

C o m p r e h e n s i v e S m a r t L i v i n g S o l u t i o n s

TAIWAN SECOM CO., LTD.

2020 Q4 Investor Conference



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Agenda

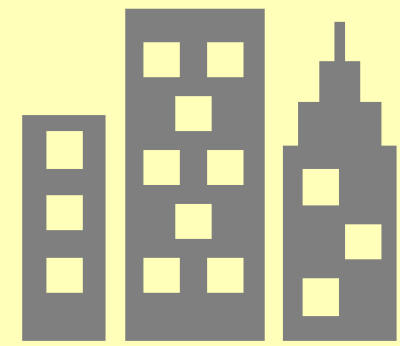
- 2020 Performance
- 2021 Outlook
- 2020 Financial Highlights



Chapter

2020 Performance

2020 Highlights



Sales from Smart City projects achieved higher results, the Growth is **over 120%** from it was in 2019



Profits from Parking Lots Management Growing along with the Market Share increasing for **20%+**



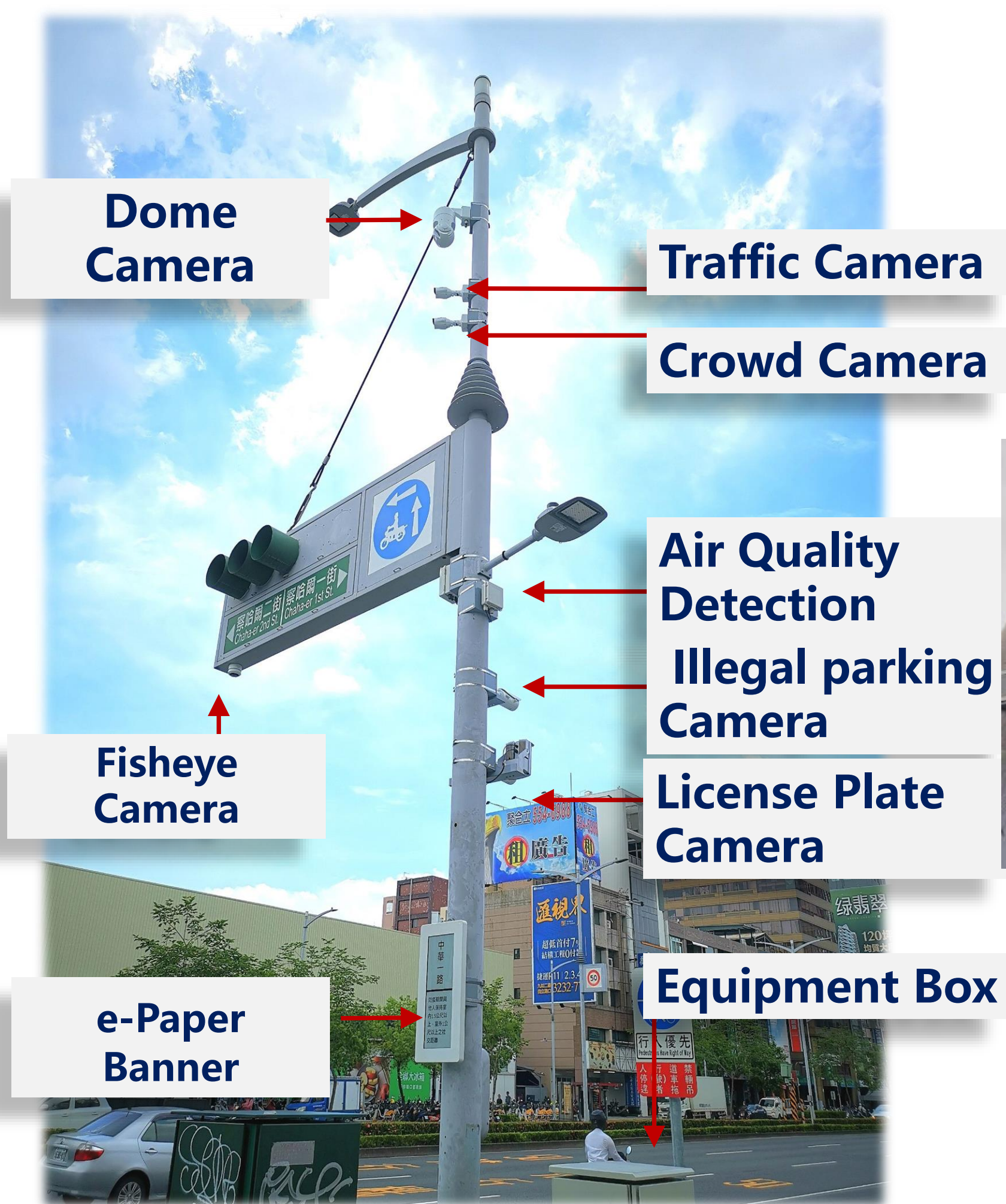
Chain Enterprise Customer development is unaffected during the pandemic, not only clients numbers but profits are keep growing

SMART CITY Service Plan in Kaohsiung

Taiwan Secom worked with IDB to demonstrate SMART CITY Security System Service Plan in Kaohsiung City in 2020



Kaohsiung SMART CITY—Smart Streetlights



Illegal parking Camera



License Plate Camera

Integration

Road monitoring and recording, traffic statistics, vehicle analysis, license plate recognition, pedestrian flow analysis and intelligent parking applications, assisting with technology enforcement and early warning of burglary, etc.

