



**CHC** HEALTHCARE GROUP

# 2017 Institutional Investor Conference

4164 TT



GE Healthcare

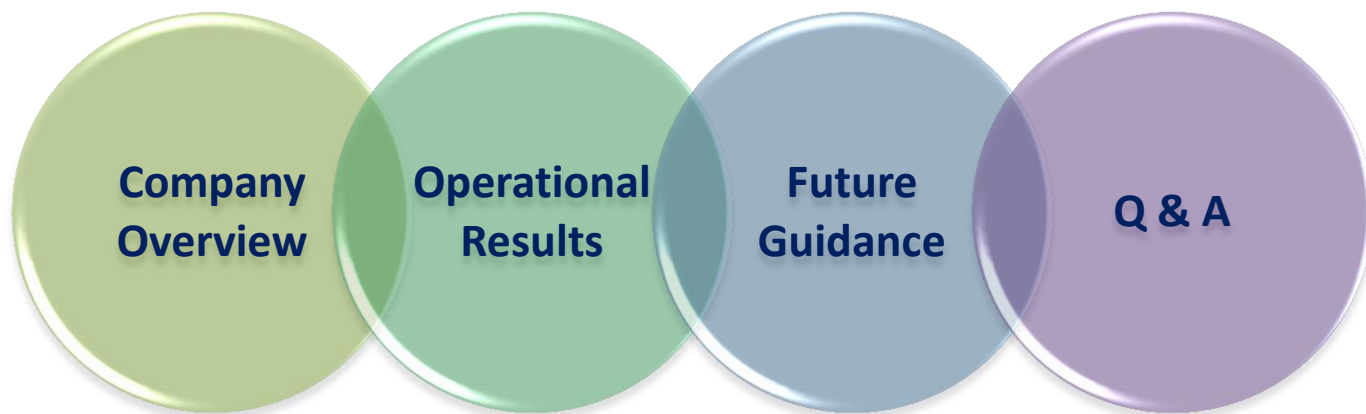


RZ  
Medizintechnik  
GmbH  
*Progress in Surgery*



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# Company Overview

Operational  
Results

Future  
Guidance

Q & A



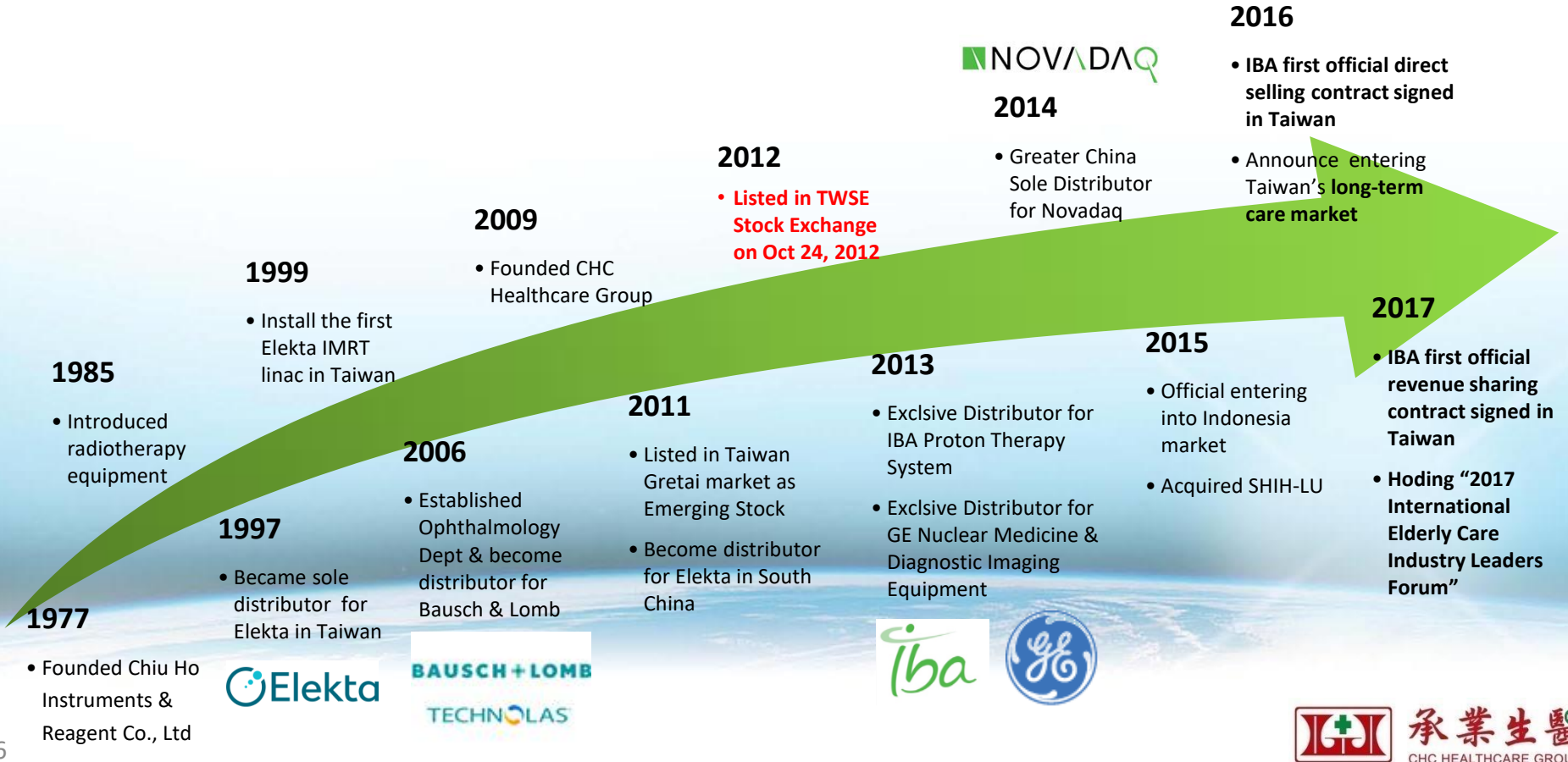
承業生醫  
CHC HEALTHCARE GROUP

# Company Introduction

- Name : **CHC Healthcare Group** (4164 TT)
- Date of Establish : 2009/11/27  
(First subsidiary, Chiu Ho Medical, was founded on 1977/08/12.)
- Chairman : Mr. Lee Pei-Lin
- Headquarters : Taipei
- Branches : Taichung, Kaohsiung, Beijing & Guangzhou
- Major Business : Providing Medical Equipment Full Service Solutions
- **Paid-in Capital : NT\$ 1.3985575 billion**
- Listing Date : 2012/10/24



# Company Milestones



# Management Team

## China

**Goung-Yu, Chen** General Manager

Great China

(Sales Director, GE Healthcare)



**Yee-Min, Jen** Chief Executive Officer

Oncology Business Group

(Director, Dept. of Radiation Oncology, Tri-Service General Hospital)



**Ching-Hsiung, Chang** Vice President

Oncology Business Group

(Chief, Radiation Oncology Dept., Kaohsiung Veterans General Hospital )



## Taiwan

**Ming-Lun, Lee** Vice President

Sales Business Group II/

Strategic Development Business Group



**Yi-Chun, Chen** Vice President

Finance Accounting Dept./ Administration Dept.

