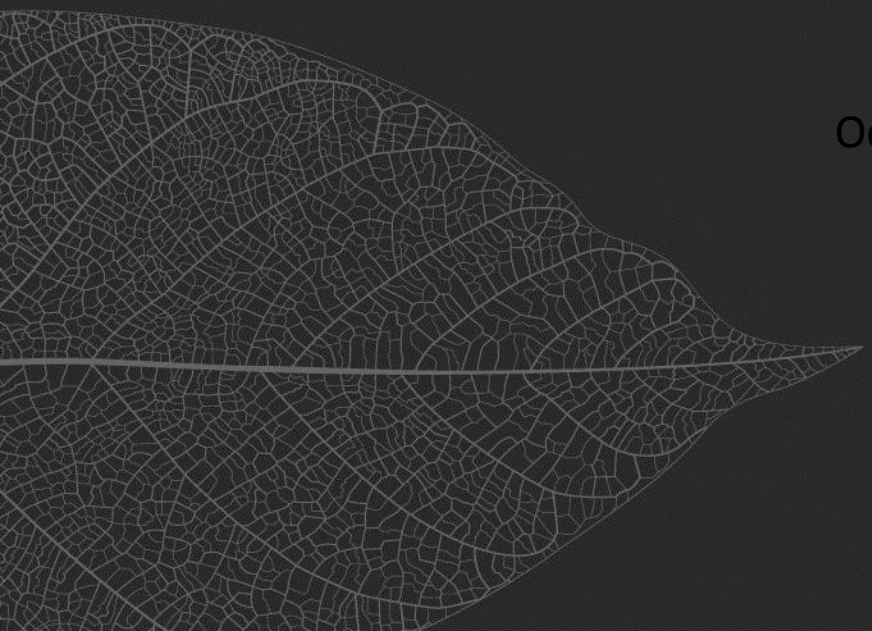
Bionime Corporation
2020 Investor Conference

Oct 13, 2020



Bionime Group Taiwan



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$615 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)

Foreign Subsidiary and Agent
海外子公司 與 經銷商



- 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

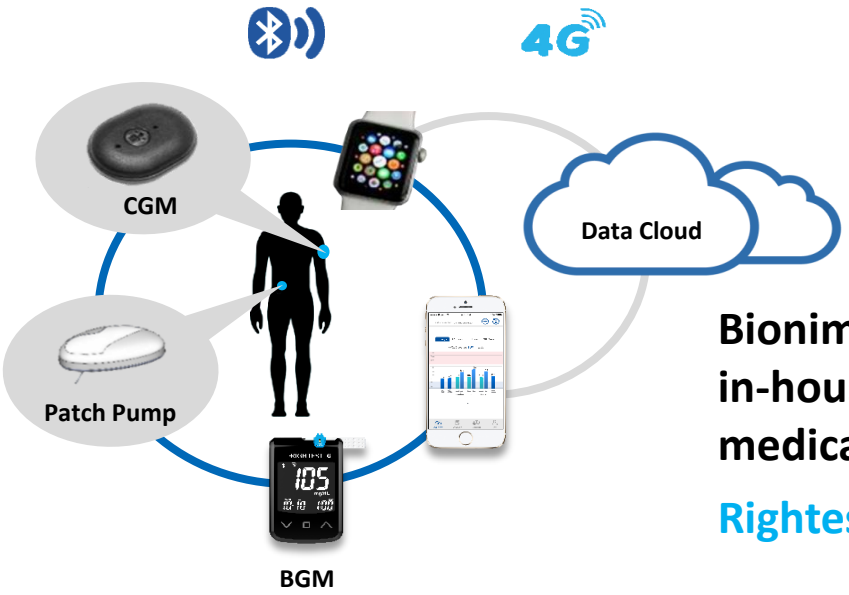
Bionime's All-new Product R&D starting 2010, 2016