Air Detection

Using Air box to detect air quality, and when the PM concentration exceeds the standard, the e-Paper Banner on the streetlight can pop-up the alarm

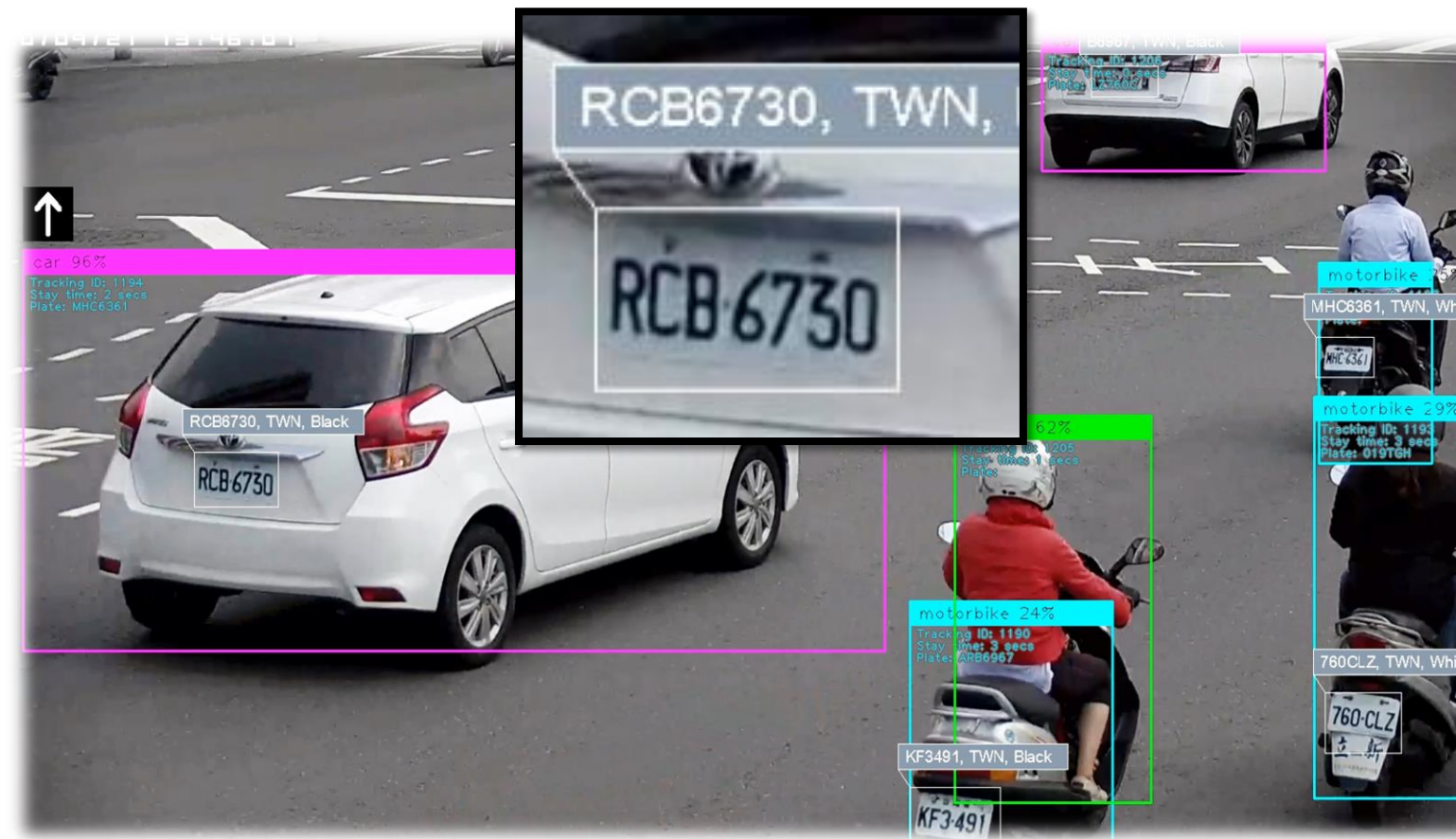
Instant Message

Sending signals with 5G to the IoT integration management platform for monitoring and controlling

