



**Brogent Technologies Inc.**  
**(5263. TWO)**

MAKE DREAM COME TRUE

# Brogent Technologies Inc. (5263)

Founded: 2001 2019



Employees: 6 290



Capital: NTD 10Mn NTD 530Mn





# Our Strategies

01

Equipment Sale

02

Content Licensing

03

Operation Site

04

Turnkey Solution

# 01 Equipment Sale

## Project List

Year	Product	Client	Location	Status
2008	i-Ride	A1	Taiwan	Operating
2010	v-Ride	A1	Taiwan	Operating
2011	v-Ride	A3	Taiwan	Operating
	i-Ride	A	Canada	Operating
	i-Ride	B	China	Operating
2012	i-Ride	A2	China	Closed
	v-Ride	A2	China	Closed
2013	i-Ride	C	Japan	Operating
	d-Ride	D	Netherland	Closed
	v-Ride	D	Netherland	Closed
	Citi park	E	Taiwan	Operating
	i-Ride	F	China	Operating
2014	v-Ride	G	Netherland	Operating
	Citi park	E	Taiwan	Operating
	Citi park	E	Taiwan	Operating
	i-Ride	H	China	Operating

## Project List

Year	Product	Client	Location	Status
2015	i-Ride	I	UAE	Operating
	i-Ride	J	Spain	Operating
	i-Ride	K	Germany	Operating
	i-Ride	A	U.S.A.	Operating
2016	i-Ride	L	China	Constructing
	i-Ride	M	Netherland	Operating
	i-Ride	N	China	Constructing
	i-Ride	N	China	Constructing
	i-Ride	L	China	Operating
	i-Ride	L	China	Constructing
	i-Ride	L	China	Constructing
	i-Ride	O	U.S.A.	Constructing
2017	i-Ride	N	China	Constructing
	PaintFun	P	Philippines	Closed
	Film	L	China	Operating
	i-Ride	Q	China	Constructing
	v-Ride	Q	China	Constructing
	v-Ride	Q	China	Constructing

## Project List

Year	Product	Client	Location	Status
2017	v-Ride	Q	China	Constructing
	i-Ride	R	China	Constructing
	i-Ride	S	Mexico	Constructing
	i-Ride	T	Australia	Constructing
2018	T-Ride	U	Malaysia	Constructing
	i-Ride	A	Iceland	Constructing
	i-Ride	Q	China	Constructing
	v-Ride	Q	China	Constructing
	m-Ride 60s	V	U.S.A.	Operating
	Content Design	R	China	Closed
	New 4D Theater	R	China	Constructing
	Q-Ride	L	China	Constructing
	Q-Ride	L	China	Constructing
	Film	L	China	Constructing
	i-Ride	W	U.S.A.	Constructing
	Citi park	L	China	Constructing
	Citi park	L	China	Constructing
	i-Ride	X	Amman	Constructing



## Project List

Year	Product	Client	Location	Status
2019	i-Ride	A	U.S.A.	Constructing
	v-Ride 360	Y	Vietnam	Constructing
	Film	L	China	Constructing
	Film	L	China	Constructing
	Q-Ride	Z	Malaysia	Constructing
	m-Ride	L	China	Constructing
	m-Ride	L	China	Constructing
	m-Ride	L	China	Constructing
	v-Ride	Q	China	Constructing
	m-Ride	V	U.S.A.	Constructing
	m-Ride	V	U.S.A.	Constructing
	m-Ride	V	Denmark	Constructing

## Project Status

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Operating	1	0	1	3	0	8	7	7	2	1	2	0	32
Constructing	0	0	0	0	0	0	0	0	6	9	14	7	36

# Product Personalization



## Gaming

eSport Simulators



## Arcade

Designed for Entertainment



## Personalized

Home Edition  
Personalized Platform





## Worldwide

Brogent Created over  
**30sets** Flying Theaters



## The Only Asian Company

Awarded  
**2017**

European Best Theme Park Attraction

**2018**

European Best Motion Simulator



## Constant Crowd

Annually Over  
**13 million** Visitors



- ■ Expand Brand Influence through Premium Products

- ■ Order Visibility Is Increasing in Mid-sized Products

- ■ Continuous Investment in Product Personalization

- ■ Increase Gross Margin by directly Mastering the International Sales Channel

# 02 Content Licensing

Years in content production, including self-developed and collaborative IP-related content development, as well as flying theater related films.



