

# ApEXBio

Taiwan

*Preparing for the future*

Mar/2016

# 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**        **663 (2015/12)**



# Milestone

- 
- 2002 ISO 9001/13485 notified by TUV
  - 2003 CE IVDD notified by TUV
  - 2005 Pesticide residues check product launch
  - 2006 2<sup>nd</sup> time FDA on-site inspection w/o 483
- 2002-2006
- 2007 Lactate launch
  - 2008 Voice BGM launch
  - 2009 Taoyuan factory set-up
  - 2010 Tele-health tech build-up
  - 2011 3<sup>rd</sup> 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
- 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
- 1997-2001

# Awards

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

# Quality Assurance

Territory	Regulatory authority	Compliance Regulation
Taiwan	TFDA	GMP
EU countries		ISO 9001: 2008 ISO 13485:2013 CE mark number: CE0197
USA		510K's  <b>FDA 3 on-site inspections without 483 citations -- 2001/2006/2011</b>
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

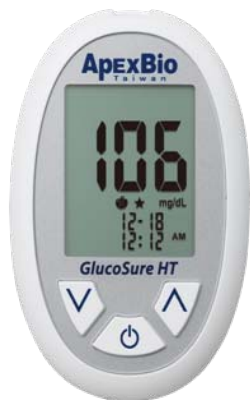
## ■ GlucoSure Vivo



## ■ GlucoSure Light



## ■ GlucoSure HT



data  
transmission

## ■ GlucoCloud



# Professional products

## ■ Uric Acid

UA Sure



## ■ Lactate THE EDGE



## ■ Hemoglobin

HemoSmart GOLD



## ■ Keton

MultiSure GK



## ■ HbA1c

Eclipse A1c



ApEXBIO COMPANY PROFILE



# 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



**POCT**  
定點照護



五鼎生技  
**ApexBio**  
Taiwan

# Care Management

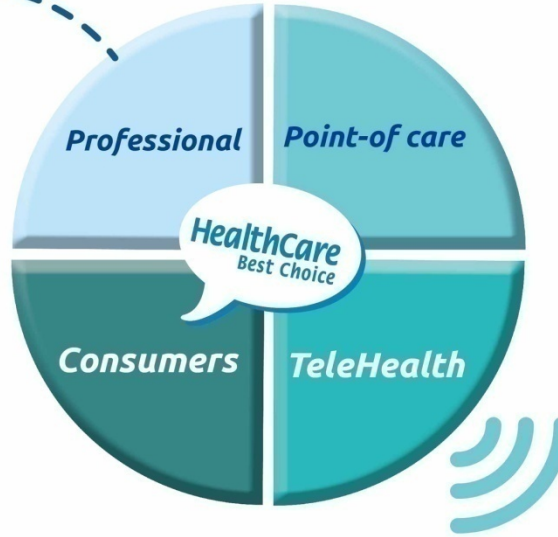
## Care Management and Convenience for Telehealth



•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



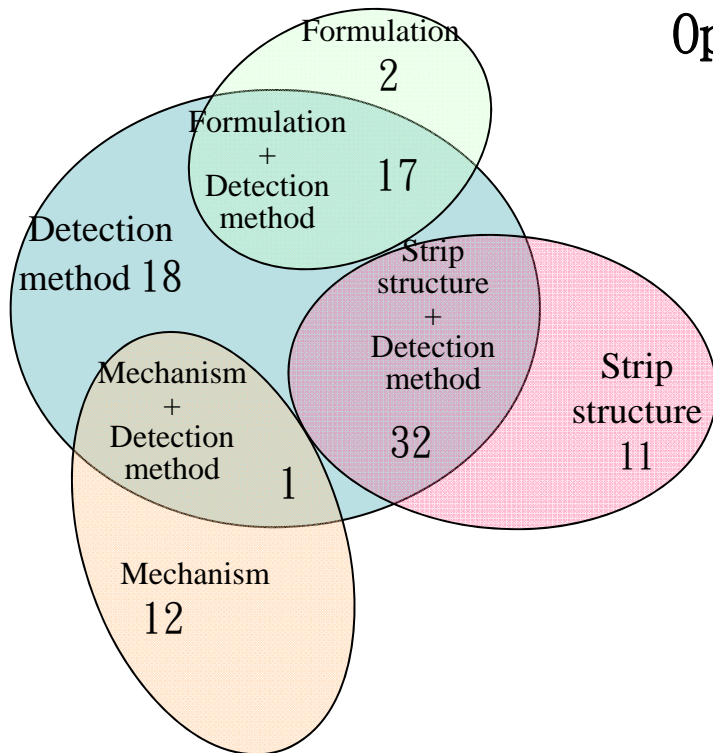
## ■ AgriPro II



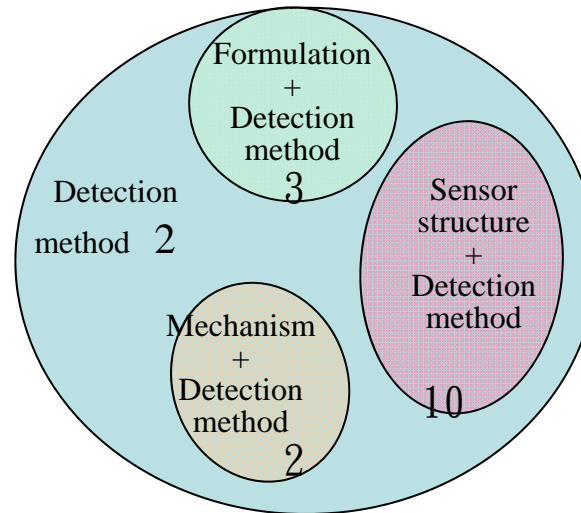
Fruit/Vegetable pesticide residues quick check

