

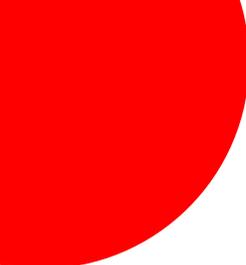


**中興保全科技集團**  
**Taiwan SECOM Tech Group**

**2019**

**Q4 Investor Conference**

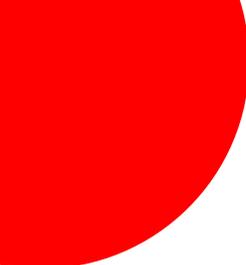




# Agenda

- 
- 1. Group Evolution-Taiwan SECON Tech Group**
  - 2. Sales Growth Driven Forces-New Members in Group**
  - 3. 2019 Q3 Financial Status**





# **1. Group Evolution-Taiwan SECON Tech Group**



**Over 40-year development,  
Taiwan SECOM is beyond a  
security company.**

(Former)Taiwan SECOM Group  
Former Stock Short Name: 中保

**(Since 2019/9/1renamed to)**

# **Taiwan SECON Tech Group**

**Stock Short Name: 中保科**

**Stock Code: 9917**



**中興保全科技集團**  
Taiwan SECOM Tech Group

# Comprehensive Smart Living Solutions

Over 40-year experience in Security Management System of Major Fields

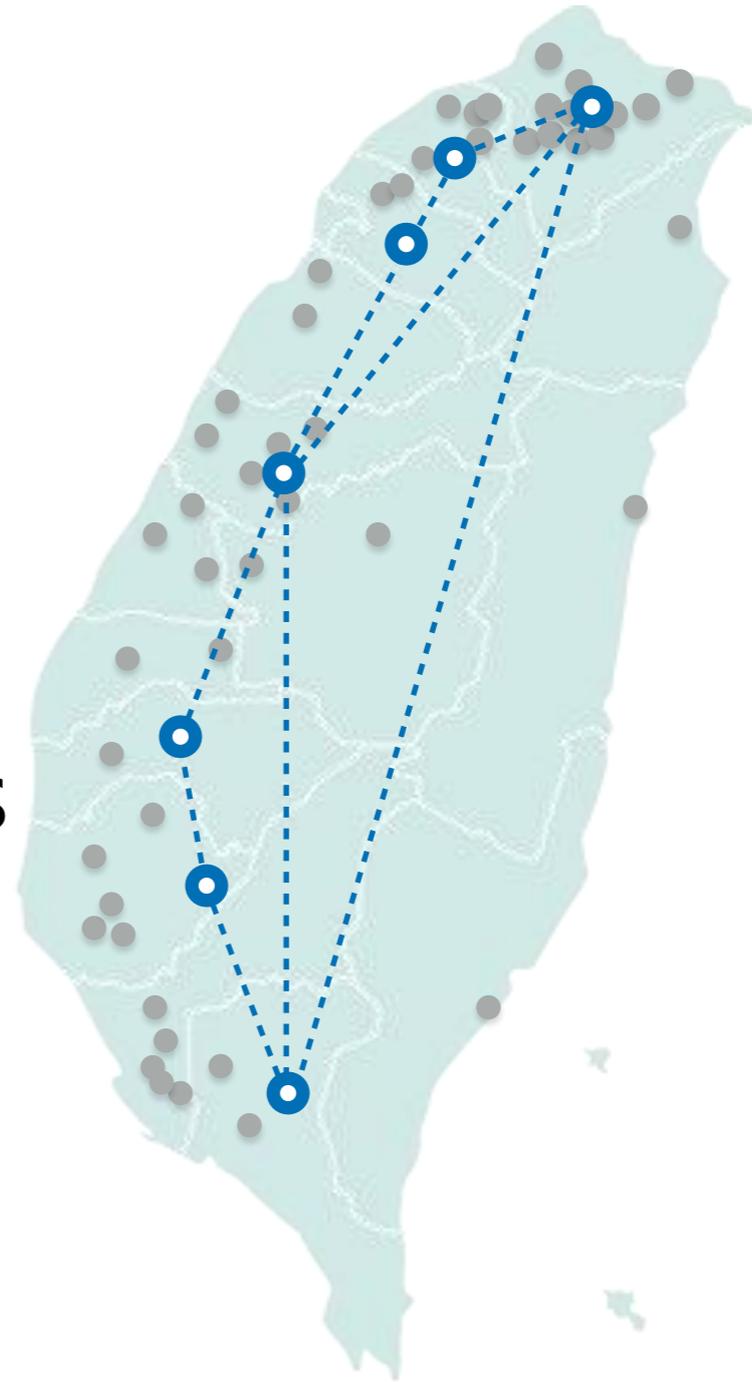
Over 1,000 professional service staff members

More than 20-year system integration experiences in all kinds of fields

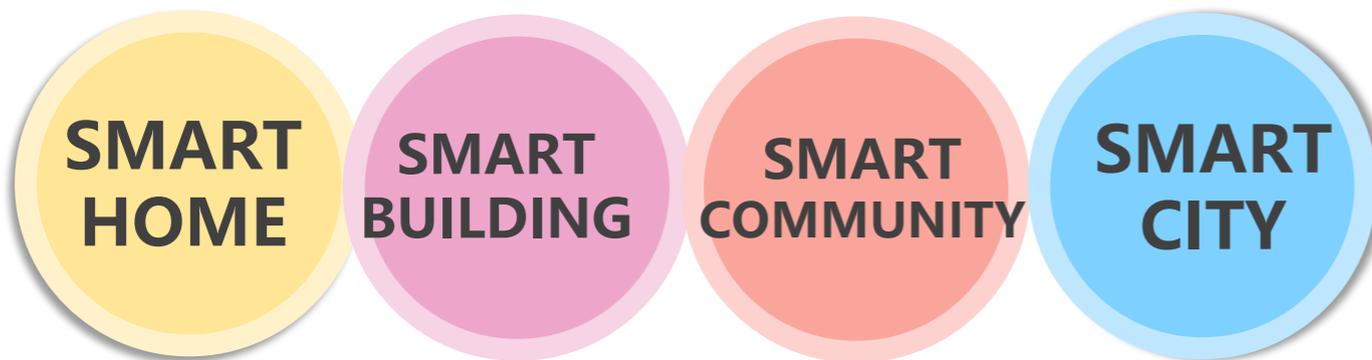
Own research, development & quality control center

