



TAIWAN SECOM GROUP

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Table of Contents

1. Financial Highlights
2. Operation Outlook
3. Future Roadmap: Smart City

Financial Highlights

中興保全

Taiwan Secom 3Q18 YTD Growth Performance

1

Unit : Million NTD

		Taiwan Secom				SKS			
		2017Q3	YOY	2018Q3	YOY	2017Q3	YOY	2018Q3	YOY
	Consolidated Revenue	9,689	-3.43%	9,886	+2.03%	5,312	-1.37%	5,249	-1.20%
	Gross Profit	3,488	-8.07%	3,623	+3.87%	1,807	-4.36%	1,737	-3.87%
	Gross Profit Margin	36.00%		36.65%		34.01%		33.08%	
	Operating Profit	1,629	-18.99%	1,873	+14.98%	633	-7.54%	558	-11.87%
	Operating Profit Margin	16.81%		18.95%		11.92%		10.63%	

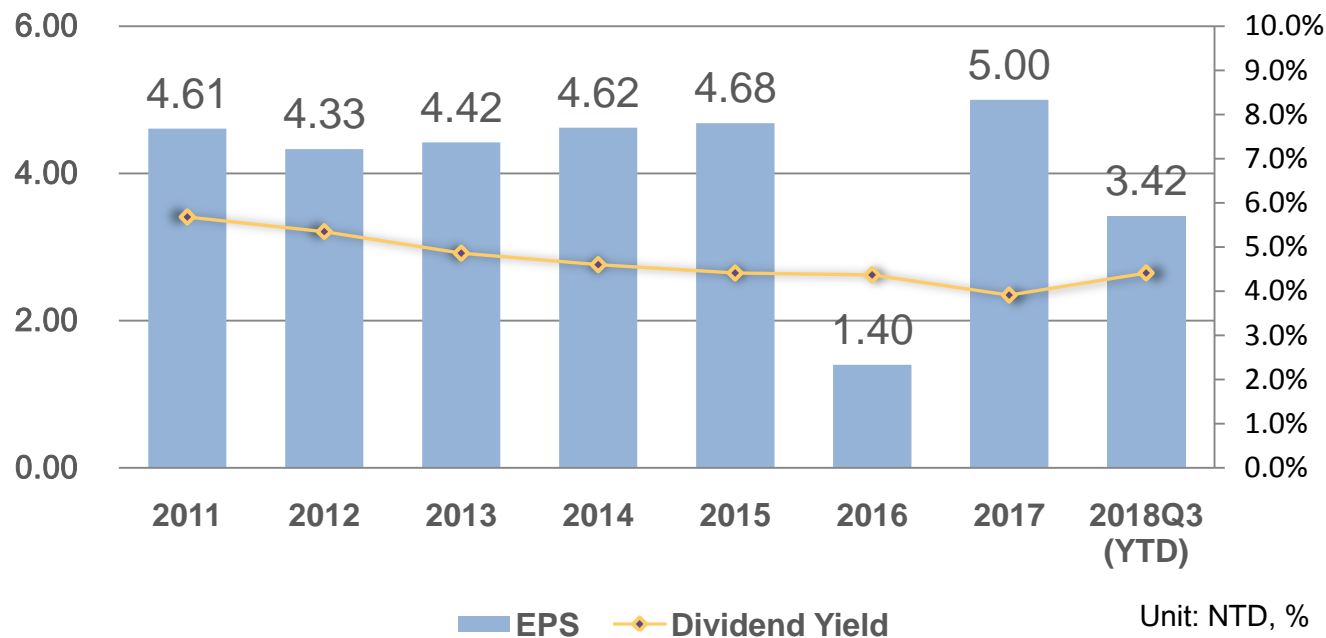
Consolidated Income Statement 2015 - 2018

