和康生物科技股份有限公司
MAXIGEN BIOTECH INC.

Q3 2024 法人說明會

IR Contact/Spokesperson
Mandy Huang
mandy.huang@mbi.com.tw

SAFE HARBOR NOTICE

TCI's statements of its current expectations are forwardlooking statements subject to significant risks and uncertainties and actual results may differ materially from those contained in the forward-looking statements.
Except as required by law, we undertake no obligation to update any forward-looking statement, whether as a result of new information, future events, or otherwise.

膠原蛋白及玻尿酸生技醫療公司

股票代號 1783
員工數 150 人

1998
公司成立

2006
生醫材料
獲美國FDA認證

2013
正式掛牌上市

2017
生醫材料
獲印尼上市許可證

2018
生醫材料獲
俄羅斯、馬來西亞、台灣
上市許可證

2019
生醫材料獲
歐盟CE許可證

2021
大江生醫成為最大股東
林詠翔先生出任董事長

台塑生醫
以私募方式入股

獲馬來西亞3項產品認證

2022
取得馬來西亞、印尼、
菲律賓、印度上市許可證

芙媄登於中國東方整形美容藝術大會
重磅上市

2023
已獲准牙科基材
於阿拉伯聯合大公國上市

皮膚填補劑馬來西亞技術審查獲准

預計取得越南、澳洲、
埃及、約旦、吉爾吉斯
上市許可證

2023
據統計2023年共取證之產品品項有共計22個品項，公司至今共累計81項產品具有許可證資質

2024
關節注射劑取得沙烏地阿拉伯、澳洲與秘魯許可；膠原敷材(HAD, HAS)取得越南、泰國許可；新一代鼻腔敷料(NAS)可進入美國/台灣市場

截至H1共獲得11項產品之各國許可，整體至今累計產品品項共92項有許可證。

H2預計再取得13個核准品項，2024年將有24個產品項目獲得認證，累計105項。

Developing Future

2024上半年產品行銷活動 – 台灣地區