# The Number One Security Service Brand in Taiwan.

- 6 Centers
- 55 Service Branch Offices
- 196 Service Locations



# The Gravity of Development of Taiwan SECOM At Different Stages



- Healthcare
- Big Data Analysis
- Parking Management
- Surveillance Drone
- Disaster Prevention
- **Electromechanical Turnkey Services**

**Smart City&O2O**



1977 ----- 2016      2017 ----- 2020

- Security Guard
- Cash In Transit
- Building Management Service

**Conventional security services**

- GPS Searching System
- MiniBond System

**Mobile Security**

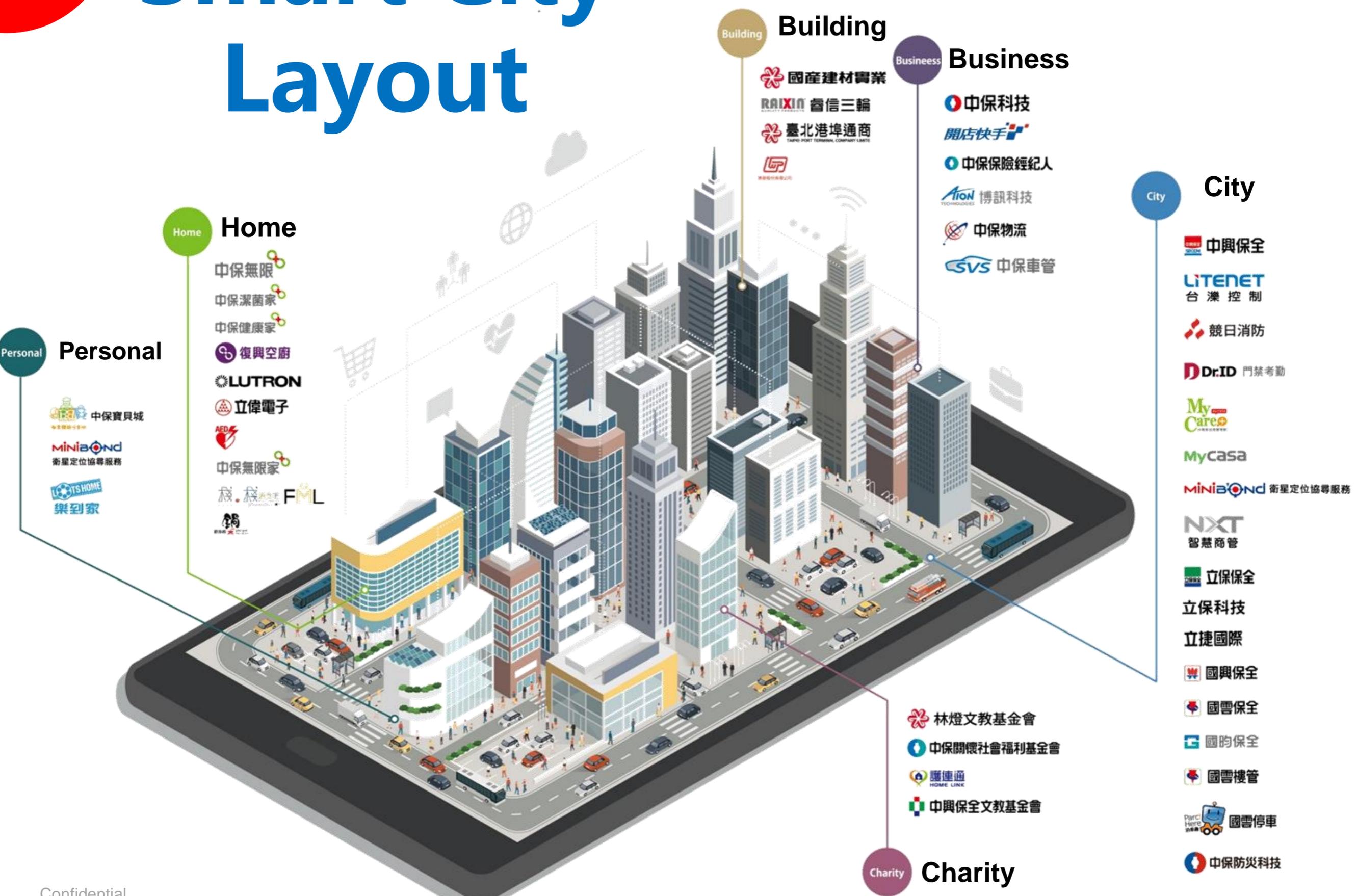
- Cloud Integration
- Retail Management
- Green Building

