

CHC Healthcare Group (4164TT) 2021 2nd Investor Conference

2021/12/23

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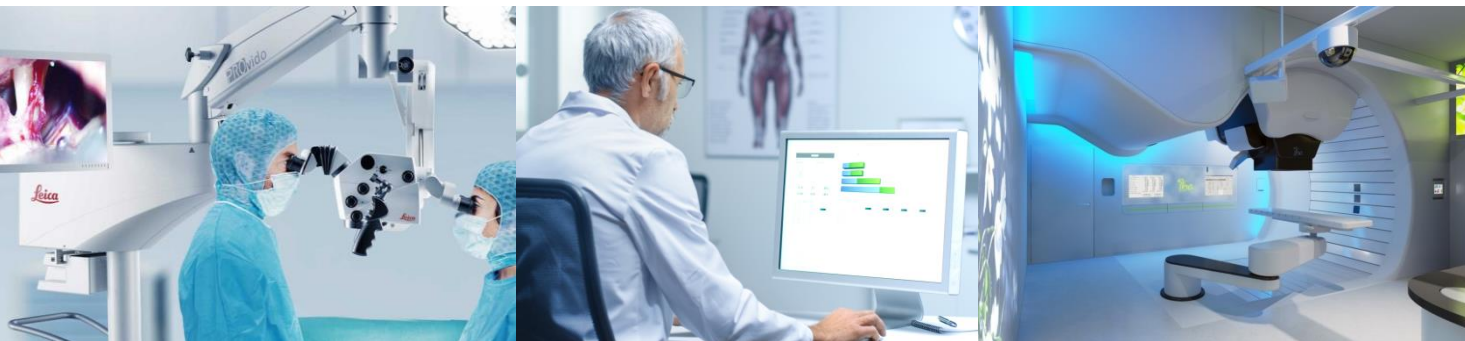
Dual ISO Certifications



ISO 9001
Quality Management Systems



ISO 45001
Occupational Health and
Safety Management Systems

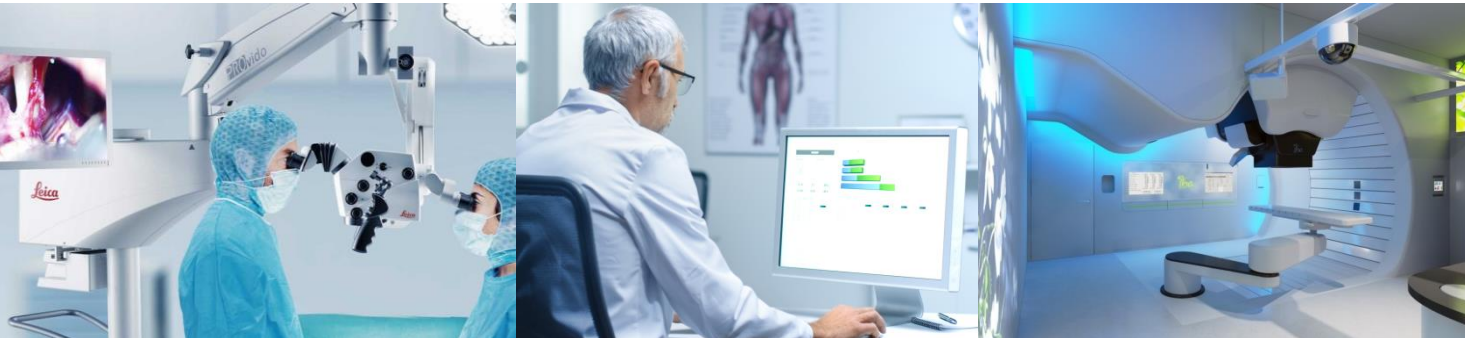


**Company
Overview**

**Business
Results**

**Latest
Updates**

**Future
Guidance**



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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,
Chain pharmacies channel
- Paid-in capital: NT\$ 1,610,496,050
- Date of listing: 2012/10/24

