



佳醫集團

用心 Dedication | 自主 Discipline | 創新 Innovation | 前瞻 Proactive

Excelsior Medical Co., Ltd.

Investor Conference

2023/9/21

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Table of Contents

1. 公司概況 (Corporate Overview)	P.4
2. 市場概況 (Market Overview)	P.8
3. 營運概況 (Business Overview)	P.11
4. 財務概況 (Financial Overview)	P.14
5. 轉投資概況 (Investment Overview)	P.17
6. 策略及展望 (Strategies and Outlook)	P.21
7. 補充資料 (Appendix)	P.24



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.

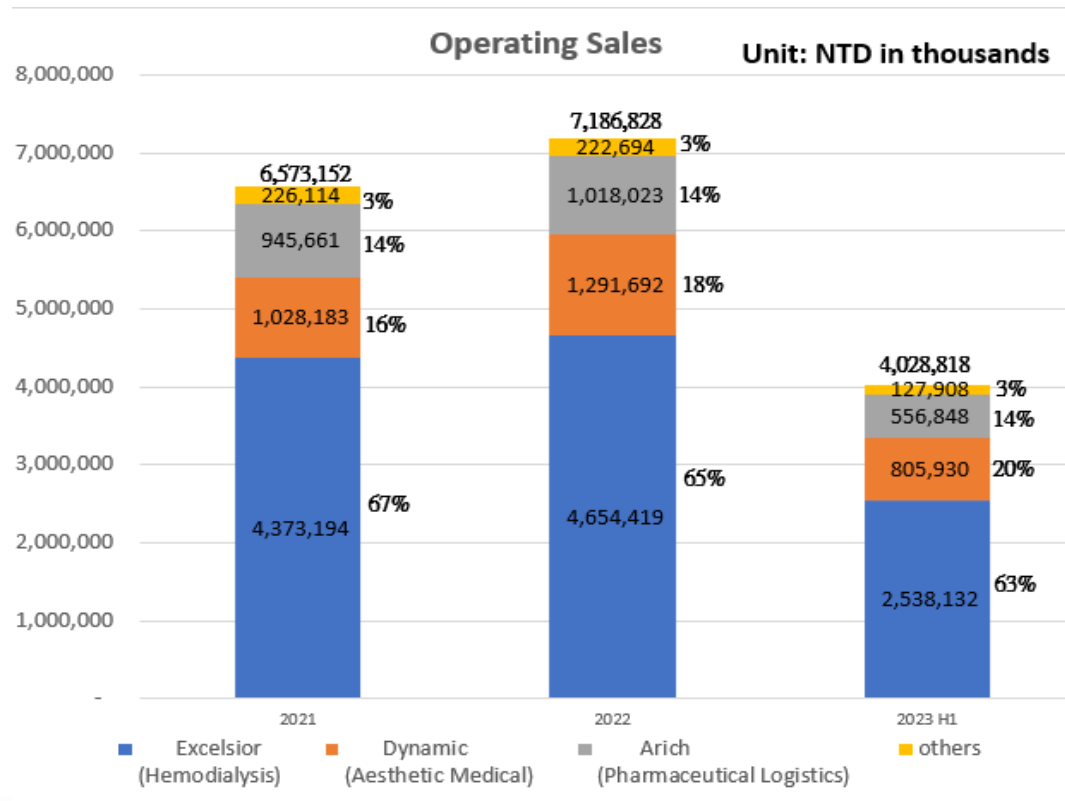
In 2001 “Enfield Medical Co., Ltd.” successfully listed on the OTC. With the success in integration and diversification, Enfield became a listed company in Taiwan Stock Exchange (TSE) in 2007. Enfield was later renamed as **Excelsior in 2009.**

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.

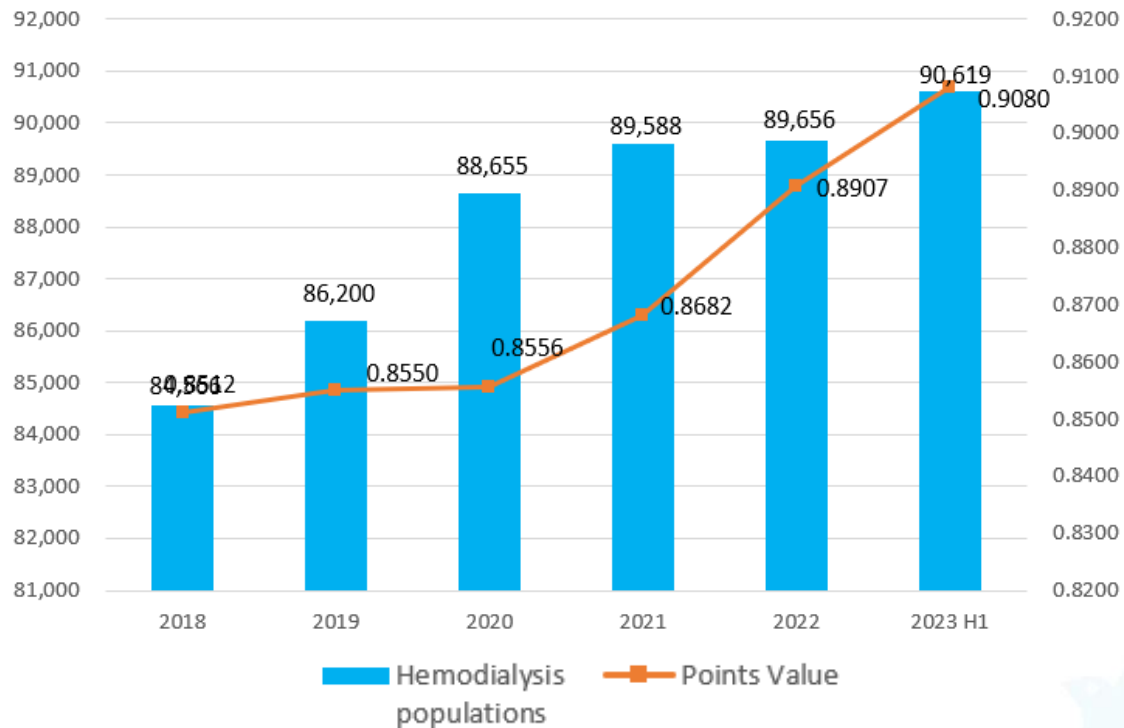


The Business Types



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 2nd quarter of 2023, the total number of Taiwan hemodialysis and peritoneal dialysis populations has reached 90,619 people.



