

BIONIME

Bionime Corporation

2022 Online Investor Conference

About Us

Established in April 2003, Bionime is specialized in the business of biotechnology and medical testing. The first product line is the Self Monitoring Blood Glucose (SMBG) System. Bionime integrates the top-tier expertise in medical science, chemistry, electronics and precision mechanism to commercialize the patented technology of unique test strip structure.

Today, Bionime operates 4 subsidiaries in major markets, Europe, America, and China. Our products have been highly recognized by outstanding clinical tests and well-known journals internationally and successfully distributed in the worldwide markets. With the support from our customers, we are confident to grow BIONIME the global competitive leadership in the field of SMBG (Self-Monitor Blood Glucose).



BIONIME

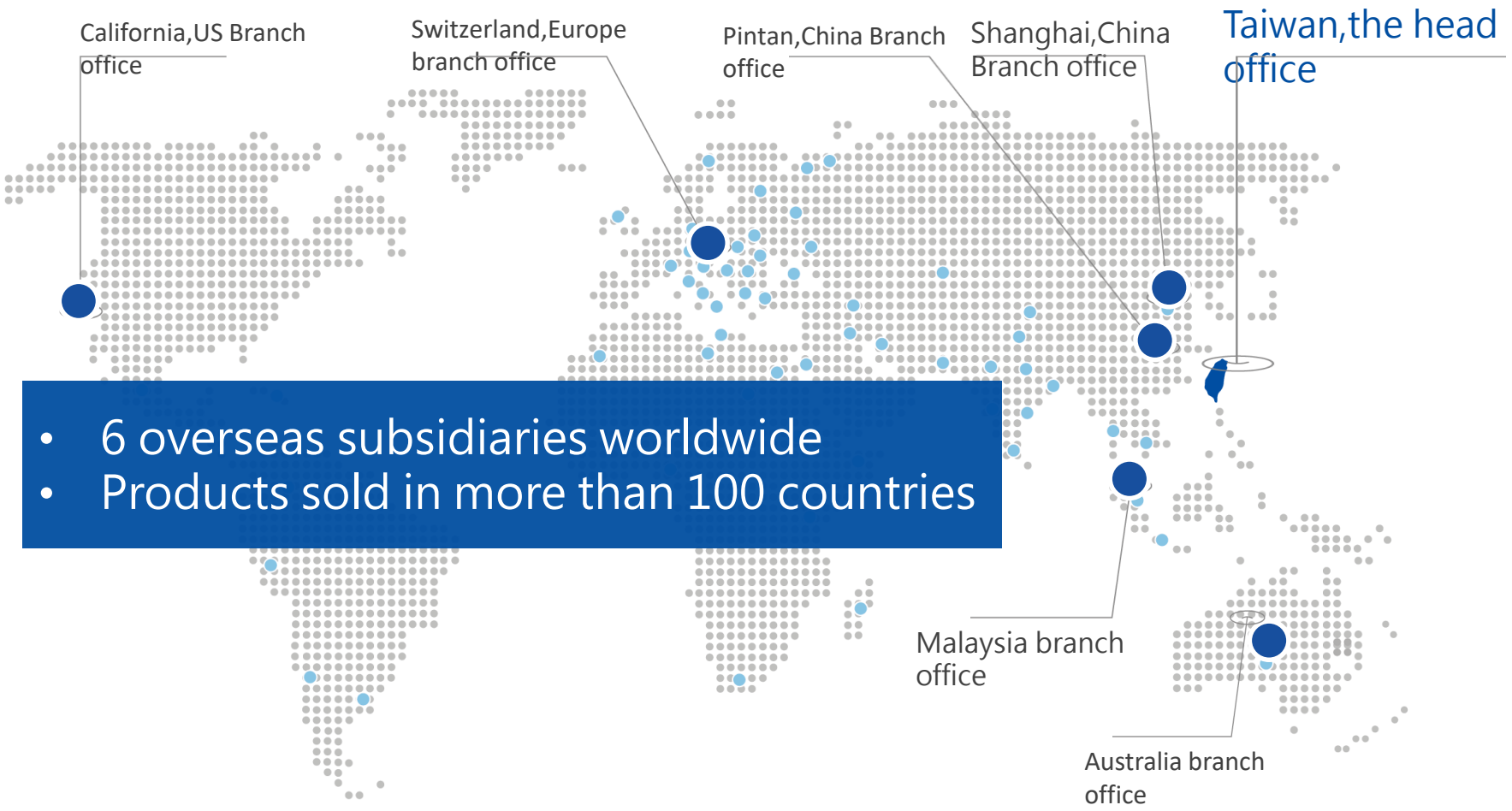
Bionime profile

Date of Establishment	April 14, 2003
Stock #	TSEC 4737/ IPO December,2010
Capital	NT$606 million
Head office	South District, Taichung,Taiwan.
Building	56,227 m^2
Main business	Diabetes Care Industry/Glucose Management System and Services
Foreign subsidiary	Switzerland, China, United States of America , Australia, Malaysia (Brand Business Marketing and Customer Service)

Bionime Corporation(Taiwan)



Foreign Subsidiary and Agent



- 6 overseas subsidiaries worldwide