Global Locations



Taiwan

- Taipei
(Headquarters)
- Taichung
- Kaohsiung

China

- Guangzhou
- Beijing
- Shenyang

Indonesia

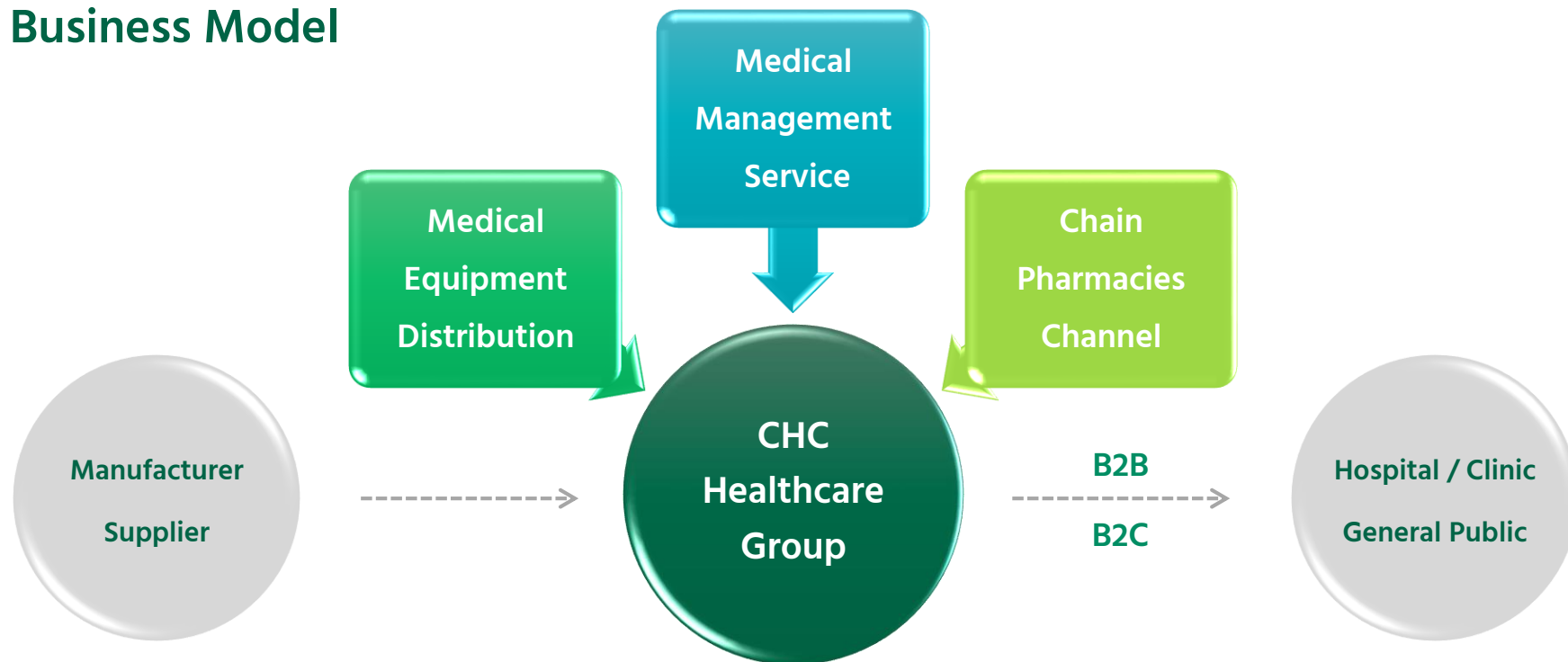
- Jakarta

Milestones

1977	Established Chiu Ho Instruments & Reagents Co., Ltd. to engage in business of medical equipment distribution	2013	Became Taiwan distributor for GE of diagnostic imaging and molecular medical systems
1985	Entered the field of radiation oncology equipment	2014	Introduced medical management service to China
1997	Became Taiwan exclusive distributor for Elekta of tumor treatment systems Built an exceptional technical team	2016	Signed first sales agreement for IBA Proteus® ONE
1998	Pioneered medical management service in Taiwan	2017	Co-hosted "2017 International Elderly Care Industry Leaders Forum" Signed first cooperation agreement for IBA Proteus® ONE
1999	Sold and installed Taiwan's first Elekta IMRT linear accelerator	2018	First certified to ISO 9001 and OHSAS 18001
2006	Became Taiwan exclusive distributor for Bausch & Lomb of ophthalmic medical products	2019	Introduced medical management service to Indonesia
2008	Became Taiwan exclusive distributor for Leica of surgical microscope products	2020	Launched iROIS-Integrated Radiation Oncology Information System Started installing Taiwan's first IBA Proteus® ONE First certified to ISO 45001
2009	Established Cheng Yeh Holdings Co., Ltd. (Renamed as CHC Healthcare Group in 2012)	2021	Officially started construction of radiation sterilization service factory in Hsinchu Science Park (Tongluo) Acquired a chain pharmacies channel
2012	Listed in Taiwan Stock Exchange Became Taiwan exclusive distributor for IBA of proton therapy systems		



Business Model



Solid Partnership with Top Global Brands



Medical Management Service

Yee-Min, Jen CEO

Former: Director, Dept. of Radiation Oncology,
Tri-Service General Hospital



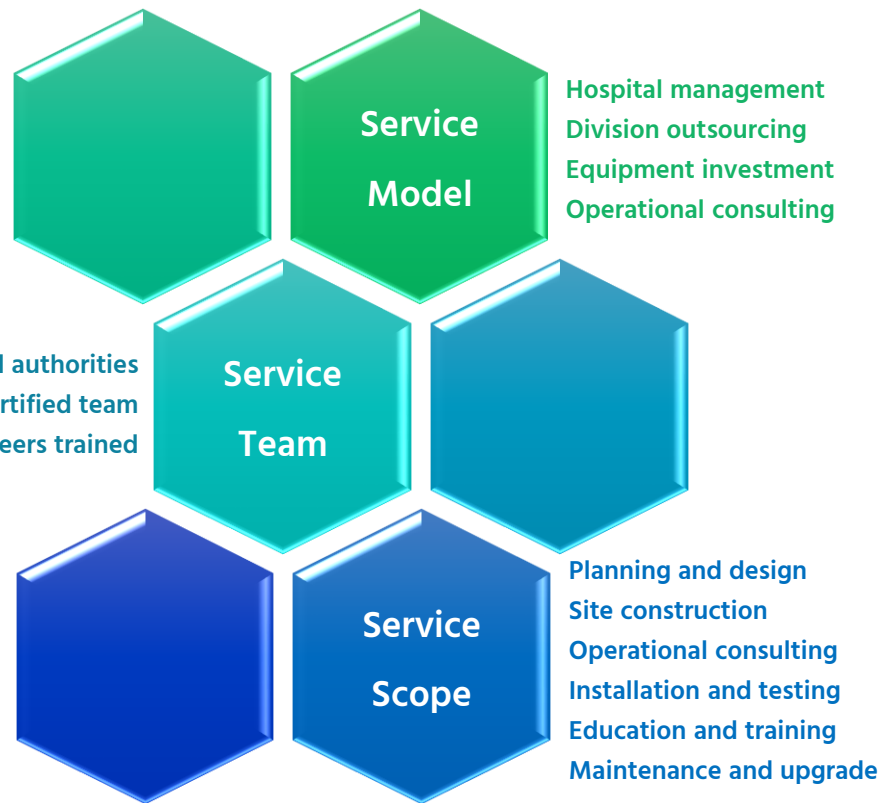
Ming-Ta, Wen Dr.

