



# United Orthopedic Corporation

## 2023 Investor Conference

**Jason Lin**

**May 30, 2023**

誠信 盡責 快樂 創新

# 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

- **Year 2022 Financial Results**
- **The first-quarter performance of 2023**
- **Business Update**
- **Q & A**

# A 30-year Established Professional Manufacturer of Artificial Joints

Company setup

**1993**

Employees

**700+ persons**

IPO

**2004**

Capitalization

**NT\$ 881 M**

Stock symbol

**4129**

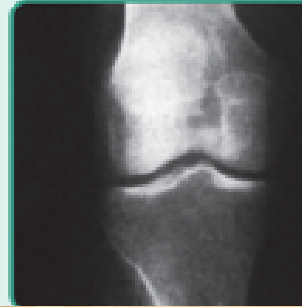
Founder

**林延生**



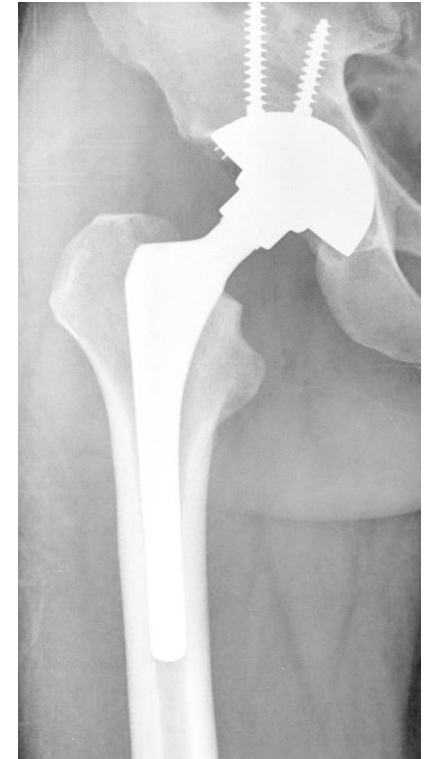
Healthy

Diseased



Healthy

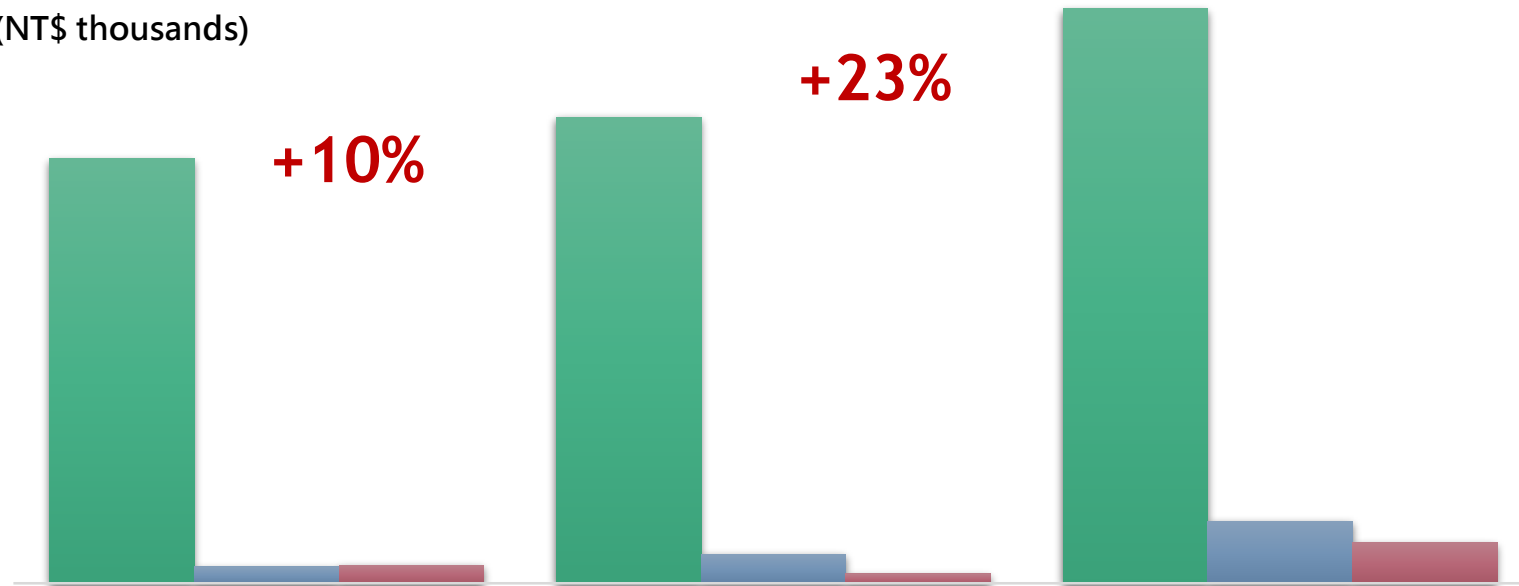
Diseased



# Revenue & Net Profit

Benefiting from the easing of the pandemic, the company achieved record-breaking revenue and profits in 2022.

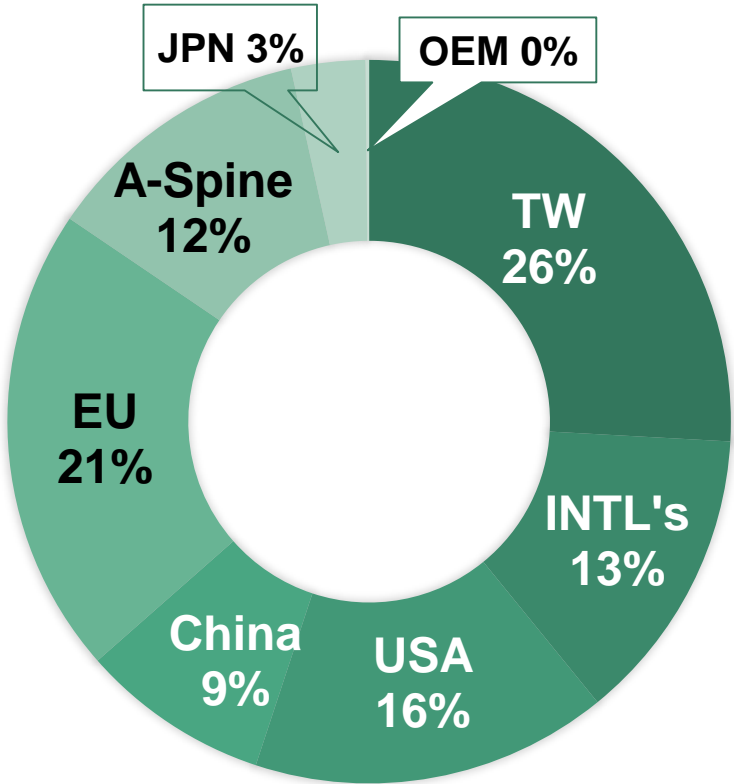
(NT\$ thousands)



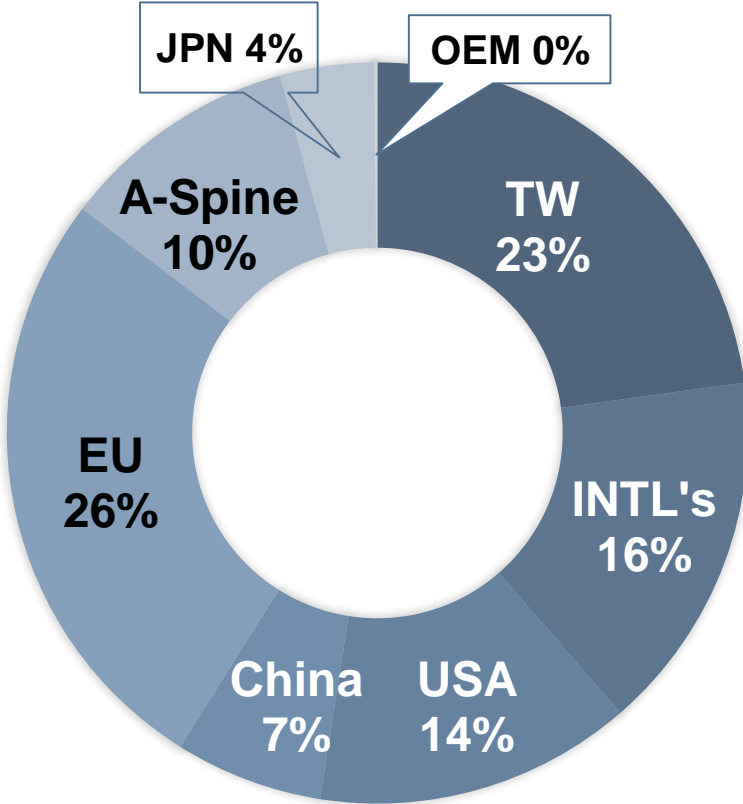
	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>YoY</u>	<u>%</u>
Revenue	2,342,226	2,570,866	3,168,680	597,814	+23%
Operating P/L	89,878	161,425	341,582	180,157	+112%
Non-OP P/L	<u>19,277</u>	<u>(86,831)</u>	<u>(38,561)</u>	<u>48,270</u>	+56%
Net Profit	<u>101,312</u>	<u>52,877</u>	<u>223,581</u>	<u>170,704</u>	+323%
<b>EPS</b>	<b>1.00</b>	<b>0.37</b>	<b>2.84</b>	<b>2.47</b>	

