

Fullerton Technology Co., Ltd.

INVESTOR

CONFERENCE

2021.09

6136
TSE

Agenda

- 1. Company Profile**
- 2. Major Investment**
- 3. Products and Services**
- 4. Operation Structure and Prospect**
- 5. Actions to Covid-19**
- 6. Financial Result**

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1. Company Profile

Fullerton

Digital Platform Service Company

Established	1992.04
IPO in TPEX / TPEX to TWSE	2002.01 / 2003.8
Major Business	ezDing (Movie Ticketing) 、 Niceday (Experience and Activities) 、 SIM Card 、 Digital Imagery Provider 、 IOT Solutions Distributor
Capital	NT\$ 1.155 Billion
Chairman / CEO	Richard Wu
Employees	81

Fun for Life Full of Joy !!

Provide Life Entertainment Platform • Create Joy!

MISSION

We provide the life enjoyment platform to create users' happiness

THEORY OF BUSINESS

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

CULTURE

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

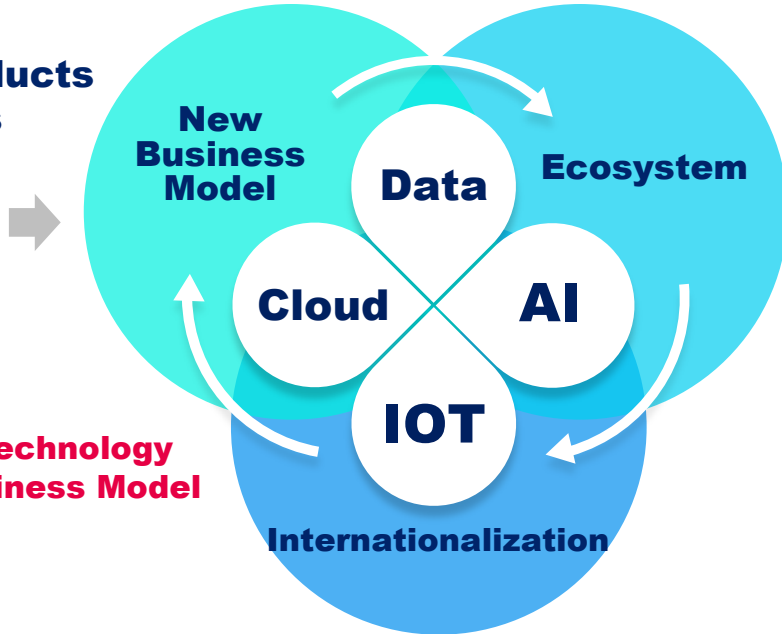
Business Model:

B2C / B2B2C → Develop B2B & Subscription Services

SI Valued Platform

Suppliers

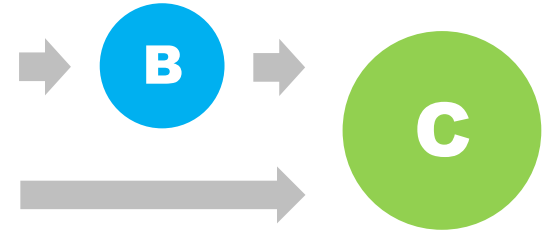
- **Physical Products**
- **O2O Services**
- **Information Services**



**Upgrade Digital Technology
Develop New Business Model**

Massive Traffic

**Channel · Payment · Telecom ·
Bank · Film studio**



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2. Major Investment

Major Investment

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**No.1 Global
Semiconductor
Distributor**

NT\$ 609.9 Billion / 2020



**Asia Pacific
Leading
Creativity Center**



AI & GCP Service

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3. Products and Services

Business Group

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**Life and
Entertainment
Platform**



**Communication
Services**

SIM Card

**Digital
Image**



IOT

**Internet
of Things**

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4. Operation Structure and Prospect

