



# United Orthopedic Corporation

## 2022 Investor Conference

**Jason Lin**

**November 18, 2022**

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# Safe Harbor Notice

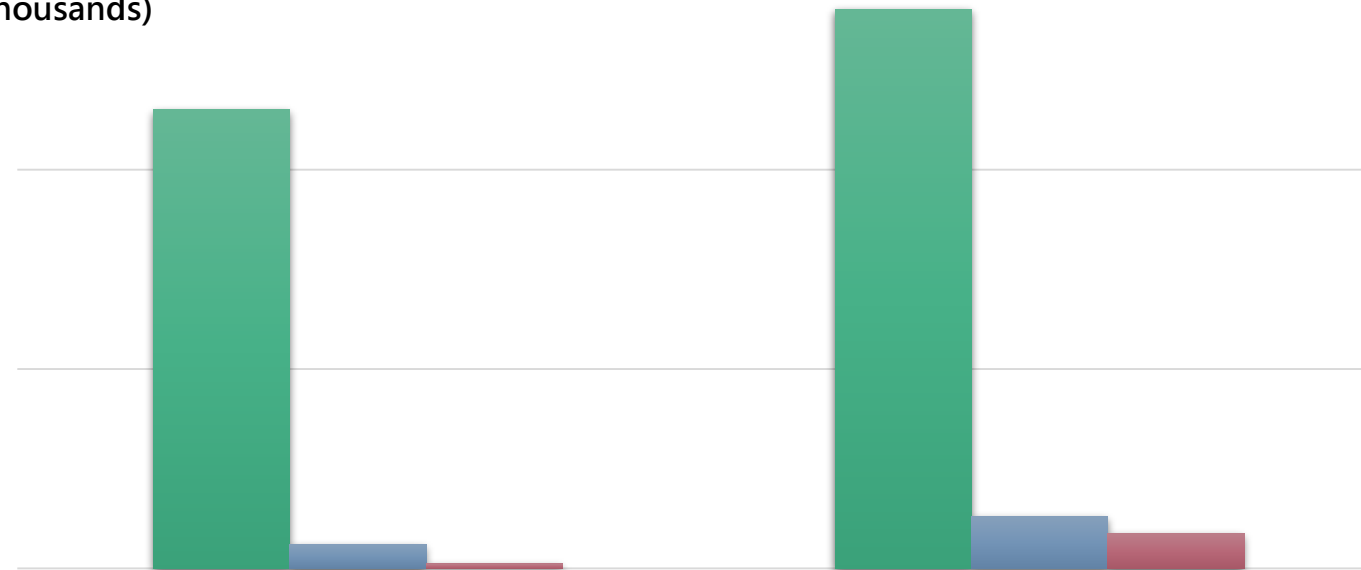
**Except for historical information set forth herein, this presentation contains certain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ materially from what may be expressed or implied by such statements. Investors shall assess the potential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

# Agenda

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

# Revenue & Net Profit (consolidated)

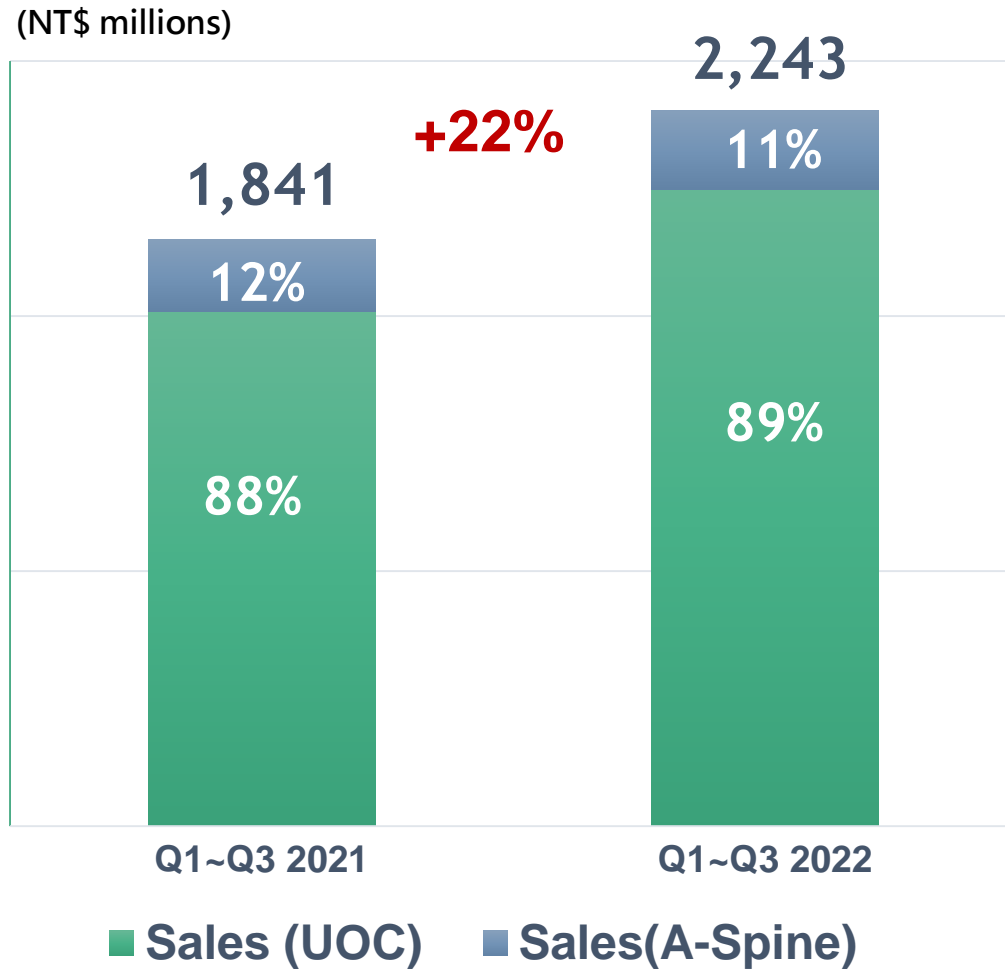
(NT\$ thousands)



