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DYNAMIC MEDICAL TECHNOLOGIES INC.

-Investor Conference

DATE 2024/3/27



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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』

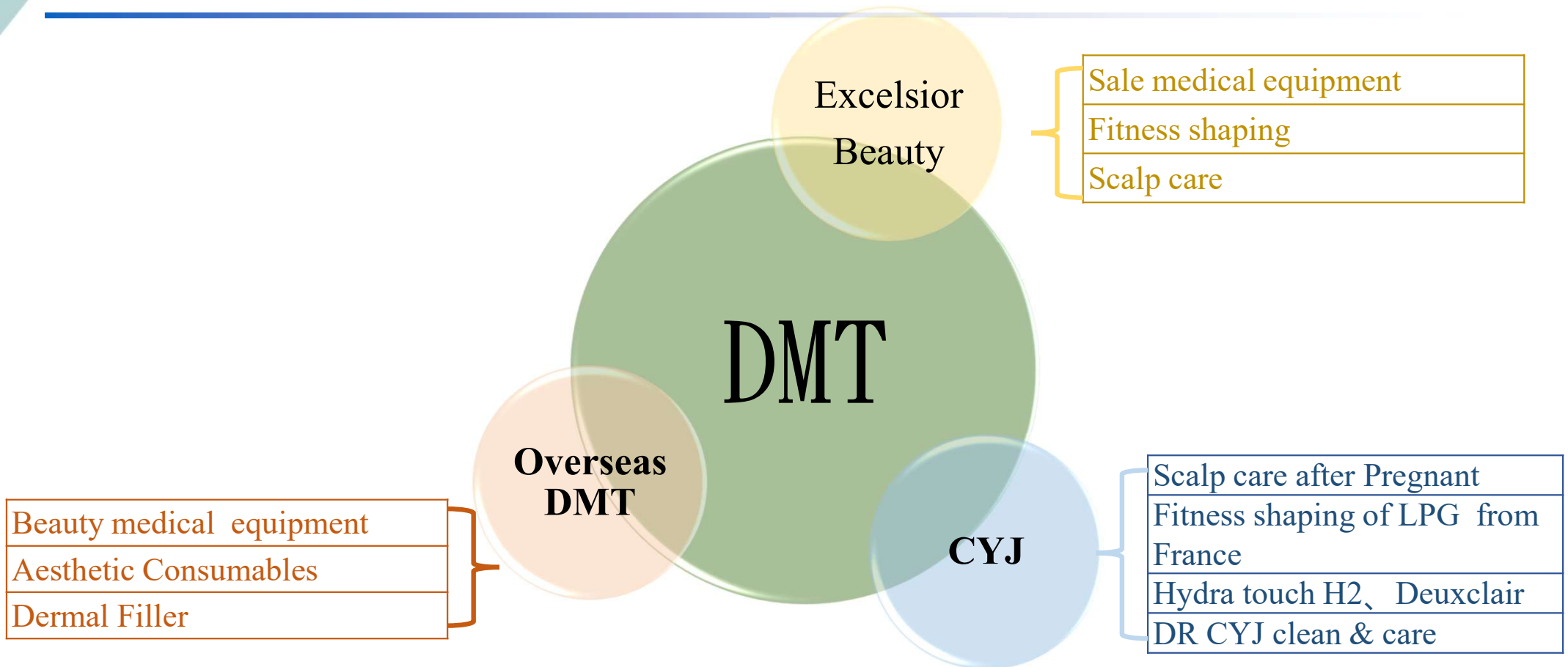
經營理念

• 客戶滿意 · 快樂員工 · 幸福企業 · 美麗人生

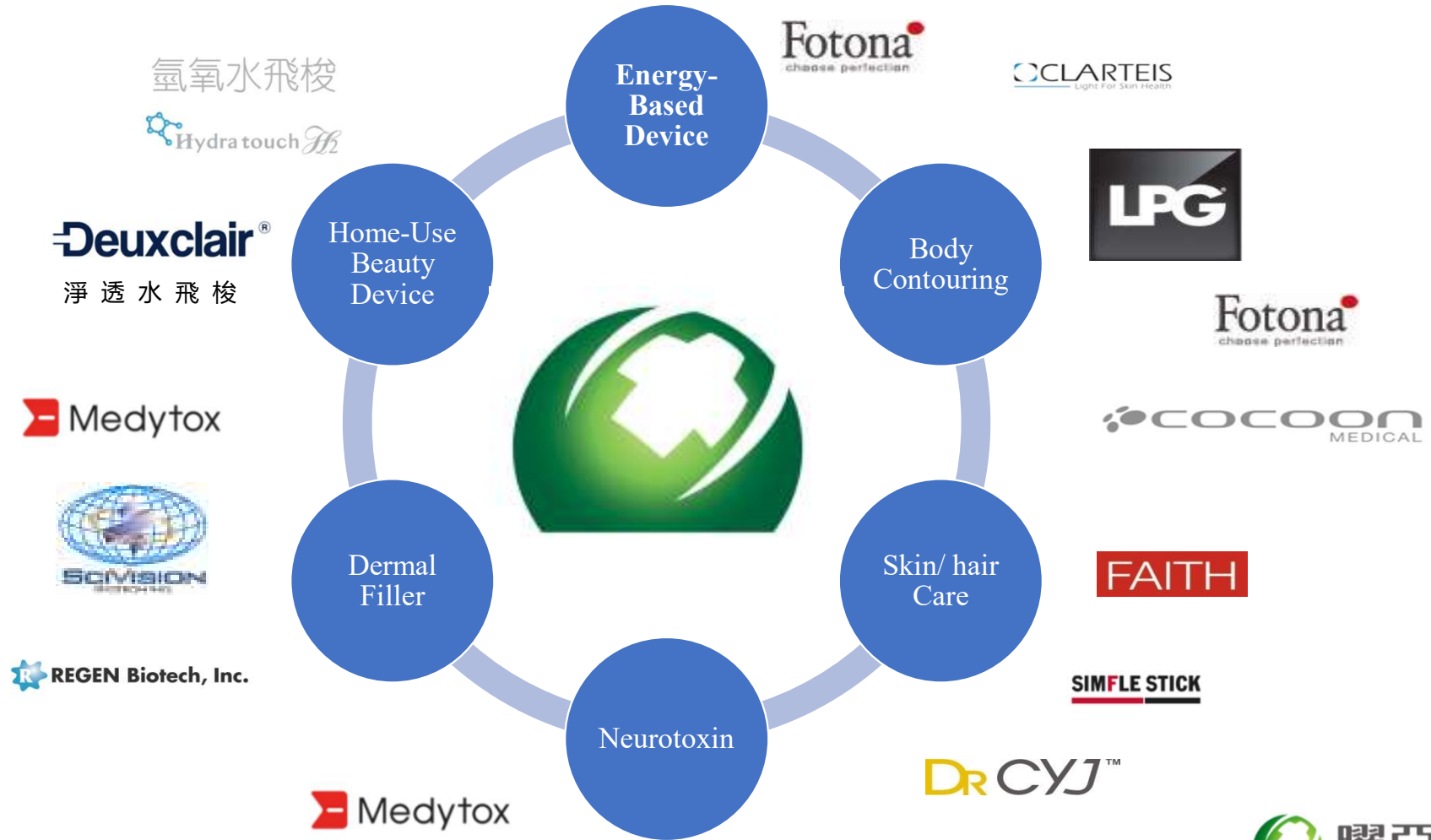
使命

• 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

DrCYJ

AREA	佳美 (EB)/ CYJ	Expand Business
North	22	1
Middle	3	2
South	5	1
Total	30	4

Expand Business

2024Q1

CYJ(台中太平)

CYJ(台中豐原)

2024Q2

CYJ(新北三重)

CYJ(高雄前鎮)





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**, **Cosmetic Neurotoxin** and **Facial Injectables**, 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 facial injectables reached US\$2.2 billion.

Asian sales of aesthetic products are expected to increase by 9.3% per year, from 2023 to 2027.

Product Portfolio

SIMFLE STICK



CANDELA®

DR CYJ™

COCOON MEDICAL



Medytox

Fotona
choose perfection

氫氧水飛梭

REGEN Biotech, Inc.

