

CHC Healthcare Group (4164TT) 2020 2nd Investor Conference

2020/12/22

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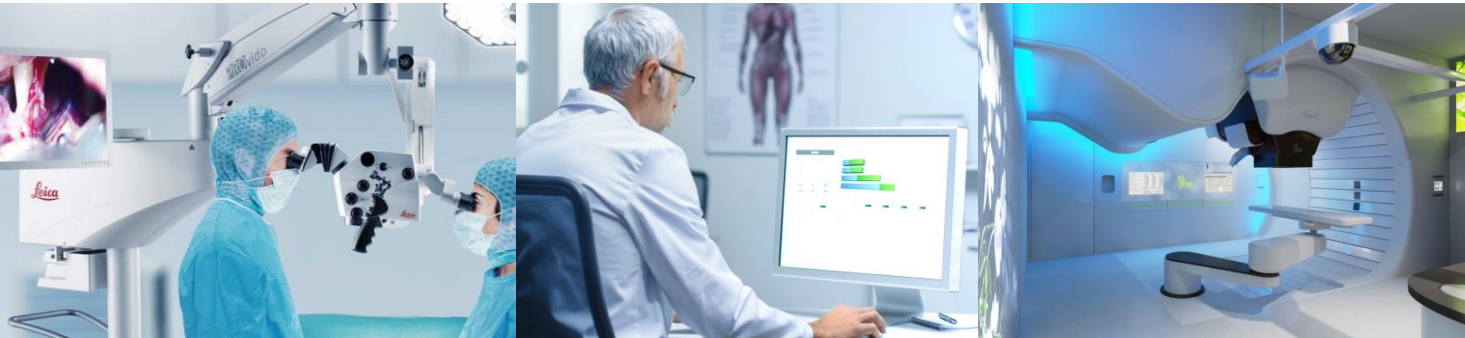
Dual ISO Certifications



ISO 9001
Quality Management Systems



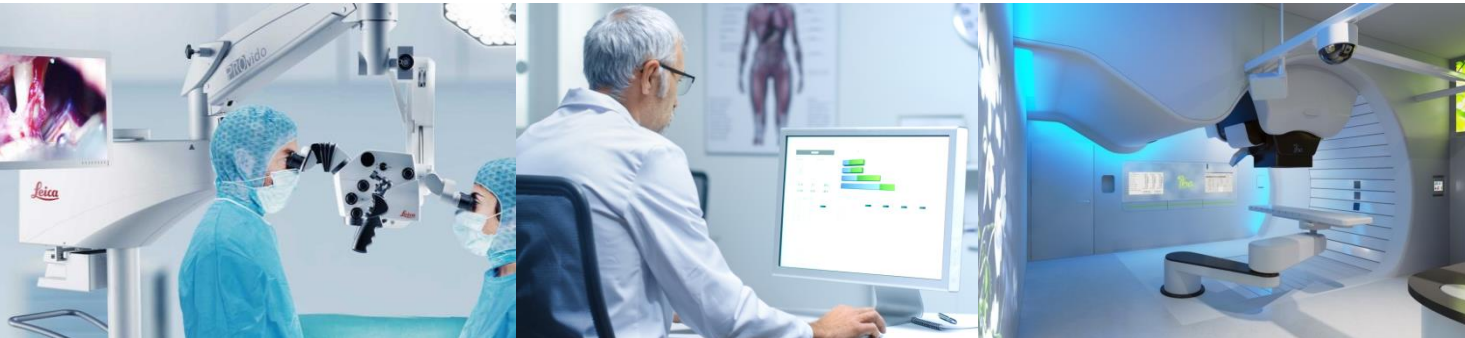
OHSAS 18001
Occupational Health and
Safety Management Systems



**Company
Overview**

**Business
Results**

**Latest
Updates**



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Basic Information

- Company name: CHC Healthcare Group
- Company code: 4164 TT
- Date of establishment: 2009/11/27
(1st subsidiary, Chiu Ho Instruments & Reagent, was founded in 1977)
- Chairman: Mr. Pei-Lin, Lee
- Major business: Medical equipment distribution, Medical management service
- Paid-in capital: NT\$ 1,512,898,820
- Date of listing: 2012/10/24