- Products sold in more than 100 countries

What Products & Services does Bionime offer?

BIONIME

12% of Global Health Expenditure used on Diabetes care.

70%-80% of every nation's Diabetes care expenditure used in dealing with Diabetes complications. Glucose Management is the only method for Prevention.

Bionime founded in 2003. Focuses on R&D, Design, Manufacture and Marketing of Blood Glucose Management Systems.

Products encompass all 3 main medical devices for Blood Glucose Management.
Using IOT to unite the 3 components into an ecosystem.



Bionime Products Encompasses & Unites All 3 major medical device for Glucose Management

BIONIME

2003 Start-up Product

BGM

Blood Glucose Monitor

Bionime's All-new Product R&D starting 2010, 2016

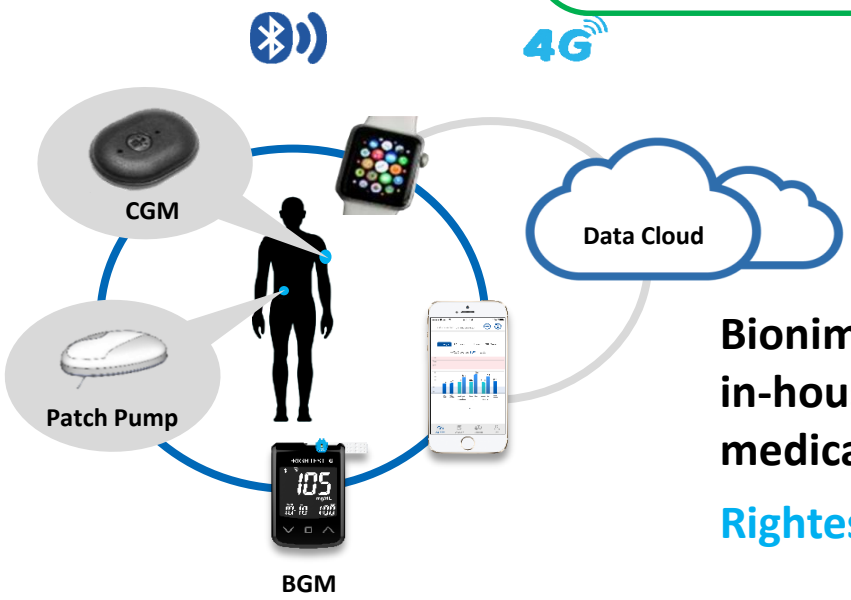
CGM

Continuous Glucose Monitor

Patch Pump

Disposable Insulin Delivery

2021 MeetingTOPIC



Bionime uses the Rightest Care System developed in-house to unite Glucose Management's 3 main medical device into a smart IOT Ecosystem

Rightest Care Eco-System

以使用者為中心的糖尿病服務生態系
Patient Centric Diabetes Service Ecosystem

BIONIME

親友&專業HCP輔助照護

親友&專業血糖追蹤管理
Family a、Friend & HCP Follow Up



線上商務與客戶服務



電子商城、客服與行銷
Online Shopping, Customer Service and Marketing



個人血糖管理 SMGG (BGM)



藥局、醫材行...
實體零售通路
(線下商務渠道)
Offline Business Channels

線下實體通路

雲服務
Cloud Services



個人血糖管理 SMBG (CGM)