Life and Entertainment Platform - Development Strategy

Taiwan

Overseas Market

Plan for Strategic alliance

Increase collaborations within the life-style industry

Collaborate with big traffic partners

Seize post-epidemic rebound

Life and Entertainment Platform

X

Strategic Alliance

Strategic alliance with Southeast Asia partners

Plan for collaborations within the life-style industry



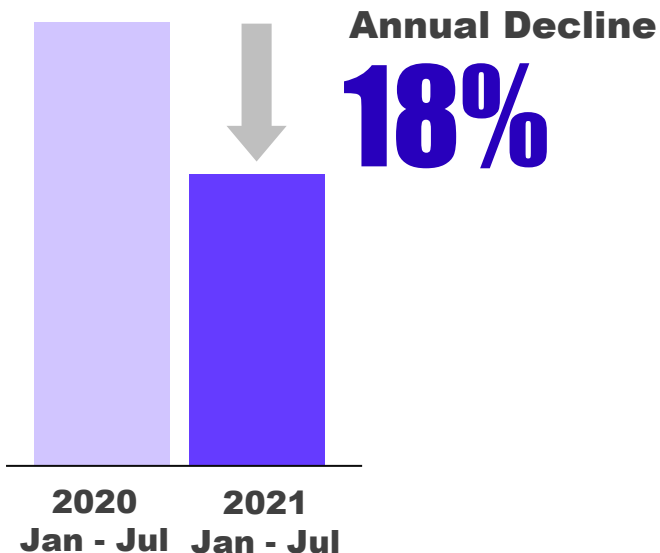
Operation Structure & Strategy

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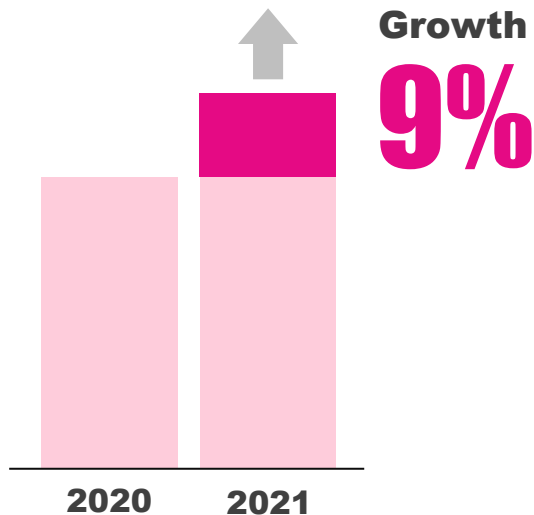


