



Apex Medical Corp.

2017 The Second Investor Conference

December 11, 2017



2017Q1~Q3 Consolidated Income Statement

Unit: NTDK

| | 2017Q3 Aud. | 2016Q3 Aud. | '17/'16 Var.(%) | '17/'16 Var.(%) |
|---|-------------|-------------|-----------------|-----------------|
| Net Sales | 1,577,465 | 1,464,518 | 112,947 | 8% |
| Gross Profit | 694,166 | 660,648 | 33,518 | 5% |
| Gross Margin(%) | 44% | 45% | - | - |
| Operating Expenses | 549,759 | 529,986 | 19,773 | 4% |
| Operating Profit | 144,407 | 130,662 | 13,745 | 11% |
| Other income/ expenses | -5,396 | 11,212 | -16,608 | - |
| Income before tax | 139,011 | 141,874 | -2,863 | -2% |
| Income tax | 41,362 | 34,811 | 6,551 | 19% |
| Net Income | 97,649 | 107,063 | -9,414 | -9% |
| Net Income attributed to owner of the parent company | 98,317 | 106,676 | -8,359 | -8% |
| Basic EPS(NT\$) | 1.18 | 1.28 | -0.10 | -8% |



2017/9/30 Consolidated Balance Sheet

Unit: NTDK

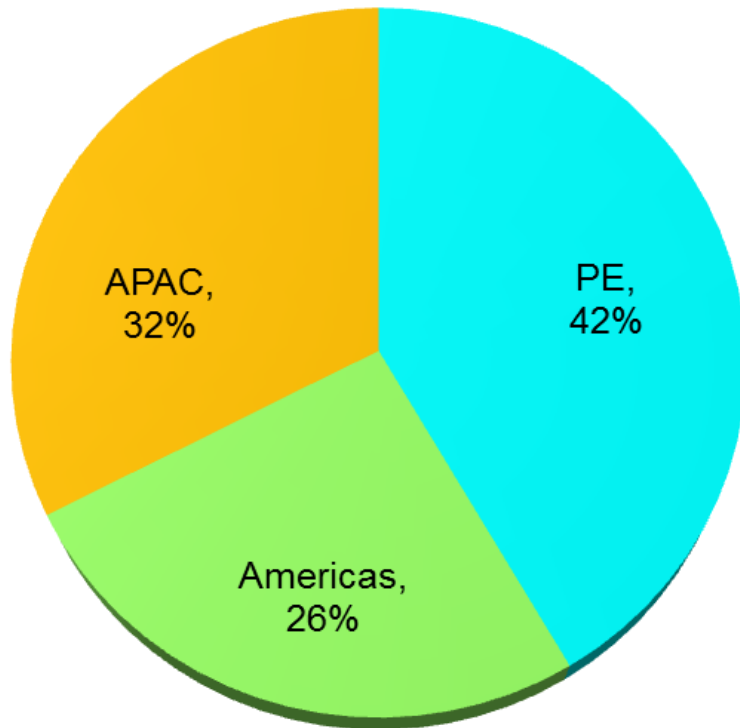
| | 2017/9/30 Aud. | 2016/9/30 Aud. | Variance | |
|---|------------------|------------------|----------------|-----------|
| | Amount | Amount | Amount | % |
| Cash and cash equivalent | 356,214 | 356,549 | -335 | 0% |
| Accounts receivable | 321,995 | 181,662 | 140,333 | 77% |
| Inventories | 394,294 | 349,363 | 44,931 | 13% |
| Total current assets | 1,308,761 | 1,108,550 | 200,211 | 18% |
| Property, plant and equipment | 592,805 | 628,315 | -35,510 | -6% |
| Intangible Assets | 446,802 | 445,656 | 1,146 | 0% |
| Total non-current assets | 1,304,102 | 1,318,301 | -14,199 | -1% |
| Total Assets | 2,612,863 | 2,426,851 | 186,012 | 8% |
| Short-term debt | 339,371 | 542,477 | -203,106 | -37% |
| Accounts payable | 164,253 | 137,967 | 26,286 | 19% |
| Other payables | 139,094 | 136,050 | 3,044 | 2% |
| Total current liabilities | 718,649 | 869,126 | -150,477 | -17% |
| Bonds payable | 289,227 | 0 | 289,227 | na |
| Other long-term liabilities | 6,963 | 3,667 | 3,296 | 90% |
| Total long-term liabilities | 297,752 | 5,427 | 292,325 | 5386% |
| Total liabilities | 1,016,401 | 874,553 | 141,848 | 16% |
| Total share capital | 833,855 | 833,855 | 0 | 0% |
| Total retained earnings | 767,100 | 723,499 | 43,601 | 6% |
| Owners' equity attributed to the parent company | 1,594,633 | 1,550,298 | 44,335 | 3% |
| Total owners' equity | 1,596,462 | 1,552,298 | 44,164 | 3% |
| Total liabilities and owners' equity | 2,612,863 | 2,426,851 | 186,012 | 8% |

