

1997



SENOREX (Touch Panel)

UA Sure

Lactic Acid Analyzer

Agripro II

Telcare

HemoSmart GOLD

GlucoSure Autocode

Eclipse A1c

PT-1

AutoSure HT

MultiSure GC

MultiSure GK

GlucoSure POC

GlucoSure ADVANCE II

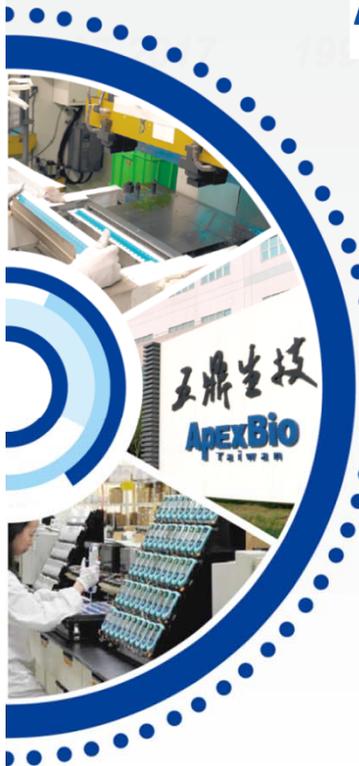
ApEXBio  
Taiwan

20<sup>th</sup> 17



# Investor Conference

Dec. 21, 2017



# Company profile

**ApEXBio**  
Taiwan

Stock #	TSEC 1733
Industry	IVD Medical Device
Operation Locations	<b>Head quarter:</b> No. 7, Li-Hsin 5 <sup>th</sup> Rd., Hsinchu Science Park, Hsinchu, Taiwan <b>Tao Yuan Factory:</b> No. 180, Lane 70, Wuqing Rd., Dayuan Dist., Taoyuan City 337, Taiwan <b>Suzhou Corp.:</b> Room 106, No.2, Kecheng Road, SIP, Suzhou, China <b>Omnis Health LLC :</b> 505 Airpark Center Drive, Nashville, TN,USA
Started	12/02/1997
IPO	06/13/2000(1401 OTC) 09/17/2001(1733 TSEC)
Capital	NTD997 Million
Chairman/CEO	Thomas Shen PhD
Employees	690 people (upto 9/30/2017)

# Milestone

**ApEXBio**  
Taiwan

- 
- 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
- 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
- 2002-2006
- 2012 ApexBio Suzhou Corp set-up
  - 2013 1st Taiwan MITTELSTAND Award from MOEA
  - 2015 HbA1C/MultiSure GK launch  
APEA Award Outstanding Category
  - 2016 4<sup>th</sup> time FDA on-site inspection w/o 483 citations
  - 2017 Merged Omnis Health LLC
- 2007-2011
- 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
- 2012-2017

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# Awards

**ApEXBio**  
Taiwan

Year	Awarded products
1999	HsinChu Park Innovation Product Award --GlucoSure Plus Glucose Monitoring System
2000	HsinChu Park Innovation Product Award –Uric Acid Monitoring System
2001	National Biotech & Medical Care Quality Award –MultiSure GU
2002	10 <sup>th</sup> National Industrial Innovation Award --MultiSure GU
2003	HsinChu Park -- R&D Accomplishment Awards
2006	HsinChu Park Innovation Product Award – AgriPro
2007	15 <sup>th</sup> National Industrial Innovation Award -- Outstanding Enterprise Innovation Award
2008	Taipei MediPharma Innovation Award – HbA1C

# Awards

**ApEXBio**  
Taiwan

Year	Awarded products
2009	FDA 510(K) approval –No-coding Glucose monitoring system
2011	HsinChu Park Innovation Product Award — HbA1C
2012	4 <sup>th</sup> Forbes Asia’s 200 Best Under A Billion-- 2006/2007/2008/2012
2013	The 1st Taiwan Mittelstand Award
2015	HsinChu Park Innovation Product Award –MultiSure GK & The 12 <sup>th</sup> National Innovation Award --MultiSure Pet GK

2017  
th

# Quality system

Region	The Authority	Regulatory compliance
Taiwan	TFDA	GMP
EU	CE	ISO 9001:2008 ISO 13485:2012/AC:2012 CE mark number:CE0197 ISO 15197:2015
USA	FDA	510K's FDA on-site audit w/o 483 citations 2001/2006/2011/2016
China	CFDA	Medical Device Class II
Canada	CMDCAS	ISO 13485:2003
Japan	PMDA	
Brazil	INMETRO	2017 passed on-site audit

