



# United Orthopedic Corporation

## 2021 Investor Conference

**Jason Lin**

**December 10, 2021**

誠信 盡責 快樂 創新

# Safe Harbor Notice

**Except for historical information set forth herein, this presentation contains certain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ materially from what may be expressed or implied by such statements. Investors shall assess the potential impact of uncertainties and conduct risk control.**

# Agenda

- **Financial Results**
- **Business Update**
- **Q & A**

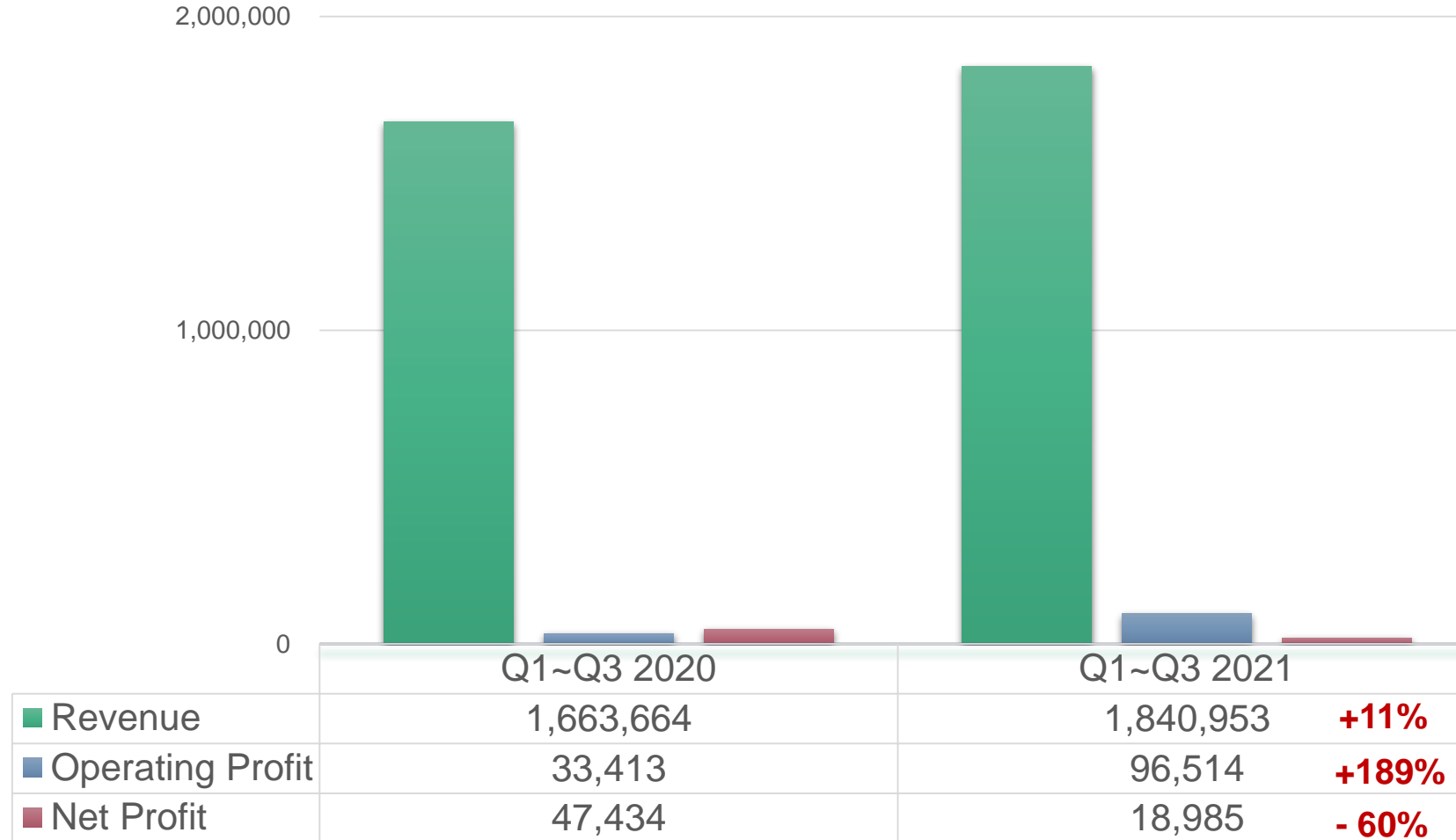
# Revenue & Net Profit (consolidated)

(NT\$ thousands)

