



Missioncare | 敏盛醫療

**ShareHope**

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

股票代號：8403

# Year of 2021 the first Institutional Investor Conference (2020/Q4 Financial Statement)

Person to Contact for Investors  
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# 01. Outline

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# ► Outline of the Presentation

- Summary of Operations
- Financial Analysis
- Major Reinvestment Business
- Outlook

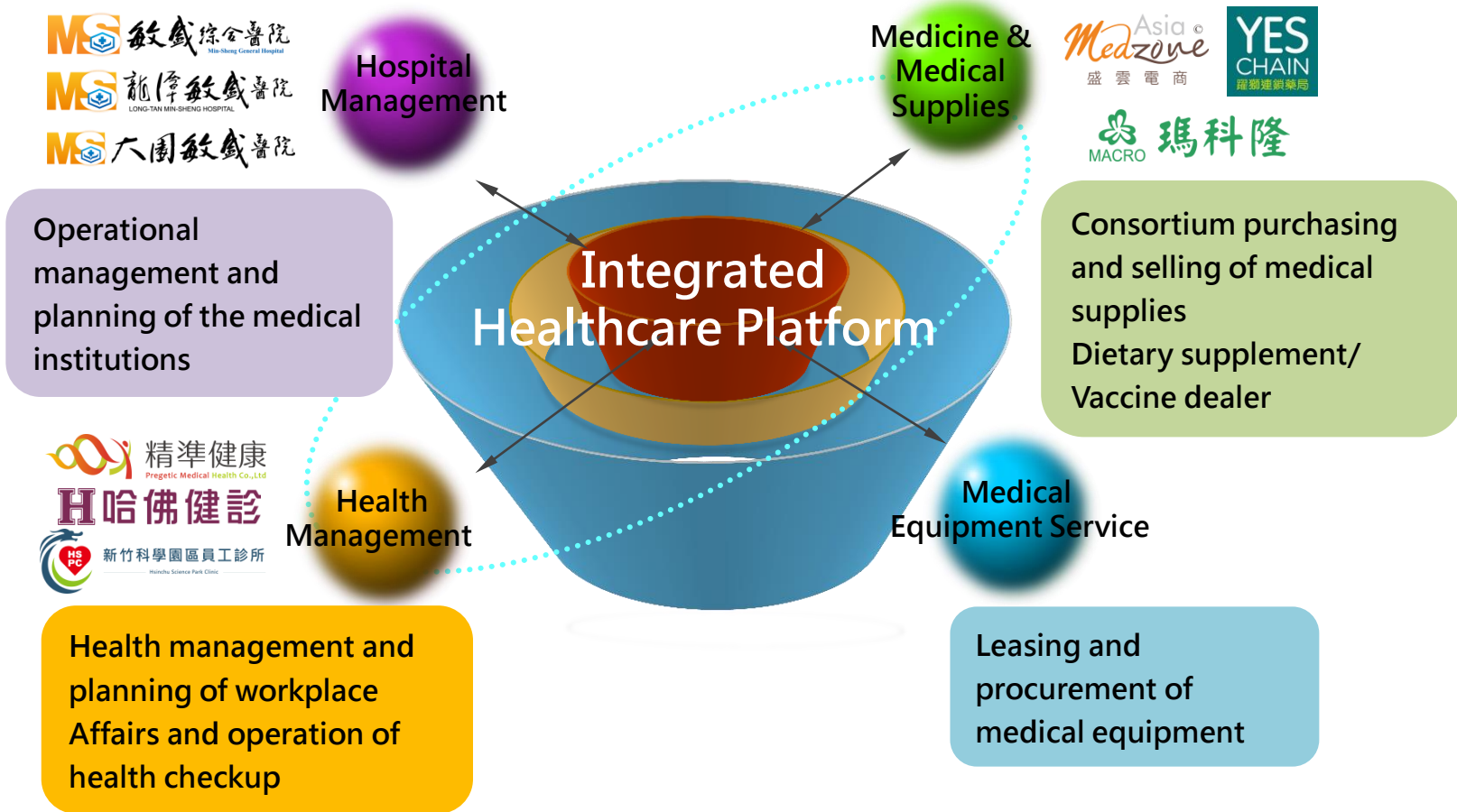
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# 02.

