

DMT

曜亞國際

April 24, 2022

Symbol:4138

Investor Conference

ANIMERS™



AestheFill®



Medytox



STARFORMER®



PicoWay™



cooltech



# Disclaimer

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This presentation is prepared according to the reviewed financial statements by CPA and the financial numbers hereby are based on IFRS, please refer to the published financial statements for full content.

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# 1. 公司概況(Corporate Overview)

# 公 司 概 況



董事長 Chairman  
傅輝東 Tony Fu

## 曜亞國際

• 從台灣出發、 『光曜亞洲、放眼國際』

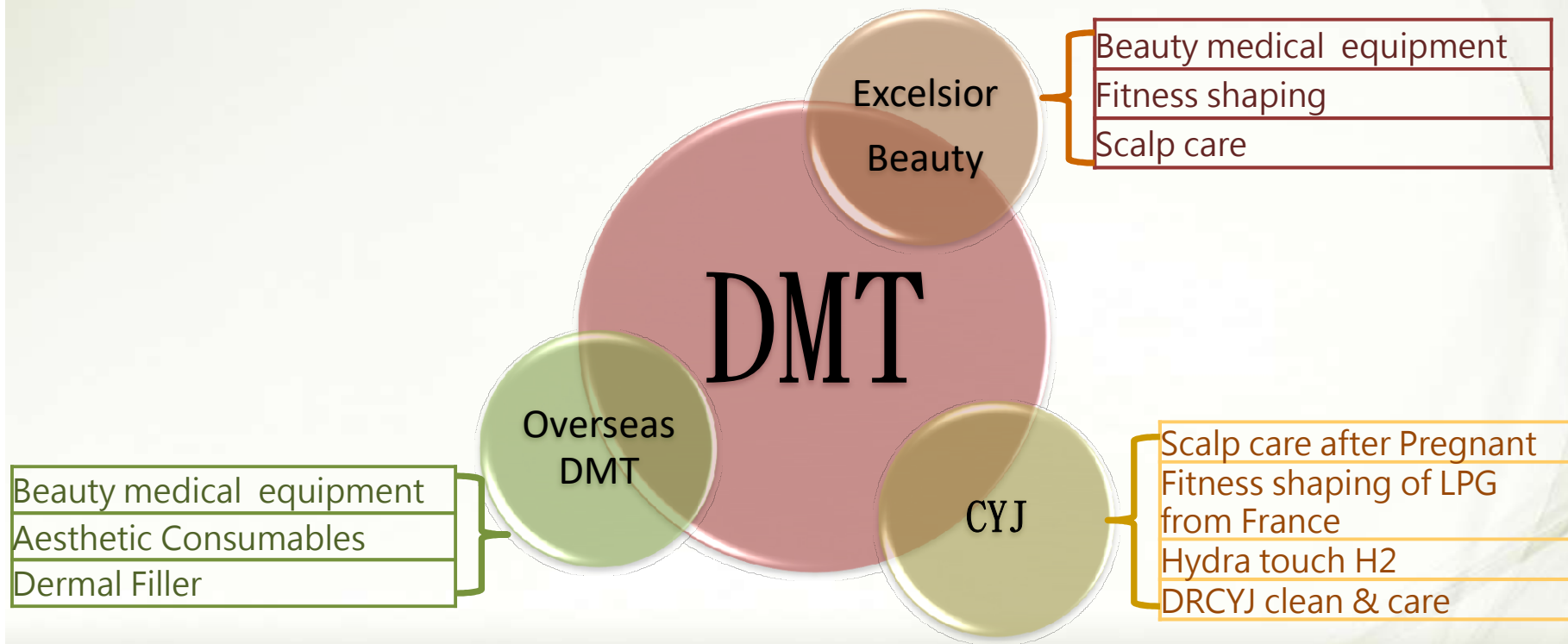
## 經營理念

• 客戶滿意 · 快樂員工 · 幸福企業 · 美麗人生

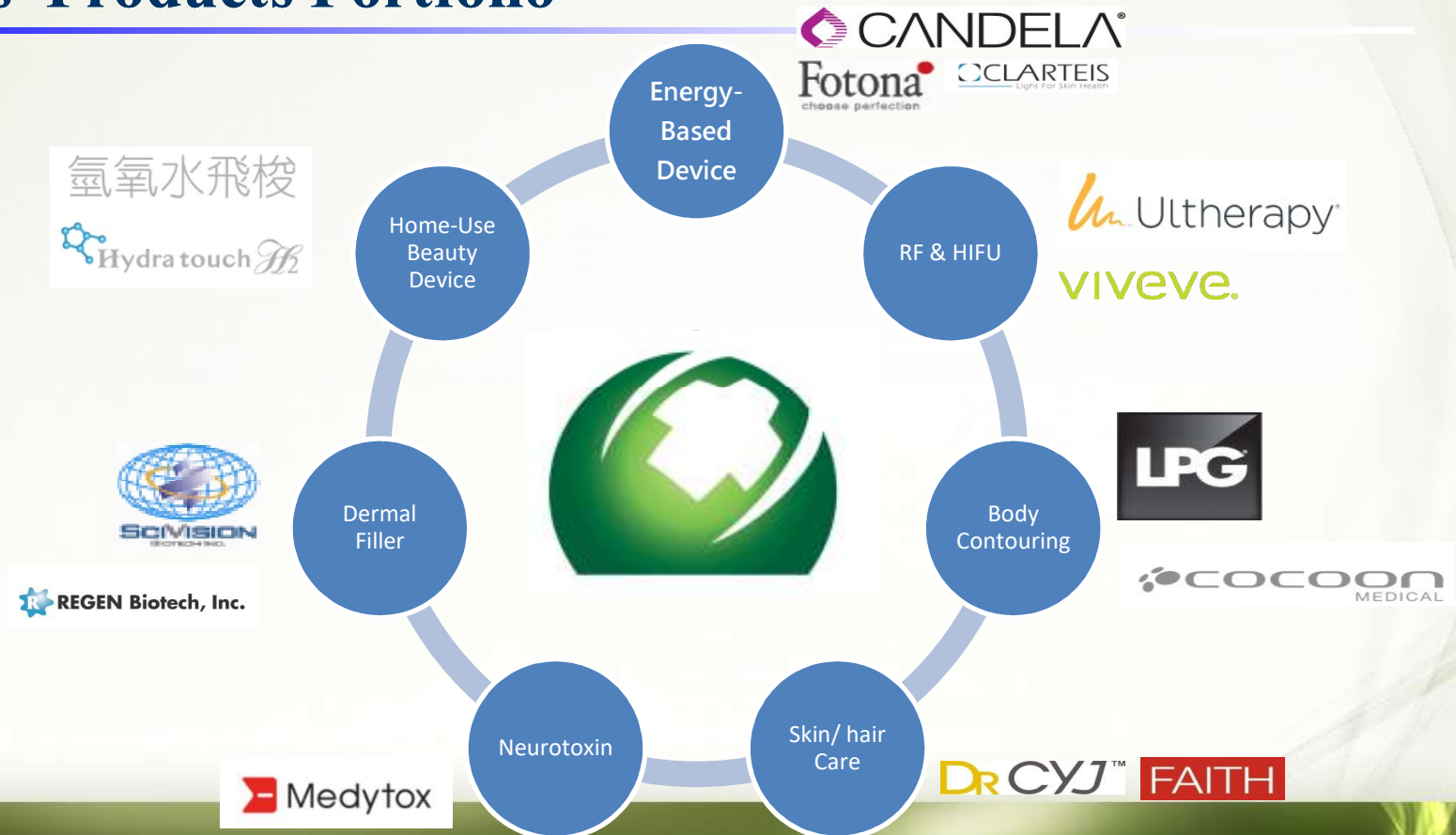
## 使命

• 誠信正直 團隊合作 當責創新

# Top Provider of Medical Aesthetic Solutions in Asia



# DMT's Products Portfolio



# Crate a beauty life map



Area	佳美(EB) / CYJ	2022 Expand Business
North area	11	<b>5</b>
Middle area	2	<b>1</b>
South area	4	<b>1</b>
Total	17	<b>7</b>