(Assistant Vice President, PricewaterhouseCoopers (PwC) Taiwan)



**Yi-Hwa, Chen** Manager

Auditing Office

(Senior Auditor, KPMG)



# Exclusive Distributor for Top Global Brands

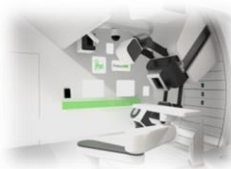
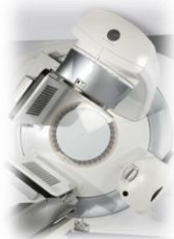
## Radiation Oncology & Neuroscience



ASHLAND

PIW FREIBURG

C-RAD



## Imaging System



Swissray



## Ophthalmology

BAUSCH+LOMB | TECHNOLAS

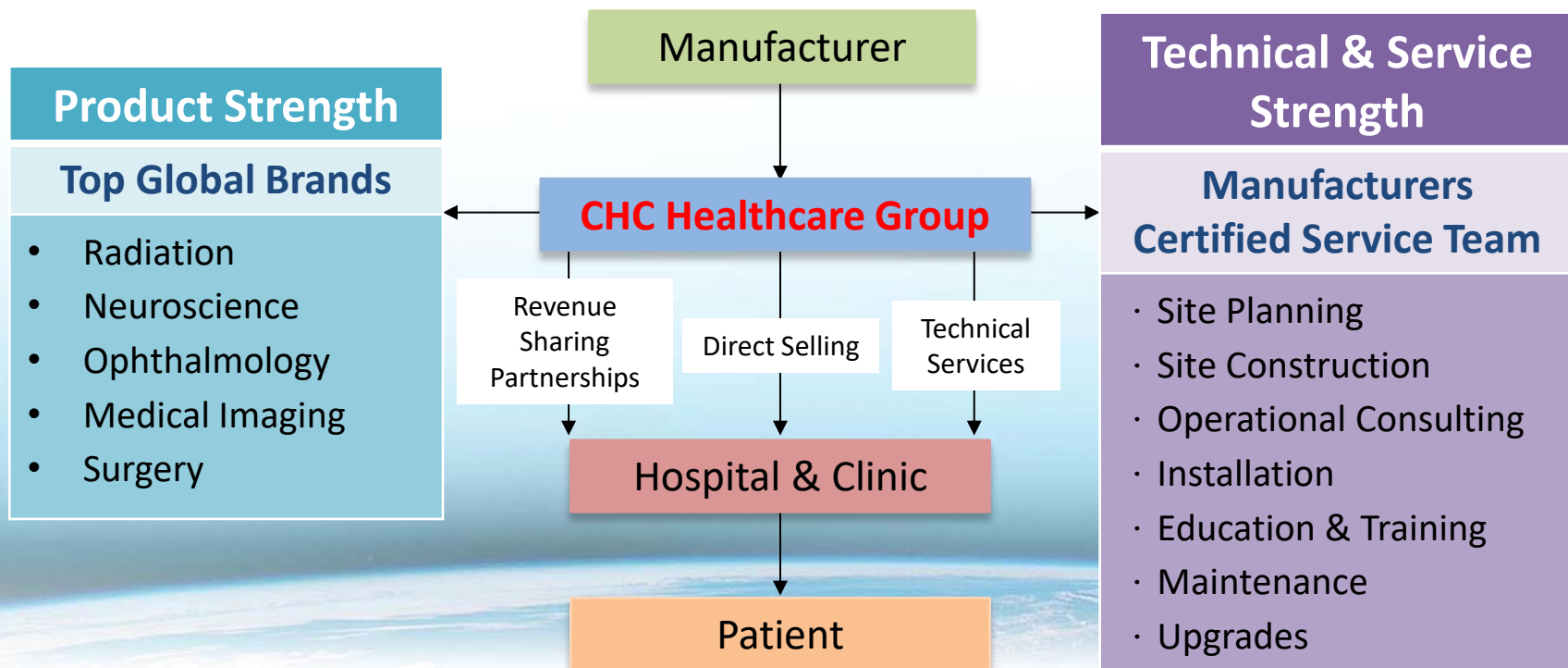


PhysIOL®

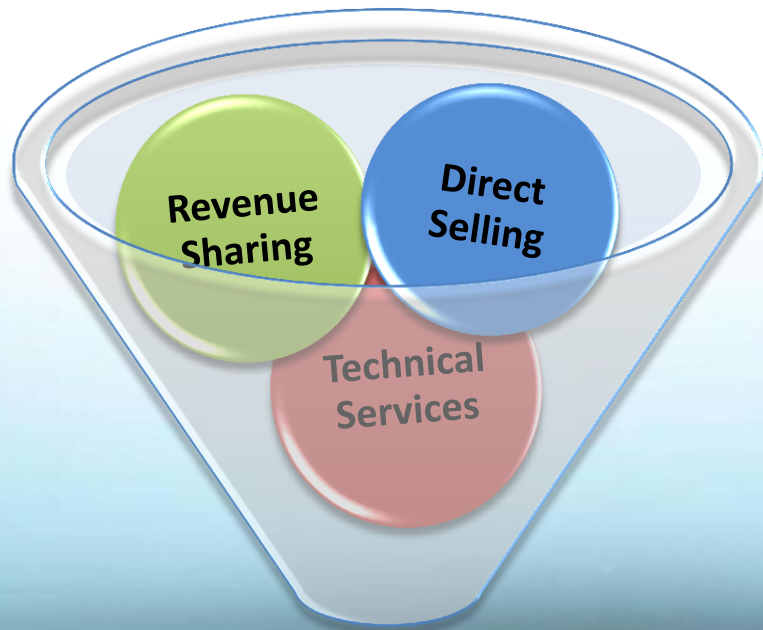


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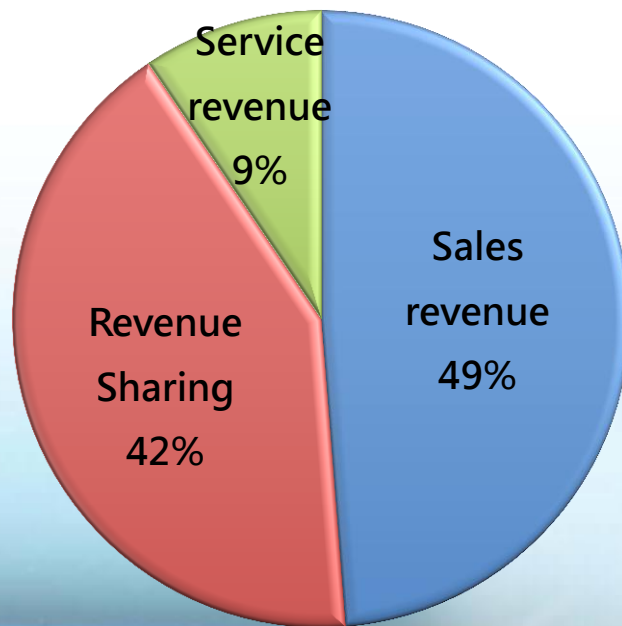
# Full Service Solution Provider “TurnKey Solutions”



# Product Mix



**Value-Added Business Model**



2016 Annual



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# Big Success in IBA Proton Therapy

CHC signed both first official **direct selling** contract  
&  
first official **revenue sharing** contract in Taiwan!!!





