

**PAPAGO CO., LTD**  
**(TWSE 3632)**



**2022 Investor Conference**

**研勤科技股份有限公司**

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**PAPAGO!** 研勤科技股份有限公司

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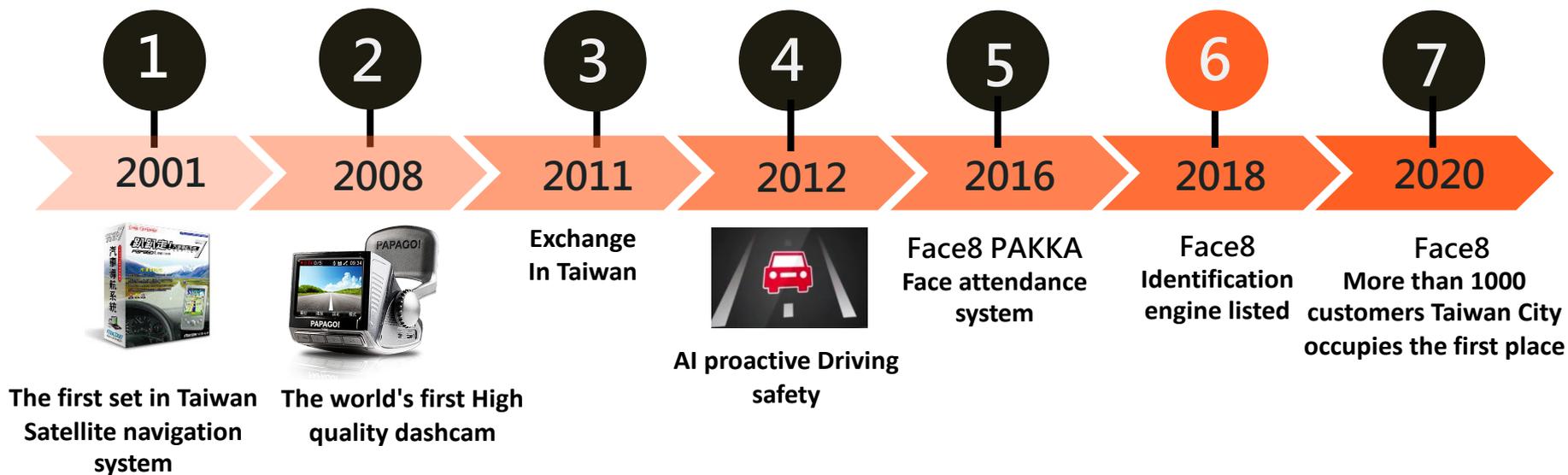
# Outline

