



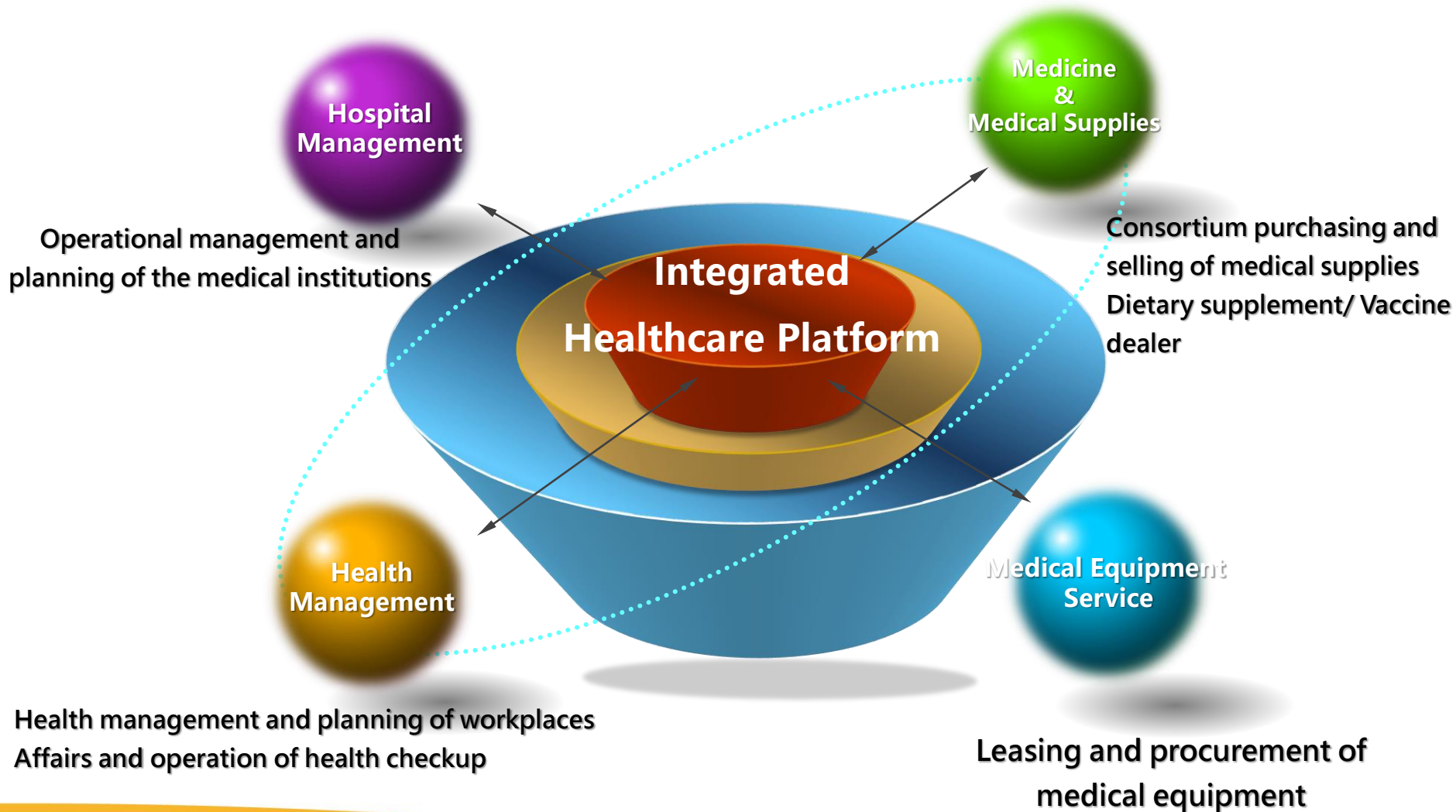
SHARE OUR HOPE
MAKE BEST VALUE

ShareHope
盛弘醫藥股份有限公司
ShareHope Medicine Co.,Ltd.

