



BIONIME

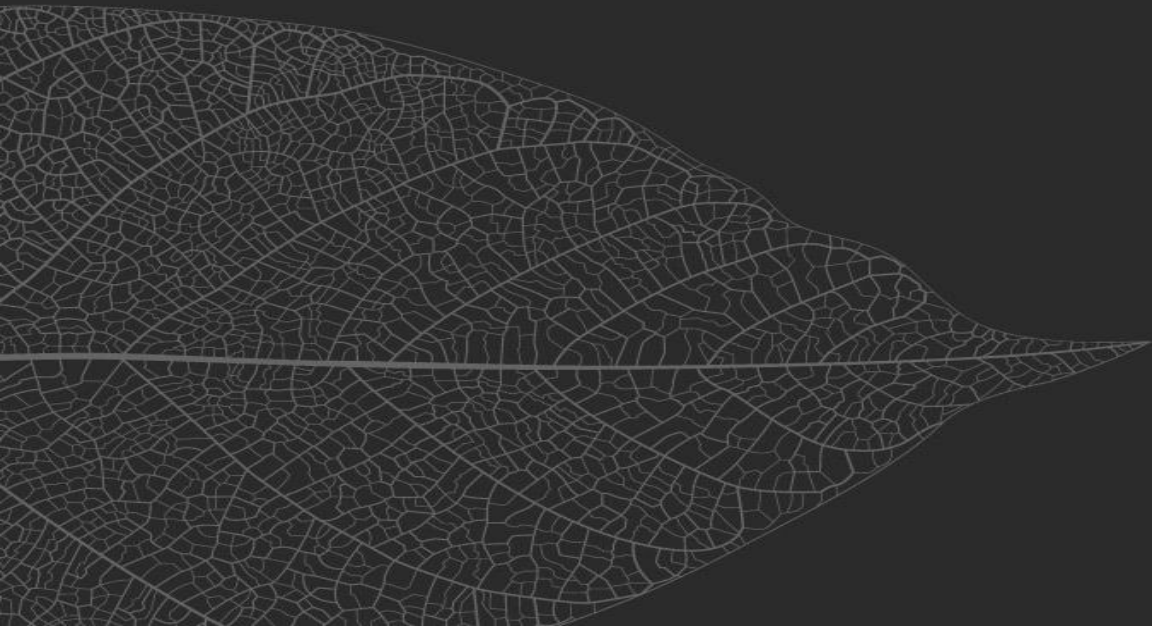
Welcome

VIPs
&
Shareholders

To Participate in
Bionime
2024
Investor Conference

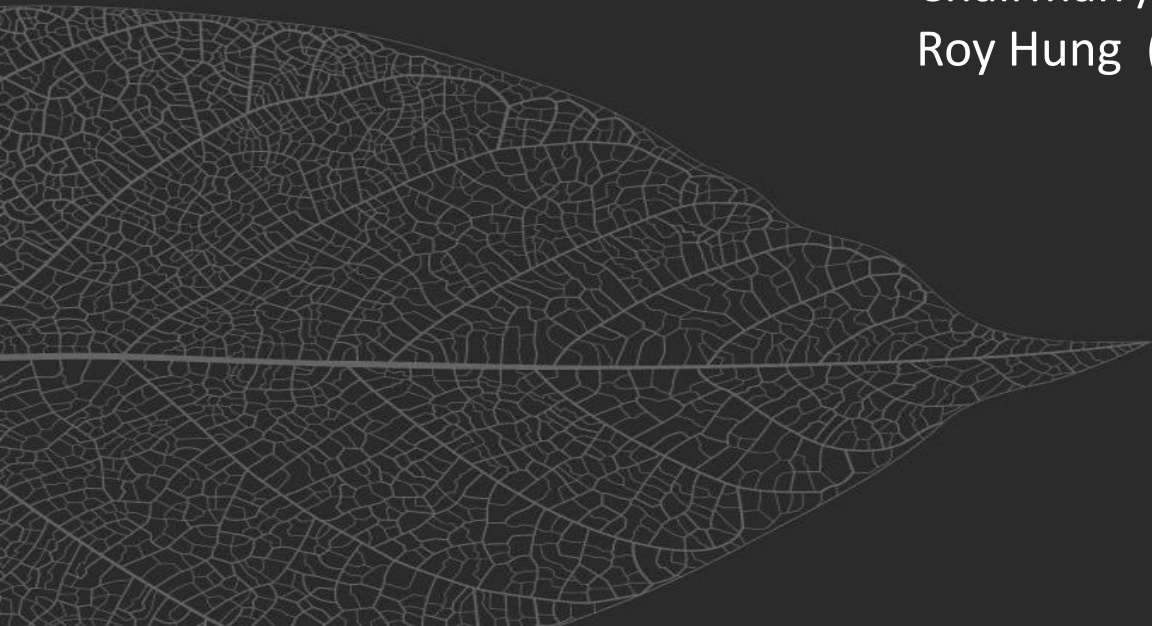
Bionime Corporation

2024 Investor Conference



Introduction to Bionime Corporation

Chairman / CEO
Roy Hung (黃椿木)



About Bionime

Founded in 2003, focuses on the R&D, manufacturing, and marketing of blood glucose management systems

11.5% of global healthcare spending is dedicated to **diabetes care** (\$966 billion annually)

80% of the spending goes toward managing diabetic **complications**

Effective blood glucose management is key to preventing complications.

SMBG

SMBG APP

Patch Pump

iFree CGM
(launched in 2024)

iFree CGM App

金獎 GOLD AWARD
2024 TAIPEI BIOTECH AWARDS

Diabetes Management System (DMS)

Mobile DMS

POCT Meter

