



# United Orthopedic Corporation

## 2024 Investor Conference

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**March 19, 2024**

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# 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

- **The forth-quarter performance of 2023**
- **2023 Performance**
- **Business Update**
- **Q & A**

# The Forth-Quarter Performance of 2023

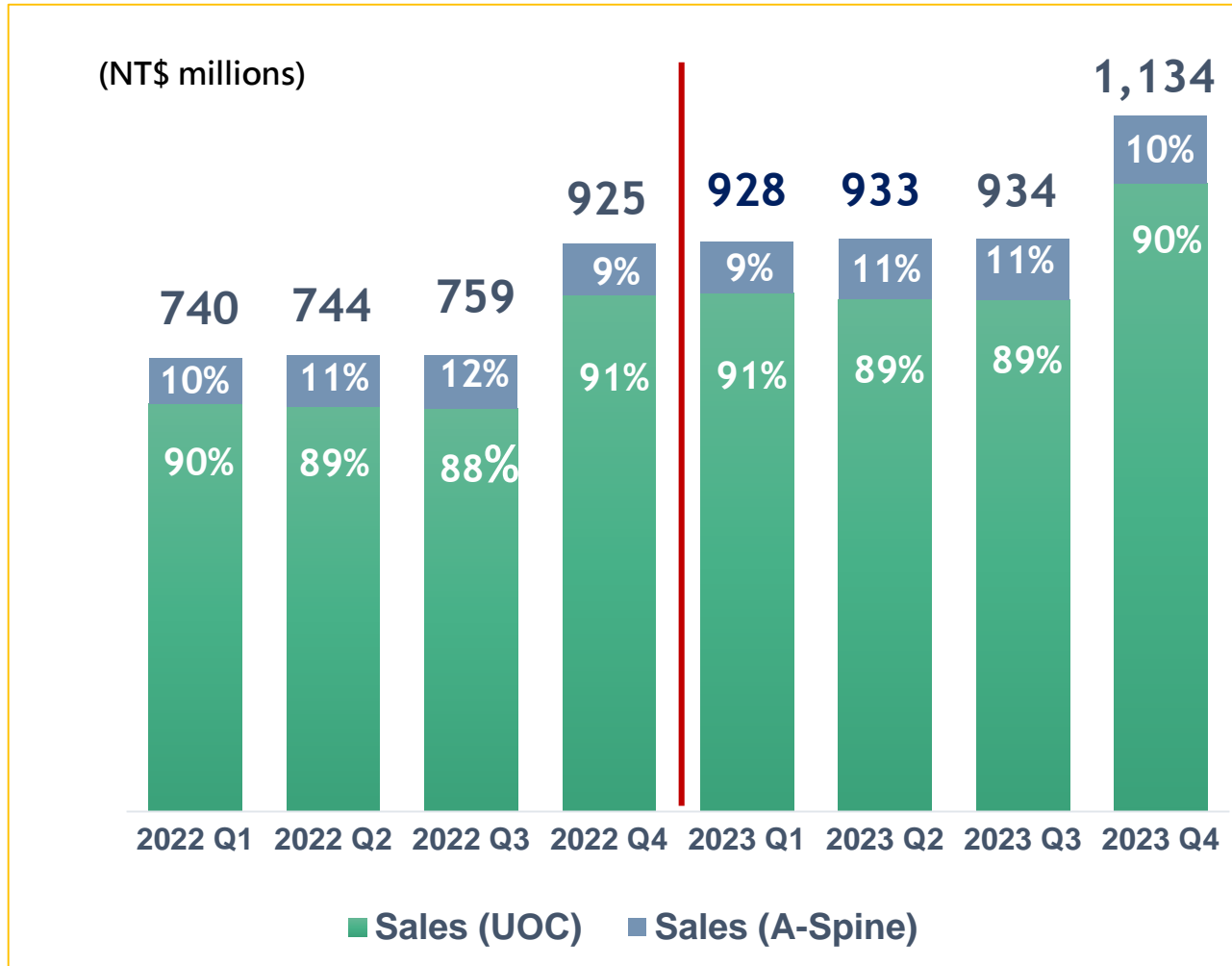
| (NT\$ thousands) | <u>2022 Q4</u>  | <u>2023 Q4</u> | <u>DIFF</u>   | <u>%</u> |
|------------------|-----------------|----------------|---------------|----------|
| Revenue          | 925,289         | 1,134,117      | 208,828       | +23%     |
| Operating P/L    | 134,579         | 155,759        | 21,180        | +16%     |
| Non-OP P/L       | <u>(22,957)</u> | <u>(8,405)</u> | <u>14,552</u> | +63%     |
| Net Profit       | <u>82,105</u>   | <u>119,778</u> | <u>37,673</u> | +46%     |
|                  | %               | 9%             | 11%           | 2%       |
| <b>EPS</b>       | 1.06            | 1.38           | 0.32          |          |