**Smart Integration**

- Wireless System
- EC Platform
- Retail Store

**IoT & Virtual Reality Integration**

# Smart City Layout



Home **Home**

- 中保無限
- 中保潔菌家
- 中保健康家
- 復興空廚
- LUTRON
- 立偉電子
- 中保無限家
- 禾. 禾. 禾 FML

Personal **Personal**

- 中保寶貝城
- MINI BOND 衛星定位協尋服務
- 樂到家

Building **Building**

- 國產建材專業
- RAIXIN 睿信三輪
- 臺北港埠通商

Business **Business**

- 中保科技
- 開店快手
- 中保保險經紀人
- AION 博訊科技
- 中保物流
- SVS 中保車管

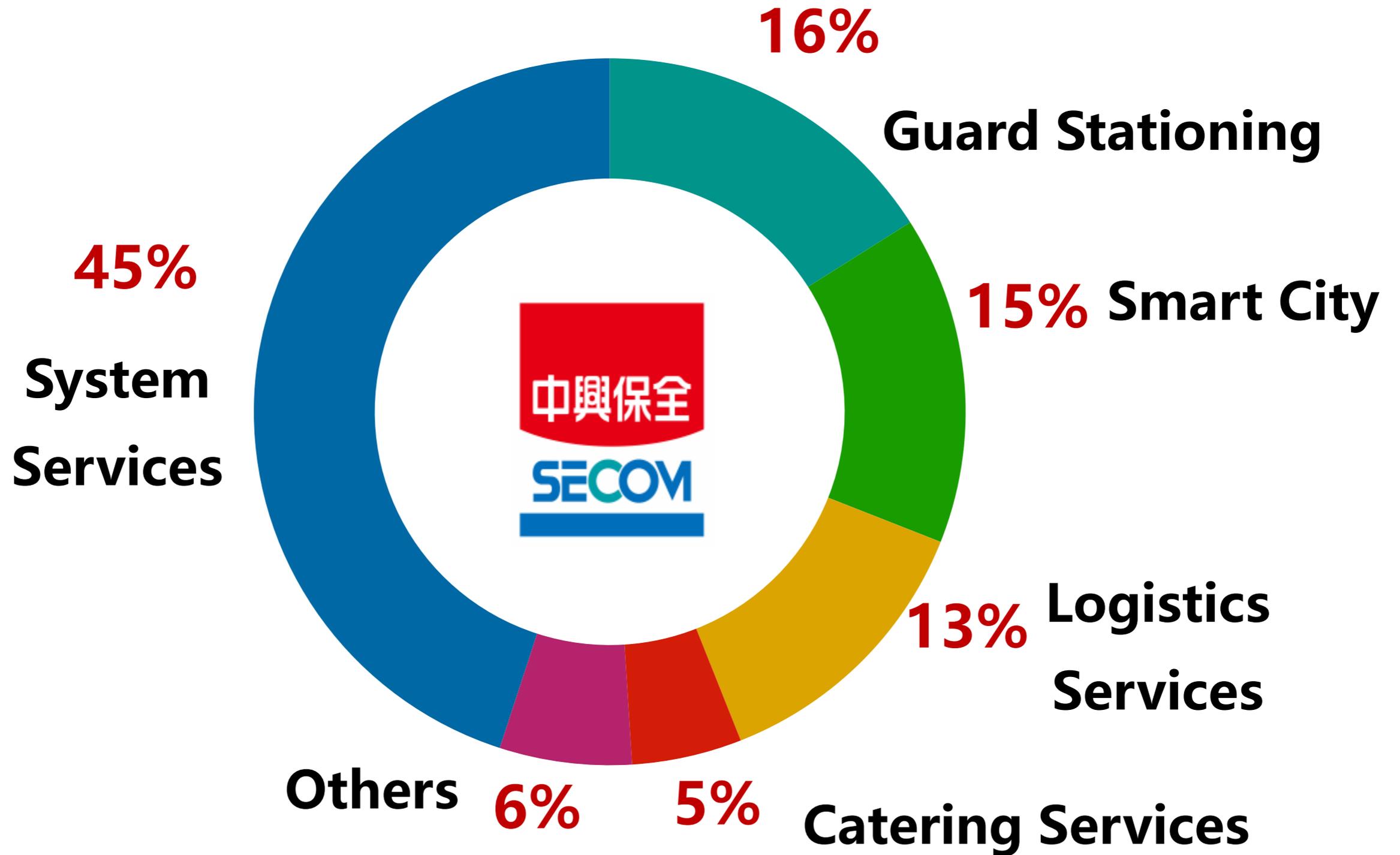
City **City**

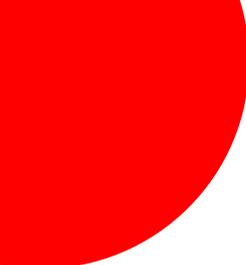
- 中興保全
- LITENET 台澳控制
- 競日消防
- Dr.ID 門禁考勤
- MyCare
- MyCasa
- MINI BOND 衛星定位協尋服務
- NXT 智慧商管
- 立保保全
- 立保科技
- 立捷國際
- 國興保全
- 國豐保全
- 國鈞保全
- 國豐樓管
- 國豐停車
- 中保防災科技

Charity **Charity**

- 林燈文教基金會
- 中保關懷社會福利基金會
- 國連通 HOME LINK
- 中興保全文教基金會

# Fields Revenue Proportion





## 2. Sales Growth Driven Forces-New Members in Group

- Smart City- Brightron Technology and Engineering Corporation
- Smart Energy - Sunseap Solutions
- Smart Community- Colour Life Services
- Smart Parking – Goyun Parking



