



五鼎生技  
Company profile

**ApexBio**  
Taiwan

2018/11/29

# Company profile

**ApEXBio**  
Taiwan

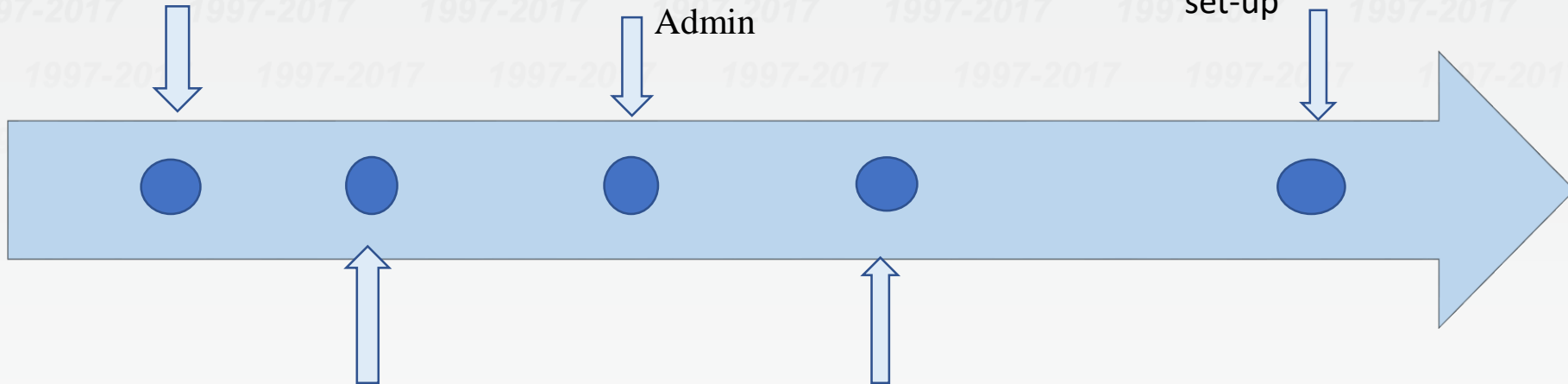
Stock #	TSEC 1733
Industry	IVD Medical Device
Operation Locations	<b>Head quarter:</b> No. 7, Li-Hsin 5 <sup>th</sup> Rd., Hsinchu Science Park, Hsinchu, Taiwan <b>Tao Yuan Factory:</b> No. 180, Lane 70, Wuqing Rd., Dayuan Dist., Taoyuan City 337, Taiwan <b>Suzhou Corp.:</b> Room 106, No.2, Kecheng Road, SIP, Suzhou, China <b>Omnis Health LLC :</b> 505 Airpark Center Drive, Nashville, TN,USA
Started	12/02/1997
IPO	06/13/2000(4101 OTC) 09/17/2001(1733 TSEC)
Capital	NTD997 Million
Chairman/CEO	Thomas Shen PhD
Employees	731 people (upto 10/31/2018)

# Milestone

- 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

- 2007 Lactate launch
- 2008 Voice BGM launch
- 2009 Taoyuan factory set-up
- 2010 Tele-health tech build-up
- 2011 AEO certified by Customs Admin

- 2017 Acquired Omnis Health LLC 98%  
Pass Brazil INMETRO on-site audit
- 2018 iCGM production line set-up



- 2002 ISO 9001/13485 notified
- 2003 CE IVDD notified
- 2005 Pesticide residues check product launch

- 2012 ApexBio Suzhou Corp set-up
- 2013 1st Taiwan MITTELSTAND Award from MOEA
- 2015 HbA1C/MultiSure GK products launch  
APEA Award Outstanding Category  
ISO14001/OHSAS18001 notified



# Product Awards

Award	Year and products
HsinChu Park Innovation	-1999 GlucoSure Plus Glucose Monitoring System -2000 Uric Acid Monitoring System -2003 R&D Accomplishment Awards -2006 AgriPro -2011 HbA1C -2015 Multisure GK (for Human/Animal)
National Biotech & Medical Care Quality Award	-2001 Multisure GU
National Industrial Innovation Award	-2002 Multisure GU
Taipei MediPharma Innovation Award	-2008 HbA1C



# Company Awards

Year	Award
2007	15 <sup>th</sup> National Industrial Innovation Award -- Outstanding Enterprise Innovation Award
2012	Forbes Asia's 200 Best Under A Billion-- 2006/2007/2008/2012
2013	The 1st Taiwan Mittelstand Award