# 2023 Performance

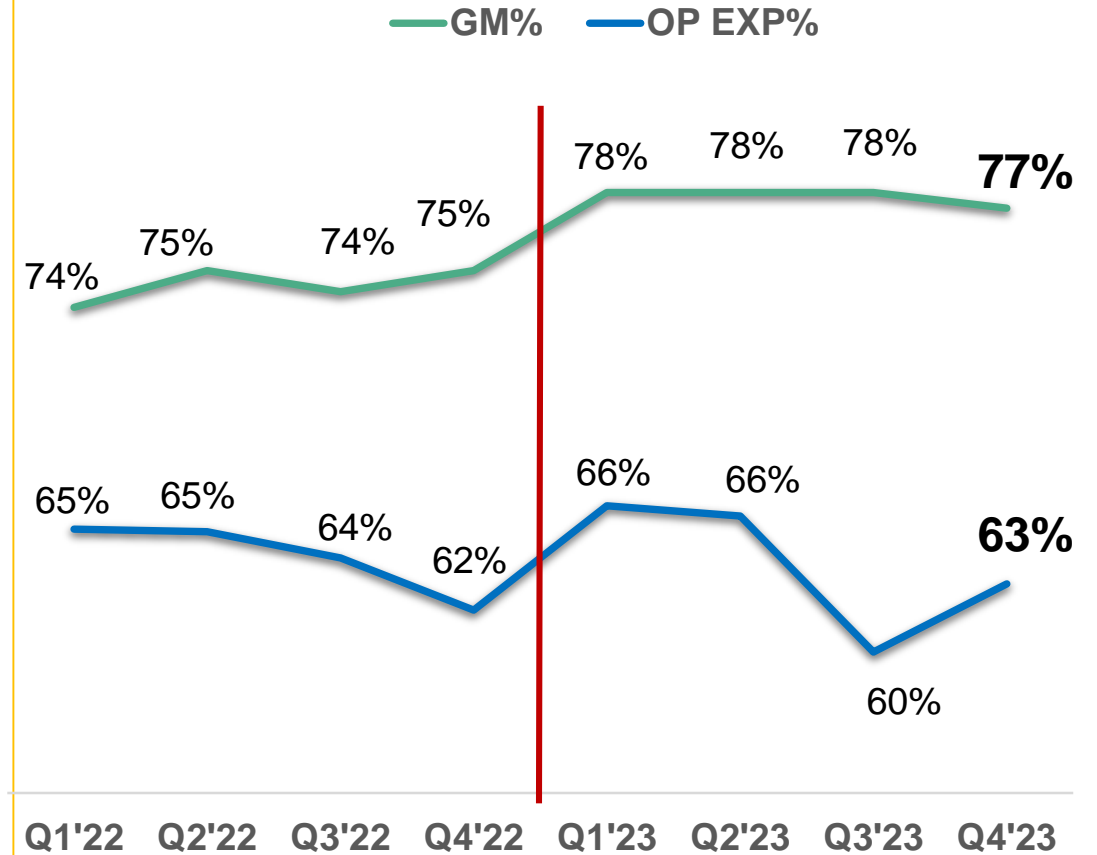
| (NT\$ thousands) | <u>2022</u>     | <u>2023</u>     | <u>DIFF</u>    | <u>%</u> |
|------------------|-----------------|-----------------|----------------|----------|
| Revenue          | 3,168,680       | 3,929,887       | 761,207        | +24%     |
| Operating P/L    | 341,582         | 543,269         | 201,687        | +59%     |
| Non-OP P/L       | <u>(38,561)</u> | <u>(34,043)</u> | <u>4,518</u>   | +12%     |
| Net Profit       | <u>221,533</u>  | <u>384,201</u>  | <u>162,668</u> | +73%     |
| %                | 7%              | 10%             | 3%             |          |
| <b>EPS</b>       | 2.84            | 4.50            | 1.66           |          |