- 2012 Earth Protection
- 2014 Mia & Me  
Fuji Airways  
Rafting  
Go Kart  
Jurassic  
Galaxy Adventure  
Rescue Yumble  
Balloon  
Toy War
- 2015 Steel Machine Armor  
Scary Sky Tower  
Attach on Titan i-Ride
- 2016 Fly Over America
- 2017 Exterminators  
Ocean V  
Fly Over Kaohsiung  
This is Holland  
Fly Over Beijing  
Fly Over Australia  
Ghost Chaser
- 2018 Attack on Titan Q-ride  
Lightening Wings
- 2019 Fly Over Taiwan

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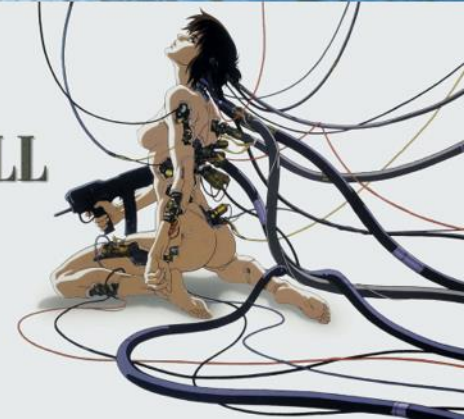
- Sustainable Long-Term Revenue.

- Equipment Expansion accelerating Content Licensing Worldwide.

- Increasing Gross Margin and Peripheral Product Sales.



**GHOST IN THE SHELL**





# 03 Operation Site



Source: weekend notes

## Soaring Attractions

16 million CAD Invested

550,000 guests annually

Regained the capital invested

in the 3<sup>rd</sup> operational year

IRR around 34%

**Acquired by VIAD CORP  
( NYSE: VVI ) for 68.8 million  
CAD**

# FlyOver Canada

Year	<u>2018</u>	<u>2017</u>
Visitors	<b>593 Thousand</b>	590 Thousand
Revenue	<b>US\$11.26 Million</b>	US\$10.2 Million
Operating Profit	<b>US\$5.98 Million</b>	US\$5.4 Million
Operating Margin	<b>53.1%</b>	52.9%

## Strategies of Operating Site

Amsterdam



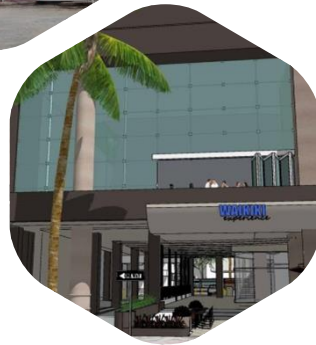
Beijing



Taipei



New York



Hawaii

- ■ New Item for Landmark Tourist Attractions
- ■ Standardized equipment for tourist attractions in mainland China.
- ■ Flying Theaters become a “must go” local meeting room for various regions.
- ■ The preferred location for operating sites will be international tourist attractions.

