

SYMBOL : 4138

# DYNAMIC MEDICAL TECHNOLOGIES INC.

## -Investor Conference

DATE 2023/4/27



**曜亞國際**  
DYNAMIC MEDICAL TECHNOLOGIES INC.

# Disclaimer

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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』

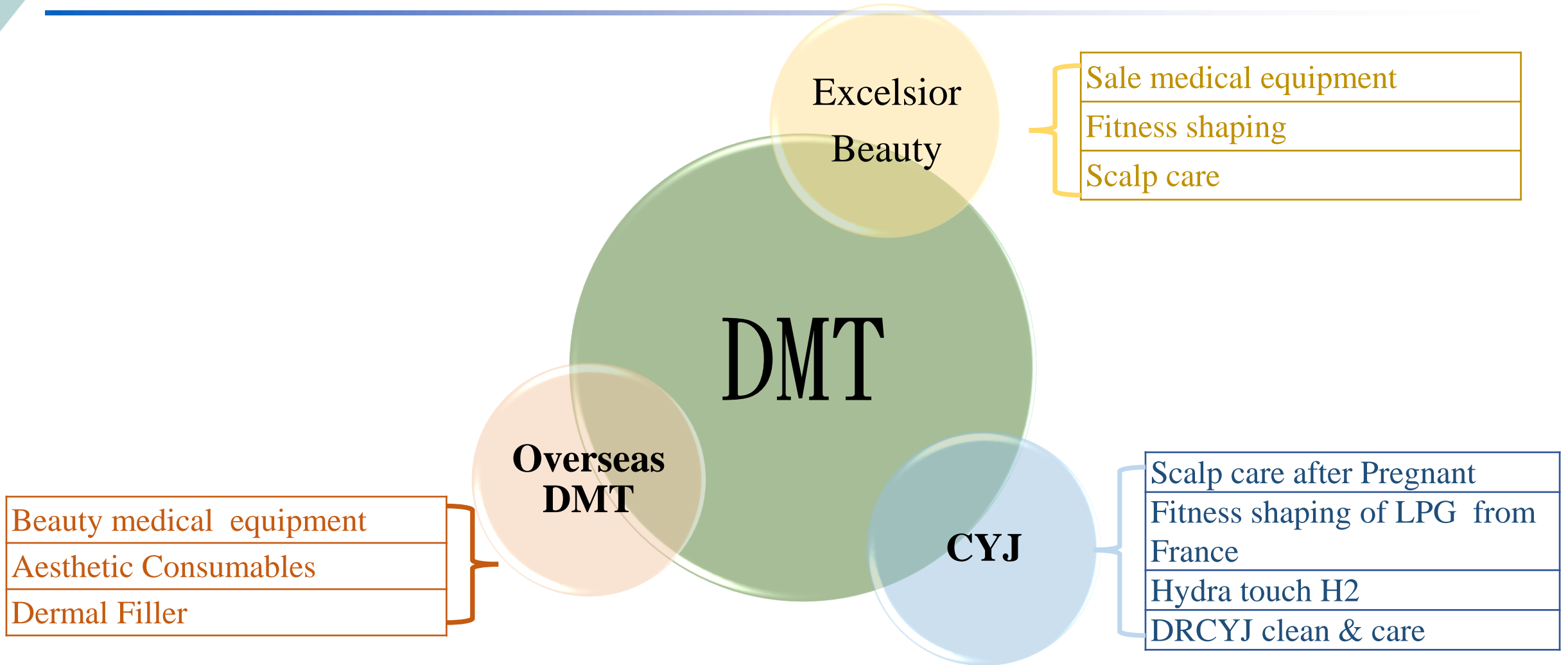
## 經營理念

• 客戶滿意 · 快樂員工 · 幸福企業 · 美麗人生

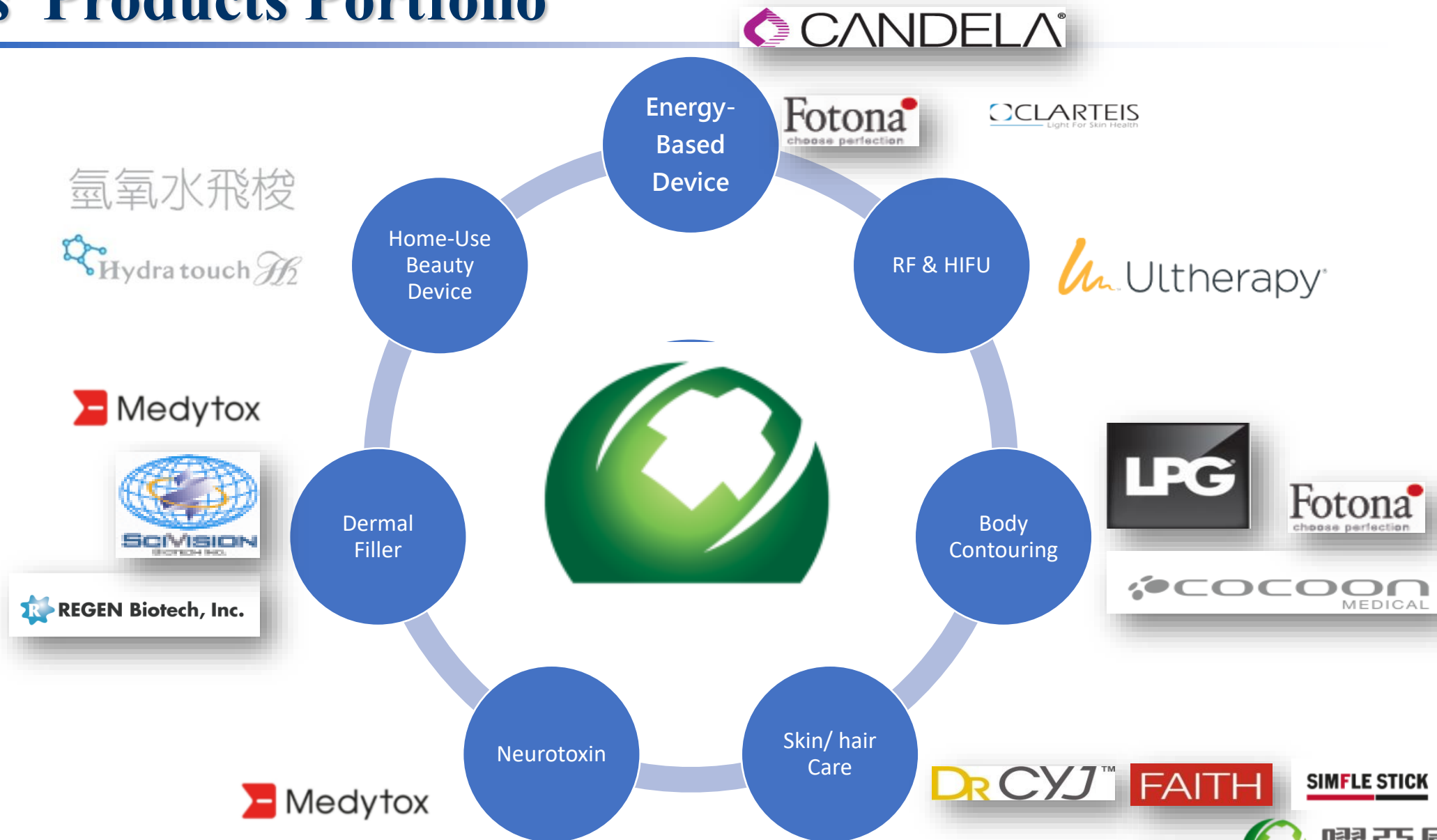
## 使命

• 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**  
 勝肽健髮 | LPG 纖體

AREA	佳美 (EB)/ CYJ	Expand Business
North	17	6
Middle	3	1
South	5	0
Total	25	7

## Expand Business

- |                  |                  |                  |
|------------------|------------------|------------------|
| <b>CYJ(台北中山)</b> | <b>CYJ(新北淡水)</b> | <b>CYJ(台中北屯)</b> |
| <b>CYJ(台北內湖)</b> | <b>CYJ(新北三峽)</b> |                  |
| <b>CYJ(台北永春)</b> | <b>CYJ(新北三重)</b> |                  |

**桃園市**

- 桃園店
- 中壢店

**新竹市**

- 關新店
