

# INVESTOR CONFERENCE 2023

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Fullerton Technology Co., Ltd.

6136  
TSE

# Agenda

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

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# 1. Company Profile

# Company Profile

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## Digital Platform Service Company

Established  
**1992.4**

IPO in TPEX  
**2002.1**

TPEX to TWSE  
**2003.8**

Major Business  
**ezDing (Movie Ticketing)**  
**Telecom Traffic Business**  
**Digital Imagery Provider**  
**IOT Solutions Distributor**

Capital  
**1.155**  
**Billion**

Chairman / CEO  
**Richard Wu**

Employees  
**81**

# Business Philosophy

*Fun for Life*  
*Full of Joy !!*

*Provide Life Entertainment  
Platform • Create Joy!*

We provide the life  
enjoyment platform to  
create users'  
happiness

**MISSION**

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

**CULTURE**

**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.

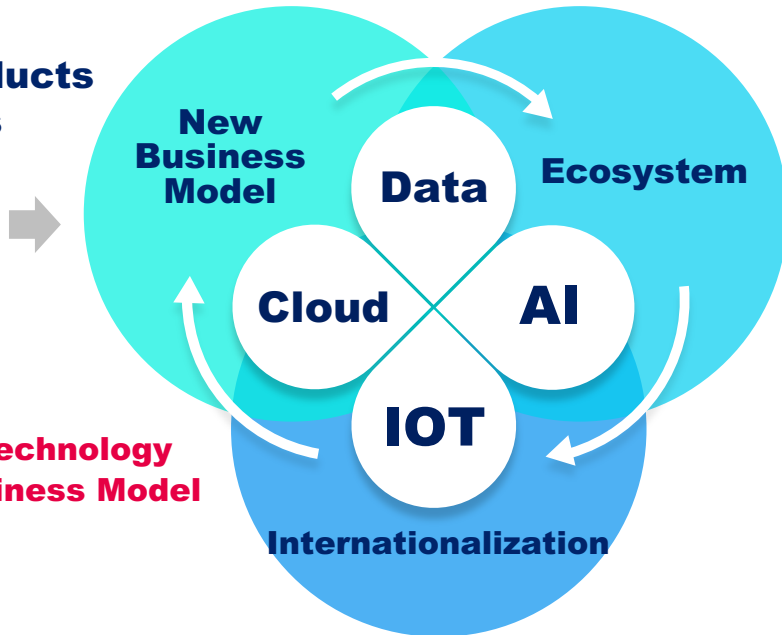
# Business Model:

## B2C / B2B2C → Develop B2B & Subscription Services

### SI Valued Platform

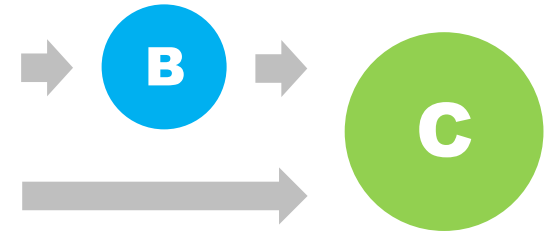
#### Suppliers

- 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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大聯大控股  
WPG Holdings