Global Locations



Taiwan

- Taipei
(Headquarters)
- Taichung
- Kaohsiung

China

- Guangzhou
- Beijing
- Shenyang

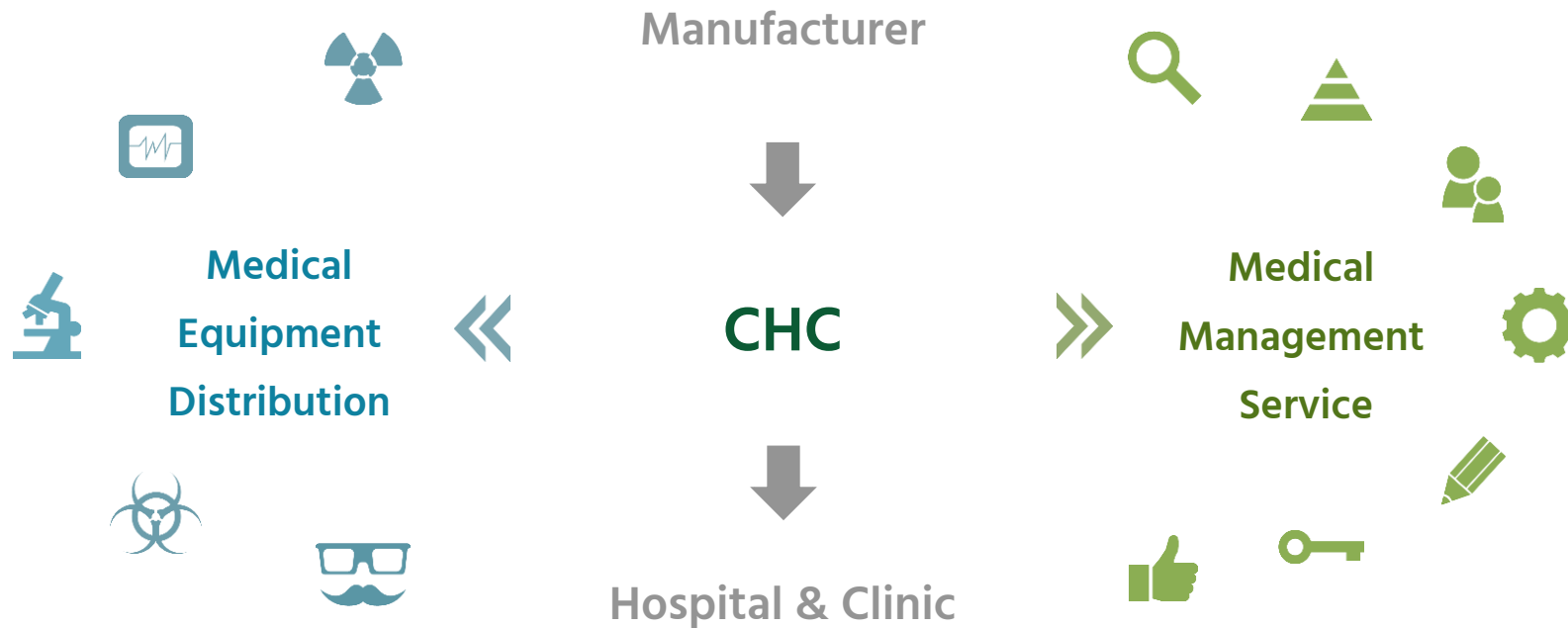
Indonesia

- Jakarta

Milestones

1977	Established Chiu Ho Instruments & Reagents Co., Ltd. to engage in business of medical equipment distribution		
1985	Entered the field of radiation oncology equipment		
1997	Became Taiwan exclusive distributor for Elekta of tumor treatment systems Built an exceptional technical team		
1998	Pioneered medical management service in Taiwan		
1999	Sold and installed Taiwan's first Elekta IMRT linear accelerator		
2006	Became Taiwan exclusive distributor for Bausch & Lomb of ophthalmic medical products Established ophthalmology department		
2008	Became Taiwan exclusive distributor for Leica of surgical microscope products		
2009	Established Cheng Yeh Holdings Co., Ltd. (Renamed as CHC Healthcare Group in 2012)		
		2012	Listed in Taiwan Stock Exchange Became Taiwan exclusive distributor for IBA of proton therapy systems
		2013	Became Taiwan distributor for GE of diagnostic imaging and molecular medical systems
		2014	Introduced medical management service to China
		2016	Signed first sales agreement for IBA Proteus® ONE
		2017	Co-hosted "2017 International Elderly Care Industry Leaders Forum" Signed first cooperation agreement for IBA Proteus® ONE
		2018	Established a joint venture company with Sakurajyuji Group for the expansion into the long-term care business Certified to ISO 9001 and OHSAS 18001
		2019	Introduced medical management service to Indonesia
		2020	Launched iROIS-Integrated Radiation Oncology Information System Started installing Taiwan's first IBA Proteus® ONE

Business Model



Solid Partnership with Top Global Brands



Radiation Oncology
Medical Imaging

Neuroscience
Surgery



Ophthalmology

Elekta

Iba



SONY

Leica
MICROSYSTEMS

Hill-Rom

BAUSCH+LOMB
See better. Live better.

WelchAllyn®



MEGIN
a CROTON company



IMRIS



Leica
MICROSYSTEMS

SCIENCEBASED
HEALTH®



PTW
THE DOSIMETRY COMPANY

Klarity
BETTER PRODUCTS FOR BETTER CARE

ASHLAND

C-RAD

Swissray

CAS
CINATION+
CHINA

MICROTEK
MEDICAL, INC.

