

Navigator of the intelligent life



Taiwan SECOM Tech Group

2021 Investor Conference

4Q 2020 Financial Results

Ticker: 9917

Agenda

中興保全科技集團

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中興保全科技集團



About Us

- Revenue Distribution
- Service Statistics

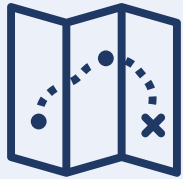
About Us



Established in 1977



Listed on TWSE in 1993
Ticker: 9917



Over 30 affiliated companies
across the group



Published CSR reports for
8 consecutive years



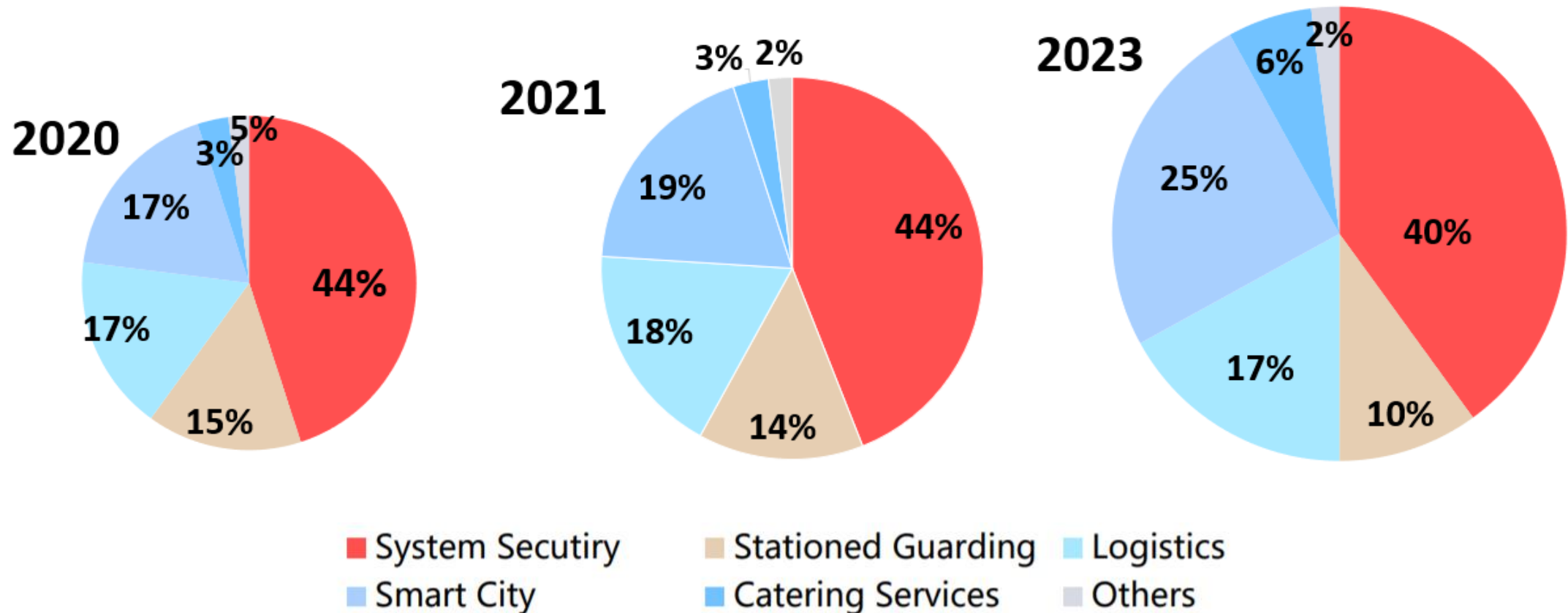
Output value of the group
exceeds NT\$15 billion in
2020



Served more than 500,000
customers for the whole
group in 2020

Revenue Distribution

Smart City will be the Group's fastest growing segment in terms of revenue



Service Statistics



Served more than 500,000 customers all over the group

Services	Company	Customer Numbers
System Security	Taiwan Secom Co., Ltd. Kuohsing Security Co., Ltd.	200,000 Accounts
Parking Lots Management	Gowin Parking Co., Ltd.	140,000 parking spaces
AED Maintenance	Lee Way Co., Ltd.	22,000 AED Units
ATM Maintenance	Leebao Security Co., Ltd.	10,000 ATMs
POS Leasing	Jidan Tech Co., Ltd.	Over 2,000 Units
Building Management	Gowin Building Management and Maintenance Company	200 Managing Buildings