- 園區店

**新竹縣**

- 竹北店

**台北市**

- 古亭店
- 仁愛店
- 安和店
- 大直店
- 士林店
- 北車店

**新北市**

- 新莊店
- 永和頂溪店
- 板橋店
- 蘆洲長榮店
- 新店民族店
- 林口店

**台中市**

- 河南店
- 中美店
- 站前店

**高雄市**

- 左營店
- 大順店

**台南市**

- 崇學店
- 安平店
- 永康店

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25間分店  
 環境舒適 / 服務親切 / 健髮纖體膚質管理





## 2. 市場概況(Market Overview)

# Market Overview

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

According to the Asian-Pacific Market Study issued by Medical Insight, Inc. in April. 2023, total Asian sales of all aesthetic products and equipment reached US\$4.4 billion in 2022 and the sales of **Dermal Filler** reached US\$2.2 billion.

Asian sales of aesthetic products expect grow 9.3%, from 2023 to 2027.

## Product Portfolio

Ultherapy



CANDELA

DR CYJ

COCOON MEDICAL

SIMPLE STICK

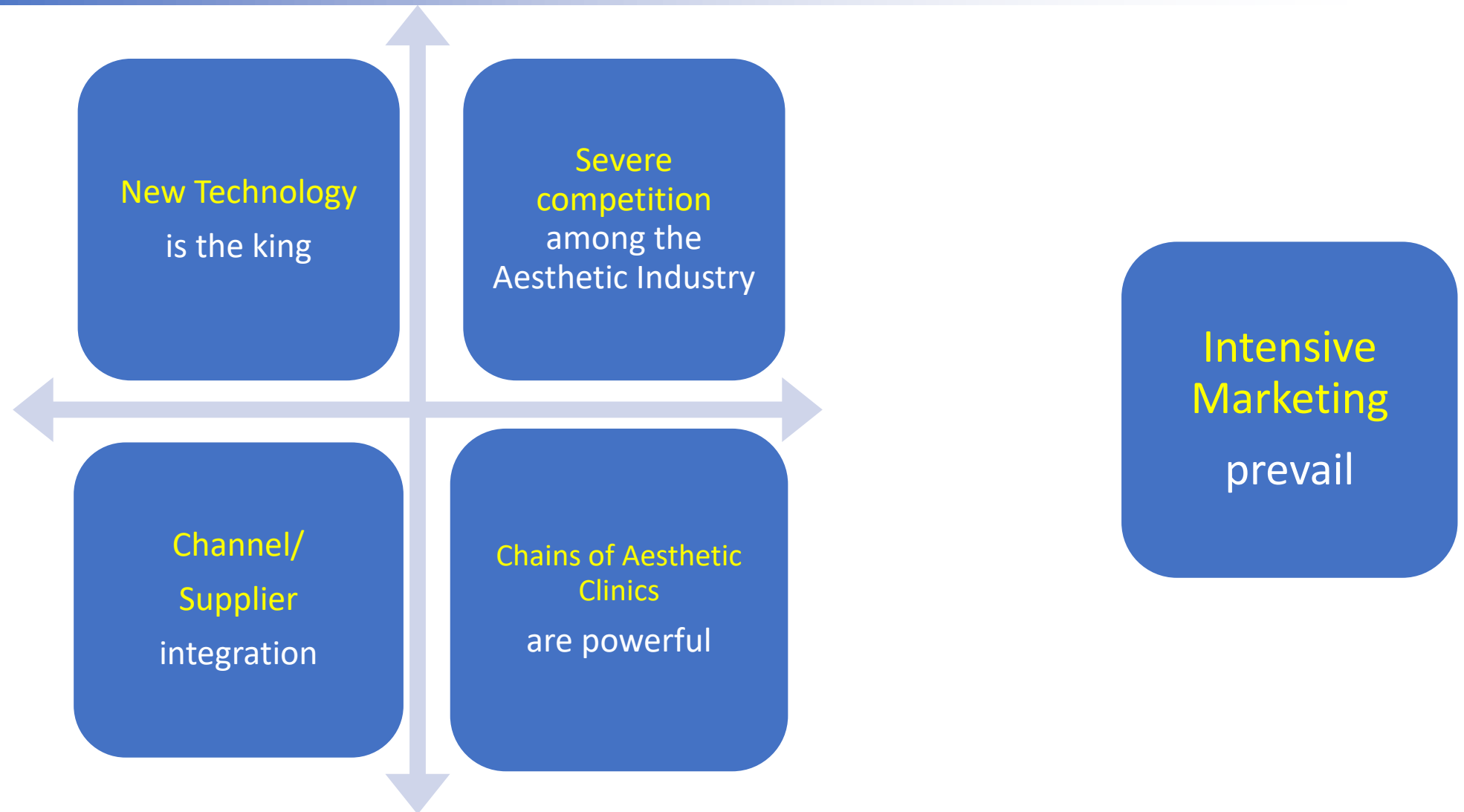
Medytox

FAITH

Fotona  
choose perfection

REGEN Biotech, Inc.

