



中保科技集團

Investor Conference

2024 Q2

2024.09.24

Stock Symbol: 9917

Keynote Speaker: Frank Lin

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

- 01 Financial Results of Q2
- 02 Operational Focus of Q2
- 03 Business Outlook

Food, Medicine, Housing, Transportation, Entertainment through Taiwan Secom

食



復空食品

復興航棧



肉老媽

哈比人咖啡館



京瑛科技

開店快手

好店幫

住



中保好生活

史詩科技

國雍營造

睿信建設

國宇建材

國產建材實業

台北港埠通商

保華資安

Dr.ID

國昀保全

國雲樓管

國興保全

中保無限

保創科技

RAIXIN 睿信三輪

中保防災科技

惠普

立捷國際

潔菌家

SECOMVIEW

LUTRON

國雲保全

醫



立偉電子



中保健康家

中保保險經紀人

家庭守護

雲守護 i 照顧

行



Q車雲

國雲停車

泊車趣

國雲科技

miniBOND

車機群組定位管理系統

中保物流

立保保全

立保科技

博訊科技

育樂



林燈文教公益基金會

中興保全文教基金會

林孝信文化基金會

有戲娛樂

中保關懷社會福利基金會

樂到家

有戲娛樂

My Story, Our Victory

01 Financial Results of 2024 Q2

- Financial Statements of 2024 Q2
- Dividend Policy

Revenue, Gross Profit, Operating Profit, and Net Profit Margin all Increased



Income Statements

Unit: NT\$ M

	1H24	1H23	YoY	
Revenue	8,622	8,338	284	+3.42% ↑
Gross Profit	2,813	2,748	65	+2.40% ↑
Gross Margin	33%	33%		0%
Operating Expenses	1,435	1,396	39	+2.80%
Operating Expenses Rate	17%	17%		0%
Operating Profit	1,378	1,351	27	+1.98% ↑
Operating Margin	16%	16%		0%
Net Profit	1,436	1,266	170	+13.39% ↑
Net Profit Margin	17%	15%		2%