# Operating Results by Quarter

## Revenue Trend Chart



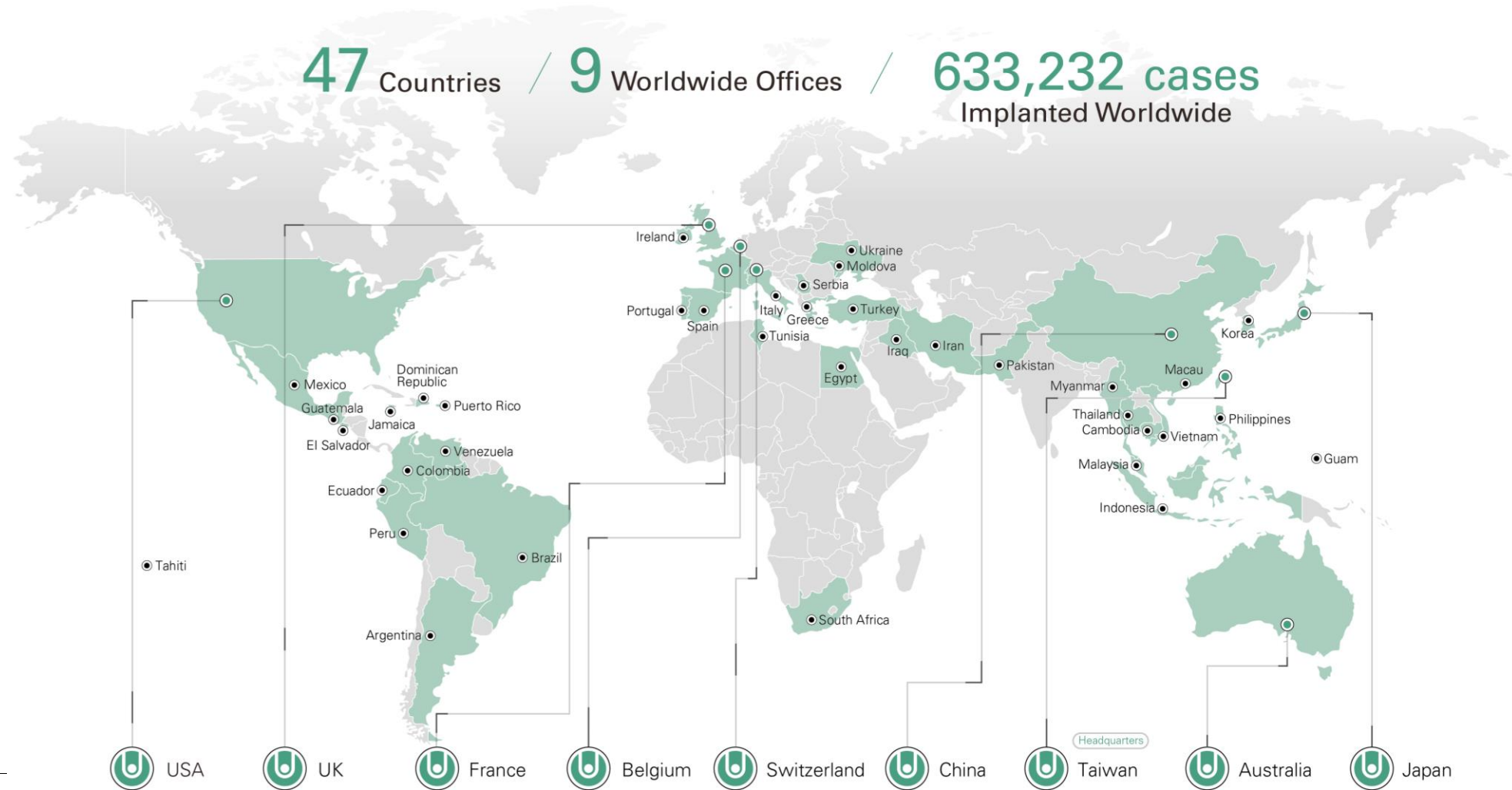
## Financial Ratios



In 2023, the gross profit margin was 78%, and the operating expense ratio was 64%.