Note: Only important accounts are listed in the table.

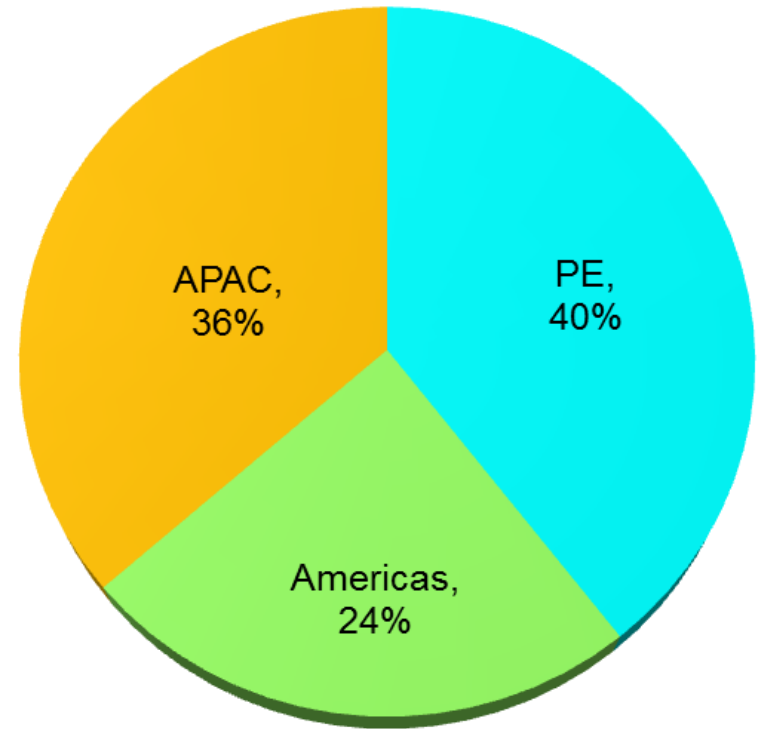


2017Q1~Q3 Sales by Department

2017Q3 Act.