Fleet of vehicles is our solid backing to serve our customers

Vehicle Type	Company	Numbers
Armor Cash Carrier	Leebao Security Co., Ltd.	250
Security Service Vehicle	Taiwan Secom Co., Ltd.	100
Security Service Bikes	Taiwan Secom Co., Ltd.	400
Dump Truck	Goldsun Express & Logistics Co., Ltd. Goldsun Co., Ltd.	350
Concrete Mixer truck	Goldsun Co., Ltd.	340

Agenda

02

中興保全科技集團



Financial Highlights

- 2020 Q4 Consolidated Income Statement
- 2020 Performance
- Taiwan Secom Group Segment Revenues Comparison
- Dividend Policy

2020 Q4 Consolidated Income Statement

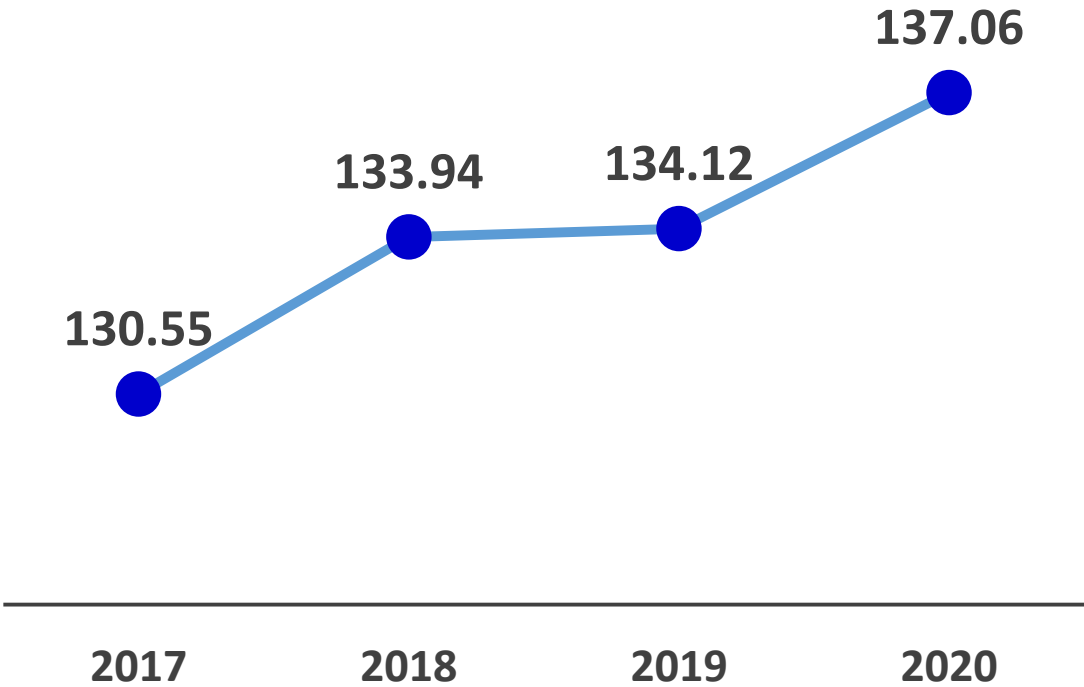
Unit: NTD M

	2020 Q4	2019 Q4	YoY%
Sales	13,706	13,412	2.19%
Gross Margin	5,009	4,893	2.37%
Gross Margin Rate %	36.55%	36.48%	0.07%
Operating expenses	2,369	2,360	0.38%
Marketing expenses	754	764	
Administrative expenses	1,498	1,482	
R&D expenses	112	102	
Operating expenses Rate %	17.28%	17.59%	
Operation Profit	2,640	2,533	4.22%
Operation Profit Rate %	19.26%	18.89%	0.37%
Net Income	2,437	2,177	11.94%
Net Income Rate %	17.78%	16.23%	1.55%
EPS	5.42	4.85	