**No.1 Global Semiconductor  
Distributor**

**NT\$ 775.2 Billion / 2022**



**AI & Cloud  
Services**

**funow**

**Instant booking  
platform of urban  
entertainment**



**Creative advertising & marketing  
Film & TV production**



**First-tech Media  
Post-production Company**



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# 3. Products and Services

# Business Group

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Movie eZ Ding

Life and  
Entertainment  
Platform

Telecom  
Traffic

Communication  
Service

IMAGEMORE®  
富爾特數位影像

Digital Image

Internet  
of Things

IOT

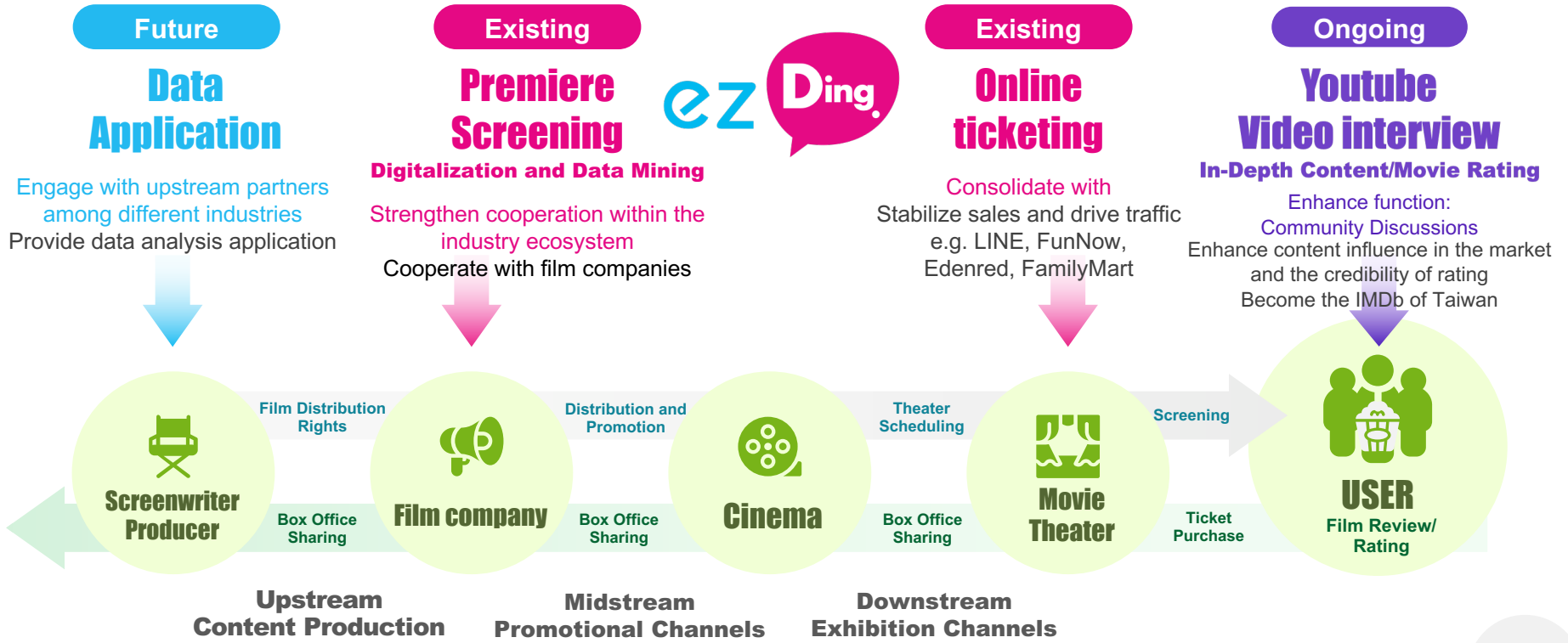
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# 4. Operation Structure and Prospect

