



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

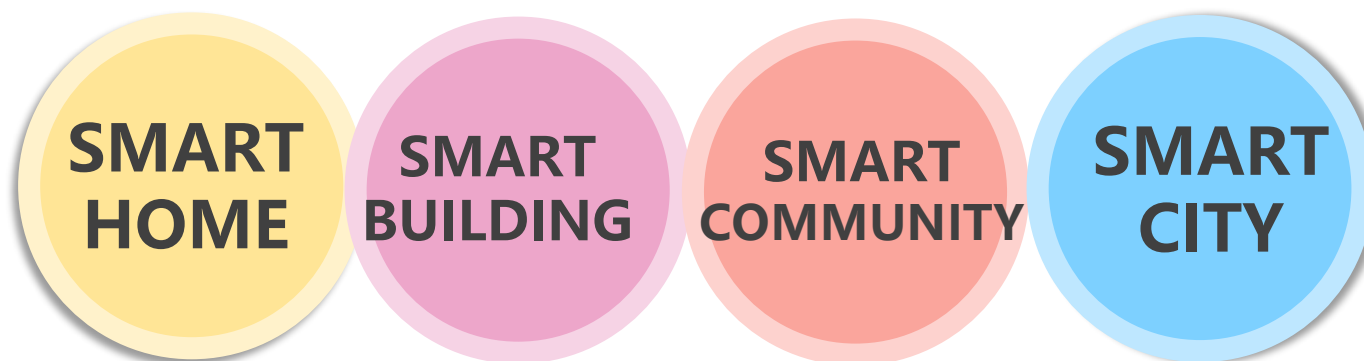
Own research,
development & quality
control center

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



- Security Guard
- Cash In Transit
- Building Management Service

Conventional security services

- GPS Searching System
- MiniBond System

Mobile Security

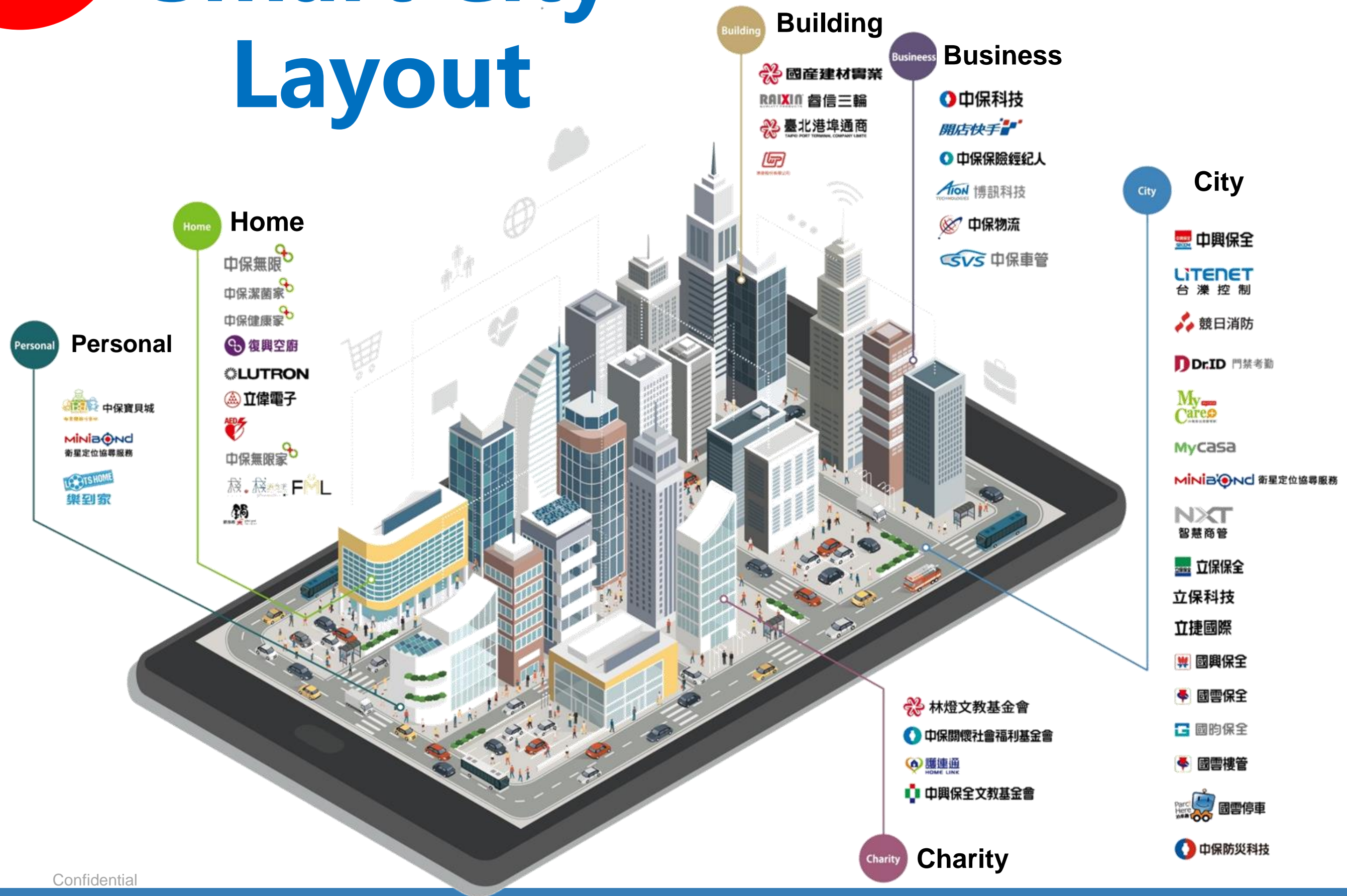
- Cloud Integration
- Retail Management
- Green Building