Balance Sheets

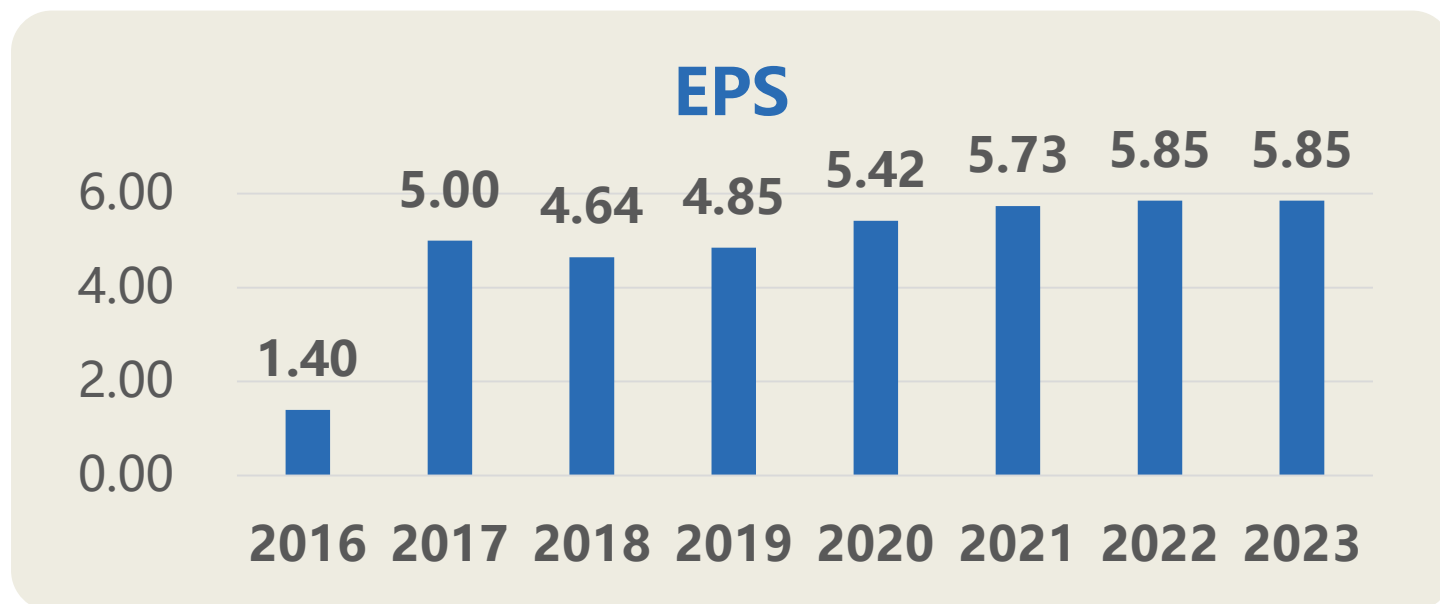


Unit: NT\$ M

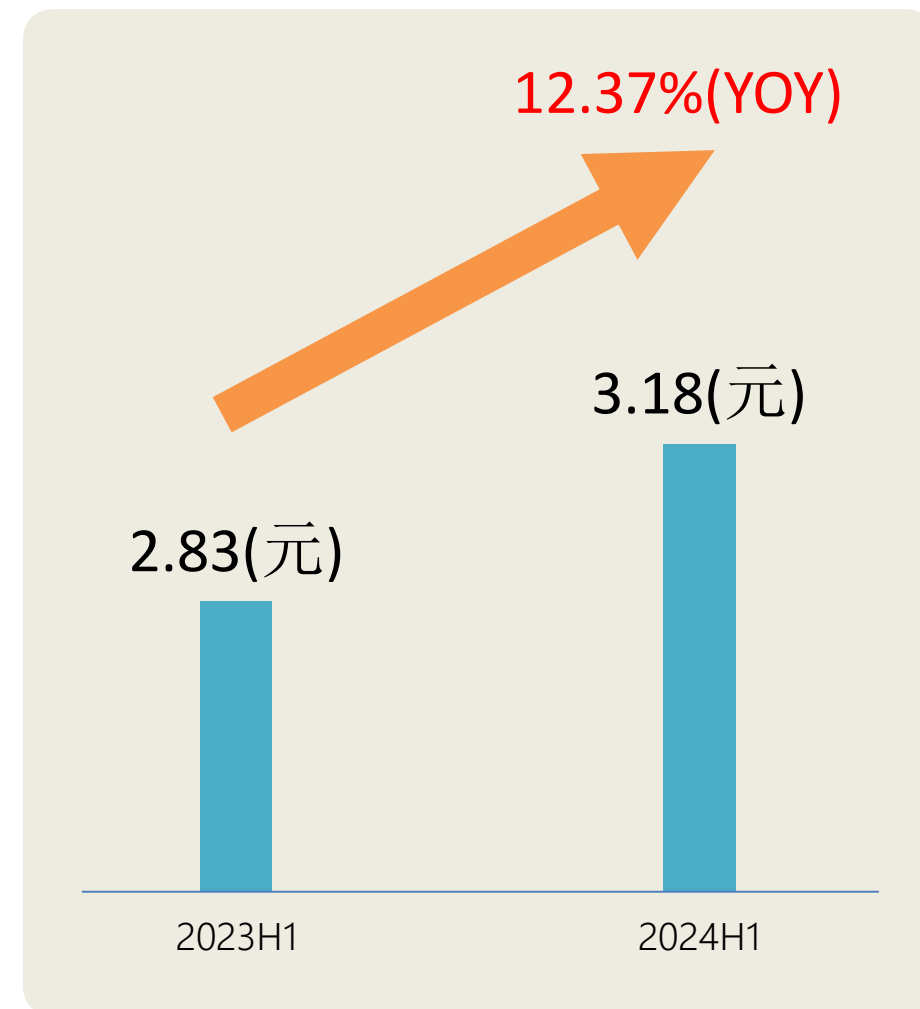
	2024 06.30	%	2023 06.30	%	YoY
Cash and Cash Equivalents	5,117	18%	5,259	20%	-3%
Investments accounted for using equity method	4,632	17%	4,158	16%	+11%
Property, Plant and Equipment	9,519	34%	8,884	33%	+7%
Total Assets	28,021		26,570		+5%
Long-term & Short-term Loans	5,339	19%	4,874	18%	+10%
Capital	4,512	16%	4,512	17%	+0%
Total Liabilities	15,862	57%	14,863	56%	+7%
Total Equity	12,159	43%	11,706	44%	+4%

High Dividend Payout Ratio

Year	2016	2017	2018	2019	2020	2021	2022	2023
Cash	3.5	4.0	4.0	4.0	5.0	5.0	5.0	5.2
Yield (%)	3.8	4.5	4.5	4.6	5.8	5.3	4.9	4.7
Pay Out Ratio (%)	250.0	80.0	86.2	82.5	92.3	87.3	85.5	88.9



EPS of H1



02 Operational Focus of 2024 Q2

1. Security System
2. Logistics
3. Dining Service

Three Highlights in Departments

Unit: NT\$ M

Departments	2024 H1	%	2023 H1	%	YoY		
Security System	3,112	36%	2,985	36%	127	4%	↑
Logistics	1,236	14%	1,156	14%	80	7%	↑
Dining Service	863	10%	769	9%	94	12%	↑