1. Industry Overview
2. Operational overview
3. Financial status
4. Operational objectives
5. Q&A



# About PAPAGO!

 Face8台灣臉霸



# Customer

01

## Fitness



02

## Financial



Face8  
客戶

## Construction



## Catering



03

04

# Customer

Over

1000+

/Clients

Identification

50萬+

/Day



合作夥伴  
Customers

# Catering Industry



- Craft beer
- Brewing
- Beer bar
- Restaurant
- Co-branded



禁止酒駕 飲酒過量 有害健康

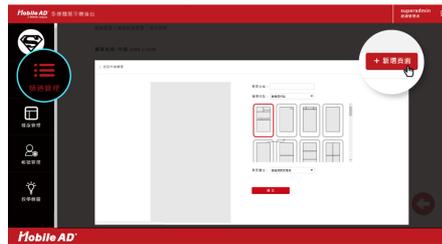
# Kiosk Industry

# FarBar

- Kiosk
  - Floor stand
  - Easel
  - Wall
  - Hanging



- Content Management System

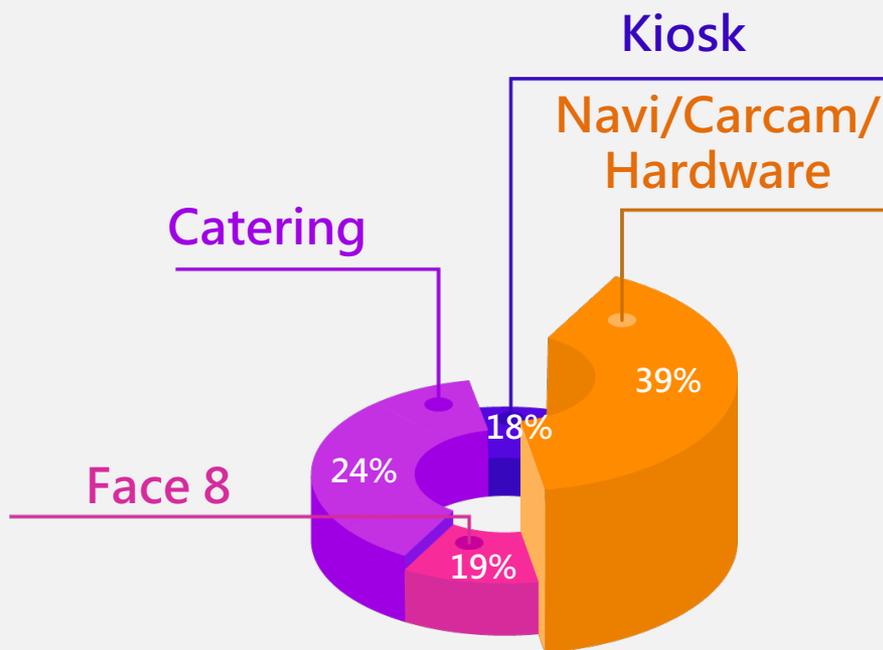


# Sales by Segment

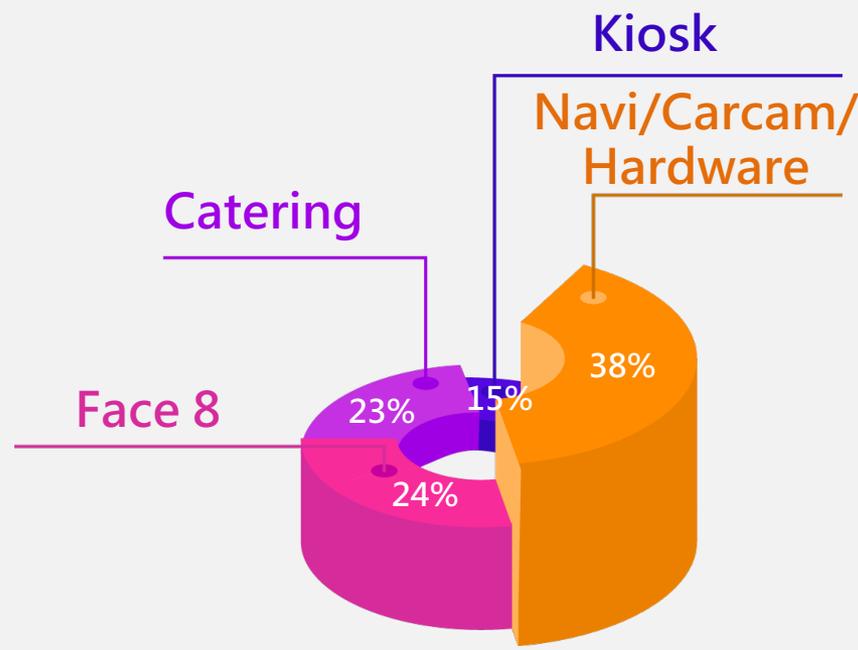
(In Thousands of NTD)

Item	3Q 2021		3Q 2022	
	Revenue	%	Revenue	%
Navi/Carcam/ Hardware	93,781	38.76%	96,906	37.99%
Face 8	46,857	19.36%	60,331	23.65%
Catering	57,911	23.93%	59,138	23.18%
Kiosk	43,432	17.95%	38,701	15.18%
Total	241,981	100%	255,076	100%

