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DYNAMIC MEDICAL TECHNOLOGIES INC.

-Investor Conference

DATE 2023/9/21



曜亞國際
DYNAMIC MEDICAL TECHNOLOGIES INC.

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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』

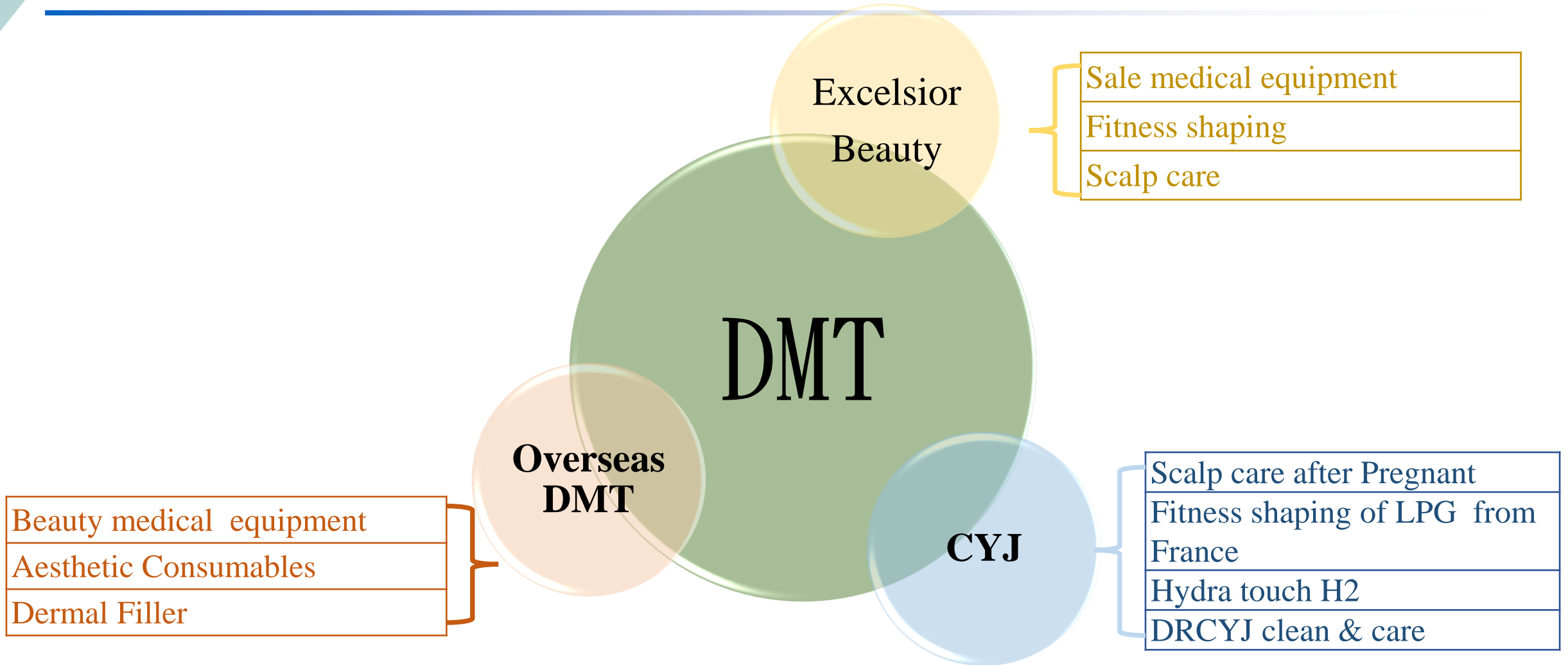
經營理念

• 客戶滿意 · 快樂員工 · 幸福企業 · 美麗人生

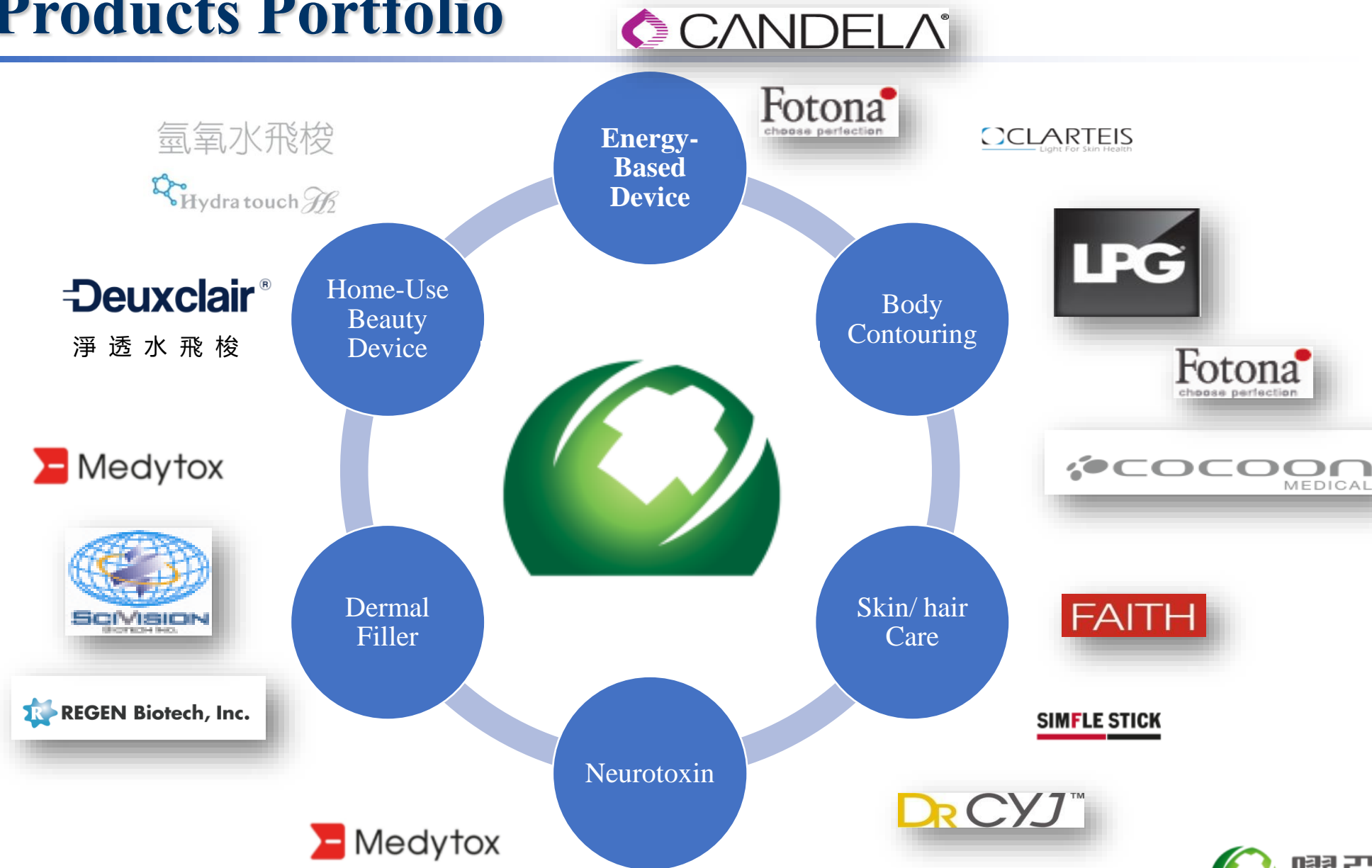
使命

• 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

