



中保科技集團
TAIWAN SECOM GROUP

Investor Conference

2023.12.06

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**
Frank Lin, Vice Chairman
- 02 **Financial Results**
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
more than
NT\$15.3B
On 2022



Over **30** Affiliated
Companies across
the Group



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



Market Value
NT\$48.1B
(30 SEP 23)

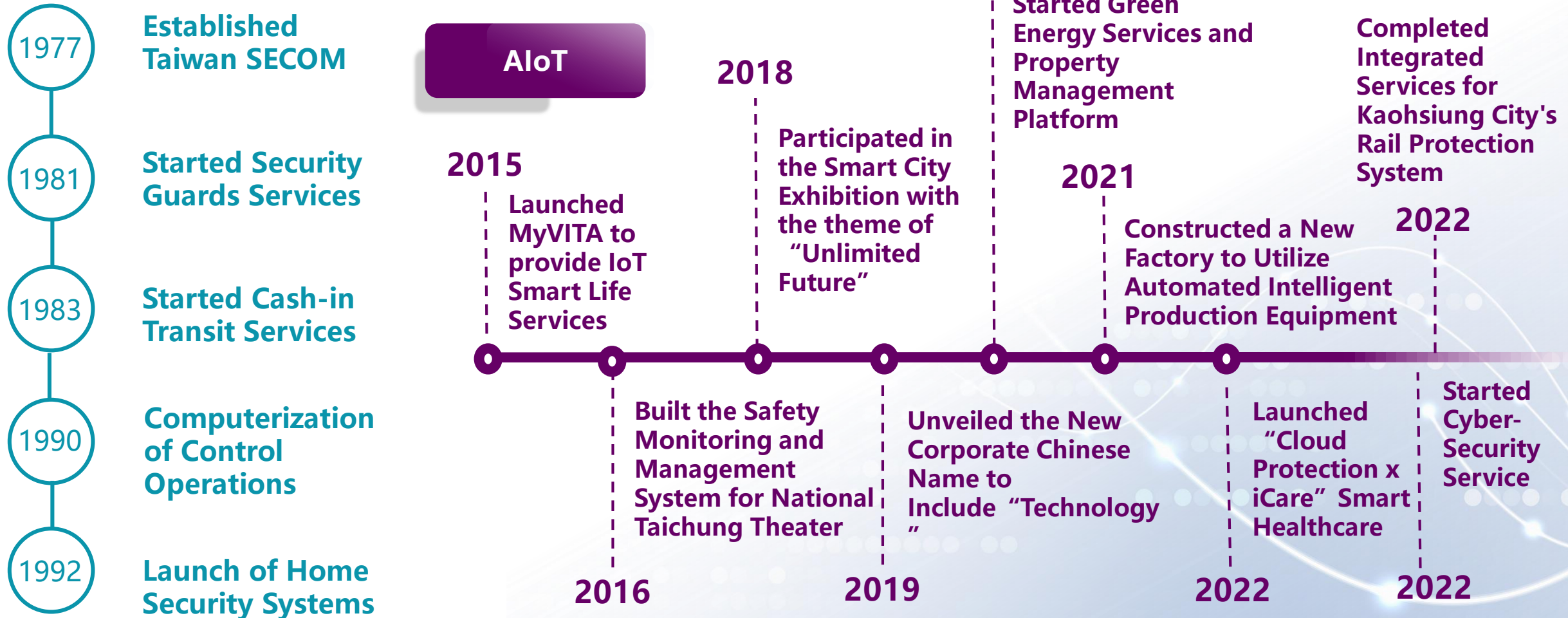


Served more than
700,000
Customers



中保科技集團
TAIWAN SECOM GROUP

Development Timeline





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



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
Bao-Hong Technology Co., Ltd.

Smart Home / Smart Personal



Lee Way



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

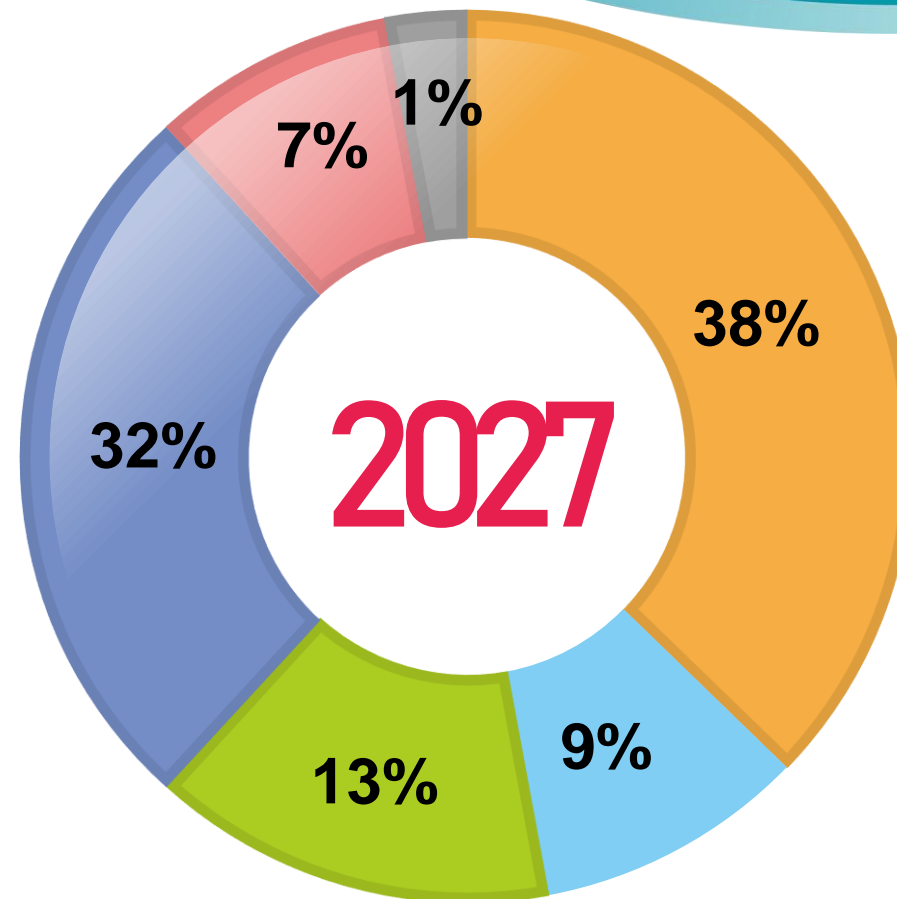
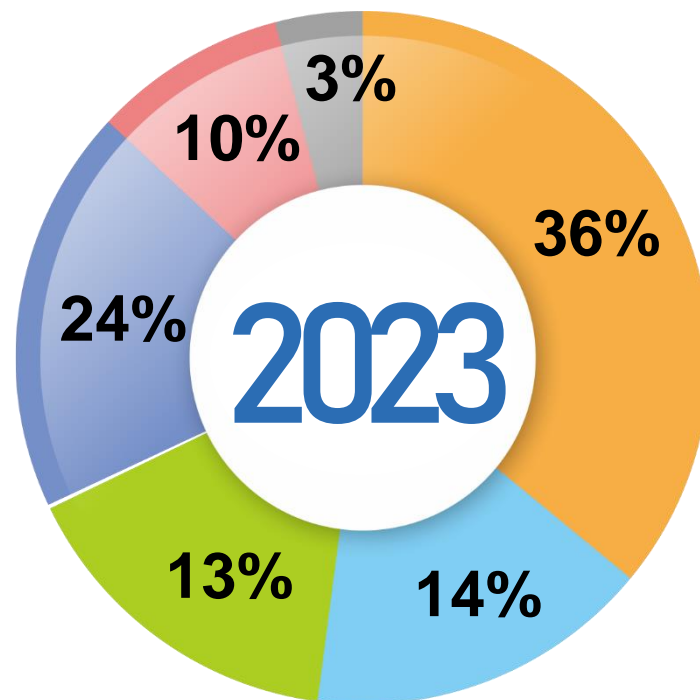
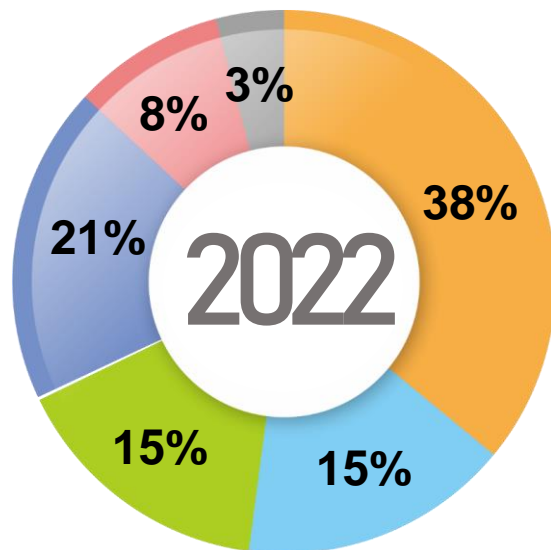
Number of Served Customers more than 700,000 all over the Group