2

	Taiwan Secom					SKS
	2015	2016	2017	2017Q3	2018Q3	2018Q3
Consolidated Revenue	13,288	13,480	13,055	9,689	9,886	5,249
YoY Change	+1.66%	+1.45%	-3.16%	-3.43	+2.03	-1.20
Gross Profit	4,785	4,982	4,648	3,488	3,623	1,737
% Gross Profit Margin	36.01%	36.96%	35.61%	36.00%	36.65%	33.08%
Operating Expense						
Selling Expense	974	898	834	634	599	155
Admin. Expense	1,276	1,352	1,499	1,156	1,063	1,000
R&D. Expense	124	104	93	69	79	18
Expected Credit Losses	-	-	-	-	9	7
Total Expense	2,374	2,353	2,426	1,860	1,750	1,178
% of Total Revenue	17.86%	17.46%	18.59%	19.19%	17.70%	22.45%
Operating Profit	2,411	2,629	2,222	1,629	1,873	558
% of Total Revenue	18.14%	19.50%	17.02%	16.81%	18.95%	10.63%
EBITDA	3,533	3,819	3,453	2,550	2,772	978
% of Total Revenue	26.59%	28.33%	26.45%	26.32%	28.03%	18.63%
Unit: Million NTD						
Depreciation & Amortization	1,122	1,190	1,231	921	899	420

Dividend Policy

Annual	2011	2012	2013	2014	2015	2016	2017	2018
Cash	3.1	3.3	3.4	3.5	4.0	4.0	3.5	4
Stock	0	0	0	0.15	0	0	0	0
Dividend Yield%	5.68	5.35	4.86	4.6	4.41	4.37	3.91	4.41



Operation Outlook

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Market Status

4

Market Penetration Rate

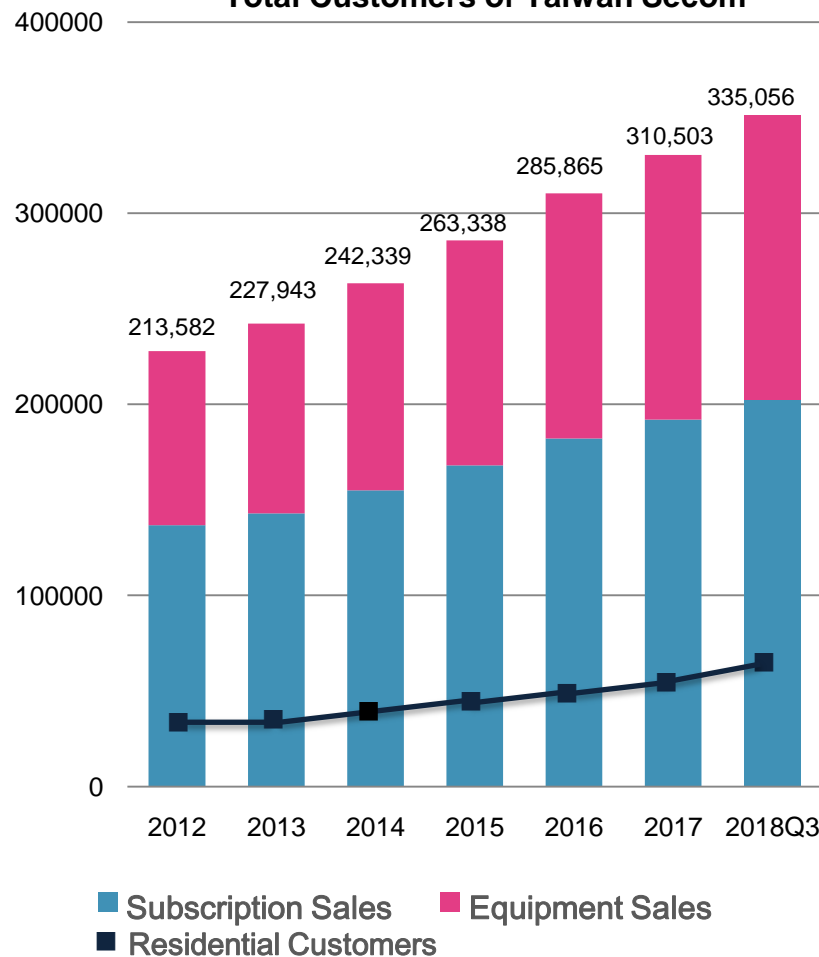
Country	Corporate	Residential
Japan	10 ~15%	4 ~ 5%
Taiwan	10 %	0.7%