# Smart City



**保創科技**

**Brightron Technology and Engineering  
Corporation**

Electromechanical Engineering Integration





競日消防

Firefighting Systems



保創科技

LITENET

台灣控制工程股份有限公司

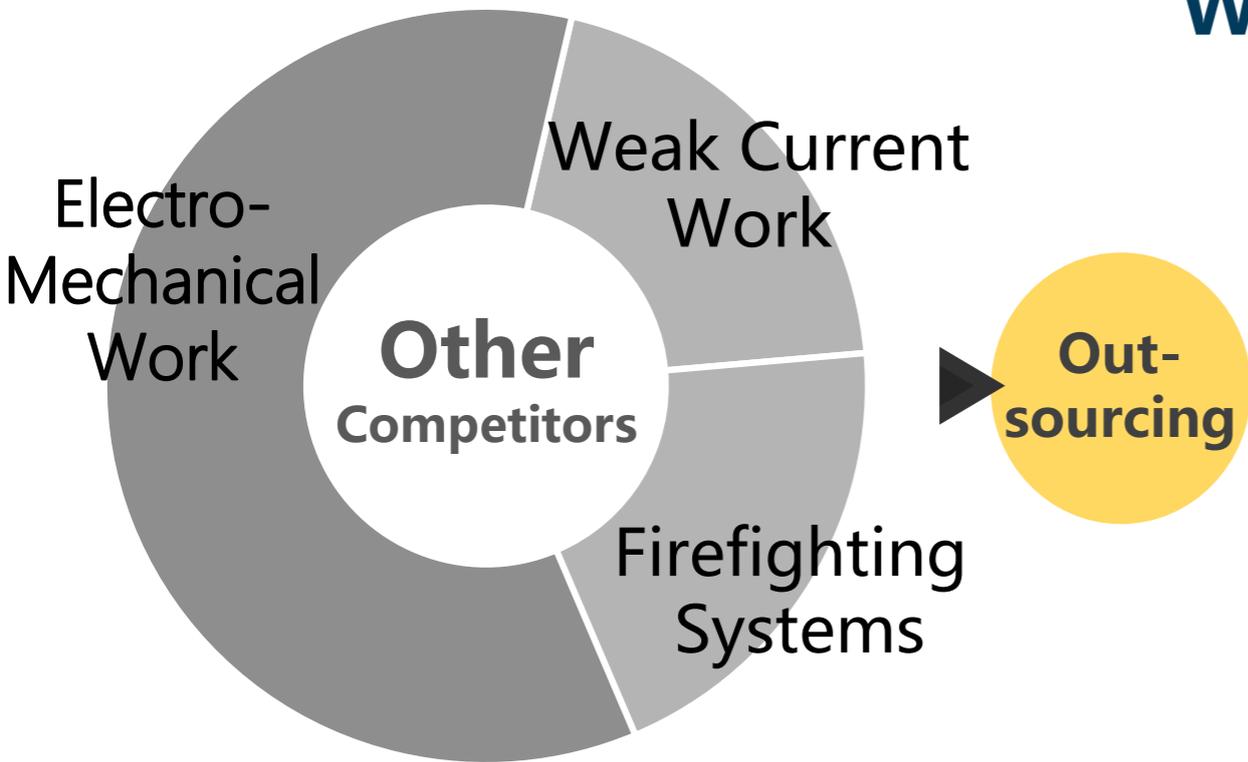
Integrated Service for  
Smart Living Planning