# 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

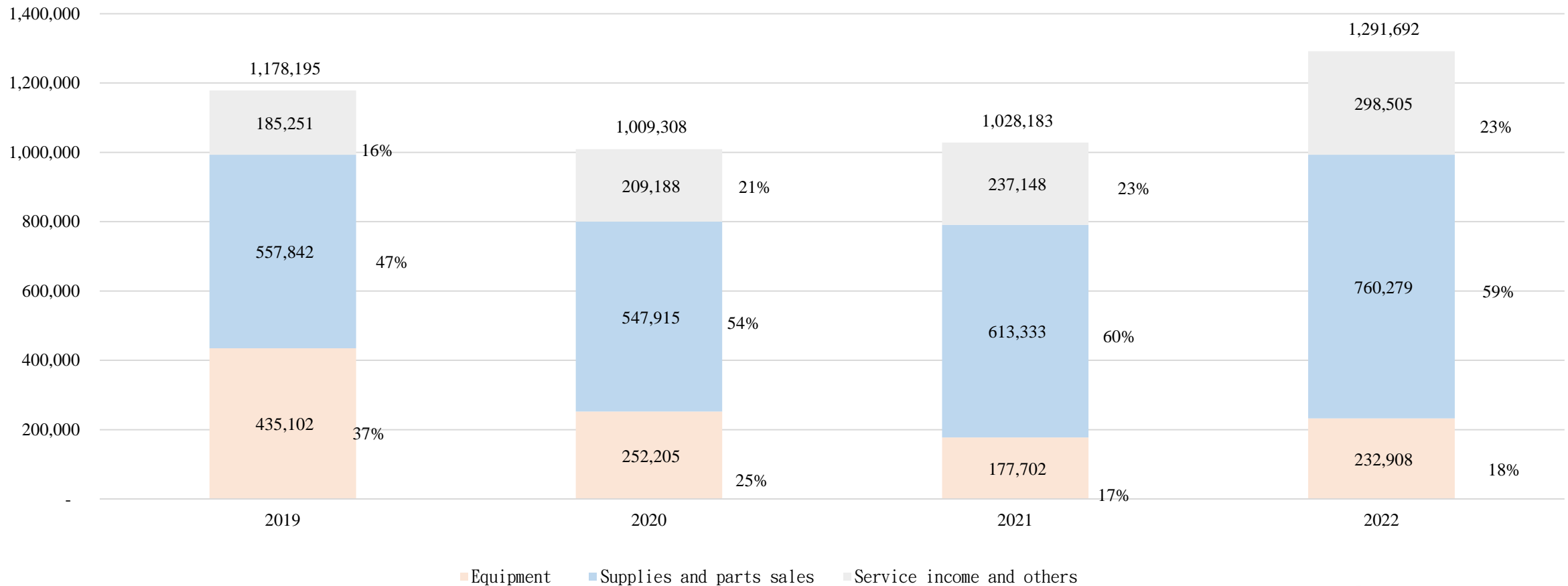


### 3. 