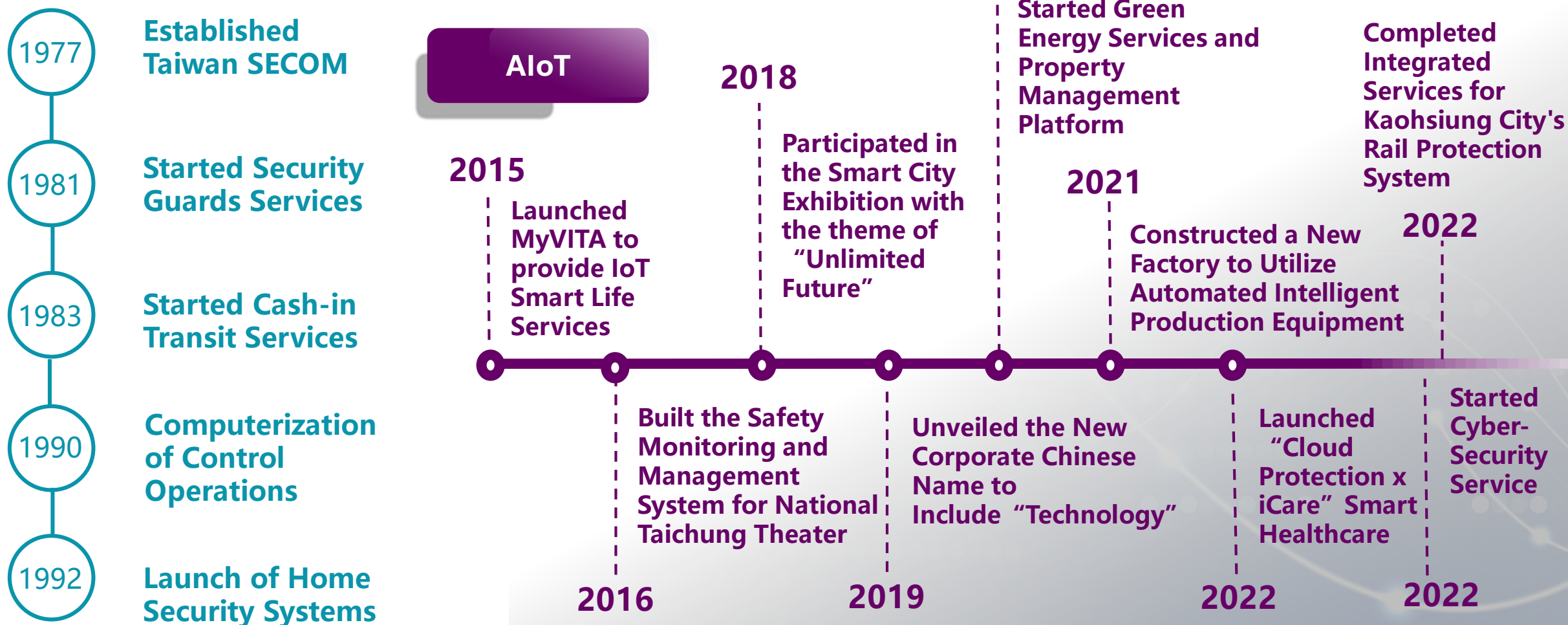


Served more than
700,000
Customers



中保科技集團
TAIWAN SECOM GROUP

Development Timeline





中保科技集團
TAIWAN SECOT 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



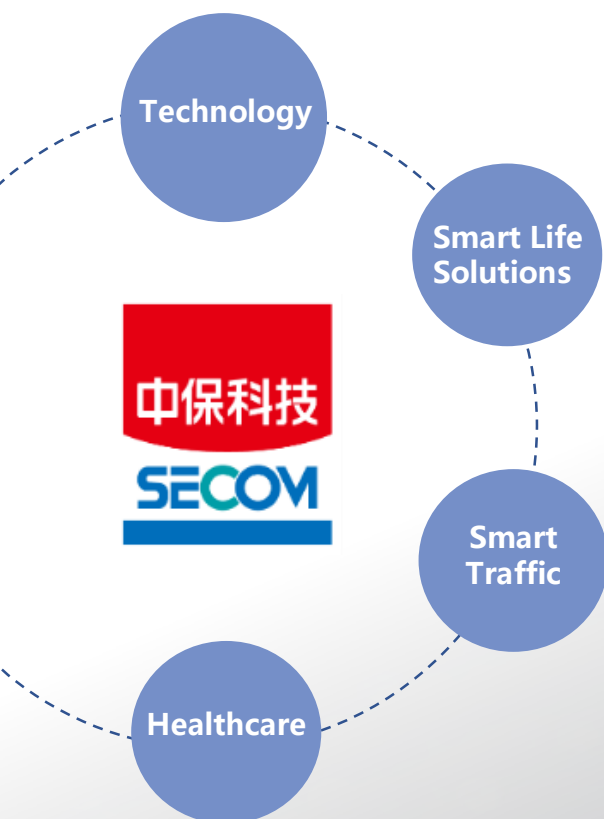
Taiwan Secom Cultural and
Educational Foundation





