



2024.01.04

# 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





# 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)



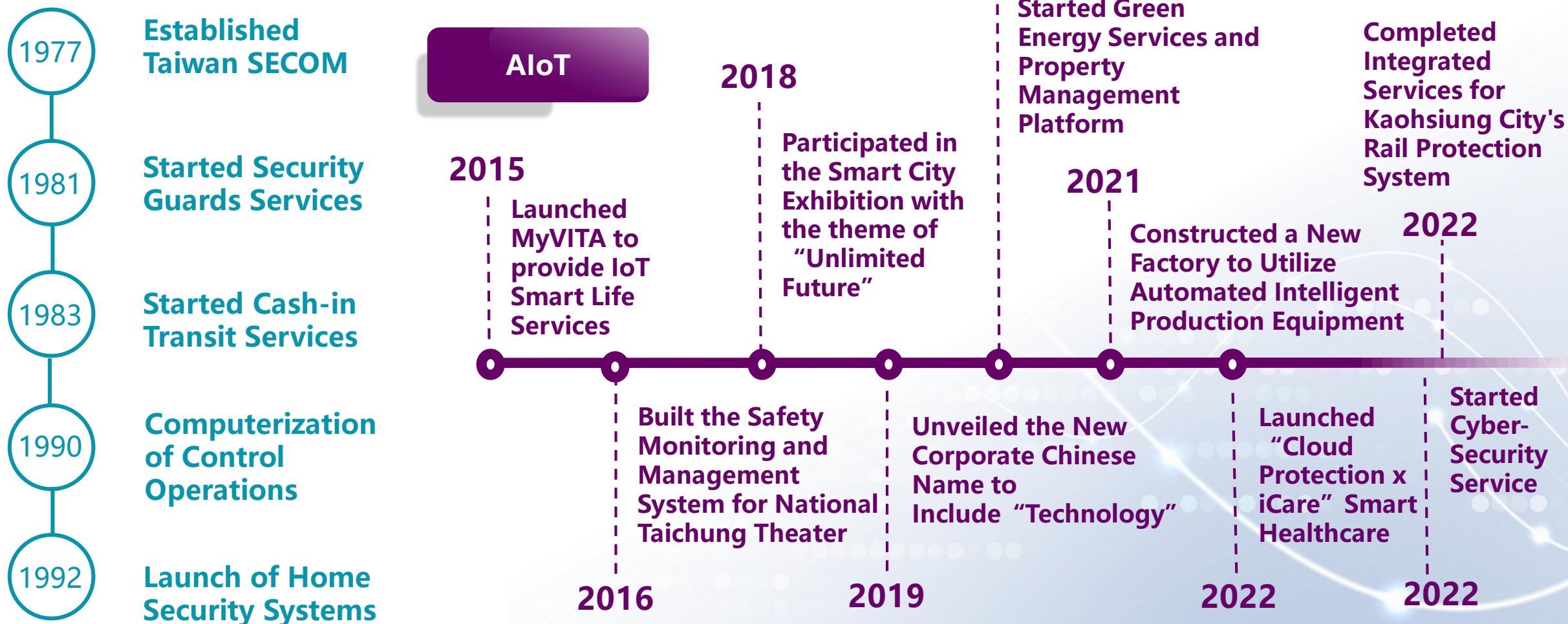
Served more than  
**700,000**  
Customers





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



Taiwan Secom



SIGMU D.P.T.



Dr.ID



MyCare+



Mycasa



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 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