營運概況(Business Overview)

# Business Overview

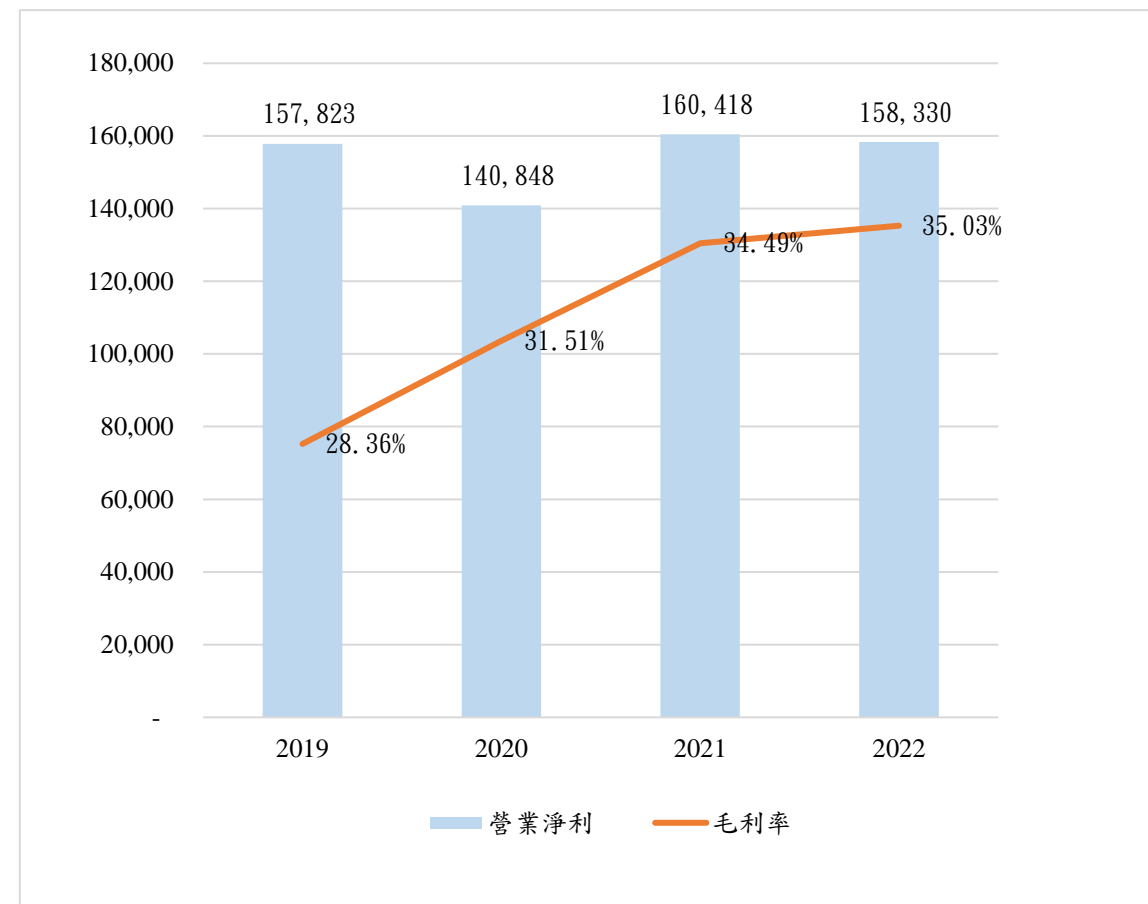
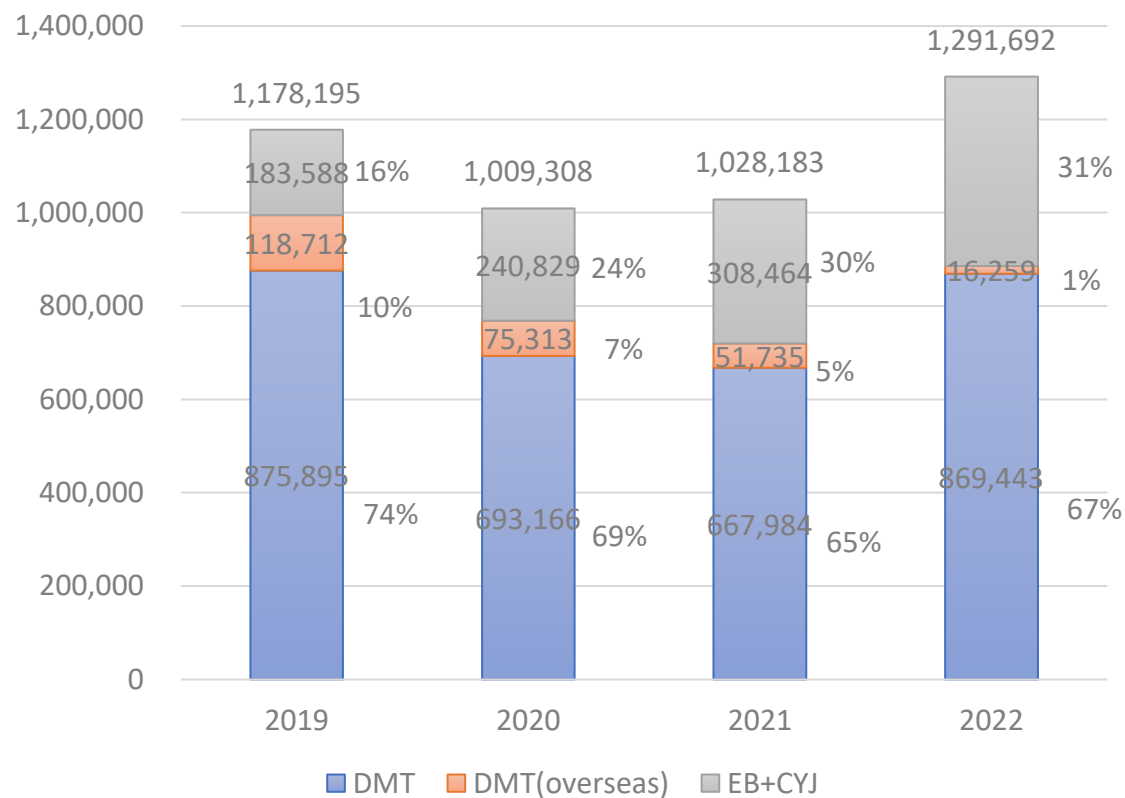
Unit : NTD\$K