2020 Performance

FY	2020	2019
Gross Margin Rate	36.55%	36.48%
Operation Profit Rate	19.26%	18.89%
Net Income Rate	17.78%	16.23%
Revenue Growth Rate	2.20%	0.13%

Revenues(NT\$ 100M)

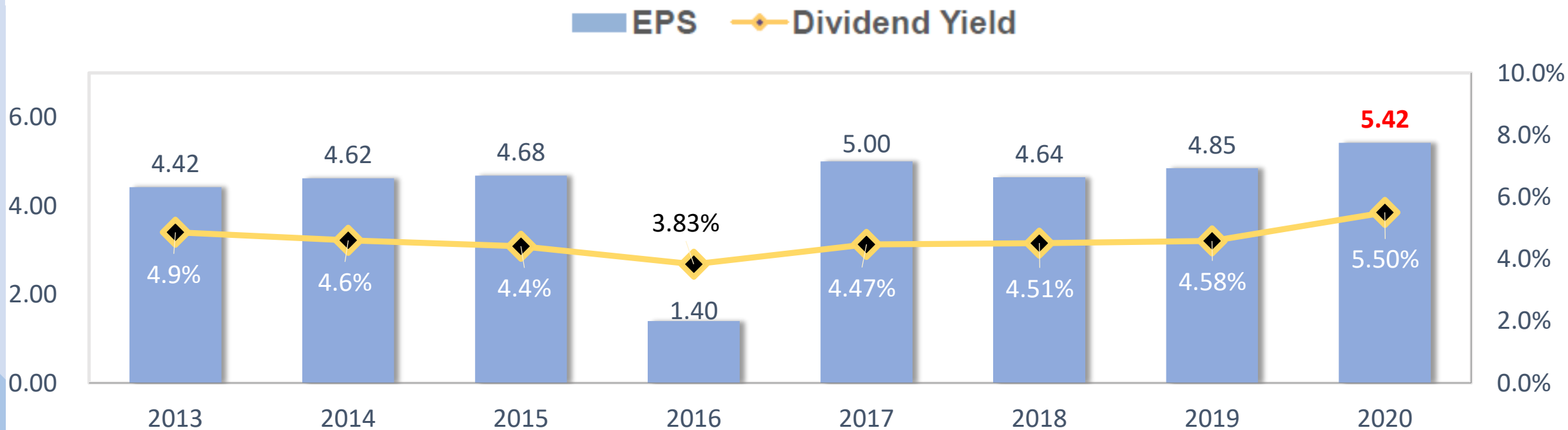


Taiwan Secom Group Segment Revenues Comparison

Name/Nature of Business	Revenue Proportion		Gross Margin Rate		Operation Profit Rate	
	2020	2019	2020	2019	2020	2019
Taiwan Secom Co., Ltd. -System Security Service	49.85%	51.03%	48.81%	49.00%	23.01%	22.61%
Kuohsing Security Co., Ltd. -Buildings Security Guarding Service	8.81%	8.76%	19.94%	19.62%	11.47%	10.84%
Gowin Building Management Co., Ltd. -Building and Parking Management	8.43%	8.28%	19.21%	18.23%	12.52%	10.99%
Goldsun Express & Logistics Co., Ltd.– Sand and gravel transport. Logistics	7.28%	6.38%	8.96%	9.30%	6.44%	6.30%
Lee Bao Security Co., Ltd. -Cash in transit and ATM Services	6.67%	6.01%	36.67%	34.59%	25.40%	23.16%
Goyun Security Co., Ltd. -Buildings Security Guarding Service	4.94%	4.97%	21.68%	21.72%	11.37%	11.17%
Brightron Technology and Engineering Co., Ltd.- Electrical and Mechanical Engineering, Fire Systems	2.53%	0.52%	14.02%	-	4.97%	-
Lee Way Electronics Co., Ltd. -AED and Healthcare Services	1.35%	1.30%	54.67%	51.76%	26.97%	25.89%

Dividend Policy

Annual	2013	2014	2015	2016	2017	2018	2019	2020
Cash	3.4	3.5	4.0	4.0	3.5	4	4	5
Stock	0	0.15	0	0	0	0	0	0
Pay Out Ratio (%)	79.9	84.4	85.5	250	80	86.2	82.5	92.3



03

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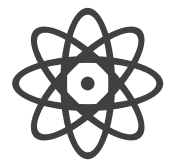
Business Outlook