Year of 2020 Quarter 1 Investor Conference

Presented by: Su-Ming, Ku CSO and Spokesman

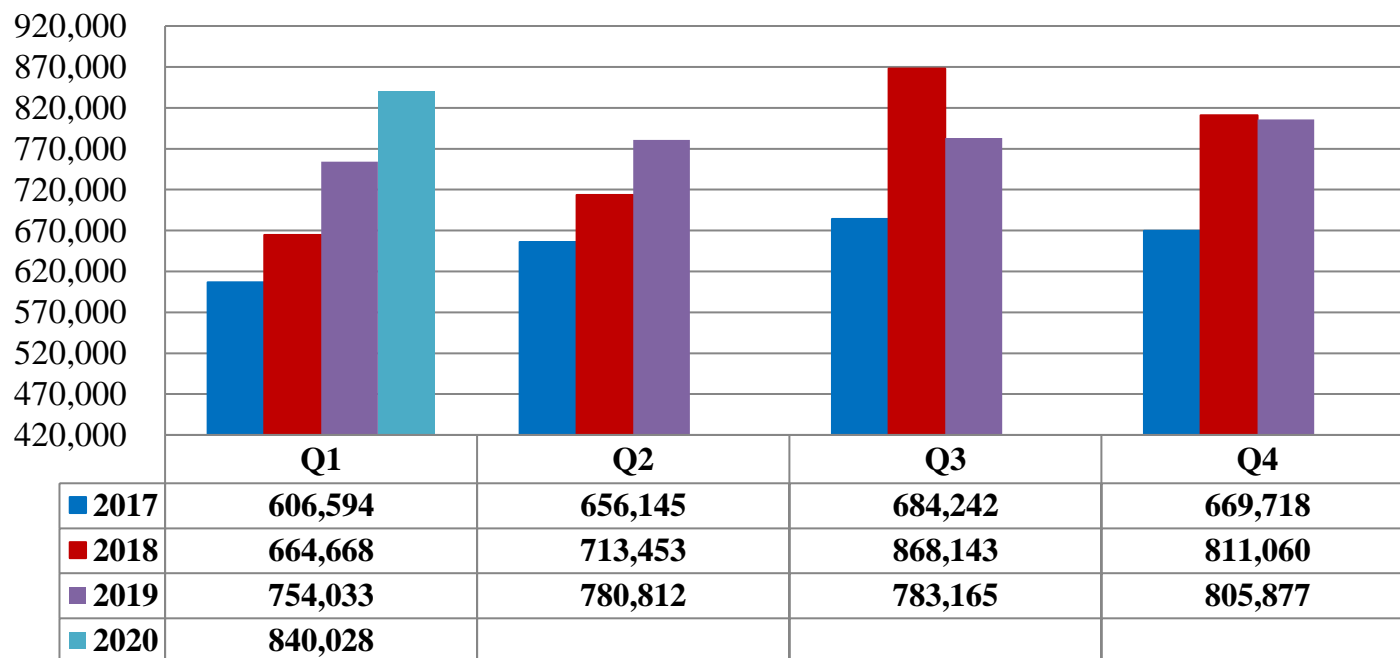
4 Major Scope of Services



Consolidated Revenue in the past 3 years

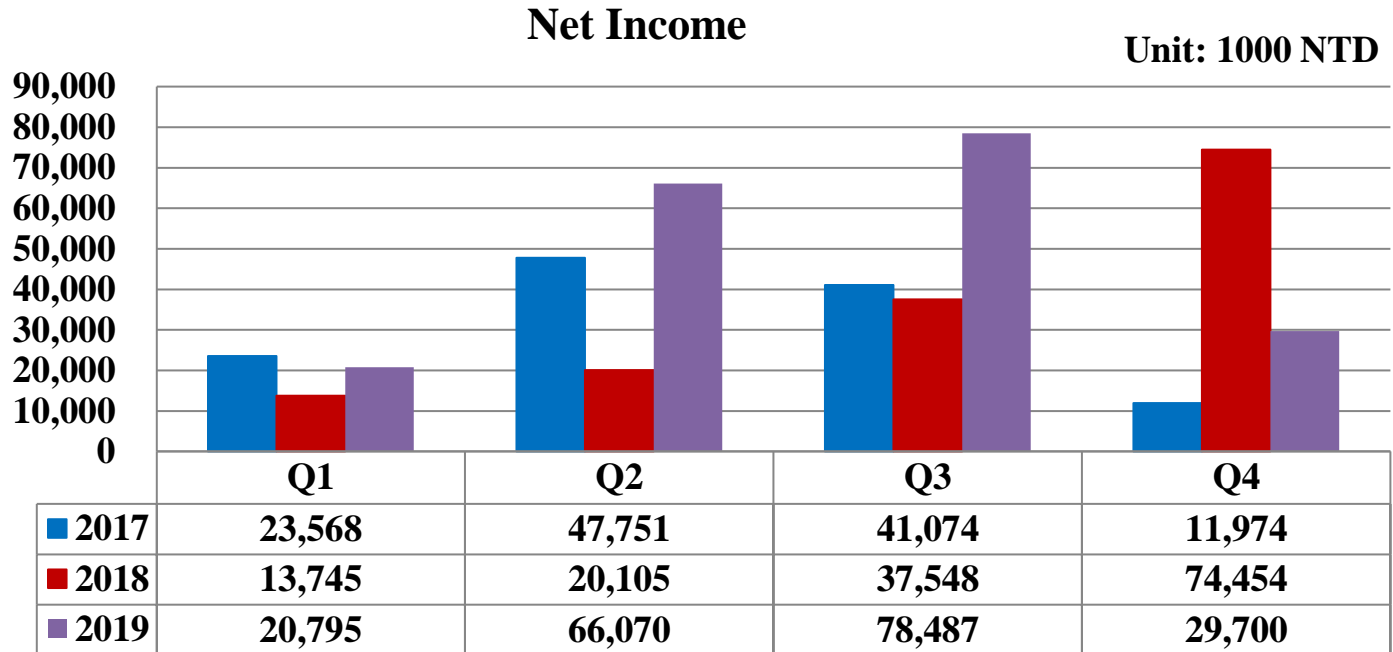
Consolidated Revenue

Unit: 1000NTD



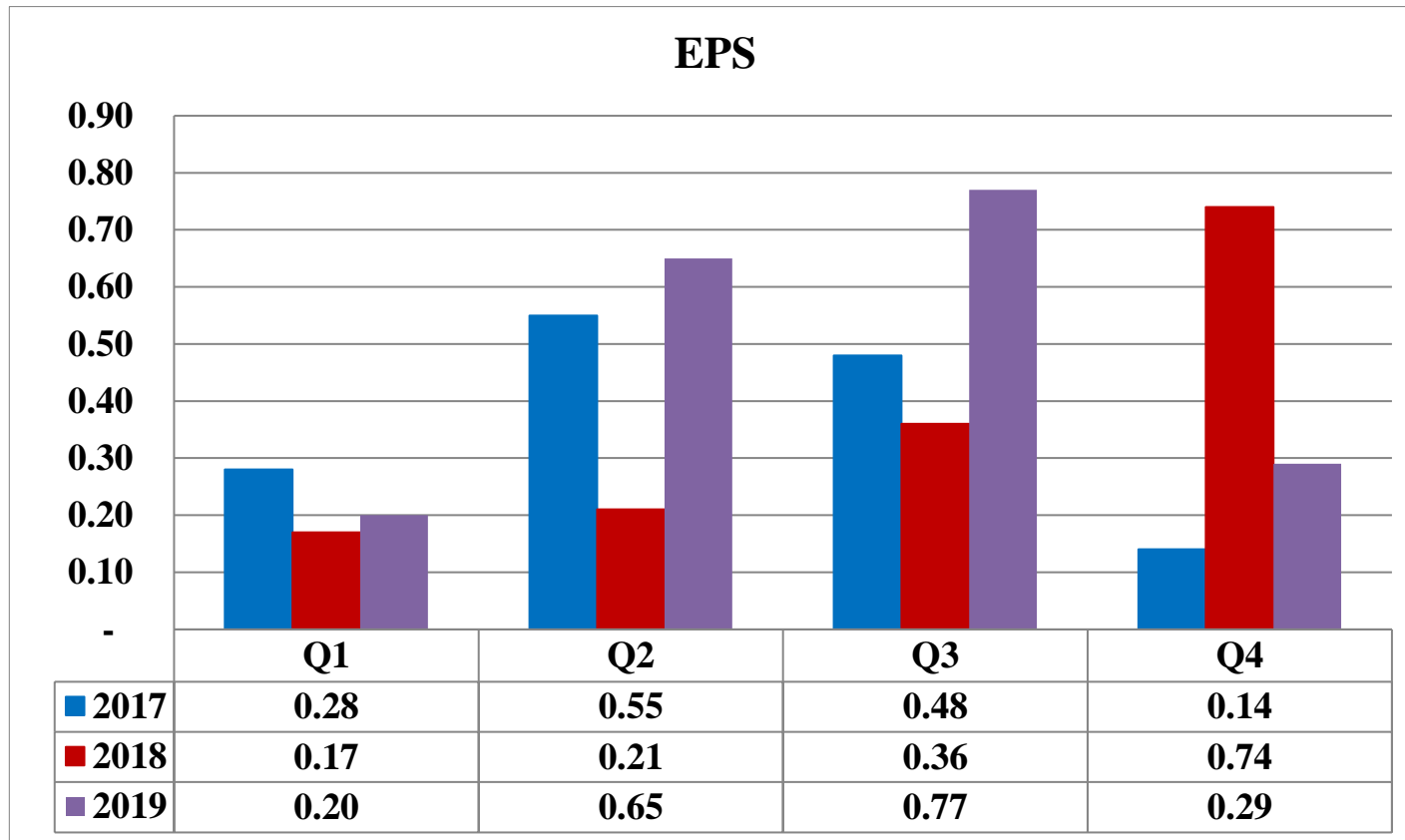
	Total
2017	2,616,699
2018	3,057,324
2019	3,123,887
2020 Q1	840,028