### DMT Revenue by product ratio



Unit : NTD\$K

### Operating Revenue



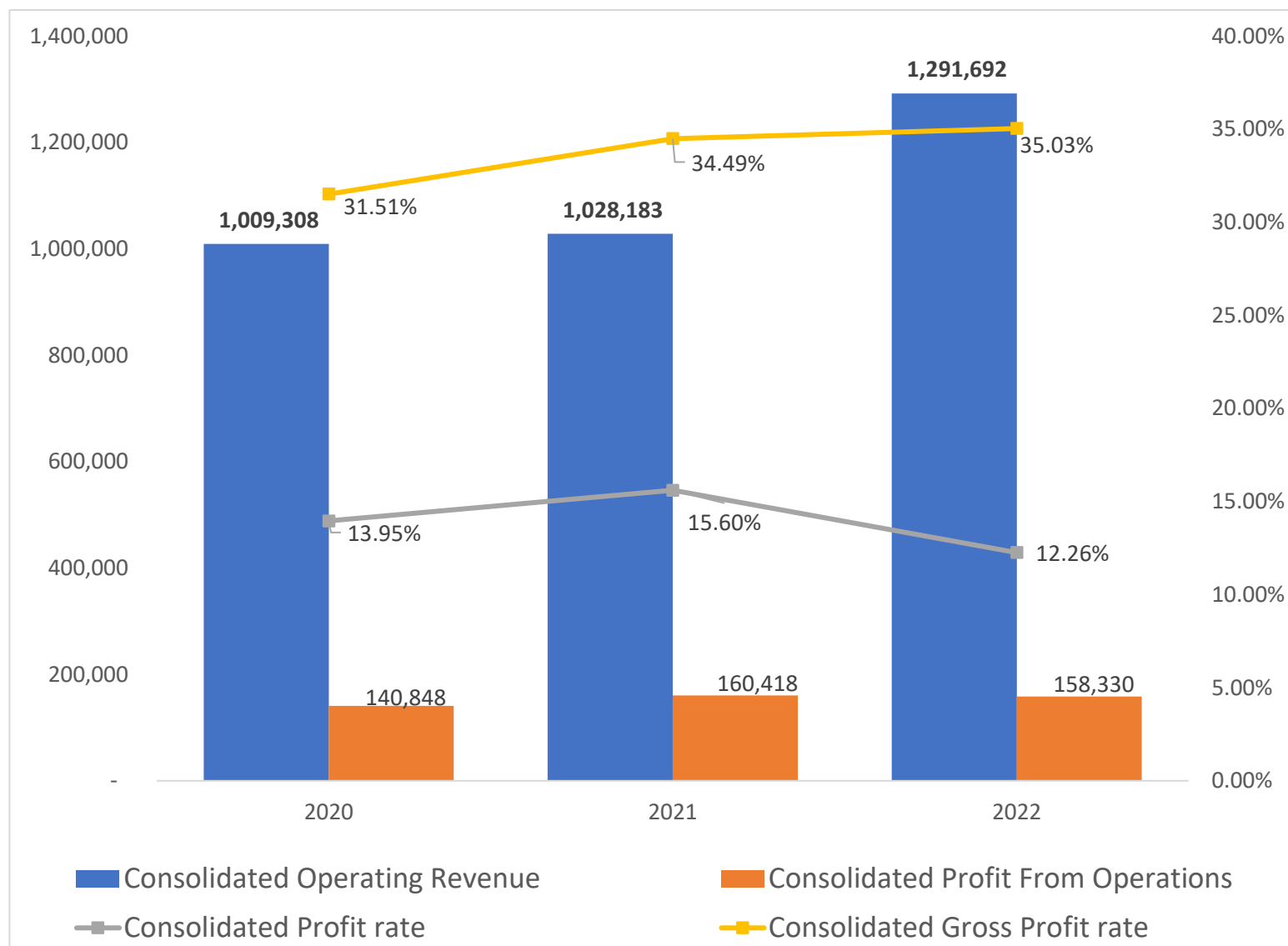


## 4. 財務概況(Financial Overview)

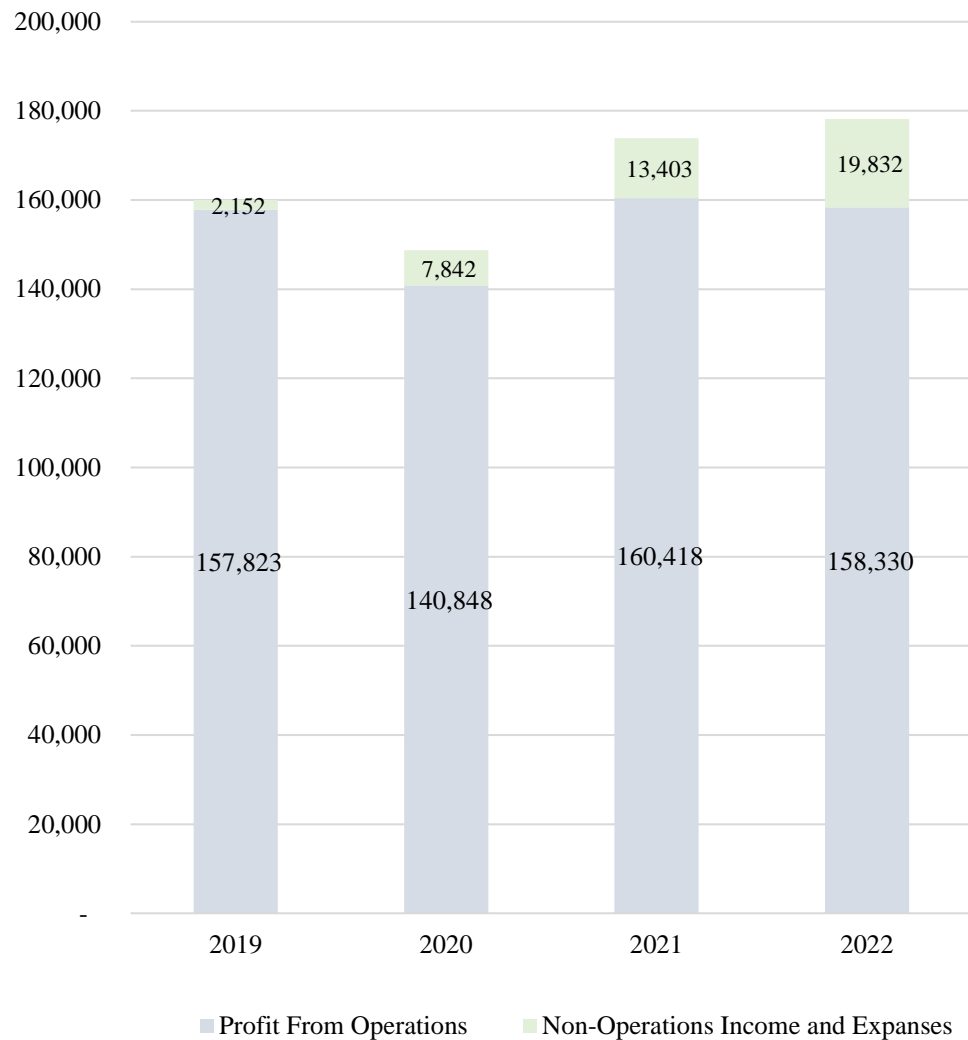


# Financial Overview

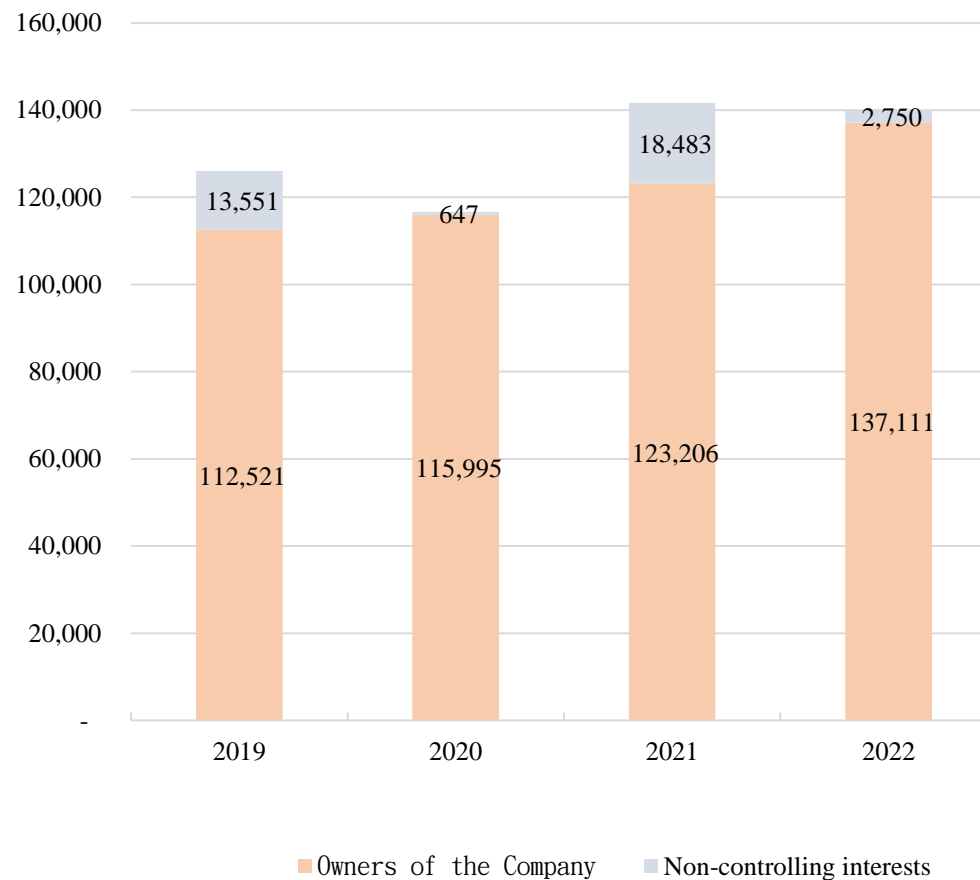
Unit : NTD\$K



Unit : NTD\$K



### Net Profit for the year



	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>EPS</b>	<b>3.75</b>	<b>3.87</b>	<b>4.11</b>	<b>4.57</b>