Hemodialysis brand



Dynamic(Aesthetic Medical)

Medical aesthetic market can be divided into 4 sections: Energy-Based Device, Body Shaping and Skin Tightening, and Neurotoxin Dermal Filler, and DMT's distributed products covers all of the sections.

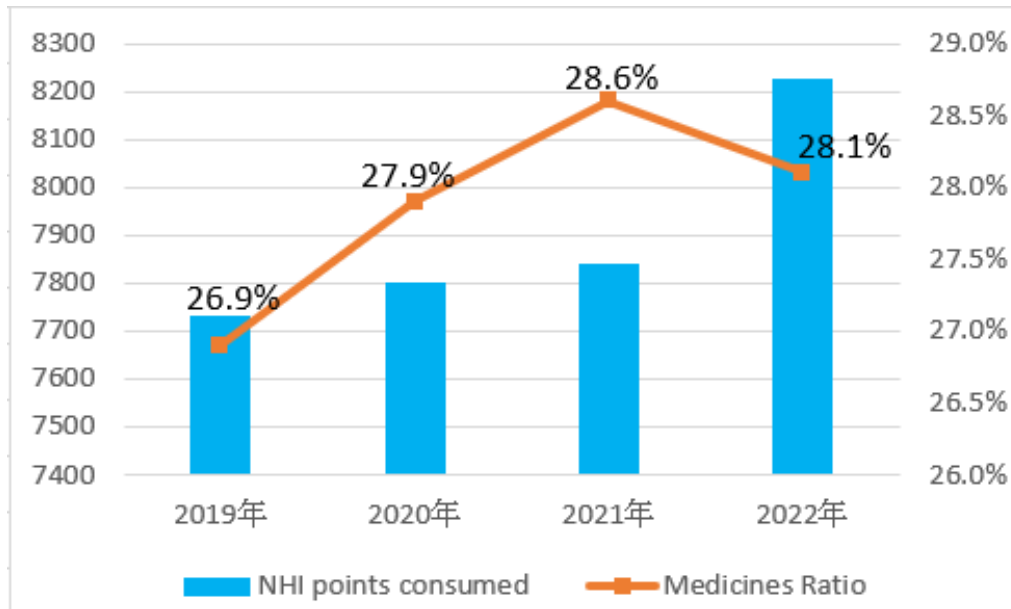
According to the Asian-Pacific Market Study issued by Medical Insight, Inc. in April. 2023, total Asian sales of all aesthetic products and equipment reached US\$4.4 billion in 2022 and the sales of Dermal Filler reached US\$2.2 billion.

Asian sales of aesthetic products expect grow 9.3%, from 2023 to 2027.



Arich (Pharmaceutical Logistics)

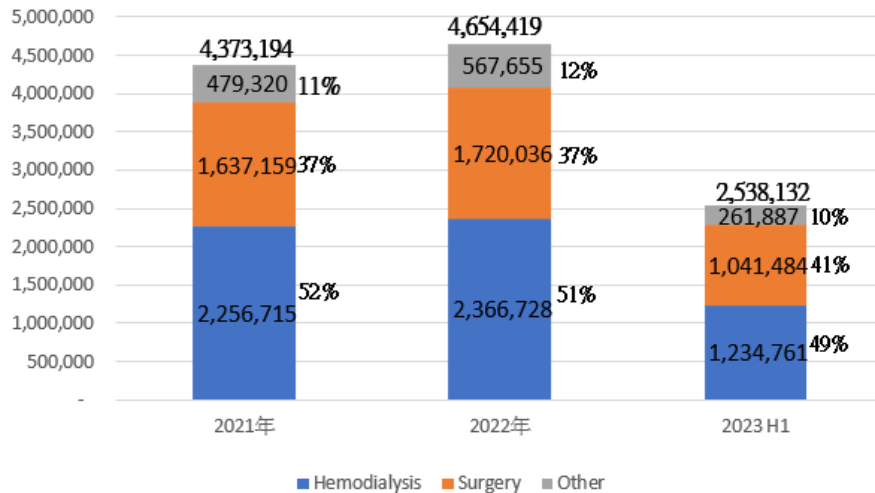
Medicines cover cost approximately 1/4 of National Health Insurance expenditures. In Taiwan, although demand for medication is growing, the prices approved/reimbursed by NHI are declining. Consequently the multinational pharmaceutical companies keep on outsourcing, for the sake of cost down, the pharmaceutical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