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

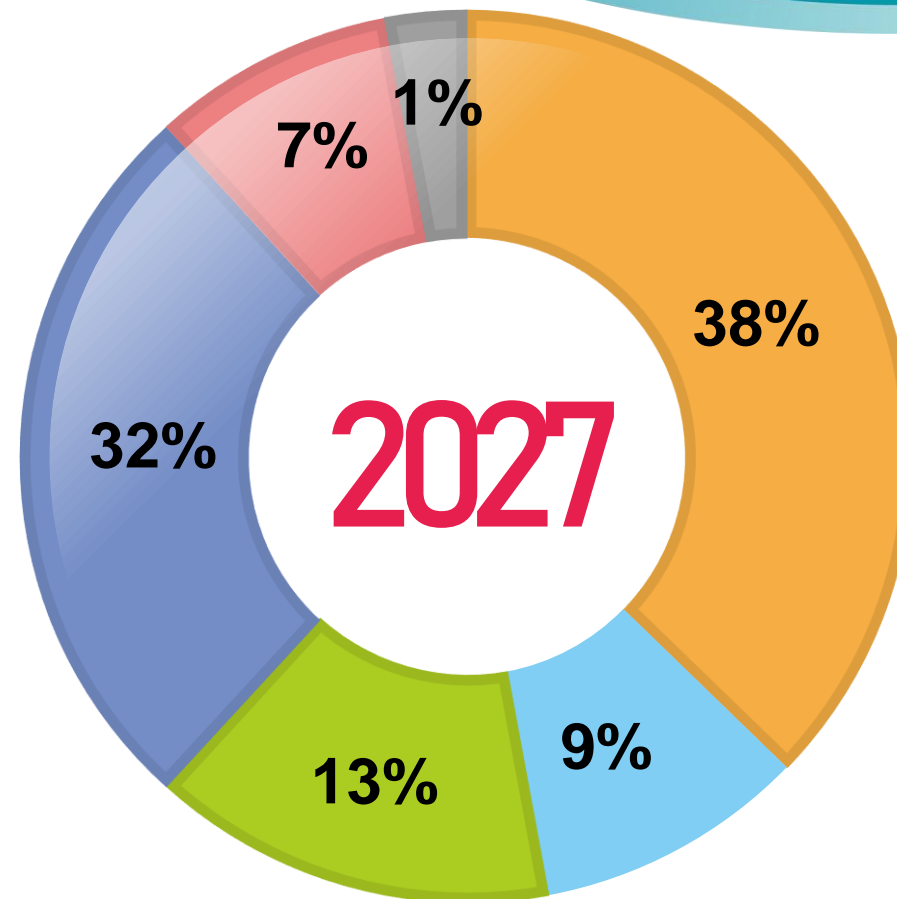
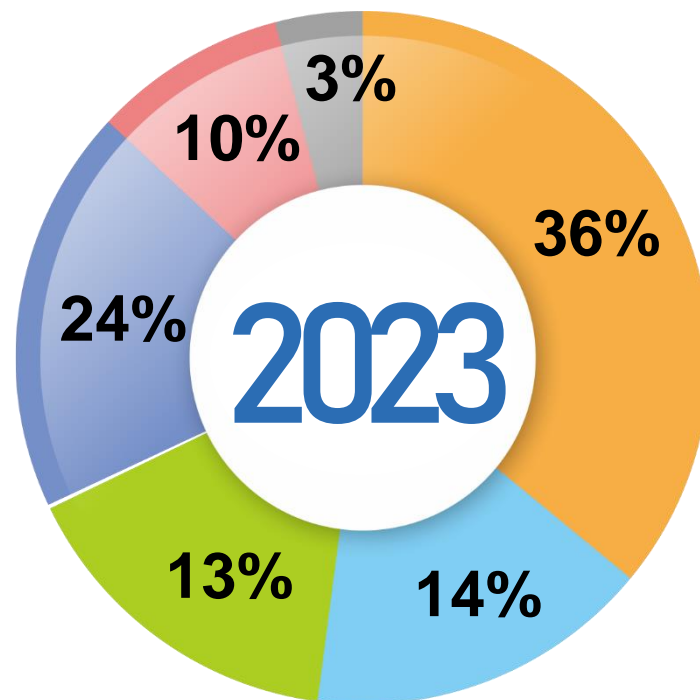
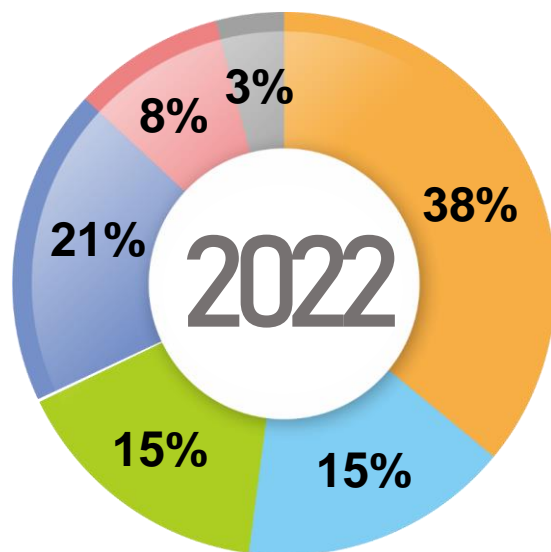
Number of Served Customers more than 700,000 all over the Group



