



ApEXBio

Taiwan

Preparing for the future

Nov/2015

ApexBio at a Glance

- **Founded** **2nd Dec., 1997**
- **Company Type** **Limited Corporation**
- **Listed in Public** **OTC (symbol number 4101) in 2000/Jun**
TSEC (symbol number 1733) in 2001/Sept
- **CEO** **Dr. Thomas Y. Shen, Ph.D**
- **Total employee** **650 (2015/09)**

Milestone

-
- 2002 ISO 9001/13485 notified by TUV
取得歐盟認證
 - 2003 CE IVDD notified by TUV 取得CE mark
 - 2005 Pesticide residues check product launch
農藥殘餘快速檢測產品上市
 - 2006 2nd time FDA on-site inspection w/o 483
FDA第二次查廠無缺失通過
 - 2007 Lactate launch 乳酸產品上市
 - 2008 Voice BGM launch 語音血糖產品上市
 - 2009 Taoyuan factory set-up 桃園試片廠設立
 - 2010 Tele-health tech build-up 遠距雲端技術建置
 - 2011 3rd time FDA on-site inspection w/o 483
FDA第三次查廠無缺失通過
 - 2011 AEO certified by Customs Admin
優質企業通過海關認證
 - 2012 ApexBio Suzhou Corp set-up 蘇州五鼎設立
 - 2013 1st Taiwan MITTELSTAND Award from MOEA
獲得經濟部第一屆中堅企業獎
 - 2015 HbA1C launch 糖化血色素產品上市
MultiSure GK launch 血糖/血酮套組上市
獲亞太企業精神獎(APEA)台灣卓越成就獎

1997-2001

- 1997 ApexBio set-up 五鼎設立
- 1998 BGM FDA 510K approval
血糖美國FDA 510K取得
- 1999 Uric Acid patent granted 尿酸專利取得
- 2000 IPO listed to Taiwan OTC 上櫃掛牌
- 2001 Transit IPO listed to TSEC; 上市掛牌
FDA on-site inspection w/o 483
FDA查廠無缺失通過

2002-2006

2007-2011

2012-2015

Awards

2015

• 竹科105年度創新產品獎暨第十二屆國家新創獎--MultiSure GK血糖/血酮套組 & MultiSure Pet GK寵物血糖/血酮套組

2013

• 經濟部第一屆前十大卓越中堅企業獎(Taiwan Mittelstand Award)

2012

• 第四次榮獲富比士最佳200企業(2006/2007/2008年連續獲得此獎)

2011

• 竹科100年度創新產品獎—A1C糖化血色素測試儀

2008

• 台北國際醫療展 創新產品獎---A1C糖化血色素測試儀

2007

• 第15屆經濟部科技發展獎---傑出創新企業獎

2006

• 竹科95年度創新產品獎---AgriPro農藥殘留快速檢測套組

2003

• 竹科92年度研發成效獎

2002

• 第10屆經濟部科技發展獎 優等獎---血糖/尿酸雙功能測試儀

2001

• 國家生技醫療品質獎---血糖/尿酸雙功能測試儀



2000

• 竹科89年度創新產品獎---尿酸測試儀

1999

• 竹科88年度創新產品獎---GlukoSure Plus 第二代血糖機

Quality Assurance

Territory	Regulatory authority	Compliance Regulation
Taiwan	TFDA	GMP
EU countries		ISO 9001: 2008 ISO 13485:2012/AC:2012 CE mark number: CE0197
USA		510K's FDA 3 on-site inspections without 483 citations -- 2001/2006/2011
China	CFDA	Medical Device Class II
Canada	CMDCAS	ISO 13485:2003
Japan	PMDA	

