



S&S Healthcare Holding Ltd.

(Original Name: Swissray Global Healthcare Holding Ltd.)

(stock code: 4198)

Online Investor Conference

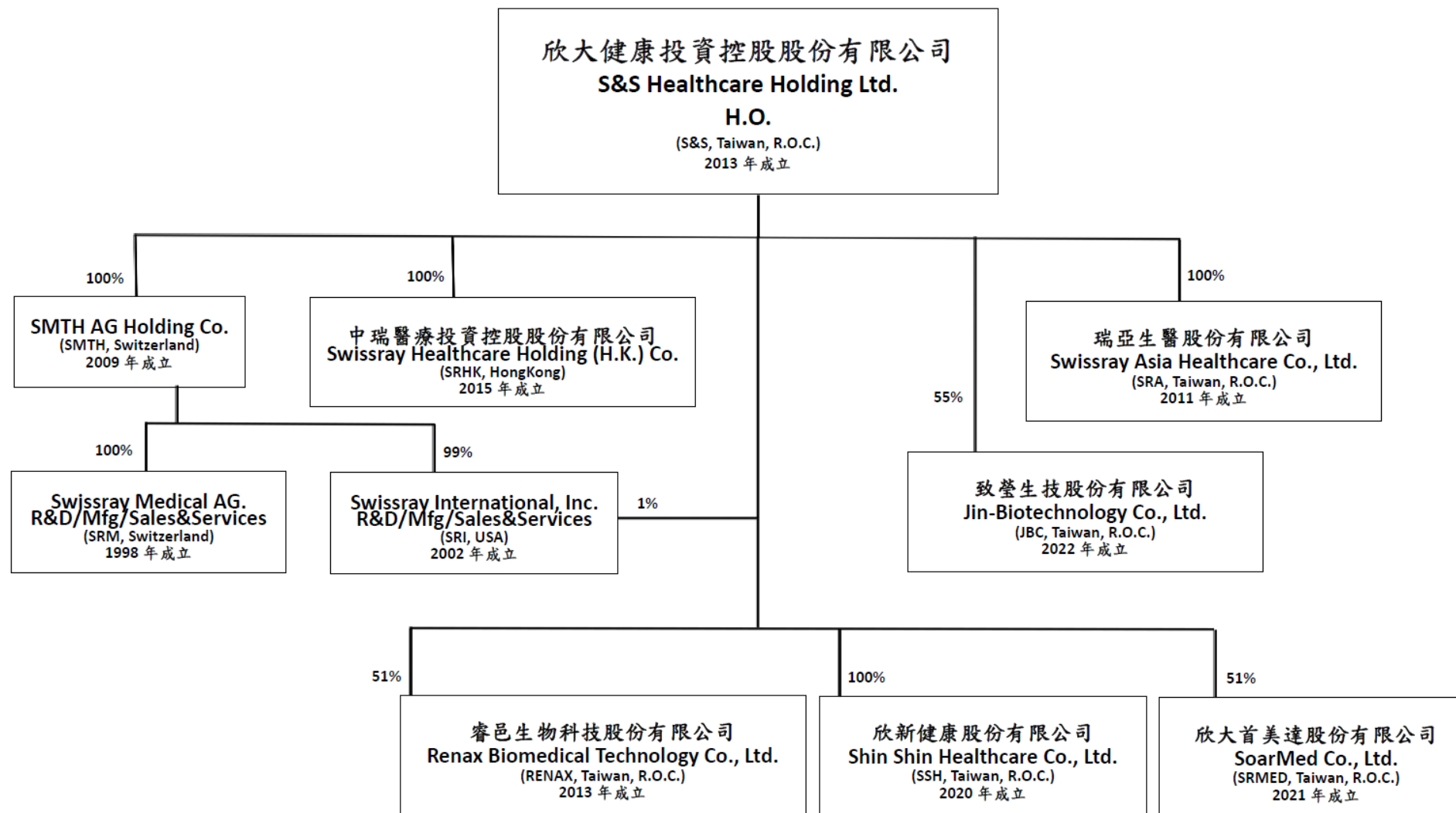
Alex YEH, CEO

2022/12/30

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S&S Group Chart



Company profile

Company name	S&S Healthcare Holding Ltd. (Original name : Swissray Global Healthcare Holding Limited)
Eatablished date	January 07, 2013
Chairman	Mr. Pei-Lin LEE
CEO	Mr. Alex YEH
COO	Dr. Peter LEE
Industry	Investment
Head Office	Taipei City
Paid-in Capital	TWD206,080 thousand dollars [20,608 thousand shares(private placement share 12,100 thousand shares)]