VUNO

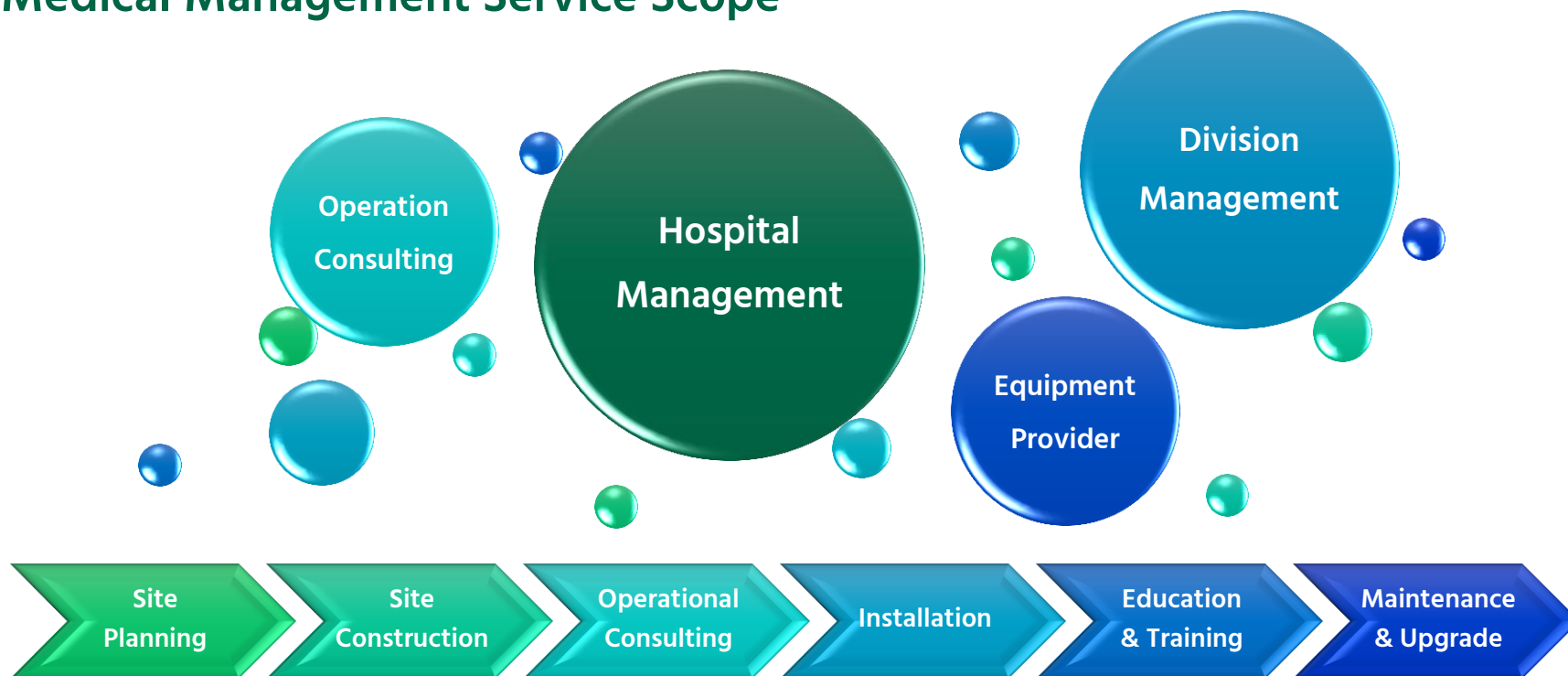
ADVANTECH



WEXLER
SURGICAL

ALBOMED
GERMANY

Medical Management Service Scope



Professional Service Team

Yee-Min, Jen Chief Executive Officer

Oncology Business Group

(Director, Dept. of Radiation Oncology, Tri-Service General Hospital)



Ming-Ta, Wen Dr.

Oncology Business Group

(Supervisor, Dept. of Radiation Oncology, Mennonite Christian Hospital)

Chia-Ming, Wu Physician

Oncology Business Group

(Leader, Medical Physics Team, Dept. of Radiation Oncology, CGMH Kaohsiung)



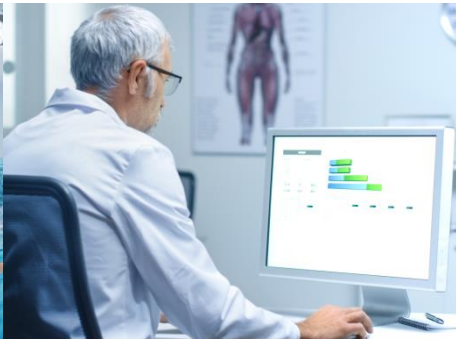
CHC's experienced consulting and professional technical supporting team is a critical factor in our success.



CHC already trained almost 100 manufacturer certified engineers up to now.



Manufacturers also rely on CHC's technical support and after-sales service.



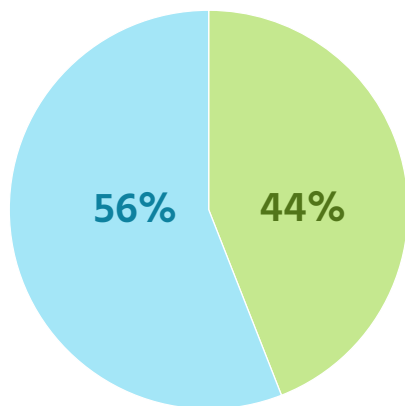
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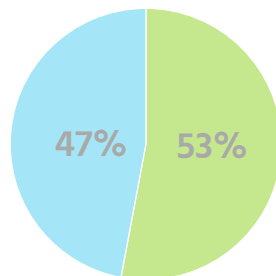
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Product Mix

