



Missioncare | 敏盛醫療

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

Code: 8403

Investor Conference Presentation of Q3 2021

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01. Outline

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► Outline of the Presentation

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

02.

Summary of Operations

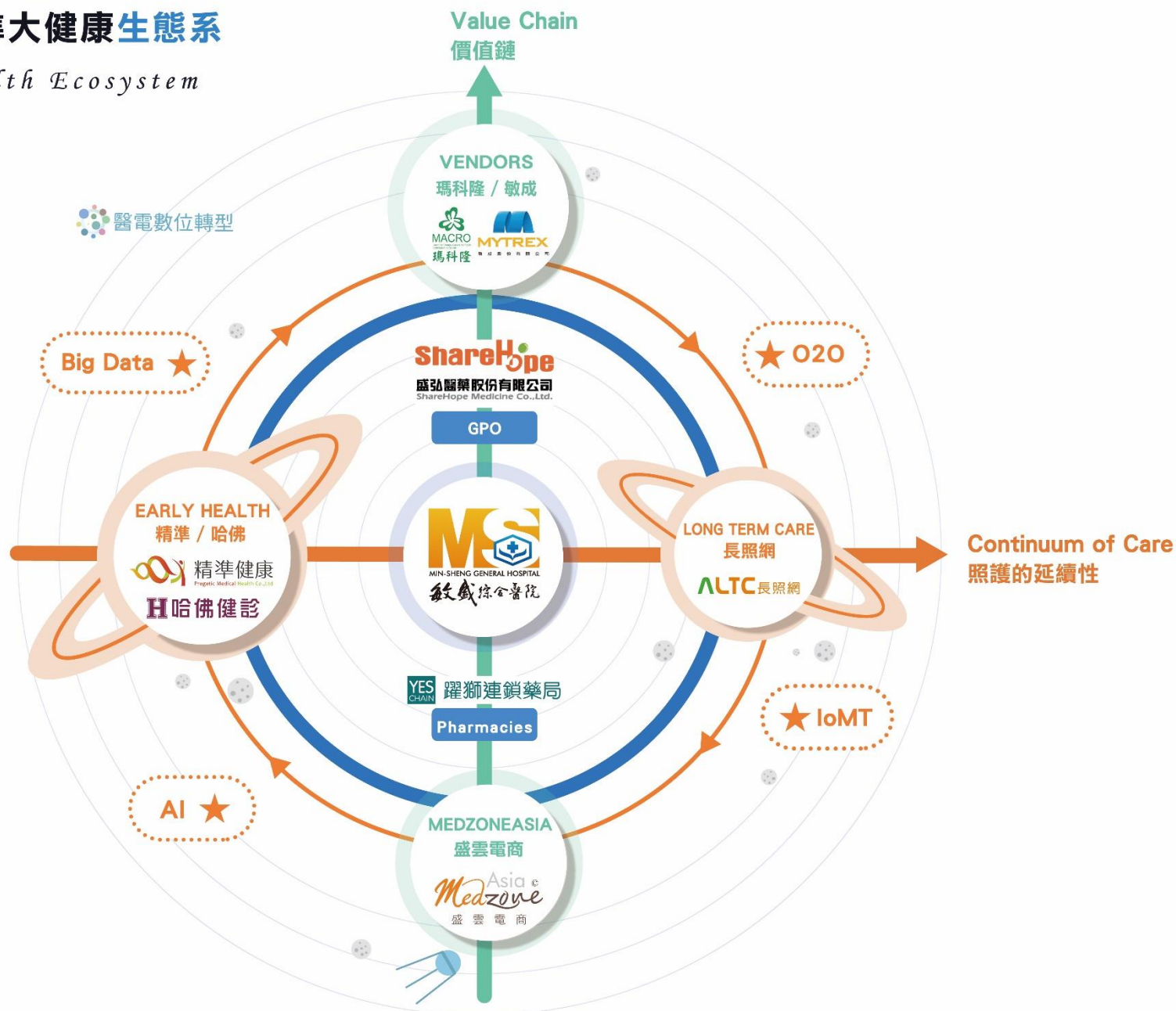


► Introduction of Missioncare



敏盛醫療體系 精準大健康生態系

Health Ecosystem



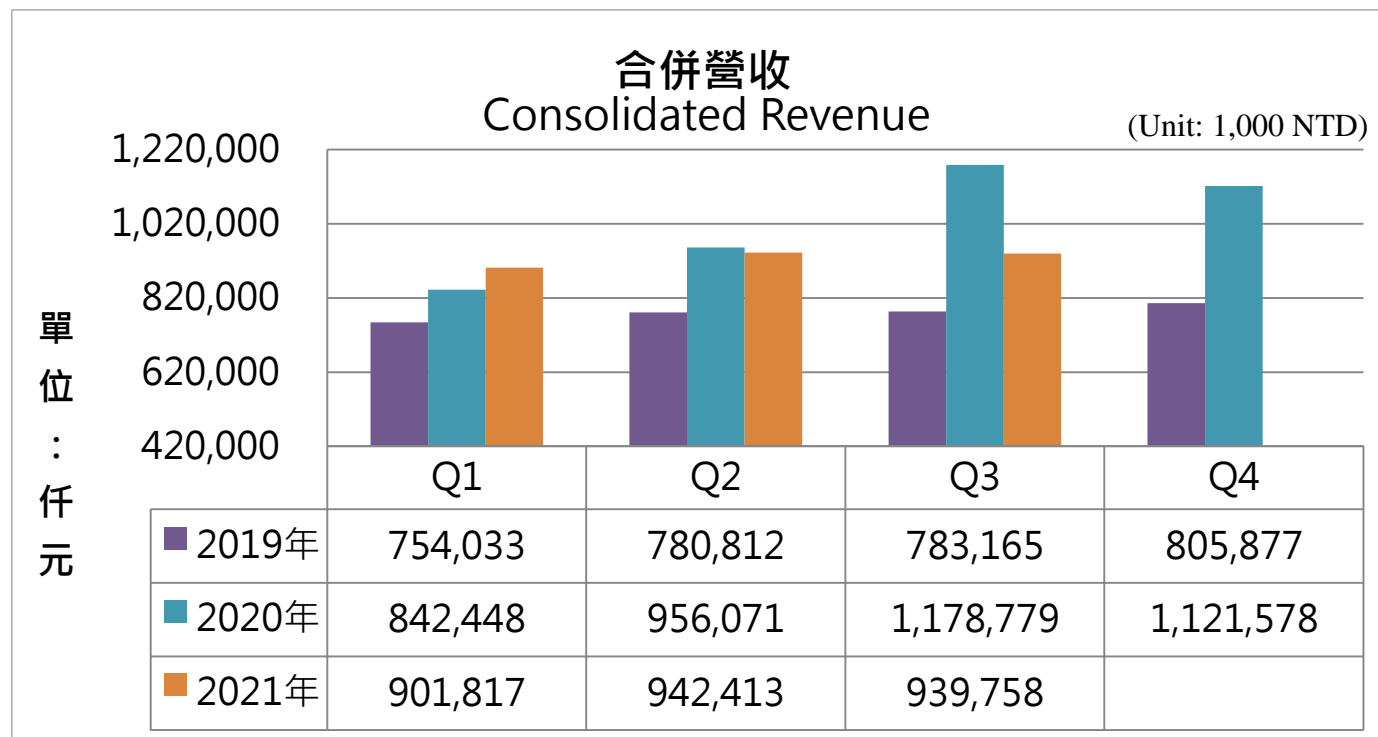


03.

