



中保科技集團

# Investor Conference 2024 Q3

2024.12.11

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
- 02 Operational Focus
- 03 Business Outlook



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

## 食



復空食品  
復興航棧  
肉鬆廠  
咕咕仔人壽保險

永潤食品  
京瑛科技  
開店快手  
好店幫

## 醫



立偉電子  
家庭守護  
AED My Care  
雲守護 | 照顧  
中保健康家  
中保保險經紀人

## 住



中保好生活  
史詩科技  
國雍營造  
睿信建設  
國宇建材  
國產建材專業  
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

## 行



Q車雲  
國雲停車  
泊車趣  
ParclHere  
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

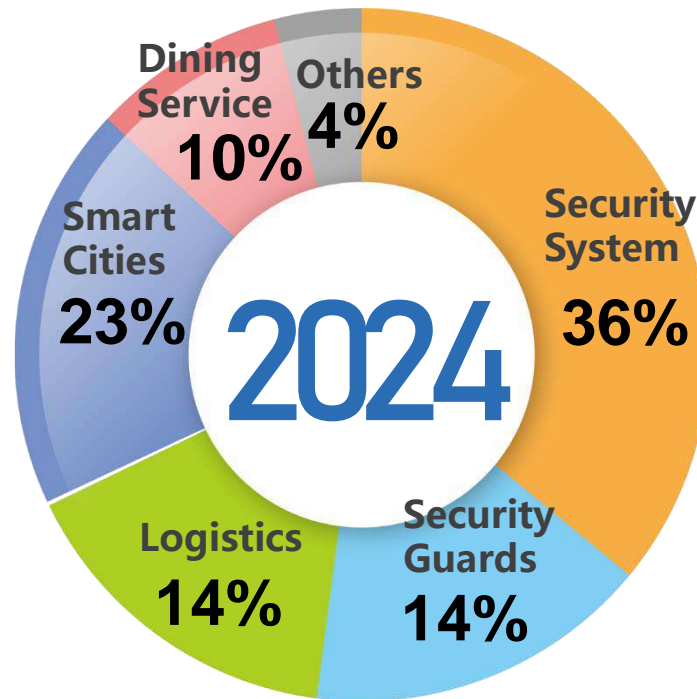
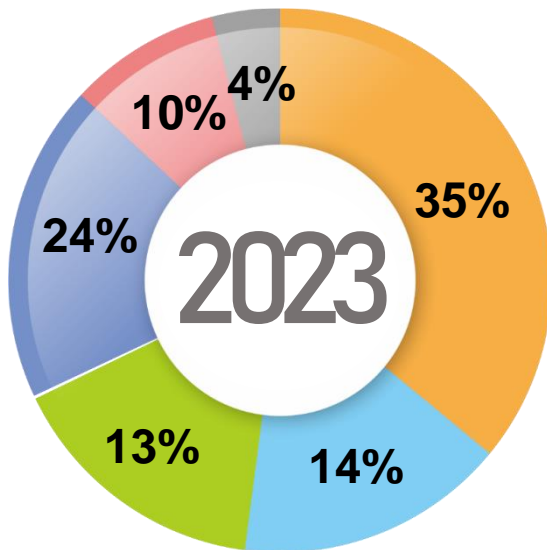
## 育樂