## Expand Business

<b>CYJ(台北內湖)</b>	<b>CYJ(永和頂溪)</b>	<b>CYJ(台南永康)</b>
<b>CYJ(台北中山)</b>	<b>CYJ(新竹立鵬)</b>	
<b>CYJ(林口文化)</b>	<b>CYJ(台中中友)</b>	

**Dr. CYJ**  
勝肽健髮 | LPG 纖體  
佳醫美人

全台灣據點豐富 / 北中南 17家分店  
環境舒適 / 服務親切 / 健髮塑體美顏專業



目錄  
Content



## 2. 市場概況(Market Overview)

# Market Overview

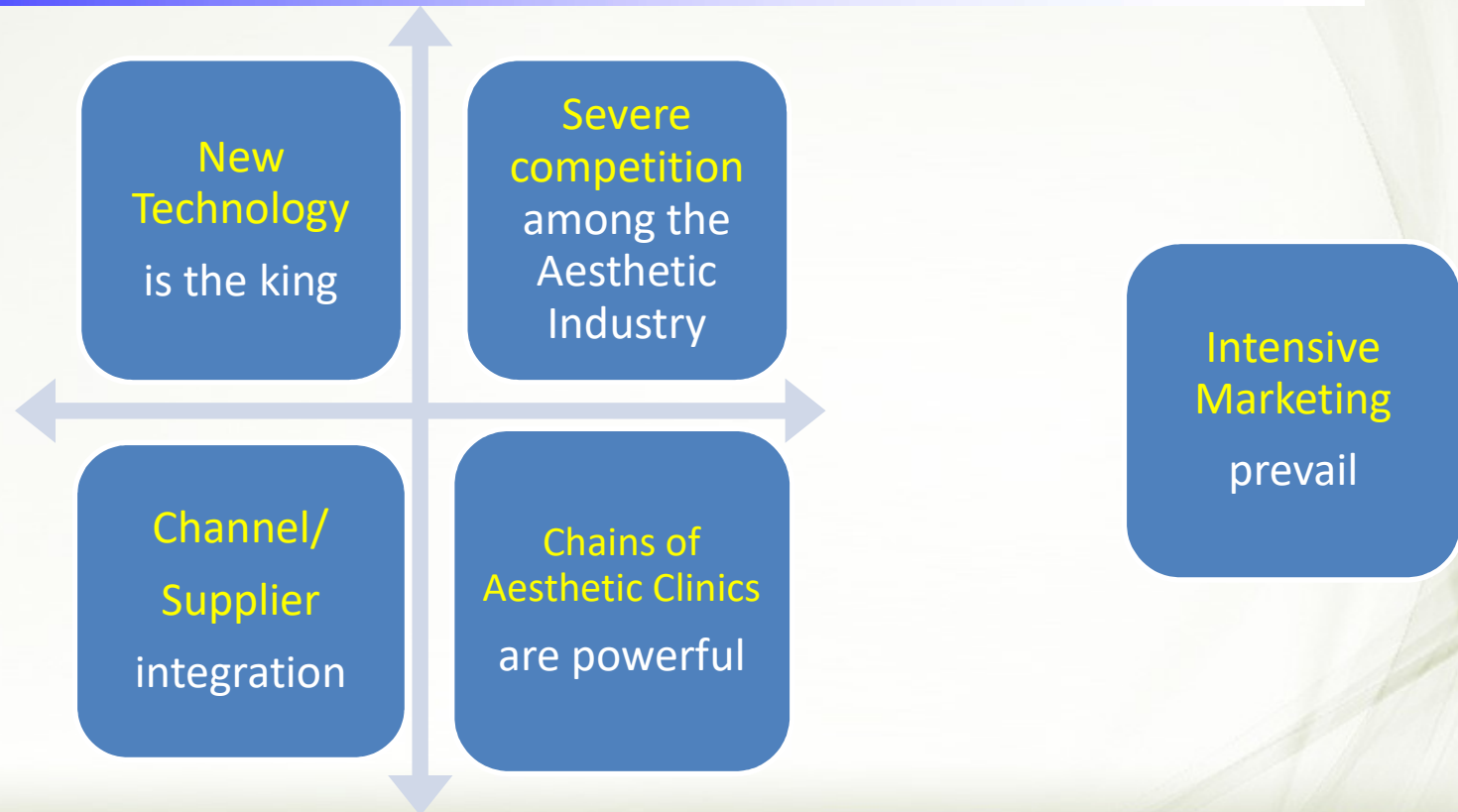
According to the Asian-Pacific Market Study issued by Medical Insight, Inc. in Mar. 2022, total Asian sales of all aesthetic products and equipment reached US\$2.7 billion in 2020 and are expected to increase by 16.4% per year through 2025.

Furthermore, medical aesthetic market can be divided into 4 sections: **Energy-Based Device**, **Body Shaping and Skin Tightening**, **Dermal Filler** and **Neurotoxin**, and DMT's distributed products covers all of the sections.

## Product Portfolio



# Taiwan Market Overview



# Operating Superiority

Diversified facial injectables to satisfy comprehensive demands of aesthetic medicine market

Complete aesthetic medicine consumable line, comprehensive one-stop beauty treatment

The Company will continue to develop and introduce products that meet the latest and safe aesthetic medicine trends

To make facial and body treatments more comprehensive and to provide superior services to consumers, the body sculpture treatment total solution



