

CHC Healthcare Group (4164TT) 2022 1st Investor Conference

2022/08/17

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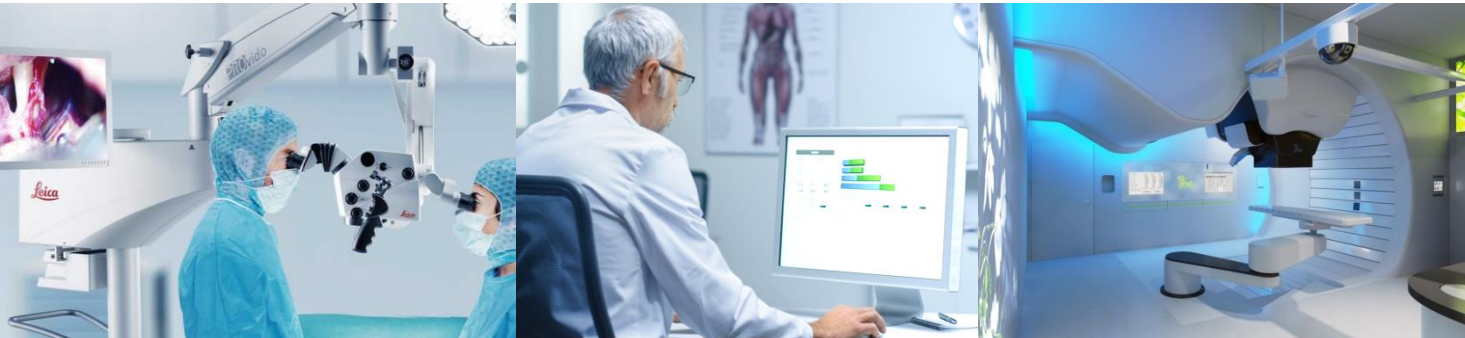
Dual ISO Certifications



ISO 9001
Quality Management Systems



ISO 45001
Occupational Health and
Safety Management Systems

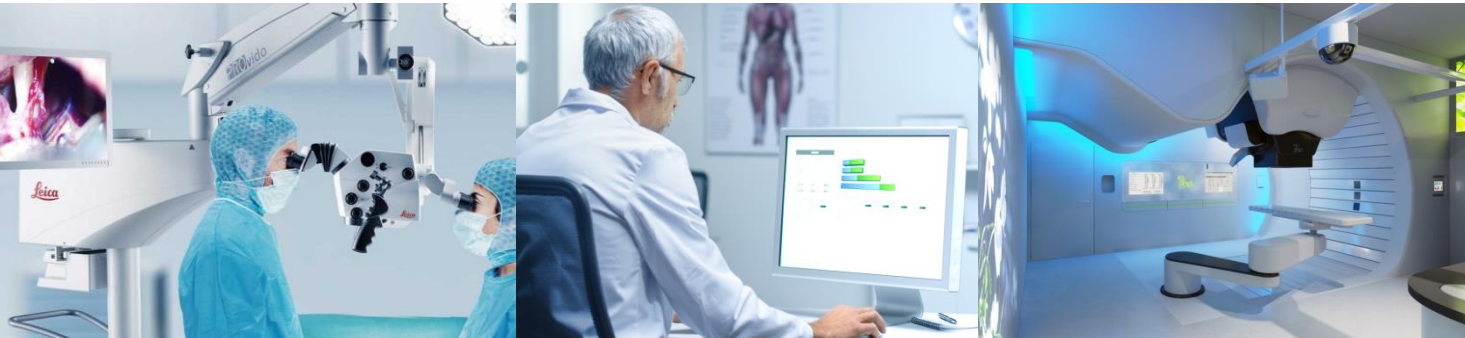


**Company
Overview**

**Business
Results**

**Latest
Updates**

**ESG
Investing**



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Basic Information

- Company name: CHC Healthcare Group
- Company code: 4164 TT
- Date of establishment: 2009/11/27
(1st subsidiary, Chiu Ho Instruments & Reagent, was founded in 1977)
- Chairman: Mr. Pei-Lin, Lee
- Major business: Medical equipment distribution, Medical management service, Chain pharmacies channel
- Paid-in capital: NT\$ 1,615,348,550
- Date of listing: 2012/10/24



Global Locations



Taiwan

- Taipei (Headquarters)
- Taichung
- Kaohsiung

China

- Guangzhou
- Beijing
- Shenyang

Indonesia

- Jakarta

Milestones

1977 Established Chiu Ho Instruments & Reagents Co., Ltd. to engage in business of medical equipment distribution

1985 Entered the field of radiation oncology equipment

1997 Became Taiwan exclusive distributor for Elekta of tumor treatment systems
Built an exceptional technical team

1998 Pioneered medical management service in Taiwan

1999 Sold and installed Taiwan's first Elekta IMRT linear accelerator

2006 Became Taiwan exclusive distributor for Bausch & Lomb of ophthalmic medical products

2008 Became Taiwan exclusive distributor for Leica of surgical microscope products

2009 Established Cheng Yeh Holdings Co., Ltd.
(Renamed as CHC Healthcare Group in 2012)

2012 Listed in Taiwan Stock Exchange
Became Taiwan exclusive distributor for IBA of proton therapy systems

2014 Introduced medical management service to China

2016 Signed first sales agreement for IBA Proteus® ONE

2017 Co-hosted "2017 International Elderly Care Industry Leaders Forum"
Signed first cooperation agreement for IBA Proteus® ONE

