

Fullerton Technology Co., Ltd.

INVESTOR CONFERENCE

TSE:6136 2017.09





Agenda

- Company Profile
- Products and Services
- Major Investment
- Business Model and Development
- Financial Result

fullerton Company Profile













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132 Employees 1992.4 Established

> 2002.1 IPO in TPEx 2003.8 TPEx to TWSE

Company Brief

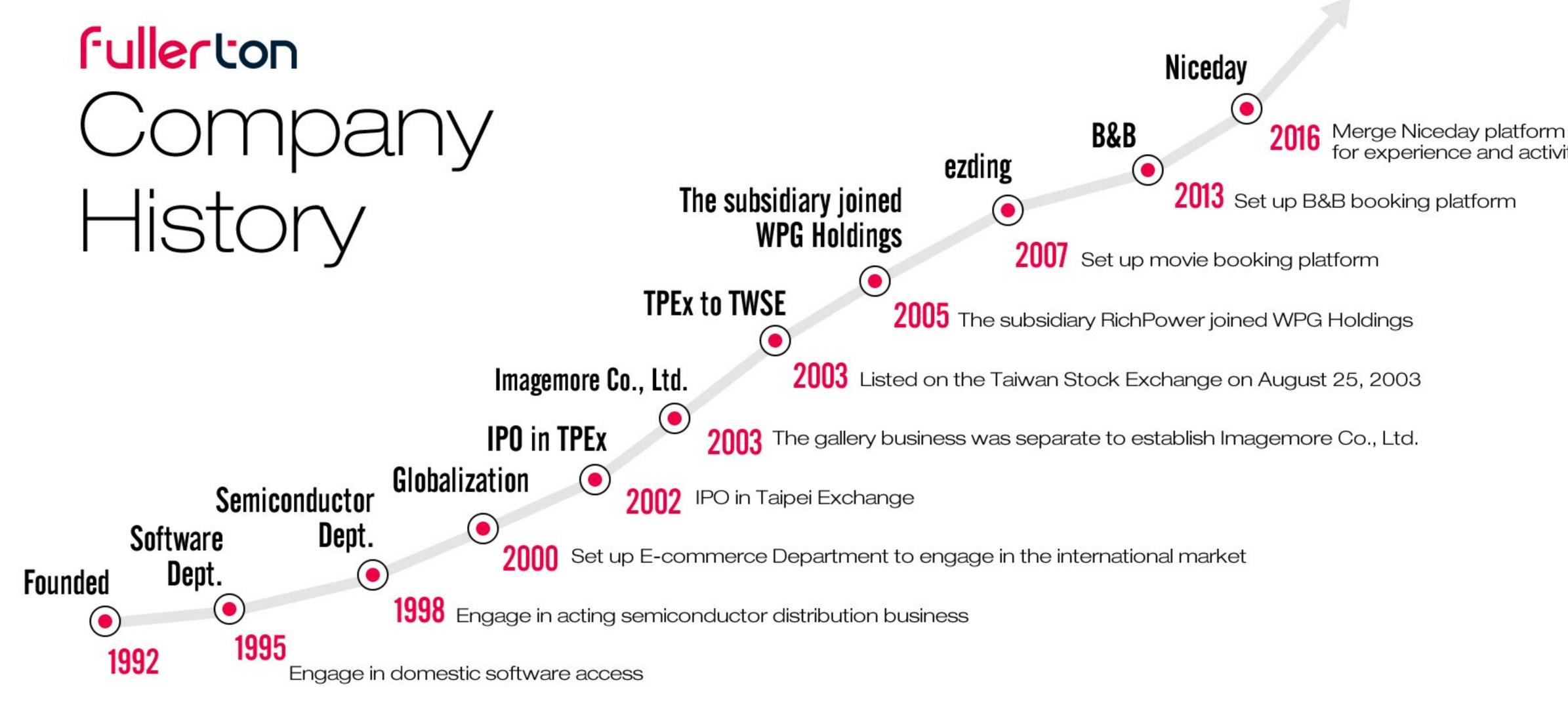
6136 TSE No.

1.155 Billion Capital

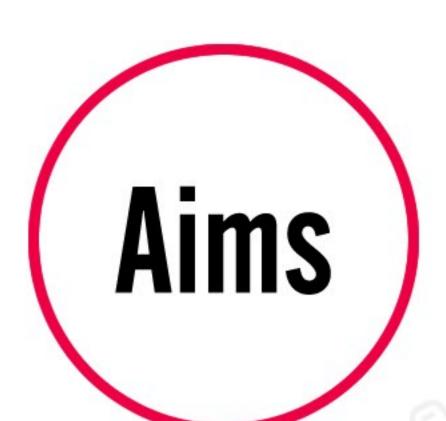
Richard Wu

Chairman / CEO

fullerton



Business philosophy



We provide the life enjoyment platform to create users' happiness.