AREA	佳美 (EB)/ CYJ	Expand Business
North	21	4
Middle	3	1
South	5	1
Total	29	6

Expand Business

North

CYJ(台北復北)

CYJ(台北大安)

CYJ(新北三重)

CYJ(基隆)

Middle/South

CYJ(台中豐原)

CYJ(台南新市)





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

SIMFLE STICK



CANDELA®

DR CYJ™

COCOON MEDICAL

FAITH

Medytox

Fotona
choose perfection

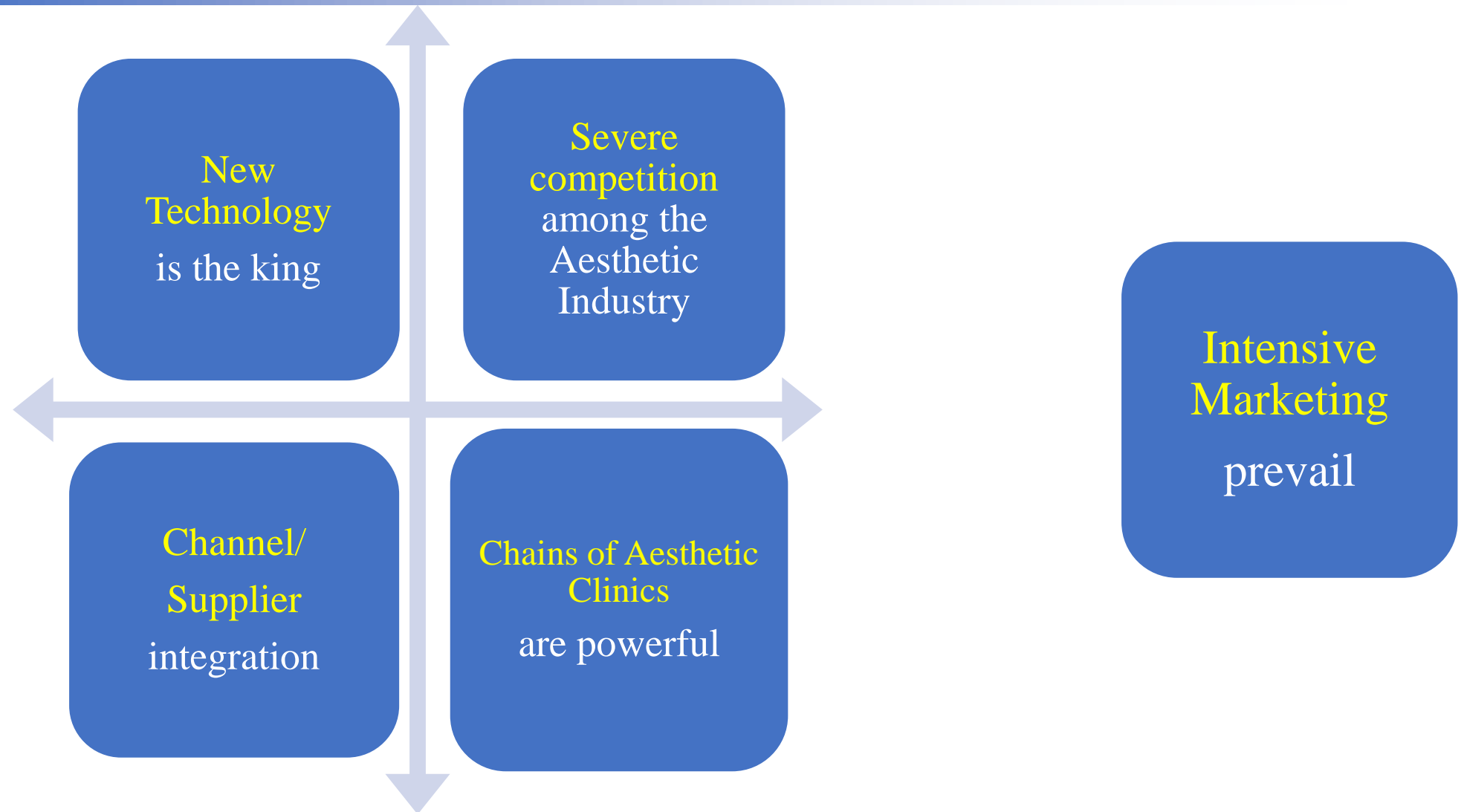
氫氧水飛梭

REGEN Biotech, Inc.