2,000,000

1,000,000

0



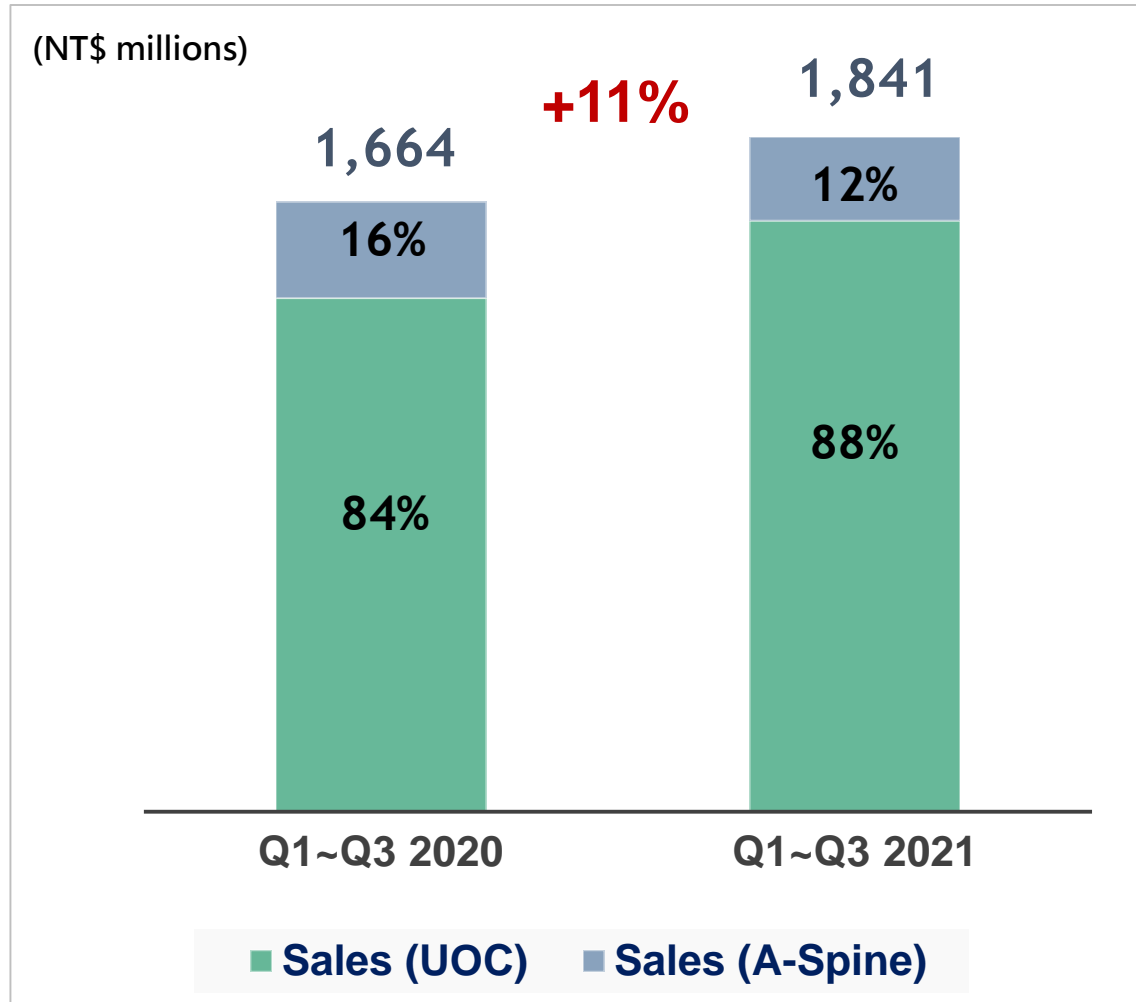
**EPS**

**0.38**

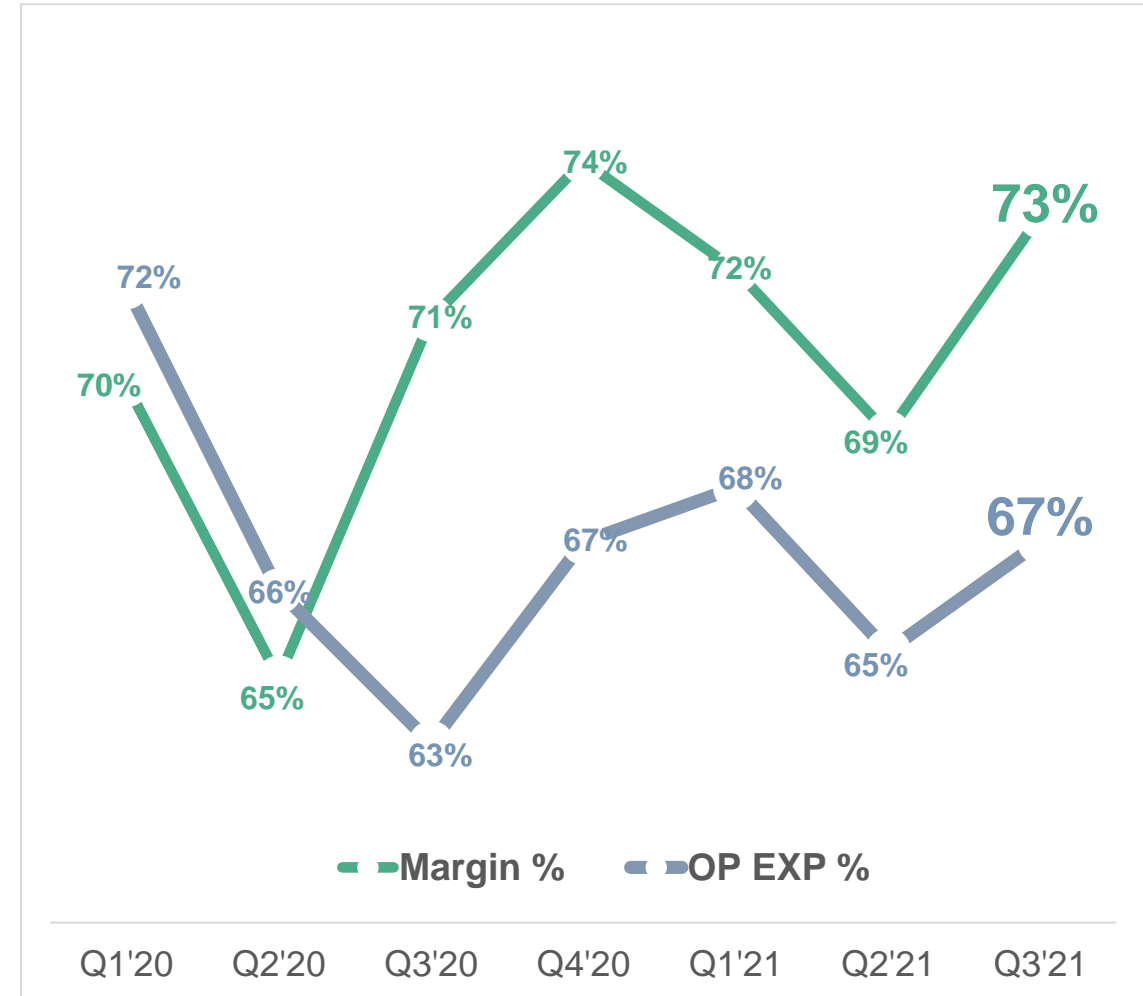
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# Operating Results