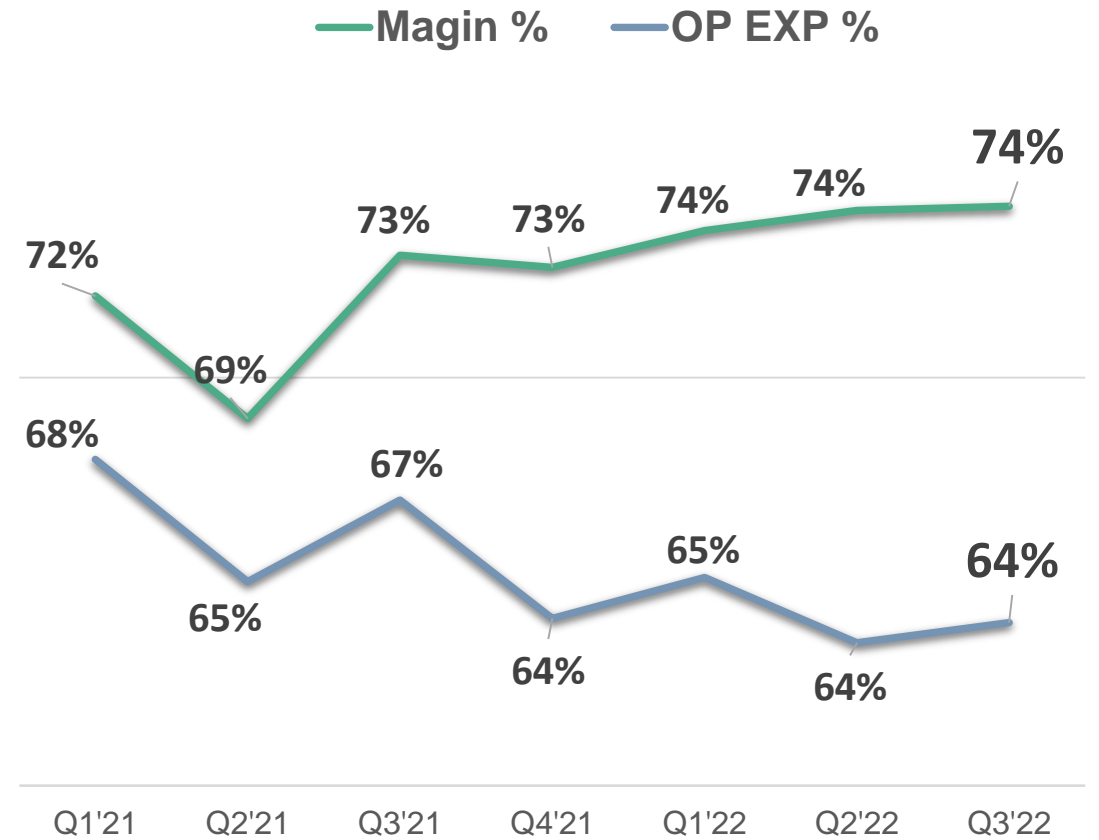
	<u>Q1~Q3, 2021</u>	<u>Q1~Q3, 2022</u>	<u>DIFF</u>	<u>%</u>
Revenue	1,840,953	2,243,391	402,438	+22%
Operating P/L	96,514	207,003	110,489	+114%
Non-OP P/L	<u>(58,070)</u>	<u>(15,604)</u>	<u>42,466</u>	+73%
Net Profit	<u>18,985</u>	<u>139,428</u>	<u>120,443</u>	+634%
EPS	(0.06)	1.78	1.84	
<b>(Remark)</b>				
Foreign exchange gain(loss)	(39,911)	34,840	74,751	+187%
Investment gain(loss)	(25,098)	(62,175)	(37,077)	-147%