| 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 Brighton Mechatronics, Fire Protection, Disaster Prevention | 250,000 |



Revenue Distribution

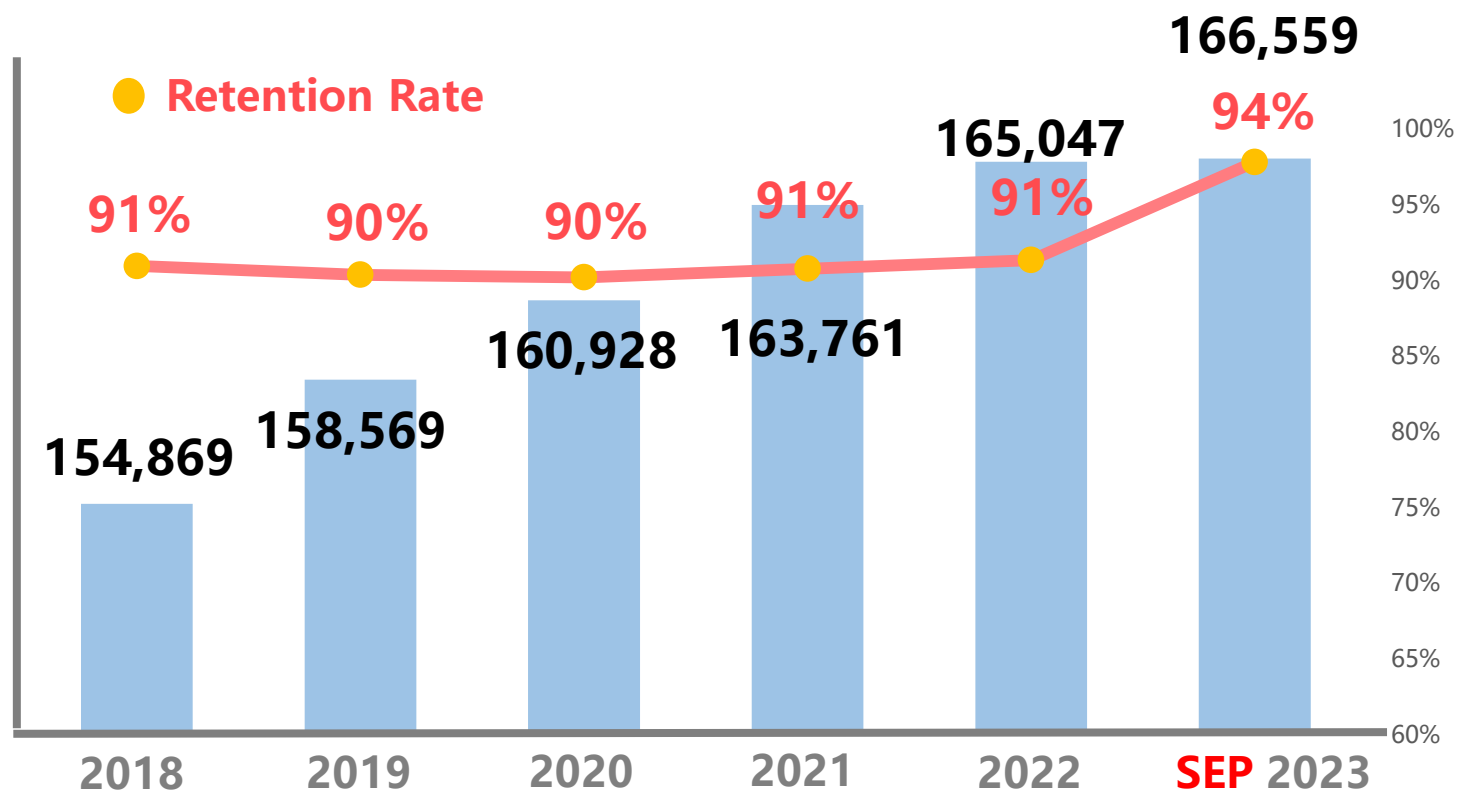




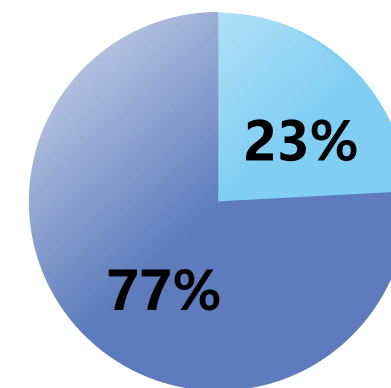
Security System Services

Number of Rental Customers

Unit: person / %



| Year | 2021 | 2022 | 2023SEP |
|---------------------|---------|---------|---------|
| Commercial Clients | 125,295 | 127,673 | 130,027 |
| Commercial ASP | 2,486 | 2,496 | 2,508 |
| Residential Clients | 38,466 | 37,374 | 36,532 |
| Residential ASP | 1,929 | 1,959 | 1,997 |



