



Because it matters

BenQ Medical Technology Corp

Investor Conference: 2024 Q3 Results

Stock Code: 4116 BMTC
November 07, 2024

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**
- **2024 Q3 Financial Results**
- **Business Update and Outlook** **President** **Michael Kuan**
- **Q&A**

Company Profile



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.

Establish Year :	1989	Headquarter :	Taiwan	2024 First 3 Quarters Revenue :	
IPO Year :	2015	Manufacturing Sites :	Taiwan, China		NTD 3.448B
Capital :	NTD 445M	R&D Center :	Taiwan	2023 First 3 Quarters Revenue :	
No. of Employees :	800+	Sales and Service Centers :			NTD 3.334B
Core Capabilities :		Taiwan, China, Thailand, Indonesia		2024 First 3 Quarters Revenue Breakdown by Region :	
Medical Equipment R&D, Design, and Manufacture		New Subsidiary : Era Bioteq (Endoscopic Instruments and Materials)		Taiwan	70%
TAF Certified Lab				China	12%
Regulatory Compliance				Thailand	7%
Overseas Distribution Channels				Indonesia	6%
				Other	5%

2024 Q3 Financial Results

Consolidated Statement of Comprehensive Income (Quarterly)



Unit: NT\$ Thousand

	2024 Q2		2024 Q3		QoQ	2023 Q3		YoY
Net Sales	1,176,191	100%	1,214,966	100%	3%	1,154,785	100%	5%
COGS	(817,656)	-70%	(844,265)	-69%		(804,676)	-70%	
Gross Margin	358,535	30%	370,701	31%	3%	350,109	30%	6%
OPEX	(274,734)	-23%	(285,639)	-24%		(248,908)	-21%	
Operating Income	83,801	7%	85,062	7%	2%	101,201	9%	-16%
Net Non-Operating Income	(1,331)	0%	778	0%		(1,521)	0%	
Net Income	61,072	5%	61,474	5%	1%	74,966	7%	-18%
Net Income Attributable to BMTC	29,206	2%	26,639	2%	-9%	37,118	3%	-28%
EPS(NT\$) _(a)	0.66		0.60			0.83		

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

Consolidated Statement of Comprehensive Income (YTD)



Unit: NT\$ Thousand

	2024 Q3		2023 Q3		YoY
Net Sales	3,448,306	100%	3,334,345	100%	3%
COGS	(2,406,619)		(2,362,466)		
Gross Margin	1,041,687	30%	971,879	29%	7%
OPEX	(812,963)		(726,802)		
Operating Income	228,724	7%	245,077	7%	-7%
Net Non-Operating Income	(699)		6,714		
Net Income	167,051	5%	182,599	5%	-9%
Net Income Attributable to BMTC	78,543	2%	77,619	2%	1%
EPS(NT\$) _(a)	1.76		1.74		

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

Consolidated Balance Sheet Highlights



Unit: NT\$ Thousand

	2024.06.30		2024.09.30		QoQ	2023.09.30		YoY
Cash and Equivalent	667,868	15%	711,404	14%	7%	798,345	17%	-11%
Accounts Receivable	889,073	19%	903,902	18%	2%	854,038	19%	6%
Inventory	550,586	12%	682,905	14%	24%	509,464	11%	34%
PP&E _(a)	1,616,673	35%	1,638,183	33%	1%	1,525,211	33%	7%
Total Assets	4,618,707	100%	4,957,227	100%	7%	4,614,002	100%	7%
Current Liabilities	1,408,244	31%	1,533,103	31%	9%	1,343,177	29%	14%
Non-Current Liabilities	1,115,030	24%	1,173,212	24%	5%	1,153,536	25%	2%
Total Liabilities	2,523,274	55%	2,706,315	55%	7%	2,496,713	54%	8%
Equity	2,095,433	45%	2,250,912	45%	7%	2,117,289	46%	6%