Net income in the past 3 years



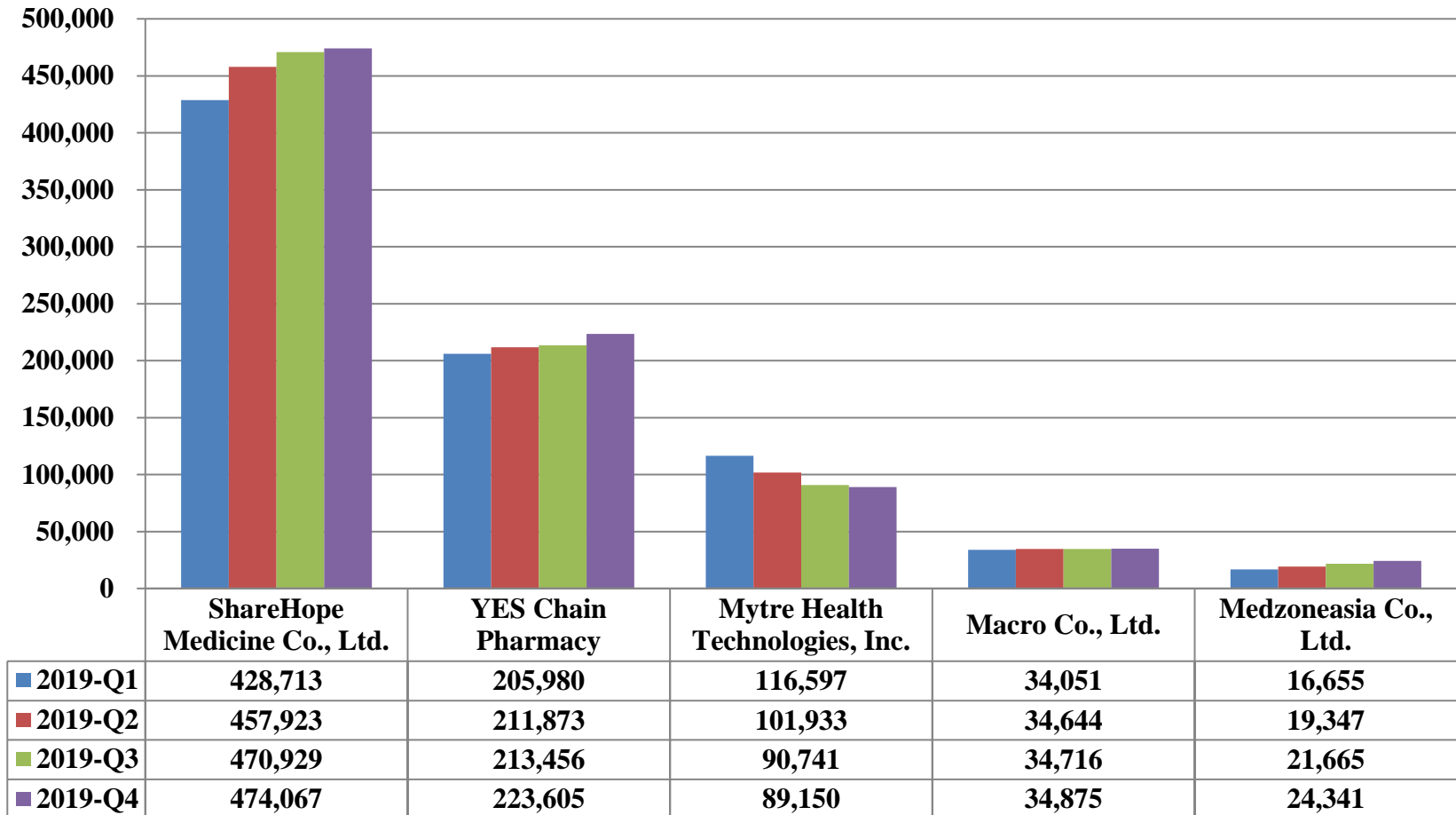
	Total
2017	124,367
2018	145,852
2019	195,052