Commercial Residential



Revenue Trend of Smart City

Unit: NT\$ M/%

Proportion of
Smart City

18%

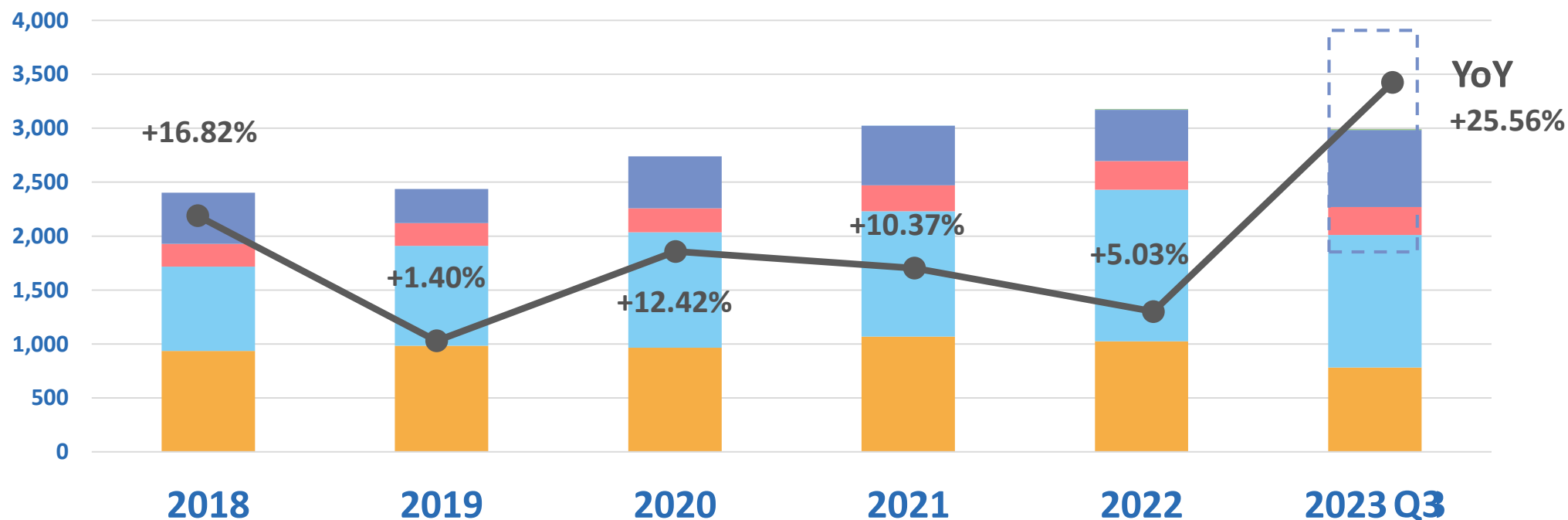
18%

20%

21%

21%

24%



Smart
System



Smart
Parking



Healthcare



Electrical and Mechanical
Engineering, Fire Systems



Other



Q3 2023 Financial Results

- Financial Statements
- Key Financial Indicators
- Dividend Policy



Consolidated Income Statements

Unit: NT\$ M

| | 3Q23 | 2Q23 | 3Q22 | QoQ | YoY |
|--------------------------|---------------|---------------|---------------|------------------|------------------|
| Revenue | 4,287 | 4,270 | 3,805 | +0.40% | +12.67% |
| Gross Profit | 1,407 | 1,400 | 1,288 | +0.47% | +9.19% |
| Gross Margin | 32.81% | 32.79% | 33.86% | +0.02ppts | -1.05ppts |
| Operating Expenses | 736 | 725 | 644 | +1.42% | +14.23% |
| Operating Expenses Rate | 17.16% | 16.98% | 16.92% | +0.17ppts | +0.23ppts |
| Operating Profit | 671 | 675 | 644 | -0.55% | +4.16% |
| Operating Margin | 15.65% | 15.80% | 16.93% | -0.15ppts | -1.28ppts |
| Net Profit | 664 | 654 | 643 | +1.56% | +3.30% |
| Net Profit Margin | 15.48% | 15.30% | 16.89% | +0.18ppts | -1.41ppts |
| EPS (NT\$ Dollar) | 1.48 | 1.46 | 1.44 | +1.37% | +2.78% |



Consolidated Balance Sheets

Unit: NT\$ M

| | 2023 09.30 | % | 2023 06.31 | % | 2022 09.30 | % | QoQ | YoY |
|--|---------------|------------|---------------|------------|---------------|------------|------------|------------|
| Cash and Cash Equivalents | 4,506 | 17% | 5,259 | 20% | 4,243 | 17% | -14% | +6% |
| Investments accounted for using equity method | 4,265 | 17% | 4,158 | 16% | 4,272 | 18% | +3% | +0% |
| Property, Plant and Equipment | 8,948 | 35% | 8,884 | 34% | 7,488 | 31% | +1% | +19% |
| Total Assets | 25,843 | | 26,570 | | 24,287 | | -3% | +6% |
| Long-term & Short-term Loans | 5,065 | 20% | 4,874 | 19% | 5,337 | 22% | +4% | -5% |
| Capital | 4,512 | 17% | 4,512 | 17% | 4,512 | 19% | +0% | +0% |
| Total Liabilities | 13,495 | 52% | 14,863 | 52% | 12,487 | 51% | -9% | +8% |
| Total Equity | 12,348 | 48% | 11,706 | 48% | 11,800 | 49% | +5% | +5% |



