



Swissray Global Healthcare Holding Ltd. (4198) Investor Conference

Gilbert Wai, CEO
December 27, 2019

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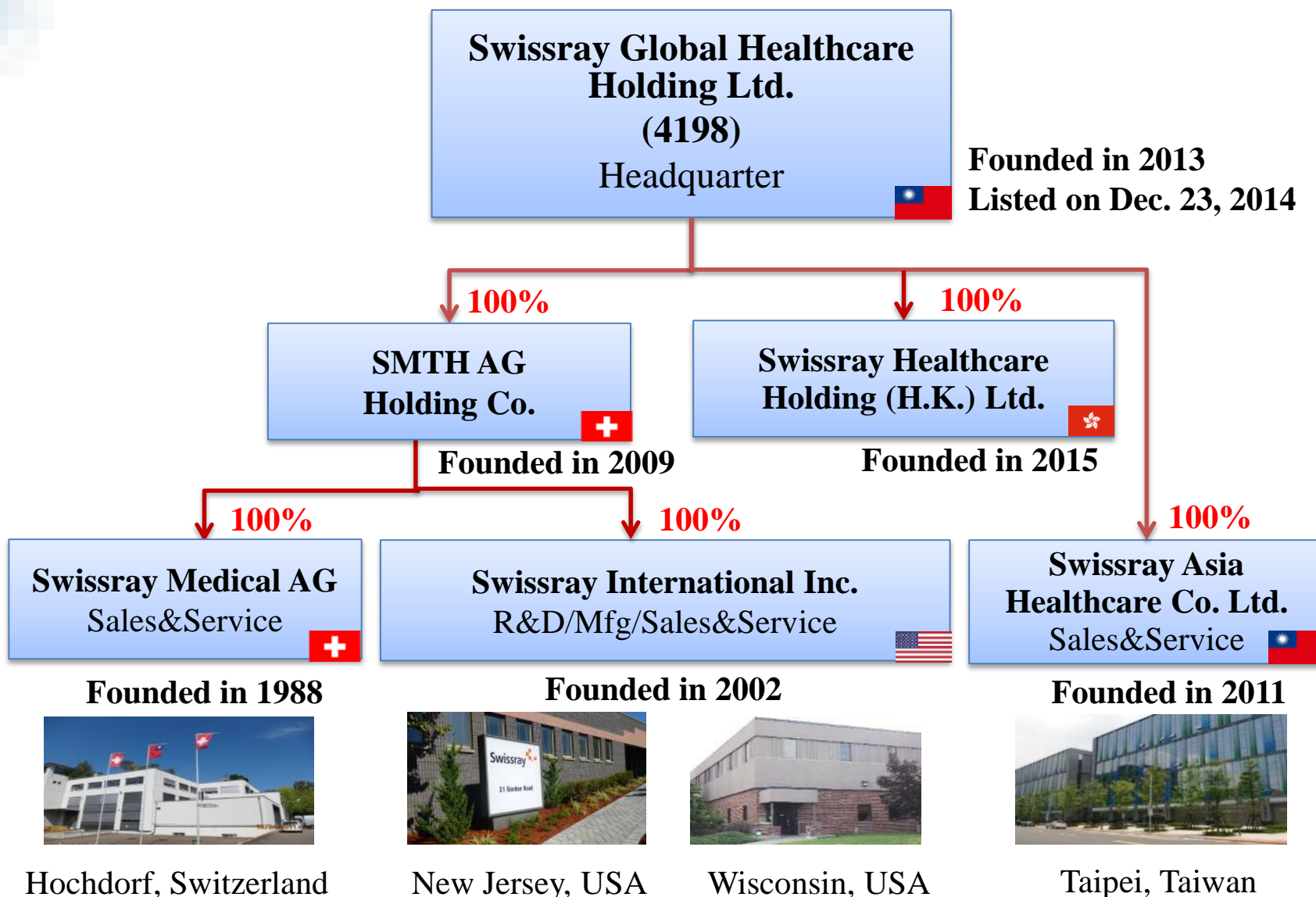
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Company Organizational Structure