## 5. 策略及展望 (Strategies and Outlook)

# Future Prospects



## Short-Term Planning

- ✓ DR.CYJ Channel Expansion
- ✓ Medytox Promote
- ✓ Southeast Asia Market Expansion
- ✓ Enhance the Sales of Aesthetic Consumables
- ✓ Best Sales Expansion



## Mid-Term Planning

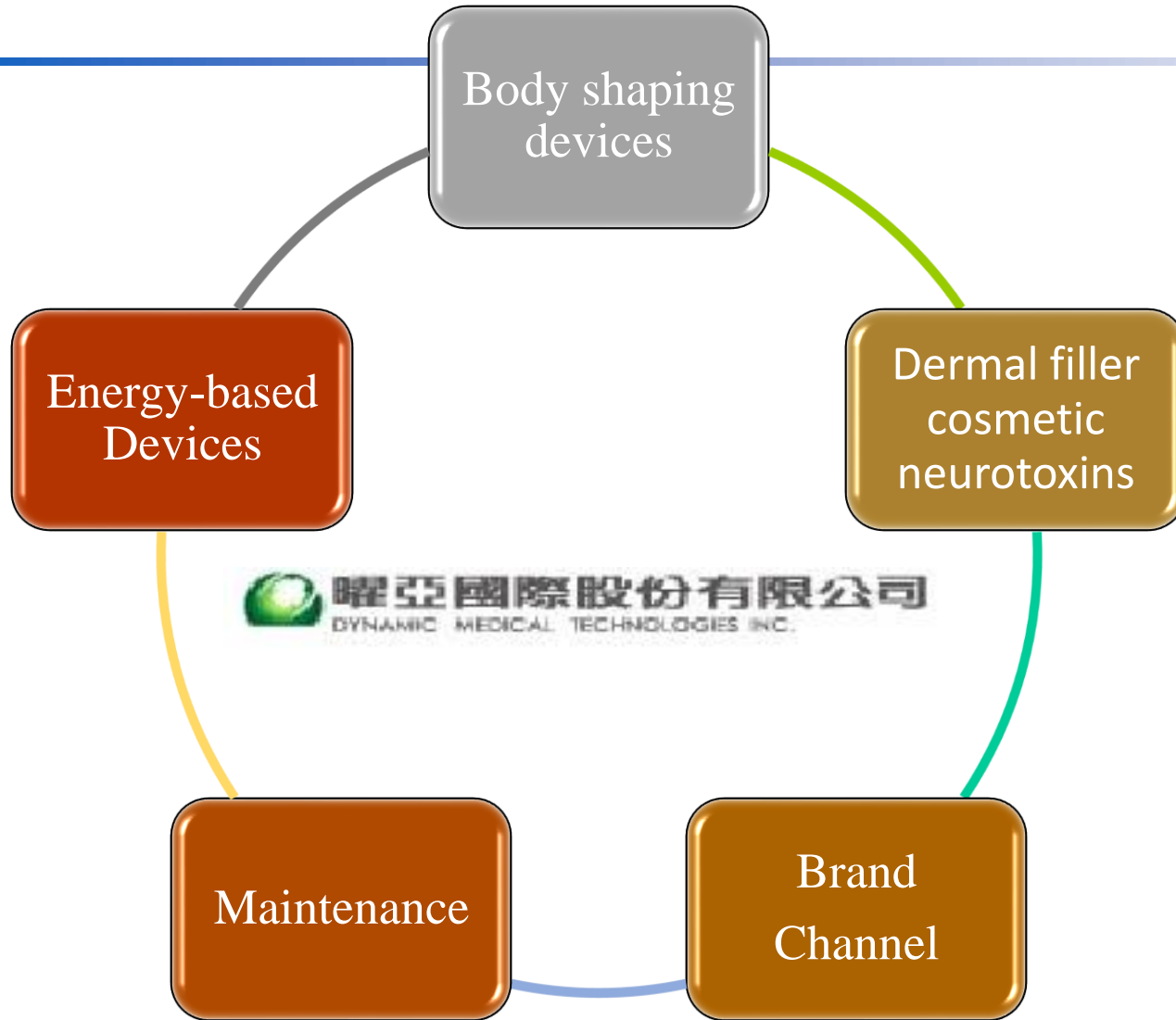
- ✓ Preventive Medicine
- ✓ Body Contouring Market Development
- ✓ Consumable Product Development