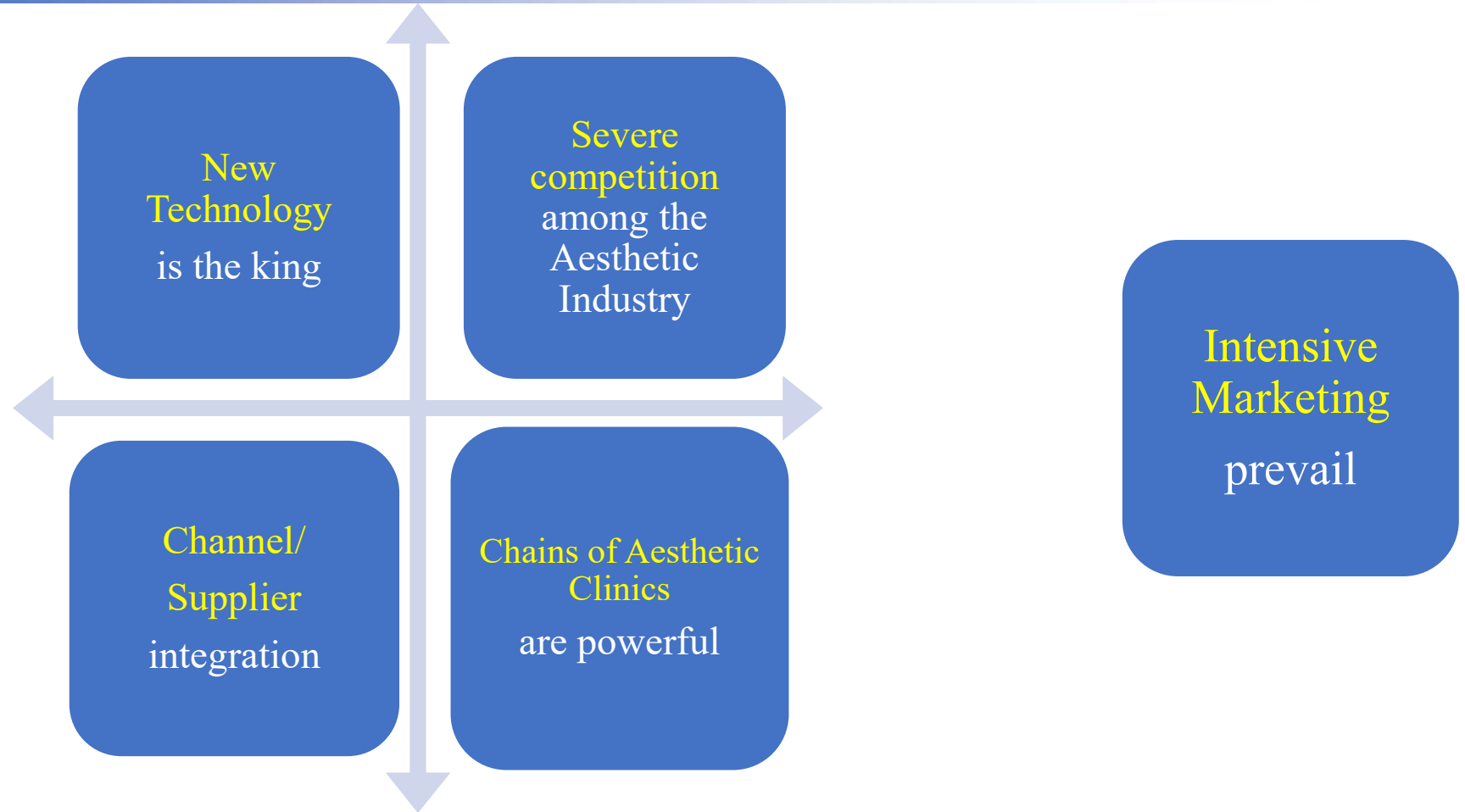
Hydra touch

FAITH

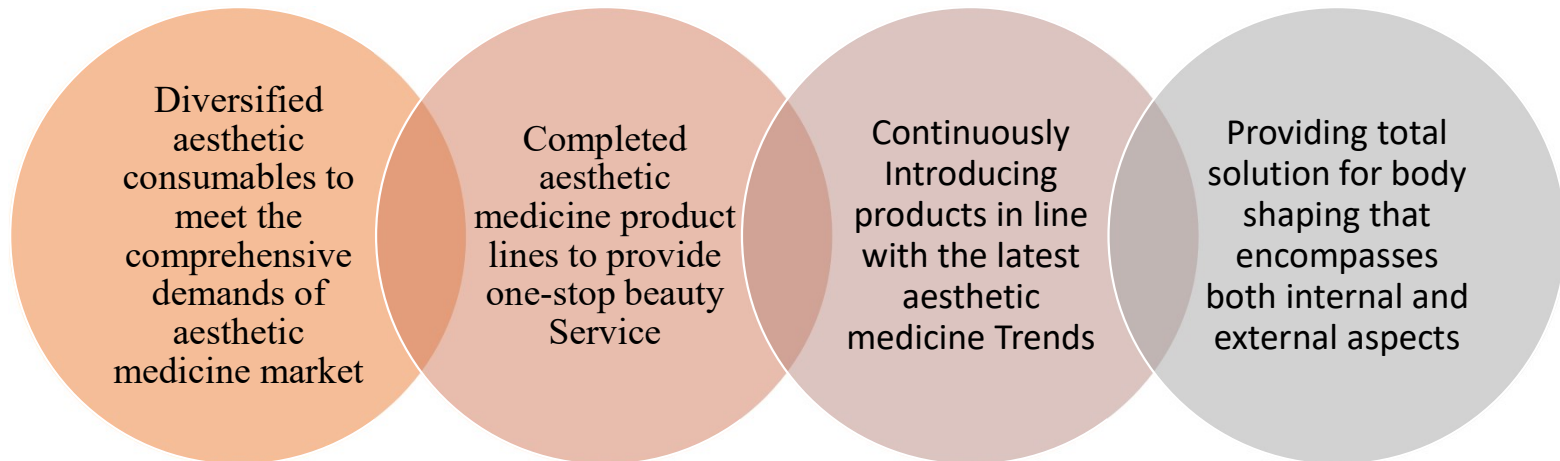
Deuxclair®

曜亞國際
DYNAMIC MEDICAL TECHNOLOGIES INC.