- Smart City
- Brightron Technology and Engineering Co., Ltd.
- Sunseap Solutions Taiwan Limited
- Taiwan Secom Good Life

2021 Smart City Summit & Expo



- Exhibited in SCSE Tradeshow during 3/23~3/26



- Taiwan Secom Tech Group exhibited around 50 applications in
 - **「Smart City」**
 - **「Smart Engineering」**
 - **「Smart Disaster Prevention」**
 - **「Smart Business Office」**
 - **「Smart Community」**



Create more Smart Cities



2020- SMART CITY Service Plan
in Kaohsiung Debuted



- Providing the total smart city solutions
- Integrating IoT devices and Smart Technology
- Guarding cities with efficiency

New Taipei City



Taoyuan



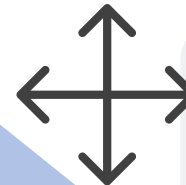
Taichung



Kaohsiung
(Phase 2)



- Successful cooperation with Kaohsiung City Government in 2020
- New Taipei City, Taoyuan City and Taichung City are willing to discuss smart city cooperation projects with us soon

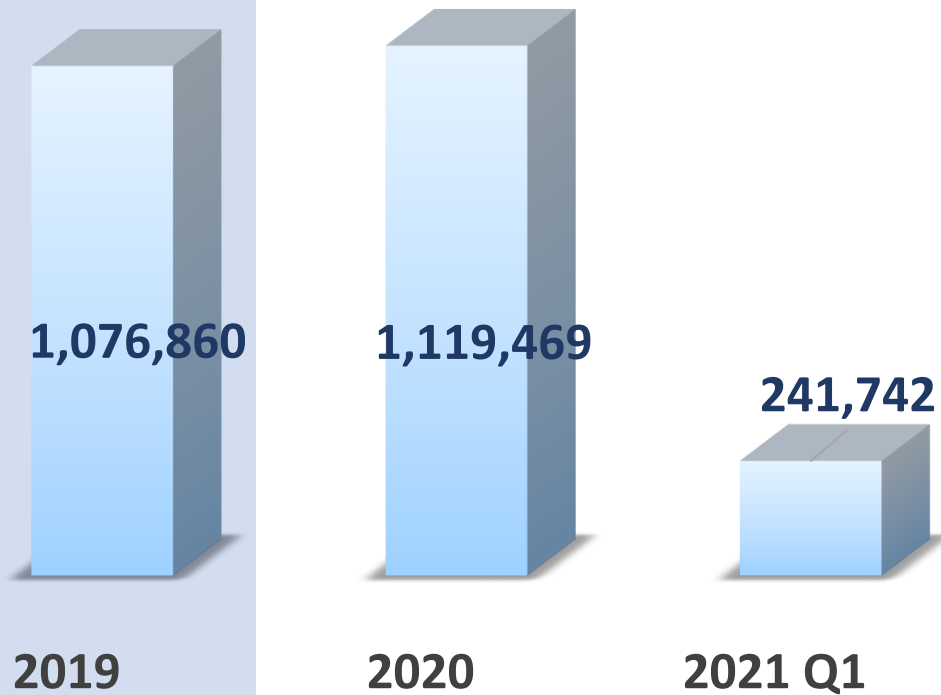


- **System integration capability and service sophistication are key advantages of Taiwan Secom Tech Group**

Smart Cities Business Drives Revenue Growth

Smart City Dept. Revenue

Unit: NT\$ Thousand



	2019	2020	2021(E)
Smart City Revenue as a percentage of Group revenue	8.5%	10.5%	12%
After-sales service and maintenance Revenue as a percentage of smart city Dept. Revenue	25.5%	24.3%	30.1%

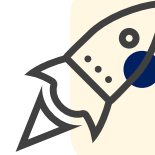


- Smart City Business will become the revenue growth driver for the Group
- **After-sales service and maintenance Revenue is the cash cow**