EPS in the past 3 years

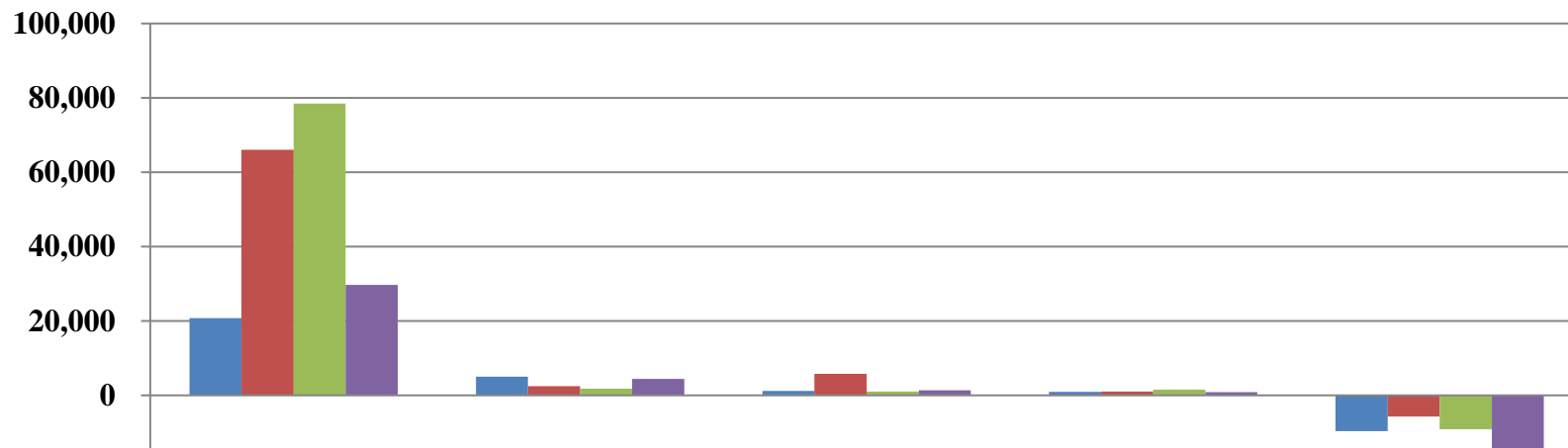


	Total
2017	1.45
2018	1.48
2019	1.91

Revenue status of 2019



Profit status of 2019



	ShareHope Medicine Co., Ltd.	YES Chain Pharmacy	Mytrex Health Technologies, Inc.	Macro Co., Ltd.	Medzoneasia Co., Ltd.
■ 2019-Q1	20,795	5,018	1,213	951	(9,656)
■ 2019-Q2	66,070	2,440	5,758	1,034	(5,753)
■ 2019-Q3	78,487	1,784	1,031	1,549	(9,155)
■ 2019-Q4	29,700	4,403	1,316	874	(14,885)

EPS	ShareHope Medicine Co., Ltd.	YES Chain Pharmacy	Mytrex Health Technologies, Inc.	Macro Co.,	Medzoneasia
2019-Q1	0.20	0.38	0.06	0.15	(0.74)
2019-Q2	0.65	0.18	0.28	0.16	(0.44)
2019-Q3	0.77	0.13	0.05	0.24	(0.70)
2019-Q4	0.29	0.33	0.06	0.13	(1.15)

YES Chain Pharmacy



躍獅連鎖藥局
YES CHAIN PHARMACY

1989
10/06

2012
08

Combine: Collaborate with Zuellig Pharmacy

- 2013 Received top 10 Enterprise Award and community concept store innovative design Honor Award of Golden Torch
- 2014 passed TTQS Evaluation
- 2015 received top 10 Enterprise Award and top 10 best performance managerial officer award
- 2016 YES DDI established

Establish: The first chain pharmacy in Taiwan

- Promote exposing falsified medicines, ensure medication safety
- 2009 First year of diabetes healthcare
- 2011 YES cloud medication history established

2018
07

Combine: Collaborate with ShareHope Medicine Co., Ltd.

- Improved to No. 3 chain pharmacy in
- Taiwan 2018 received 15th National Brand Yushan Award

2019
Now

Innovative:

The first in Taiwan – Smart Pharmacy

- 2019 Received 16th National Brand Yushan Popular Award
- 2019 Received 16th "Top 10 Enterprise" and "Innovative Design of the Year" Honor Award of Golden Torch



- Revenue is 9 Billion (2019)
- Provide professional consulting services, combine with intelligent technology, establish innovative services.
- Total number of employees: 210 employees (Include: more than 1/3 of them are pharmacists, dietitians, nurses)
- Total number of pharmacies: 92

YES Chain Pharmacy-Channels and Current Development



羅獅連鎖藥局
YES CHAIN PHARMACY

Sales Channel

- B2B · B2C · O2O
- 40 regular chain pharmacies, 49 franchises, 3 virtual channels
- Total revenue: 47% from regular chain, 52% from franchises, 1% from virtual channels

Brand Development

- Expand smart pharmacy
- Internal and external partnerships:



Blueprint of the customers

- Total number of members is almost 600 thousand
- Male and female ratio is 42:58
- Main age group distribution: 25% are 40-59, 16% are 60 and older, 14% are 20-39
- Monthly serve 200 thousand customers, 145 thousand non-repetitive customers

Merchandising

- 8 main categories
- More than 8,000 items
- Prescriptions take place in almost 50% of the total items
- Provide 60,000 prescriptions monthly
- More than 15% of the revenue are OB products

YES Chain Pharmacy-Smart Pharmacy



躍獅連鎖藥局
YES CHAIN PHARMACY

YES 智慧藥局

- Face recognition: the customers can measure their blood pressure, weight, and upload the information to icloud, the most convenient way to record
- Intelligent interaction: implement intelligent interactive gear to get closer to the customers, and achieve the purpose of intelligent health care
- Intelligent health education: customers can know what they need to do first through the result of self-recognition test