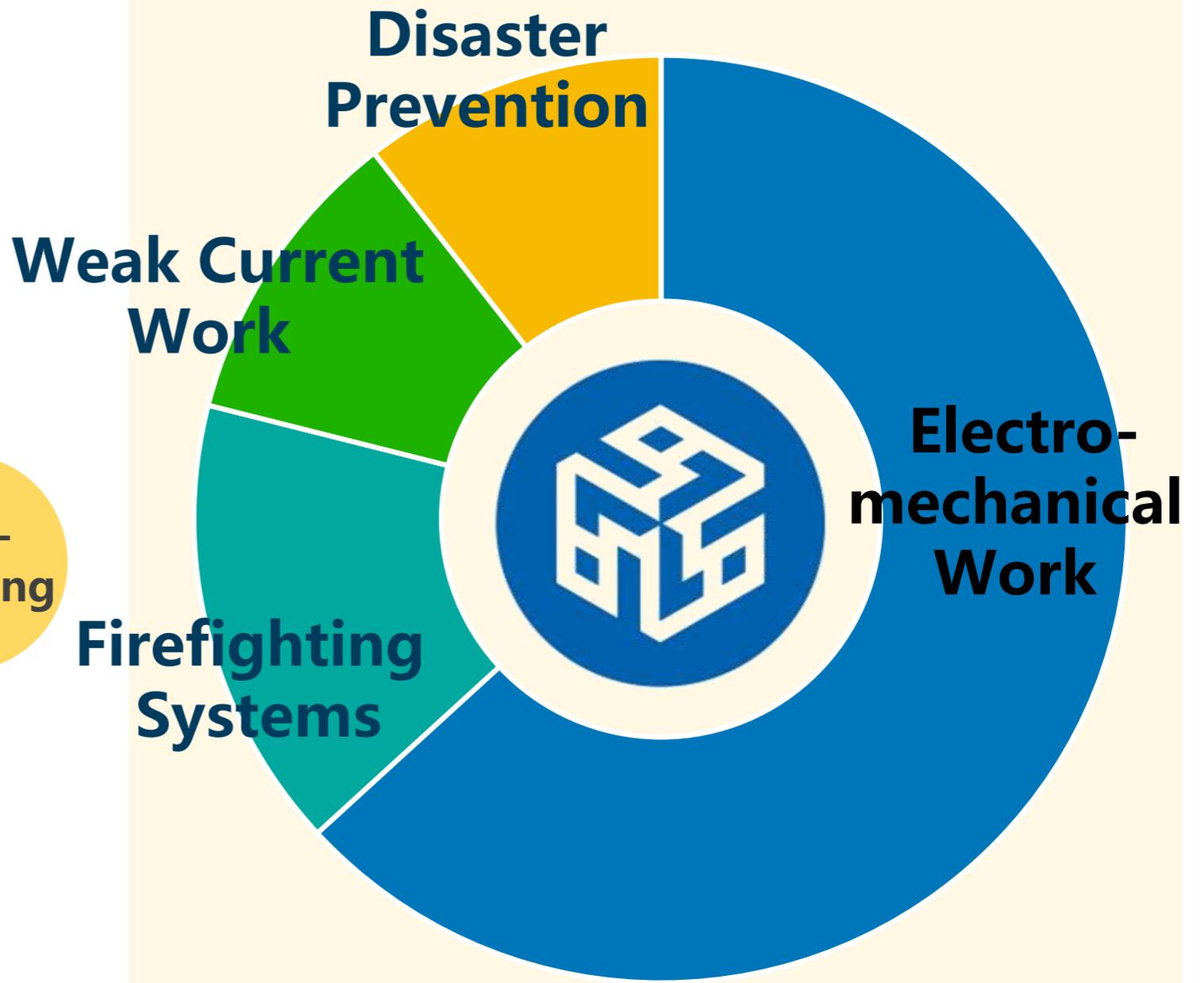
中保防災科技

City Disaster Prevention and Sustainable  
Management Planning

# Our Advantage



**Subcontracting**



**One-stop  
Integrated Service**

# One-Stop Services during the whole building period

Processes	Vacant Lot Planning	Open Bid	Under Construction	Maintenance
<b>Participants and Works</b>	<p><b>Landlord</b> 空地利用 (現金流)</p> <p><b>Architect</b> 可行性評估 設計圖說 施工規範 (發包依據)</p>	<p><b>Building Company</b> 土建包 成本分析 (投標金額)</p> <p><b>Mechanical and Electrical Engineering Corporation</b> 機電包 成本分析 (投標金額)</p>	<p><b>Material Suppliers</b> (提供材料)</p> <p><b>Construction company</b> (進行施工)</p> <p><b>Construction with material suppliers</b> (連工帶料)</p>	<p><b>Asset Management</b> (安全/清潔/舒適/便利)</p> <p><b>Weak Current Works</b> (管線/設備/動線)</p> <p><b>Building Safety</b> (地震預警/結構安全監測)</p>
	<p><b>Construction Management/ Turnkey Contractor</b></p>			
<b>Servicing Companies</b>	<p>國雲停車</p>	<p>國雍營造</p> <p>保創機電</p>	<p>國產混凝土</p> <p>惠普板材</p> <p>國宇輕質磚</p> <p>保創消防</p>	<p>中保智慧宅    國興/國雲</p> <p>國雲樓管    中保無限家</p> <p>立偉電子    立保科技</p> <p>保創燈控    睿信三輪</p> <p>保創災防</p>

# Smart Energy



## Sunseap Solutions





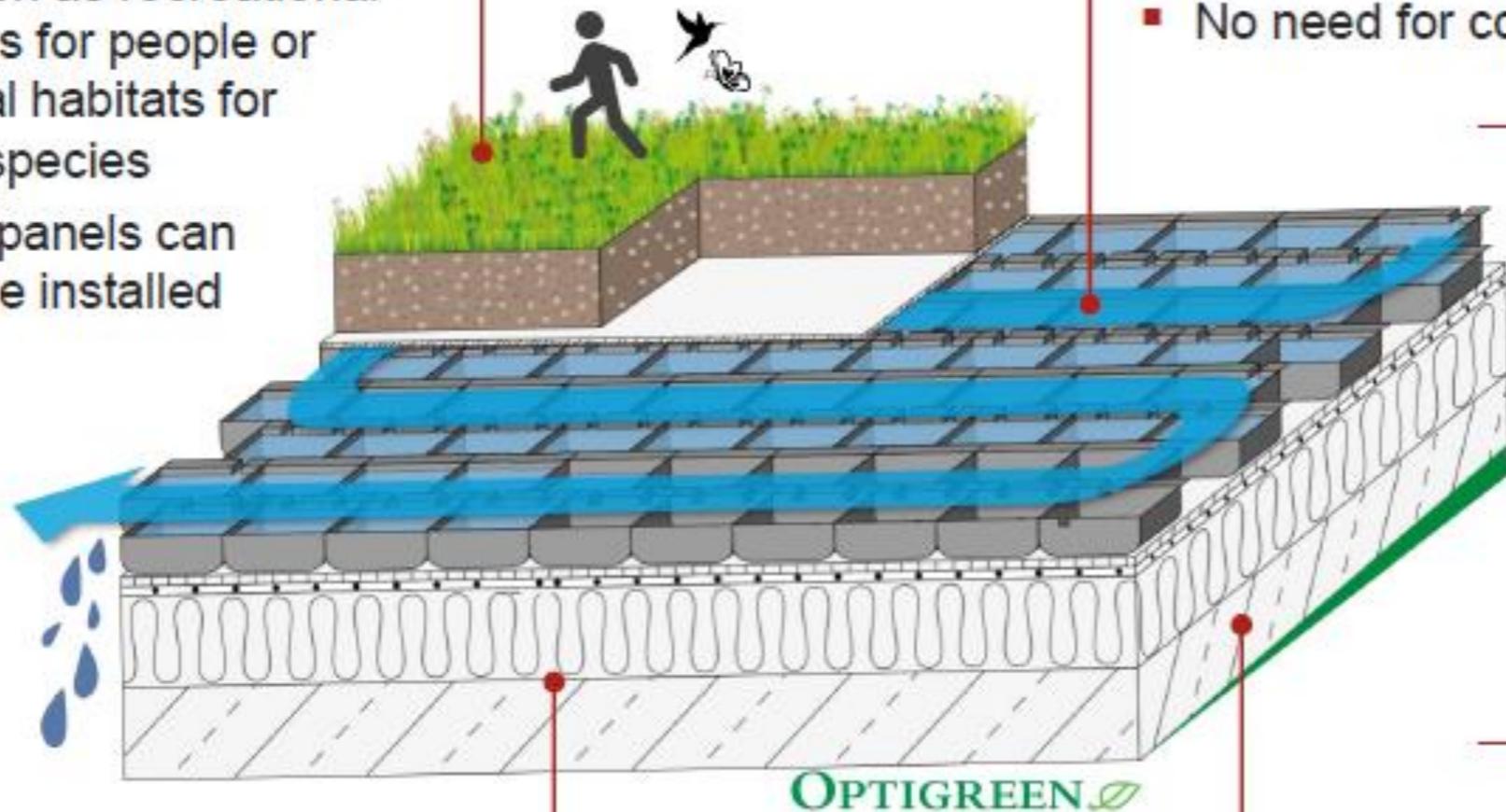
- Established in 2011, Sunseap Group is the largest clean energy solutions provider in Singapore.
- Main supplier of [Rooftop solar system] and [Green Roof] for businesses to utilize solar energy by generating solar energy from the rooftops of their buildings.