Consolidated Statements of Cash Flows

Unit: NT\$ M

| Item | 3Q23 | 2Q23 | 3Q22 |
|--------------------------------|--------------|--------------|--------------|
| Beginning Balance | 5,259 | 5,994 | 4,676 |
| Cash from operating activities | 1,398 | (484) | 736 |
| Capital expenditures | (317) | (390) | (256) |
| Short-term loans | (1,297) | (284) | (300) |
| Long-term loans | 1,488 | 288 | (1,313) |
| Investments and others | (2,025) | 135 | (1,926) |
| Ending Balance | 4,506 | 5,259 | 4,243 |
| Free Cash Flow | 1,081 | (874) | 480 |

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

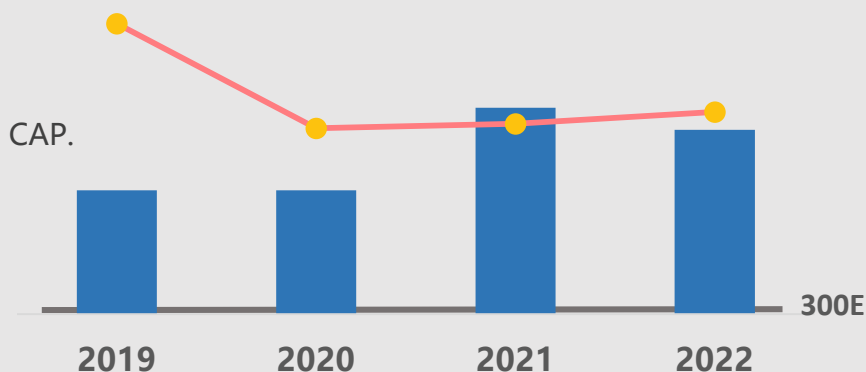


Key Financial Indicators

Market CAP.

550E

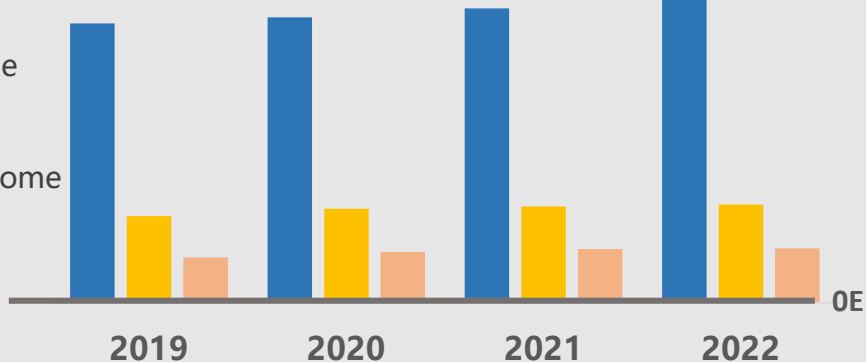
● EV
■ Market CAP.



Income

142E

■ Revenue
■ EBITDA
■ Net Income



Cash Flow

35E

0

-14E

2019

2020

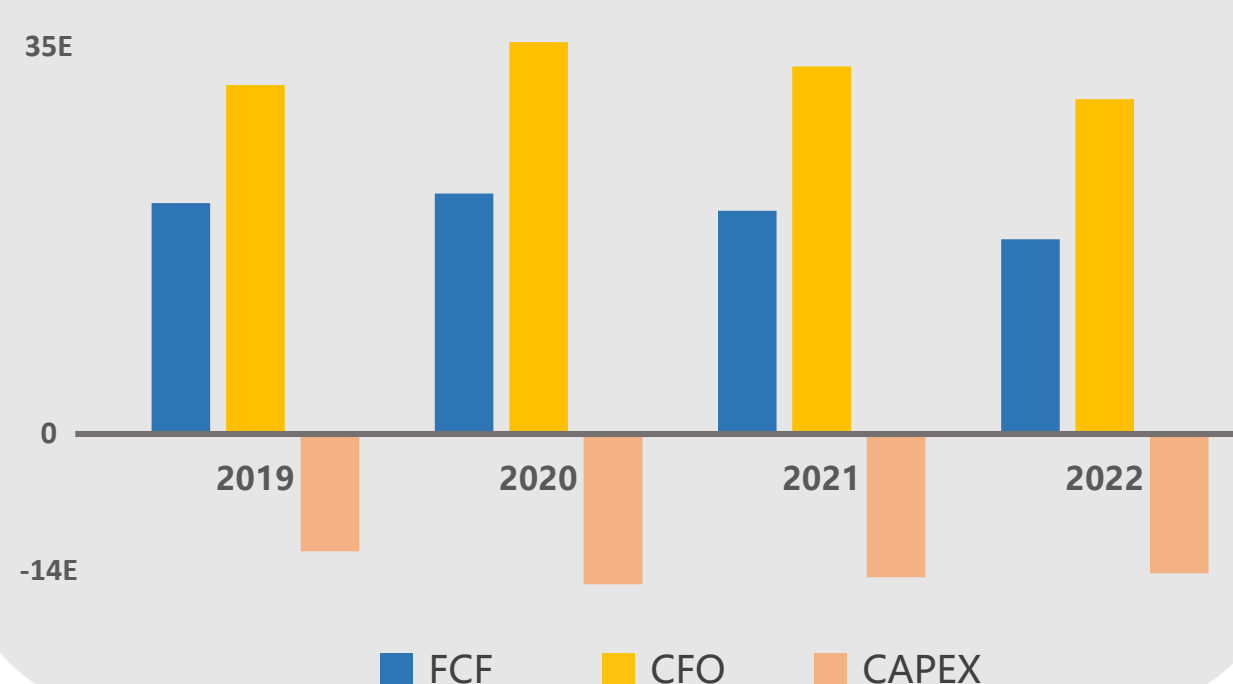
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