Smart Integration

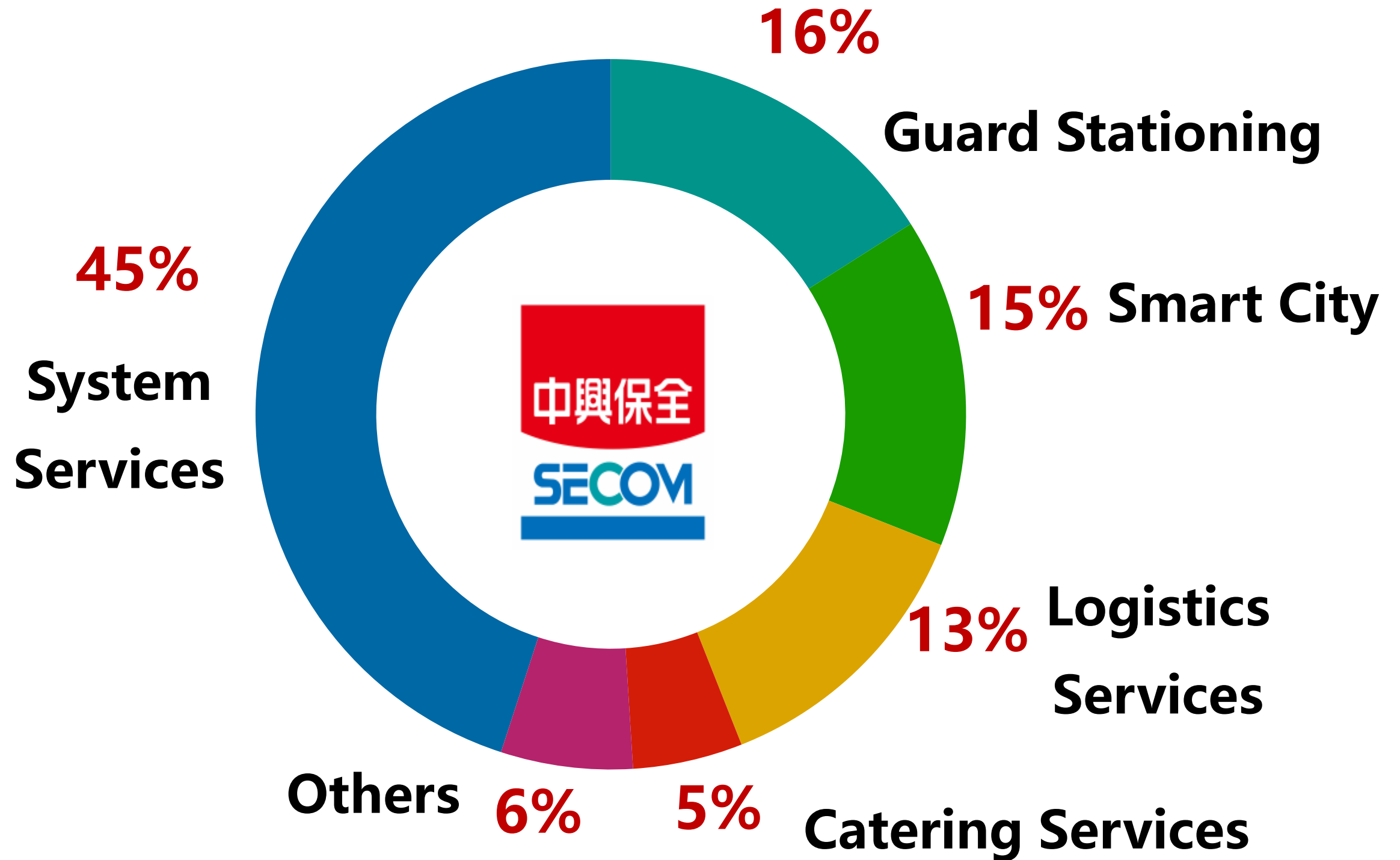
- Wireless System
- EC Platform
- Retail Store

