



# **S&S Healthcare Holding Ltd.**

(Original Name: Swissray Global Healthcare Holding Ltd.)

(stock code: 4198)

## **Online Investor Conference**

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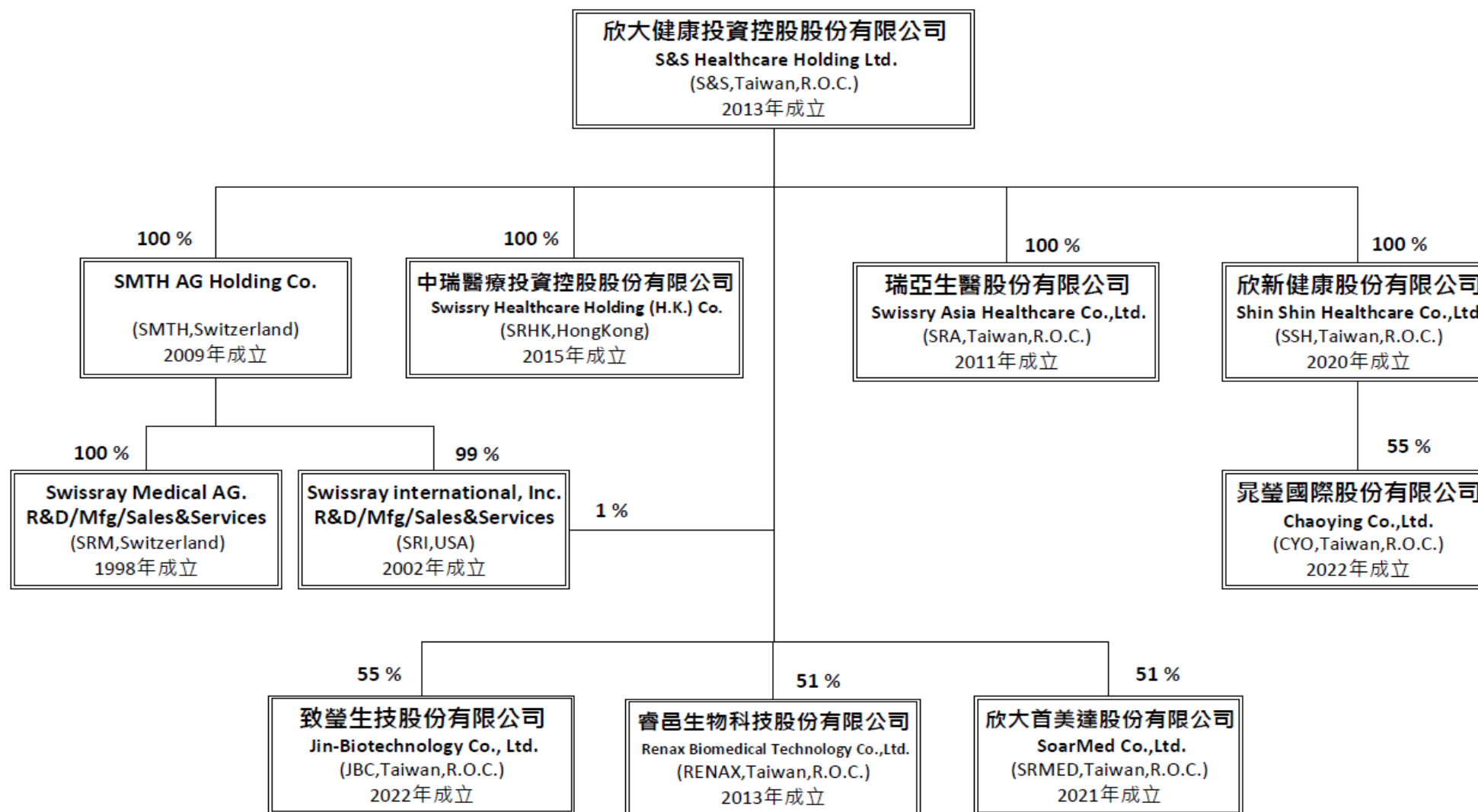
**Alex YEH, CEO**

**2023/12/20**

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# S&S Group Chart



# Company profile

<b>Company name</b>	<b>S&amp;S Healthcare Holding Ltd.</b> (Original name : Swissray Global Healthcare Holding Limited)
<b>Eatablished date</b>	January 07, 2013
<b>Chairman</b>	Mr. Pei-Lin Lee
<b>CEO</b>	Mr. Alex Yeh
<b>COO</b>	Dr. Peter Lee
<b>Industry</b>	Biotechnology and Medical Care
<b>Head Office</b>	Taipei City
<b>Paid-in Capital</b>	TWD241,080 thousand dollars [24,108 thousand shares(Contains private common stock 15,600 thousand shares) ]