• Face Recognition



• Intelligent Interaction



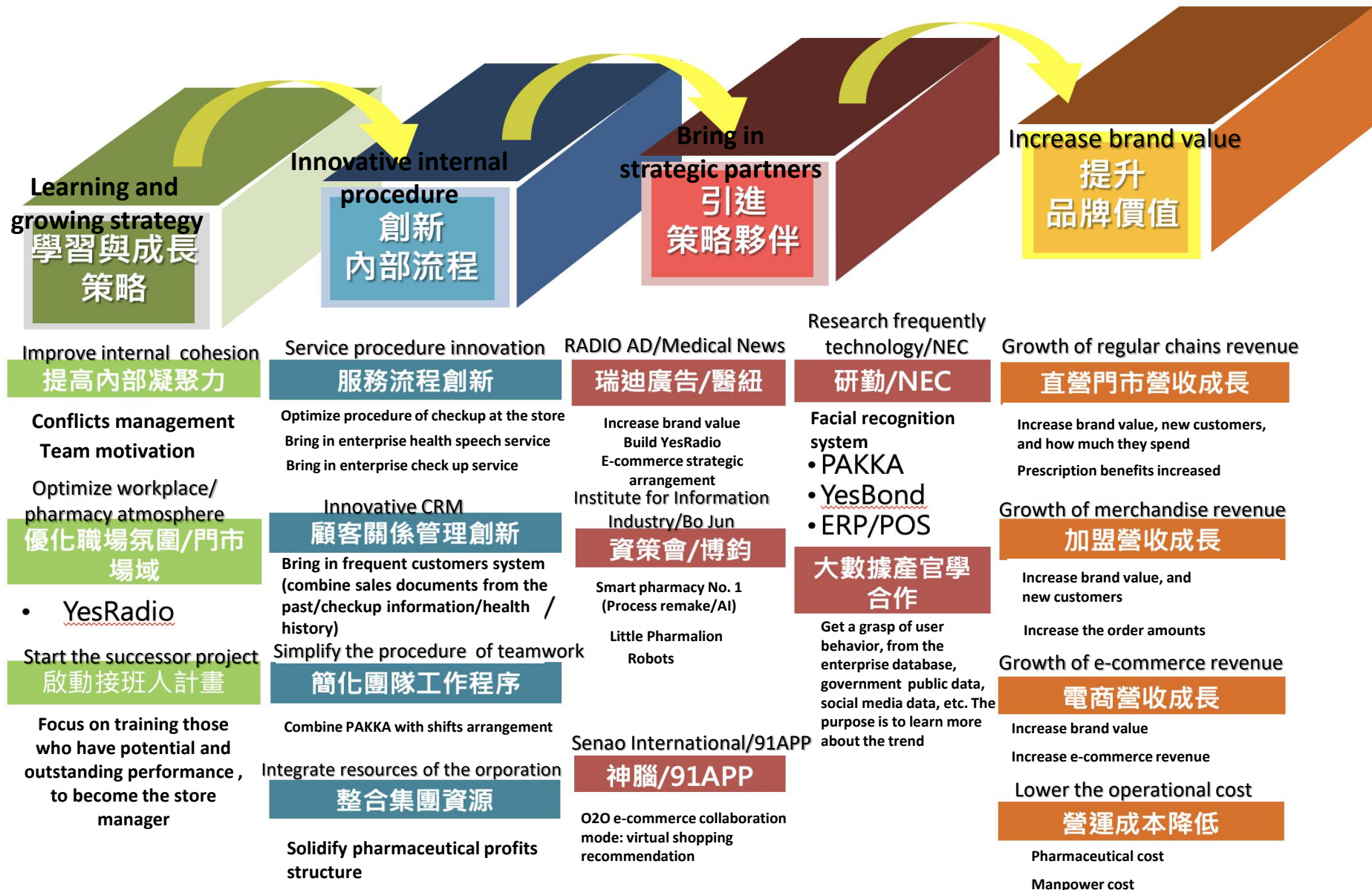
• Intelligent health education



Smart Pharmacy Environment



YES Chain Pharmacy-Map



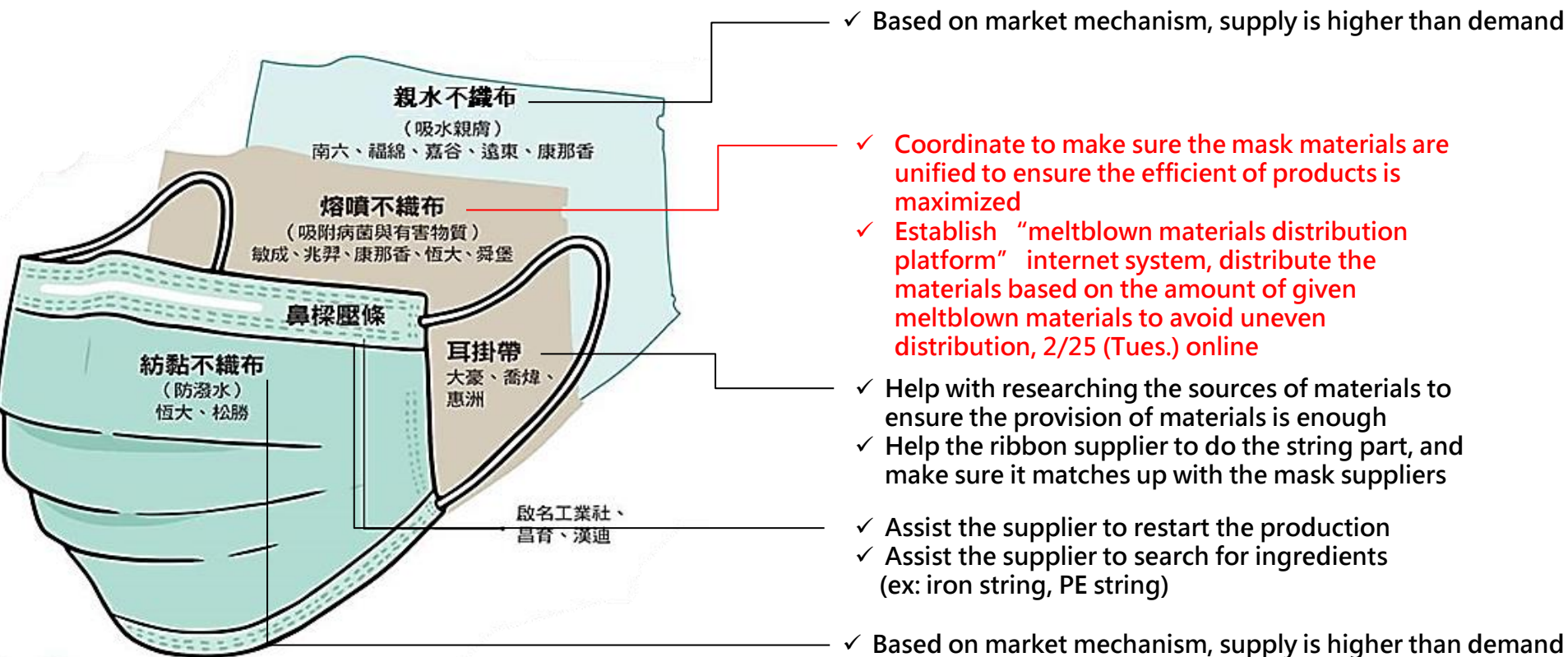
Help building No. 1 health city in Asia
Great health promotion partner



躍獅連鎖藥局

Government Precaution Arrangement

Mask materials components and control



Government Precaution Arrangement: Plan Ahead

Mask material suppliers coordinate with the government to provide enough amount of meltblown non-woven

	3/2 goal	3/15 goal	4/1 goal	Daily amount
Name of the suppliers	The ultimate goal is to make the amount for 10 million masks	The ultimate goal is to make the amount for 15 million masks	The ultimate goal is to make the amount for 20 million masks	Volume of meltblown materials provided
Mytrex Health Technologies, Inc.	10 tons	15 tons	18 tons	7.0 tons
Trimeltech Co., Ltd.				4.0 tons
Evergrade Group				3.5 tons
Kang Na Hsiung Enterprise				2.4 tons
San Fang Chemical Industry Co., Ltd.				2.0 tons
Aero Pro. Co., Ltd.				0.5 tons
Total				19.4 tons

Mytrex Health Technologies, Inc.