2018 First certified to ISO 9001 and OHSAS 18001

2019 Introduced medical management service to Indonesia

2020 Launched iROIS-Integrated Radiation Oncology Information System
Started installing Taiwan's first IBA Proteus® ONE

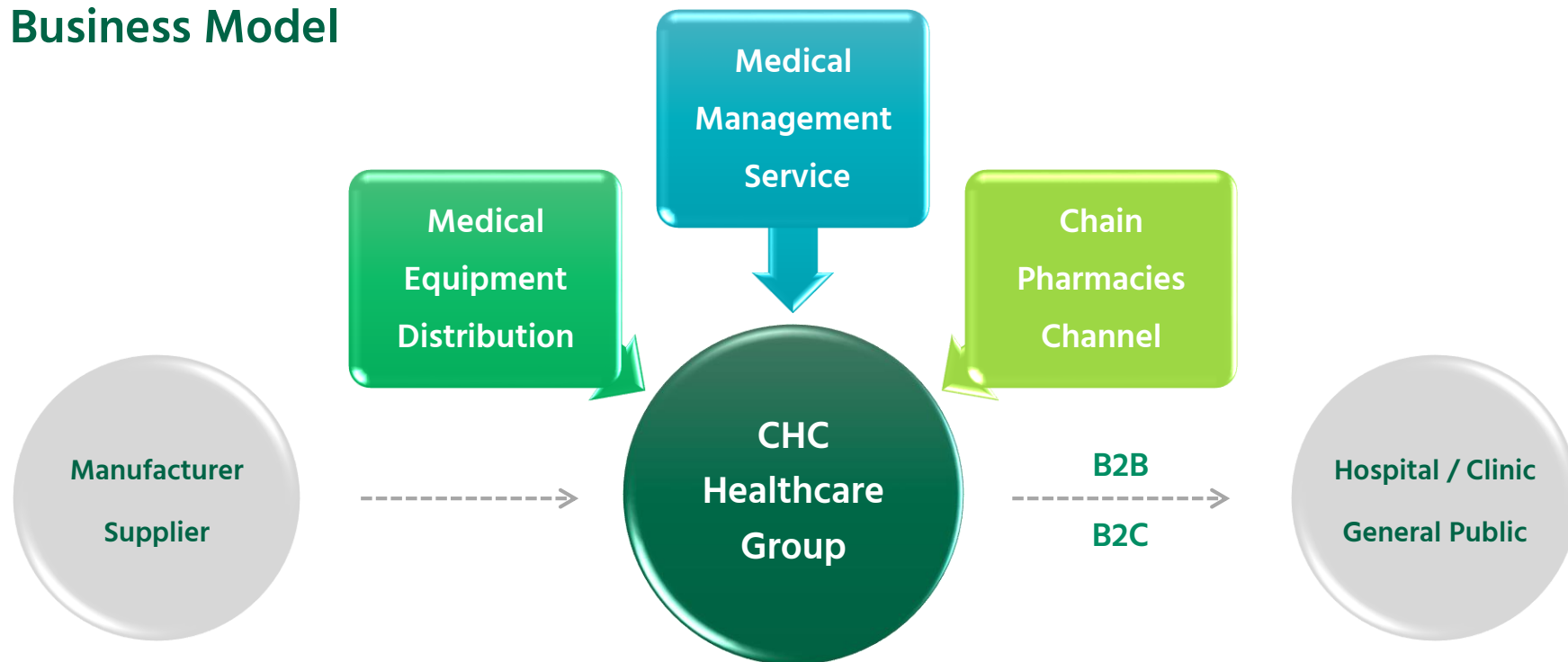
First certified to ISO 45001

2021 Officially started construction of radiation sterilization service factory in Hsinchu Science Park (Tongluo)
Acquired a chain pharmacies channel

