

Fullerton Technology Co., Ltd.

INVESTOR

CONFERENCE

TSE: 6136

2020.09

Agenda

- **Company Profile**
- **Major Investment**
- **Products and Services**
- **Operation Structure and Prospect**
- **Actions to Covid-19**
- **Financial Result**



fullerton

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 96

Business Philosophy

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.

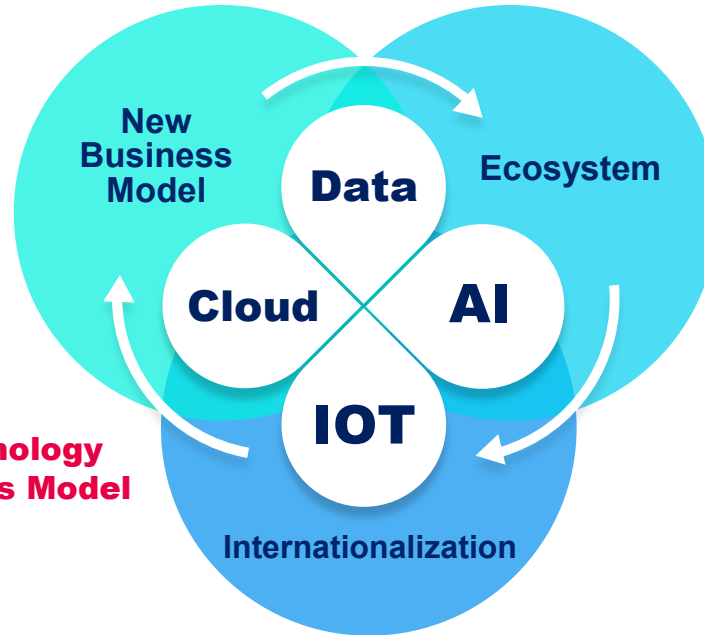
Business Model:

B2C / B2B2C → Develop B2B & Subscription Services

SI Valued Platform

Suppliers

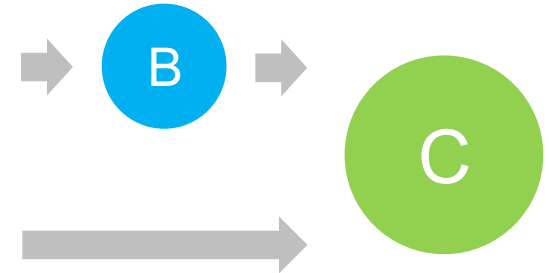
- Physical Products
- O2O Services



Upgrade Digital Technology
Develop New Business Model

Massive Traffic

Channel · Payment · Telecom · Bank





fullerton

Major Investment

Major Investment



大聯大控股
WPG Holdings
No.1 Global
Semiconductor
Distributor

NT\$ 527.6 Billion / 2019



Asia Pacific
Leading
Creativity Center



AI & GCP Service



Fullerton

Products and Services

Business Group



**Life and
Entertainment
Platform**

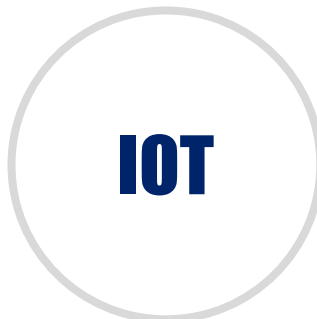


**Communication
Services**

SIM Card



**Digital
Image**



IOT

Internet of
Things

Impact of Covid-19



Movie Ticket Booking
Online Platform

**Significant
Impact**



Experiences &
Activities Platform

**Light
Impact**

**Communication
Services**

Communication
Business

**Tourist Prepaid Card being
significantly impacted but
takes up only a small
percentage.**



Fullerton

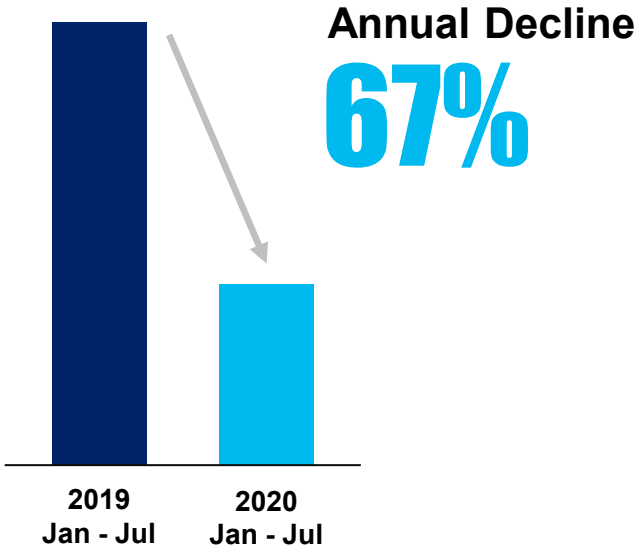
Operation Structure and Prospect



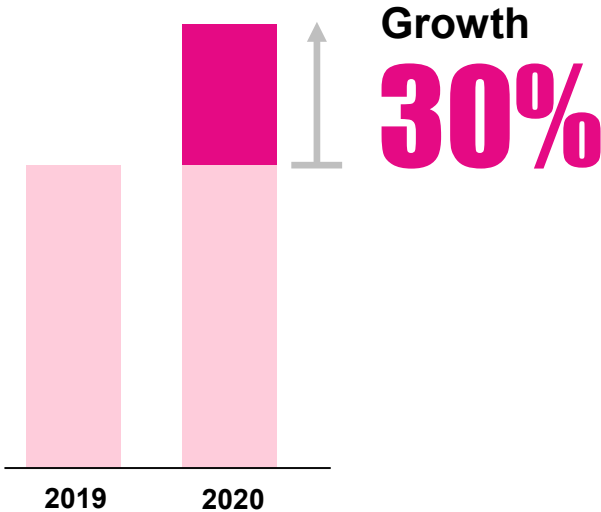
ez 訂.
Movie

2020 Taiwan Market Overview

Cinema Box Office



OTT Platform Traffic

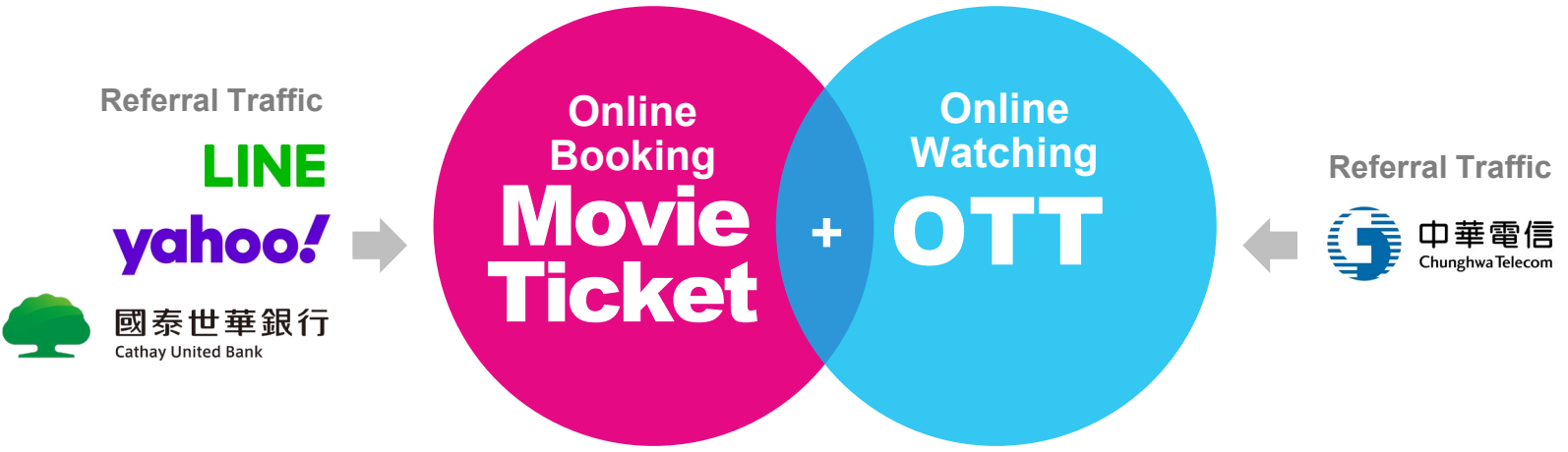


Source : TFI, <https://www.tfi.org.tw/BoxOfficeBulletin/weekly>
Inside, <https://www.inside.com.tw/feature/ott/20197-ott-opinion>