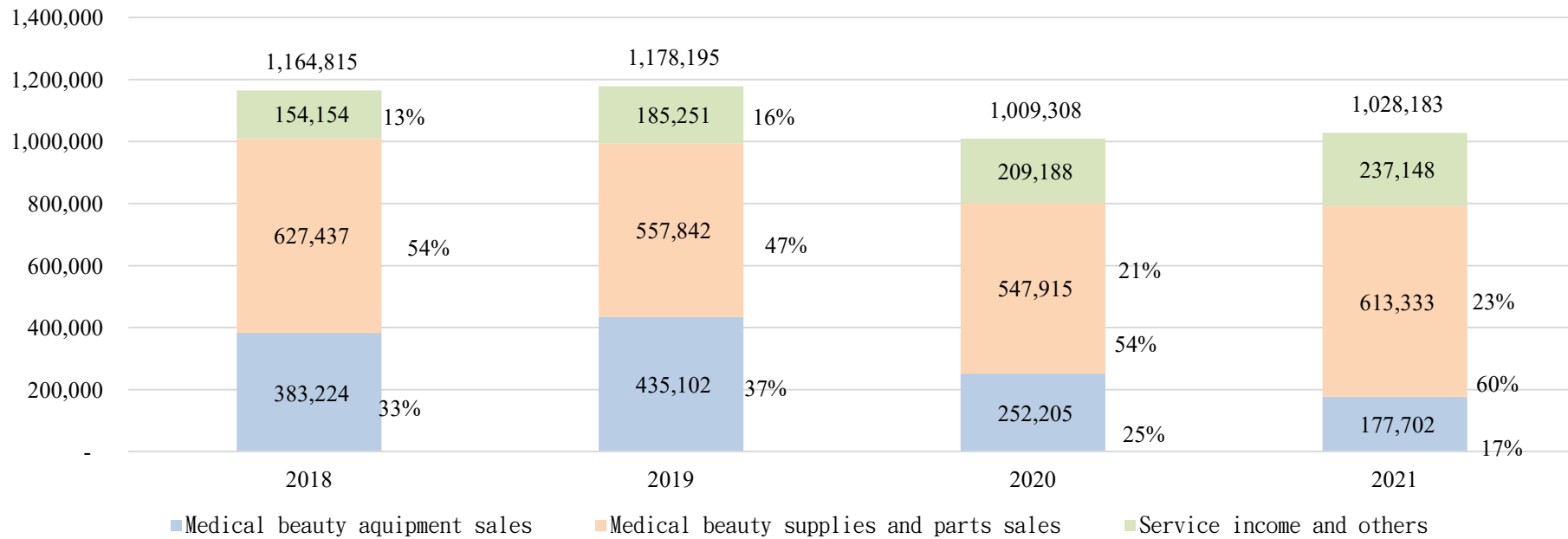


### 3. 營運概況(Business Overview)

# Business Overview

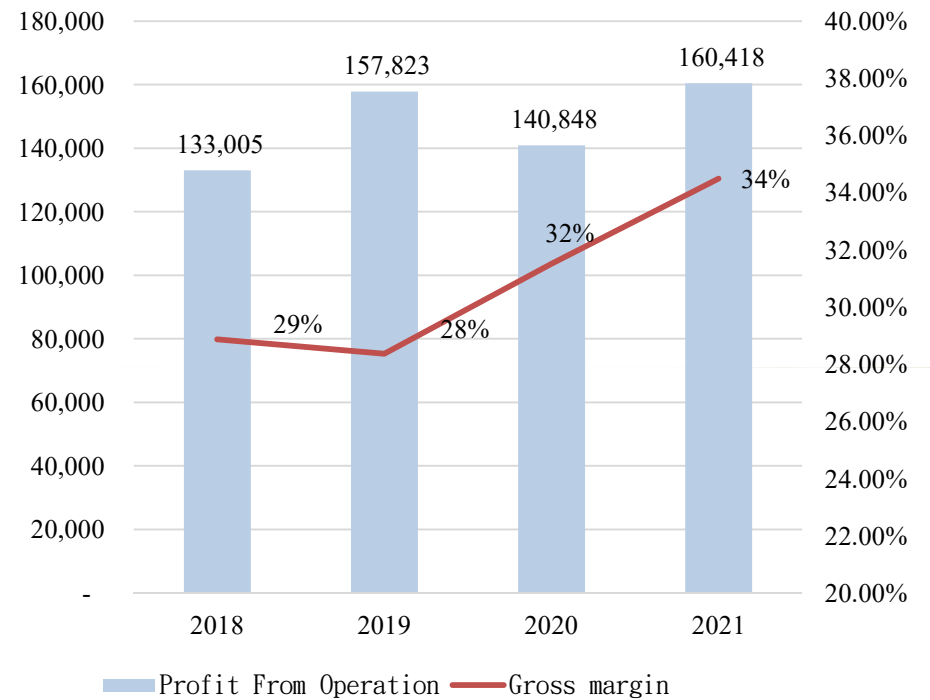
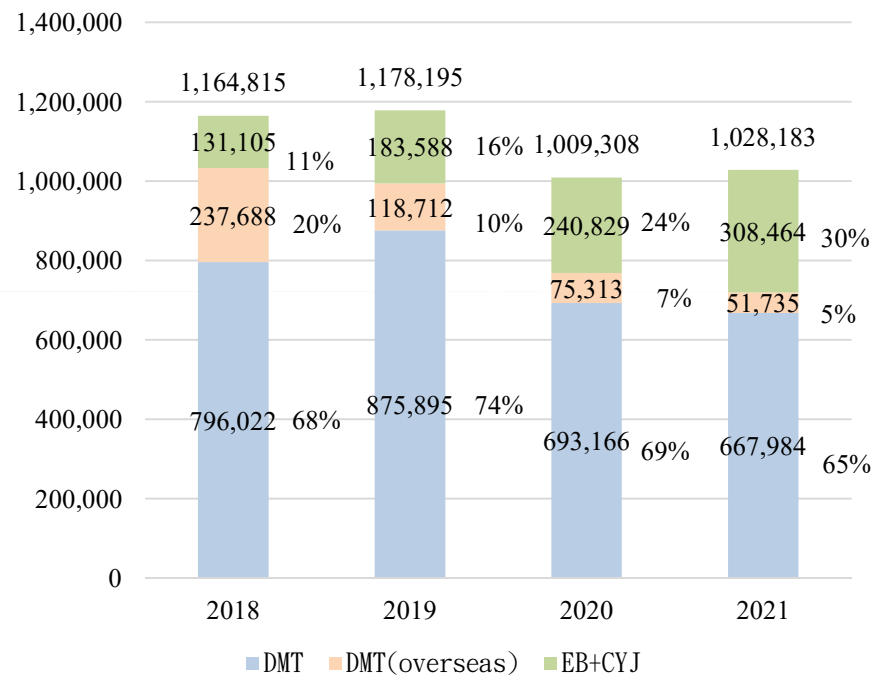
Unit : NTD\$K

