



佳醫集團

用心 Dedication | 自主 Discipline | 創新 Innovation | 前瞻 Proactive

Excelsior Medical Co., Ltd.

Investor Conference

2023/4/27

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Chairman
Group President

Tony Fu

“Dedication, Discipline, Innovation, Proactive” are the core values of Excelsior.

“Human Healthcare” is the basis of medical service industry.

Therefore, “Dedication” to our service target is what matters the most.

We focus on public healthcare, using the innovative management model, providing the most suitable product and service to the market.

Meanwhile, achieve our vision of becoming the most valuable healthcare total solution provider among Asia with exceptional investing and operating teams !





The Most Valuable Healthcare Total Solution Provider among Asia with Exceptional Investing and Operating Teams !

Excelsior Medical Co., Ltd. was established in 1988, Excelsior started with the distribution of hemodialysis equipments and supplies. Gradually transformed into integrated medical services channel provider.

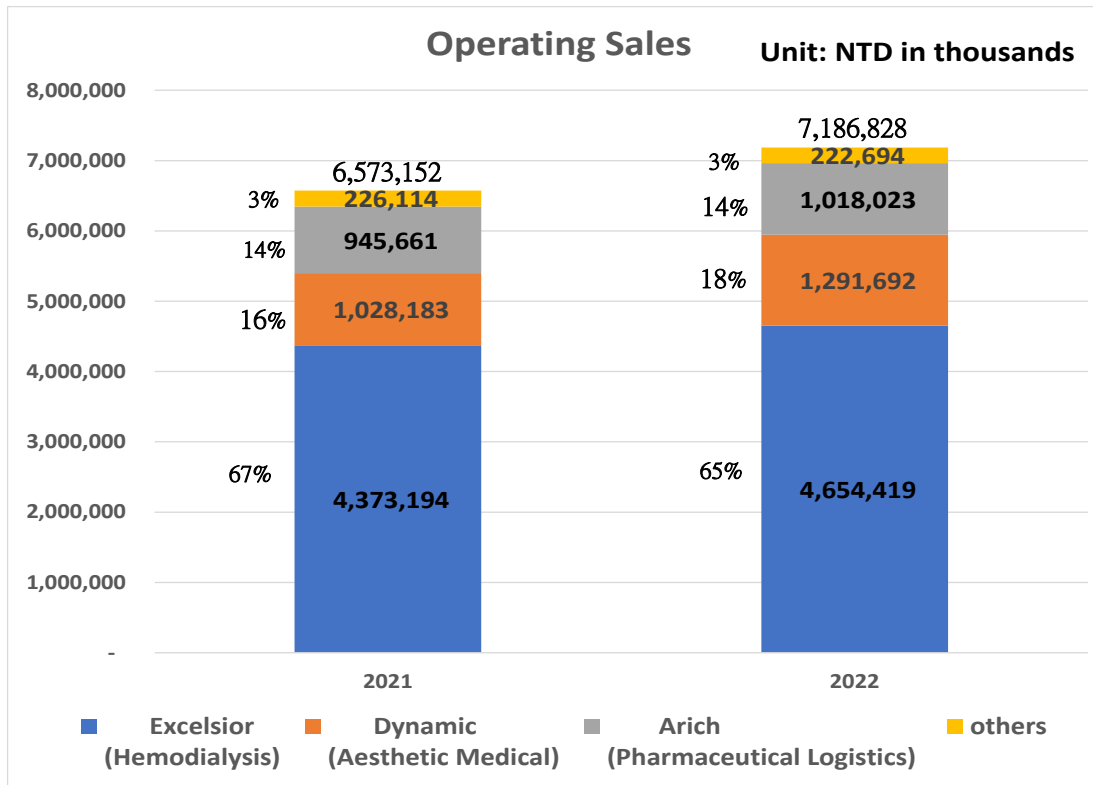
In 2001 “Enfield Medical Co., Ltd.” successfully listed on the OTC. With the success in integration and diversification, Enfield became a listed company in Taiwan Stock Exchange (TSE) in 2007. Enfield was later renamed as **Excelsior in 2009.**

Up to now the Group has three listed companies (**Excelsior : listed at TSE ,stock code 4104. Dynamic and Arich : listed at OTC, stock code 4138 and 4173).**

In the future, Excelsior will continue to **expand its investment and operation in biotechnology and medical industries**, in the Southeast Asia region and countries around the world.

Revenue structure

Excelsior yearly consolidated sales is more than NT \$ 7.1 billion in 2022, the primary revenue comes from Excelsior (Hemodialysis), Dynamic (Aesthetic Medical), Arich (Pharmaceutical Logistics) and others. According to the company's function, the business type can be characterized as a trading business, medical service provider and pharmaceutical logistics.

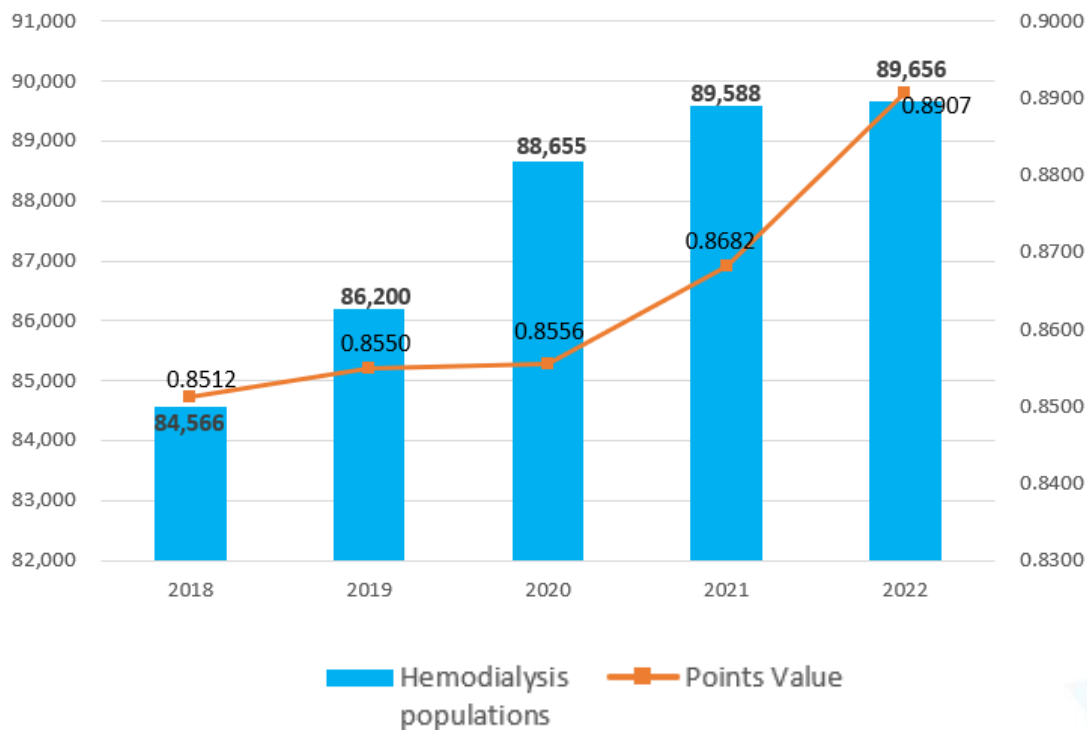


The Business Types



Excelsior(Hemodialysis)

Taiwan benefited from the implementation of the national health insurance system in 1995 and the hemodialysis technology and quality gradually mature, the patient's survival rate has gradually increased. According National Health Insurance Administration , as of the 4nd quarter of 2022, the total number of Taiwan hemodialysis and peritoneal dialysis populations has reached 89,656 people.