Operation Structure



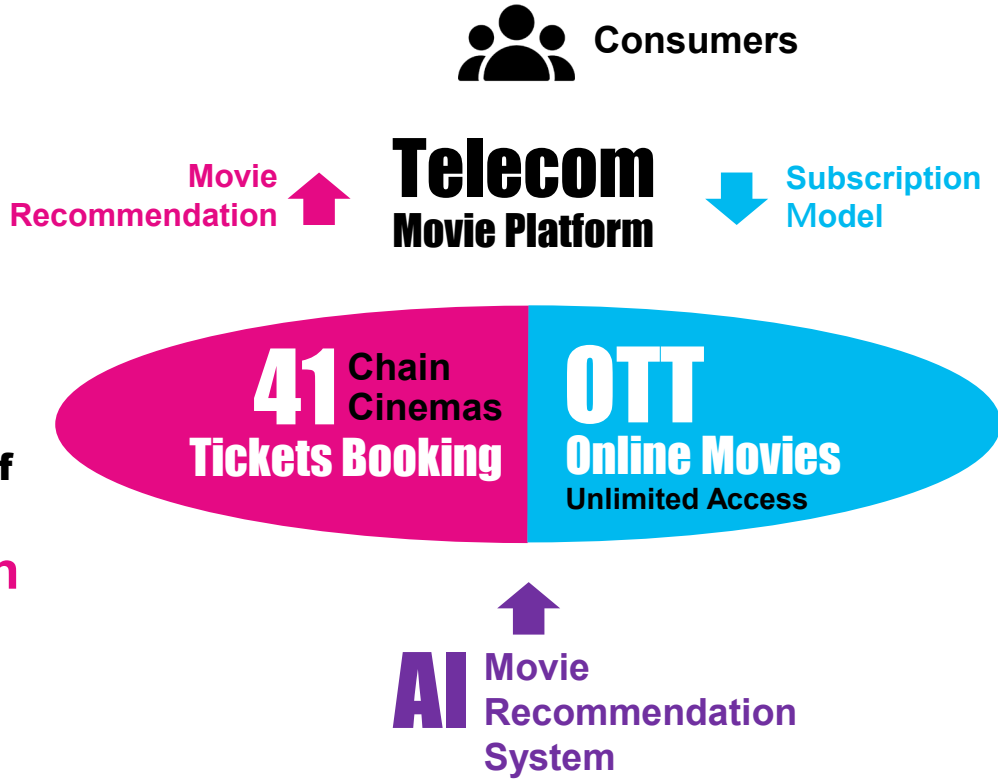
Subscription Service



Development Strategy

1st in Taiwan
**Integrating Online +
Offline Platform**

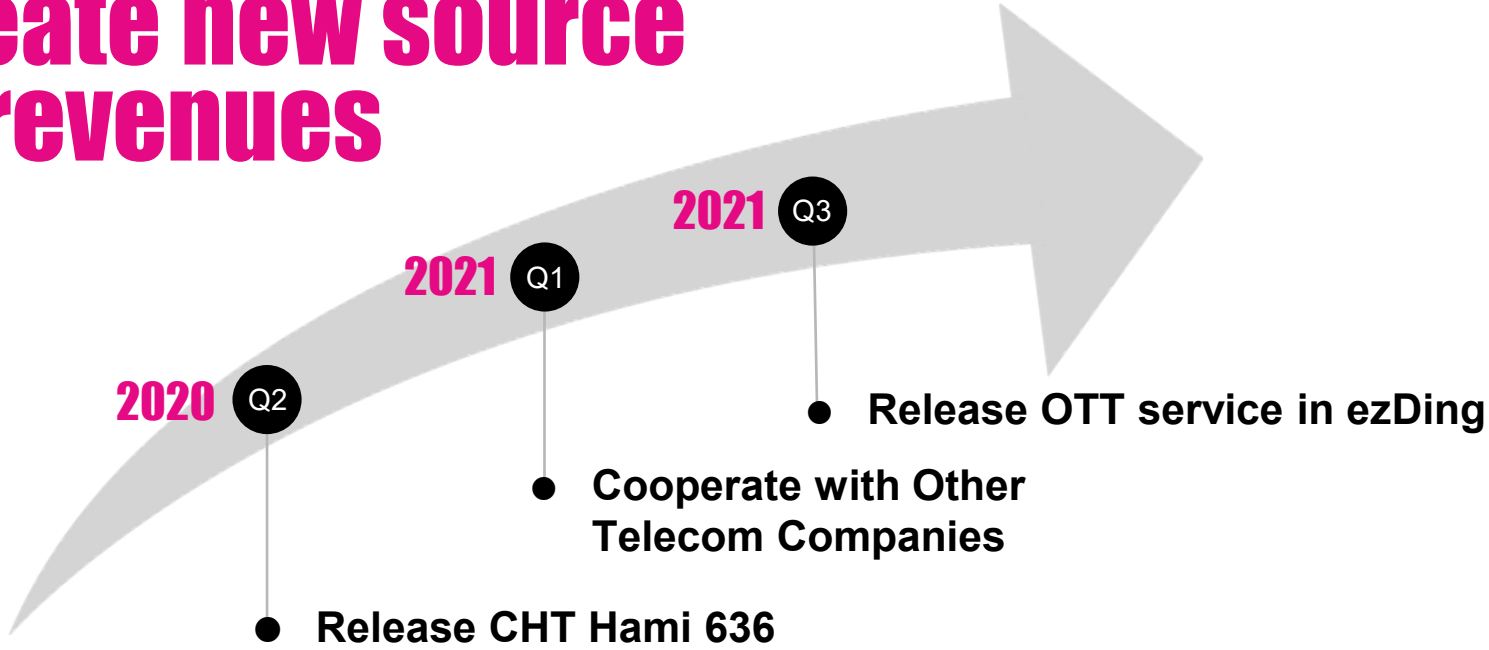
**Awarded 2020 Service Industry of
Ministry of Economic Affairs**
**Service Industry Innovation
Research(SIIR)**