# Operating Results

## Revenue Trend Chart

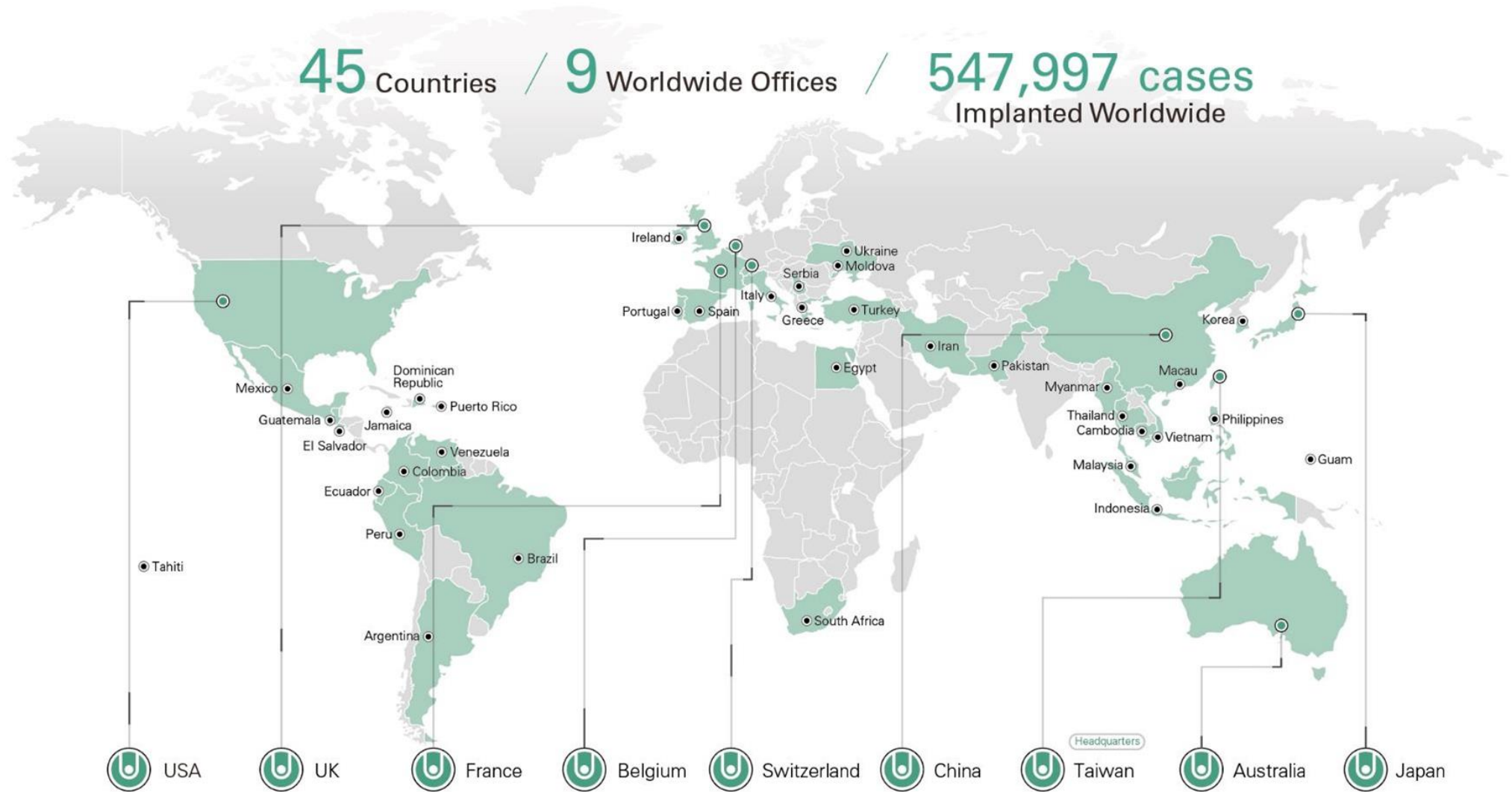


## Financial Ratios



# Volume of Artificial Joint Replacement Surgery

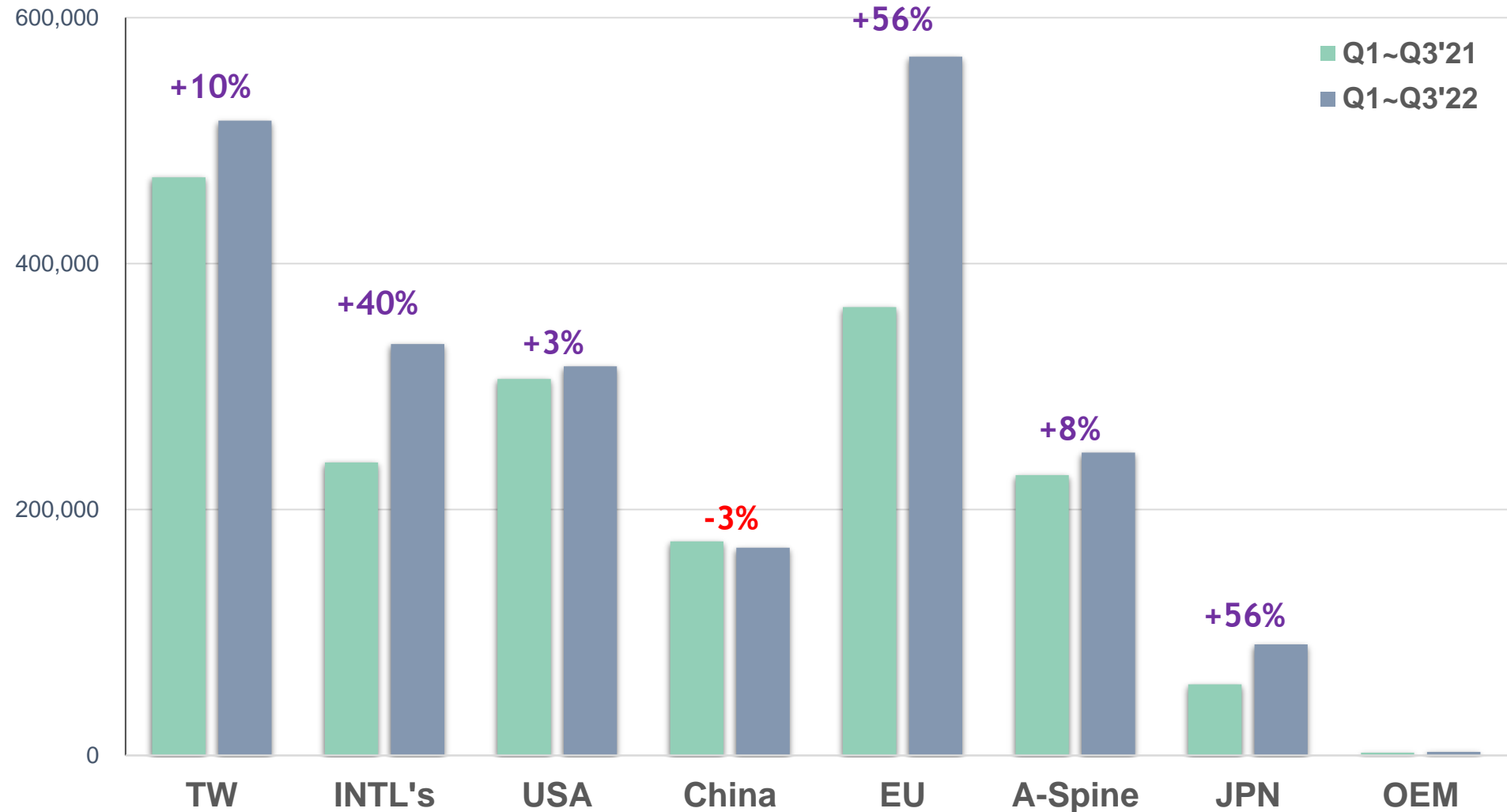
45 Countries / 9 Worldwide Offices / 547,997 cases Implanted Worldwide