# Product profile

1997



# Blood Glucose Monitoring Systems

**ApEXBio**  
Taiwan

■ **Simple**

GlucoSure Plus  
速利測血糖測試儀



■ **Professional**

GlucoSure ADVANCE  
欣瑞血糖測試系統



■ **Voice**

GlucoSure Voice  
欣聲語音血糖測試儀



1997



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**20**17  
th

# Blood Glucose Monitoring Systems

**ApEXBio**  
Taiwan



No coding series

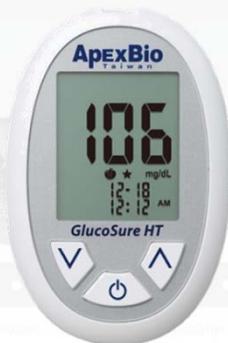
GlucoSure Vivo  
欣活語音血糖測試儀



GlucoSure Light  
欣巧血糖測試儀



GlucoSure HT  
新速利測血糖測試儀



GlucoSure ADVANCE II  
欣瑞二代血糖測試儀



# Professional Monitoring System

ApEXBio  
Taiwan

## ■尿酸 Urine Acid

UA Sure II 優速尿酸檢測儀



## ■乳酸 Lactate

THE EDGE 競速乳酸測試系統



## ■血紅素 Hemoglobin

HemoSmart GOLD  
益紅測血紅蛋白分析儀



## ■糖化血色素 A1C Hemoglobin

Eclipse A1c  
五鼎糖化血色素檢測儀



1997

17

# Multi-functional System

**ApEXBio**  
Taiwan

## ■ 血糖+尿酸 Glucose & Urine Acid

MultiSure 必立康  
血糖/尿酸雙功能測試儀



## ■ 血糖+血酮 Glucose & Ketone

MultiSure GK 必立康GK  
血糖/血酮雙功能測試儀



## ■ 血糖+膽固醇 Glucose & Cholesterol

MultiSure GC 必立康GC  
血糖/膽固醇雙功能測試儀



## ■ 血糖+血酮 Glucose & Ketone

GlucoSure POC (for Hospital)  
欣舒測專業型連線測試儀



# New product -MultiSure GCTU

**ApEXBio**  
Taiwan

## MultiSure® GCTU

Blood Glucose and Cholesterol, Triglycerides and Uric Acid Monitoring System



### MultiSure® GCTU *Glucose, Cholesterol, Triglycerides and Uric Acid monitoring system*

The MultiSure GCTU Monitoring System is a portable biosensor-based device for use at home or in a professional setting to conveniently measure the four important markers of metabolism\*; blood glucose, cholesterol, triglycerides, and uric acid all in one pocket-sized instrument.

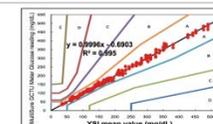
The MultiSure GCTU Monitoring System features a large backlit LCD screen designed for easy reading and requires very little blood sample as compared to standard laboratory testing. The wireless Bluetooth feature enables testing results to transmit seamlessly into a smart device for cloud storage, analysis, and record keeping. Test strips are individually packaged to minimize contamination and ensure optimal performance with every test. The MultiSure GCTU Monitoring System is one of its kind device designed with accuracy and ease of use in mind.

\*Kempf K, Martin S, and Döhning C et al. 2016. The Boehringer Ingelheim employee study (Part 2): 10-year cardiovascular diseases risk estimation. Occup Med (Lond).



#### ◀Glucose

Measurement Range : 20 - 600 mg/dL  
Sample Volume : ≥ 0.5 µL  
Quick Testing Time : 5 seconds  
Hematocrit : 10% - 70%  
Operating Temperature : 5 ~ 45°C  
Memory : 500 test results

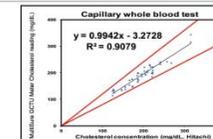


ISO 15197:2015		
Samples <100mg/dL		
+/-5mg/dL	+/-10mg/dL	+/-15mg/dL
143/186	180/186	186/186
76.9%	96.8%	100.0%
Samples ≥100mg/dL		
+/-5%	+/-10%	+/-15%
324/414	406/414	414/414
78.3%	98.1%	100.0%



