

ApEXBio

Taiwan

Preparing for the future

Nov/2015

ApexBio at a Glance

- **Founded** **2nd Dec., 1997**
- **Company Type** **Limited Corporation**
- **Listed in Public** **OTC (symbol number 4101) in 2000/Jun**
TSEC (symbol number 1733) in 2001/Sept
- **CEO** **Dr. Thomas Y. Shen, Ph.D**
- **Total employee** **650 (2015/09)**



Milestone

-
- 2002 ISO 9001/13485 notified by TUV
 - 2003 CE IVDD notified by TUV
 - 2005 Pesticide residues check product launch
 - 2006 2nd time FDA on-site inspection w/o 483
- 1997-2001
- 1997 ApexBio set-up
 - 1998 BGM FDA 510K approval
 - 1999 Uric Acid patent granted
 - 2000 IPO listed to Taiwan OTC
 - 2001 Transit IPO listed to TSEC
- FDA on-site inspection w/o 483
FDA查廠無缺失通過
- 2002-2006
- 2007 Lactate launch
 - 2008 Voice BGM launch
 - 2009 Taoyuan factory set-up
 - 2010 Tele-health tech build-up
 - 2011 3rd time FDA on-site inspection w/o 483
 - 2011 AEO certified by Customs Admin
- 2007-2011
- 2012 ApexBio Suzhou Corp set-up
 - 2013 1st Taiwan MITTELSTAND Award from MOEA
 - 2015 HbA1C launch
- MultiSure GK launch
APEA Award Outstanding Category
- 2012-2015

Awards

2015	<ul style="list-style-type: none">• HsinChu Park Innovation Product Award –MultiSure GK & The 12th National Innovation Award --MultiSure Pet GK
2013	<ul style="list-style-type: none">• The 1st Taiwan Mittelstand Award
2012	<ul style="list-style-type: none">• 4th Forbes Asia's 200 Best Under A Billion-- 2006/2007/2008/2012
2011	<ul style="list-style-type: none">• HsinChu Park Innovation Product Award — HbA1C
2008	<ul style="list-style-type: none">• Taipei MediPharma Innovation Award – HbA1C
2007	<ul style="list-style-type: none">• 15th National Industrial Innovation Award -- Outstanding Enterprise Innovation Award
2006	<ul style="list-style-type: none">• HsinChu Park Innovation Product Award – AgriPro
2003	<ul style="list-style-type: none">• HsinChu Park -- R&D Accomplishment Awards
2002	<ul style="list-style-type: none">• 10th National Industrial Innovation Award --MultiSure GU
2001	<ul style="list-style-type: none">• National Biotech & Medical Care Quality Award –MultiSure GU
2000	<ul style="list-style-type: none">• HsinChu Park Innovation Product Award –Uric Acid Monitoring System
1999	<ul style="list-style-type: none">• HsinChu Park Innovation Product Award --GlucoSure Plus Glucose Monitoring System

Quality Assurance

Territory	Regulatory authority	Compliance Regulation
Taiwan	TFDA	GMP
EU countries		ISO 9001: 2008 ISO 13485:2012/AC:2012 CE mark number: CE0197
USA		510K's FDA 3 on-site inspections without 483 citations -- 2001/2006/2011
China	CFDA	Medical Device Class II
Canada	CMDCAS	ISO 13485:2003
Japan	PMDA	

Glucose Monitoring Systems

■ Simple

GlucoSure Plus BGM



■ Professional

GlucoSure ADVANCE BGM



■ Voice

GlucoSure Voice BGM



■ POCT

GlucoSure POC



No coding BGM

■ GlucoSure Vivo



■ GlucoSure Light



■ GlucoSure HT



■ GlucoCloud



Professional products

■ Uric Acid

UA Sure



■ Lactate THE EDGE



■ Hemoglobin

HemoSmart GOLD



■ Keton

MultiSure GK



■ HbA1c

Eclipse A1c



Multifunction systems

■ Glucose/Uric Acid

MultiSure



■ Glucose /Cholesterol

MultiSure GC



Telehealth care network



The applications of telehealth



TeleHealth
行動照護



Home Care
居家照護



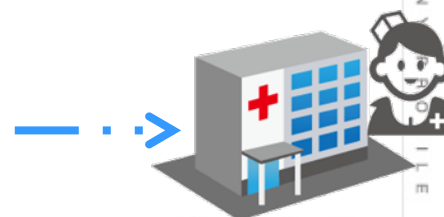
Patients 病患



Cloud



POCT
定點照護



五鼎生技
ApexBio
Taiwan

Care Management

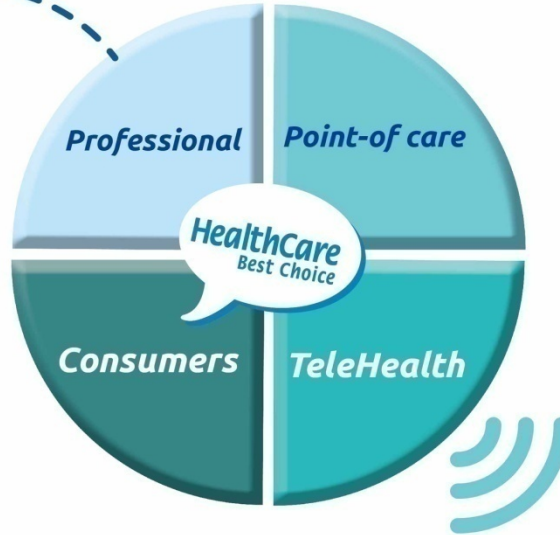
Care Management and Convenience for Telehealth



•To improve testing results quickly and access medical data easier.