# Revenue by Regions (2021 vs. 2022)

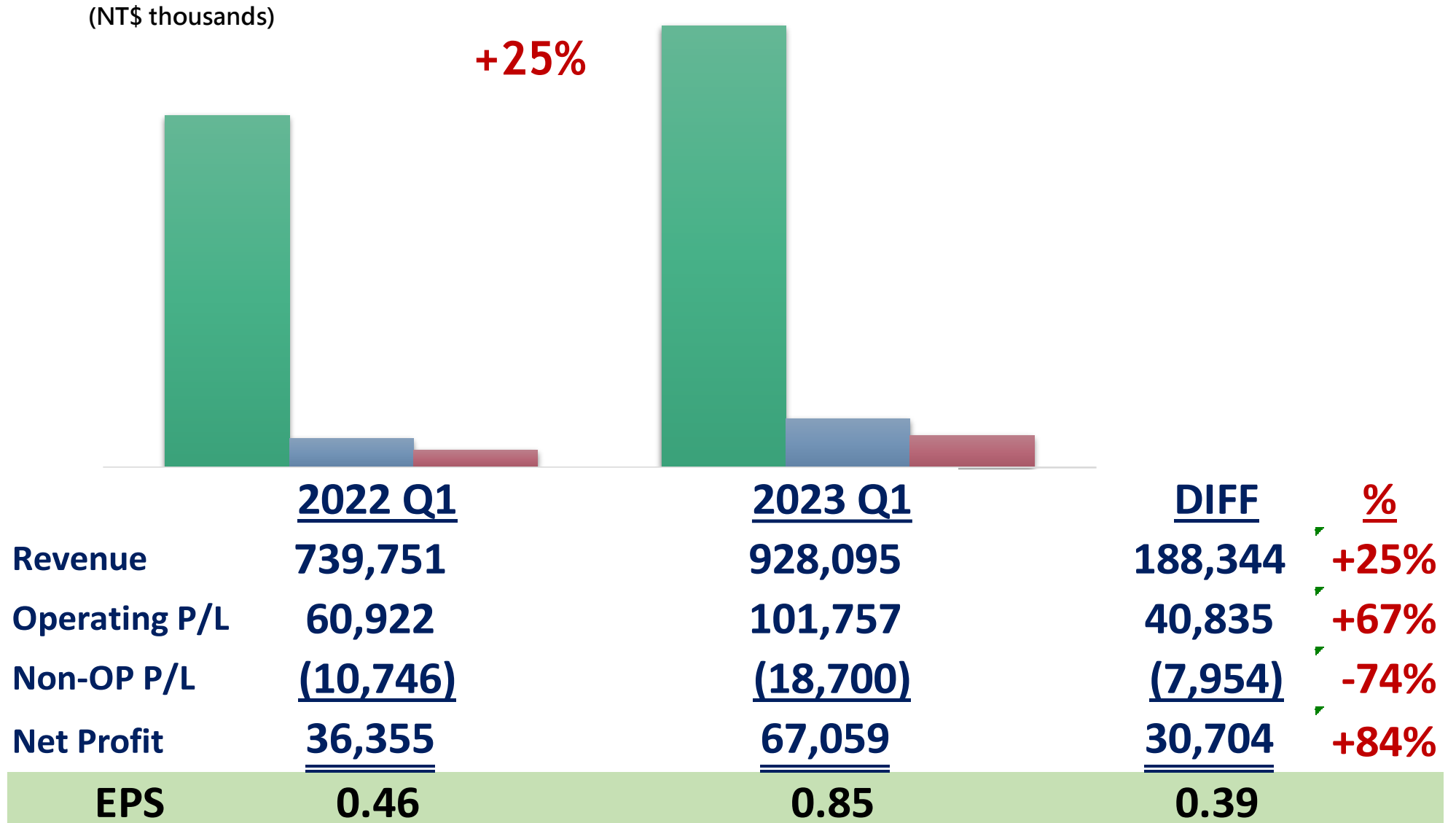
**2021**  
**\$2,571M**



**2022**  
**\$3169M**



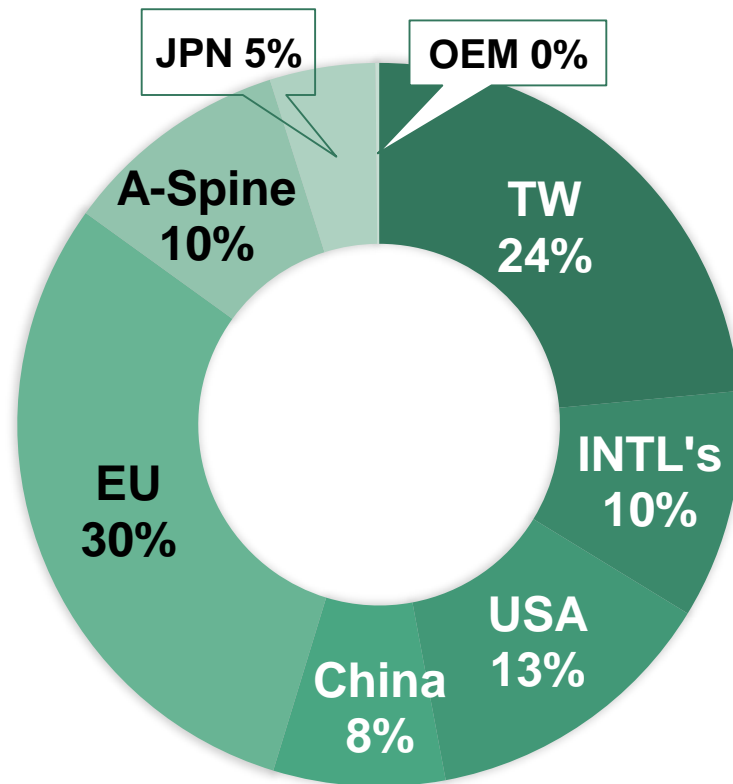
# The first-quarter performance of 2023



# Revenue by Regions (Q1'22 vs. Q1'23)

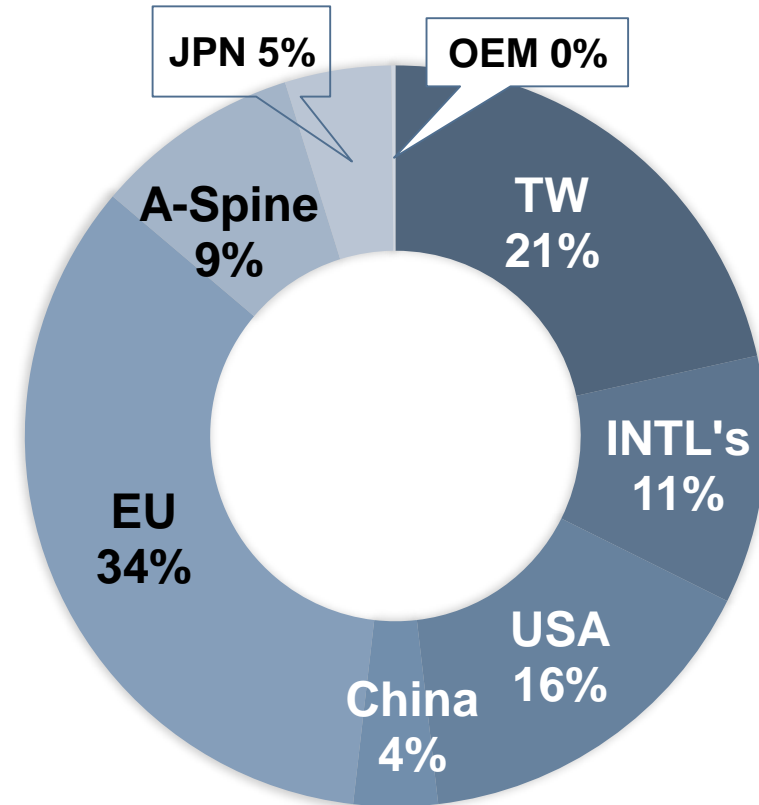
2022 Q1

\$740M



2023 Q1

\$928M



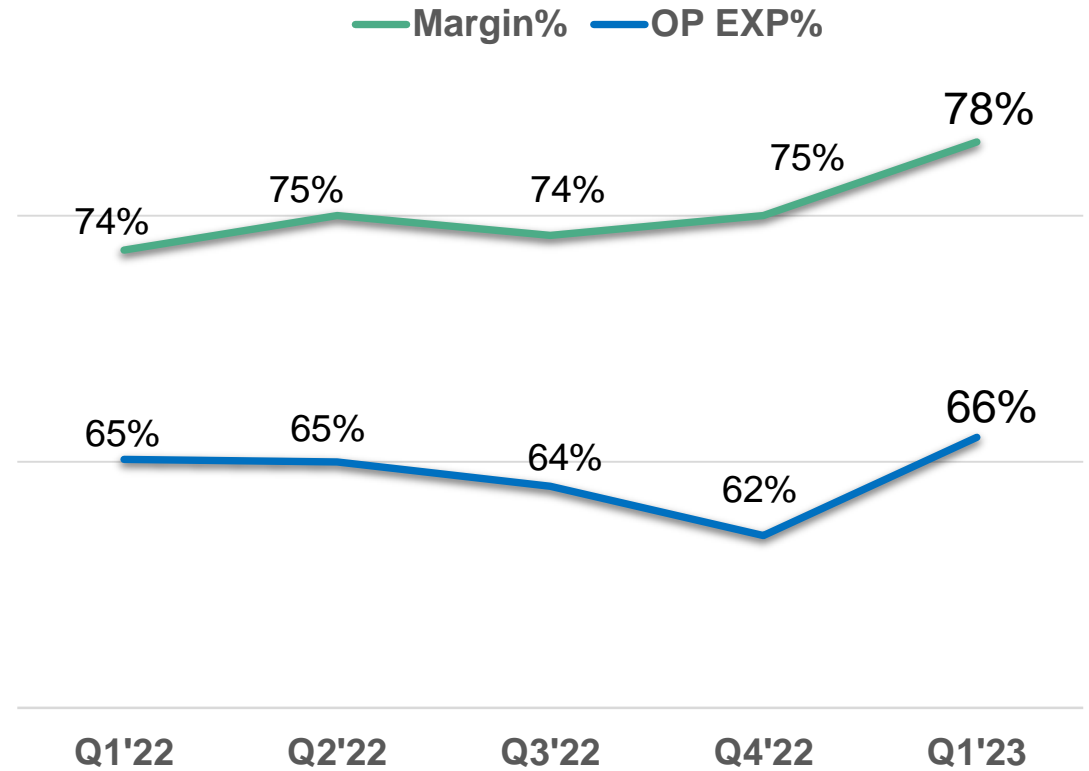


# Operating Results

## Revenue Trend Chart



## Financial Ratios



In 2022, the gross profit margin was 75%, and the operating expense ratio was 63%.

# Benchmarking

## Zimmer Biomet

(US\$M)	2020	2021	2022
Sales	6,128	6,827	6,940
COGS	1,824	1,960	2,020
Margins	4,303	4,867	4,920
%	70%	71%	71%
OP Exp.	4,220	4,007	4,224
%	69%	59%	61%
OP P/L	83	860	696
%	1%	13%	10%