# IBA Proton Therapy

Unrivalled Experience

30+

YEARS OF EXPERIENCE

40+

PARTNER INSTITUTIONS

50,000+

PATIENTS TREATED

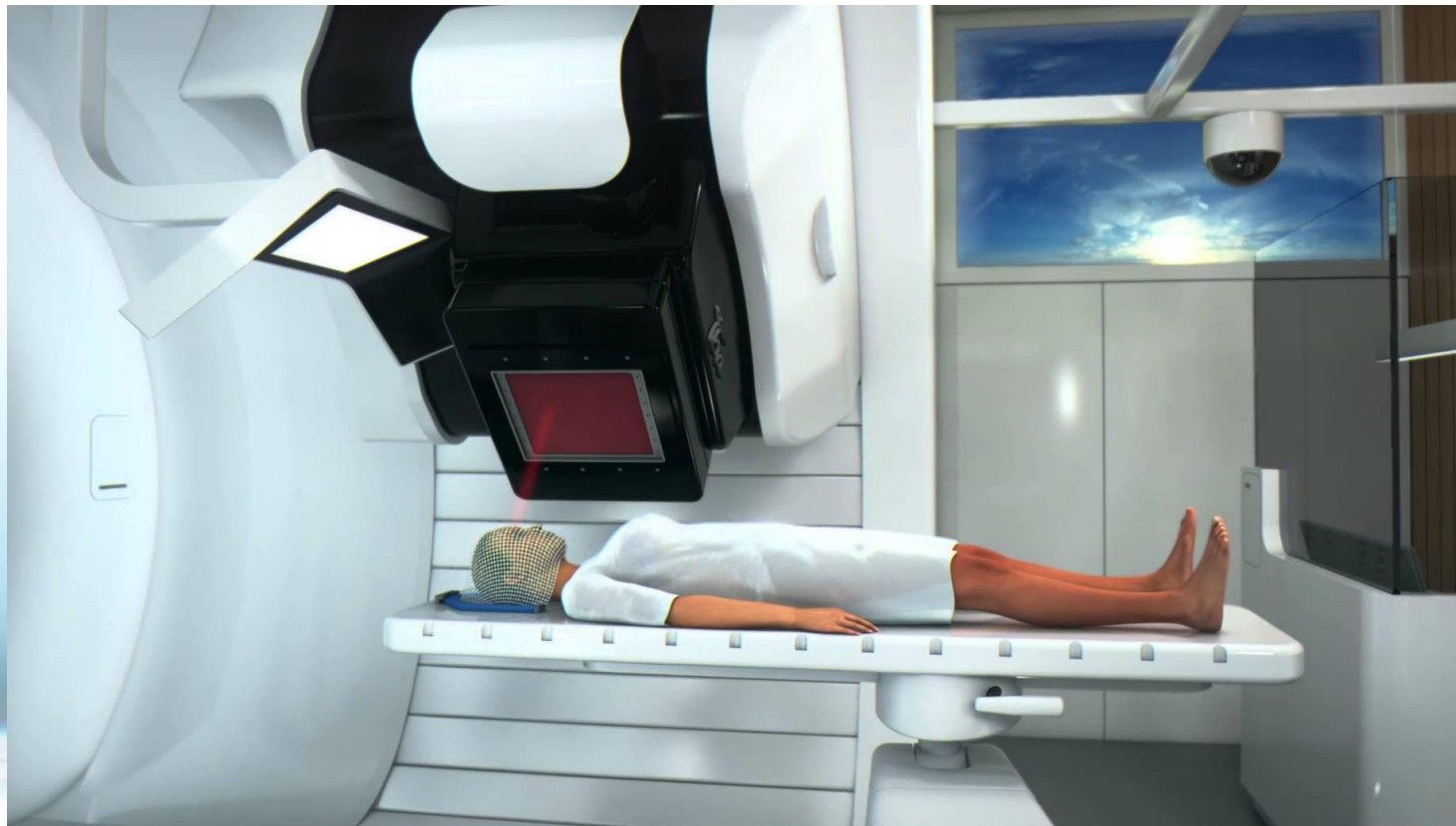
60%+

MARKET SHARE

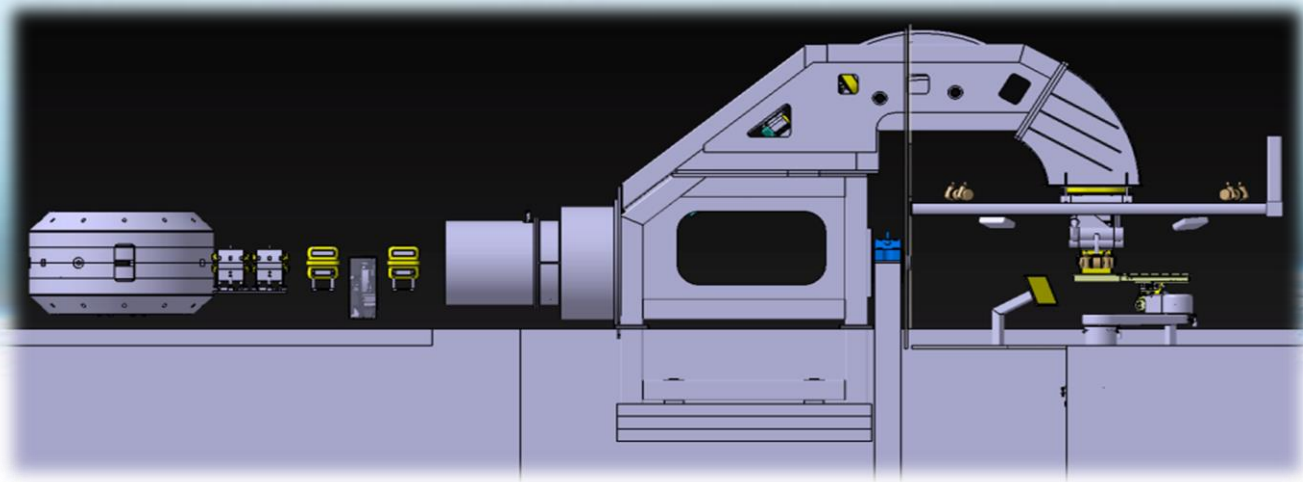
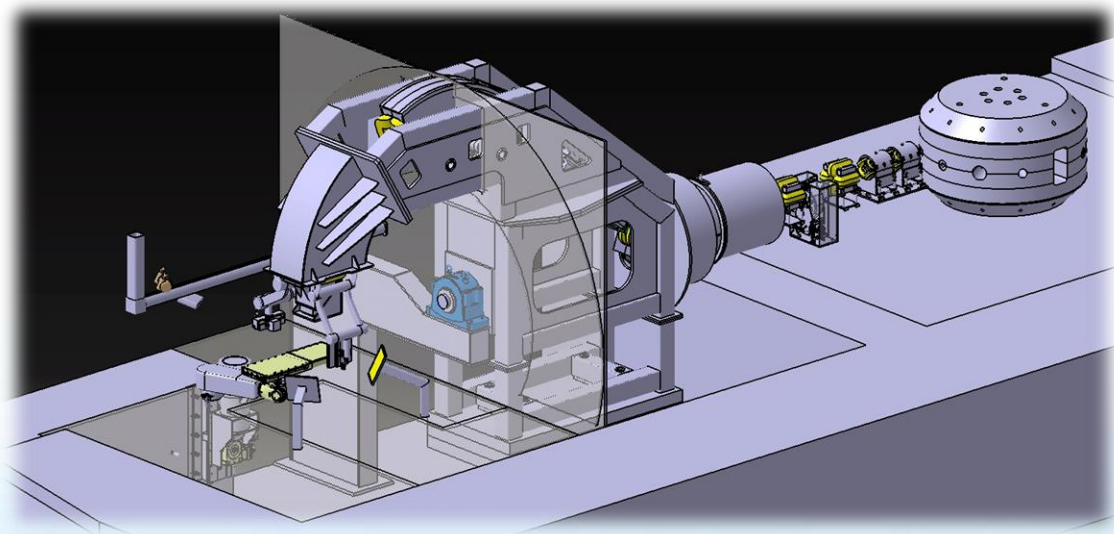