## Revenue Trend Chart



## Financial Ratios



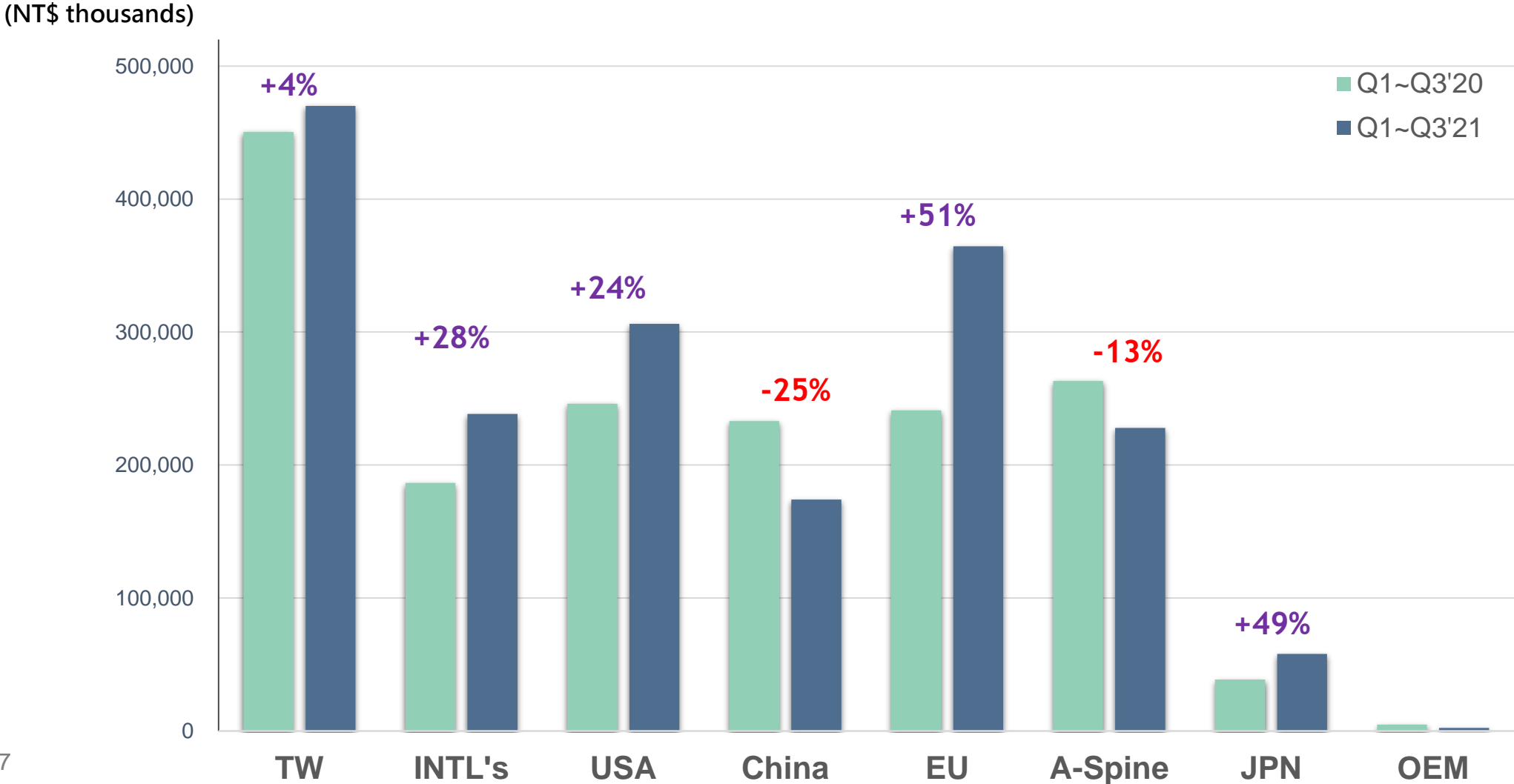
# Cases of Artificial Joint Replacement

40 Countries / 8 Worldwide Offices / 491,409 cases Implanted Worldwide



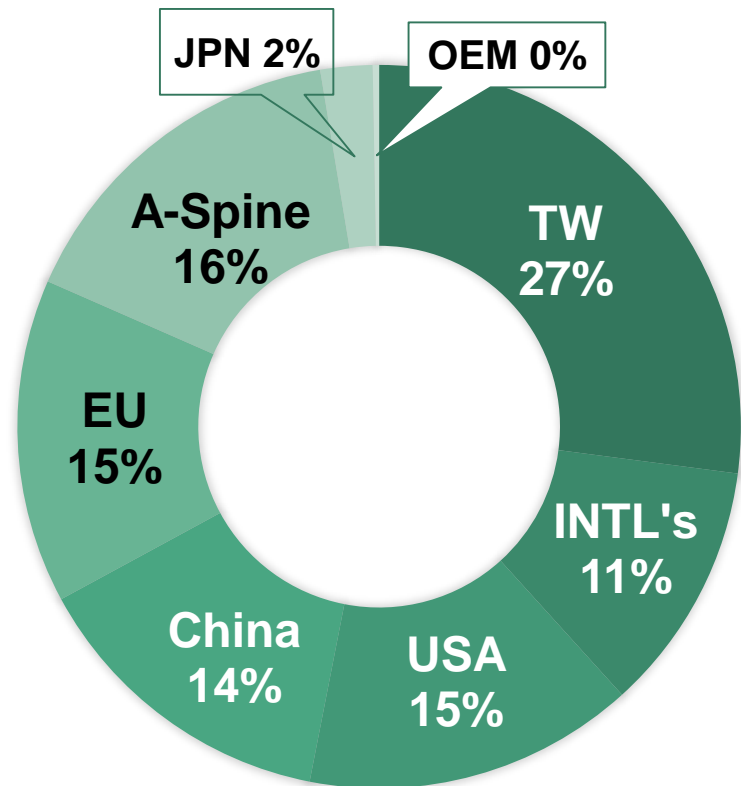
# First Three Quarter Revenue Breakdown (2020 vs. 2021)

- Europe, USA and Japan resumed growing while the COVID-19 pandemic slowing down.
- China sales declined due to an inventory adjustment in supply chain; A-Spine sales decreased due to the COVID-19 impact.