# 04 Turnkey Solution



**Total investment of a Flying Theater  
Around USD 16 million**



**USD 8 million  
For Hardware**

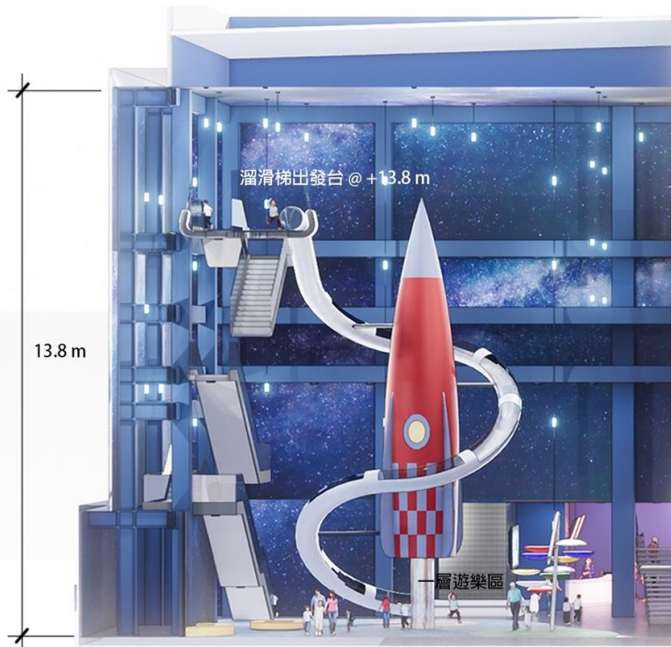


**USD 8 million  
For Service  
(Design · Content)**

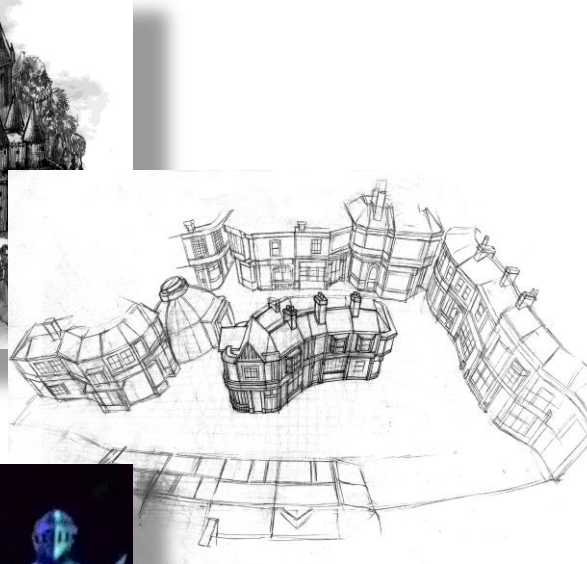
**New Business for  
Brogent**



# ■ Flying Theater Total Solution can Combine Hardware and Content Design.



# Shang Shun World Citi Park in Taiwan Cultivated our ability in the theme design.

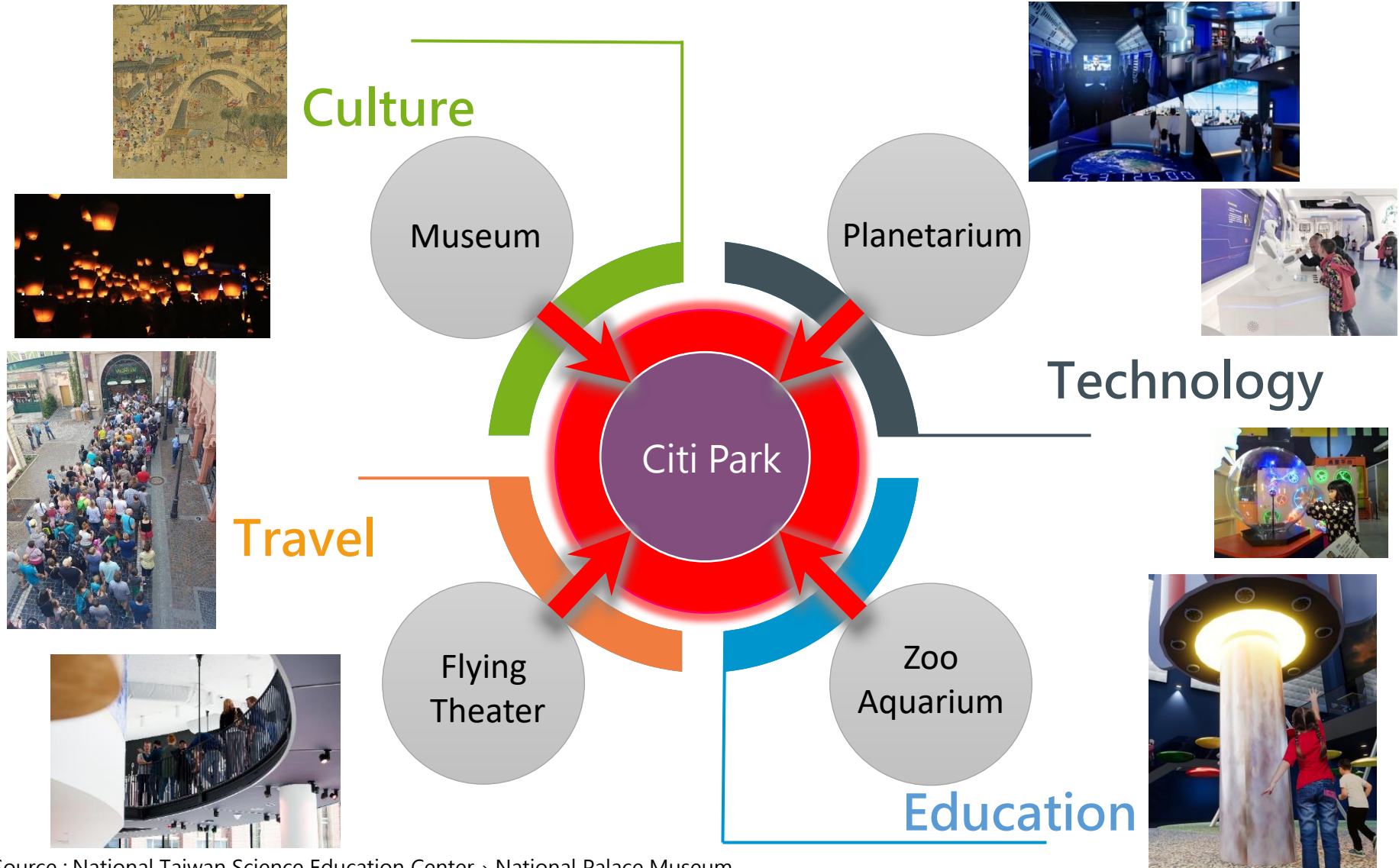


**Constantly  
growing number  
of visitors**





- Our equipment and content are introduced into the overall planning.





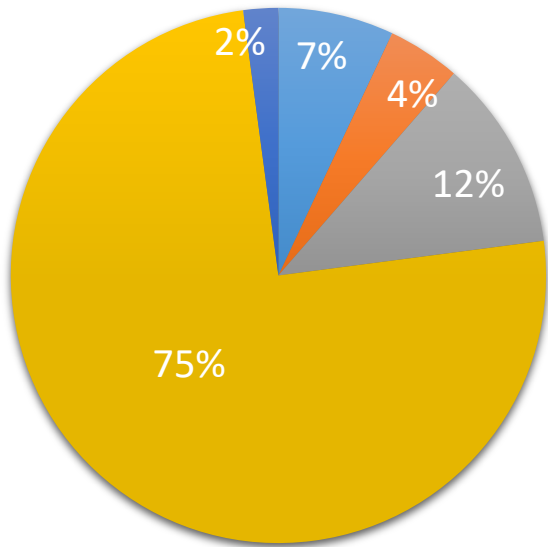
# Financial Results

# Consolidated Comprehensive Income Statement

Selected Items from Income Statement (in NT\$ thousands)	1Q2019	2018	2017	2016	2015
Net Revenue	440,453	1,637,438	1,514,469	881,670	705,424
Cost of Revenue	(230,582)	(916,196)	(789,134)	(436,733)	(371,463)
Gross Profit	209,871	721,242	725,335	444,937	333,961
Operating Expenses	(134,893)	(431,730)	(384,601)	(336,429)	(203,549)
Operating Income	74,978	289,512	340,734	108,508	130,412
Non-Operating Income and Expenses	31,220	31,615	(13,171)	21,076	21,815
Income Before Income Tax	106,198	321,127	327,563	129,584	152,227
Income Tax Expense	(20,934)	(62,709)	(56,382)	(23,472)	(32,458)
Other Comprehensive Income (Loss), Net of Tax	7,164	10,899	(2,928)	(1,810)	619
Net Income (Loss)	92,428	269,317	268,253	104,302	120,338
EPS (NT Dollar)	1.57	4.84	6.00	2.30	2.57
Shares					