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# IBA Proteus ONE



# IBA Proteus ONE



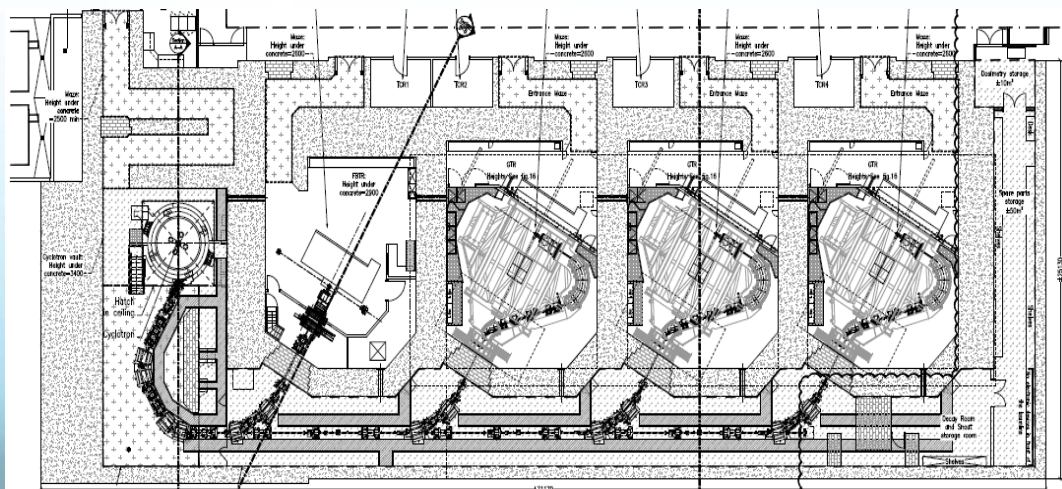
iba



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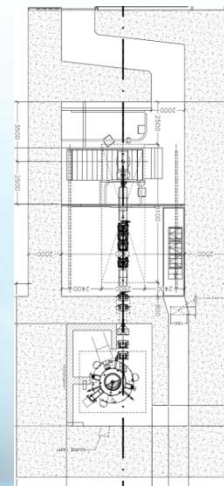
# Proton Design Flexibility

