2026 H2 Investor Conference Presentation

ShareHope Medicine co., Ltd
Pei-Chen Lee, Deputy Spokesperson
2026.11.25



Missioncare 實體+ 全台電商 | 18縣市 1232 POCs

Agenda

01.Operational Overview

02. Financial Report

03. Key Business Updates

Agenda

01. Operational Overview

From Medical Services to a Smart Healthcare Ecosystem

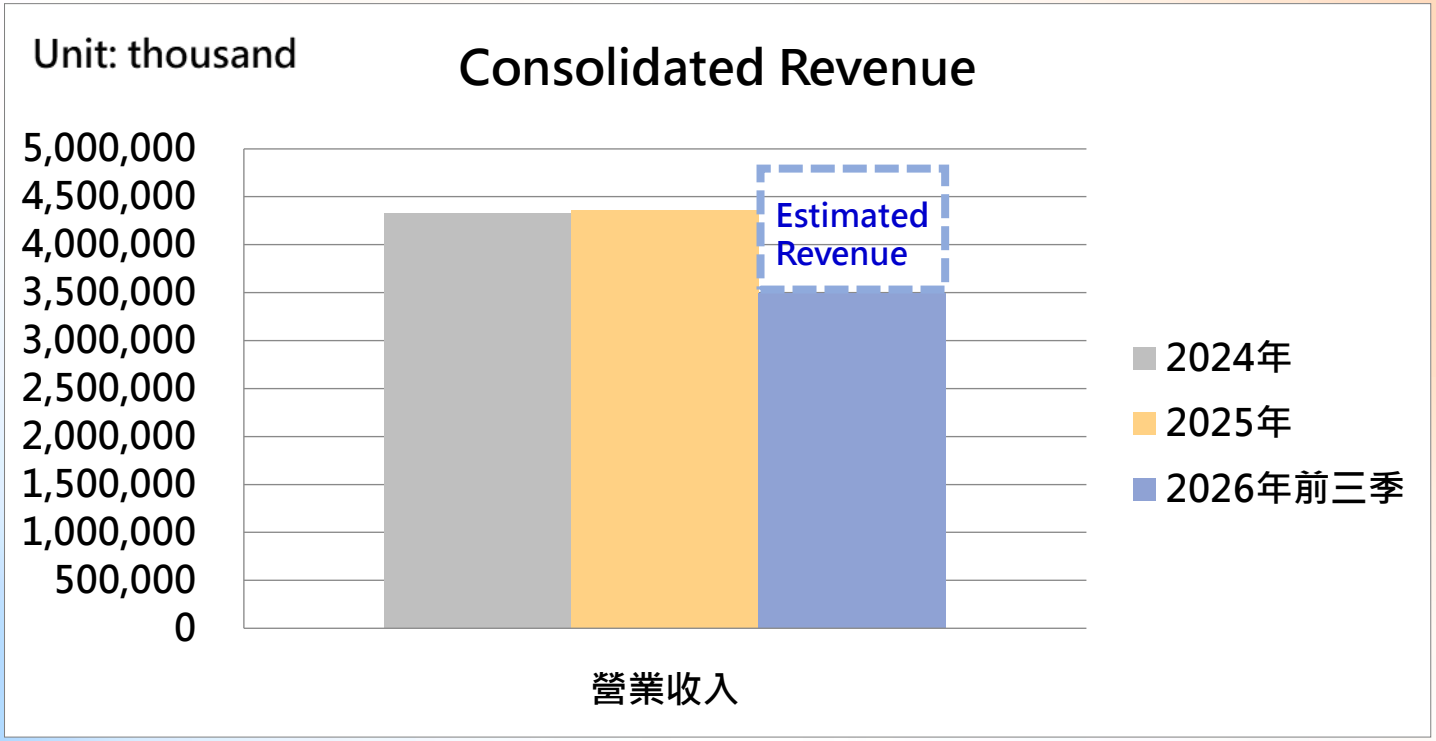
Integrating diverse businesses to capture growth opportunities in the health sector