Glucose Monitoring Systems

■ Simple

GlucoSure Plus BGM 速利
測血糖測試儀



■ Professional

GlucoSure ADVANCE BGM 欣瑞血糖測試系統



■ Voice

GlucoSure Voice BGM
欣聲語音血糖測試儀



■ POCT

GlucoSure POC 專業型血糖測試系統



No coding BGM

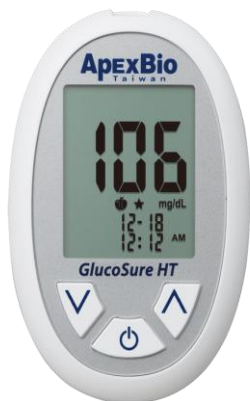
■ GlucoSure Vivo



■ GlucoSure Light



■ GlucoSure HT



數據傳輸

■ GlucoCloud

欣云雲端血糖測試儀



Professional products

■ Uric Acid

UA Sure 優速尿酸檢測儀



■ Lactate

THE EDGE 競速乳酸測試系統



■ Hemoglobin

HemoSmart GOLD

益紅測血紅蛋白分析儀



■ Keton

MultiSure GK

血糖血酮測試儀



■ HbA1c

Eclipse A1c

五鼎糖化血色素檢測儀



五鼎生技
ApexBio
Taiwan

Multifunction systems

■ Glucose/Uric Acid

MultiSure

必立康血糖/尿酸雙功能測試儀



■ Glucose /Cholesterol

MultiSure GC必立康GC

血糖/膽固醇雙功能測試儀



Telehealth care network



The applications of telehealth



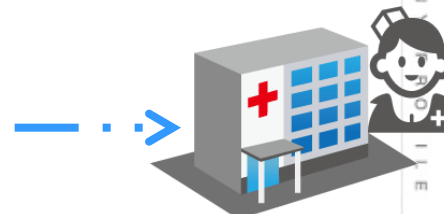
TeleHealth
行動照護



Home Care
居家照護



POCT
定點照護



Care Management

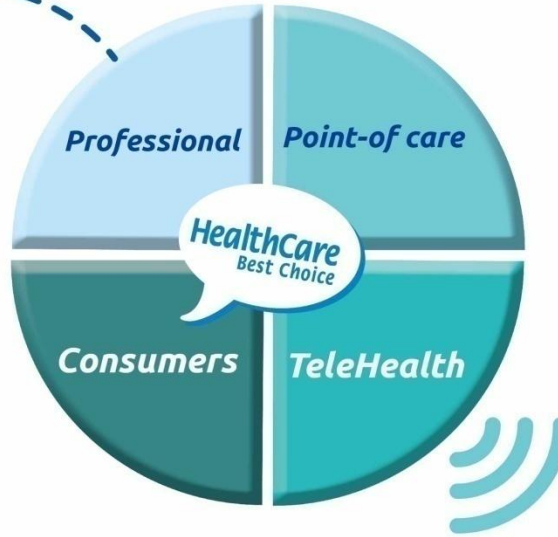
Care Management and Convenience for Telehealth



•To improve testing results quickly and access medical data easier.