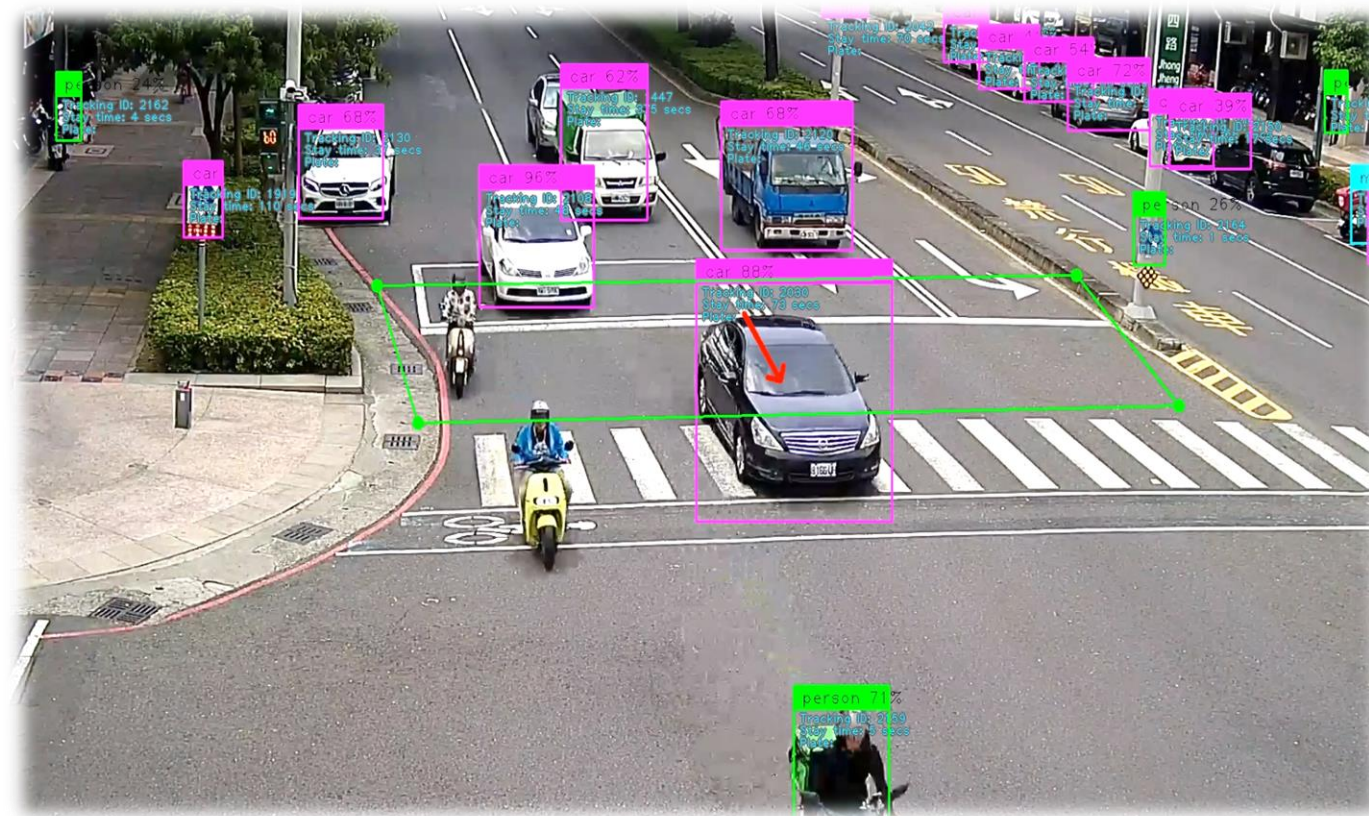
Kaohsiung SMART CITY—Smart Monitoring



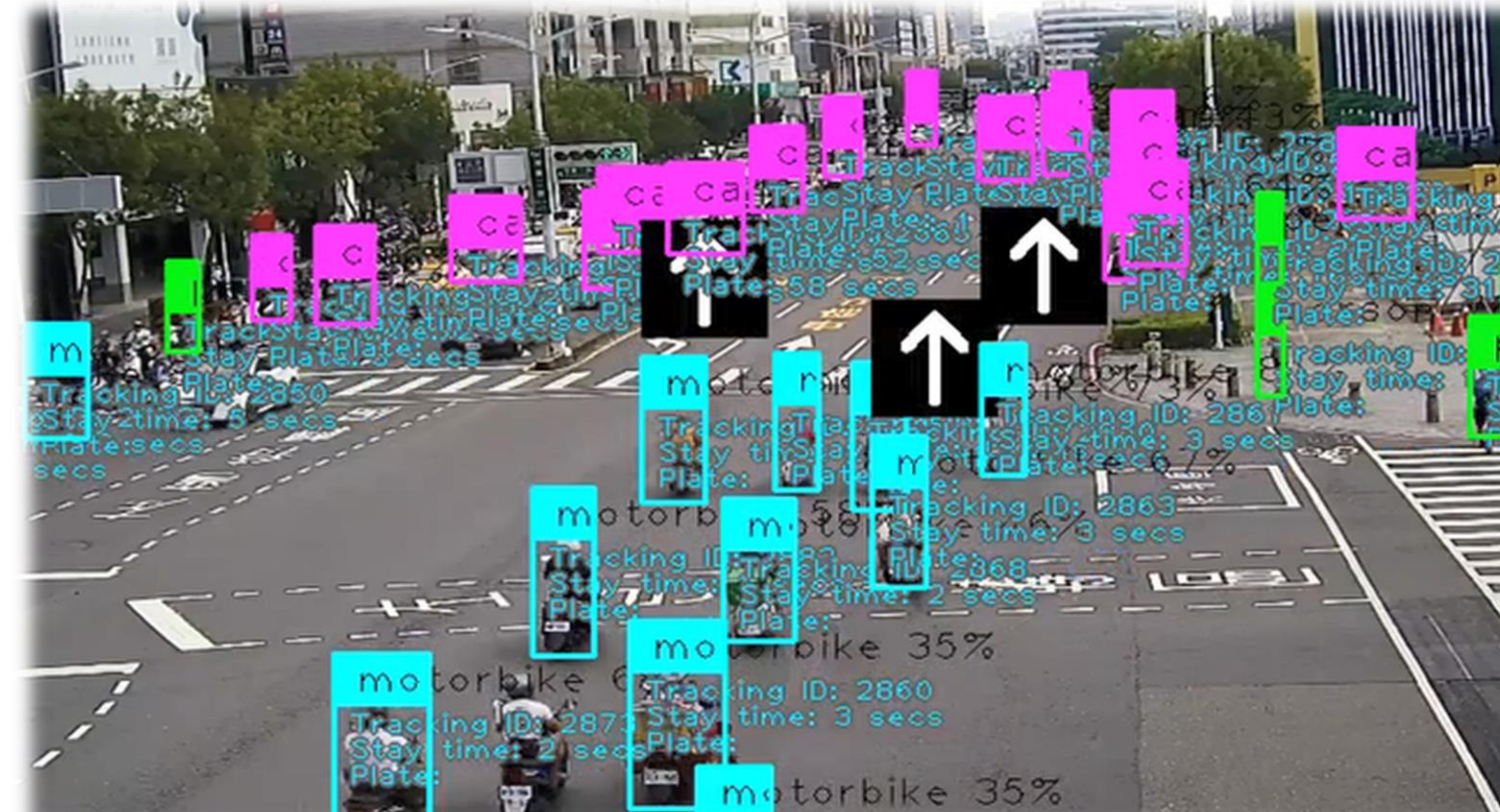
Fisheye Camera



Driving License Plate Detection



Vehicle Flow, Vehicle Type Analysis



AI Image Analysis

E-Paper Banner



Real-time Air Quality Data



Management System

Kaohsiung SMART CITY—Students Safety

**Student Distant
Punching In/Out**



吊掛帶

指示燈

電源 /
SOS按鈕

Micro USB 充電埠



**Real
Time**

- Long-distance RFID card sensing system, automatically detects when entering and exiting the school, and pop-up notices to the parents' phones simultaneously through the App
- Parents can register their child's absence request directly through the app.