## DMT Revenue by product ratio



Unit : NTD\$K

### Operating Revenue



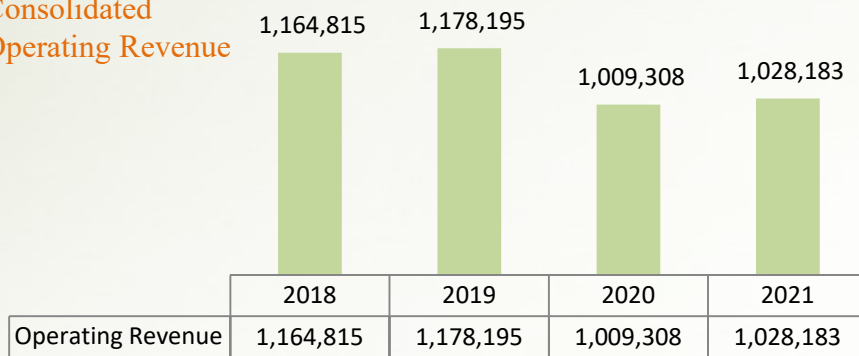


## 4. 財務概況(Financial Overview)

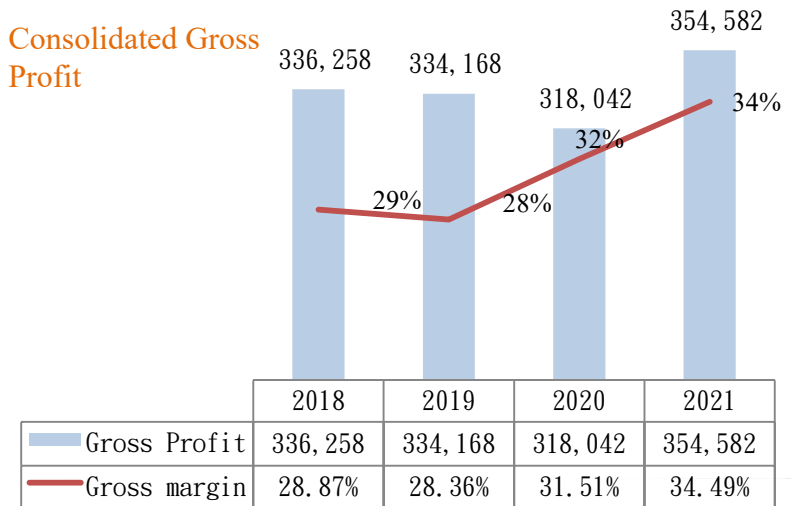


# Financial Overview Unit : NTD\$K

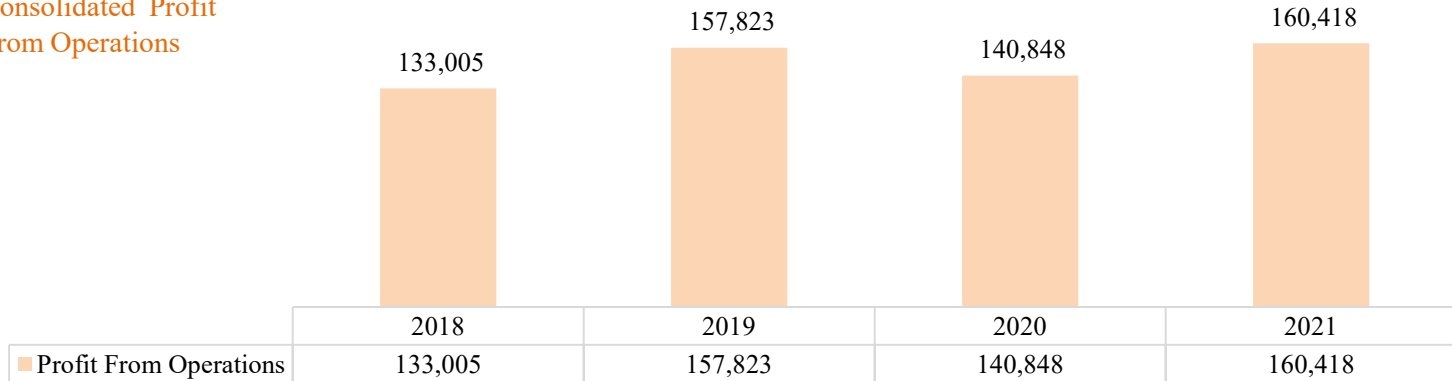
## Consolidated Operating Revenue



## Consolidated Gross Profit

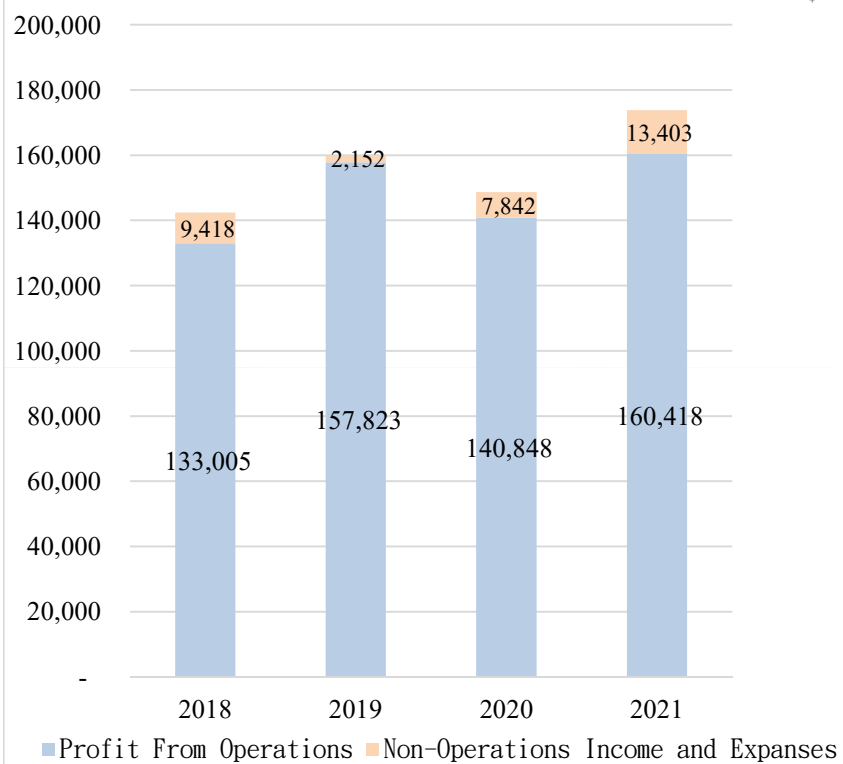