Agenda

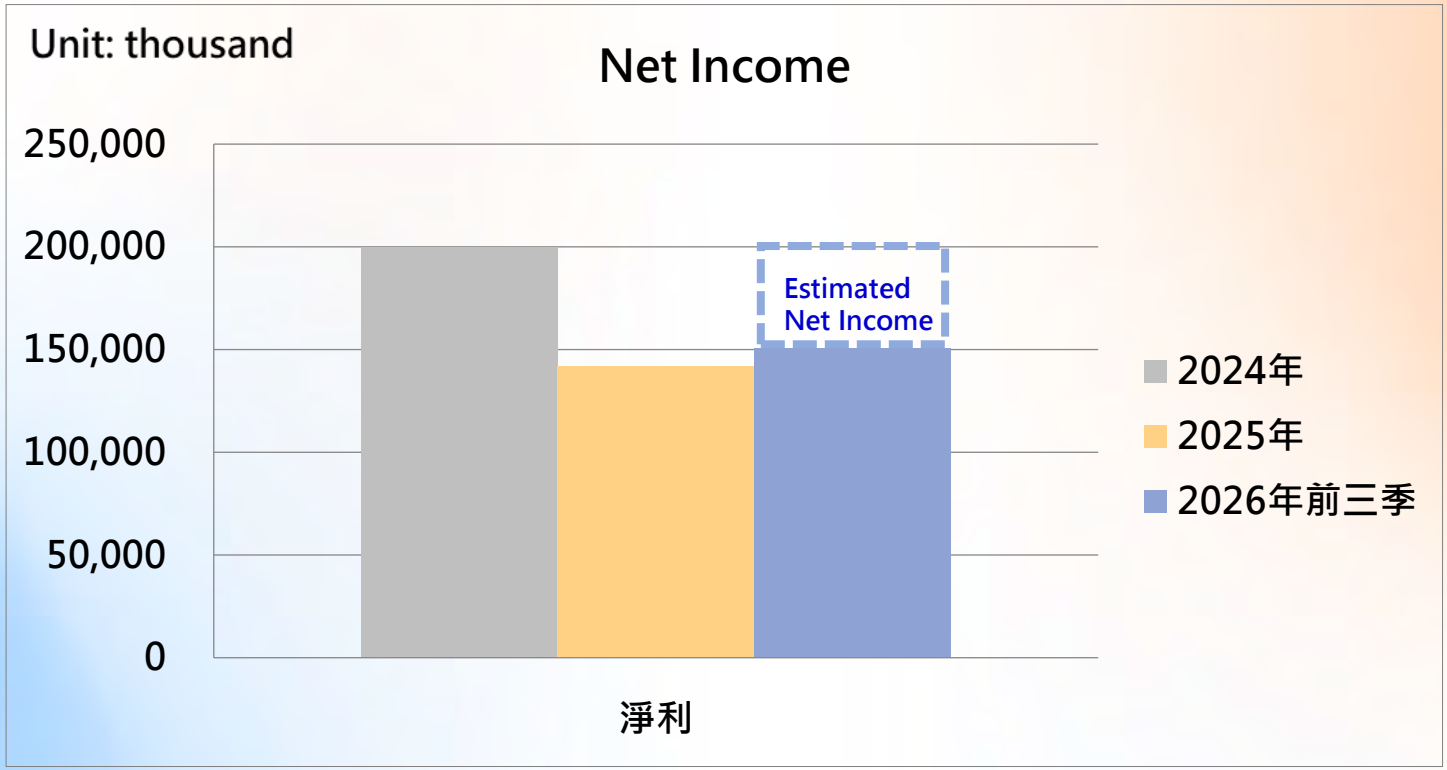
02. Financial Report

Consolidated Revenue in the past 3 years