**Labor
Saving**

- The school is able to identify absences before the start of morning study, which saves administrative manpower

Safety

- Campus safety net becomes more closely intertwined to protect students' safety

Parking Management Scale Expanding



**Sales Growth
YOY+20%+**



- Parking Management Sales growth YoY 20%+
- Improved management equipment, reduced costs, and increased profitability

No.1 Market Share



- 85 off-street parking lots have been managed up-to-date
- 20 off-street parking spaces outsourced management by 10 counties

**Introduction of
new management
techniques**



- New management technologies will be introduced continuously in 2021
- The development of a new site and a new parking payment app will drive business growth

GoWin Smart Parking- Q車雲APP



智慧新生活 路邊停車繳費一指通

花蓮縣、苗栗市率先開辦

3 步驟享便利

1. Q車雲APP掃描下載
2. 綁定車牌
3. 立即繳費享受便利

- ✓ 免去超商
- ✓ 省時省力
- ✓ 紀錄查詢



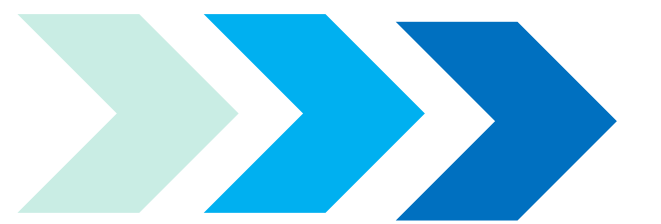
App Store
下載



Google Play
立即下載

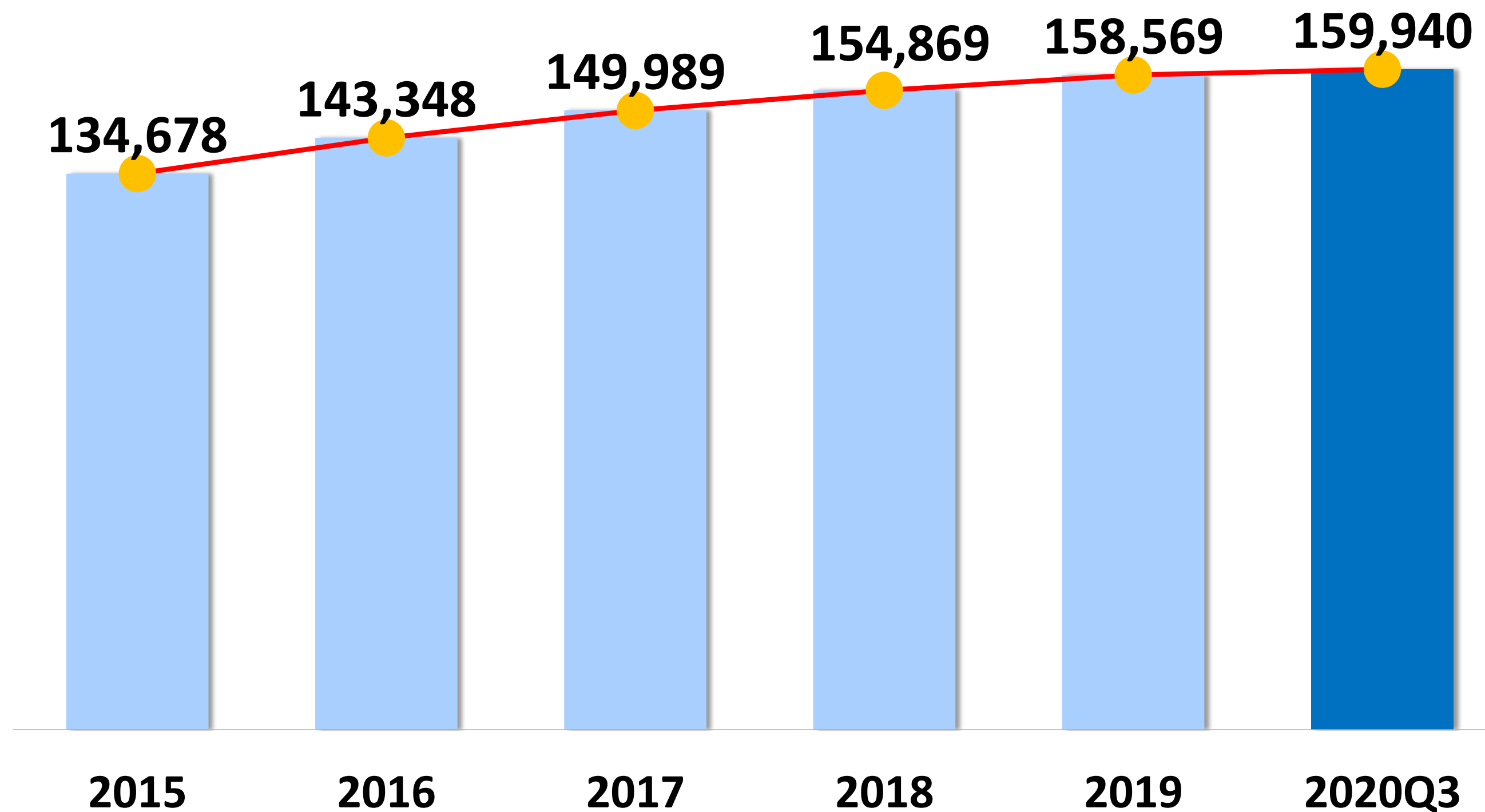


Coming
Soon...