# Overview of Global Deployments

Own brand, establishing distribution channels, close to the market, pursuing sustainability.

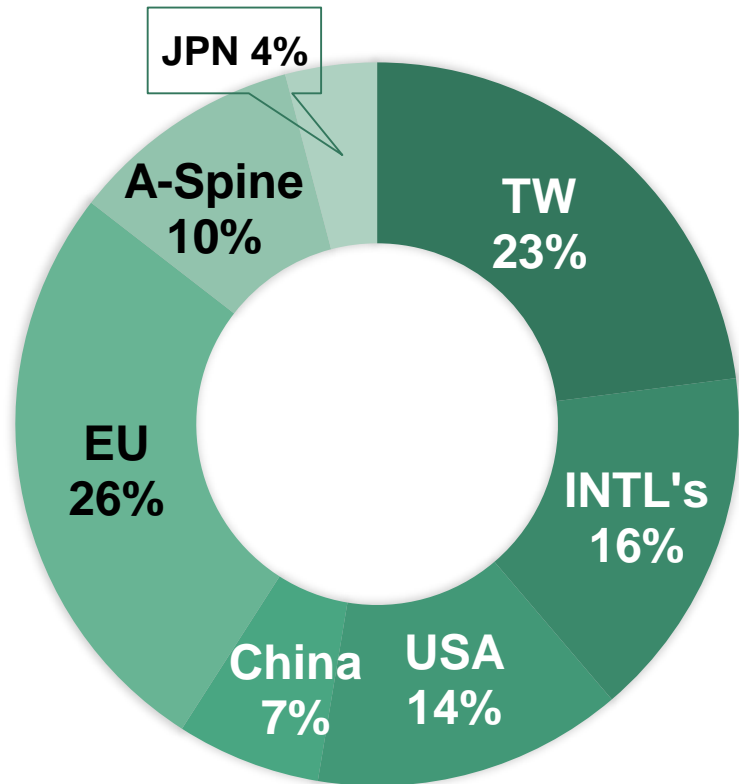


# Revenue by Regions

(Direct Sales accounts for 84%)