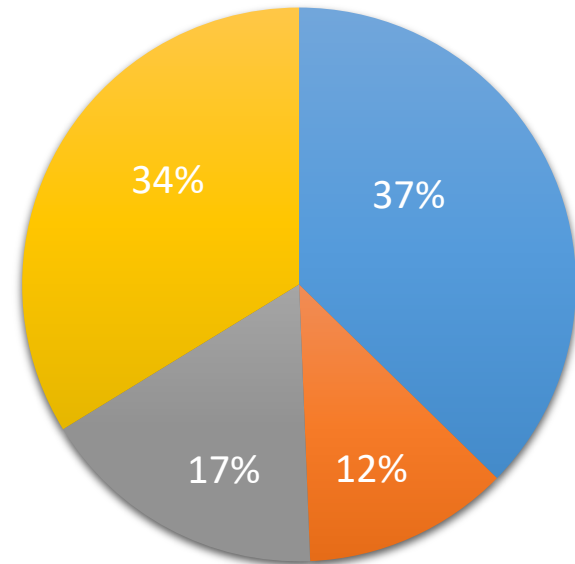
# 2018 Actual vs 2019 Forecast

## 2018 Contracts by Region



■ Eame ■ Asia ■ America ■ China ■ Oceania

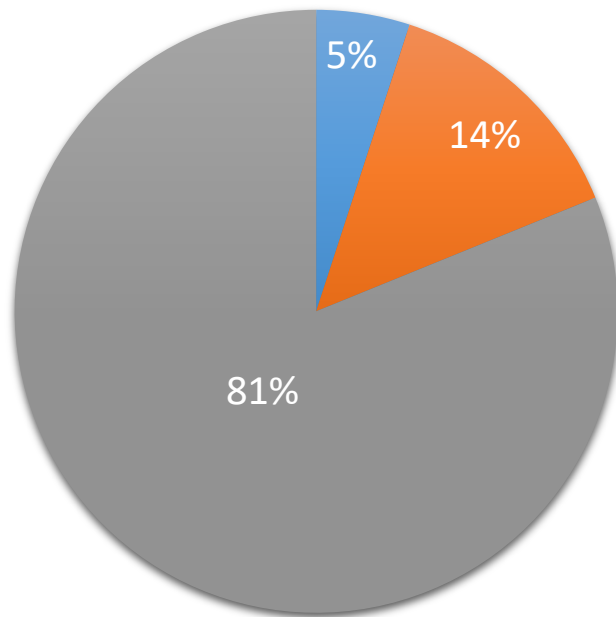
## 2019 Contracts by Region



■ Eame ■ Asia ■ America ■ China

# 2018 Actual vs 2019 Forecast

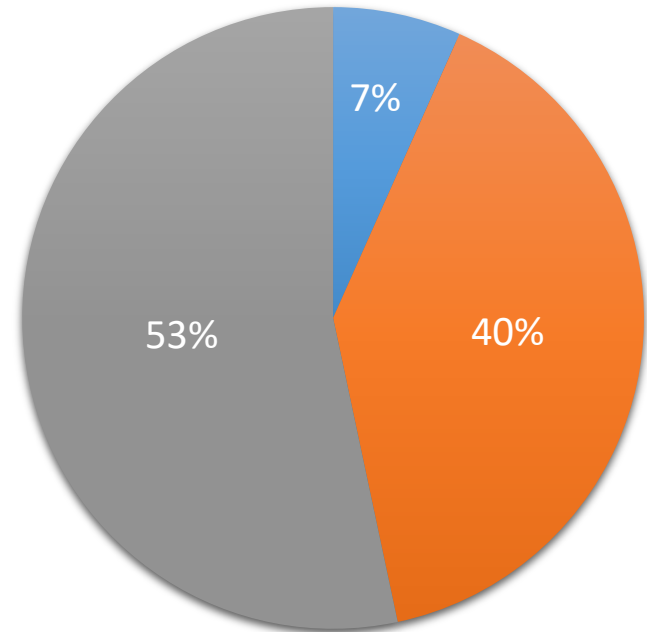
## 2018 Contracts by Products



- under USD 2Million
- USD 2-5Million
- USD 5-20Million

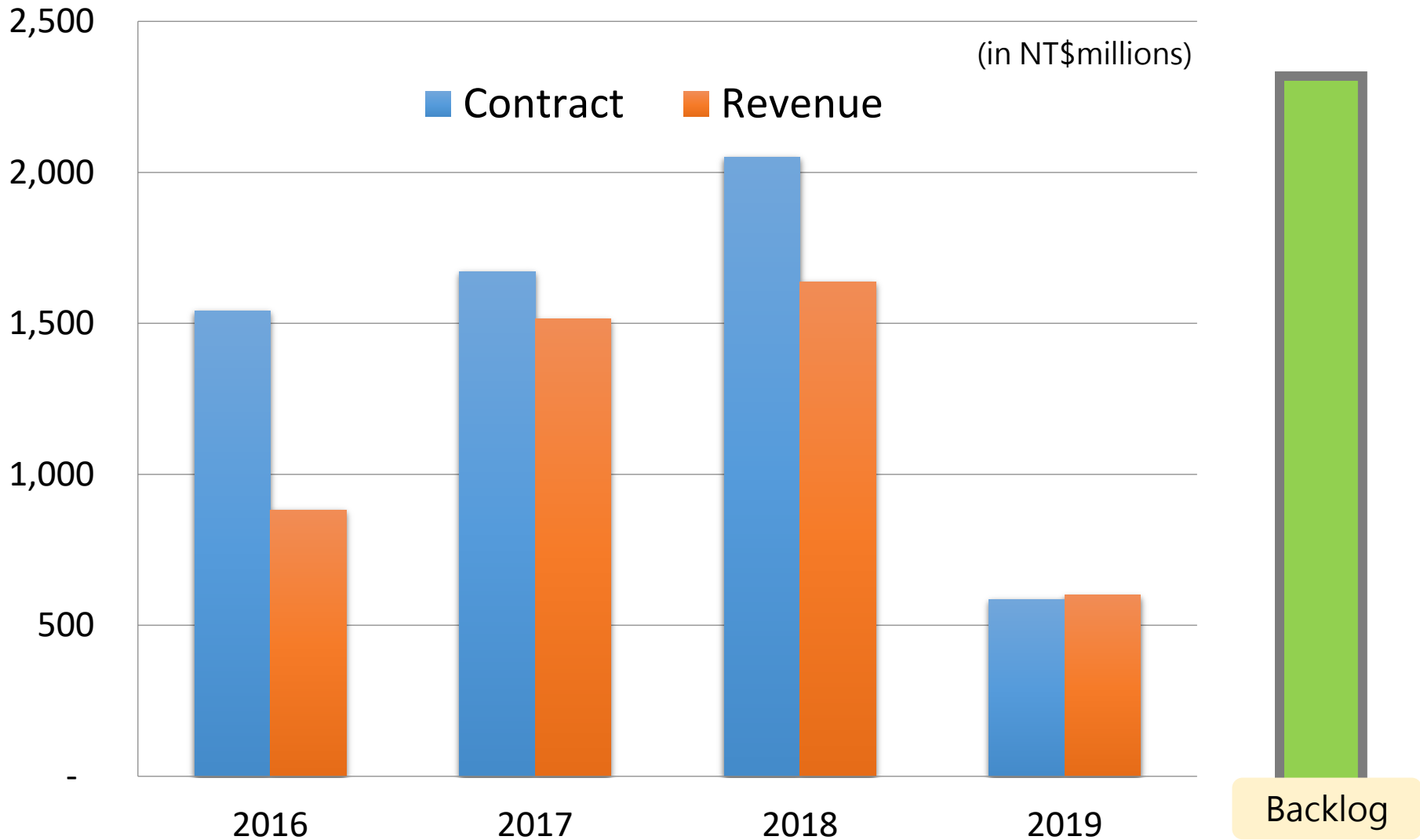


## 2019 Contracts by Products



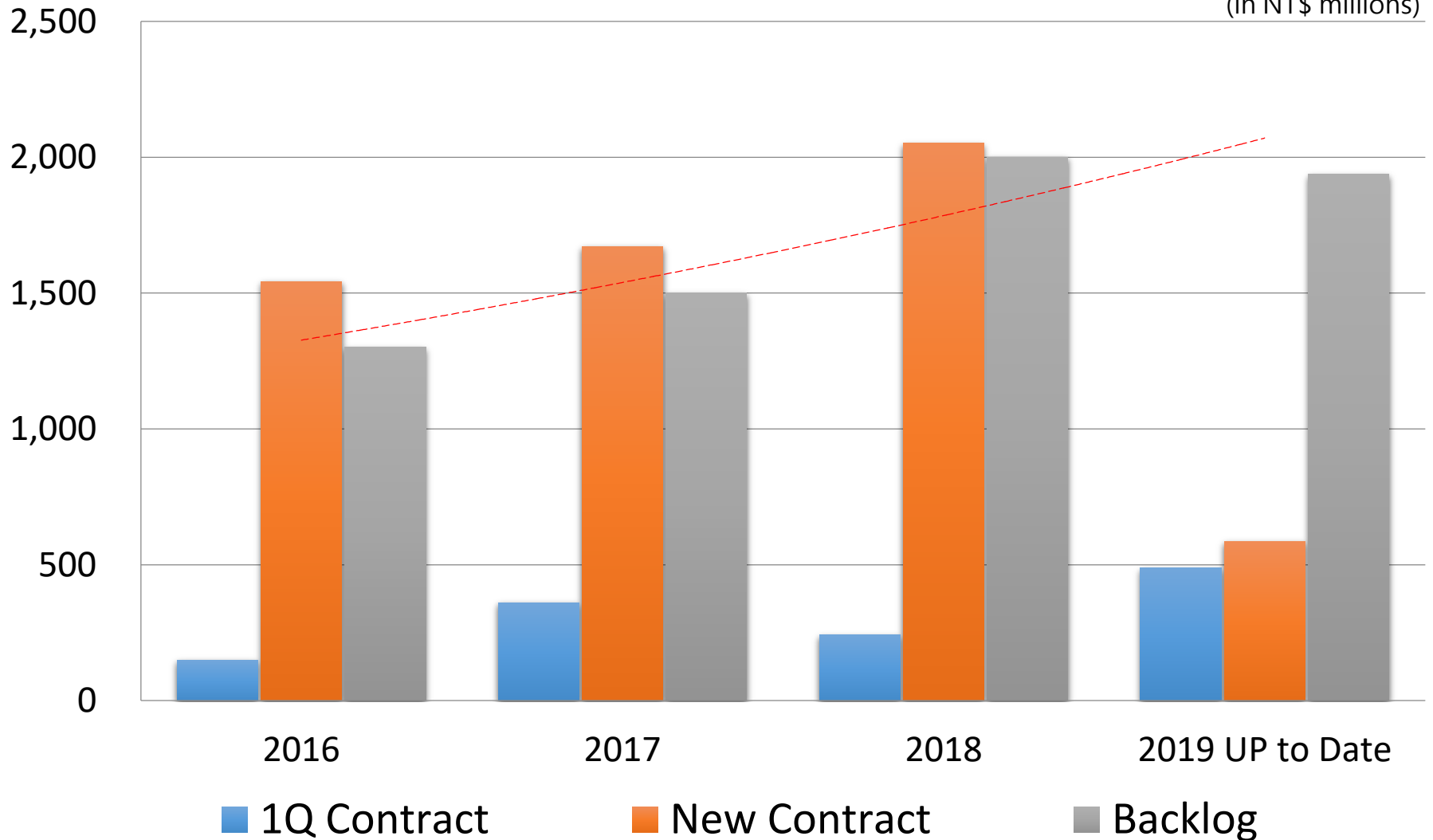
- under USD 2Million
- USD 2-5Million
- USD 5-20Million

# New Contracts and Revenue Booked



# Historical Backlog Trend

(in NT\$ millions)