Hemodialysis brand

AsahiKASEI NIKKISO

KYOWAKIRIN JMS

SUNDER FASFLO

CHI SHENG



B. BRAUN
SHARING EXPERTISE

Dynamic(Aesthetic Medical)

According to the Asian-Pacific Market Study issued by Medical Insight, Inc. in April. 2023, total Asian sales of all aesthetic products and equipment reached US\$4.4 billion in 2022 and are expected to increase by 9.3% per year through 2027. Furthermore, aesthetic medical market can be divided into 4 sections: **Energy-Based Device**, **Body Shaping and Skin Tightening**, **Dermal Filler** and **Neurotoxin**, and DMT's distributed products cover all of the sections.

Product Portfolio

Ultherapy



CANDELA

DR CYJ™

COCOON
MEDICAL

FAITH

Medytox

SIMPLE STICK

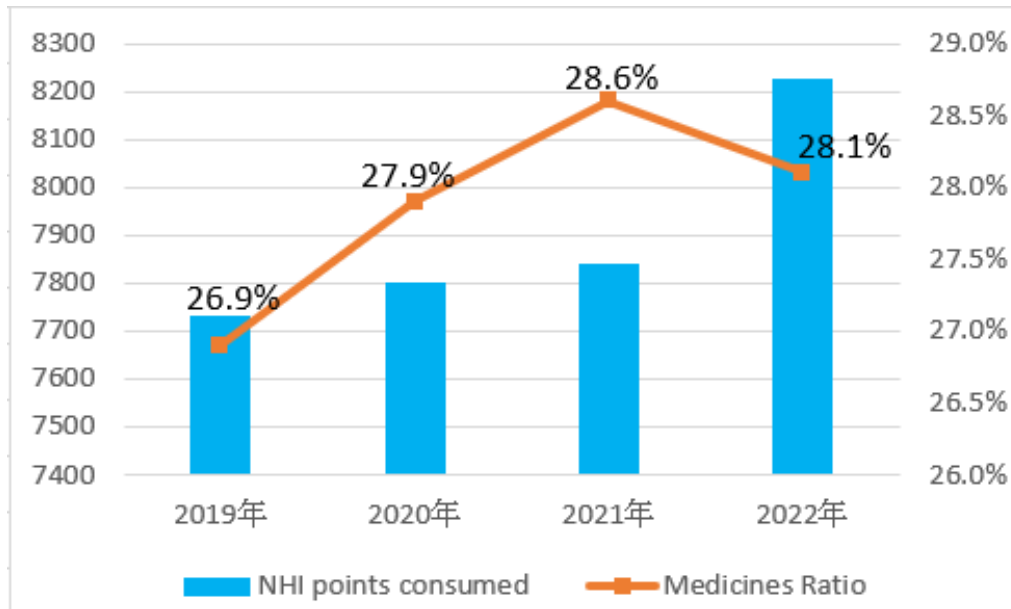
Fotona
choose perfection

氫氧水飛梭
Hydra touch

REGEN Biotech, Inc.

Arich (Pharmaceutical Logistics)

Medicines cover cost approximately 1/4 of National Health Insurance expenditures. In Taiwan, although demand for medication is growing, but the prices approved/reimbursed by NHI are declining. Consequently the multinational pharmaceutical companies keep on outsourcing, for the sake of cost down, the distribution/logistic service more and more.

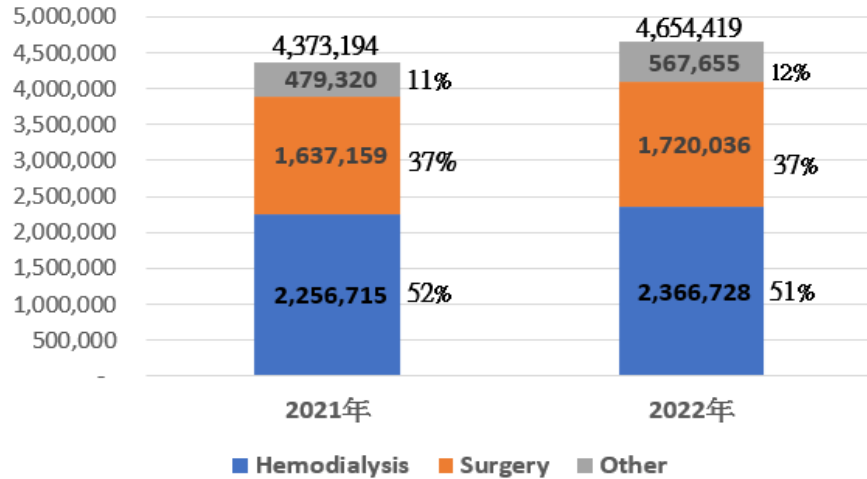


Key Customers

Excelsior(Hemodialysis)

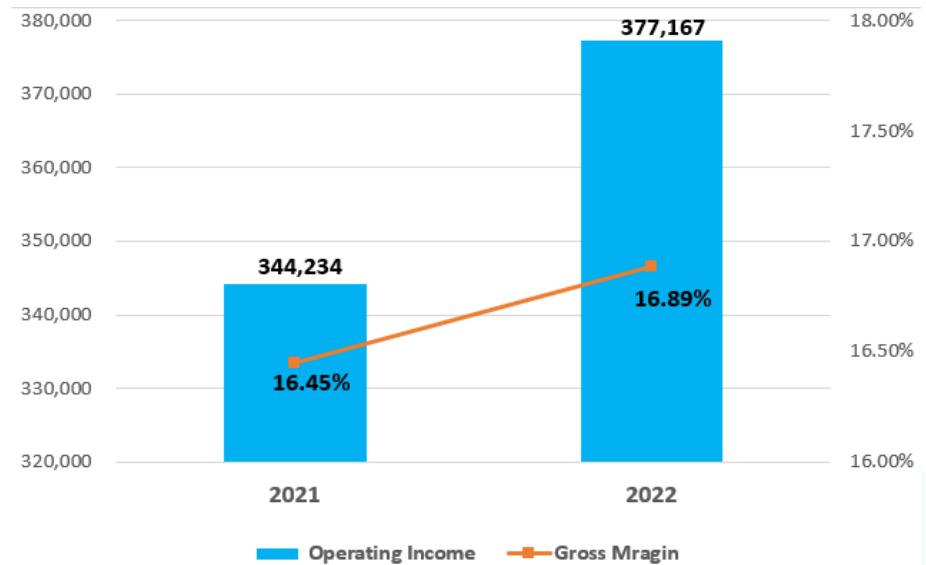
Revenue Ratio

Unit: NTD in thousands



Excelsior's operating income was NT \$ 377,167 thousands in 2022 and NT \$ 344,234 thousands in 2021; the growth rate was 9.6%. Mainly due to the increase in sales of high-margin products and the depreciation in the import exchange rate.