Fun for Life Full of Joy!!





Being open-freedom and innovation. Disciplines-teams and efficacy.

We provide platform service to create happiness for customers, set up happy environment, create ideals and steady success on operating for colleagues, and make profits for shareholders.

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Products and Services



Business Group

Life and Recreation Platform

Movie **CZ**

Experience Niceday and Activities

Communication Services

Pay Smart for VIP

4G Prepaid Card





Digital Image

SIMAGEMORE® 富爾特數位影像

Digital Imagery Provider

fullerton

Major Investment















Major Investment



No.1 Global Semiconductor Distributor

NT\$536.9 Billion / 2016



Booking of Cinema Booking System Development

fullerton Business Model and Development



Business Model



Marketing Channels

Bank Channel Sales B2B Sales

SEO operation
APP operation
Membership operation

Content Marketing Rating campaign Movie tickets 000 000 booking Community **Dating**

30 Cinemas

VIESHOW
MIRAMAR
WOVIE
SHIN KONG
CFGC
IN89
LUX etx..

APP 1 56 M
downloads

fullerton

Business Development



Assisting cinema sales

Digitization Systematization Datamation

Media / Teleservice Finance / Corporation Partner

Online Traffic Booking

CZ (B)

Consumer

Increasing Frequency

Convenience Situation Satisfied Demand Creation

Marketing Service

Precision Customer Service

Artificial Intelligence

Extensive service

Cooperative Banks

21.7 million **Effective Credit Cards issued**

79.5% Market share



中國信託銀行 CTBC BANK



國泰世華銀行 Cathay United Bank

聯邦銀行



常化銀行 對化銀行



₩ 永豐銀行



新光銀行 **Shin Kong Bank**



















Fubon Bank 富邦銀行



Channel Partner

Teleservice

Portal / News

APPs / Websites

Life style



























Niceday Experience & Activities





020 Online booking Niceday

Quality experiences & activities Real time online booking