Development Strategy

Utilize OTT service and through subscription

Create new source of revenues



Niceday

**Experiences
& Activities**

Experiences & Activities Market Trend

Stress Relief

Making cocktail or doing yoga, both could enhance quality of life and relieve stress.



Escape Room

Not only students but also corporate customers love escape rooms.

Bilingual, Coding Education

Programing education · STEAM and bilingual education are expanding.



Outdoor Activities

Glamping market in Taiwan grows rapidly. It has become a new trend in outdoor activities.

Craft

Distinctive and well-designed crafting activities can serve as an “self-healing” experience for busy adult.

Parents-Kid Activities

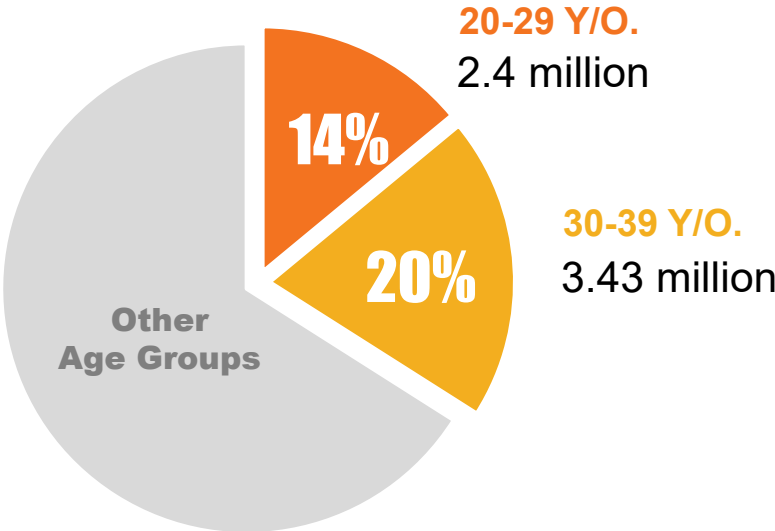
Parents are willing to invest more on their children and they value more on the quality of Activities nowadays. Various activities included the age from 0 to 12, meet the needs to each age groups.

Winter / Summer Camps

Keep on developing children's camp activities. Over hundreds of winter and summer camps are now on Niceday

Growing Demand

Taiwan Departure Passenger Traffic Reached 17 million in 2019



Data source: Tourism Bureau, Ministry of Transportation and Communications

Market Shifts

COVID-19 distinctively crashes overseas travel, resulting in the travel demand in experiences and activities has shifted to local vendors.

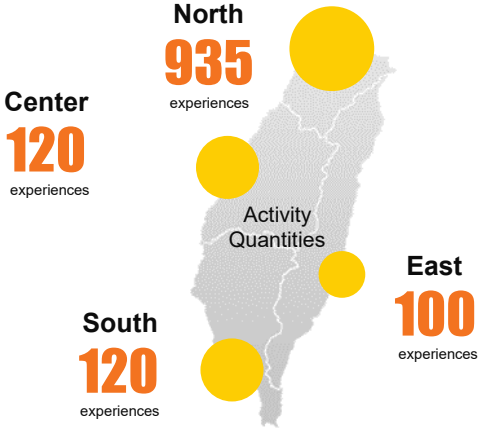
Prospective Customers Increase

The main customers of Niceday are within the 20 – 39 age group, which are more skilled in activities planning. They have higher acceptability of online-shopping, and value the quality of their experiences.