Business Outlook 1

Security System

Security System YOY Grows 4%, Benefiting from Demand for Smart Building Management



百戶社區管理費喊漲受不了 不撤掉 夜班保全：1年多噴5千



CTWANT

更新於 09月08日17:10 • 發布於 09月08日16:57

• 邱柏玟

追蹤



「撤夜班保全or漲管理費？」 他急求解：
1年多噴5000



▲示意圖，與本文無關。（圖／記者鄭郁庭攝）

基本工資將漲！社區管理費每年多噴5
千 住戶：實在hold不住

實習編輯 黃安昀 報導

🕒 2024/09/09 11:07



有社區面臨著撤掉夜班保全，和漲管理費的考慮。（示意圖／
shutterstock達志影像）

Building Management Fees Soar, AI Smart Building Management can Reduce Costs by 30%



Analyze

The average cost of
24 hour guard
per month is about 140,000

The average monthly cost of
Smart building management system
is about **15,000** to **50,000**

Reduce the fee of management
over 100,000 per month

With 50
houses
community as
an example

Strengths



管制中心 安全確認



守護中心 貼心關懷



客服中心 服務諮詢

Security System with Three Major Added Value Services

Cyber Security

保華資安
BAOHWA TRUST

立院通過個資外洩最高罰
1500萬

保華資安
ISO27001

防護設備

- 中小企業
- 家庭
- 公司行號

進階型 EW
Check point 1570
次世代防火牆
端點防護軟體EDR

標準型 EU
中保網路哨兵
端點防護軟體EDR

輕量型 UTM
中保網路哨兵

0800-22-11-95

- ★60分鐘內主動回應
- ★24小時內受理案件
- ★48小時內提供備用機

線上排查
資安產品詢問

技術
客服

資安
健診

滲透
測試

主機
弱點掃描

物聯網
資安

Legislative Yuan Approved Third
Reading on PIPA

Disaster Prevention



Image Management

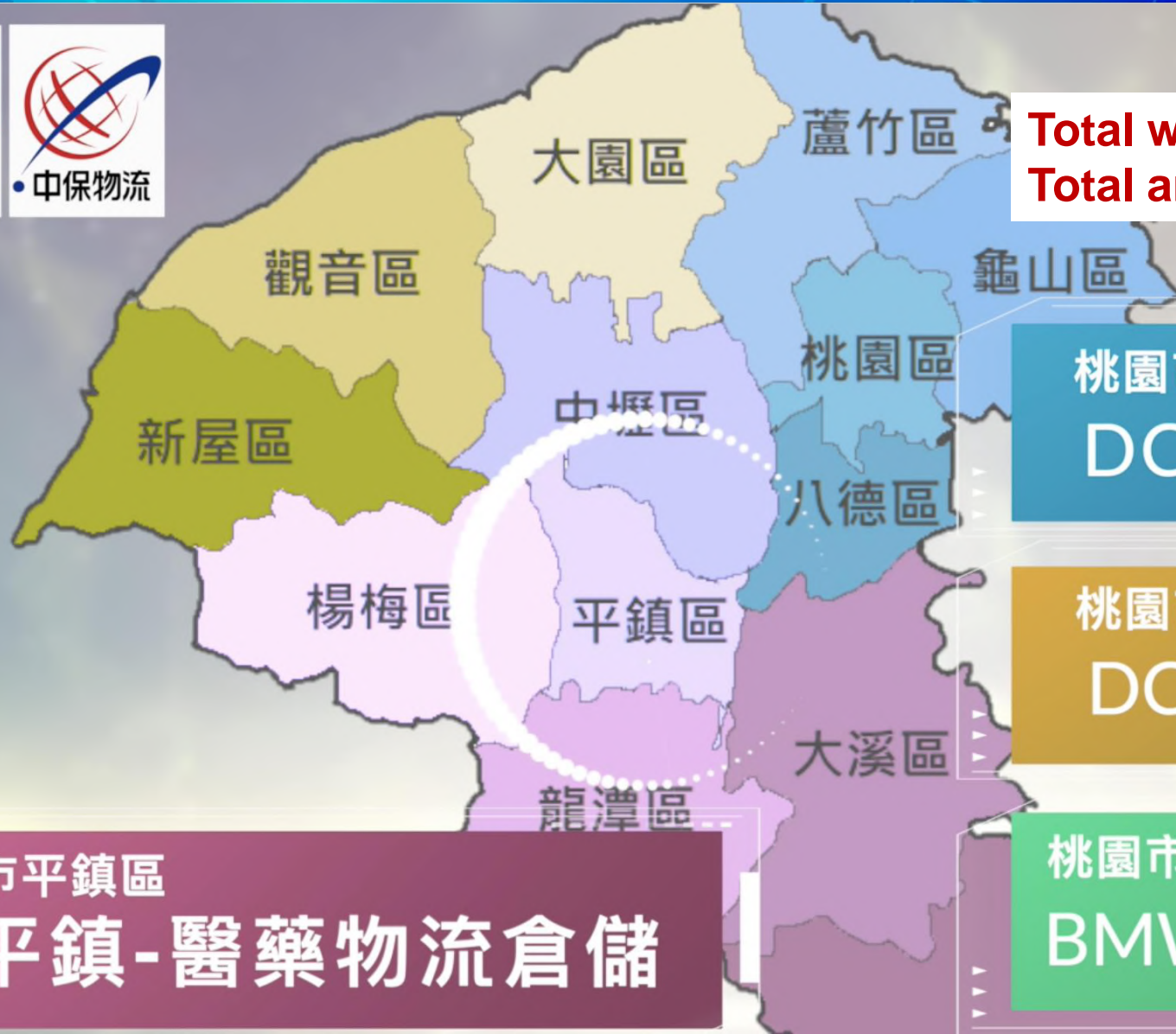




Business Outlook 2

Logistics

Logistics Construction is Equipped with AI Automatic Warehouse Management Services