Financial Analysis

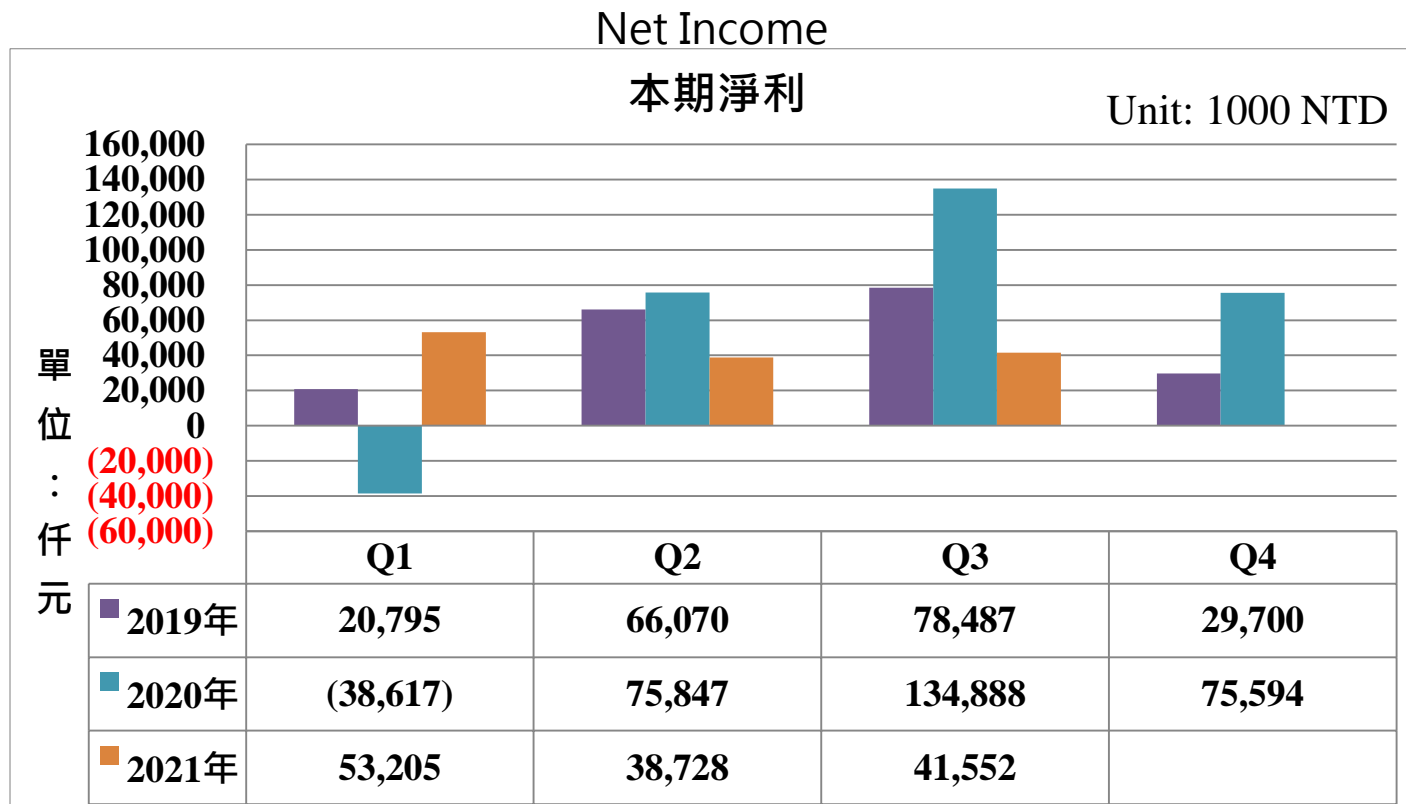


Consolidated Revenue in the past 3 years



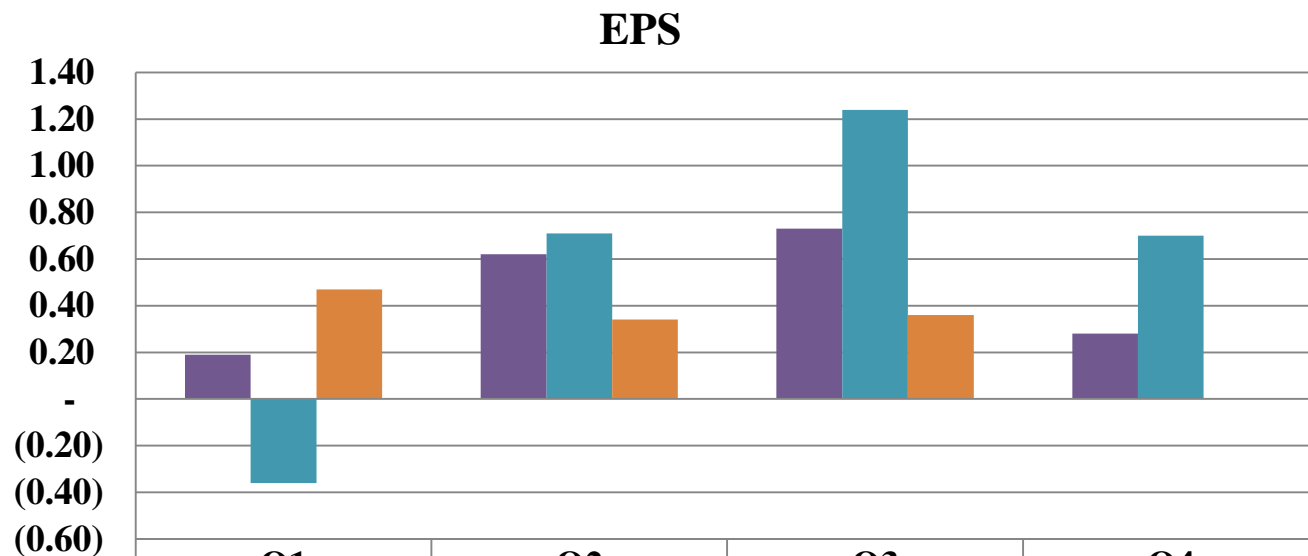
	Total	Growth Rate (%)
2019	3,123,887	2.18%
2020	4,098,876	31.21%
Q1-Q3 of 2021	2,783,988	--

Net income in the past 3 years



	Total	Growth Rate (%)
2019	195,052	33.73%
2020	247,712	27%
Q1-Q3 of 2021	133,485	--

► EPS in the past 3 years



	Q1	Q2	Q3	Q4
2019年	0.19	0.62	0.73	0.28
2020年	(0.36)	0.71	1.24	0.70
2021年	0.47	0.34	0.36	

	Total	Growth Rate (%)
2019	1.82	29.08%
2020	2.29	25.82%
Q1-Q3 of 2021	1.17	--

04.

Major Reinvestment Business

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Mytrex Health Technologies, Inc.

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► Mytrex Health Transformation

財訊
WEALTH MAGAZINE

財經

投資

生活

都更全都通^{New}

房產 4.0

生醫

財訊 642 期

敏成大轉型！口罩暴利時代已過去...楊弘仁 要靠「無接觸醫療」找利基

2021/09/15 15:00 文 | 劉軒彤



▲敏盛醫療體系執行長楊弘仁將主導敏成的轉型，他認為「無接觸醫療」會是未來重要趨勢。（圖／陳俊松攝）



分享



分享



分享



複製連結

► Mytrex Health v.s. Mytrex

**Mytrex Health
Technologies , Inc.**

- 1、Division and newly incorporated
- 2、Shares Hold:100%

Mytrex Inc.

Date Established	1990/08/06
Date of Listed IPO	2011/08/30
Capital	NTD 365,355,000
Main Business	M&A/Investment

Date of Division	2021/10/22
Date Established	2021/11/05
Capital	NTD 120,000,000
Main Business	Nonwoven Filter/Technological Materials/Medical Clothes

Pregetic medical
health co., Ltd.

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▶ Pregetic Health is on the way to be listed on IPO

擁有盛弘與富邦兩大股東！小金雞「精準健康」擬 IPO

作者 姚惠茹 | 發布日期 2021 年 11 月 29 日 17:56 | 分類 生物科技, 證券, 財經

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Vision and Core of the Business