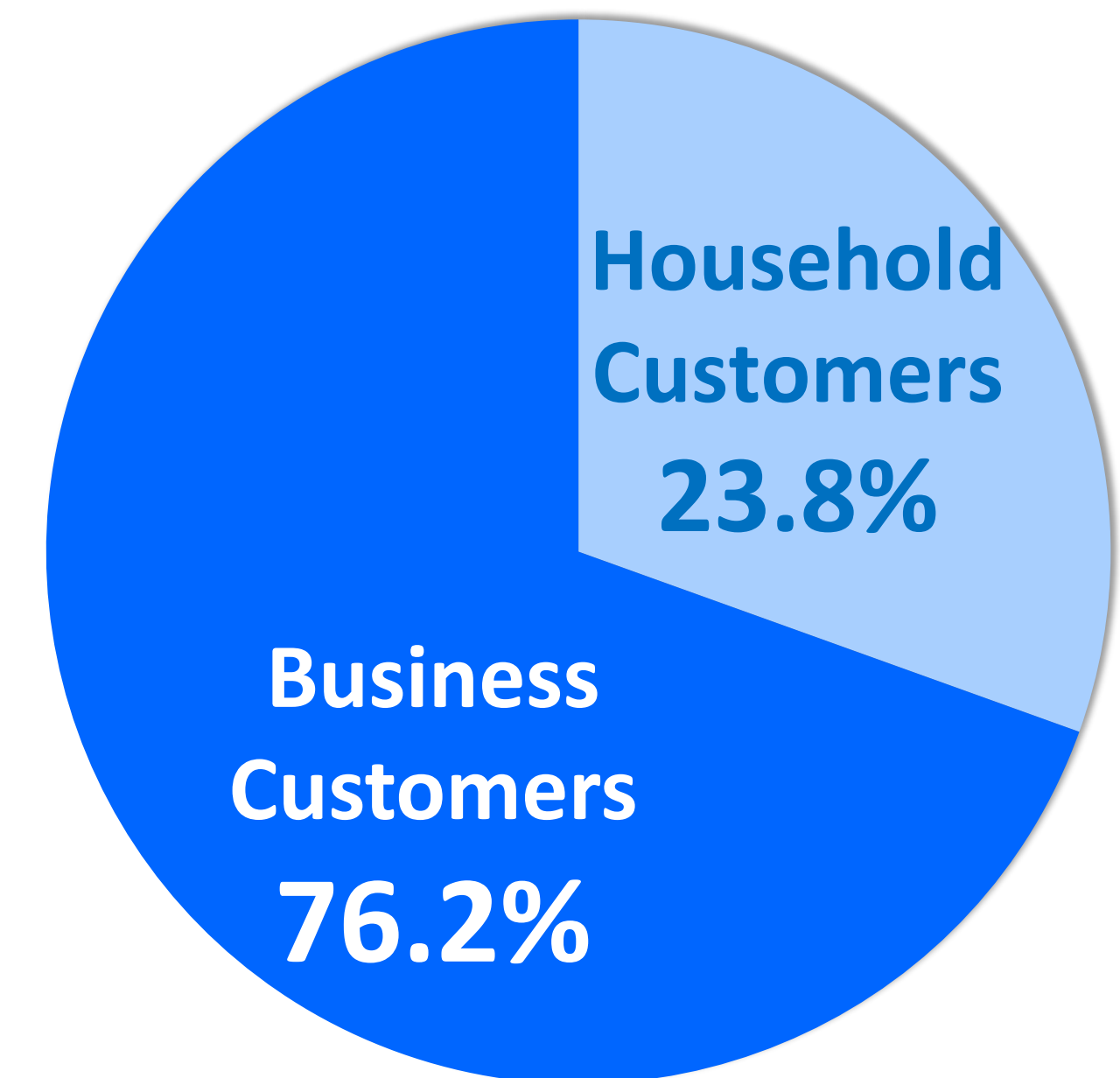


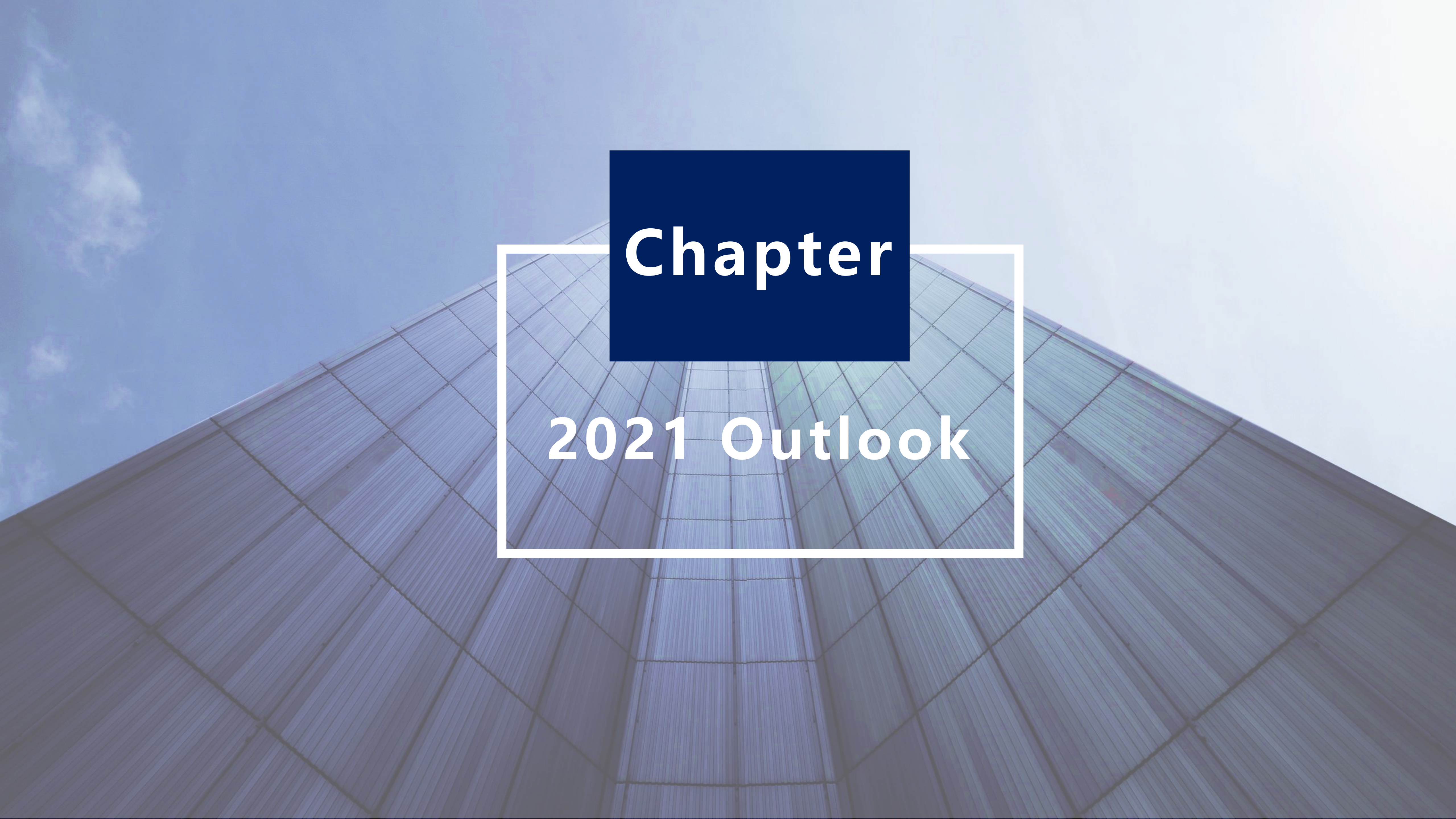
Continued Increase in Chain Businesses Customers