Service Capacities

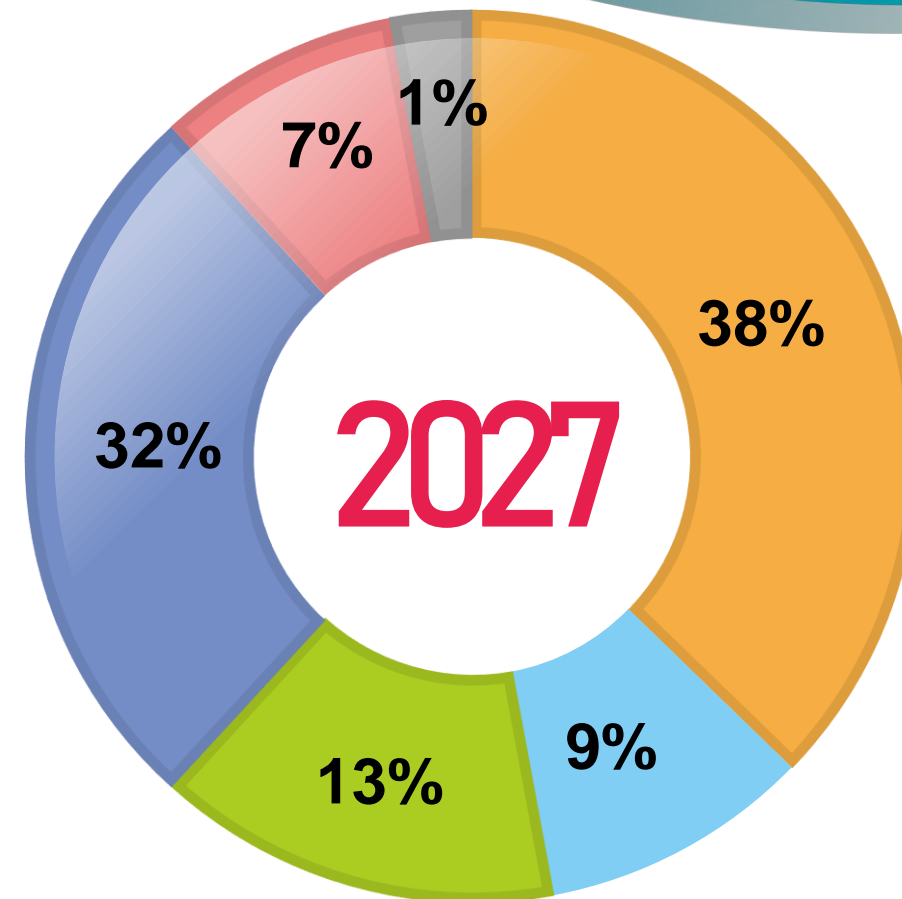
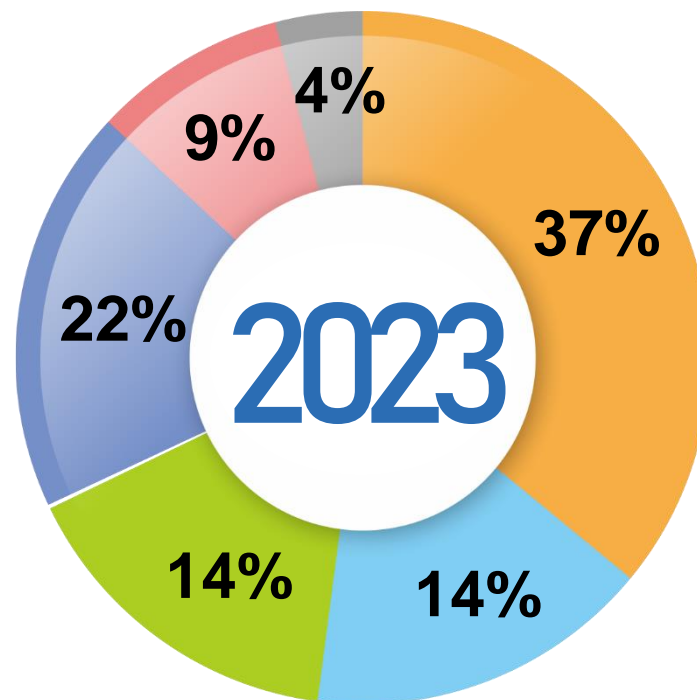
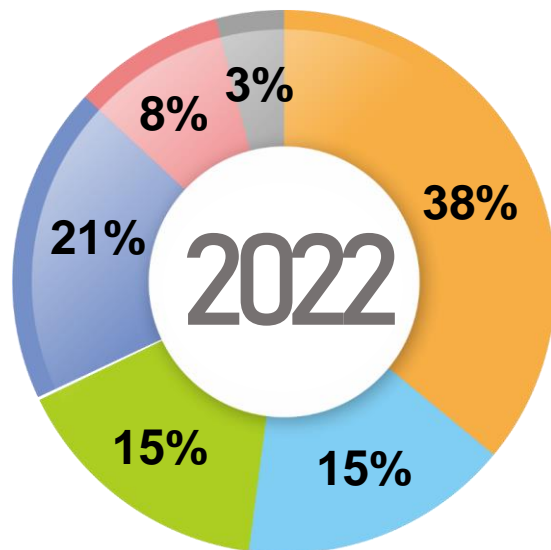
Number of Served Customers more than 700,000 all over the Group