2022 Inaugurated the first IBA Proteus® ONE in Taiwan



Business Model



Medical Equipment Distribution



Medical Management Service

Yee-Min, Jen CEO

Former: Director, Dept. of Radiation Oncology,
Tri-Service General Hospital



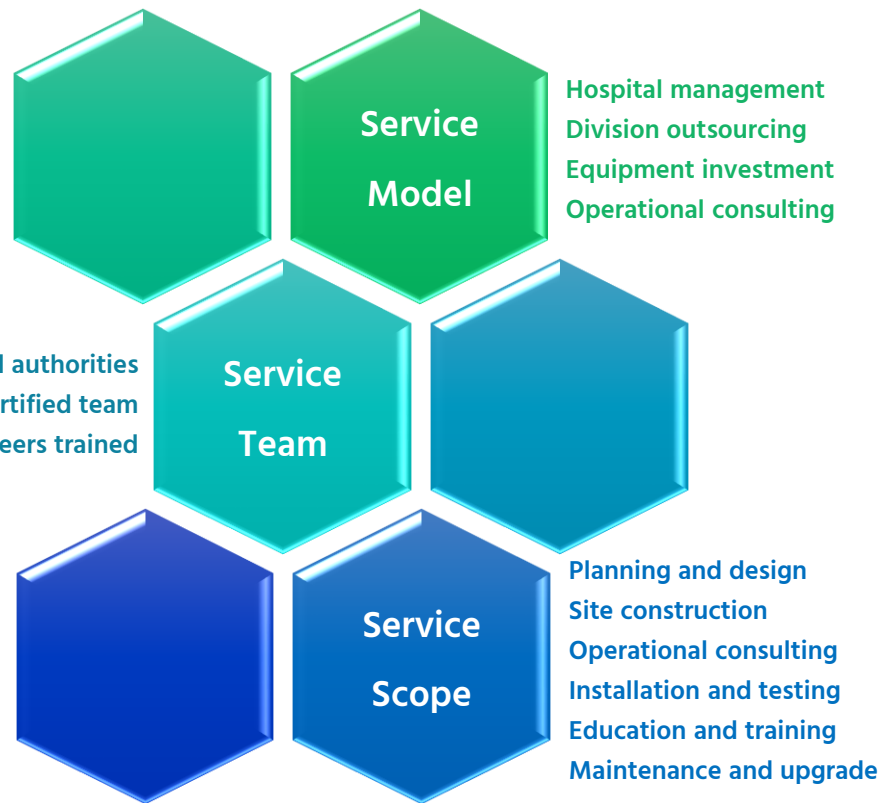
Ming-Ta, Wen Dr.

Former: Supervisor, Dept. of Radiation Oncology,
Mennonite Christian Hospital

Chia-Ming, Wu Physician

Former: Medical Physics Team Leader, Dept. of Radiation Oncology,
Kaohsiung Chang Gung Memorial Hospital

Led by TW medical authorities
Manufacturer certified team
Nearly 100 engineers trained



Chain Pharmacies Channel



- Community chain pharmacies
- Comprehensive products & professional consulting service
- Health care for all ages

 **Everyone's Good Neighbor**



Prescription Medicine



Aesthetic Medicine



Weight Management



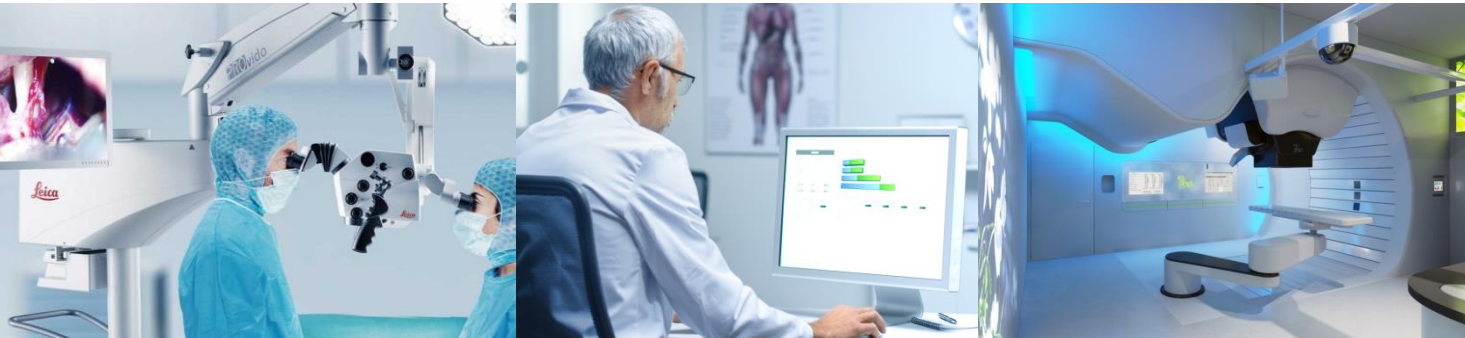
Baby Essentials



Elderly Supplies



LTC 2.0 Service



**Company
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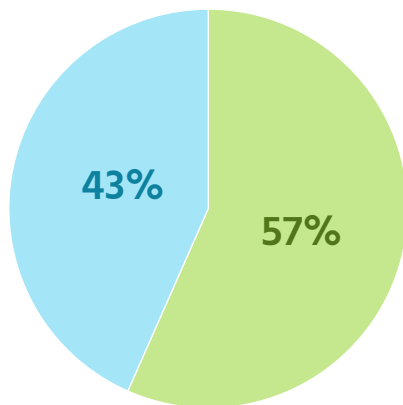
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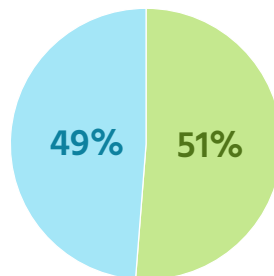
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Product Mix