## Summary of Operations

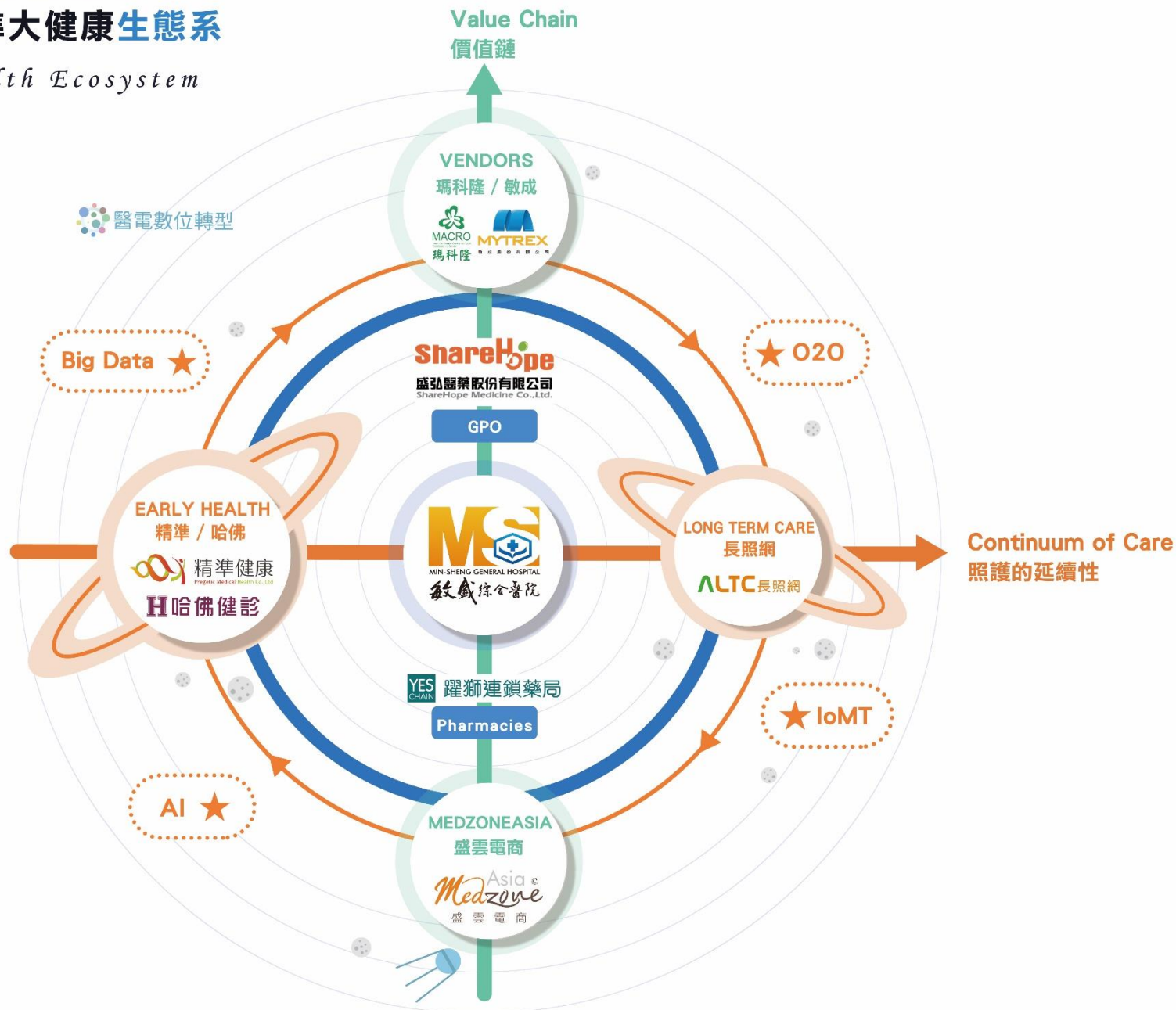


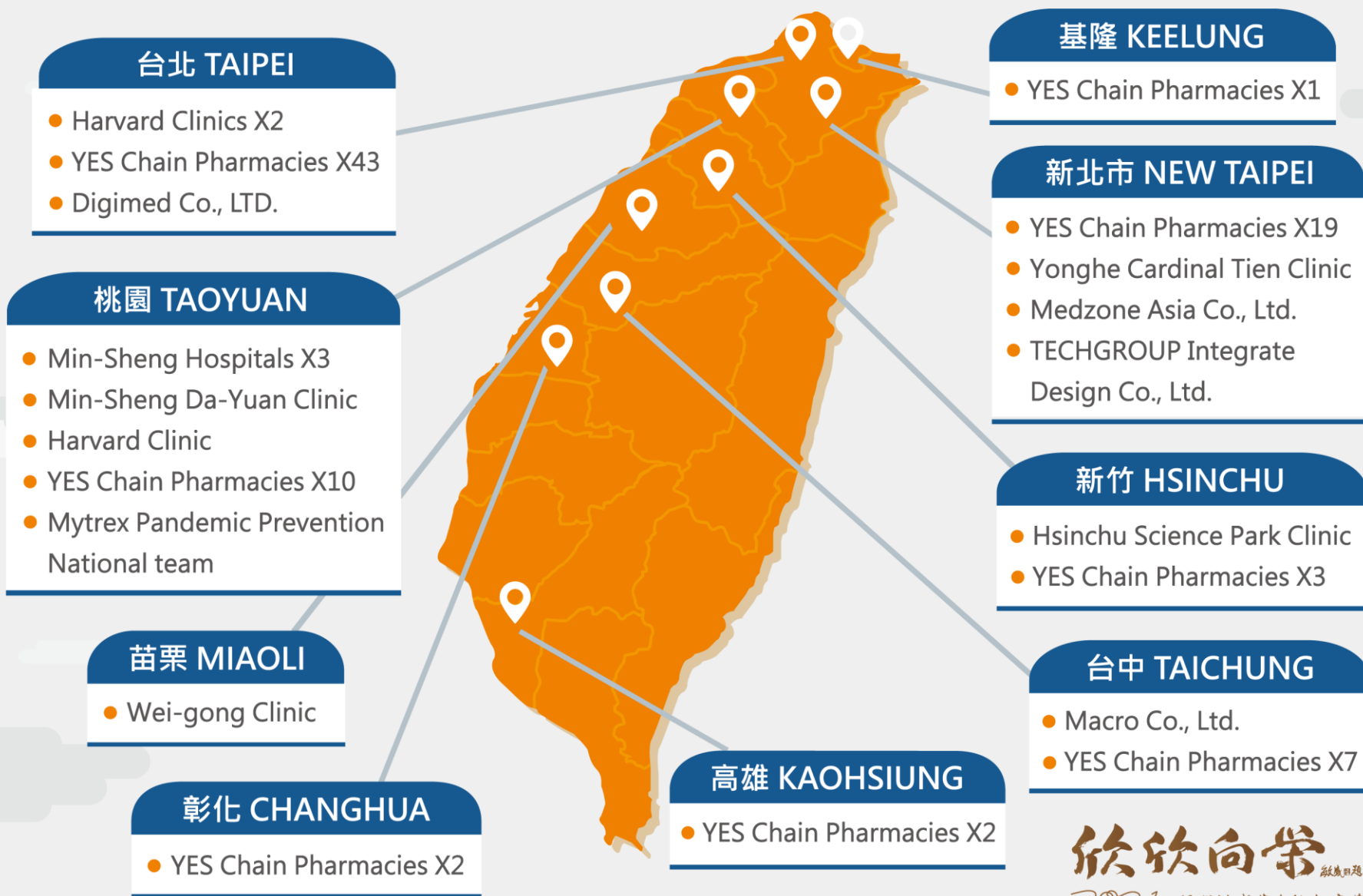
# Major Scope of Services



# 敏盛醫療體系 精準大健康生態系

Health Ecosystem