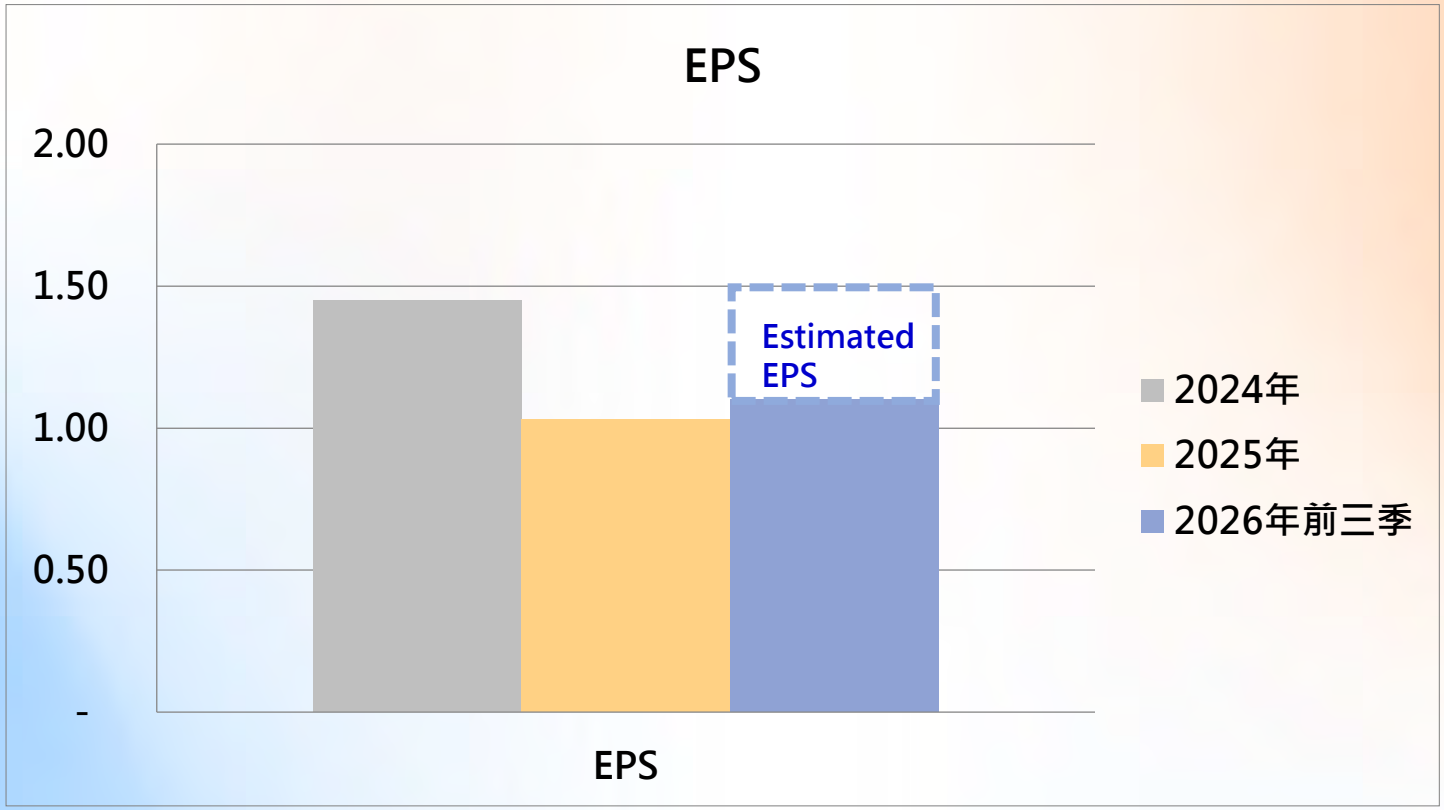
	Total
2024年	4,325,831
2025年	4,357,867
2026年Q1-Q3	3,488,843