Key Customers

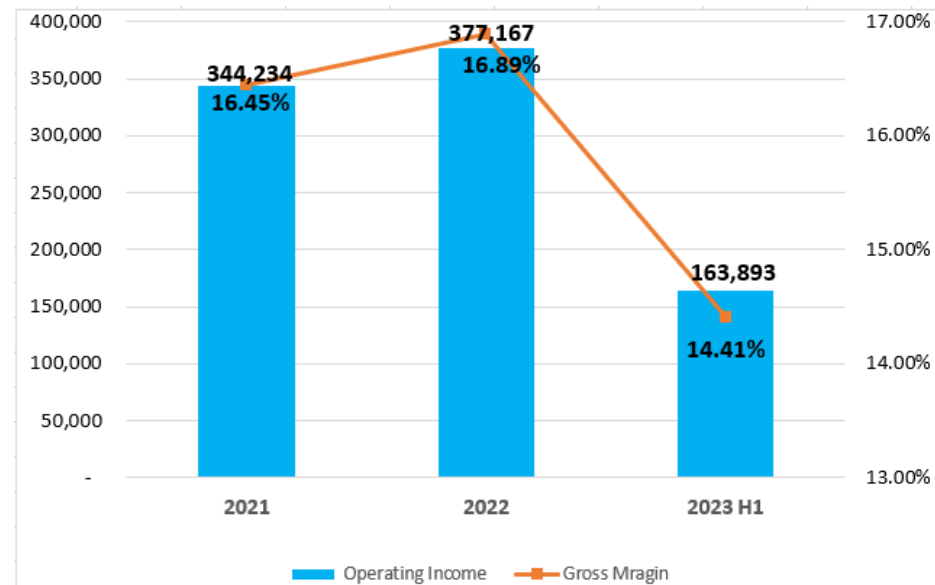
Excelsior(Hemodialysis)

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 decreased in operating income in 2023 H1, is mainly due to the increase in product costs and the provision of inventory losses which resulted in a decrease in gross profit.

Unit: NTD in thousands



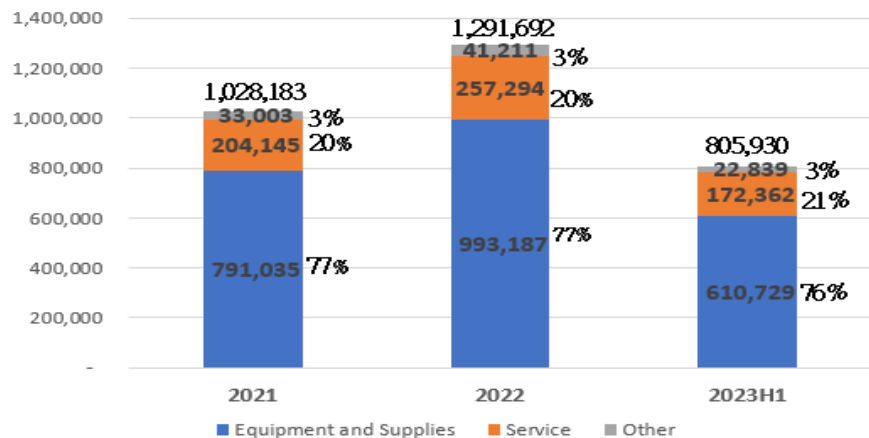
In 2023 H1, Excelsior's hemodialysis products accounted for 49% of its operating revenue, the surgical products accounted for 41%, the other products (blood bags, ostomy and home appliances) accounted for 10%.

The greater revenues of 2023 H1 than which of 2022 H1 is due to the increase in sales of hemodialysis and surgical products.

Dynamic(Aesthetic Medical)

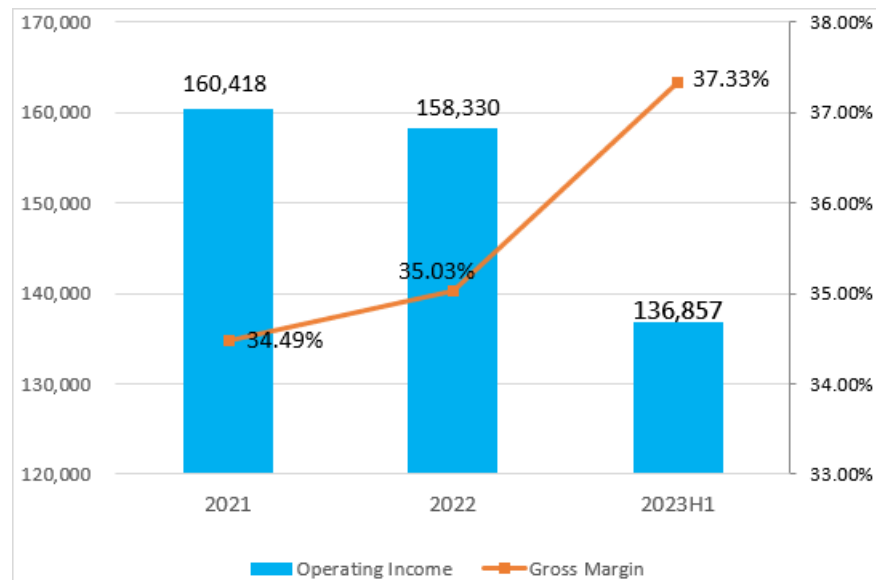
Unit: NTD in thousands

Revenue Ratio



Dynamic's operating income was NT \$ 158,330 thousands in 2022 and NT \$ 160,418 thousands in 2021. The increased in operating income in 2023 H1, is mainly due to the growth of aesthetic medical consumables, lifestyle beauty products, and therapeutic services.