RIGHTEST IFREE CONTINUOUS GLUCOSE MONITORING SYSTEM

RIGHTEST[®]
iFree CGM

Bionime Blood Glucose Management System

Started from 2003

BGM

Blood Glucose Monitor

Starting NEW product lines from 2010, and 2016

CGM

Continuous Glucose Monitor



Patch Pump

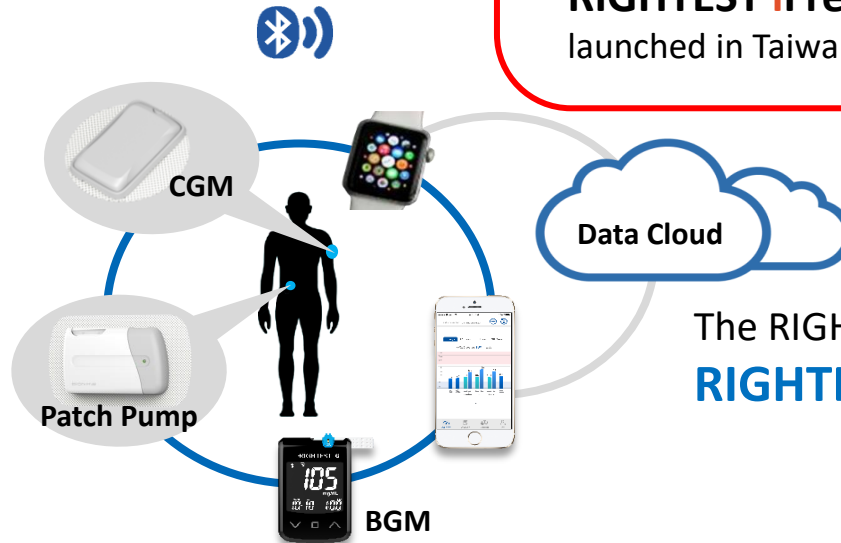
Disposable Insulin Delivery

RIGHTEST iFree CGM
launched in Taiwan in 2024



金獎 GOLD AWARD

2024 TAIPEI BIOTECH AWARDS



The RIGHTEST Care System is a people-centered approach to building the
RIGHTEST Diabetes Care Ecosystem

RIGHTTEST Diabetes Care Ecosystem

Human-Centered Digital Diabetes Management Ecosystem integrates IoT (Internet of Things) technology with advanced **digital solutions** to provide a seamless, connected experience for individuals, families, and healthcare professionals in managing diabetes.