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

Business Update and Outlook

Medical Equipment

➤ Operation Room Equipment

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

➤ Diagnostic Equipment

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

Medical Disposables

➤ IV Infusion and Anesthesia Products

- Needle Free Volume Metric Administration Set
- Needle Free Connector
- LMA

➤ Surgical and Endoscopy Products

- Surgical Disposables
- Endoscopic treatment instruments and Endoscopic Surgical Devices

➤ Dialyzer

- Hemodialysis-, Plasmapheresis-related product
- Blood Bags

Medical Service

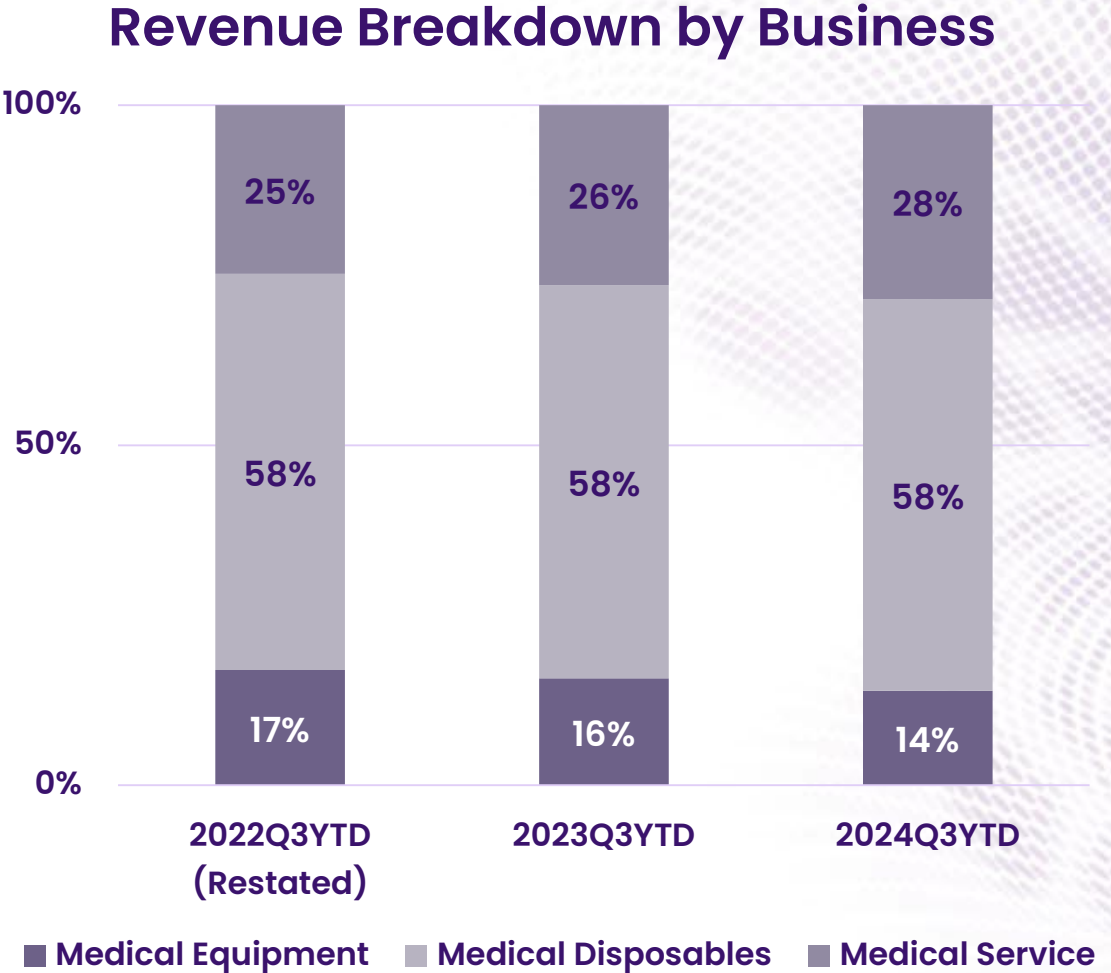
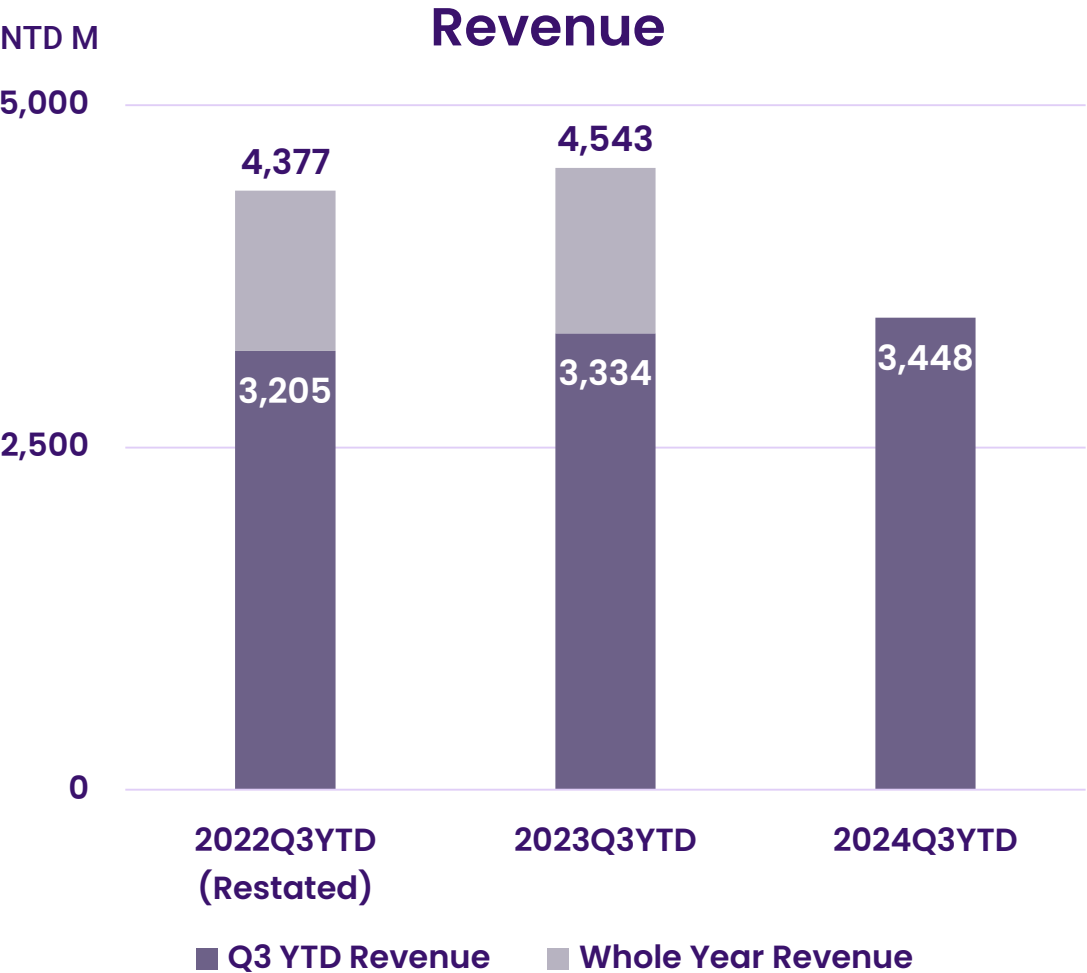
➤ Healthcare