# Operation Structure & Future Development



# Film Industry Chain and Development Strategy



# Operation Performance



## Online Movie Ticketing Platform

Cooperated  
Cinemas

Market Share

Over **70%**

APP Downloads

over **3M+**

Members

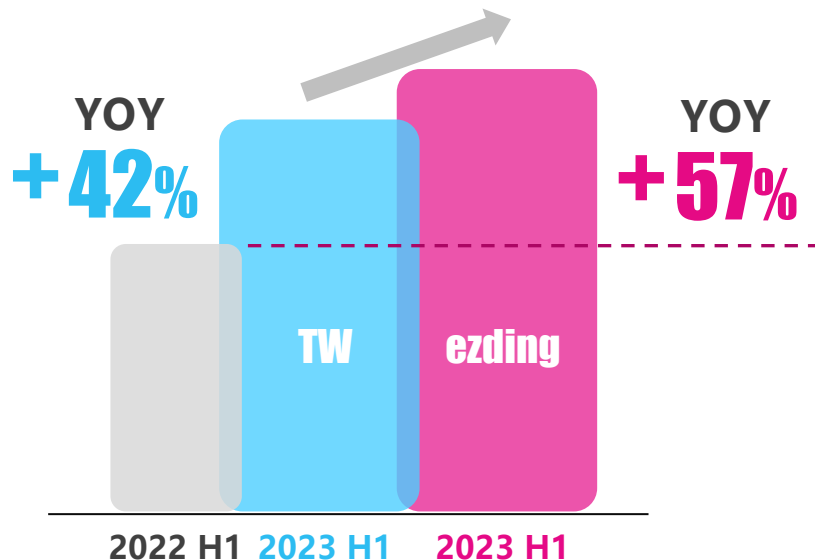
over **2M+**

Tickets Sold

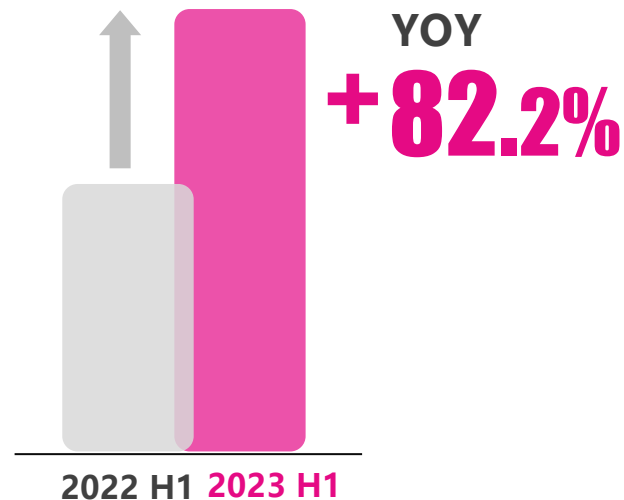
over **12M+**

# 2023 H1 Ticketing Market Overview

2023 H1 Taiwan Cinema Box Office  
ezding box office growth has  
exceeded Taiwanese Box Office  
growth by 15%



2023 H1  
Membership repurchase frequency for  
ticket bookings has significantly  
increased.



## Continuously Improve Market share

- Continuously explore more opportunity with cinemas
- Cooperate with lifestyle service partners, stabilize sales and drive traffic.

## Strengthen Content/Social Function

- Create movie discussion forums and enhance review features and target to become Taiwan IMDb.
- Collaborate with film companies for video interviews, enrich content, continuously accumulate traffic, strengthen market influence.