醫療院所、安養照護機構...
Partner Hospitals and Clinics

血糖管理設備儀器



貼片式胰島素泵 Patch Pump



醫護遠距血糖照護
Professional DMS

遠距醫療服務

無線連網醫療資訊流的串接

BIONIME

IOT = IOMT

IOMT: Internet Of Medical Thing

聯網醫材

智能聯網醫療器材



線上商務與客戶服務

電子商城、客服與行銷
Online Shopping, Customer Service and Marketing



線下實體通路

藥局、醫材行...
Offline Business Channels



親友關懷

親友血糖追蹤管理
Family and Friend Follow Up





遠距醫療服務



醫護遠距血糖照護
Professional DMS

血糖管理

個人血糖管理 SMBG (CGM)

醫療院所、安養照護機構...
Partner Hospitals and Clinics



商模創新與全球會員經營

BIONIME

IOT = IOMT + IOE

IOE: Internet OF Everything

Business Partners

- 體重控制
- 線上衛教師
- 運動健身
- 線上營養師









線上商務與客戶服務

全球電商平台



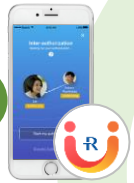
線下實體通路

店家專屬活動
通路顧客經營

CGM產業
創新商業模式

- 標籤分群
- 血糖樣態
- 健康數據

瑞特會員



親友HCP關懷

Partner 關注
親友推薦獎勵



社媒經營

多渠道客服
精準行銷自動化



個人血糖管理

用戶推薦獎勵
訂閱制



遠距醫療服務

DMS 健康管理
POCT 定點照護

生態系統平台以服務使用者與醫護專業所需的醫療資訊流為骨幹，
進行線上衛教、客服、行銷、電子商務....等everything

Financial report

BIONIME

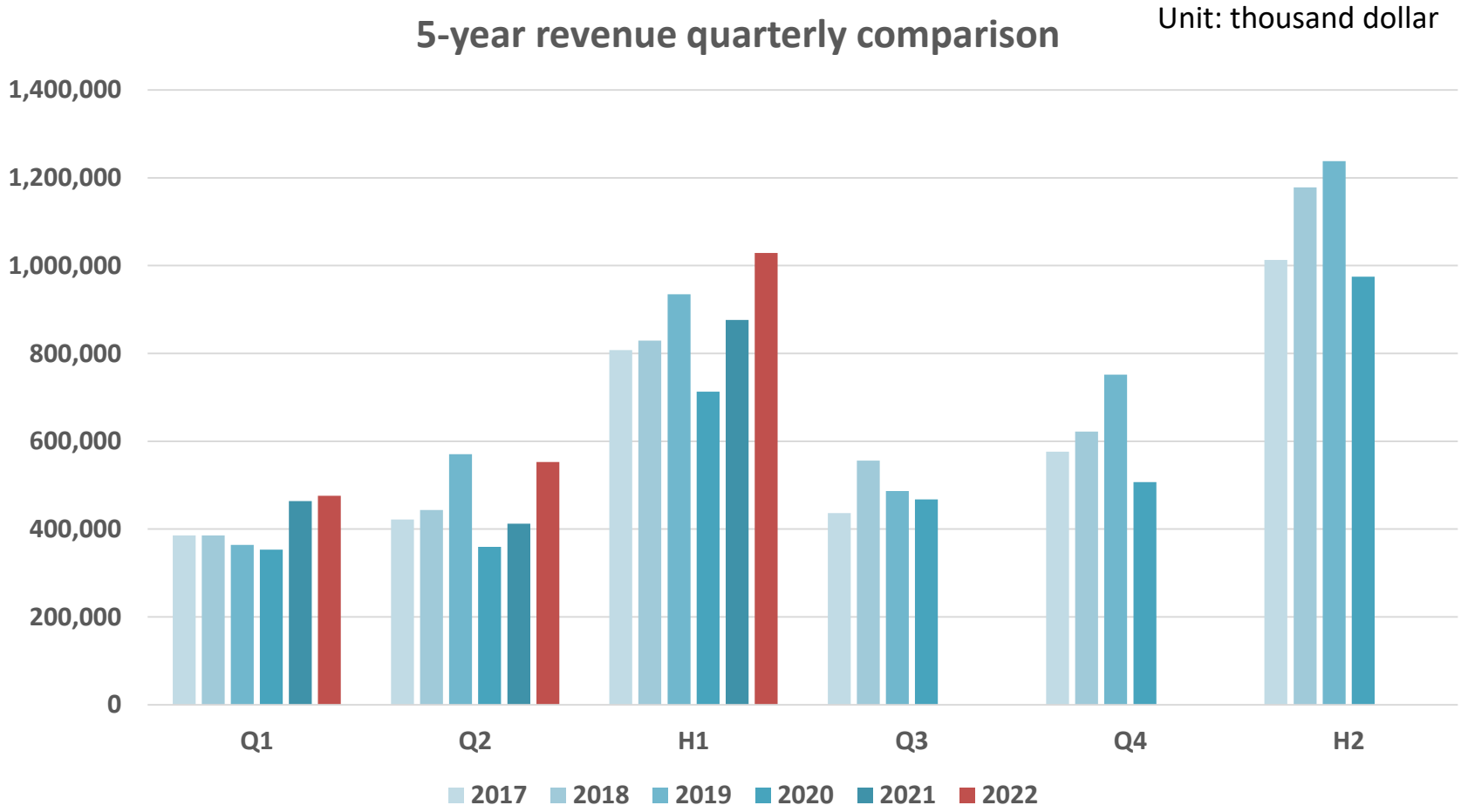
Unit: million dollar

	2018	2019	2020	2021	2022.H1
Net Revenue	2,007	2,173	1,669	1,850	1,049
Gross Profit	917	948	749	783	461
Gross Margin(%)	46%	44%	45%	42%	44%
Operating Expense	676	792	728	707	397
Operation Profit	241	156	21	75	64
Operation Margin (%)	12%	7%	1%	4%	6%
No-operating Items	(79)	(22)	10	(1)	(9)
Net income to Parent	128	107	64	89	53
Net Margin(%)	6%	5%	4%	5%	5%
EPS **(NT$)**	2.23	1.85	1.06	1.45	0.88