Unit: NTD in thousands

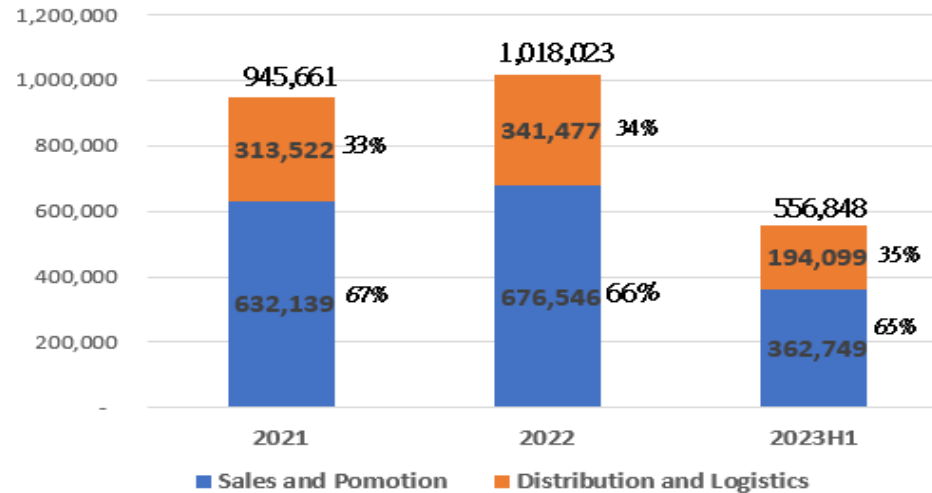


In 2023 H1, Dynamic's equipment and supplies accounted for 76% of the revenue, service revenue accounted for 21% and others revenue accounted for 3%.

The greater revenues of 2023 H1 than which of 2022 H1 is due to the increase in sales of aesthetic medical consumables and the expansion of channels, resulting in the growth of beauty products and therapeutic services.

Arich (Pharmaceutical Logistics)

Revenue Ratio Unit: NTD in thousands



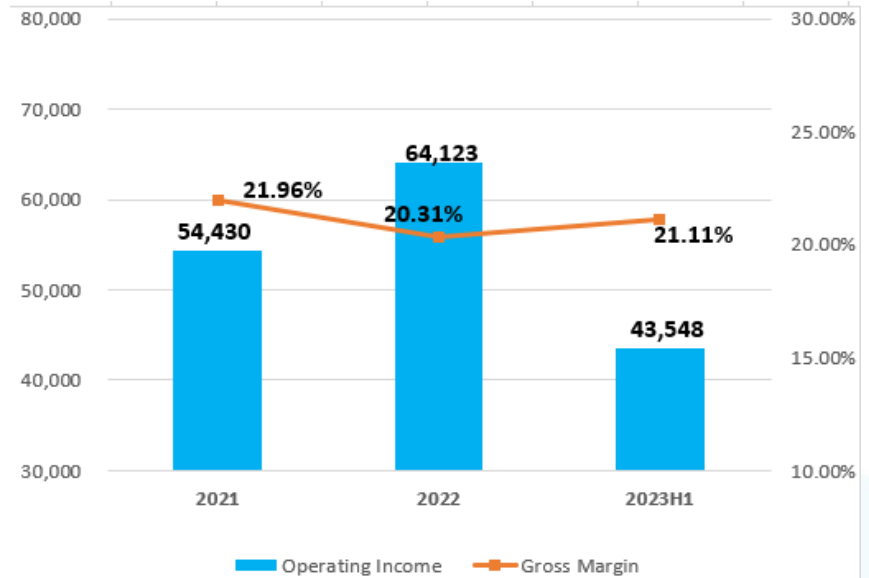
In 2023 H1, Arich's sales and promotion revenue accounted for 65% of its operating revenue; distribution and logistics revenue accounted for 35%.

The greater revenues of 2023 H1 than which of 2022 H1 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.

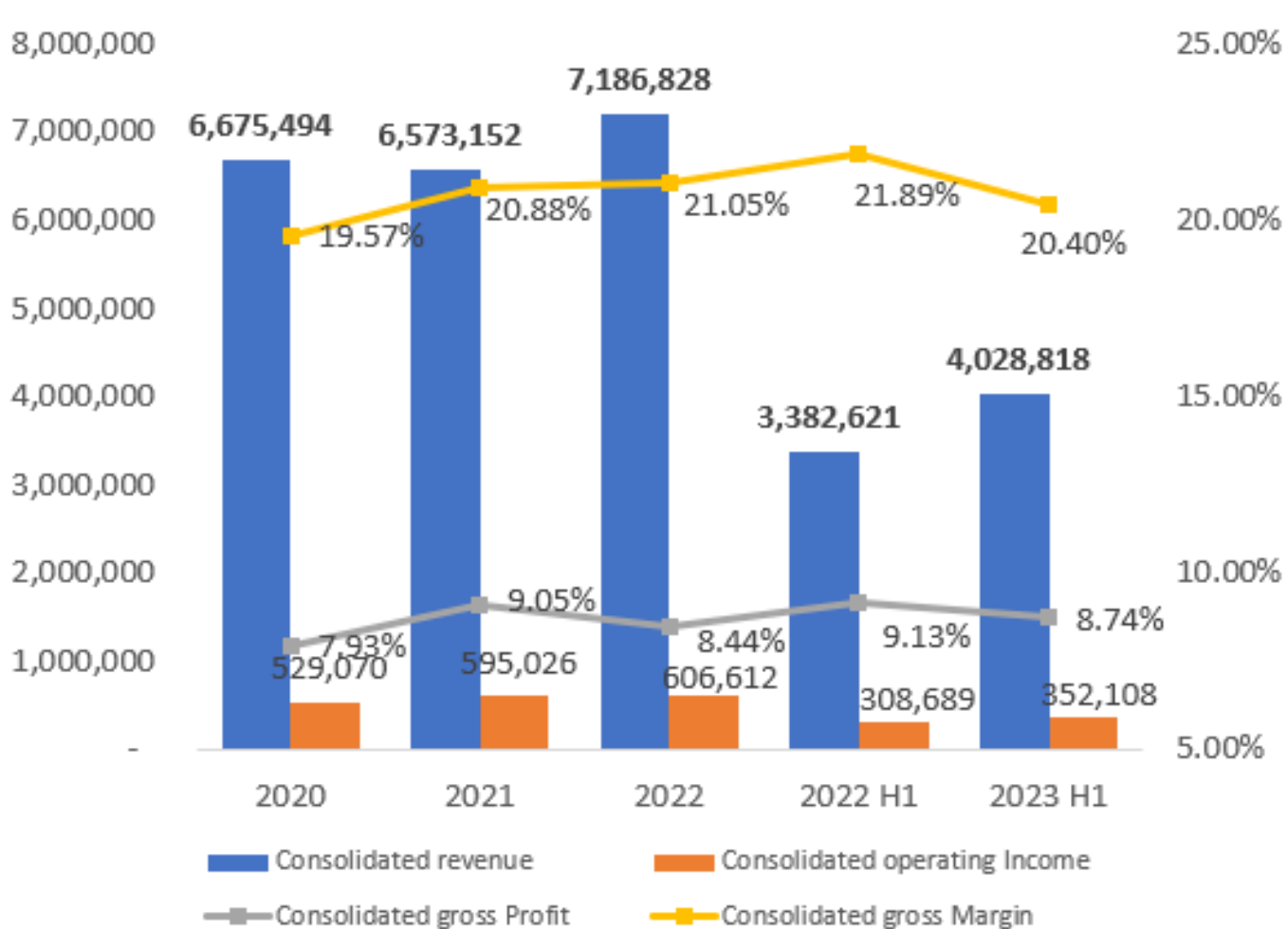
The increase in operating income in 2023 H1, is mainly due to the growth of operating revenue.