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



# Revenue Distribution

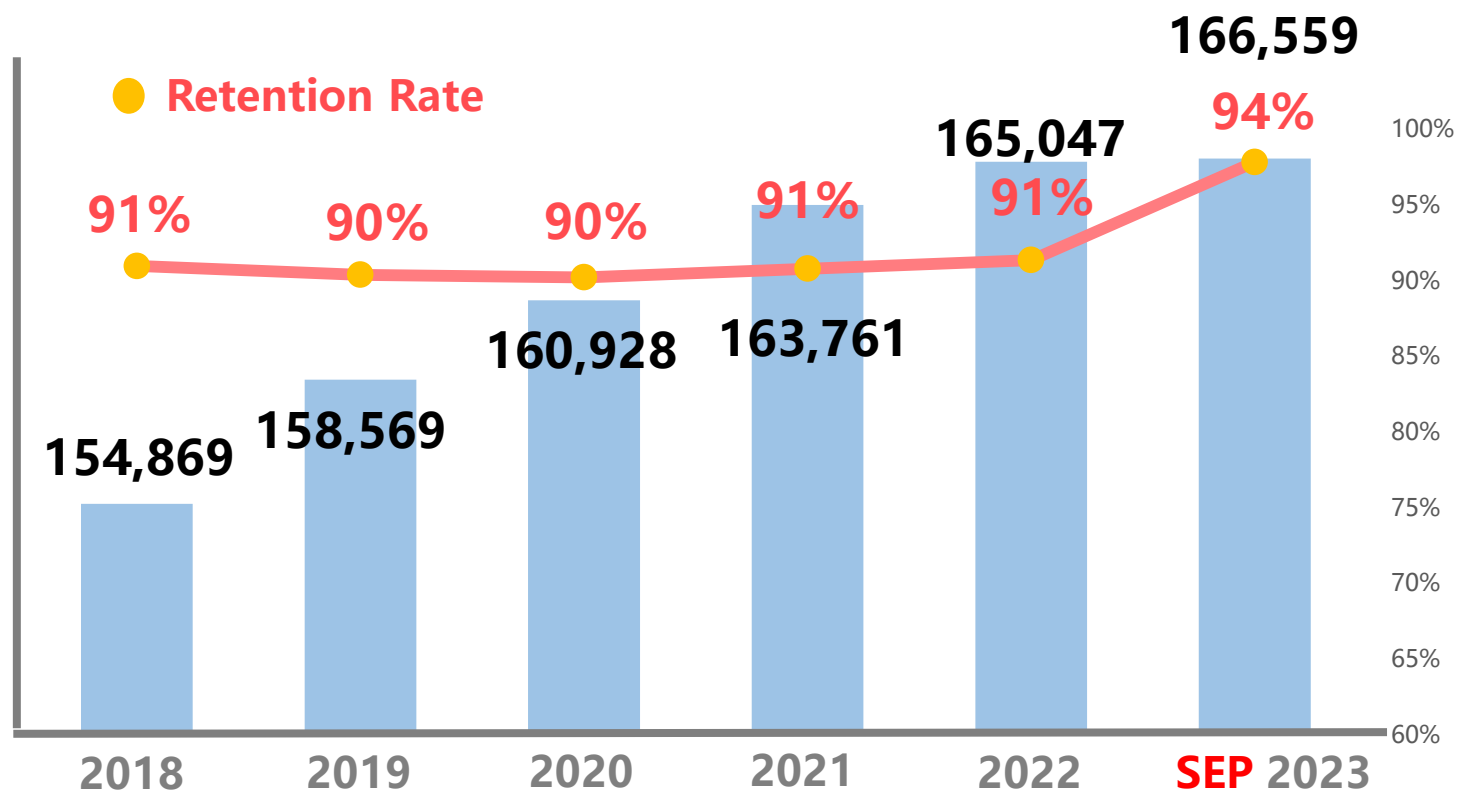




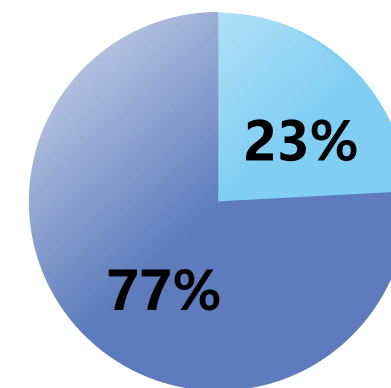
# Security System Services

## 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%

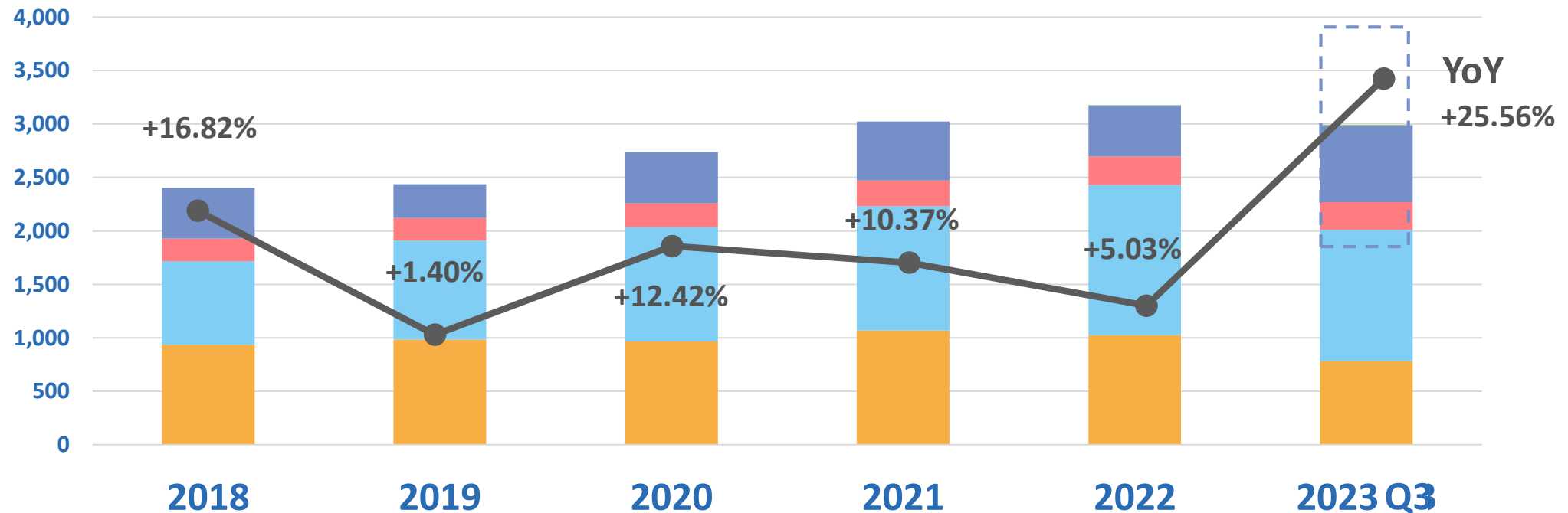
18%

20%

21%

21%

24%





# 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%
<b>Gross Margin</b>	<b>32.81%</b>	<b>32.79%</b>	<b>33.86%</b>	<b>+0.02ppts</b>	<b>-1.05ppts</b>
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%
<b>Operating Margin</b>	<b>15.65%</b>	<b>15.80%</b>	<b>16.93%</b>	<b>-0.15ppts</b>	<b>-1.28ppts</b>
Net Profit	664	654	643	+1.56%	+3.30%
<b>Net Profit Margin</b>	<b>15.48%</b>	<b>15.30%</b>	<b>16.89%</b>	<b>+0.18ppts</b>	<b>-1.41ppts</b>
<b>EPS (NT\$ Dollar)</b>	<b>1.48</b>	<b>1.46</b>	<b>1.44</b>	<b>+1.37%</b>	<b>+2.78%</b>





# 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%
<b>Total Assets</b>	<b>25,843</b>		<b>26,570</b>		<b>24,287</b>		<b>-3%</b>	<b>+6%</b>
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%
<b>Total Liabilities</b>	<b>13,495</b>	<b>52%</b>	<b>14,863</b>	<b>52%</b>	<b>12,487</b>	<b>51%</b>	<b>-9%</b>	<b>+8%</b>
<b>Total Equity</b>	<b>12,348</b>	<b>48%</b>	<b>11,706</b>	<b>48%</b>	<b>11,800</b>	<b>49%</b>	<b>+5%</b>	<b>+5%</b>



# Consolidated Statements of Cash Flows

Unit: NT\$ M

Item	3Q23	2Q23	3Q22
<b>Beginning Balance</b>	<b>5,259</b>	<b>5,994</b>	<b>4,676</b>
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)
<b>Ending Balance</b>	<b>4,506</b>	<b>5,259</b>	<b>4,243</b>
Free Cash Flow	1,081	(874)	480