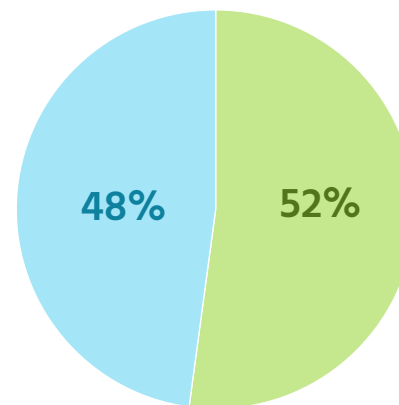
2021



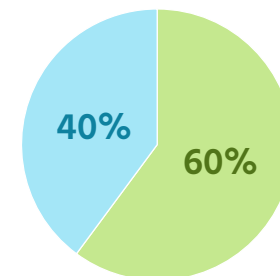
2020



2022 H1



2021 H1

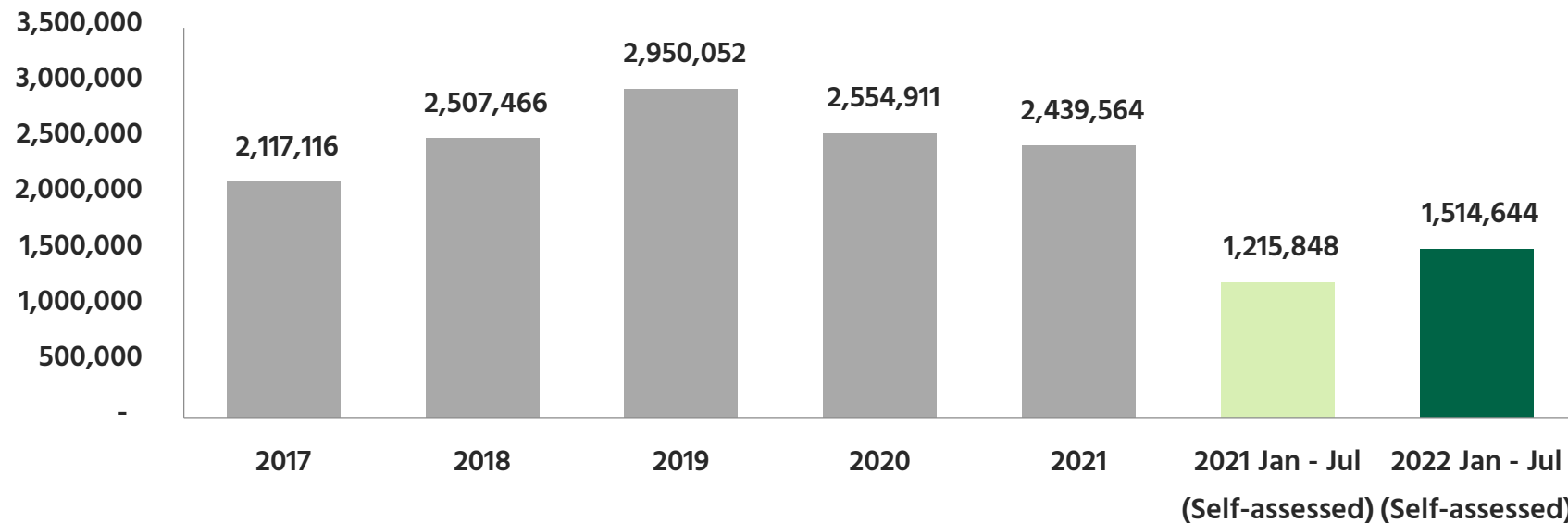


■ Revenue from medical equipment distribution

■ Revenue from medical management service