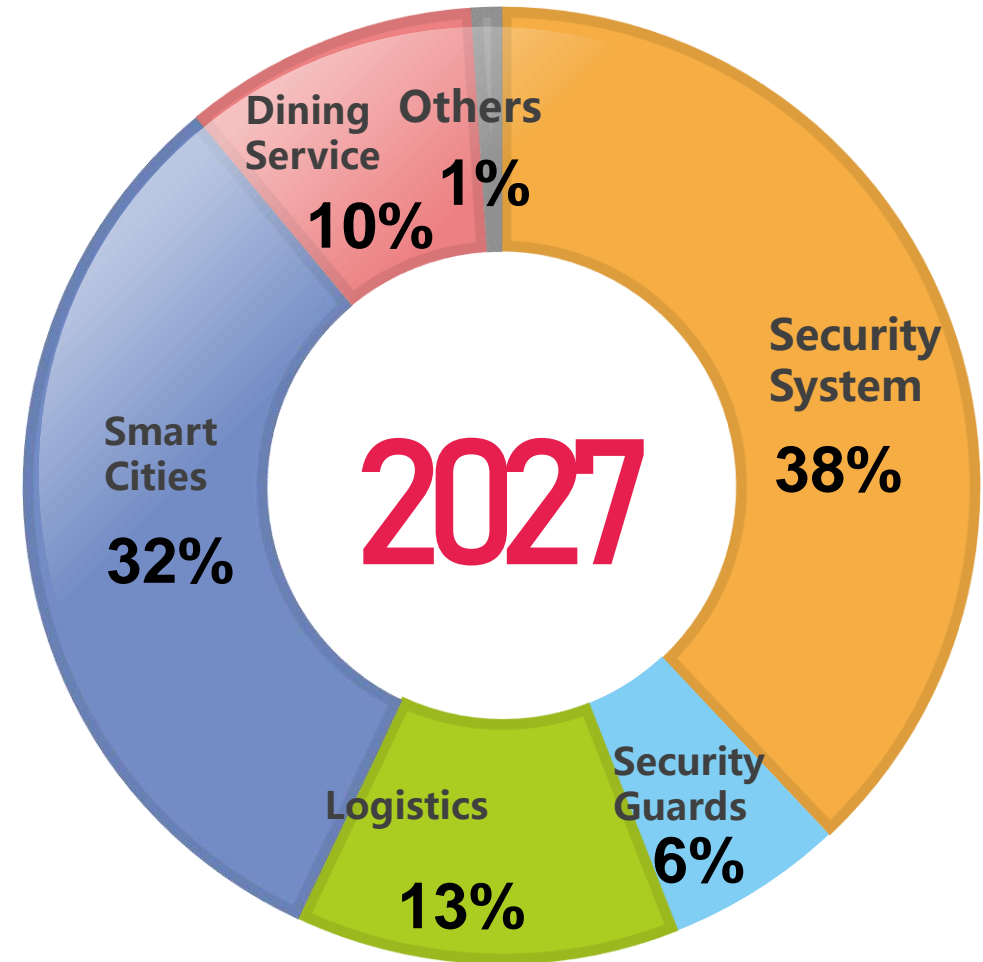
林煒文教公益基金會  
中興保全文教基金會  
林孝信文化基金會  
中保關懷社會福利基金會  
樂到家  
有戲娛樂  
My Story, Our Victory

# Five Departments of Taiwan Secom

## Revenue Distribution



Q3 cumulative revenue share



01

# Financial Results of 2024 Q3



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



## Income Statements

Unit: NT\$ M

	2024 Q1-Q3	2024 Q1-Q3	YoY	
Revenue	13,090	12,625	465	+3.69% ↑
Gross Profit	4,268	4,154	114	+2.73% ↑
<b>Gross Margin</b>	<b>33%</b>	<b>33%</b>		<b>0%</b>
Operating Expenses	2,184	2,132	52	+2.46%
Operating Expenses Rate	17%	17%		0%
Operating Profit	2,083	2,022	61	+3.03% ↑
<b>Operating Margin</b>	<b>16%</b>	<b>16%</b>		<b>0%</b>
Net Profit	2,171	1,930	241	+12.48% ↑
<b>Net Profit Margin</b>	<b>17%</b>	<b>15%</b>		<b>2%</b>

# Balance Sheets



Unit: NT\$ M

	2024.09.30	2023.09.30	YoY
Cash and Cash Equivalents	5,063	4,506	+12%
Investments accounted for using equity method	4,777	4,265	+12%
Property, Plant and Equipment	9,601	8,948	+7%
<b>Total Assets</b>	<b>27,650</b>	<b>25,843</b>	<b>+7%</b>
Long-term & Short-term Loans	6,576	5,065	+30%
Capital	4,512	4,512	+0%
<b>Total Liabilities</b>	<b>14,830</b>	<b>13,495</b>	<b>+10%</b>
<b>Total Equity</b>	<b>12,820</b>	<b>12,347</b>	<b>+4%</b>