Themes

- Operations Development & Future Outlook
- Q & A

Products —



SoarMed

Shin Shin
Healthcare



Renax
BioMedical

S&S
Healthcare
Holding

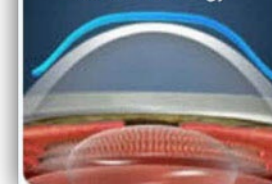
X-ray Products Swissray
Bone Health Products Norland
Ortho-K Lens Products
Channel Sales
UltraSound Products



Jin-Biotech

Swissray
Asia
Healthcare

Corneal shape **prior** to
Orthokeratology



Corneal shape **after**
Orthokeratology



Operations Development & Future Outlook

SoarMed Co.,Ltd.

SoarMed—Veterinary medical equipment business entity



SOARMED

1. Market Overview :

- (1) Taiwan Market : upward trend, Hospital equipment upgrade, about 40 new clinics opened this year
- (2) China, Hong Kong and Macau markets : The market situation before the COVID-19 epidemic has not yet been resume
- (3) Southeast Asia(Thailand market) : maintaining growth

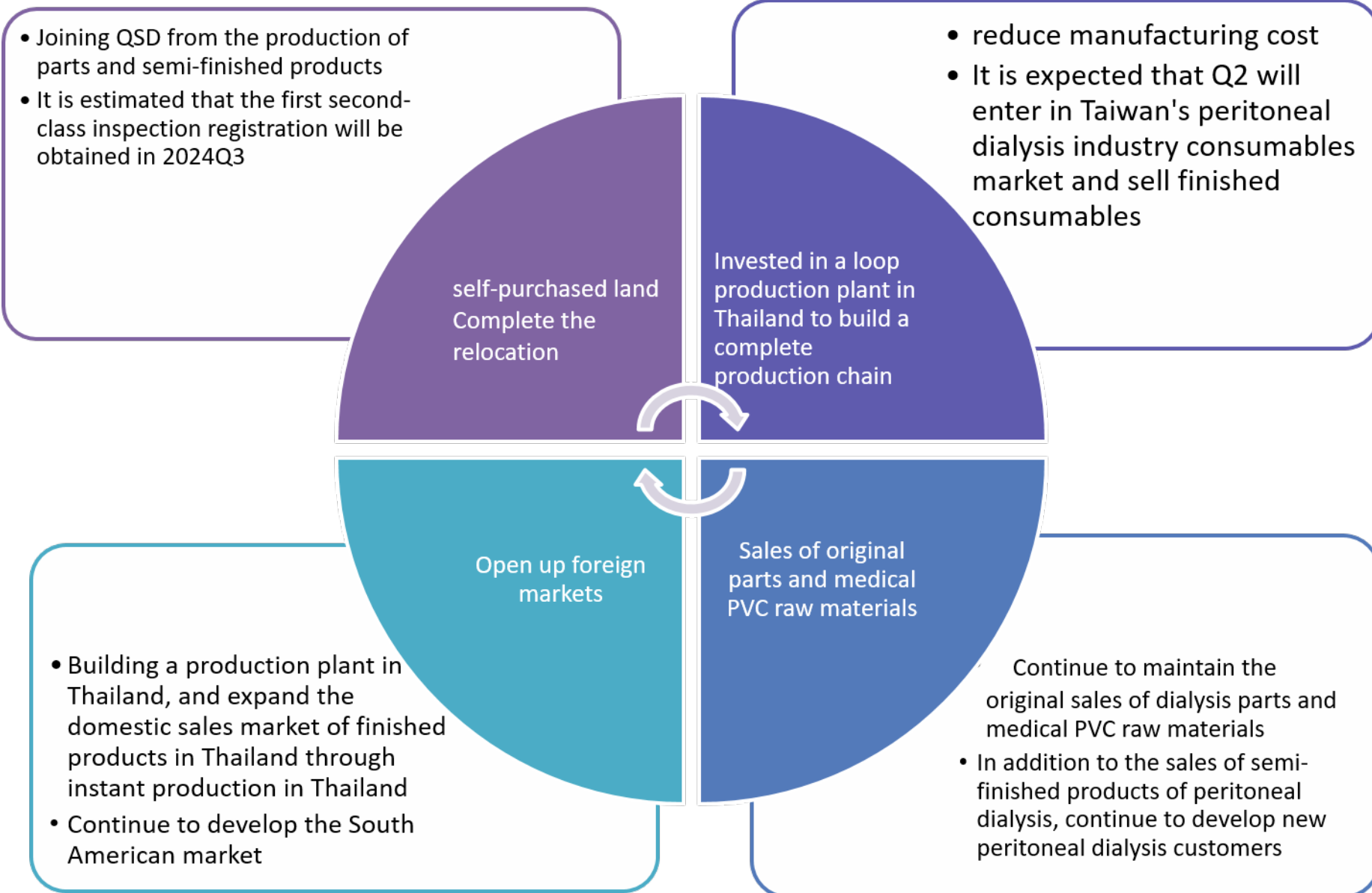
2. Operating performance :

