



Apex Medical Corp.

2018 The Second Investor Conference

November 22th , 2018



2018Q3 YTD Consolidated Income Statement

Unit: NTDK

	2018Q3 Review	2017Q3 Review	'18/'17 Var.(%)	'18/'17 Var.(%)
Net Sales	1,537,252	1,577,465	-40,213	-3%
Gross Profit	630,162	694,166	-64,004	-9%
Gross Margin(%)	41%	44%		
Operating Expenses	541,017	549,759	-8,742	-2%
Income before tax	104,030	139,011	-34,981	-25%
Income tax	29,823	41,362	-11,539	-28%
Net Income	74,207	97,649	-23,442	-24%
Net Income attributed to owner of the parent company	73,108	98,317	-25,209	-26%
Basic EPS(NT\$)	0.88	1.18		



2018/9/30 Consolidated Balance Sheet

Unit: NTDK

	2018/9/30 Review	2017/9/30 Review	Variance	
	Amount	Amount	Amount	%
Cash and cash equivalent	353,678	356,214	-2,536	-0.7%
Accounts receivable	318,163	321,995	-3,832	-1.2%
Inventories	386,093	394,294	-8,201	-2.1%
Total current assets	1,348,386	1,308,761	39,625	3.0%
Investments accounted for using the equity method	208,601	215,635	-7,034	-3.3%
Property, plant and equipment	563,509	592,805	-29,296	-4.9%
Intangible Assets	440,266	446,802	-6,536	-1.5%
Total non-current assets	1,278,840	1,304,102	-25,262	-1.9%
Total Assets	2,627,226	2,612,863	14,363	0.5%

Note: Only important accounts are listed in the table.



2018/9/30 Consolidated Balance Sheet

Unit: NTDK

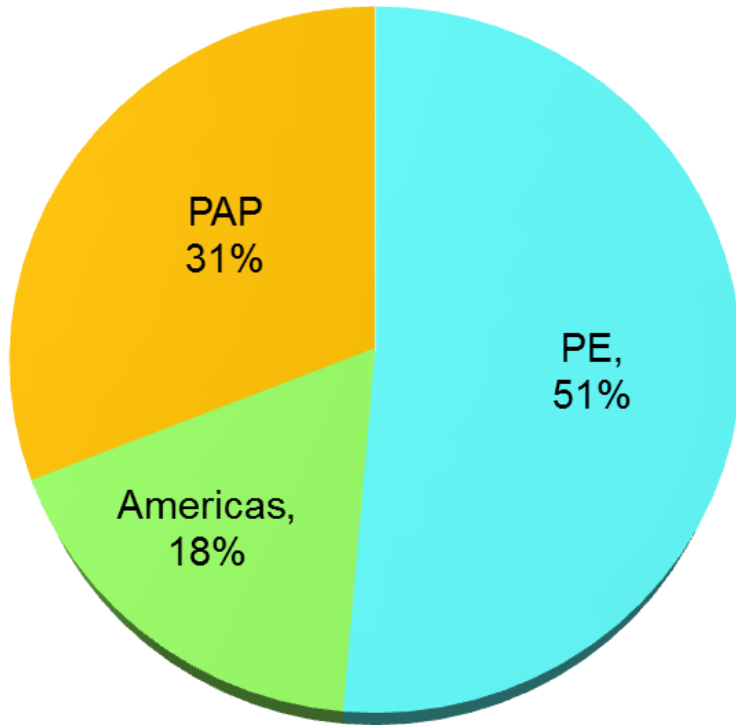
	2018/9/30 Review	2017/9/30 Review	Variance	
	Amount	Amount	Amount	%
Short-term debt	298,264	339,371	-41,107	-12.1%
Accounts payable	191,520	164,253	27,267	16.6%
Other payables	137,339	139,094	-1,755	-1.3%
Total current liabilities	711,821	718,649	-6,828	-1.0%
Bonds payable	294,428	289,227	5,201	1.8%
Total long-term liabilities	304,286	297,752	6,534	2.2%
Total liabilities	1,016,107	1,016,401	-294	0.0%
Total share capital	833,855	833,855	0	0.0%
Total retained earnings	793,235	767,100	26,135	3.4%
Owners' equity attributed to the parent company	1,608,007	1,594,633	13,374	0.8%
Total owners' equity	1,611,119	1,596,462	14,657	0.9%
Total liabilities and owners' equity	2,627,226	2,612,863	14,363	0.5%

Note: Only important accounts are listed in the table.