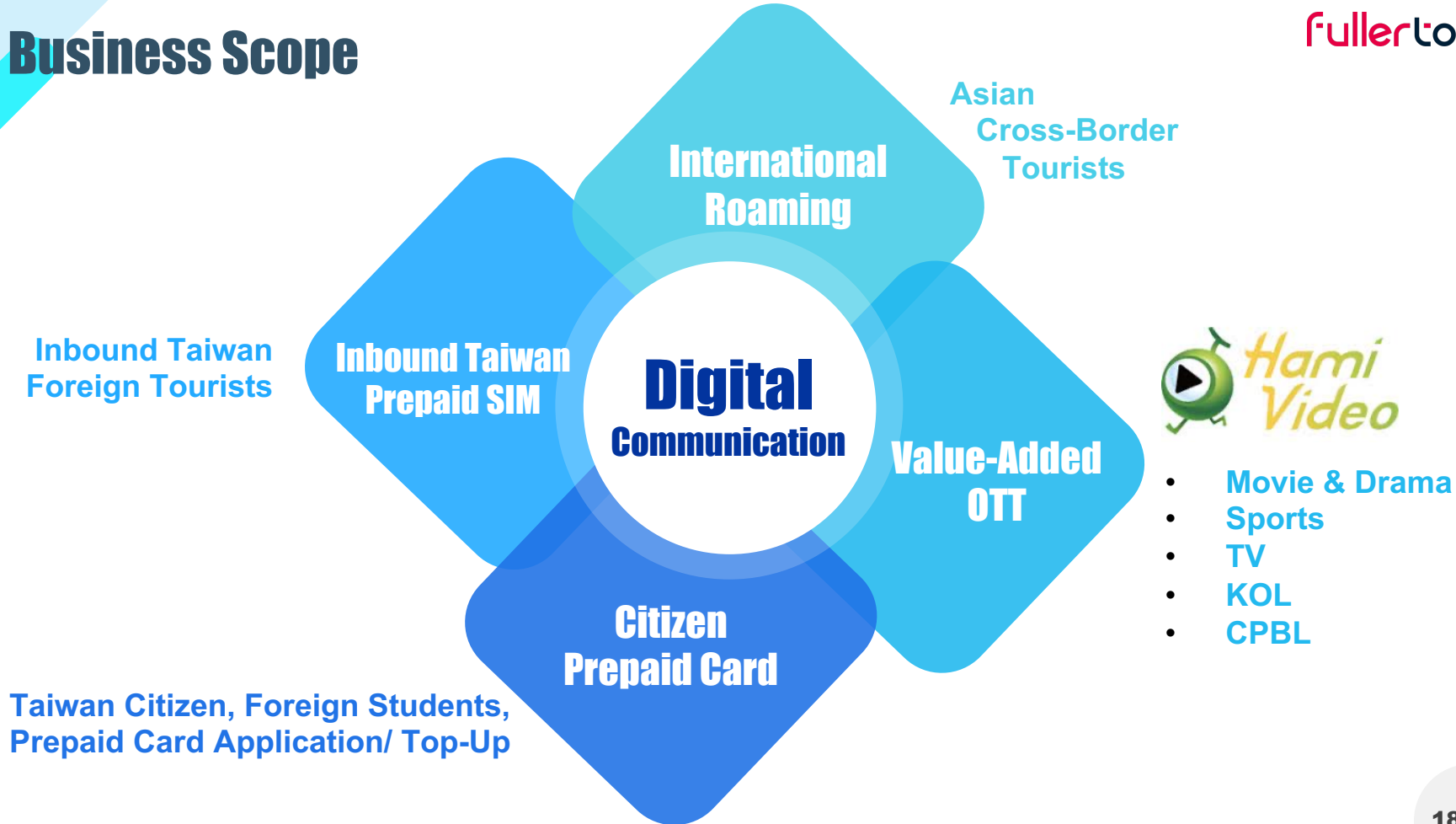
## Layout in the Upstream Industry Create Business Opportunities

- Strengthen strategic cooperation in the upstream movie industry, provide precise data for focus communication, and serve as reference for screenwriters and producers.
- Premiere screening digitalization for data applications, analyze participant preferences, and provide precise marketing.