| 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



Security Guards



Logistics



Smart Cities



Dining Service

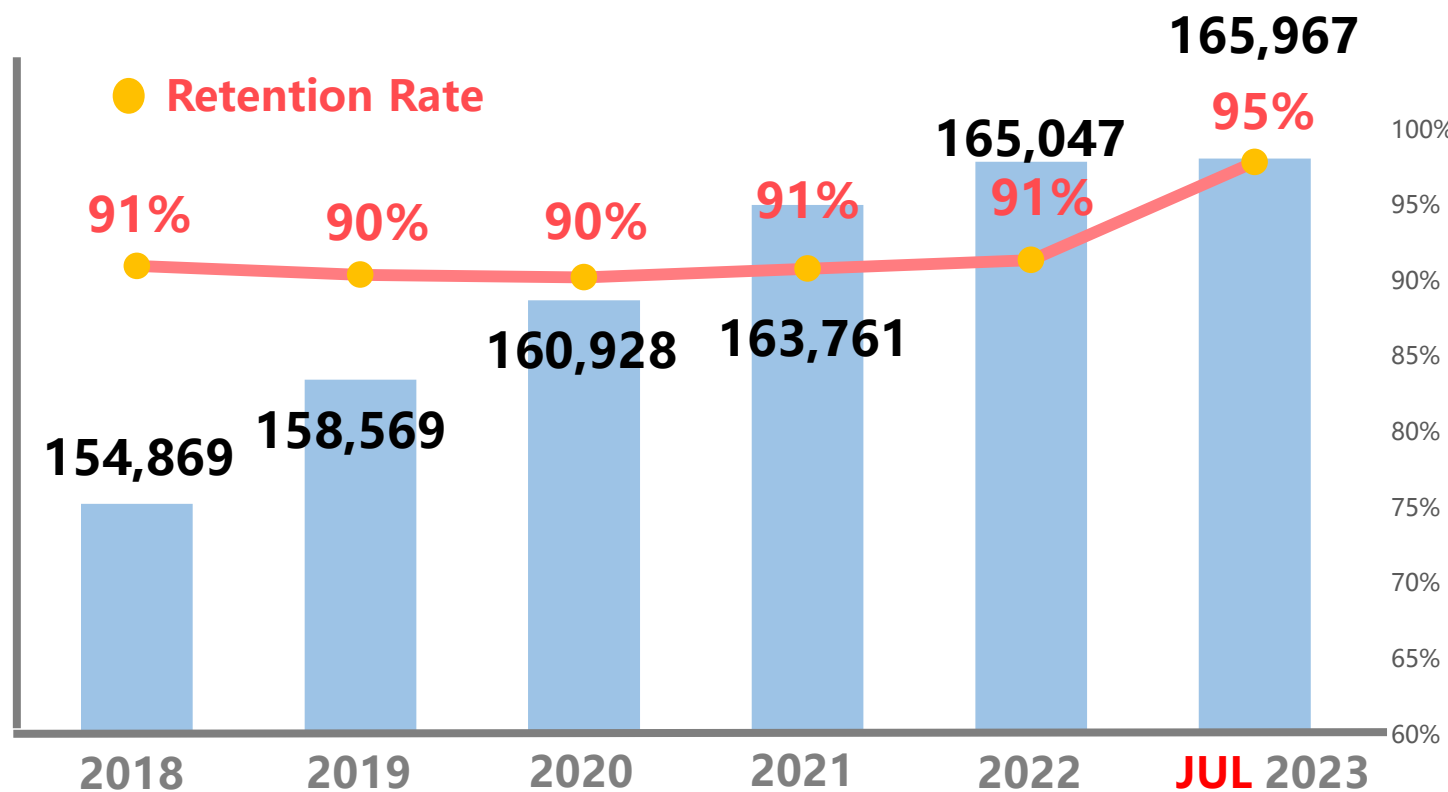


Others

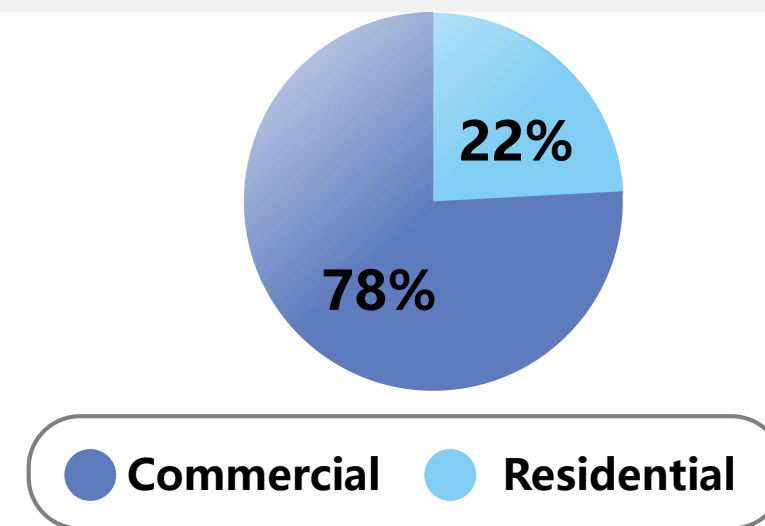


Security System Services

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 |





Revenue Trend of Smart City

Unit: NT\$ M/%

Proportion of
Smart City