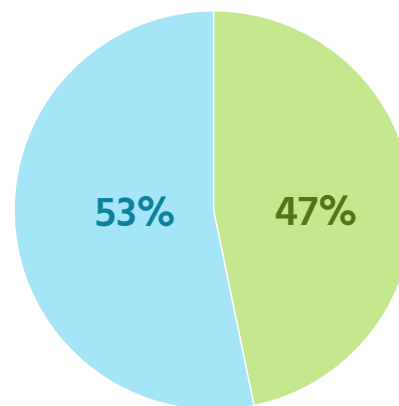
2019



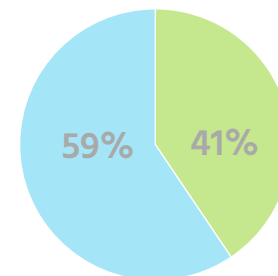
2018



2020 Q1-Q3



2019 Q1-Q3

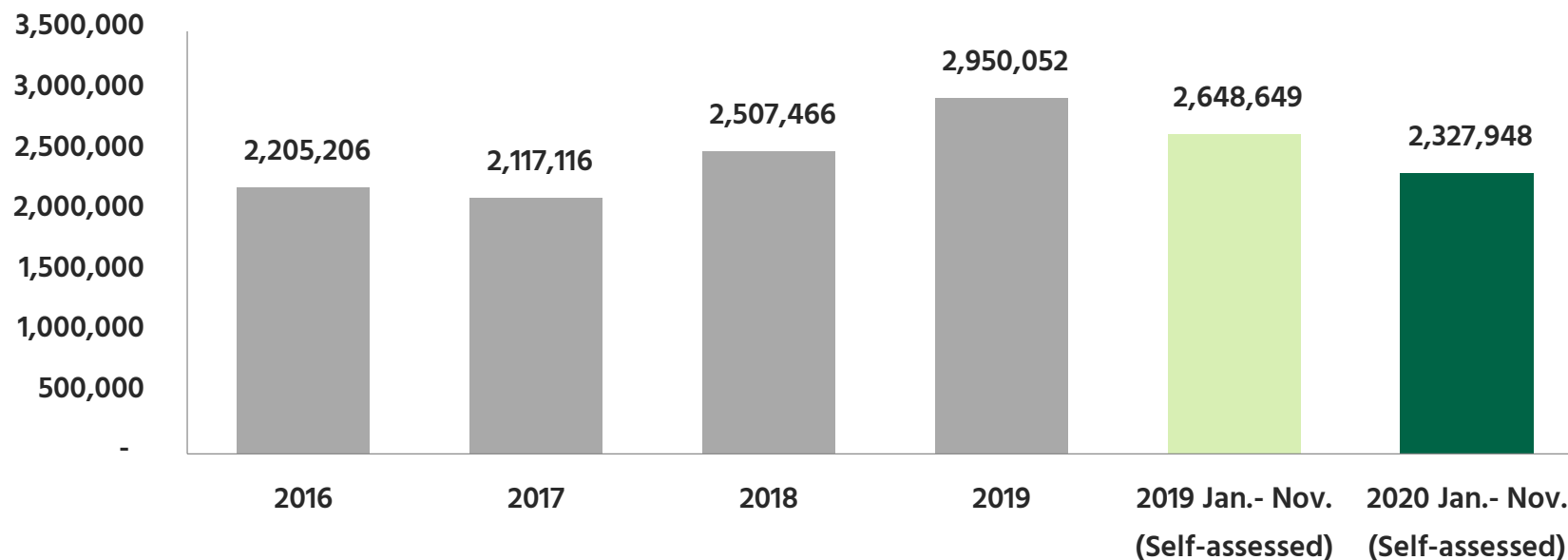


■ Revenue from medical equipment distribution

■ Revenue from medical management service

Operating Revenue

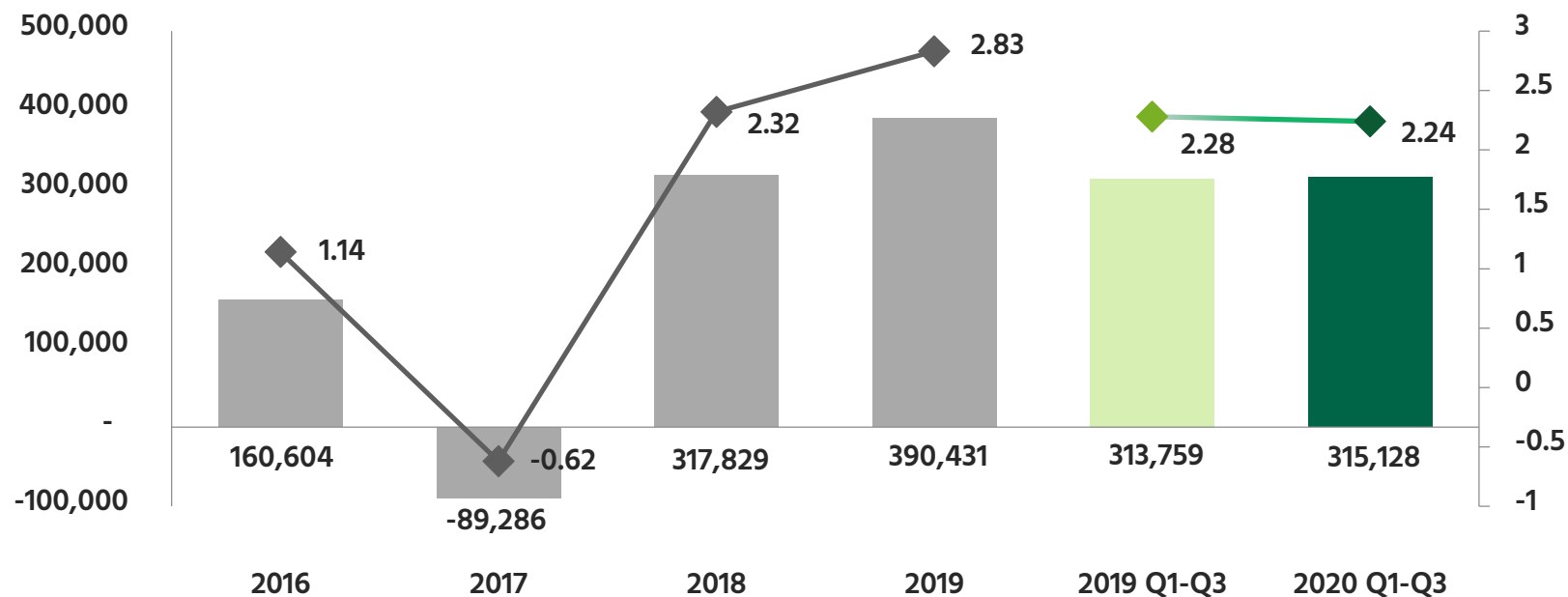
Operating revenue
(NT\$ thousand)