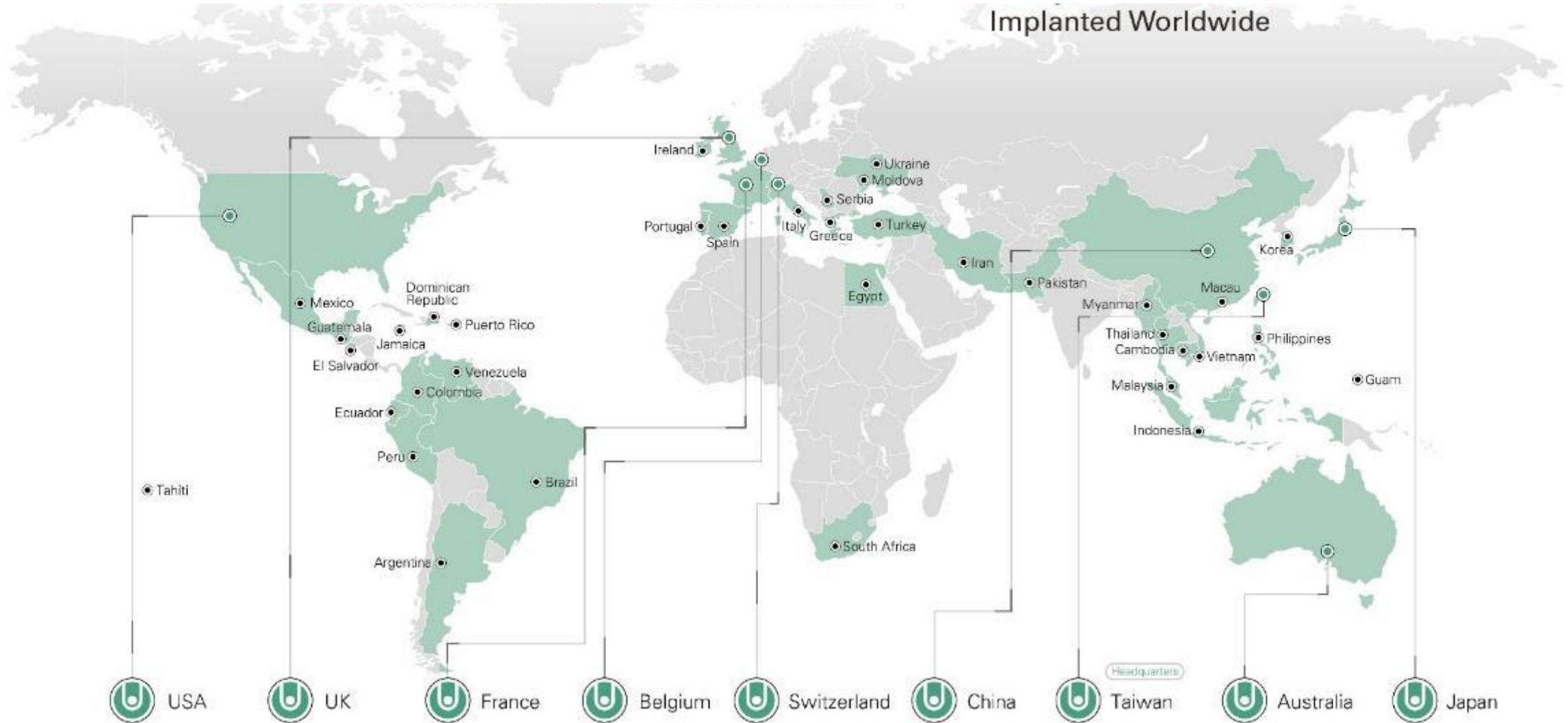
## United

(US\$M)	2020	2021	2022
Sales	80.1	91.6	108.5
COGS	23.8	25.9	27.8
Margins	56.3	65.6	80.7
%	70%	72%	74%
OP Exp.	53.3	59.9	69.0
%	66%	65%	64%
OP P/L	3.1	5.7	11.7
%	4%	6%	11%

Zimmer Biomet is the global market leader, which holds a 26.1% market share, while United's joint market share is 0.5%.

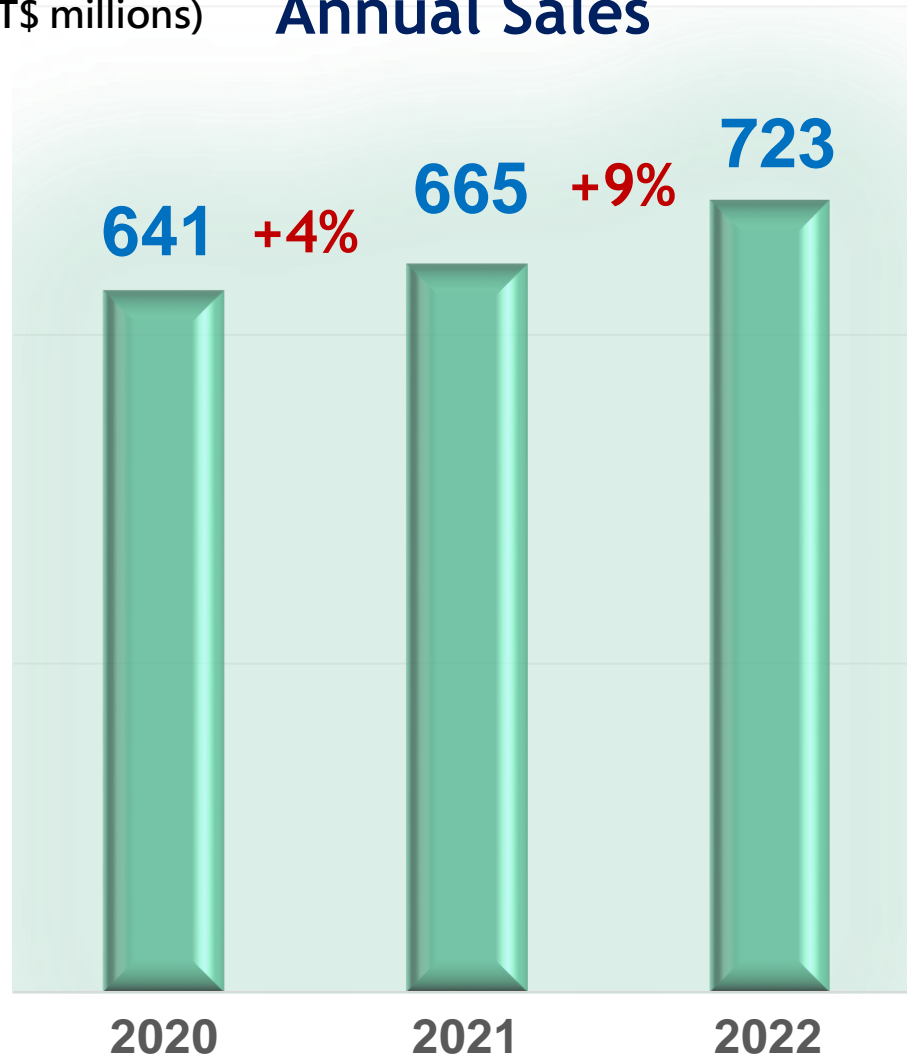
# Volume of Artificial Joint Replacement Surgery

