



# 曜亞國際DMT

SYMBOL:4138

DATE:2022/09/27

## Investor Conference

# 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)

# Corporate Overview



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』

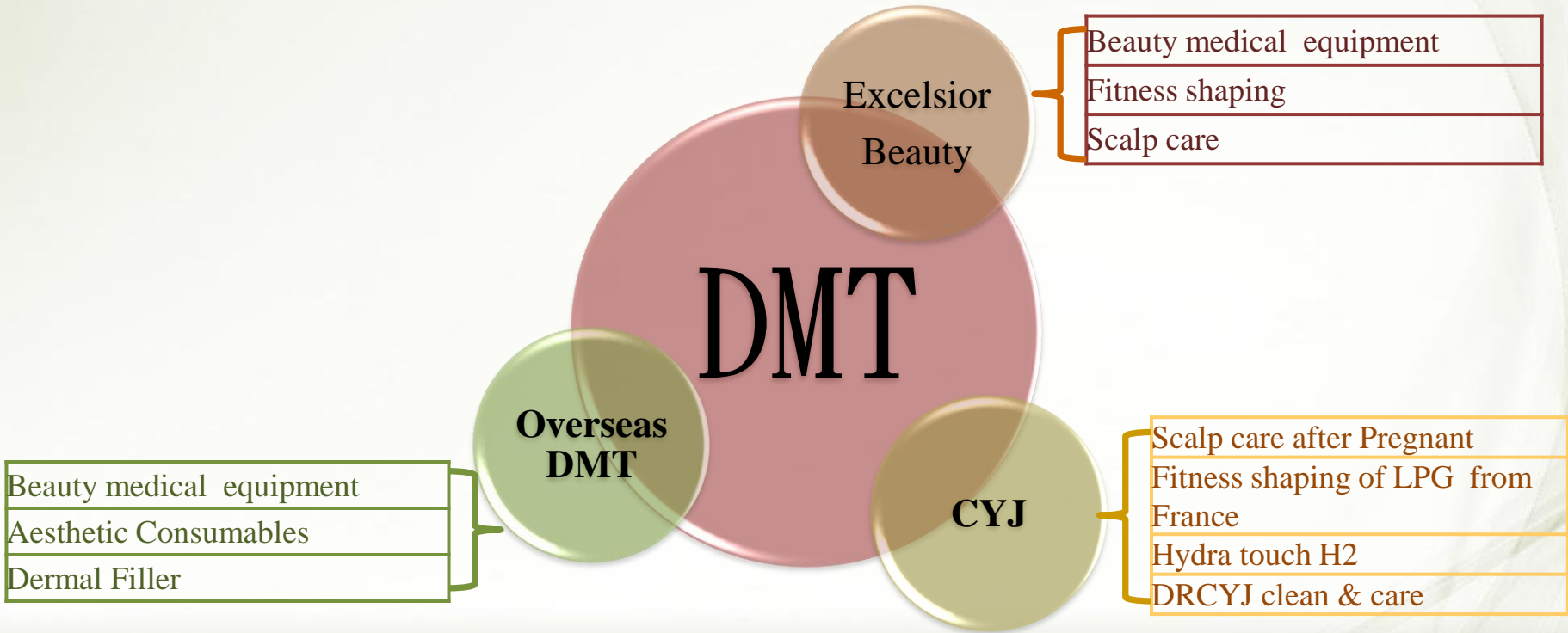
## 經營理念

• 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

佳醫美人

Dr CYJ

胜肽健髮 | LPG 纖體

Area	佳美(EB) / CYJ	Expand Business
North area	16	4
Middle area	3	0
South area	5	2
Total	24	6

## Expand Business

CYJ(台北中山)

CYJ(台北民生)

CYJ(高雄五甲)

CYJ(台北內湖)

CYJ(台北信義)

CYJ(高雄楠梓)



Dr CYJ

全方位美學集團

佳醫美人

全台據點豐富 / 北中南 DrCYJ健髮中心22間分店

環境舒適 / 服務親切 / 健髮纖體膚質管理



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## 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