Hydra touch H2

Deuxclair®

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

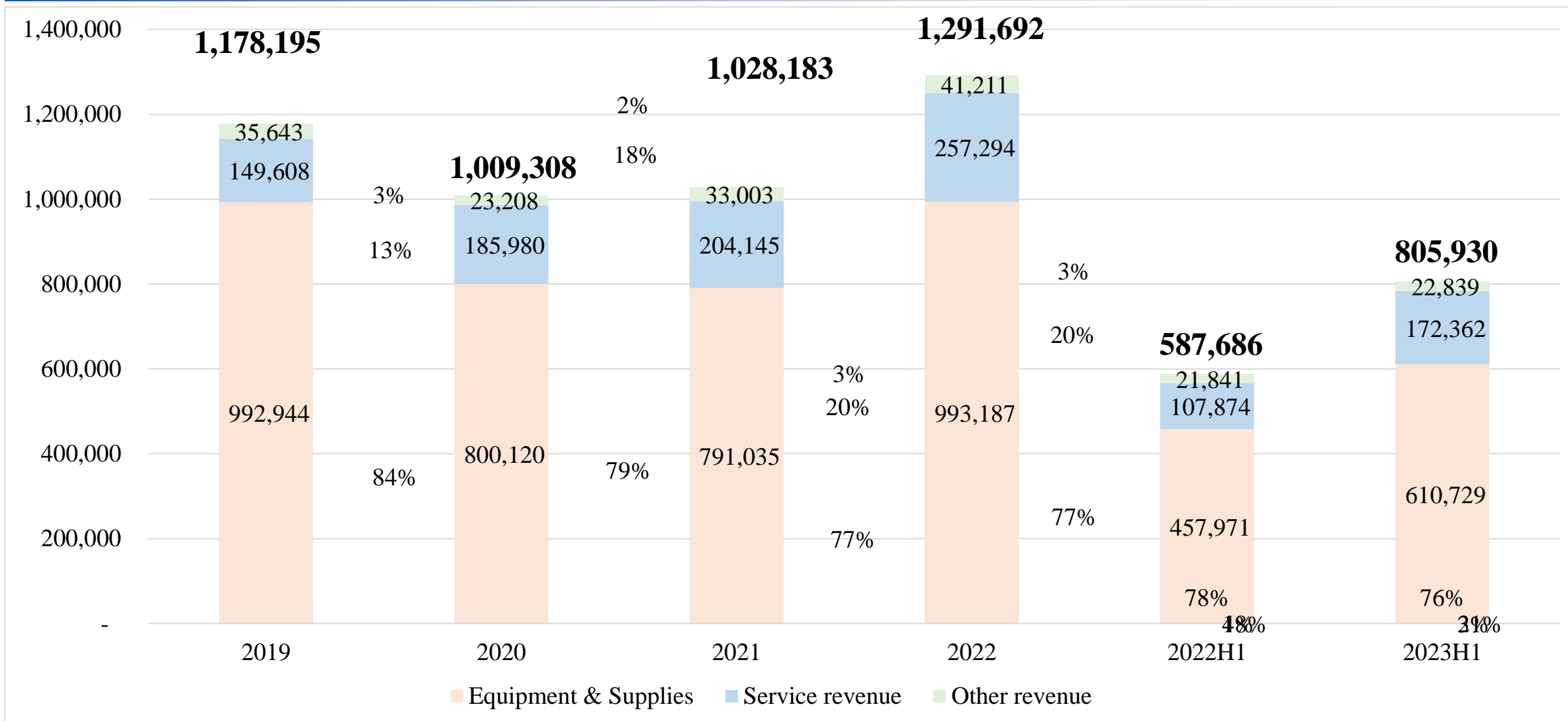


3. 營運概況 (Business Overview)