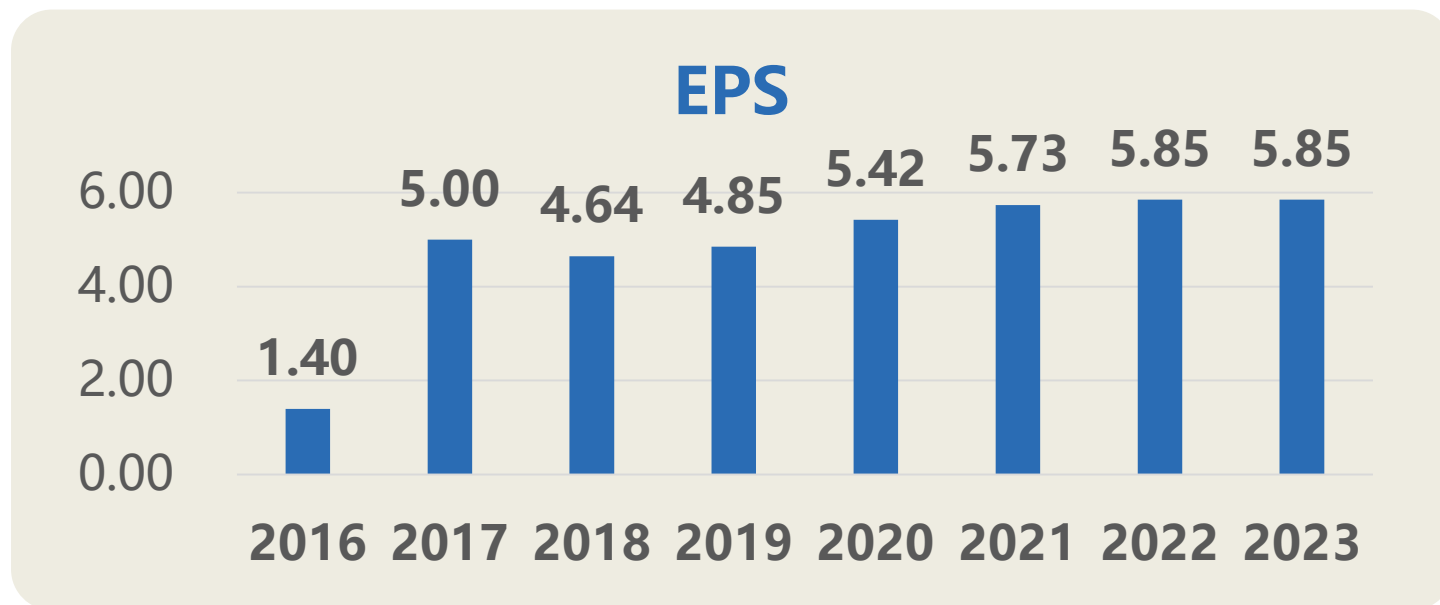
# Three Highlights in Departments

Unit: NT\$ M

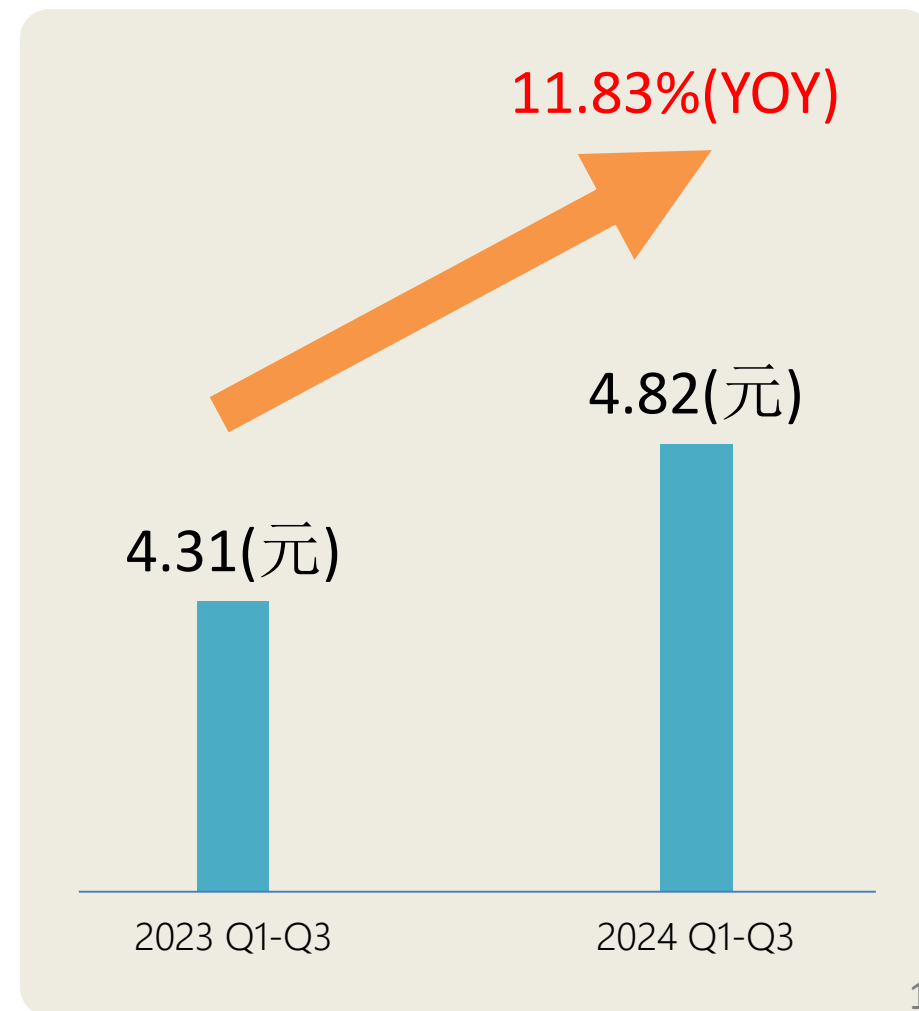
Departments	2024 Q1-Q3	%	2023 Q1-Q3	%	YoY		
Security System	4,699	36%	4,503	36%	196	4%	↑
Logistics	1,855	14%	1,739	14%	116	7%	↑
Dining Service	1,307	10%	1,205	10%	102	8%	↑