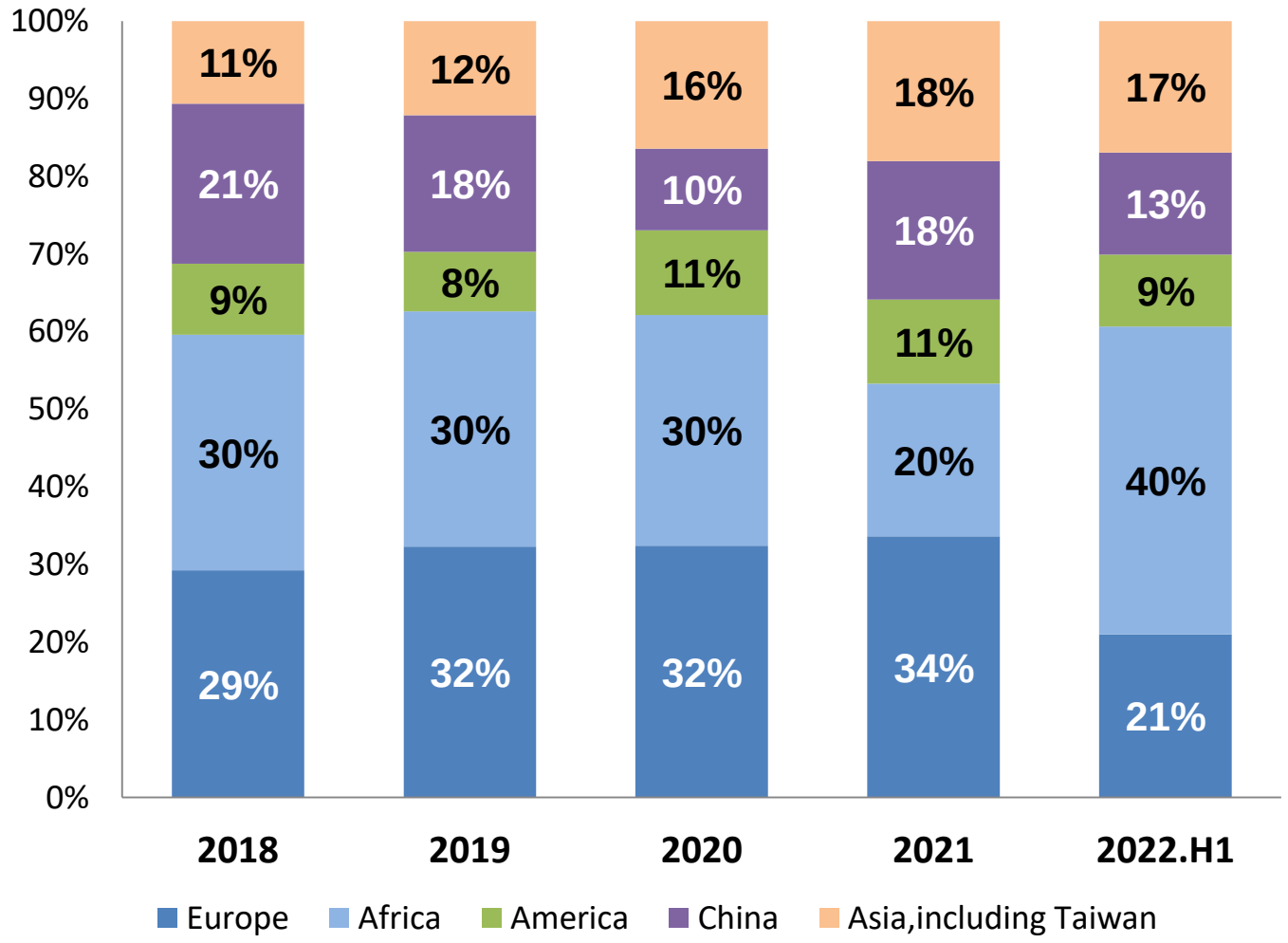
5-year revenue quarterly comparison

- 2022Q2 revenue is 569 million. It growing 37.9% than 2021Q2.The second highest in Q2 in the past years
- 2022H1revenue is 1049 million. It growing 19.8% than2021H2 . Higher than H1 historical level.
- 2022H1 Annual Budget Achievement Rate99.6%.

