



Apex Medical Corp.

2021 The Second Investor Conference

Nov. 19th , 2021



3Q21 YTD Consolidated Income Statement

Unit: NTDK

	3Q21 YTD Review	3Q20 YTD Review	'21/'20 Var.(\$)	'21/'20 Var.(%)
Net Sales	1,755,722	1,450,232	305,490	21%
Gross Profit	743,767	629,838	113,929	-
Gross Margin(%)	42.4%	43.4%	-1.1%	-
Operating Expenses	634,398	531,514	102,884	19%
Income before Tax	129,244	115,110	14,134	12%
Net Income attributed to owner of the parent company	94,646	90,655	3,991	4%
Basic EPS(NT\$)	0.94	0.90	0.04	-



2021/09/30 Consolidated Balance Sheet(1)

Unit: NTDK

	2021/09/30 Review	2020/09/30 Review	Variance	
	Amount	Amount	Amount	%
Cash and cash equivalent	440,053	657,974	(217,921)	-33%
Current financial assets at fair value through profit or loss	0	95,219	(95,219)	-
Amortized cost financial assets	114,251	70,883	43,368	61%
Accounts receivable	366,738	251,763	114,975	46%
Inventories	562,132	437,661	124,471	28%
Total current assets	1,571,775	1,593,733	(21,958)	-1%
Property, plant and equipment	741,692	781,395	(39,703)	-5%
Right-of-use asset	67,016	80,178	(13,162)	-16%
Intangible Assets	671,722	685,184	(13,462)	-2%
Total non-current assets	1,546,030	1,619,343	(73,313)	-5%
Total Assets	3,117,805	3,213,076	(95,271)	-3%

Note: Only important accounts are listed in the table.



2021/09/30 Consolidated Balance Sheet(2)

Unit: NTDK

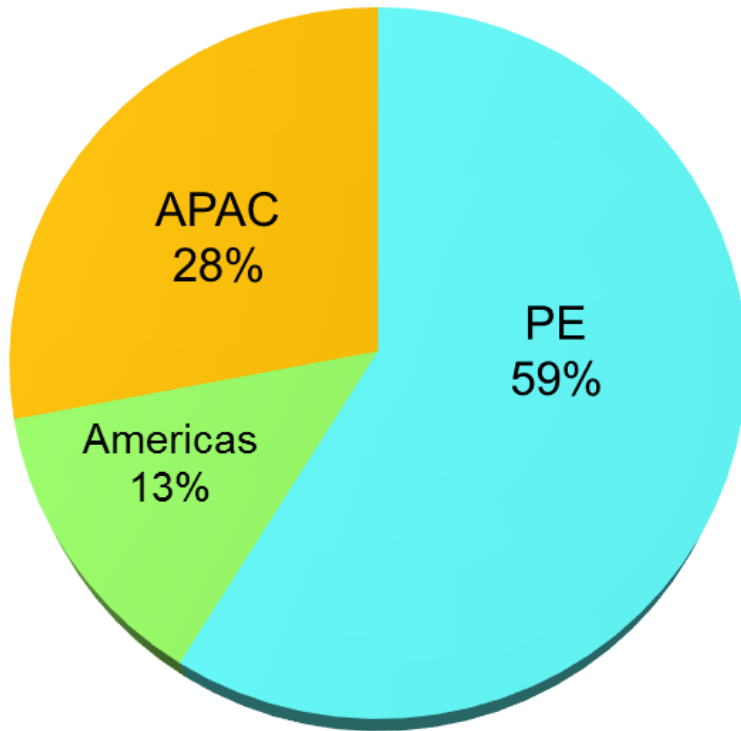
	2021/09/30 Review	2020/09/30 Review	Variance	
	Amount	Amount	Amount	%
Short-term debt	290,112	382,423	(92,311)	-24%
Accounts payable and other payable*	192,511	125,409	67,102	54%
Other current liabilities*	275,718	334,818	(59,100)	-18%
Long-term debt – current	8,924	9,282	(358)	-4%
Total current liabilities	805,574	921,096	(115,522)	-13%
Long-term debt	145,480	163,607	(18,127)	-11%
Lease liabilities	44,507	56,361	(11,854)	-21%
Total long-term liabilities	232,625	229,117	3,508	2%
Total liabilities	1,038,199	1,150,213	(112,014)	-10%
Total share capital	1,009,116	1,009,116	0	0%
Additional paid-in capital	345,635	345,635	0	0%
Total retained earnings	947,624	895,050	52,574	6%
Other equity	(227,966)	(190,776)	(37,190)	19%
Owners' equity attributed to the parent company	2,074,409	2,059,025	15,384	1%
Total owners' equity	2,079,606	2,062,863	16,743	1%
Total liabilities and owners' equity	3,117,805	3,213,076	(95,271)	-3%