2021 Taiwan Market Overview

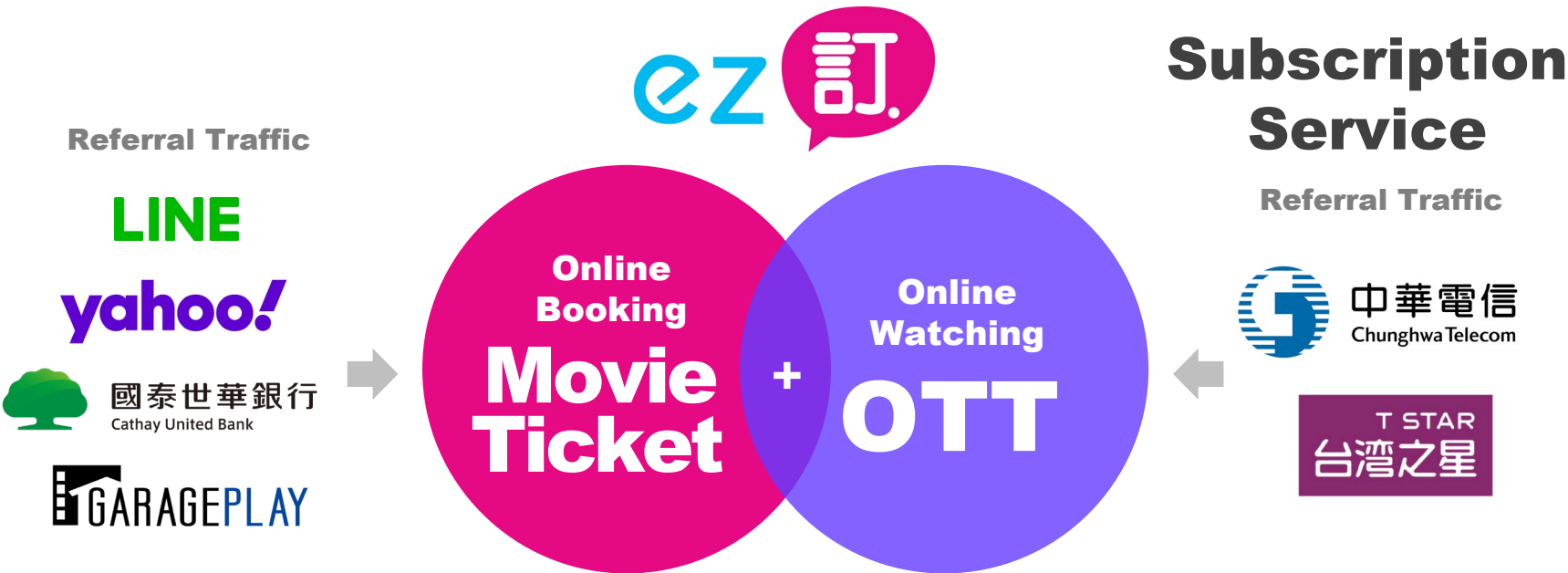
Cinema Box Office



OTT Platform Traffic



Operation Structure



Development Strategy

- Strengthen OTT Relative Services

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2020
1st in Taiwan
Integrating Online + Offline Platform



Intensive OTT Services (Q4 release)