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

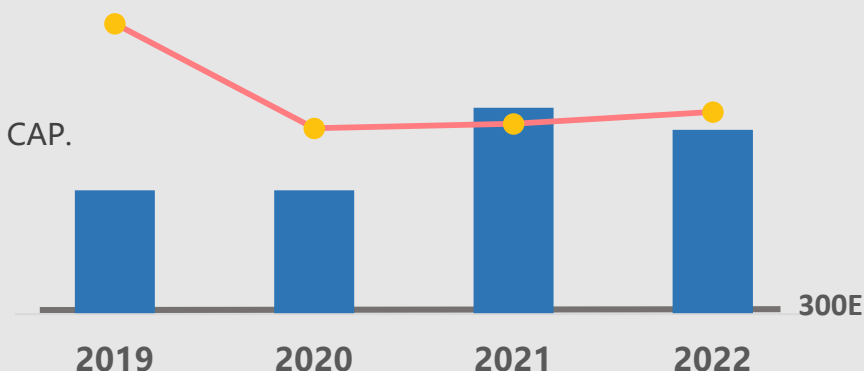


# Key Financial Indicators

## Market CAP.

550E

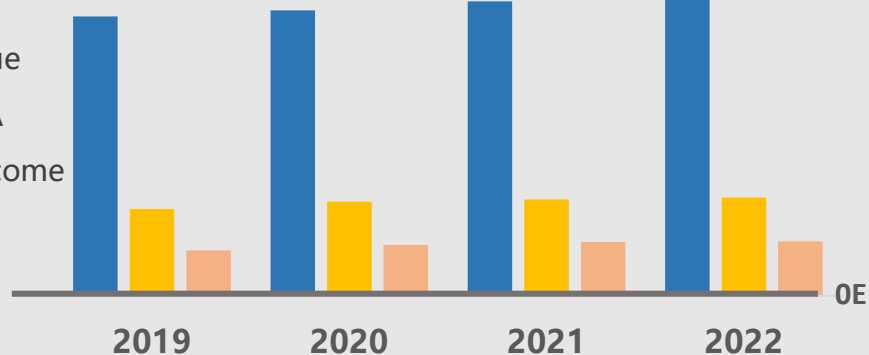
● EV  
■ Market CAP.