# First Three Quarter Revenue Breakdown (2021 vs. 2022)

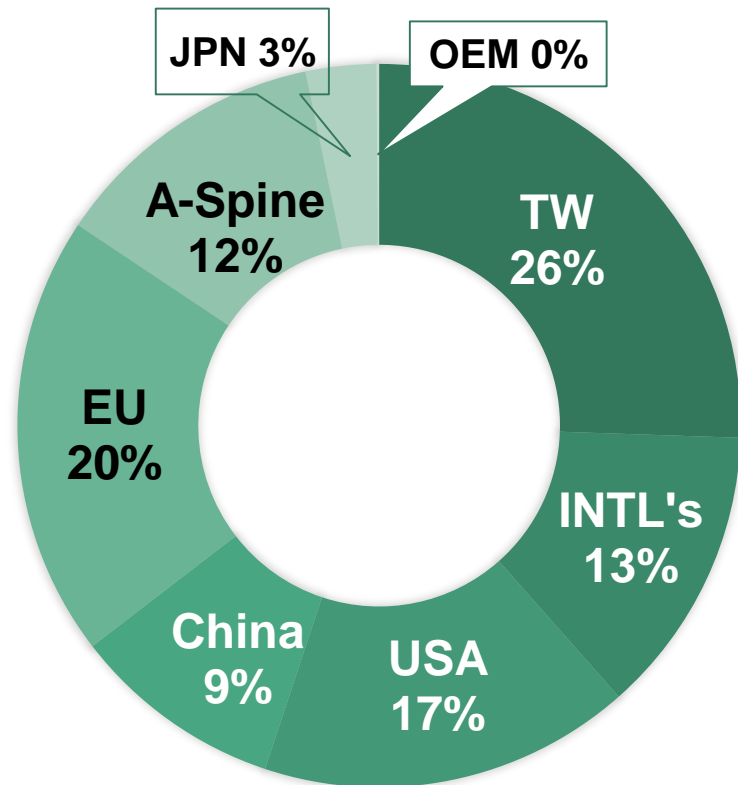
- World wide market resumed growing while the COVID-19 pandemic slowing down.

(NT\$ thousands)

