



Because it matters

BenQ Medical Technology Corp

Investor Conference: 2022 Q2 Results

Stock Code: 4116
September 20, 2022

Safe Harbor Notice



We have made forward-looking statements in the presentation. Our forward-looking statements contain information regarding, among other things, our financial conditions, future expansion plans and business strategies. We have based these forward-looking statements on our current expectations and projections about future events. Although we believe that these expectations and projections are reasonable, such forward-looking statements are inherently subject to risks, uncertainties, and assumptions about us.

We undertake no obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events might not occur and our actual results could differ materially from those anticipated in these forward-looking statements.

Agenda



- **Company Profile** CFO Stella Wu
- **2022 Q2 Financial Results** CFO Stella Wu
- **Business Update and Outlook** Vice Chairman Harry Yang
President Michael Kuan
- **Q&A**

Company Profile

BMTC



BMTC is a company that focuses on 3 segments including Medical Equipment, Medical Disposables and Medical Service and creates a grand fleet of Smart Healthcare.

Established Year 1989

IPO Year 2015

Capital NTD445M

No. of Employees 540+

Core Capabilities:

Medical Equipment R&D

Regulatory Compliance

TAF certified Lab

HQ: Taipei

Manufacture Sites:

Taoyuan, Miaoli,

Taichung, Jiangsu (China)

R&D: Taipei, Taoyuan, Miaoli

Sales/Service Site:

NEW BEST HEARING 45 Stores

CK-Care Pharmacy 7 Stores

**Concord On-Site service
for 12 hospital**

2022 First Half Revenue

NTD1,417M

2021 Revenue

NTD1,465M

Newly-Joined Companies:

CK-Care

CONCORD MEDICAL CO., LTD

2022 Q2 Financial Results

Consolidated Statement of Comprehensive Income (Quarterly)



Unit: NT\$ Thousand

	2022 Q1		2022 Q2		QoQ	2021 Q2		YoY
Net Sales	615,021	100 %	801,514	100 %	30 %	337,193	100 %	138 %
Cost of Goods Sold	(438,086)	-71 %	(582,334)	-73 %		(234,396)	-70 %	
Gross Margin	176,935	29 %	219,180	27 %	24 %	102,797	30 %	113 %
Operating Expenses	(157,375)	-26 %	(157,038)	-19 %		(99,954)	-29 %	
Operating Income	19,560	3 %	62,142	8 %	218 %	2,843	1 %	2,086 %
Net Non-Operating Income	83,361	14 %	1,021	0 %		4,243	1 %	
Net Income	98,570	16 %	50,497	6 %	-49 %	5,317	2 %	850 %
Net Income Attributable to BMTC	87,662	14 %	34,899	4 %	-60 %	3,362	1 %	938 %
EPS (NT\$) (a)	1.97		0.78			0.08		

(a)EPS was calculated based on total weighted-averaged outstanding shares (44,566k shares)

Consolidated Statement of Comprehensive Income (First Half)



Unit: NT\$ Thousand

	2022 1H		2021 1H		YoY
Net Sales	1,416,535	100 %	668,760	100 %	112 %
Cost of Goods Sold	(1,020,420)		(445,585)		
Gross Margin	396,115	28 %	223,175	33 %	77 %
Operating Expenses	(314,413)		(212,778)		
Operating Income	81,702	6 %	10,397	2 %	686 %
Net Non-Operating Income	84,382		7,164		
Net Income	149,067	11 %	12,680	2 %	1,076 %
Net Income Attributable to BMTC	122,561	9 %	8,241	1 %	1,387 %
EPS (NT\$) (a)	2.75		0.18		
Net Worth/Share (NT\$) (b)	25.57		22.83		

(a)EPS was calculated based on total weighted-averaged outstanding shares (44,566k shares)

(b)Net worth per share was calculated based on total outstanding shares (44,566k shares)