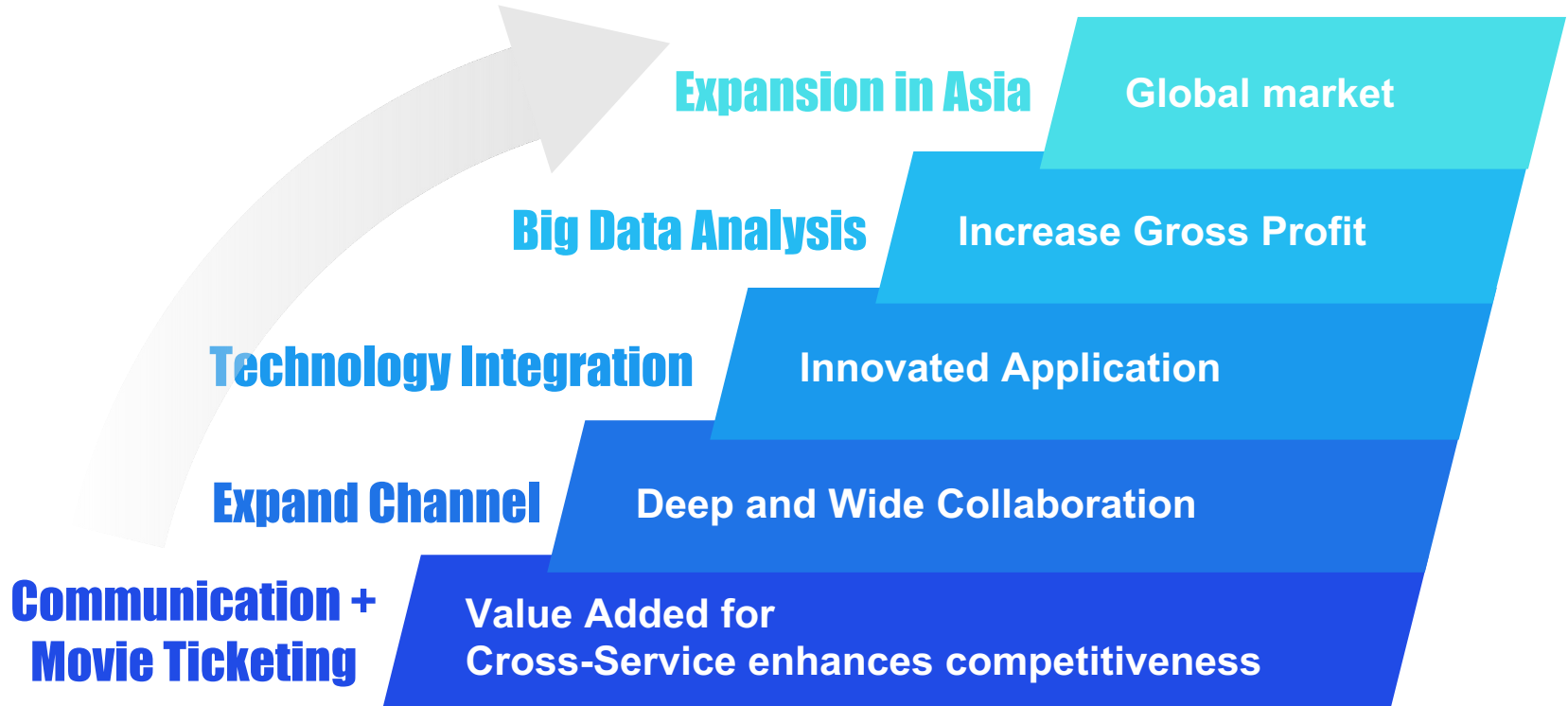


# Mobile Communication Service

# Business Scope



# Business Strategy



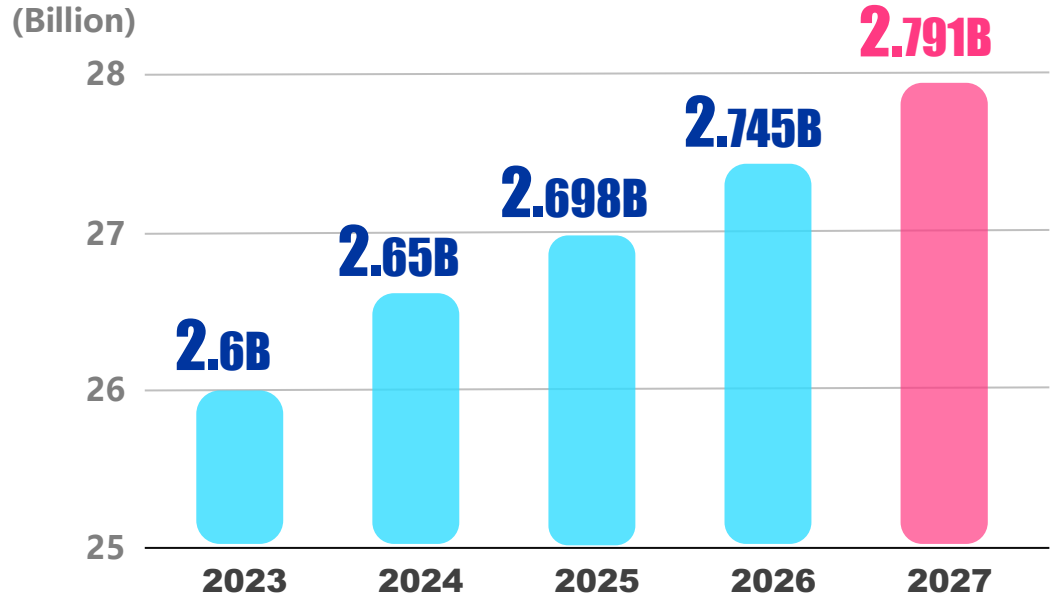
# International Tourism Prospect

Reputable Analysis Company  
"Report Linker" Predicts

From Y2023  
Annual Growth **1.8%**

In Y2027  
Global Passengers **2.79** Billion

## Global Passengers Prediction



# FTC Global Roaming Operation Feature

**IPO**  
company

Operating  
International  
Roaming Service

**14 Countries**  
coverage  
Phase One

**96%** Coverage of Citizen  
Tour destination

**93.7%** Roaming Countries  
Cooperate with Local  
NO.1 Telecom Operator

**62.5%** Roaming Countries  
Dual Telecom Connection

**eSim**  
service

**No Boundary**  
Expand Market  
In Asia Pacific

**OTA**  
(Over The Air)  
Technology

**Ideal Solution**  
for 7-ELEVEN to  
Manage the Stock  
of Various  
Roaming SIM

# Roaming Development Strategy

**Taiwan**

**Overseas**

OTA

Airport Counter

Travel Agency

Convenience Store

Community/ Internet Celebrity

B2B

Enterprise

OTA

B2B

- Japan
- Korea
- Thailand
- Singapore & Malaysia
- Hong Kong & Macau
- Australia

# Operating Structure & Development

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# Oriental Representative & Original Brand



- **Made In Taiwan - Stock images**
- **Commercial Photography & Studio Rental**
- **Develop cultural & creative design, fashion clothing & new trendy peripheral customized services**



## Traditional Chinese Culture



## Asian People



## Food. Aerial Shot



## Illustration-ESG . Medical



## MIT Stock images

Asian People: Business / Beauty/  
Lifestyle/ Family...

Asian Culture: Traditional Festival/24  
SolarTerms / Healthy/ Herbal Cuisine ...

## Cultural & Creative New Trendy Clothing & Peripheral

Clothing & Accessories / Household  
Goods Cultural & Creative design  
Fashion Clothing & New Trendy  
Peripheral Customized services

## Commercial Photography & Studio Rental

**Commercial Photography :**  
Merchandise / People / Pets photography

### **Studio rental :**

- Live-stream / Online Auction / Class
- Interview / Events / Program Videos
- Rent space