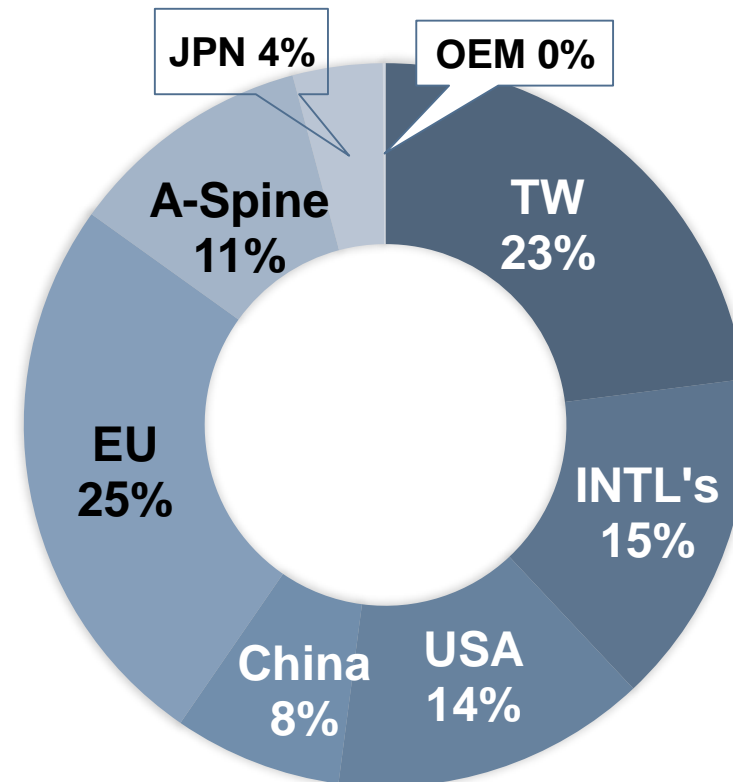


# Revenue by Regions (2021 vs. 2022)

Q1~Q3'21



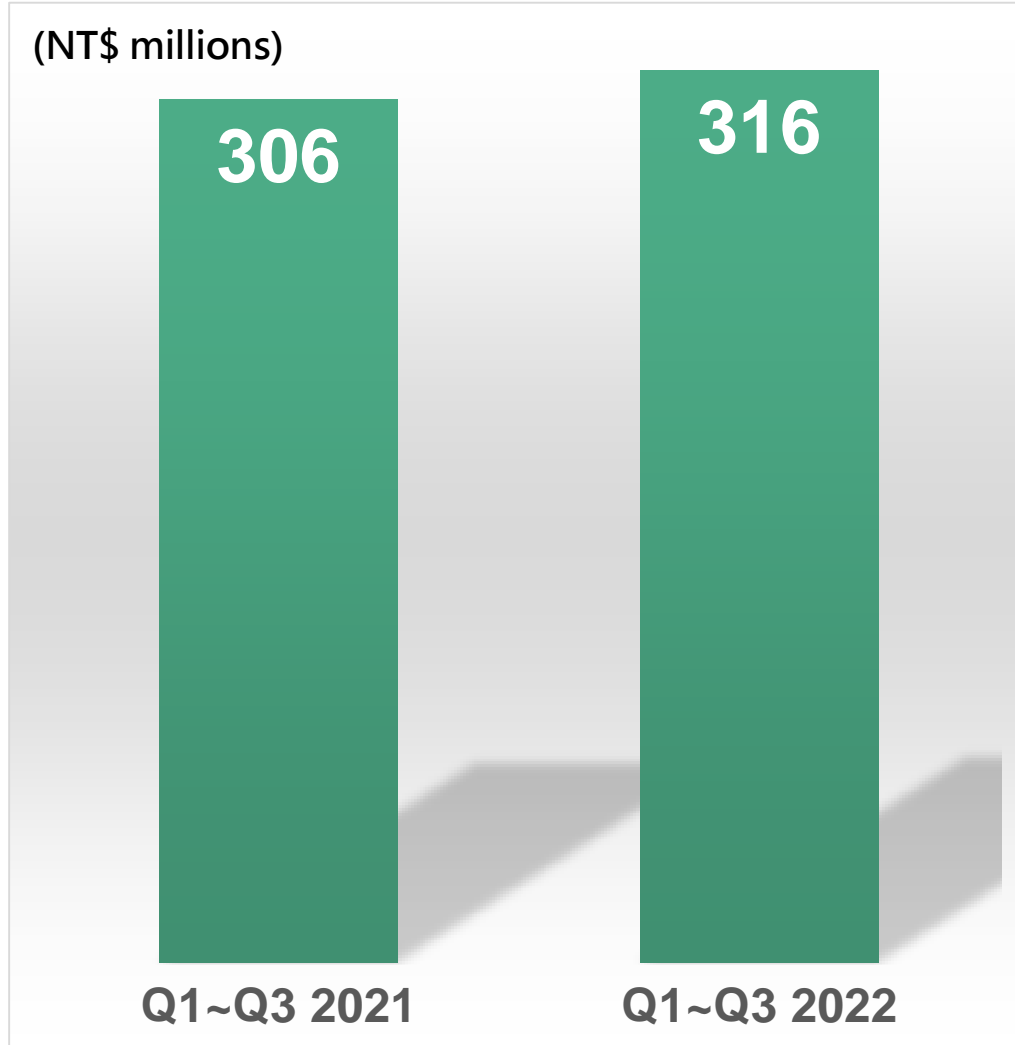
Q1~Q3'22





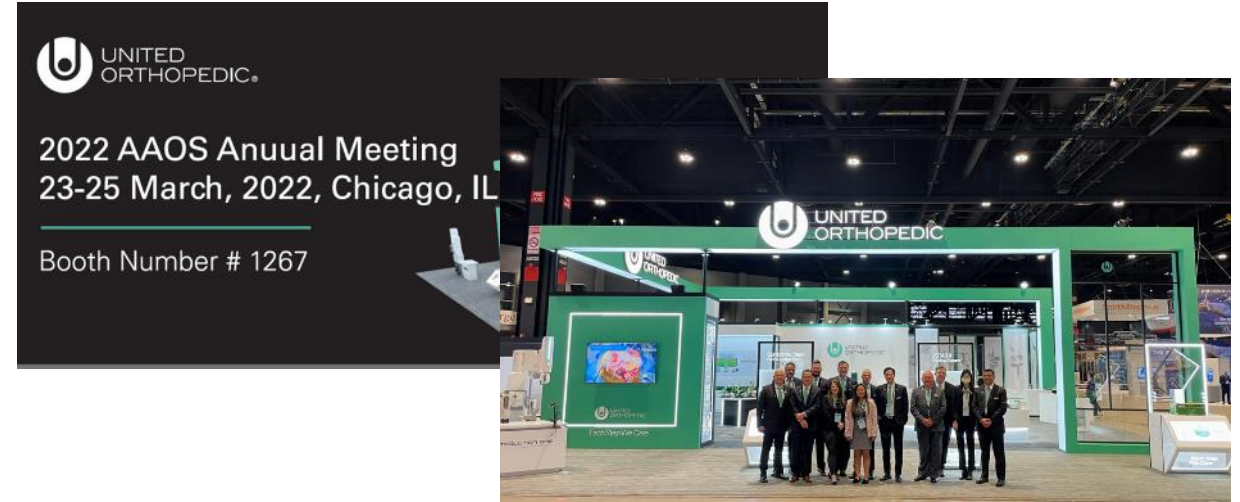
# USA Market Development

## Sales Performance



2022.03.23 ~ 2022.03.25

American Academy of Orthopaedic Surgeons (AAOS)



2022.11.03 ~ 2022.11.06

American Association of Hip and Knee Surgeons (AAHKS)