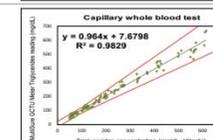
#### ◀Cholesterol

Measurement Range : 100 - 400 mg/dL  
Sample Volume : ≥ 3.6 µL  
Quick Testing Time : 60 seconds  
Hematocrit : 30% - 55%  
Operating Temperature : 10 ~ 40°C  
Memory : 200 test results



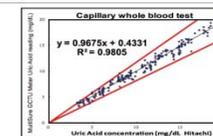
#### ◀Triglycerides

Measurement Range : 50 - 650 mg/dL  
Sample Volume : ≥ 1.2 µL  
Quick Testing Time : 60 seconds  
Hematocrit : 30% - 55%  
Operating Temperature : 18 ~ 38°C  
Memory : 100 test results



#### ◀Uric Acid

Measurement Range : 3 - 20 mg/dL  
Sample Volume : ≥ 2.5 µL  
Quick Testing Time : 10 seconds  
Hematocrit : 20% - 60%  
Operating Temperature : 10 ~ 38°C  
Memory : 200 test results



**ApEXBio**  
Taiwan

No.7, Li-Hsin Rd. V, Hsinchu Science Park, Hsinchu, Taiwan, R.O.C.  
TEL : 886-3-5641952 / FAX : 886-3-5678302 / E-Mail : info@apexbio.com / Website : www.apexbio.com

# New product-GlucoSure VIVO<sup>Link</sup>

**ApEXBio**  
Taiwan

**GlucoSure VIVO<sup>Link</sup>**  
Blood Glucose Monitoring System

**ISO 15197:2015**

- Autocoding
- Talks in 2 languages
- Result in 6 seconds
- Bluetooth
- PC link
- Alternate site testing

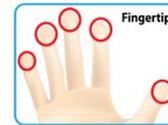
**ApEXBio**  
Taiwan

## GlucoSure VIVO Link *Blood Glucose Monitoring System*

The GlucoSure VIVO Link Blood Glucose Monitoring System provides an easy and precise way to measure blood glucose using fresh capillary whole blood taken from fingertips, palms, or forearms. The GlucoSure VIVO Link has a large screen and talks clearly in 2 languages\* for easy understanding of operation and testing results.

The GlucoSure VIVO Link's Bluetooth wireless feature enables testing results to seamlessly transmit into a smart device and share the data with healthcare providers instantly for better understanding and management of patients' condition.

### More testing sites

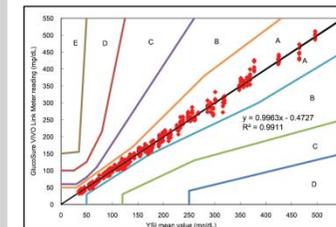


### Specifications

- Measurement Range**  
20~600 mg/dL (1.1~33.3 mmol/L)
- Coding Method**  
Automatic
- Quick Testing Time**  
6 seconds
- Sample Volume**  
0.6 µL
- Operating Temperature**  
10°C~40°C
- Memory**  
300 blood test results with date and time
- Data Management**  
7, 14, and 30 days averaging
- Additional Features**  
PC link  
Bluetooth  
Alternative site testing  
Talks in 2 languages\*

\*Please inquire about language available from your local distributor.

### Precision and Accuracy performance according to ISO15197 : 2015



ISO 15197 : 2015		
Sample < 100 mg/dL		
±5 mg/dL	±10 mg/dL	±15 mg/dL
131 / 180	176 / 180	180 / 180
73%	98%	100.0%
Sample ≥100 mg/dL		
±5%	±10%	±15%
271 / 420	395 / 420	418 / 420
65%	94%	99.5%

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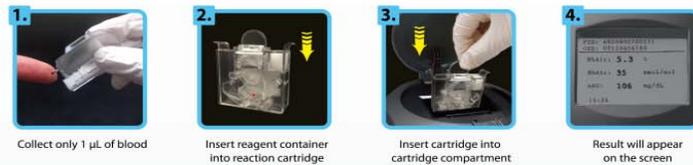
# New Product - Eclipse PLUS

**ApEXBio**  
Taiwan

## Eclipse PLUS POC Analyzer

### Easy to use

#### HbA1c



1. Collect only 1 µL of blood

2. Insert reagent container into reaction cartridge

3. Insert cartridge into cartridge compartment

4. Result will appear on the screen

#### Albumin/Creatinine Ratio • Microalbumin • Creatinine



1. Collect 3µL of urine sample

2. Insert reagent container into reaction cartridge

3. Insert cartridge into compartment

4. Result will appear on the screen

### Peripherals (Optional)



- Printer
- Barcode Reader
- USB Cable

**ApEXBio**  
Taiwan

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TEL : 886-3-5641952 / FAX : 886-3-5678302 / E-Mail : info@apexbio.com / Website : www.apexbio.com