Proteus**PLUS**



1,800m<sup>2</sup>

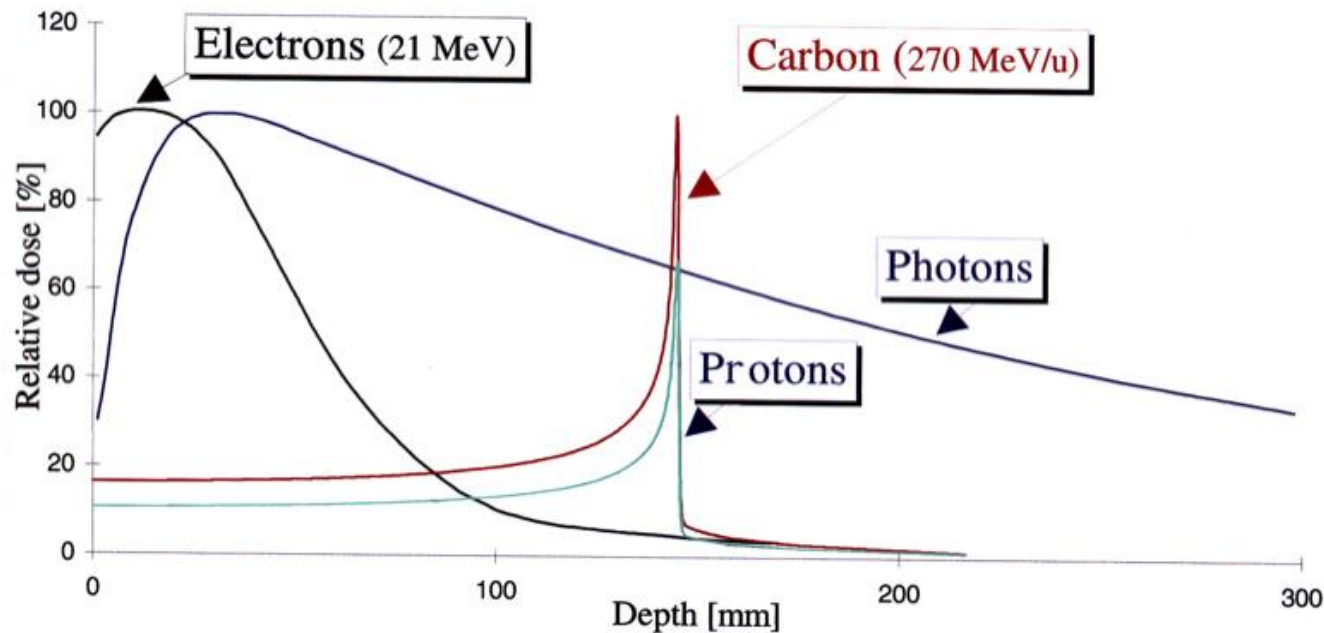
Proteus**ONE**



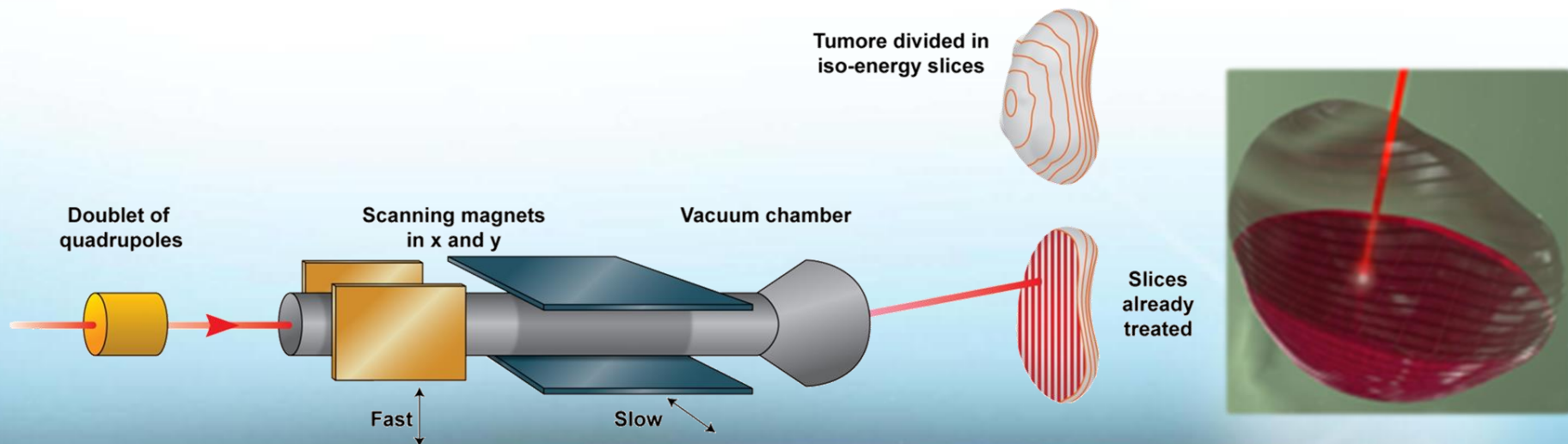
300 m<sup>2</sup>



# Precise Medicine



# Pencil Beam Scanning by IBA



# Pencil Beam Scanning by IBA



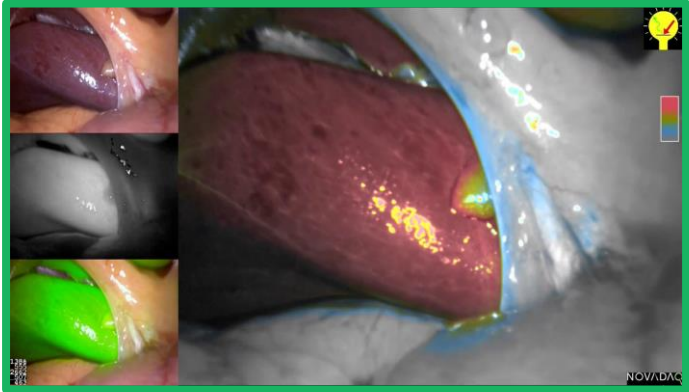
# Intra-Operative Imaging

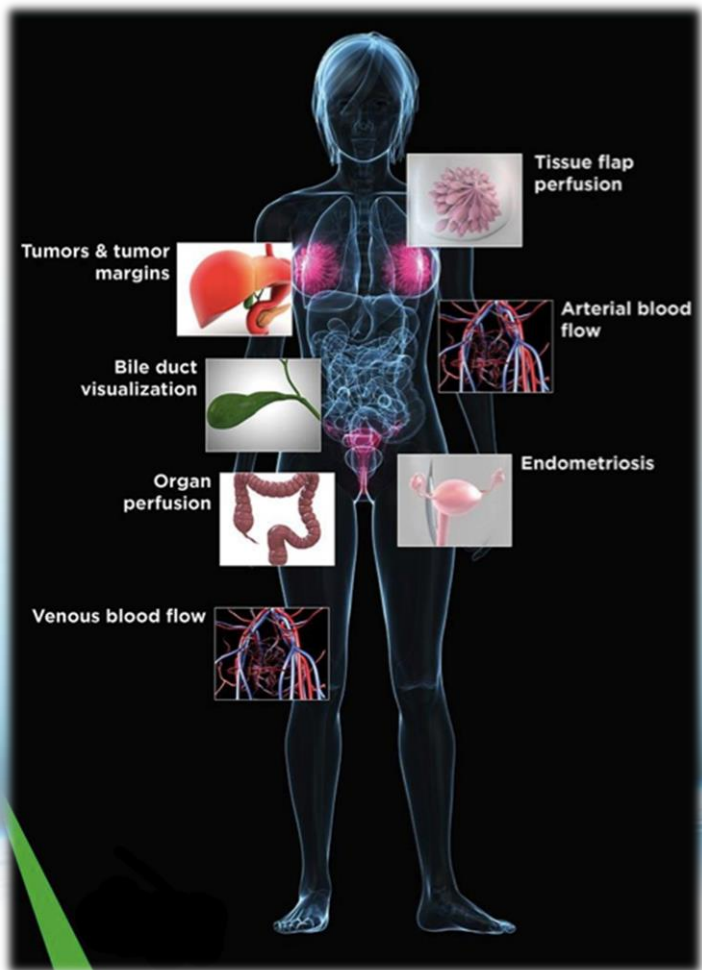


SPY



PINPOINT





# NOVA/DAQ Applications

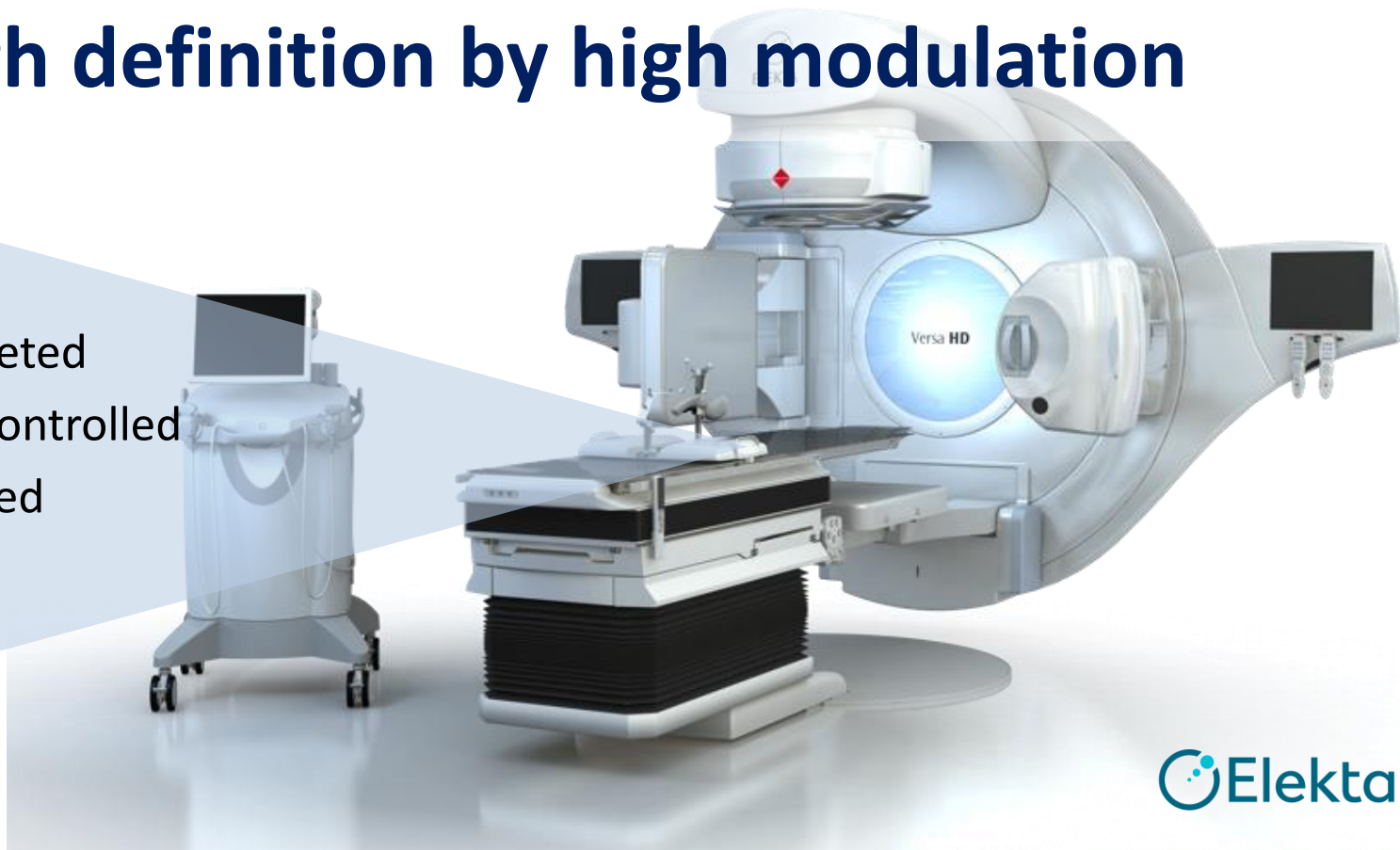
- Coronary Artery Bypass Grafting(CABG)
- Cardiovascular Surgery
- Plastic Surgery
- Reconstructive Surgery
- Microsurgery
- Organ Transplantation
- Gastrointestinal Surgery