Total warehouse space: 47,900 pallets
Total area: 20,255 square meters

桃園市蘆竹區

DC和平-貿易保稅倉儲

手機零件

桃園市蘆竹區

DC和平-電子科技倉儲

雞精、濾水器等

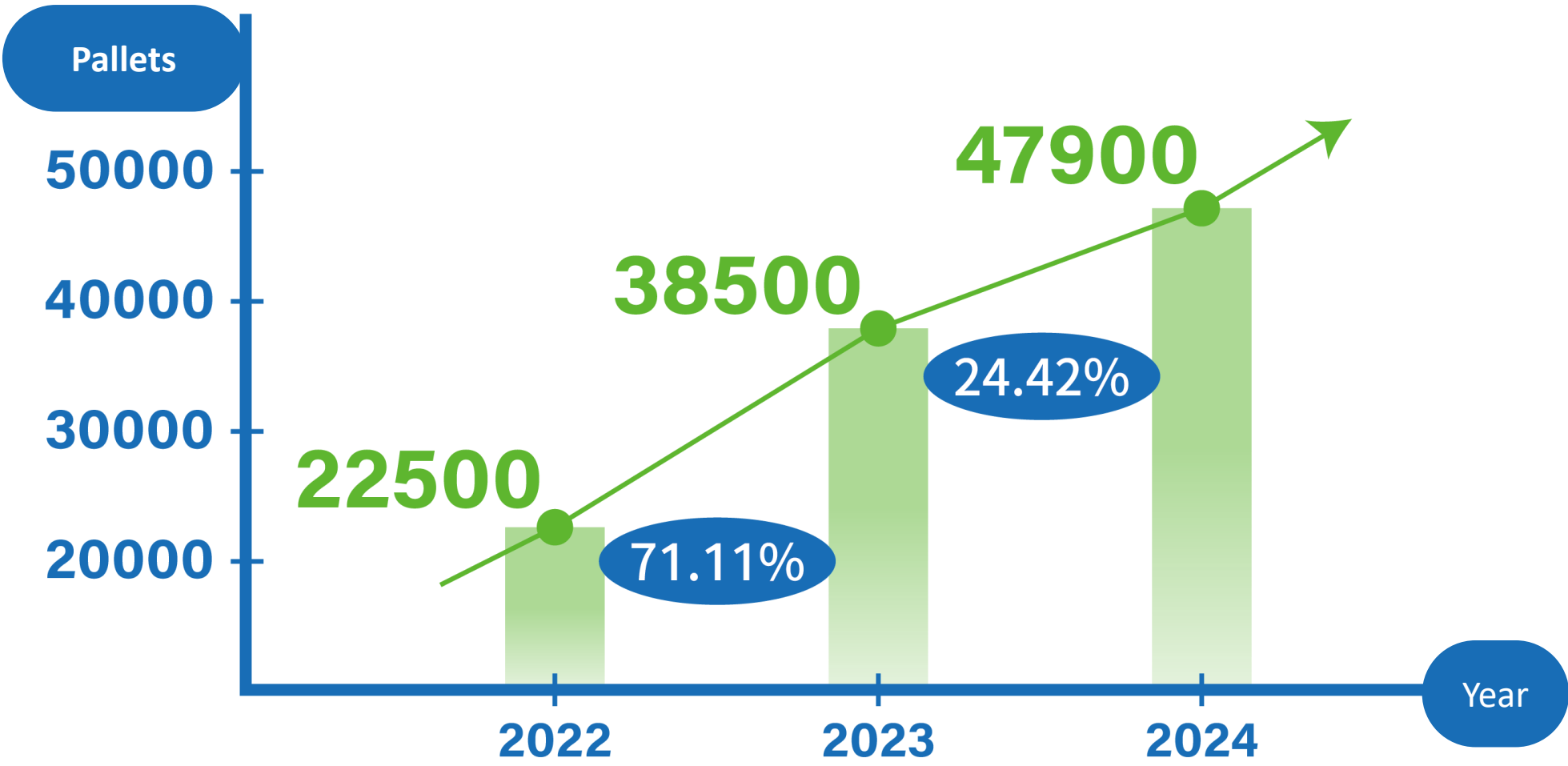
桃園市蘆竹區

BMW五福-生活精品倉儲

桃園市平鎮區

PC平鎮-醫藥物流倉儲

The Total Number of Warehouse Pallets has Grown in the Past Three Years



Demand of domestic consumer goods drives warehousing market momentum



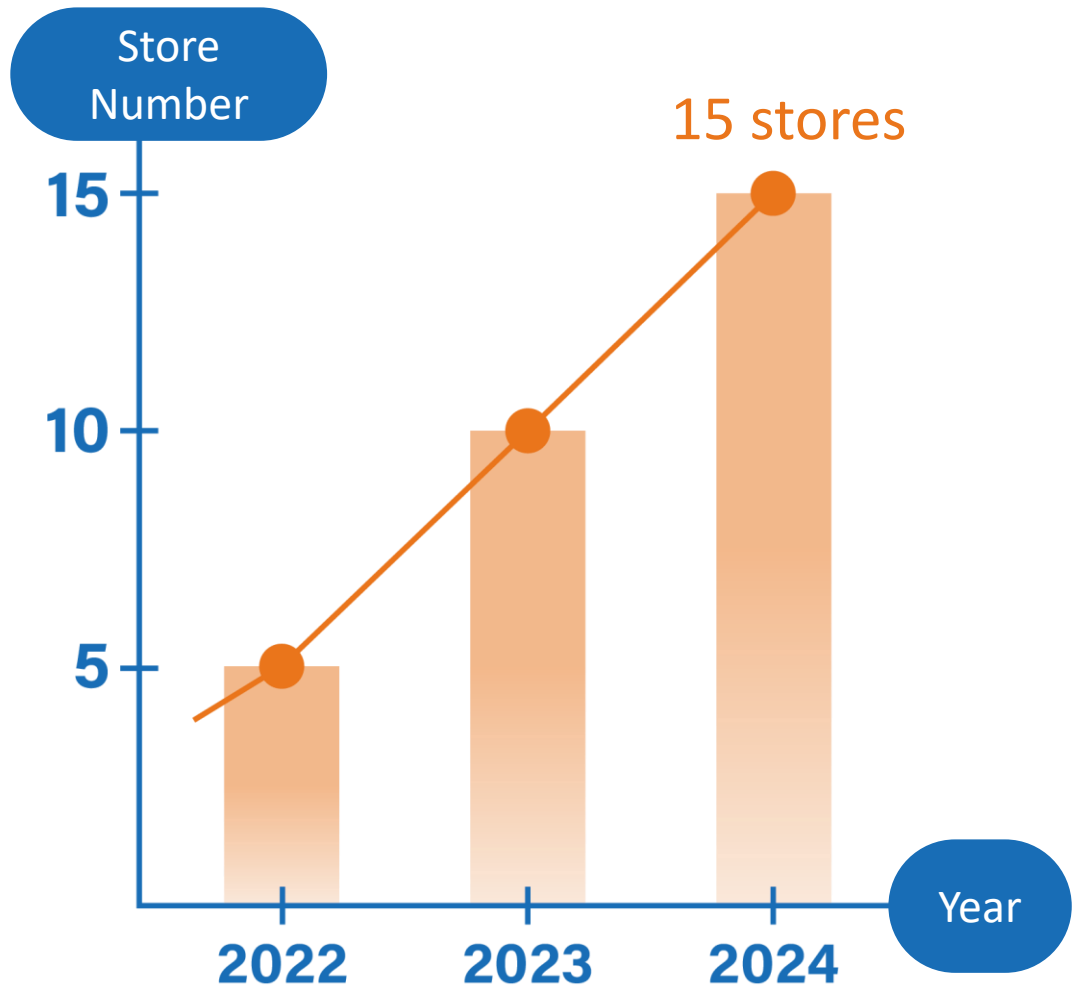
Business Outlook 3

Dining Service

Catering OEM Business Remains Stable, Self-owned Stores Gain Momentum



