



# Devotion Investors' Conference



**Jason Lin**  
2105 11 16

# Agenda

- ◆ Business Outlook
- ◆ Kaohsiung New Plant (Phase 3)
- ◆ New JV with Shinva in China
- ◆ 3Q/2015 Financial Results

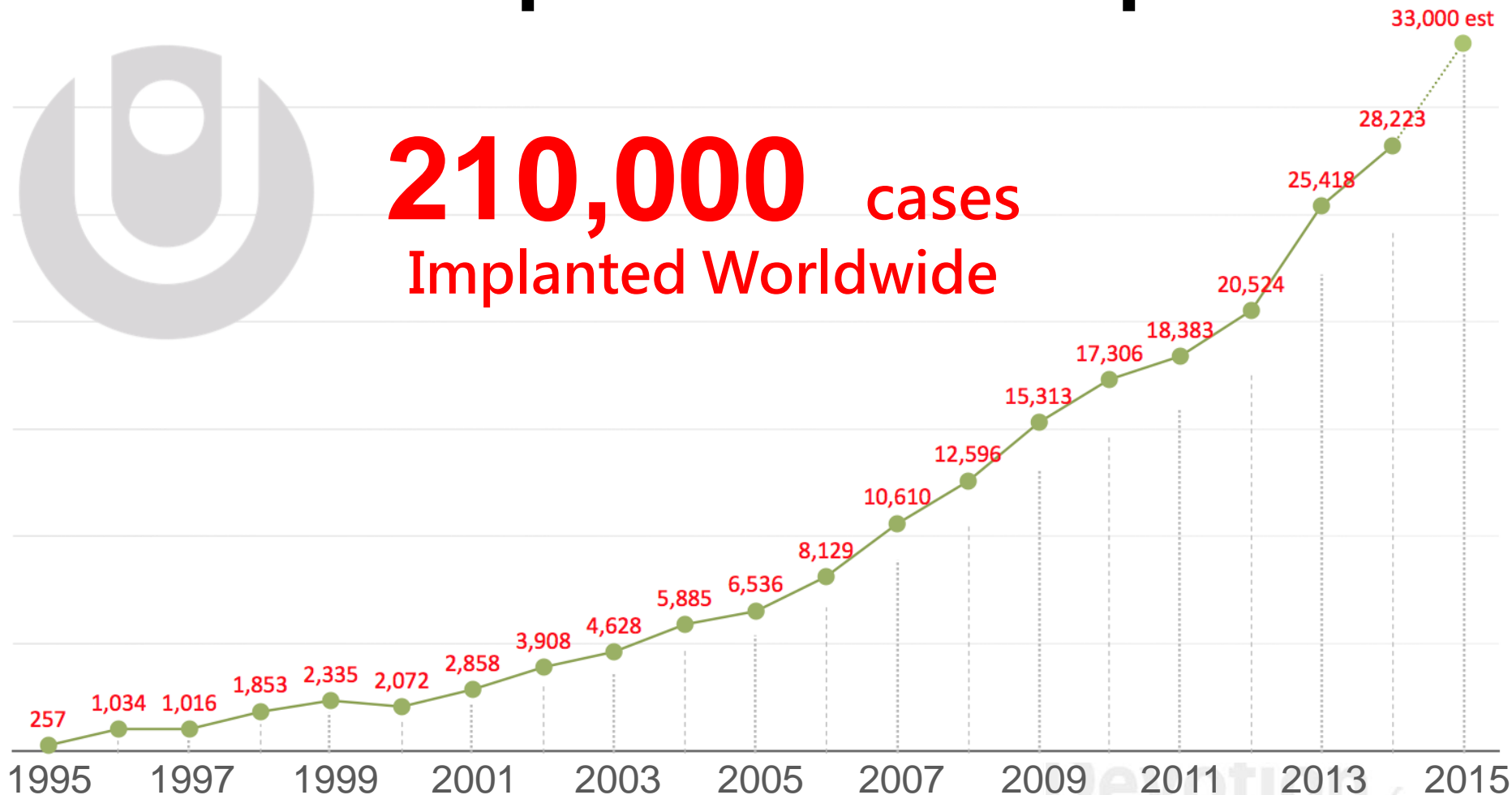
# ◆ Business Outlook

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*Orthopedics*

# No. of UOC joint replacements implanted

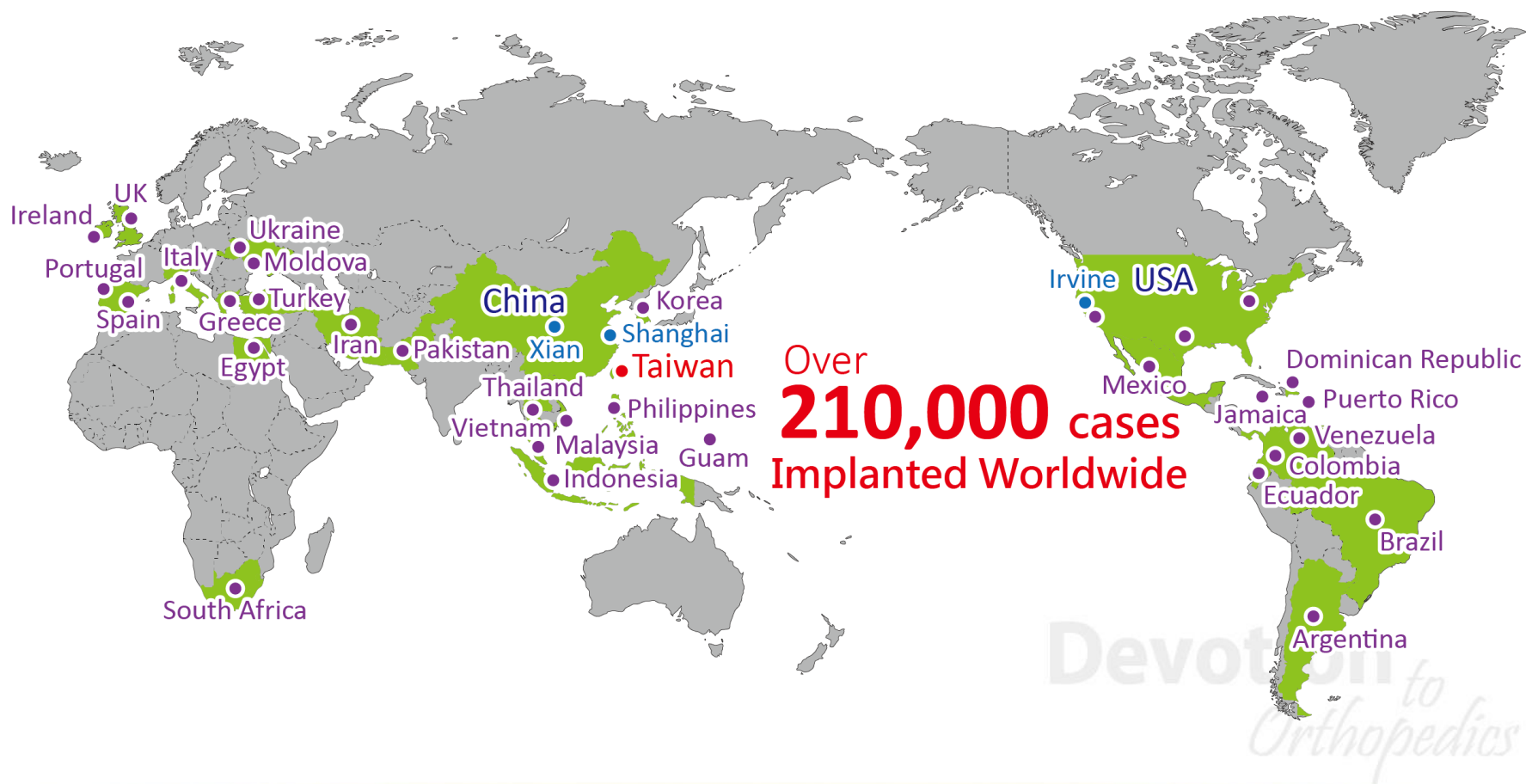
**210,000** cases  
Implanted Worldwide



**USA 10,882. Knee 9,739, Hip 1,143 / 2014**

# Marketing channel

2 BRANCHES 32 COUNTRIES



◆ Business Outlook

◆ **Kaohsiung New Plant (Phase 3)**

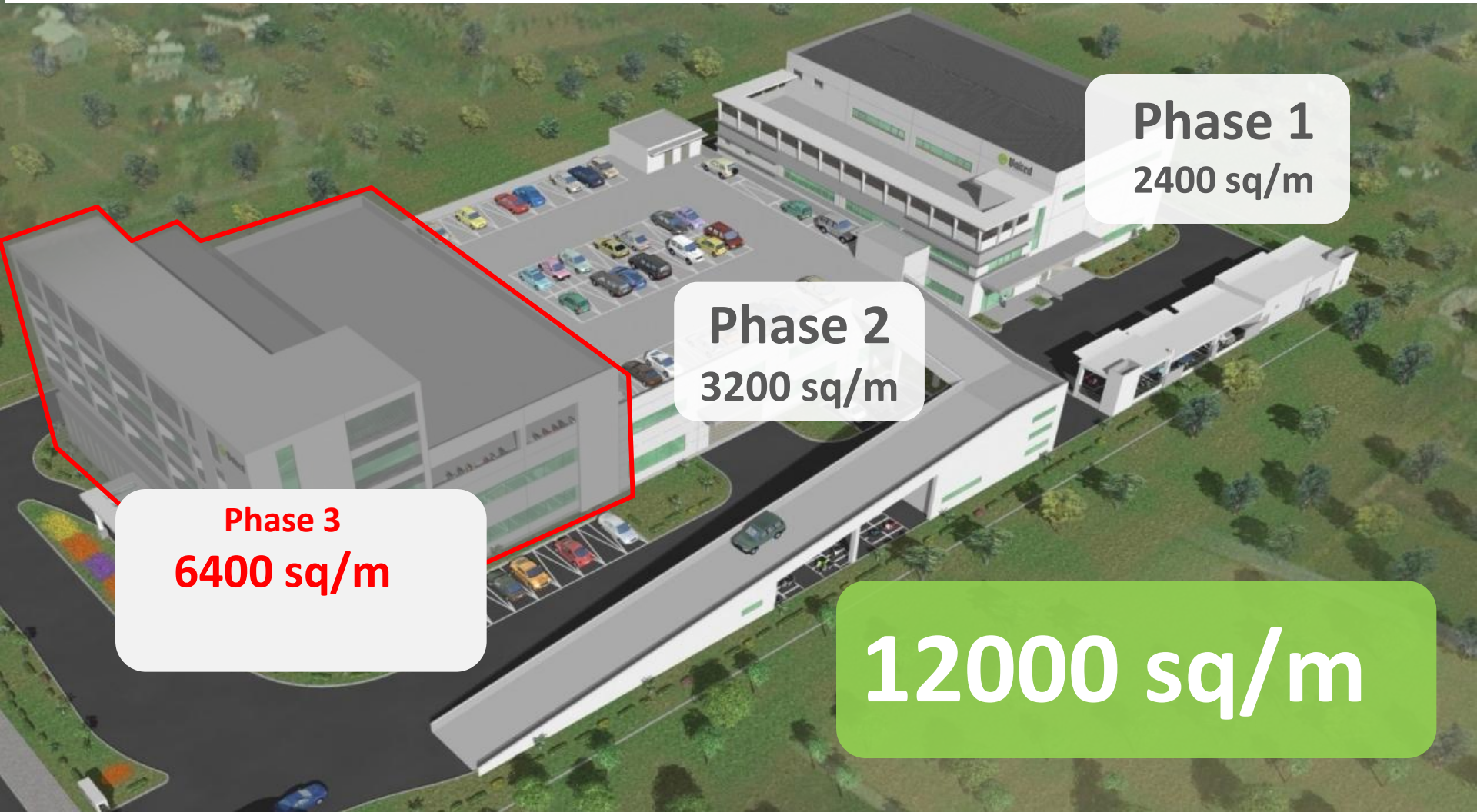