Potential Opportunity

Number of Households In Taiwan	Approx. 8,600,000
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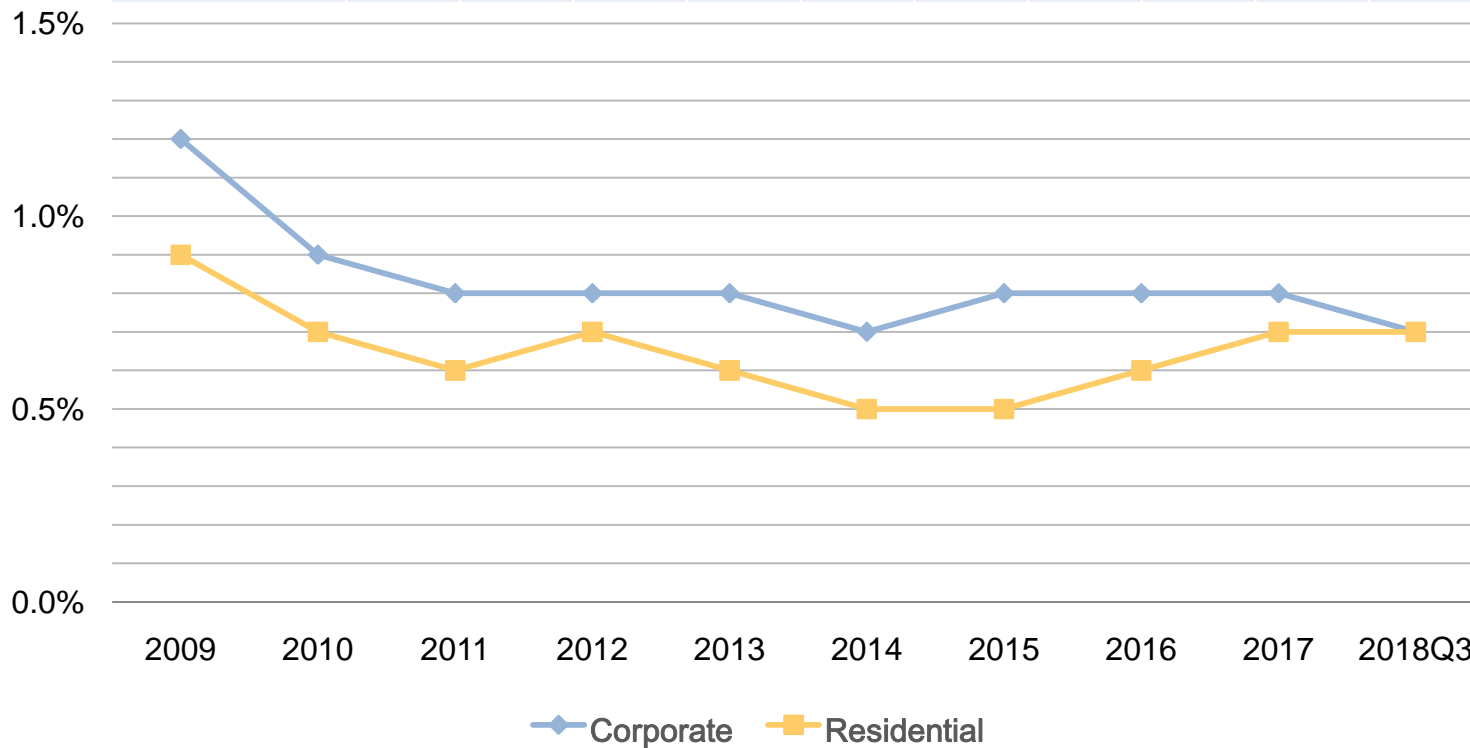