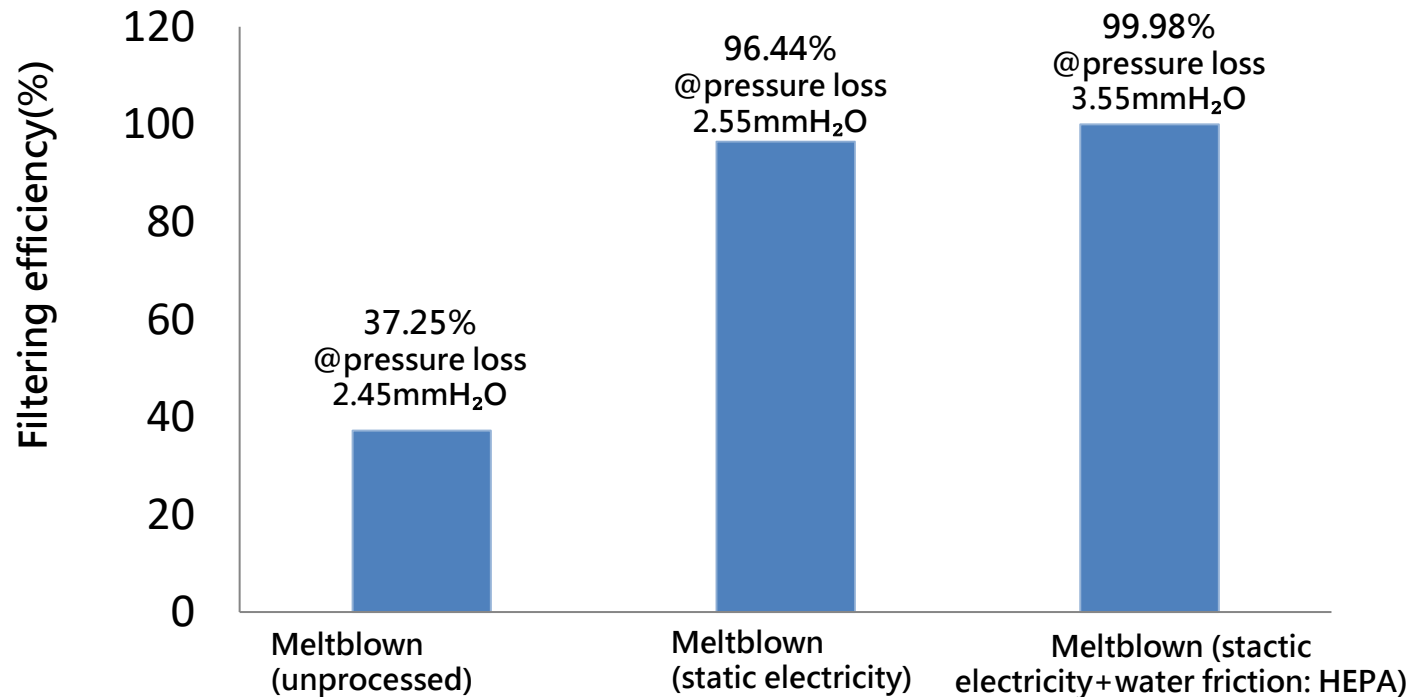
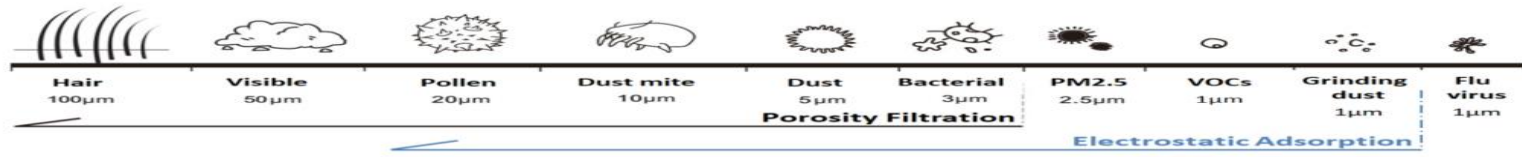
Mytrex Coordinate with the Government Precaution Arrangement

- ◆ Grateful but rejected foreign mask suppliers to provide them materials in order to be able to prove government of Taiwan first
- ◆ Step by step, paused producing other expensive products to mainly produce mask materials
- ◆ February Mytrex has accumulatively provided 75 tons of materials, which is equivalent to 75 million
- ◆ March Mytrex has accumulatively provided 183 tons of materials, which is equivalent to 1.83 billion masks
- ◆ April Mytrex is planning on providing 210 tons of materials, which is equivalent to 2.1 billion of
- ◆ Distribution – all 6 meltblown materials factories in Taiwan worked together. Mytrex became the biggest meltblown materials supplier
 - Serve the most mask manufacturers everyday
 - Responsible for various types of meltblown materials (N95, surgical masks, medical masks)
 - Support partnered suppliers to provide PP materials so that it will not affect the arrangement.
 - Coordinate with the governmental policy on 4/1 to produce 20 million masks everyday to increase 7 tons of production.
equivalent to 7 million ~ 8.5 million masks per day
- Ingredient (PP materials) stock -
From March to June, 1000 tons of PP materials is well prepared. It can provide 10~12 billion of mas
300 tons are already in stock, 700 tons are still in the process

Mytrex Health Technologies, Inc.

Science behind mask _ The key of why meltblown material can help to slow down the spread

Virus filtering and separation = micro-meltblown fiber + Eletrostatic enhancement technique



Mytrex outstanding products: after 5 years of examination, the efficiency only went down 2%