## Elekta - Versa HD

# High definition by high modulation

- Precisely targeted
- Intelligently controlled
- Quality Assured

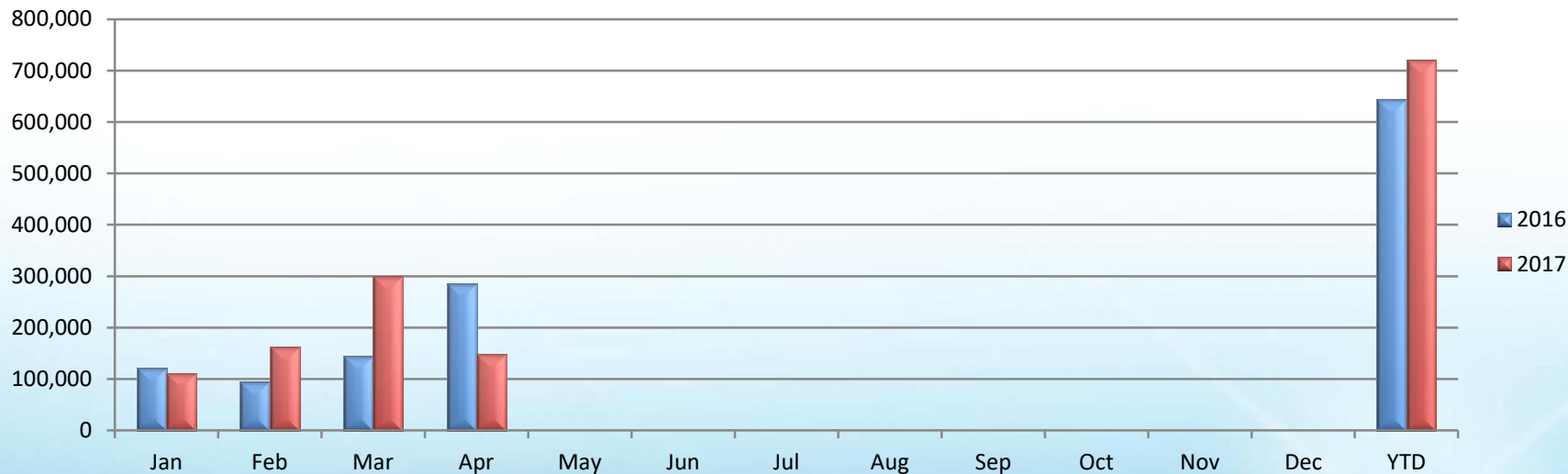


Elekta



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# Monthly Sales



|                 | 2016    | 2017    | YoY     |     | 2016    | 2017    | YoY    |
|-----------------|---------|---------|---------|-----|---------|---------|--------|
| Jan             | 120,683 | 110,226 | -8.66%  | Jul |         |         |        |
| Feb             | 93,992  | 163,062 | 73.48%  | Aug |         |         |        |
| Mar             | 144,171 | 299,674 | 107.86% | Sep |         |         |        |
| Apr             | 286,021 | 148,041 | -48.24% | Oct |         |         |        |
| May             |         |         |         | Nov |         |         |        |
| Jun             |         |         |         | Dec |         |         |        |
| (NT\$ thousand) |         |         |         | YTD | 644,867 | 721,003 | 11.81% |



# Q1 Results



|                        | 2016 Q1 | 2017 Q1 |
|------------------------|---------|---------|
| Sales                  | 360,596 | 572,962 |
| Gross Profit           | 108,736 | 185,101 |
| Gross Margin(%)        | 30.15%  | 32.31%  |
| OP Profit              | 34,395  | 114,044 |
| OP Margin (%)          | 9.54%   | 19.90%  |
| Net Profit             | 9,128   | 72,148  |
| Net Margin (%)         | 2.53%   | 12.59%  |
| Profit (parent)        | 4,522   | 72,348  |
| Net Margin (parent)(%) | 1.25%   | 12.63%  |
| EPS                    | 0.03    | 0.52    |

(新臺幣仟元)

# Corporate Governance

- **2016 Corporate Governance Evaluation**
  - Ranking between top 6%~20% among all TWSE listed companies
  - Ranking between top 21%~35% in 2015
- **Receive the Best Progress Award**
  - only 10 companies are awarded among all TWSE listed companies



# Corporate Social Responsibility Report

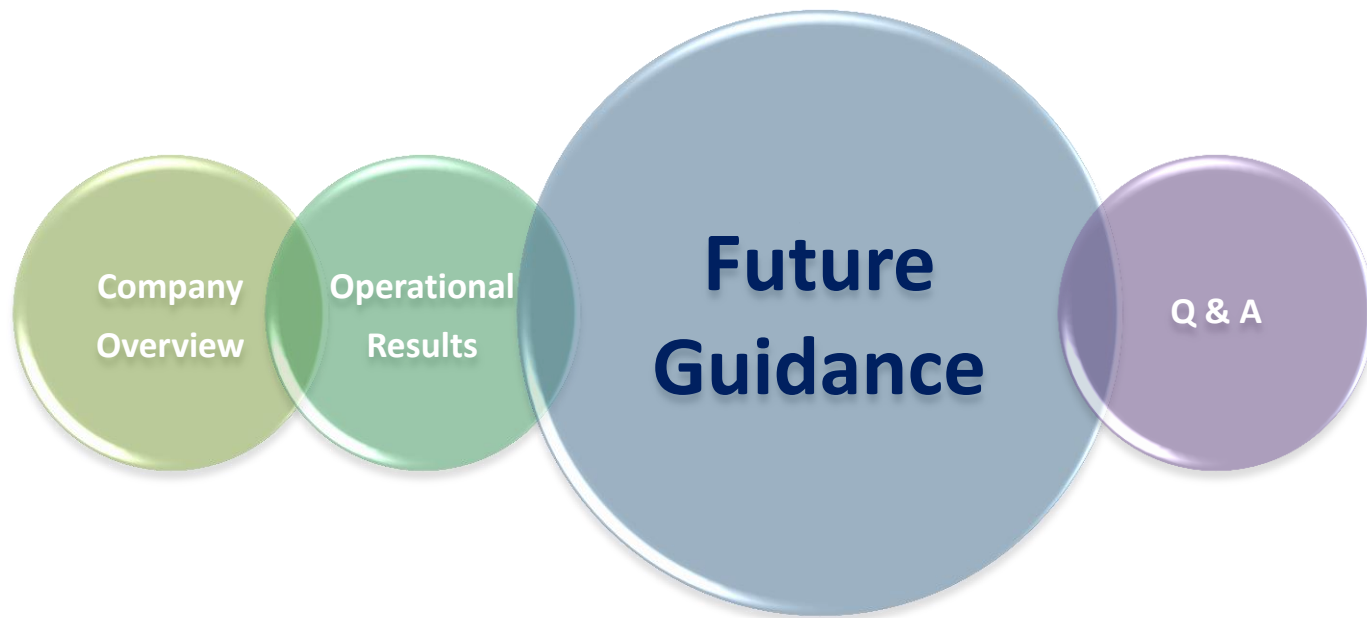
## 《2015 CHC CSR Report》

- Release Date: Nov. 30, 2016
- Upload on Official Website and MOPS

## 《2016 CHC CSR Report》

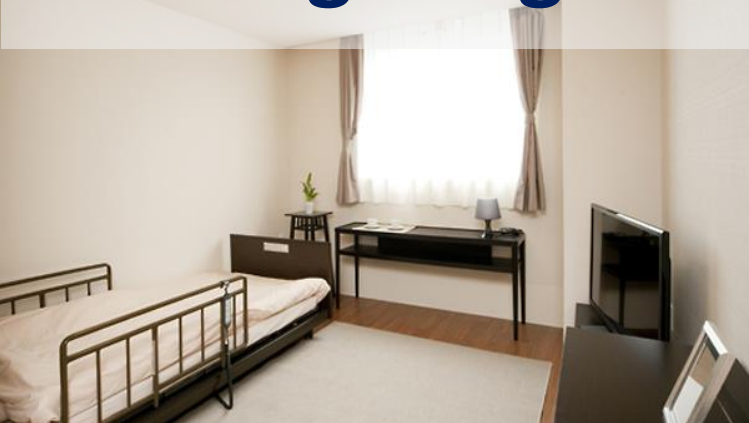
- Expected Release Date: Jun. 30, 2017







# Entering Long-Term Care Market



Signing Ceremony for Memorandum of Understanding  
between CHC Healthcare Group and Sakurajyuji Group