Unit: NTD in thousands



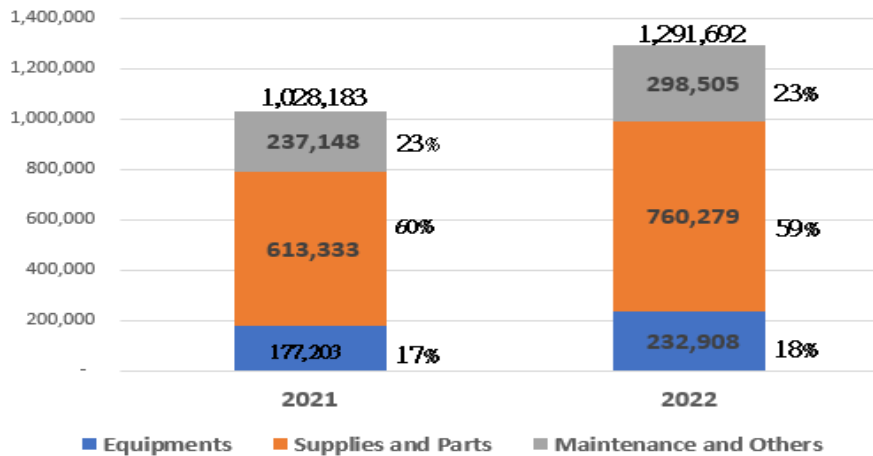
In 2022, Excelsior's hemodialysis products accounted for 51% of its operating revenue, the surgical products accounted for 37%, the other products (blood bags, ostomy and home appliances) accounted for 12%.

The greater revenues of 2022 than which of 2021 is due to the increase in sales of hemodialysis, surgical products and home appliances.

In 2022 the sales of hemodialysis products increased by 4.9%, meanwhile the sales of surgical products increased by 5.1%. The overall operating revenue increased by 6.4%.

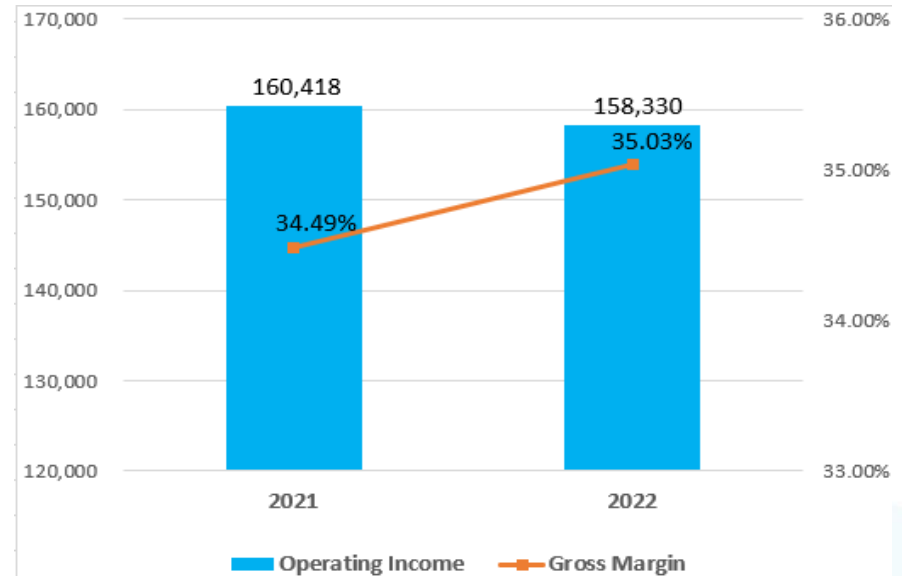
Dynamic(Aesthetic Medical)

Revenue Ratio Unit: NTD in thousands



Dynamic's operating income was NT \$ 158,330 thousands in 2022 and NT \$ 160,418 thousands in 2021. The operating income in 2022 than which of 2021 is decreased because the expenses of marketing activities and sales channel expansion increase.

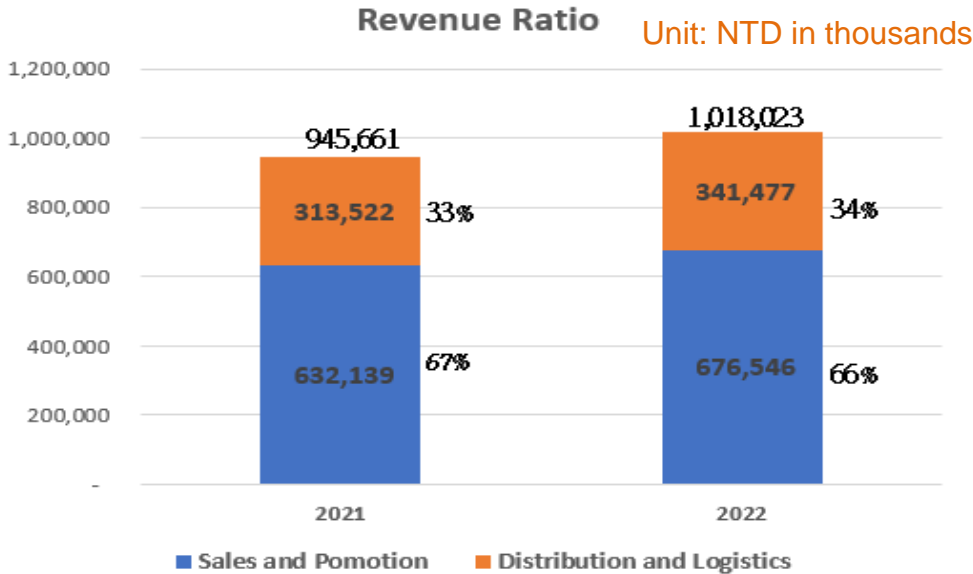
Unit: NTD in thousands



In 2022, Dynamic's equipments accounted for 18% of the revenue, supplies and parts accounted for 59%, maintenance and others accounted for 23%.

The greater revenues of 2022 than which of 2021 is due to pandemic easing, all items of products increased.

Arich (Pharmaceutical Logistics)

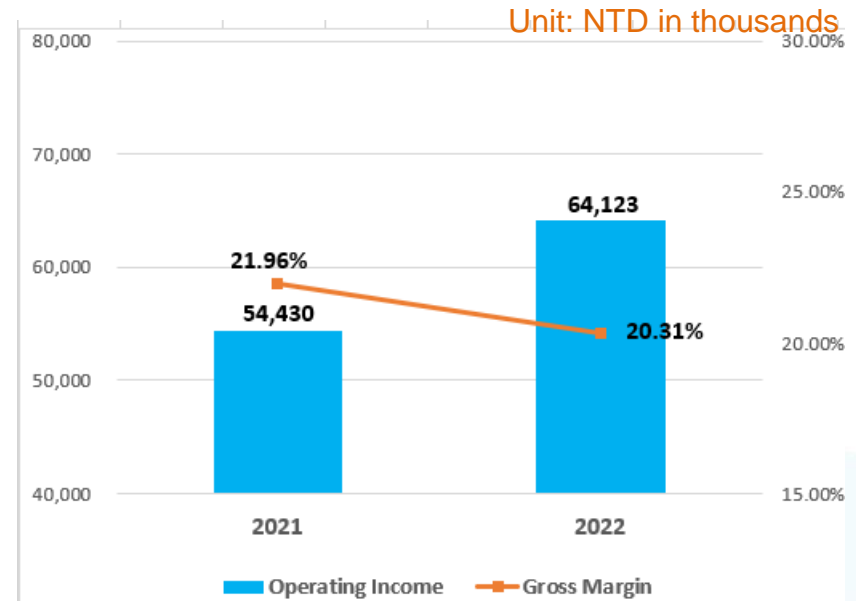


In 2022, Arich’s sales and promotion revenue accounted for 66% of its operating revenue; distribution and logistics revenue accounted for 34%.