# What is Green Roof?

## Productive space

- Green roofs can function as recreational spaces for people or natural habitats for local species
- Solar panels can also be installed



## Improved water retention

- Retains 40-80% of annual rainfall
- Reduce flash floods and damages
- No need for complex drainage systems

## Incentives

- NParks can co-fund up to 50% of costs\*

\*For existing buildings only. Please refer to link below for more information:  
<https://www.nparks.gov.sg/skyrisegreenery/incentive-scheme>

## Reduced maintenance

- Green roofs protect waterproofing layer from exposure to the elements, reducing degradation and doubling its lifespan

## Cooler roofs

- Green roofs cut down heat transmission by up to 90%, reducing cost for cooling

# Energy Efficiency and Clean Energy



- The combination of the Green roof with a solar PV system is to achieve better system and roof performance.

# Powerful combination



# Smart Community



## Colour Life Services



# Colour Life APP

## Colour Life Eco System



**Taiwan SECOM**

Group Eco System



Business Clients



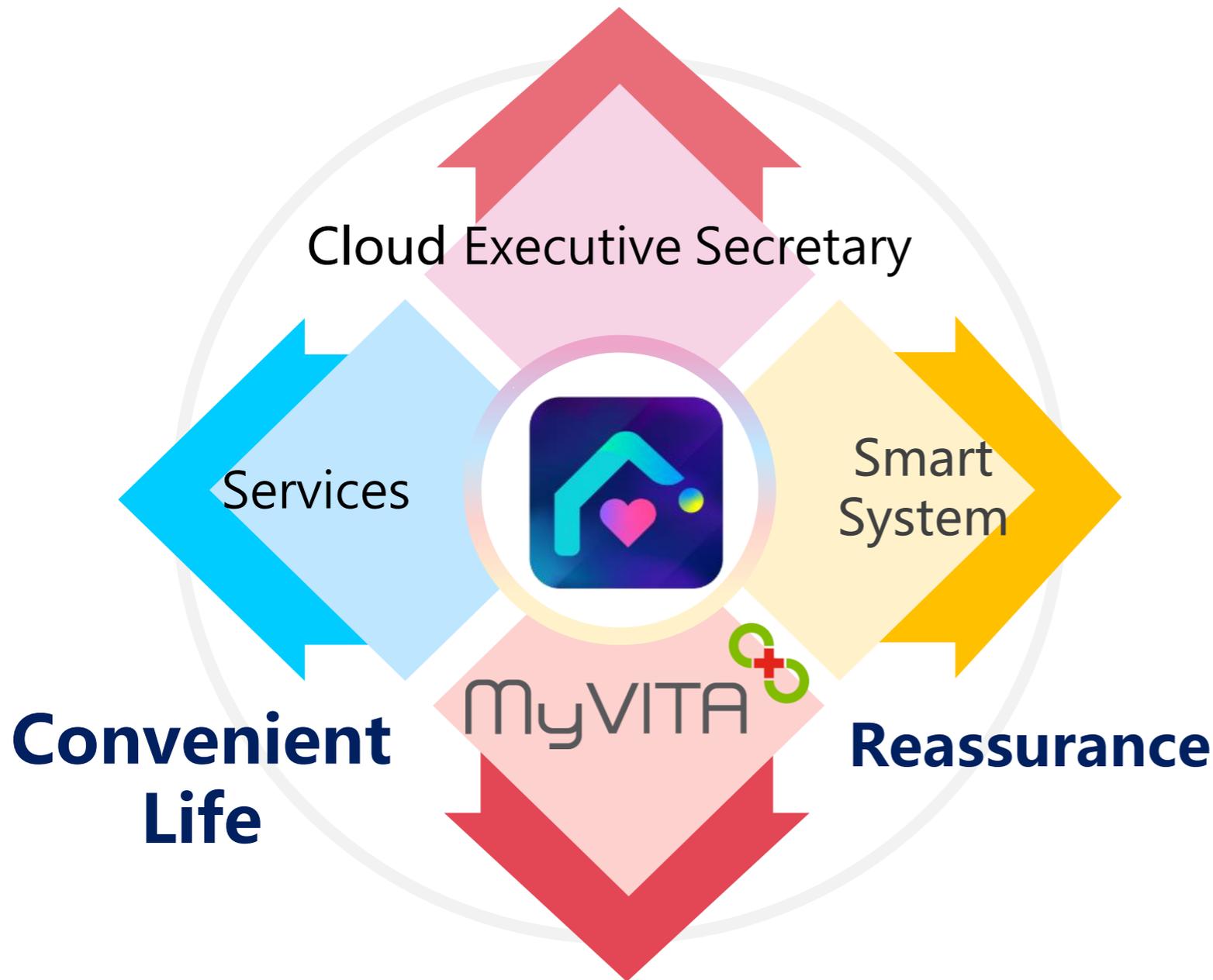
**Customers**

Family Living Surroundings



Communities

# Innovation



## Business Model

- Everything is on line
- One APP contains whole functions
- Daily consumptions can offset monthly management fee

## Marketing Key

- Pay on-line
- Lower man power costs
- Suppliers are also the clients

## Dependable Services

- Push notifications
- Transparency in financial management
- All process are under control

## Smart System

- Safety and Disaster Prevention
- Instantaneous Reminder with highest quality

# Smart Parking



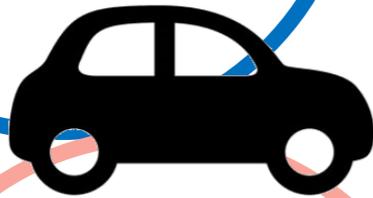
## Goyun Parking



# Smart Parking

## -Magnetic Parking Sensors+APP

Magnetic  
Parking  
Sensors



Smart  
Parking  
APP

Real-Time  
CMS System  
(by Government)