45 countries , 9 worldwide offices , 583,000 cases

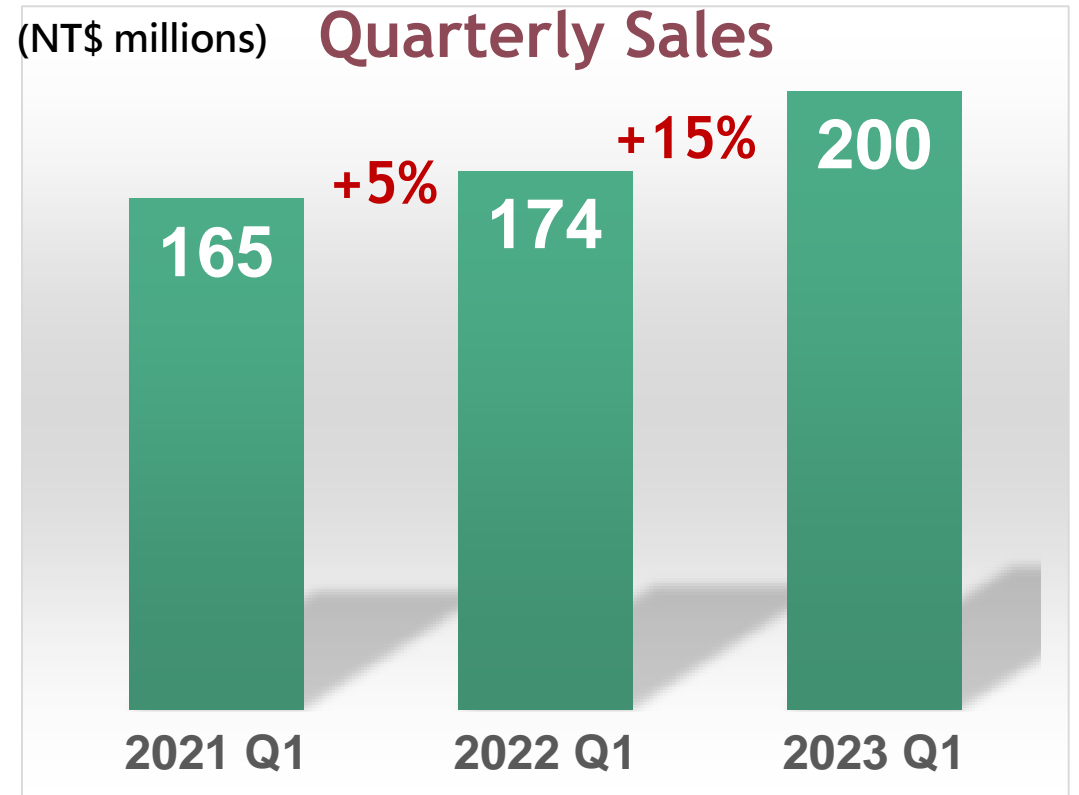


# Taiwan Market Performance

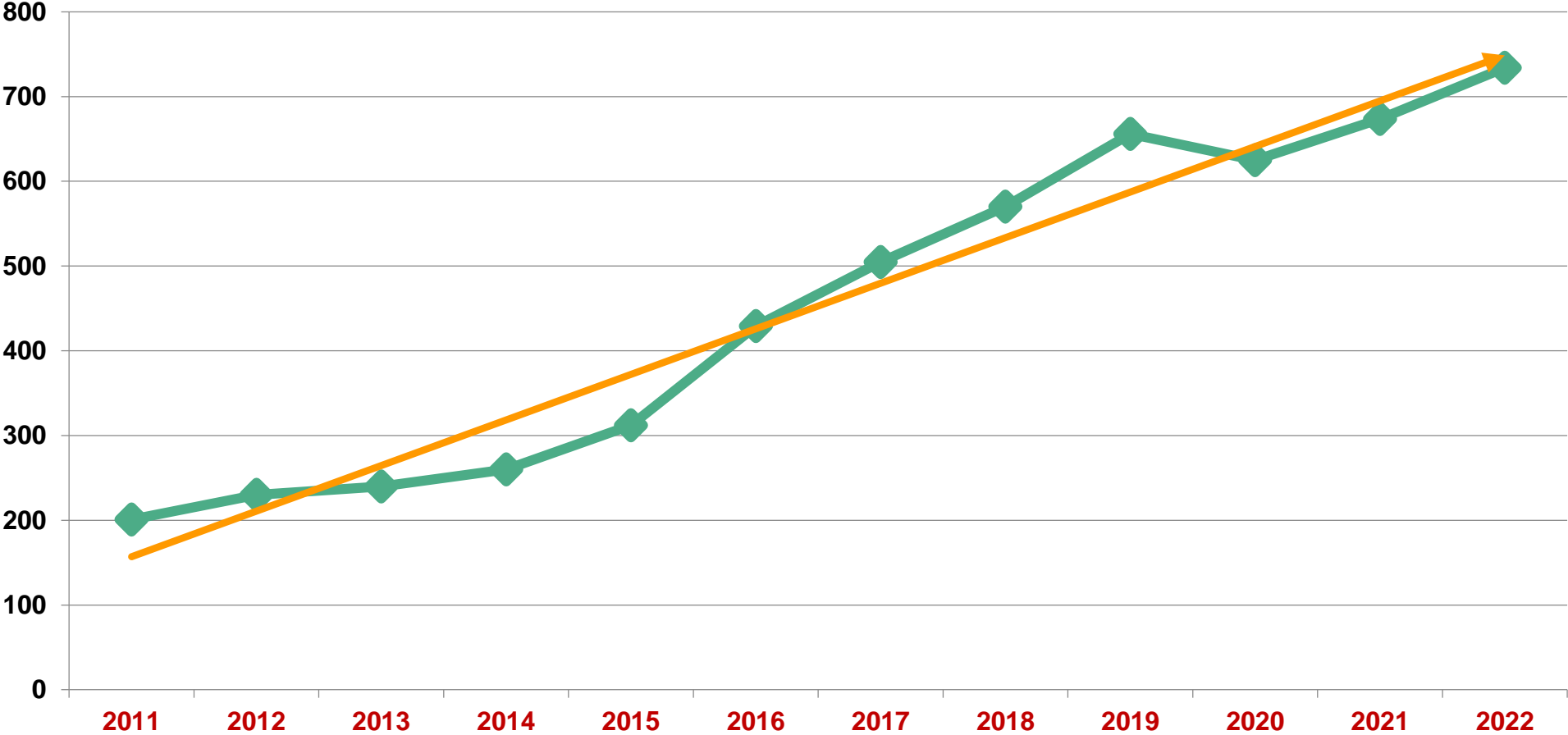
(NT\$ millions) **Annual Sales**



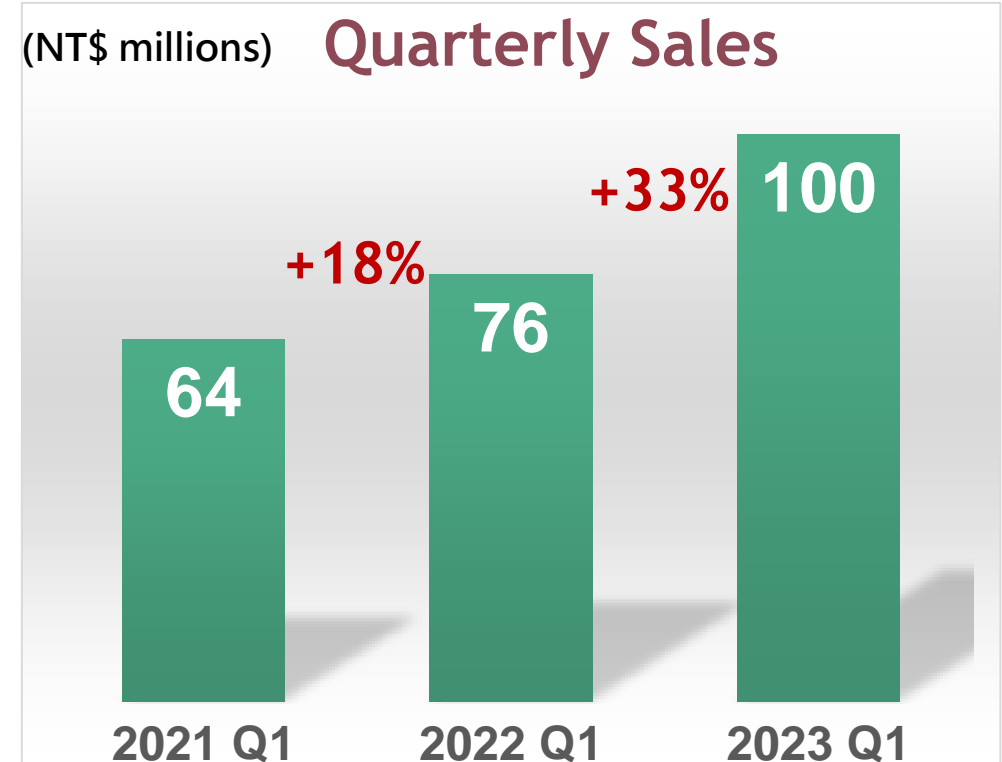
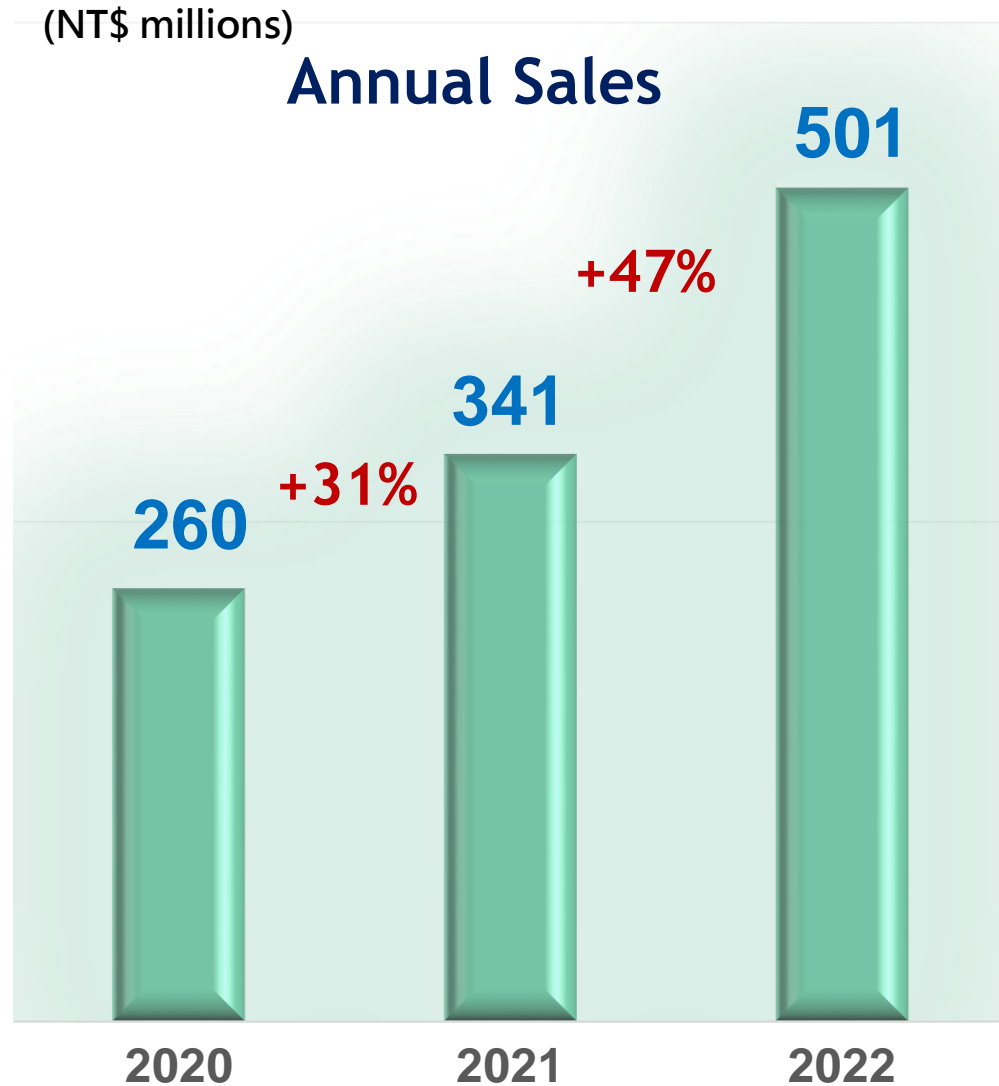
(NT\$ millions) **Quarterly Sales**



# Growth trend in the domestic market of Taiwan



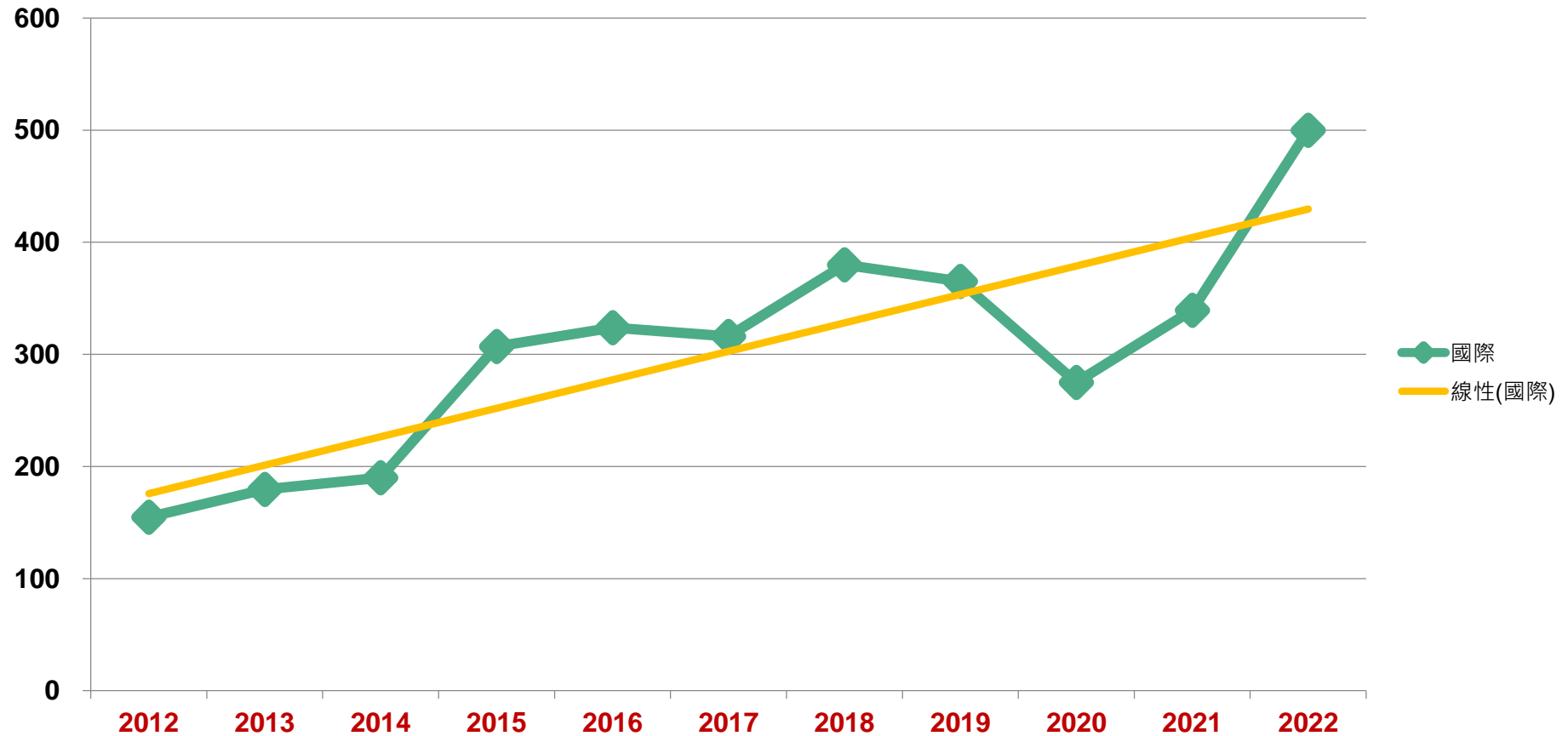
# International Market Performance



- 2022.12 Philippines
- 2022.12 Malaysia
- 2023. 2 Malaysia
- 2023. 2 Indonesia
- 2023. 2 Colombia & Dominican
- 2023. 2 Vietnam
- 2023. 4 Philippines
- 2023. 4 Argentina