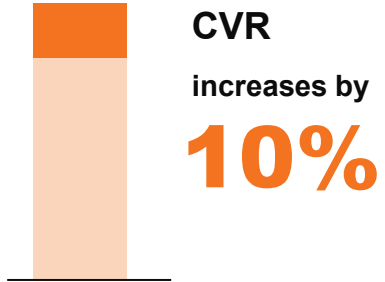
January – July Performance

GMV YOY increases by **7%**

Precise Selections
Focus in Taiwan



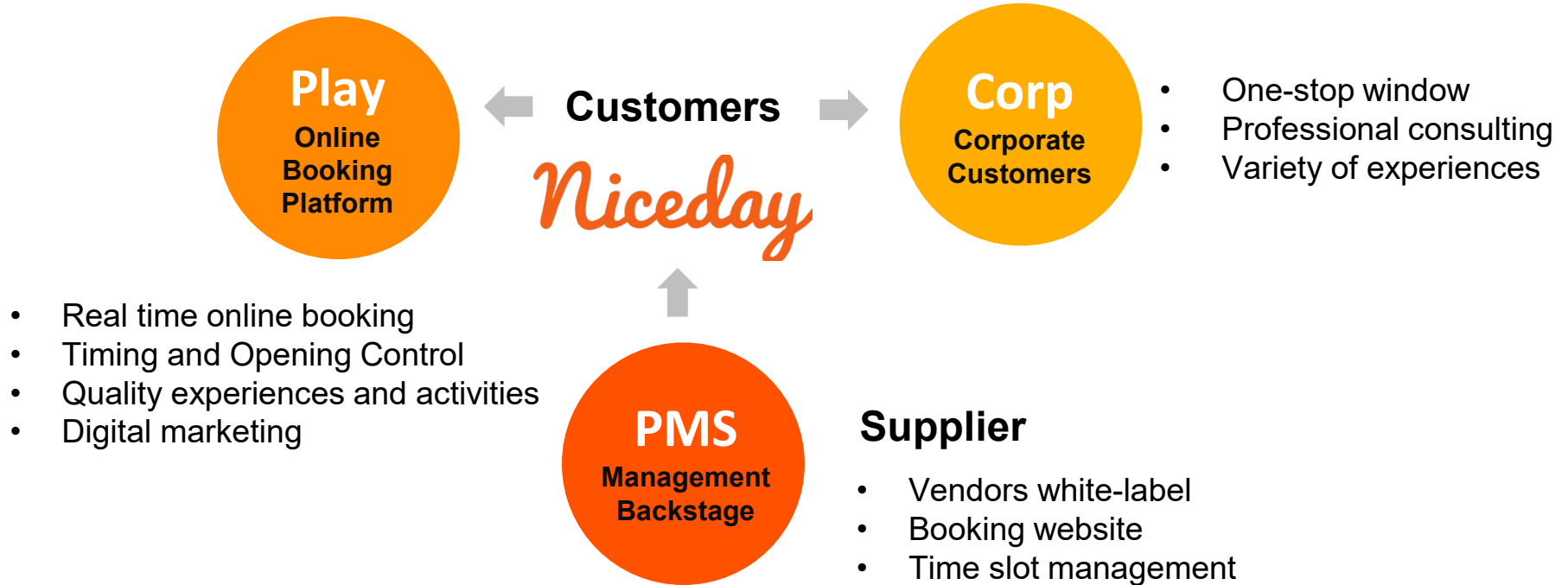
Precision Marketing
Increase Conversion Rate



Collaborations
Increase Exposure



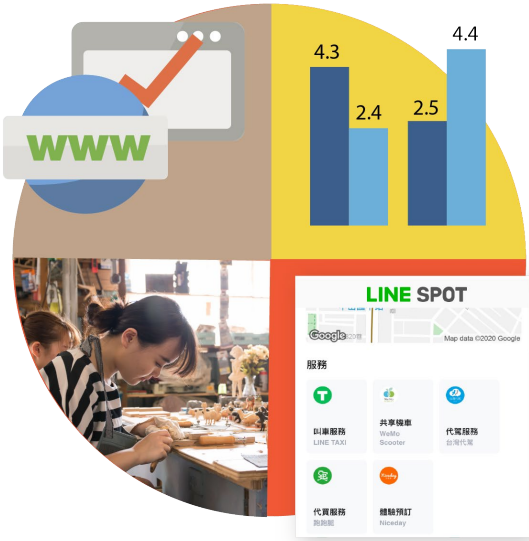
Experiences & Activities Ecosystem



Development Strategy

System Upgrade

Platform experience optimization
Increase product launching efficiency



Develop Unique Activities & Influential Partners

Discover distinctive and well-designed life-style experience and activities, including online activities