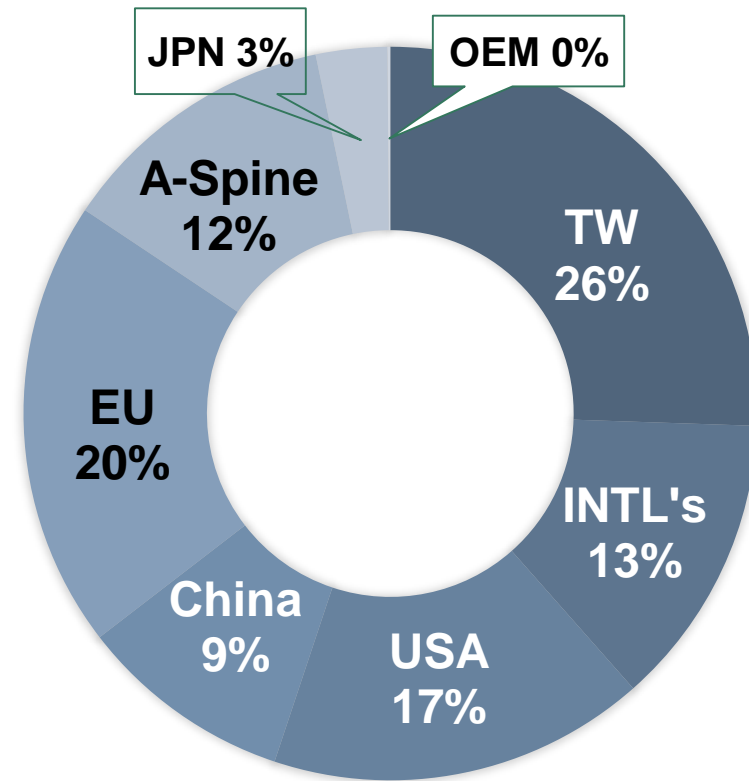


# Revenue by Regions (2020 vs. 2021)

Q1~Q3'20



Q1~Q3'21

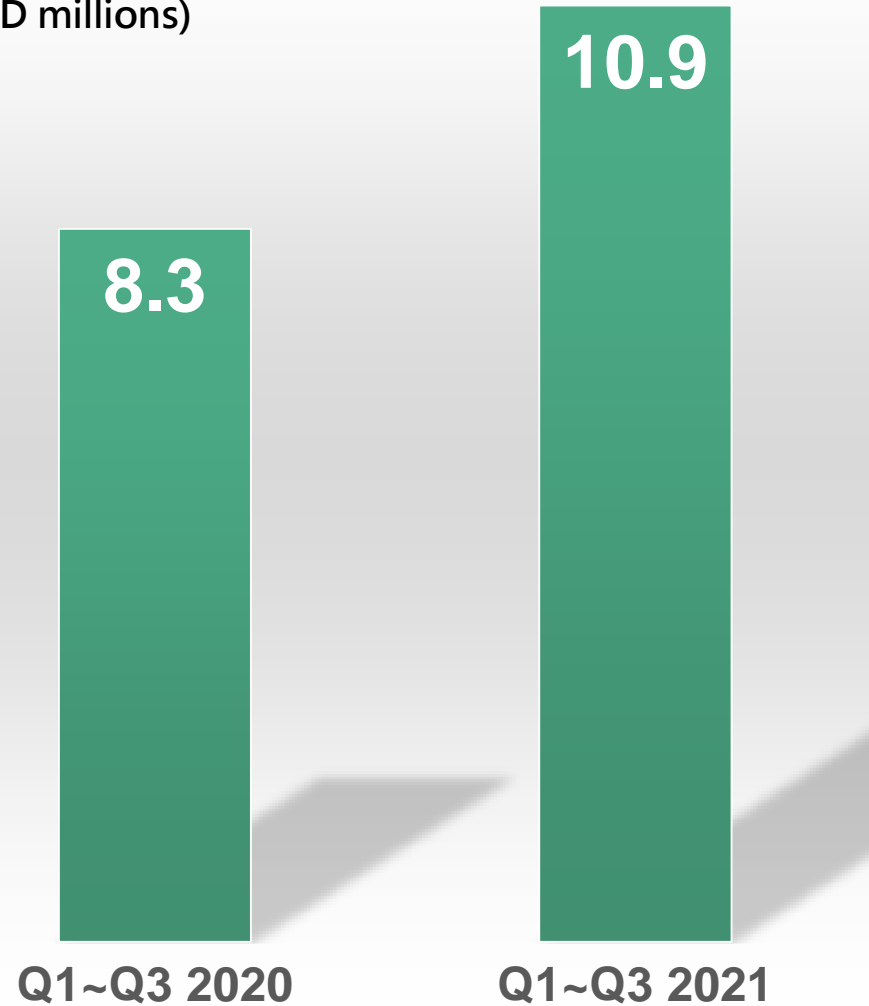




# USA Market Development

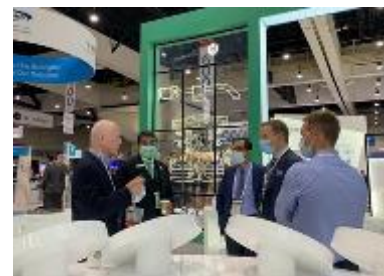
## Sales Performance

(USD millions)