4/21 Orbital rejuvenation combined with O2-Lifting & MissStunnin® HA

4/24 & 4/27 MissStunnin certification workshop

5/3 Advanced dentistry in Asia-Pacific hands on

2024上半年
產品行銷
國際活動

5/18-5/19 Malaysia client-dental workshop

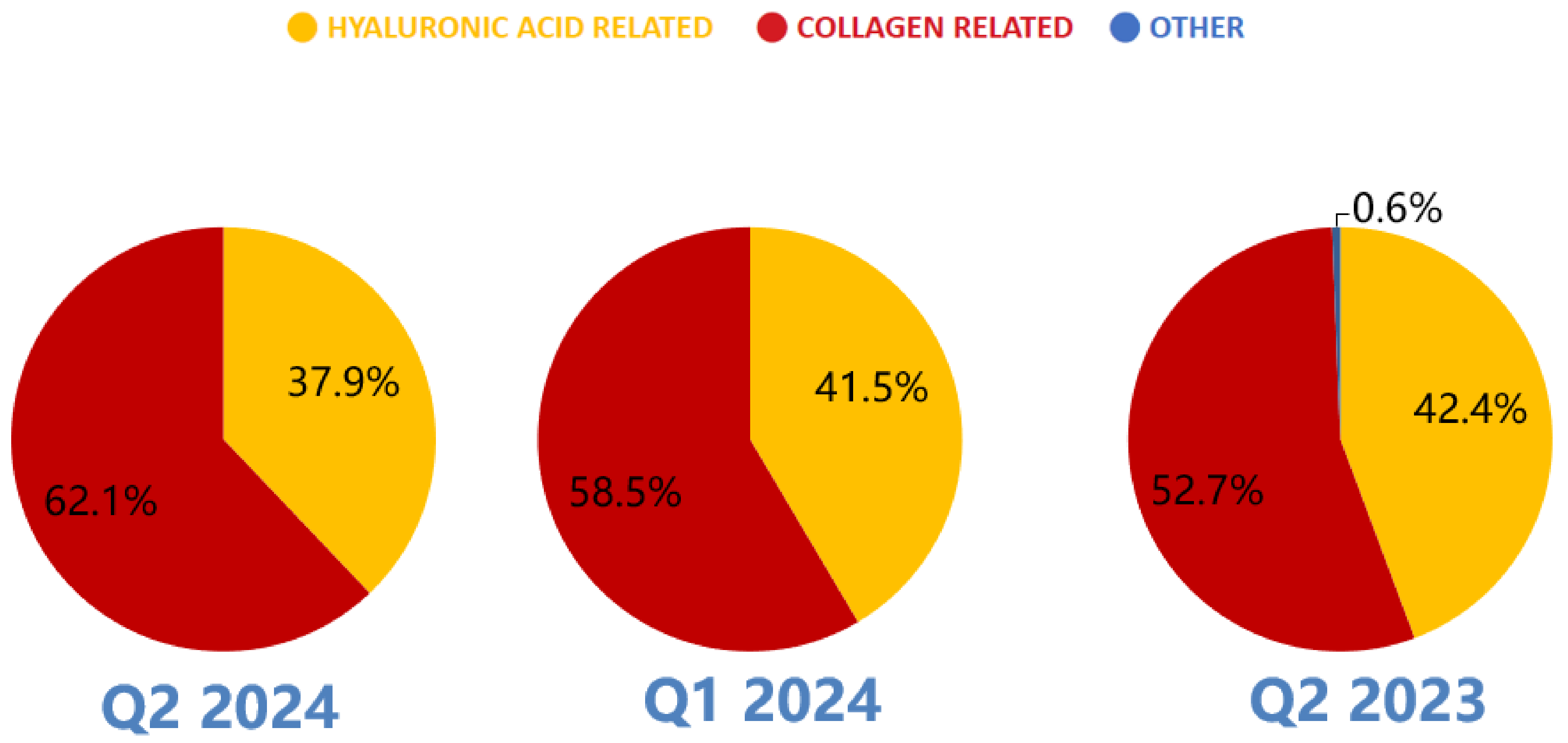
7/29-30 CN dental workshop

5/1-5/5 Saudi Arabia dental lecture + workshop

6/7-6/8 Intra-articular injection workshop with Malaysian clients

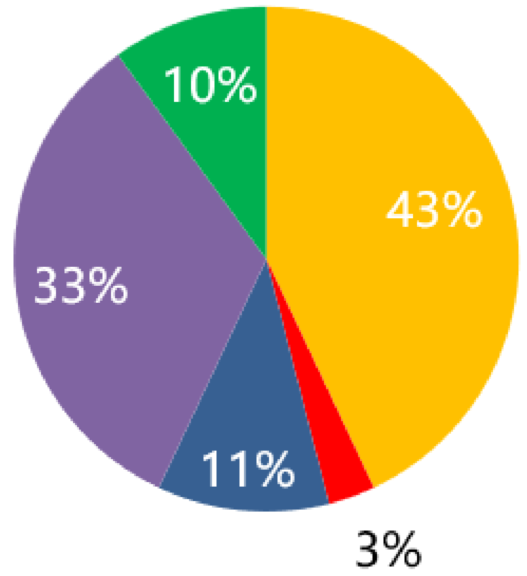
Q2 2024 營收分布-依產品

Sales Breakdown By Product

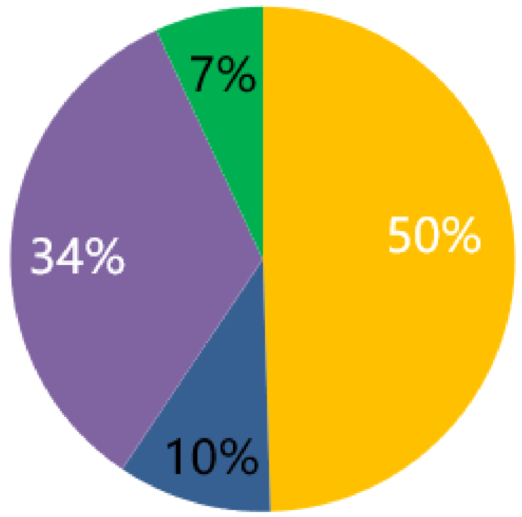


Q2 2024 營收分布-依市場

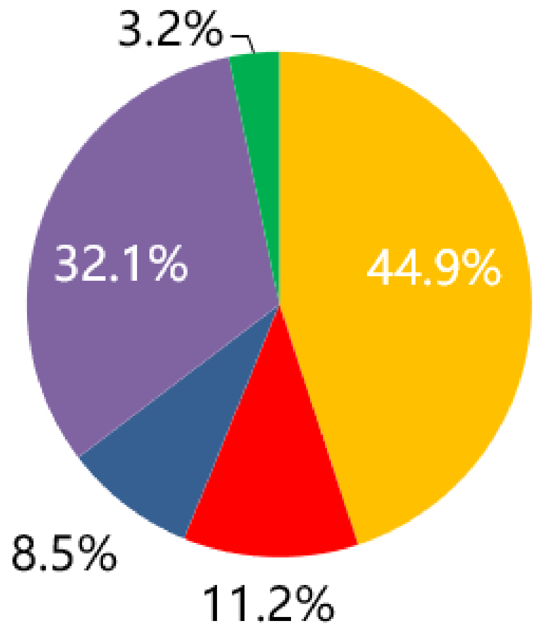
Sales Breakdown By Region



Q2 2024



Q1 2024



Q2 2023

Q2 2024

財務總覽

Financial Review

Q2 2024 損益表

Consolidated Financial Report

(in TWD $ million)	Q2 2024 Amount	%	Q1 2024 Amount	%	QoQ %	Q2 2023 Amount	%	YoY %
Operating Revenue	174	100%	128	100%	36%	171	100%	2%
Gross Margin	116	67%	88	69%	32%	116	68%	0%
Operating Expenses	-76	-44%	-62	-49%	21%	-63	-37%	20%
- Selling	-28	-16%	-27	-21%	5%	-33	-19%	-16%
- G&A	-20	-12%	-14	-11%	41%	-18	-11%	12%
- R&D	-25	-14%	-22	-17%	15%	-12	-7%	107%
- Expected Credit Losses	-3	-2%	0	0%	-	0	0%	-