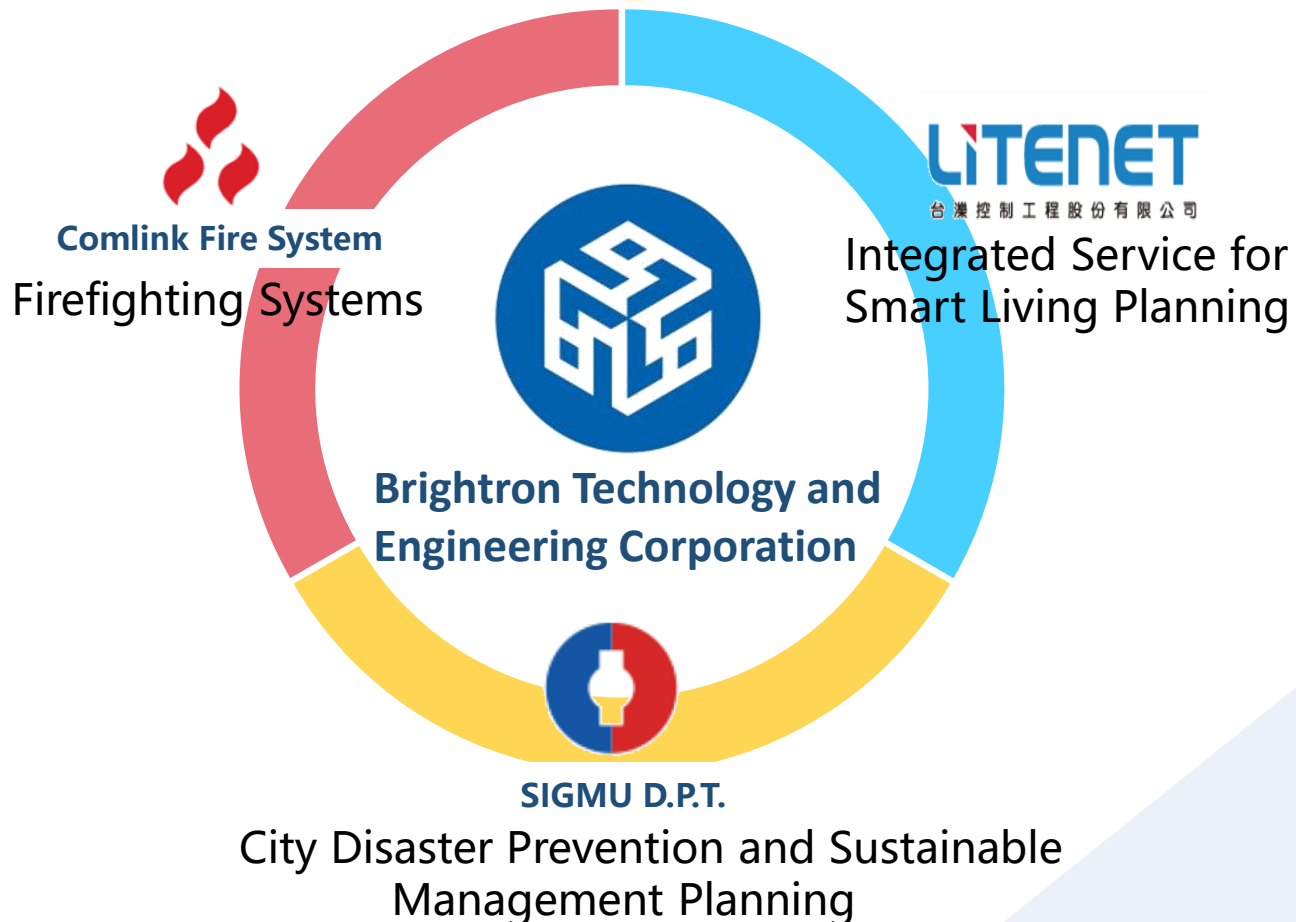
Brightron Technology and Engineering Corporation