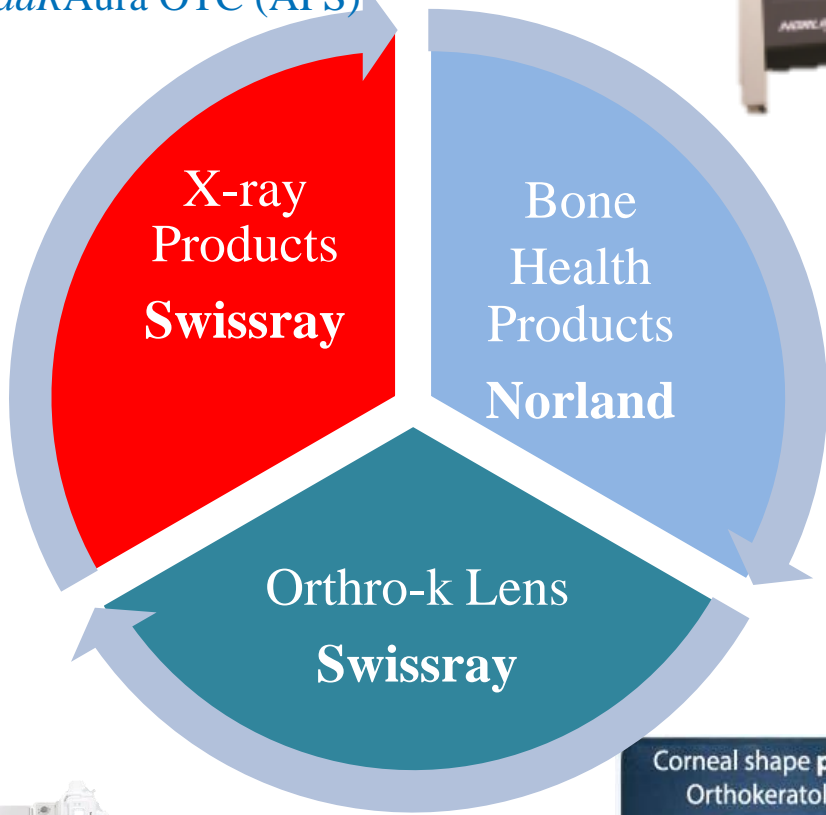


Available Products

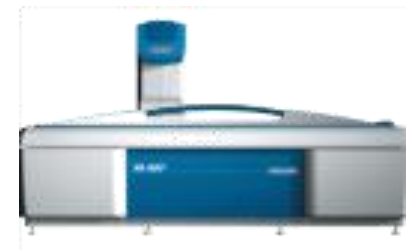
ddRAura OTC (APS)



ddRAura FMTS



ddRAura DriveKit



ddRAura Optix



■ Dual-energy X-ray absorptiometry- Norland DXA Series

- Elite

Premium whole body DXA system dedicated for obesity & sport market.

- XR-800

Whole body DXA system for all sorts of bone density and body composition clinical measurements and researches.

- XR-600

Body part DXA system for all sorts of bone density and body composition clinical measurements and researches.

■ DR- *ddRAura* Series

- *ddRAura* OTC (APS)

Full digitalized ceiling-mounted digital X-ray system with automatic position (APS), auto-tracking function and unique single focus stitching function to support all sorts of clinical studies. *ddRAura* OTC (APS) is the most comprehensive and primum system in digital X-ray industry.

- *ddRAura* FMTS

Full digitalized floor-mounted digital X-ray, easy to use system with auto-tracking function to support all sorts of clinical studies.

- *ddRAura* Optix

Full digitalized manual C-arm digital X-ray system with small foot print, easy to use and support all sorts of clinical studies.

- *ddRAura* Drive Kit

Digital upgrade kit to convert analog or CR X-ray system to a fully digitalized machine.

Operating Strategy

- First priority: continue to reduce losses and increase cash inflows
 - * In the first three quarters, net operating loss reduced by 50%
 - from NT\$190 million in 2018 to NT\$90 million in 2019
- Control costs and overall operating expenses
- Uphold the value of Swissray and Norland brands in the imaging industry
- Increasingly put more effort in the ophthalmology business

■ X-ray

- Uphold Swissray brand, customer satisfaction and the quality system (FDA & CE) with minimum investment; outsource manufacturing, service & sales to collect royalty fee.
- Streamline the organization, reduce manpower and condense the US & Europe Xray workforce to 5-6 people (= cost-saving approach).