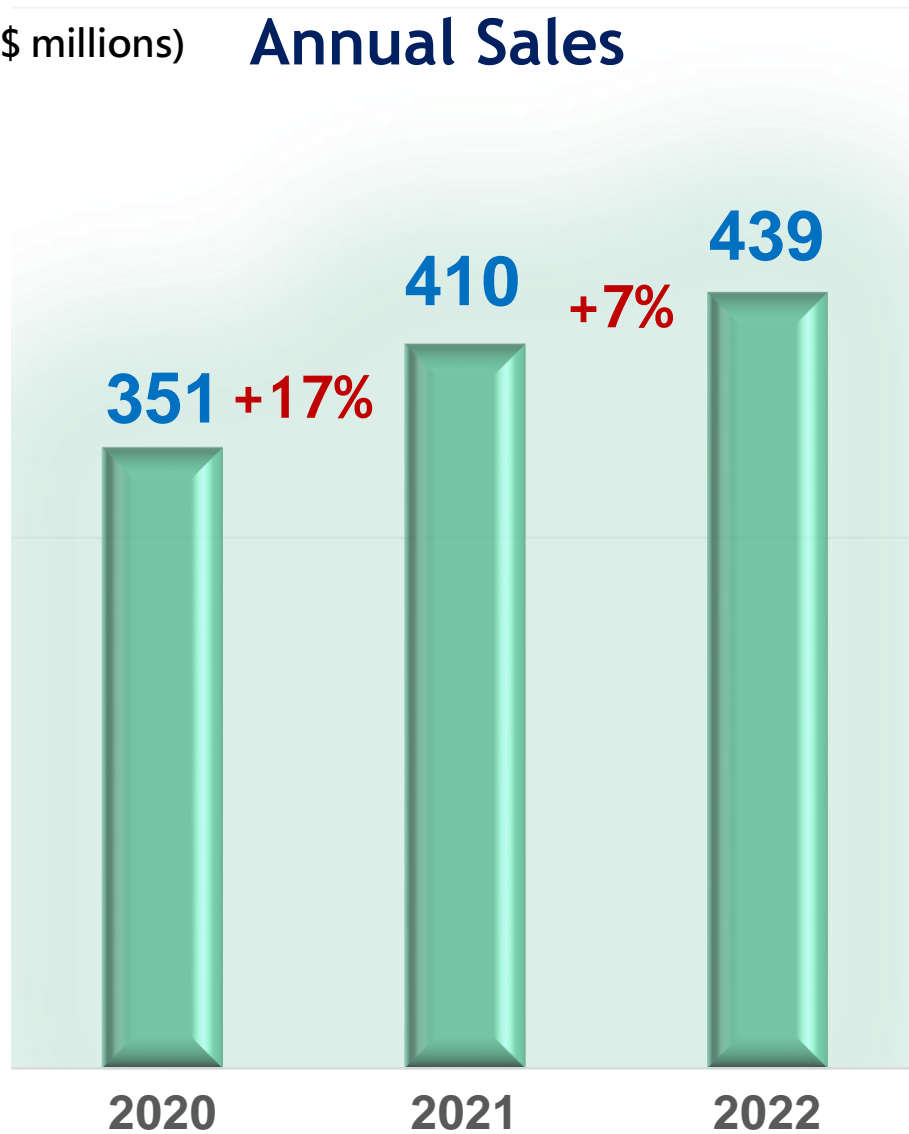


# Growth trend in the international market over the past decade

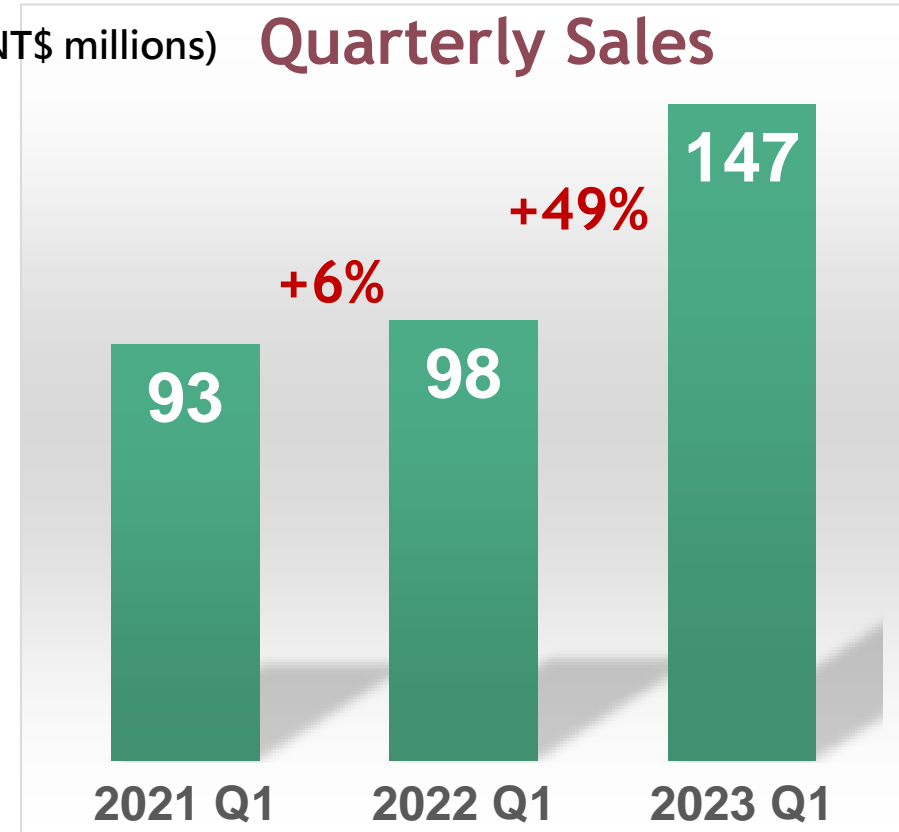


# USA Market Performance

(NT\$ millions) **Annual Sales**

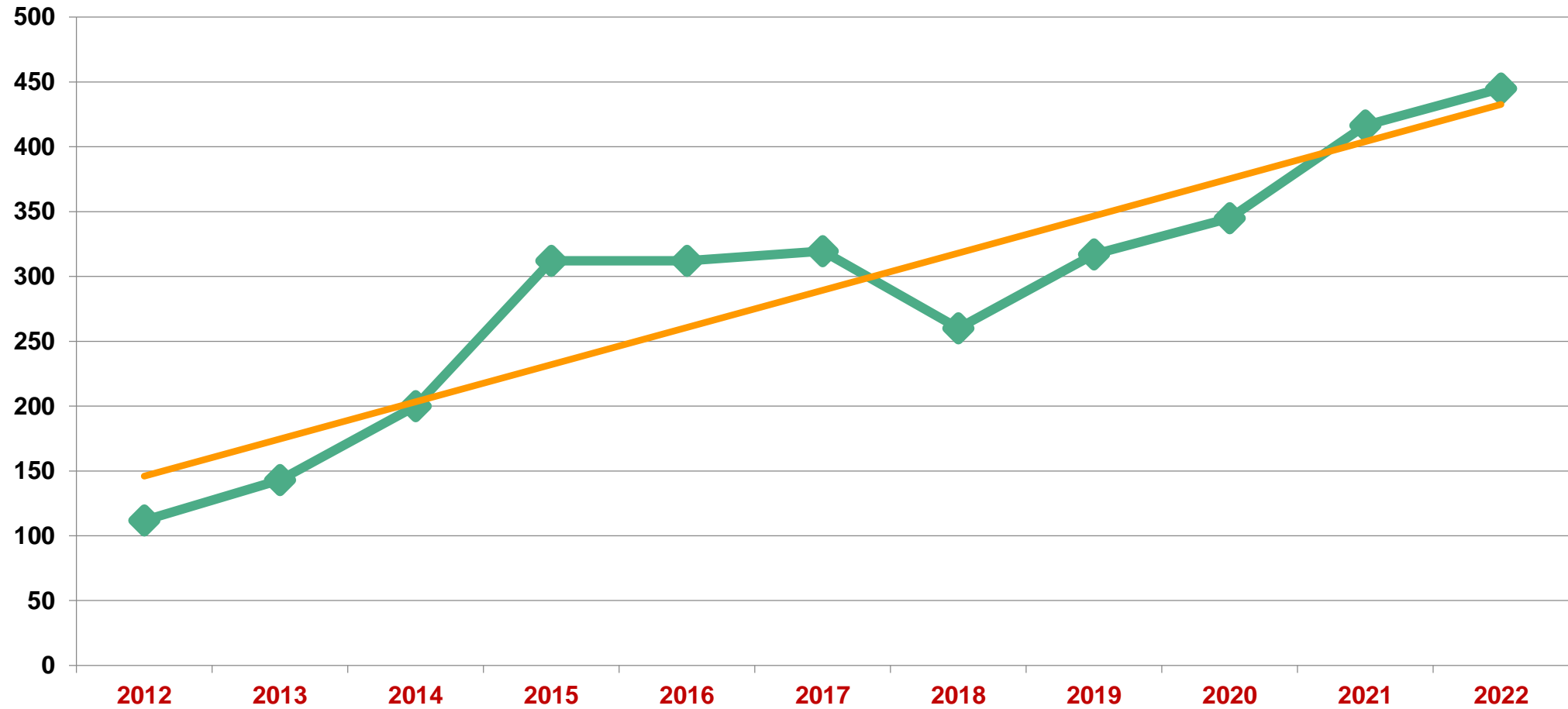


(NT\$ millions) **Quarterly Sales**