- **First officially**  
on-line system in Keelung,  
Taiwan



- Guiding drivers to parking spaces by APP

- Providing real-time  
parking information



# Smart Parking-Smart Parking Pillar



Industry-leading product

Multiple payment methods

Over 95% recognition rate

AI deep learning

Continuous recording and recognition

Recognizing car plates in the night is possible

Meet the latest vehicle registration numbers rules



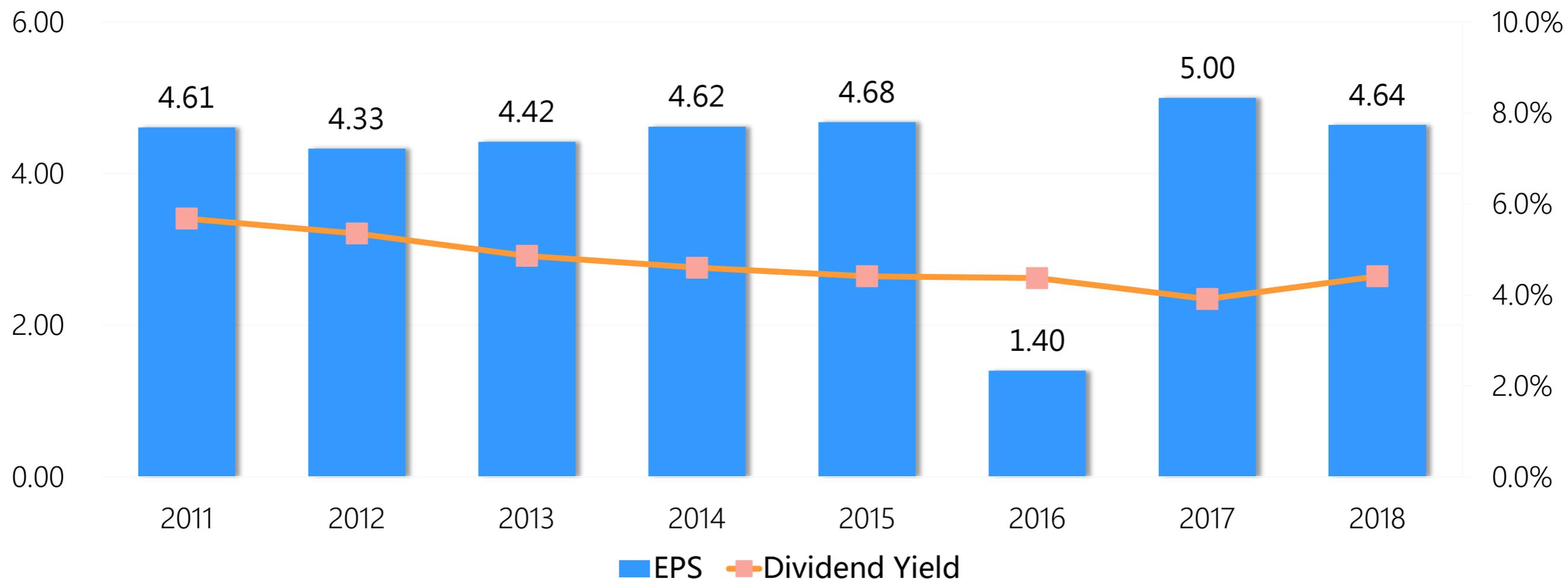
# 3. 2019 Q3 Financial Status



# Dividend Policy

Unit: NTD Dollar, %

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019
Cash	3.1	3.3	3.4	3.5	4.0	4.0	3.5	4	4
Stock	0	0	0	0.15	0	0	0	0	0
Dividend Yield (%)	5.68	5.35	4.86	4.6	4.41	4.37	3.91	4.41	4.45