The greater revenues of 2022 than which of 2021 is due to the collaboration with new principals.

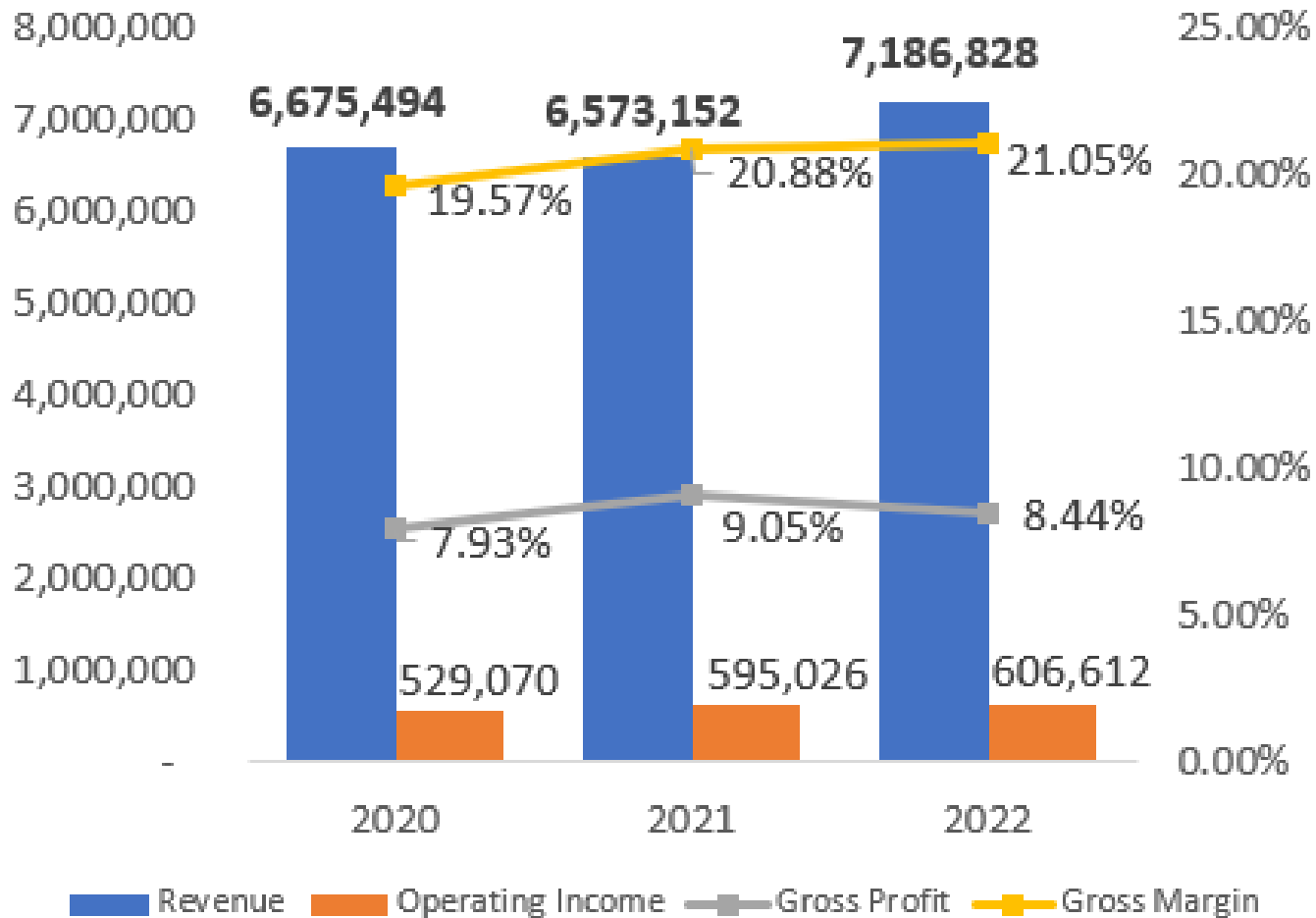
Arich’s operating income was NT\$ 64,123 thousands in 2022 and NT\$ 54,430 thousands in 2021; the growth rate was 17.8%.

The decrease in margin in 2022, is mainly due to inflation that increased operating costs. However, the operating income is increased in 2022 by retrenching expenses.

