



# Brogent Technologies Inc. (5263. TWO) May 23, 2017



# Financial Result

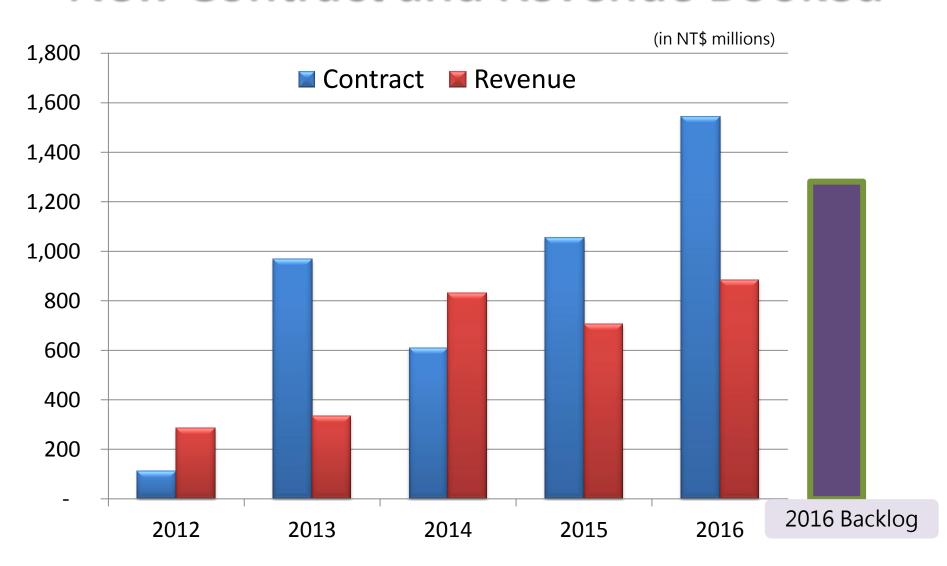


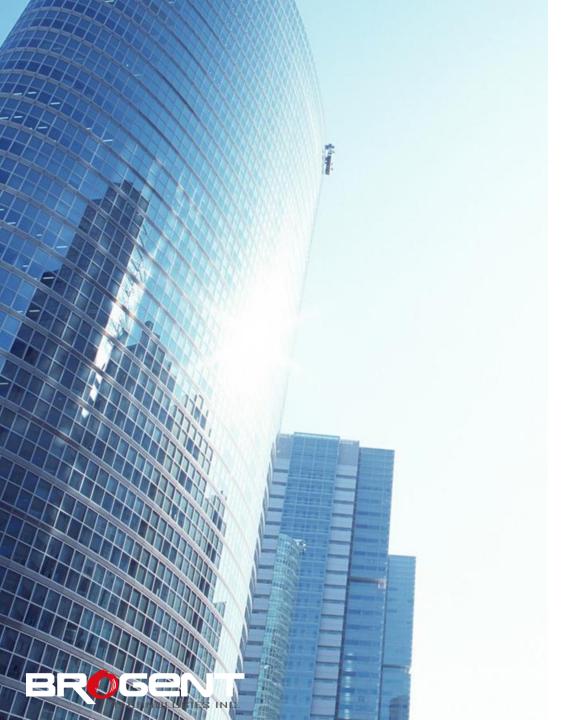
## Consolidated Comprehensive Income Statement

Selected Items from Income Statement (in NT\$ thousands)	1Q2017	2016	2015	2014
Net Revenue	317,710	881,670	705,424	829,511
Cost of Revenue	(163,987)	(436,733)	(371,463)	(402,596)
Gross Profit	153,723	444,937	333,916	426,915
Operating Expenses	(79,695)	(336,429)	(203,549)	(195,665)
Operating Income	74,028	108,508	130,412	231,250
Non-Operating Income and Expenses	(17,790)	21,076	21,815	38,492
Income Before Income Tax	56,319	129,584	152,227	269,742
Income Tax Expense	(11,963)	(23,472)	(32,458)	(45,310)
Other Comprehensive Income (Loss), Net of Tax	(1,929)	(1,810)	619	(686)
Net Income (Loss)	42,427	104,302	120,338	223,746
EPS (NT Dollar)	1.01	2.30	2.57	6.22