## Income

142E

■ Revenue  
■ EBITDA  
■ Net Income



## Cash Flow

35E

0

-14E

2019

2020

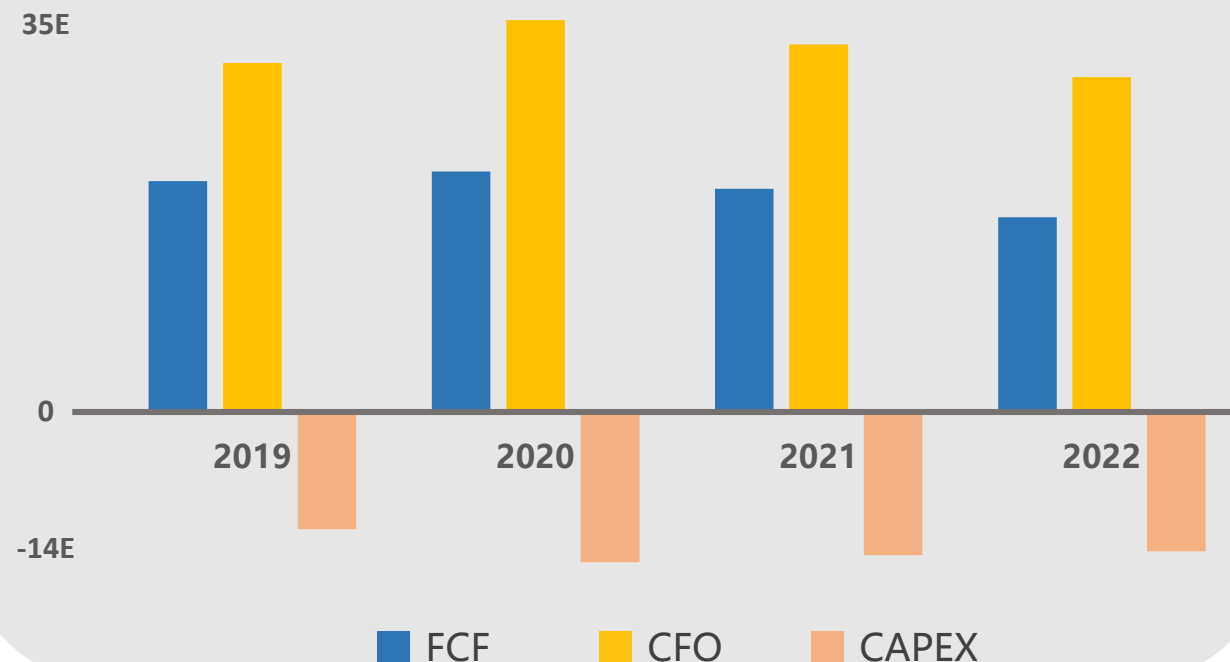
2021

2022

■ FCF

■ CFO

■ CAPEX



ROA

10.5%

ROE

21.2%

Gross M%

33%

Opting M%

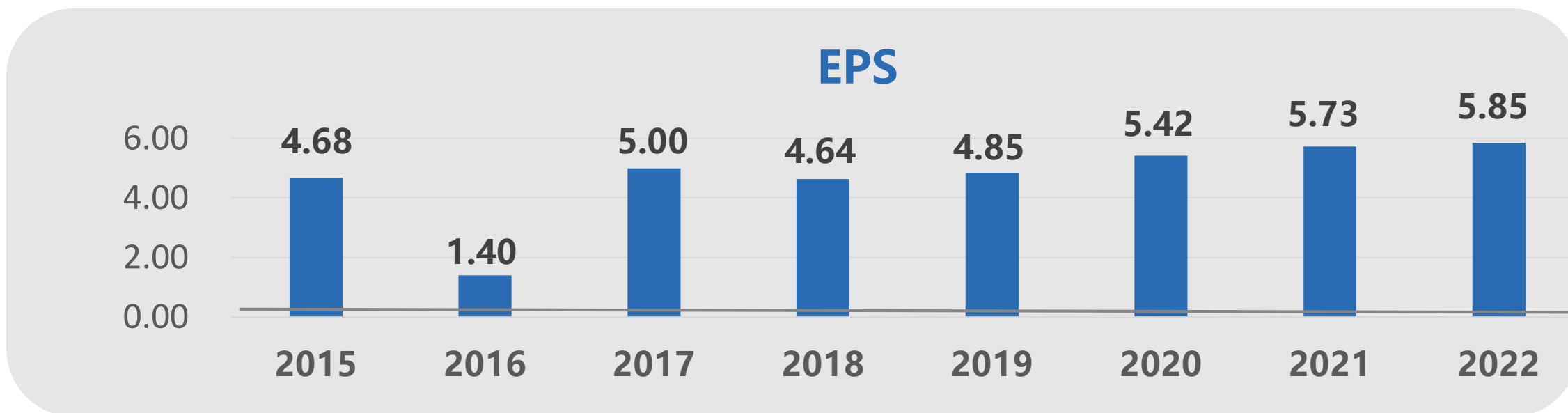
16%





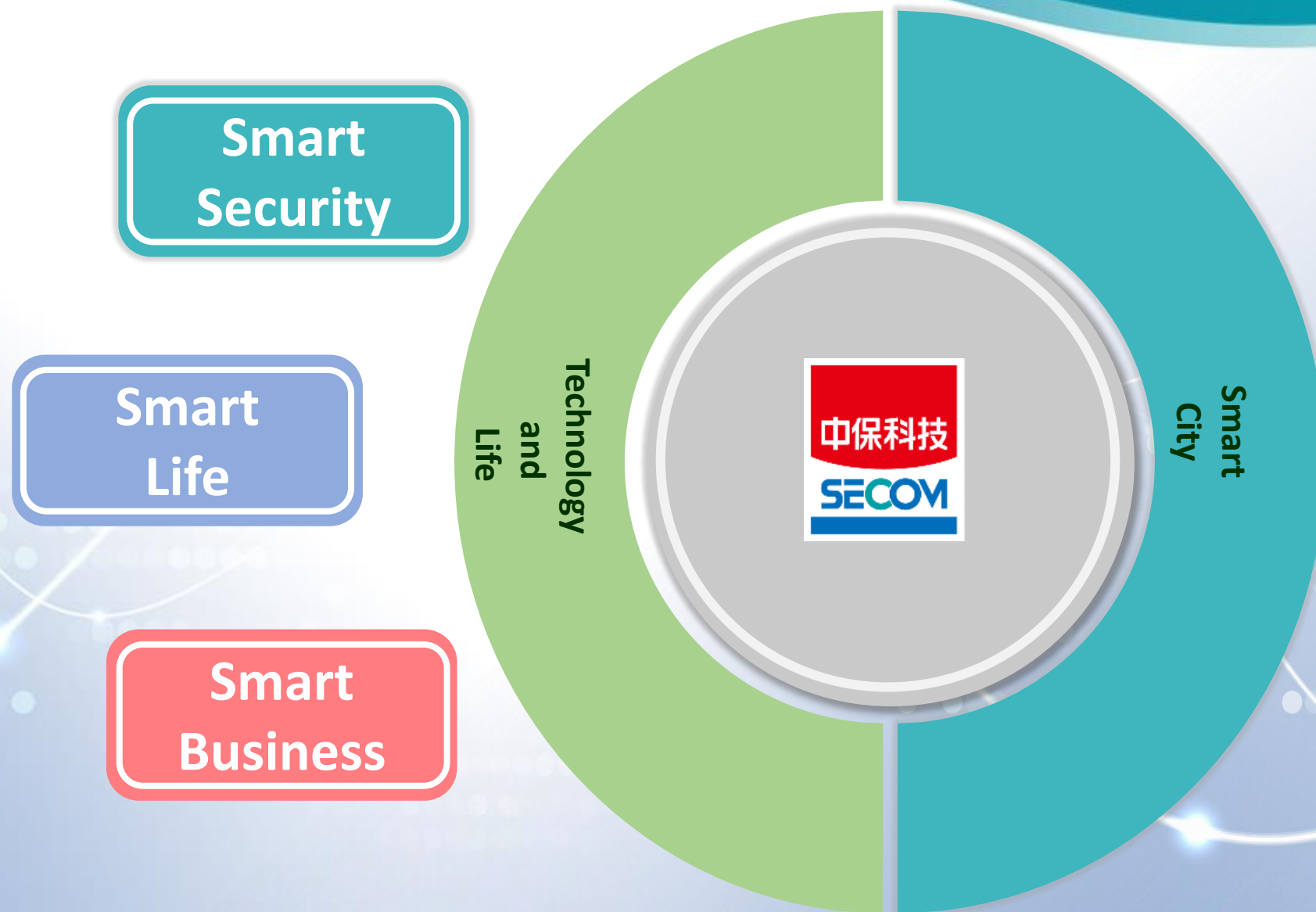