# 03.

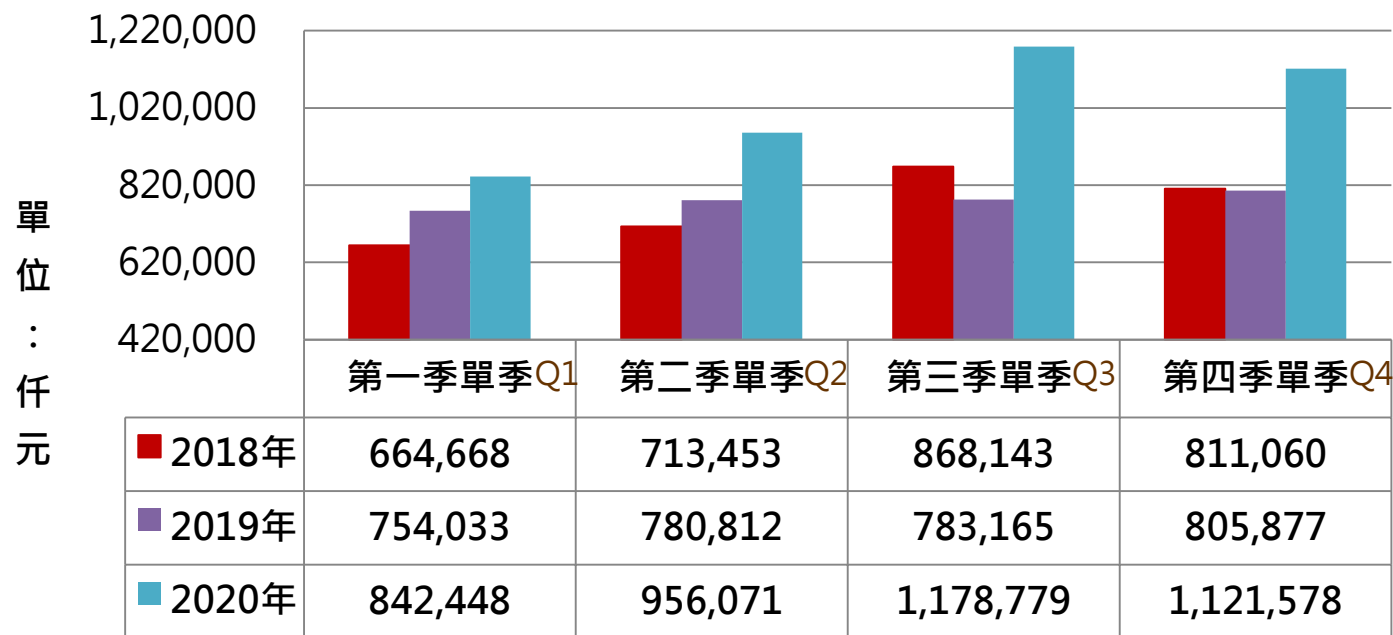
## Financial Analysis



# Consolidated Revenue in the past 3 years

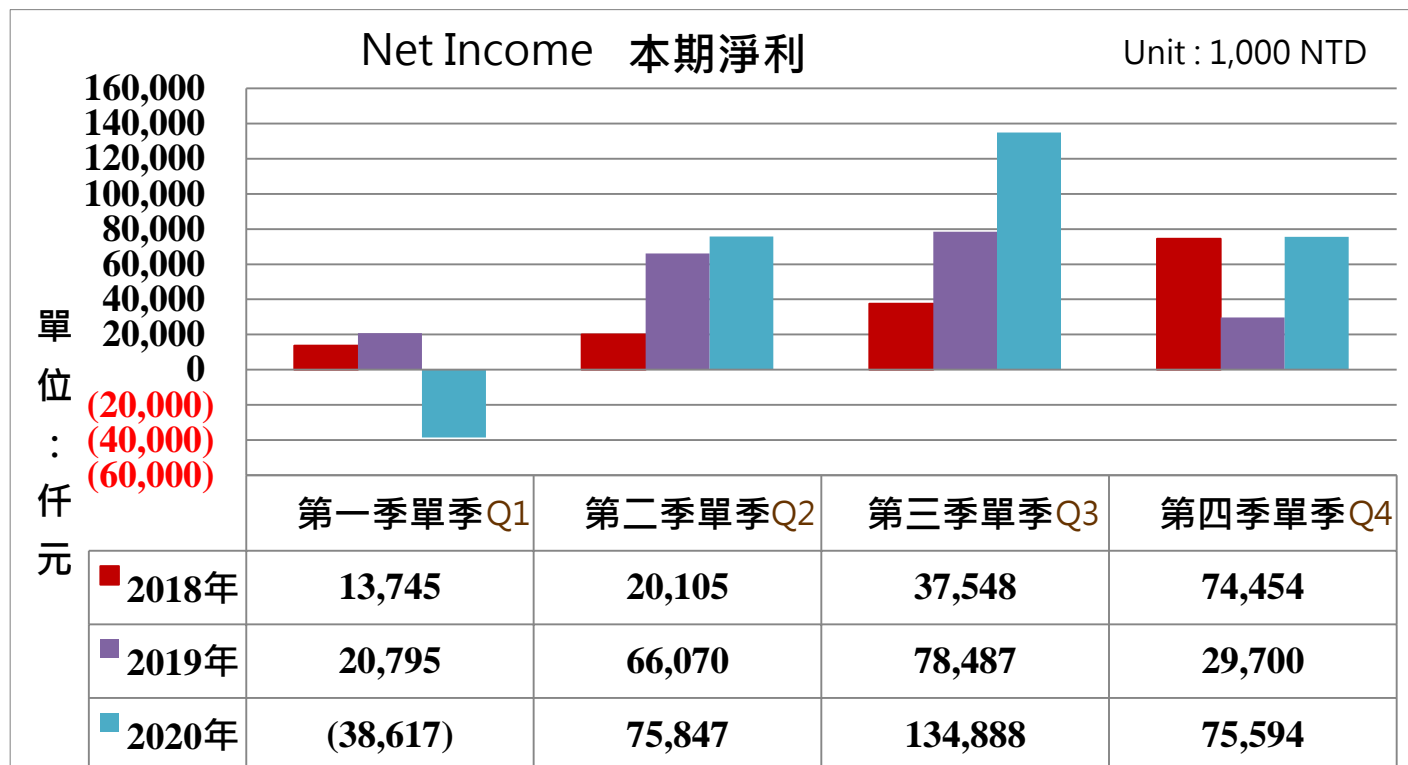