Net income in the past 3 years



	Total
2024年	200,097
2025年	141,727
2026年Q1-Q3	150,854

EPS in the past 3 years

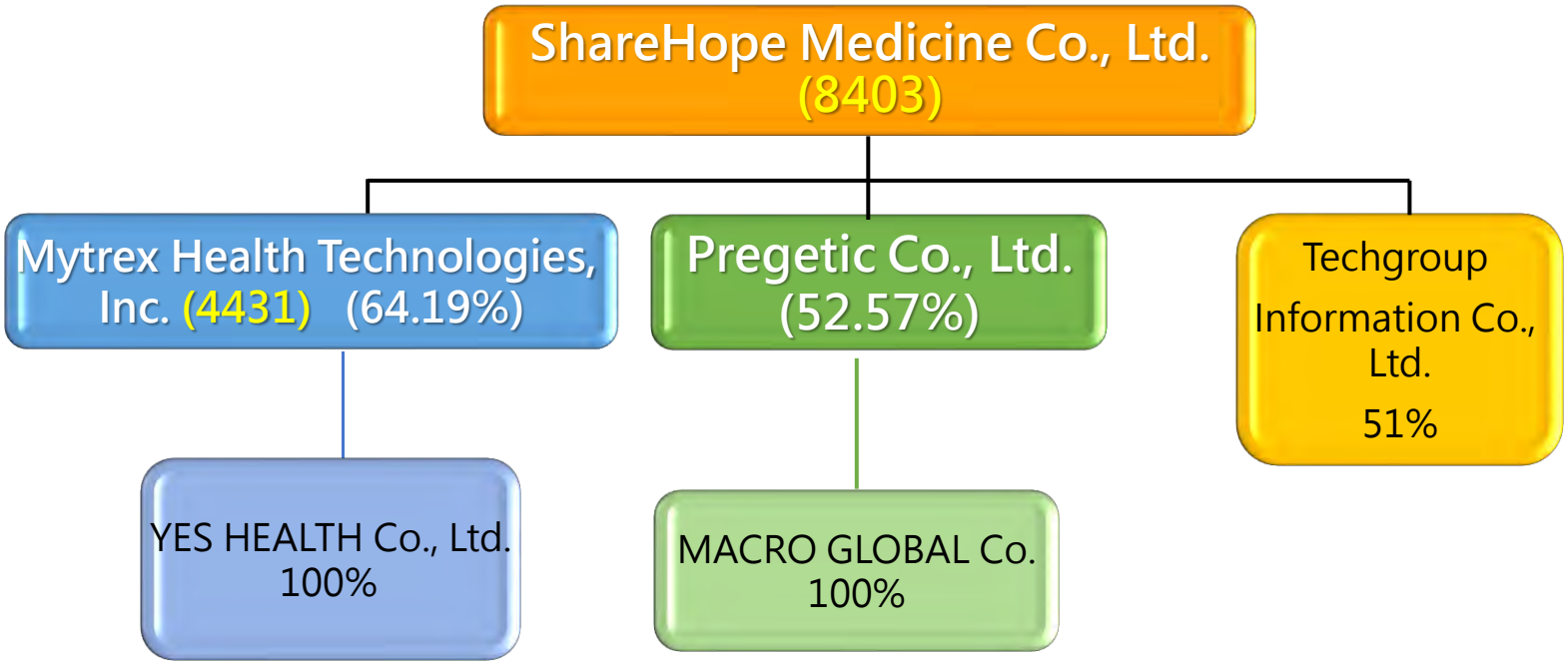


	Total
2024年	1.45
2025年	1.03
2026年Q1-Q3	1.10

Agenda

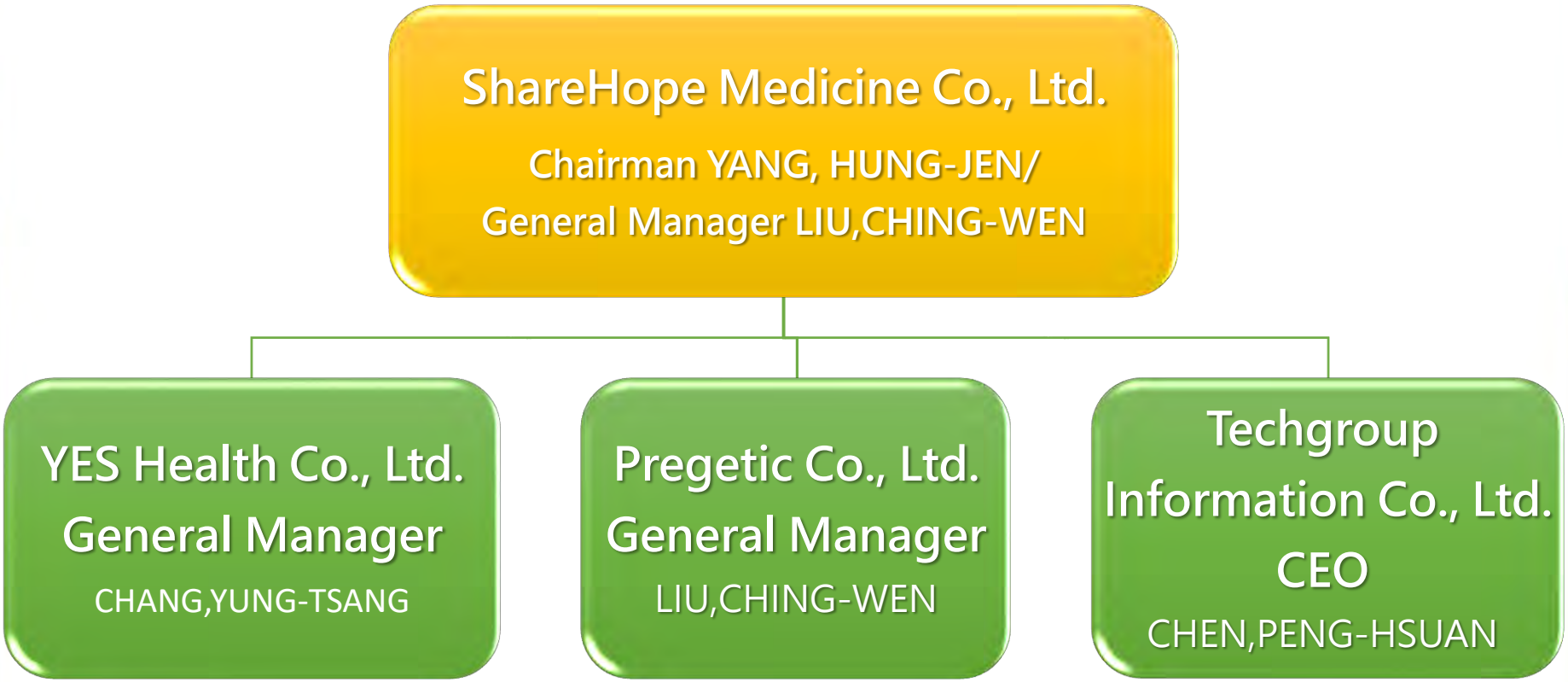
03. Key Business Updates

Organization Chart



As of Nov., 2026

Core Management Team



YES HEALTH



YES CHAIN:
Three Pillars of Growth

Coordinated expansion of company-operated stores, franchises and the Good Neighbor Pharmacy Alliance

YES CHAIN 躍獅連鎖藥局

好鄰居藥業聯盟
Good Neighbor Pharmacies

Company-Operated Pharmacies

Trusted Choice for Community Pharmacy and Prescription Services

- Improve Store Performance and Sales Productivity
- Improve Product Mix and Gross Margins While Strengthening Member Engagement.
- Promote health stations, pharmacist consultations, and prescription services.
- Build Community Trust in Our Pharmacy Expertise

Healthy Taiwan Initiative

Supporting National Healthcare Initiatives

- Support the Government's E-Prescription Initiative
- Promote the Health Coin program.
- Support a More Resilient Healthcare System