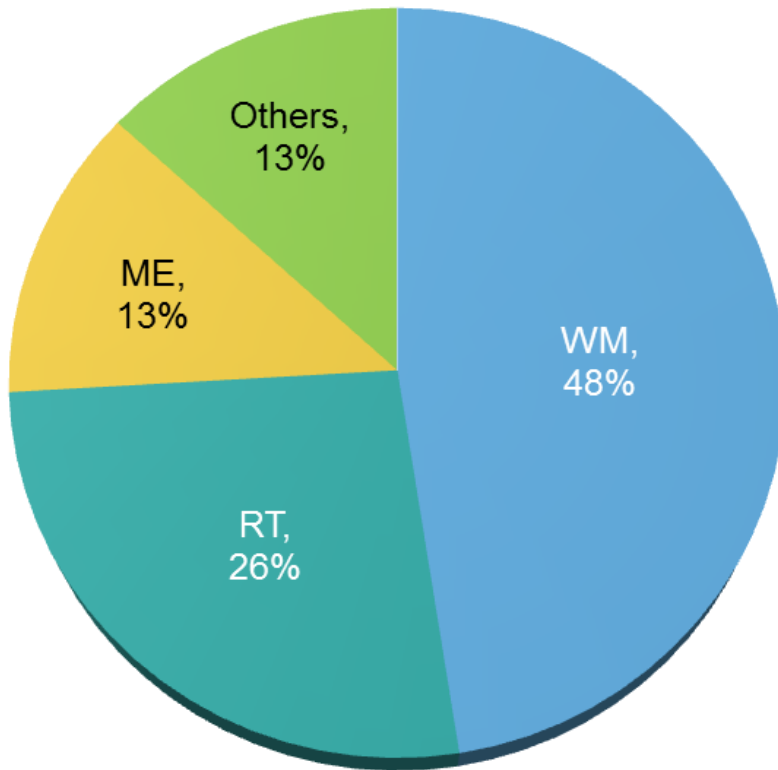
2016Q3 Act.



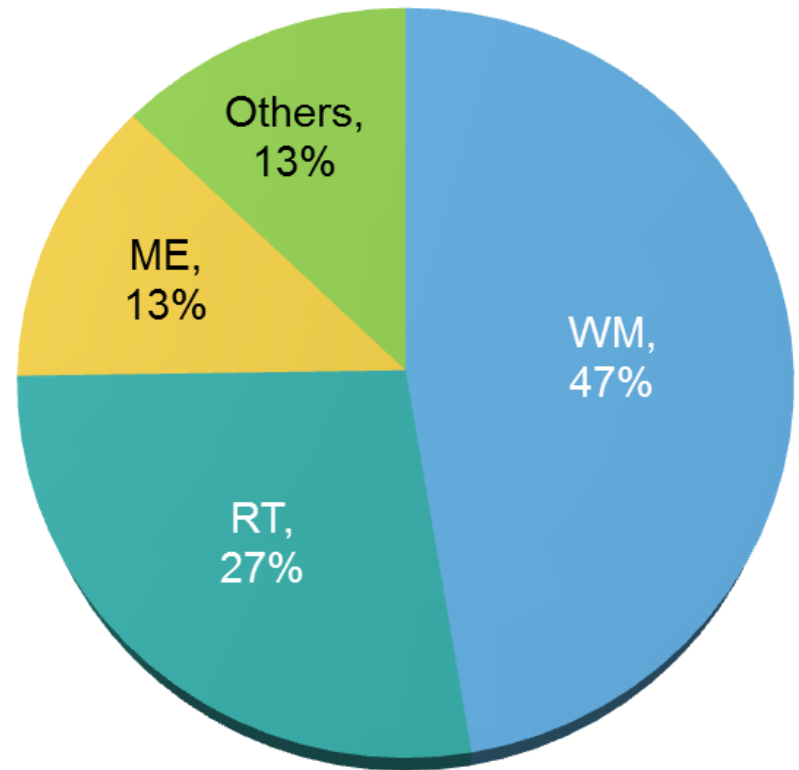


2017Q1~Q3 Sales by Product

2017Q3 Act.