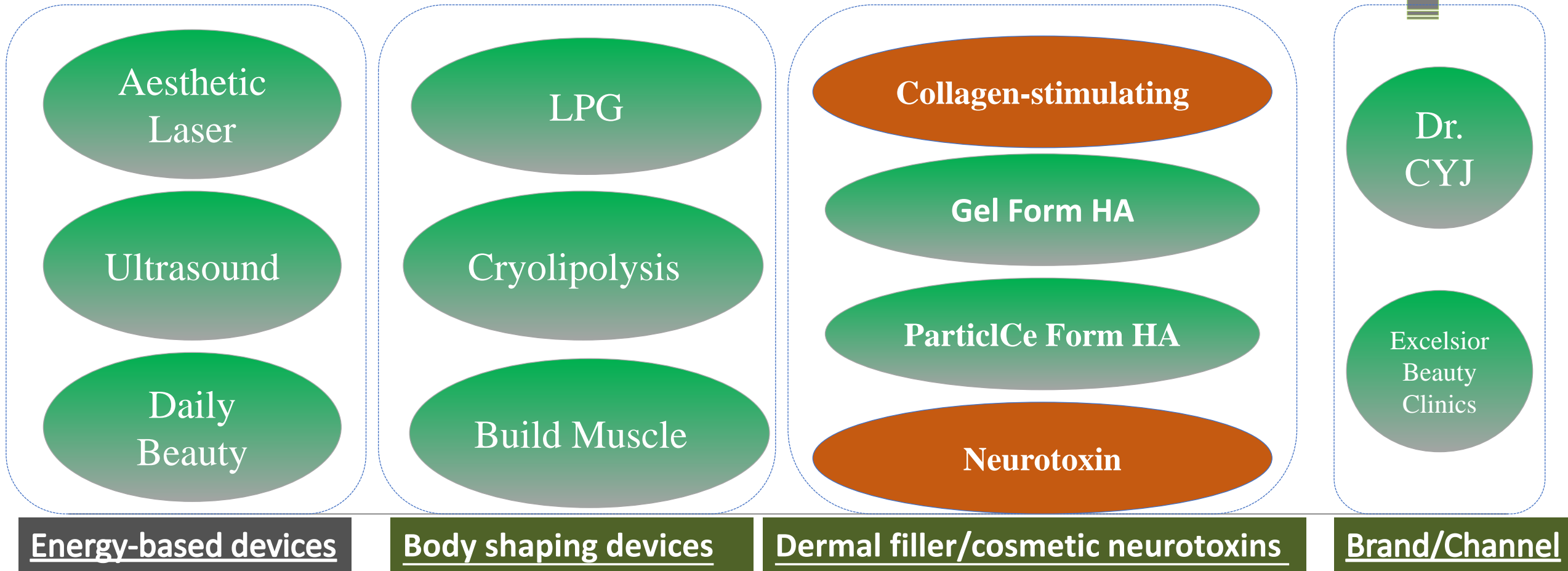


## Long-Term Planning

- ✓ Brand diversification
- ✓ Medical beauty products market positioner
- ✓ Southeast Asia Market Strategic Alliance









## 6. 行銷活動(Marketing)



# 2022 ANNUAL MEETING of LMSTW





# 2022 TSAPS INTERNATIONAL ANNUAL MEETING





# The 48th Annual Meeting of Taiwanese Dermatological Association



**臺灣皮膚科醫學會 2022**  
第48屆年會 ▶ 台北南港展覽館二館

**11/12(六) 1630-1700 ▶ 701G**

講師：彭賢禮 醫師(彭賢禮皮膚科診所院長)  
講題：Max your daily practice : my clinical experience with GentleMax  
座長：鄭國良 醫師(儲寶得皮膚科診所院長)

**CANDELA®**  
GentleMax Pro®

Dr. Peter Peng

**臺灣皮膚科醫學會 2022**  
第48屆年會 ▶ 台北南港展覽館二館

**11/13(日) 1530-1600 ▶ 701F**

講師：黃政傑 醫師(越診所院長)  
講題：Safety and Efficacy of Neuronox : my clinical experience sharing  
座長：胡倩婷 醫師(長庚診所副院長)

**Medytox TAIWAN**  
Neuronox®

Dr. Jeff Huang



# Medytox Introduction



## 品牌上市發表

### Neuronox® × Neuramis®

**2022 12.4**  
SUN 13:00~15:50

台北遠東香格里拉飯店  
台北市敦化南路二段201號 2F宴會廳



胡偉婷  
院長診所 副院長  
台灣醫用雷射光電學會理事

講師



統高泌尿科診所  
陳建名 院長

講師



高診所  
陳弘源 醫師

講師



魏嘉源 院長

講師



楊仕安 院長

Time	Topic	Speaker
13:00-13:20	Registration	
13:20-13:30	Welcome	Medytox
13:30-13:40	Celebration	
13:40-14:00	Experience Sharing	Dr. 陳建名
14:00-14:20		Dr. 陳弘源
14:20-14:40	Break time	
14:40-15:00	Experience Sharing	Dr. 魏嘉宏
15:00-15:20		Dr. 楊仕安
15:20-15:40	Panel Discussion	Moderator Dr.胡偉婷
15:40-15:50	Closing	



線上報名請記QR code  
\*本次活動使用線上報名，不便之處，敬請見諒，謝謝







# Candela Expert Summit

**CANDELA™**  
**2022**  
**Candela Expert Summit**  
**Golden Treatment Plan**

**12**  
**(日) 11** 文華東方酒店 B2  
 台北市松山區敦化北路158號

13:10-17:00 大宴會廳一

線上報名請掃 QR code  
 \*本次活動採線上報名，方便之處，敬請見諒。謝謝

**主席**  
**鄭國良 醫師**  
 醫資得皮膚科診所 院長

**主席**  
**胡倩婷 醫師**  
 廣悅診所 副院長  
 台灣醫用雷射光電醫學會 理事長

**講師**  
**王昭欽 醫師**  
 台南維格皮膚科 院長

**講師**  
**邵湘德 醫師**  
 小維華皮膚科診所 院長

**講師**  
**李美貞 醫師**  
 台北長庚醫院  
 財團致遠皮膚科 主治醫師

**講師**  
**柯威志 醫師**  
 安海博玉診所  
 醫療技術總監

**講師**  
**張宜菁 醫師**  
 台北維美醫學中心  
 主任

**講師**  
**廖怡慧 醫師**  
 醫大醫學院皮膚科  
 教授/主治醫師

**CANDELA 專家高峰會**

Time	Topic	Speaker	Moderator
13:10-13:30	Registration		
13:30-13:40	Opening		
13:40-14:00	Golden Treatment Plan Part 1 :	王昭欽 醫師	鄭國良 醫師
14:00-14:20	Pico treatment view	李美貞 醫師	
14:40-15:00	Panel Discussion		
15:00-15:20	Break		
15:20-15:40	Golden Treatment Plan Part 2 :	柯威志 醫師	趙雅捷 醫師
15:40-16:00	Overall treatment view	張宜菁 醫師	廖怡慧 醫師
16:00-16:20			
16:20-16:40	Panel Discussion		
16:40-16:50	Closing		