The number of stores has tripled in the past two years



Self-developed Products, Diverse and Exquisite, Enter the Household Market



Cloud Cake
Thousands of items
sold in total in first
three months



信運猴輕乳酪蛋糕
製作過程 大公開

03 Business Outlook

1. AI Smart Building
2. AI Smart Manufacturing
3. AI Smart Care

Three Major Growth Momentum

1.AI Smart Building



2.AI Smart Manufacturing



3.AI Smart Care





Business Outlook

AI Smart Building

Future Strategy

Two Major Business Growth



My Vita



G. Life



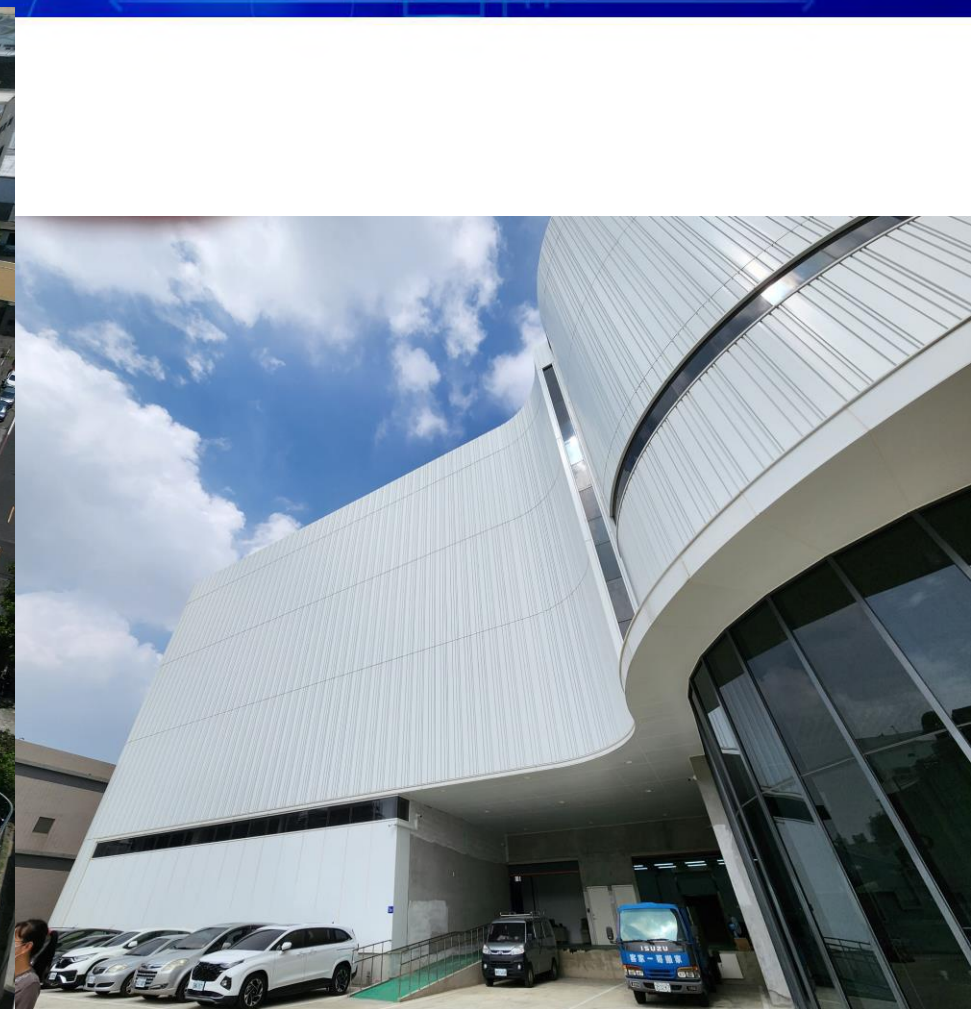
Business Opportunities through all channels





Business Outlook AI Smart Manufacturing

The First Security Industry in Taiwan Launches its AI Smart Manufacturing Center.



Introduction to the AI Smart Manufacturing Center



Land : 1295 pings
Area : 2950 pings

- ① ESG solar panels
- ② Automated production lines
- ③ Warehousing
- ④ Office facilities



Feature 1: Prime factory Location Allows For Quick Order Fulfillment.

Located 48 kilometers from Taoyuan Airport, approximately 41 minutes away.