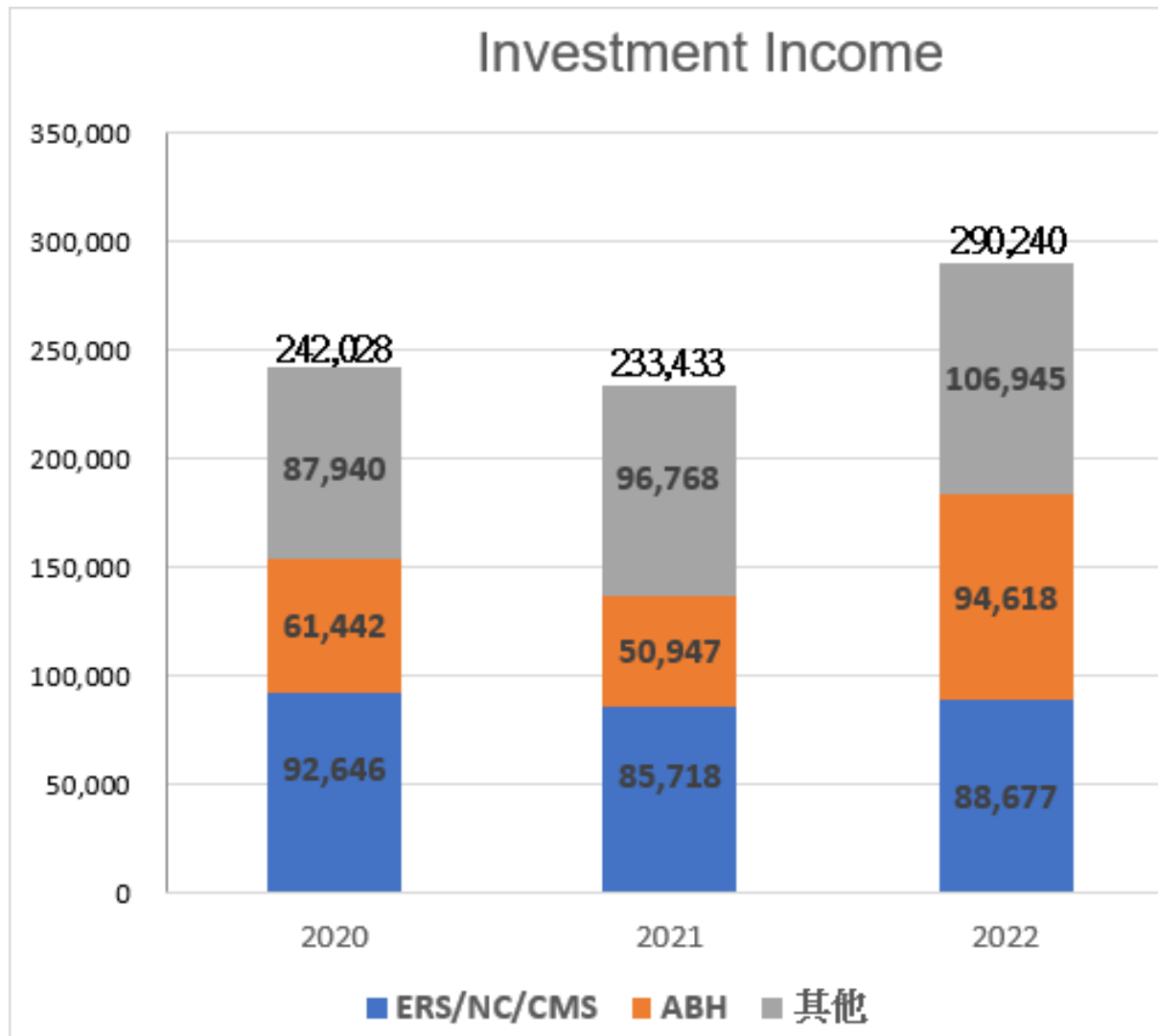


Financial Overview

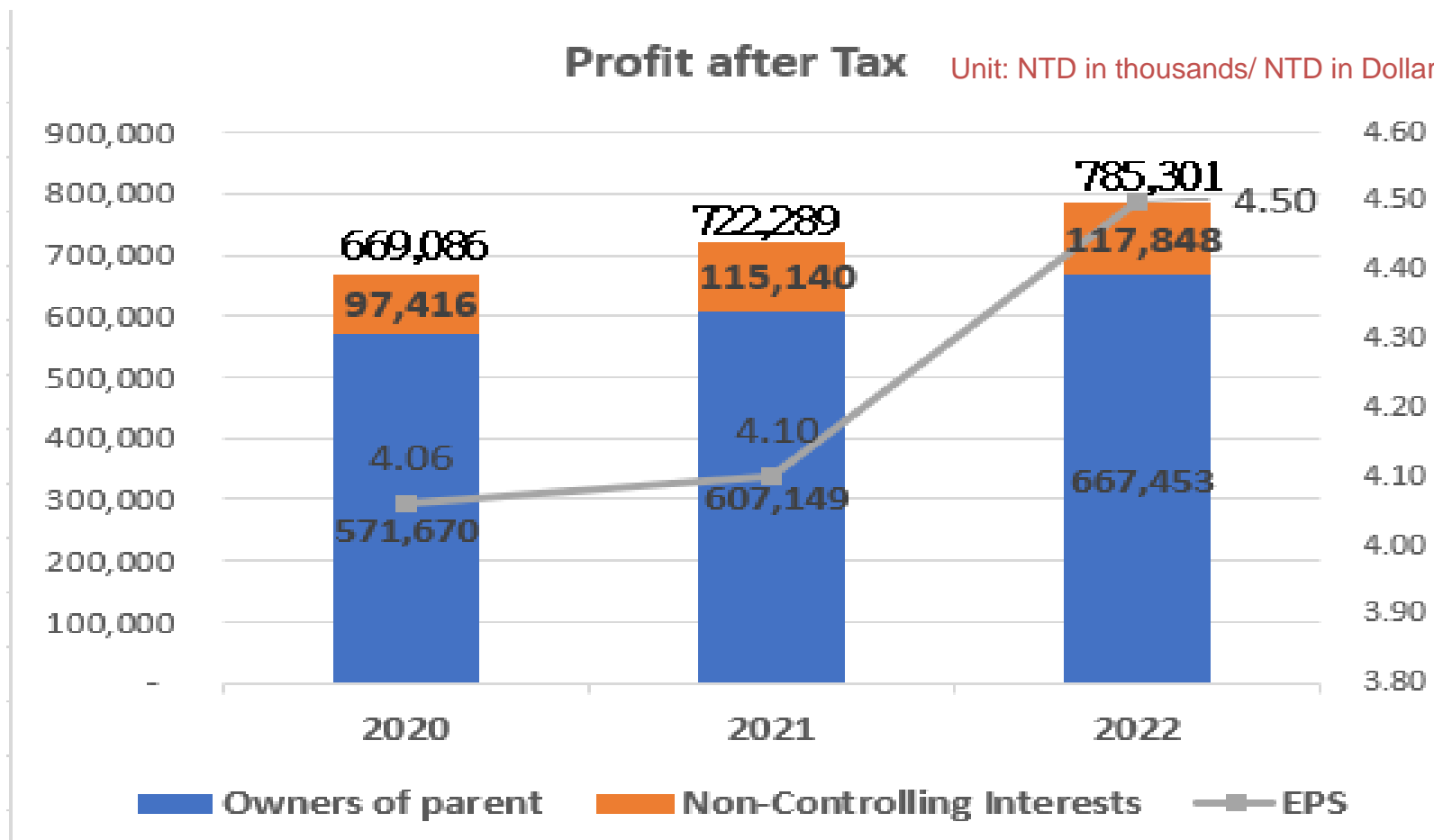
Consolidated revenue
Unit: NTD in thousands