Operating Revenue

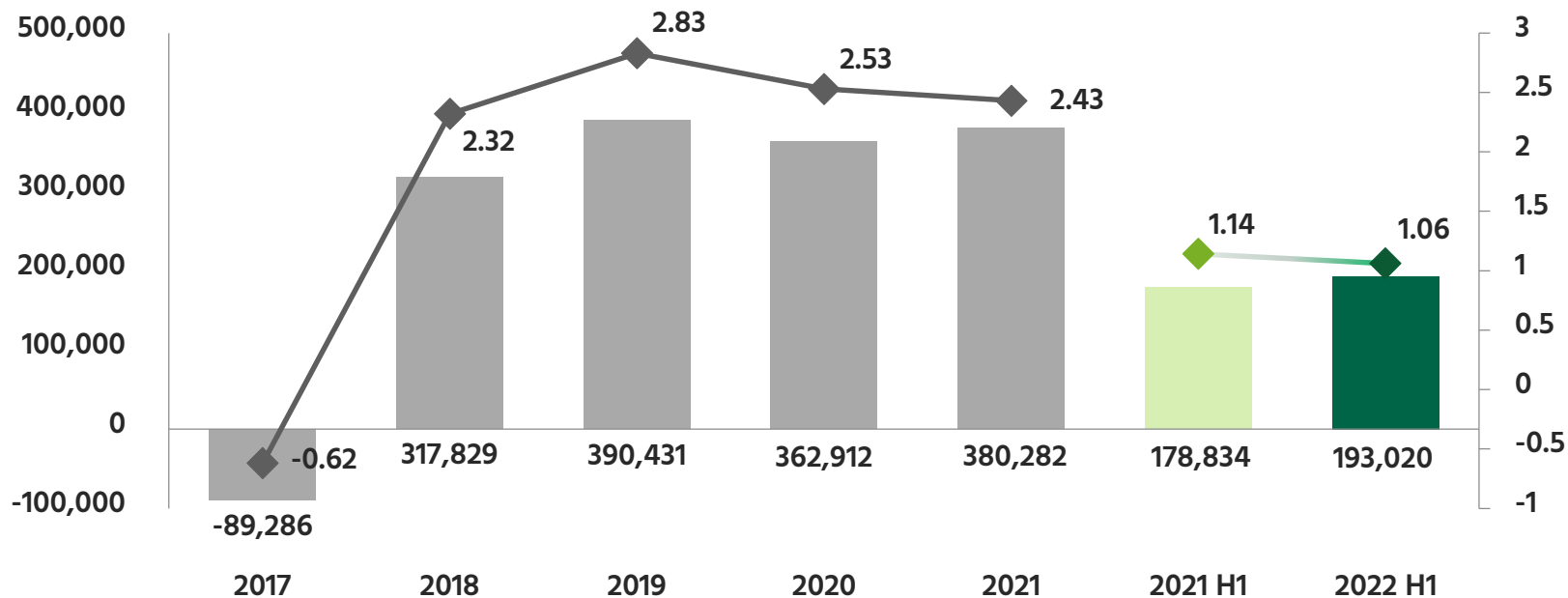
Operating revenue
(NT\$ thousand)



Profitability

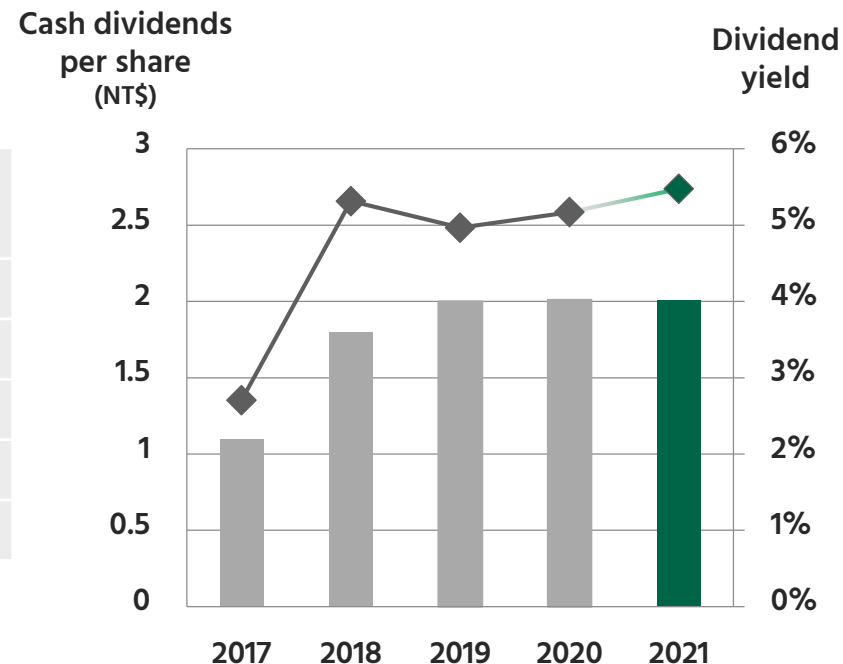
Profit for the period
(NT\$ thousand)

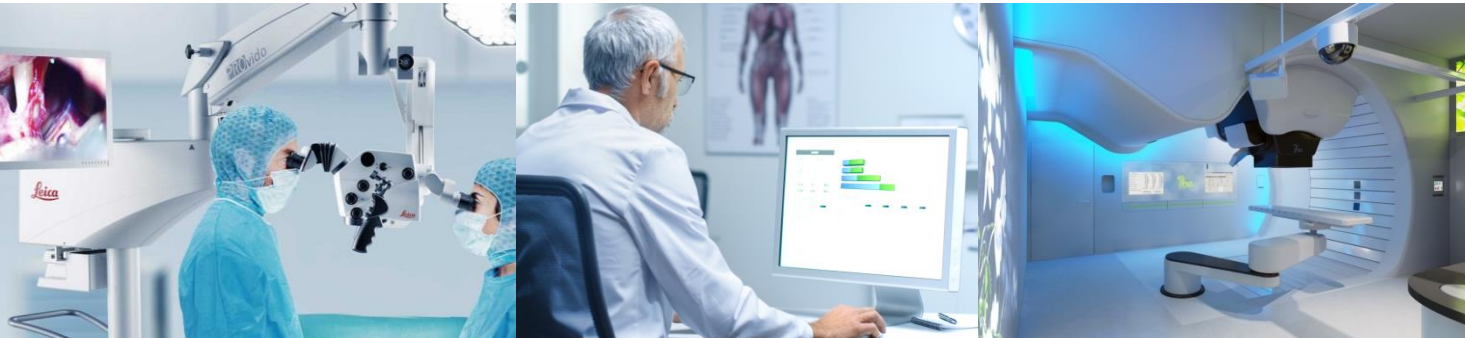
Basic EPS
(NT\$)