Taiwan Market Overview



Operating Superiority



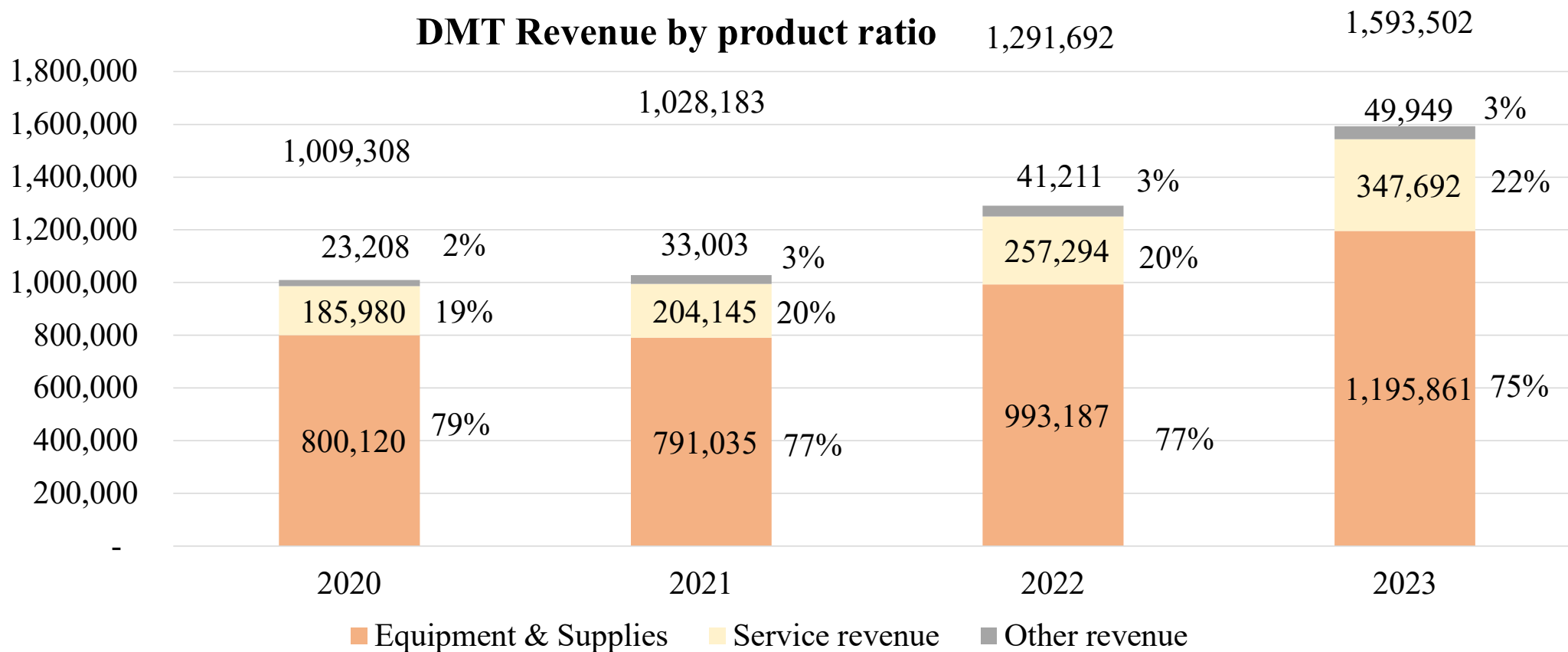


3. 營運概況 (Business Overview)