## Q3 2021



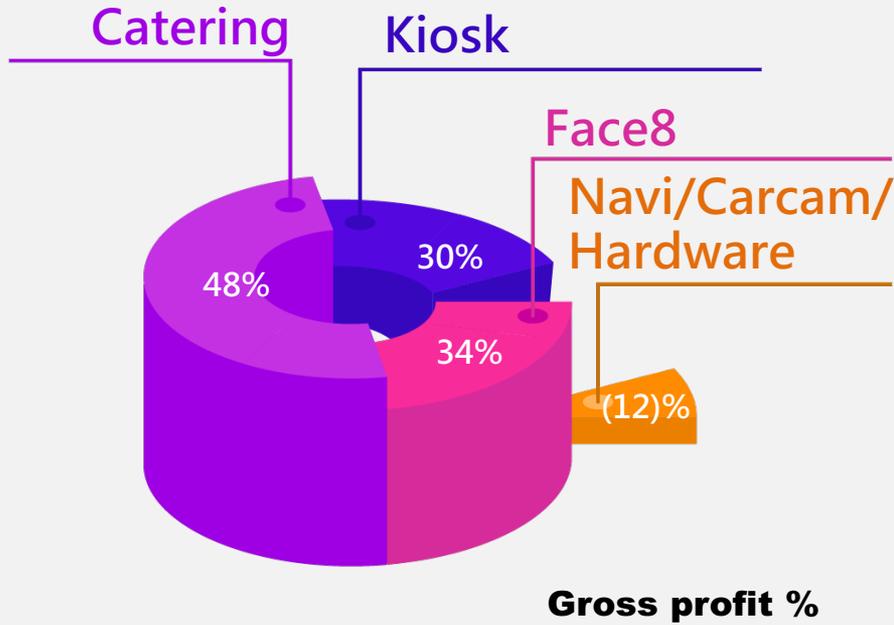
## Q3 2022



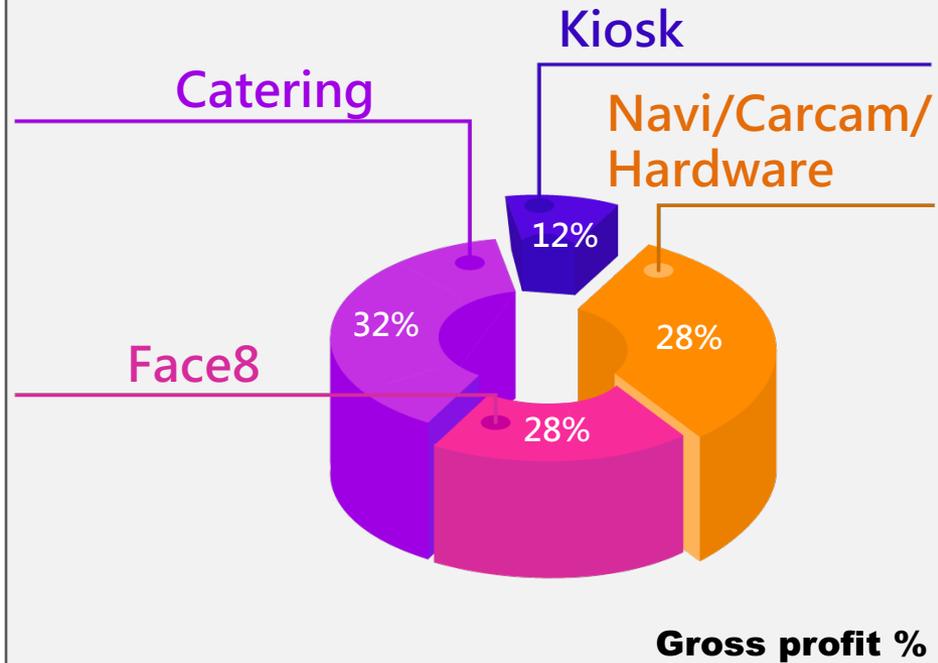
# Gross Profit

Item	Q3 2021		Q3 2022	
	Gross profit	Gross profit Margin %	Gross profit	Gross profit Margin %
Navi/Carcam/ Hardware	(9,240)	(9.85%)	34,844	35.96%
Face 8	25,785	55.03%	34,006	56.37%
Catering	36,335	62.74%	39,910	67.49%
Kiosk	23,045	53.06%	14,637	37.82%
Total	75,925	31.38%	123,397	48.38%