IoT & Virtual Reality Integration

Smart City Layout



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

Brighton Technology and Engineering Corporation

Electromechanical Engineering Integration





Firefighting Systems



保創科技



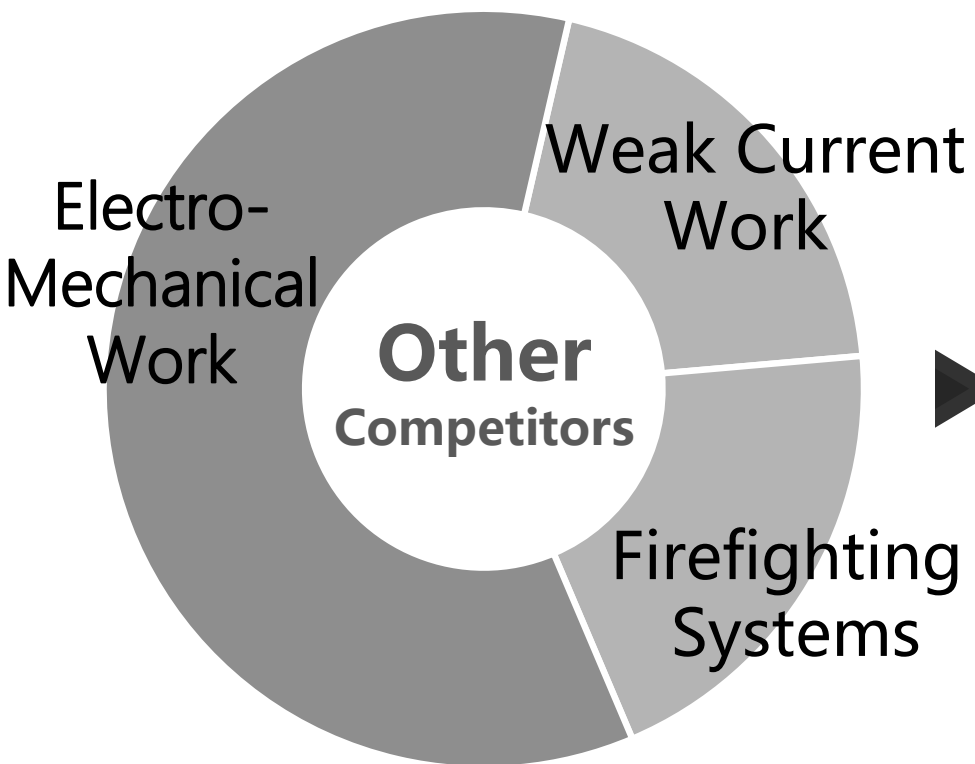
Integrated Service for
Smart Living Planning