# 2022 Taiwanese Dermatological Association V1 V2 Camp



# AestheFill & Animers Training





# Medytox Training





# Animers Comsulant's Course







## 7. 補充資料(Appendix)

## CONSOLIDATED BALANCE SHEETS-1

Unit : NTD\$K	2019/12/31	2020/12/31	2021/12/31	2022/12/31
Cash and cash equivalents	681,226	784,901	813,371	679,126
Debt investments with no active market - current	468,649	447,351	492,091	581,456
Notes receivable & Trade receivables	166,001	134,837	133,539	183,476
Inventories	229,816	147,124	170,233	246,866
Other current assets	19,759	22,959	33,043	45,056
<b>Total current assets</b>	<b>1,565,451</b>	<b>1,537,172</b>	<b>1,642,277</b>	<b>1,735,980</b>
Long-term investment	150,449	152,721	132,655	243,308
Property, plant and equipment	134,894	114,499	136,013	213,141
Right-of-use asset	171,216	153,364	204,793	280,063
Other non-current assets	202,353	185,079	183,053	208,679
<b>TOTAL</b>	<b>2,224,363</b>	<b>2,142,835</b>	<b>2,298,791</b>	<b>2,681,171</b>

## CONSOLIDATED BALANCE SHEETS-2

Unit : NTD\$K	2019/12/31	2020/12/31	2021/12/31	2022/12/31
Notes payable & Trade payables	58,818	27,101	61,554	64,041
Other payables	185,019	152,170	134,488	175,275
contract liability	295,460	306,505	375,255	481,076
Other current liabilities	81,208	69,894	86,258	155,527
<b>Total current liabilities</b>	620,505	555,670	657,555	875,919
Other non-current liabilities	4,294	5,820	3,172	20,636
Lease liabilities — Non related parties	131,353	118,148	166,141	230,615
<b>Total liabilities</b>	756,152	679,638	826,868	1,127,170
Ordinary shares	300,000	300,000	300,000	300,000
Retained earnings	303,971	319,580	337,807	364,414
Capital surplus	627,726	627,726	627,726	627,726
Other equity	50,013	43,624	18,509	95,586
NON-CONTROLLING INTERESTS	186,501	172,267	187,881	166,275
<b>Total equity</b>	1,468,211	1,463,197	1,471,923	1,554,001
<b>TOTAL</b>	2,224,363	2,142,835	2,298,791	2,681,171
<b>The Net Asset Value of Each Share</b>	48.94	48.77	49.06	51.80

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit: NTD\$K	2019年度		2020年度		2021年度		2022年度	
	AMT	%	AMT	%	AMT	%	AMT	%
OPERATING REVENUE	1,178,195	100.00	1,009,308	100.00	1,028,183	100.00	1,291,692	100.00
OPERATING COSTS	844,027	71.64	691,266	68.49	673,601	65.51	839,162	64.97
GROSS PROFIT	334,168	28.36	318,042	31.51	354,582	34.49	452,530	35.03
OPERATING EXPENSES	176,345	14.97	177,194	17.56	194,164	18.88	294,200	22.78
PROFIT FROM OPERATIONS	157,823	13.40	140,848	13.95	160,418	15.60	158,330	12.26
NON-OPERATING INCOME AND EXPENSES	2,152	0.18	7,842	0.78	13,403	1.30	19,832	1.54
PROFIT BEFORE INCOME TAX	159,975	13.58	148,690	14.73	173,821	16.91	178,162	13.79
INCOME TAX EXPENSE	33,903	2.88	32,048	3.18	32,132	3.13	38,301	2.97
NET PROFIT FOR THE YEAR	126,072	10.70	116,642	11.56	141,689	13.78	139,861	10.83
OTHER COMPREHENSIVE INCOME	(9,098)	(0.77)	(7,023)	(0.70)	(25,111)	(2.44)	77,477	6.00
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	116,974	9.93	109,619	10.86	116,578	11.34	217,338	16.83
NET PROFIT ATTRIBUTABLE TO Owners of the Company	112,521	9.55	115,995	11.49	123,206	11.98	137,111	10.61
EPS	3.75		3.87		4.11			

# CONSOLIDATED STATEMENTS OF CASH FLOW-1

Unit: NTD\$K	2019	2020	2021	2022
Cash flows from operating activities:				
Profit before tax	159,975	148,690	173,821	178,162
Total adjustments to reconcile profit	72,554	80,264	88,856	102,422
Accounts receivable	43,993	35,386	(5,416)	(60,444)
Other receivable	(457)	646	(29)	(425)
Inventories	78,140	63,893	(52,459)	(102,487)
Accounts payable	(21,036)	(31,717)	34,453	2,487
Other payable	(4,669)	(32,849)	(17,682)	40,787
Income taxes paid	(30,810)	(25,547)	(21,857)	(15,799)
Other	(30,733)	9,785	77,958	132,226
Net cash flows from operating activities	<u>266,957</u>	<u>248,551</u>	<u>277,645</u>	<u>276,929</u>

## CONSOLIDATED STATEMENTS OF CASH FLOW-2

Unit: NTD\$K	2019	2020	2021	2022
<b>Cash flows from investing activities:</b>				
Acquisition of financial assets at amortised cost	(348,649)	(246,501)	(268,491)	(441,456)
Proceeds from disposal of financial assets at amortised cost	60,000	267,799	223,751	352,091
Increase in other financial assets	(7,000)	-	-	-
Decrease in refundable deposits	(3,139)	(1,890)	2,556	(5,845)
Dividends received	1,859	4,784	2,970	3,861
Other	(15,124)	(6,904)	(53,205)	(159,934)
<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>	<b><u>(251,283)</u></b>
<b>Cash flows from financing activities:</b>				
Cash dividends paid	(94,500)	(100,500)	(105,000)	(111,000)
Other	(43,417)	(50,943)	(43,680)	(75,862)
<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><u>(186,862)</u></b>
Effect of exchange rate changes on cash and cash equivalents	(4,646)	(10,721)	(8,076)	26,971
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>(187,659)</b>	<b>103,675</b>	<b>28,470</b>	<b>(134,245)</b>
Cash and cash equivalents at beginning of period	<b><u>868,885</u></b>	<b><u>681,226</u></b>	<b><u>784,901</u></b>	<b><u>813,371</u></b>
Cash and cash equivalents at end of period	<b><u>681,226</u></b>	<b><u>784,901</u></b>	<b><u>813,371</u></b>	<b><u>679,126</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!





| 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

Professional hair growth system selling





**曜亞國際**

DYNAMIC MEDICAL TECHNOLOGIES INC.

**THANK YOU!**