Business Overview

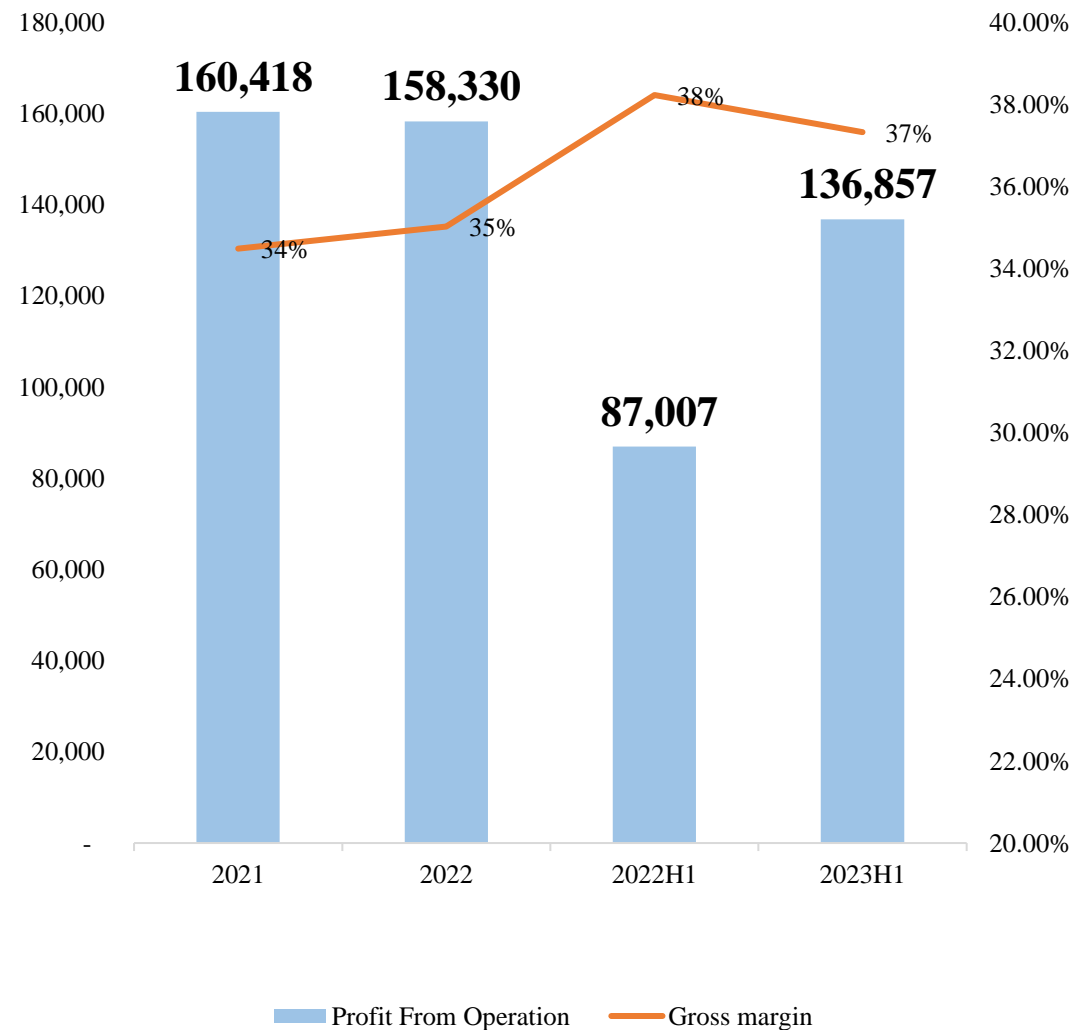
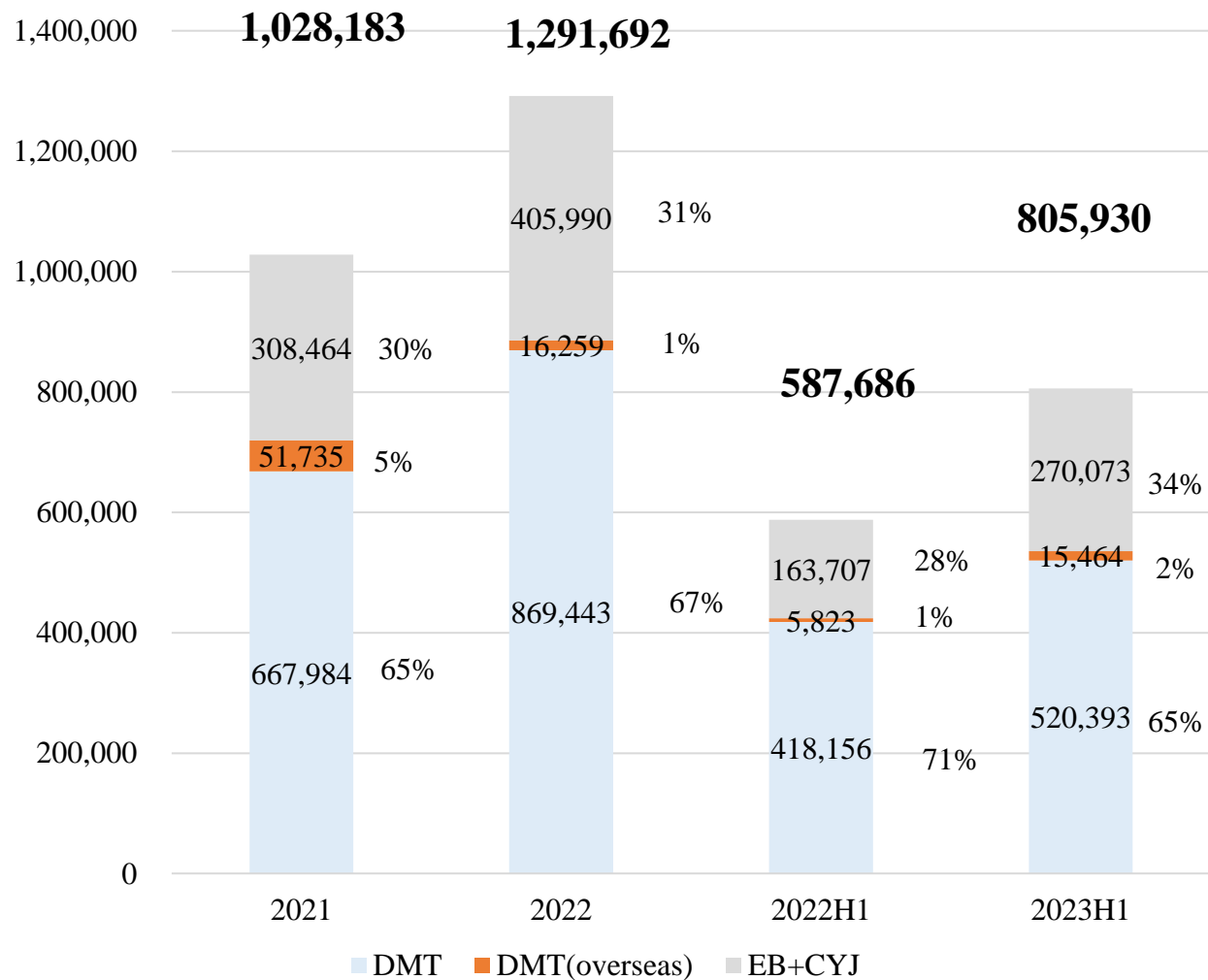
Unit : NTD\$K