Profitability

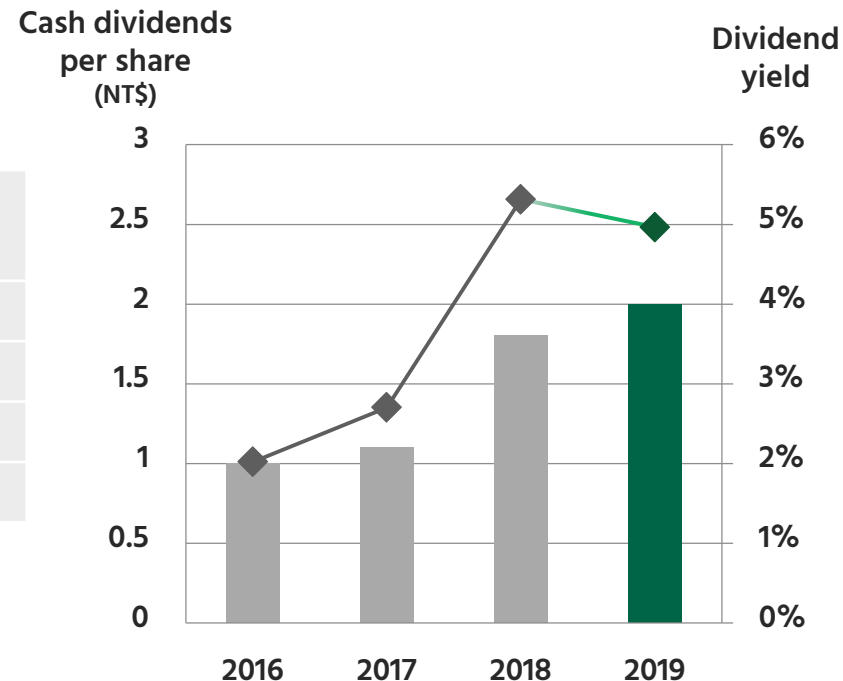
Profit for the period
(NT\$ thousand)

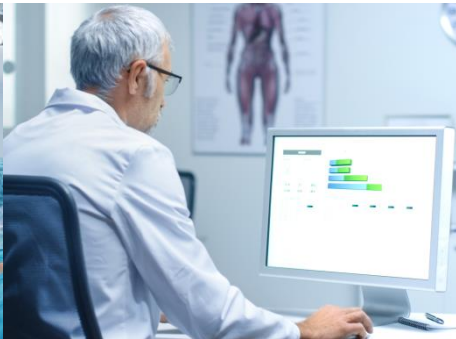
Basic EPS
(NT\$)



Earnings Distribution & Dividend Yield

	Cash dividends per share (NT\$)	Average closing price	Dividend yield
2016	1.004	49.68	2%
2017	1.1	40.69	3%
2018	1.8	33.87	5%
2019	2	40.27	5%