Unit: NTD in thousands



Profit after Tax Unit: NTD in thousands/ NTD in Dollars



Investment Overview



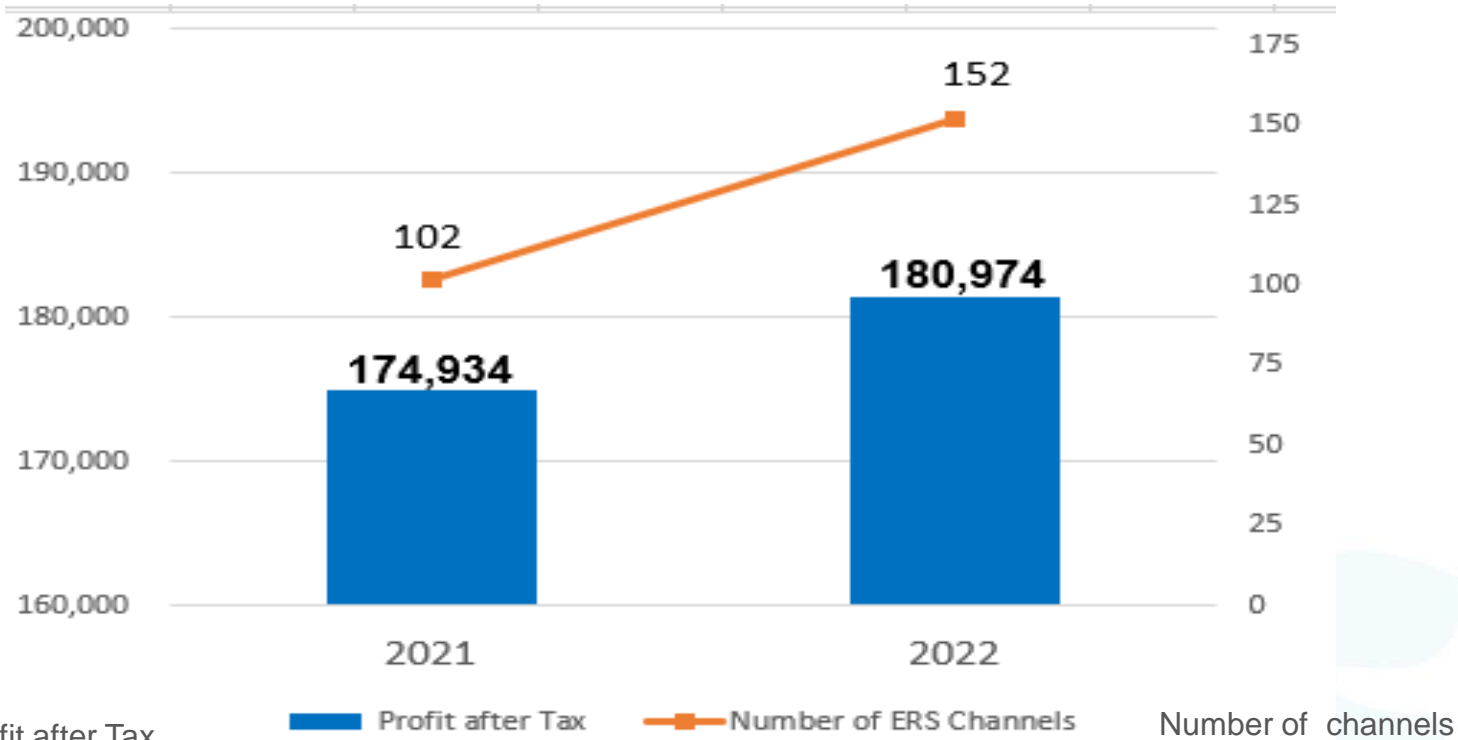
Hemodialysis channel – Excelsior Renal Service Co., Limited NephroCare Limited Cardinal Medical Services Ltd.



【 Hemodialysis channel Introduction 】

Excelsior has entered into a joint venture with Fresenius which is the world's largest manufacturer of dialysis products, and has established long-term cooperative relationship with more than 100 Hemodialysis Centers. After Excelsior acquired the 49% shares of NC and CMS in April 2022, Excelsior is the largest professional medical services provider. Excelsior's professional hemodialysis team counsels dialysis Centers management, provides dialysis equipment and consumables with the highest quality, professional training, and medical advisory team to help medical staff to provide the best care to patients with quality care and nutrition services.

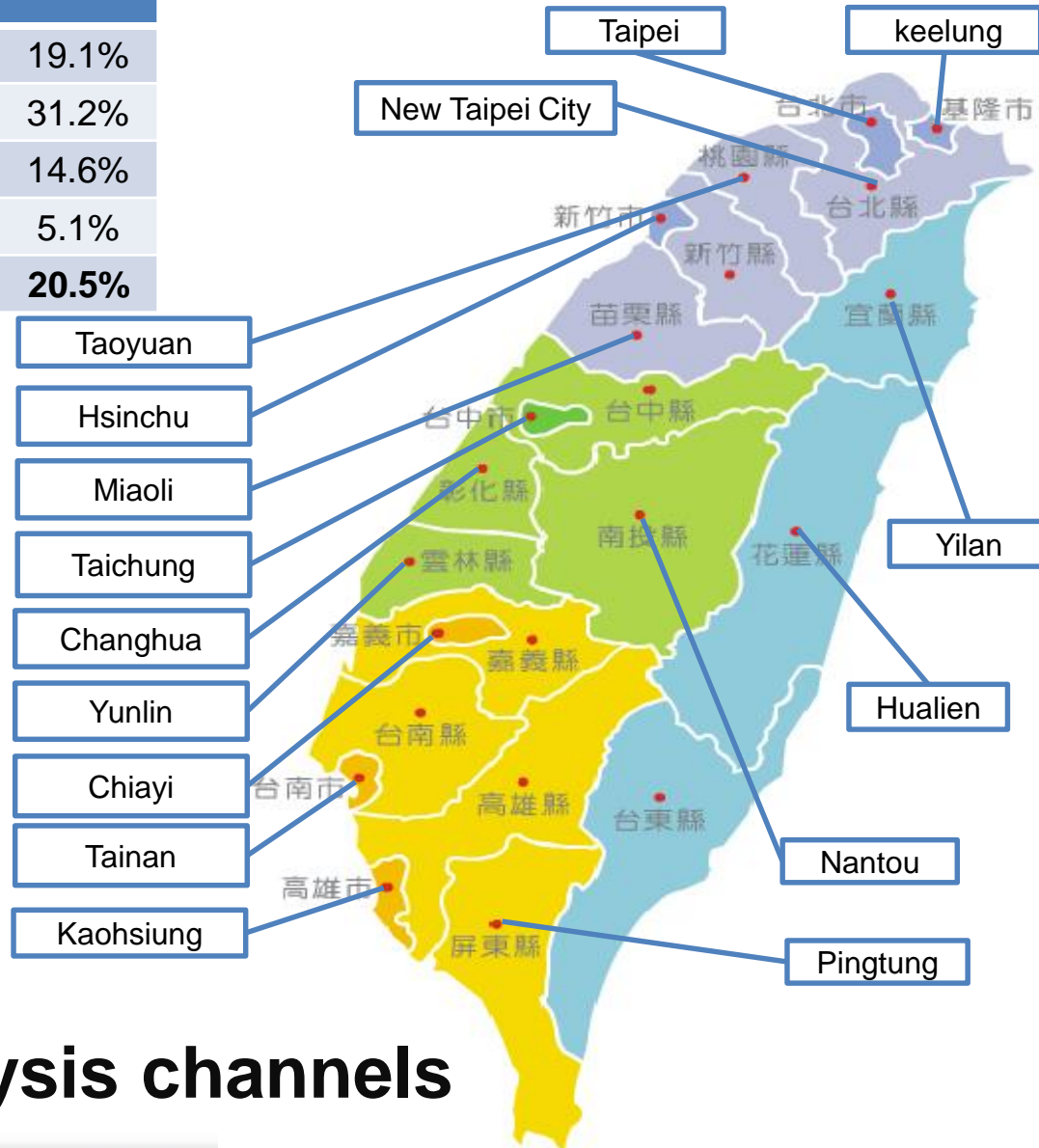
Hemodialysis channel – Excelsior Renal Service Co., Limited NephroCare Limited Cardinal Medical Services Ltd.



Profit after Tax
(NTD in thousands)

<Note>In 2022, the hemodialysis channel increased due to NephroCare Limited and Cardinal Medical Services Ltd..

Area	Total channels	ERS/NC/CMS channels	%
North	298	57	19.1%
Central	205	64	31.2%
South	198	29	14.6%
other	39	2	5.1%
Total	740	152	20.5%



Hemodialysis channels

Long-Term Care Channels– Asia Best Healthcare Co., Ltd.