Operating Revenue



Unit : NTD\$K

Operating Revenue

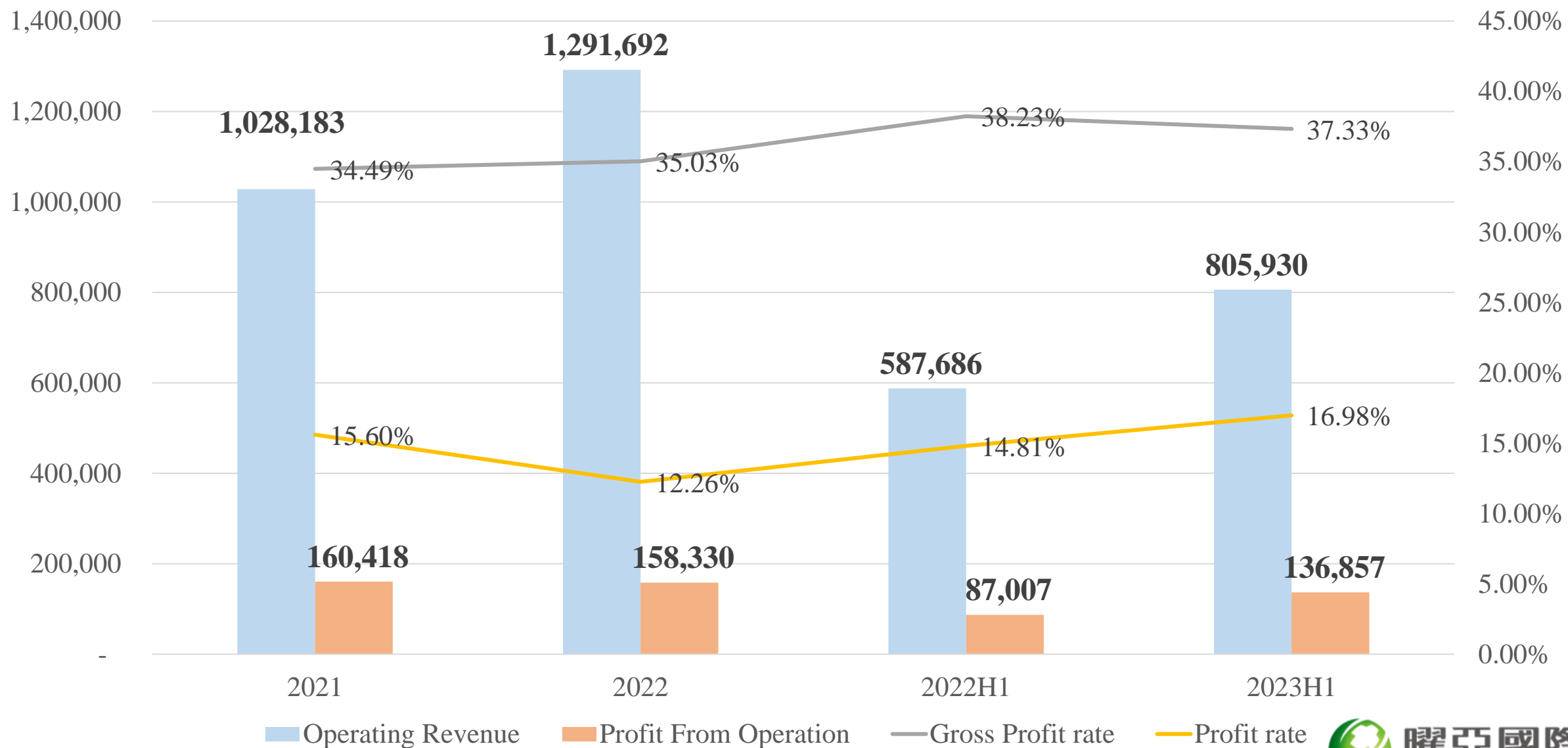




4. 財務概況 (Financial Overview)