All AI Healthcare

Preventive Medicine
Genetic Test



Product Sales Channels
Membership Nature Information



**Health checkup and
platform**
AI APP Data Tracking

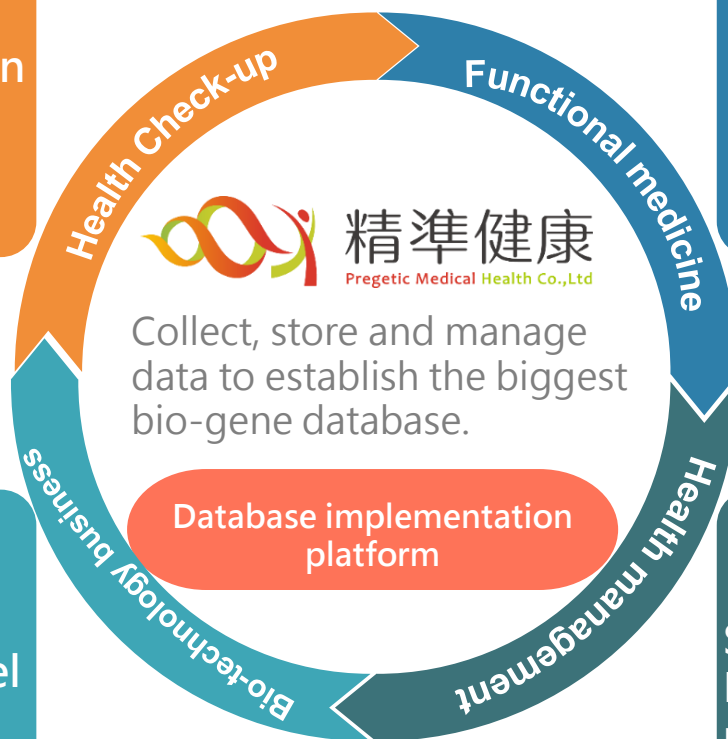
► Operational Plan

Expand Operational Site

Harvard Min-Sheng /
Harvard Neihu / Harvard Daan
Health check-up / beauty /
strategic partner in beauty

Strengthen derivative service

Product sales and channel
development Dietary
supplement /
cosmetics development



Develop functional medicine

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

Provide smart system

Smart health app data tracking
Health package assessment /
nutritionist management
counseling
Health management secretary

► Operational Plan of 2022



New Model
Include Health
Check-up 2.0
Genetic Test to
Routine Check-up

New technology
Optimize Health
Check-up
Information
System

New Revenue
Combine with
resources in
tMissioncare
and Fubon

New Feature
Develop Feature
Clinics based on
customer needs

New economic
big data genetic
database



► Health check-up operational sites



1 Harvard Taoyuan

Average No. Of Customers in the Past 3 Years 9,500 people.

Average revenue in the past 3 years 9500,000.

2 Harvard Neihu

Average No. Of Customers in the Past 3 Years 8,800 people.

Average revenue in the past 3 years 5,000,000.

3 Harvard Daan

Average No. Of Customers in the Past 3 Years 6,300 people.

Average revenue in the past 3 years 4,500,000.