# High Dividend Payout Ratio

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





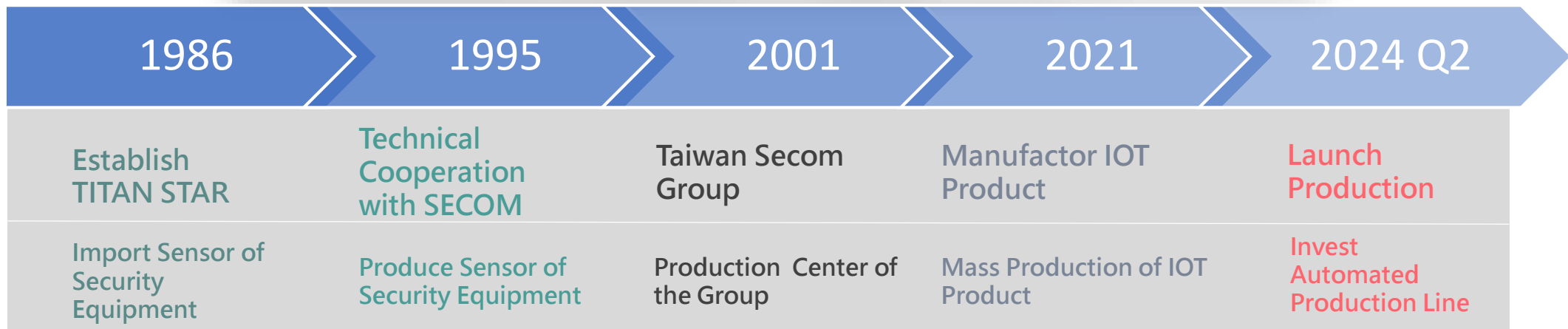
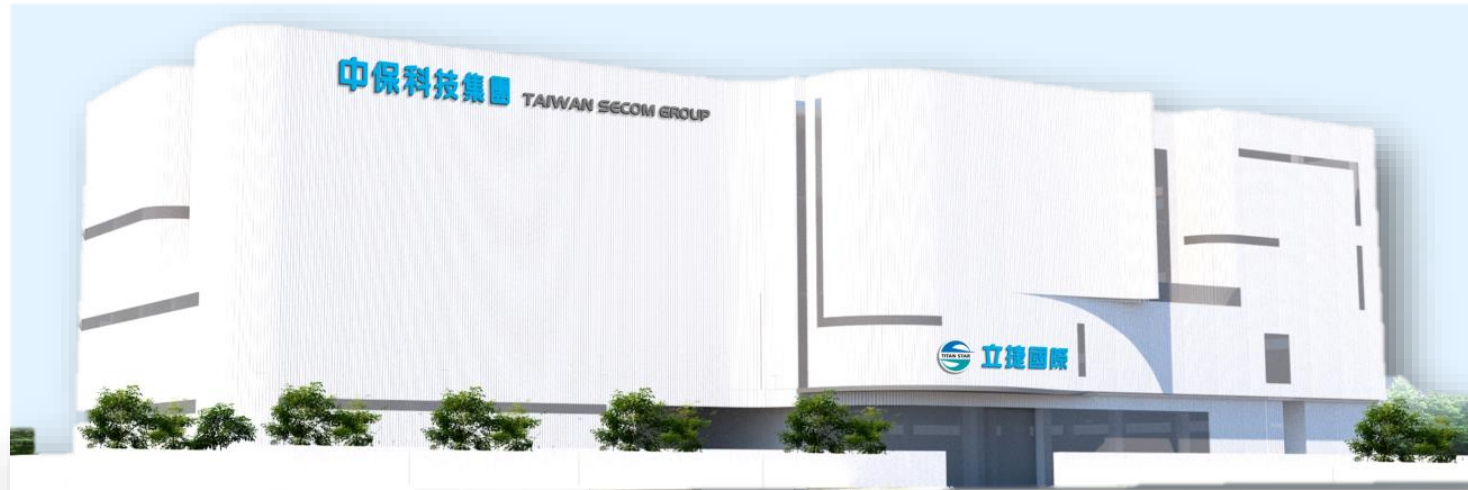
# Business Outlook





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

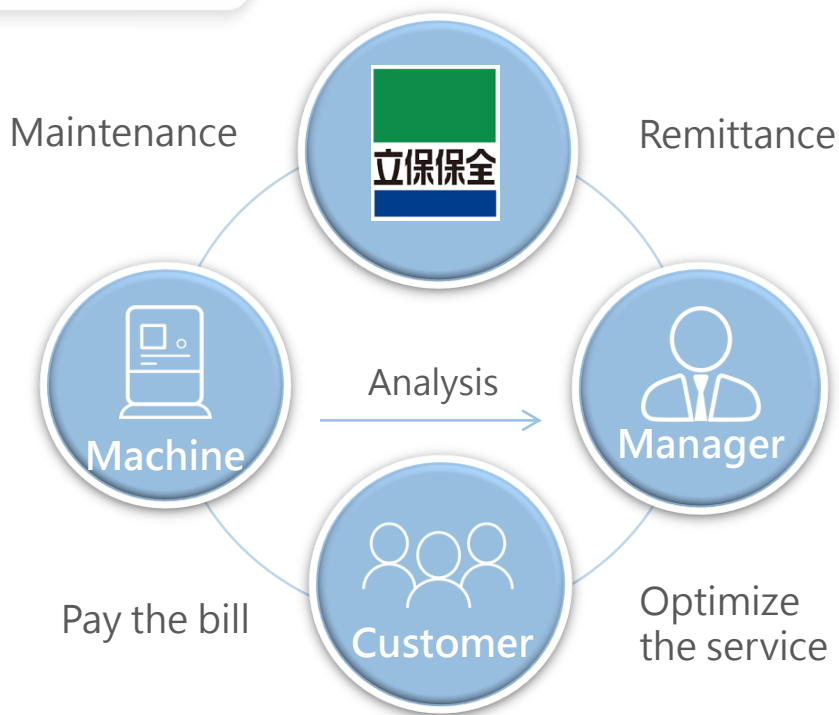
Number of Community	Number of House
952	15,958