Financial Overview

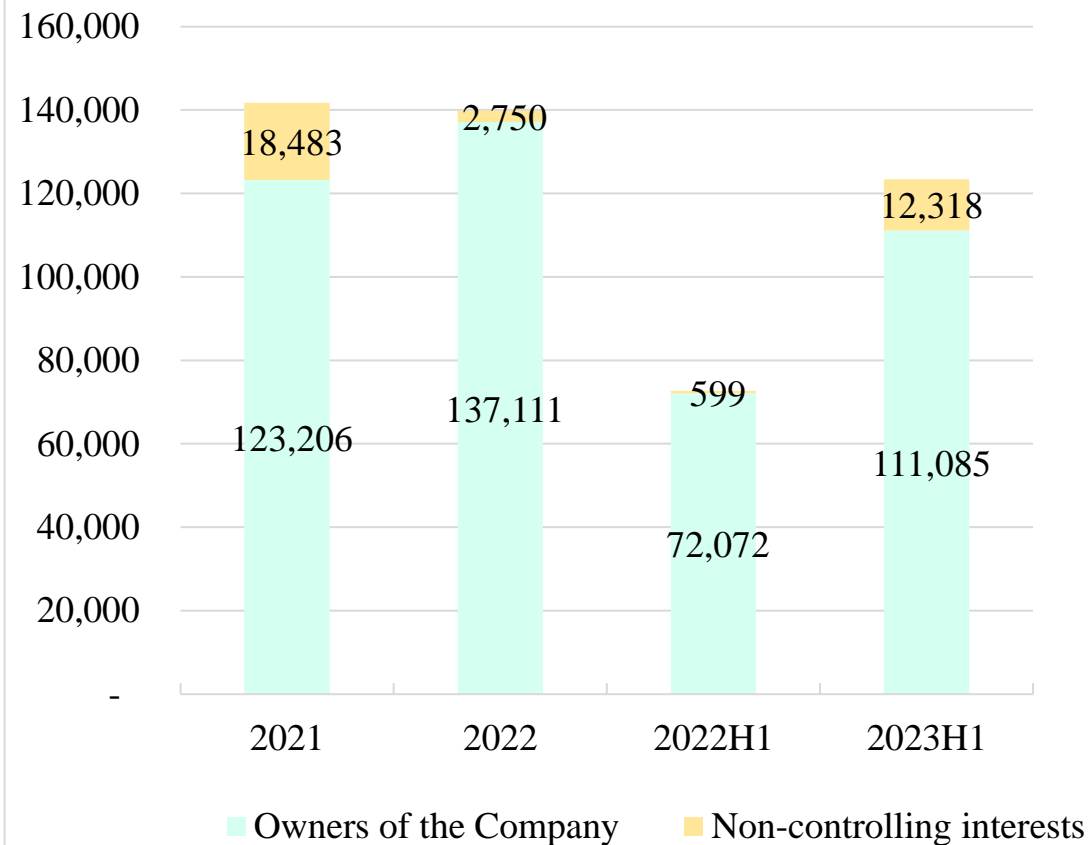
Unit : NTD\$K



Unit : NTD\$K



Unit : NTD\$K **Comprehensive income Profit attributable to:**



	2021	2022	2022H1	2023H1
EPS	4.11	4.57	2.40	3.70



5. 策略及展望 (Strategies and Outlook)

Future Prospects



Short-Term Planning

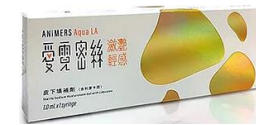
- ✓ DR.CYJ Channel Expansion
- ✓ Medytox Promote
- ✓ Southeast Asia Market Expansion
- ✓ Enhance the Sales of Aesthetic Consumables
- ✓ Best Sales Expansion

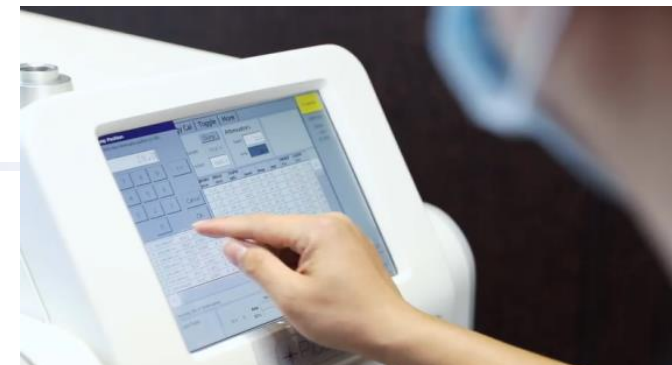
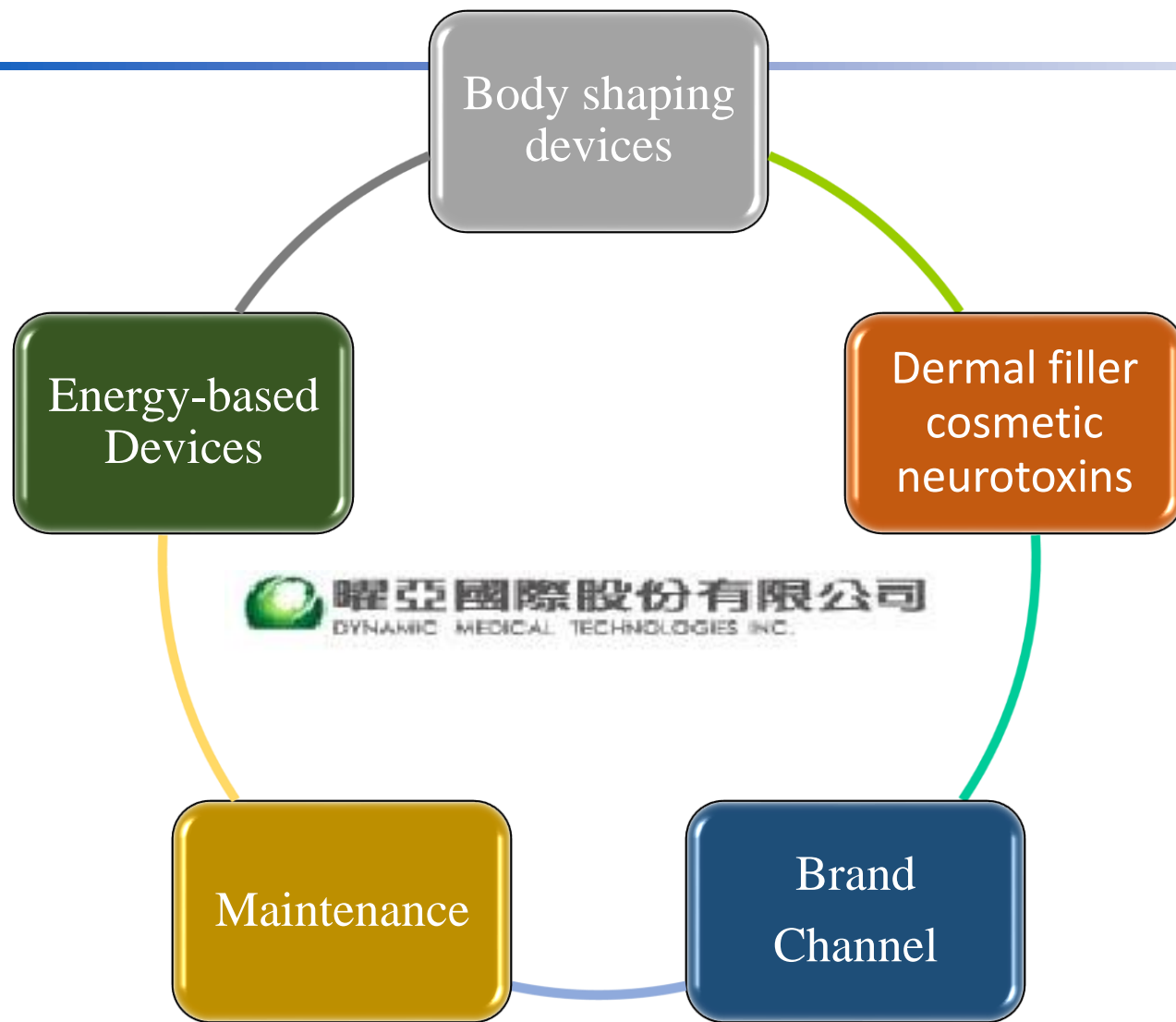
Mid-Term Planning