•Self-Monitoring Solutions



•Instrument/Equipment/ Administration approval



•User can access your service/ devices anywhere

Pesticide residues quick check

■ 農藥殘毒快速檢驗

AgriPro



水果、蔬菜農藥殘留檢測
Fruit/Vegetable pesticide
residues quick check

■ 農藥檢測系統

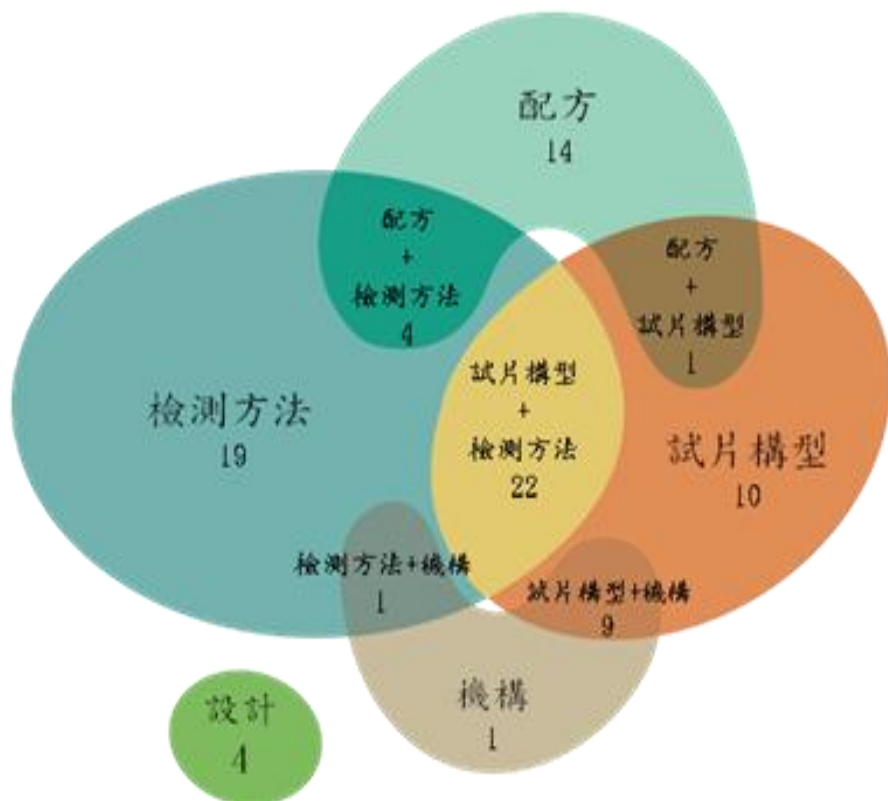
AgriPro II



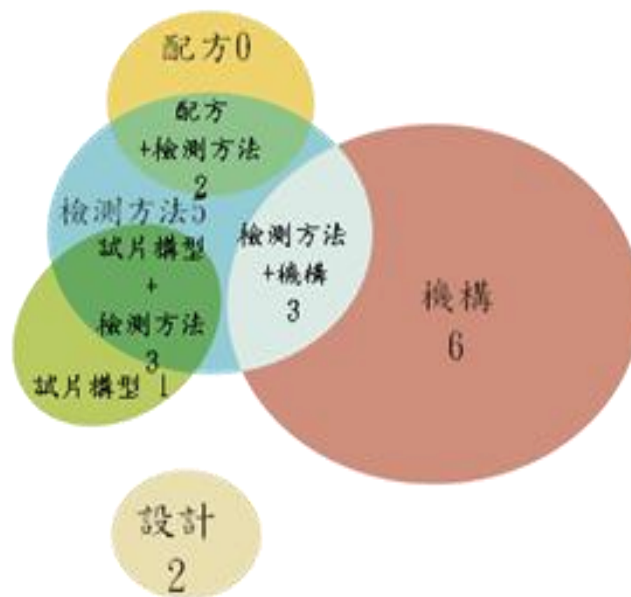
Patents distribution

研發專利保護

■ 電化學檢測(85 patents)



■ 其它(22 patents)



Finance performance

(NTD 1,000)

	2010	2011	2012	2013	2014	1-3Q/15
Revenue	1,749,690	1,876,273	2,026,086	1,829,221	1,788,929	1,367,797
Gross Margin	753,879	749,207	808,887	568,443	524,673	375,460
Operation profit	574,025	557,637	603,106	348,991	289,487	199,419
Profit after tax	453,949	526,617	524,100	374,464	275,547	186,348
EPS	4.75	5.51	5.41	3.77	2.77	1.89
G/M ratio	43%	40%	40%	31%	30%	28%
Operation profit ratio	33%	30%	30%	19%	17%	15%
Net profit ratio	26%	28%	26%	20%	15%	14%
Meter volume				705K	772K	777K
Strip volume				832M	965M	731M

Dividend policy

Year	EPS	Cash Dividend	Stock Dividend	Dividend payout ratio
2010	4.75	4.20	0	88%
2011	5.51	4.99	0	91%
2012	5.40	4.50	0	83%
2013	3.77	3.30	0	88%
2014	2.77	2.50	0	90%