## CHCヘルスケアグループ・桜十字グループ 覚書調印式



『CHCヘルスケアグループ・桜十字グループ 覚書調印式』

- Signing Ceremony for Memorandum of Understanding -



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桜十字  
Sakurajyuji Group

## MoU Signed with **Sakurajyuji Group**

2016 · 10 · 04



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# Sakurajyuji Group



桜十字  
Sakurajyuji Group

- Name : **Sakurajyuji Group**
- Date of Establish : 2006/07
- CEO : Mr. Tomoki Nishikawa
- Number of employees : About 2,100 people
- Headquarters : Kumamoto
- Branches : Kumamoto, Tokyo, Fukuoka, Yatsushiro, Singapore & Philippines
- Major Business : Running Hospital and Long-term Care Services Business



# Elder-Friendly Design

# Joint Organizer of International Forum

## Attention of the society X CHC's strong appeal

- 2017 International Elderly Care Industry Leaders Forum”
- Global VIP Speakers from USA, Japan and Korea
- The combination of industry, official, academic and medical
- Over 1000 attendees
- New Perspective, New Insight, New Future for Taiwan Elderly Care Industry



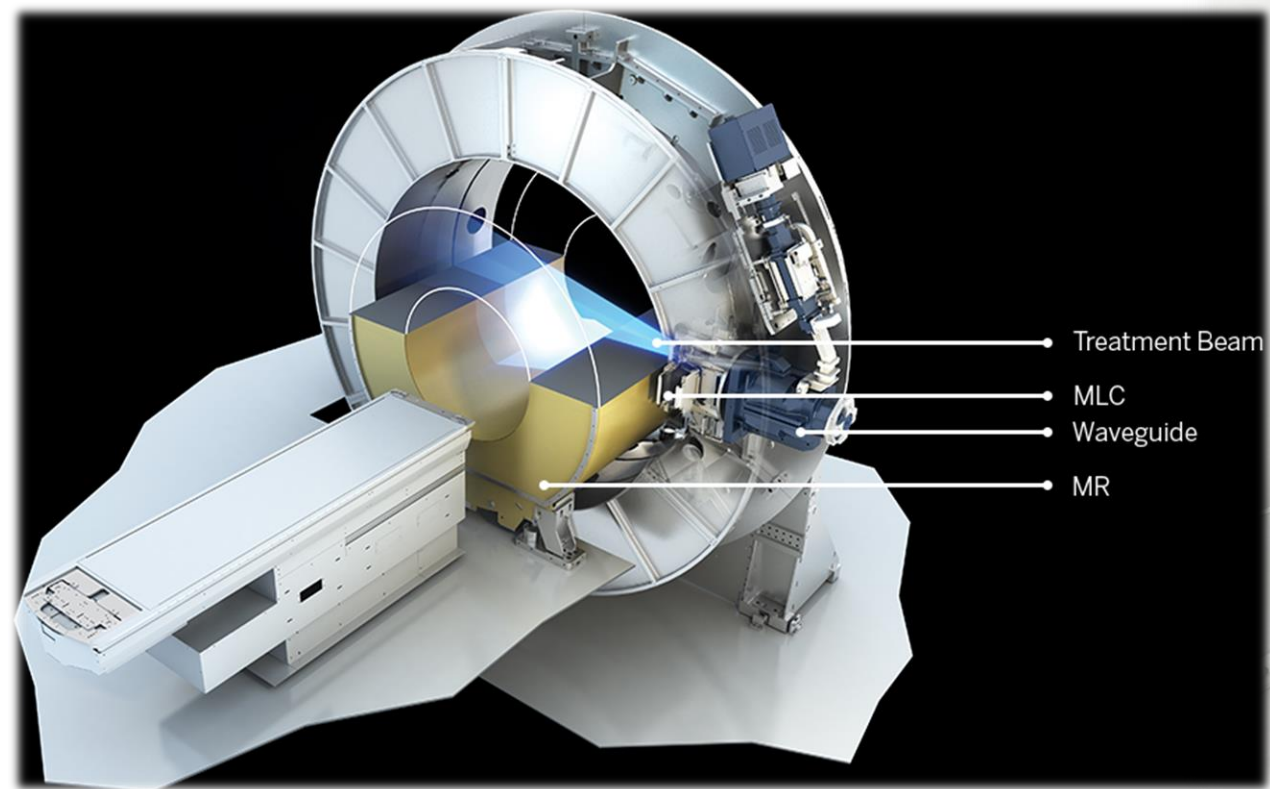


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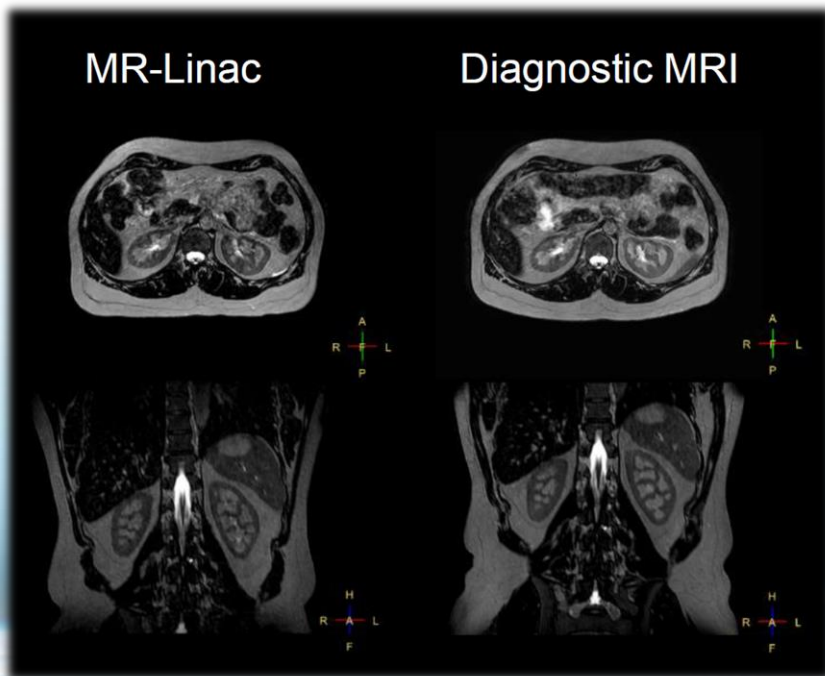
A photograph of two men in a radiotherapy treatment room. The man on the left, wearing a dark blazer over a blue shirt, is gesturing with his hands while speaking. The man on the right, wearing a grey long-sleeved shirt, is leaning over a patient table and looking at a circular device. The room contains a large white linear accelerator machine and a metal frame with padded rollers. The text "Introduce New Product" is overlaid in large blue font at the bottom of the image.