Ultherapy



SYNERON CANDELA

Dr CYJ™  
SIMPLE STICK

COCOON  
MEDICAL

FAITH

Medytox

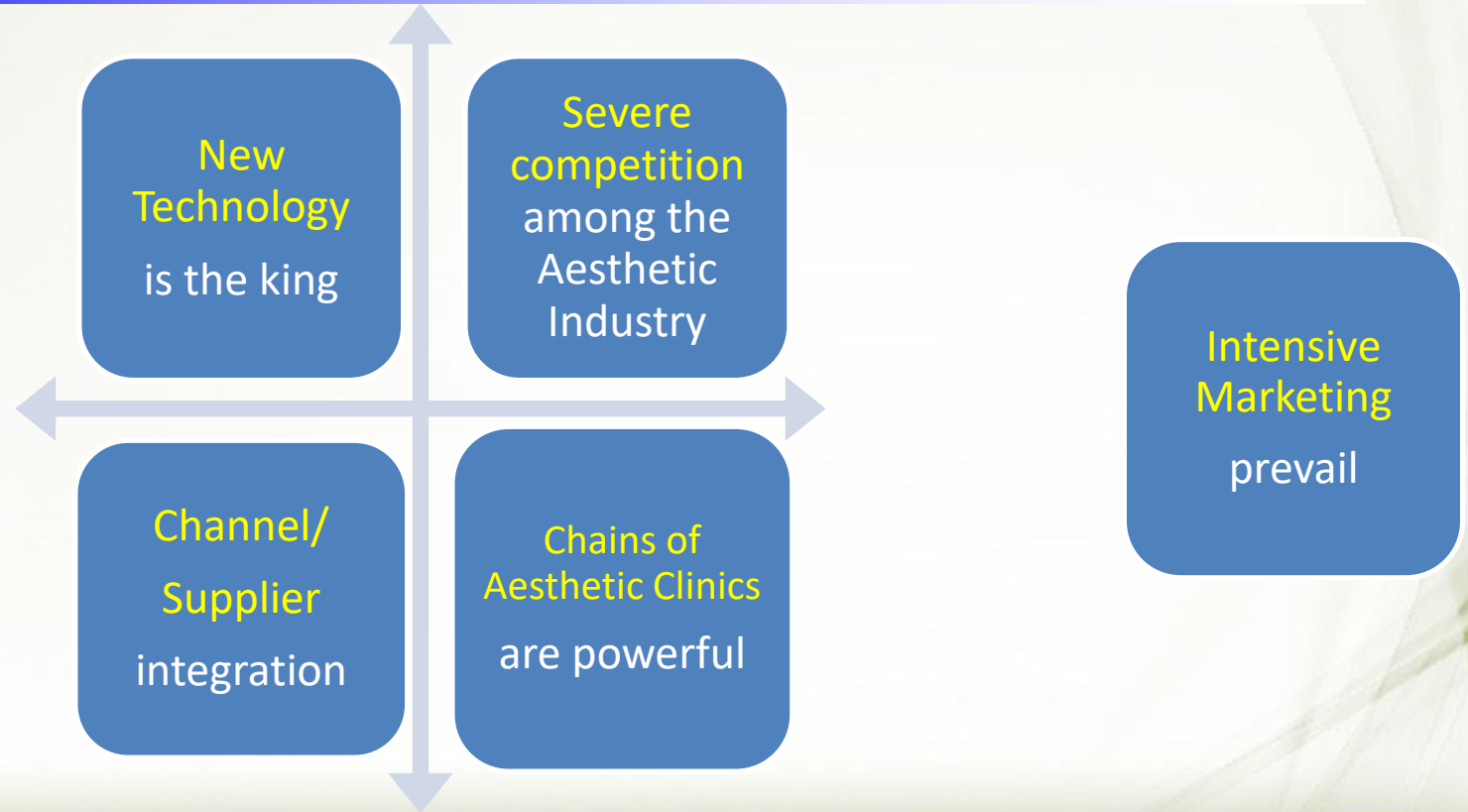
viveve.

Fotona  
choose perfection

REGEN Biotech, Inc.