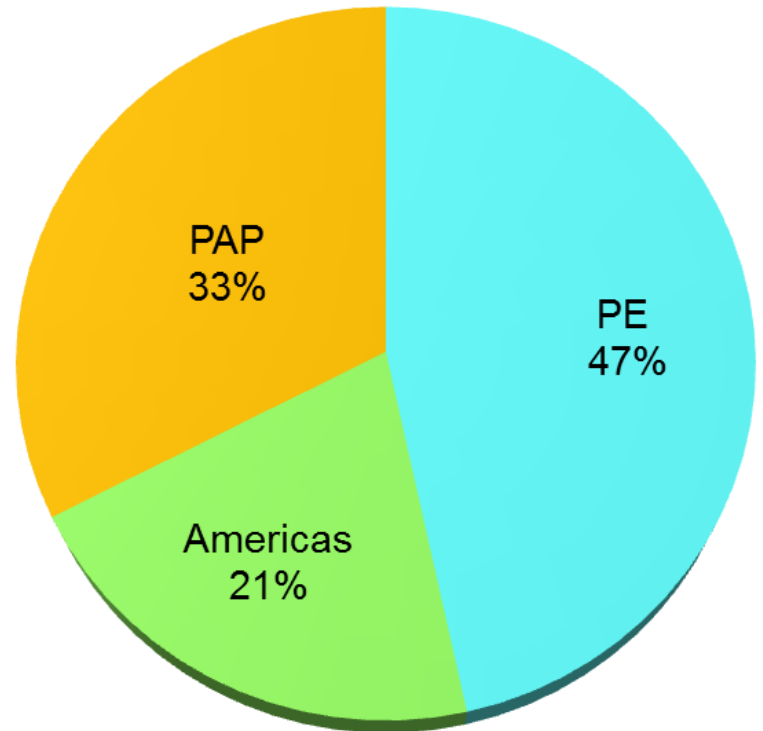


2018Q3 YTD Sales by Department

2018Q3 Act.



2017Q3 Act.

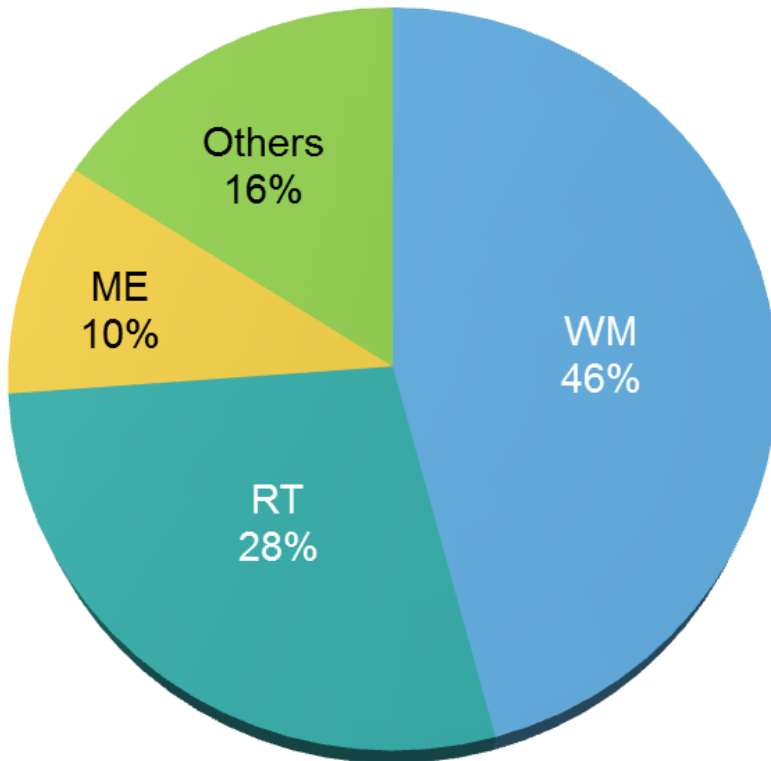


Note : 2017Q3 sales of department is reclassified according to 2018 department classification.