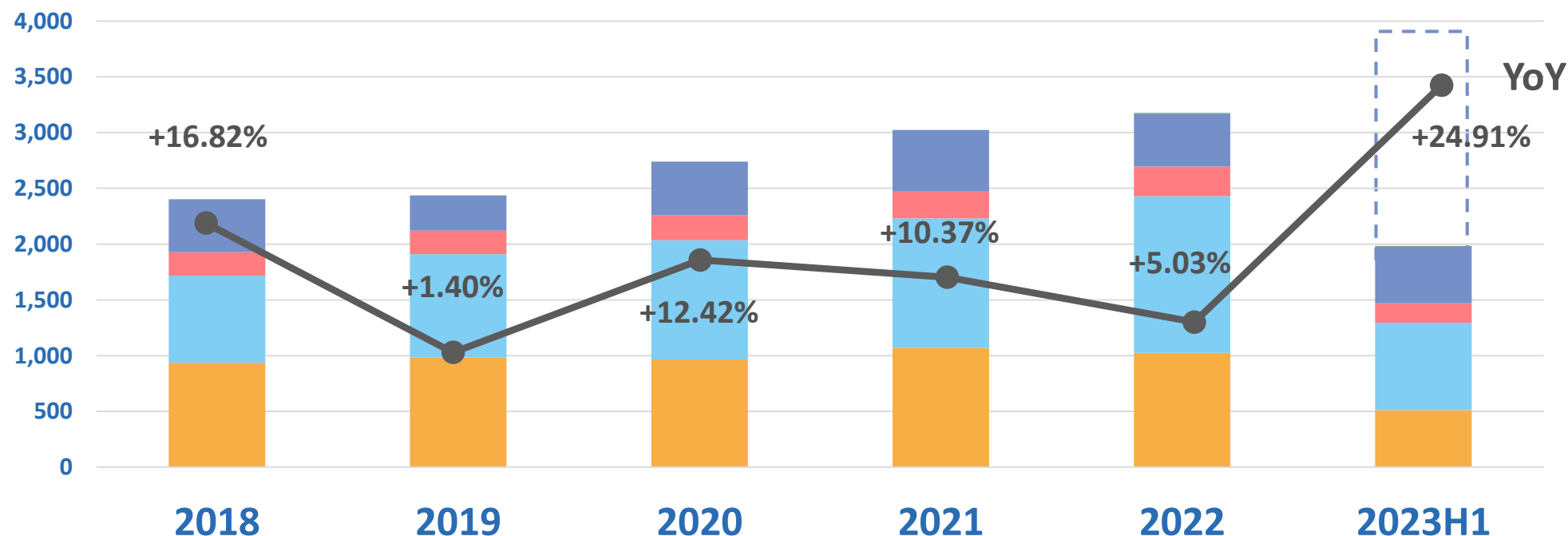
18%

18%

20%

21%

21%



Smart
System



Smart
Parking



Healthcare



Electrical and Mechanical
Engineering, Fire Systems



Other



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

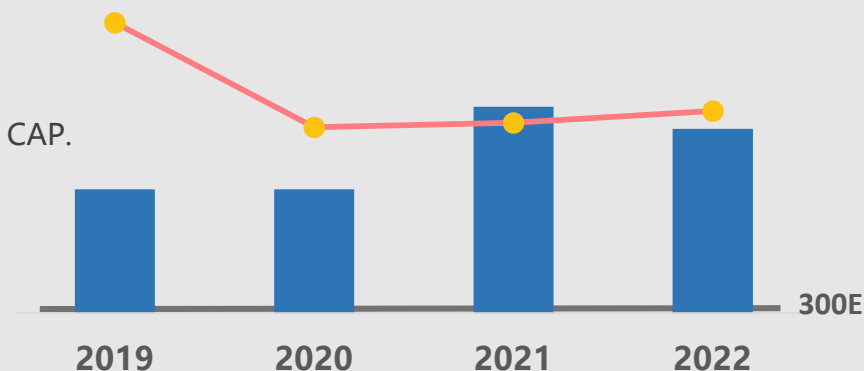


Key Financial Indicators

Market CAP.

550E

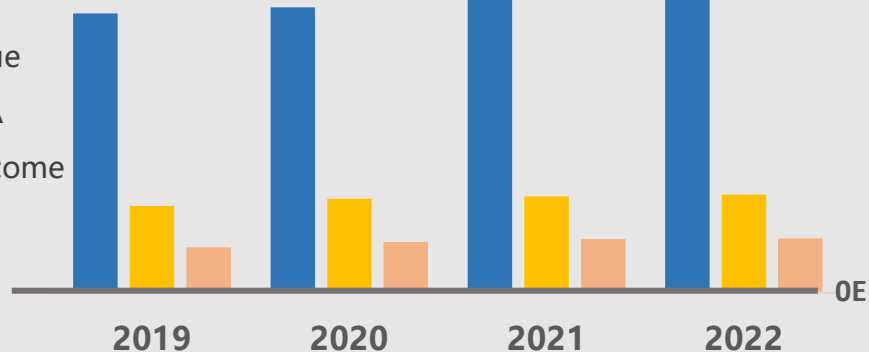
● EV
■ Market CAP.