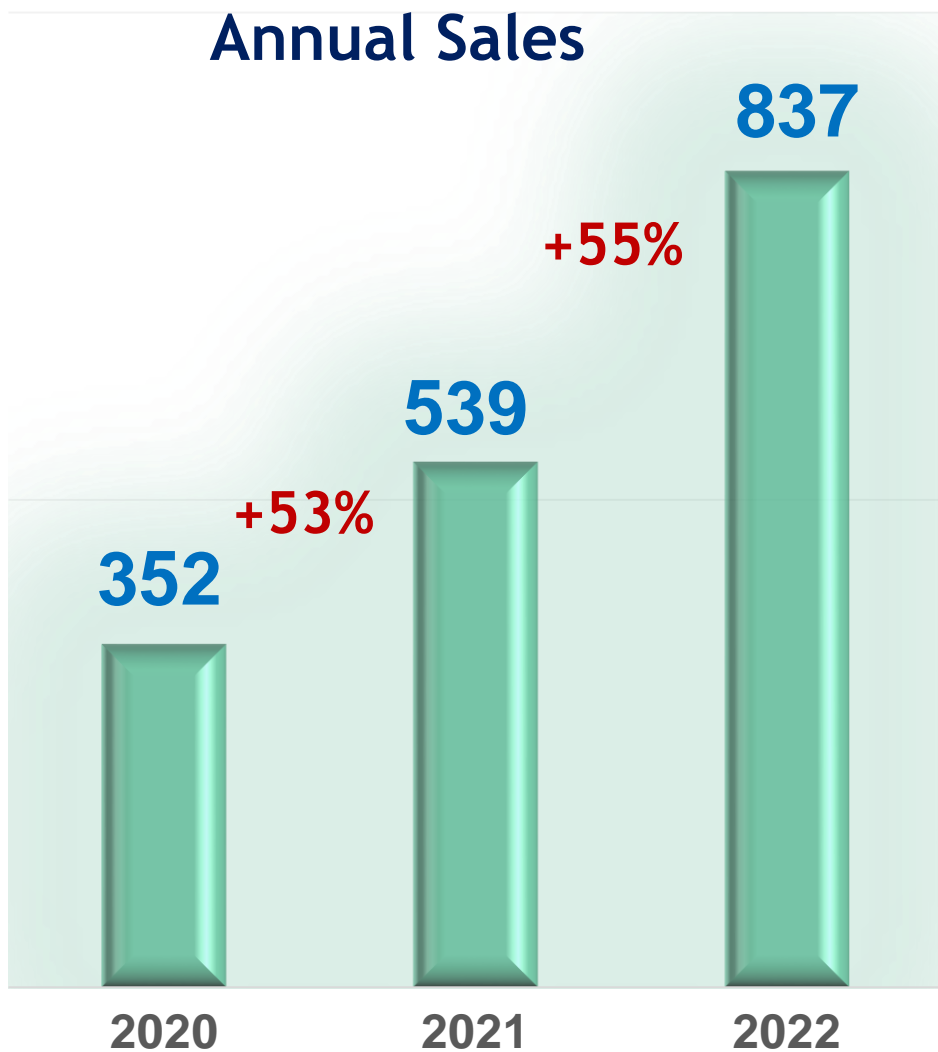


# Growth trend in the USA over the past decade

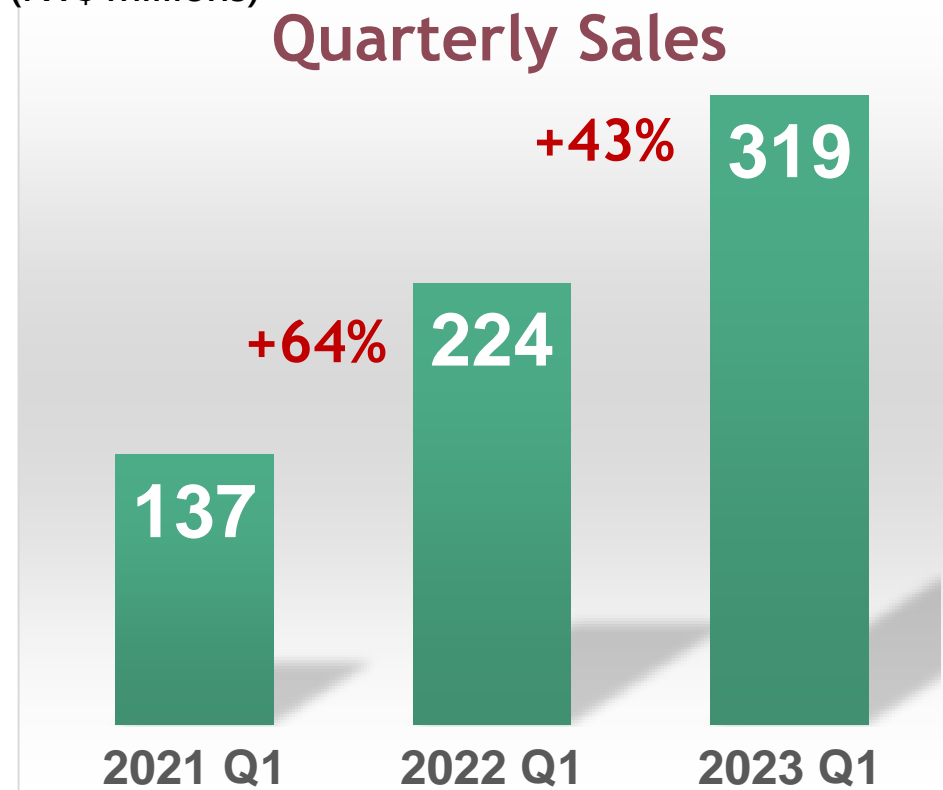


# Europe Market Performance

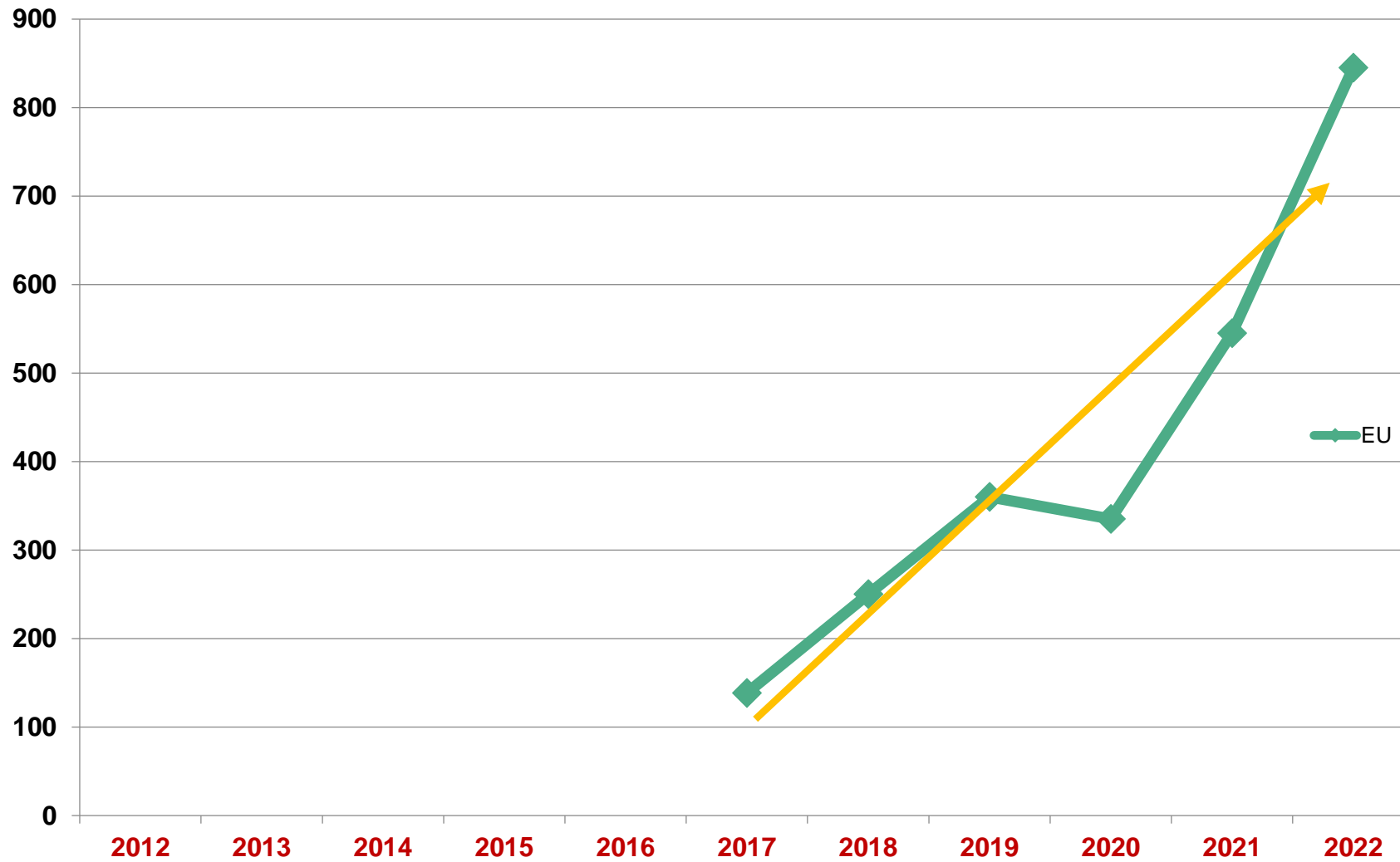
(NT\$ millions)



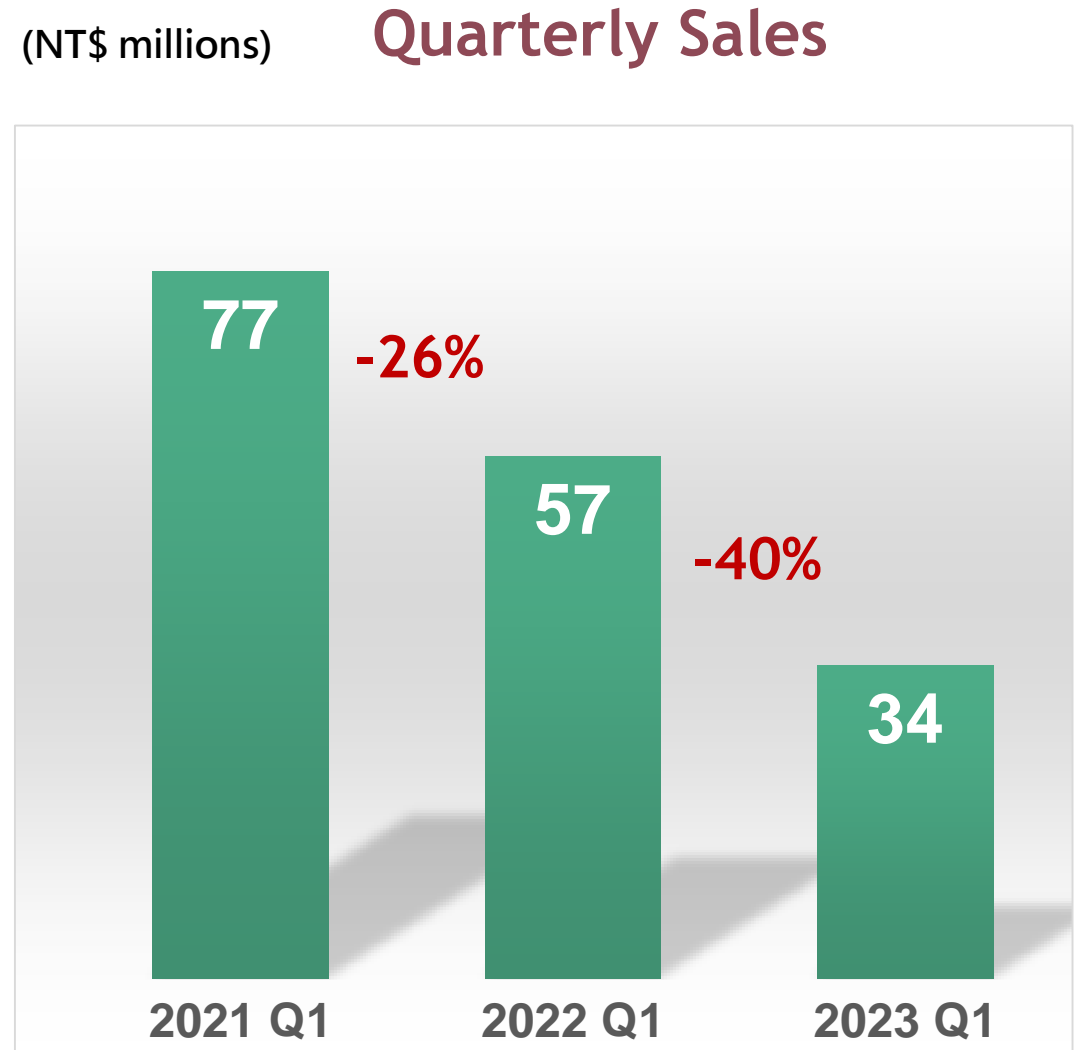
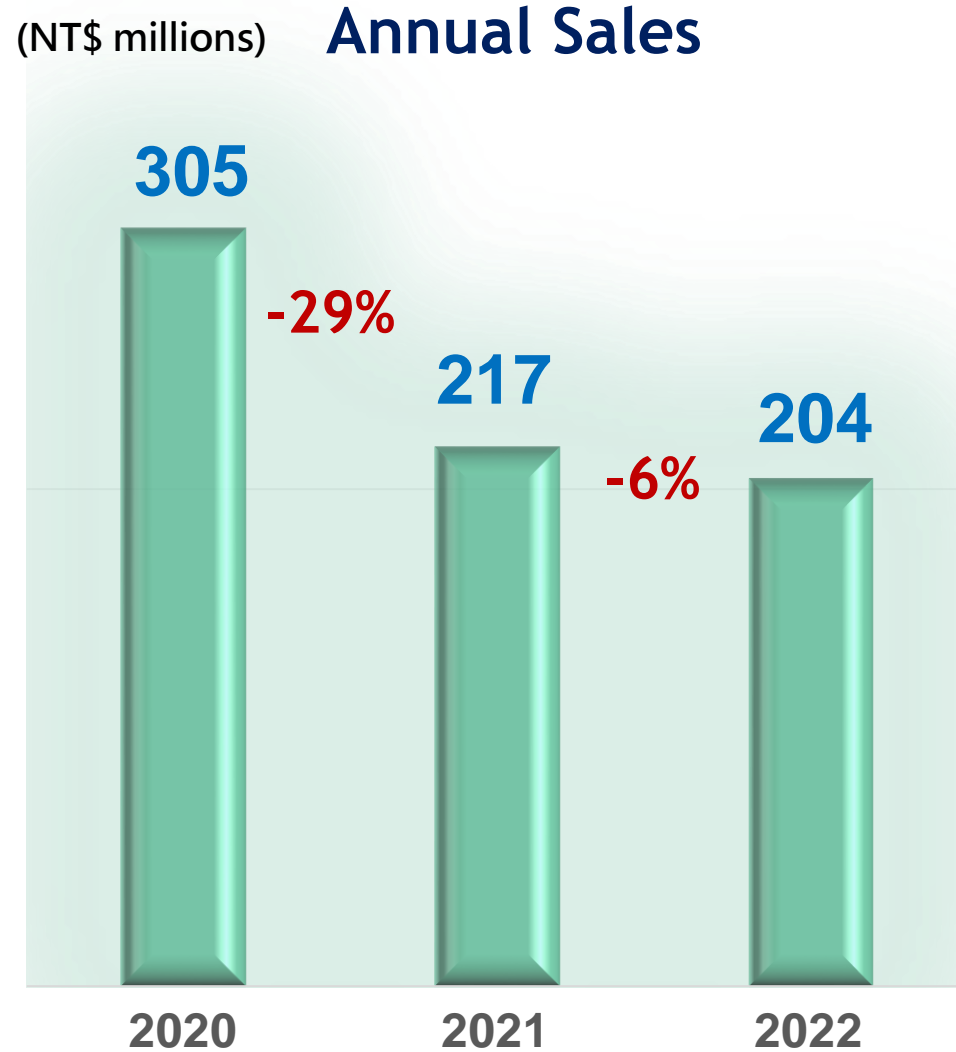
(NT\$ millions)