## **New Contract and Revenue Booked**





# Our Strategies

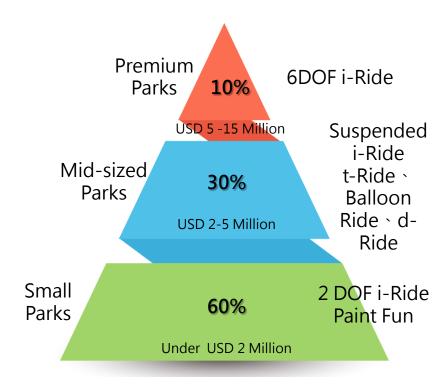




#### **Amusement Park Industry**

Worldwide 4,000 amusement parks
Simulator Ride Coverage: 6%

#### **Brogent Permium Market Share 40%**



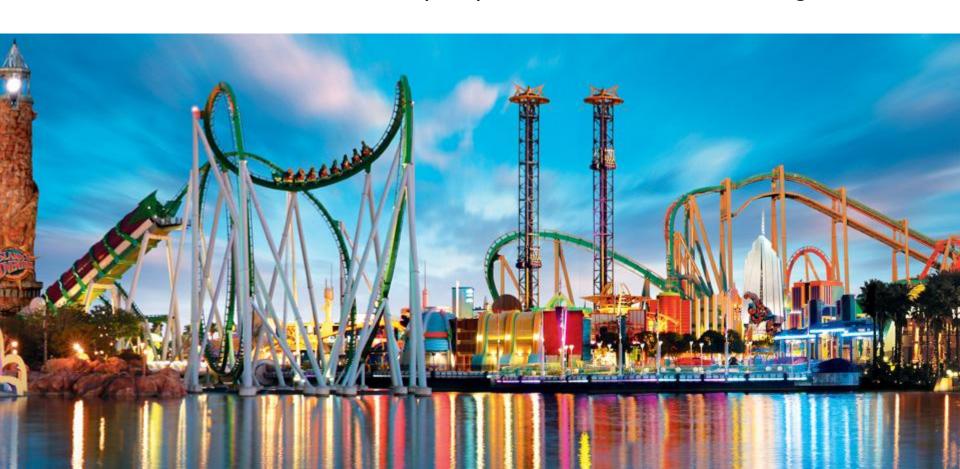
<sup>\*</sup> Parks with roller coasters



## **Amusement Park Industry Strategy**

Enter the midsize segment: Use premium supplier advantage, Taiwan cost advantage to expand into the midsize segment.

Revenue source diversification: Spare parts business, content licensing.

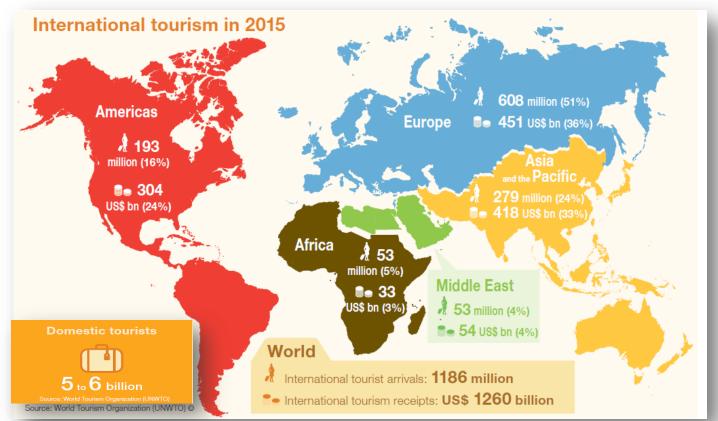




#### **International Travel Market**

Worldwide international tourists 1.18 billion, domestic tourists 5-6 billion.

International tourism is a market of 1.26 trillion USD



UNWTO estimates, that international tourism numbers will grow to 1.8 billion until 2030



#### **Standalone Market**

Only 2% of the
500 biggest tourism
destinations worldwide have
standalone flying theaters

Brogent market share 90%







2.3 million tourists visited Vancouver in 2015



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 by the end of 2016





#### **Tourism Market Strategy**

**Invest in destination locations** 

Co-Investment with clients

Ex. This is Holland (20% investment)

\*Expected September 2017 Opening







#### **Tourism Market Strategy**

#### Asia

# Main region for own investment

International tourism in Asia is growing
International tourists 279 million
Market size 418 billion USD
UNWTO estimates that international
Tourism will grow to 535 million in 2030.
30% of global tourism
(Europe 41%, USA 14%)