41 分鐘 (48 公里)

Located 91 kilometers from Keelung Port, approximately 74 minutes away.



1 小時 14 分鐘 (91 公里)



Feature 2: Certified with National Quality Control and Cyber Security Certifications.



ISO14001

Environmental
Management System.



QC080000

Toxic Substance
Management System.



ISO9001

Quality Management
System.



NCC Radio

FrequencyTelecommunications Operation
License(Approval will be based on written
documents after 2023).

Feature 3: Professional AIoT Local Manufacturing.



1

Specialized Factory for Secure Communications

Telephone lines, dedicated lines, modems
ADSL, GPRS, 4G5G, satellite positioning GPS.

2

Venturing into the IoT industry

5G, RF, ZB, WiFi Smart Home, Smart HealthIoT
Application Platform.

3

Small-batch, diverse production. System assembly. Flexible shipping.

4

Green Manufacturing

Solar power generation system, green parking lot.



Feature 4: AI robotic arms enable 24-hour precise operation on the production line.



Saves nearly 10 times the labor hours (using sensors as an example).

Human: 2 minutes
Machine: 15 seconds



Taiwan Secom will Venture into the New Field of Electronic Manufacturing Services, Implementing Localized MIT Production.



- Introducing automated production lines with a 70% self-manufactured product capacity.**
Investing in automation equipment to build upon Taiwan Secom's output, aiming to become a professional IoT manufacturer with large-scale production capabilities.
- Transitioning into the electronic manufacturing sector**
Introducing SMT equipment for in-house use to explore new business opportunities.
- Expanding horizons to align with new product trends, with 30% of production capacity dedicated to contract manufacturing.**

IoT OEM

Telecommunications
OEM

Exploring New
Trends in OEM





Business Outlook

AI Smart Care

Taiwan's Super-Aging Era: Taiwan Secom's Strategic Move in the Longevity Business.



Seven counties and cities in Taiwan have entered the super-aging society ahead of schedule.

04:10 2024/09/18 | 中國時報 | 崔慈憐、蔡佩珈



國發會預估明年台灣將進入超高齡社會。不過至今年8月，嘉義縣、台北市、南投縣、雲林縣、屏東縣、花蓮縣及基隆市已提前進入超高齡社會。（本報資料照片）

2024.09.18

Percentage of elderly individuals aged 65 and above in various counties and cities.

Unit: %

新北市	▶18.64	雲林縣	▶20.91
臺北市	▶22.67	嘉義縣	▶22.88
桃園市	▶15.58	屏東縣	▶20.64
臺中市	▶16.28	臺東縣	▶19.82
臺南市	▶19.29	花蓮縣	▶20.30
高雄市	▶19.62	澎湖縣	▶19.53
宜蘭縣	▶19.66	基隆市	▶20.91
新竹縣	▶14.30	新竹市	▶15.16
苗栗縣	▶19.25	嘉義市	▶18.82
彰化縣	▶19.18	金門縣	▶17.85
南投縣	▶21.42	連江縣	▶15.55

註：紅字縣市為超高齡社會
資料來源：內政部

Less than 20% of Solo Elderly Receive Rescue Services; the Emergency Rescue Market still Holds Significant Growth Potential.



Installation rate of emergency bells for solitary elderly individuals is below 20% in 11 counties and cities.



記者賴昀岫／台北報導

2024年9月18日 週三 上午6:31



Emergency rescue devices for solitary seniors have an installation rate of less than 20% in various counties and cities.

南投	5.80%
苗栗	9.20%
雲林	10.70%
屏東	11.40%
澎湖	11.60%
宜蘭縣	11.80%
嘉義市	12.5%
新竹縣	13%
台東	17.00%
高雄市	17.60%
嘉義縣	18.10%