Total Customers of Taiwan Secom



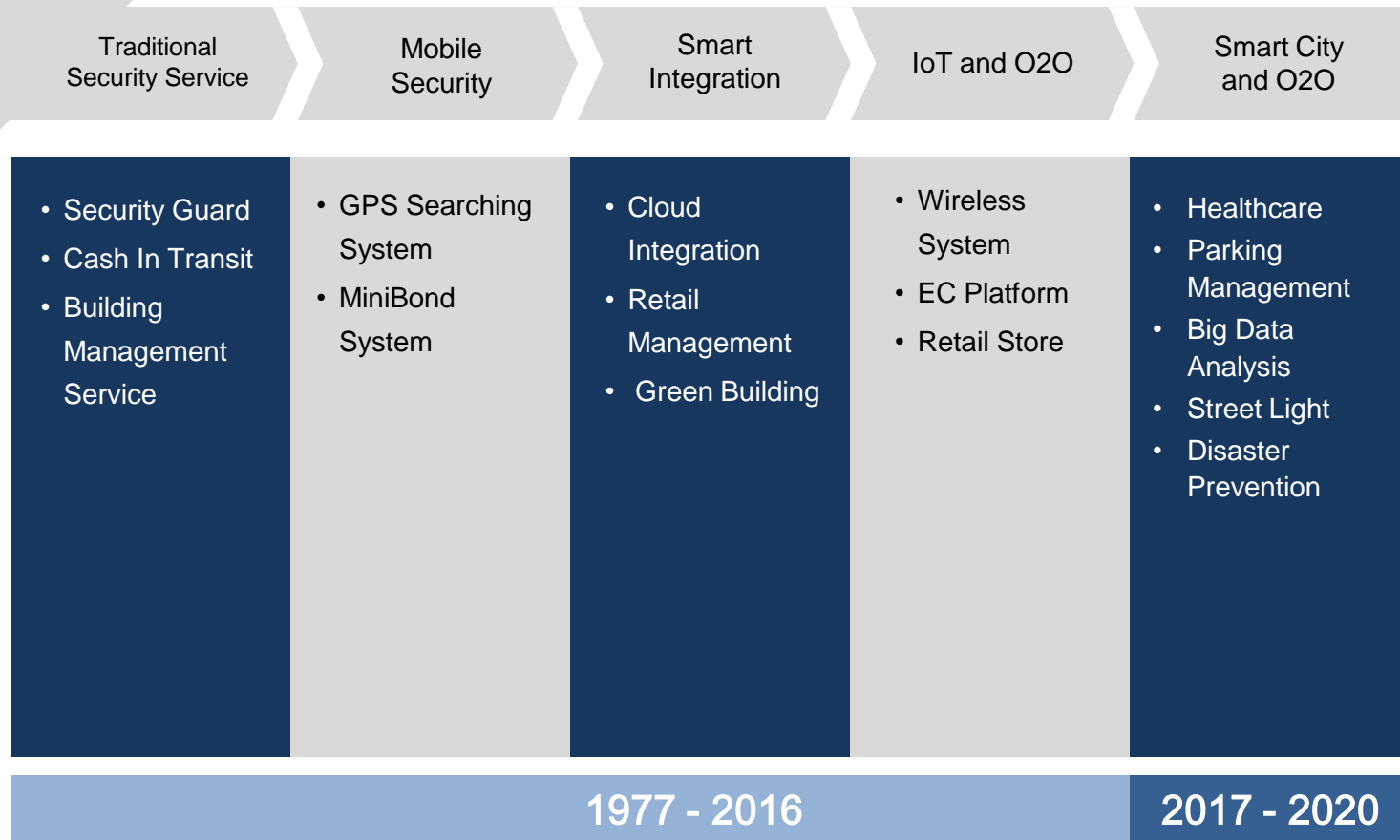
Cancellation Rate

Cancellation Rate	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018Q3
Corporate Customers	0.9%	0.8%	0.8%	0.8%	0.8%	0.7%	0.8%	0.8%	0.8%	0.7%
Residential Customers	0.9%	0.7%	0.6%	0.7%	0.6%	0.5%	0.5%	0.6%	0.7%	0.7%