- (1) Establishing Ultrasound Imaging Team
- (2) New Hong Kong distributor
- (3) Product Line Expansion
- (4) Revenue growth has reached annual target

3. Positive outlook in 2023

- (1) Product R&D by self : Completing the anesthesia machine upgrade, developing the animal care unit
- (2) Distribution and agency of equipment from international major manufacturers, such as ultrasound, Fuji endoscope, etc.
- (3) Implementation for healthy food and consumables
- (4) Utilizing group resources to produce comprehensive benefits

Renax Biomedical Technology Co., Ltd.



Jin-Biotechnology Co., Ltd.

Jin-Biotechnology

- **Exclusive Agency of Exceptional Raw Materials for channel sales**

At present, there is a lack of kidney health care products on the market. Jin-Biotechnology is the sole agent of the first probiotics targeting the kidneys through human clinical trials. The current products are expected to be exposed and sold on TV channels in January

- **Direct sales channel**

Currently coaching a new direct selling company, operating the weight loss market through the model of a weight manager, the company's core team has more than 10 years of experience in this industry and is expected to bring good channel revenue

- **OEM for healthy foods**

At present, we have already received OEM orders from Taiwanese traders from 4 Japanese pharmaceutical factories

Swissray Asia Healthcare Co., Ltd.

Dept. of Pet Supplies

Brand Agent—Self Brand establishment

- ①
- 1. Australian Pet foods/supplies brand agent
 - 2. Self brand – 毛小三 (Mao Xiao San) product development – pet treats/healthy food



Pet brand agent operations

- ②
- Taiwan brand – implemented into Watsons already
(A series of skin medical grade products with scientific research foundation)



Continuously developing offline/physical channel

- ③
- 1. Through the introduction of hot-selling products in the market, establishing relationships and signing contracts with new channels (Norbelbaby/Poya)
 - 2. Professional channels – Animal hospital imports **medical grade** skin care products