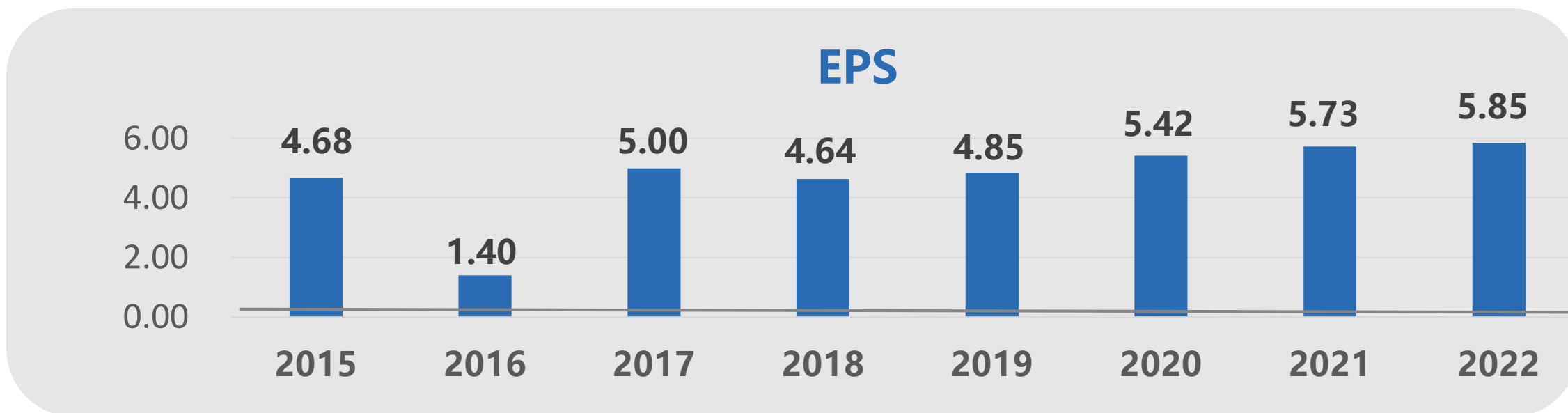
Opting M%

16%



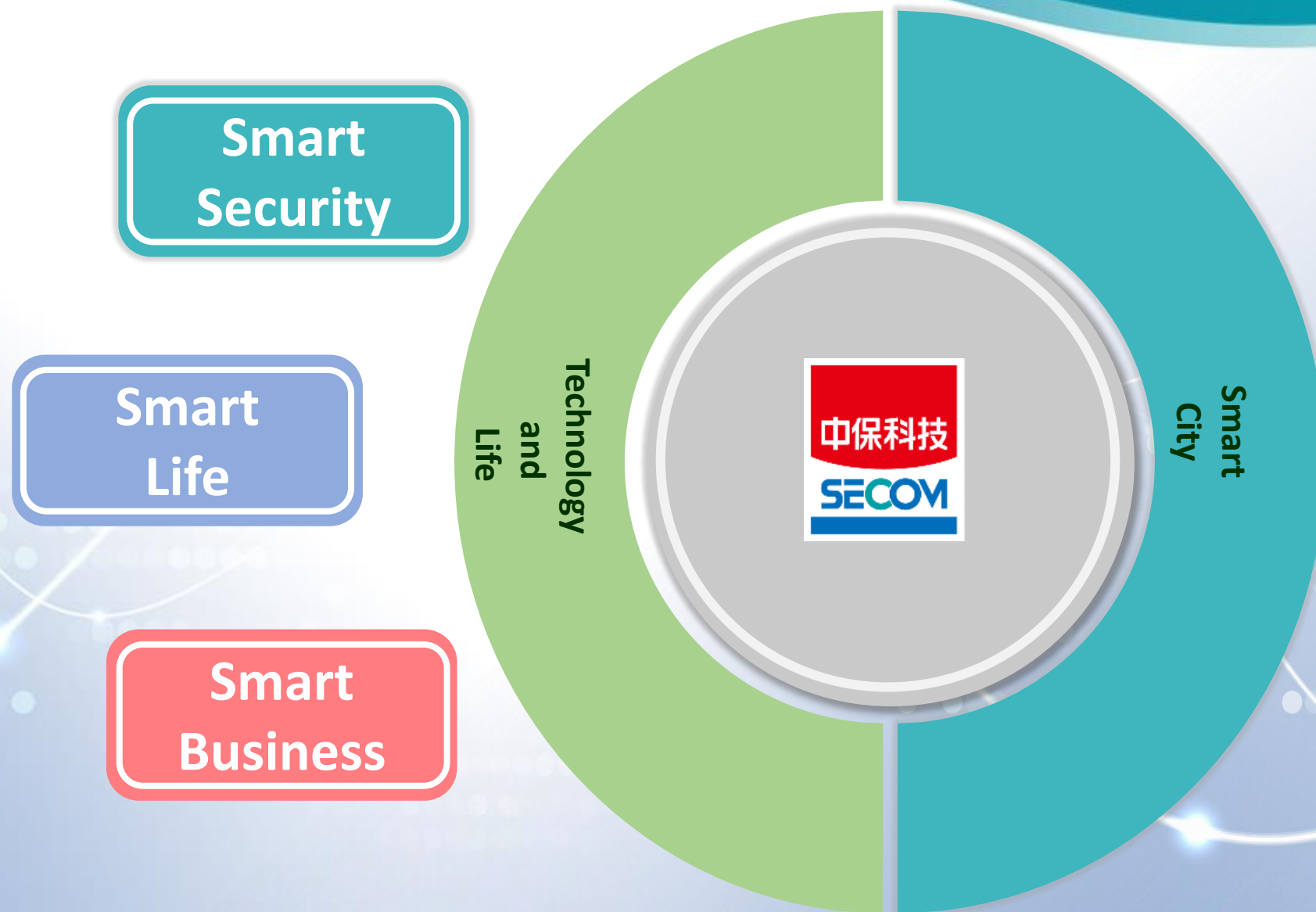
High Dividend Payout Ratio

| Year | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-------------------|------|-------|------|------|------|------|------|------|
| Cash | 4.0 | 3.5 | 4.0 | 4.0 | 4.0 | 5.0 | 5.0 | 5.0 |
| Yield (%) | 4.4 | 3.8 | 4.5 | 4.5 | 4.6 | 5.8 | 5.3 | 4.9 |
| Pay Out Ratio (%) | 85.5 | 250.0 | 80.0 | 86.2 | 82.5 | 92.3 | 87.3 | 85.5 |