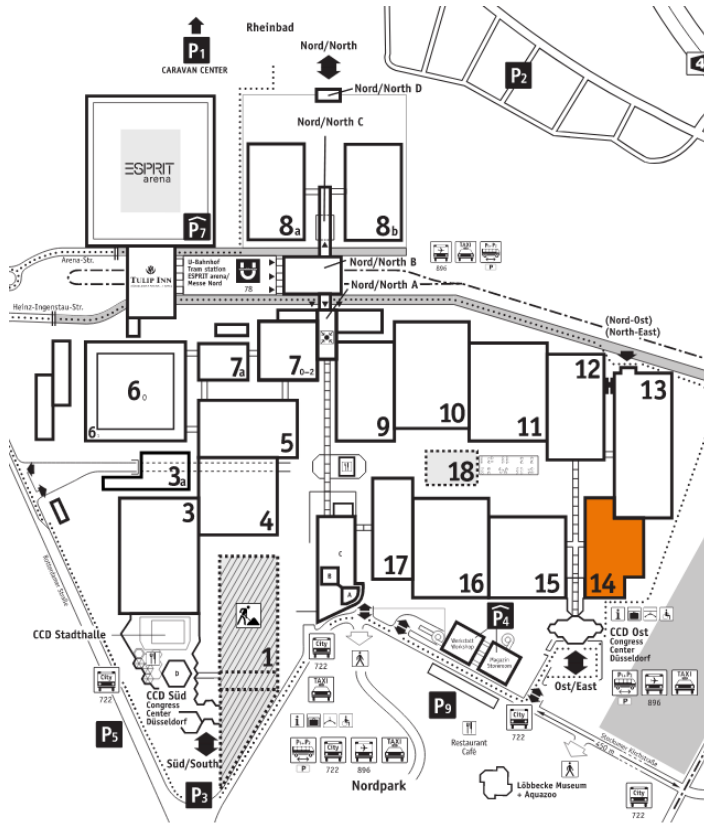
2016Q3 Act.



- Investment in Nexus DMS Ltd. in UK to expand the specialized care bed product line and to enhance cross-channel synergy (Jun. 2017)
- Unveil the new products “Pro-care Optima” and “Pro-care Turn” at MEDICA in Germany aiming to fulfill the demand from professional caregivers, which are highly appreciated by international customers (Nov. 2017)



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2017 Medica

1. Time: 13-16 November 2017
2. Location: Düsseldorf Trade Fair Centre
3. APEX Booth: Hall 14 B03



Apex in Medica 2017

Pro-care Optima



Simplicity Redefined

- Intuitive & Intelligent for CAREGIVER
- Comfort & Contentment for PATIENT
- Easy & Effortless for MAINTENANCE

Pro-care Optima



- **Intuitive & Intelligent for CAREGIVER**
 - Auto-recognition system & One touch setting
 - Graphing & Colored LCD reminder: current status, alarm & maintenance
 - Build-in battery & cable management
- **Comfort & Contentment for PATIENT**
 - Stable alternating process
 - All time automatic adjustment including seat inflate
 - Multi-zone pressure control with Heel relief
- **Easy & Effortless for MAINTENANCE**
 - Detailed usage log
 - Regular maintenance reminder
 - Quick detachable base to reduce clean time

| No | Date and Time | Status | Total Hrs |
|------|-------------------|--------|-----------|
| 0039 | 12/08/ 2017 14:52 | on | 1450 |
| 0038 | 05/08/ 2017 10:26 | off | 1450 |
| 0037 | 03/08/ 2017 20:30 | on | 1380 |
| 0036 | 25/07/ 2017 07:30 | off | 1380 |
| 0035 | 19/07/ 2017 15:30 | on | 1230 |

↑ ↓ Reset Back →



Pro-care Turn

A Turning Point for Better Patient Care

- Intuitive & Intelligent for CAREGIVER
- Comfort & Contentment for PATIENT
- Easy & Effortless for MAINTENANCE

Pro-care Turn



➤ Intuitive & Intelligent for CAREGIVER

- Reduce the risk of staff injuries and caregiver fatigue especially when the night-shift staff is limited.
- Assure non-stop pressure relief for up to 6 hours.

➤ Comfort & Contentment for PATIENT

- 3-in-1 Therapy solutions: Static, Alternate & Lateral
- Provides repositioning with low internal air pressure for body comfort and skin integrity
- Helps to move bronchial secretions and improve breath

➤ Easy & Effortless for MAINTENANCE

- Detailed usage log
- Regular maintenance reminder
- Quick detachable base to reduce clean time



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