◆ New JV with Shinva in China

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# Kaohsiung Plant



**Phase 1**  
2400 sq/m

**Phase 2**  
3200 sq/m

**Phase 3**  
6400 sq/m

**12000 sq/m**

# Kaohsiung New Plant (Phase 3)





# Kaohsiung New Plant (Phase 3)

- Total investment : NTD\$ 360 mn
- Source of funds : Rights issue of 12.8mn shares
- Production process : CNC machining
- Capacity : Add 1 to 2.5 times of capacity
- Come on stream : 2H2017

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# Shinva Medical Group



# New JV with Shinva in China

- Contents :
  1. New limited liability company .
  2. New local brand with production based in China
  3. To sell UOC's current implants.
- Capital : Registered capital CNY 300mn , initial pay-in capital CNY 200mn.
- Share % : UOC - 49% , include 15% technology stocks.

# New JV with Shinva in China

➤ Other arrangements :

- 1.New Co. will acquire 3 UOC's subsidiaries in China at 2016.01.01 base on the BV (as of 2015.12.31) of the companies.
- 2.New Co. have to pay UOC 5% technology license fee for the first 5 years base on net sales amount of domestic-made joint implant.



# New JV with Shinva in China

➤ Time to market :

New product line launch in 3 years after new co.  
founded.