# 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 Q1-Q3



02

# Operational Focus of 2024 Q3



# **Business Outlook 1**

# **Security System**



# 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: 進階型 EW
- 家庭: 標準型 EU
- 公司行號: 經量型 UTM

Check point 1570  
次世代防火牆  
雲端防病毒EDR

中保網路戰兵  
雲端防病毒EDR

中保網路戰兵

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  
資安產品諮詢

技術  
客服

資安  
健診

滲透  
測試

主機  
駭點掃描

物聯網  
資安

Legislative Yuan Approved Third  
Reading on PIPA

## Disaster Prevention



## Image Management







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

**24/7 Security Guard**  
**Average Monthly cost:**  
**Approximately 140,000**

**Smart Building Management System**  
**Average Monthly Cost: Approximately**  
**15,000 to 50,000**

**Save on Community**  
**Management Expenses**  
**Over 100,000 per Month**

Taking a 50-  
household  
as an example



Control center and Safety  
verification



Guard center and Thoughtful care



Customer service center and service  
consultation

## Three Major Advantages



# **Business Outlook 2**

# **Logistics**



# Logistics Construction is Equipped with AI Automatic Warehouse Management Services



**Total warehouse space: 47,900 pallets**  
**Total area: 20,000 ping**

LuZhu District, Taoyuan City  
DC HePing - Trade Bonded Warehouse

LuZhu District, Taoyuan City  
DC HePing -Electronic Technology Warehouse

cellphone

LuZhu District, Taoyuan  
BMW Wufu - Household Goods Warehouse

Chicken essence,  
water filters, etc

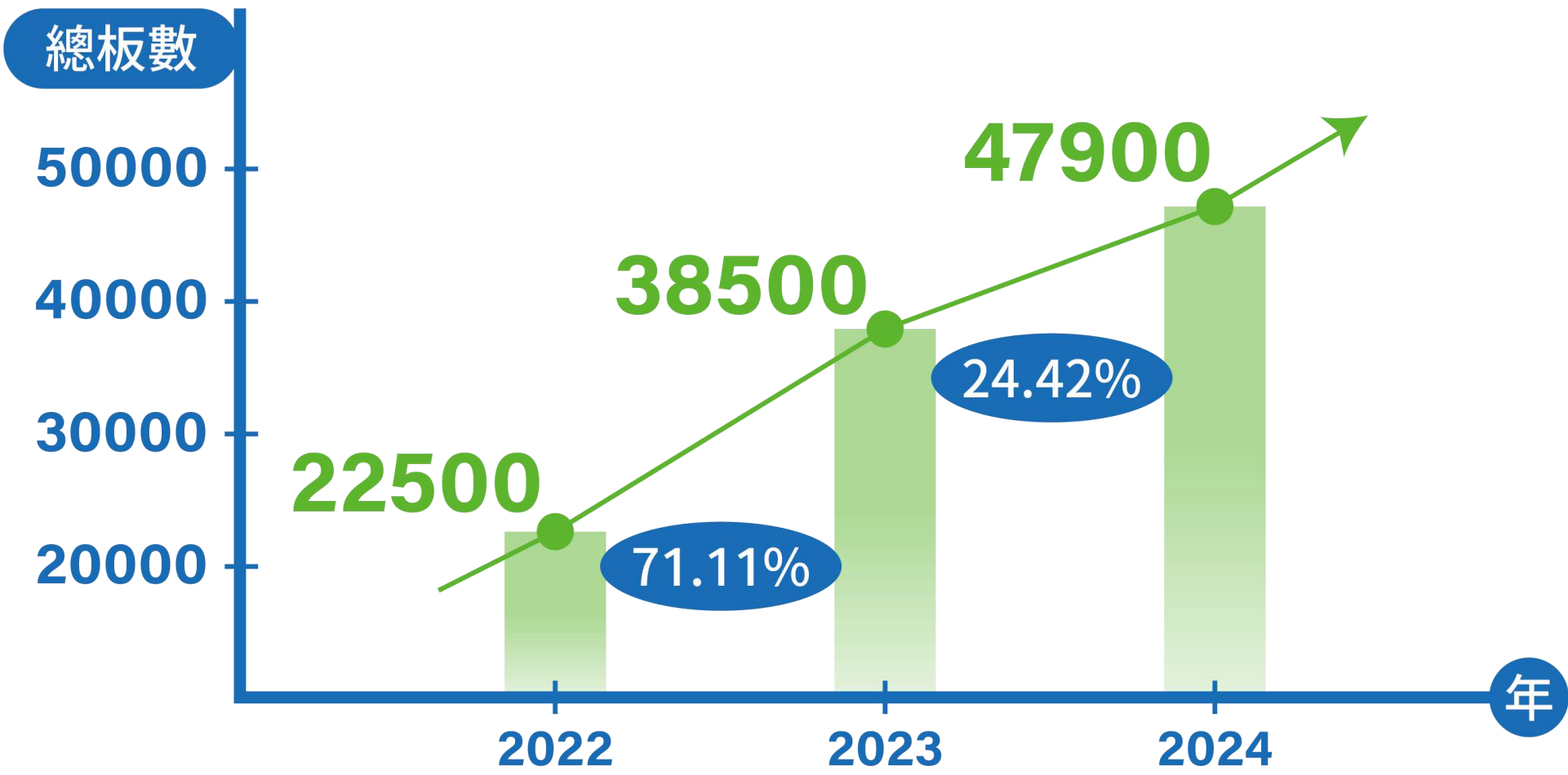
LuZhu District, Taoyuan City  
PC Pingzhen - Pharmaceutical Logistics Warehouse