Forbes Asia's 200 Best Under A Billion



The Taiwan Mittelstand Award





# Product profile

1997



# Blood Glucose Monitoring Systems

■ 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





# Blood Glucose Monitoring Systems

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GlucoSure Vivo  
欣活語音血糖測試儀

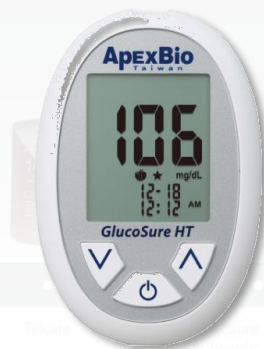


GlucoSure Light  
欣巧血糖測試儀



No coding series

GlucoSure HT  
新速利測血糖測試儀



GlucoSure ADVANCE II  
欣瑞二代血糖測試儀



1997



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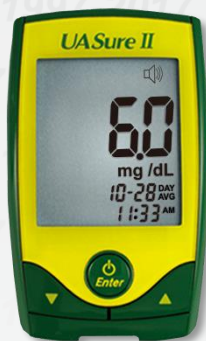
2017  
th

# Professional Monitoring System

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## ■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

SINSONEX  
(Touch Panel)

UA Sure II  
ApexBio

HemoSmart  
GOLD

MAXIMUM  
Automatic

Eclipse A1c

PHI

ApexBio  
HT

ApexBio  
HT

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# Multi-functional System

## ■ 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



1997

MultiSure  
(Touch Panel)

MultiSure  
(Touch Panel)

MultiSure  
GK

MultiSure  
GC

MultiSure  
GK

MultiSure  
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MultiSure  
GK

# New product - MultiSure GCTU

**ApexBio**  
Taiwan

## MultiSure® GCTU

Blood Glucose and Cholesterol, Triglycerides and Uric Acid Monitoring System



GLU/  
CHO/  
TG/  
UA

Glucose, Cholesterol,  
Triglycerides and  
Uric Acid testing



PC link



Strip ejection



Bluetooth



Foil pack  
available



Back light

Glucose, Cholesterol,  
Triglycerides and Uric Acid testing

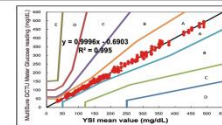
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### MultiSure® GCTU *Glucose, Cholesterol, Triglycerides and Uric Acid monitoring system*

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



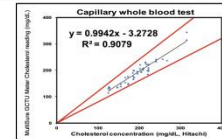
Measurement Range : 20 - 600 mg/dL  
Samples : <math>\geq 0.5 \mu\text{L}</math>  
Quick Testing Time : 5 seconds  
Hematocrit : 10% - 70%  
Operating Temperature : 5 - 45°C  
Memory : 500 test results

ISO 15197:2015		
Samples <math>< 100\text{mg/dL}</math>		
+/-5mg/dL	+/-10mg/dL	+/-15mg/dL
143/186	180/186	186/186
76.9%	96.8%	100.0%
Samples $\geq 100\text{mg/dL}$		
324/414	406/414	414/414
78.3%	98.1%	100.0%

#### ◀ Cholesterol



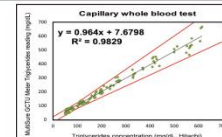
Measurement Range : 100 - 400 mg/dL  
Sample Volume :  $\geq 3.6 \mu\text{L}$   
Quick Testing Time : 60 seconds  
Hematocrit : 30% - 55%  
Operating Temperature : 10 - 40°C  
Memory : 200 test results



#### ◀ Triglycerides



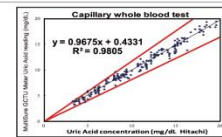
Measurement Range : 50 - 650 mg/dL  
Sample Volume :  $\geq 1.2 \mu\text{L}$   
Quick Testing Time : 60 seconds  
Hematocrit : 30% - 55%  
Operating Temperature : 18 - 38°C  
Memory : 100 test results



#### ◀ Uric Acid



Measurement Range : 3 - 20 mg/dL  
Sample Volume :  $\geq 2.5 \mu\text{L}$   
Quick Testing Time : 10 seconds  
Hematocrit : 20% - 60%  
Operating Temperature : 10 - 38°C  
Memory : 200 test results



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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>

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Taiwan

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

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

### 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

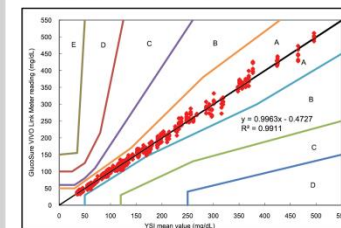


#### Specifications

- **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

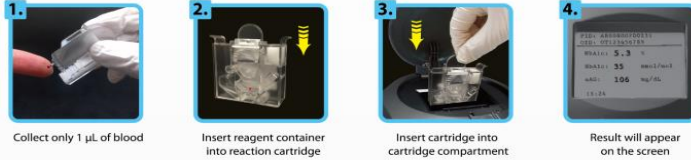
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## Eclipse PLUS POC Analyzer

### 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)



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Rev.9/16



Fully automatic



Quick result



Small Sample



USB connection



Direct to printer



Barcode scanner

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# NRE projects with customers