Improve Data Analytics

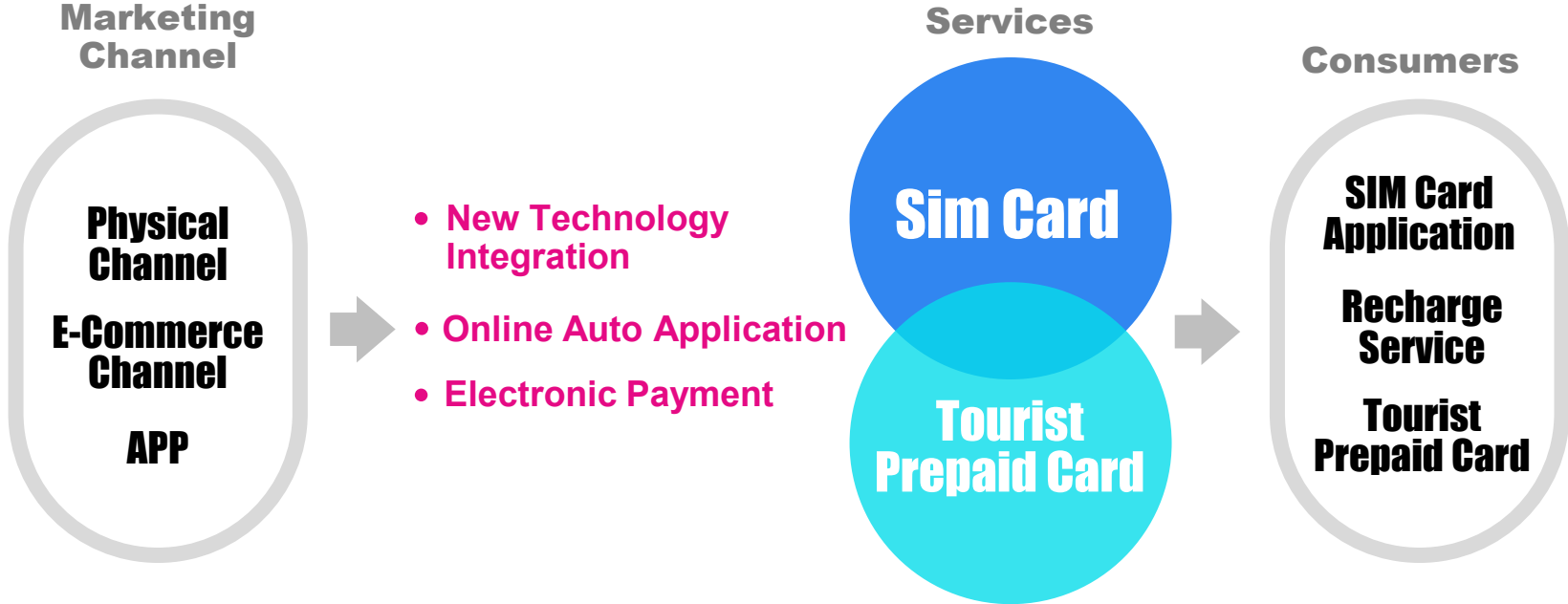
Integrate the group resources to increase data volume and analysis ability