Income

142E

■ Revenue
■ EBITDA
■ Net Income



Cash Flow

35E

0

-14E

2019

2020

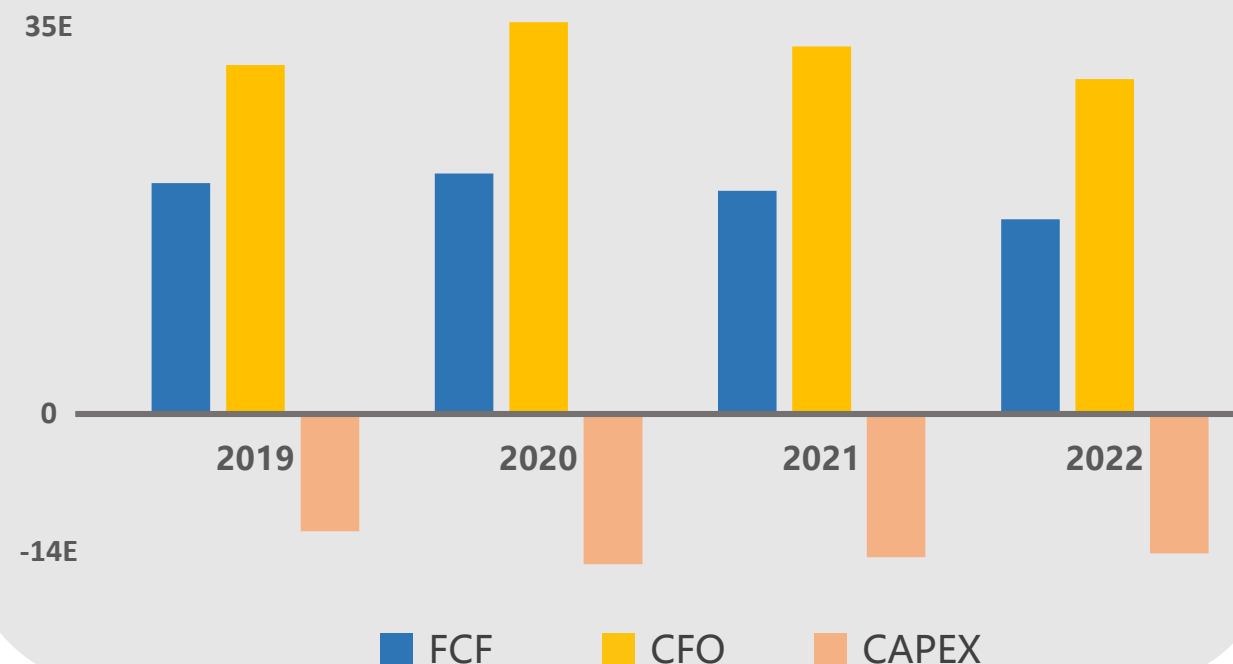
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