- Hearing Service
- Smart Pharmacy

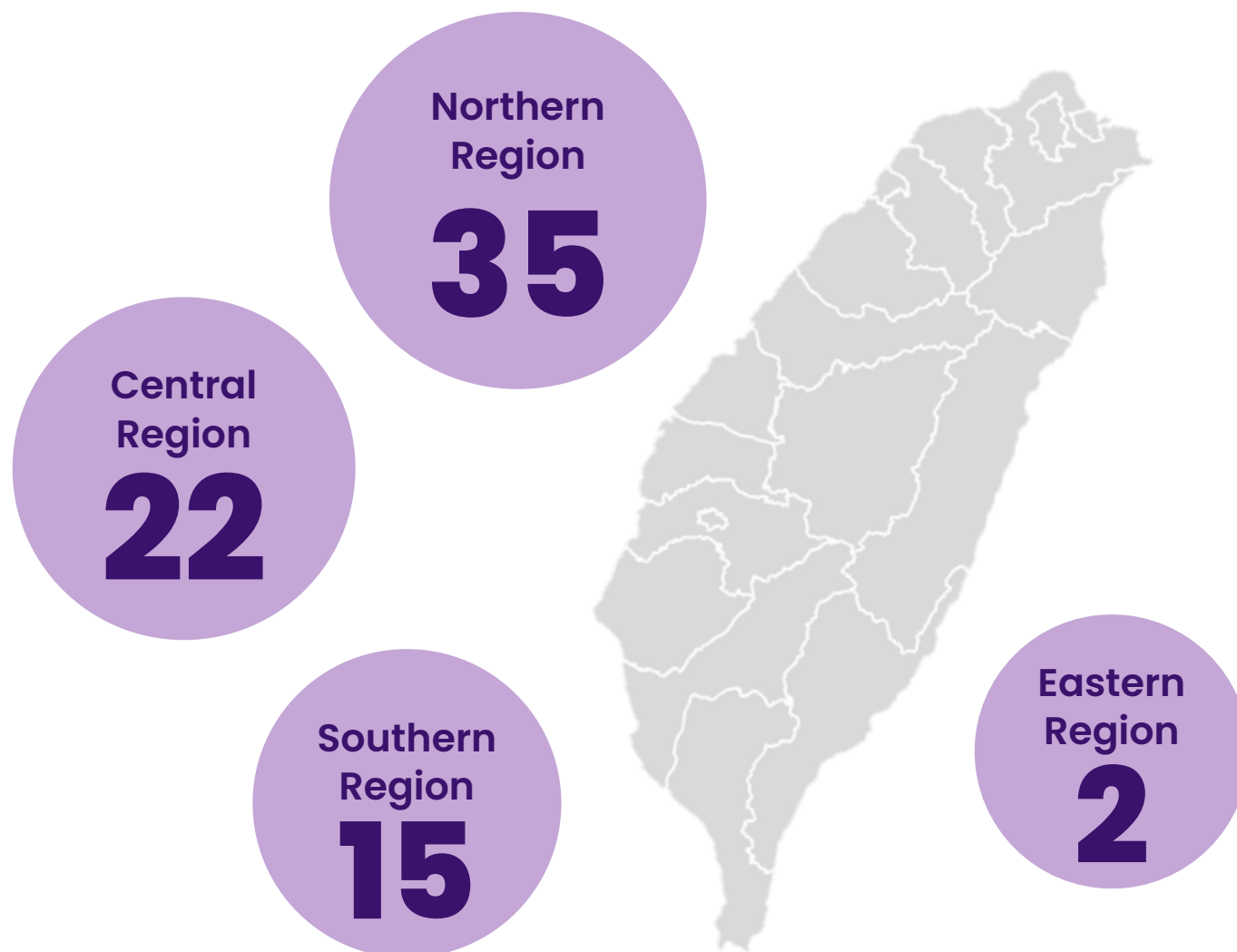
➤ Hospital Management

- Pharmaceuticals and Medical Consumables Integrated Supply
- Medical Equipment Leasing
- Hospital Management Consulting
- Digital Orthodontic Materials and Implants

Business Group Revenue Trend



BMTC Stores in Taiwan



Strategic Directions



Medical Equipment

- Expand MIC manufacture scale and set up Shanghai factory
- Increase surgical light market share and implement SKD modules in India
- Promote 3D surgical navigation robot in India market
- Continuously develop in domestic human and veterinary rehabilitation market

Medical Disposables

- Lily implements automated manufacturing modules in preparation for overseas factories set-up
- Increase product lines in Thailand and Indonesia
- Add endoscopic equipment and consumables product lines

Medical Service

- Step into medical laboratory business
- Develop platform of automation in designing braces
- Promote own brand “幸福物語” to overseas

Q&A



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