Consolidated Revenue 合併營收

Unit : 1,000 NTD



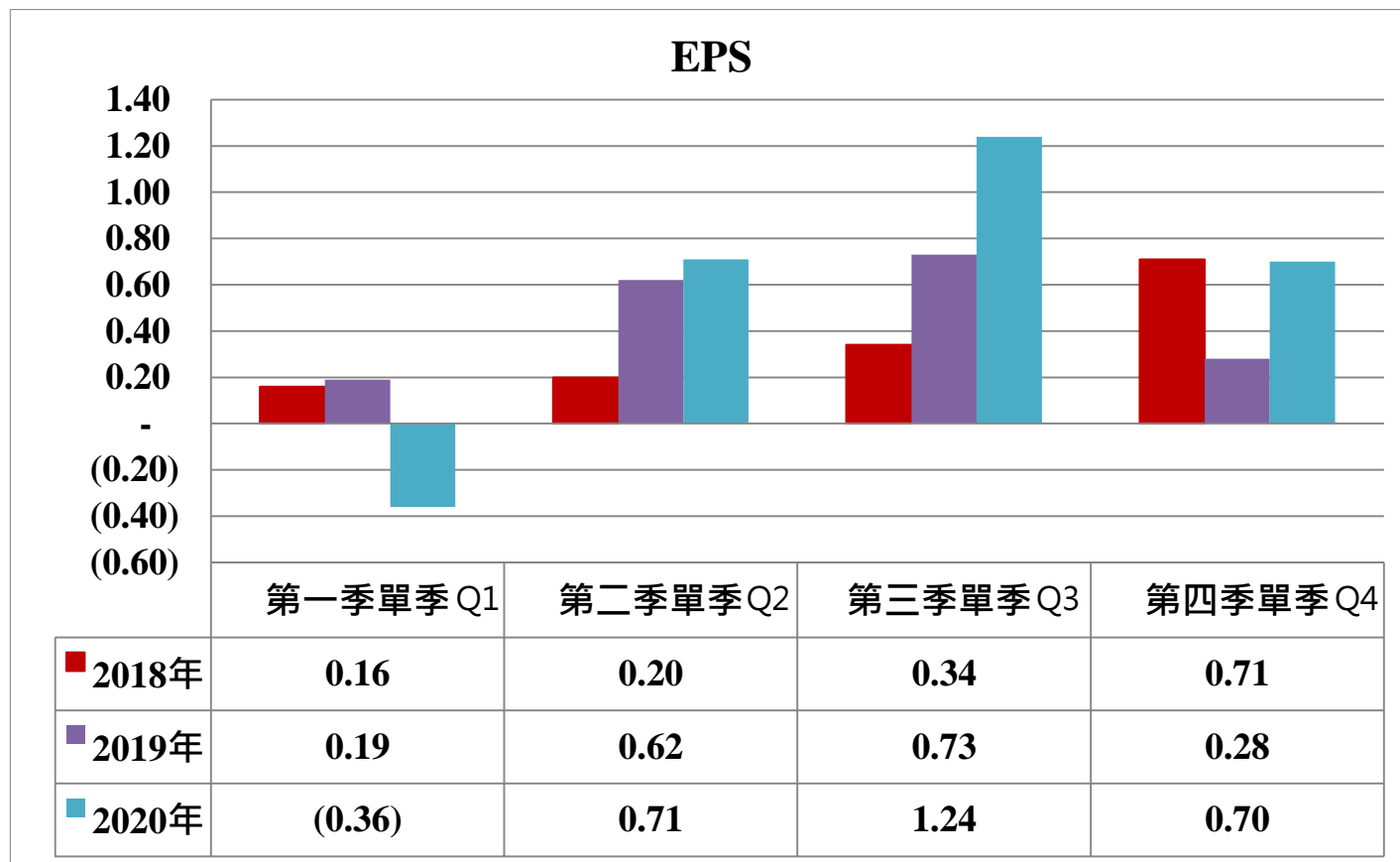
	Total	Growth rate (%)
2018	3,057,324	--
2019	3,123,887	2.18%
2020	4,098,876	31.21%