•Self-Monitoring Solutions



•Instrument/Equipment/ Administration approval



•User can access your service/ devices anywhere

Pesticide residues quick check

■ AgriPro



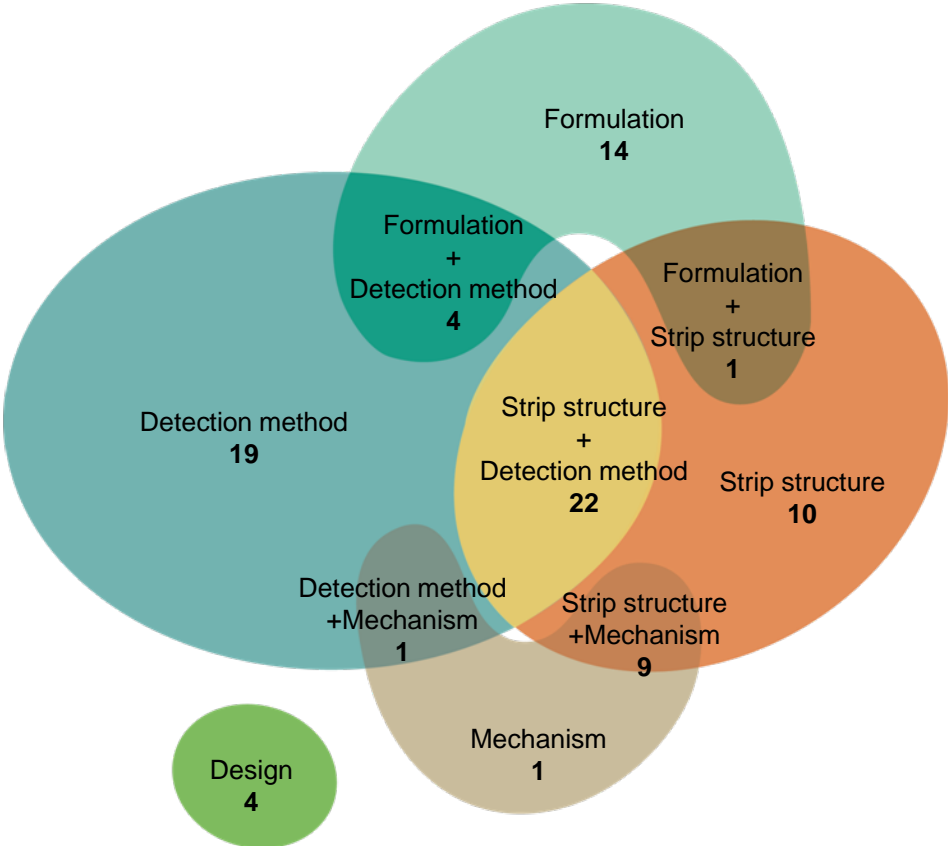
■ AgriPro II



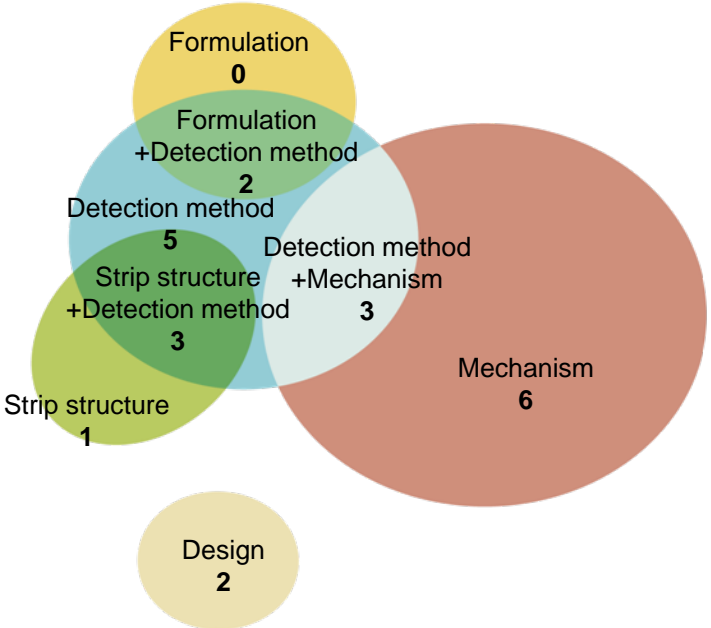
Fruit/Vegetable pesticide residues quick check