CGM Has Already Caused a **Paradigm Shift**, Replacing BGM in the U.S.

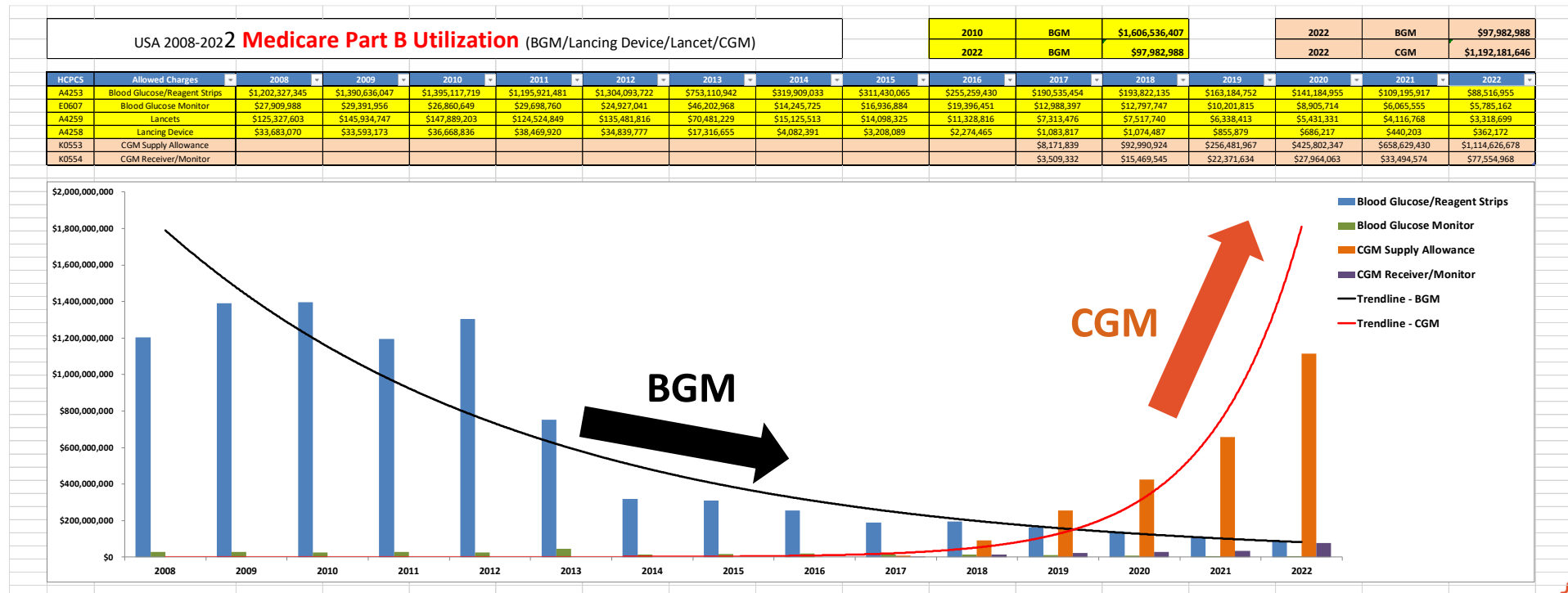
- The **global CGM market value** has surpassed BGM by approximately **1.5 times**, and it is expected to **grow to 4-5 times by 2030**.
- The global CGM market is projected to exceed **US\$30 billion** by **2030**.
- CGM** will become the largest segment among over 1,700 **FDA**-registered medical devices worldwide.

The U.S. **Medicare** Insurance Reimbursement for **BGM** is **<10%** of **CGM** in 2022.