## Q3 2021



## Q3 2022

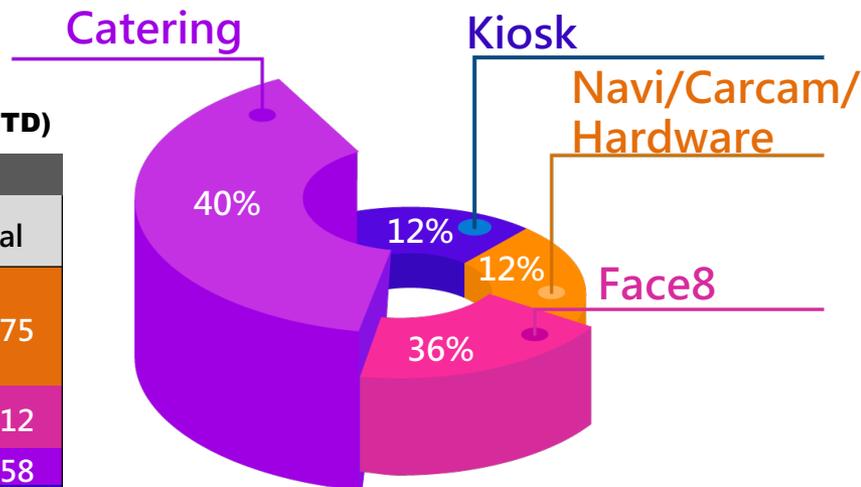


# Operating Expense

(In Thousands of NTD)

Q3 2022

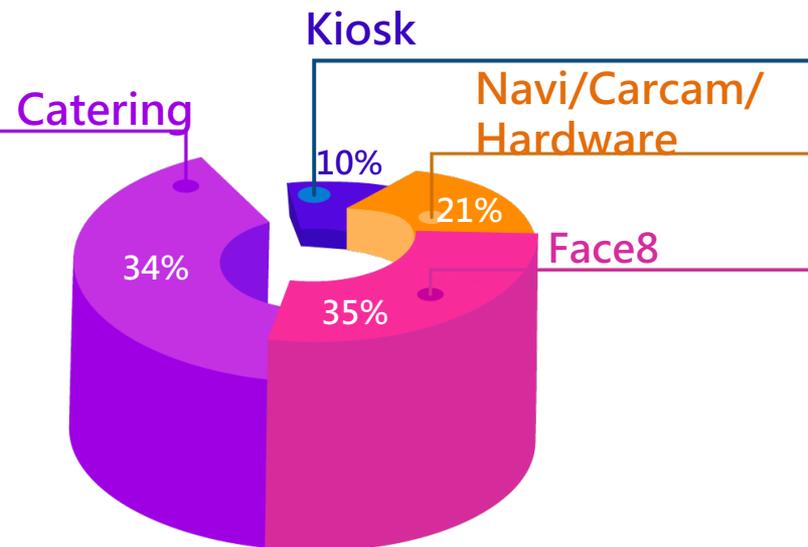
Item	Person	Rent Expense	utilities expense	Depreciation expense	Other expense	Total
Navi/Carcam /Hardware	23,235	245	146	864	(8,715)	15,775
Face 8	28,767	1,154	687	4,073	11,831	46,512
Catering	22,227	9,762	2,260	7,367	10,642	52,258
Kiosk	11,595	167	28	665	3,510	15,965
<b>Total</b>	<b>85,824</b>	<b>11,328</b>	<b>3,121</b>	<b>12,969</b>	<b>17,268</b>	<b>130,510</b>



(In Thousands of NTD)