The Best Movie & Drama Tracker
Search, Add to Watchlists &
Rate, Share Reviews Across OTT Services



Development Strategy - Strengthen the bond with upstream industry(film production)

Preview Screenings

2021 Q4

Providing online registration system

2022 Q2

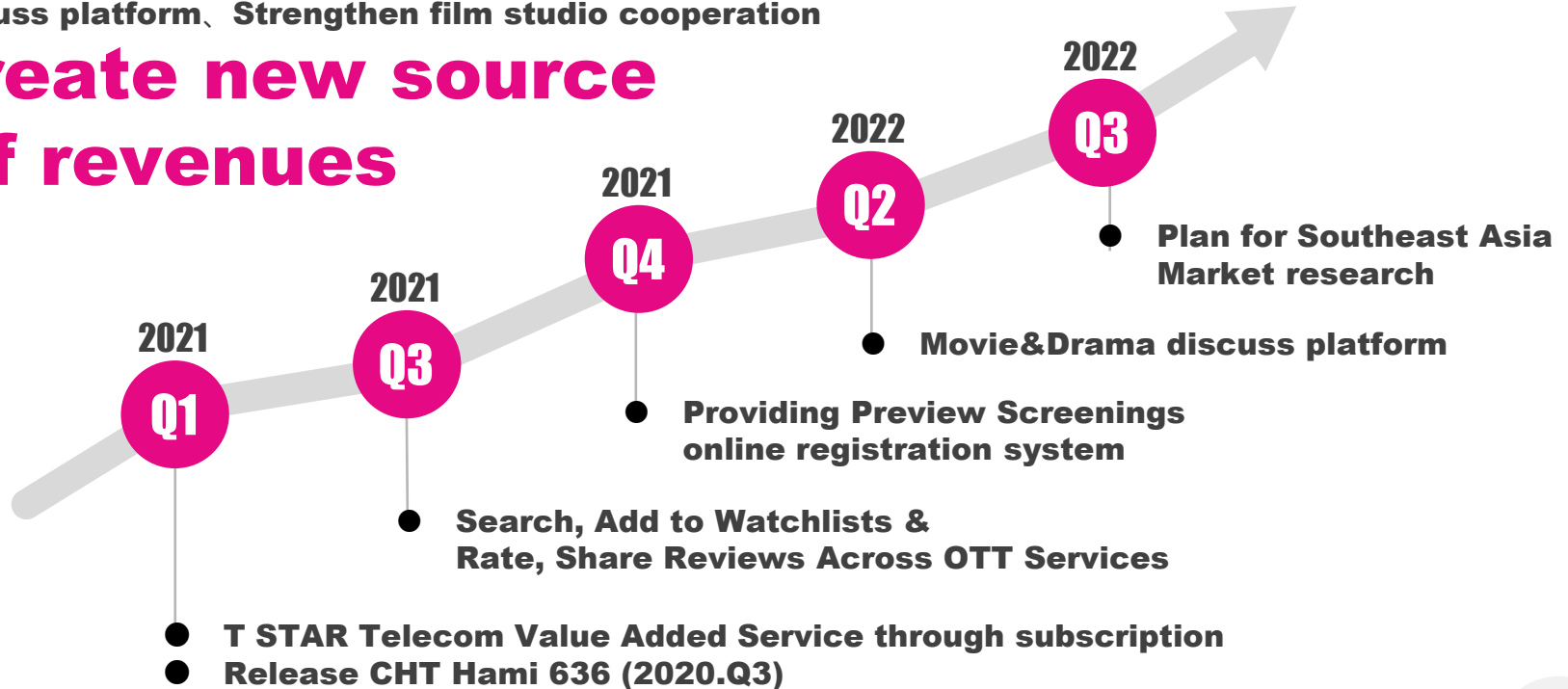
Providing online booking, viewing data marketing application