Consolidated Balance Sheet Highlights



Unit: NT\$ Thousand

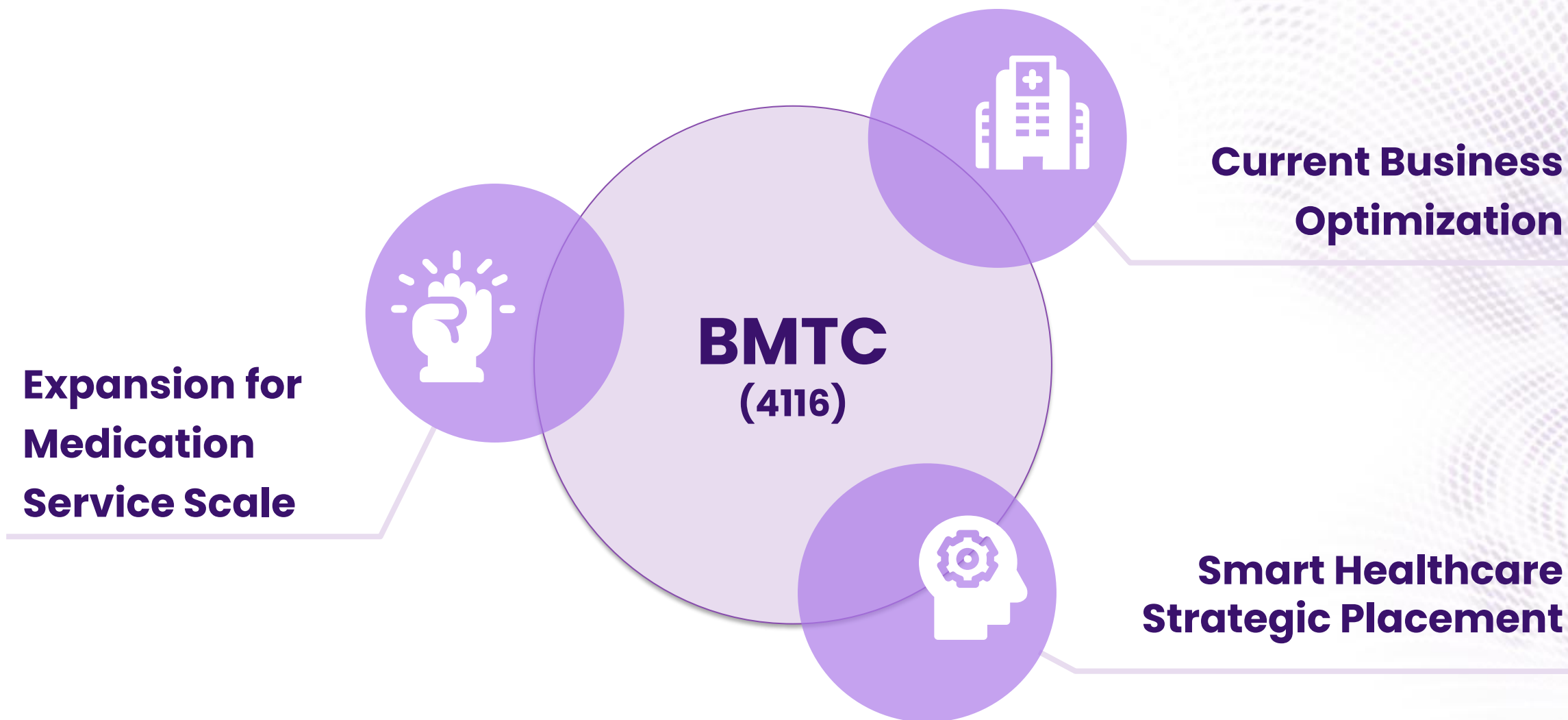
	2022.03.31		2022.06.30		QoQ	2021.06.30		YoY
Cash & Equivalent	641,381	19 %	607,252	19 %	-5 %	260,183	15 %	133 %
Accounts Receivable	484,684	15 %	531,582	17 %	10 %	168,303	10 %	216 %
Inventory	287,566	9 %	269,260	8 %	-6 %	212,762	12 %	27 %
PP&E (a)	1,471,191	45 %	1,437,838	44 %	-2 %	851,065	49 %	69 %
Total Assets	3,275,164	100 %	3,241,111	100 %	-1 %	1,737,439	100 %	87 %
Fin. Debt (b)	907,261	28 %	859,896	26 %	-5 %	321,577	19 %	167 %
Accounts Payable & Other Payable	603,139	18 %	602,276	19 %	0 %	301,966	17 %	99 %
Total Liabilities	1,646,925	50 %	1,593,774	49 %	-3 %	673,949	39 %	136 %
Equity	1,628,239	50 %	1,647,337	51 %	1 %	1,063,490	61 %	55 %