# Introduce New Product

# Elekta MR-Linac



# MR Adaptive RT



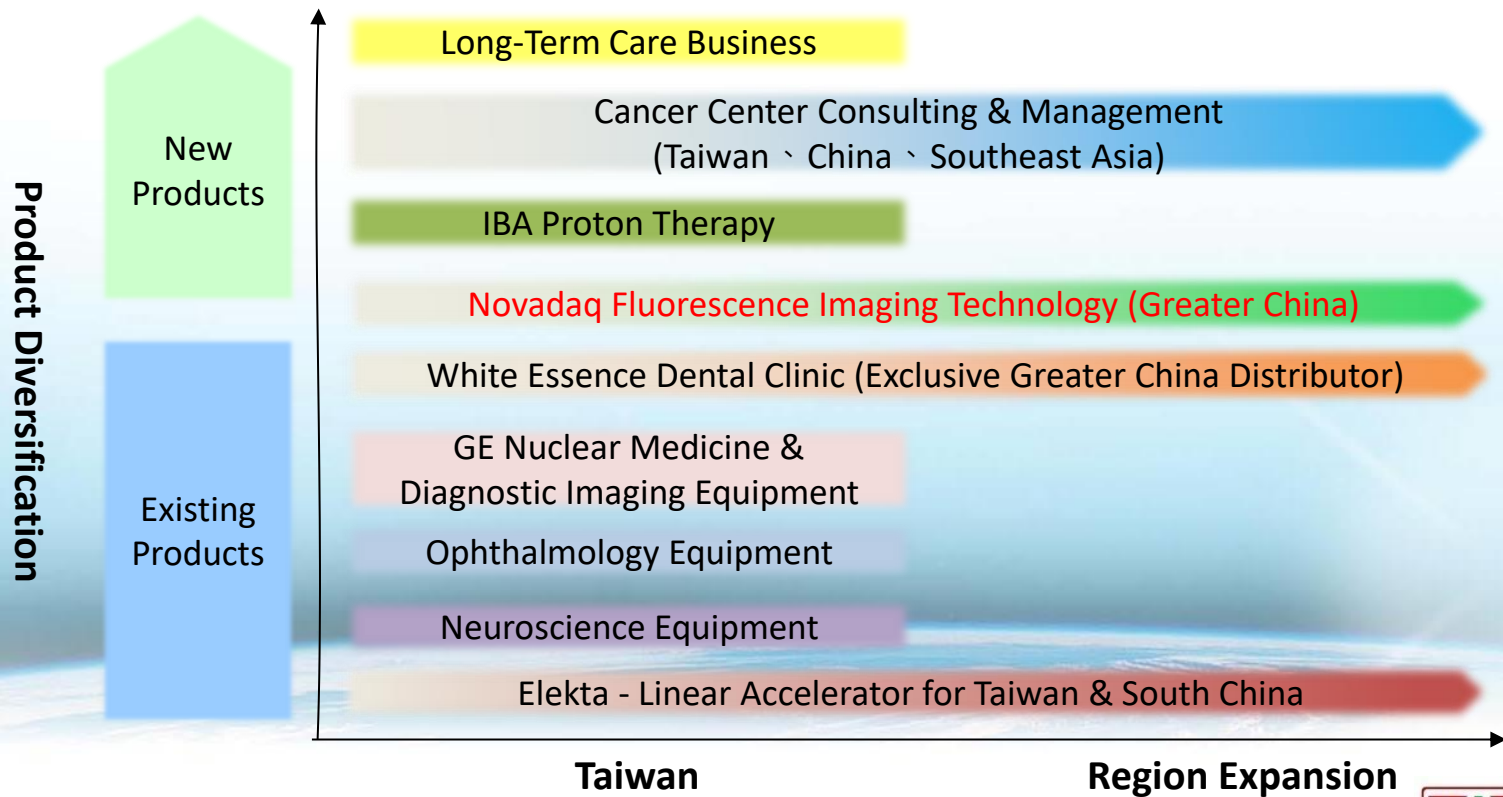
**Soft Tissue Imaging  
with Diagnostic Quality**

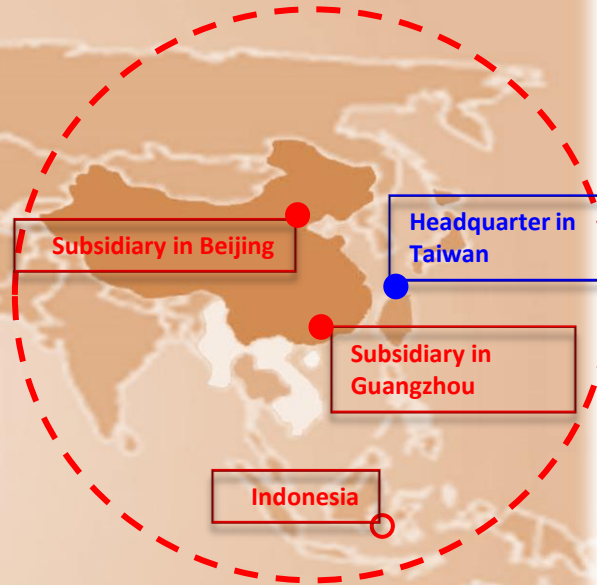


**HD Dynamic Radiosurgery**



# Products and Geography Expansion

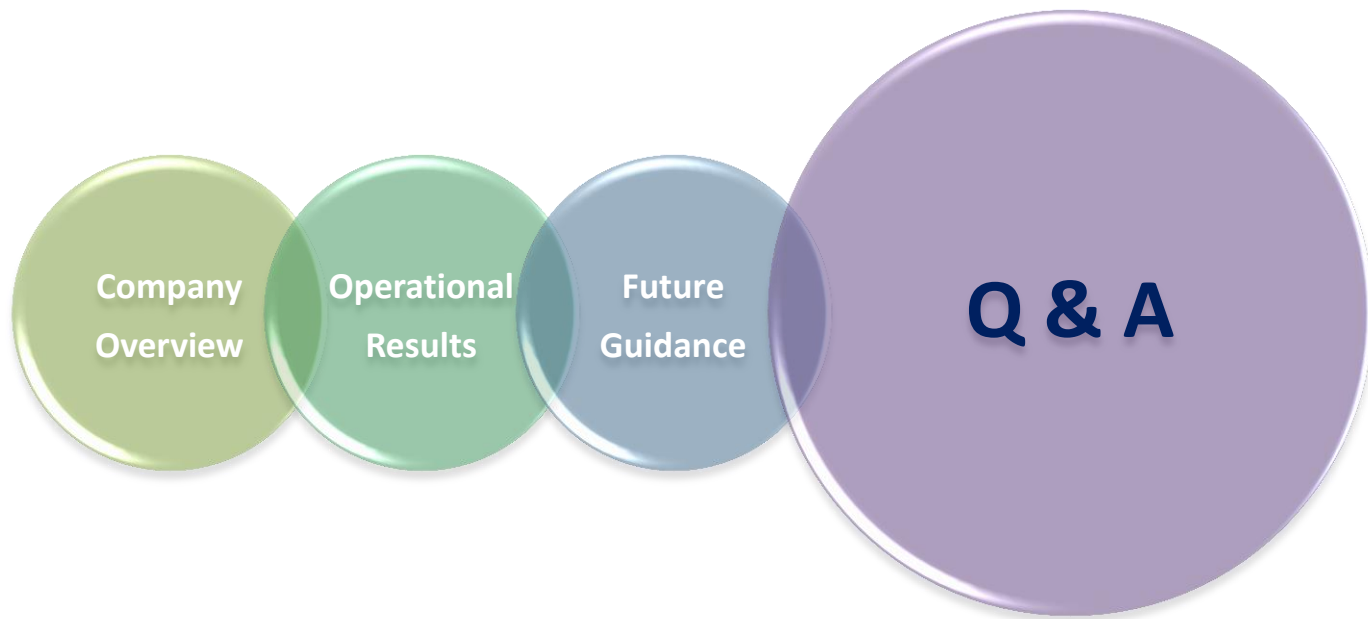




# Be the Leading Medical Equipment Full Service Solutions Provider in Asia-Pacific



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**Thank you**