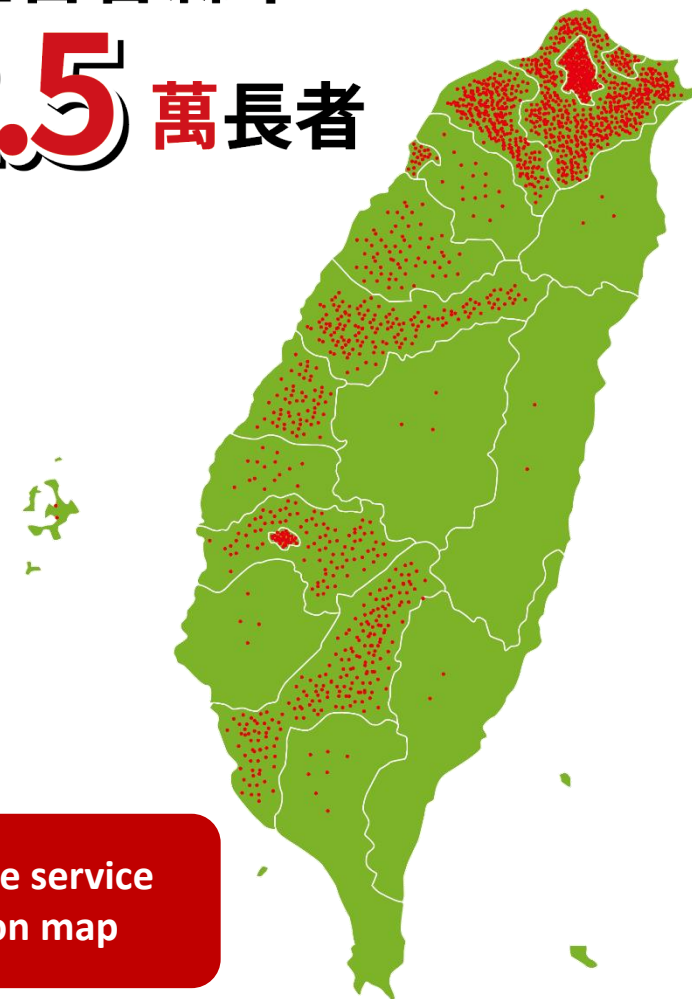
Taiwan Secom's Smart Care has Reached a Cumulative Total of 25,000 Elderly Individuals.



Three Major Features

- First to create an AI model for elderly activity patterns
- 24-hour care center providing proactive support
- 2023 SNQ National Quality Award

守護全台各縣市
累計 **2.5** 萬長者



National case service
Distribution map

Smart Care: Six Innovative Service Advantages.



Smart Care Hub

Portable SOS Button

Smart Sensors

Fall Detection Device

Outdoor 4G
Positioning Emergency
Call Watch

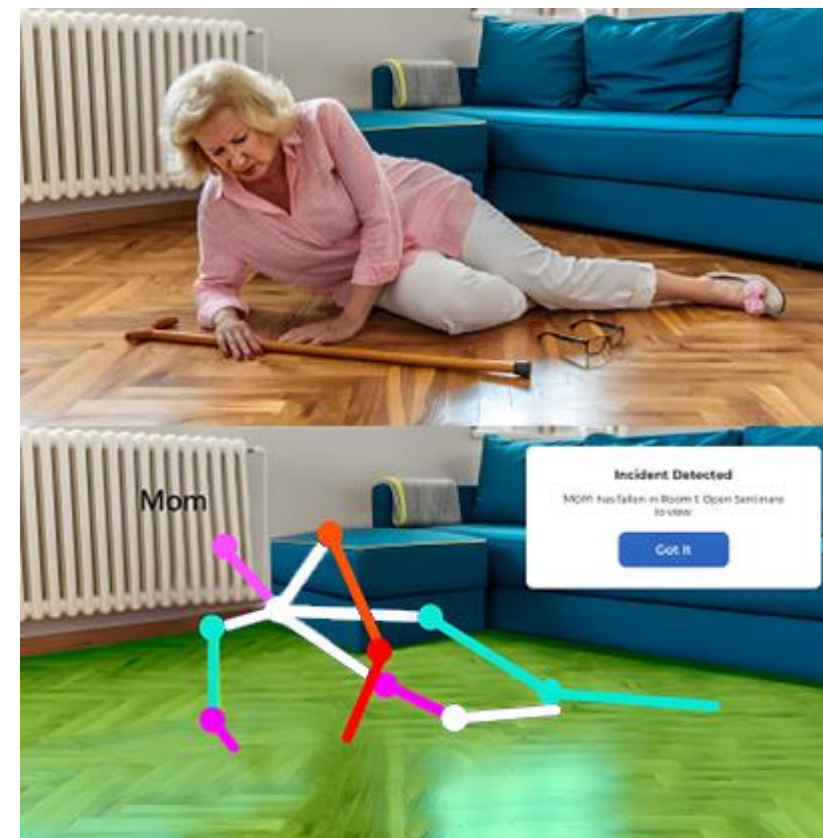
Future Development: AI Smart Image Analysis with Respect for Elderly Privacy.



1. Monitors fall postures through camera lenses with high accuracy.
2. Captures only the human skeletal structure to avoid privacy issues.
3. Can record home activity levels and alert for unusual occurrences at home.



非凡新聞 熱顯像跌倒偵測! AI系統有緊急意外即時通報



溫濕度控制器



守護按鈕



家電控制器



生活動態感知器



PM2.5偵測器



CO偵測器



永續、領航、新未來
WE ARE THE FUTURE