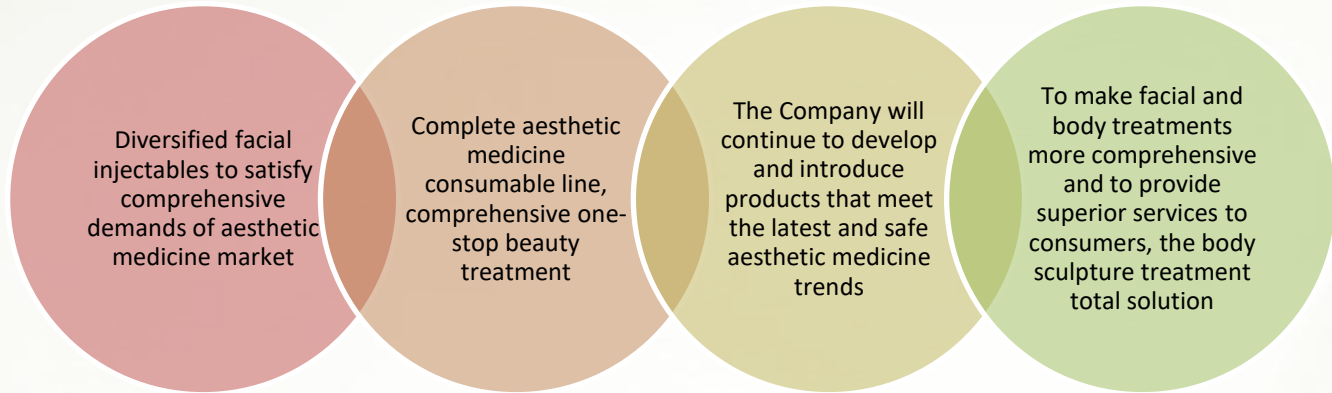
# Taiwan Market Overview

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# Operating Superiority

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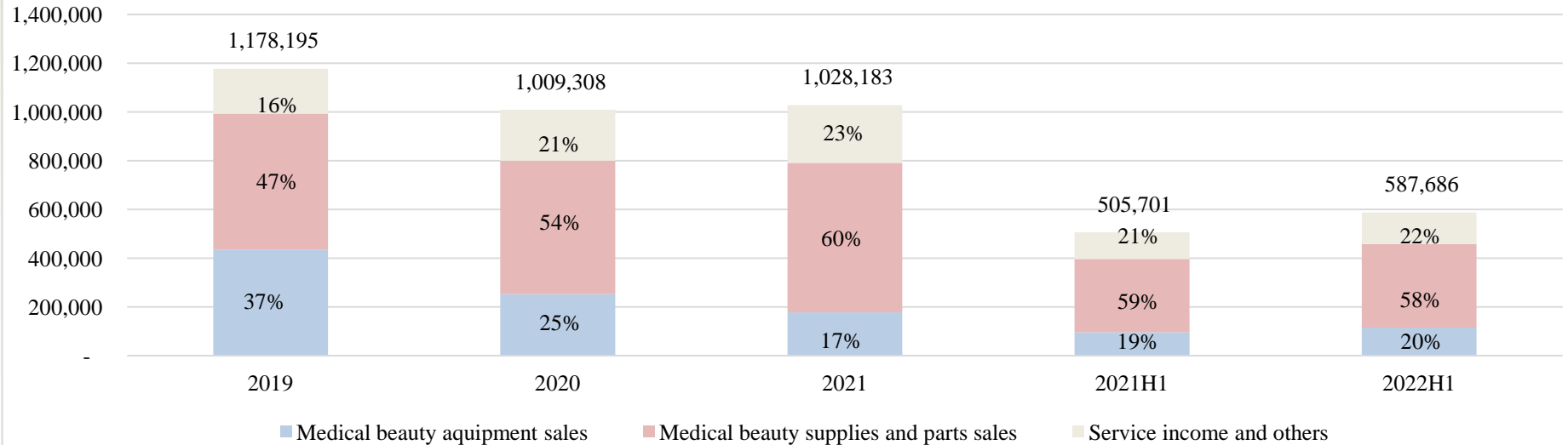