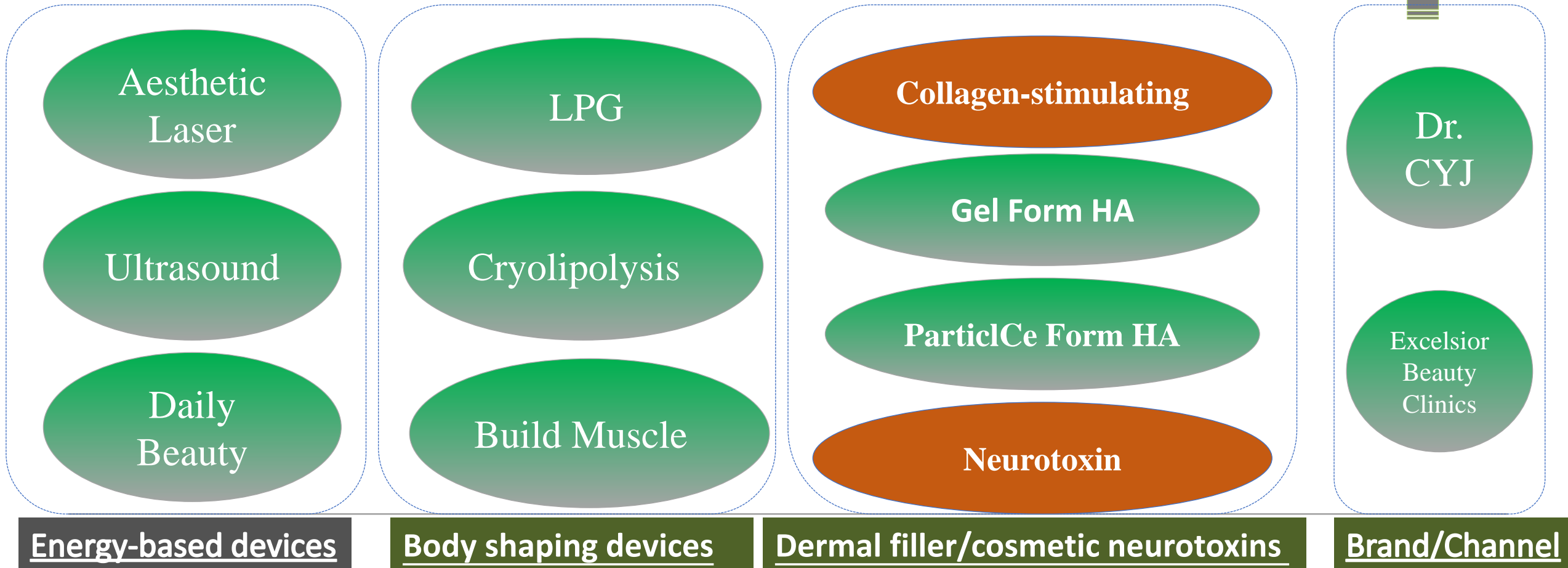
- ✓ Preventive Medicine
- ✓ Body Contouring Market Development
- ✓ Consumable Product Development

Long-Term Planning

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









6.行銷活動(Marketing)

2023 Spring Meeting of LMSTW



Spring meeting of TDA & AMWC Asia 2023



LPG workshop



AestheFill & Animers workshop



Cooltech Define launching event





7.補充資料(Appendix)

CONSOLIDATED BALANCE SHEETS-1

Unit : NTD\$K	2021/12/31	2022/12/31	2022/6/30	2023/6/30
Cash and cash equivalents	813,371	679,126	773,534	803,850
Current financial assets at amortized cost	492,091	581,456	480,509	481,199
Notes receivable & Trade receivables	133,539	183,476	220,197	220,054
Inventories	170,233	246,866	194,810	206,393
Other current assets	33,043	45,056	48,980	66,152
Total current assets	1,642,277	1,735,980	1,718,030	1,777,648
Long-term investment	132,655	243,308	143,660	348,152
Property, plant and equipment	136,013	213,141	182,553	212,171
Right-of-use asset	204,793	280,063	249,225	280,433
Other non-current assets	183,053	208,679	202,301	234,868
TOTAL	2,298,791	2,681,171	2,495,769	2,853,272