Schedule planning

Utilize OTT service and through subscription, Movie&Drama discuss platform, Strengthen film studio cooperation

Create new source of revenues



Niceday

**Experiences
& Activities**

Performance



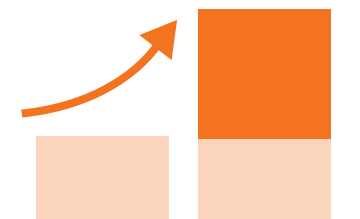
Product Curation
Focus on Taiwan

Activities / Products

North	Mid	South	East
935	120	120	100



Precision Marketing
Increase Conversion



Partners
Increase Exposure

LINE SPOT
SHOPBACK

ASIA MILES
亞洲萬里通



Development Strategy

Partners

Develop cross-selling
Increase brand awareness



Improve Data Analytics

Integrate group source
Increase data volume and
analytical ability



Develop Online Products & Unique Activities

Discover distinctive products
suitable for daily life during the
pandemic

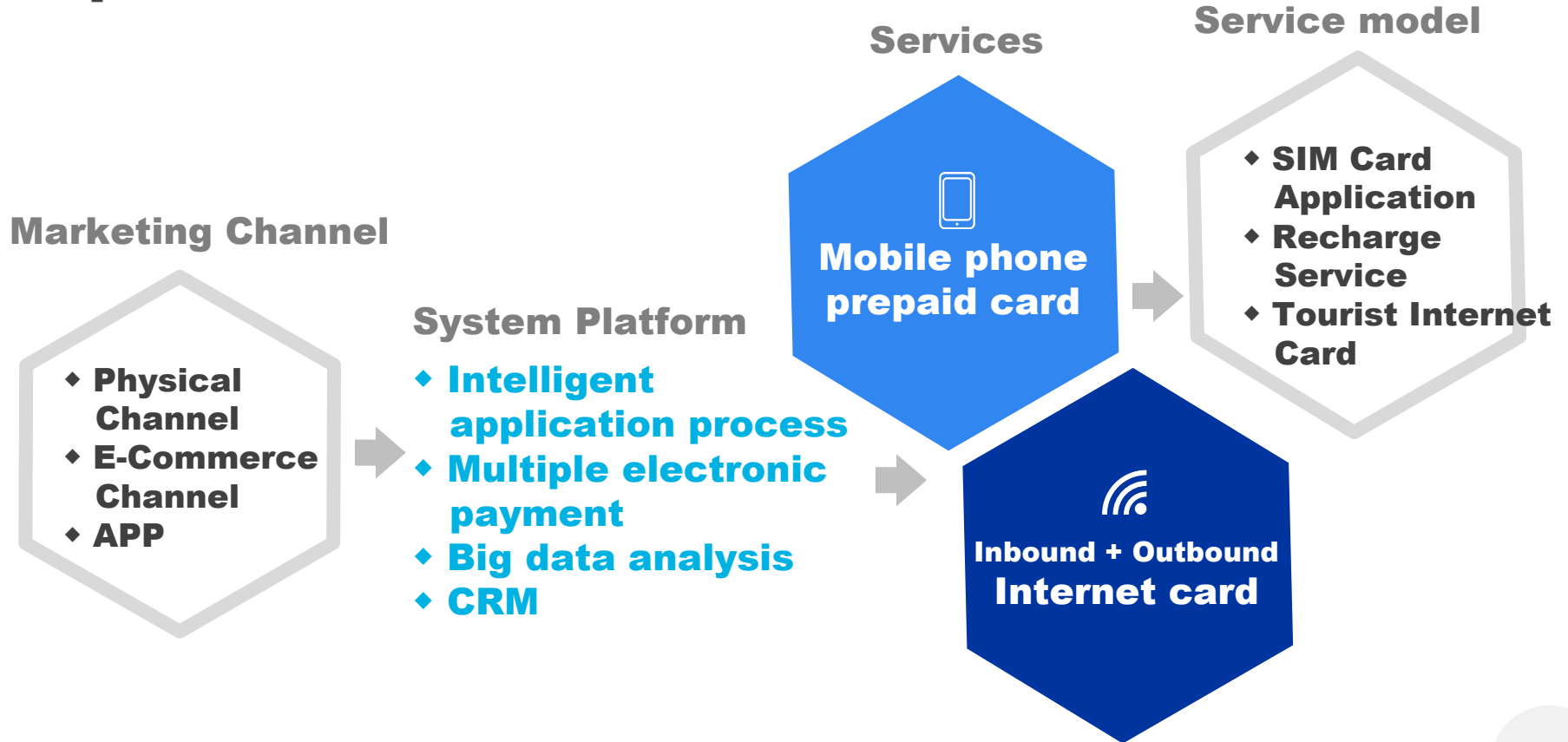


Membership Management

Introduce loyalty program
Increase repurchase rate

Communication Services

Operation Structure

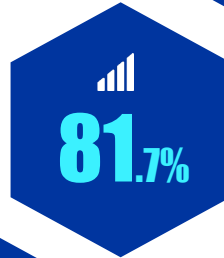
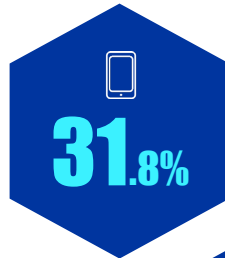