### 3. 營運概況(Business Overview)

# Business Overview

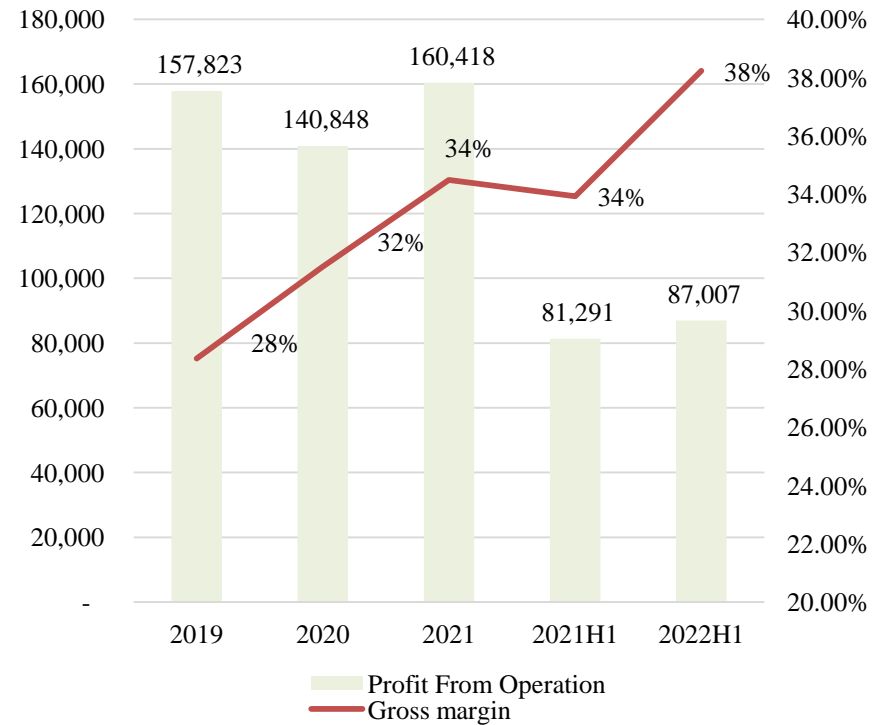
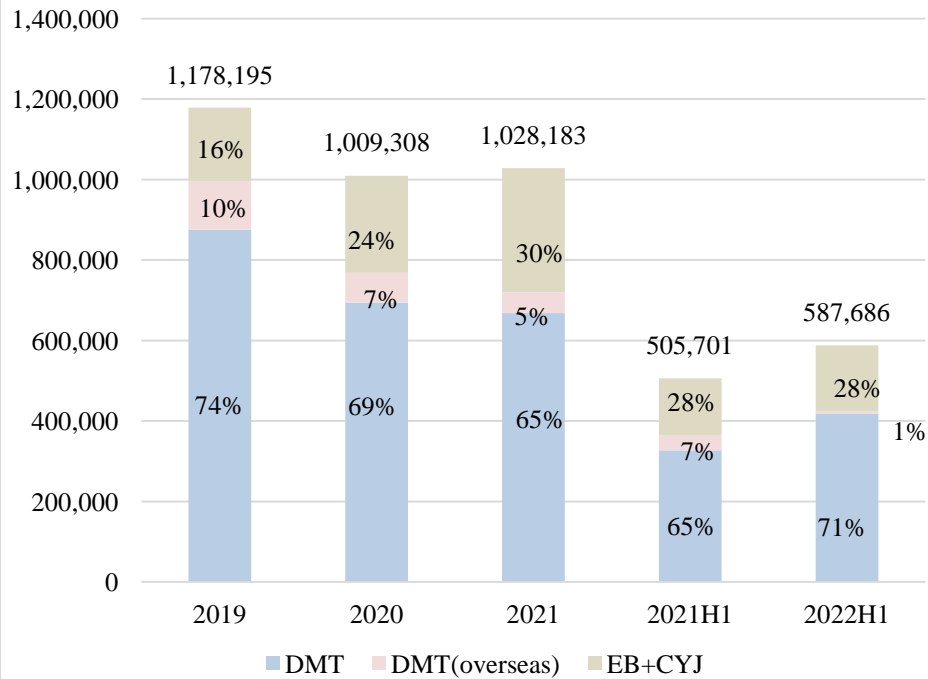
Unit : NTD\$K

## DMT Revenue by product ratio



Unit : NTD\$K

## Operating Revenue





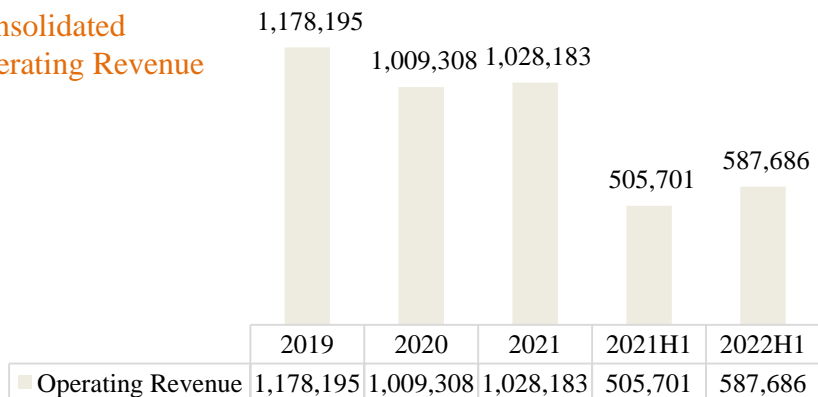
## 4. 財務概況(Financial Overview)