Business Overview

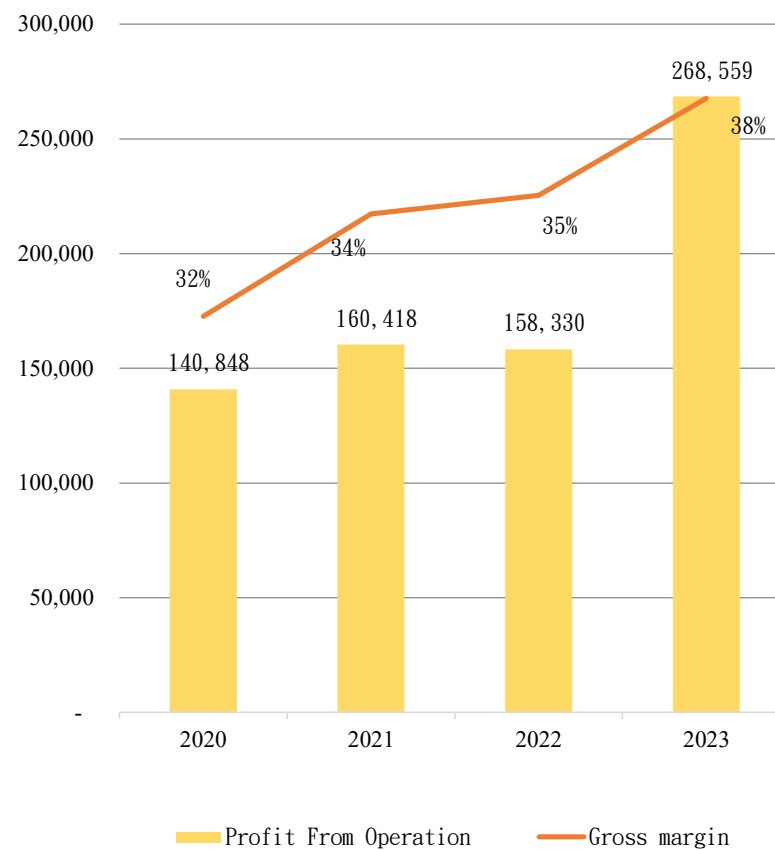
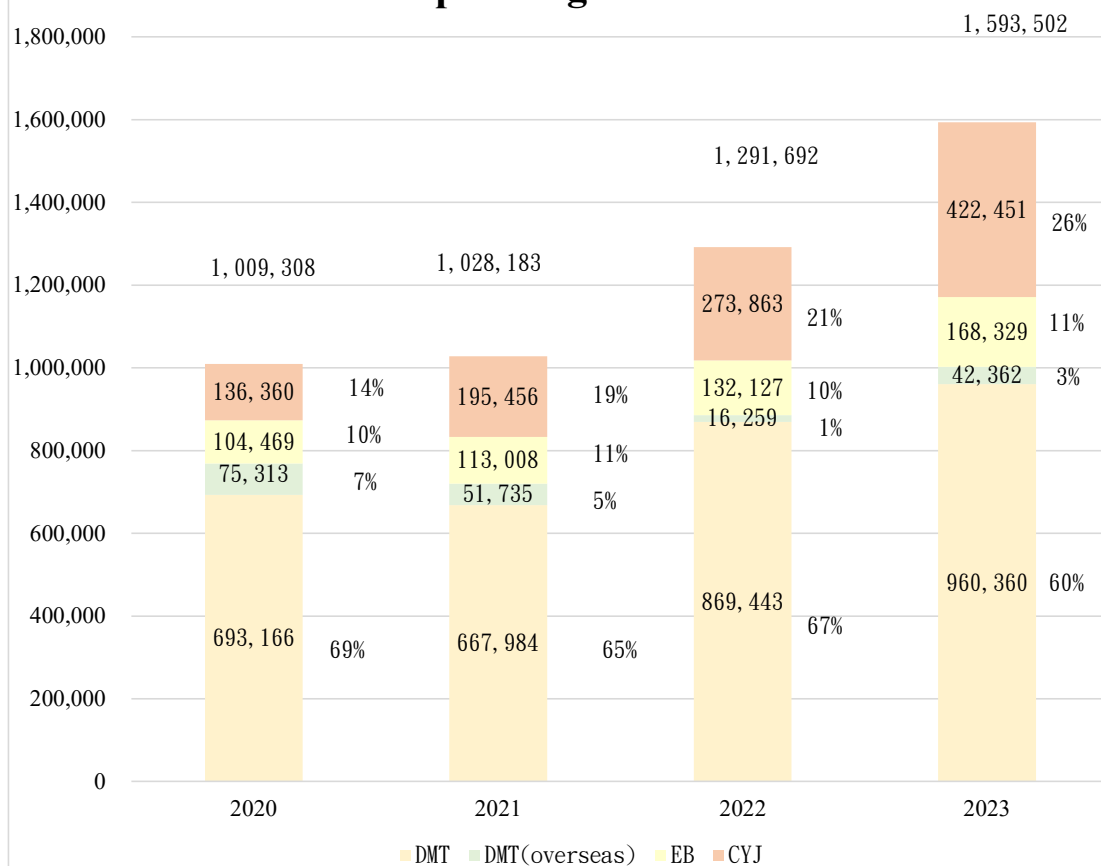
Unit : NTD\$K