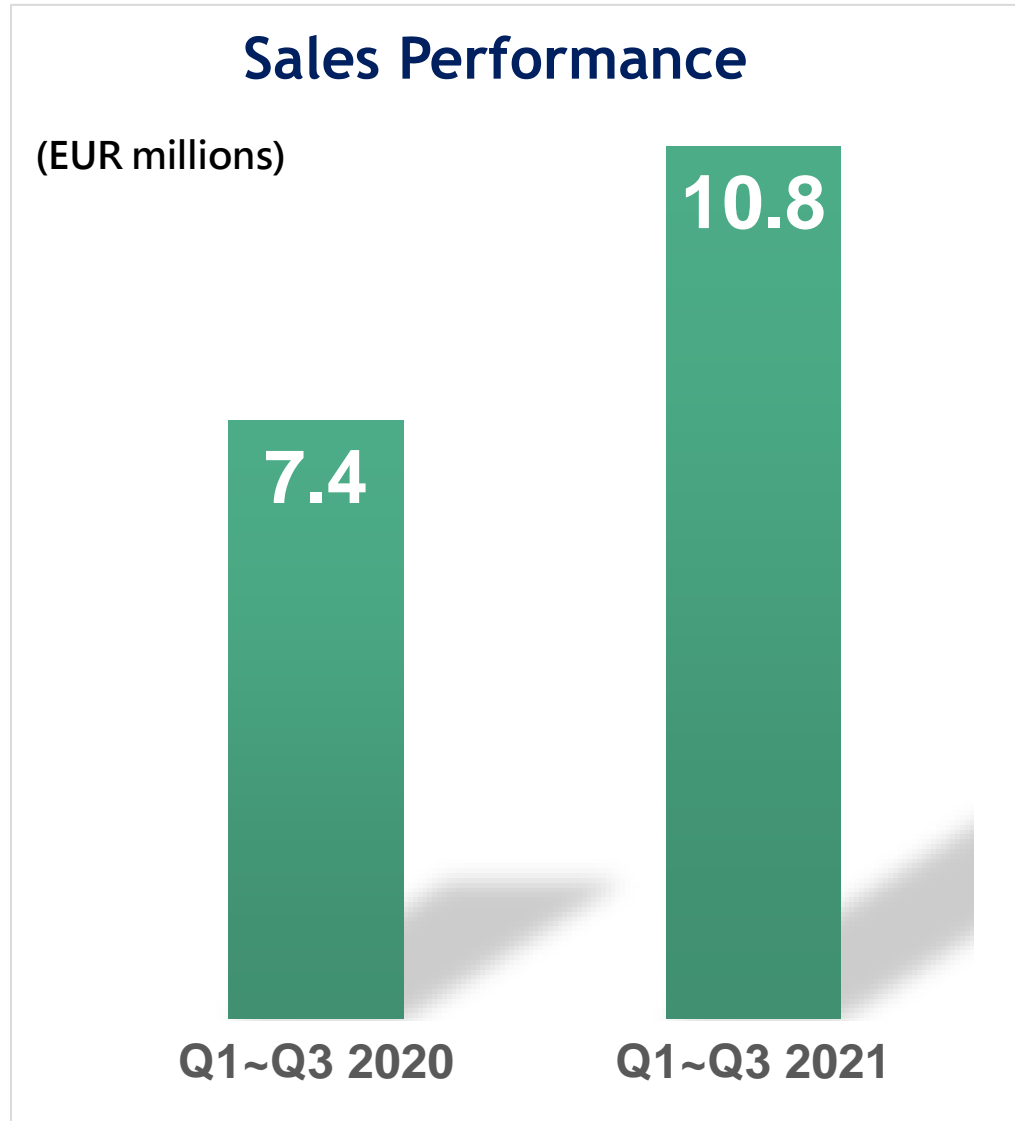


2021.09.01 ~ 2021.09.03

American Academy of Orthopaedic Surgeons (AAOS)



# Europe Market Development



2021.10.08 ~ 2021.10.09  
United European Academy

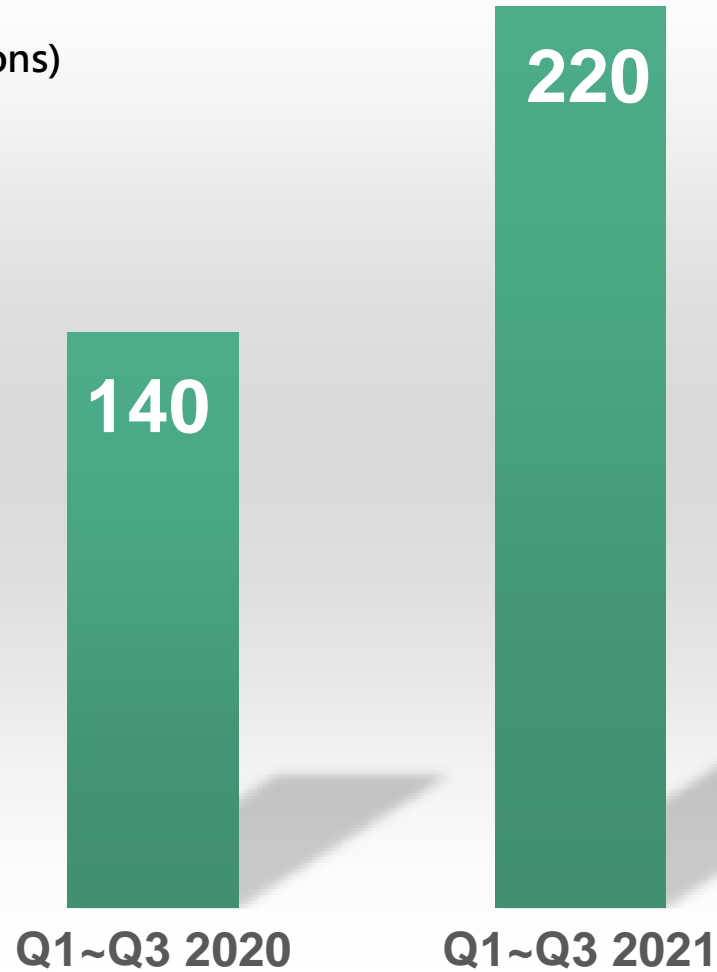




# Japan Market Development

## Sales Performance

(JPY millions)



- Sales hit record high for two consecutive seasons.