Number of Leased Customers



Business Customers Percentage





Chapter

2021 Outlook

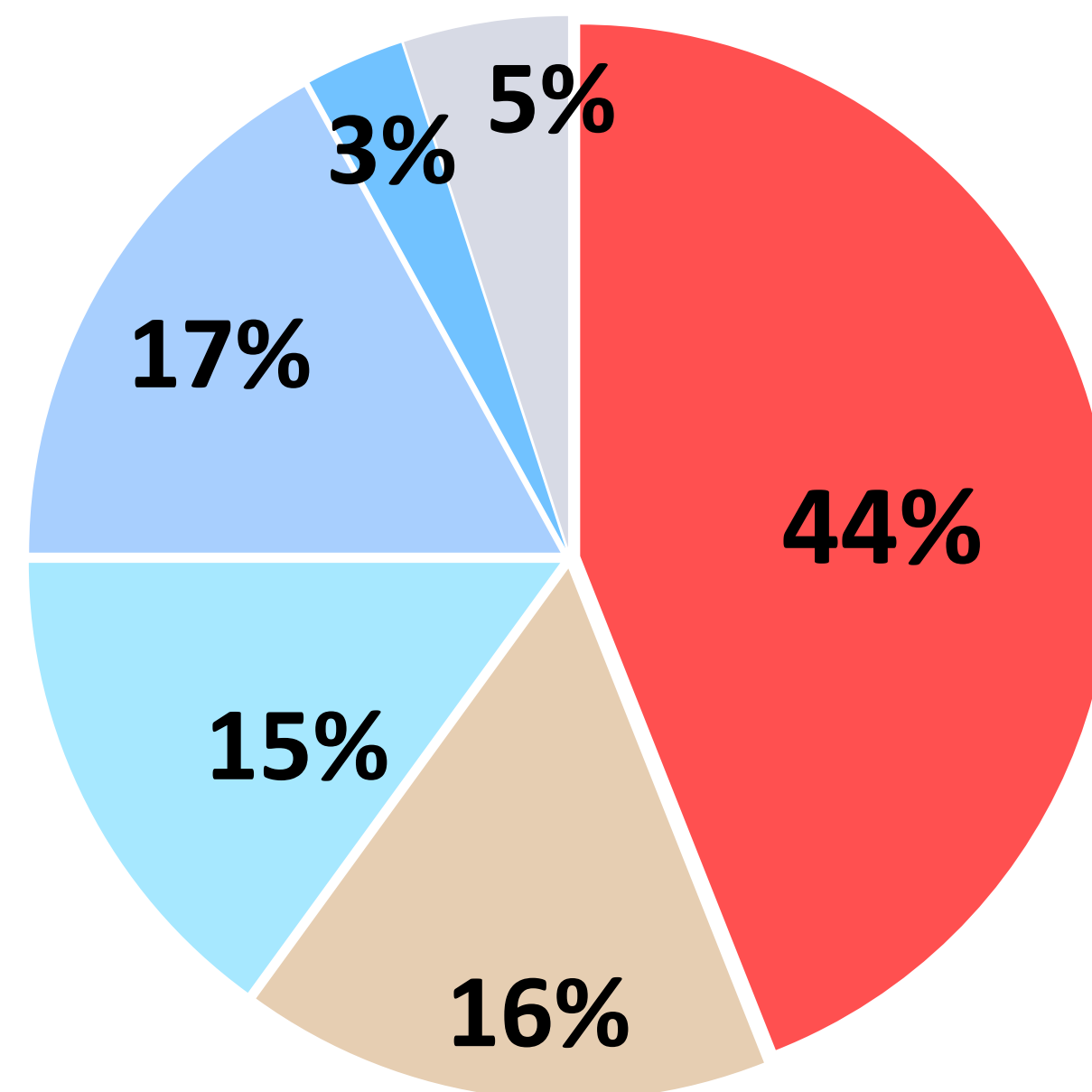
Taiwan Secom Group 3Q20 Segment Revenues

Name/Nature of Business		RR		GPM		OPM	
		FY19	3Q20	FY19	3Q20	FY19	3Q20
Taiwan Secom Co., Ltd. -System Security Service		51.03%	50.16%	49.21%	49.05%	22.72%	23.31%
Lee Bao Security Co., Ltd. -Cash in transit and ATM Services		6.46%	7.05%	34.59%	36.59%	23.16%	25.65%
KuoHsing Security Co., Ltd. -Buildings Security Guarding Service		8.76%	8.83%	19.62%	19.93%	10.84%	11.40%
Goyun Security Co., Ltd. -Buildings Security Guarding Service		4.97%	4.93%	21.72%	21.66%	11.17%	11.39%
Lee Way Electronics Co., Ltd. -AED and Healthcare Services		1.30%	1.30%	51.76%	54.47%	25.89%	26.48%
Gowin Building Management Co., Ltd. -Building and Parking Management		8.28%	8.24%	18.18%	18.80%	11.25%	11.86%
Brightron Technology and Engineering Co., Ltd. - Electrical and Mechanical Engineering, Fire Systems		1.51%	3.16%	-	11.91%	-	3.64%
Consolidated	Core Business	83.14%	83.92%				