Earnings Distribution & Dividend Yield

	Cash dividends per share (NT\$)	Average closing price	Dividend yield
2017	1.1	40.69	3%
2018	1.8	33.87	5%
2019	2	40.27	5%
2020	2.01	38.87	5%
2021	2.011	36.72	5%





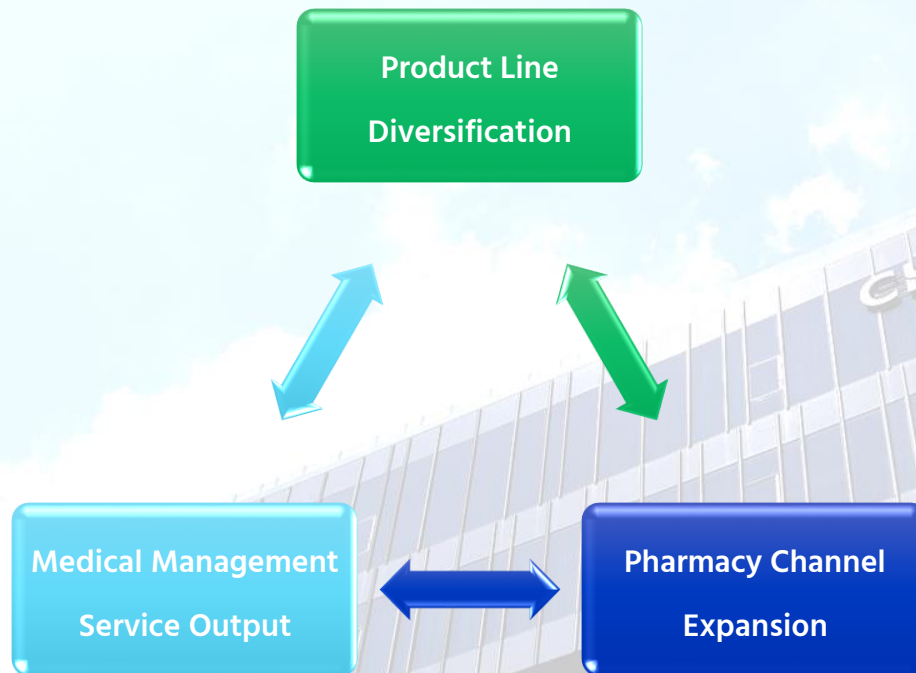
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Strengthen Existing Business



Product Line Diversification - Precision Medicine / Smart Healthcare



IBA Proton Therapy



Elekta MR-Linac



Hillrom Robotic OR Solution



Crownjun Micro Surgery Needle



Cyberdyne HAL®



Welch Allyn Spot Vision Screener



PhysIOL Monofocal & Premium IOL



VUNO AI Medical Solution

Medical Management Service Output - TMU Proton Center

Status	Hospital	Brand Choice
Operating	Chang Gung Memorial Hospital (Linkou, Kaohsiung)	X Brand
Grand Opening (2022/Q3)	Taipei Medical University Hospital	IBA
Constructing	National Taiwan University Hospital	Y Brand
	Changhua Christian Hospital	IBA
Planning	More than 7 hospitals	Undecided

Current treatment costs in Taiwan (take Taiwanese patient for example):

NT\$ 34,500 per treatment X 25~35 times ≈ NT\$ 0.8~1.2 million for the whole course of treatment