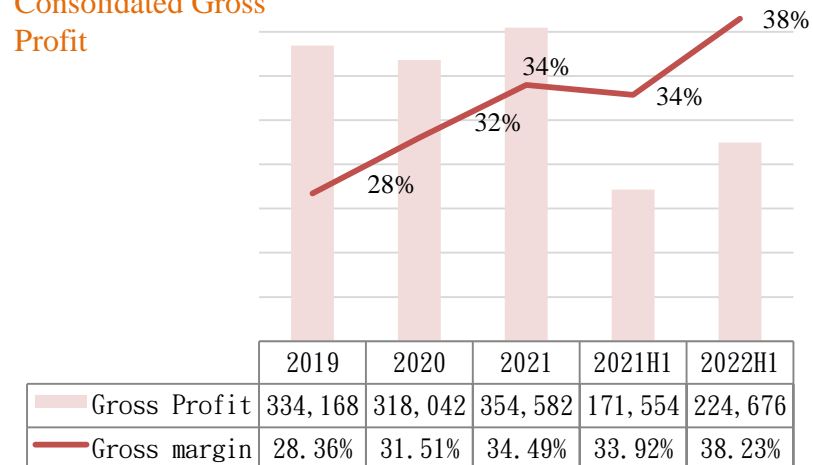
# Financial Overview

Unit : NTD\$K

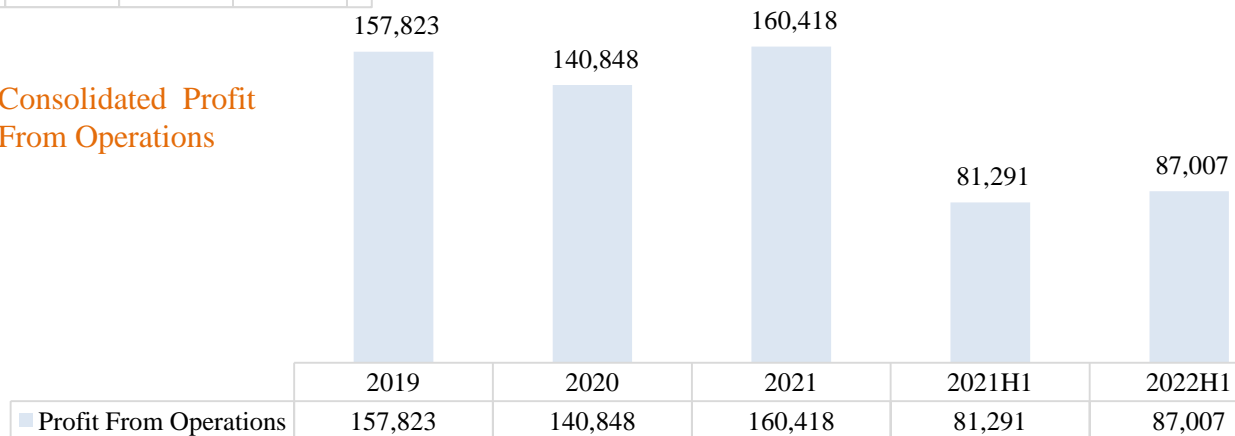
## Consolidated Operating Revenue



## Consolidated Gross Profit

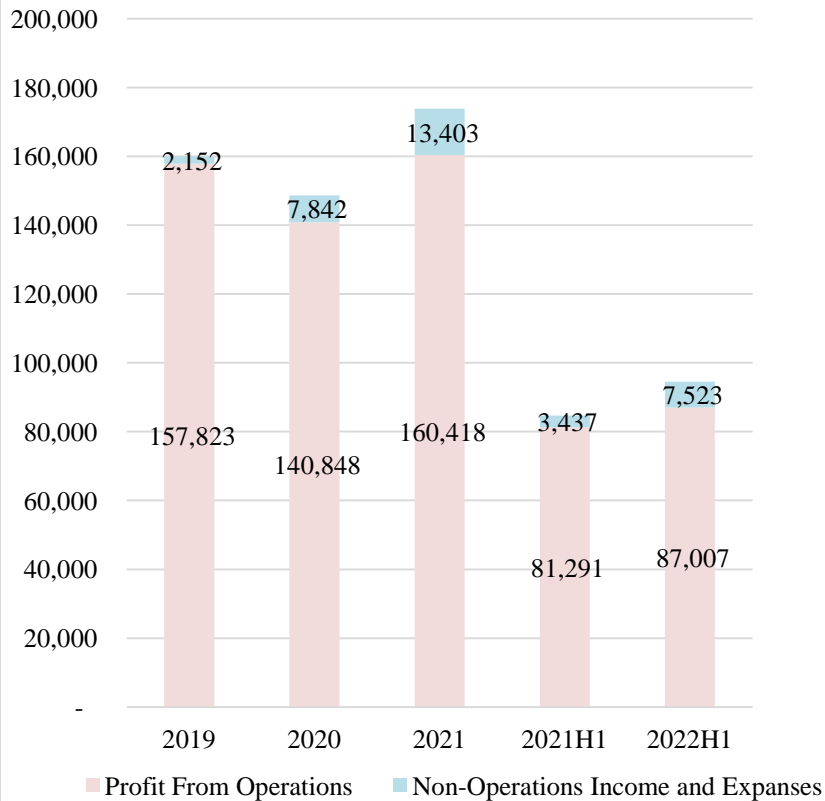