Former: Supervisor, Dept. of Radiation Oncology,
Mennonite Christian Hospital

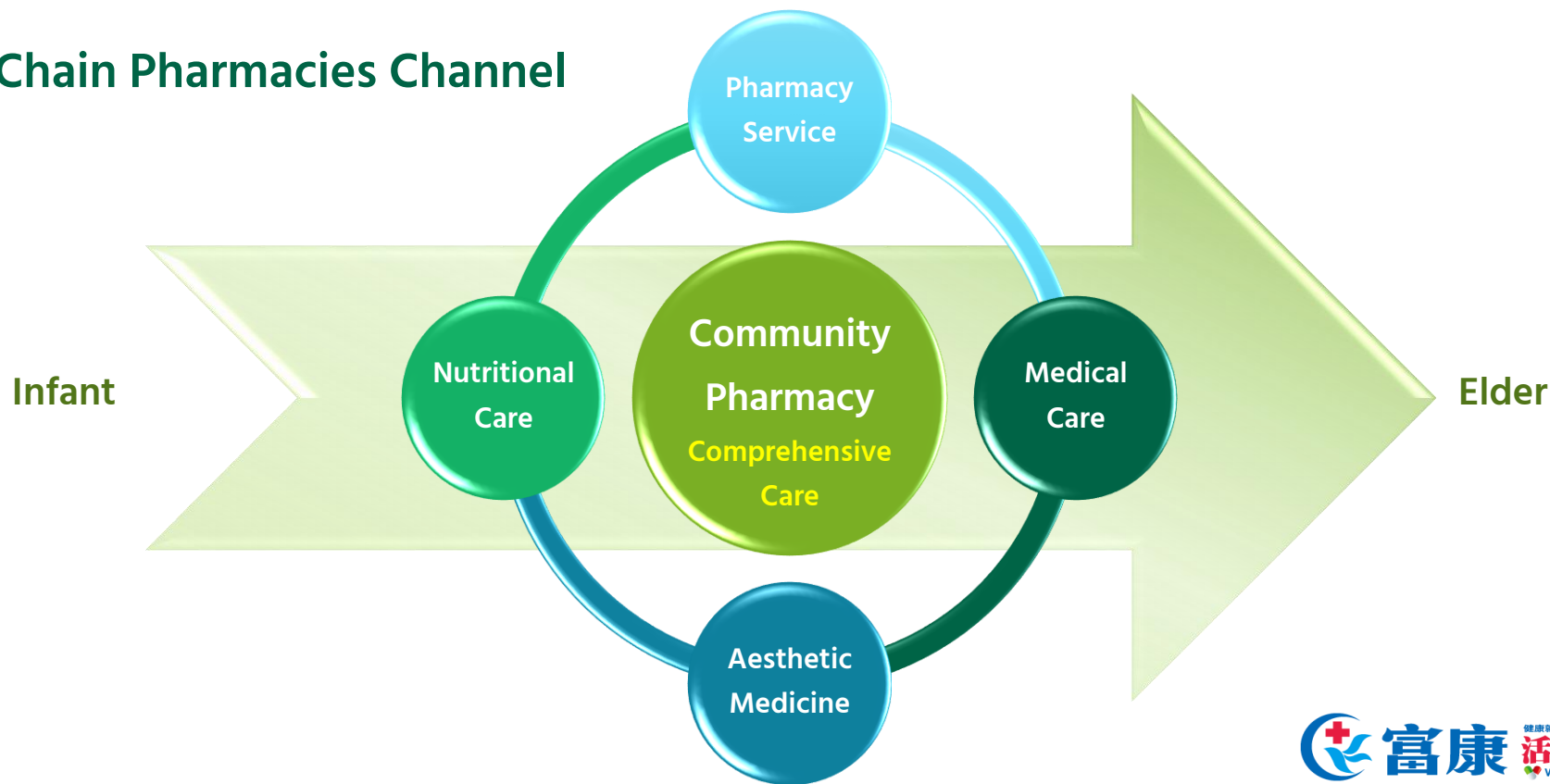
Chia-Ming, Wu Physician

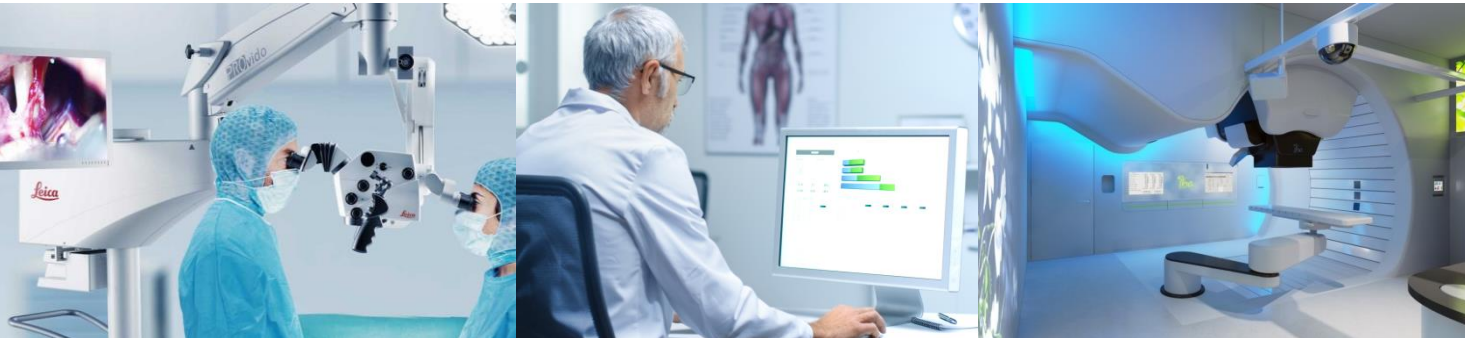
Former: Medical Physics Team Leader, Dept. of Radiation Oncology,
Kaohsiung Chang Gung Memorial Hospital

Led by TW medical authorities
Manufacturer certified team
Nearly 100 engineers trained



Chain Pharmacies Channel





**Company
Overview**

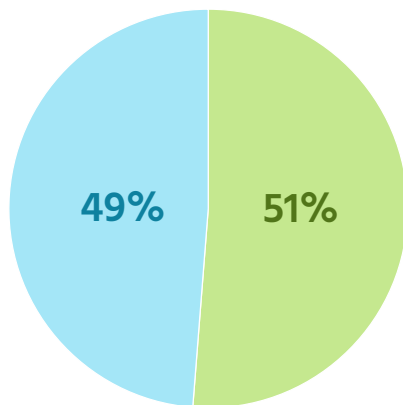
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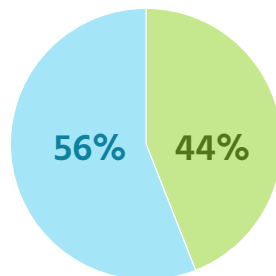
**Future
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Product Mix