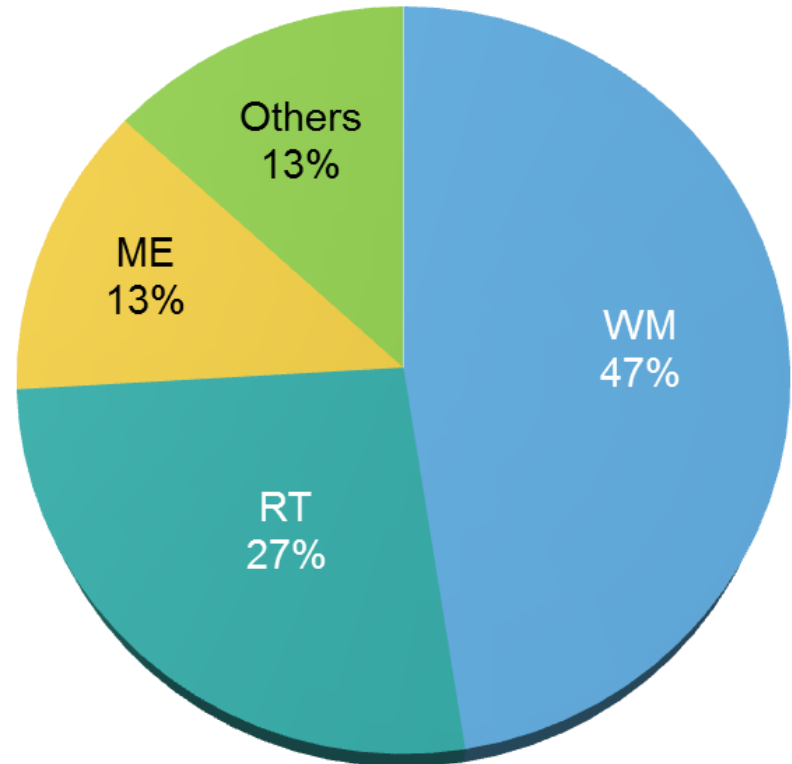


2018Q3 YTD Sales by Product

2018Q3 Act.



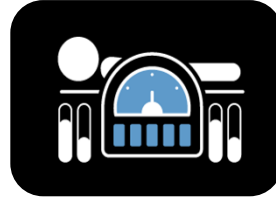
2017Q3 Act.



- The “Industrial Innovation and Transformation Fund” established by National Development Fund (NDF) and “CDIB Capital Growth Partner L.P.” made the co-investment in Apex Medical Corp. in Oct. 2018. The aggregate amount is about NT\$ 387 million.
- We prepare to purchase plant and land nearby Dortmund, Germany in the fourth quarter of 2018. The purpose of real estate purchase is to lift the operating efficiency for SLK and to execute the planning of European regional logistics hub and headquarter.
- We start to develop our “Apex” own branding of support surface products in American market in 2018. It’s the first step to show the products in the Metrade show in Oct. 2018.



Pro-care Optima



Intuitive Auto-Sensing Technology

Including auto-recognition and auto-adjustment brings simplicity to the pressure area care



One Touch Set Up

The system automatically runs on default programme

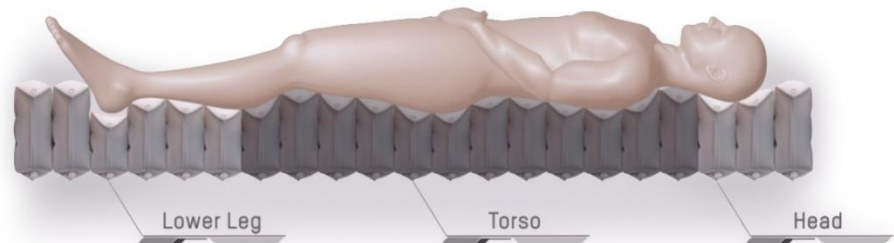


Multi-zone Air Pressure for Optimal Comfort

Better immersion and envelopment for excellent pressure redistribution



Optional battery available





Pro-care Turn



Comfort
Stability



30° of Bilateral Rotation Therapy to Enhance Pressure Relief



Effortless Repositioning

Selectable turning angles & pressure levels



3-in-1 Therapy to Tailor Individual Healthcare Plans



Alternating



Turning



Continuous
Low Pressure

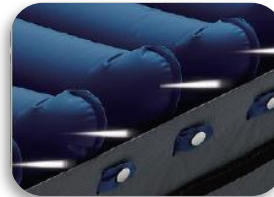


ACS Turn G2



Continuous lateral rotation

Offering best possible protection from VAP (Ventilator-Associated Pneumonia)



Continuous True Low Air Loss with lateral rotation

Maximizing pulmonary blood flow and reduce risk of pressure injury from the start of patient journey



Special designed side bolsters for chest drainage tubing



Shift-Stop technology making rotational therapy safe and effective with specially design cells