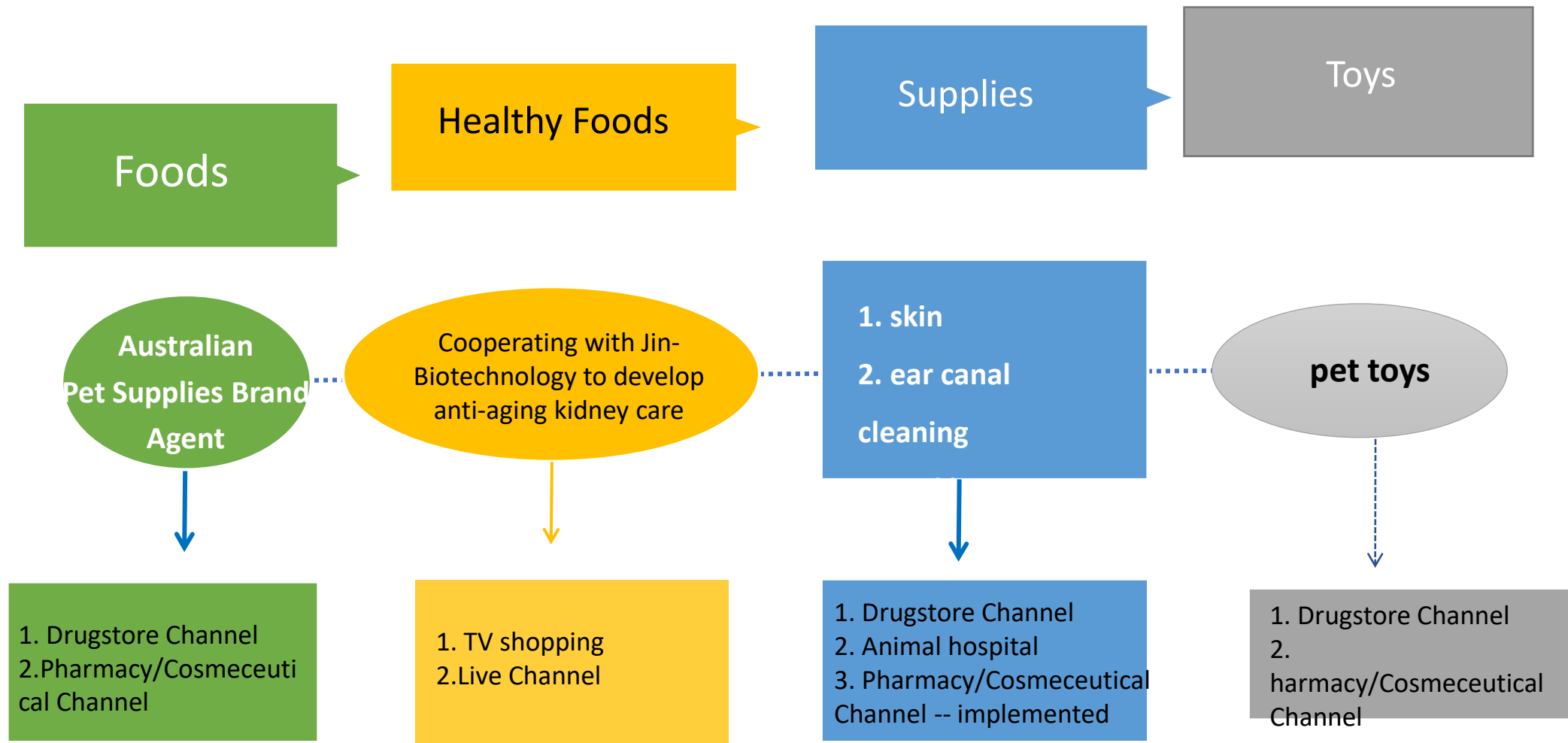


E-commerce Team establishment

- ④
- 1. Building-up e-commerce team by self
 - 2. Establishing pet shopping vertical platform-professional animal product shopping platform
 - 3. Developing group buy/live streaming market



Pet supplies & Channel Planning



Swissray Asia Healthcare Co., Ltd.

Dept. of Channel Sales

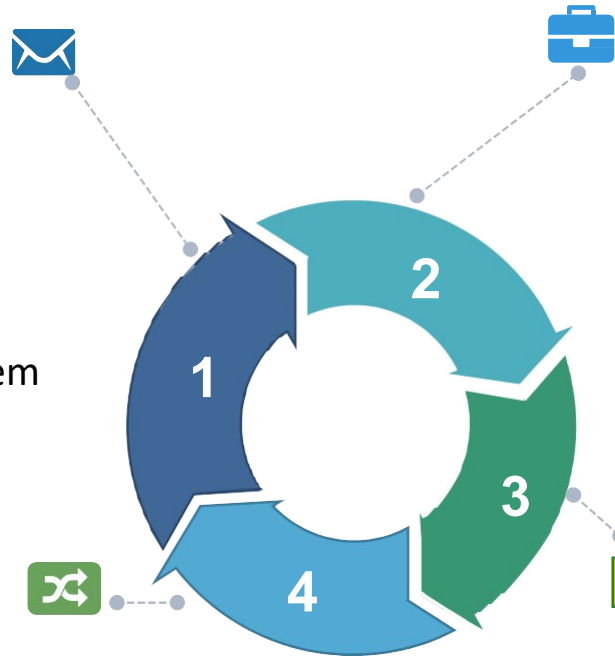
Dept. of Channel Sales

Channels - Drugstores and group buy

1. Continue to deepen the physical channel—Watsons
2. Pharmacy channel cooperation—Daily/Cleaning Products
3. Establishing its own group buying sales system