# Net income in the past 3 years



	Total	Growth Rate (%)
2018	145,852	--
2019	195,052	33.73%
2020	247,712	27%

# ► EPS in the past 3 years

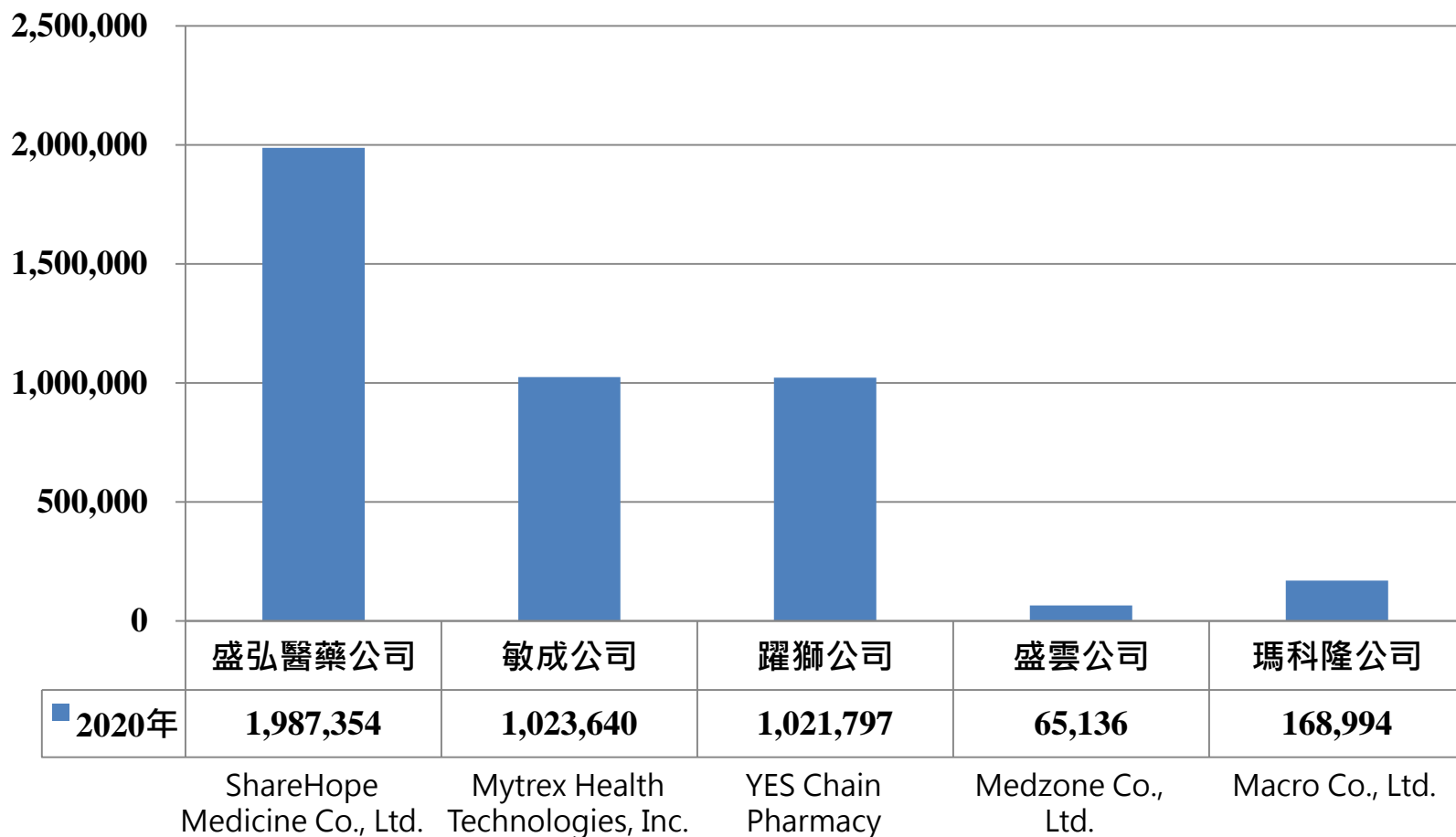


	Total	Growth Rate (%)
2018年	1.41	--
2019年	1.82	29.08%
2020年	2.29	25.82%