- Introduce OPTA Programs to Enhance Professional Skills and Service Quality

Internal Business Ownership

Developing and Retaining Pharmacy Talent

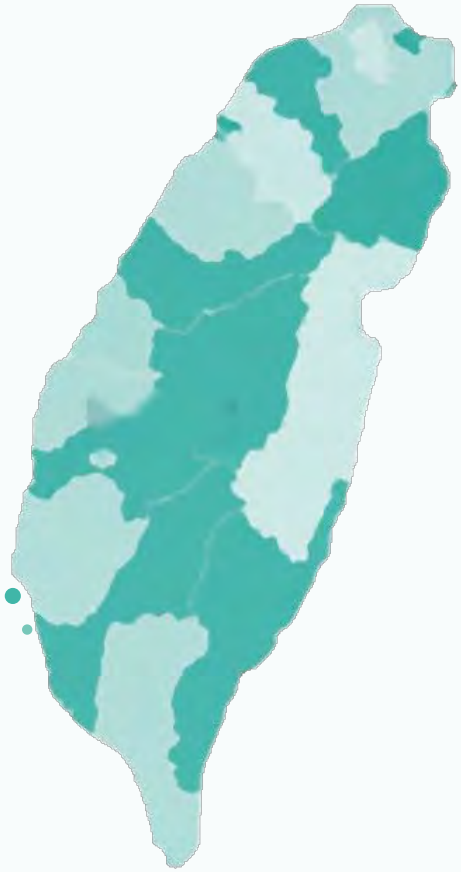
- Strengthen In-House Training Programs
- Build Expertise in Pharmacy and Healthcare
- Expand Our Internal Franchise Program
- Retain Key Pharmacy Talent Within Our Network

2027 NETWORK EXPANSION

10 NEW STORES| 120 TOTAL

Good Neighbor Pharmacy Alliance
Toward 2,000 Partner Pharmacies

Nationwide Pharmacy Network



CURRENT PARTNER PHARMACIES

1,553 Across Taiwan

2,000 TARGET

PARTNERS BY CITY / COUNTY

New Taipei City	267	Keelung City	38
Taipei City	238	Hualien County	36
Taichung City	215	Chiayi County	35
Kaohsiung City	134	Nantou County	35
Taoyuan City	115	Chiayi City	26
Tainan City	99	Hsinchu City	25
Changhua County	88	Hsinchu County	25
Yunlin County	52	Miaoli County	24
Pingtung County	49	Taitung County	7
Yilan County	41	Penghu County	4

Strong Coverage in Northern Taiwan

Our dedicated delivery fleet provides fast, flexible, and frequent deliveries, helping independent pharmacies manage their day-to-day operations more efficiently.