DMT Revenue by product ratio



Unit : NTD\$K

Operating Revenue

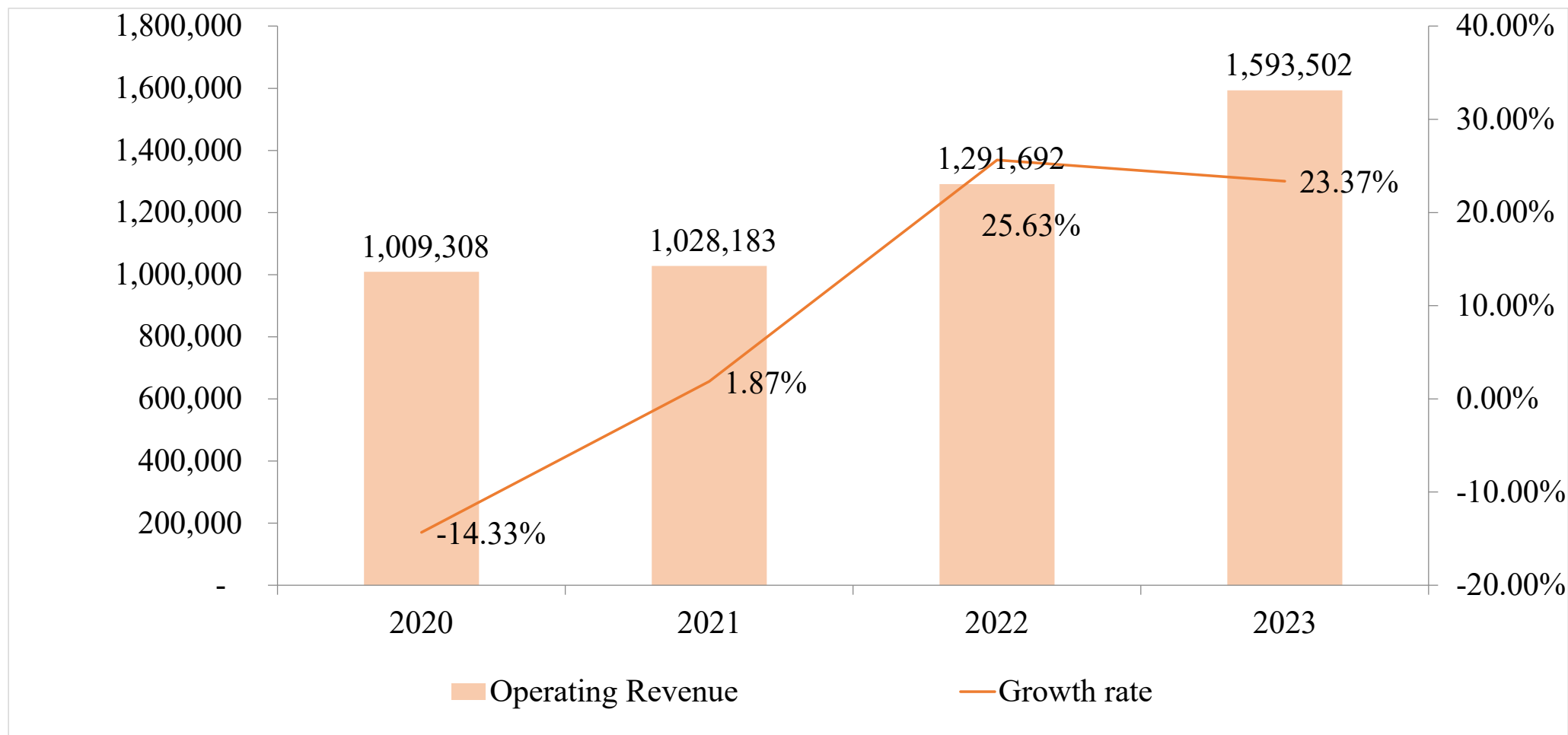




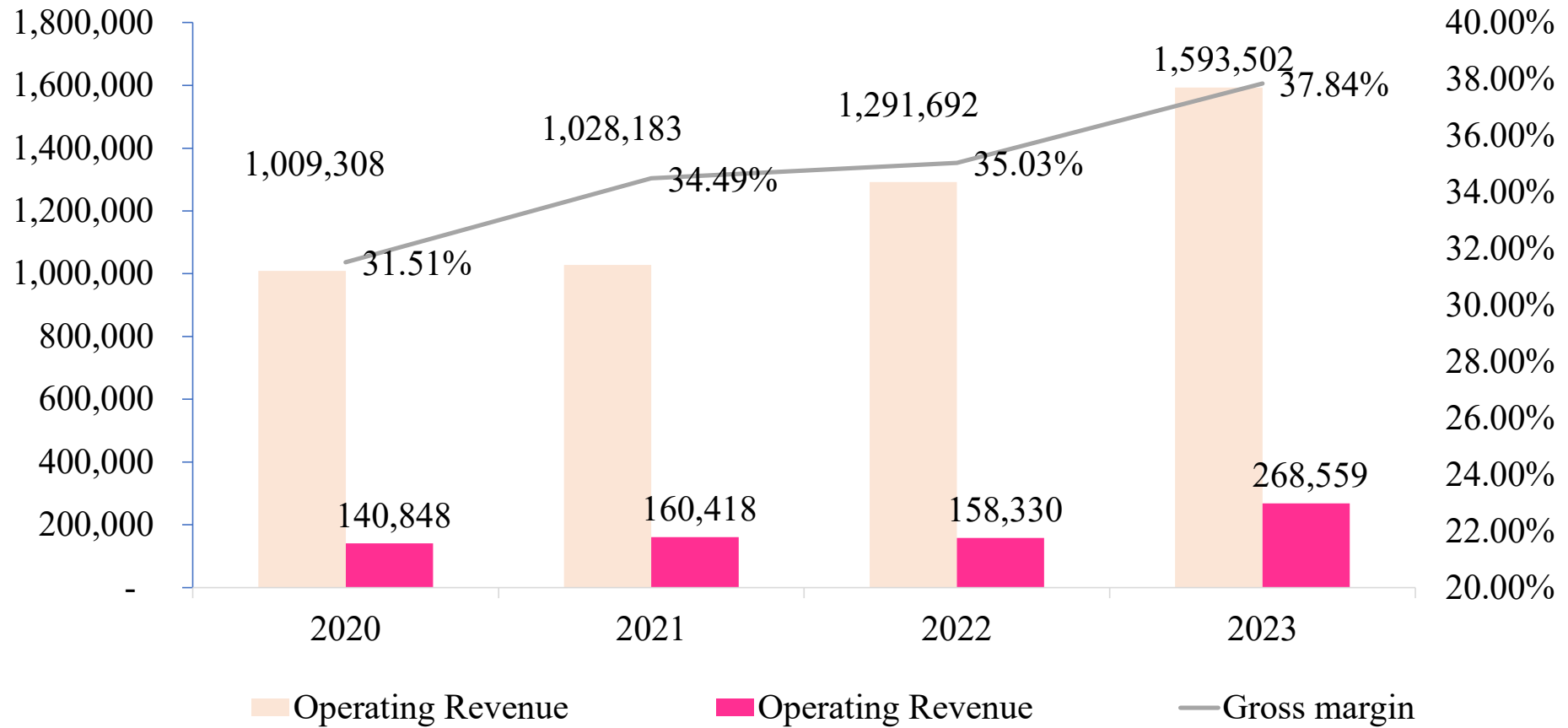
4.財務概況(Financial Overview)