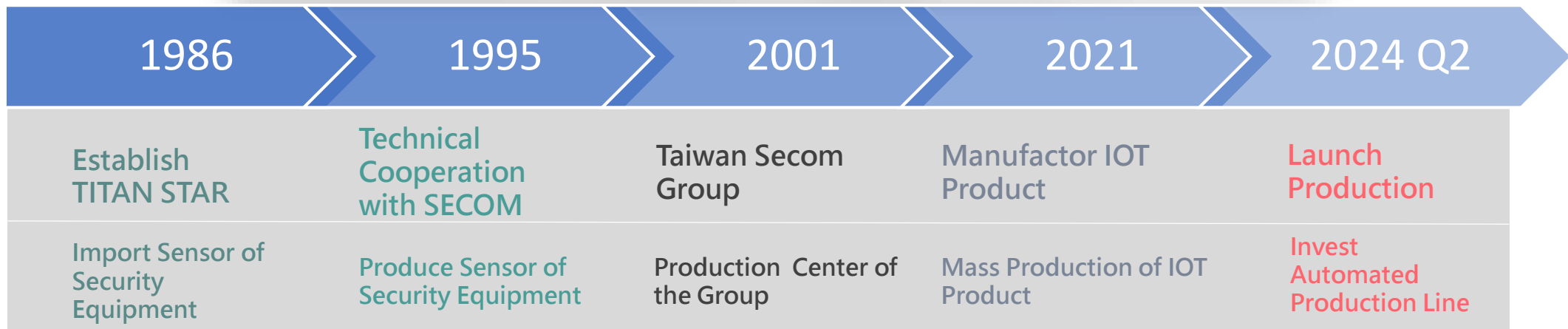
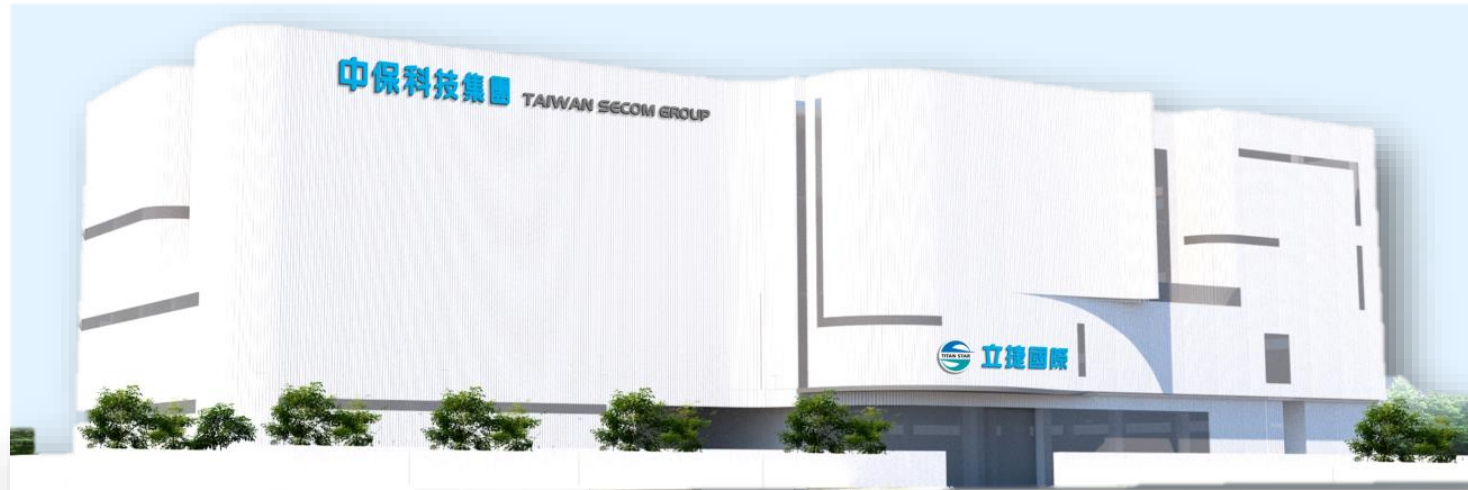
Business Outlook





中保科技集團
TAIWAN SECOM GROUP

Smart Security





中保科技集團
TAIWAN SECOM GROUP

TITAN STAR-Smart Home

MyCASA 智慧宅管 全新世代智慧保全

全產品系列



系統架構示意圖



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，會拍照回報到業主手機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



High-end Equipment. Professional Electronics OEM.

Robots automatically test and assemble to create automated production lines, which is high efficiency.



TITAN STAR-Surveillance System

Plate
Recognition

Face
Recognition

Flow Statistics

People and
Vehicles
Detection



Infrared high-speed ball type webcam

- ✓ Night vision distance 150m
- ✓ Anti-reflective optical glass



License plate recognition webcam

- ✓ With license plate recognition algorithm
- ✓ Maximum recognized speed 50km/h



Outdoor sound and light warning webcam

- ✓ Intelligent detection
- ✓ Support sound and light alarm
- ✓ With microphone and speakers



human body thermometer

- ✓ Combined with thermal imaging temperature measurement



TITAN STAR-Surveillance Intrusion Detection System



Laser Detection System

Mainly to prevent damage, theft and intrusion, high-accuracy detection and security protection.



Perimeter Fencing System

It is mainly used in large areas such as military, borders, ports, etc. It has low power consumption.



Smart Disaster Prevention Electric Vehicle Fire Blanket



適用多數小客車



火場使用後免費換新



24小時保全
系統連線服務



兩次現場
教育訓練





中保科技集團
TAIWAN SECOM GROUP

Smart Life



樓下我守護



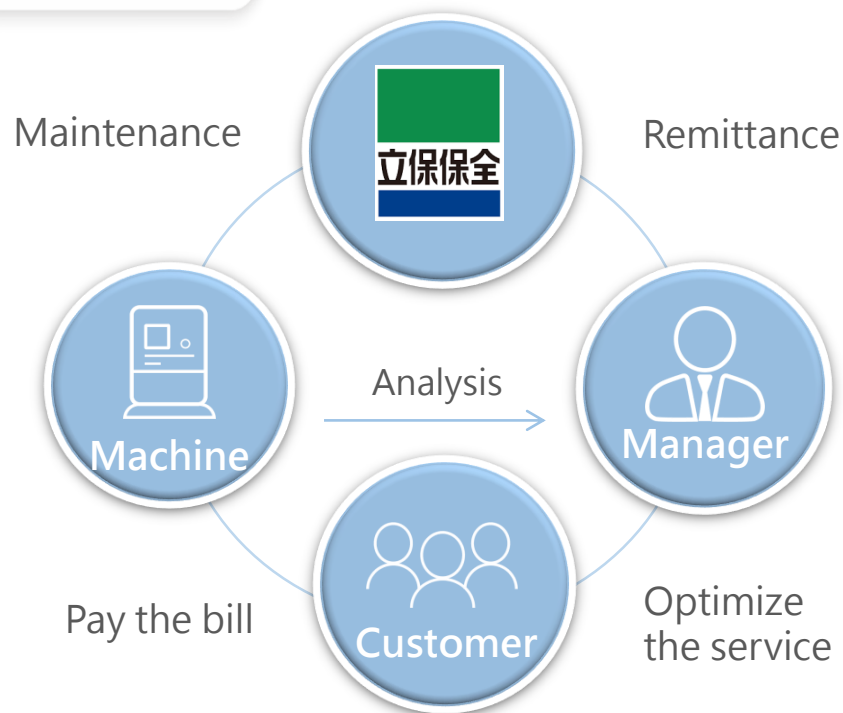
樓上交給我

| Number of Community | Number of House |
|---------------------|-----------------|
| 952 | 15,958 |