Partners

Collaborate with big traffic partner to increase exposure

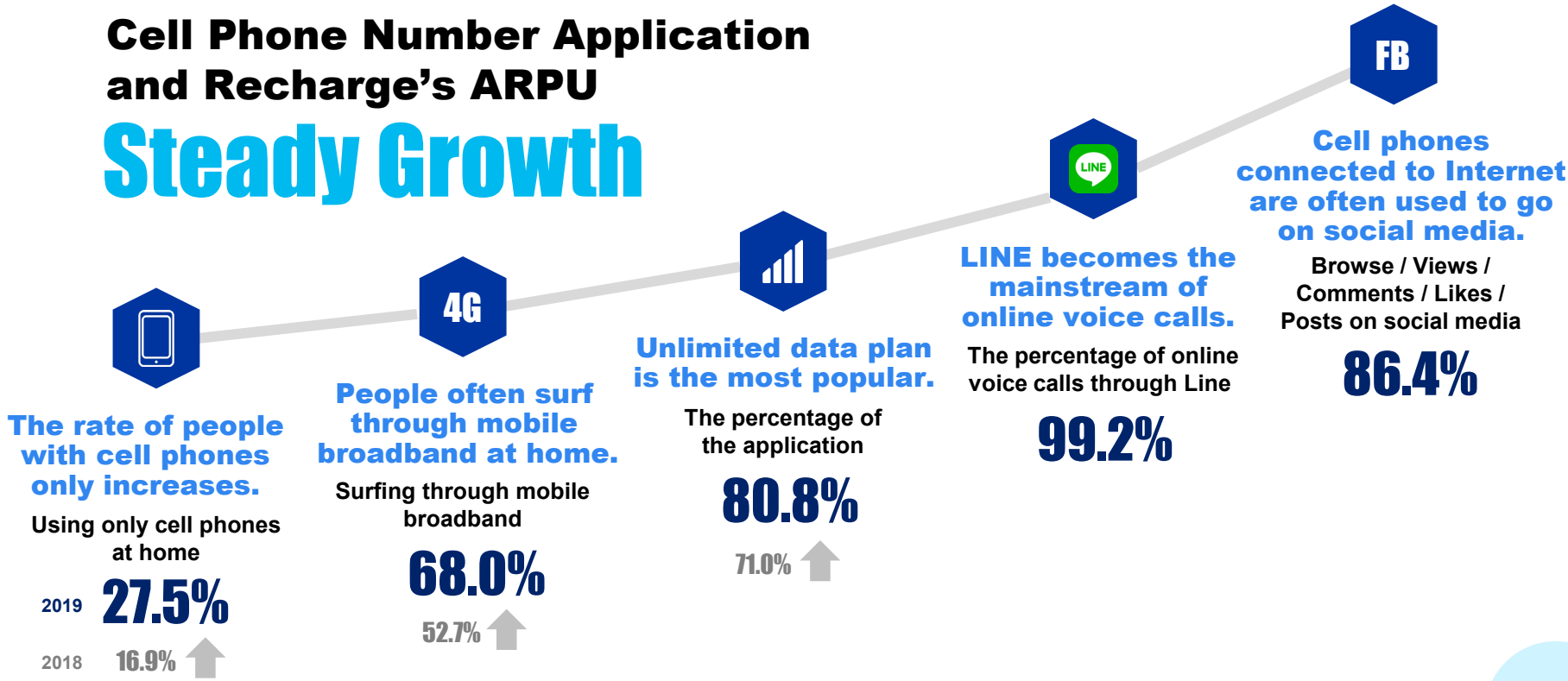
Communication Services

Operation Structure



Market Trend

Cell Phone Number Application and Recharge's ARPU Steady Growth



Operation Structure

Build up
Multifunctional
New Internet Platform

Introduce New
Business Model



Enhance Digital
Technology

5G Service
Application



Digital Imagery Provider

2020 Products

Products : photo 、 illustration 、 Chinese painting 、 CG 、 3D 、 video 、 sound..

Access more than **16 million** stock images



2020 Product Trends

Epidemic·Health



Design·Concepts



Tech·Finance



Market Trends

Easily download

Users easily download from web, and freely obtain the images to use.
Serious infringement problems existed .

Price chaos

Many microstock & free stock caused price chaos.

Copyright dispute

Contributors submissions increase rapidly, but unprofessional copyright caused many disputes.

Demands Increasing

For web AD 、 media 、 social media... using.

Development Strategy

- **Meet Market's Needs**

Strictly select the producing contents, continue to produce creative images /videos with Asian & Chinese art culture, not focus on quantities, but refinement, to meet market's needs.

- **Digital Value-added Service**

Combining stock photo 、 photography and design, providing professional digital value-added technical services, launching commercial photography /post-production/ web marketing... and other application services.

- **Microstock Project**

On-line download promotion

- **Expand Copyright Licensing**

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



Fullerton

Actions to Covid-19

Actions to Covid-19

- **Early Preventive Measures**

Early preventive measures ensures the health of all colleagues.

- **Reduce Losses**

Adjust each business to reduce losses.