# Smart Business - Fintech

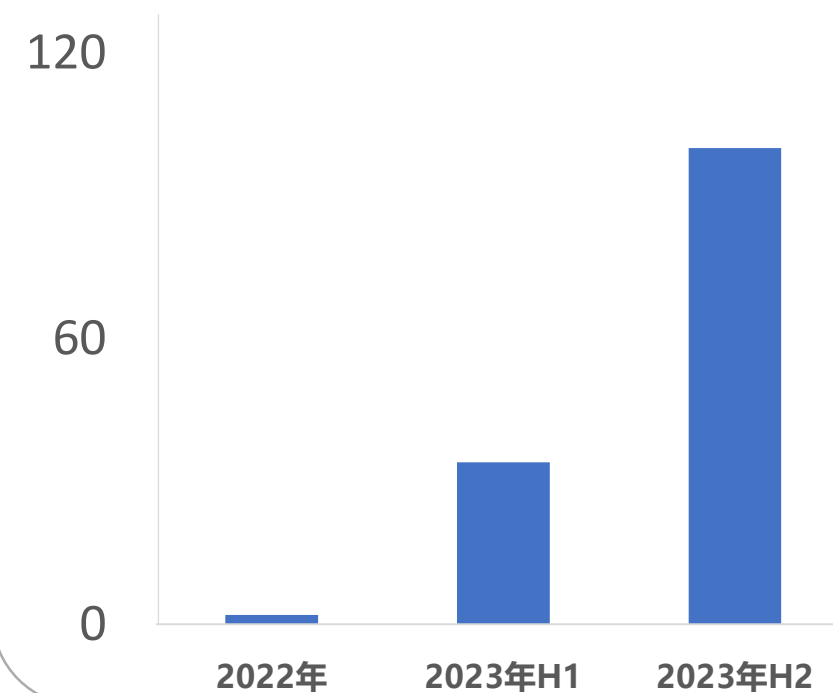
## Fintech



**Smart Deposit Machine**

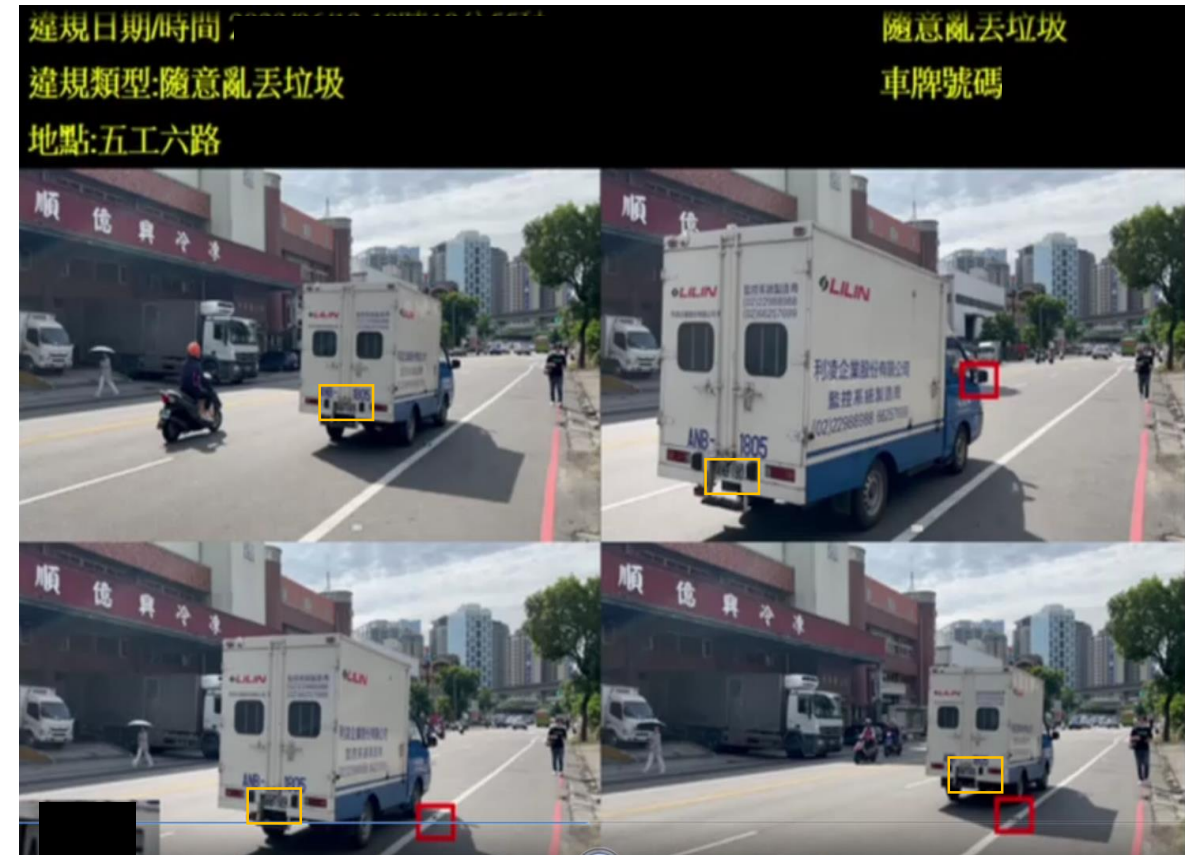
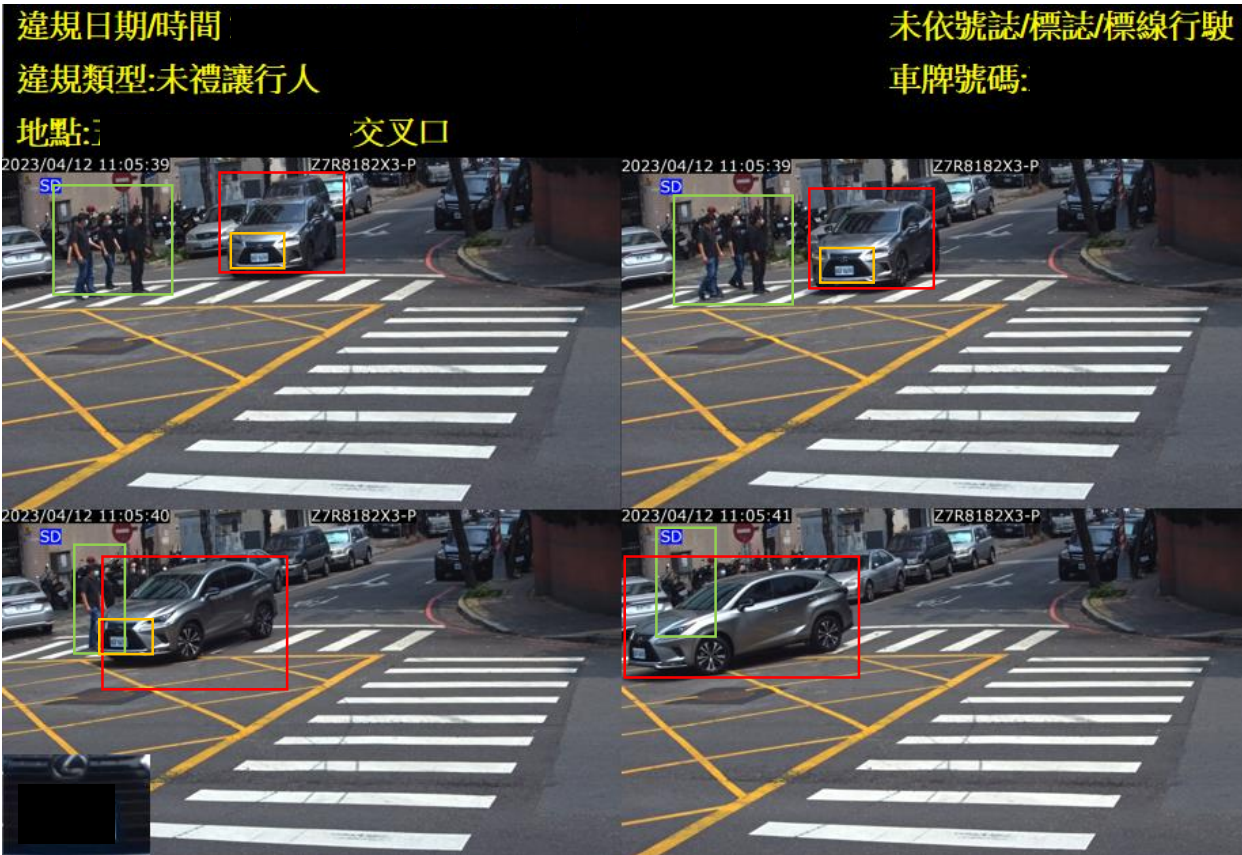