CONSOLIDATED BALANCE SHEETS-2

Unit : NTD\$K	2021/12/31	2022/12/31	2022/6/30	2023/6/30
Notes payable & Trade payables	61,554	64,041	38,796	34,375
Other payables	134,488	175,275	260,946	279,903
Current contract liabilities	375,255	481,076	427,405	490,827
Other current liabilities	86,258	155,527	112,887	151,421
Total current liabilities	657,555	875,919	840,034	956,526
Other non-current liabilities	3,172	20,636	10,322	39,491
Lease liabilities — Non related parties	166,141	230,615	204,800	230,606
Total liabilities	826,868	1,127,170	1,055,156	1,226,623
Ordinary shares	300,000	300,000	300,000	300,000
	-	-	-	30,000
Retained earnings	337,807	364,414	298,879	372,651
Capital surplus	627,726	627,726	627,726	627,726
Other equity	18,509	95,586	38,468	192,630
Non-controlling interests	187,881	166,275	175,540	103,642
Total equity	1,471,923	1,554,001	1,440,613	1,626,649
TOTAL	2,298,791	2,681,171	2,495,769	2,853,272
The Net Asset Value of Each Share	49.06	51.80	48.02	54.22

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit : NTD\$K	2021		2022		2022H1		2023H1	
	AMT	%	AMT	%	AMT	%	AMT	%
OPERATING REVENUE	1,028,183	100.00	1,291,692	100.00	587,686	100.00	805,930	100.00
OPERATING COSTS	673,601	65.51	839,162	64.97	363,010	61.77	505,055	62.67
GROSS PROFIT	354,582	34.49	452,530	35.03	224,676	38.23	300,875	37.33
OPERATING EXPENSES	194,164	18.88	294,200	22.78	137,669	23.43	164,018	20.35
PROFIT FROM OPERATIONS	160,418	15.60	158,330	12.26	87,007	14.81	136,857	16.98
NON-OPERATING INCOME AND EXPENSES	13,403	1.30	19,832	1.54	7,523	1.28	15,470	1.92
PROFIT BEFORE INCOME TAX	173,821	16.91	178,162	13.79	94,530	16.09	152,327	18.90
INCOME TAX EXPENSE	32,132	3.13	38,301	2.97	21,859	3.72	28,924	3.59
NET PROFIT FOR THE YEAR	141,689	13.78	139,861	10.83	72,671	12.37	123,403	15.31
OTHER COMPREHENSIVE INCOME	(25,111)	(2.44)	77,477	6.00	19,985	3.40	118,951	14.76
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	116,578	11.34	217,338	16.83	92,656	15.77	242,354	30.07
NET PROFIT ATTRIBUTABLE TO Owners of the Company	123,206	11.98	137,111	10.61	72,072	12.26	111,085	13.78
EPS	4.11		4.57		2.40		3.70	

CONSOLIDATED STATEMENTS OF CASH FLOW-1

Unit: NTD\$K	2021	2022	2022H1	2023H1
Cash flows from operating activities:				
Profit before tax	173,821	178,162	94,530	152,327
Total adjustments to reconcile profit	88,856	102,422	46,700	59,031
Accounts receivable	(5,416)	(60,444)	(94,938)	(55,343)
Other receivable	(29)	(425)	12	193
Inventories	(52,459)	(102,487)	(54,846)	18,894
Contract liabilities	68,750	105,821	52,150	9,751
Accounts payable	34,453	2,487	(22,758)	(29,666)
Other payable	(17,682)	40,787	2,492	6,238
Income taxes paid	(21,857)	(15,799)	(15,709)	(42,078)
Other	9,208	26,405	260	543
Net cash flows from operating activities	<u>277,645</u>	<u>276,929</u>	<u>7,893</u>	<u>119,890</u>

CONSOLIDATED STATEMENTS OF CASH FLOW-2

Unit: NTD\$K	2021	2022	2022H1	2023H1
Cash flows from investing activities:				
Acquisition of financial assets at amortised cost	(268,491)	(441,456)	(267,759)	(195,499)
Proceeds from disposal of financial assets at amortised cost	223,751	352,091	279,341	297,905
Proceeds from disposal of financial assets at fair value through other comprehensive income	-	-	-	28,708
Acquisition of property, plant and equipment	(42,277)	(114,050)	(46,476)	(18,610)
Acquisition of investments accounted for using equity method	-	(45,000)	-	-
Increase in other financial assets	(6,500)	-	-	-
Decrease in refundable deposits	2,556	(5,845)	(3,315)	(4,607)
Dividends received	2,970	3,861	-	-
Other	(4,428)	(884)	(2,288)	(2,325)
Net cash flows from (used in) investing activities	<u>(92,419)</u>	<u>(251,283)</u>	<u>(40,497)</u>	<u>105,572</u>
Cash flows from financing activities:				
Cash dividends paid	(105,000)	(111,000)	-	-
Payment of lease liabilities	(39,956)	(50,277)	(23,183)	(28,601)
Acquisition of ownership interests in subsidiaries	-	(11,294)	-	-
Change in non-controlling interests	(2,852)	(12,966)	-	(71,316)
Other	(872)	(1,325)	(539)	(917)
Net cash flows used in financing activities	<u>(148,680)</u>	<u>(186,862)</u>	<u>(23,722)</u>	<u>(100,834)</u>
Effect of exchange rate changes on cash and cash equivalents	(8,076)	26,971	16,489	96
Net (decrease) increase in cash and cash equivalents	28,470	(134,245)	(39,837)	124,724
Cash and cash equivalents at beginning of period	<u>784,901</u>	<u>813,371</u>	<u>813,371</u>	<u>679,126</u>
Cash and cash equivalents at end of period	<u>813,371</u>	<u>679,126</u>	<u>773,534</u>	<u>803,850</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!





| 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!