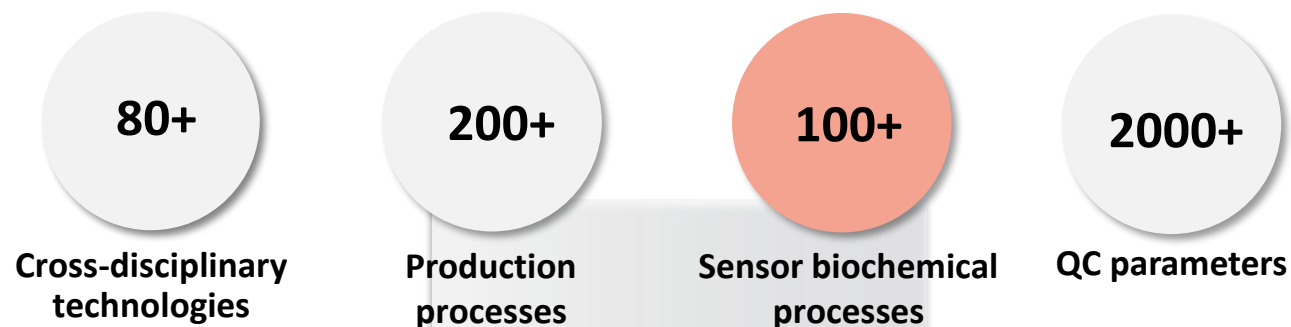
(Medicare accounts for **21%** of the total healthcare expenditure in the United States, and the U.S. is responsible for **42.7%** of global diabetes care expenditures)

In U.S., Medicare Reimbursement Payment for CGM and BGM

- In **2010**, Medicare payment for **BGM** is **\$1.606 billion**, no CGM's reimbursement
- In **2022**, Medicare payment for **BGM** is **\$0.098 billion**, pay for **CGM's** is **\$1.192 billion**,
- In the **Current Status**, Medicare payment for **BGM's** reimbursement is **<10%** than **CGM's**



CGM Production: Self-Innovation and Integration



- A WORK OF ART -

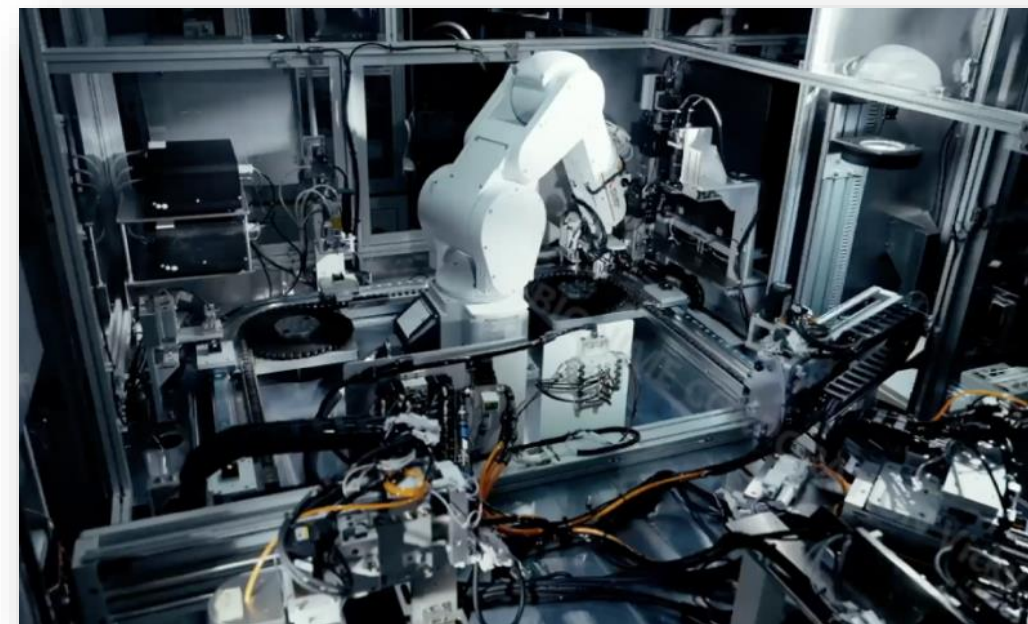
It took around 10 years, along with great dedication and all-around excellence