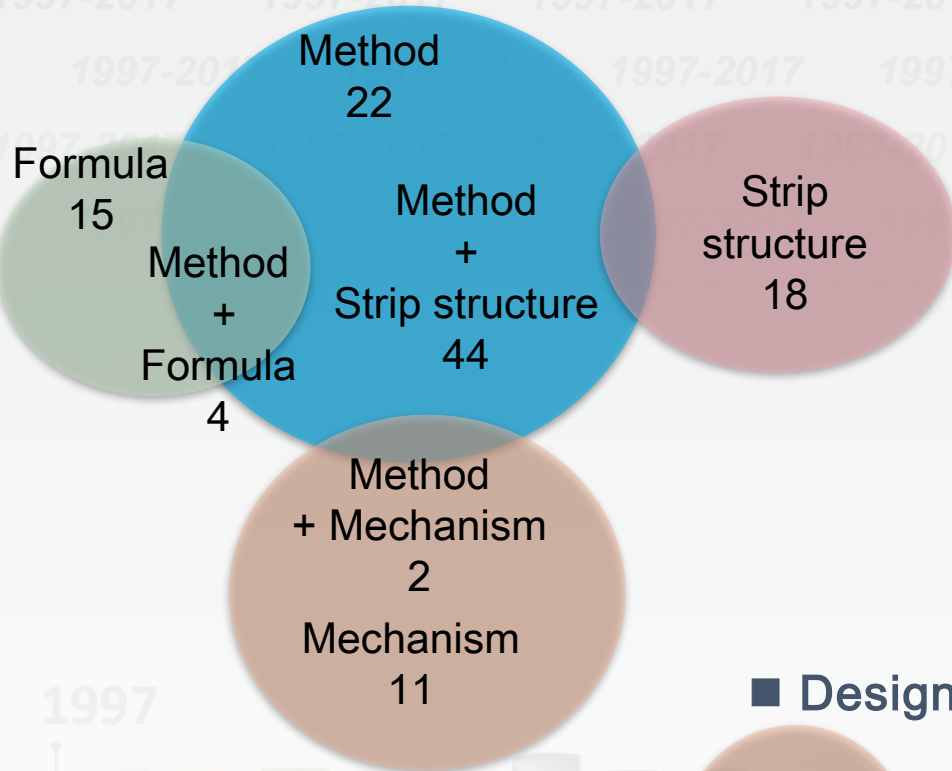
- Continuous Glucose Monitoring System for intensive care
  - into 2<sup>nd</sup> milestone stage
- Use electrochemistry platform customized liver monitoring system
  - production under trial run
  - signed production contract



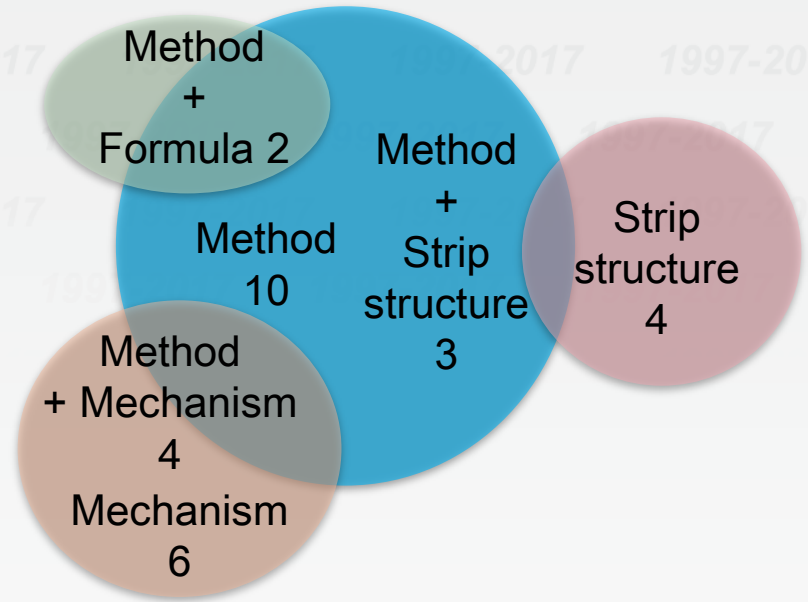


# Patent granted

## ■ Electrochemical system (116 cases)



## ■ Optical system (29 cases)



## ■ Design (8 cases)



# Global sales distribution



Territory	2016	2017	1-3Q/'18
USA	54%	48%	41%
EU	32%	40%	49%
Asia	13%	11%	9%
Africa	1%	1%	1%

1997



# Finance Performance



(NT\$ 1,000)

	2014	2015	2016	2017	1-3Q/2018
Revenue	1,788,929	1,847,454	1,763,284	1,795,300	1,523,665
Gross margin	524,673	547,135	476,843	431,514	430,751
Operation profit	289,487	300,795	245,889	160,999	178,759
Profit after tax	268,997	261,538	2,956	82,397	131,886
EPS	2.77	2.66	0.03	0.86	1.33
G/M ratio	29%	29%	27%	24%	28%
Operation profit ratio	16%	16%	14%	9%	12%
Net profit ratio	15%	14%	0.2%	4%	8%
Shipped Meter Qty	772K	1,063K	1,287K	1,475K	1,219K
Shipped Strip Qty	965M	965M	901M	936M	763M



Thank you

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Taiwan

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