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# 5. Financial Result

# 2023 H1 Summary of Performance

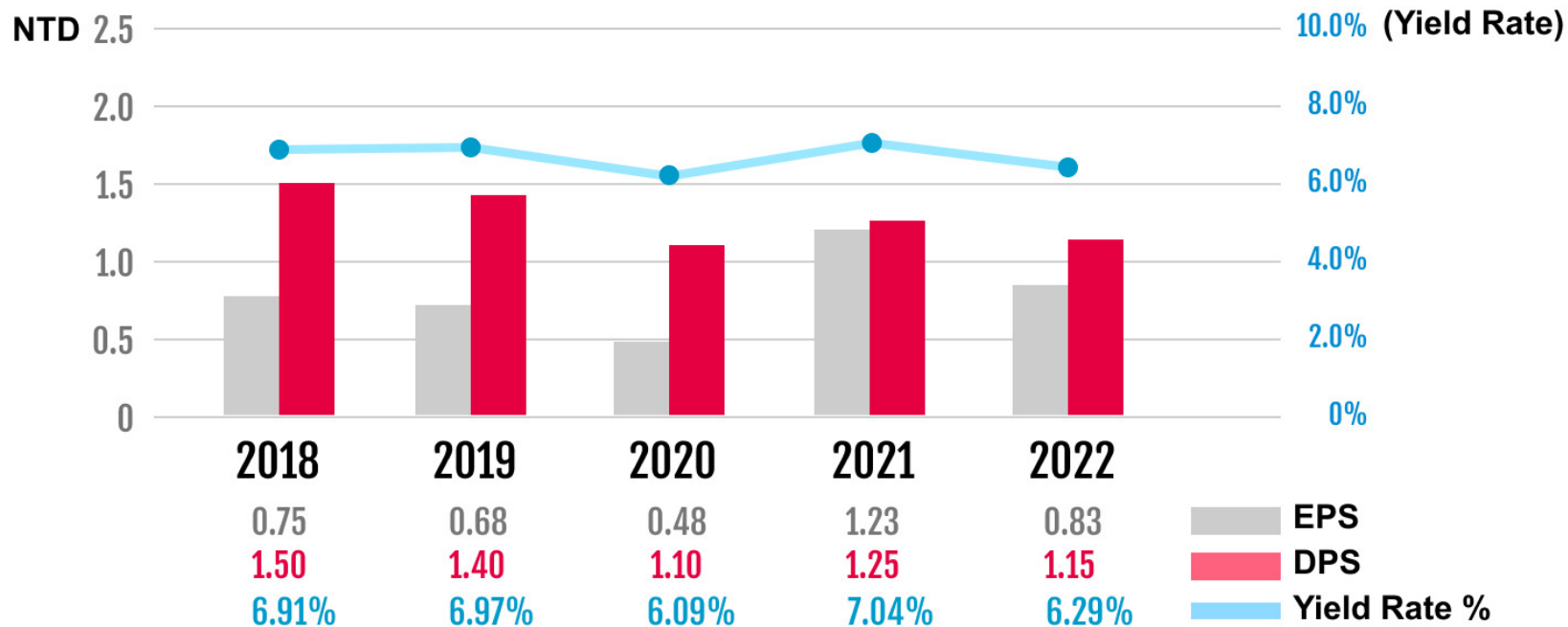
## 2023H1 Summary of Performance

Unit: NT\$ thousand, except for EPS

Income Statement	2023H1	%	2022H1	%	YoY	YoY%
Operating revenue	254,673	100.00%	245,612	100.00%	9,061	3.69%
Operating income (loss)	(8,622)	(3.39%)	(19,875)	(8.09%)	11,253	56.62%
Non-operating income and expenses	9,490	3.73%	14,634	5.96%	(5,144)	(35.15%)
Income before Income Tax	868	0.34%	(5,241)	(2.13%)	6,109	116.56%
Net Income	952	0.37%	(6,153)	(2.51%)	7,105	115.47%
EPS (after-tax)	0.01		(0.06)		0.07	116.67%

Balance Sheet	2023.6.30	%	2022.12.31	%	2022.6.30	%
Cash and cash equivalents	232,736	7.23%	202,192	6.77%	290,147	9.00%
Total current assets	626,208	19.45%	631,716	21.14%	626,928	19.45%
Non-current financial assets at fair value through other comprehensive	2,361,850	73.36%	2,129,668	71.28%	2,314,145	71.79%
Total non-current assets	2,593,204	80.55%	2,356,057	78.86%	2,596,608	80.55%
Total Assets	3,219,412	100.00%	2,987,773	100.00%	3,223,536	100.00%
Total Liabilities	247,126	7.68%	110,732	3.70%	248,813	7.72%
Total Equity	2,972,286	92.32%	2,877,041	96.30%	2,974,723	92.28%

# Dividend Policy



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*Thank You*