## Consolidated Profit From Operations



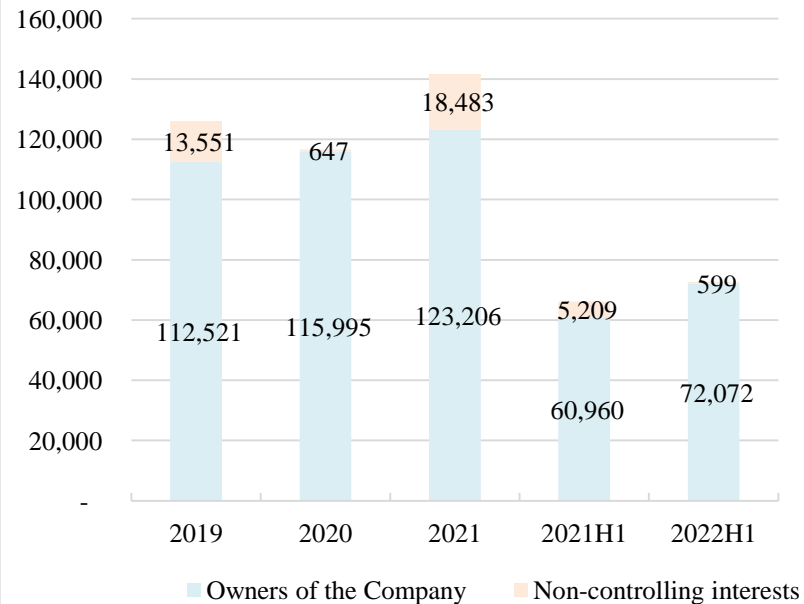
Unit : NTD\$K

## Profit Before Income Tax



Unit : NTD\$K

## Net Profit for the year



	2019	2020	2021	2021H1	2022H1
<b>EPS</b>	<b>3.75</b>	<b>3.87</b>	<b>4.11</b>	<b>2.03</b>	<b>2.40</b>