CGM

Continuous Glucose Monitor

Patch Pump

Disposable Insulin Delivery



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

親友輔助照護

親友血糖追蹤管理
Family and Friend 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

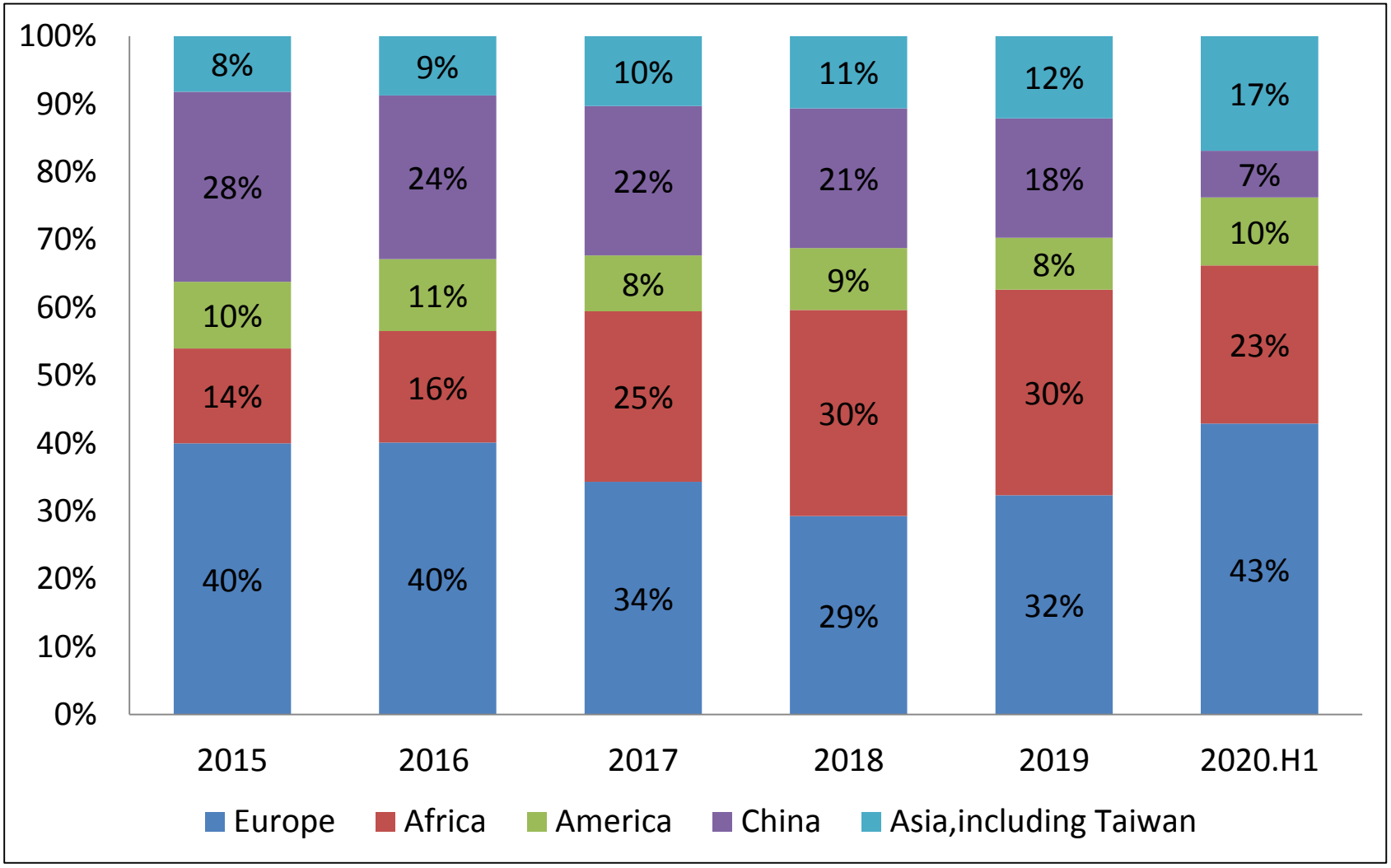
遠距醫療服務

Financial report

BIONIME

NT$ (M)	2015	2016	2017	2018	2019	2020.H1
Revenue	1,610	1,740	1,820	2,007	2,173	713
Gross Profit	701	770	796	917	948	299
Gross Margin(%)	**44%**	**44%**	**44%**	**46%**	**44%**	**42%**
Operation Profit	190	258	249	241	156	(35)
Operation Margin (%)	**12%**	**15%**	**14%**	**12%**	**7%**	**-5%**
Net income	99	179	150	128	107	(23)
Net Margin(%)	**6%**	**10%**	**8%**	**6%**	**5%**	**-3%**
EPS (NT$)	1.91	2.82	2.52	2.23	1.85	(0.39)

Sales Region



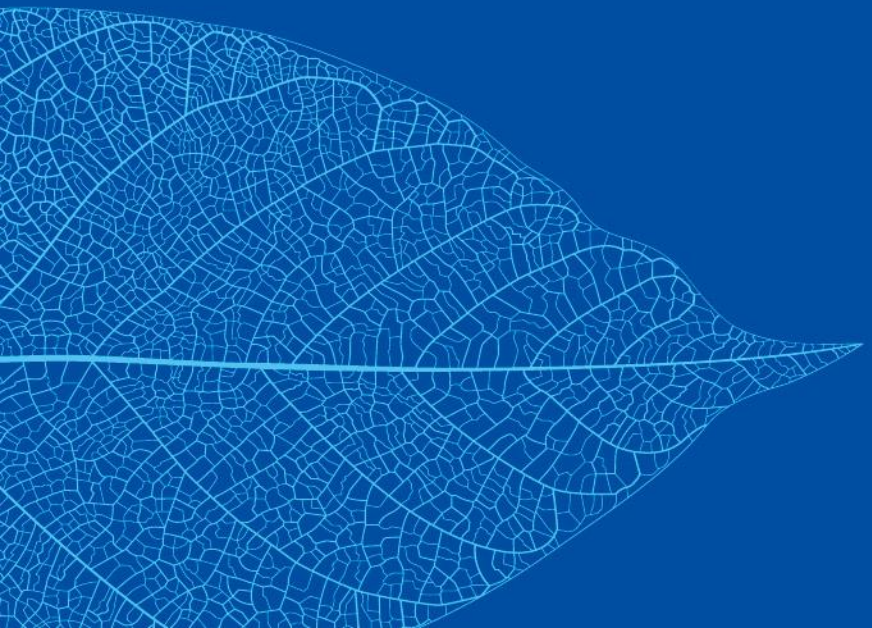
Dividend

BIONIME

Unit: NTD

Year	2015	2016	2017	2018	2019
EPS	**1.91**	**2.82**	**2.52**	**2.23**	**1.85**
Cash dividend	1.4	2.54	-	2.0	1.51
Capital reserve	0.6	1.26	4.14	-	0.49
Total	**2.0**	**3.8**	**4.14**	**2.0**	**2.0**

Thank you



BIONIME CORPORATION
華廣生技股份有限公司
No.100, Sec. 2, Daqing St., South Dist.,
Taichung City 40242, Taiwan (R.O.C.)
40242 台中市南區大慶街二段100號
P. +886 (4) 2369 2388
F. +886 (4) 2261 7586
www.bionime.com