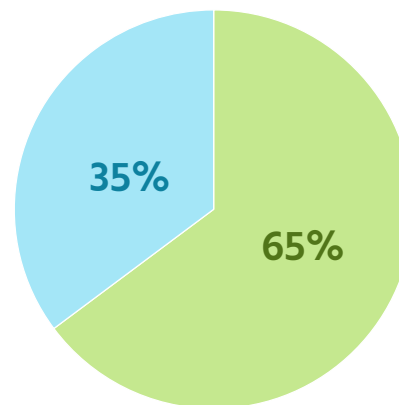
2020



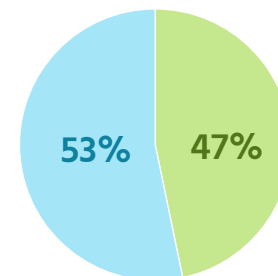
2019



2021 Q1-Q3



2020 Q1-Q3

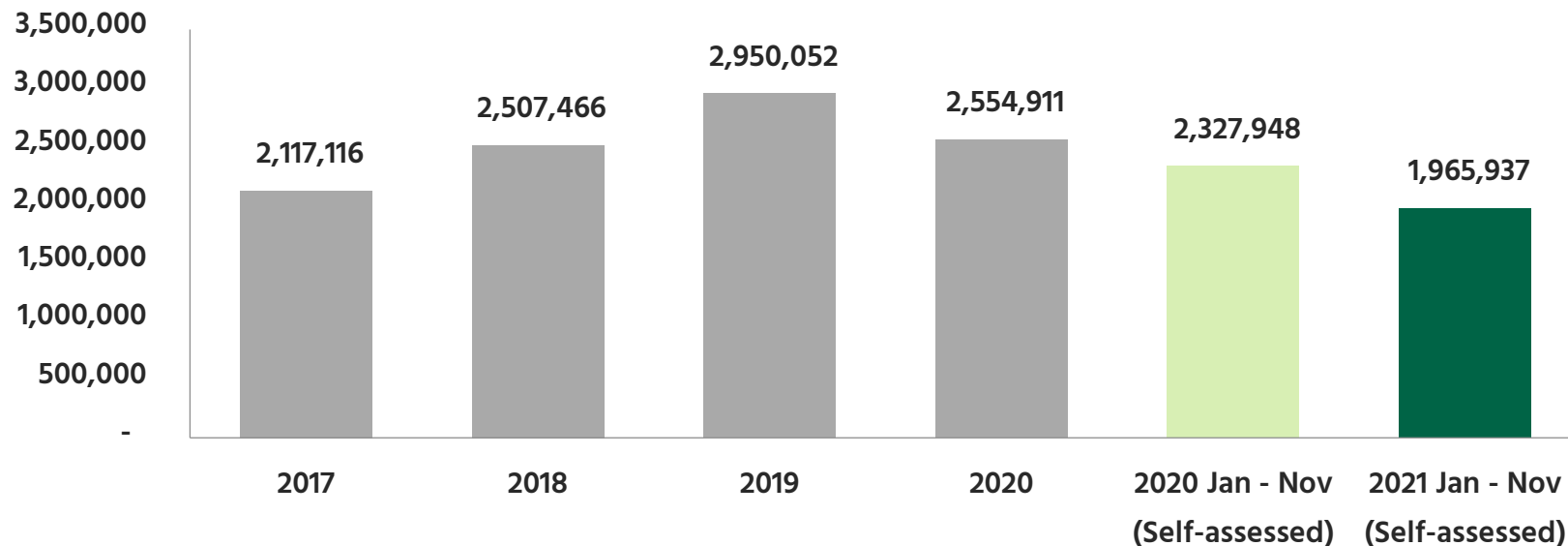


■ Revenue from medical equipment distribution

■ Revenue from medical management service

Operating Revenue

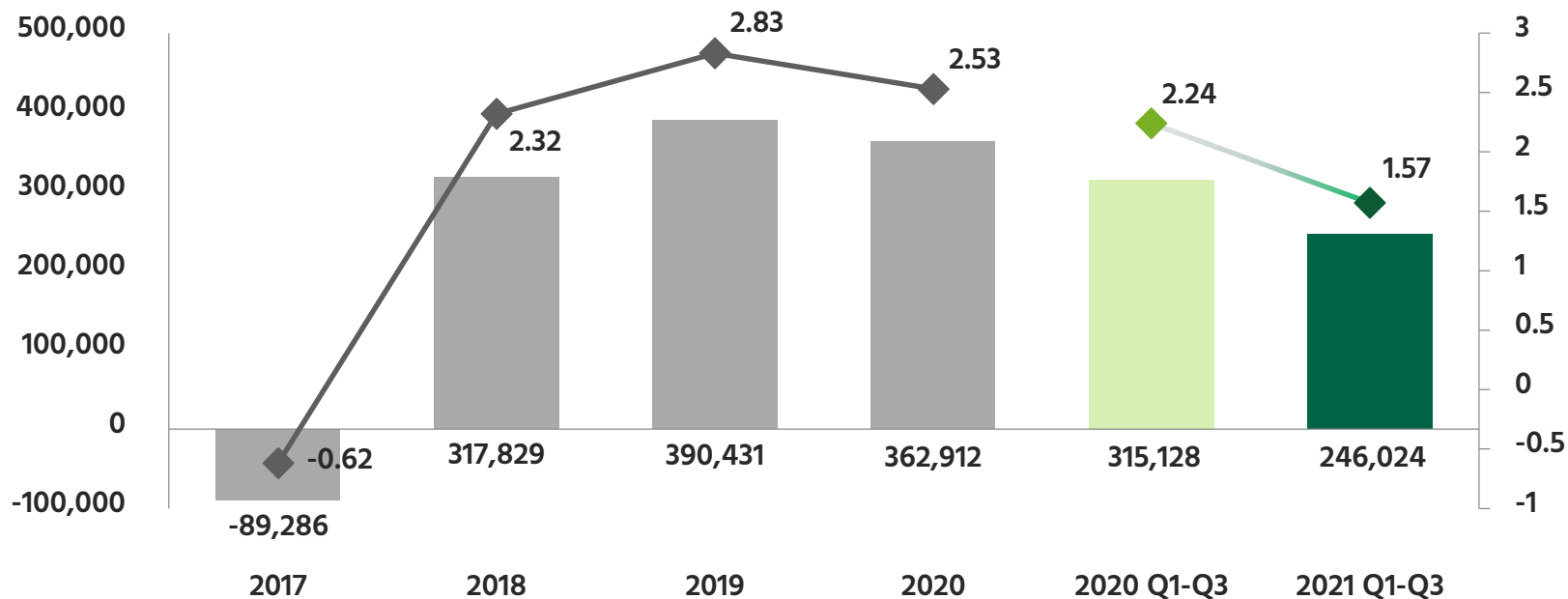
Operating revenue
(NT\$ thousand)



Profitability

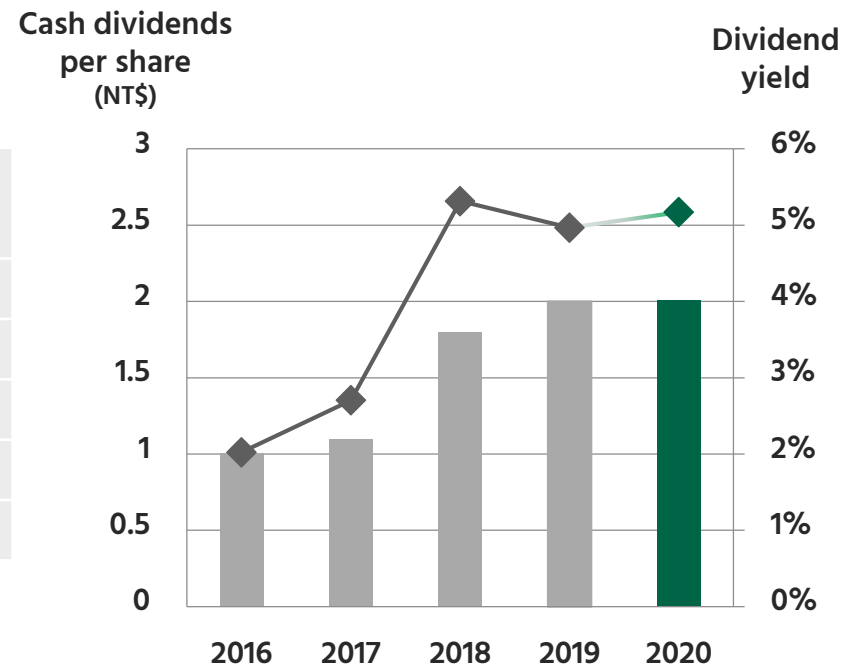
Profit for the period
(NT\$ thousand)