Brand- exclusive—multi-brand

1. **Exclusive agency brand**— Obtaining pricing power, maintaining price stability, Increase product profit
2. **Multi-brand strategy**—Niche brands focus on e-commerce, relatively low investment in marketing resources, and increase revenue



Product - multi-type product circulation

1. The gap in the physical channel market - the introduction of hot-selling products in group buying
2. Long-selling products in the physical channel are introduced into the group buying system

Business marketing - from self- operated to agent-operated

1. E-commerce team- self-operated brand and agent operation service
2. Subscription operation of physical channels - improve the performance of existing brands, continue to develop customers, and introduce online brand products into physical channels

Swissray Asia Healthcare Co., Ltd.

Dept. of Optical and Bone Healthcare

Swissray Asia – Othor-k business

- 1) Applying for authorization to be sold in Taiwan
 - ◆ Submitted the application in 2022Q1, GCP audit of clinical trial institutes in 2022Q4, expecting to obtain the authorization in Taiwan in 2023Q1
- 2) Establishing sales channels in Taiwan
 - ◆ Striving for the Taiwanese market through hospitals and clinics
 - ◆ In the first stage, cooperating with Chiu-Ho Medical System Co., Ltd. with its own ophthalmology system and clinics, and striving for the distribution cooperation of large domestic ophthalmology clinics to increase sales gross profit
- 3) Expanding OEM
 - ◆ Expanding future product lines : Planning and evaluating OEM products, such as general hard contact lenses, scleral lens, or high Astigmatism Orthokeratology lenses
 - ◆ Seeking for opportunities in OEM market and cooperation opportunities with cooperative manufacturers or educational institutions
- 4) Layout in Southeast Asia and China market
 - ◆ Starting the layout of the Southeast Asian and Chinese markets to cooperate with agents and apply for product licenses in this market

Swissray Asia – Norland Bone Densitometer

- 1) Target for completing the preparatory relocation work
 - ◆ Completed the transfer of production equipment and inventory back to Taiwan in 2022
 - ◆ Negotiating and preparing for the Taiwan production plant to configure and produce partners for complete machines and parts
- 2) Establishing Taiwan component supply chain
 - ◆ Reducing component costs and increasing sales margins
- 3) New factory quality management certification
 - ◆ After completing the Taiwan production plant configuration, application for ISO 13485 and QMS certification
 - ◆ Carrying out 510k transfer, and it is estimated that all relevant certifications will be completed in 2023
- 4) Expanding sales channels
 - ◆ Reorganizing bone density products in Asia
 - ◆ Reducing the cost of the whole machine and enhance the price competitiveness of products in Greater China and Japan
 - ◆ Continuing to focus on sports marketing in the United States, and maintaining revenue from expanding service sales contracts

Shin Shin Healthcare Co., Ltd.

1) in transition

- ◆ OEM production of masks

- ◆ Production and sales of masks
for special functions

2) Other business projects are
under negotiation

Q & A

Appendix :

2022Q3 Income Statement YoY Analysis

2022 Q1~Q3 Income Analysis YoY

Unit: TWD thousand dollars

	2022/1/1~9/30	2021/1/1~9/30	Diff	Note
Operations Income	204,721	90,885	113,836	
Operations Cost	(165,045)	(93,817)	(71,228)	➤ In 2022, the R&D and manufacturing of medical equipment and pet medical equipment business will be added, and the operating income will increase ➤ Gross profit increased in the current period, mainly due to the increase in pet medical equipment business
Operations Profit	39,676	(2,932)	42,608	
Gross Profit Margin	19%	(3%)		
Operation Expenses	(114,882)	(73,726)	(41,156)	➤ The increase in operating income resulted in an increase in related expenses
Operations Profit/Loss	(75,206)	(76,658)	1,452	➤ Net operating loss decreased compared to the previous period due to the increase in gross profit
Non-operating Income/Expense	37,669	3,857	33,812	➤ Non-operating income increased compared with the previous period due to the interests of the branch company department
Net Profit/Loss	(37,537)	(72,801)	(35,264)	➤ The loss in this period decreased compared with the previous period due to the increase in gross profit and non-industry interests
EPS	(2.34)	(5.15)		