# Revenue status of 2020 of each company

2020年

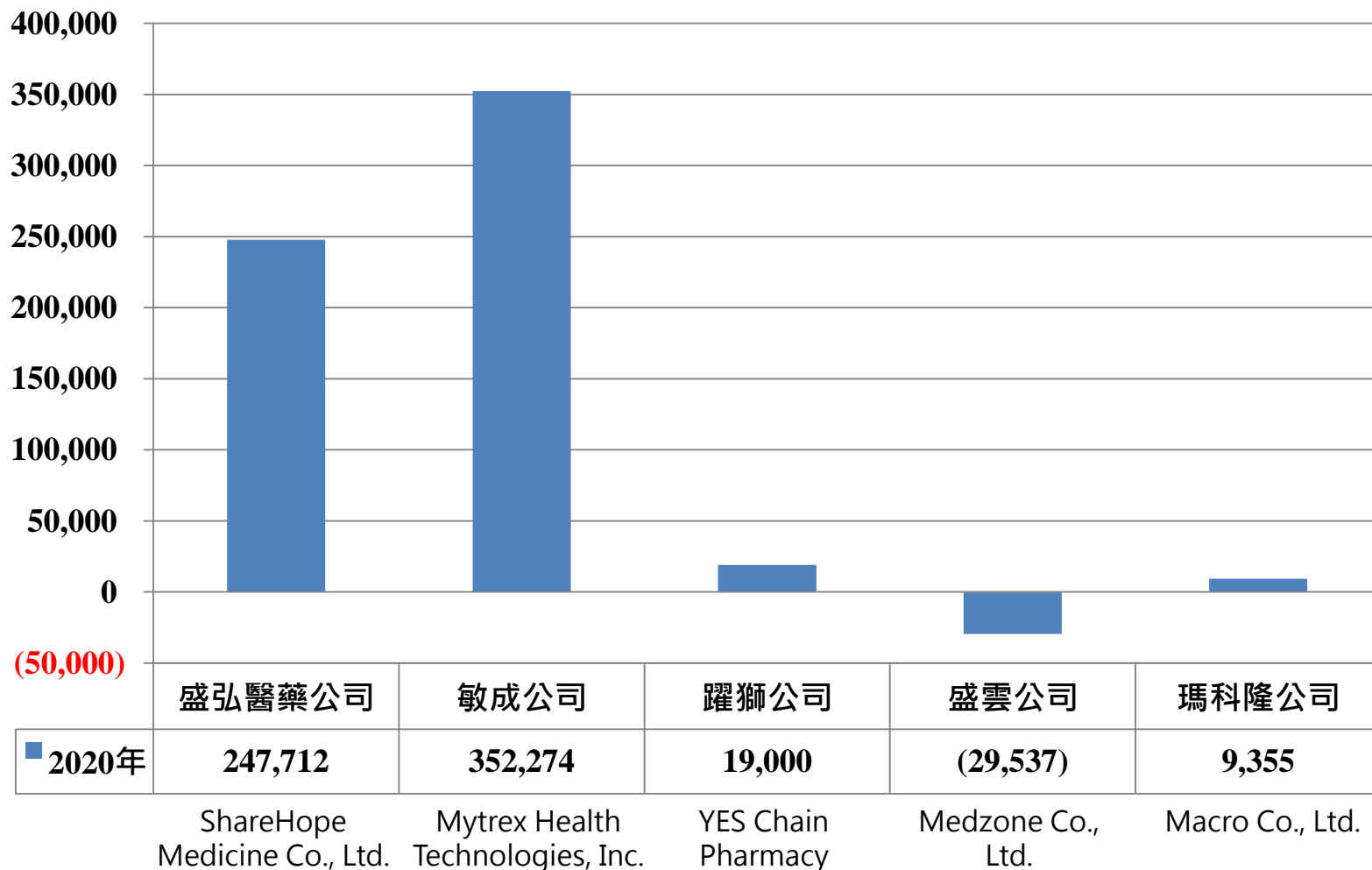
Unit : 1,000 NTD



# Profit status of 2020 of each company

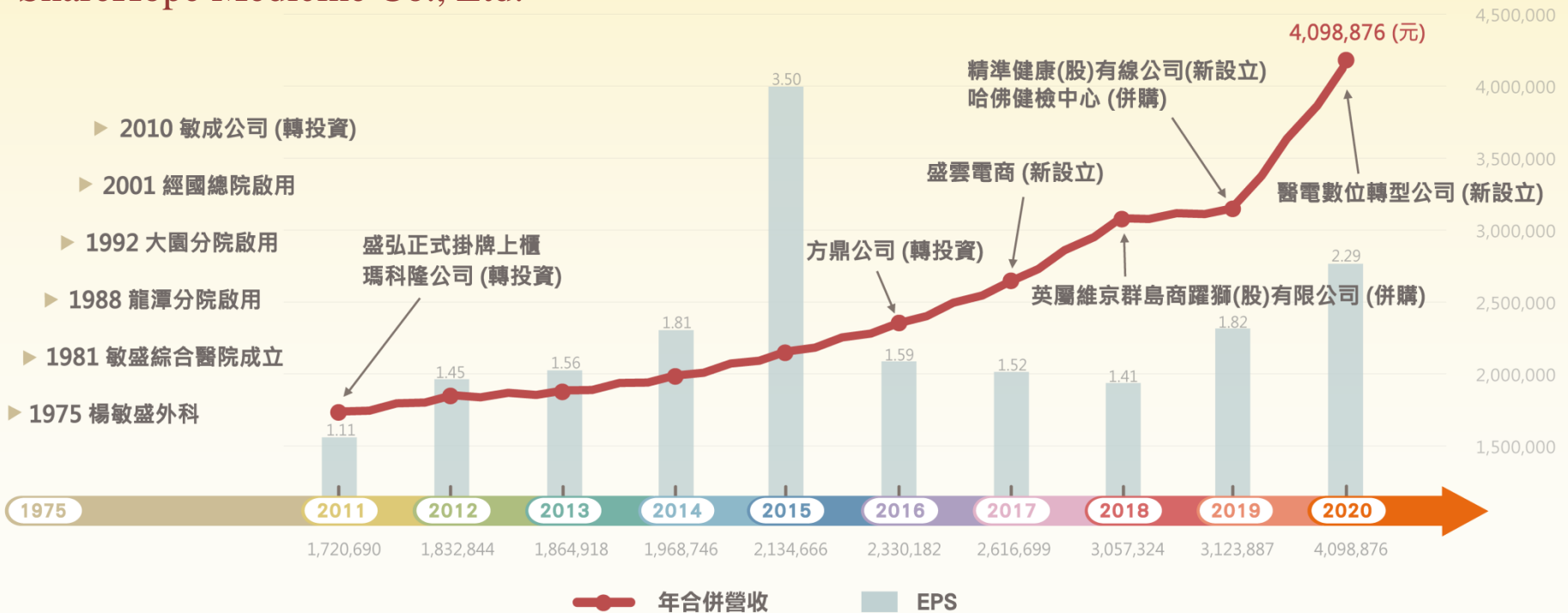
2020年

Unit : 1,000NTD



# 盛弘醫藥 (8403)

ShareHope Medicine Co., Ltd.