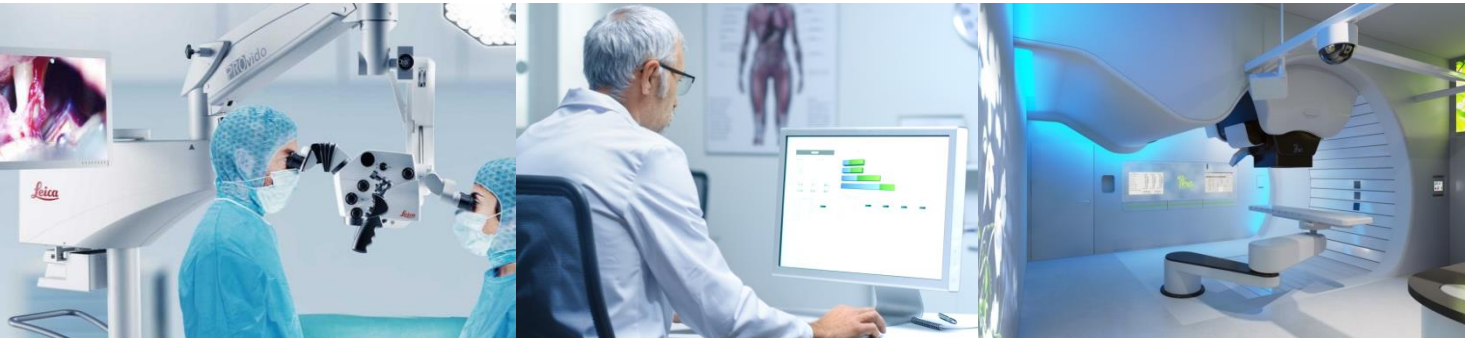
Basic EPS
(NT\$)



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%
2020	2.01	38.87	5%





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Acquisition of a Chain Pharmacies Channel

Treasure of Health Co., Ltd.

- Date of establishment: 2008/3/27
- Business model: Physical and online stores
- Market positioning: Community pharmacy
- Store locations: Taipei City, New Taipei City, Keelung City, Kaohsiung City
- Mission: Provide comprehensive products and professional consulting service to meet the goal of one-stop shopping for all ages



Acquisition of a Chain Pharmacies Channel

富康南港門市

地址：臺北市南港區研究院路一段101巷8號
電話：02-2782-8810
營業時間：08:00-22:00



富康東湖門市

地址：臺北市內湖區東湖路119巷49弄16號
電話：02-2632-3222
營業時間：08:00-22:00



富康文德門市

地址：臺北市內湖區文德路22巷27弄4號
電話：02-2627-2000
營業時間：08:00-22:00



富康三民門市

地址：臺北市松山區三民路145號
電話：02-2745-5666
營業時間：08:00-22:00



富康錦州門市

地址：台北市中山區民生東路2段147巷11弄14號B1
電話：02-2515-8282
營業時間：週一、週五(11:00-21:00)
週六、週日(一休一)



百福七堵門市

地址：基隆市七堵區自治路13號
電話：02-2455-6688
營業時間：08:00-22:00



百福安一門市

地址：基隆市中山區安一路81號
電話：02-2425-8068
營業時間：08:00-22:00



富康東科門市

地址：新北市汐止區新台五路一段494巷1號C15號
電話：02-2696-9222
營業時間：週六、週日(11:00-21:00)
週一、週五(一休一)



百福義一門市

地址：新臺中市區義一路48號
電話：02-2426-8288
營業時間：08:00-22:00





More than 20 stores

Official online store

E-commerce platforms






富康小港門市

地址：基隆市小港區二苓路204號
電話：07-8020-333
營業時間：08:00-22:00



百福暖暖門市

地址：基隆市暖暖區暖暖街189號
電話：02-2459-6999
營業時間：08:00-22:00



百福仁愛門市

地址：基隆市仁愛區仁西路50號
電話：02-2426-6699
營業時間：08:00-22:00



百福新豐門市

地址：基隆市中正區新豐街405號
電話：02-2469-9990
營業時間：08:00-22:00



富康景新門市

地址：新北市中和區景新街328號
電話：02-2948-5117
營業時間：08:00-22:00



富康永和門市

地址：新北市永和區中和路429號
電話：02-2926-3191
營業時間：08:00-22:00



富康華興門市

地址：新北市中和區興南路二段92號
電話：02-2945-0988
營業時間：08:00-22:00



富康惠國門市

地址：新北市新店區中正路78號
電話：02-2910-0066
營業時間：08:00-22:00



富康新店門市

地址：新北市新店區中正路221號
電話：02-2910-1111
營業時間：08:00-22:00



富康睦新門市

地址：台北市文山區木柵路三段216號
電話：02-2939-3666
營業時間：08:00-22:00



富康遠東門市

地址：新北市中和區建八路10-1號
電話：02-8226-2299
營業時間：08:00-22:00



富康永禎門市

地址：新北市中和區永貞路254號
電話：02-2921-5999
營業時間：08:00-22:00



富康中興門市

地址：新北市汐止區中興路156號
電話：02-2699-0229
營業時間：09:00-23:00



富康湖光門市

地址：台北市內湖區康寧路一段25號
電話：02-8792-7999
營業時間：08:00-22:00



Acquisition of a Chain Pharmacies Channel

Pharmacy Service

- Prescription dispensation
- Prescription refills
- OTC drug sales
- Education and counseling

Medical Care

- Medical device
- Assistive device
- Public health nursing
- Preventive medicine

Aesthetic Medicine

- Skin analysis
- Cosmetics
- Beauty care
- Daily necessities

Nutritional Care

- Daily health
- Functional health
- Health management
- Nutrition consultation

IBA Proton Therapy



40%⁺ MARKET SHARE

IN PROTON THERAPY

50%⁺ PATIENTS

TREATED USING IBA TECHNOLOGY



60⁺ CENTERS

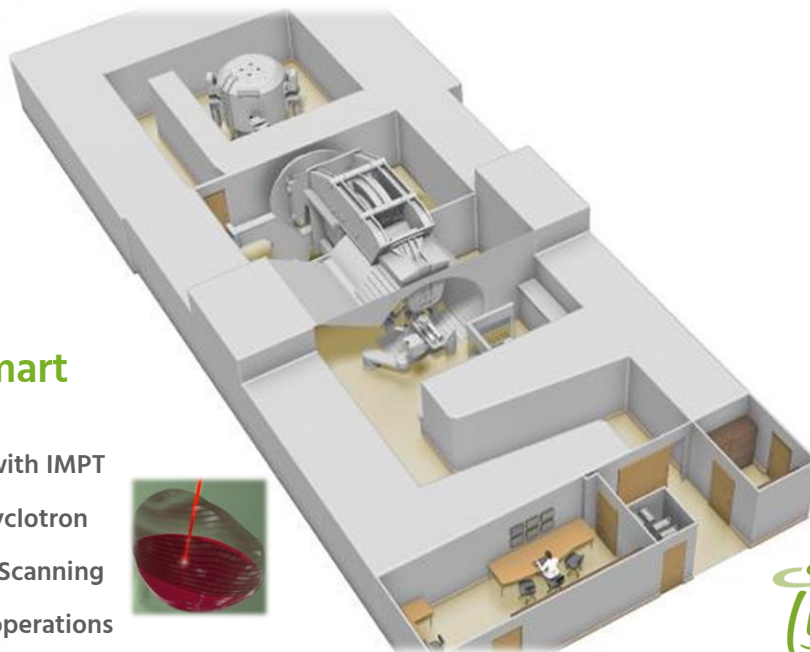
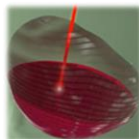
SOLD BY IBA WORLDWIDE