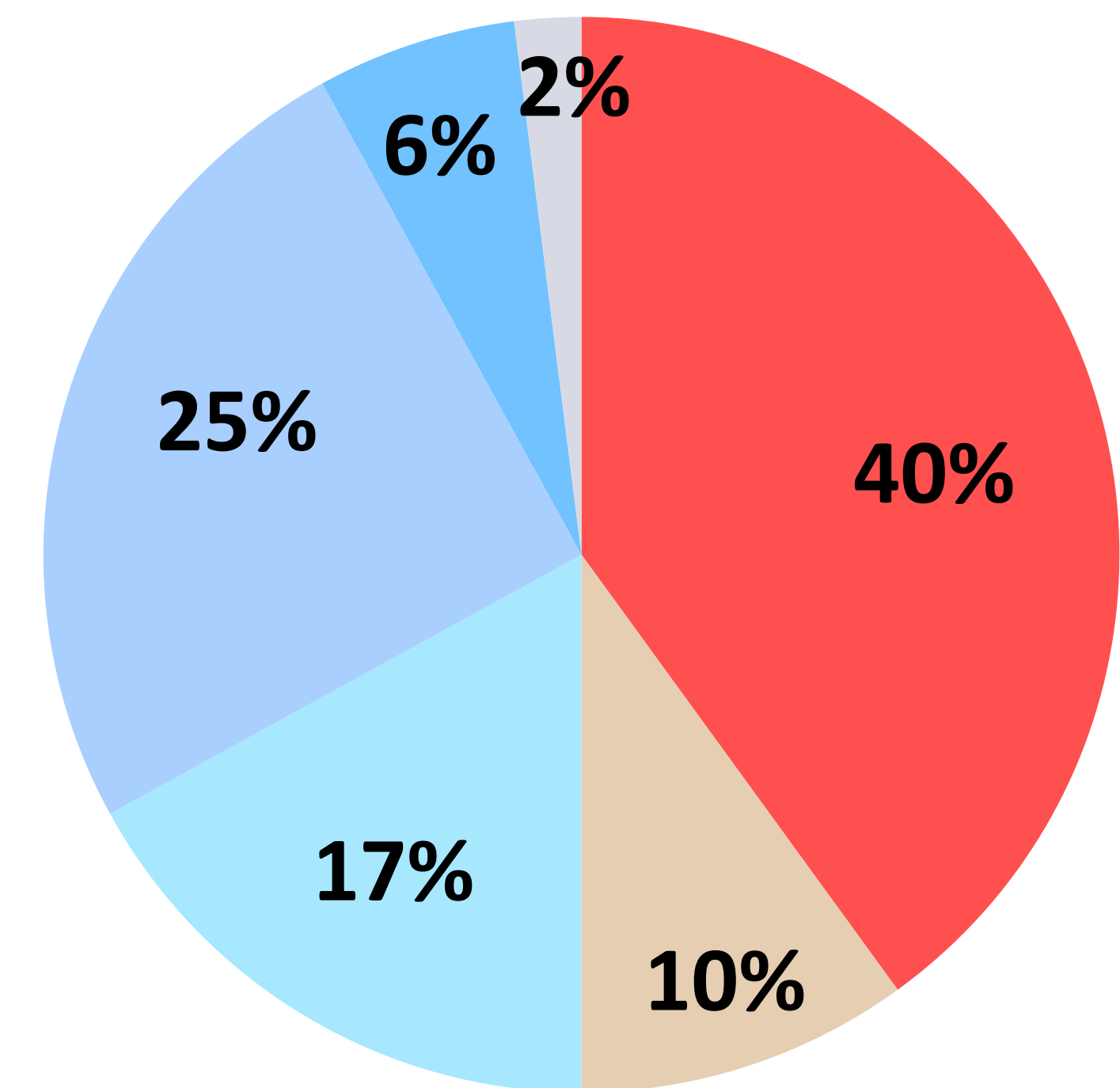
Sales Distribution

Smart City will be the Group's Fastest-growing line of Business

2020



2023



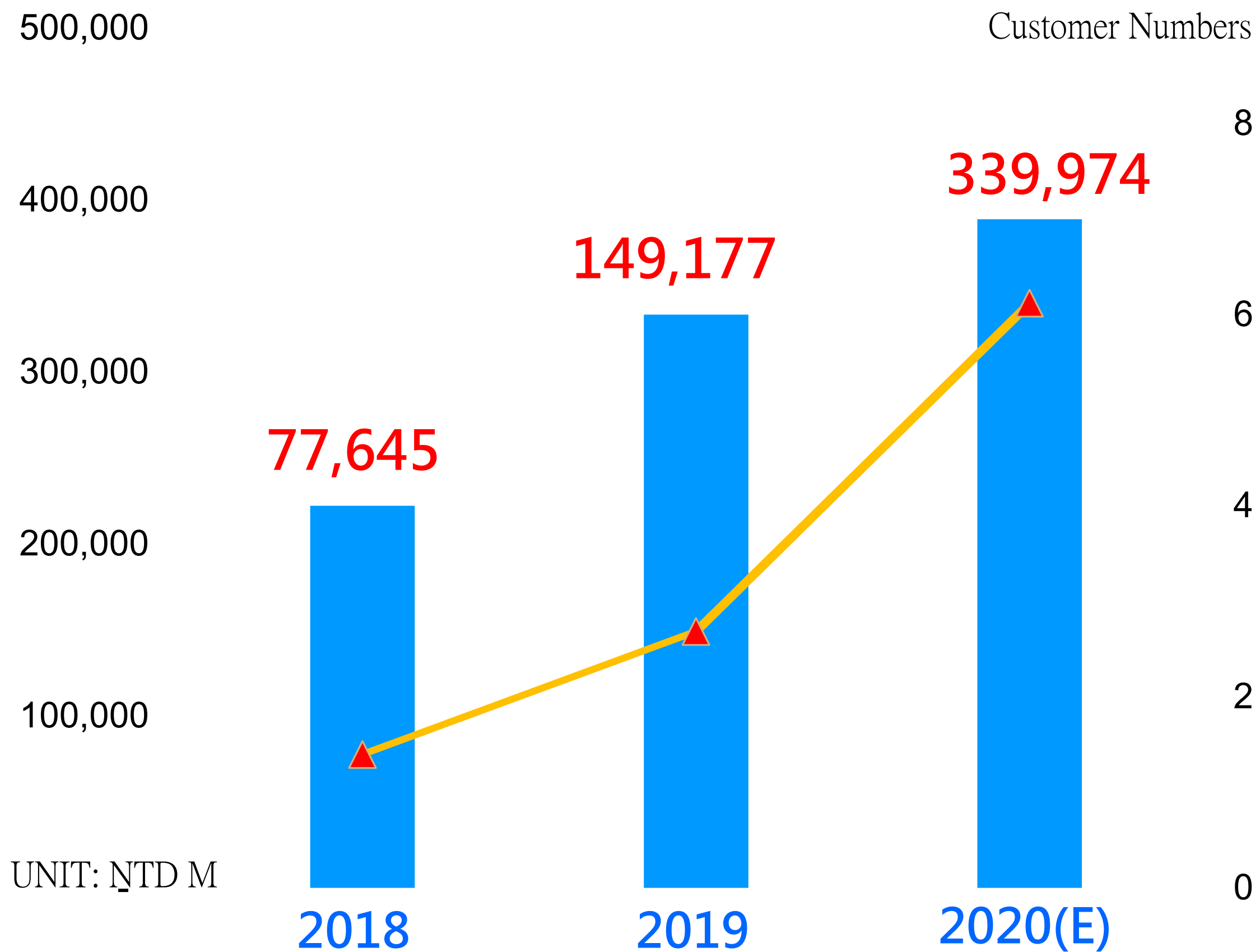
■ System Security
■ Smart City

■ Stationed Guarding
■ Catering Services

■ Logistics
■ Others

Smart City Sales Growth

Comparison of Smart City business Sales for 3 years (incl. Smart City Projects and Sell-out clients)



- In addition to Taiwan's major science parks, our targets begun to focus on smart city projects with Six Direct Cities in Taiwan
- The next 3 to 5 years will be an important development period for Smart City Businesses
- Taiwan Secom Group will replicate the successful experience of Kaohsiung Smart City and extend it to the whole metropolitan area of Taiwan



Chapter

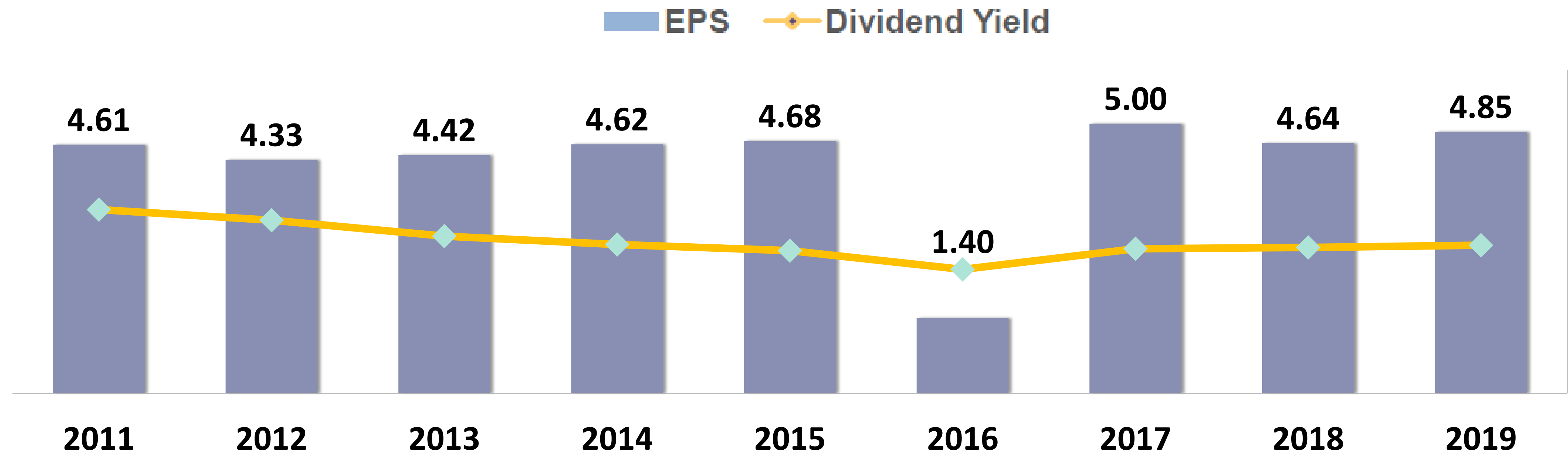
**2020 Financial
Highlights**

Consolidated Income Statement 2017-2020Q3