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IBA Proton Therapy

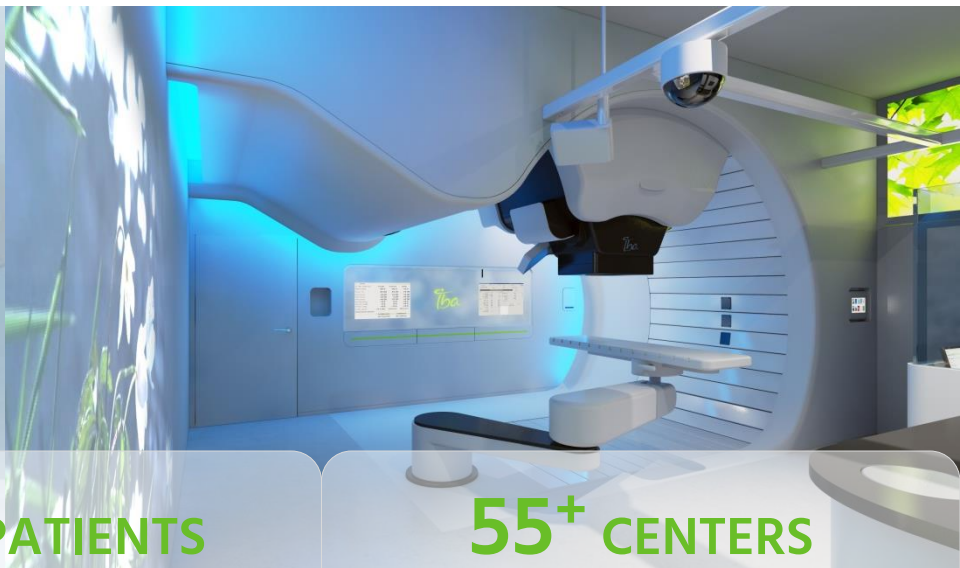


30⁺ YEARS

LEADER IN PROTON THERAPY

50%⁺ PATIENTS

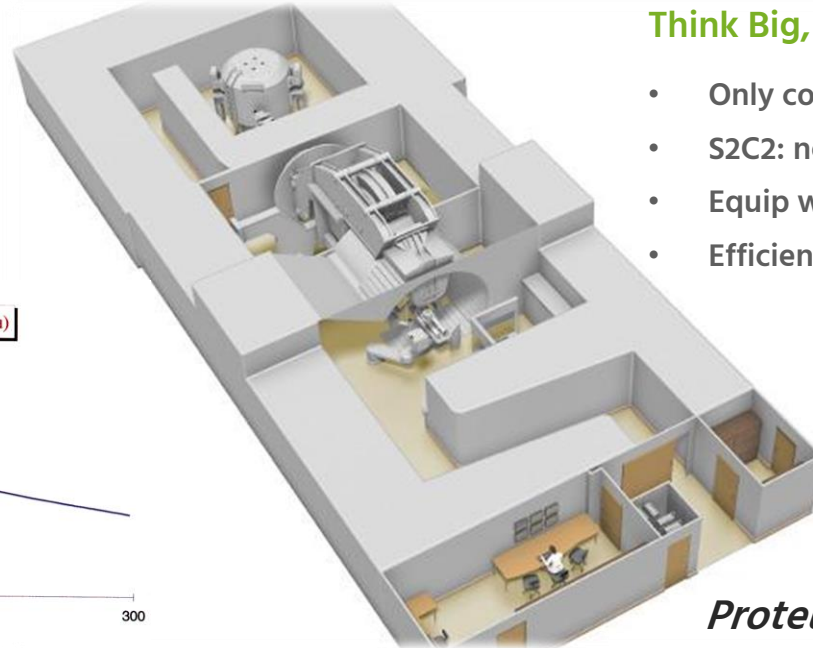
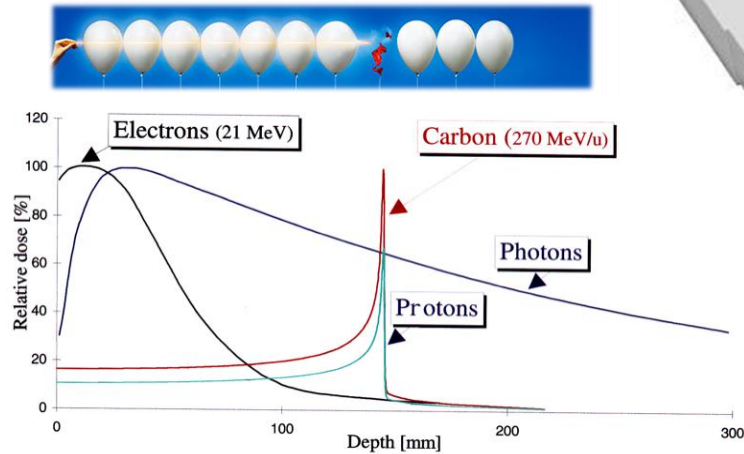
TREATED USING IBA TECHNOLOGY



55⁺ CENTERS

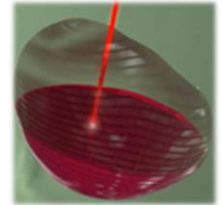
POWERED BY IBA WORLDWIDE

IBA Proton Therapy



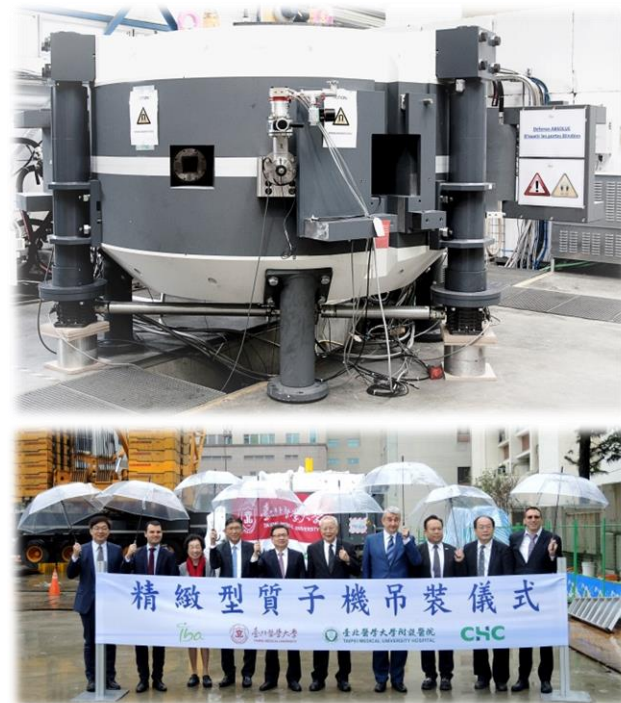
Think Big, Scale Smart

- Only compact solution with IMPT
- S2C2: next generation cyclotron
- Equip with Pencil Beam Scanning
- Efficient workflow and operations