## Number of Smart Deposit Machine





# 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

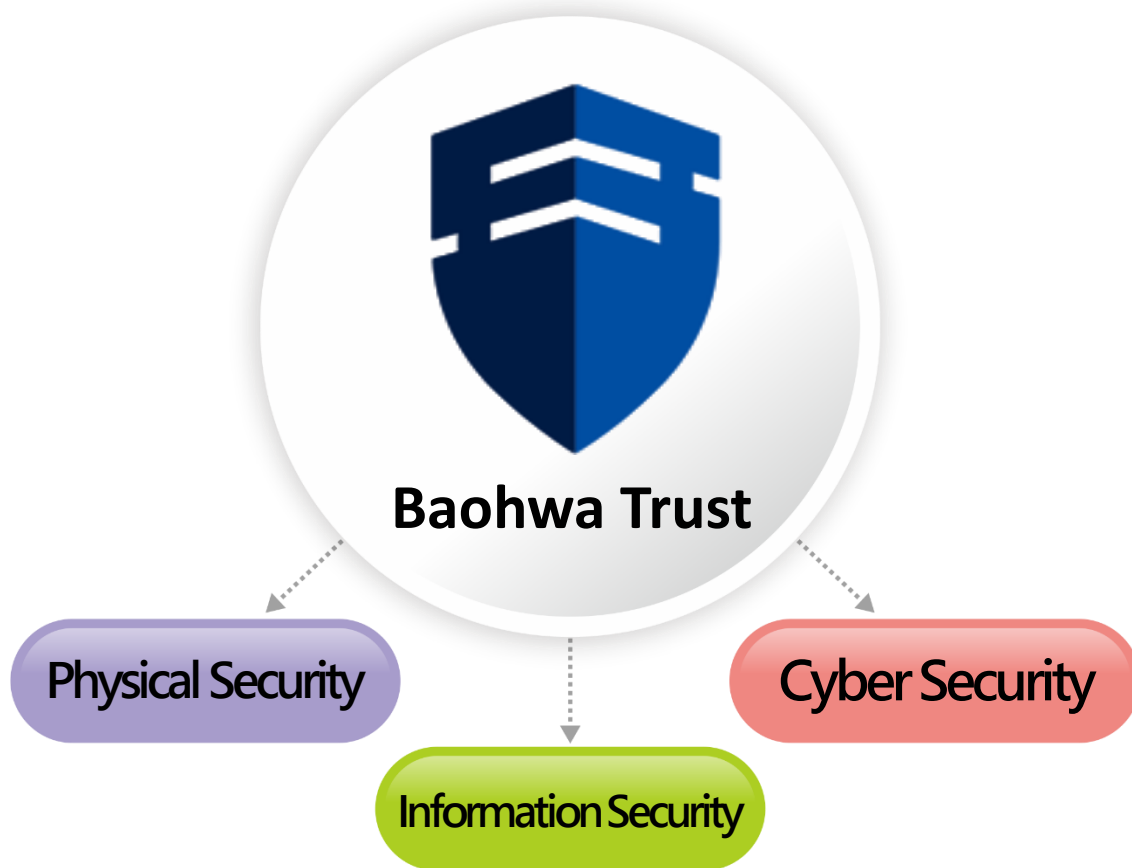
Serving more than **230,000** parking spaces across Taiwan with 20,000 underground sensors and **1,000** smart parking pillars.





# 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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