Financial Overview

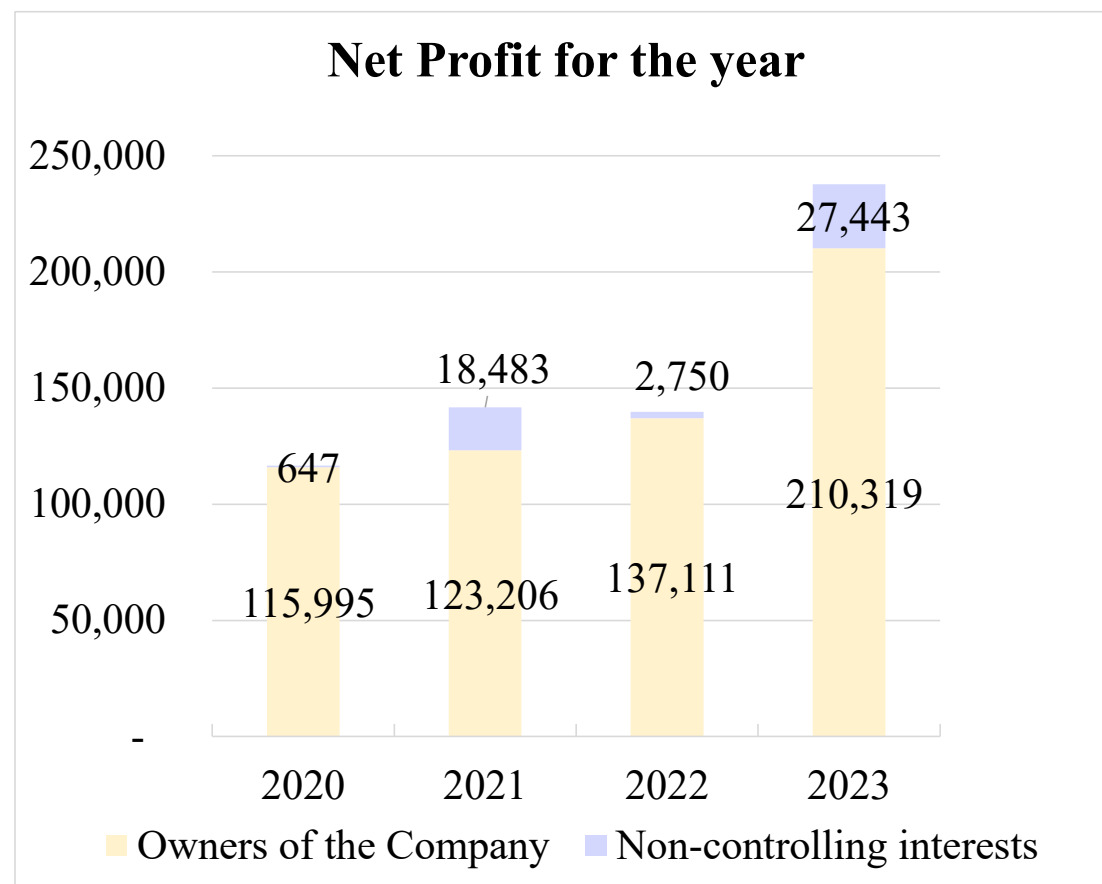
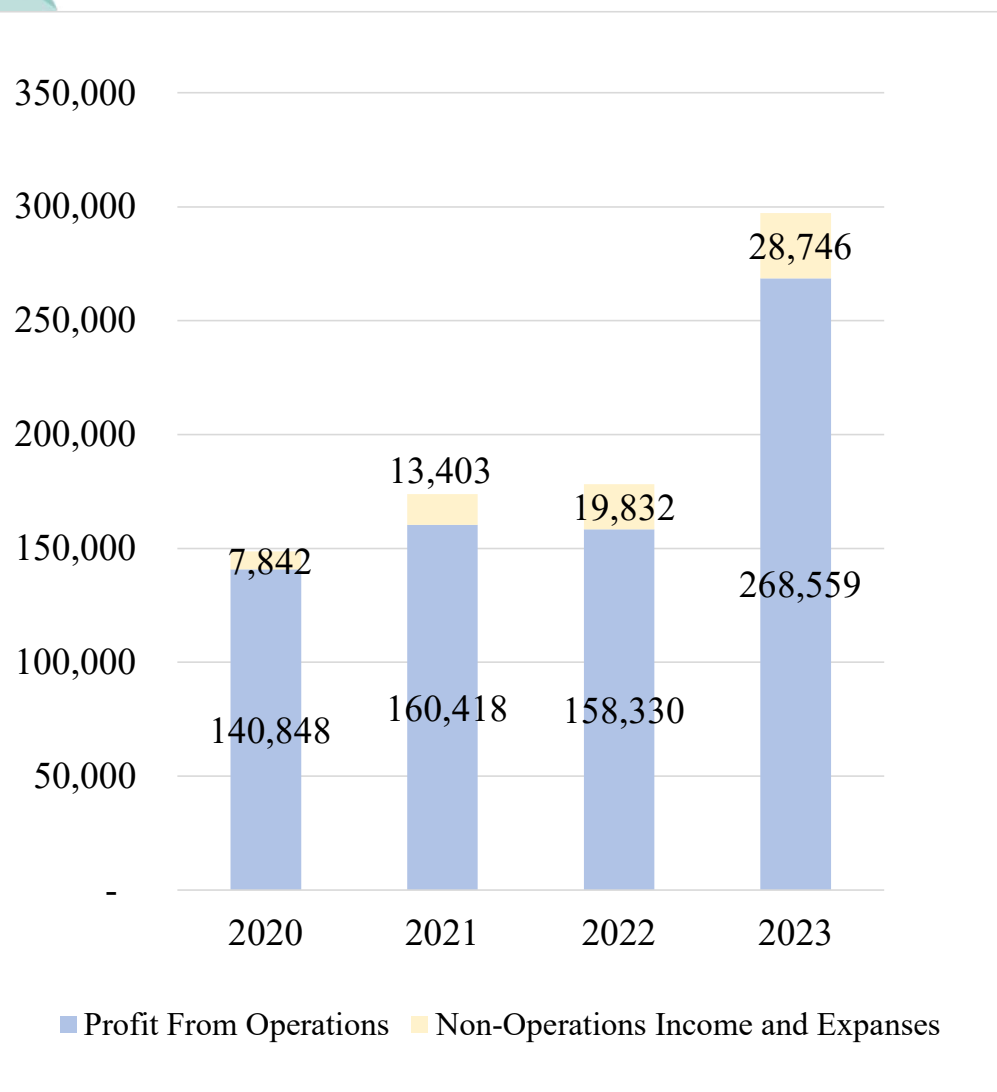
Unit : NTD\$K