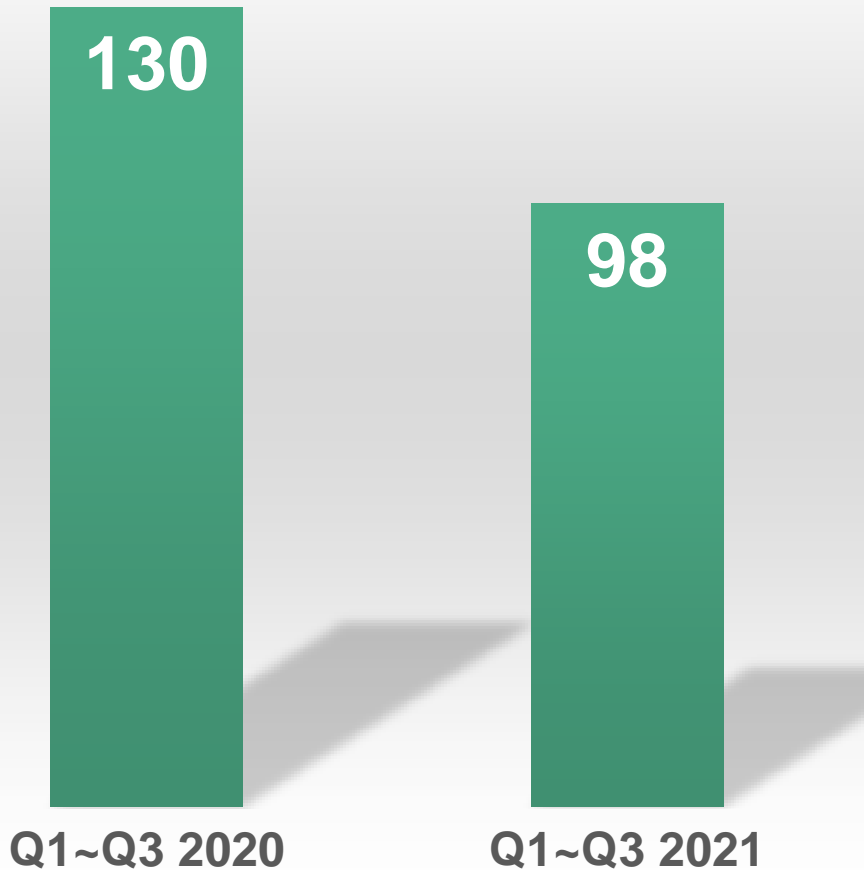
**2021.07.07 ~ 2021.07.08 Annual Meeting of the Japanese Society for Replacement Arthroplasty**



# China Market Development

## Sales Performance

(RMB millions)



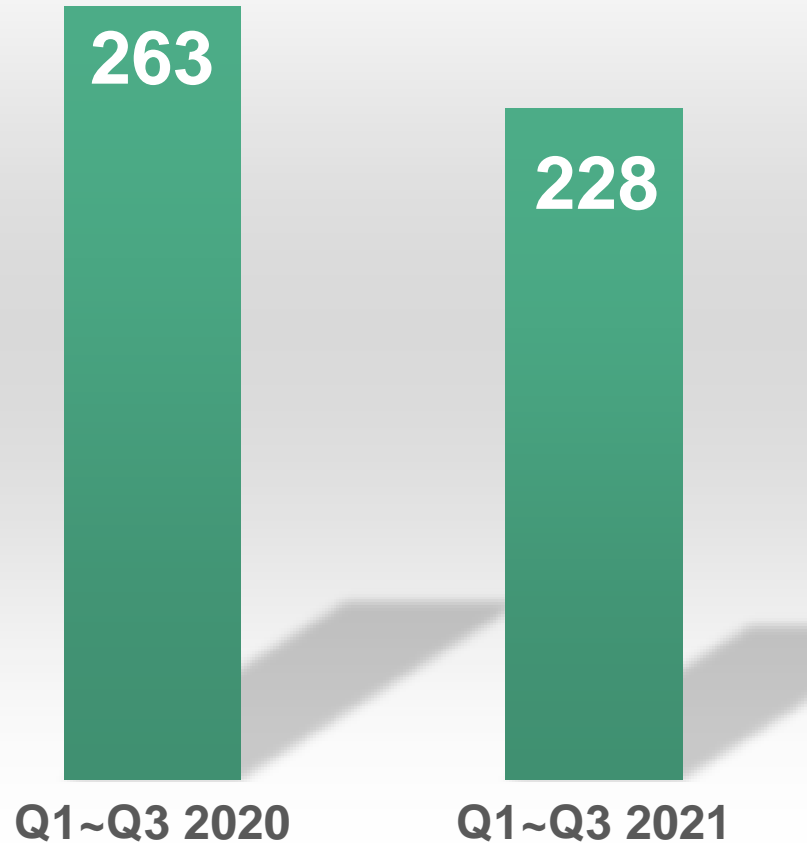
- Chinese brand name products launch plan:  
**8 items are launched by the end of 2021;**  
**6 items are launched by April, 2022.**

TYPE	ITEM	2021							2022				
		6	7	8	9	10	11	12	1	2	3	4	
KNEE	PS/CR polyethylene insert	■											
	Revision products			■									
	Mobile bearing tibial baseplate and insert			■									
	XPE insert and patellar component											■	
HIP	CoCr femoral head, greater trochanter/ highly polished stem		■										
	XU2 HA Cup and XPE liner			■									
	Ti plasma spray tapered stem and revision stem							■					
	Ti plasma spray cup and delta® ceramic products							■					
	XU2 Porous cup and PE liner								■				
	HA stem									■			
	Cemented stem										■		
	HA cup and XPE liner											■	
	Bipolar head												■
	XU2 Ti cup												■

# Spine Market Development

## Sales Performance

(NTD millions)



A-SPINE Asia Co., Ltd. (stock ticker 6758)

**Establish**

**June 2001**

**Products**

**spinal implants and instruments**

**Capital**

**NT\$ 135 million**

**2021 Sales (Q1~Q3)**

**NT\$ 228 million**

**2021 P/L (Q1~Q3)**

**NT\$ 14 million**

**EPS**

**NT\$ 1.07**

# New Product Launch in 2021 AAOS USTAR II Limb Salvage System



What's New @ United Orthopedic

## Discussion & Networking Event

### Featured Speakers



**Dr. Ron Hillock**  
USTAR II  
Next Generation  
Limb Salvage System



**Dr. Edwin Su**  
Conformity  
Hip Stem System



**Dr. Mark S. Tuttle**  
USTAR II  
Primary Hinge Application



**Dr. Eleftherios Tairidis**  
STAR approach muscle  
preserving mini posterior



Thursday  
Sept 2, 2021



5:30PM – 7:30PM



Indigo Room 202  
Hilton San Diego Bayfront  
1 Park Blvd, San Diego, CA



Due to space limitations, invitations are limited to Health Care Professionals, Physicians, Assistants, and Sales Agents. We are unable to accommodate personal guests including significant others. Please note that all costs associated with Health Care Professionals attending this event shall be passed on to CMS pursuant to the Sunshine Act. Please contact the US Marketing team at the US Marketing @ unitedortho.com for further information if needed.