Good Neighbor Pharmacy Alliance | Future Outlook

01 Data & Precision Marketing

Integrating Data from 2,000 Partner Pharmacies › Centralized Data Analytics & Insights › Precision Marketing Services

- Market Insights & Analytics
- Targeted Ad Campaign Management

Revenue: Data Service Fees + Marketing Revenue Share

02 Supply Chain Financing & Working Capital

Pharmacy Purchasing Needs › Financial Institution Partnerships › Short-Term Funding & Inventory Financing

- Ease Cash-Flow Pressure
- Improve Operational Efficiency

Revenue: Financial Service Commissions

2,000
TARGET NETWORK

03 Private Label & Global Sourcing

Direct Global Sourcing › Exclusive PB / OBM Development › Alliance-Exclusive Products › Alliance-Wide Sales Network

- Premium Quality, Higher Margins
- Scale-Driven Profit Growth

Profit Driver: Higher-Margin Private-Label Products

04 Back-Office & SaaS Services

HR, Scheduling & Pharmacist Staffing › Digital Signage & Marketing › Recruitment, Training & Talent Matching › SaaS & Data Subscriptions

- Solve Everyday Operational Challenges
- Strengthen Partner Loyalty

Revenue: Subscription Fees +Talent Matching Fees

SIX STRATEGIC SYNERGIES

- Revenue Diversification
- Higher Gross Margins
- Economies of Scale
- Strong Partner Retention
- Enterprise Value Creation
- Industry Leadership

YES CHAIN: A Preferred Pharmacy Franchise Model

YES CHAIN FRANCHISE MODEL | CORE ADVANTAGES

Faster Growth × Lower Risk × Shared Success

HEADQUARTERS | Asset-Light Expansion

1 Rapid Expansion & Asset-Light Growth

- Franchisees Fund New Store Openings
- Lower Upfront Capital Requirements
- Faster Market Expansion

2 Lean Management & Owner Incentives

- Franchisees manage store staff
- Lower HQ operating burden
- Incentives Aligned with Store Performance

3 Purchasing Power & Supply Chain Efficiency

- Stronger purchasing leverage
- Lower sourcing and logistics costs
- Broader exclusive product portfolio

FRANCHISEES | Lower Entry Barriers & Reduced Risk

1 Lower Startup Risk

- **Brand Recognition & Trust**
- **Store Opening Support** Licensing & NHI Assistance
- **Clear Operating Procedures**

2 Shared Digital & Marketing Resources

- **Integrated Digital Systems** POS · Inventory · CRM · E-Invoicing
- **Marketing** Joint campaigns
- **E-Commerce** Online + offline
- **Brand Reach** Nationwide traffic

3 Product Portfolio & Gross Margin

- **Reliable Supply** Stable sourcing
- **Private Brands** Higher-margin products

HQ BENEFITS

- Scale Faster with Less Capital
- Lower Operating Costs and Business Risk
- Greater Buying Power, Stronger Margins
- Stable, Diversified Revenue Streams

FRANCHISEE BENEFITS

- Build Trust Faster with an Established Brand
- Expert Support for a Smoother Launch
- Stronger Marketing Through Shared Resources
- Higher-Margin Products, Greater Profit Potential

Conclusion: Franchising helps YES CHAIN expand faster while lowering franchisees' operating risk and supporting sustainable profitability.

Health Check Business

Health Screening Network

1 Harvard Taoyuan

Precision Medicine
Health Screening Center



2 Harvard Da'an

Neihu Branch
Integration



From Health Screening to Health Management

Connecting health screening with healthcare resources

H哈佛健診 Taipei

The Premier Health Ally for Finance and Hi-Tech Leaders



The most trusted health management center for Xinyi District elites

Going beyond routine checkups to proactively manage personal health as the most vital asset：

- NTU Professor-Led Medical Team: Top medical experts providing personalized clinical consultations.
- Personalized Health Management: Tailored regimens designed around your unique profile and lifestyle.
- Precision Medicine & Prevention: Leveraging leading genetic technology to proactively identify potential health risks
- Long-Term Health Advisory: Year-round health support for corporations and individuals.



H哈佛健診 Taipei

- 2026 profits are expected to far surpass 2025 levels
- Major clientele expands to encompass top talent in finance and high-technology

Strengths

Cost Reduction

Lower overall operational expenditures.