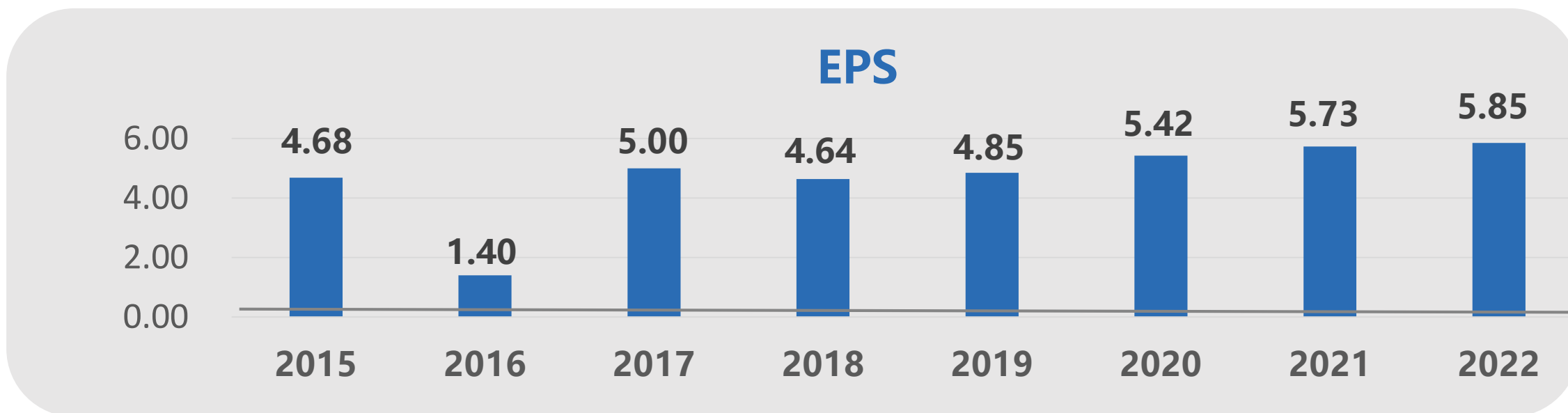
Opting M%

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

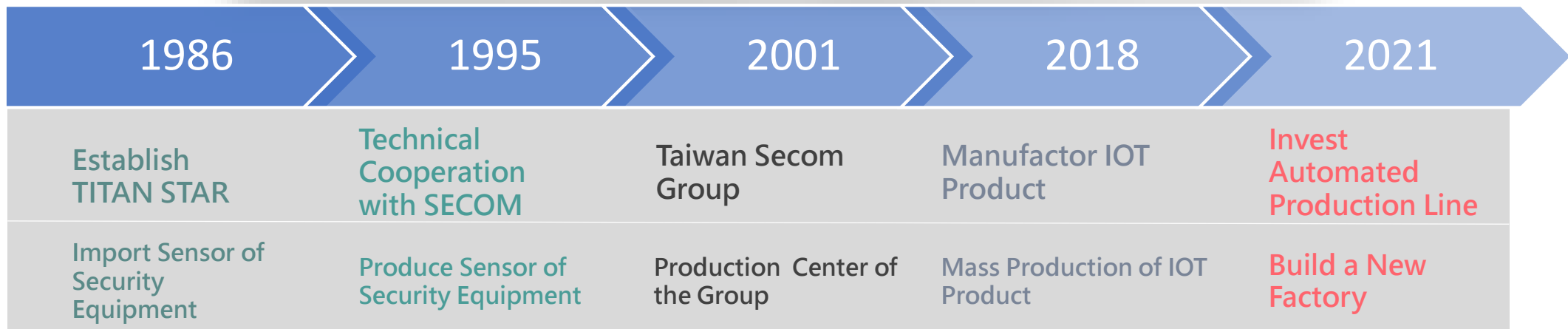
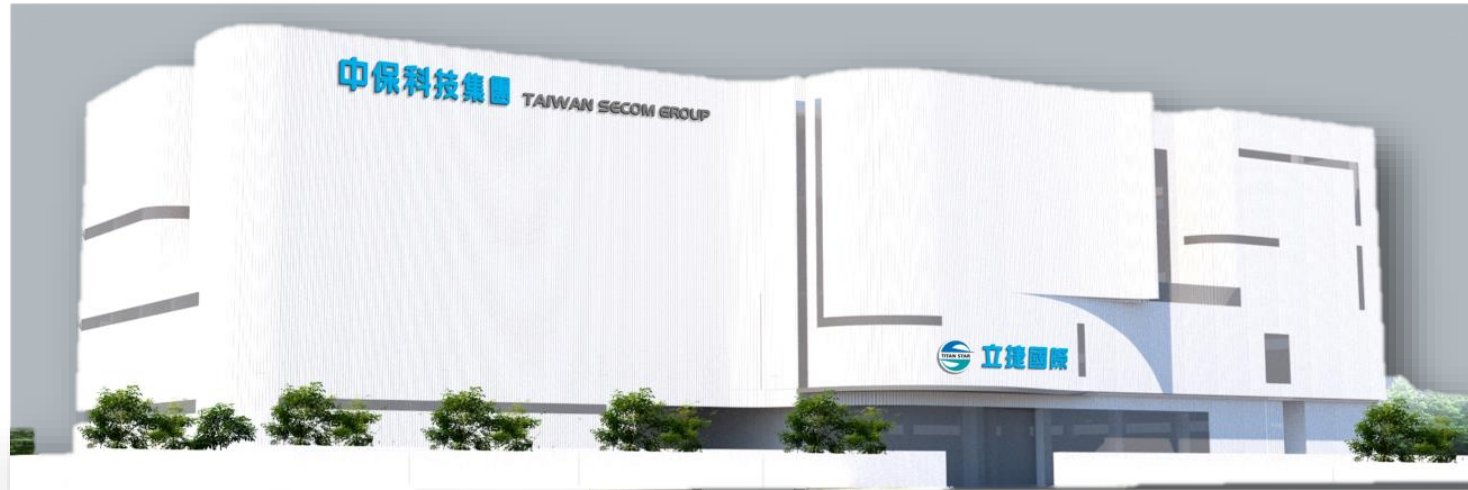
Smart
City