Smart Business - Fintech

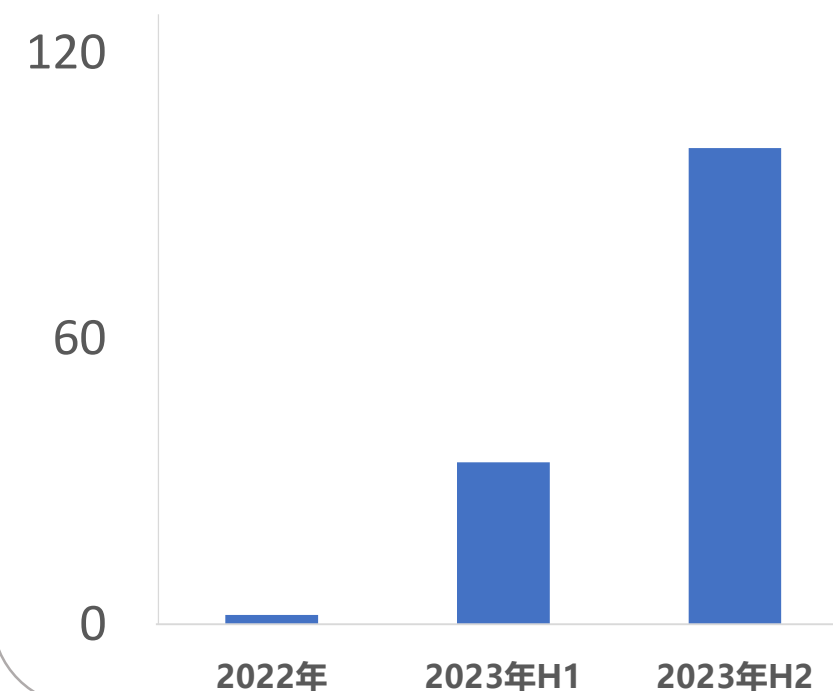
Fintech



Smart Deposit Machine

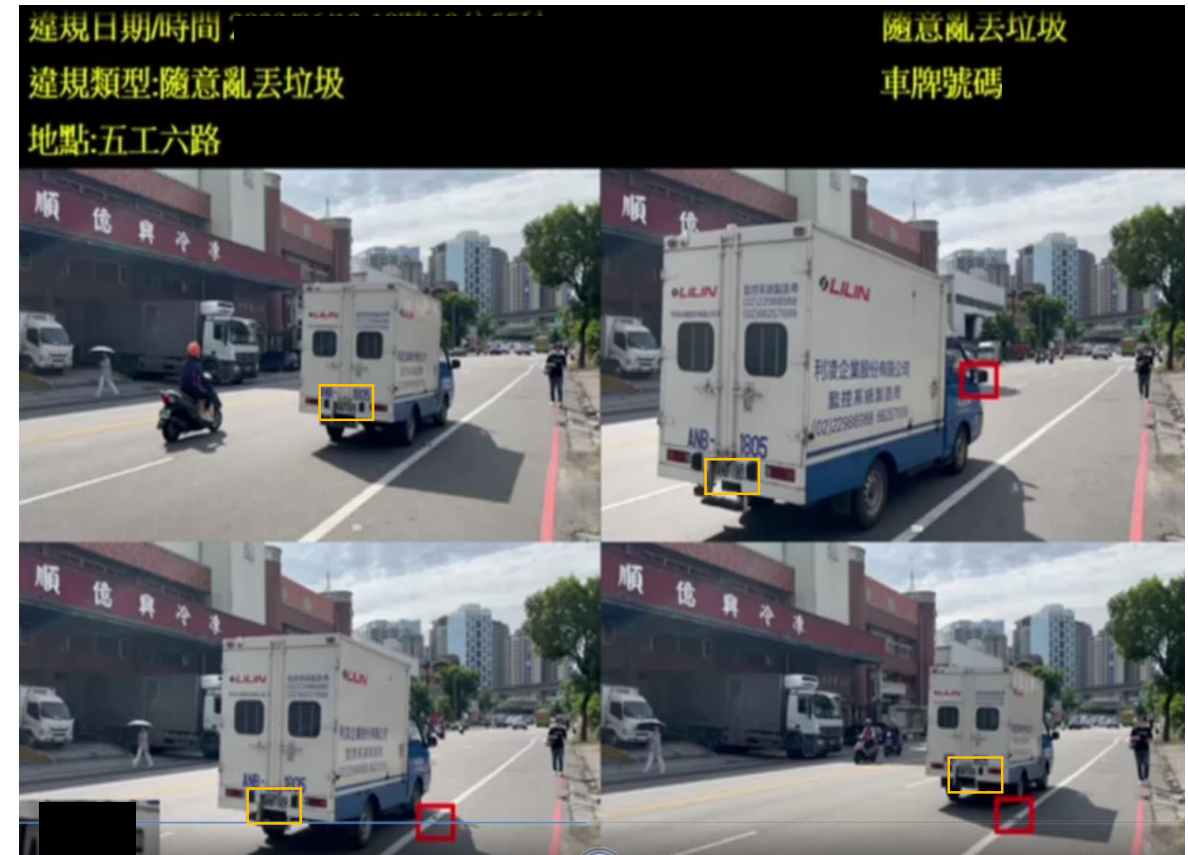
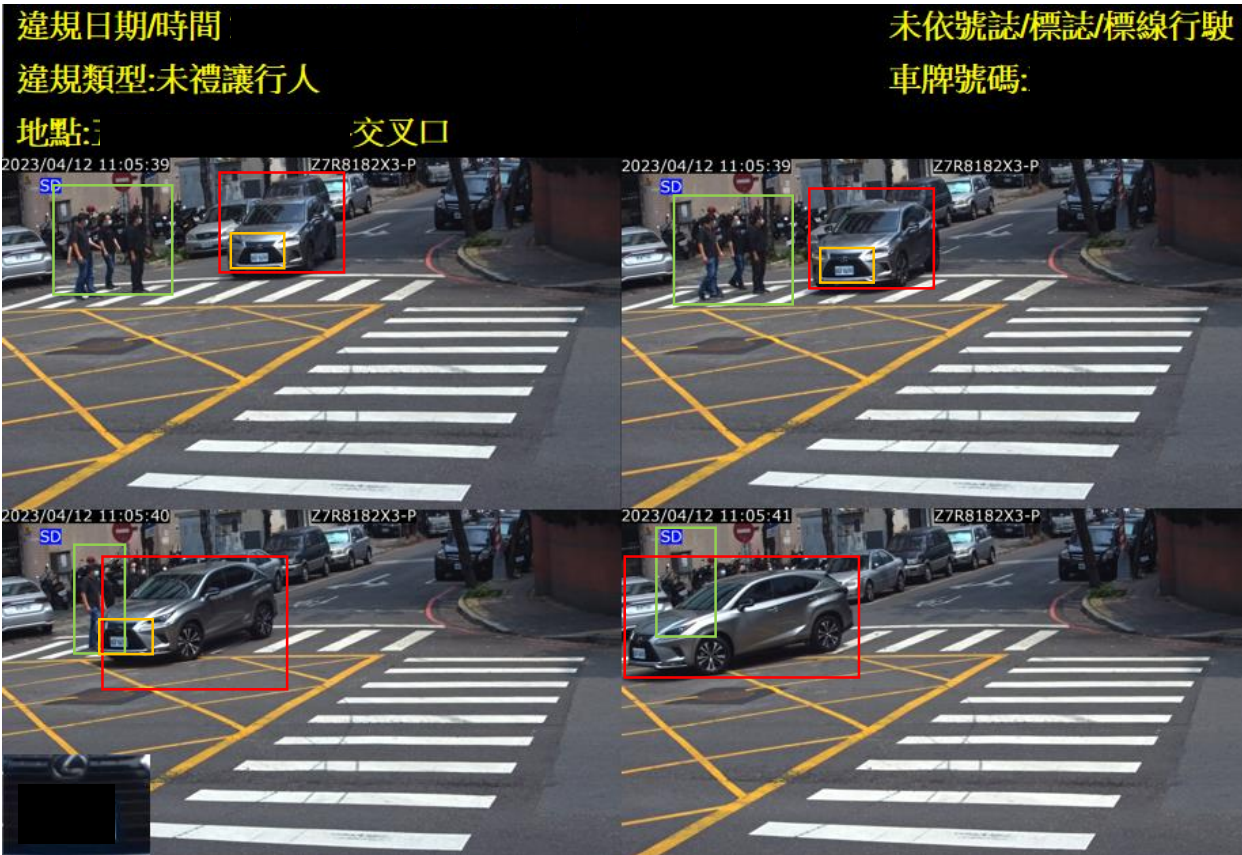