Demand for mobile Internet access continues to rise, and Recharge business

Steady Growth

The rate of people with cell phones only increases

Using only cell phones at home only 31.8%



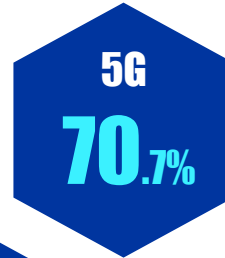
Unlimited data plan is the most popular

The percentage of the application is 81.7%



The quality of mobile Internet access is improving

Mobile Internet Quality Satisfaction is 7.25%

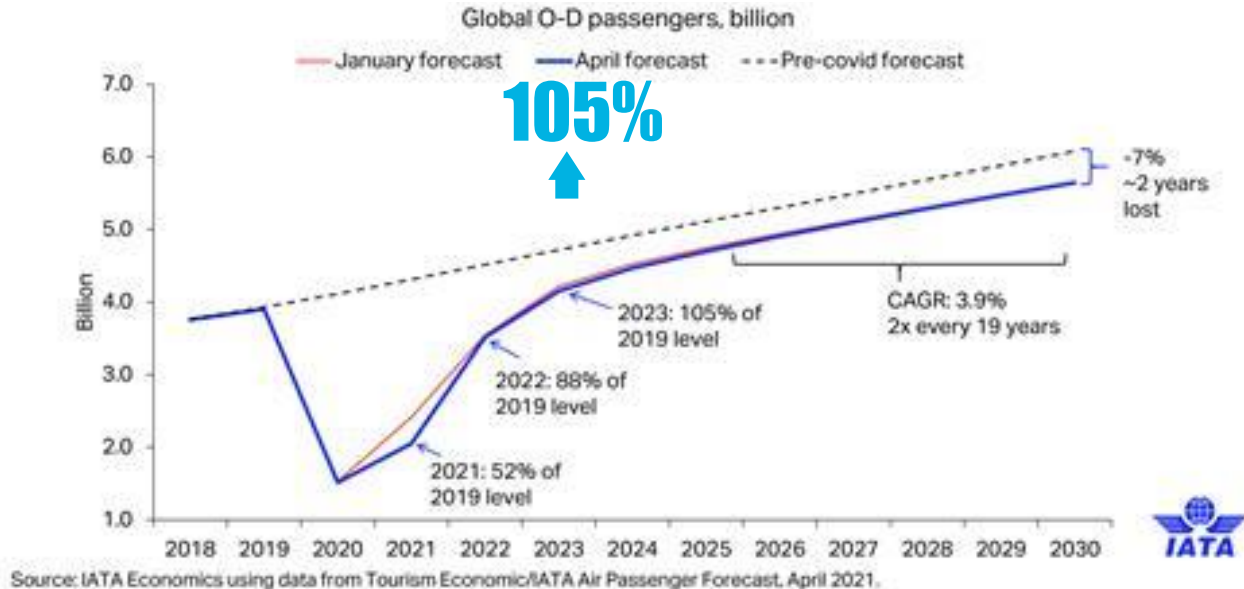


People are willing to switch to 5G

Percentage willing to switch from 4G to higher monthly fee 5G is 70.7%

The development trend of cross-border mobility under the epidemic

The number of global passengers in **2023** will reach **105%** of 2019



Operation Strategy

Use big data Precision marketing

Use the new network platform Service member

Expand 5G business opportunities

Innovative Technology
Expand business model



Planning
Inbound+Outbound
Internet card business
during the
post-epidemic

Operating Structure & Development

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Oriental Representative & Original Brand

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- **Have our exclusive own producing team & Copyright**
- **Strict review related rights & legal risks of each image**
- **Customized shooting service**

Chinese Culture · Festival



2021 Product Trend

Asian People



Invest · Lifestyle



Space · Medical



Strictly select producing contents

Producing high-quality creative images /videos with Asian & Chinese art culture, not focus on quantities, but refinement, to meet market's needs.

Manage & Expand Copyright Licensing

Strengthen copyright management and education of copyright awareness in Taiwan & China. Develop copyright authorization/protection in Taiwan, China, USA, Asia and other countries.

Digital Value-added Service

Combining stock photo、 photography and design, providing professional digital value-added technical services, launching Commercial Photography /Post-production/ Studio / Portrait Photography... and other application services.

New Office



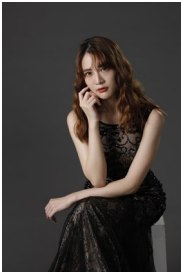
LightCubeSpace Studio



Commercial Photography



Portrait Photography



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5.Actions to Covid-19

Actions to Covid-19

- **Early Preventive Measures**

Early preventive measures ensures the health of all colleagues.



- **Increase Income & Decrease expenditure**

Increase income and decrease expenditure, strive for Government's subsidy, and cut down on the costs.

- **Reduce Losses**

Adjust each business to reduce losses.

COVID-19



- **Rebuild Platform**

Investing communication platform rebuilding can help with enhancing competitiveness after the epidemic.

- **Resource Integration**

Cross-platforms human resources integration improves operating efficiency and professional training.

- **Strengthen Strategic Alliances**

Strengthen strategic alliances and cooperation with other platforms, and increase the breadth and scale of the platform.