# Patents distribution

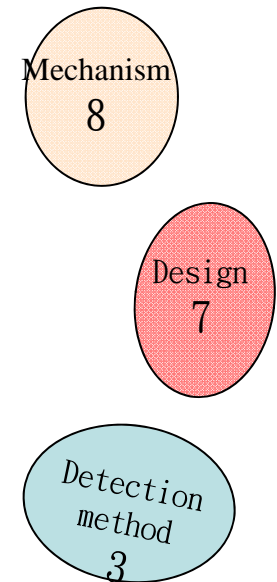
Electrochemistry (90 patents)



Optics (17 patents)



others(18 patents)



# Finance performance

(NTD 1,000)

	2011	2012	2013	2014	2015
Revenue	1,876,273	2,026,086	1,829,221	1,788,929	1,847,454
Gross Margin	749,207	808,887	568,443	524,673	547,135
Operation profit	557,637	603,106	348,991	289,487	300,795
Profit after tax	526,617	524,100	374,464	275,547	261,538
EPS	5.51	5.41	3.77	2.77	2.66
G/M ratio	40%	40%	31%	30%	30%
Operation profit ratio	30%	30%	19%	17%	16%
Net profit ratio	28%	26%	20%	15%	14%
Meter volume			705K	772K	1,063K
Strip volume			832M	954M	965M

# Dividend policy

Year	EPS	Cash Dividend	Stock Dividend	Dividend payout ratio
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%
2015	2.66	2.25	0	85%



# Global sales distribution

**America**  
( 60.6%)

**Asia**  
( 10.6%)

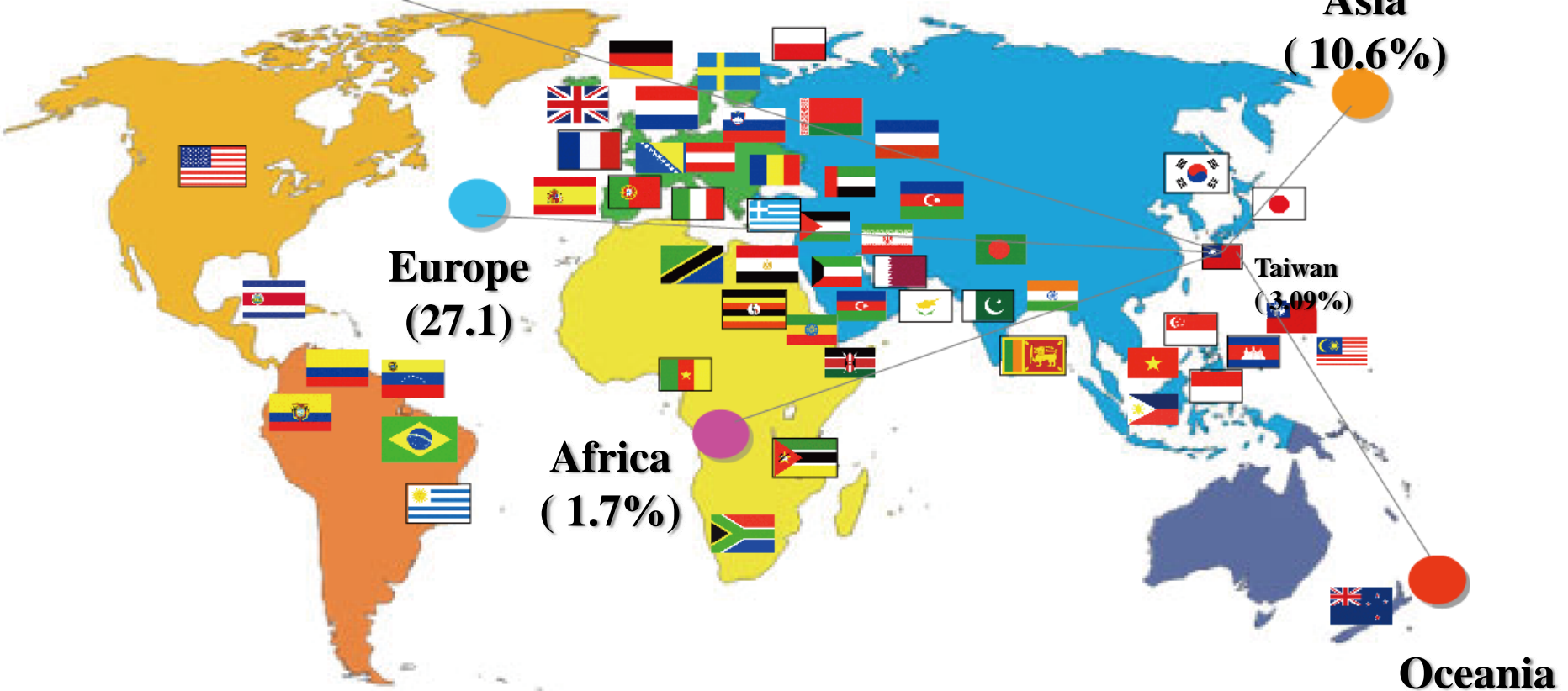
**Europe**  
(27.1)

**Taiwan**  
(3.09%)

**Africa**  
( 1.7%)

**Oceania**  
( 0.02%)

Year of 2015(1-3Q)





**ApexBio**  
T a i w a n

*Thank you for listening*