Number of Smart Deposit Machine





Smart City-Traffic Enforcement Camera





Smart Construction Site Monitory Platform

SAFETY

IN/OUT
CONTROL

ABNORMAL
ACTIVITIES

VIHICLE
CONTROL

PROGRESS
CONTROL

ENVIRON-
MENTAL
CONTROL

抽水馬達感測
機箱開啟感測
機箱溫度感測
淹水警戒感測
圍籬闖入數

出勤總人次
現場總數
公司單位、工種數量

異常總數
體溫異常
服檢違規
酒測違規

總離開數
總進入數
現場總數
公司單位、車種數量

工程項目進度

濕度 / 溫度
噪音
PM 2.5
風力



Smart Transportation - Smart Parking

Intelligent
Parking Bollard



國雲停車

Paperless
Parking Bill



Automatic
Number Plate
Recognition

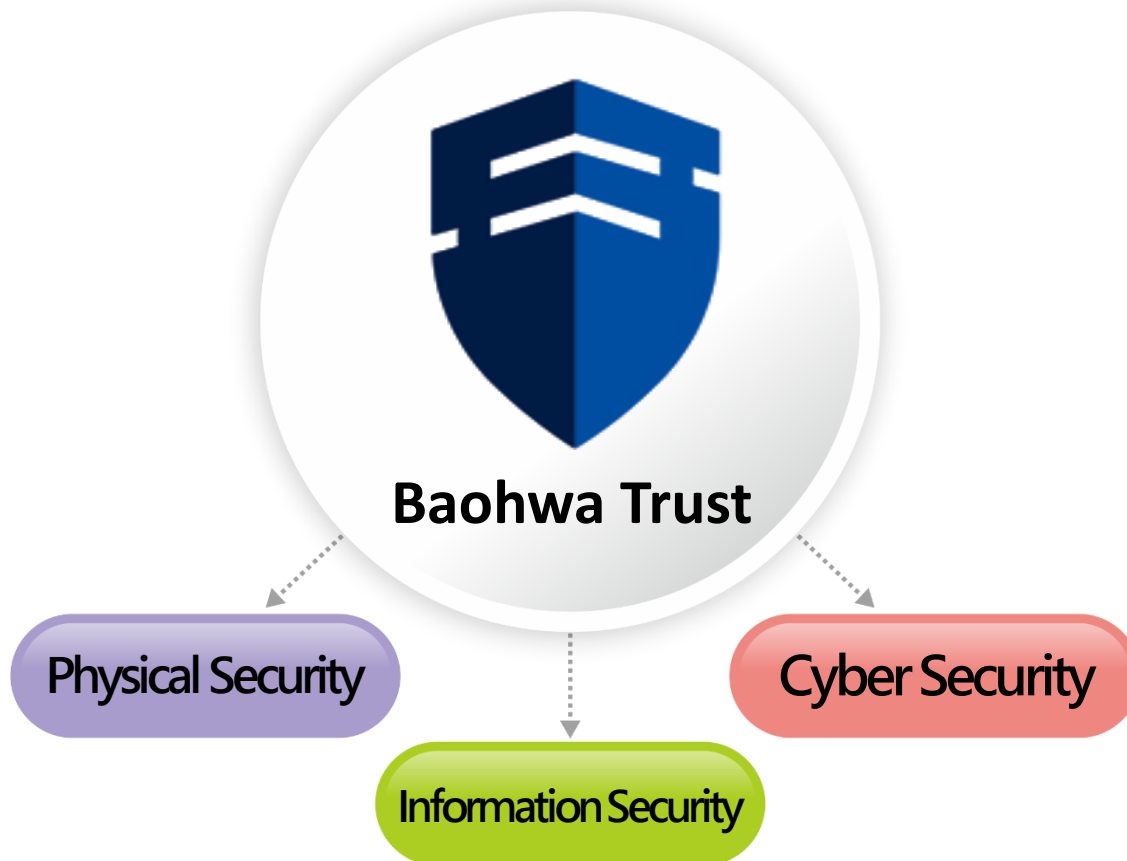
Serving more than **230,000** parking spaces across Taiwan with 20,000 underground sensors and **1,000** smart parking pillars.





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

It has provided information security management services to more than 2,500 small and medium-sized enterprise customers and more than 60 information security testing and verification cases.



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WE ARE THE FUTURE



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