# Agenda

- Operations Development & Future Outlook
- Q & A

# Products —



SOAR  
MEDICAL-  
TECH.  
CO., LTD

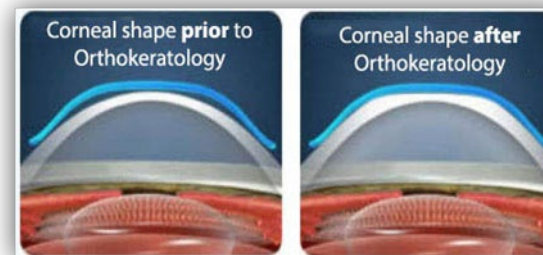
Shin Shin  
Healthcare

Renax  
BioMedical

S&S  
Healthcare  
Holding

Jin-Biotech

Swissray  
Asia  
Healthcare



# Operations Development & Future Outlook

# SoarMed Co.,Ltd.



## 1. Market Profile :

- 1) In Taiwan : The investors from industries, group and private funds are growing to this filed.
- 2) In China : Business activity is still weak.
- 3) Southeast Asia( Thailand ) : The investor is getting slowing down with a lower growth rate.

## 2. Performance :

- 1) The revenue is increased then last year, 2022
- 2) Extended Product Line : To launch the high-margin, and the new consumable products
- 3) A high-profile sales for 40 ultrasound unit in less than one year.
- 4) To revitalize Swissray brand.

## 3. Positive vision in 2024 :

- 1) Continuous revenue growth :  
Dual Brand Strategy 、 New high-margin product 、 Rental business model 、 New supplements and New E-commerce.
- 2) Develop new product.
- 3) Bundle service for new-open animal hospital
- 4) Expand investment in Thailand, such a training center.
- 5) Mutual cooperation with the manufacture in China, to set up a service center in Taiwan.

# Renax Biomedical Technology Co., Ltd.

- Joining QSD from the production of parts and semi-finished products
- It is estimated that the first second-class inspection registration will be obtained in 2024Q3

self-purchased land  
Complete the relocation

Invested in a loop  
production plant in  
Thailand to build a  
complete  
production chain

- reduce manufacturing cost
- It is expected that Q2 will enter in Taiwan's peritoneal dialysis industry consumables market and sell finished consumables

Open up foreign  
markets

Sales of original  
parts and medical  
PVC raw materials

- Building a production plant in Thailand, and expand the domestic sales market of finished products in Thailand through instant production in Thailand
- Continue to develop the South American market

- Continue to maintain the original sales of dialysis parts and medical PVC raw materials
- In addition to the sales of semi-finished products of peritoneal dialysis, continue to develop new peritoneal dialysis customers

# Jin-Biotechnology Co., Ltd.

# Jin-Biotechnology

## 1. Exclusive Agency of Exceptional Raw Materials

The kidney probiotic products represented by our company have been sold on TV media channels, and sales are expected to continue to grow next year.

## 2. Pharmacy Access

The Pharmacy Access Business Department was established to promote the company's own brands and agent health foods to pharmacies across Taiwan.

## 3. OEM For Health Supplements

It is expected to obtain OEM orders from sales channels such as TV stations and radio stations.

# Swissray Asia Healthcare Co., Ltd.

## Dept. of Channel Sales

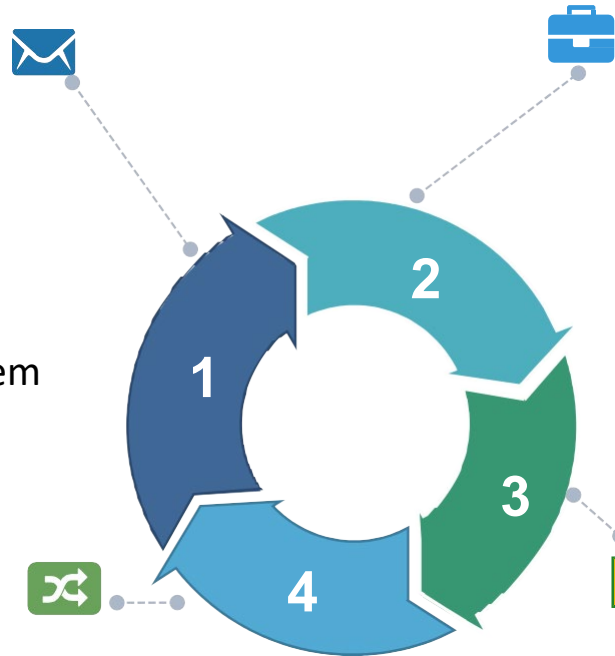
# Dept. of Channel Sales

## 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



# Swissray Asia – Othor-k business

- 1) Applying for authorization to be sold in Taiwan
  - ◆ Obtain the authorization in Taiwan in 2023Q2
- 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

# Q & A