Reduce e-waste:
180 batteries, 180 Bluetooth ICs, and 180 PCBs over 5 years

Industry 4.0 CGM Production Line

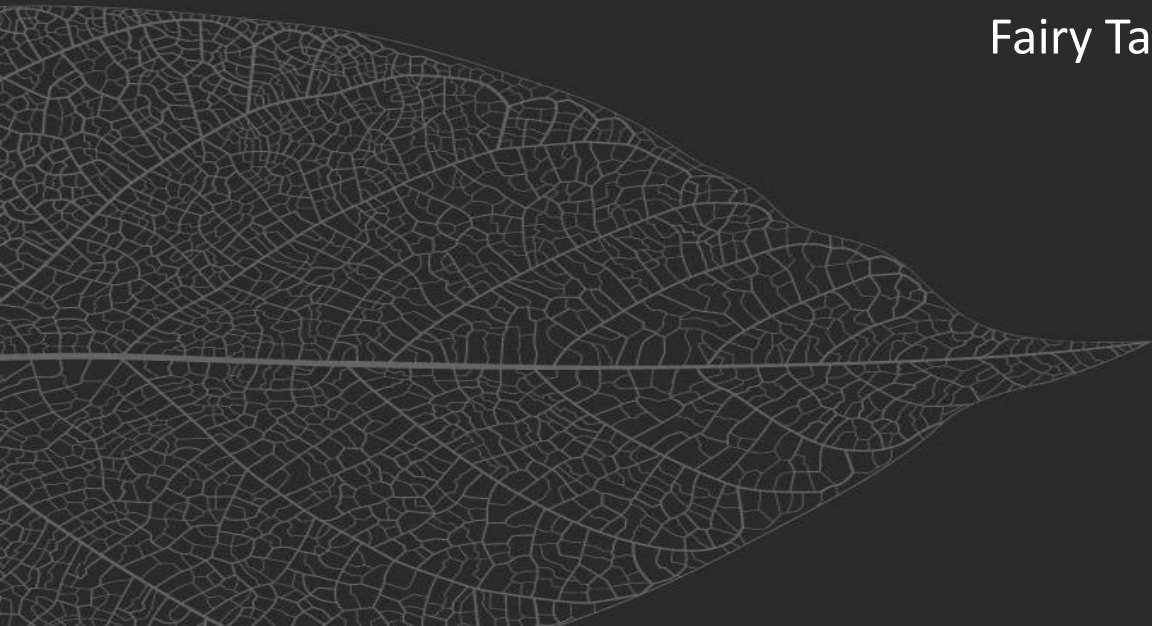
- **95%** Automated equipment built in-house
- **139** Self-developed automated machines
- **100+** Online AOI QC inspections
- **Unmanned**, robot-based production line
- **Smart** manufacturing control system (CIM+MES)



Bionime Corporation

2024 Operational Overview

ADD Director
Fairy Tang (唐瑋)