## Consolidated Profit From Operations



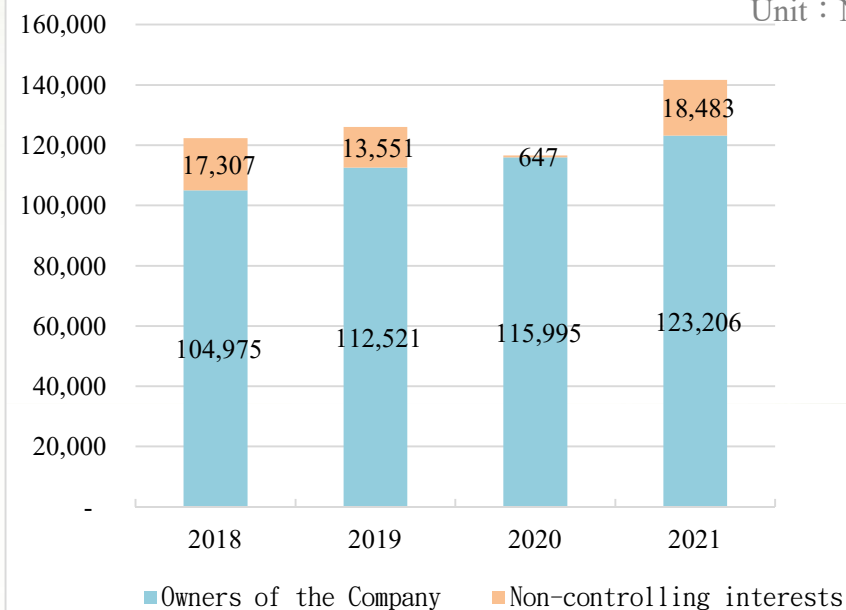
## Profit Before Income Tax

Unit : NTD\$K



## Net Profit for the year

Unit : NTD\$K

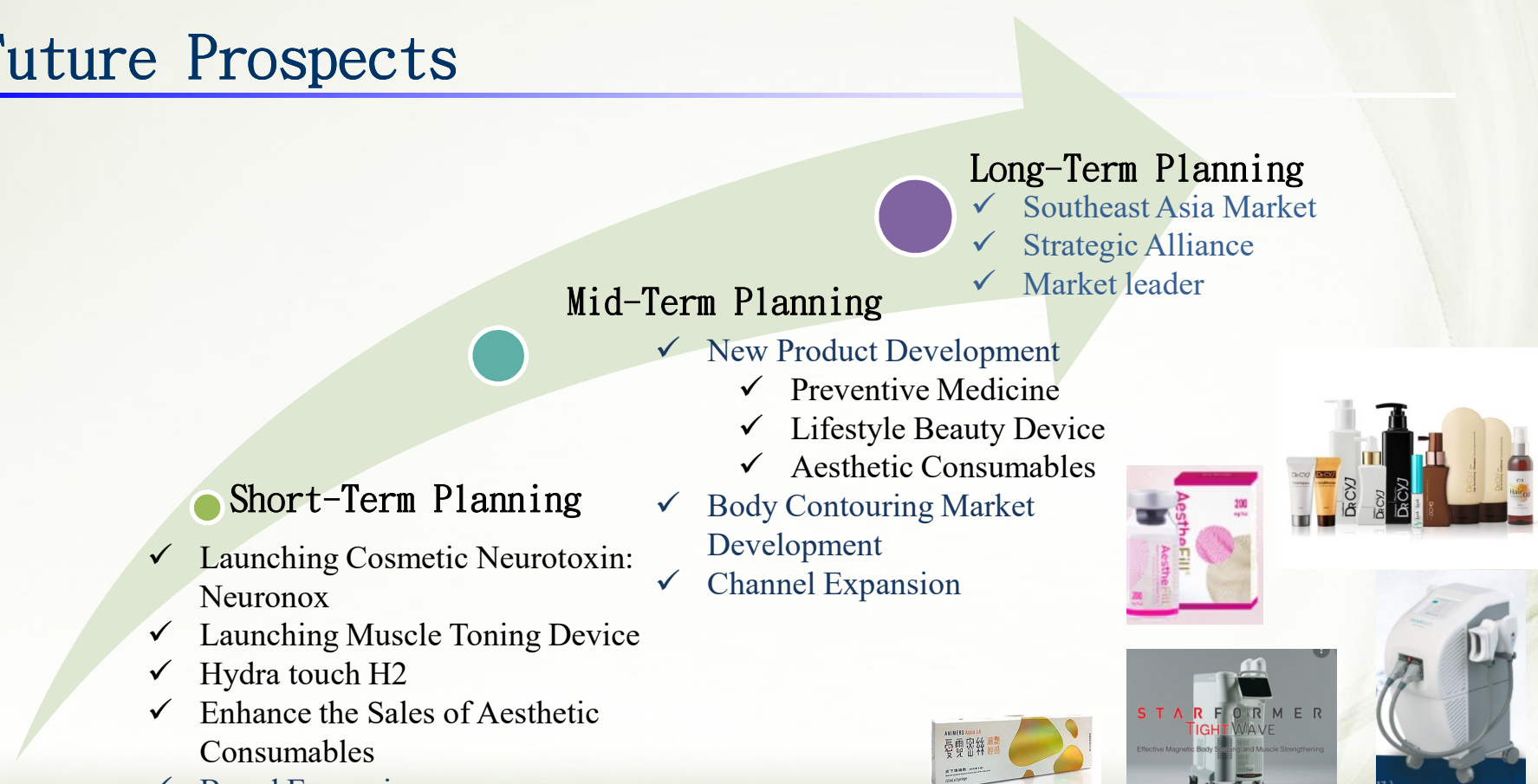


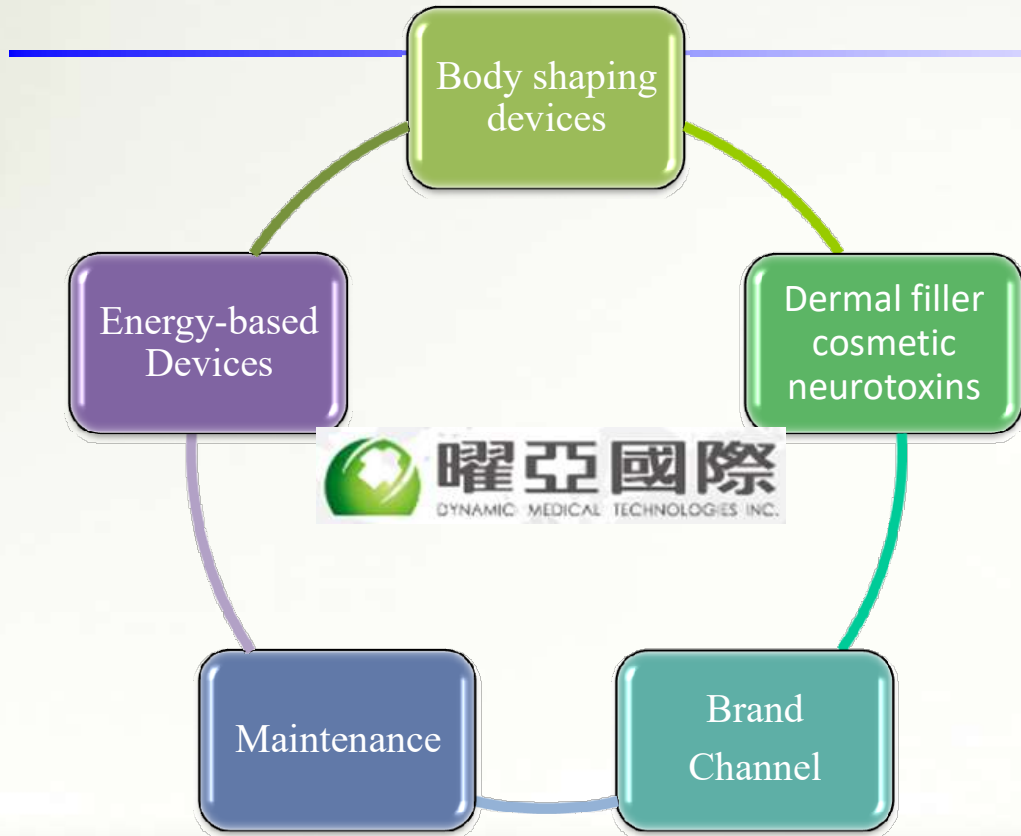
	2018	2019	2020	2021
EPS	3.50	3.75	3.87	4.11