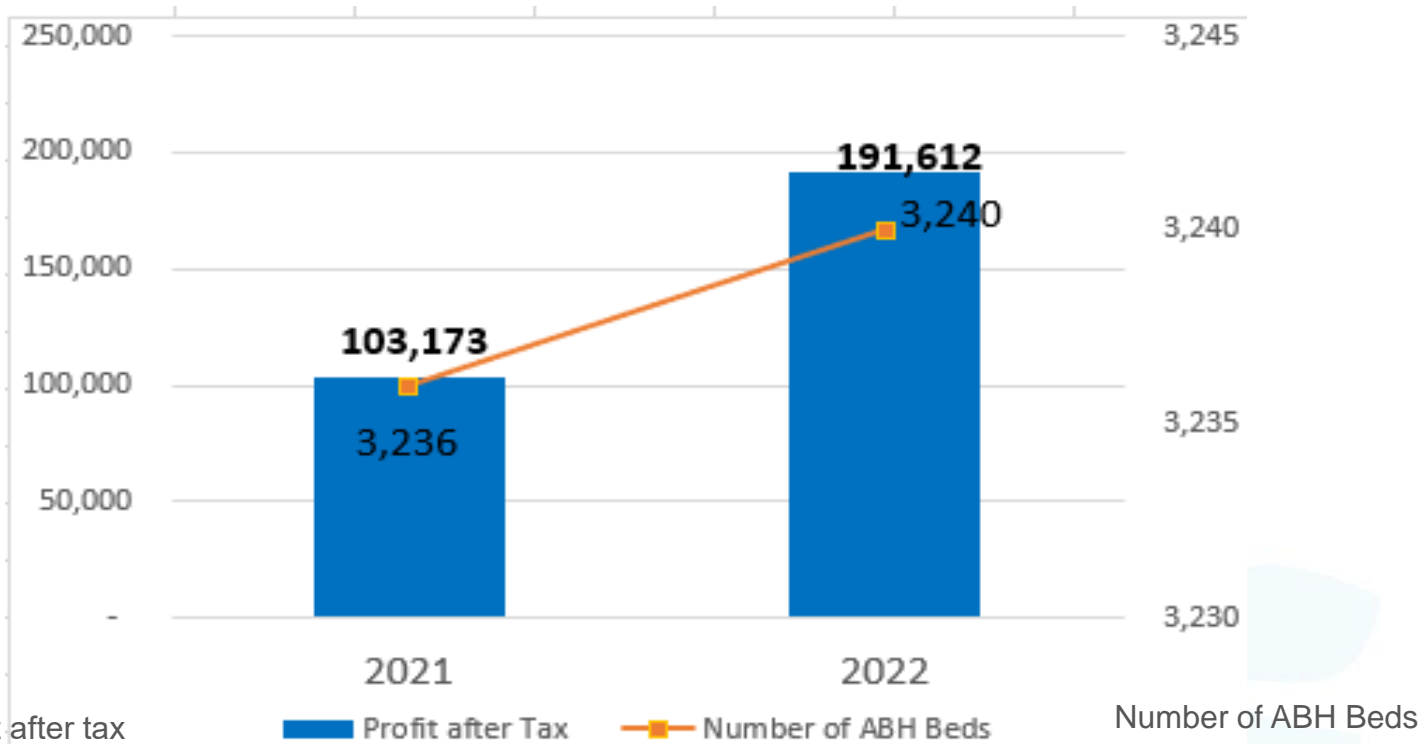
Xizhi Nursing Home



【 Long-Term Care Channels Introduction 】

Excelsior combines the experiences and advantages in the medical industry, with innovative concepts to build higher service standards of long-term care channels. We provide Long Term Care Facility Services and also provided Home-Based Care with professional medical care. Moreover, along with the implementation of the Ten-Year Long-term Care Program, we have transferred our existing units to a long-term care association and are actively developing long-term care facilities and accepting government commissions to operate long-term care units. Together with daycare centers and medical clinics, we provide fine care for residents' health. Not only to enhance grading of care service for different levels, but we are also providing a care pattern that combines medical service with daily care.

Long-Term Care Channels– Asia Best Healthcare Co., Ltd.



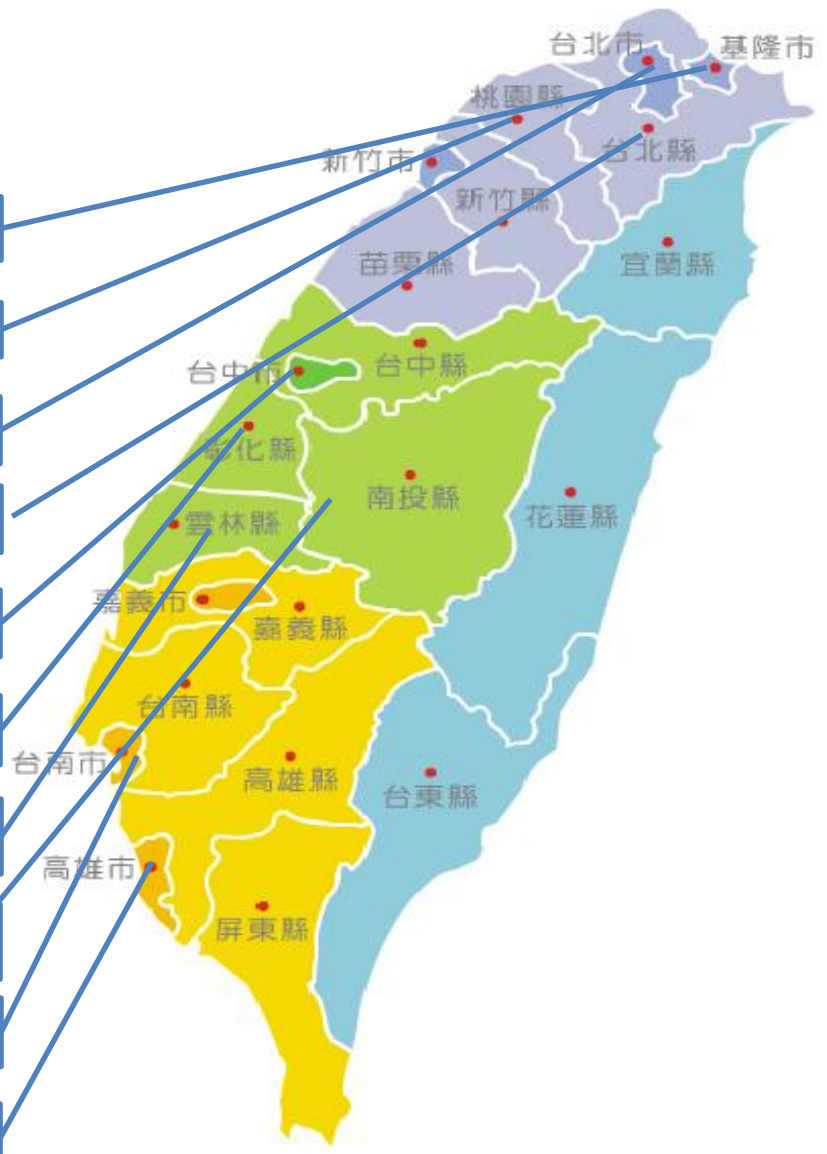
ABH's Profit after tax
(NTD in thousands)

Hospital/long-term care	Beds
Hospital	508
Long-term care	2,732
Total	3,240

Long-term care channels



- keelung
- Taoyuan
- Taipei
- New Taipei City
- Taichung
- Changhua
- Yunlin
- Nantou
- Tainan
- Kaohsiung



Excelsior(Hemodialysis)

Short-Term Plan

On the channel of hemodialysis , the Company invested in NC and CMS, we will actively pursue agency for other medical products needed by other medical fields to develop diversified products.