Global sales distribution

America
(62%)

Asia
(9%)

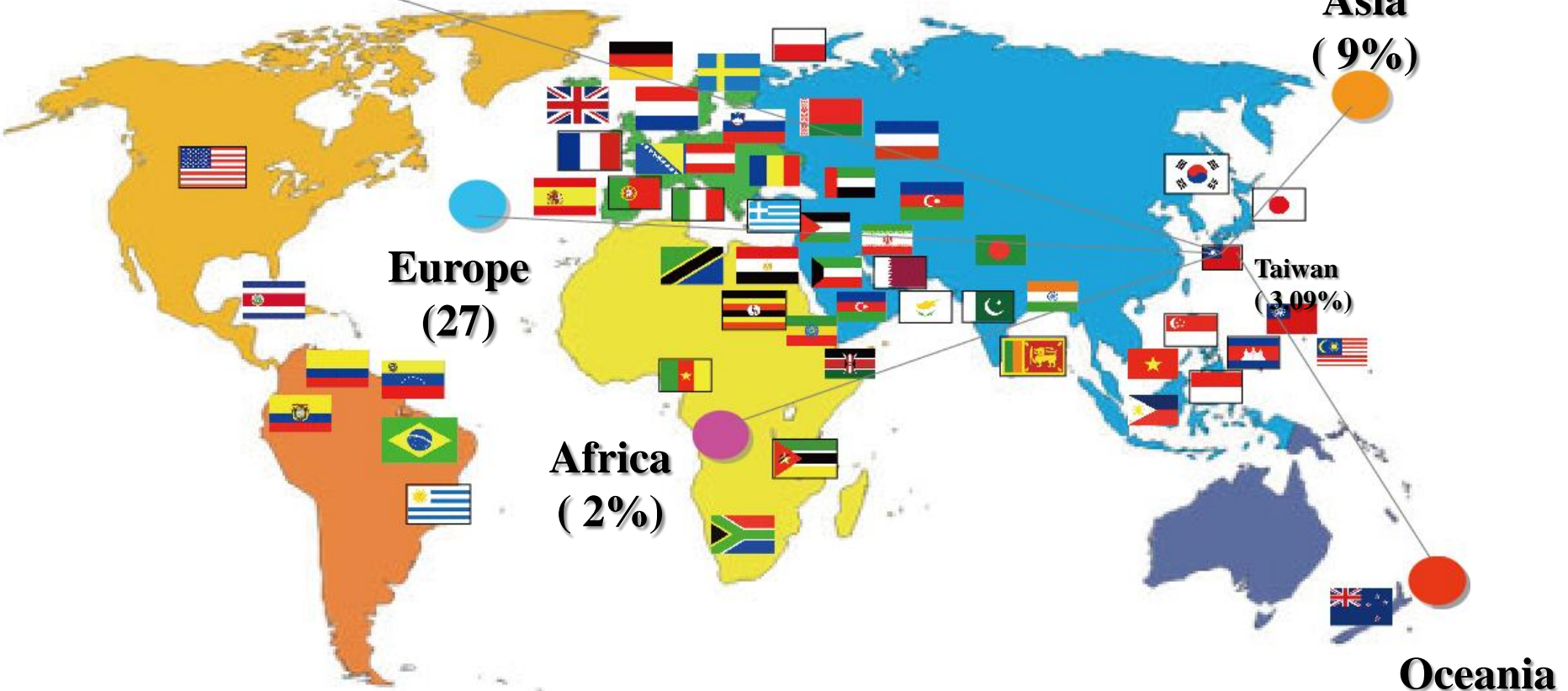
Europe
(27)

Taiwan
(3.09%)

Africa
(2%)

Oceania
(0.02%)

Year of 2015(1-3Q)





ApexBio
T a i w a n

Thank you for listening