# Content Licensing Analysis

## Global Attendance

40 Million Visitors,  
Per year

## Ticket Profit Share

NT\$60,  
Per Ticket

### Optimistic

The Weight of Content

50%

### General

The Weight of Content

25%

### Pessimistic

The Weight of Content

10%

### Viewer

20 Million/ per year

### Viewer

10 Million/ per year

### Viewer

4 Million/ per year

Royalty Revenue

**NT\$1.2 Billion**

/ per year

Royalty Revenue

**NT\$0.6 Billion**

/ per year

Royalty Revenue

**NT\$0.24 Billion**

/ per year



# Flying Theater Analysis

## 10 Flying Theaters

( Ticket Price: NT\$450 )

**Optimistic**  
(6 million visitors  
/ per year)

Revenue  
NT\$3.24 Billion

Operating Income  
NT\$1.72 Billion

Operating  
Margin  
**53%**

**General**  
(4 million visitors  
/ per year)

Revenue  
NT\$2.01 Billion

Operating Income  
NT\$0.61 Billion

Operating  
Margin  
**30%**

**Pessimistic**  
(3 million visitors  
/ per year)

Revenue  
NT\$1.48 Billion

Operating Income  
NT\$0.13 Billion

Operating  
Margin  
**9%**

# Citi Park Profit Analysis

	Equipment	Citi Park
Sales Type	One-Off Sales	Design Content Licensing Equipment
Amount (USD)	5~15 Million	40~100 Million
Gross Margin	Around 50%	50%~65%



# Q & A