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



Demand of domestic consumer goods drives warehousing market momentum



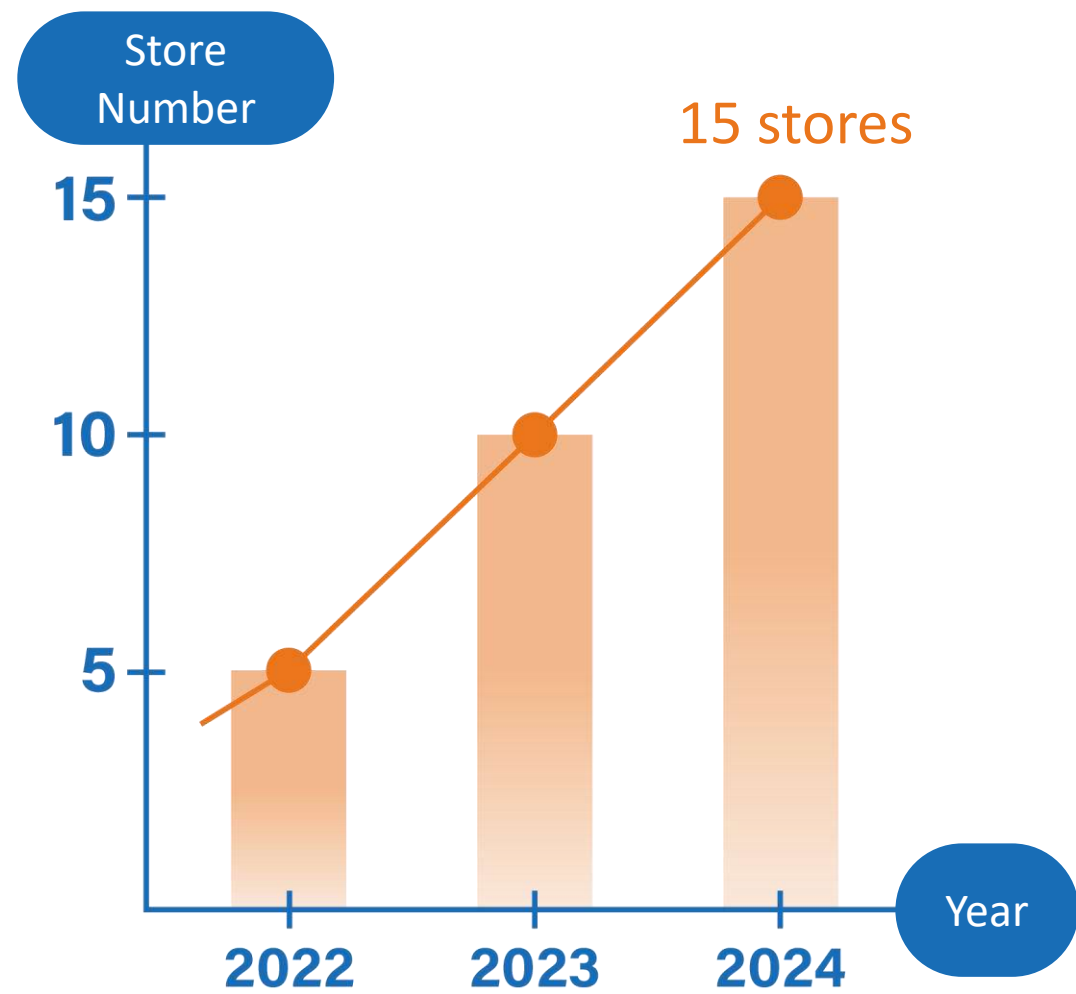
# Business Outlook 3

# Dining Service

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



The number of stores has tripled in the past two years





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



復興航棧  
TransAsia Bakery

最牛廚人競賽入選名單

2024 最牛嚴選  
調理包紅燒組 **Top10**

2024最牛嚴選  
紅燒組 **Top10**



御廚牛雙寶麵



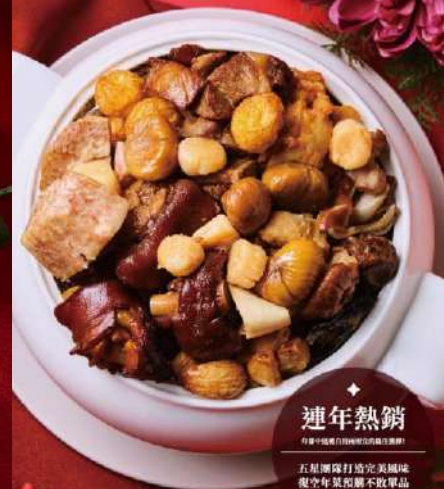
Beef noodle soup meal  
kits sell over 10,000  
packs per month