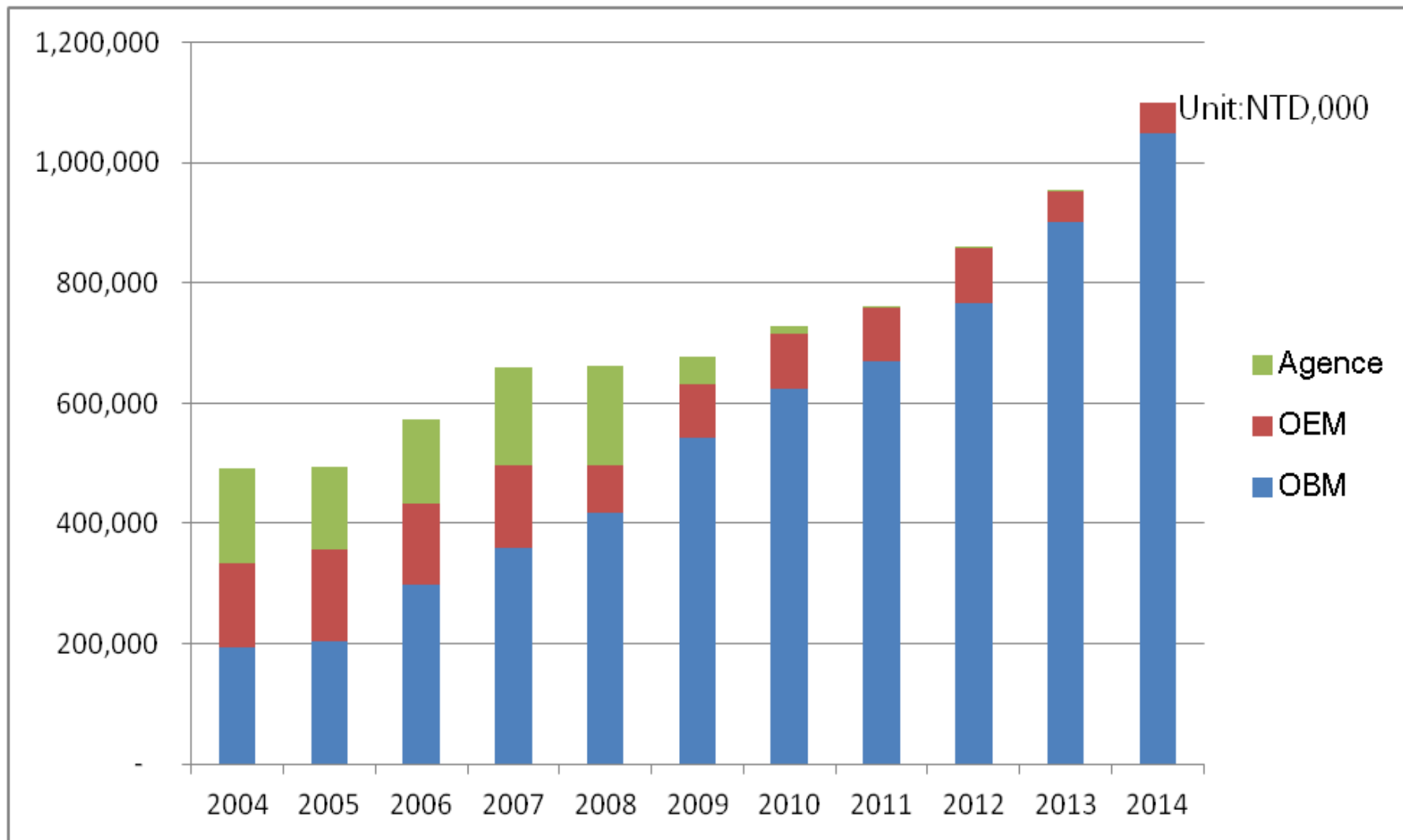
➤ Estimate benefit :

Expand market shares

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# Revenue growth curve



# 3Q/2015 YOY

(NTD,000)

Region	2014	%	2015	%	Variance	%
Taiwan	191,190	24.2%	212,303	20.8%	21,112	11.0%
China	304,723	38.5%	326,345	32.0%	21,622	7.1%
USA	126,498	16.0%	240,980	23.6%	114,483	90.5%
Internation	135,782	17.2%	222,458	21.8%	86,676	63.8%
OEM	32,278	4.1%	17,390	1.7%	(14,888)	-46.1%
Total	790,471		1,019,476		229,005	29.0%
EPS	1.03		1.94		0.91	88.3%

# 感謝您的聆聽

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## Devoted To Orthopedic

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