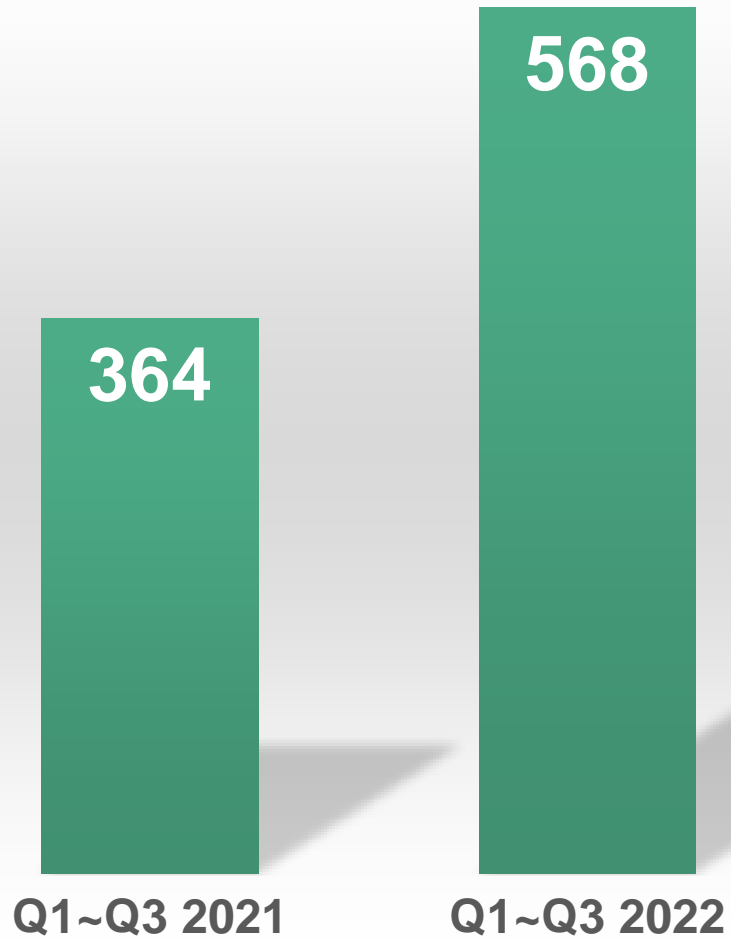
 **AAHKS 20**  
ANNUAL MEETING **22**



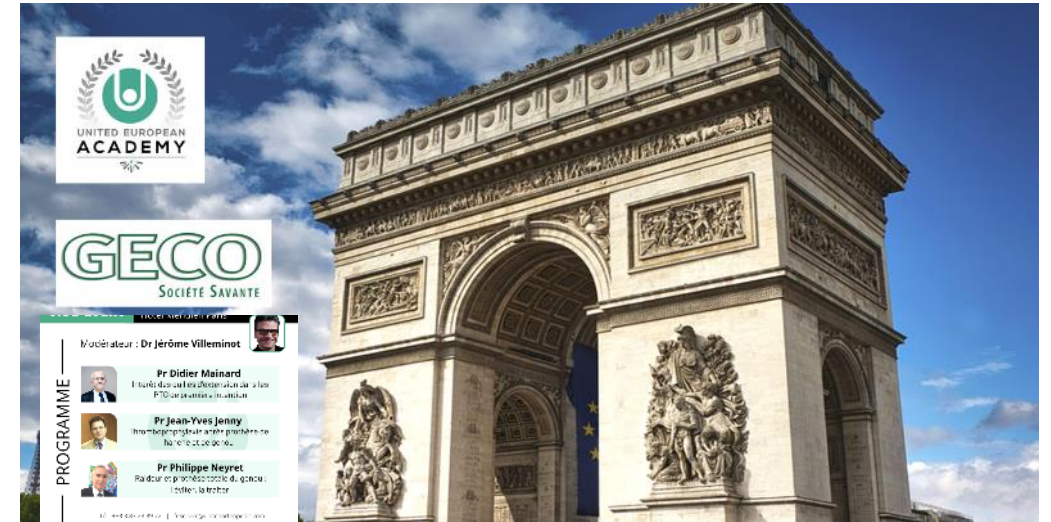
# Europe Market Development

## Sales Performance

(NT\$ millions)

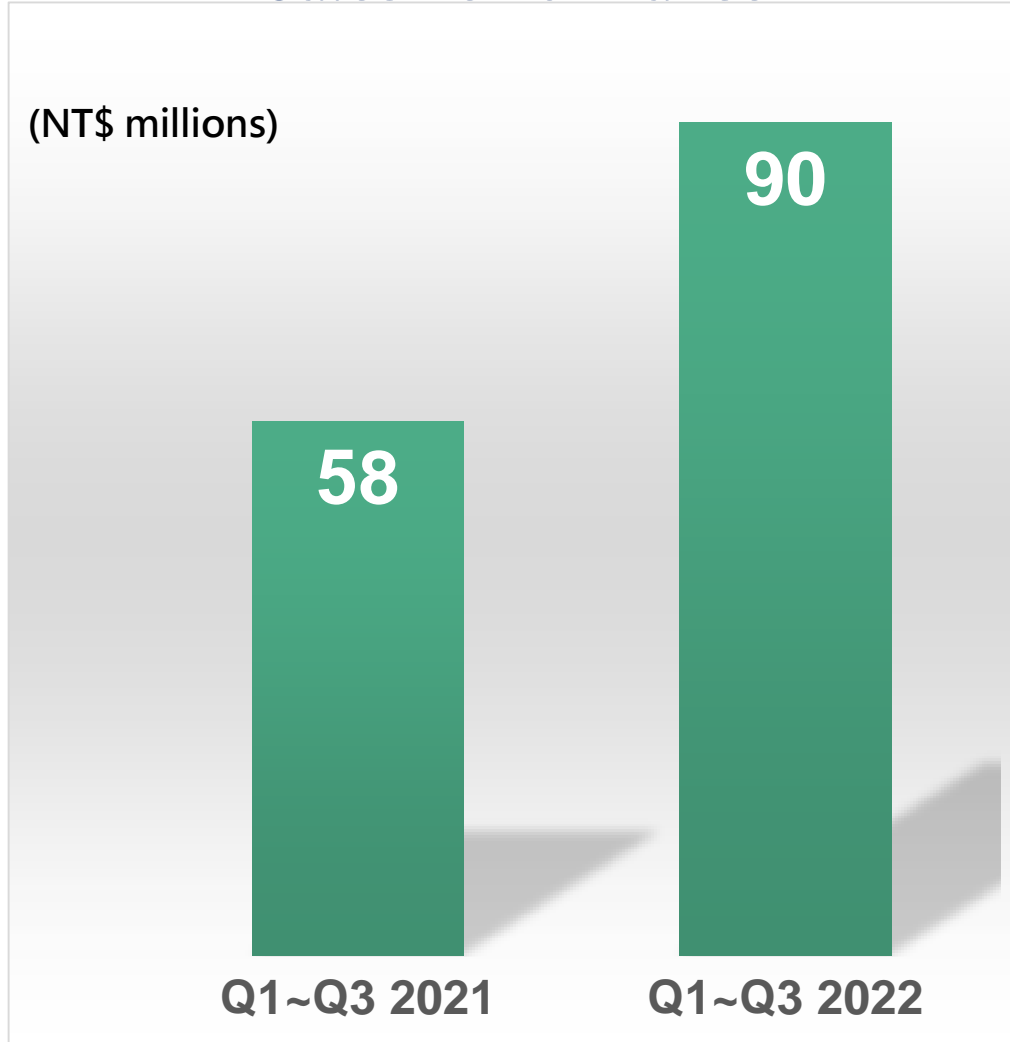


## 2022.11.09 United European Academy



# Japan Market Development

## Sales Performance



- Growth rate of knee product higher than expectation.