Note: Only important accounts are listed in the table ; *the accounts payable and other payable including the amount belong to the related parties.

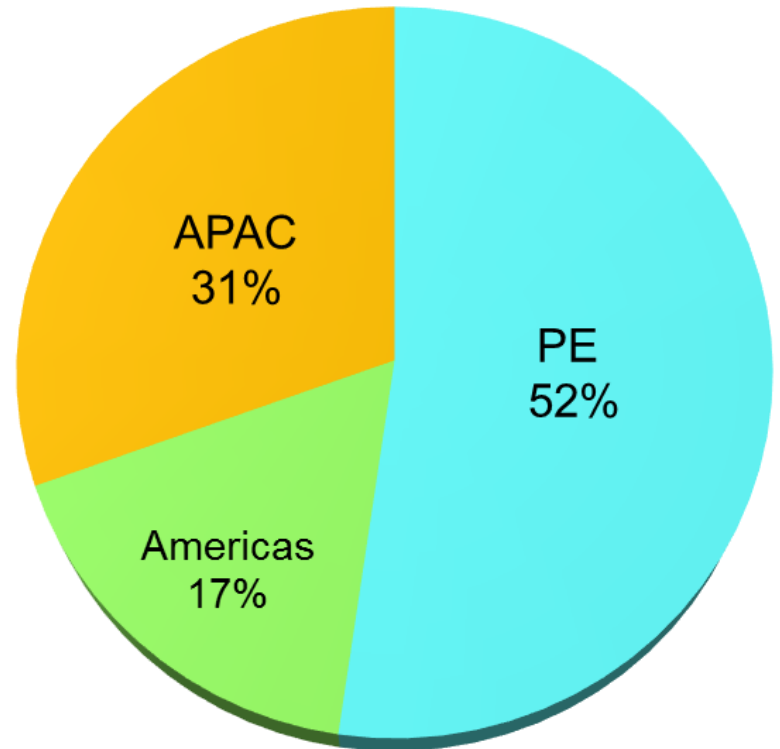


Sales by Department

3Q21 YTD

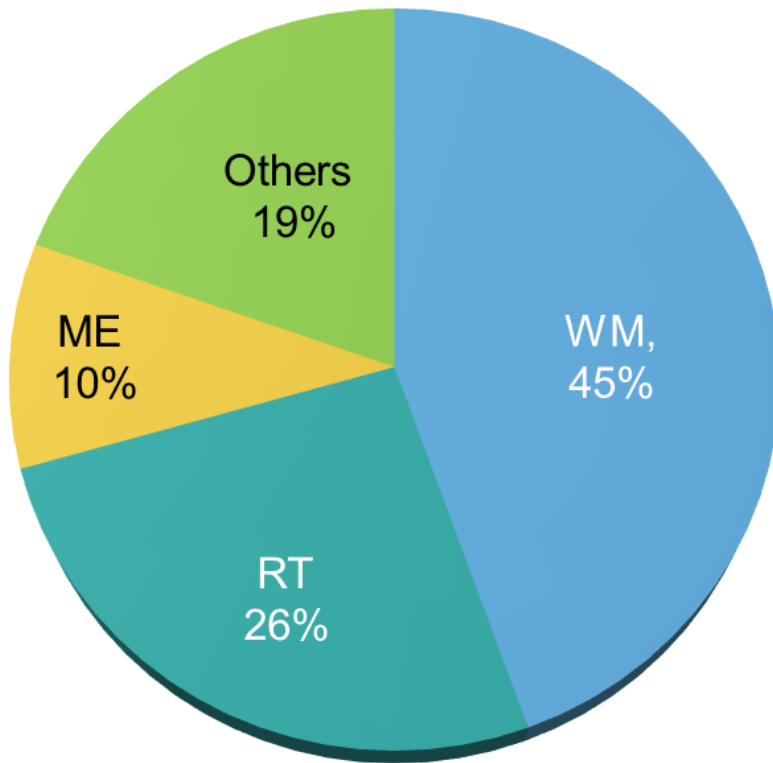


3Q20 YTD

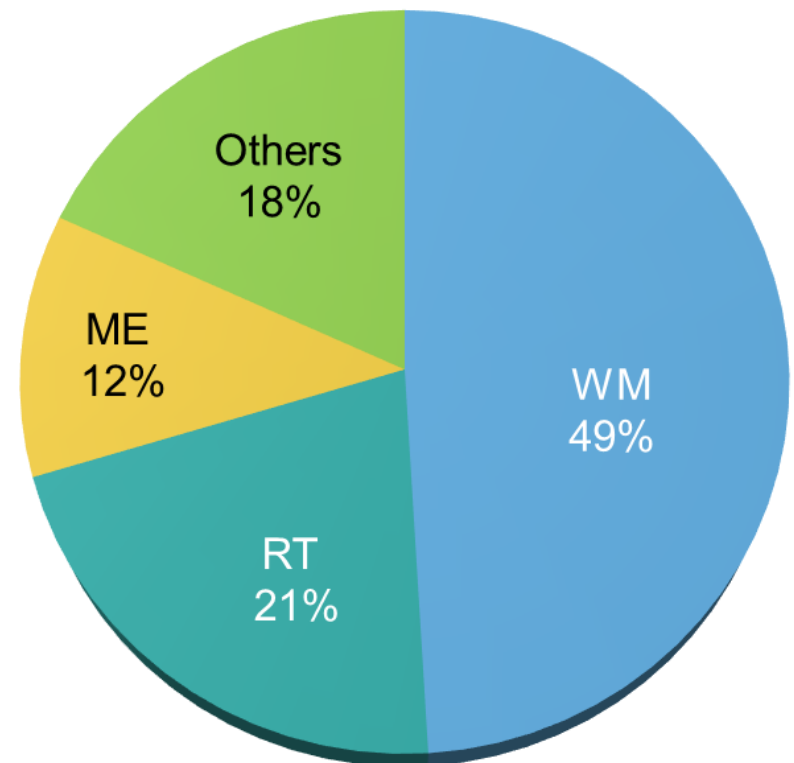


Sales by Product

3Q21 YTD



3Q20 YTD

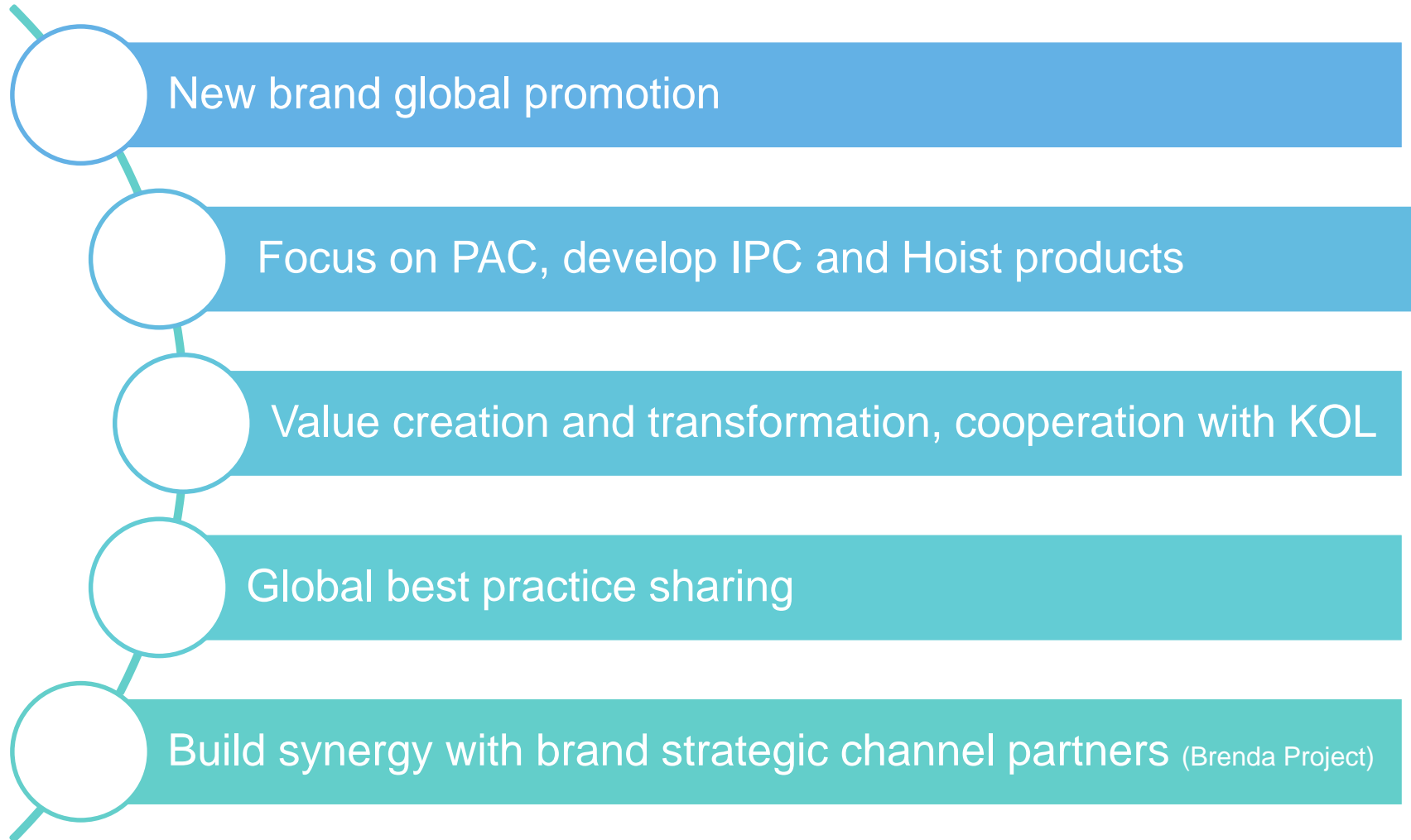


Lift consolidated revenue and achieve sales target ;