New Year's Eve meal  
pre-orders begin,  
expected to boost  
revenue

復興航棧  
TransAsia Bakery

牛肝菌鮑魚佛跳牆  
Buddha's Temptation



連年熱銷

五星禮遇打造完美風味  
獲全年業績開不敗單品



03

# Business Outlook



**Business Outlook**

**AI Smart Guard**

# Taiwan Secom Assists in Protecting Shohei Ohtani's Ball with AI Surveillance Technology and Security Services



**AI Integration**

**AI Image Recognition  
System**

**Security Guard**

**24/7 Connected  
Protection System**



# AI Smart Building Management Integrated with Disaster Prevention Market



24小時保全  
系統連線服務



兩次現場  
教育訓練



適用多數小客車



火場使用後免費換新





# Business Outlook Smart Technology Park



# Business Opportunity 1: Trump 2.0 High Tariffs - Demand for Taiwanese Business Return and Factory Management Rises



圖片來源：路透社

川普2.0台廠首要難題來了 中經院：第二次供應鏈移轉

**Trump 2.0's Biggest Challenge for Taiwanese Manufacturers**  
**National Chengchi University: Second Wave of Supply Chain Relocation**



**Trump 2.0 High Tariffs Hit Vietnam as Well**  
**Demand for Land in Industrial Zones Rises as Taiwanese Businesses Return**

## 川普2.0再掀台商回流 學者：全球貿易量大減+供應鏈重組



周刊王CTWANT | 林孜軒  
2024年12月1日 週日 下午3:52



學者認為美國對外國課高關稅，台灣將面臨很大的衝擊。(圖／報系資料庫)

**Trump 2.0 Triggers a Wave of Taiwanese Businesses Returning**  
**Experts: Global Trade Volume Drops Significantly and Supply Chain Reshuffling**

## 川普2.0高關稅越南也遭殃 台商回流工業區土地需求增

本文共615字



2024/11/27 12:25:33

經濟日報 記者全澤磐/即時報導

美國共和黨總統當選人川普預告明年上任後，將對墨西哥及加拿大課徵25%關稅，牽動供應鏈全球重新布局，恐衝擊台商必須加速分散風險；台灣金聯公司代理董事長郭文進表示，海外廠商的工業用地需求目前看來有增加趨勢。





# **Business Outlook AI Smart Manufacturing**



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





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

1. **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.
2. **Transitioning into the electronic manufacturing sector**  
Introducing SMT equipment for in-house use to explore new business opportunities.
3. **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



# 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.



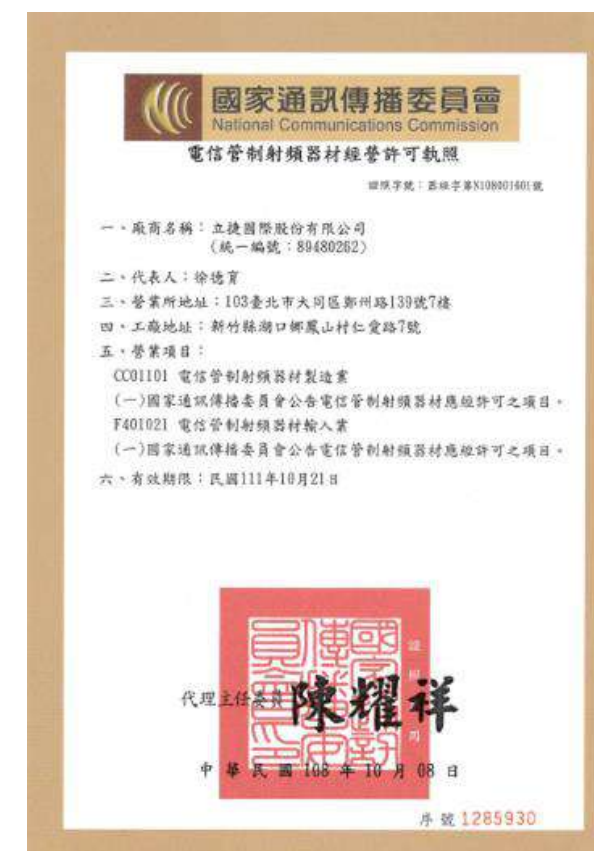
QC080000

Toxic Substance Management System.



ISO9001

Quality Management System.



NCC Radio

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



## Feature 3: 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





# Three Key Services will lead on Revenue Growth Driving

## 1.AI Smart Guard



## 2.AI Smart Technology park



## 3.AI Smart Manufacture





**永續、領航、新未來**  
**WE ARE THE FUTURE**