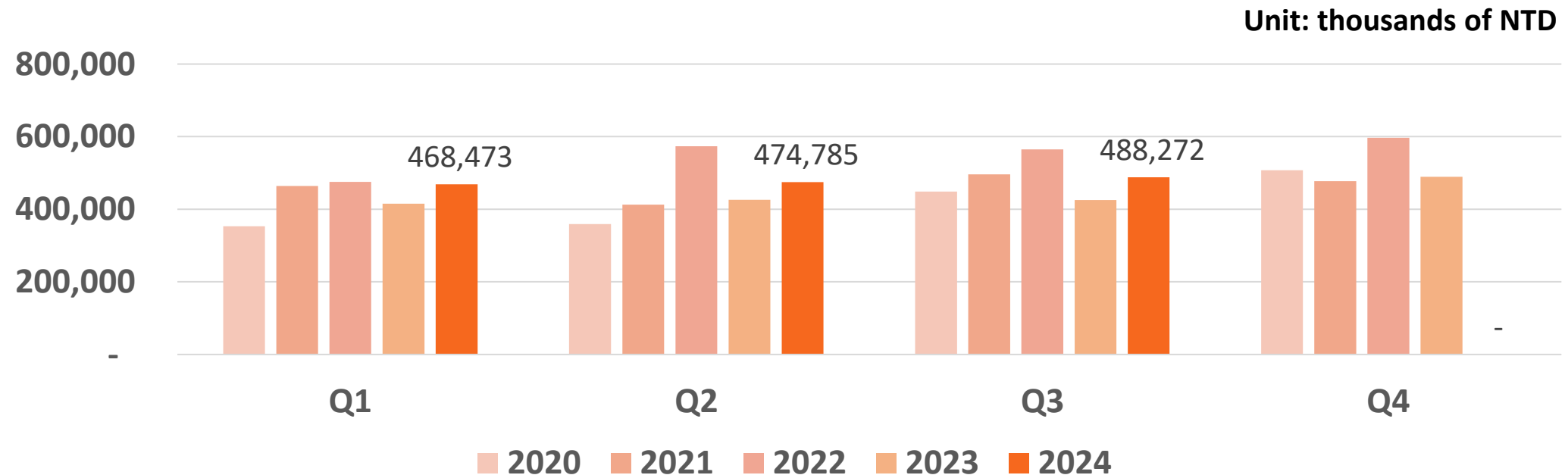
Financial Report

Unit: thousands of NTD

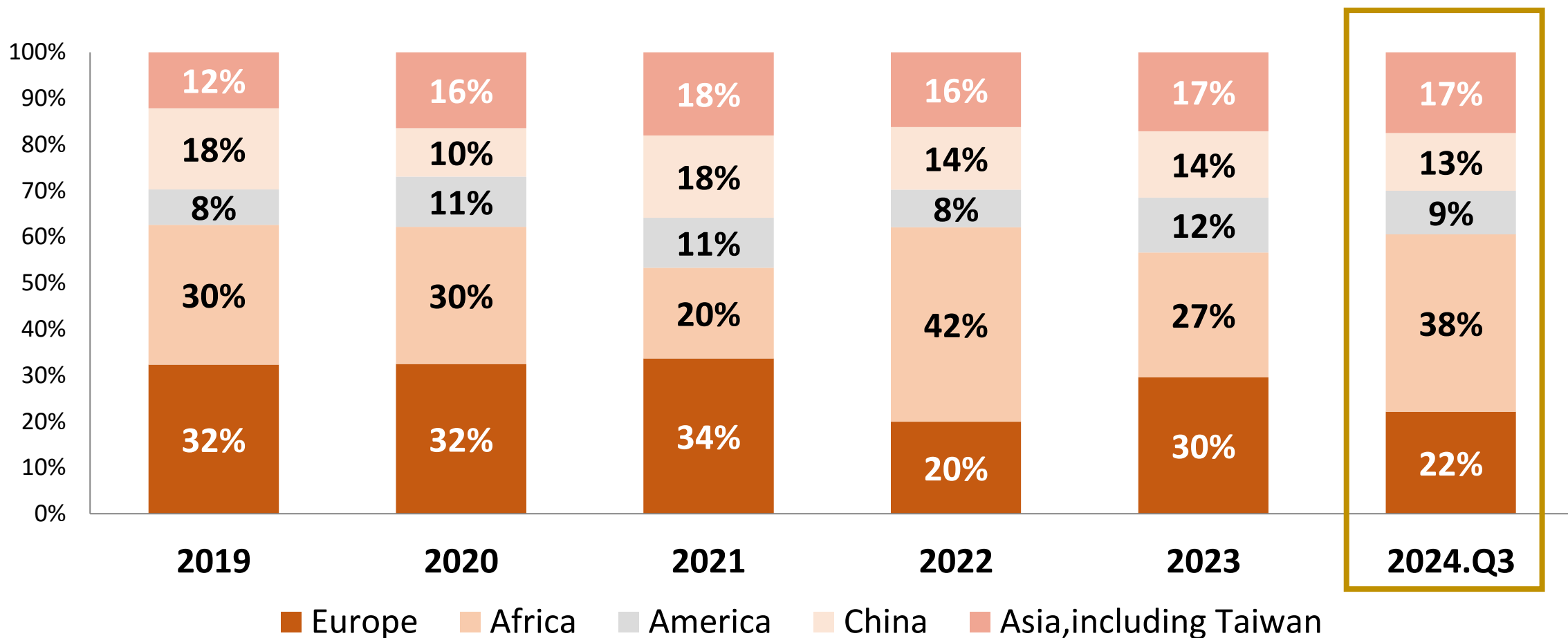
Item/Year	2019	2020	2021	2022	2023	2024.Q3
Net operating revenues	2,172,923	1,668,586	1,849,924	2,210,589	1,755,567	1,431,530
Gross profit from operations	948,418	749,125	783,131	1,004,126	715,650	585,691
Gross profit %	44%	45%	42%	45%	41%	41%
Operating expenses	792,147	728,004	707,837	872,709	728,989	703,978
Net operating income	156,271	21,121	75,294	131,417	(13,339)	(118,287)
Net operating income %	7%	1%	4%	6%	-1%	-8%
Non-operating income and expenses	(21,704)	9,990	(709)	(44,934)	(18,536)	(19,449)
Profit(Loss)	106,711	63,520	89,325	91,820	6,531	(93,944)
Profit %	5%	4%	5%	4%	0.4%	-7%
EPS	1.85	1.06	1.45	1.50	0.10	(1.55)