Unit : NTD\$K



Unit : NTD\$K



	2020	2021	2022	2023
EPS	3.87	4.11	4.15	6.37



5. 策略及展望 (Strategies and Outlook)

Future Prospects



Short-Term Planning

- ✓ DR. CYJ Channel Expansion
- ✓ Medytox Brand Enhancement
- ✓ Beauty Devices Promotion
- ✓ Southeast Asia Market Expansion
- ✓ Enhance the Sales of Aesthetic Consumables

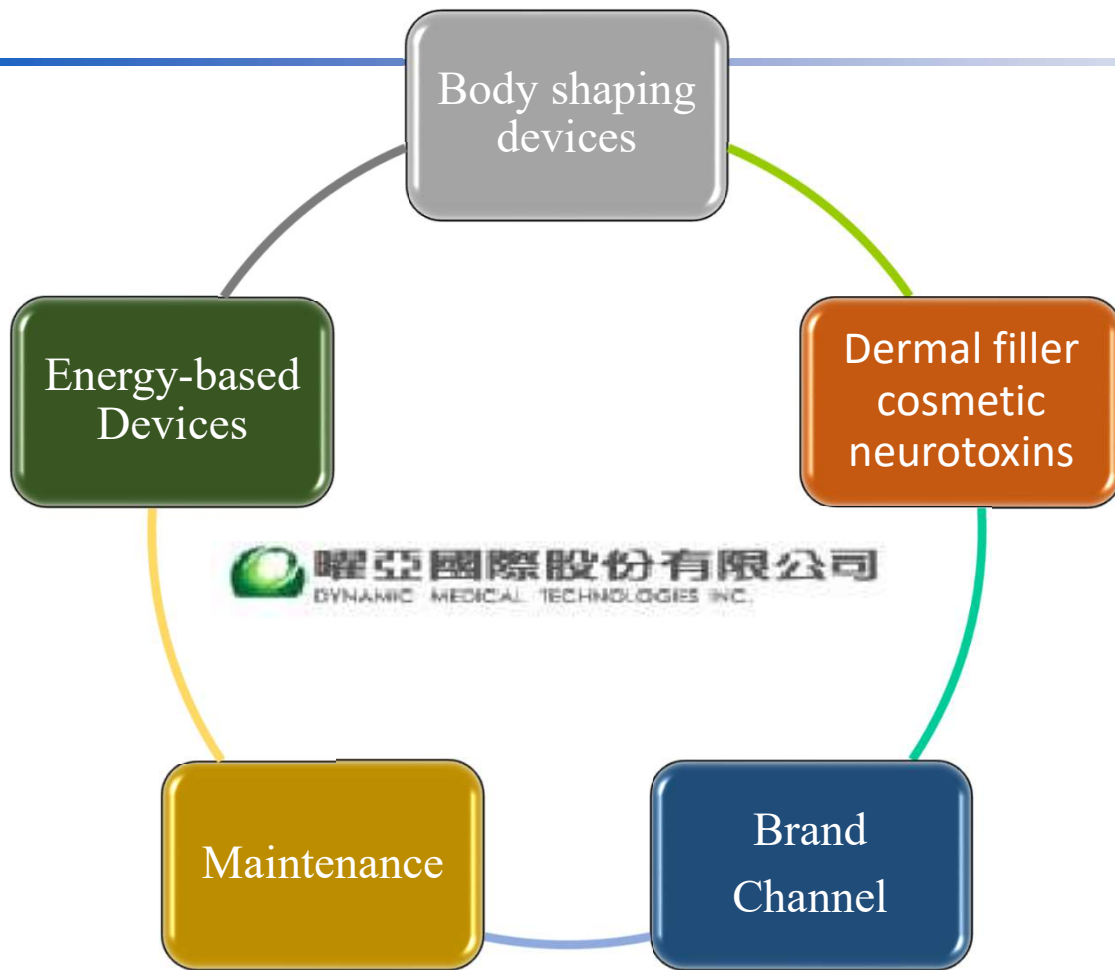
Mid-Term Planning

- ✓ Preventive Medicine Development
- ✓ Expansion of Beauty Device Line
- ✓ Expansion of plastic surgery and Aesthetic Consumables Product Line

Long-Term Planning

- ✓ Medical beauty products market positioner
- ✓ Brand diversification
- ✓ Strategic Alliance in the Asian Medical Aesthetics Market





Brand Promotion

Channel Expansion

Aesthetic
Laser

Ultrasound

Daily
Beauty

LPG

Cryolipolysis

Build Muscle

Collagen-stimulating

Gel Form HA

ParticlCe Form HA

Neurotoxin

Dr.
CYJ

Excelsior
Beauty
Clinics

Energy-based devices

Body shaping devices

Dermal filler/cosmetic neurotoxins

Brand/Channel



6.行銷活動(Marketing)

2023 CSCSM Autumn Symposium



2023 Fotona Super Symposium



2023 CSCSM-Favorite Provider Prize



2023 TSAPS Symposium



2023 LMSTW Annual Meeting



The 49th Annual Meeting of TDA





7.補充資料(Appendix)

CONSOLIDATED BALANCE SHEETS-1

Unit: NTD\$K	2020/12/31	2021/12/31	2022/12/31	2023/12/31
Cash and cash equivalents	784,901	813,371	679,126	924,938
Current financial assets at amortized cost	447,351	492,091	581,456	638,356
Notes receivable & Trade receivables	134,837	133,539	183,476	197,752
Inventories	147,124	170,233	246,866	288,226
Other current assets	22,959	33,043	45,056	43,687
Total current assets	1,537,172	1,642,277	1,735,980	2,092,959
Long-term investment	152,721	132,655	243,308	172,146
Property, plant and equipment	114,499	136,013	213,141	237,530
Right-of-use asset	153,364	204,793	280,063	333,954
Other non-current assets	185,079	183,053	208,679	240,432
Total assets	2,142,835	2,298,791	2,681,171	3,077,021