# 04.

## Major Reinvestment Business



# Mytrex Health Technologies, Inc.

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# General Information of the Company

Chinese name	敏成股份有限公司
English name	Mytrex Health Technologies , Inc.
Date established	1990/08/06
Address	No. 545, Sec. 2, Hezhen North Road, Zhongli District, Taoyuan City
Date listed	2011/08/30
Category	Other manufacturing (Healthcare related)
Company code	4431
Capital	NTD 243,570 thousand
Main products	Technological materials (nonwoven filter, thermal insulation), special medical supplies (cardiac catheter stent, hospital linen leasing)

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# STRATEGIC R&D PLANNING OF 2021

- Improve product efficiency, optimize cost (N95 · HEPA)
- Develop new high-end product

Market momentum: oversea high-end filter  
The demand of N95, P1 has increased drastically

## High-end filter (new product)

- P1,P2,P3 (Europe)
- N95, N99,N100 (America)

## Air filter market

## Car use market

## Electric car market (new product)

- Low frequency noise cancellation sound insulation cotton
- Non flammable sound insulation cotton

- increase sound insulation cotton production line
- Develop non flammable products

Market momentum: In response to the law, European and Japanese car dealers are starting to speed up the development of electric cars



Market momentum: the demand of antibacterial material has increased.

- Develop new material
- Increase value of the product

## Application of antibacterial market (new material)

- Antibacterial mask filter
- Antibacterial HEPA

## Antibacterial market

## Water filter market

## Precise water filter (new manufacturing process)

- Antibacterial filter
- Super water filter

Market momentum: precise water filter has endless potential, they are stepping into the blue gold market

- Develop new manufacturing process
- Improve the precision of water filter



# PREGETIC MEDICAL HEALTH CO., LTD.

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# General Information of the Company

Chinese name	精準健康股份有限公司
English name	Pregetic Medical Health Co.,Ltd
Date established	2017/12/26
Address	19F, No. 168, Jingguo Rd., Taoyuan District, Taoyuan City, 330
Capital	NTD182,000 thousand
Number of customers	3
Main services	New form of health check-up service and genetic test

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# CHECK-UP OPERATIONAL SITES

1

## 哈佛內湖

Harvard Neihu

近三年平均人檢數 10,200人

Average number of customers in the past 3 years

近三年平均營業額 6,300萬

Average revenue in the past 3 years



2

## 哈佛大安

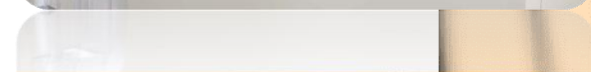
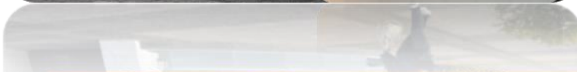
Harvard Daan

近三年平均人檢數 3,500人

Average number of customers in the past 3 years

近三年平均營業額 2,470萬

Average revenue in the past 3 years



3

## 哈佛敏盛

Harvard Minsheng

近三年平均人檢數 10,000人

Average number of customers in the past 3 years

近三年平均營業額 9,800萬

Average revenue in the past 3 years



# OPERATIONAL PLAN OF 2021

## 富醫 擴增營運場域

Fubon Health Expand operational site  
哈佛敏盛 / 哈佛內湖 / 哈佛大安  
Harvard Min-Sheng/Harvard  
Neihu/Harvard Daan  
健檢 / 美容 / 醫美策略夥伴  
Health check-up/beauty/strategic  
partner in beauty

Data gathering, storage, and  
management to establish the biggest  
Asian genomic database  
Database applicational platform  
Anzhun Technology

## 弘翰 強化衍生服務

Hunghan Strengthen derivative service  
產品銷售及通路發展

Product sales and channel development

保健食品 / 保養品研發

Dietary supplement/cosmetics development



## 發展功能醫學

基因檢測  
功能性醫學  
睡眠、壓力檢查、營養門診  
再生醫學等

Develop functional medicine  
Genetic test  
Functional medicine  
Sleep, stress check-up, diet  
counseling clinic  
Regenerative medicine, etc

## 提供智慧系統 弘翰

智慧健康APP數據追蹤  
健康套組評估/營養師管理諮詢  
健康管理秘書

Provide smart system Hunghan  
Smart health app data tracking  
Health package assessment/nutritionist  
management counseling  
Health management secretary

# Medzoneasia Co., Ltd.

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# General Information of the Company

Chinese name	盛雲電商股份有限公司
English name	Medzoneasia Co., Ltd
Date established	2017/5/19
Address	Section A, 8F, No. 69, Section 2, Guangfu Rd, Sanchong District, New Taipei City
Capital	NTD230,000 thousand
Number of customers	2,107
Main service	Pharmaceutical trading platform for clinics

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# Business Develop Plan of 2021

## 2021 New Business model - B2B transform into B2B2C

- To become the biggest e-commerce platform for clinics in Taiwan
- Create a one stop shop for all the medical institutions in Taiwan
- Work with other Minsheng related companies to improve the efficiency and customer service

### Vision

- 成為全台醫療診所所需之最大電子商務平台
- 全台醫療機構一站式購足(One Stop Shop)
- 集團協同合作、提升速度、客戶服務



### New Business model

- B2B2C
- 強強聯手- 集團資源挹注與整合
- 客戶導向+ 數據導向
- 數位內容廣告+KOL(權威醫師)

建立數據資產、合作夥伴與市場分析資料

- B2B2C
- Integrate all the resources of Minsheng
- Customer oriented+data oriented
- Digital content advertisement+KOL
- Build database, work with partners and conduct data analysis



# YES Chain Pharma Ltd.

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# General Information of the Company

Chinese name	英屬維京群島商躍獅股份有限公司
English name	Yeschain Pharma Ltd.
Date established	2012/2/23
Address	4F, No. 343, Sec. 3, Wanshou Rd., Guishan Dist., Taoyuan City 33343 (Taiwan branch)
Capital	USD 10,010
Number of customers	180 including all the regular chain pharmacies and franchises
Main services	Chain pharmacy, national health care prescriptions, OTC drug products operation