Higher Gross Margins on Health Checkup Packages

Improved profitability across health checkup packages.

Traction in the "Elite" Program

Gaining positive market momentum and client acquisition from the targeted elite initiative.

Elite Customers

FINANCE	KGI Group、O-Bank、Fubon Group CTBC、KPMG
TECHNOLOGY	Amazon、Microsoft、Dell Trend Micro、MediaTek、Logitech
LIFESTYLE	Taiwan Mobile、SYSTEX、KIA IKEA、Estée Lauder

MissionCare Group | Harvard Health Screening Ecosystem



AI Analysis

- National Taiwan University
- Taipei Medical University

國立臺灣大學 National Taiwan University

臺北醫學大學 TAIPEI MEDICAL UNIVERSITY



Medical & Group Support

- Min-Sheng General Hospital

敏盛綜合醫院 Min-Sheng General Hospital





Daily Care

- YES CHAIN Pharmacy

YES CHAIN 躍獅連鎖藥局

Strategic Partnerships

- Doctors' Doctor Clinic
- Dr. Come Clinic
- iBrain Center



康博診所 Dr. Come Clinic

iBrain Center 愛腦中心

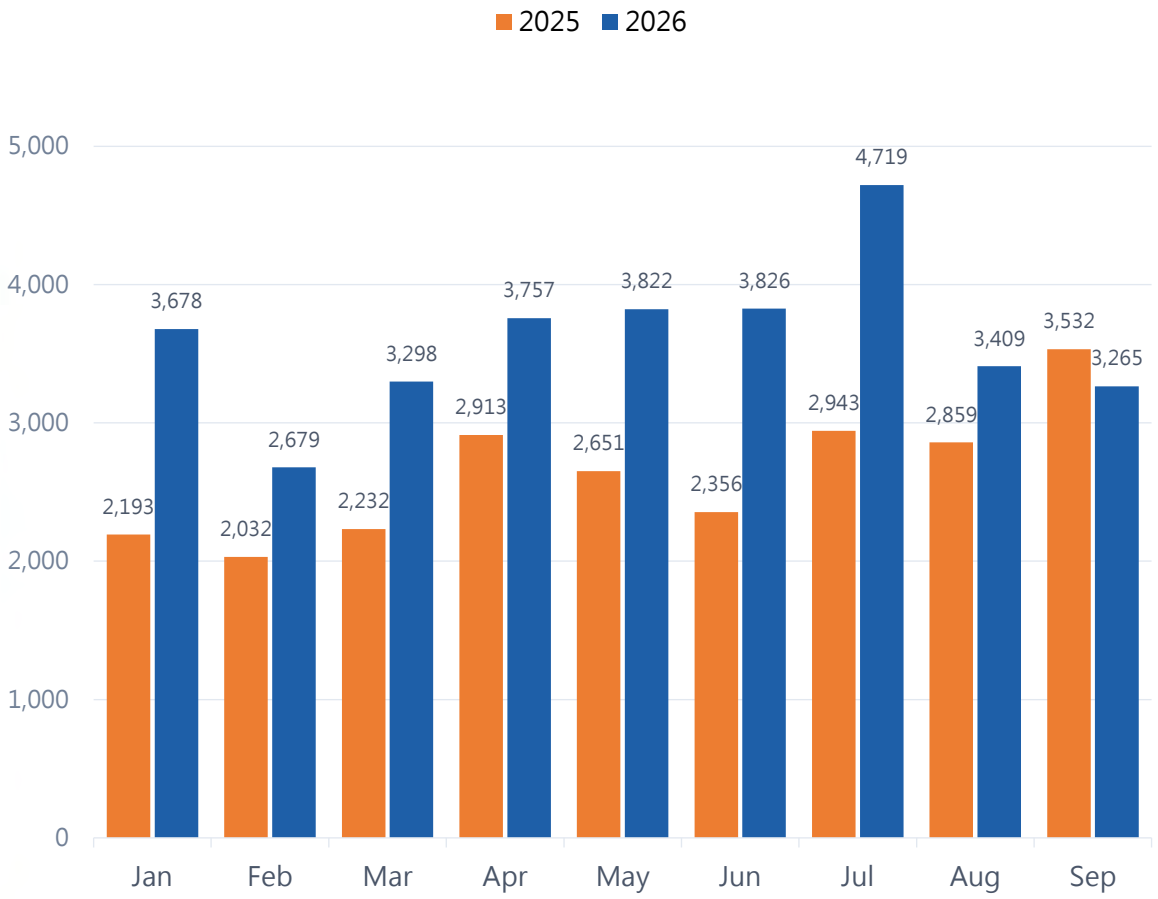
Healthy Residence

Key Business Unit | ShareHope Medicine

Jan–Sep 2026 Results

YTD revenue +36.9% YoY

Cumulative revenue vs. same period last year



Jan–Sep revenue

32,453 NT$K

Same period 2025: NT$23,711K

Increase YoY

+8,742 NT$K

Growth rate +36.9%

Jan–Sep budget achievement

104.7%

YTD budget: NT$30,999K

Unit: NT$ thousand (excl. tax); Jan–Sep 2026 compared with the same period of 2025

Quarterly Momentum

3 quarters of 20%+ growth

Year-on-Year Growth in All Three Quarters;
July Set a Monthly Record

Q1 First quarter

9,655 NT$K

Prior year: NT$6,457K

YoY +49.5%

Q2 Second quarter

11,405 NT$K

Prior year: NT$7,920K

YoY +44.0%

Q3 Third quarter

11,393 NT$K

Prior year: NT$9,334K

YoY +22.1%

Strong first half

1H revenue of NT$21,060K, up 46.5% YoY, as the dual-track customer strategy took full effect.

July monthly record

July revenue of NT$4,719K was the year's highest month, up 60.3% YoY.

Higher Q3 comparison base

Q3 revenue of NT$11,393K still grew 22.1%; September was 7.6% below a high prior-year base (NT$3,532K).

Unit: NT$ thousand (excl. tax)

2026 Revenue vs. Budget

FY forecast: 95% of budget

Jan–Sep actuals; Oct–Dec forecast

Item	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct (F)	Nov (F)	Dec (F)	FY
Revenue	3,678	2,679	3,298	3,757	3,822	3,826	4,719	3,409	3,265	3,528	2,319	1,789	40,088
Budget	3,333	3,333	3,333	3,333	3,333	3,333	3,667	3,667	3,667	3,667	3,667	3,667	42,000