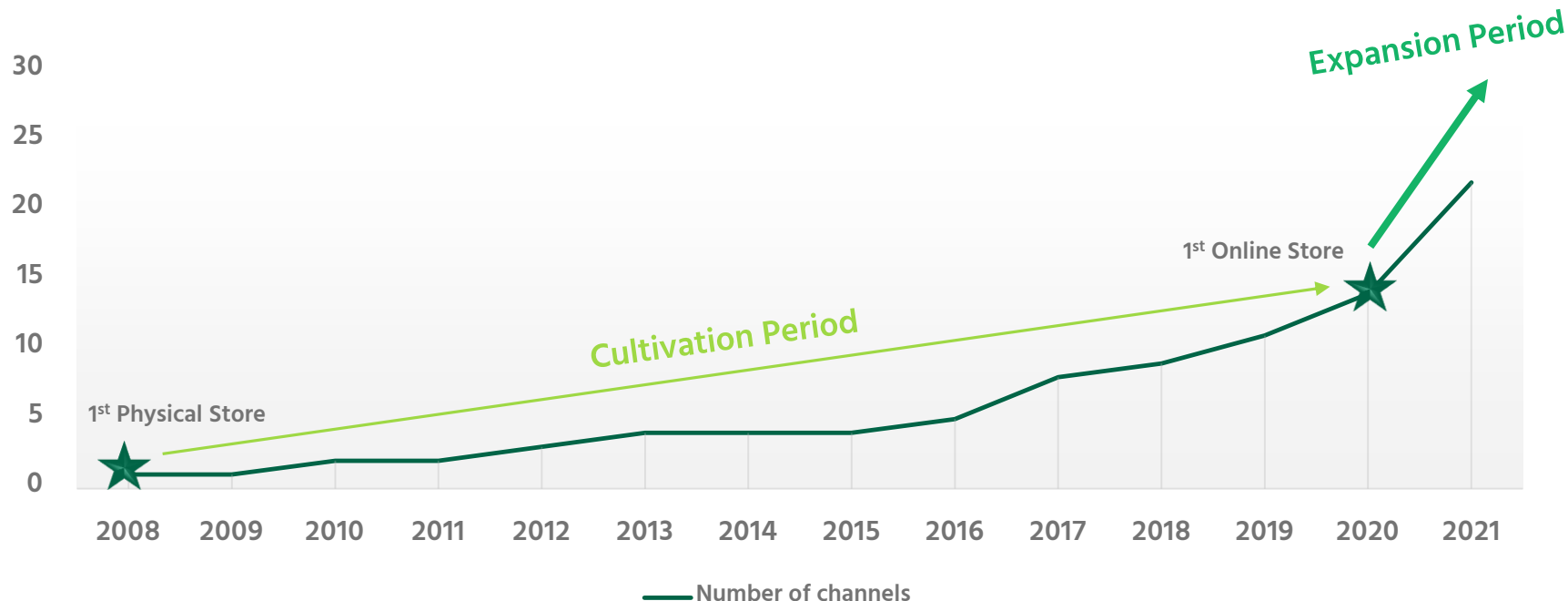
Note: not include other derivative costs