# YES Chain Pharmacy Channels and Development of 2020

## Sales channel

- B2B、B2C、O2O
- 33 regular chain pharmacies, 54 franchises, 3 virtual channels
- Revenue: 47% from regular chain, 52% from franchises, 1% from virtual channels



躍獅連鎖藥局  
YES CHAIN PHARMACY

## Brand development

- Expand smart pharmacy
- Internal and external partnerships

佑全 保健藥妝  
您健康的顧問

健康人生 藥局



財團法人資訊工業策進會  
INSTITUTE FOR INFORMATION INDUSTRY

## 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

# Operational Plan Focus of 2021

## Business operational plan

- YES Chain will keep investing innovative projects:  
New ERP, POS, HIS, logistics, CRM system, developing smart health IOT/ICT, new purchasing guide channels, implement diverse products via cross-border cooperation to reach to different groups of audience
- YES Chain is currently working on building new pharmaceutical supply chain structure called YesNet, integrate hospitals, clinics, pharmaceutical procurement, strategic cooperation and develop a comprehensive business channel

數位轉型專案彼此環環相扣

Today



14

# Macro Co., Ltd.

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# General Information of the Company

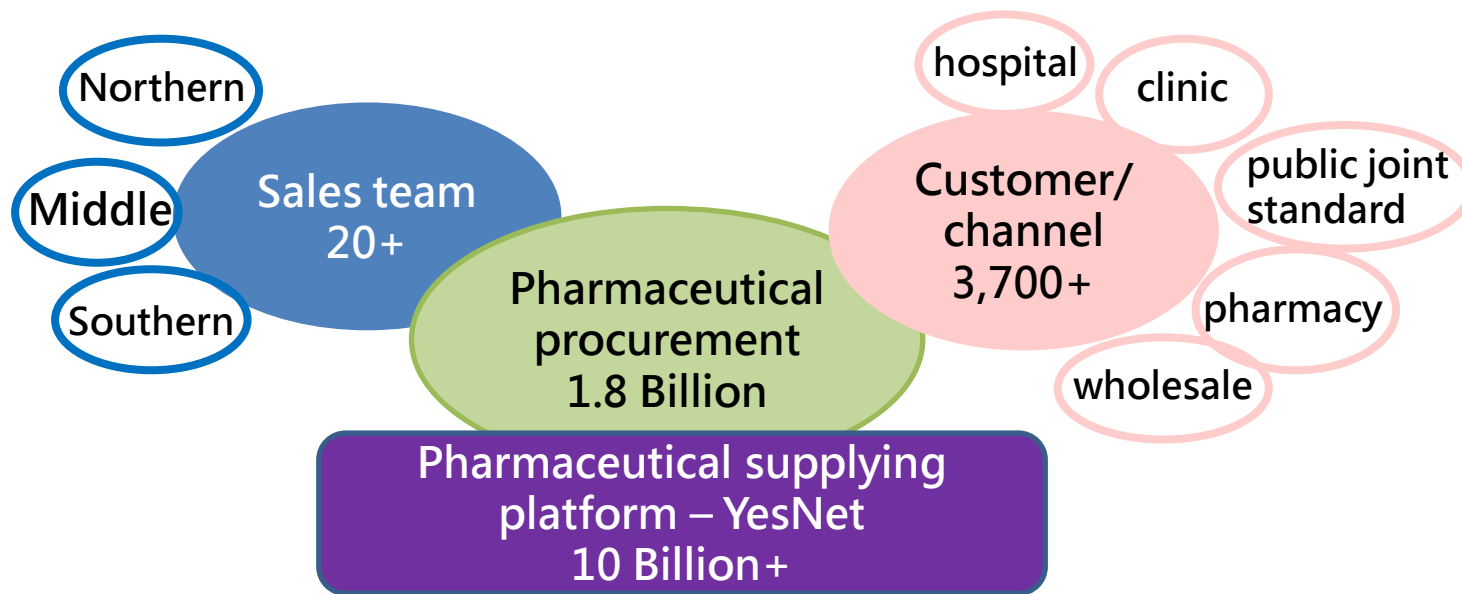
Chinese name	瑪科隆股份有限公司
English name	Macro Co., Ltd.
Date established	1991/06/10
Address	18F-3, No. 303, Zhongming South Rd., West District, Taichung City
Licenses	Possesses 64licenses, which 59 of them are pharmaceutical licenses, 5 of them are medical supplies license
Capital	NTD 64,500 thousand
Number of customers	Cover more than 3,700 public and private hospitals, clinics, and pharmacies
Main services	The development, production, sales and medicine and agent of medical supplies

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# ► Operational Plan of 2021

## Business Operational Plan

- ❑ Physical channels: focus on the market in prescriptions issued by hospitals and the sales of dietary supplements to improve the profitability of products.
- ❑ Digital transformation: Macro/Medzoneasia OMO, assisting Medzoneasia to develop at phase 2.



# 05. Outlook

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# ► Outlook

## □ Recent operational focus:

- Hsinchu Science Park Clinic entrust management bid (execute in April)
- Plan cooperation with Industrial Technology Research Institute (initially discussing cooperation detail)
- Establish Min-sheng Dayuan clinic (Shengjen Clinic) to expand dialysis business
- Cooperation with Yonghe Cardinal Tien Clinic is going well, starting Q1, there will be touring check-up (special appointed case)

- ## □ In 2021, other than maintaining the existing business, we will also integrate the power of YES Chain, Harvard Clinic, Medzone Asia, and other corps to renew the traditional medical service model via online-Merge-Offline (OMO) to develop smart pharmacy, smart healthcare service, combine genetic test with routine checkup items to create a **precise health ecosystem**.

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# THANK YOU



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