Achieved	110%	80%	99%	113%	115%	115%	129%	93%	89%	96%	63%	49%	95%

Jan–Sep actual

104.7% of budget

YTD revenue NT$32,453K vs. budget NT$30,999K, NT$1,454K ahead

Full-year forecast

Currently at 95% of FY budget

Projected full-year revenue: NT$40,088 thousand. Continued efforts in Q4.

Unit: NT$ thousand (excl. tax); Oct–Dec figures are forecasts and not final

2026 Strategy Execution

Dual-track base secured

Dual-track apartment & hotel model; space activation

Backed by the Min-Sheng healthcare group, we offer flexible accommodation services, with 100% occupancy as our core KPI, and continue to deepen the dual apartment-and-hotel model.

Apartments

Stable operating base

- Long-term contracts with long-stay guests, Rakuten Monkeys and medical staff housing
- Steady baseline revenue every month
- Defensive base for daily cash flow

Premium Rooms

High-margin growth engine

- Long-stay corporate contracts
- Focus on multinational business guests
- Lifts overall gross and net margins

Space Activation

Better food & beverage

- Partner: Louisa Coffee
- Opened on site, activating F&B space
- Better service for residents and visitors

— The dual-track strategy secures stable cash flow; the F&B partner adds ancillary revenue and service value

Healthy Residence Recognized by Taoyuan City Government



Recognized in 2023 and 2026

Q4 Push: Scaling Revenue

Locking in premium profit

Goal: all 208 rooms at 100% occupancy

(1) Three Core Tactics

1

Hold 80% occupancy

Keep base occupancy at 80% while flexibly adding group, business and monthly-rental guests without diluting margins.

2

Premium base contracts

Long-stay corporate contracts lock base occupancy above 70–80%, smoothing seasonality.

3

Leaner front-line operations

Focus on high-quality guests to reduce service costs and equipment wear, while aligning staff through incentive programs.

(2) Revenue Growth Strategies

Strategy A Multinational corporate teams

Complete the premium-room plan, securing high-margin guests on long-term contracts.

Strategy B Louisa Coffee ancillary revenue

Activate F&B space, add ancillary revenue and improve the guest experience.

Recognized by Taoyuan City Government in November 2026

Driving all 208 rooms to 100% occupancy

Combining healthcare-group strengths with well-known brand partners to deliver revenue and profit for shareholders

Thank You