Mid-Term Planning

- Externally, the Company will seek strategic partners, continue to expand medical channels.
- Internally, we will simplify the organizational structure to reduce various administrative and marketing expense and increase operation performance.

Long-Term Planning

Continuing to follow the government's "The New Southbound Policy" and enter the production and manufacturing industry by reinvesting in a hemodialysis solution factory in Malaysia, in line with the group's policy of expanding overseas medical markets.

Dynamic(Aesthetic Medical)



Arich (Pharmaceutical Logistics)

Short-Term Planning

- 1.Sales and Promotion
 - A. Instruction medicine expand the product line to strengthen the coverage market.
 - B. Extend the channel of distribution from pharmacy to hospital.
- 2.Distribution and Logistics
 - A. To stabilize relationship with key customers/pharmaceutical companies.
 - B. Ultra-low temperature cold chain.

Mid-Term Planning

- 1.Sales and Promotion
Actively looking for the opportunity of promotion of new products.
- 2.Distribution and Logistics
 - A. To find business opportunities in medical device logistic market(QMS/GDP).
 - B. Differentiation strategy, provide tailor-made service to fulfill customers' requirements.

Long-Term Planning

- 1.Sales and Promotion
 - A. To seek strategic partners and to expand the variety of our products.
 - B. To integrate Excelsior group's dialysis and long term care centers and to enter into potential market.
- 2.Distribution and Logistics
 - A. To establish an custom made logistic center according to Principal's request.
 - B. To keep investing in IT and warehousing system.

Appendix

Balance Sheet

Unit: In thousands NTD	2021.12.31	2022.12.31
Assets		
Current Assets:		
Cash and cash equivalents	3,072,264	2,506,995
Receivables	1,617,903	1,713,858
Other receivables	2,857,144	3,315,313
Inventories	910,243	1,161,088
Other current assets	849,989	831,163
Total Current Assets	9,307,543	9,528,417
Non-Current Assets		
Non-current financial assets at fair value through other comprehensive income	701,541	686,438
Investments accounted for using equity method	2,629,538	3,670,101
Property, plant and equipment	636,488	760,310
Investment property, net	1,019,102	1,109,012
Other non-current assets	810,788	728,228
Total Non-Current Assets	5,797,457	6,954,089
Total Assets	15,105,000	16,482,506

Balance Sheet

Unit: In thousands NTD	2021.12.31	2022.12.31
Liabilities		
Current Liabilities		
Short- term borrowings	479,966	535,134
Payables	947,530	1,000,392
Other payables	2,721,225	3,215,075
Other current liabilities	806,308	1,001,444
Total Current Liabilities	4,955,029	5,752,045
Non-Current Liabilities		
Other non- current assets	404,259	433,152
Total Non-Current Liabilities	404,259	433,152
Total Liabilities	5,359,288	6,185,197
Equity Attributable to Owners of Parent		
Share capital	1,411,490	1,482,064
Capital surplus	3,276,107	3,276,440
Retained earnings	3,192,892	3,344,438
Other equity	(142,100)	97,490
Total Equity Attributable to Owners of Parent	7,738,389	8,200,432
Non- controlling interests	2,007,323	2,096,877
Total Equity	9,745,712	10,297,309
Total Liabilities and Equity	15,105,000	16,482,506

Statement of Comprehensive Income

Unit: In thousands NTD	2021	2022
Operating revenue	6,573,152	7,186,828
Operating costs	5,200,533	5,673,716
Gross Profit	1,372,619	1,513,112
Gross Margin	20.88%	21.05%
Operating expenses	777,593	906,500
Operating Income	595,026	606,612
Non- operating income and expenses	278,710	357,088
Profit before tax	873,736	963,700
Tax expense	151,447	178,399
Net profit after tax	722,289	785,301
Net Profit Attributable to Owners of Parent	607,149	667,453
EPS (Dollars)	4.10	4.50

Statements of Cash Flows

Unit: In thousands NTD	2021	2022
Profit before tax	873,736	963,700
Adjustments	(38,440)	(86,537)
Cash Flows from Operating Activities		
Receivables	(175,153)	(108,221)
Other receivables	(363,772)	(436,495)
Inventories	(121,871)	(312,958)
Payables	65,264	52,862
Other payables	719,867	493,741
Income taxes paid	(103,054)	(109,311)
Others	88,472	180,345
Net Cash Flows from Operating Activities	945,049	637,126

Statements of Cash Flows

Unit: In thousands NTD	2021	2022
Cash Flows from Investing Activities		
Proceeds from disposal of financial assets at fair value through other comprehensive income	39,818	130,914
Acquisition of financial assets at amortized cost	(680,170)	(441,456)
Proceeds from disposal of financial assets at amortized cost	764,031	409,267
Acquisition of investments accounted for using equity method	-	(839,876)
Net cash flow from disposal of control of subsidiary	-	2,755
Acquisition of property, plant and equipment	(164,690)	(171,596)
Proceeds from disposal of property, plant and equipment	94	2,603
(Increase) decrease in refundable deposits	(76,390)	46,328
Acquisition of investment properties	(21,695)	(99,177)
Proceeds from disposal of investment properties	609	2,525
Decrease in other financial assets	138,281	1,031
Dividends received	178,652	262,753
Others	(34,415)	3,924
Net Cash Flows from (used in) Investing Activities	144,125	(690,005)

Statements of Cash Flows

Unit: In thousands NTD	2021	2022
Cash Flows from Financing Activities		
Increase in short- term borrowings	75,468	55,168
Repayments of long- term borrowings	(4,055)	-
Cash dividends paid	(494,021)	(494,021)
Acquisition of ownership interests in subsidiaries	-	(11,294)
Others	(171,300)	(183,742)
Net Cash Flows used in Financing Activities	(593,908)	(633,889)
Effect of exchange rate changes on cash and cash equivalents	(41,466)	(41,466)
Net increase (decrease) in cash and cash equivalents	453,800	(565,269)
Cash and cash equivalents at beginning of period	2,618,464	3,072,264
Cash and cash equivalents at end of period	3,072,264	2,506,995

Growing up with Long-term partners

Excelsior has been operating for 30 years, accumulated core competitiveness with new ideas created, new models to integrate various professional medical fields. Excelsior will keep taking root in the Asia market, the business scope includes Taiwan, Hong Kong, China, Philippines and Malaysia. Through continuously cooperate and integrate with long-term partners, Excelsior expects to become Asia's most valuable Integrated medical healthcare provider.





佳醫集團

亞洲最有價值 健康醫療產業投資經營團隊

www.excelsior.com.tw