5-year quarterly revenue comparison

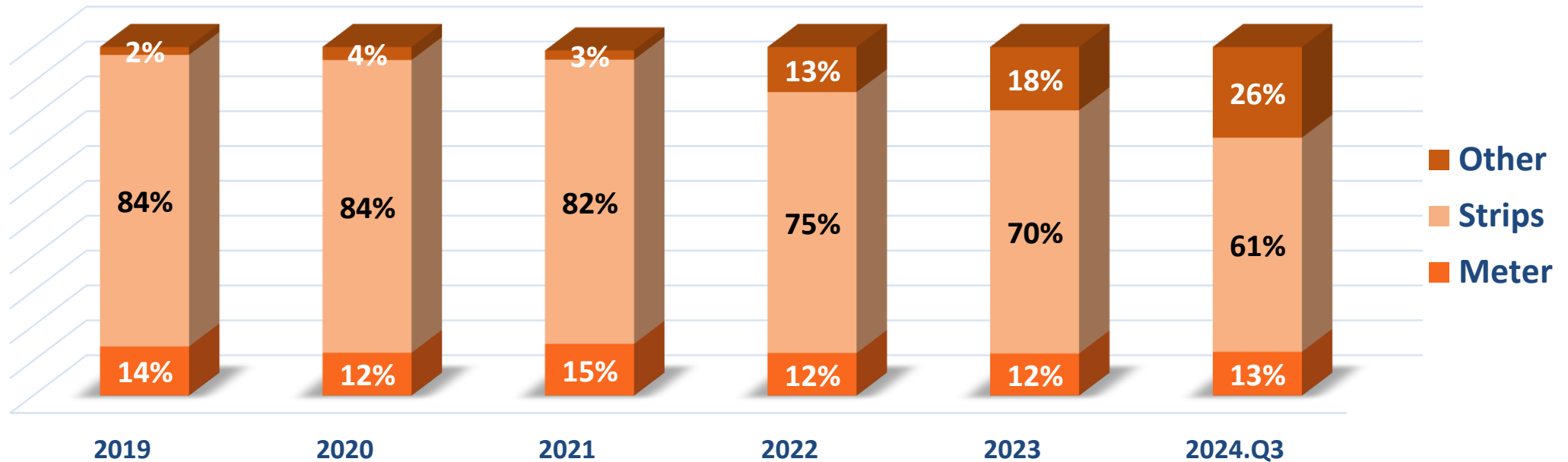
- The sales revenue for Q3, 2024, amounted to 488 million NTD, reflecting a decrease of 14.8% compared to the same quarter in 2023.
- Market demand showed a steady rebound during the first three quarters of 2024, driving a 13% improvement in revenue compared to the same period in 2023.



Sales Region



Product Sales



- **Meter** : 12%~15% ; **Strips** : 61%~84%
- **Other** : 2%~26%

BETTER HEALTH
FOR MORE PEOPLE

BIONINE