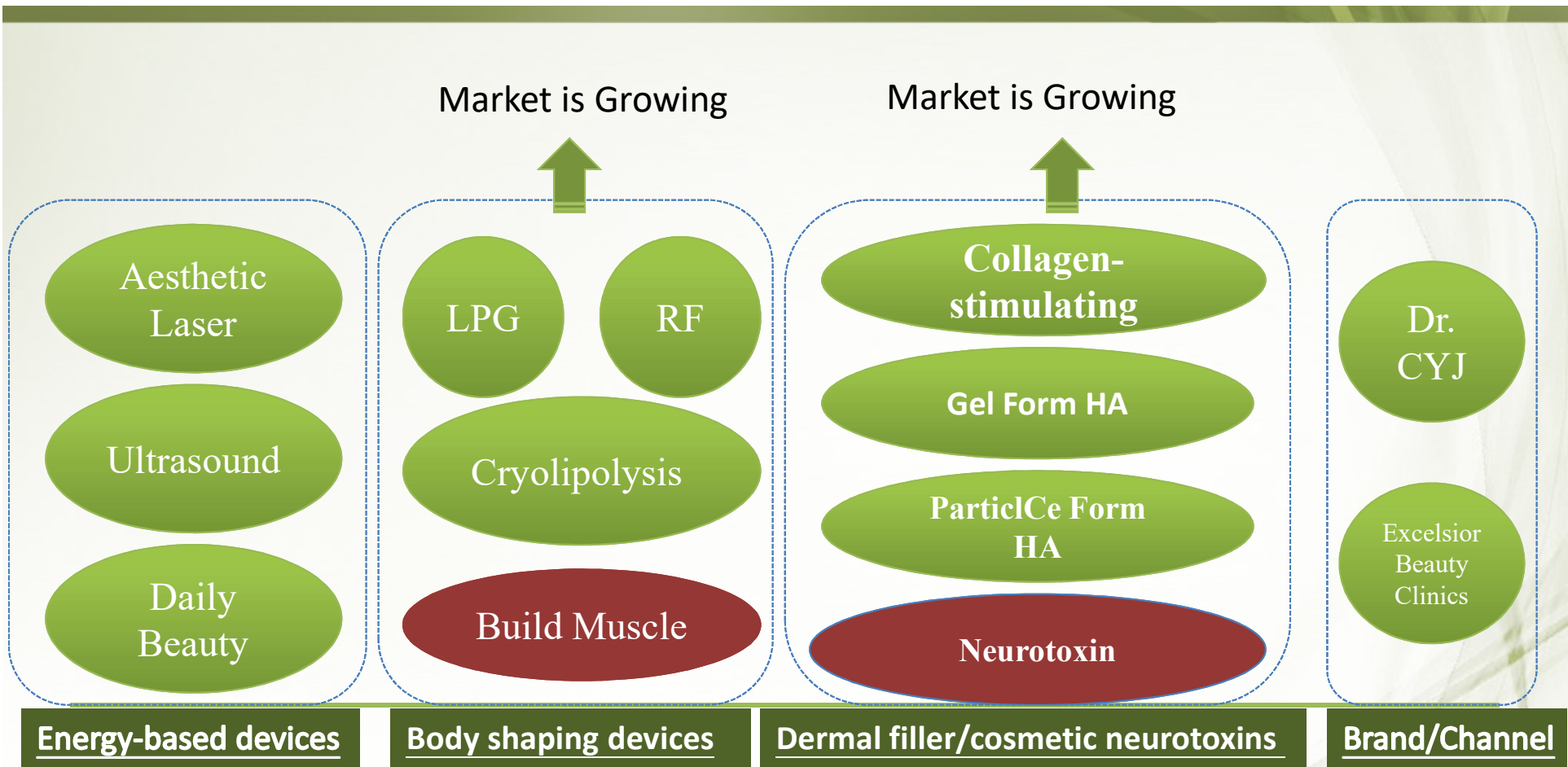


## 5. 策略及展望 (Strategies and Outlook)

# Future Prospects







# 星 肌動減脂



強化核心



增強肌力



減少脂肪



提高代謝率

力與美的肌肉線條

來自歐洲 **多頻** 磁能科技



- 強化臀大肌塑造性感翹臀
- 預防老後肌少症脫離泡芙人
- 強化背部肌群舒緩腰痠背痛
- 增強腹部肌肉打造馬甲線
- 提高基礎代謝率降低體脂肪
- 改善產後媽媽腹直肌分離