中保防災科技

City Disaster Prevention and Sustainable
Management Planning

Our Advantage



Weak Current Work

Firefighting Systems

Disaster Prevention

Electro-mechanical Work

Subcontracting

One-stop Integrated Service

One-Stop Services during the whole building period

Processes	Vacant Lot Planning	Open Bid	Under Construction	Maintenance
Participants and Works	<p><u>Landlord</u> 空地利用 (現金流)</p> <p><u>Architect</u> 可行性評估 設計圖說 施工規範 (發包依據)</p>	<p><u>Building Company</u> 土建包 成本分析 (投標金額)</p> <p><u>Mechanical and Electrical Engineering Corporation</u> 機電包 成本分析 (投標金額)</p>	<p><u>Material Suppliers</u> (提供材料)</p> <p><u>Construction company</u> (進行施工)</p> <p><u>Construction with material suppliers</u> (連工帶料)</p>	<p><u>Asset Management</u> (安全/清潔/舒適/便利)</p> <p><u>Weak Current Works</u> (管線/設備/動線)</p> <p><u>Building Safety</u> (地震預警 /結構安全監測)</p>
	<u>Construction Management/ Turnkey Contractor</u>			
Servicing Companies	<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





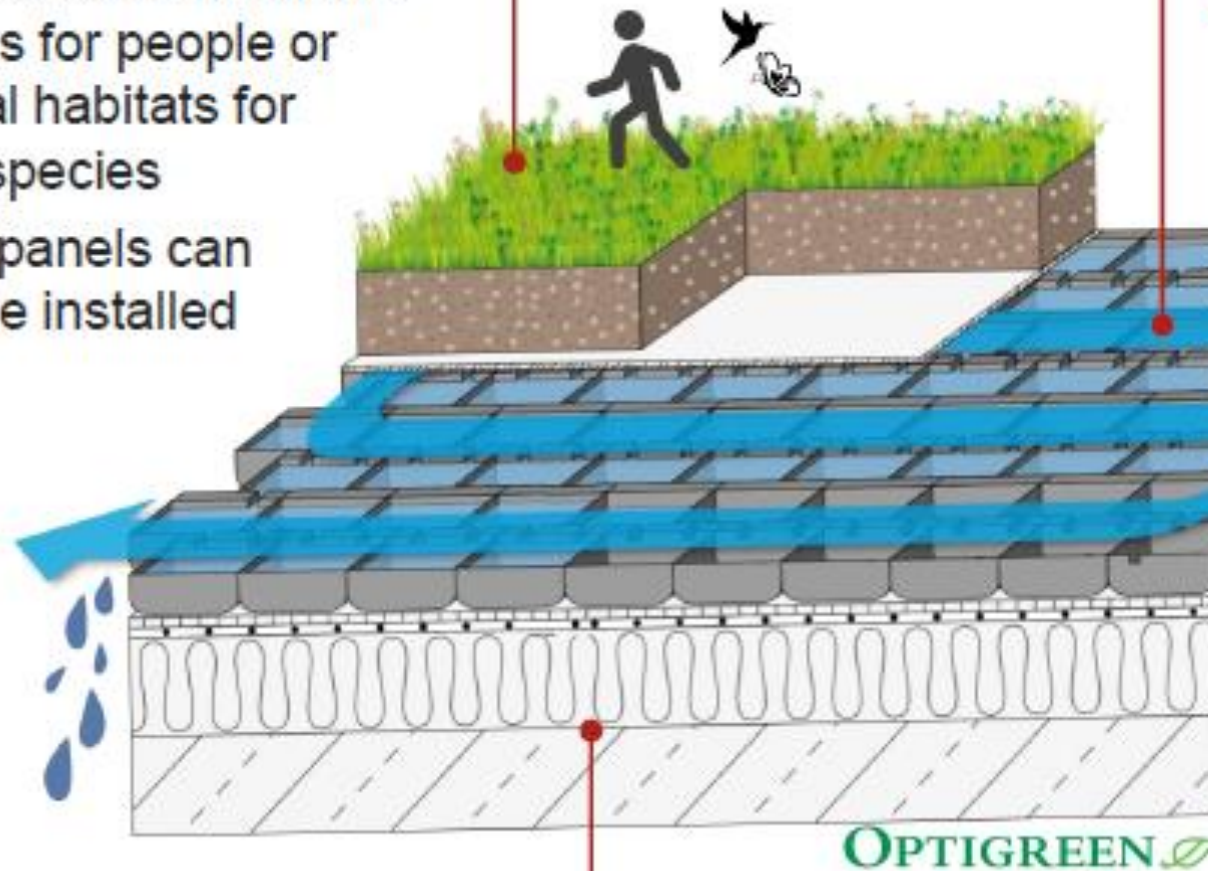
- Established in 2011, Sunseap Group is the largest clean energy solutions provider in Singapore.
- Main supplier of [Rooftop solar system] and [Green Roof] for businesses to utilize solar energy by generating solar energy from the rooftops of their buildings.