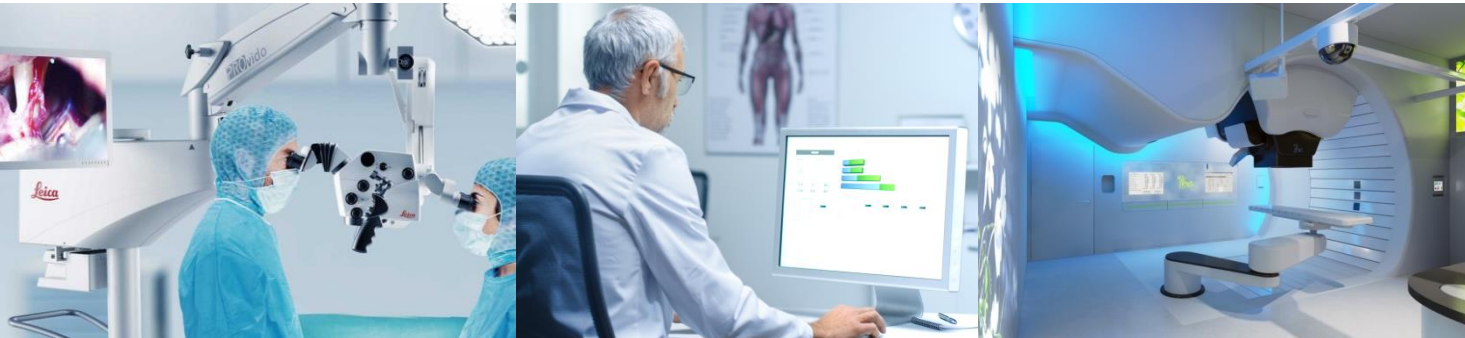


Pharmacy Channel Expansion



Fukang Pharmacy





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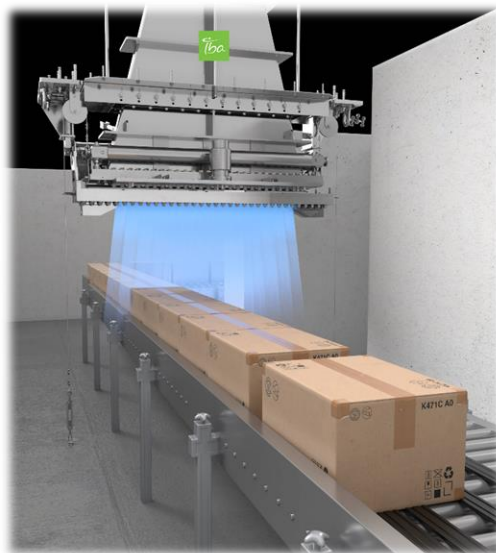
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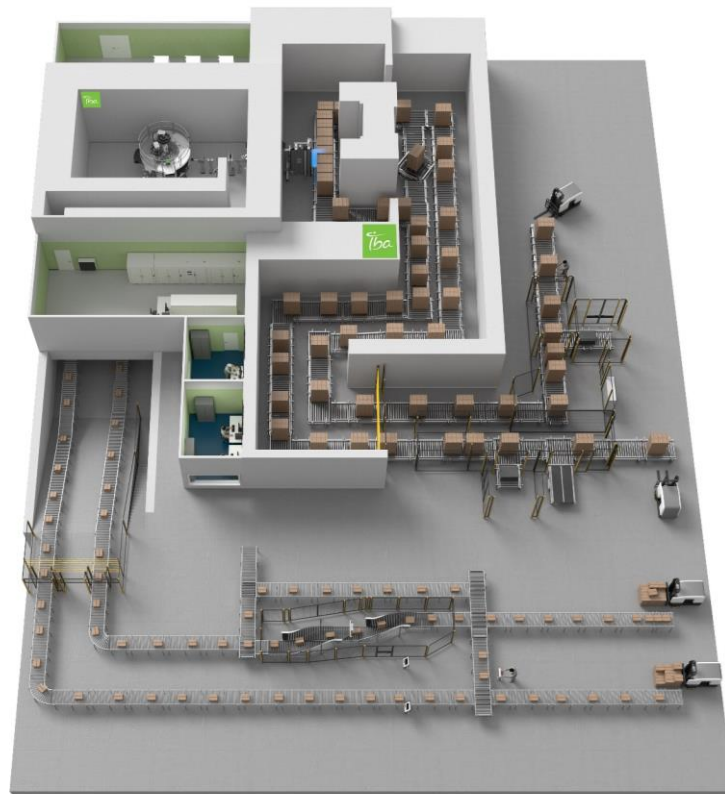
Radiation Sterilization Business

< Sustainable Solution >

- High Efficiency
- No Residues
- Low Pollution



iba

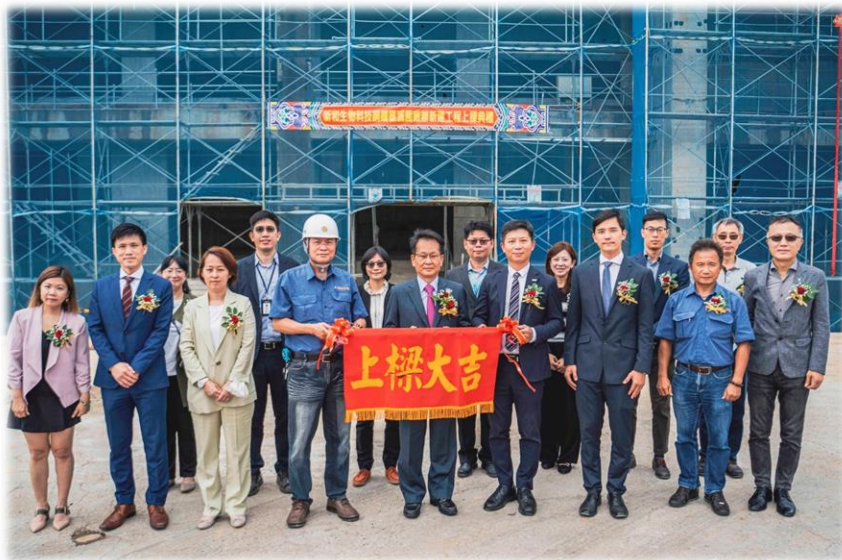


Radiation Sterilization Business

Sterilization Technology Comparison

	Electron Beam	X-ray	Gamma	Ethylene Oxide
Methodology	Physics: accelerator	Physics: accelerator	Physics: radionuclide (^{60}Co)	Chemistry: toxic & flammable gas
Carcinogen	No	No	No	Yes
Process	Flexible	Flexible	Lack of flexibility	Complex
Turnaround time	Minutes	Hours	Hours (time varies due to decay of energy level)	Days
Cost	Average	Average	High	Low
Packaging restrictions	No	No	No	Gas permeable
Penetration	Efficient	Excellent	Good	Depends on product type
Dose uniformity ratio	Good	Good	Average	Depends on product type
Environmental pollution	Low	Low	High	High

Radiation Sterilization Business



Elderly Care Business



- Aging in Place
- Preventive Medicine
- Continuing Care



Elderly Care Business

HSIN-YUEH Health Promotion Center

- Alliance with local medical institution
- AI fitness equipment for all ages
- Comprehensive healthcare management service
- Personalized training program
- Various group fitness classes
- Health-related fitness knowledge education



Elderly Care Business

Taiwan + Japan

< Integrating Elderly & Medical Care >

Day care center

(about 100 cases)

+ Institutional services

(about 300 beds)

+ Orthopedic rehabilitation hospital

(about 100 beds)



3D Sketch

Thank you!



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