ProteusONE

IBA Proton Therapy Project Sharing



IBA Proton Therapy Project Sharing



Taiwan's Proton Therapy Market

Current Treatment Costs
 (take Taiwanese patient for example)

NT\$ 34,500 per treatment

X 25~35 times

≈ NT\$ 0.8~1.2 million for the
 whole course of treatment

Note: not include other derivative costs

Status	Hospital	Brand Choice
Operating	Chang Gung Memorial Hospital (Linkou, Kaohsiung)	X Brand
Constructing	Taipei Medical University Hospital	IBA
	National Taiwan University Hospital	Y Brand
	Changhua Christian Hospital	IBA
Planning	Tri-Service General Hospital	Undecided
	Mackay Memorial Hospital	
	China Medical University Hospital	
	Kaohsiung Medical University Chung-Ho Memorial Hospital	
Applying	More than 3 hospitals	Undecided

Elekta MR-Linac



- 

NEXT GENERATION LINAC
With state-of-the-art, 160-leaf MLC
- 

1.5T HIGH-FIELD MR IMAGING
For crystal clear target visualization
- 

SLIP RING TECHNOLOGY
Up to 6x faster gantry rotation for continuous treatment at any angle
- 

INTELLIGENT SOFTWARE
Integrated workflow for unprecedented personalization
- 

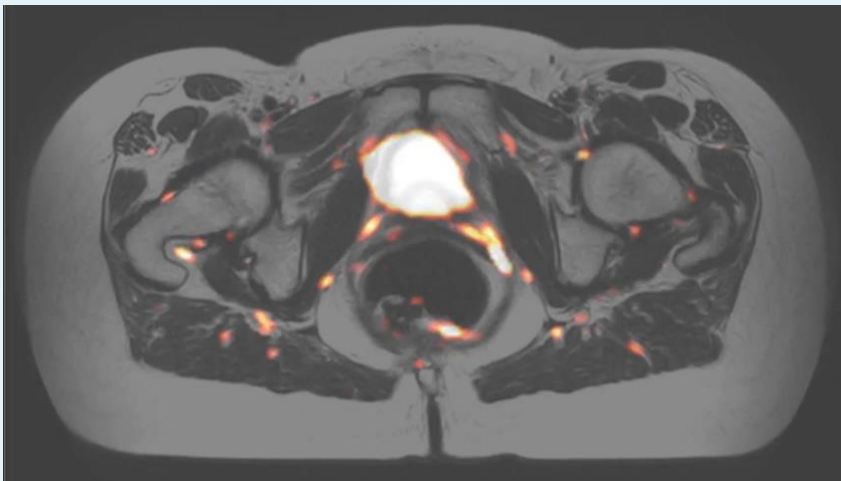
SHORT, WIDE BORE MAGNET
70 cm width bore for patient comfort

Elekta MR-Linac

"We needed online, real-time, diagnostic quality MR imaging within the treatment workflow. **Elekta Unity is the only system that can provide this.**"