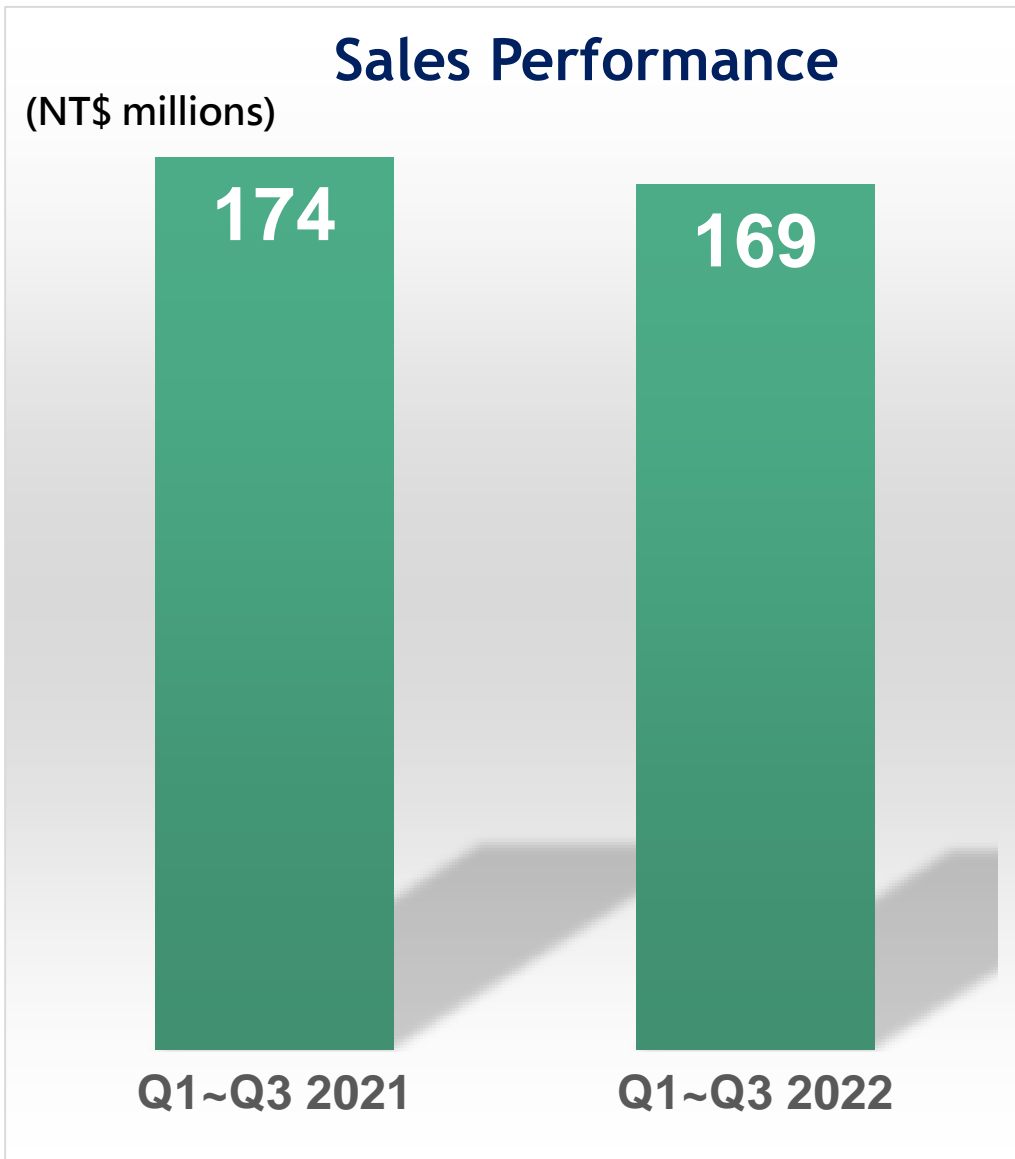
**2022.05.19 ~ 2022.05.22**

**Annual meeting of the Japanese Orthopedic Association**





# China Market Development



## Current Status:

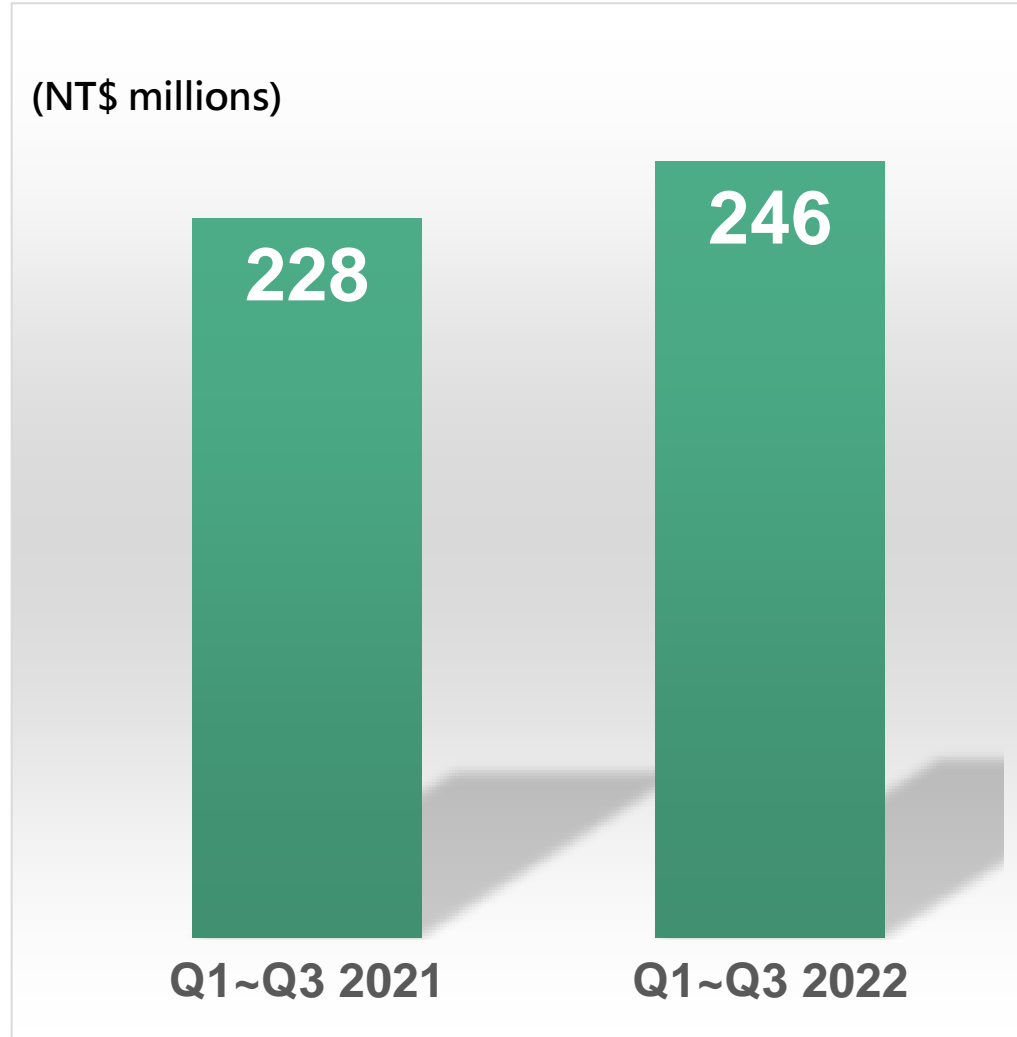
- Affected by China government's procurement policy, selling price in end-market dropped sharply, and the market order is restructured.
- Distributors struggles to survive and the supply chain is reorganized.
- Surgeons hold aloof and demand declines in short term.
- Vendors struggle to maintain profitable ; is focusing on their expense / cost reduction.
- A few of foreign / Chinese brands quit the market.