The spirits of new brand lies in the internalization of brand.





Brand Landing
2021-2050
Build a higher-quality brand



Lift the revenue of UK and France subsidiary, stabilize the gross margin of Spain subsidiary and control the expense of Germany subsidiary

Europe

Take a new starting point from the flagship products Optima Auto, Turn, Prone products

Combine new official website, digital marketing and to grow sales with the OBM agency strategic partners





Strategy Focus of year 2020 - Americas

Americas

Focus on PAC products, post-acute care market and California market

Benchmark the experience of Europe market and build the digital marketing capability

Engage in Amazon B2C and B2B business and to capture the market share of North America





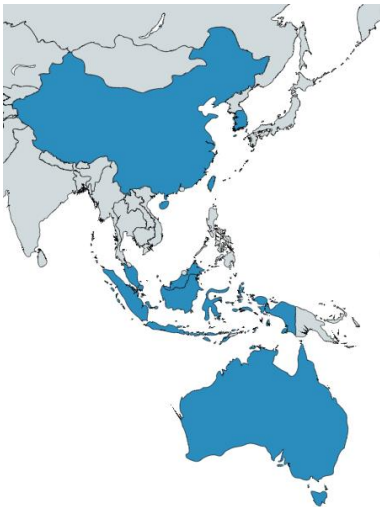
Strategy Focus of year 2020 - APAC

Enter into hospital channels with PAC products and invest in the academic cooperation with KOLs