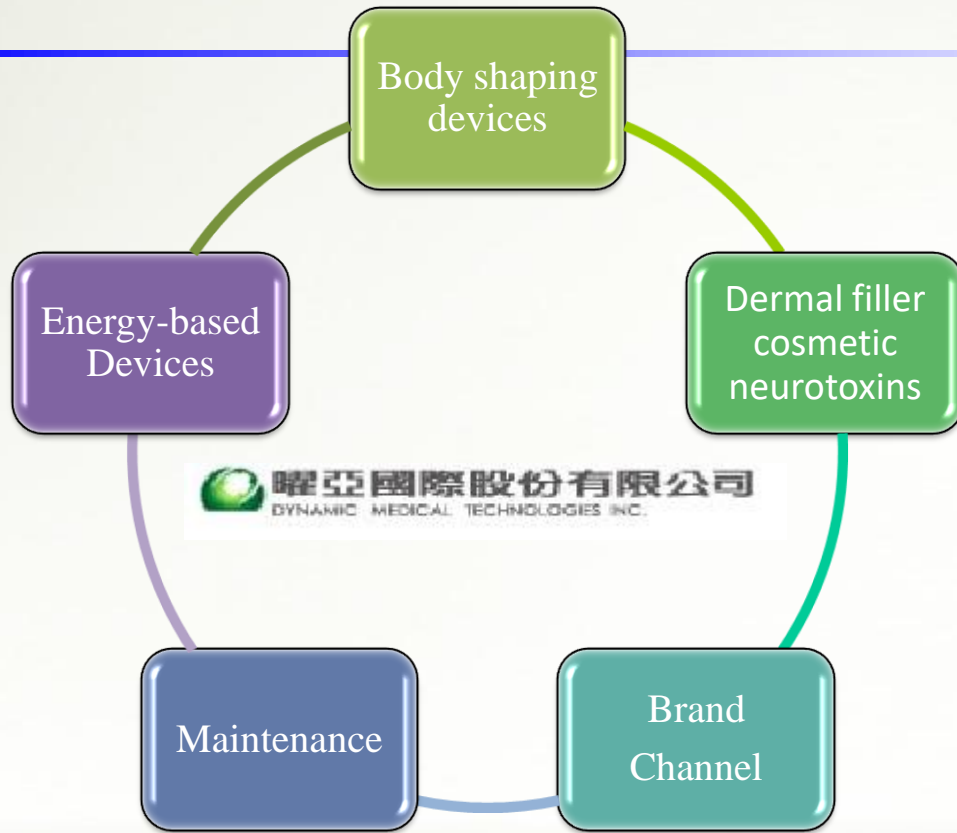


## 5. 策略及展望 (Strategies and Outlook)

# Future Prospects

- **Short-Term Planning**
  - ✓ Launching Cosmetic Neurotoxin: Medytox
  - ✓ Launching Launching Gold Ptt
  - ✓ LPG/Launching Muscle Toning Device/Cooltech Promote
  - ✓ DR.CYJ Brand Expansion
  - ✓ Devote on Star Product Promote
  - ✓ Enhance the Sales of Aesthetic Consumables
- **Mid-Term Planning**
  - ✓ Preventive Medicine
  - ✓ Home-Use Beauty Device
  - ✓ Body Contouring Market Development
  - ✓ Aesthetic Consumables
  - ✓ Channel Expansion
- **Long-Term Planning**
  - ✓ Market Leader
  - ✓ Southeast Asia Market
  - ✓ Strategic Alliance





Market is Growing



Aesthetic  
Laser

Ultrasound

Daily  
Beauty

Energy-based devices

Market is Growing



LPG

RF

Cryolipolysis

Build Muscle

Body shaping devices

Market is Growing

Collagen-  
stimulating

Gel Form HA

ParticlCe Form  
HA

Neurotoxin

Dermal filler/cosmetic neurotoxins

Dr.  
CYJ

Excelsior  
Beauty  
Clinics

Brand/Channel



## 6. 行銷活動 (Marketing)

# THE SPRING MEETING OF LMSTW





# THE SPRING MEETING OF CSCSM

04<sup>th</sup>/10(SUN) 2022  
春季美醫學術研討會

Neuronox®

Time : 10:00 - 10:30

Room : 301

Topic : Miracle cure is coming ?!  
Body treatments by new  
botulinum toxin.

Medytox  
— TAIWAN —

康鈞尉 醫師  
台安醫院

STARFORMER®

Time : 14:00 - 14:30

Room : 402C

Topic : Rising star of magnetic  
stimulation device for skeletal  
muscle and pelvic floor muscle.

Fotona

李伯寧 醫師  
伯寧美學診所 / 佳醫美人診所

曜亞國際股份有限公司  
DYNAMIC MEDICAL TECHNOLOGIES INC.

DMT  
DYNAMIC MEDICAL TECHNOLOGIES INC.



# CONSULTANT'S COURSE

## TAIPEI



## TAICHUNG



# AMWC'S CLASSROOM ONLINE



**AMWC** ASIA TDAC  
8 May (Sun) 2022

DMT symposium  
Room 201D  
14:30 - 15:00

Neuronox®



Aesthetic Applications of Botulinum Toxin A Injections for Leg Contouring

Trèsure Clinic  
Dr. Yang Shih An

Medytox TAIWAN 曜亞國際



**AMWC** ASIA TDAC  
8 May (Sun) 2022

DMT symposium  
Room 201D  
15:00 - 15:30

2Derma  
Beyond the skin

Korea's cutting-edge approach on acne and gold PTT(Photothermal therapy)

Yonsei Star Skin & Laser Clinic  
Dr. Sang Ju Lee (Korea)

曜亞國際 CANDELA® Science. Results. Trust.





## 7. 補充資料(Appendix)

# CONSOLIDATED BALANCE SHEETS-1

Unit : NTD\$K	2020/12/31	2021/12/31	2022/6/30
Cash and cash equivalents	784,901	813,371	773,534
Debt investments with no active market - current	447,351	492,091	480,509
Notes receivable & Trade receivables	134,837	133,539	220,197
Inventories	147,124	170,233	194,810
Other current assets	22,959	33,043	48,980
Total current assets	1,537,172	1,642,277	1,718,030
Long-term investment	152,721	132,655	143,660
Property, plant and equipment	114,499	136,013	182,553
Right-of-use asset	153,364	204,793	249,225
Other non-current assets	185,079	183,053	202,301
<b>TOTAL</b>	<b>2,142,835</b>	<b>2,298,791</b>	<b>2,495,769</b>