# USTAR II – target on large medical centers and the hospitals that specializes in orthopedic surgery

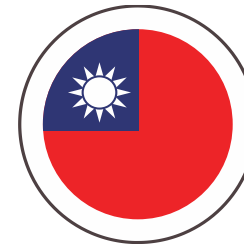


# USTARII Limb Salvage System

- Patented hinge design (US patent no. 10064732B)
- Simple assembly mechanism to reduce operation time
- Bone preservation design to achieve the least amount of bone removal in the market
- Launched in **US** and **Taiwan** ; will be launched in **Europe** in 2022.



**280 cases**  
**1 year , Taiwan and USA**





# USTAR II Limb Salvage System

## Winning of Taiwan Excellence Gold Award 2022



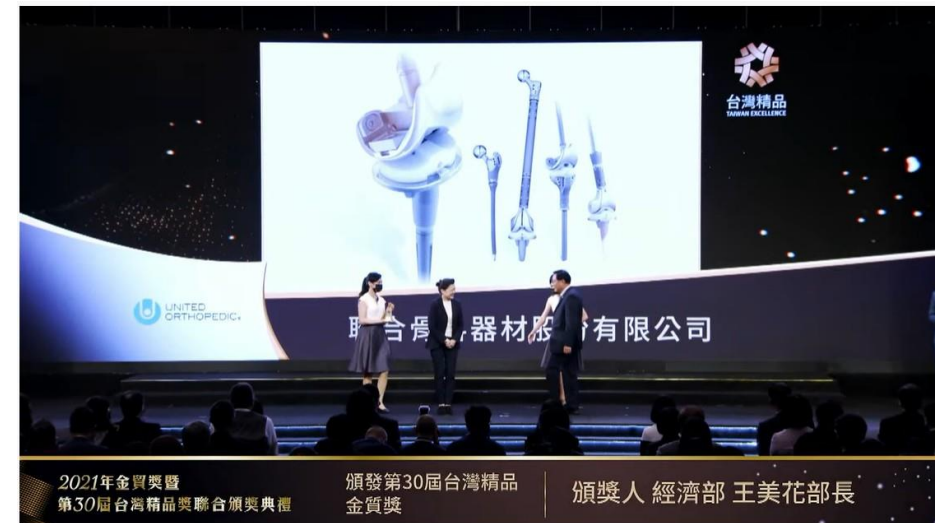
Participant

**1179** companies

Award Winning

**10** Gold Award

**20** Silver Award **355** Taiwan Excellence



# 2021 Taiwan Annual Reconstruction Conference (TARC)

## Jiaoxi - Nov 26<sup>th</sup>-27<sup>th</sup>, 2021

### Attending Surgeon

**70** on site  
**130** on line

### Participant State

**6** Asia      **3** Europe  
**3** LATAM      **1** US

**TARC 2021** **LIVE**

Taiwan Annual Reconstruction Conference

**KEYNOTE SPEAKER** **Nov.27 Saturday**

**Dr. Edwin SU**  
Associate Attending Orthopaedic Surgeon,  
Hospital for Special Surgery, USA

**08:30-10:50 (GMT +8) Clinical Hip Practice**

**Dr. Yoshitada HARADA** President, Center for Arthritis and Joint Surgery, Saitama Masahiro Hospital, JAPAN

**Dr. Pang-Hsin HSIEH** Professor, Department of Orthopedics, Chang Gung Memorial Hospital, Linkou, TAIWAN

**Dr. Kui-Chou HUANG** Deputy Superintendent, Asia University Hospital, TAIWAN

**Dr. Yuki KITTA** Director, Orthopedic Surgery, Kyusai Orthopedic Hospital, JAPAN

**14:45-16:25 (GMT +8) Clinical Knee Practice**

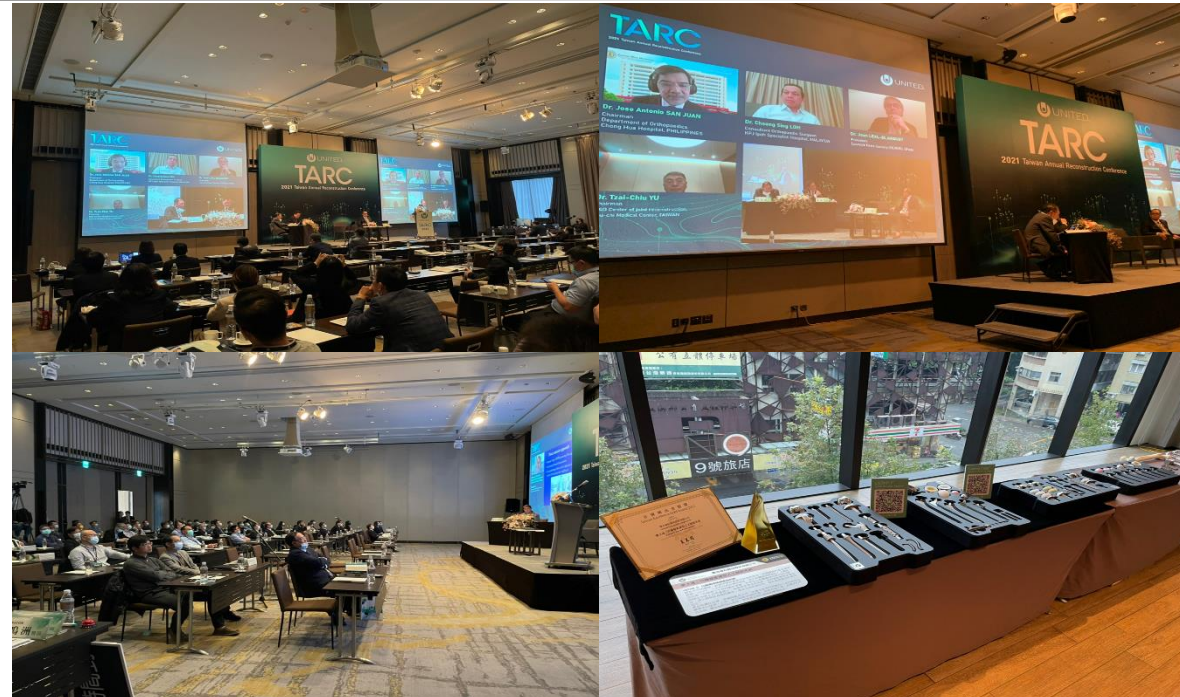
**Dr. Joan LESAL-BLANQUET** President, Spanish Knee Society (CIBERSUR), SPAIN