Evolving Services Roadmap

6



Taiwan Secom

3Q18 YTD

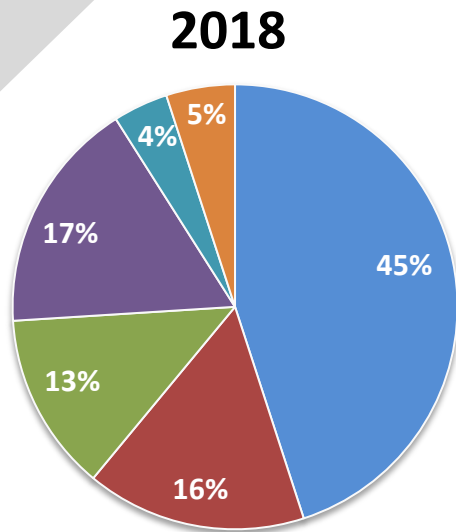
Segment Revenues

7

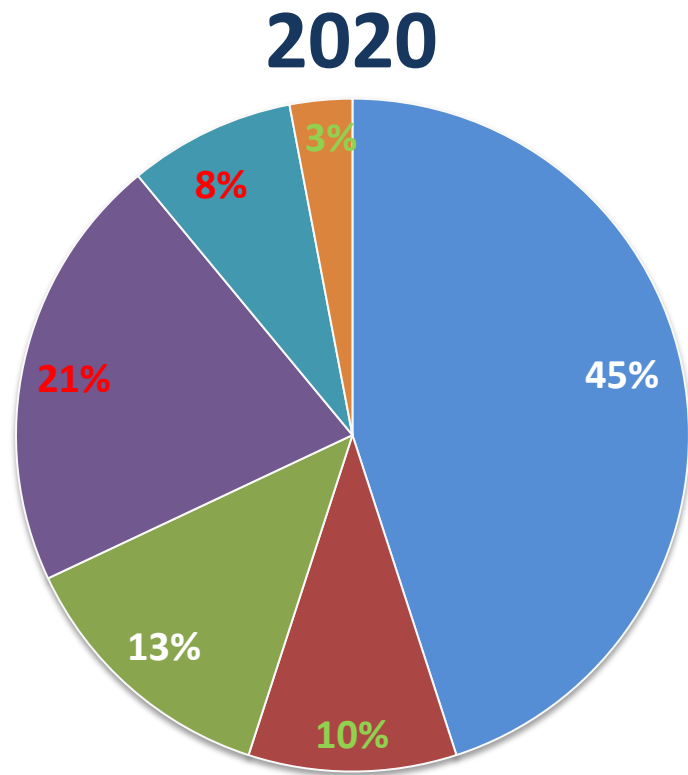
Name / Nature of Business		RR	GPM	OPM
Taiwan Secom Co., Ltd. - System Security Service		50.27%	49.92%	22.72%
Kuo Hsing Security Co., Ltd. - Buildings Security Guarding Service		9.24%	19.80%	10.91%
Gowin Building Management Co., Ltd. - Building and Parking Management		7.49%	17.75%	10.81%
Goyun Security Co., Ltd. - Buildings Security Guarding Service		4.90%	22.50%	11.50%
Lee Bao Security Co., Ltd. - Cash in transit and ATM Services		5.47%	32.37%	19.49%
Zhong Bao Disaster Protection Co., Ltd. - Disaster Protection Technology		1.54%	48.57%	36.19%
Lee Way Electronics Co., Ltd. - AED and Healthcare Services		1.38%	38.00%	14.21%
Comlink Fire Systems Co., Ltd. - Fire Systems		1.12%	29.87%	12.05%
Total	Core Business	81.42%		
Consolidated		100%		

Taiwan Secom Revenue Percentage Change

8



- System Security
- Static Guards
- Logistics
- Smart City
- F&B Services
- Others

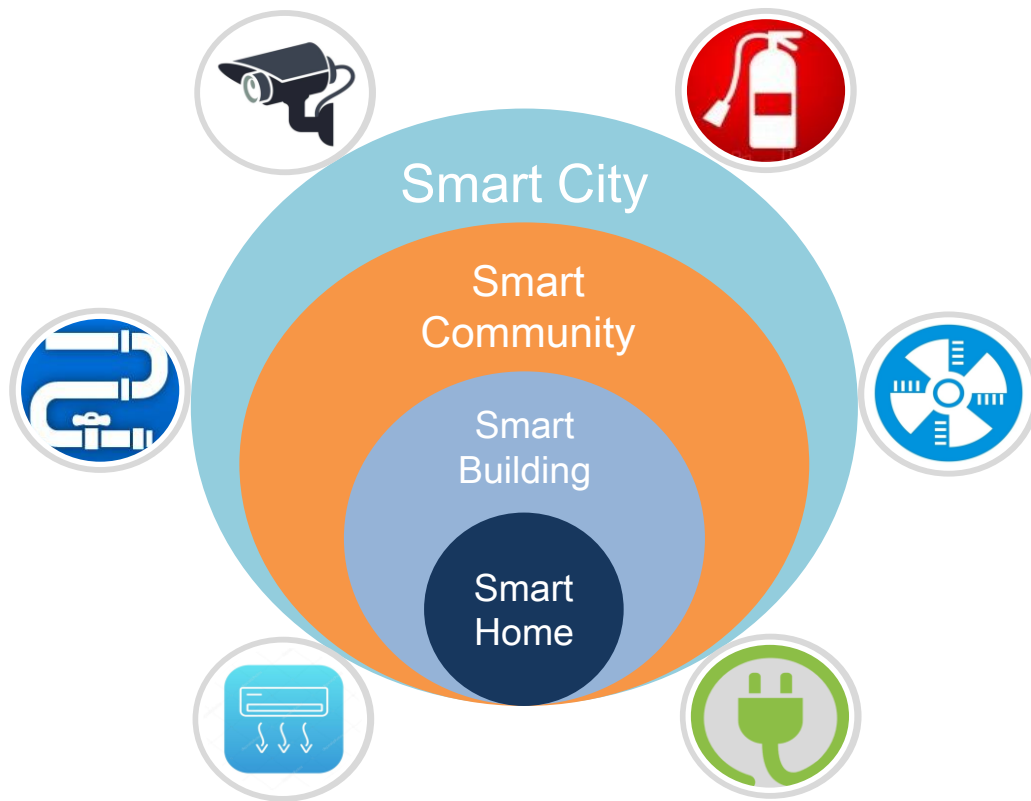


Future Roadmap: Smart City

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Evolution of Smart City Integration