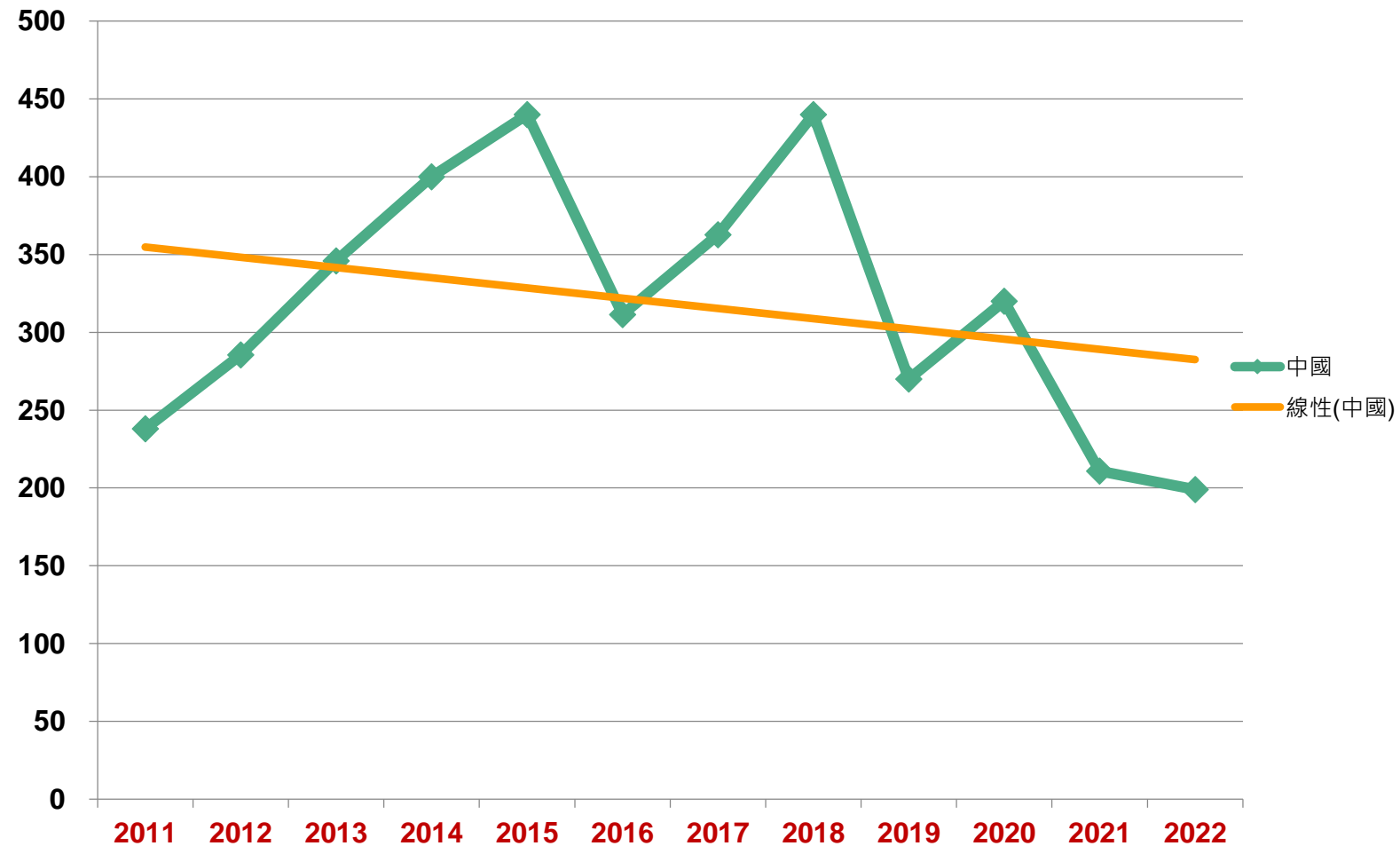
# Growth trend in Europe



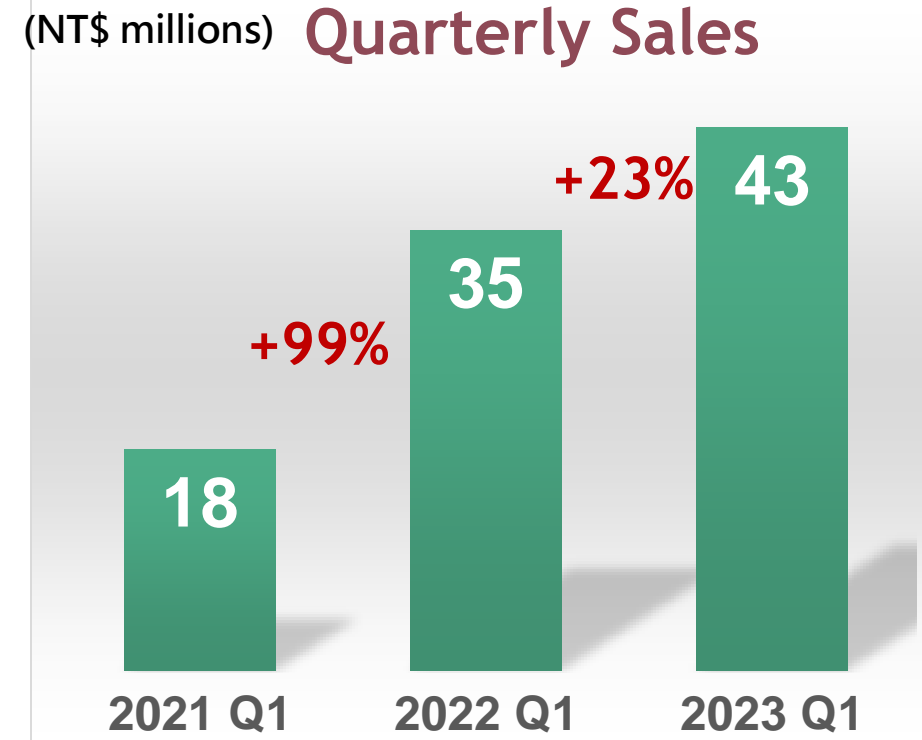
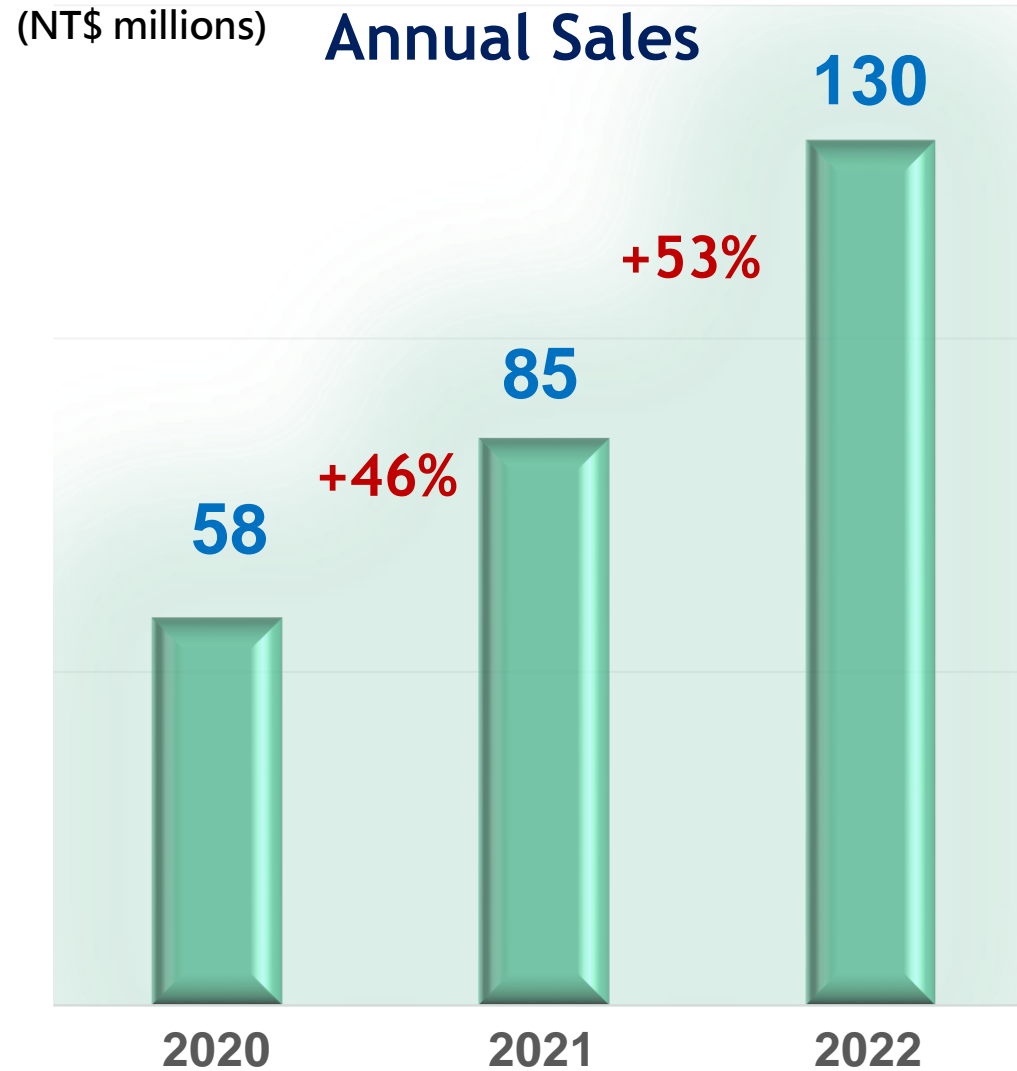
# China Market Performance