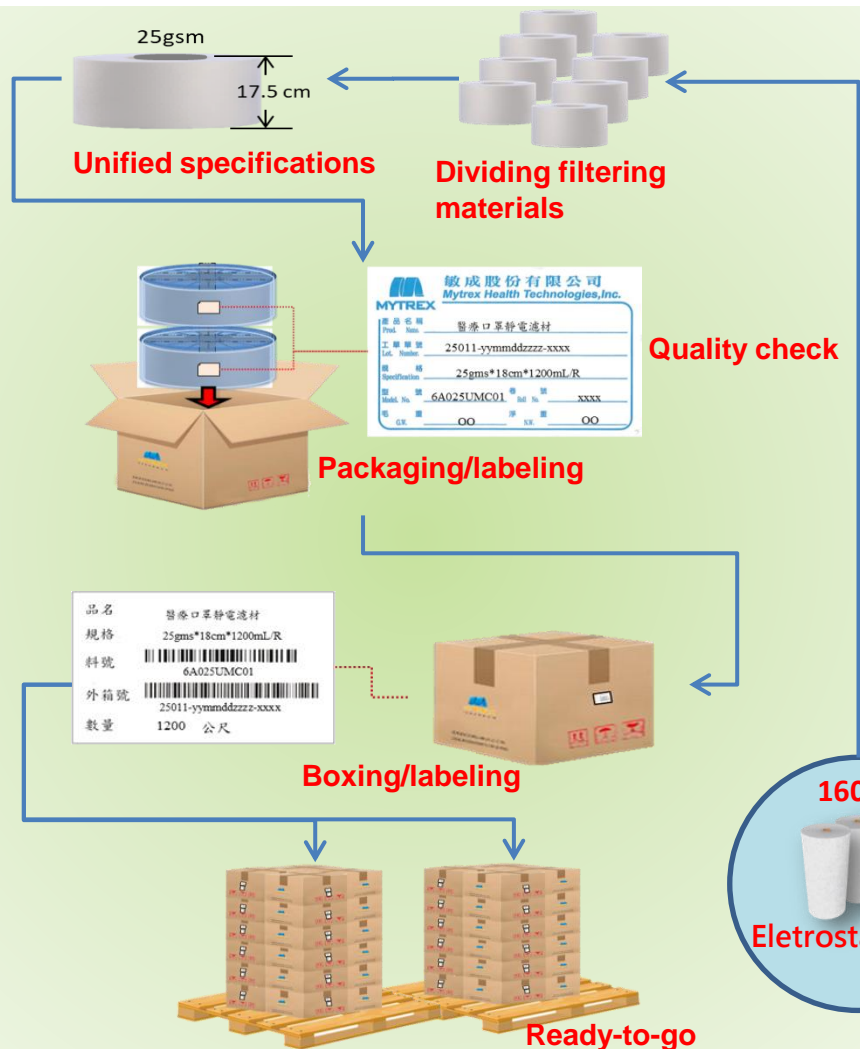
Mask supply chain _ the key of meltblown material production (I)

- Ingredient preparation: PP
- Meltblown procedure: made into 160 cm width coil
- Eletrostatic enhancement procedure
- Dividing procedure: cut into 17.5 cm to 18 cm little coils

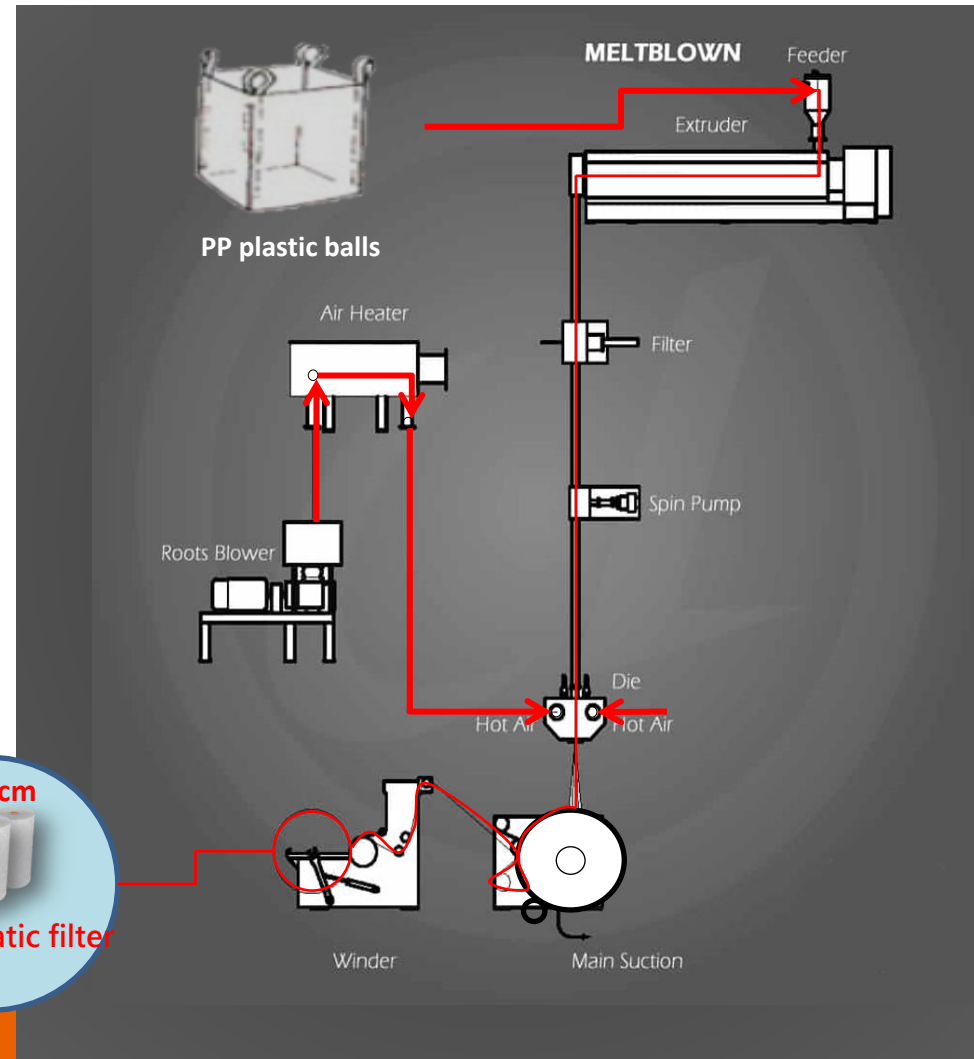
Mytrex Health Technologies, Inc.