9



Fire Protection

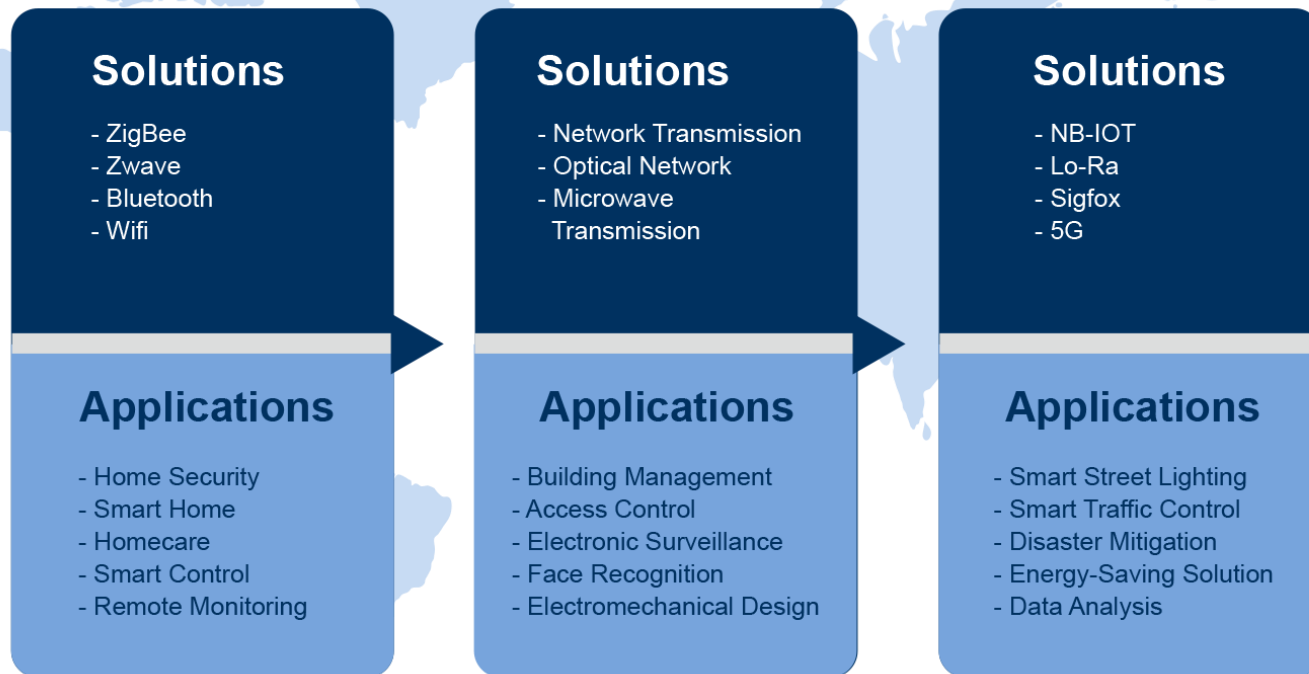
System Integration

Electrical Engineering

Electromechanical
Engineering

Evolving Communication Technology

10



Smart City 3Q18 YTD Revenue Growth

11

	3Q18 YTD	YOY
Parking	NTD 607,287	+16%
Healthcare	NTD 198,072	+14%
Disaster Protection	NTD 152,592	+293%
Others	NTD 913,524	-0.3%
Smart City	NTD 1,871,475	+13%

Unit : Thousand NTD



中興保全集團

TAIWAN SECOM GROUP



中興保全
文教基金會

LITENET

台灣控制工程股份有限公司



門禁 考勤

miniBOND

衛星定位協尋服務



中保防災科技



復興空廚



智慧 POS 經營系統

立捷國際



中保關懷社會
福利基金會



國雲樓管



國雲保全



國昀保全



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天河電訊