(a)PP&E included PP&E, Investment Property and Right of Use Asset.

(b)Fin. Debt included Long Term Financial Debts, Short Term Financial Debts and Leased Liabilities.

Business Update and Outlook

BMTC Winning Strategy



BMTC 4116

Medical Equipment

➤ Operation Room Equipment

- Surgical Light, Surgical Table, and Pendant Tower
- iQOR

➤ Diagnostic Equipment

- Portable /Cart Ultrasound
- Medical Display
- MR (Magnetic Resonance)

➤ Therapeutic Equipment

- Sport Rehabilitation
- Pet Rehabilitation

Medical Disposables

➤ IV Infusion Products

- IV Set and Extension Set
- Needleless Connector
- IV Cannula

➤ Anesthesia & RT Products

- LMA& CSC
- CPAP 、HME 、Sterile Water

➤ Surgical and General Disposables

- Surgical Disposables
- PPE

Medical Service

➤ Dentcare

- Digital Dentistry Equipment and Software
- 3D Clear Aligner

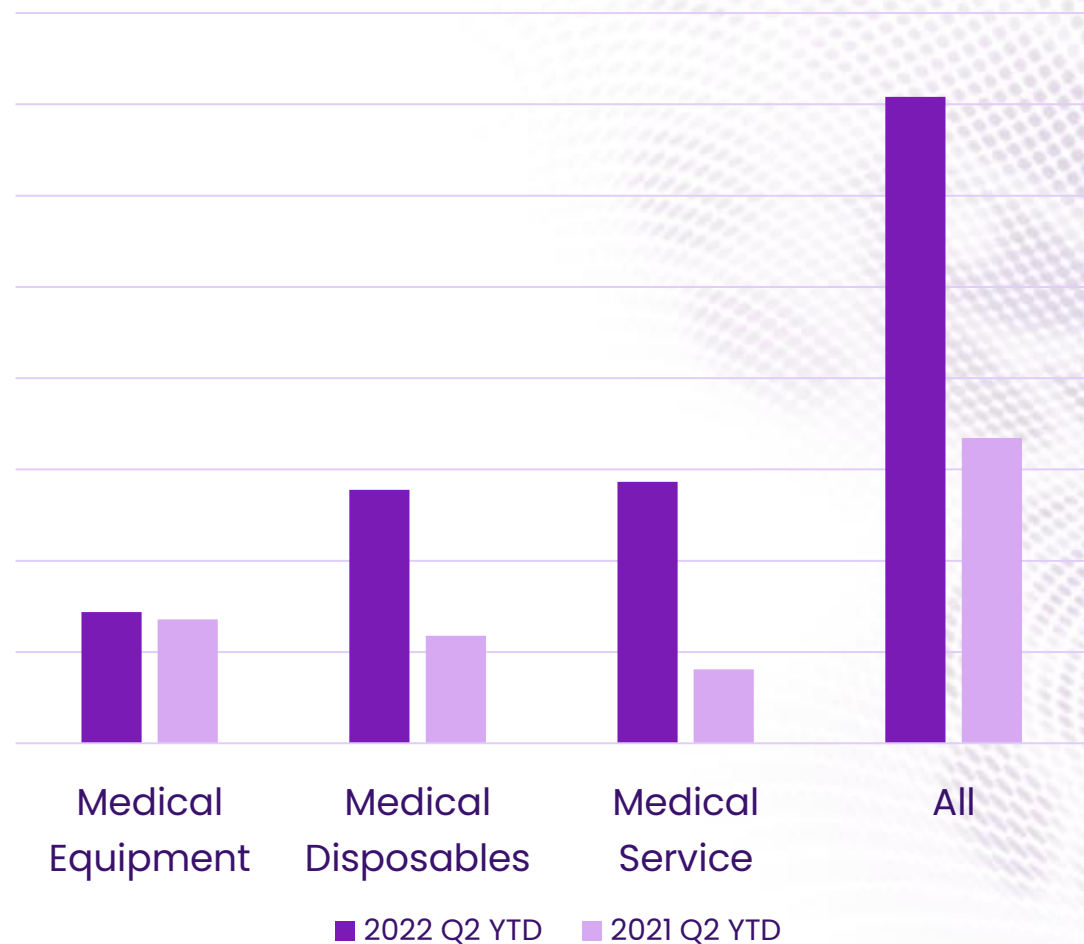
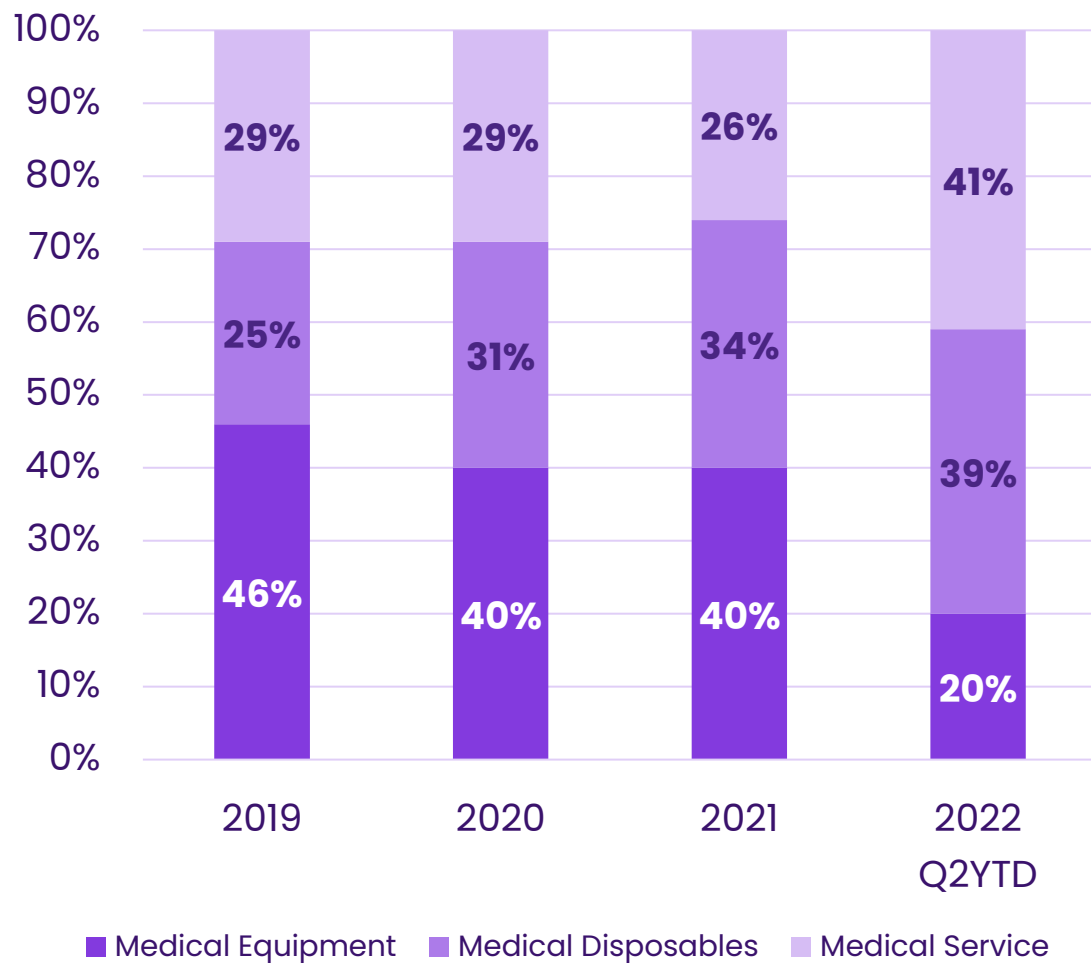
➤ Healthcare