4 Harvard Health Management Center

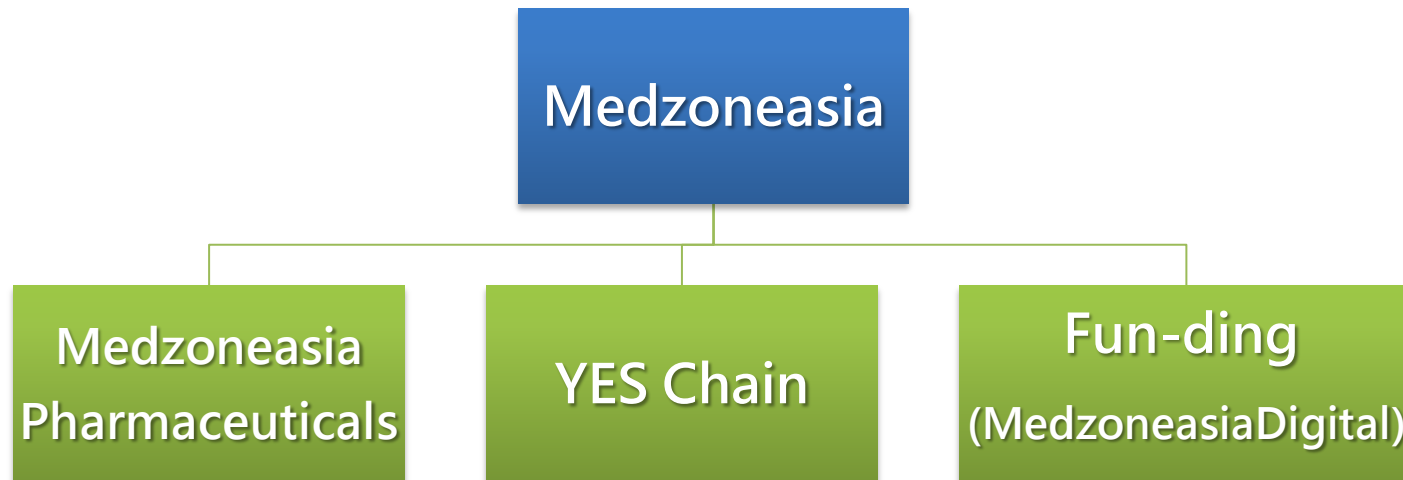


Medzoneasia Co., Ltd.

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► Structure



- Medzoneasia e-commerce provides platform for Medzoneasia Pharmaceutical, YES Chain, and ShareHope.
 - Medzoneasia Pharmaceuticals B to B
 - ShareHope B to B
 - YES B to C

YES Chain Pharma Ltd.

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Place in the market: Future model is to be a professional/digital pharmacy

Products are fashionable and various

- Medicine and Cosmetics Diversity
- More promotion and sale campaigns
- Strengthen product arrangement in store and inventory management
- Main clients are from 18-45 years old

Customized feature products

Professional customized service

- AI smart personal cloud database management
- Customize/professional service
- E-commerce – Medicine and healthcare helper shopping website
- VIP only service

價格
Price

專業
Professional



Direction of the price

- Moms and baby TA/AD
- Product management is loose
- Price oriented
- Less chronic prescription
- Sign/profit/inventory pressure

Professional service need

- Implement product category arrangement
- Professional chronic prescription guidance service
- Professional guidance (Combine with APP)
- Medicine and supplement consulting
- Excellent need provide management/Very own logistic delivery network

Medzoneasia Pharmaceutical Co., Ltd.

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► Strategy for 2022 – Macro Digital Transformation

Changing the name to 【Medzoneasia Pharmaceutical Co., Ltd.】

□ Purpose

- ✓ Optimize business model to meet future operation and development needs.
- ✓ Strengthen the connection and use of Shengyun e-commerce platform.
- ✓ Update internal operating procedures, grasp trends, and develop digitalization of drug transactions.
- ✓ Upgrading the organizational structure to integrate multiple services of physical channels and virtual channels.
- ✓ Without being restricted by time and space, quickly contact and serve customers all over the country, and increase the contact rate of outlying islands, remote and closed customers.
- ✓ Customer service provides new value.

► Operation focus

□ Business development

- ✓ Online transactions, offline services, not limited by time and space, the integration of virtual and real to play a complementary force.
- ✓ Increase the number of effective trading customers of the company, increase the company's turnover and gross profit rate.
- ✓ Select foods for specific purposes ex D3, joint care..., recommend consumers to use it through the introduction of doctors.

□ Inventory control

- ✓ Review inventory every month to minimize out-of-stocks and rationalize the amount of inventory.
- ✓ Adjust the safety stock of imported products in response to the epidemic and changes in freight.

□ Item development

- ✓ Continue to cooperate with other pharmaceutical companies in product distribution and development.
- ✓ Activation of existing drug licenses.
- ✓ Invest in the development of self-owned scientific name drugs and self-financed products.

05. Outlook



► Outlook

□ Subsidiary

- **Mytrex**-new investment strategy aims at cooperation with long-term business partners.
- **Pregetic Medical**-Introduce strategic investors to invest in shares, combine different industries, integrate the healthy industry-university chain, and create a new business layout.
- **Medzoneasiz**-Optimistically expecting that the overall business will be effectively improved next year, and the subsidiary **Yueshi Pharmacy** will expand its exhibition stores and look forward to business growth.

- ## □ Min-Sheng Jing-Guo General Hospital-complements with ShareHope, and fully assists its related development.

THANK YOU



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