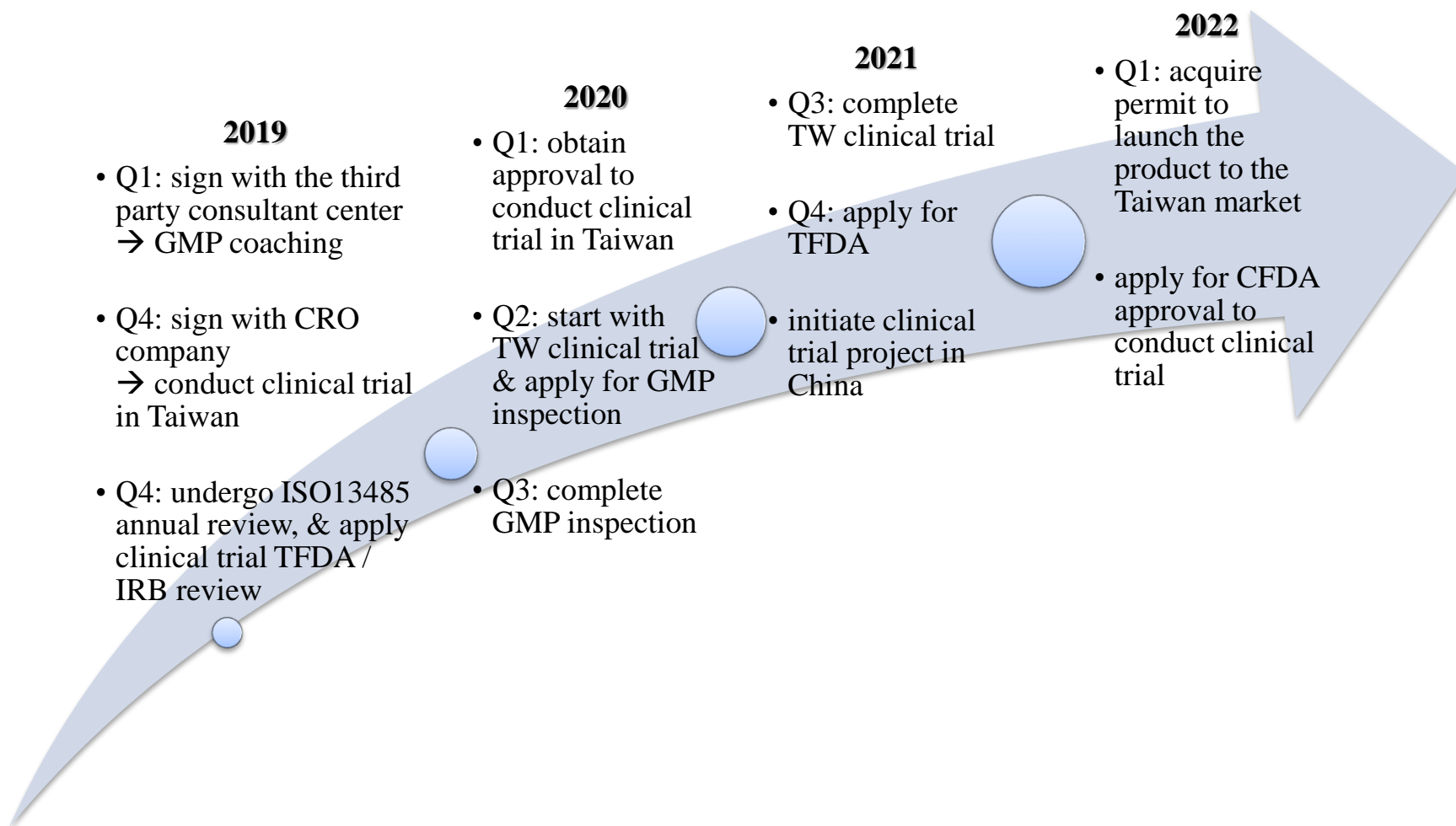
■ DXA

- Reorganize Asia business, focus move to the China market; cancel the exclusive distribution and directly manage the regional distributors.
- Develop customized software for Japanese customer and open up the Japanese market.
- Elite has successfully entered in the three major professional football games (NFL, NBA, MLB) in the United States;
primary target → US top sport collegiate.
- Develop Mandible technology, from scientific report to clinical stage, strive for cooperation with pharmaceutical company
→ shorten the examination time of osteoporosis from 2-3 years to 2-3 months, which becomes an absolute competitive advantage.

Ortho-k Business

- Built up an ophthalmic optics care department; purchase production equipment, recruit professionals, and conduct training.
- Completed ISO13485 at the Taipei factory.
- Formed a consultant team → to assist in applying the Good Manufacturing Practices (GMP) certification
- Signed with a CRO company to undergo clinical trial in TW.

Outlook: Orthro-k Business





Thank you for your time.