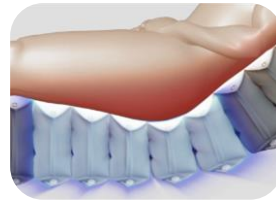


Pro-care 4/Auto G2



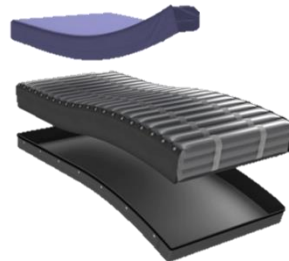
Intuitive Auto adjustment

In response to individual body mass distribution by its proprietary pressure/body-weight algorithm



Protection Upgrade, faster Reaction Time

True 8" dynamic alternating mattress with focus on sacral area protection plus greater volume of compressor



Easily Detachable Base with Low Friction Top Cover



WiZARD 310/320



Soft Forehead Support

- Reduces the chance of losing the forehead pad and the nuisance of assembly and cleaning
- Provides ultimate comfort and retains stability



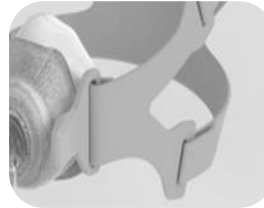
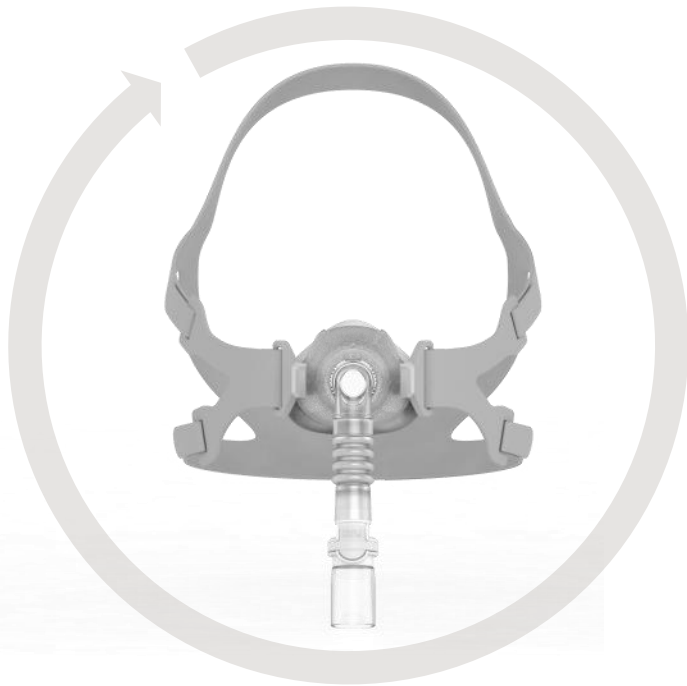
45° Air Flow

Prevents air from blowing onto the sleeping partner



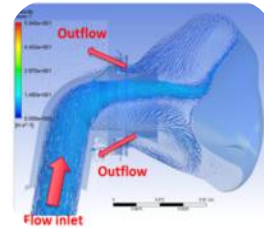
Quick Snap on Design

Allows instant assembly of mask and easy cleaning



Skin-friendly Fabric Frame

Offers a silky touch on the facial skin and fits to most users



Exhalation Port with Airflow Isolation Technology

Eliminates annoying noise and expiratory resistance



Wider Visibility Design

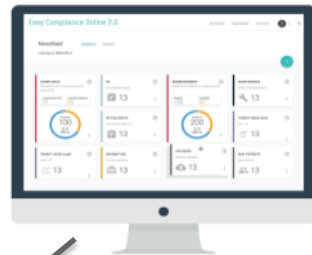
Open field of vision without any view obstruction and forehead pad



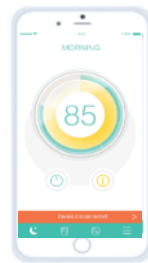
APEX Cloud

(Easy Compliance Online 2.0 + EasyCare APP)

Easy Compliance
Online 2.0



EasyCare



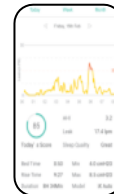
Icon-based Interface

User-friendly interface for intuitive usage



Component replacements management

Periodic replacement reminders ensure clean and safe use



Detailed Treatment Information

Clear overview of the treatment's progress with information of AHI, air leaks, and sleep time



Customized Notifications

Patient status filters for precise timely care

(Breath-Actuated Nebulizer Bottle)



- Low Inspiration Function for Slow Breath In
- Breath-easy Design
- Pre-delivery Nebulization
- Optimal Particles



<http://www.apexmedicalcorp.com>

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