- Hearing Service
- Smart Pharmacy

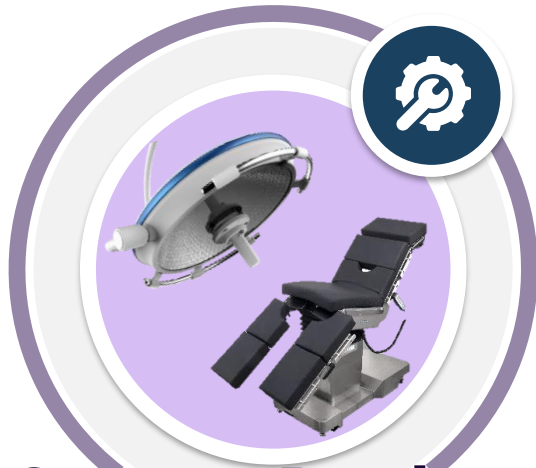
➤ Hospital Management

- Pharmaceuticals and Medical Consumables Integrated Supply
- Medical Equipment Leasing
- Hospital Management Consulting

Revenue Breakdown by Product Line



Development and Diagnosis-Medical Equipment



Current Product Optimization

Operation Room Equipment

Surgical Light
Surgical Table
Pendant Tower



Diagnostic Equipment Placement Extension

Ultrasound Equipment

Portable Ultrasound
High-End Cart Ultrasound
MR (Magnetic Resonance)



Smart Healthcare

iQOR
Vscan Air

Development and Diagnosis-Medical Disposables



Safety and Protection

Surgical and General Disposables

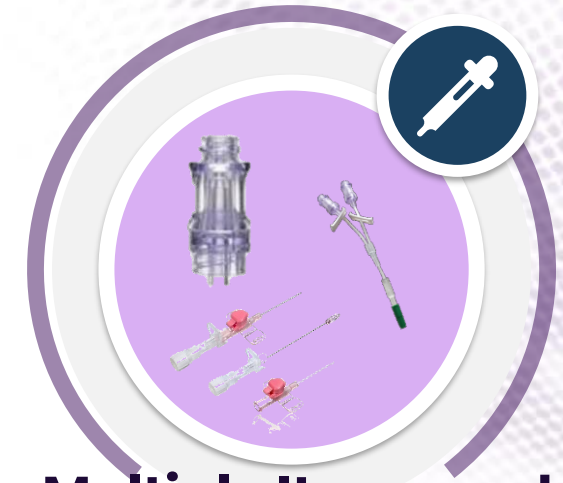
Disposable Suction Liner
Powder-Free Surgical Glove
FFP2/N95 Mask



Professional and High Add-on Value

Anesthesia & RT Products

Closed Suction Tube, LMA
Sterile Water(Aquapak)
HME/HMEF(HEPA Class 13)



Multiple Items and Professional Manufacture

IV Infusion Products

Needleless IV Set
Needleless Connector
Safety IV Cannula

Development and Diagnosis-Medical Service



Digital Dentistry

Dentcare

Digital Dentistry Equipment
and Software
3D Clear Aligner
Intra-Oral Scanner



Health Care

Healthcare

Hearing Products & Service
Smart Pharmacy
PPE



Management and Consulting Service

Hospital management

Pharmaceuticals and
Medical Consumables Integrated Supply
Medical Equipment Leasing
Hospital Management Consulting

Q&A



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