- 健康強身預防肌少症
- 提高基礎代謝減少體脂肪
- 打造精實身材展現男性魅力
- 增加肌肉質量輔助健身效果
- 強化腹部肌群塑造六塊腹肌

體雕新思維 · 健康新概念

男女適用 增強肌力 體態雕塑 健康強身

# 星 肌動減脂



強化核心



增強肌力



減少脂肪



提高代謝率

力與美的肌肉線條

來自歐洲 **多頻** 磁能科技



## Neuronox

### 肉毒桿菌素注射劑



高純度

高強度菌株

高效力高安全性

國際性品牌



來自韓國，肉毒桿菌素品牌

 Neuronox®

 Medytox



# 2022'S New Arrival



## DR CYJ 胜肽恆燦護色系列

永恆璀璨 閃耀光彩

- ✓ 針對經常染燙
- ✓ 需要護色
- ✓ 易毛躁打結
- ✓ 無光澤髮所設計

Classroom online



Classroom online

DMT Studio  
Room 5

2021 TDA  
Nov. 21 青春永恆講堂

曜亞國際



New player, New option-  
Glabella lines treatment by Neuronox



11/21  
12:30-13:00 **Medytox**  
Nai-Jen Hsu, MD 許乃仁醫師

How to optimize  
collagen stim

DMT Studio  
Room 5



11/21  
13:00-13:30 **AestheFill**  
Chih-Kun Lo, MD 羅峙銀醫師

DMT Studio  
Room 5

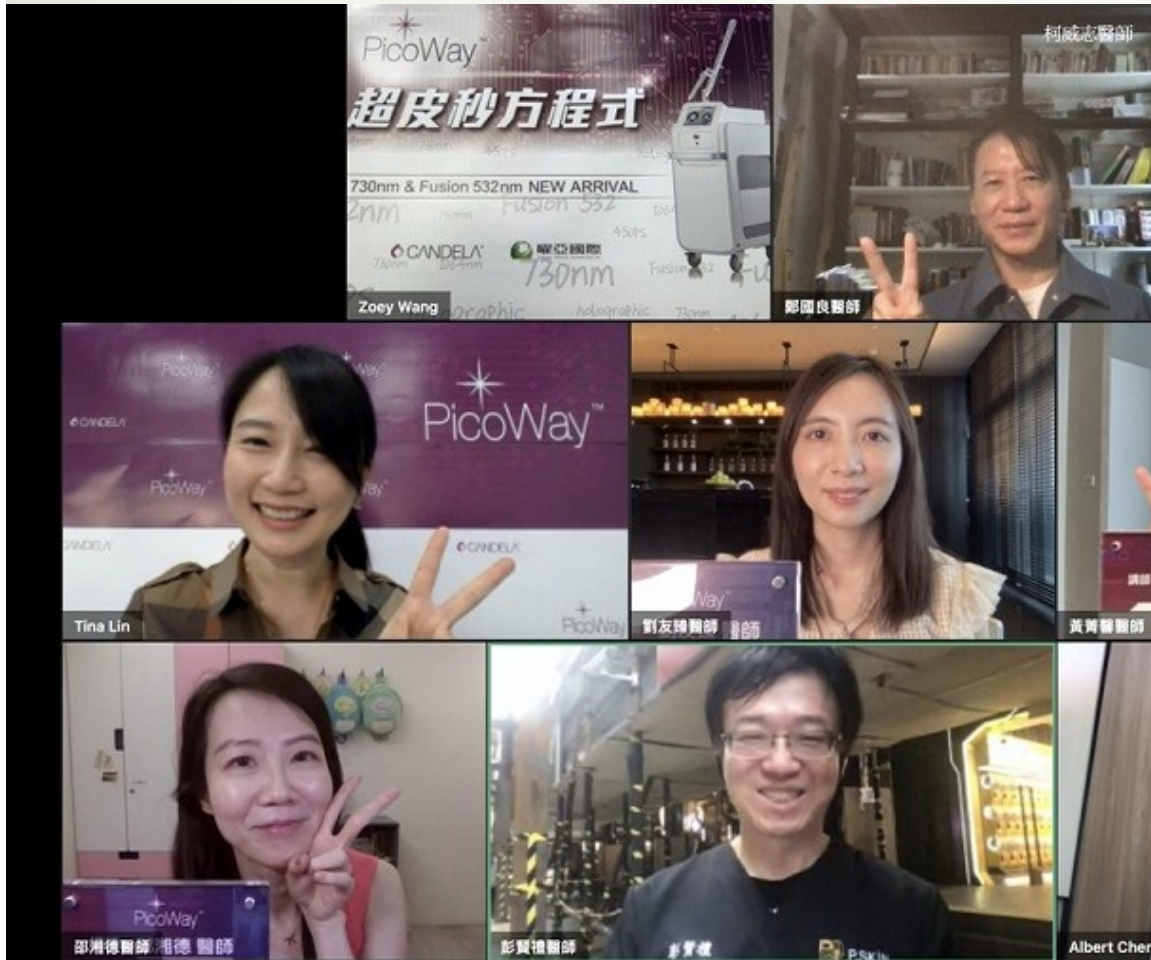
1 handpieces light up the way to  
mal picosecond laser treatment



11/21  
13:30-14:00 **PicoWay**  
Hsiang-Te Shao, MD 邵湘德醫師

DMT Studio  
Room 5

# Classroom online



## PicoWay™ 超皮秒方程式

2021 11/28 10:00 AM 準時上線 GoToWebinar

- ▶ 創造精準治療?
- ▶ 整合應用多波長皮秒?
- ▶ 如何提升治療成效?
- ▶ 靈活應用各種聚焦模式?

730nm & Fusion 532 NEW ARRIVAL

座長  
鄭國良 醫師

座長  
彭賢禮 醫師

講師  
劉友臻 醫師

講師  
邵湘德 醫師

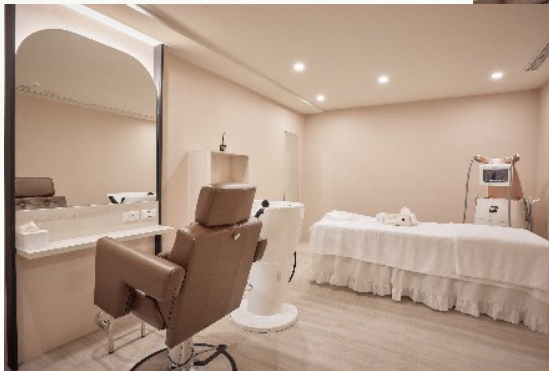
講師  
柯威志 醫師

講師  
黃菁菁 醫師

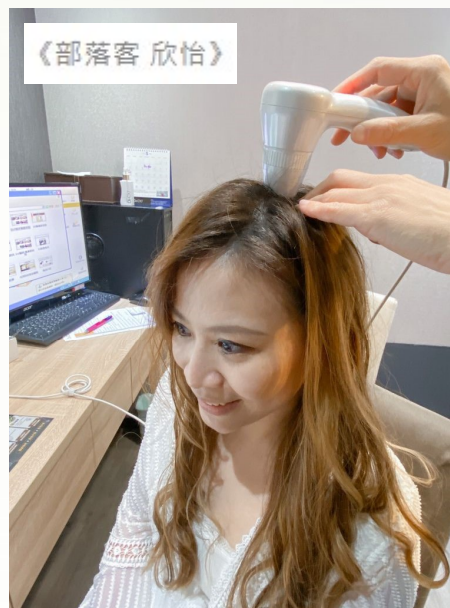
時間	講程	講師	座長
10:00-10:05	Opening	燿亞國際	
10:05-10:20	PicoWay experience sharing	維格皮膚科診所-劉友臻 醫師	彭賢禮皮膚科診所 院長
10:20-10:35		小確幸皮膚科診所 院長-邵湘德 醫師	彭賢禮 醫師
10:35-10:50		安珀臻玉診所 醫療技術長-柯威志 醫師	
10:50-11:05		彭賢禮皮膚科診所-黃菁菁 醫師	僑寶得診所 院長
11:05-11:20		僑寶得診所 院長-鄭國良 醫師	鄭國良 醫師
11:20-11:50	Panel Discussion	All	

CANDELA™ 燿亞國際

# CYJ Hair Centre~ Vip room(Independent,Private)



# Blogger's share



# CYJ Hair Centre

**VIP 午間饗宴**

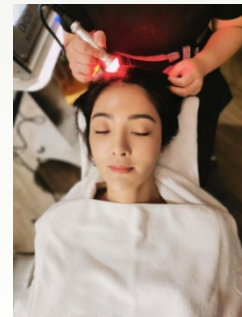
誠摯地邀請貴賓與我們一起共賞  
精彩饗宴 輕鬆的宴會氣氛  
特別邀請名師畫家 Dinner Illustration  
帶我們體驗廚師創作魅力【麗日手繪課程】

活動時間  
2019/06/22 (六)  
12:00-14:30

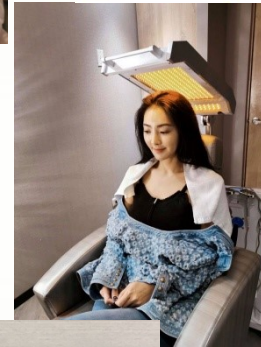


Dr. CYJ  
髮髮中心 | LPG 儀器

進階 健髮課程



<p><b>NEW 專業健髮課程 (K7)</b></p> <p>NEW 專業健髮課程 (K7)</p>	<p><b>男性健髮見證</b></p> <p>男性健髮見證</p>	<p><b>進階健髮課程 頭皮護理課程</b></p> <p>頭皮護理課程</p>	<p><b>頭皮護理課程 (孕期)</b></p> <p>頭皮護理課程 (孕期)</p>
<p><b>經典頭皮護理課程</b></p> <p>經典頭皮護理課程</p>	<p><b>LPG 孕期排水腫舒壓課程</b></p> <p>LPG 孕期排水腫舒壓課程</p>	<p><b>LPG 產後雕塑曲線課程</b></p> <p>LPG 產後雕塑曲線課程</p>	<p><b>LPG 法式科技纖體課程</b></p> <p>LPG 法式科技纖體課程</p>