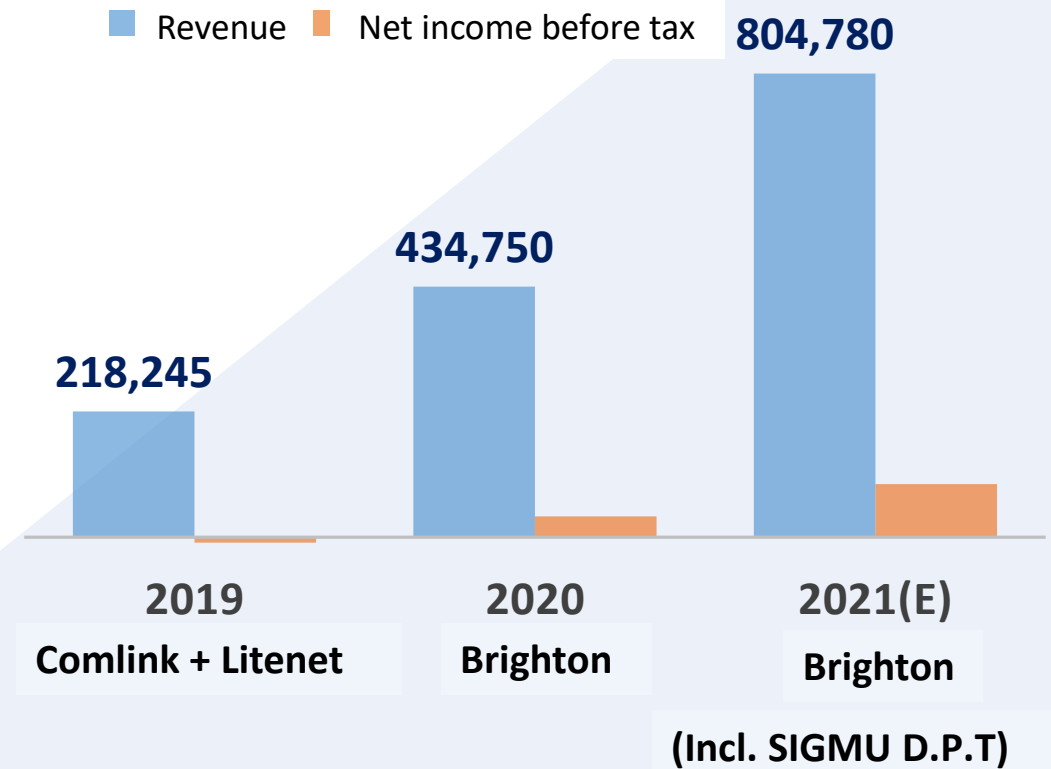
- 2019 Merged Comlink Fire System and Litenet
- 2021 Will merge SIGMU D.P.T.



Revenues for 3 Years



Unit: NT\$ Thousand



Current Construction Contracts

Contracts amounted to approximately **NT\$2.2B** - will be recognized as revenue based on the percentage of completion

No.	Project	Owner	Contract Amount(NT\$)	Start Date	Note
1.	第一果菜市場-改建統包	台北市政府	1,280,952,381	2020/2	In Construction
2.	一新二土青年社會住宅-新建統包	新北市政府	380,952,381	2019/12	
3.	新北市板橋 新都段83地號、 江翠段151地號-新建統包	國家住宅及都市更新中心	217,142,857	2020/10	
4.	武陵高中教室大樓暨停車場-新建 統包	桃園市政府	79,238,095	2020/7	
5.	信義文華住宅-新建統包	達欣開發(股)公司	62,250,000	2020/10	
6.	平鎮新富市場-新建	桃園市政府	80,178,121	2018/8	Experimentation
7.	林口公有市場-改建	新北市政府	68,212,355	2018/8	
8.	平鎮文化公園地下停車場-新建	桃園市政府	33,714,286	2018/12	Re-design

Sunseap Solutions Taiwan Limited



- Imported from Germany
- 10-year warranty
- Last for 50 years most



Green Roof

- Policy reward
- Waterproof and leakproof
- Reduce top temperature to reduce energy consumption

02

Charging Station

- Get ready for the electric car era

03

Energy Saving Equipment

- Improve energy efficiency
- Improve brightness

01



- Community and factory energy saving lighting and air conditioning replacement
- Get a new device for free and save on high bills



- Charging Station Setting
- Charging Fee App
- Help the management committee collect the bill automatically

E+ GCHARGE+



Taiwan Secom Good Life

One-Finger to Handle Life Matters

中保 好生活

包辦您的美好生活



Highly-integrated with Taiwan Secom's Services



Take "Replacing Stationed Guard Project" for example : Over 1,000 Communities Clients accepted within one-and-half year



Targeting to promote to over 1,100 Communities Clients for the first year, the APP be launched in May and huge download will be expected

Agenda

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Q&A



THANK YOU!