Professor Dr Daniel Zips, Medical Director, CCC Tübingen-
Stuttgart, Germany

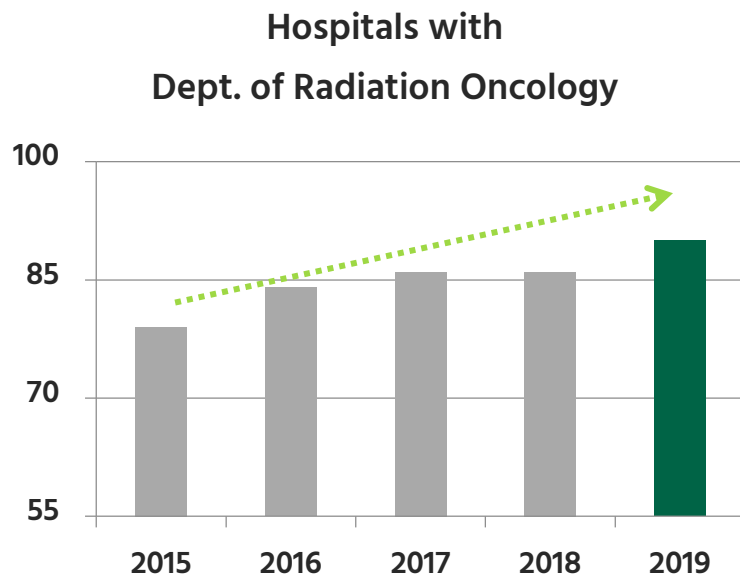
Video - Unity fusion



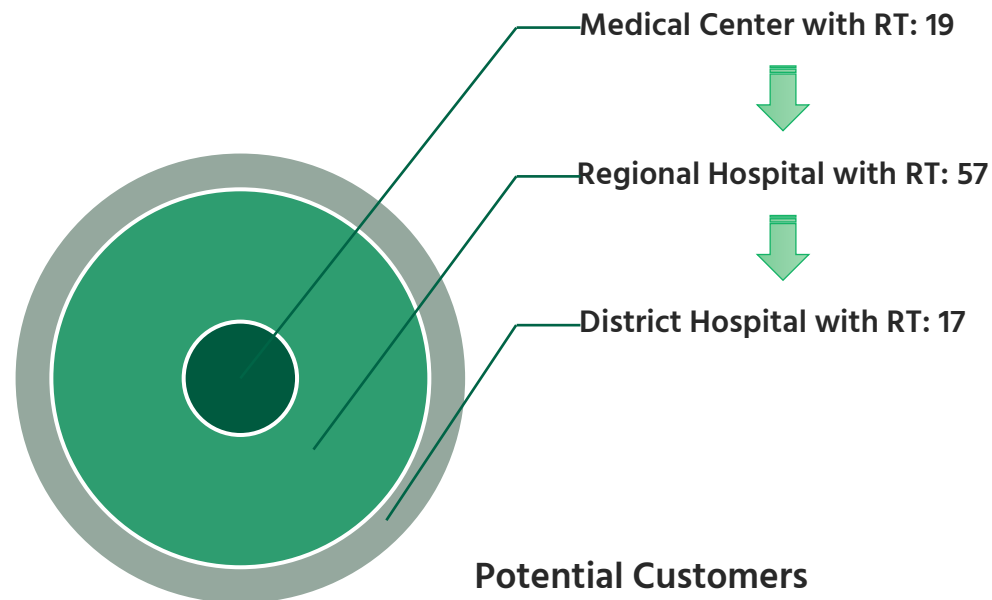
Elekta MR-Linac



Taiwan's Radiation Therapy (RT) Market



*Source: Ministry of Health and Welfare



Cyberdyne HAL®



01 THINK

First of all, think "I want to walk!"

02 SEND

Receiving the signals, muscles move.

03 READ

HAL® reads signals.



04 MOVE

HAL® moves as the wearer intends.

05 FEEDBACK

The brain learns motions.

Cyberdyne HAL® Project Sharing



Video - Rehabilitation

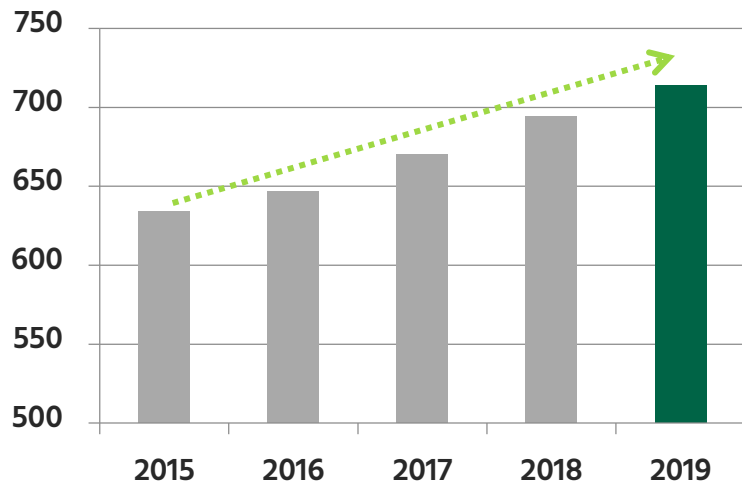


Cyberdyne HAL® Project Sharing

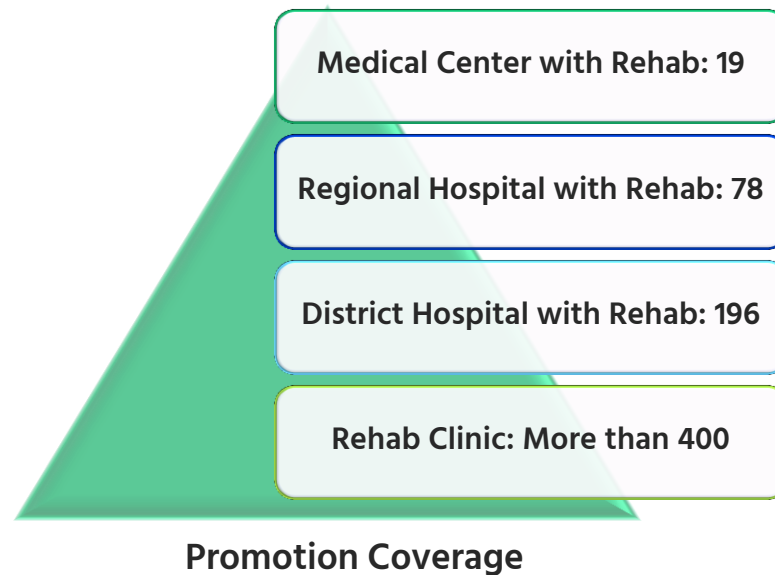


Taiwan's Rehabilitation (Rehab) Market

Rehab Clinic &
Hospitals with Dept. of Rehab



*Source: Ministry of Health and Welfare



Thank you!



www.chcg.com

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