Unit: NTD in thousands



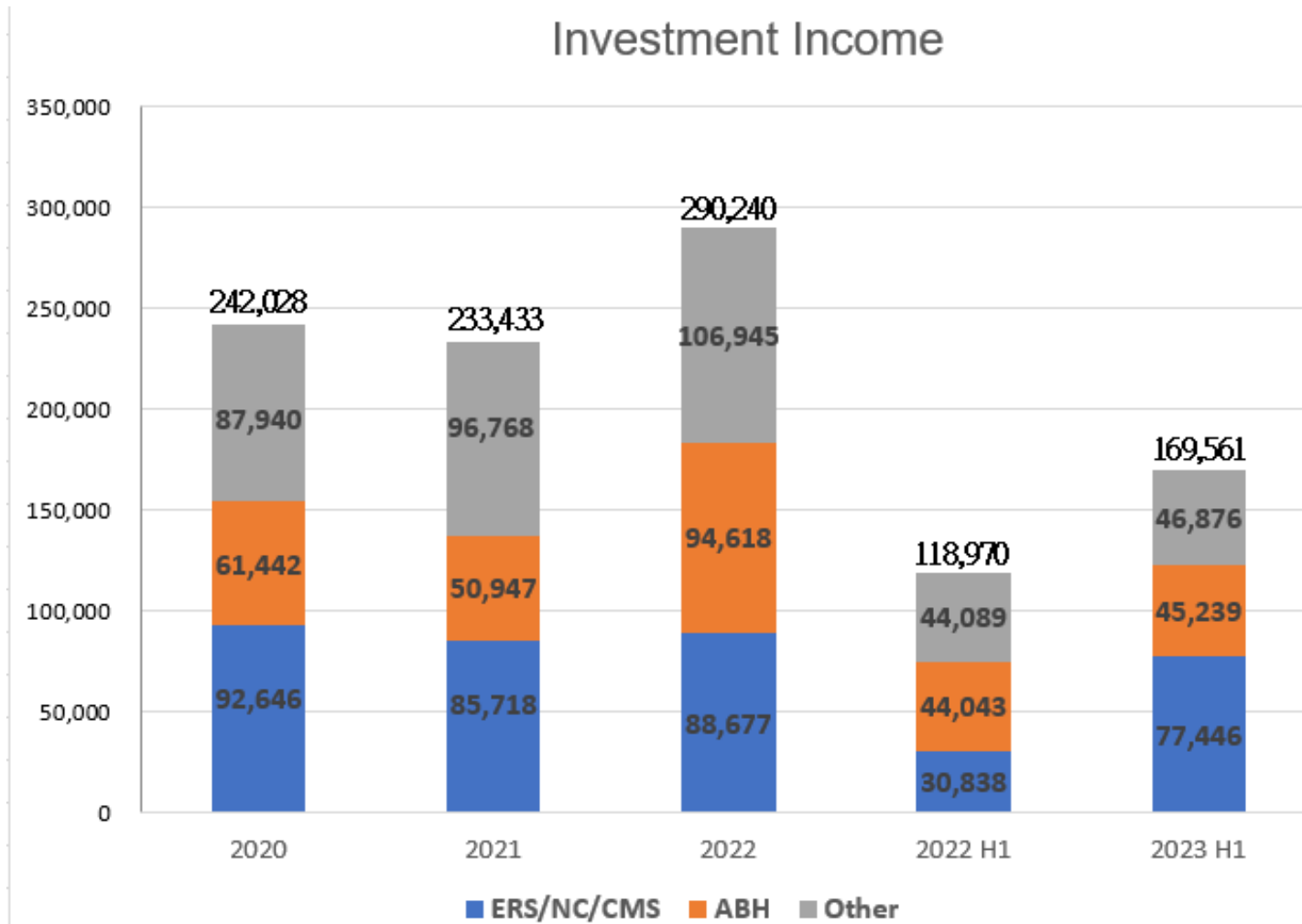
Financial Overview

Unit: NTD in thousands



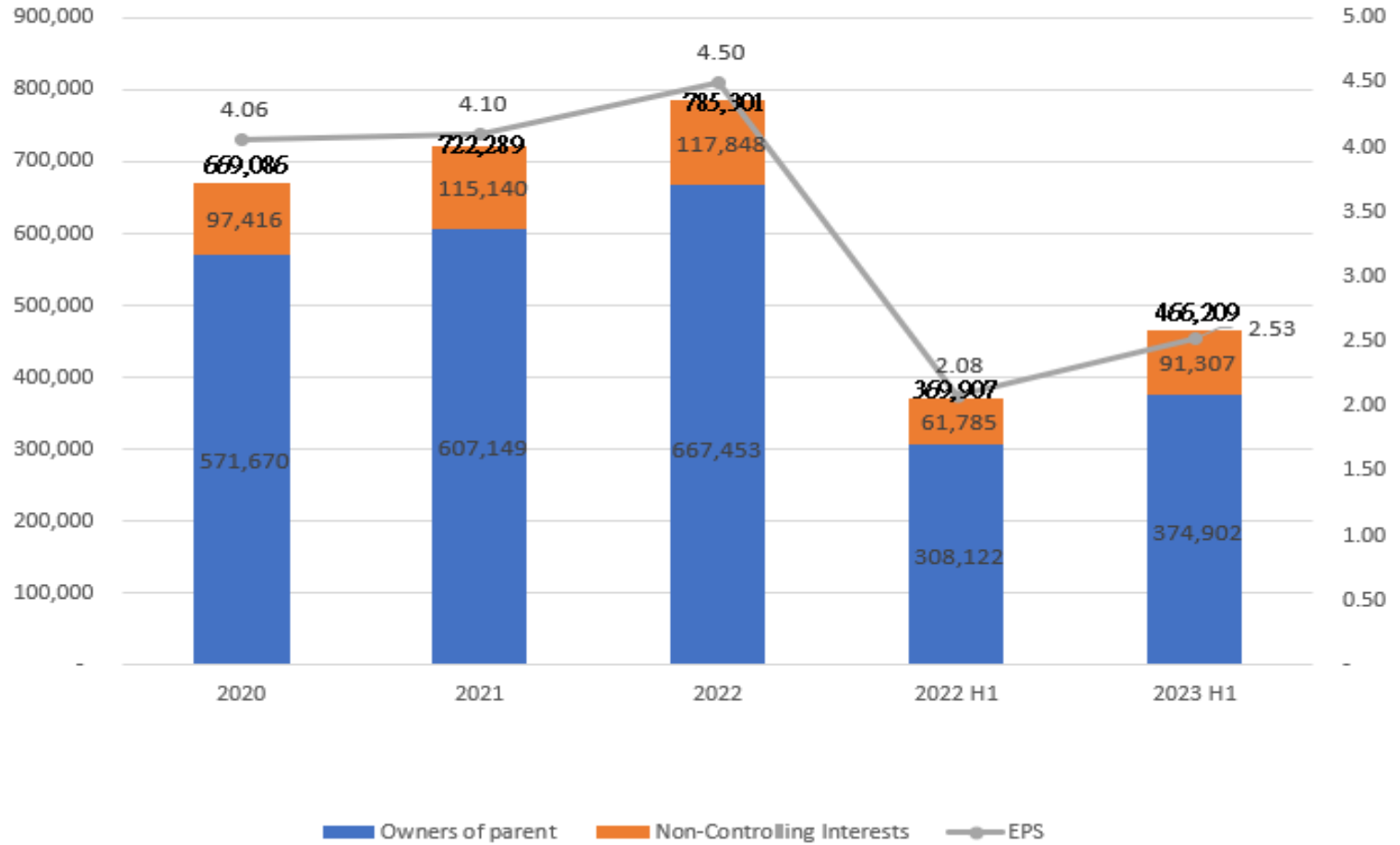
Unit: NTD in thousands

Investment Income



Profit after Tax

Unit: NTD in thousands/
EPS: NTD in Dollars



Investment Overview



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

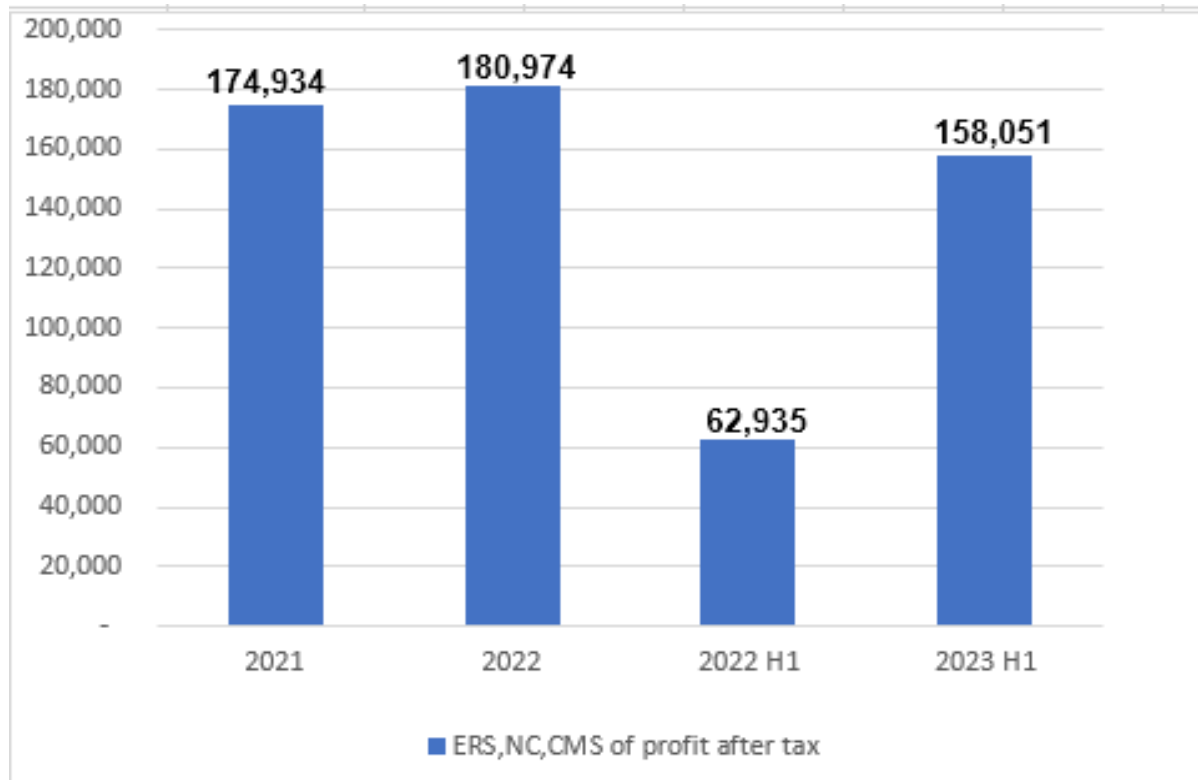


【 Hemodialysis channel Introduction 】

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.

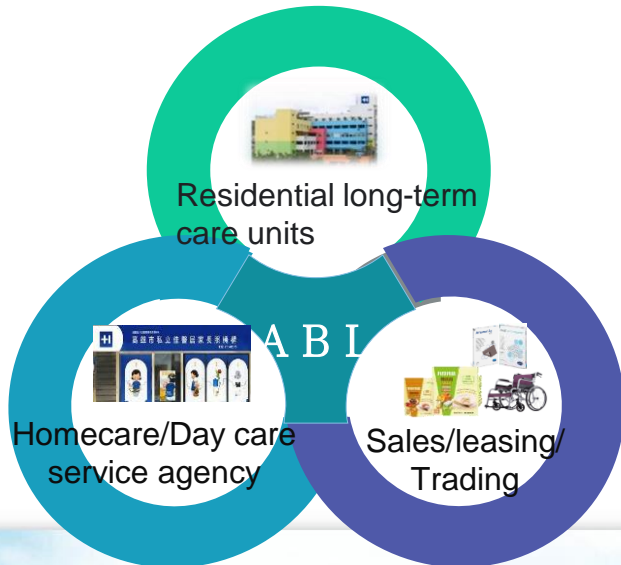