Patents distribution

■ Electrochemistry (85 patents)



■ Others (22 patents)



APEX BIO COMPANY PROFILE

Finance performance

(NTD 1,000)

	2010	2011	2012	2013	2014	1-3Q/15
Revenue	1,749,690	1,876,273	2,026,086	1,829,221	1,788,929	1,367,797
Gross Margin	753,879	749,207	808,887	568,443	524,673	375,460
Operation profit	574,025	557,637	603,106	348,991	289,487	199,419
Profit after tax	453,949	526,617	524,100	374,464	275,547	186,348
EPS	4.75	5.51	5.41	3.77	2.77	1.89
G/M ratio	43%	40%	40%	31%	30%	28%
Operation profit ratio	33%	30%	30%	19%	17%	15%
Net profit ratio	26%	28%	26%	20%	15%	14%
Meter volume				705K	772K	777K
Strip volume				832M	965M	731M

Dividend policy

Year	EPS	Cash Dividend	Stock Dividend	Dividend payout ratio
2010	4.75	4.20	0	88%
2011	5.51	4.99	0	91%
2012	5.40	4.50	0	83%
2013	3.77	3.30	0	88%
2014	2.77	2.50	0	90%

Global sales distribution

America
(62%)

Asia
(9%)

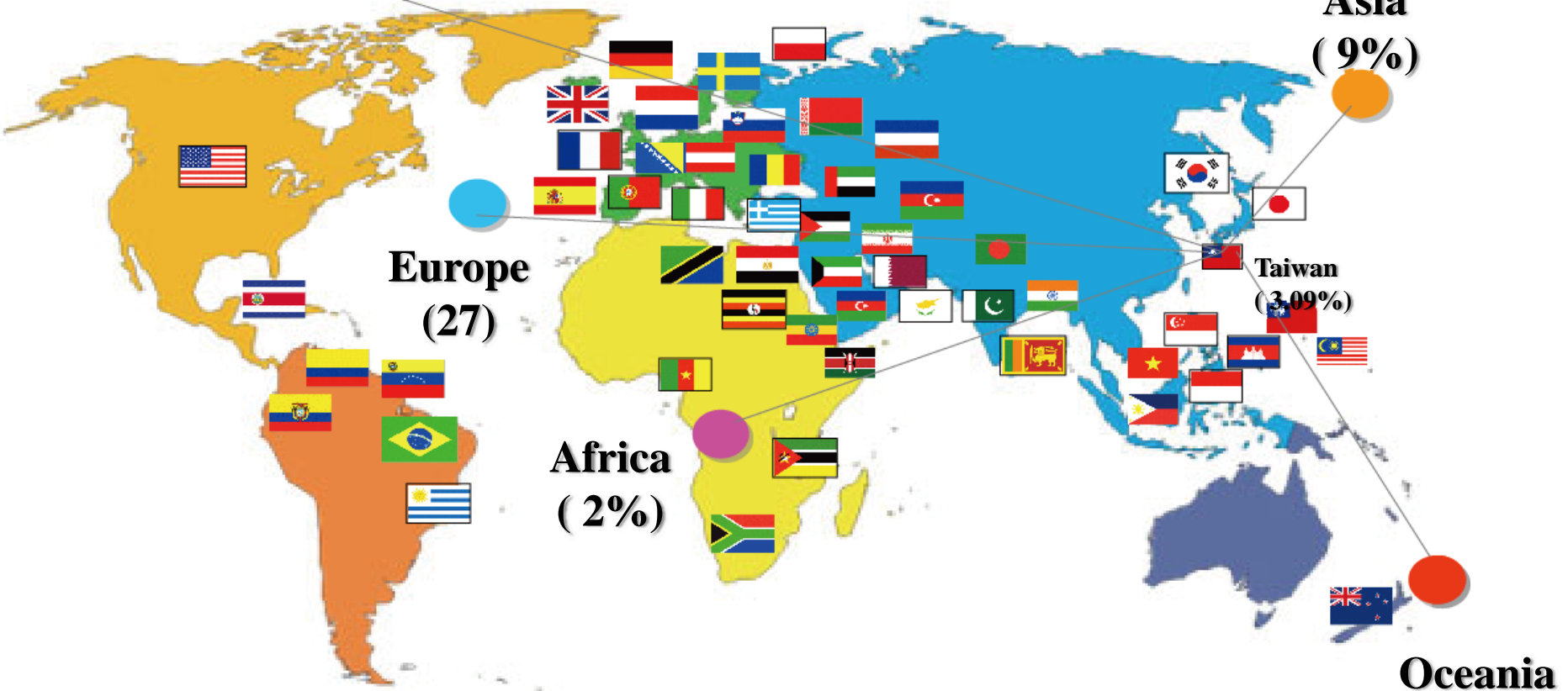
Europe
(27)

Taiwan
(3.09%)

Africa
(2%)

Oceania
(0.02%)

Year of 2015(1-3Q)





ApexBio
T a i w a n

Thank you for listening