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6. Financial Result

2021 H1 Summary of Performance

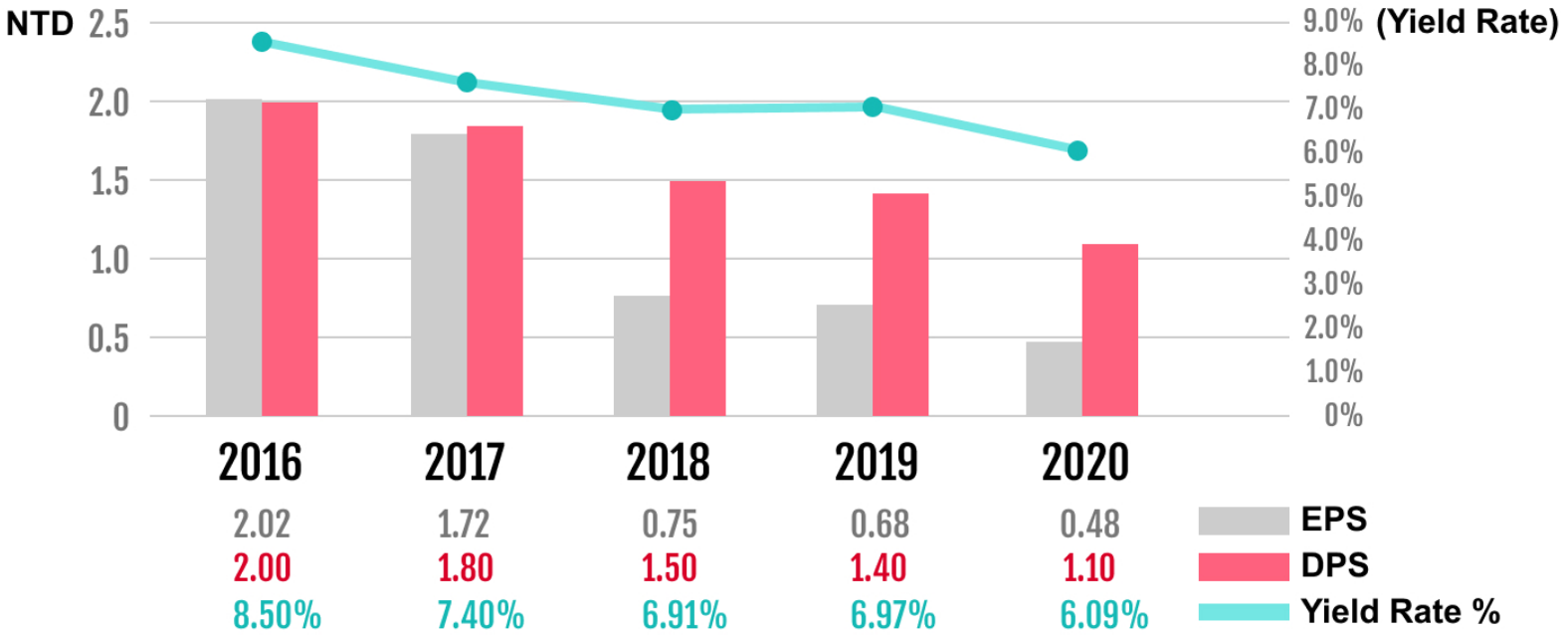
2021H1 Summary of Performance

Unit: NT\$ thousand, except for EPS

Income Statement	2021H1	%	2020H1	%	YoY	YoY%
Operating revenue	305,261	100.00%	328,621	100.00%	(23,360)	(7.11%)
Operating income (loss)	(16,754)	(5.49%)	(17,509)	(5.33%)	755	4.31%
Non-operating income and expenses	5,684	1.86%	5,056	1.54%	628	12.42%
Income before Income Tax	(11,070)	(3.63%)	(12,453)	(3.79%)	1,383	11.11%
Net Income	(11,480)	(3.76%)	(12,747)	(3.88%)	1,267	9.94%
EPS (after-tax)	(0.10)		(0.11)		0.01	9.09%

Balance Sheet	2021.6.30	%	2020.12.31	%	2020.6.30	%
Cash and cash equivalents	382,779	12.77%	449,614	16.17%	545,881	20.17%
Total current assets	885,416	29.53%	938,281	33.74%	960,923	35.51%
Non-current financial assets at fair value through other comprehensive income	1,875,330	62.56%	1,580,658	56.84%	1,533,236	56.66%
Total non-current assets	2,112,459	70.47%	1,842,453	66.26%	1,744,917	64.49%
Total Assets	2,997,875	100.00%	2,780,734	100.00%	2,705,840	100.00%
Total Liabilities	213,080	7.11%	127,454	4.58%	257,721	9.51%
Total Equity	2,784,795	92.89%	2,653,280	95.42%	2,448,119	90.49%

Dividend Policy



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Thank You 