Mask supply chain _ the key of meltblown material production (II)

Post processing - processing



Pre processing - meltblown



Rule model of public and private department work together _ spread prevention national team appreciation letter

- Nonwoven Fabrics Industry Association established platform for communication
- Armed Forces Reserve Command provide manpower support
- Taoyuan governmental leaders show care and support
- TTRI provides technical, materials, experts, and components guidance
- Industrial Development Bureau do whatever it takes to complete the task
- Leaders of Ministry of Economic Affairs control the price and volume very well
- Central government arrange precaution ahead



感謝函

因應新型冠狀病毒肺炎疫情（COVID-19 肺炎）全國口罩需求量大增，為配合政府防疫措施，本公司亦積極投入口罩濾材生產作業並提高最大產能，以期能達到防疫需求目標。本公司配合政府徵用口罩政策，國軍弟兄在第一時間立刻給予本公司最強大的協助與支援。

在此，敏成(股)公司全體同仁特向「國防部後備指揮部」致上最誠摯的謝意及敬意。感謝「國防部後備指揮部」，於防疫時期與本公司及臺灣全體民眾共體時艱。

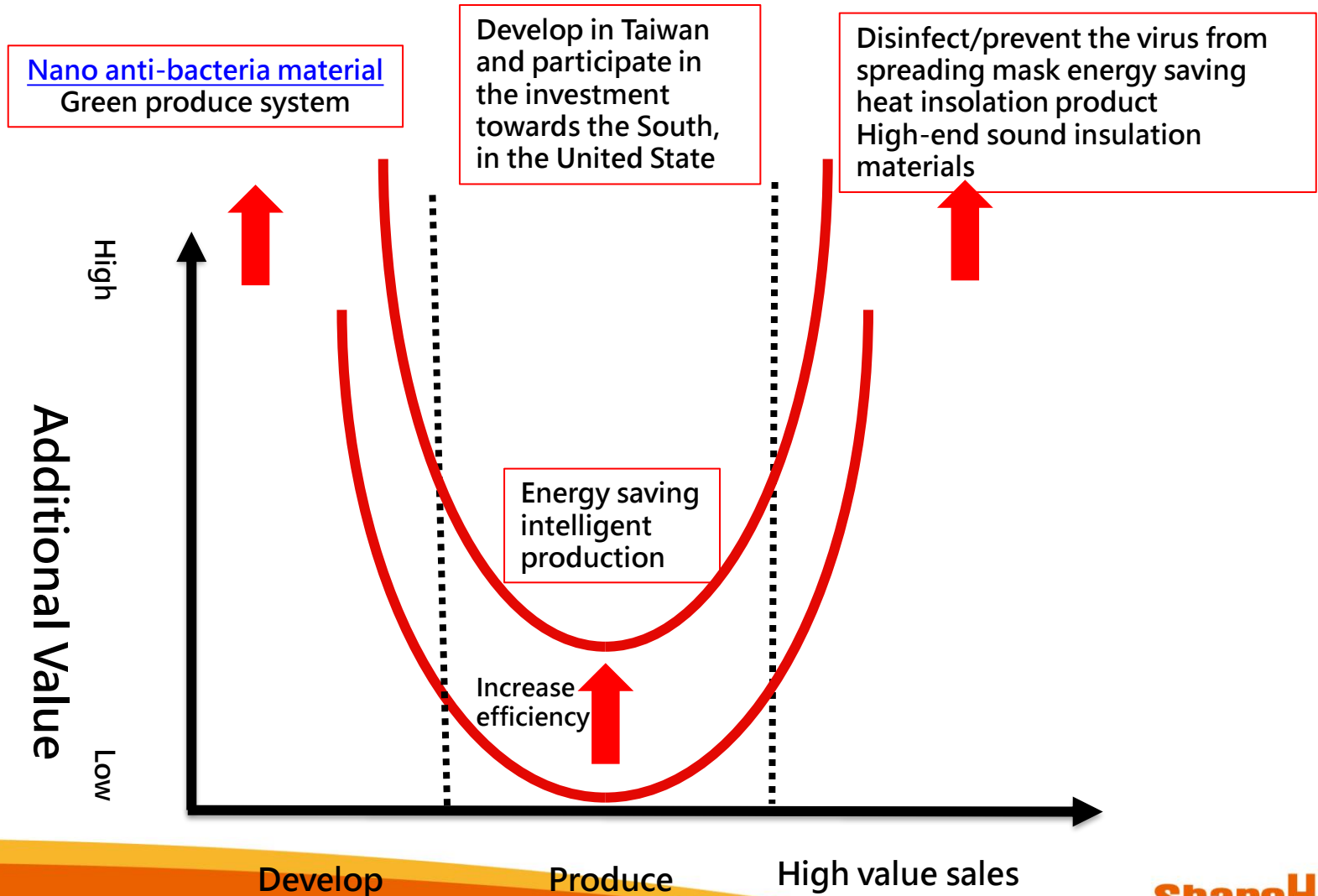


敏成股份有限公司

董事長古思明暨全體同仁 敬謝



Mytrex Value smile curve: 『Three arrows strategy』



Attachment Mytrex Health Technologies, Inc.

Chinese name	敏成股份有限公司
English name	Mytrex Health Technologies , Inc.
Date established	1990/08/06
Date Listed	2011/08/30
Category	Other manufacturing (Health care related)
Company Code	4431
Capital	NTD 201,406 thousand
Main products	Technological materials (nonwoven filter, thermal insulation), special medical supplies(cardiac catheter stent, hospital linen leasing)

Attachment Profile of Macro Co., Ltd.

Chinese name	瑪科隆股份有限公司
English name	Macro Co., Ltd
Date established	1991/06/10
Pharmaceutical License	Possesses 84 licenses, which 68 of them passed BE 21 items
Capital	NTD 64,500 thousand
Number of clients	Covers more than 3,700 public and private hospitals, clinics, and pharmacies
Main services	The development, production, sales and medicine and agent of medical supplies (Such as: Sanofi, Douglas Pharmaceuticals Ltd.)

Attachment Profile of YES Pharmacy Ltd.

Chinese name	英屬維京群島商躍獅股份有限公司
English name	Yeschain Pharma Ltd.
Date established	2012/6/6
Address	4F., No.343, Sec. 2, Wanshou Rd., Guishan Dist., Taoyuan City 33343, Taiwan
Capital	NTD 132,986 thousand
Main services	Chain pharmacy, national health care prescriptions, OTC drug products operation

Attachment Profile of Medzoneasia Co., Ltd.

Chinese name	盛雲電商股份有限公司
English name	Medzoneasia Co., Ltd.
Date established	2017/5/19
Address	10F., NO. 82-7, SEC. 1, GUANGFU RD., SANCHONG DIST., NEW TAIPEI CITY 24158, TAIWAN
Capital	NTD 130,000 thousand
Main services	Pharmaceutical trading platform for clinics

The background of the slide features a warm, orange-toned sunset sky. Two hands are visible, reaching upwards from the bottom left towards the center. A thick, curved orange line separates the top image area from the bottom white area.

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~THANK YOU FOR YOUR ATTENTION~