Operating Profit	40	23%	25	20%	59%	53	31%	-24%
Non-Operating Income	7	4%	14	11%	-50%	8	5%	-13%
Income Tax	12	7%	-11	-9%	-214%	1	1%	1140%
Net Profit After Tax	60	34%	28	22%	110%	62	36%	-4%
Net Profit Attributable to Shareholders of the Parent	60	34%	28	22%	110%	62	36%	-4%
Basic EPS	0.66		0.32		106%	0.70		

Q2 2024 資產負債表 Selected Items from Balance Sheet

(in TWD $ million)	Q2 2024 Amount	%	Q1 2024 Amount	%	Q4 2023 Amount	%
Cash & Cash Equivalent	522	33%	485	33%	431	29%
Account Receivables	125	8%	84	6%	88	6%
Inventories	70	4%	78	5%	85	6%
Net PP&E	850	54%	843	57%	889	60%
Total Assets	1,567	100%	1,490	100%	1,493	100%
Short-Term Debt	-	0%	-	0%	-	0%
Current Liabilities	237	15%	137	9%	132	9%
Total Liabilities	237	15%	137	9%	132	9%
Total Shareholders' Equity	1,331	85%	1,353	91%	1,361	91%

Q2 2024 現金流量表

Cash Flow Statement

(in TWD $ million)	Q2 2024 Amount	Q1 2024 Amount	Q2 2023 Amount
Beginning Balance	431	431	791
Cash from Ops.	99	54	97
Cash from Investing	-13	-6	-485
Cash from Financing	5	5	0
Foreign Exchange Rate Adj.	-1	-1	0
Ending Balance	521	483	403
Free Cash Flow*	86	45	86


Q
A