IBA Proton Therapy

ProteusONE

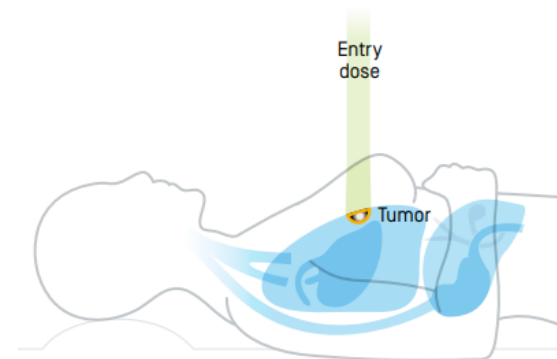
Think Big, Scale Smart

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

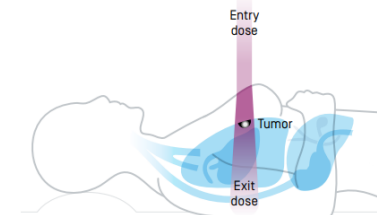


iba

Proton Therapy



Photon-based Radiotherapy



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
Coming soon	Taipei Medical University Hospital	IBA
Constructing	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



Elekta Unity

Two worlds,
one future.



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

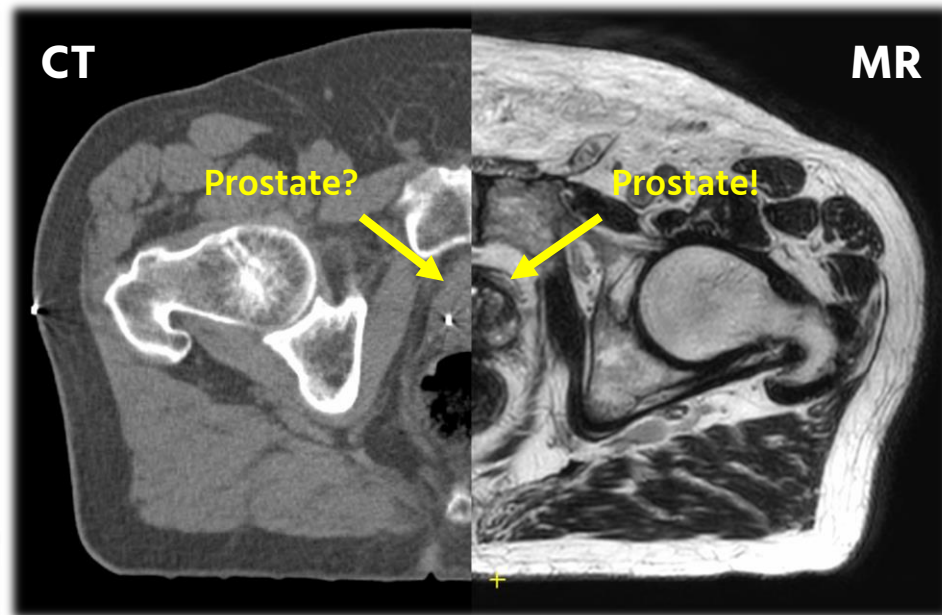


INTELLIGENT SOFTWARE
Integrated workflow for
unprecedented personalization

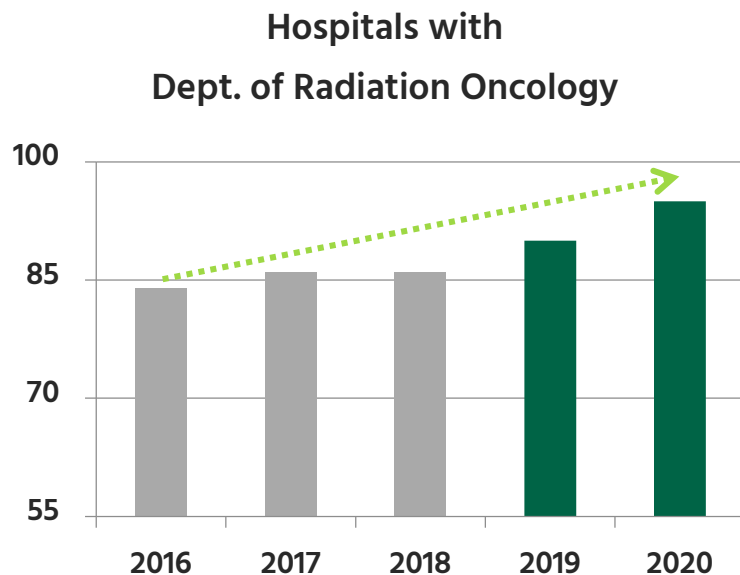


SHORT, WIDE BORE MAGNET
70 cm width bore for patient comfort

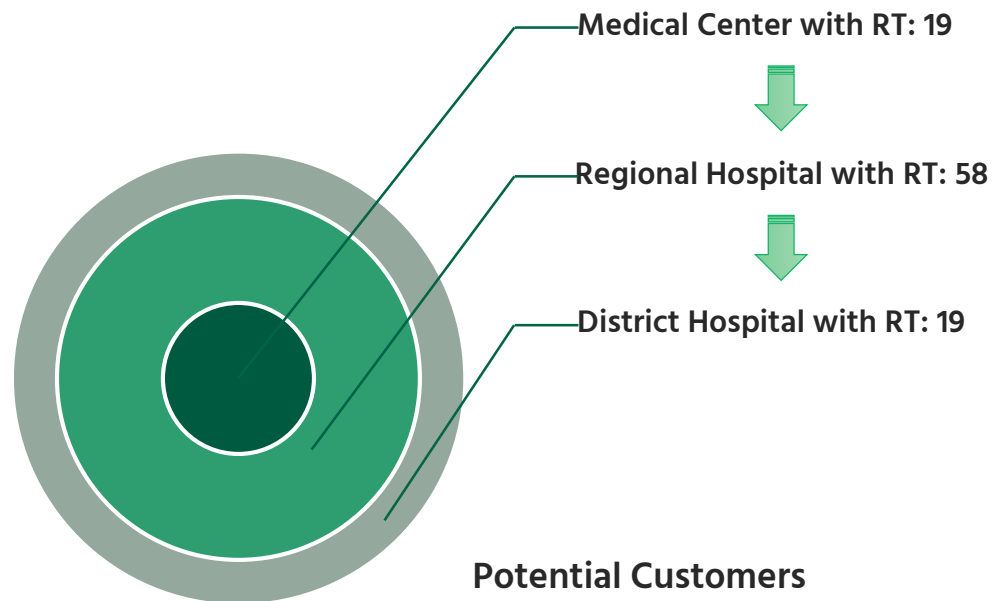
Elekta MR-Linac



Taiwan's Radiation Therapy (RT) Market



*Source: Ministry of Health and Welfare



New Product Launch - Neuroscience



01 THINK

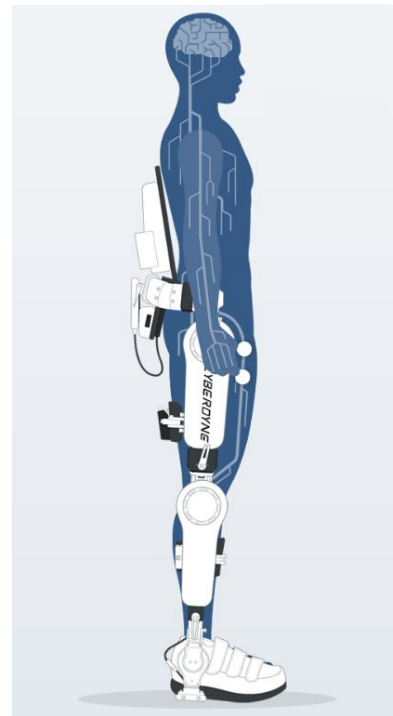
First of all, think "I want to walk!"

02 SEND

Receiving the signals, muscles move.

03 READ

HAL® reads signals.



Cyberdyne HAL®

Lower Limb Type

04 MOVE

HAL® moves as the wearer intends.

05 FEEDBACK

The brain learns motions.



New Product Launch - Surgery

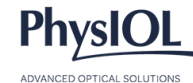
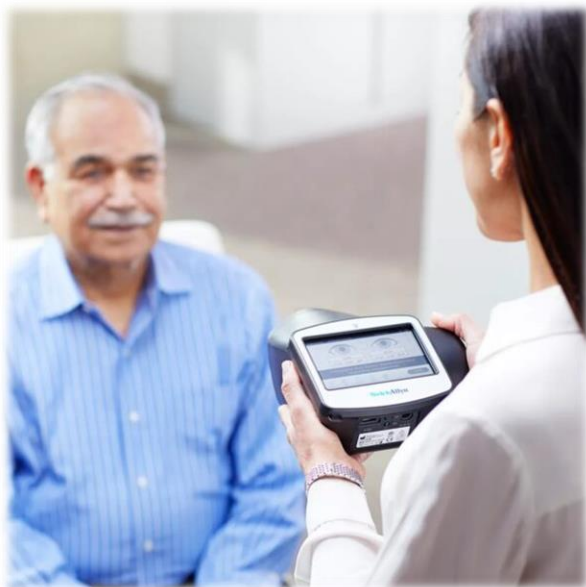