Rev.9/16



**4in1**



Fully automatic Quick result Small Sample USB connection Direct to printer Barcode scanner

**ApEXBio**  
Taiwan

# Pesticide residues quick check

ApEXBio  
Taiwan

## ■ 農藥殘毒快速檢驗

AgriPro



## ■ 農藥檢測系統

AgriPro II



Fruit/Vegetable  
pesticide residues  
quick check



# Telehealth care network

**ApEXBio**  
Taiwan

## Point of Care



## POCT Server

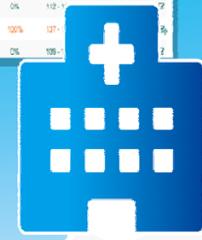
Gender	Name	7 Day Status	Hypot	Hypertac	Hypertac	Last reading	Last Date
Male	Shih Li	1	25%	62%	32-182	3 days ago	65
Female	Wang Shih	1	11%	11%	33-256	2 hours ago	65
Female	Fai Tang	0	0%	100%	161-161	6 days ago	65
Female	Wang Shih	0	0%	25%	95-168	2 hours ago	425
Female	Chen Shih	0	0%	100%	150-150	5 days ago	65
Female	Shih Li	0	0%	100%	104-104	4 days ago	65

Lowest	Highest	Average
50	600	203

Level	Count	Percentage
Low	1	11%
High	5	73%
Good	3	44%
Total	9	100%



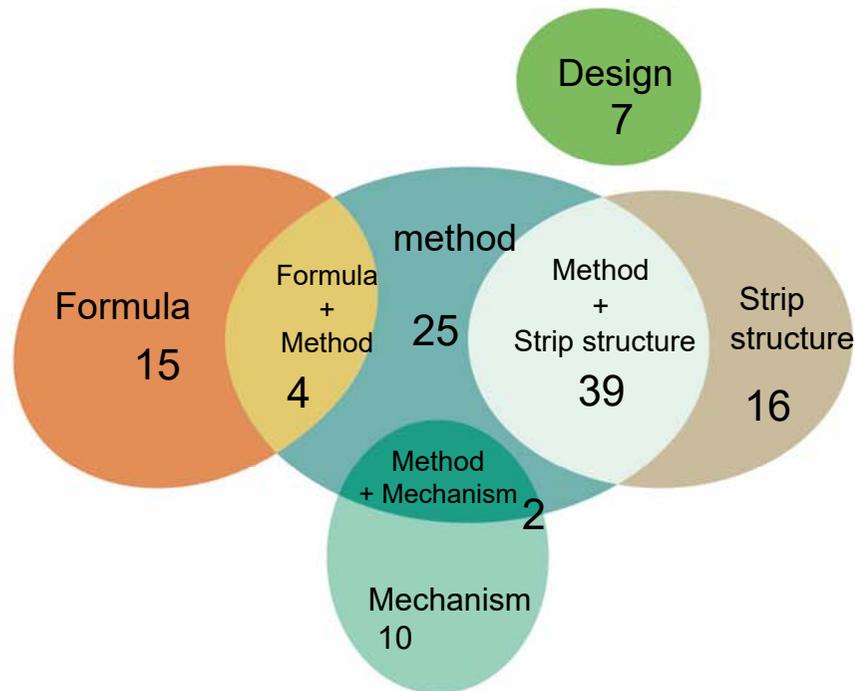
ApEXBio  
Taiwan

2017  
th

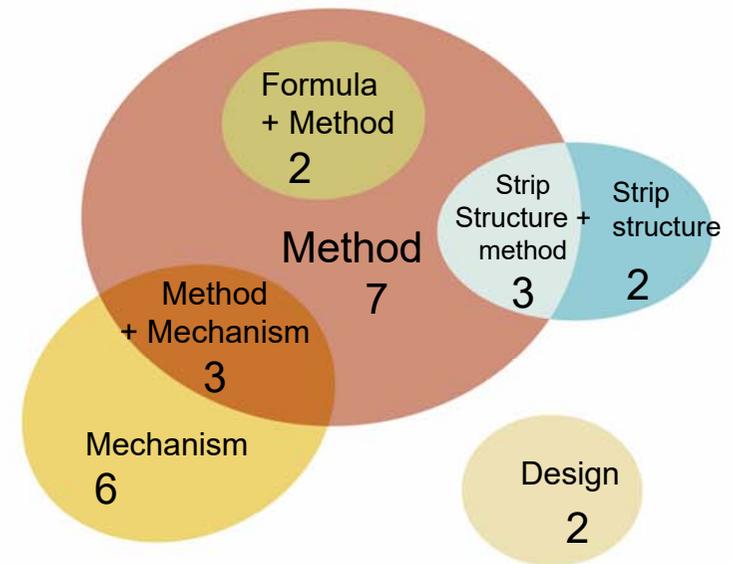


# Patent granted

## ■ Electrochemical system (118 patents)

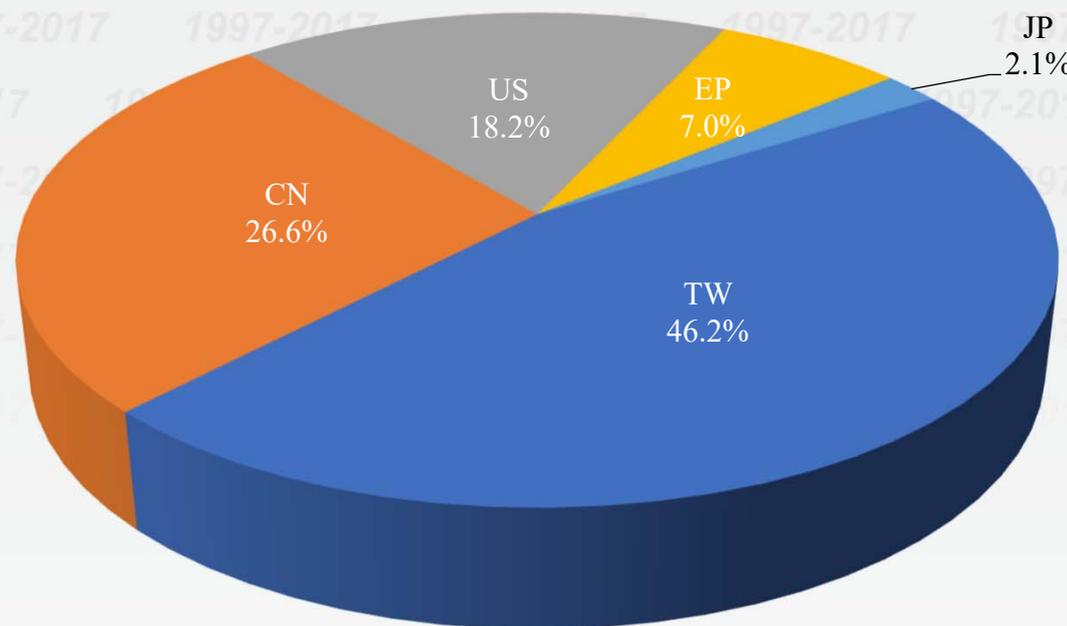