Dr. CYJ 髮品  
蓬鬆柔順的秘密







## 6. 補充資料(Appendix)

## CONSOLIDATED BALANCE SHEETS-1

Unit : NTD\$K	2019/12/31	2020/12/31	2021/12/31
Cash and cash equivalents	681,226	784,901	813,371
Debt investments with no active market - current	468,649	447,351	492,091
Notes receivable & Trade receivables	166,001	134,837	133,539
Inventories	229,816	147,124	170,233
Other current assets	19,759	22,959	33,043
<b>Total current assets</b>	<b>1,565,451</b>	<b>1,537,172</b>	<b>1,642,277</b>
Long-term investment	150,449	152,721	132,655
Property, plant and equipment	134,894	114,499	136,013
Right-of-use asset	171,216	153,364	204,793
Other non-current assets	202,353	185,079	183,053
<b>TOTAL</b>	<b>2,224,363</b>	<b>2,142,835</b>	<b>2,298,791</b>

## CONSOLIDATED BALANCE SHEETS-2

Unit : NTD\$K	2019/12/31	2020/12/31	2021/12/31
Notes payable & Trade payables	58,818	27,101	61,554
Other payables	185,019	152,170	134,488
long-term liabilities-current portion			
contract liability	295,460	306,505	375,255
Other current liabilities	81,208	69,894	86,258
<b>Total current liabilities</b>	<b>620,505</b>	<b>555,670</b>	<b>657,555</b>
Bonds payable			
Other non-current liabilities	4,294	5,820	3,172
Lease liabilities — Non related parties	131,353	118,148	166,141
<b>Total liabilities</b>	<b>756,152</b>	<b>679,638</b>	<b>826,868</b>
Ordinary shares	300,000	300,000	300,000
Retained earnings	303,971	319,580	337,807
Capital surplus	627,726	627,726	627,726
Other equity	50,013	43,624	18,509
NON-CONTROLLING INTERESTS	186,501	172,267	187,881
<b>Total equity</b>	<b>1,468,211</b>	<b>1,463,197</b>	<b>1,471,923</b>
<b>TOTAL</b>	<b>2,224,363</b>	<b>2,142,835</b>	<b>2,298,791</b>
<b>The Net Asset Value of Each Share</b>	<b>48.94</b>	<b>48.77</b>	<b>49.06</b>

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit : NTDSK	2019		2020		2021	
	AMT	%	AMT	%	AMT	%
<b>OPERATING REVENUE</b>	1,178,195	100.00	1,009,308	100.00	1,028,183	100.00
<b>OPERATING COSTS</b>	844,027	71.64	691,266	68.49	673,601	65.51
<b>GROSS PROFIT</b>	334,168	28.36	318,042	31.51	354,582	34.49
<b>OPERATING EXPENSES</b>	176,345	14.97	177,194	17.56	194,164	18.88
<b>PROFIT FROM OPERATIONS</b>	157,823	13.40	140,848	13.95	160,418	15.60
<b>NON-OPERATING INCOME AND EXPENSES</b>	2,152	0.18	7,842	0.78	13,403	1.30
		0.00		0.00		0.00
<b>PROFIT BEFORE INCOME TAX</b>	159,975	13.58	148,690	14.73	173,821	16.91
<b>INCOME TAX EXPENSE</b>	33,903	2.88	32,048	3.18	32,132	3.13
<b>NET PROFIT FOR THE YEAR</b>	126,072	10.70	116,642	11.56	141,689	13.78
<b>OTHER COMPREHENSIVE INCOME</b>	(9,098)	(0.77)	(7,023)	(0.70)	(25,111)	(2.44)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	116,974	9.93	109,619	10.86	116,578	11.34
<b>NET PROFIT ATTRIBUTABLE TO Owners of the Company</b>	112,521	9.55	115,995	11.49	123,206	11.98
<b>EPS</b>	3.75		3.87		4.11	

## CONSOLIDATED STATEMENTS OF CASH FLOWS-1

Unit : NTDSK	2019	2020	2021
<b>Cash flows from operating activities:</b>			
<b>Profit before tax</b>	159,975	148,690	173,821
<b>Total adjustments to reconcile profit</b>	72,554	80,264	88,856
Accounts receivable	43,993	35,386	(5,416)
Other receivable	(457)	646	(29)
Inventories	78,140	63,893	(52,459)
Accounts payable	(21,036)	(31,717)	34,453
Other payable	(4,669)	(32,849)	(17,682)
Income taxes paid	(30,810)	(25,547)	(21,857)
Other	(30,733)	9,785	77,958
<b>Net cash flows from operating activities</b>	<b><u>266,957</u></b>	<b><u>248,551</u></b>	<b><u>277,645</u></b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS-2

Unit : NTDSK	2019	2020	2021
<b>Cash flows from investing activities:</b>			
Acquisition of financial assets at amortised cost	(348,649)	(246,501)	(268,491)
Proceeds from disposal of financial assets at amortised cost	60,000	267,799	223,751
Acquisition investments in debt instrument without active market	-	-	-
Proceeds from disposal of investments in debt instrument without active market	-	-	-
Proceeds from capital reduction of investments accounted for using equity method	-	-	-
Increase in other financial assets	(7,000)	0	0
Decrease in refundable deposits	(3,139)	(1,890)	2,556
Dividends received	1,859	4,784	2,970
Other	(15,124)	(6,904)	(53,205)
<b>Net cash flows from (used in) investing activities</b>	<b><u>(312,053)</u></b>	<b><u>17,288</u></b>	<b><u>(92,419)</u></b>

## CONSOLIDATED STATEMENTS OF CASH FLOWS-3

Unit : NTDS\$K	2019	2020	2021
<b>Cash flows from financing activities:</b>			
Repayments of bonds	-	-	-
Cash dividends paid	(94,500)	(100,500)	(105,000)
Acquisition of ownership interests in subsidiaries	-	-	-
Other	(43,417)	(50,943)	(43,680)
<b>Net cash flows used in financing activities</b>	<b><u>(137,917)</u></b>	<b><u>(151,443)</u></b>	<b><u>(148,680)</u></b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>(4,646)</b>	<b>(10,721)</b>	<b>(8,076)</b>
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>(187,659)</b>	<b>103,675</b>	<b>28,470</b>
<b>Cash and cash equivalents at beginning of period</b>	<b><u>868,885</u></b>	<b><u>681,226</u></b>	<b><u>784,901</u></b>
<b>Cash and cash equivalents at end of period</b>	<b><u>681,226</u></b>	<b><u>784,901</u></b>	<b><u>813,371</u></b>

## On the Top, Aiming High

Accumulated years of experience, DMT. is in the leading edge of the medical aesthetic market by means of sophisticated sales and marketing forces and dedicated service and management team. With successful integration, DMT has achieved vertical integration of medical aesthetics resources. From importing medical aesthetic products to assisting clinical operations, DMT has created global competitive advantage. We have already positioned ourselves in the Greater China market and will keep making all-out effort to enhance Greater China Medical Aesthetic market. The value created by DMT will be clear for all to see!







曜亞國際

DYNAMIC MEDICAL TECHNOLOGIES INC.

| 國際尖端醫美儀器銷售 | 醫美儀器維修保養 | 植入式填充劑銷售 | 整合性醫美行銷服務 | 專業健髮系統銷售 |

international medical aesthetics equipment selling

Medical aesthetics equipment maintenance

Dermal filler selling

Integrated marketing services for medical aesthetics