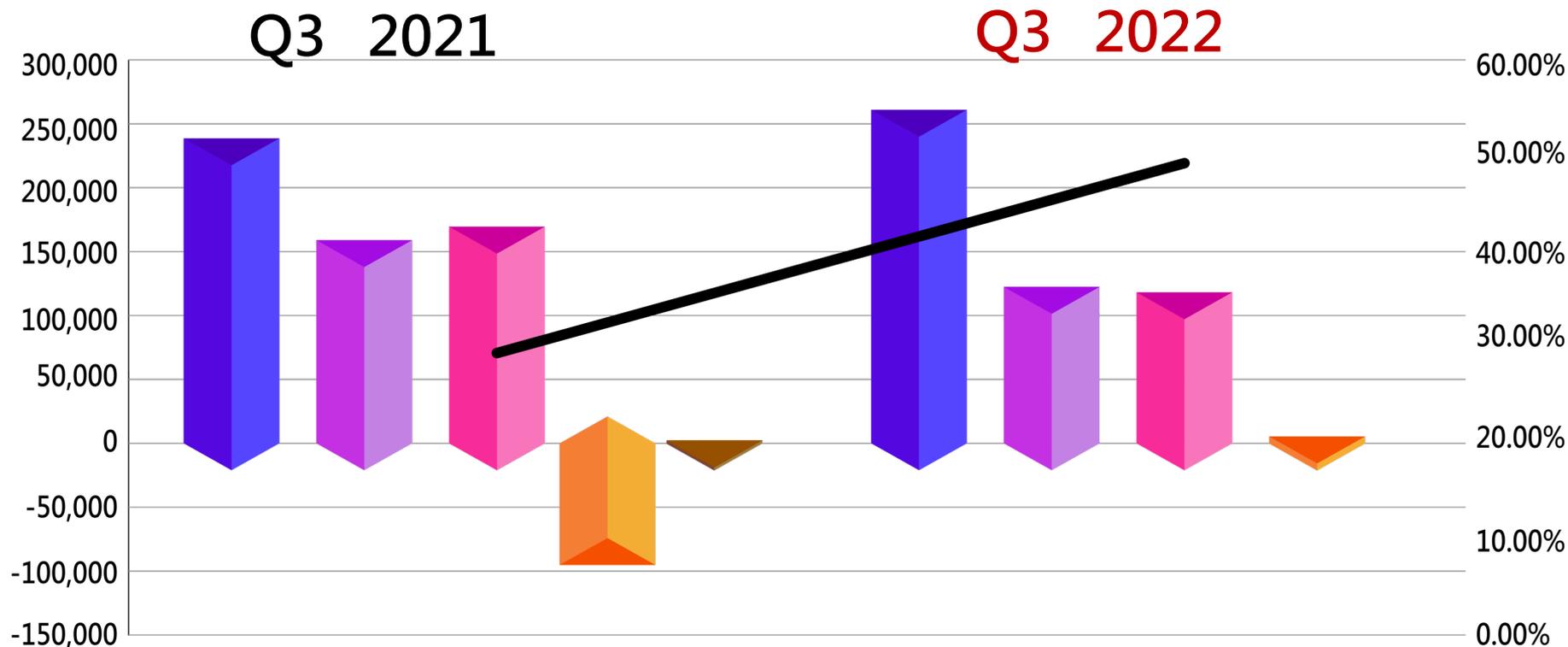
Q3 2021

Item	Person	Rent Expense	utilities expense	Depreciation expense	Other expense	Total
Navi/Carcam /Hardware	20,855	443	172	523	12,709	34,702
Face 8	24,146	1,882	731	2,223	29,776	58,758
Catering	22,594	8,861	2,098	13,931	9,518	57,002
Kiosk	12,707	119	9	1,245	3,065	17,145
<b>Total</b>	<b>80,302</b>	<b>11,305</b>	<b>3,010</b>	<b>17,922</b>	<b>55,068</b>	<b>167,607</b>



# Operational overview

(In Thousands of NTD)



	Q3 2021	Q3 2022
Net Sales	241,981	255,076
Cost of Goods Sold	166,056	131,679
Operating Expense	167,607	130,510
Income (Loss) After Tax	(95,238)	2,862
After Tax EPS	(2.33)	0.07
Gross margin	31.38%	48.38%

# Operational objectives

- Continue to deepen AI image recognition, expand application fields, and promote Southeast Asian markets.
- Kiosk— Strengthen the integration ability of the cloud background.
- Craft Beer— After the pandemic Covid-19, we strive to maintain stores and turn losses into profits in Taiwan and Hong Kong.
- Navigation— Launch truck navigation and fleet management system next year.
- Carcam— Focus on launching new high resolution electronic rearview mirrors.

# Q&A