Real time online booking Online booking platform

Corp Corporate Customers Customers Professional team building consultant service

One-stop window Professional consulting Variety of experiences

Business Model & Development



Original content
Unique experience
Digital marketing

Content Marketing

Content
Blog website



Vendors white-label booking website



North

523 experiences

Our experiences & activities

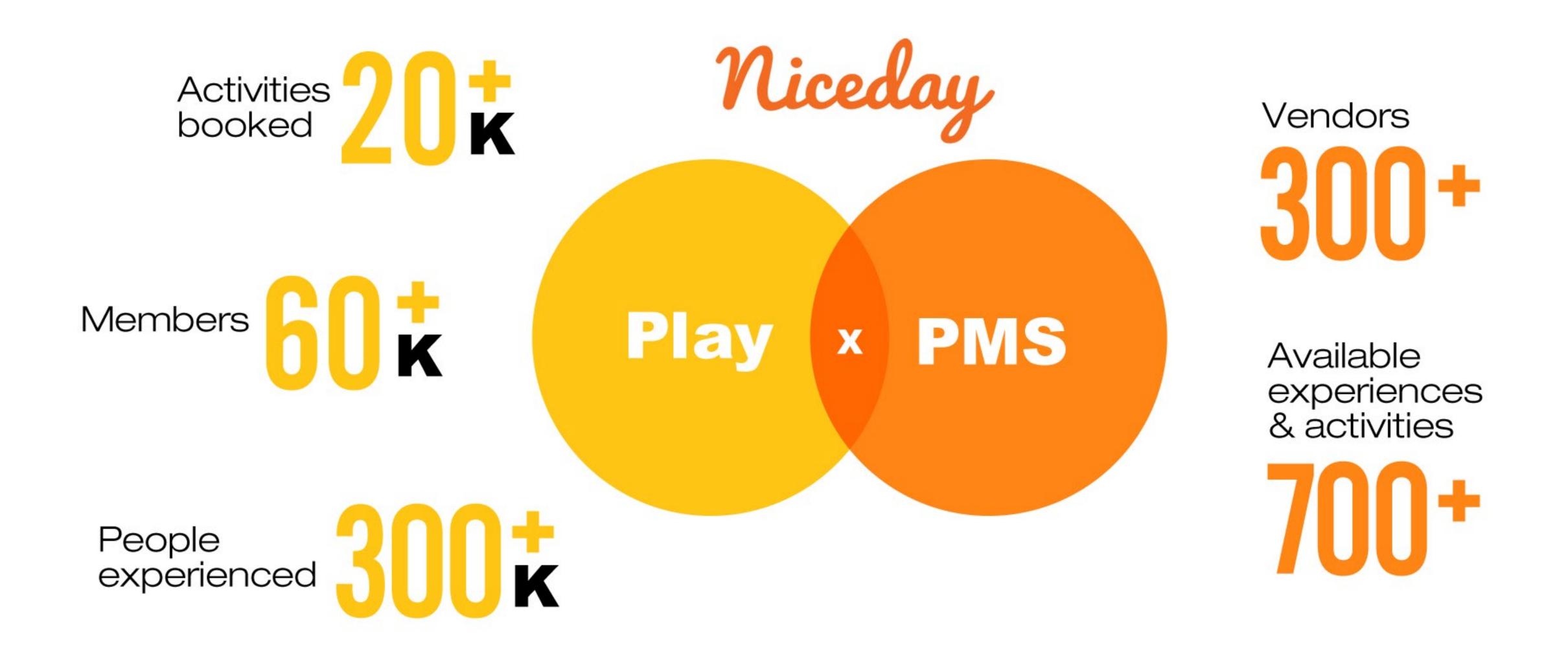
Play

Center

53 experiences

South experiences

East 65 experiences













































Communication Services



Business Model



Channel Marketing

Convenience Stores

Bank

E-Commerce channels

Website Operating

APP Operating

Media and Advertising

Pay Smart for VIP 4G Prepaid Card

Added value Services

PO

000

Marketing Activites

Consumers

Mobile Internet Access Recharge

Credit for phone call Recharge



Business Development

On-line Recharge Service



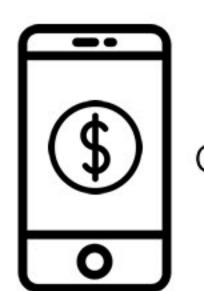
E-Commerce Channels

Convenience Stores

11,000

Website / APP Members





Consumers

Recharge immediately

Convenient / Rapid / Safe

Channel Partner





























國泰世華銀行 Cathay United Bank



₩ 永豐銀行













SIMAGEMORE®
Digital Image



Oriental characters / Chinoiserie
Medical / Health / Lifestyle
Tech / Finance
Chinese Painting
Concepts / CG...

Business Model



Home Brand Producin

Asian Creative Image Stock

Publishing

Premium Creative Low Budget Editorial

Sound Effect Motion



Professional Creative
Imagery Web

Downloadable 1 millions







Direct sales
Web Marketing
Distributors
Alliance
Copyright Management

The World's leading Image Stock Companies

Greater China TW/CN/HK

Asia

JP / KR / SEA

USA / Canada

Europe

Related Business Opportunities

Studio Rental
Merchandise Licensing
Commercial Shooting
Cultural & Creative Products
Others