中保科技集團
TAIWAN SECOM 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

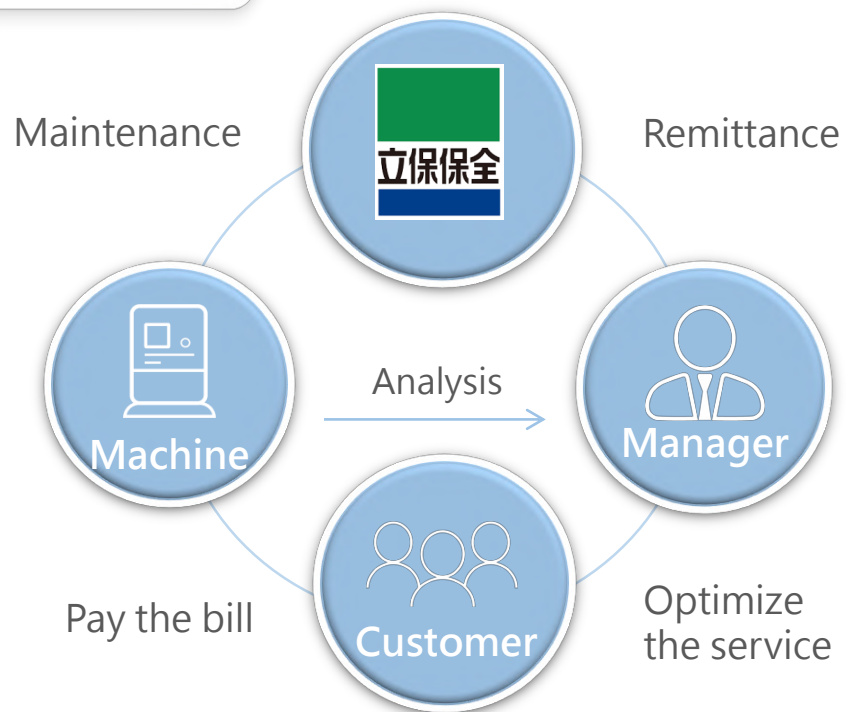


樓上交給我



Smart Business - Fintech

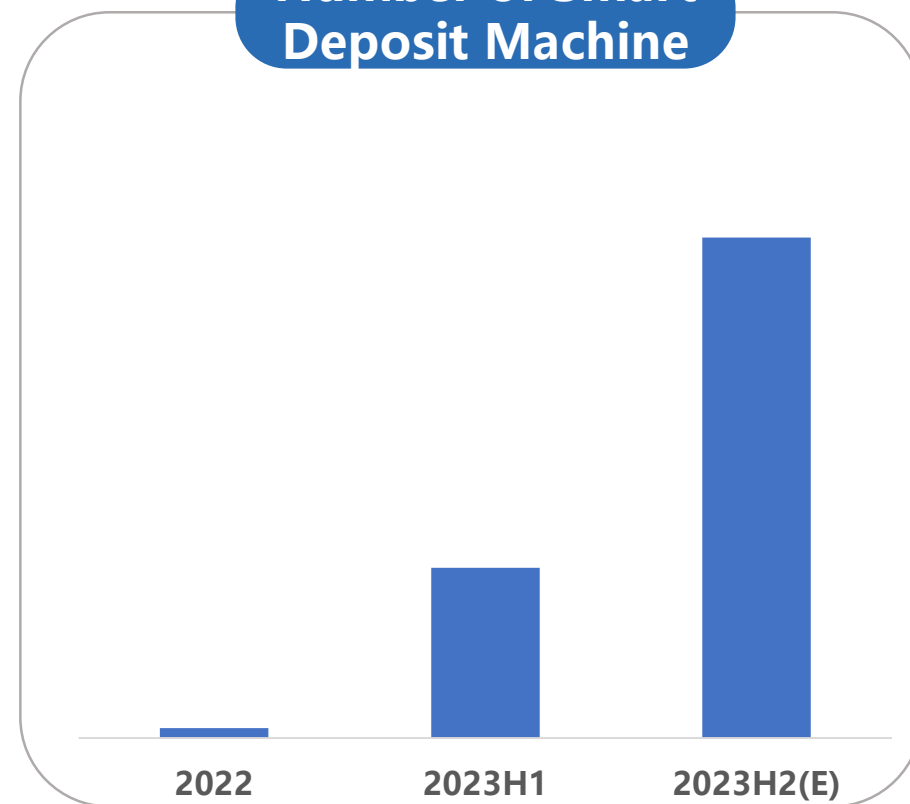
Fintech



**Smart Deposit
Machine**

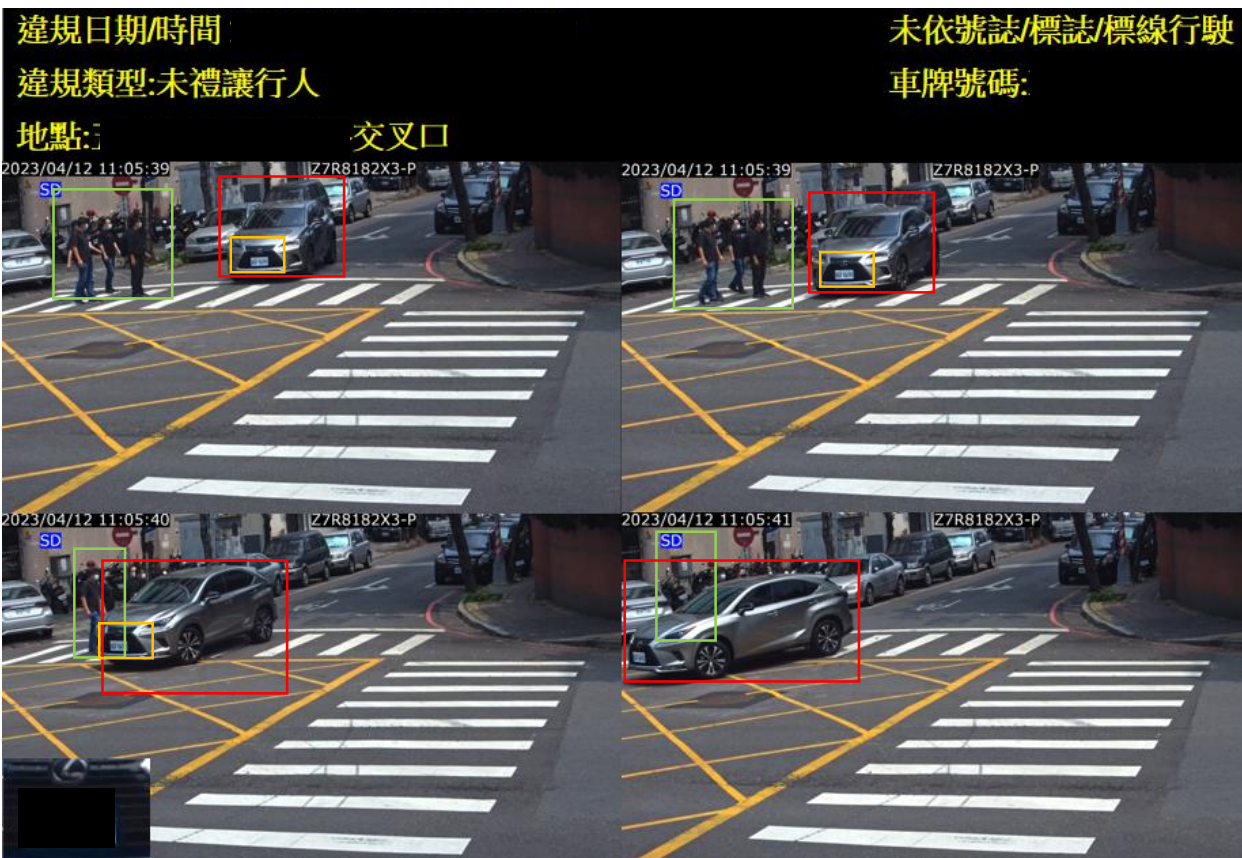


Number of Smart Deposit Machine