## CONSOLIDATED BALANCE SHEETS-2

Unit : NTD\$K	2020/12/31	2021/12/31	2022/6/30
Notes payable & Trade payables	27,101	61,554	38,796
Other payables	152,170	134,488	260,946
contract liability	306,505	375,255	427,405
Other current liabilities	69,894	86,258	112,887
<b>Total current liabilities</b>	<b>555,670</b>	<b>657,555</b>	<b>840,034</b>
Other non-current liabilities	5,820	3,172	10,322
Lease liabilities – Non related parties	118,148	166,141	204,800
<b>Total liabilities</b>	<b>679,638</b>	<b>826,868</b>	<b>1,055,156</b>
Ordinary shares	300,000	300,000	300,000
Retained earnings	319,580	337,807	298,879
Capital surplus	627,726	627,726	627,726
Other equity	43,624	18,509	38,468
<b>NON-CONTROLLING INTERESTS</b>	<b>172,267</b>	<b>187,881</b>	<b>175,540</b>
<b>Total equity</b>	<b>1,463,197</b>	<b>1,471,923</b>	<b>1,440,613</b>
<b>TOTAL</b>	<b>2,142,835</b>	<b>2,298,791</b>	<b>2,495,769</b>
The Net Asset Value of Each Share	48.77	49.06	48.02

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit : NTD\$K	2020	2021	2022.H1
	AMT	AMT	AMT
<b>OPERATING REVENUE</b>	1,009,308	1,028,183	587,686
<b>OPERATING COSTS</b>	691,266	673,601	363,010
<b>GROSS PROFIT</b>	318,042	354,582	224,676
<b>GROSS PROFIT MARGIN</b>	31.51	34.49	38.23
<b>OPERATING EXPENSES</b>	177,194	194,164	137,669
<b>PROFIT FROM OPERATIONS</b>	140,848	160,418	87,007
<b>NON-OPERATING INCOME AND EXPENSES</b>	7,842	13,403	7,523
<b>PROFIT BEFORE INCOME TAX</b>	148,690	173,821	94,530
<b>INCOME TAX EXPENSE</b>	32,048	32,132	21,859
<b>NET PROFIT FOR THE YEAR</b>	116,642	141,689	72,671
<b>OTHER COMPREHENSIVE INCOME</b>	(7,023)	(25,111)	19,985
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	109,619	116,578	92,656
<b>NET PROFIT ATTRIBUTABLE TO Owners of the Company</b>	115,995	123,206	72,072
<b>EPS</b>	3.87	4.11	2.40

## CONSOLIDATED STATEMENTS OF CASH FLOWS-1

Unit : NTD\$K	2020	2021	2022.H1
<b>Cash flows from operating activities:</b>			
Profit before tax	148,690	173,821	94,530
Total adjustments to reconcile profit	80,264	88,856	46,700
Accounts receivable	35,386	(5,416)	(94,938)
Other receivable	646	(29)	12
Inventories	63,893	(52,459)	(54,846)
Accounts payable	(31,717)	34,453	(22,758)
Other payable	(32,849)	(17,682)	2,492
Income taxes paid	(25,547)	(21,857)	(15,709)
Other	9,785	77,958	52,410
<b>Net cash flows from operating activities</b>	<b><u>248,551</u></b>	<b><u>277,645</u></b>	<b><u>7,893</u></b>



## CONSOLIDATED STATEMENTS OF CASH FLOWS-2

Unit : NTD\$K	2020	2021	2022.H1
<b>Cash flows from investing activities:</b>			
Acquisition of financial assets at amortised cost	(246,501)	(268,491)	(267,759)
Proceeds from disposal of financial assets at amortized cost	267,799	223,751	279,341
Increase in other financial assets	-	(42,277)	(46,476)
Decrease in refundable deposits	(1,890)	2,556	(3,315)
Dividends received	4,784	2,970	-
Other	(6,904)	(10,928)	(2,288)
Net cash flows from (used in) investing activities	<u>17,288</u>	<u>(92,419)</u>	<u>(40,497)</u>
<b>Cash flows from financing activities:</b>			
Cash dividends paid	(100,500)	(105,000)	-
Other	(50,943)	(43,680)	(23,722)
Net cash flows used in financing activities	<u>(151,443)</u>	<u>(148,680)</u>	<u>(23,722)</u>
Effect of exchange rate changes on cash and cash equivalents	(10,721)	(8,076)	16,489
Net (decrease) increase in cash and cash equivalents	103,675	28,470	(39,837)
Cash and cash equivalents at beginning of period	681,226	784,901	813,371
Cash and cash equivalents at end of period	<u>784,901</u>	<u>813,371</u>	<u>773,534</u>

# 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