First step: Investment in 10 locations in the next 3-5 years

Second step: Overall 20-30 locations







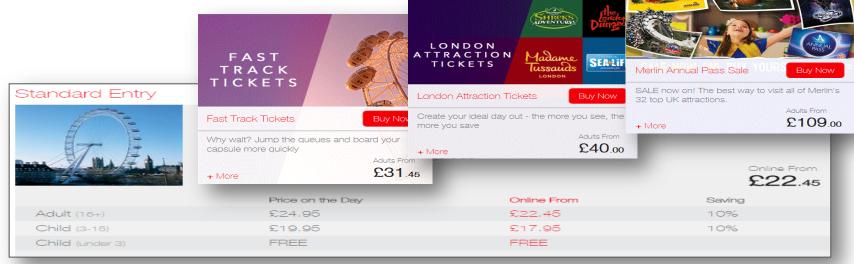
#### **Tourism Market Strategy**

#### In the slipstream

Bring flying theaters to global destinations; bring along small and midsized VR attractions.

Adjust ticket prices according to demand

Ex. Merlin Entertainment



Source: https://merlinentertainments.biz/





# **Arcade Strategy**

### In the slipstream

#### i-FUN HUB

Quick location update
Feasible for small locations
IP based
AR/VR technology



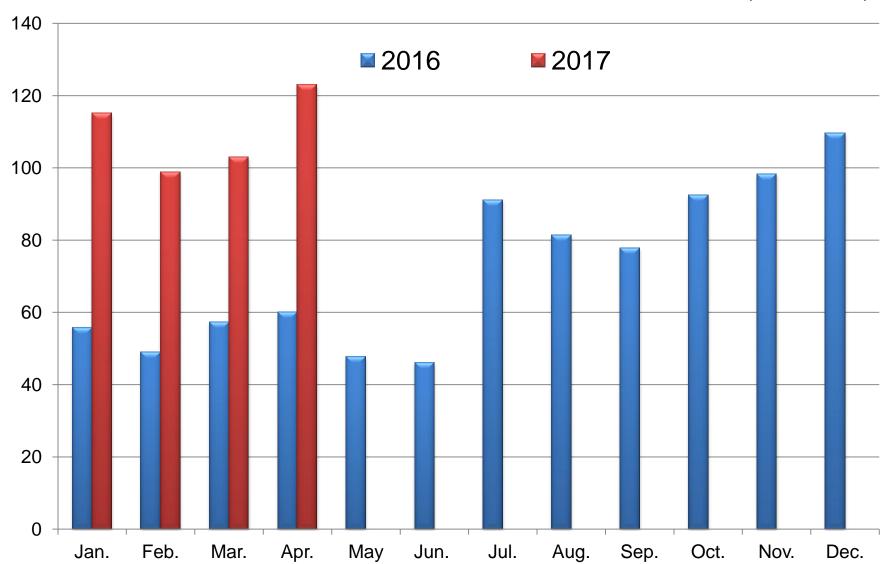


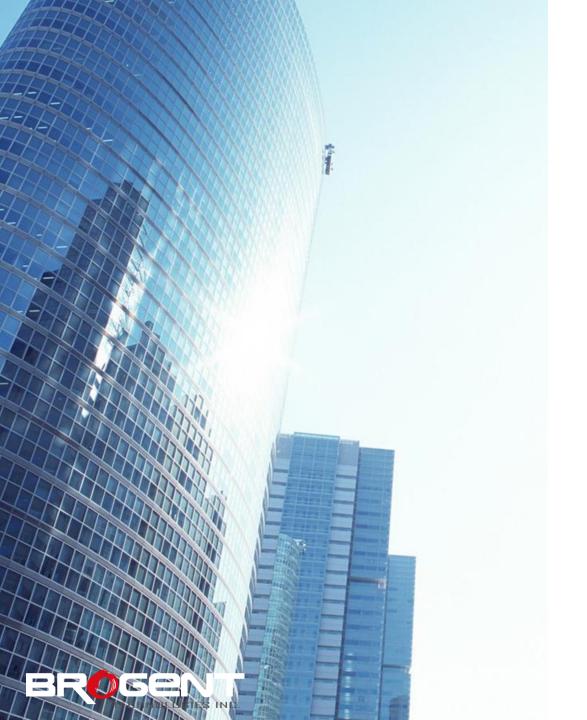




#### **Monthly Sales Growth Trend**

(In NT\$ millions)





Q & A