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

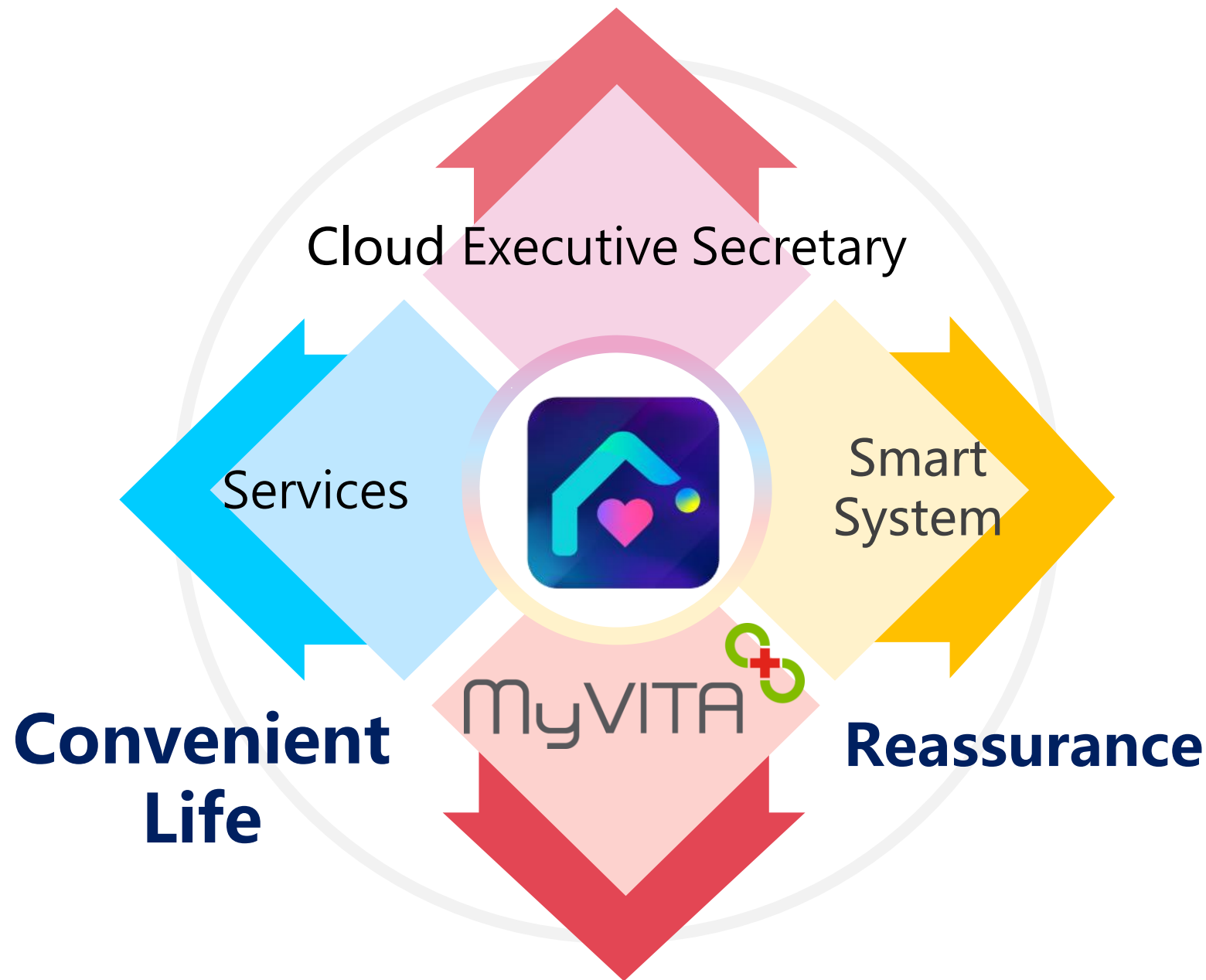
Customers

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



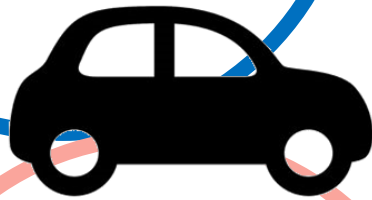
Goyun Parking



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





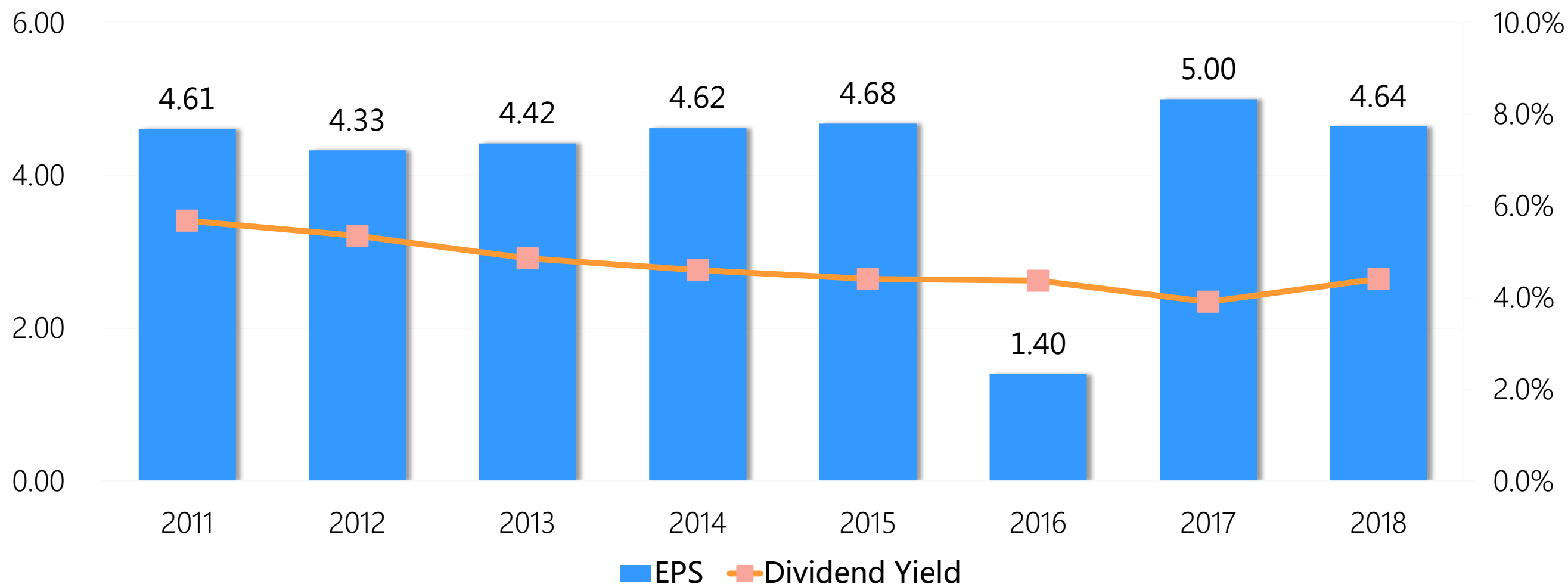
3. 2019 Q3 Financial Status



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