## Strategy:

- Joint market demand is steady while Chinese aging population is increasing ; total demand has been over 1 million and has to be fulfilled.
- Implement a dual-brand strategy (obtained 14 licenses for Chinese brand name products.
- Developing sales channels among 47 private hospitals.

# Spine Market Development

## Sales Performance



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

**Establish**

**June 2001**

**Products**

**spinal implants and instruments**

**Capital**

**NT\$ 135 million**

**2022 Sales  
(Q1~Q3)**

**NT\$ 246 million**

**2022 P/L  
(Q1~Q3)**

**NT\$ 8 million**

**EPS**

**NT\$ 0.6**

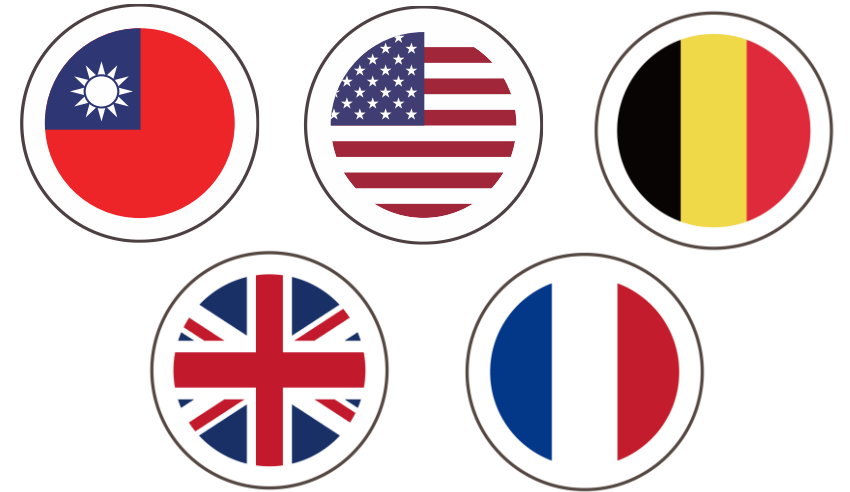
# New Product

## - USTARII Limb Salvage System

- Patented hinge design (US patent no. 10064732B)
- Simple assembly mechanism to reduce operation time
- Launched in USA ,Taiwan, France, UK and Belgium



## 2021 launched

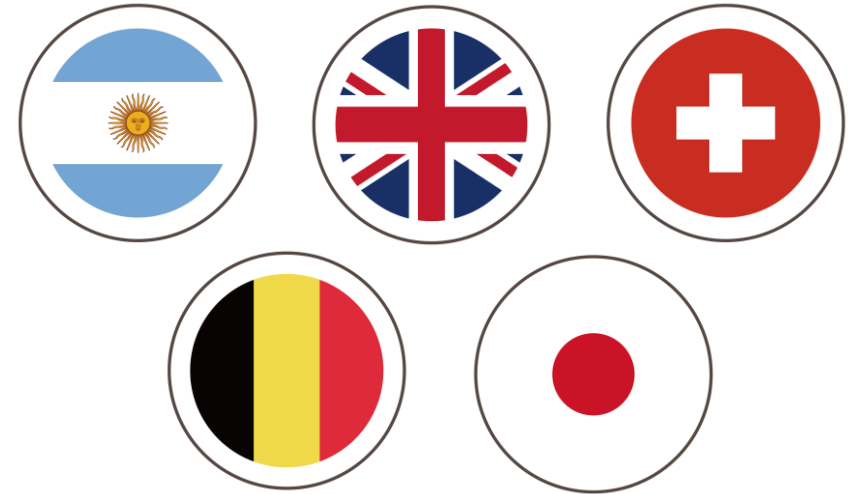


# New Product

## - Dual-mobility acetabular system (UDM)

- Launched in Suisse, UK, Belgium, Japan and Argentina

2021 launched



# New Product

## -Locking cage

- Specially designed for complex acetabular revision
- 2021 National Innovation Awards Renewals
- Launched in Taiwan, USA & Indonesia



2022 launched





# Product Improvement & Reinforcement

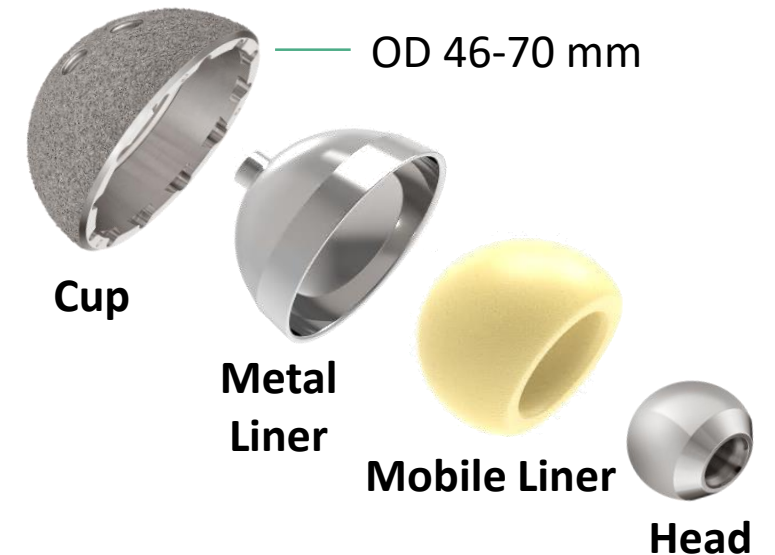
## Press Fit+ Cementless Knee



## Resolve Modular Revision Stem System



## Momentum Cup (modular DM cup)



# Business Updates

- **Revenue resumed growing while the COVID-19 pandemic slowing down.**
- **Continually develop new product to strength the competitive advantage.**

**Thank you for listening**

**Each Step We Care**