**Dr. Choong Sing LIM** Consultant Orthopaedic Surgeon, F11 Joint Specialist Hospital, MALAYSIA

**Dr. Jose Antonio SAN JUAN** Chairman, Department of Orthopaedics, Cheng Hsin Hospital, PHILIPPINES

**Dr. Tsai-Chiu YU** Chairman, R&D Center of Joint Reconstruction, Tzu-Chi Medical center, TAIWAN

**Dr. Tze-Hong WONG** Chief, Department of Orthopaedics, NTU Hospital Branch, TAIWAN



## 2021 New Product

# Conformity Stem

- Collaboration with the surgeon in the world-class hospital (Hospital for Special Surgery, US)
- Full range 57 stems for different clinical demands
- Launched in **US**, **Europe**, and **Japan**



## 2021 New Product– HIP



### Locking cage

- Launched in **Taiwan** and **US**
- Specially designed for complex acetabular revision
- 2021 National Innovation Awards Renewals



### UDM Dual-mobility acetabular system

- Launched in **Europe** and **Japan**
- Popular product in Europe, which will enhance sales performance in Europe.

## 2021 New Product– KNEE



### MBA Mobile Bearing Tibial Baseplate

- Launched in **Europe**
- To improve surgical practicality



### TPS Coated Baseplate

- Launched in **Europe**
- Biological fixation



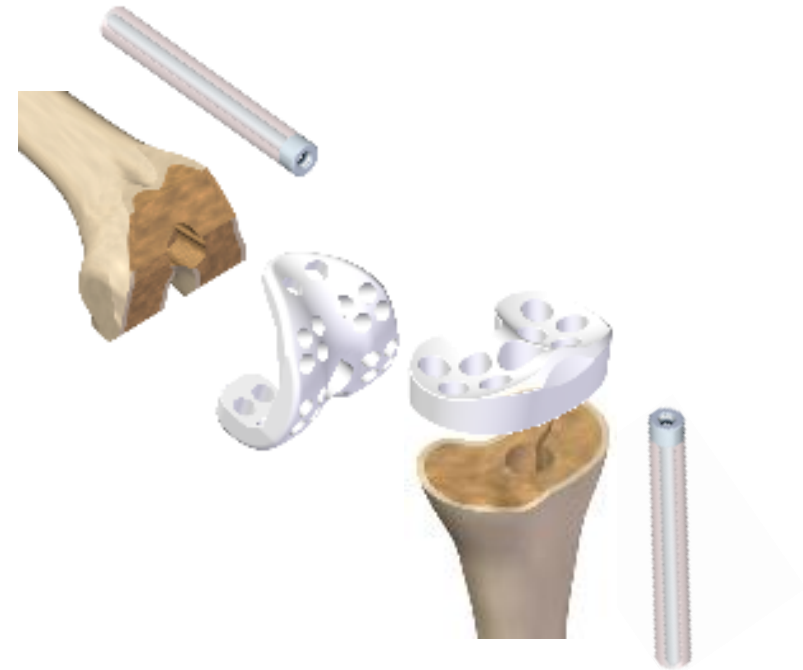
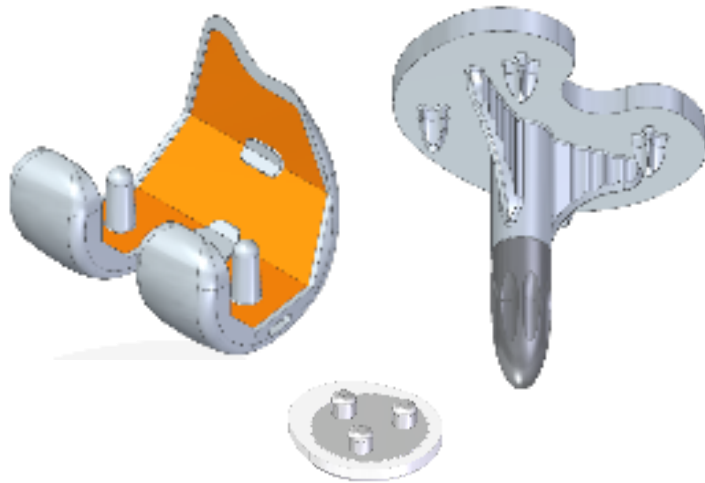
### PS Plus Insert

- Launched in **US**
- Product line enrichment



# Products under Development - KNEE

- Target on US market
- Biological fixation knee



- Target on Taiwan market
- Mold for infection control

# Products under Development - HIP

- Target on global markets
- Modular design for revision hip surgery



- Target on global markets
- Modular dual-mobility acetabular system

# Business Updates

- **Continually implementing the rules on prudential operations under the constant concern of COVID-19.**
- **The launch of new products will mainly drive the company's sales growth.**



**Thank you for listening**

**Each Step We Care**