Greater China Target Customers

Advertising
Enterprises
Government / School
Publishing Companies / Media
Others



Channel Partner

The world's leading Image Stock Companies

Greater China













Asia





















Channel Partner

The world's leading Image Stock Companies

US / Canada

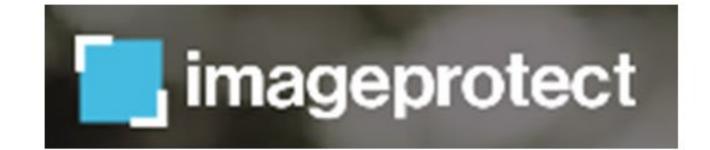
Europe

gettyimages blend superstock

















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Financial Result







2017 H1 Summary of Performance

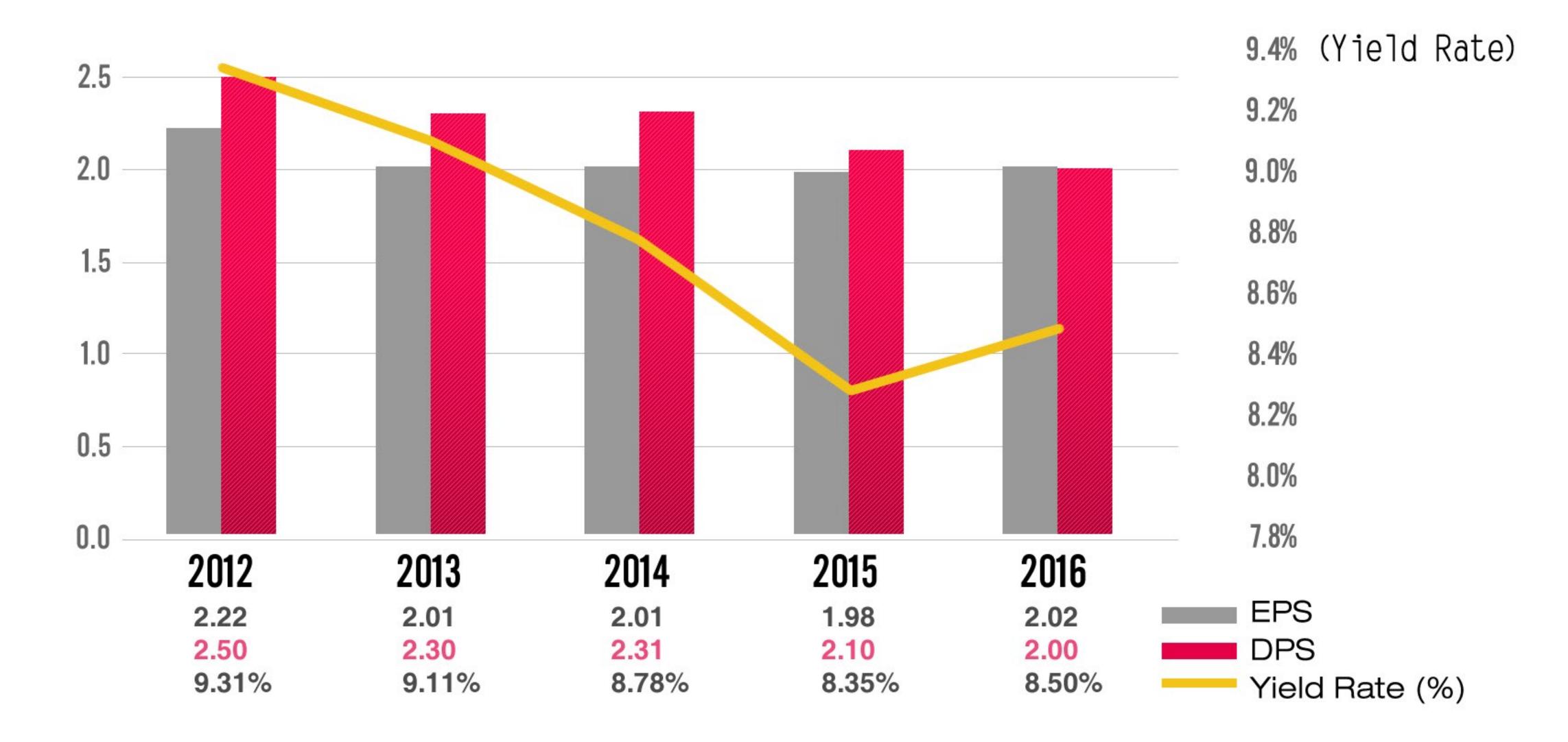
Unit: NT\$ thousand, except for EPS

Income Statement	2017H1	%	2016H1	%	YoY	YoY%
Operating revenue	359,520	100.00%	393,641	100.00%	(34,121)	(8.67%)
Operating income (loss)	(9,559)	(2.66%)	3,564	0.91%	(13,123)	(368.21%)
Non-operating income and expenses	86,200	23.98%	65,202	16.56%	20,998	32.20%
Income before Income Tax	76,641	21.32%	68,766	17.47%	7,875	11.45%
Net Income	71,436	19.87%	64,586	16.41%	6,850	10.61%
EPS (after-tax)	0.61		0.55			

Balance Sheet	June 30, 2017	%	December 31, 2016	%	June 30, 2016	%
Cash and cash equivalents	689,384	21.06%	468,912	14.79%	566,409	17.14%
Total current assets	1,290,610	39.42%	1,278,105	40.32%	1,428,499	43.23%
Available-for-sale financial assets- noncurrent	1,744,224	53.27%	1,637,292	51.65%	1,614,408	48.86%
Total non-current assets	1,983,534	60.58%	1,892,144	59.68%	1,875,641	56.77%
Total Assets	3,274,144	100.00%	3,170,249	100.00%	3,304,140	100.00%
Total Liabilities	343,305	10.48%	117,887	3.73%	383,554	11.61%
Total Equity	2,930,839	89.52%	3,052,362	96.27%	2,920,586	88.39%



Dividend Policy



fullerton THANK YOU!