單位: NTD M	2017	2018	2019	2020Q3
Consolidated Revenue	13,055	13,394	13,412	10,170
YoY Change	-3.16%	+2.60%	+0.13%	+1.68%
Gross Profit	4,648	4,907	4,893	3,685
% Gross Profit Margin	35.61%	36.64%	36.48%	36.24%
Operating Expense	2,426	2,346	2,360	1,743
Selling Expense	834	794	764	558
Admin. Expense	1,499	1,435	1,482	1,092
R&D. Expense	93	105	102	84
Expected Credit Losses	-	13	12	8
% of Total Revenue	18.59%	17.52%	17.60%	17.14%
Operating Profit	2,222	2,561	2,533	1,943
% of Total Revenue	17.02%	19.12%	18.89%	19.11%
EBITDA	3,890	3,782	4,159	3,215
% of Total Revenue	29.80%	28.24%	31.01%	31.61%
Depreciation & Amortization	1,231	1,201	1,440	1,085

Dividend Policy

Annual	2012	2013	2014	2015	2016	2017	2018	2019	2020
Cash	3.3	3.4	3.5	4.0	4.0	3.5	4	4	4
Stock	0	0	0.15	0	0	0	0	0	0
Dividend Yield%	5.35	4.86	4.6	4.41	4.37	3.91	4.51	4.58	4.63



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中興保全科技



Thank You