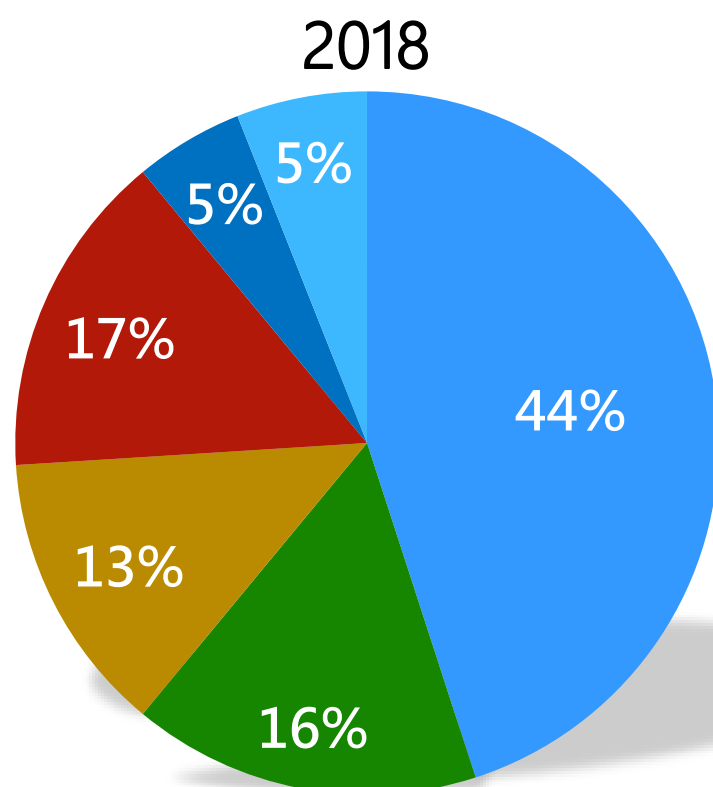


Taiwan SECOM Group Segment Revenues

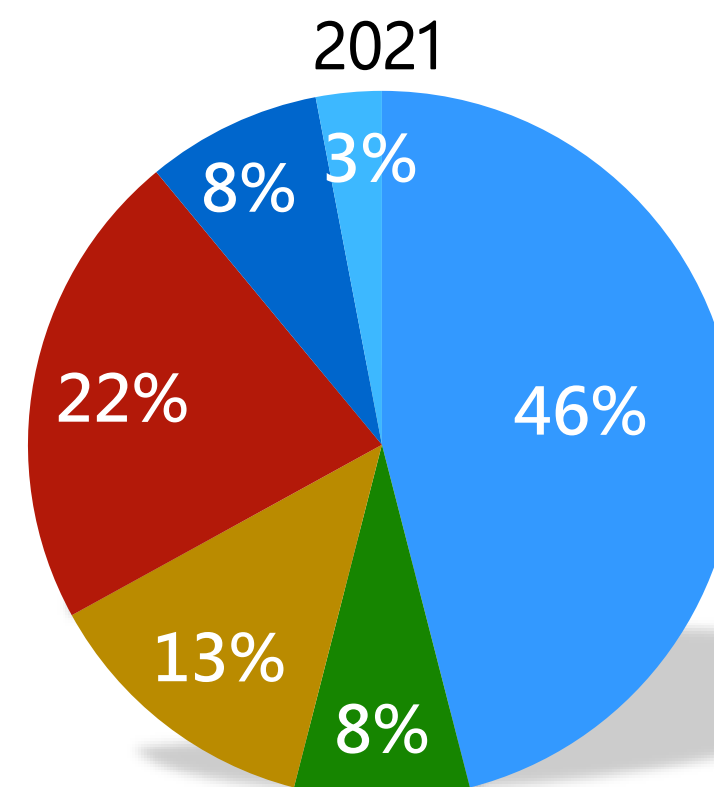
Name / Nature of Business		SR	RR		GPM		OPM	
			FY18	3Q19	FY18	3Q19	FY18	3Q19
Taiwan Secom Co., Ltd. - System Security Service			50.07%	50.95%	49.57%	49.58%	22.72%	23.14%
Lee Bao Security Co., Ltd. - Cash in transit and ATM Services		100.00%	5.37%	6.07%	31.59%	34.82%	18.93%	23.61%
Kuo Hsing Security Co., 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%
Total	Core Business		81.71%	82.16%				
Consolidated			100%	100%				

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%				
Total		18.29%	17.84%				



- 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
Total assets	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
Total liabilities	10,308	10,369	10,087	9,708	10,560
Total equity	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