Smart City-Traffic Enforcement Camera





Smart Transportation - Smart Parking

Intelligent
Parking Bollard



國雲停車

Paperless
Parking Bill



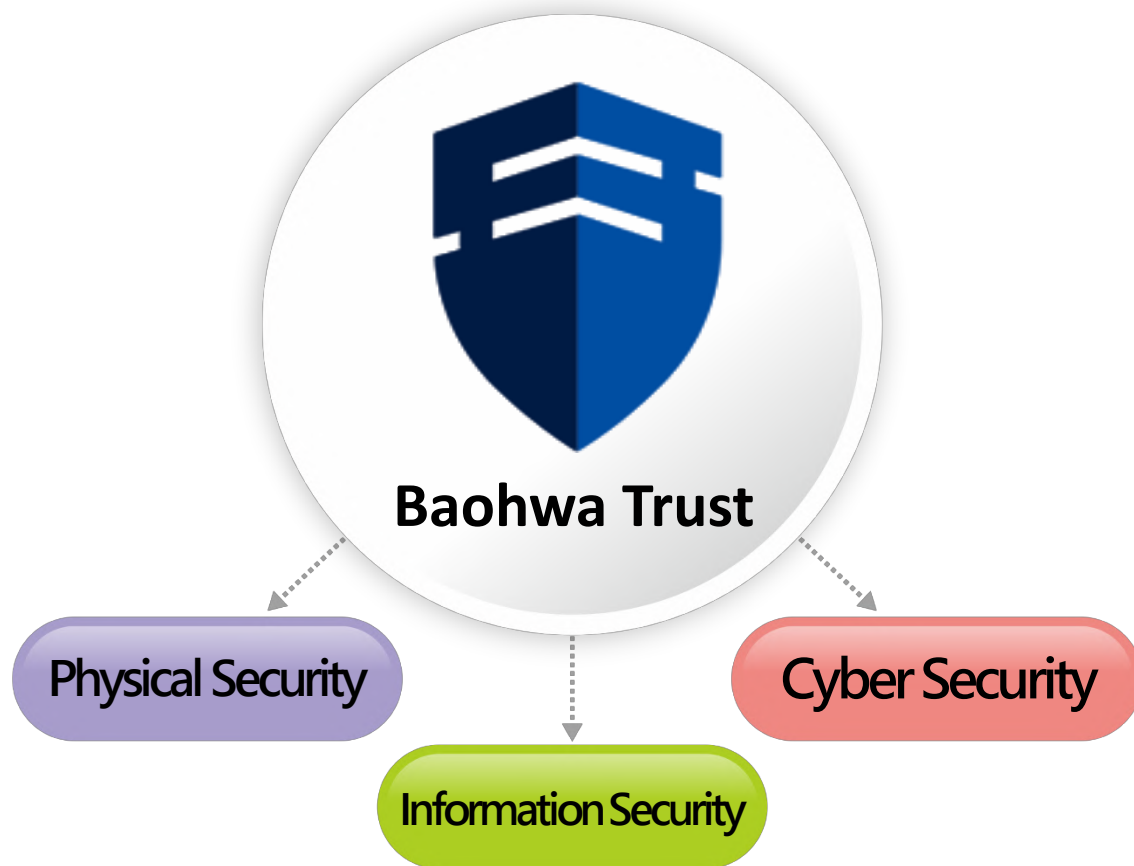
Automatic
Number Plate
Recognition





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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