Unit: NTD in thousands



Notes: The profit after tax increased due to NephroCare Limited and Cardinal Medical Services Ltd. in April 2022.

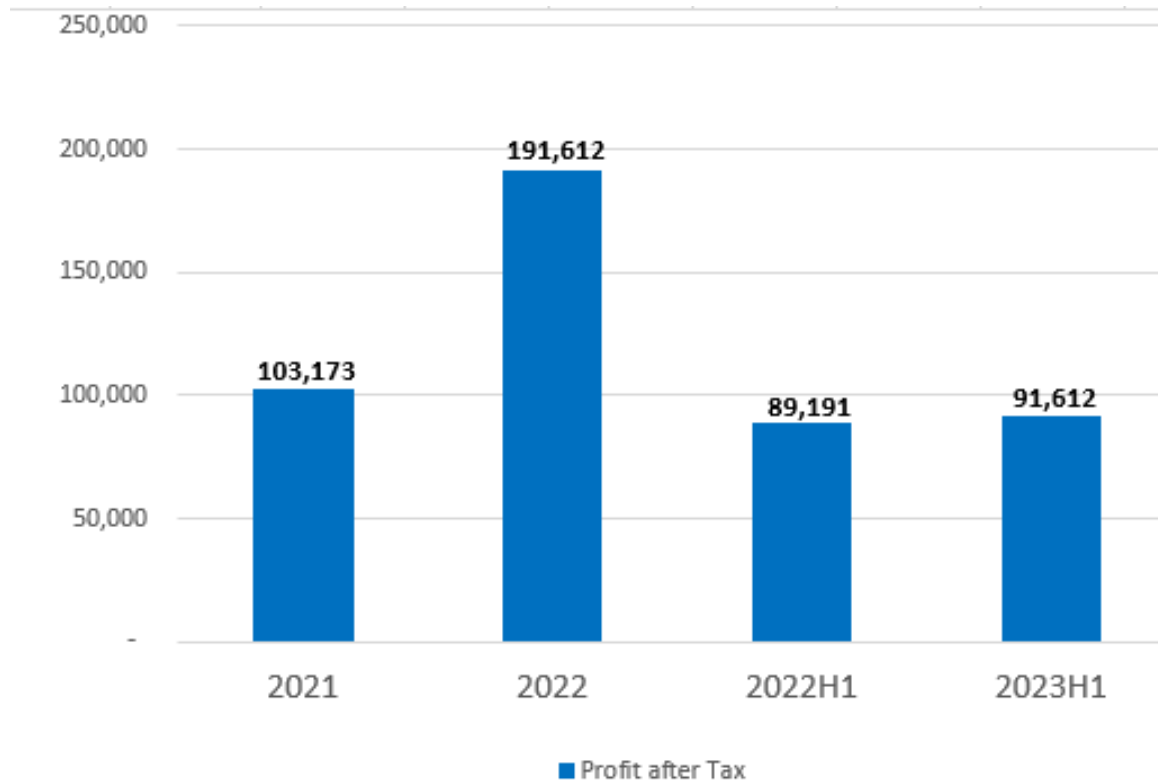
Long-Term Care Channels– ASIA BEST LIFE CARE CO., LTD.

ASIA BEST LIFE CARE CO., LTD. is an integrated service provider of whole-person and all-age health care. The company provide multiple, multi-level, innovative and continuous integrated health promotion and care solutions to help people maintain their health, with the goal of improving the quality of life at every stage of life. The Company engaged primarily in the provision of management consulting services for medical institutions and long-term care institutions, equipment leasing, assistive device sales, leasing, cleaning, quality meals and sales of medicines and medical consumables, etc., combined with its two long-term care units and residential Long-term care services for home care services and day care units, and in the future, we plan to cover all related elderly peripheral industries.