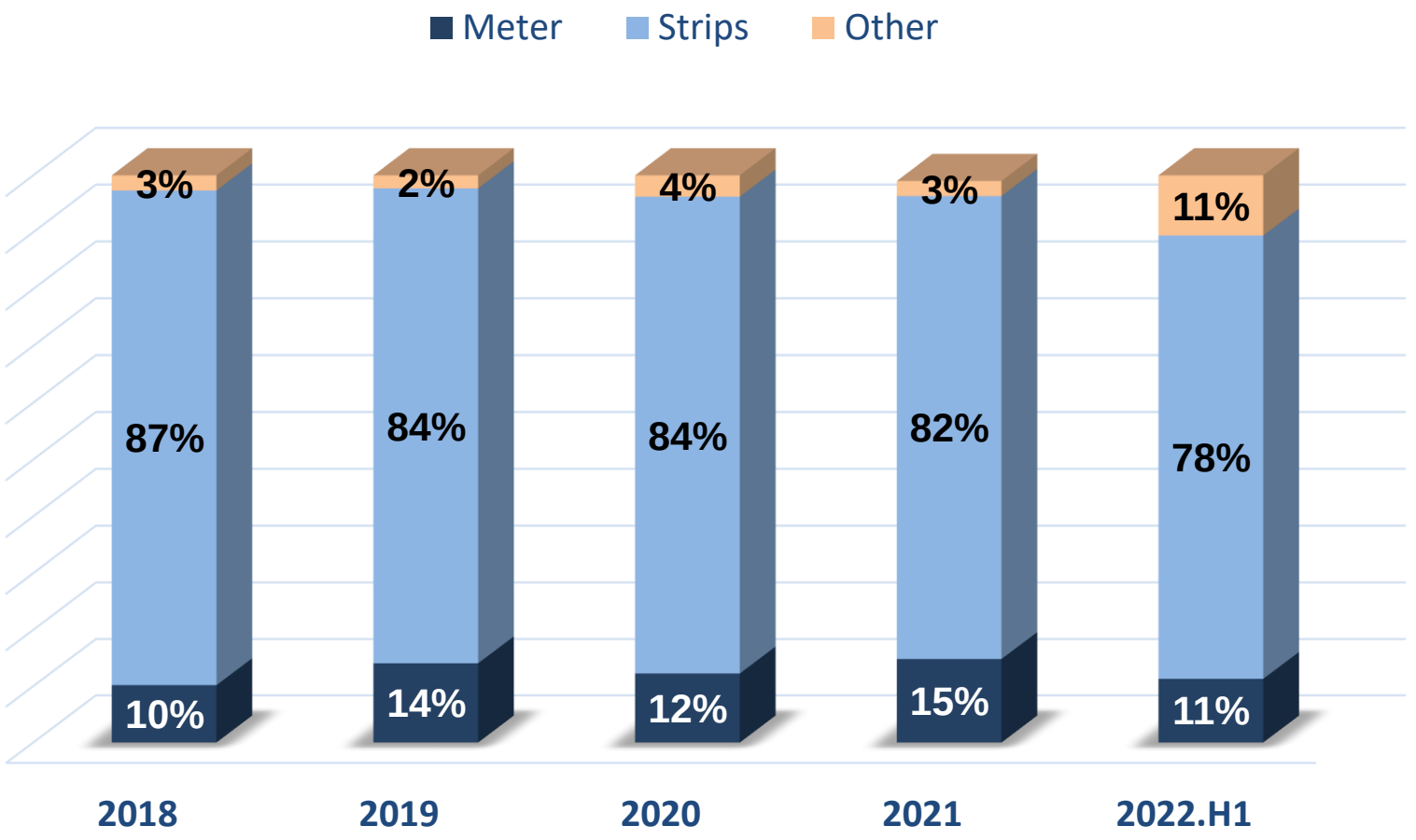
Unit: thousand dollar



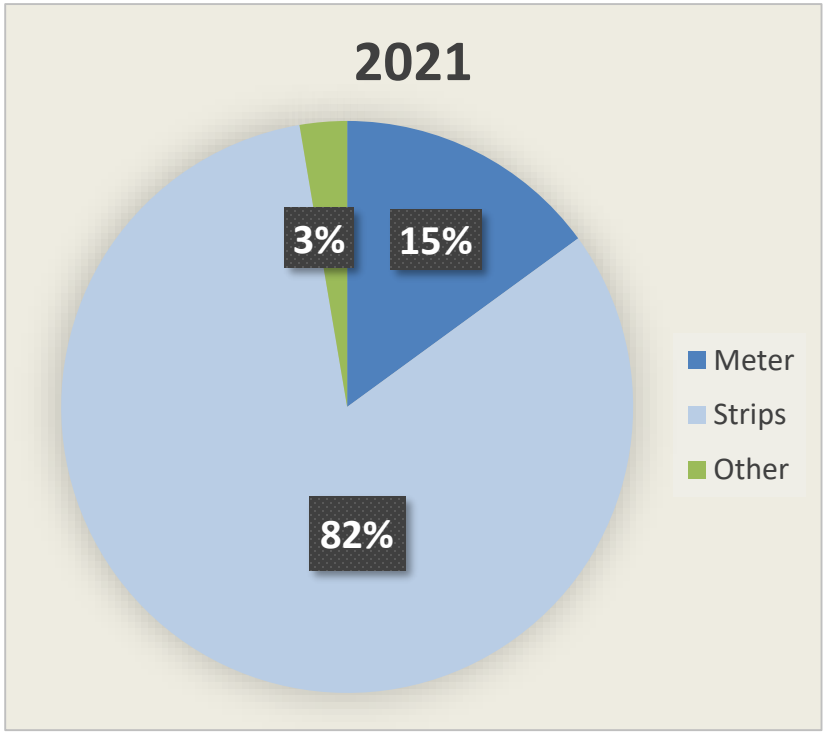
Sales Region

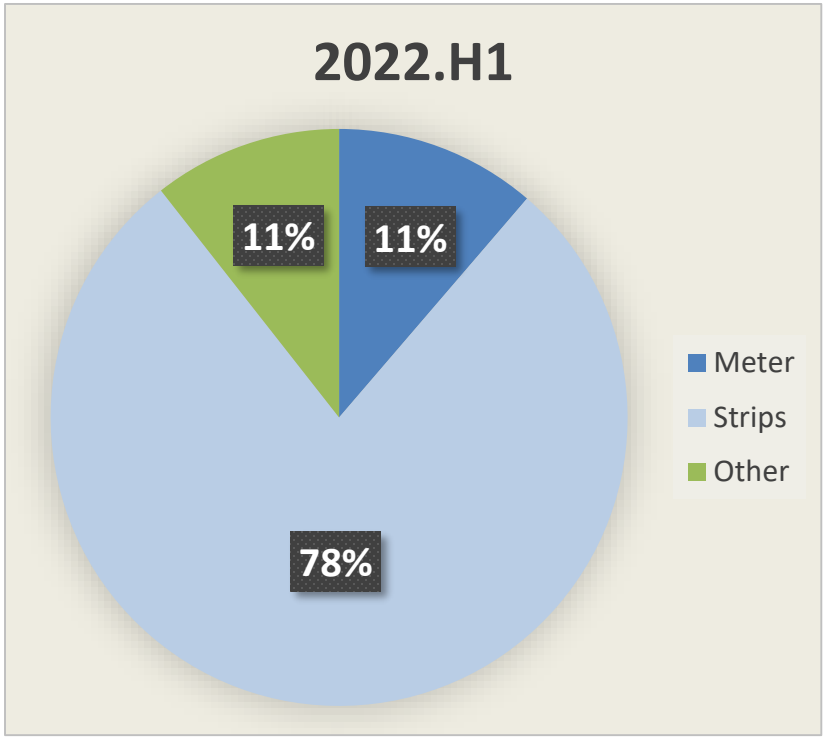


Product Sales



Product Sales (2021H1 VS 2022H1)





- Meter:11%~15%
- Strips: 78%~82%
- Other:3%~11%

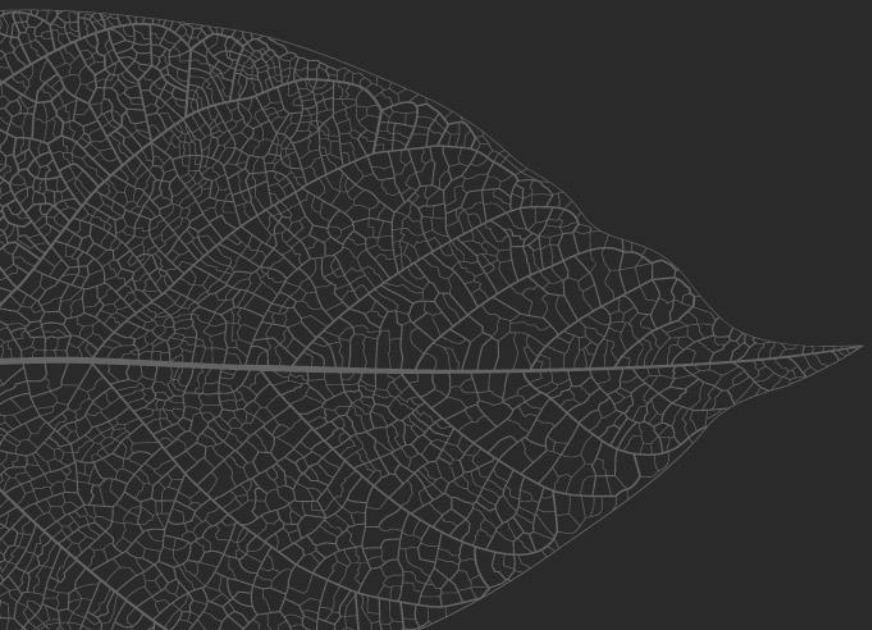
Dividend

Unit: NTD

Item/Year	2017	2018	2019	2020	2021
EPS	2.52	2.23	1.85	1.06	1.45
Cash Dividend	-	2.0	1.51	0.83	1.25
Capital reserve	4.14	-	0.49	1.17	0.75
Total	4.14	2.0	2.0	2.0	2.0

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Thank you



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