- **Resource Integration**

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

- **Increase Income & Decrease expenditure**

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

- **Rebuild Platform**

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





fullerton

Financial Result

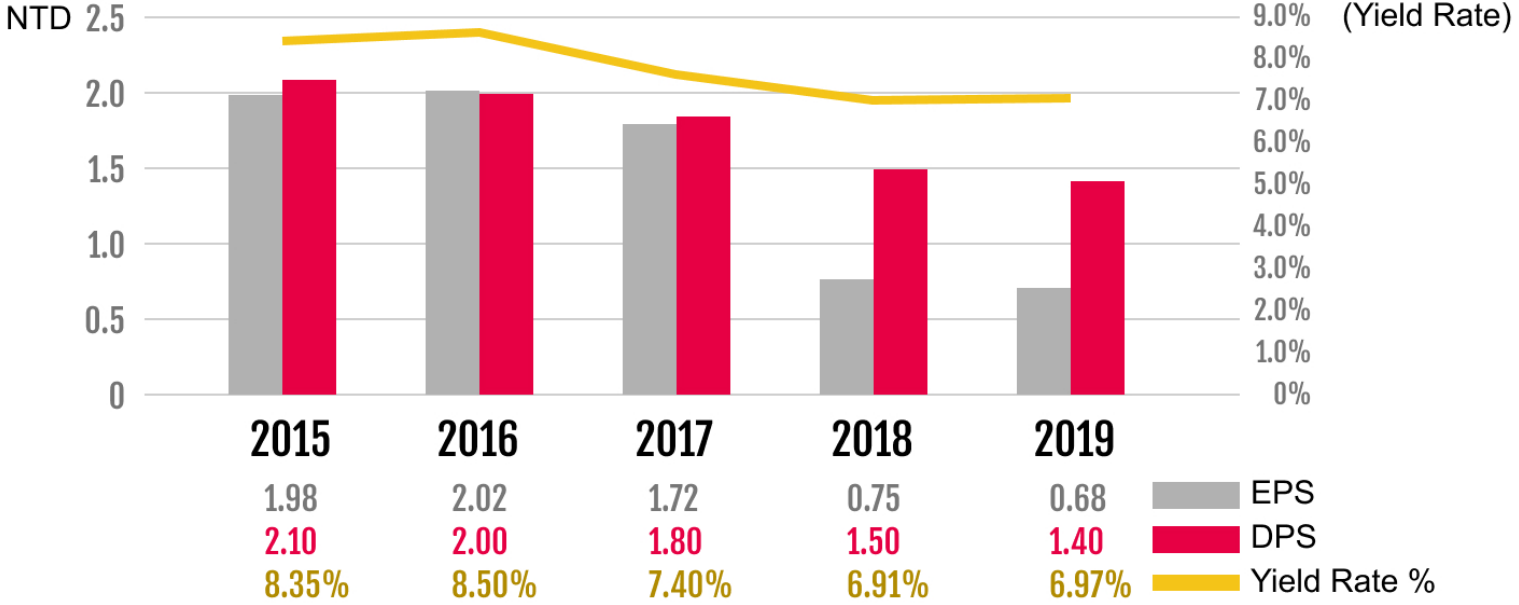
2020 H1 Summary of Performance

Unit: NT\$ thousand, except for EPS

Income Statement	2020H1	%	2019H1	%	YoY	YoY%
Operating revenue	328,621	100.00%	451,274	100.00%	(122,653)	(27.18%)
Operating income (loss)	(17,509)	(5.33%)	(12,745)	(2.82%)	(4,764)	(37.38%)
Non-operating income and expenses	5,056	1.54%	15,174	3.36%	(10,118)	(66.68%)
Income before Income Tax	(12,453)	(3.79%)	2,429	0.54%	(14,882)	(612.68%)
Net Income	(12,747)	(3.88%)	(2,150)	(0.48%)	(10,597)	(492.88%)
EPS (after-tax)	(0.11)		(0.02)		(0.09)	(450.00%)

Balance Sheet	2020.6.30	%	2019.12.31	%	2019.6.30	%
Cash and cash equivalents	545,881	20.17%	433,904	15.84%	482,922	16.67%
Total current assets	960,923	35.51%	997,133	36.39%	1,129,091	38.98%
Non-current financial assets at fair value through other comprehensive income	1,533,236	56.66%	1,526,259	55.70%	1,519,957	52.47%
Total non-current assets	1,744,917	64.49%	1,742,879	63.61%	1,767,779	61.02%
Total Assets	2,705,840	100.00%	2,740,012	100.00%	2,896,870	100.00%
Total Liabilities	257,721	9.51%	123,246	4.48%	302,411	10.44%
Total Equity	2,448,119	90.49%	2,616,766	95.52%	2,594,459	89.56%

Dividend Policy





fullerton

Thank You