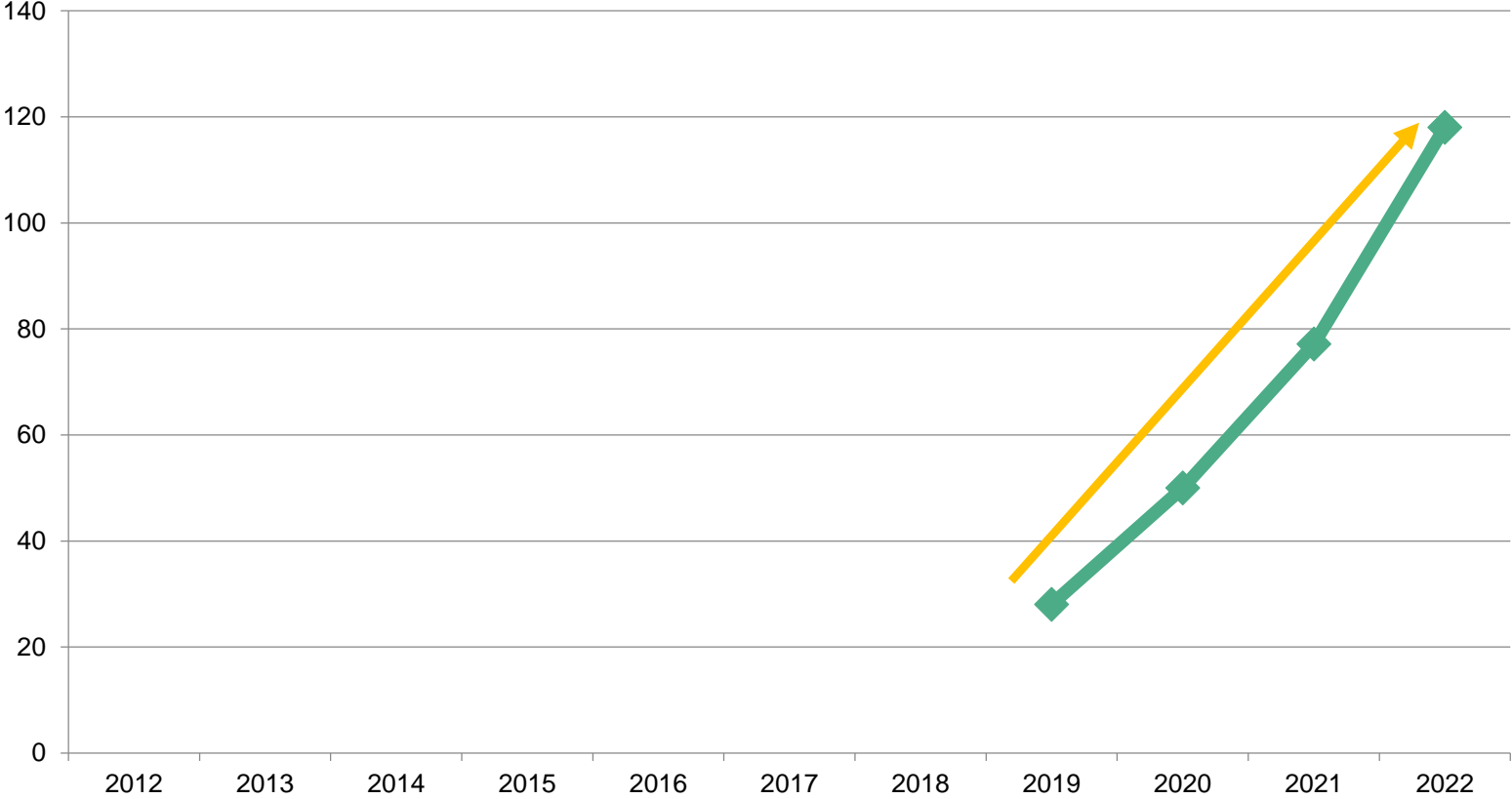
# Ten-year growth trend in exporting to China(SVUOC)



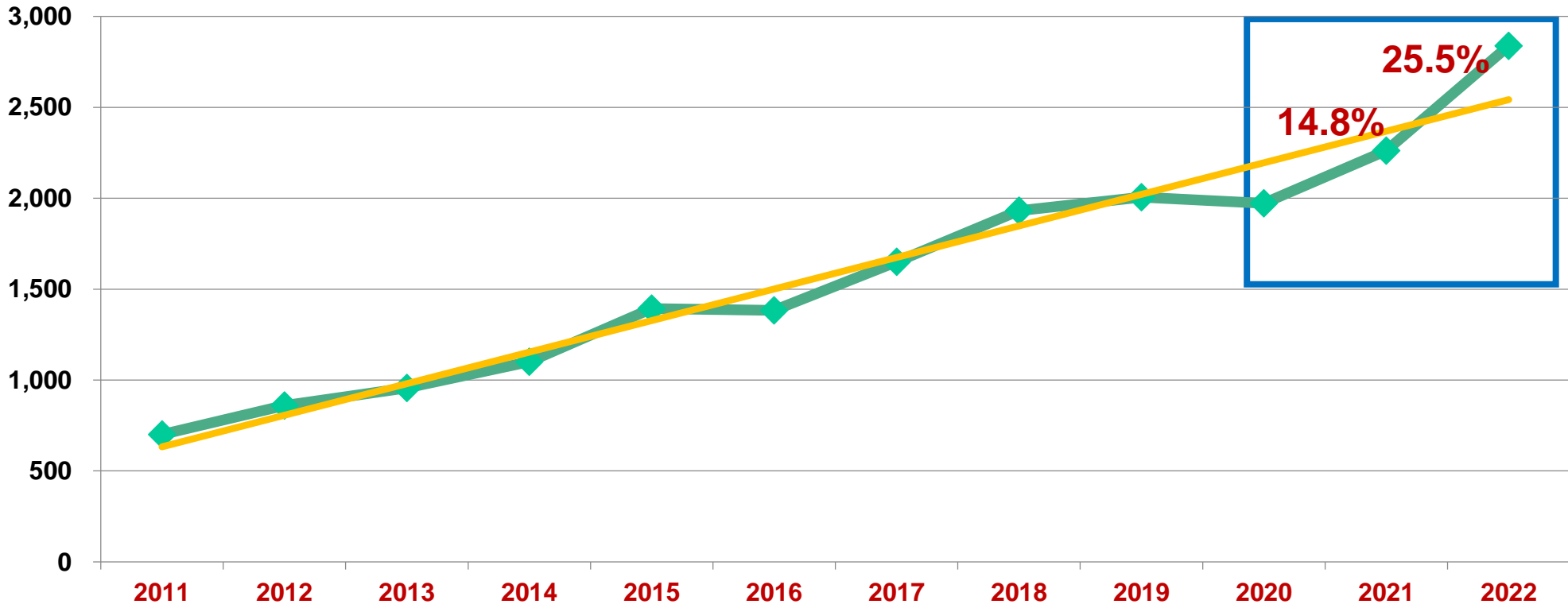
# Japan Market Performance



# Growth trend in Japan



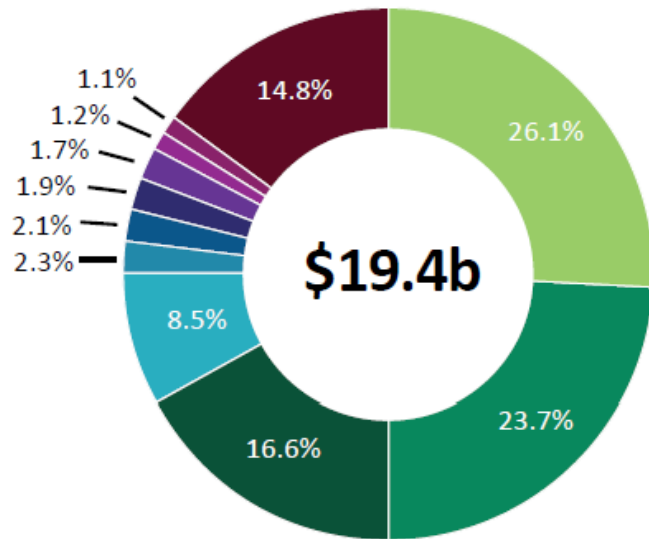
# The ten-year revenue growth trend (Artificial Joints of United)





# Global Artificial Joint Market in 2021

- Global Artificial Joint Market in 2021: US\$19.4 billion.
- The four leading companies with a century of entrepreneurship account for 74.9% of the market share, totaling US\$15.4 billion.
- The tenth-ranked company holds a market share of 1.06%, amounting to US\$206 million.
- United holds 0.5% market share, equivalent to US\$100 million.



Zimmer Biomet	\$5,067.6
Stryker	\$4,611.6
DePuy Synthes	\$3,234.0
Smith+Nephew	\$1,648.4
Aesculap	\$444.0
Medacta	\$401.1
DJO	\$373.1
Exactech	\$329.0
LimaCorporate	\$241.9
MicroPort Orthopedics	\$206.0
All Others	\$2,868.1



Orthoworld Annual report 2022

# United has been established for thirty years 1993-2023

The joint brand "UNITED" by United has been widely distributed worldwide, and its long-term clinical performance is on par with top-tier brands.

- With 30 years of accumulated research and development capabilities, as well as talented individuals.
- Own a wide range of diverse products that cover a breadth of offerings.
- Have established a global sales network to reach customers worldwide.
- have entered a period of high growth.

**At thirty, we stood firm.**

**Thank you for listening**

**Each Step We Care**