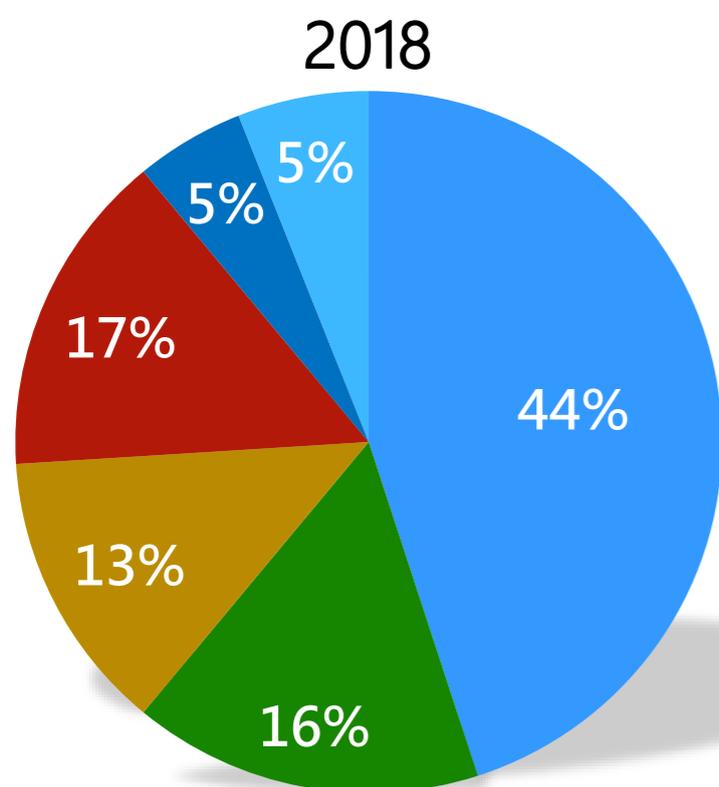


# Taiwan SECOM Group Segment Revenues

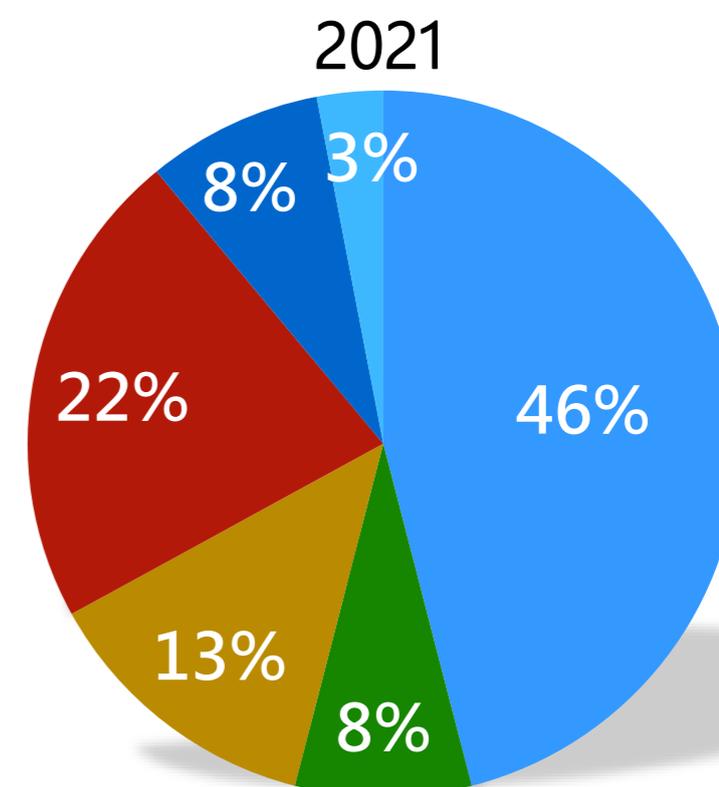
Name / Nature of Business		SR	RR		GPM		OPM	
			FY18	3Q19	FY18	3Q19	FY18	3Q19
Taiwan Secom Co., Ltd. - System Security Service			50.07%	50.95%	49.57%	49.58%	22.72%	23.14%
Lee Bao Security Co., Ltd. - Cash in transit and ATM Services		100.00%	5.37%	6.07%	31.59%	34.82%	18.93%	23.61%
Kuo Hsing Security Co., Ltd. - Buildings Security Guarding Service		86.15%	9.09%	8.79%	19.61%	19.59%	10.75%	10.82%
Goyun Securty Co., Ltd. - Buildings Security Guarding Service		100.00%	4.86%	5.05%	22.69%	22.87%	11.80%	12.42%
Lee Way Electronics Co., Ltd. - Police-citizen connection and AED		92.68%	1.32%	1.30%	38.87%	42.32%	14.57%	15.36%
Gowin Building Management Co., Ltd. - Building and Parking Management		100.00%	7.46%	8.28%	18.18%	17.25%	11.25%	10.56%
Comlink Fire Systems Co., Ltd. - Fire Systems		100.00%	1.06%	1.07%	30.04%	30.00%	11.76%	12.00%
Zhong Bao Disaster Protection Co., Ltd. - Disaster Protection Technology		95.38%	2.48%	0.65%	41.40%	22.31%	33.28%	4.79%
<b>Total</b>	<b>Core Business</b>		<b>81.71%</b>	<b>82.16%</b>				
<b>Consolidated</b>			<b>100%</b>	<b>100%</b>				

# Taiwan SECOM Group Segment Revenues

Name / Nature of Business		SR	RR		GPM		OPM
			FY18	3Q19	FY18	3Q19	FY18
Goldsun Express & Logistics Co., Ltd. - Logistics Service	100.00%	7.06%	6.32%	7.41%	9.13%	4.78%	6.22%
TransAsia Catering Services Ltd. - Catering Service	90.02%	4.39%	4.42%	20.50%	19.86%	5.21%	3.91%
Others		6.84%	7.10%				
<b>Total</b>		<b>18.29%</b>	<b>17.84%</b>				



- System Security
- Stationed Guard
- Logistics Services
- Smart City
- Catering Services
- Others



# Consolidated Income Statement FY16 – 3Q19

Unit: Million NTD

	2016	2017	2018	2019Q3
Consolidated Revenue	13,480	13,055	13,394	10,002
YoY Change	+1.45%	-3.16%	+2.60%	+1.18%
Gross Profit	4,982	4,648	4,907	3,665
% Gross Margin Ratio	36.96%	35.61%	36.64%	36.64%
Operating Expense				
Selling Expense	898	834	794	573
Admin. Expense	1,352	1,499	1,435	1,078
R&D. Expense	104	93	105	77
Expected Credit Losses	-	-	13	11
Total Expense	2,353	2,426	2,346	1,738
% of Total Revenue	17.46%	18.59%	17.52%	17.38%
Operating Profit	2,629	2,222	2,561	1,926
% of Total Revenue	19.50%	17.02%	19.12%	19.26%
EBITDA	2,259	3,890	3,782	3,126
% of Total Revenue	16.76%	29.80%	28.24%	31.26%
Depreciation & Amortization	1,190	1,231	1,201	1,082

# Consolidated Financial Summary FY16 – 2Q19

Unit: Million NTD

	Yearly Results			YTD Results	
	2016	2017	2018	2018Q3	2019Q3
Cash and cash equivalents	4,841	5,290	5,022	4,105	5,175
<b>Total assets</b>	20,243	20,924	20,888	19,984	21,209
Short-term loans	2,835	2,204	2,550	2,655	3,368
Long-term loans	888	1,034	350	416	232
<b>Total liabilities</b>	10,308	10,369	10,087	9,708	10,560
<b>Total equity</b>	9,934	10,554	10,801	10,277	10,648
Capital expenditure	1,013	1,296	925	724	624
Operating expense	2,353	2,426	2,346	1,750	1,738



**中興保全科技集團**  
**Taiwan SECOM Tech Group**

*Thank You*