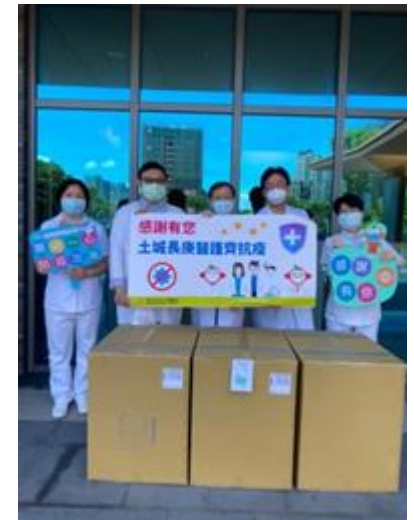
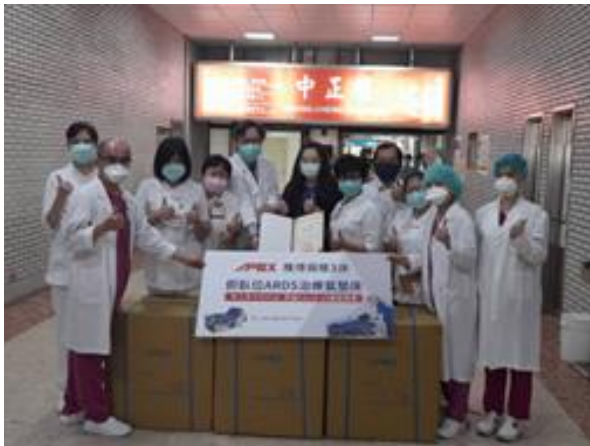
APAC

RT: focus on the self-pay homecare market and to drive the mask sales by the iX (App+Web) device

Combine new official website, digital marketing and to grow sales with the strategic partners



- ◆ To support physicians, nurses and care team members, Apex donated PPV products to reduce the loading of caregivers in **June 2021**: All 34 sets of PPVs are donated in 13 hospitals in Taiwan (including Fu Jen, Far Eastern, Cardinal Tien, Tucheng, Taipei Veterans and other hospitals) to reduce the loading for COVID-19 medical care. The prone positioning therapy is also included in the benefit package of 2nd Generation NHI by Central Epidemic Command Center.



- ◆ Pro-care Optima Prone product is awarded Year 2022 Taiwan Excellence Awards ◦



**TAIWAN
EXCELLENCE
2022**



**Multi-zone
Air Pressure
(Prone & Supine)**



**Individual Air
Cell Deflation**

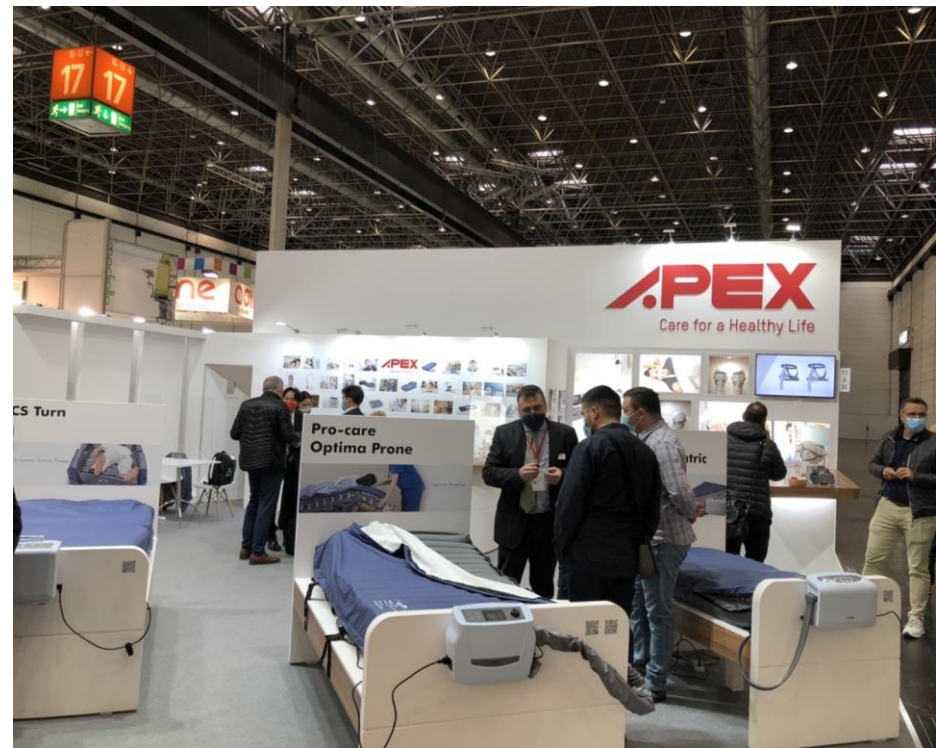


**Single-Handed
Care**



Operating Status or Events(3)

- ◆ MEDICA Show in Germany displays PPV products in Nov. 2021.





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