Hillrom Robotic OR Solution



New Product Launch - Ophthalmology

Hillrom Welch Allyn Spot Vision Screener



ISOPURE 123

Premium Monofocal IOL



FineVision Triumf

Trifocal Hydrophobic IOL



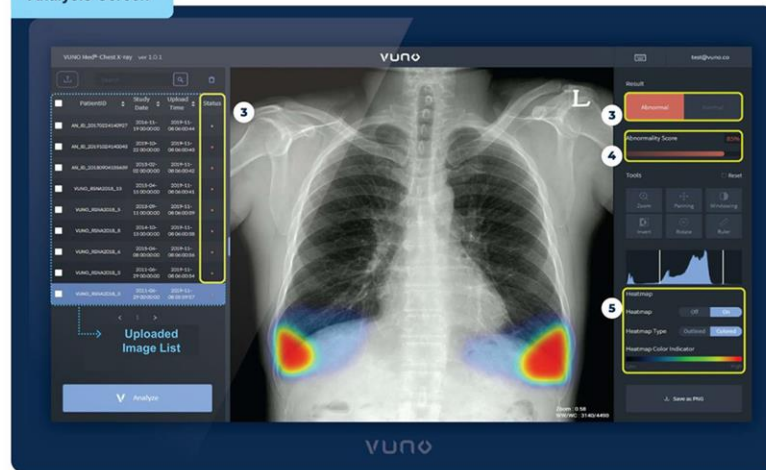
New Product Launch - Smart Healthcare

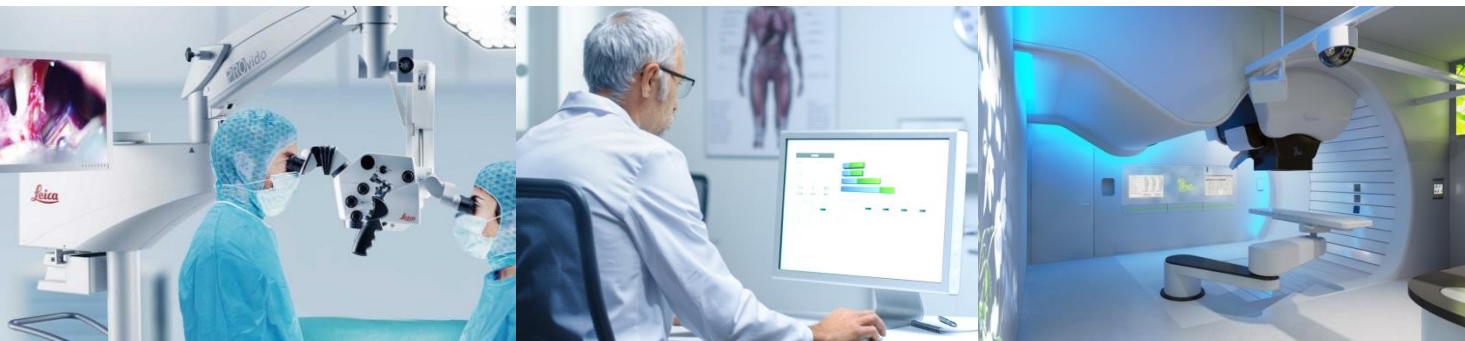


VUNO Med® Chest X-ray™

VUNO
View the Invisible, Know the Unknown

Analysis Screen





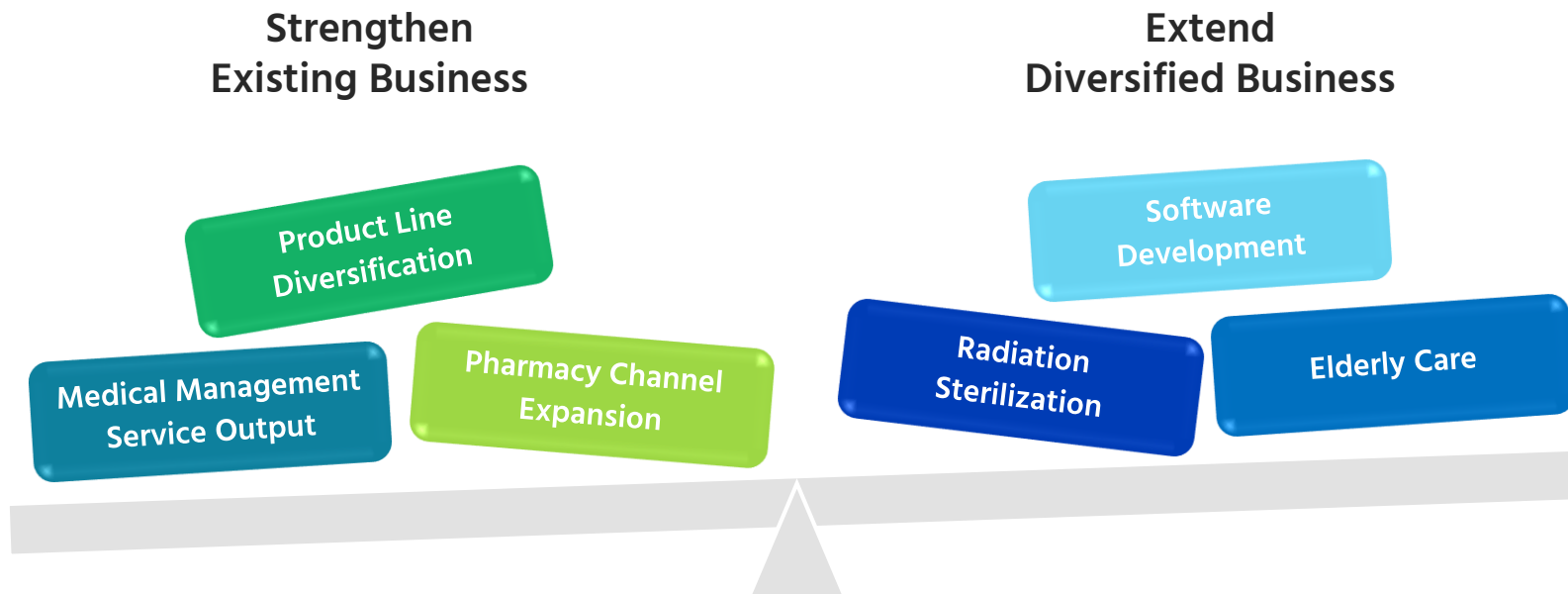
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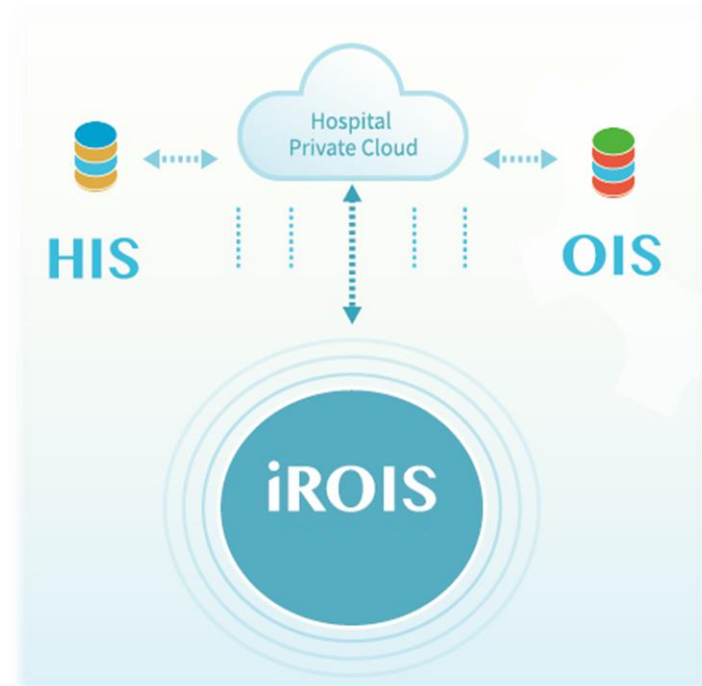


Software Development - iROIS

iROIS Integrated Radiation Oncology Information System

Information Platform for Clinical Operations

Comprehensive Radiation Oncology Solution



Software Development - iROIS

Why iROIS?



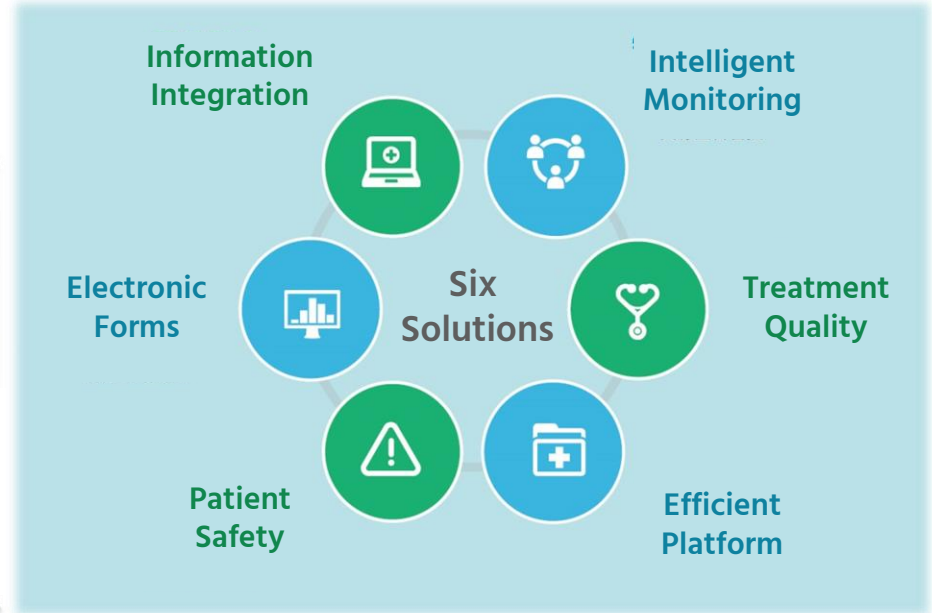
Paperless
Operations



Lower
Costs



Standard
Workflow



Radiation Sterilization - toward International



iba



Hsinchu Science Park
Hsinchu Science Park Bureau, Ministry of
Science and Technology



Radiation Sterilization - toward International

Sterilization Technology Comparison

	Electron Beam	X-ray	Gamma	Ethylene Oxide
Methodology	Physics: accelerator	Physics: accelerator	Physics: radionuclide (⁶⁰ Co)	Chemistry: toxic & flammable gas
Carcinogen	No	No	No	Yes
Process	Flexible	Flexible	Lack of flexibility	Complex
Turnaround time	Minutes	Hours	Hours (time varies due to decay of energy level)	Days
Cost	Average	Average	High	Low
Packaging restrictions	No	No	No	Gas permeable
Penetration	Efficient	Excellent	Good	Depends on product type
Dose uniformity ratio	Good	Good	Average	Depends on product type
Environmental pollution	Low	Low	High	High

Elderly Care - from Japan to Taiwan



- Aging in Place
- Preventive Medicine
- Continuing Care



Elderly Care - from Japan to Taiwan

Integrated Hospital & Elderly Care Park

Day care center
(about 100 cases)

+ Institutional services
(about 300 beds)

+ Orthopedic rehabilitation hospital
(about 100 beds)



3D Sketch

Thank you!



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