## ■ Non-electrochemical system (25 patents)



# Patent Distribution By Region

**ApEXBio**  
Taiwan



	TW	CN	US	EP	JP	Total
Grant number	66	38	26	10	3	143
Percentage , %	46.2%	26.6%	18.2%	7%	2.1%	100%

# Global sales distribution

**ApEXBio**  
Taiwan



Territory	2016	2017/1-3Q
USA	54%	47%
EU	32%	42%
Asia	13%	10%
Africa	1%	1%

1997



2017  
th

# Finance Performance

**ApEXBio**  
Taiwan

(NT\$ 1,000)

	2013	2014	2015	2016	1-3Q / 2017
Revenue	1,829,221	1,788,929	1,847,454	1,763,284	1,323,240
Gross margin	568,443	524,673	547,135	476,843	267,751
Operation profit	348,991	289,487	300,795	245,889	81,643
Profit after tax	374,464	271,010	261,538	2,956	38,786
EPS	3.77	2.77	2.66	0.03	0.41
G/M ratio	31%	30%	29%	27%	20%
Operation profit ratio	19%	17%	16%	14%	6%
Net profit ratio	20%	15%	14%	0.2%	3%
Shipped Meter Qty	705K	772K	1,063K	1,317K	1,217K
Shipped Strip Qty	832M	965M	965M	904M	718M

1997



SENSOREX  
(Touch Panel)

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GlucoSure  
POC

GlucoSure  
ADVANCE II

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Thank you for your attention

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