Long-Term Care Channels– Asia Best Healthcare Co., Ltd. ASIA BEST LIFE CARE CO., LTD

Unit: NTD in thousands



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	2023.06.30
Assets			
Current Assets:			
Cash and cash equivalents	3,072,264	2,506,995	2,332,869
Receivables	1,617,903	1,713,858	1,773,944
Other receivables	2,857,144	3,315,313	3,396,232
Inventories	910,243	1,161,088	1,132,345
Other current assets	849,989	831,163	859,279
Total Current Assets	9,307,543	9,528,417	9,494,669
Non-Current Assets			
Non-current financial assets at fair value through other comprehensive income	701,541	686,438	818,574
Investments accounted for using equity method	2,629,538	3,670,101	4,027,306
Property, plant and equipment	636,488	760,310	749,662
Investment property, net	1,019,102	1,109,012	1,105,403
Other non-current assets	810,788	728,228	751,547
Total Non-Current Assets	5,797,457	6,954,089	7,452,492
Total Assets	15,105,000	16,482,506	16,947,161

Balance Sheet

Unit: In thousands NTD	2021.12.31	2022.12.31	2023.06.30
Liabilities			
Current Liabilities			
Short- term borrowings	479,966	535,134	459,326
Payables	947,530	1,000,392	916,899
Other payables	2,721,225	3,215,075	3,640,466
Other current liabilities	806,308	1,001,444	1,015,533
Total Current Liabilities	4,955,029	5,752,045	6,032,224
Non-Current Liabilities			
Other non- current assets	404,259	433,152	448,569
Total Non-Current Liabilities	404,259	433,152	448,569
Total Liabilities	5,359,288	6,185,197	6,480,793
Equity Attributable to Owners of Parent			
Share capital	1,411,490	1,482,064	1,482,064
Stock dividend to be distributed	-	-	74,103
Capital surplus	3,276,107	3,276,440	3,276,372
Retained earnings	3,192,892	3,344,438	3,088,173
Other equity	(142,100)	97,490	368,602
Total Equity Attributable to Owners of Parent	7,738,389	8,200,432	8,289,314
Non- controlling interests	2,007,323	2,096,877	2,177,054
Total Equity	9,745,712	10,297,309	10,466,368
Total Liabilities and Equity	15,105,000	16,482,506	16,947,161

Statement of Comprehensive Income

Unit: In thousands NTD	2021	2022	2023H1
Operating revenue	6,573,152	7,186,828	4,028,818
Operating costs	5,200,533	5,673,716	3,206,784
Gross Profit	1,372,619	1,513,112	822,034
Gross Margin	20.88%	21.05%	20.40%
Operating expenses	777,593	906,500	469,926
Operating Income	595,026	606,612	352,108
Non- operating income and expenses	278,710	357,088	227,465
Profit before tax	873,736	963,700	579,573
Tax expense	151,447	178,399	113,364
Net profit after tax	722,289	785,301	466,209
Net Profit Attributable to Owners of Parent	607,149	667,453	374,902
EPS (Dollars)	4.10	4.50	2.53

Statements of Cash Flows

Unit: In thousands NTD	2021	2022	2023H1
Profit before tax	873,736	963,700	579,573
Adjustments	(38,440)	(86,537)	(88,880)
Cash Flows from Operating Activities			
Receivables	(175,153)	(108,221)	(53,937)
Other receivables	(363,772)	(436,495)	(101,921)
Inventories	(121,871)	(312,958)	(9,338)
Payables	65,264	52,862	(84,357)
Other payables	719,867	493,741	(204,092)
Income taxes paid	(103,054)	(109,311)	(97,270)
Others	88,472	180,345	(86,964)
Net Cash Flows from (used in) Operating	945,049	637,126	(147,186)

Statements of Cash Flows

Unit: In thousands NTD	2021	2022	2023H1
Cash Flows from Investing Activities			
Proceeds from disposal of financial assets at fair value through other comprehensive income	39,818	130,914	30,534
Acquisition of financial assets at amortized cost	(680,170)	(441,456)	(483,415)
Proceeds from disposal of financial assets at amortized	764,031	409,267	574,417
Acquisition of investments accounted for using equity	-	(839,876)	-
Net cash flow from disposal of control of subsidiary	-	2,755	-
Acquisition of property, plant and equipment	(164,690)	(171,596)	(37,845)
Proceeds from disposal of property, plant and equipment	94	2,603	36,407
(Increase) decrease in refundable deposits	(76,390)	46,328	(11,133)
Acquisition of investment properties	(21,695)	(99,177)	-
Proceeds from disposal of investment properties	609	2,525	-
Decrease(increase) in other financial assets	138,281	1,031	(11,458)
Dividends received	178,652	262,753	-
Others	(34,415)	3,924	2,744
Net Cash Flows from (used in) Investing Activities	144,125	(690,005)	100,251

Statements of Cash Flows

Unit: In thousands NTD	2021	2022	2023H1
Cash Flows from Financing Activities			
Increase(decrease) in short- term borrowings	75,468	55,168	(75,808)
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)	(60,829)
Net Cash Flows used in Financing Activities	(593,908)	(633,889)	(136,637)
Effect of exchange rate changes on cash and cash equivalents	(41,466)	(41,466)	9,446
Net increase (decrease) in cash and cash equivalents	453,800	(565,269)	(174,126)
Cash and cash equivalents at beginning of period	2,618,464	3,072,264	2,506,995
Cash and cash equivalents at end of period	3,072,264	2,506,995	2,332,869

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 the Asia's most valuable Integrated medical healthcare group.





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亞洲最有價值 健康醫療產業投資經營團隊

www.excelsior.com.tw