CONSOLIDATED BALANCE SHEETS-2

Unit : NTD\$K	2020/12/31	2021/12/31	2022/12/31	2023/12/31
Short-Term Borrowings	-	-	-	100,000
Notes payable & Trade payables	27,101	61,554	64,041	26,186
Other payables	152,170	134,488	175,275	189,452
contract liability	306,505	375,255	481,076	559,166
Other current liabilities	69,894	86,258	155,527	204,726
Total current liabilities	555,670	657,555	875,919	1,079,530
Other non-current liabilities	5,820	3,172	20,636	19,140
Lease liabilities — Non related parties	118,148	166,141	230,615	274,420
Total liabilities	679,638	826,868	1,127,170	1,373,090
Ordinary shares	300,000	300,000	300,000	330,000
Retained earnings	319,580	337,807	364,414	523,272
Capital surplus	627,726	627,726	627,726	626,361
Other equity	43,624	18,509	95,586	56,378
NON-CONTROLLING INTERESTS	172,267	187,881	166,275	167,920
Total equity	1,463,197	1,471,923	1,554,001	1,703,931
Total liabilities and equity	2,142,835	2,298,791	2,681,171	3,077,021
The Net Asset Value of Each Share	48.77	49.06	51.80	51.63

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Unit: NTD\$K	2020		2021		2022		2023	
	Amount	%	Amount	%	Amount	%	Amount	%
OPERATING REVENUE	1,009,308	100	1,028,183	100	1,291,692	100	1,593,502	100
OPERATING COSTS	691,266	68.49	673,601	65.51	839,162	64.97	990,448	62.16
GROSS PROFIT	318,042	31.51	354,582	34.49	452,530	35.03	603,054	37.84
OPERATING EXPENSES	177,194	17.56	194,164	18.88	294,200	22.78	334,495	20.99
PROFIT FROM OPERATIONS	140,848	13.95	160,418	15.60	158,330	12.26	268,559	16.85
NON-OPERATING INCOME AND EXPENSES	7,842	0.78	13,403	1.30	19,832	1.54	28,746	1.80
PROFIT BEFORE INCOME TAX	148,690	14.73	173,821	16.91	178,162	13.79	297,305	18.66
INCOME TAX EXPENSE	32,048	3.18	32,132	3.13	38,301	2.97	59,543	3.74
NET PROFIT FOR THE YEAR	116,642	11.56	141,689	13.78	139,861	10.83	237,762	14.92
OTHER COMPREHENSIVE INCOME	(7,023)	(0.70)	(25,111)	(2.44)	77,477	6.00	34,075	2.14
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	109,619	10.86	116,578	11.34	217,338	16.83	271,837	17.06
NET PROFIT ATTRIBUTABLE TO OWNERS OF THE COMPANY	115,995	11.49	123,206	11.98	137,111	10.61	210,319	13.20
EPS	3.87		4.11		4.15		6.37	

CONSOLIDATED STATEMENTS OF CASH FLOW-1

Unit: NTD\$K	2020	2021	2022	2023
Cash flows from operating activities:				
Profit before tax	148,690	173,821	178,162	297,305
Total adjustments to reconcile profit	80,264	88,856	102,422	119,654
Accounts receivable	35,386	(5,416)	(60,444)	(34,482)
Other receivable	646	(29)	(425)	11
Inventories	63,893	(52,459)	(102,487)	(73,579)
Contract liabilities	11,045	68,750	105,821	78,090
Accounts payable	(31,717)	34,453	2,487	(37,855)
Other payable	(32,849)	(17,682)	40,787	7,613
Income taxes paid	(25,547)	(21,857)	(15,799)	(42,892)
Other	(1,260)	9,208	26,405	47,081
Net cash flows from operating activities	<u>248,551</u>	<u>277,645</u>	<u>276,929</u>	<u>360,946</u>

CONSOLIDATED STATEMENTS OF CASH FLOW-2

Unit: NTD\$K	2020	2021	2022	2023
Cash flows from investing activities:				
Acquisition of financial assets at amortised cost	(246,501)	(268,491)	(441,456)	(526,356)
Proceeds from disposal of financial assets at amortised cost	267,799	223,751	352,091	469,456
Disposal of financial asset at fair value through profit or loss	-	-	-	106,608
Acquisition of property, plant and equipment	(8,177)	(42,277)	(114,050)	(70,520)
Acquisition of investments accounted for using equity method	-	-	(45,000)	-
Increase in other financial assets	0	(6,500)	0	-
Decrease in refundable deposits	(1,890)	2,556	(5,845)	(10,540)
Dividends received	4,784	2,970	3,861	1,856
Other	1,273	(4,428)	(884)	806
Net cash flows from (used in) investing activities	<u>17,288</u>	<u>(92,419)</u>	<u>(251,283)</u>	<u>(28,690)</u>

CONSOLIDATED STATEMENTS OF CASH FLOW-3

Unit: NTD\$K	2020	2021	2022	2023
Cash flows from financing activities:				
	-	-	-	100,000
Cash dividends paid	(100,500)	(105,000)	(111,000)	(94,500)
Payment of lease liabilities	(35,800)	(39,956)	(50,277)	(61,129)
Acquisition of ownership interests in subsidiaries			(11,294)	
Disposal of ownership interests in subsidiaries				47,736
Change in non-controlling interests	(14,133)	(2,852)	(12,966)	(75,206)
Other	(1,010)	(872)	(1,325)	(2,299)
Net cash flows used in financing activities	<u>(151,443)</u>	<u>(148,680)</u>	<u>(186,862)</u>	<u>(85,398)</u>
Effect of exchange rate changes on cash and cash equivalents	(10,721)	(8,076)	26,971	(1,046)
Net (decrease) increase in cash and cash equivalents	103,675	28,470	(134,245)	245,812
Cash and cash equivalents at beginning of period	<u>681,226</u>	<u>784,901</u>	<u>813,371</u>	<u>679,126</u>
Cash and cash equivalents at end of period	<u>784,901</u>	<u>813,371</u>	<u>679,126</u>	<u>924,938</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!