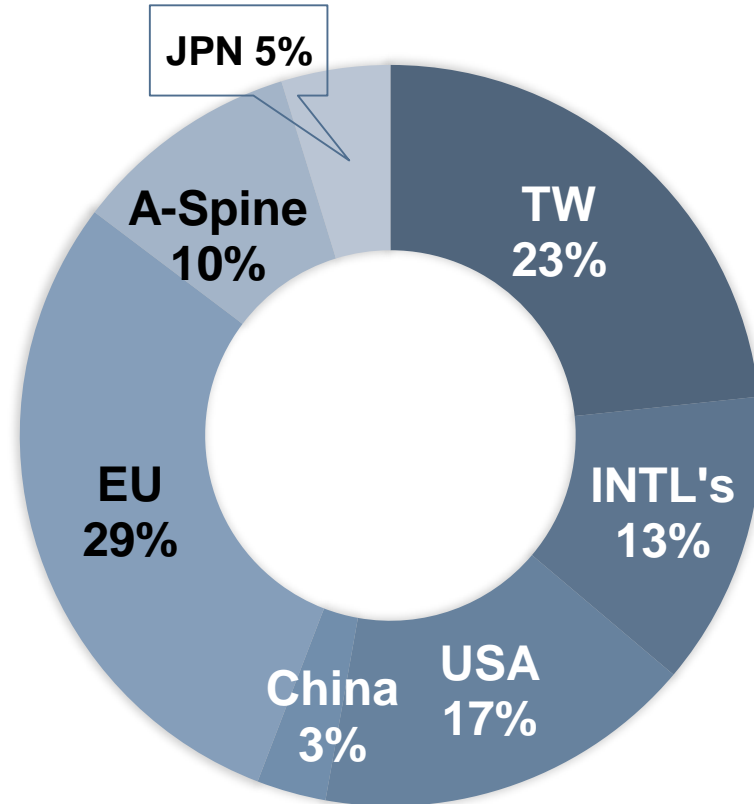
**2022**

**3.17 billions**



**2023**

**3.93 billions**

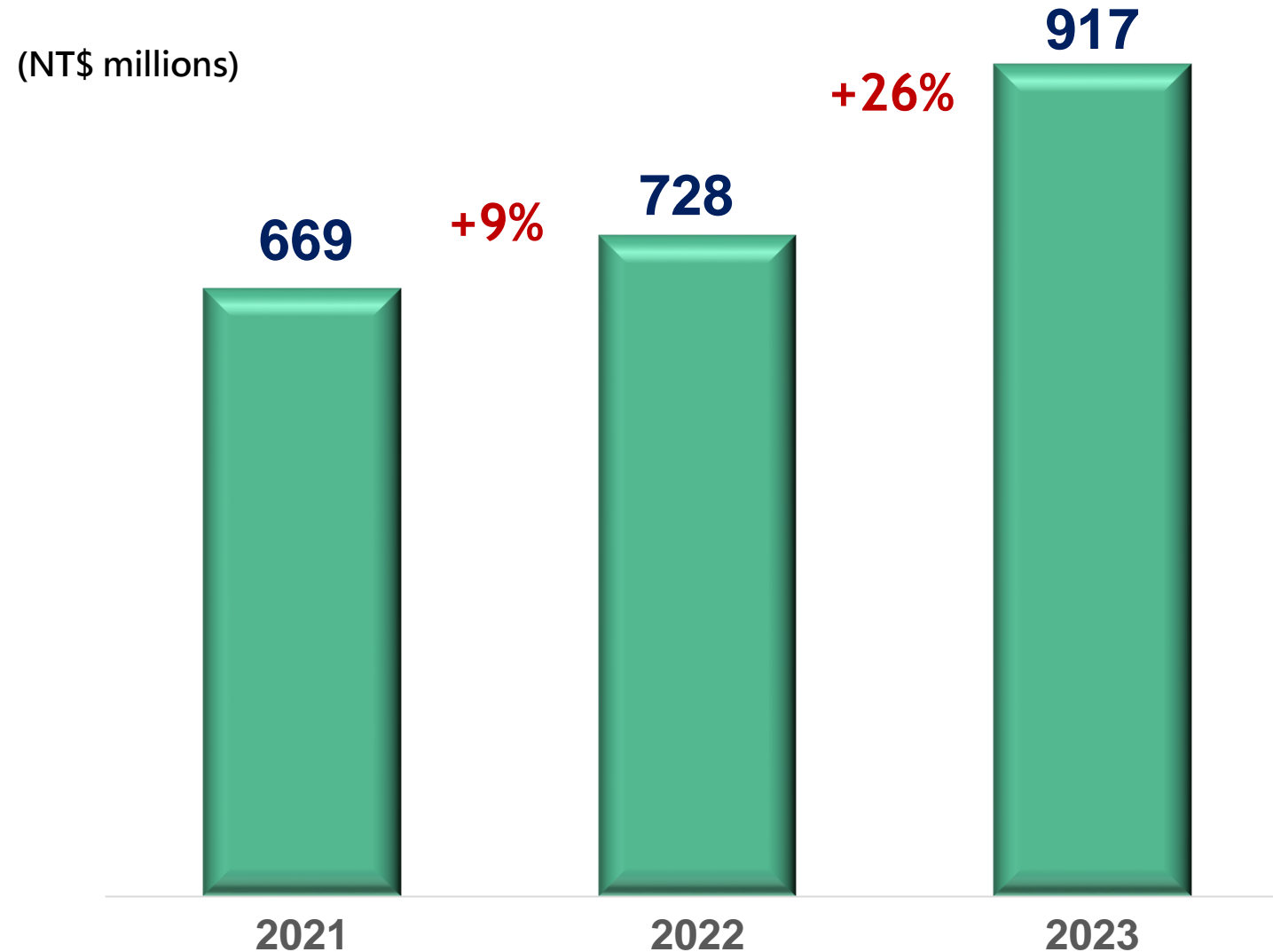




# Annual Revenue by Business Unit

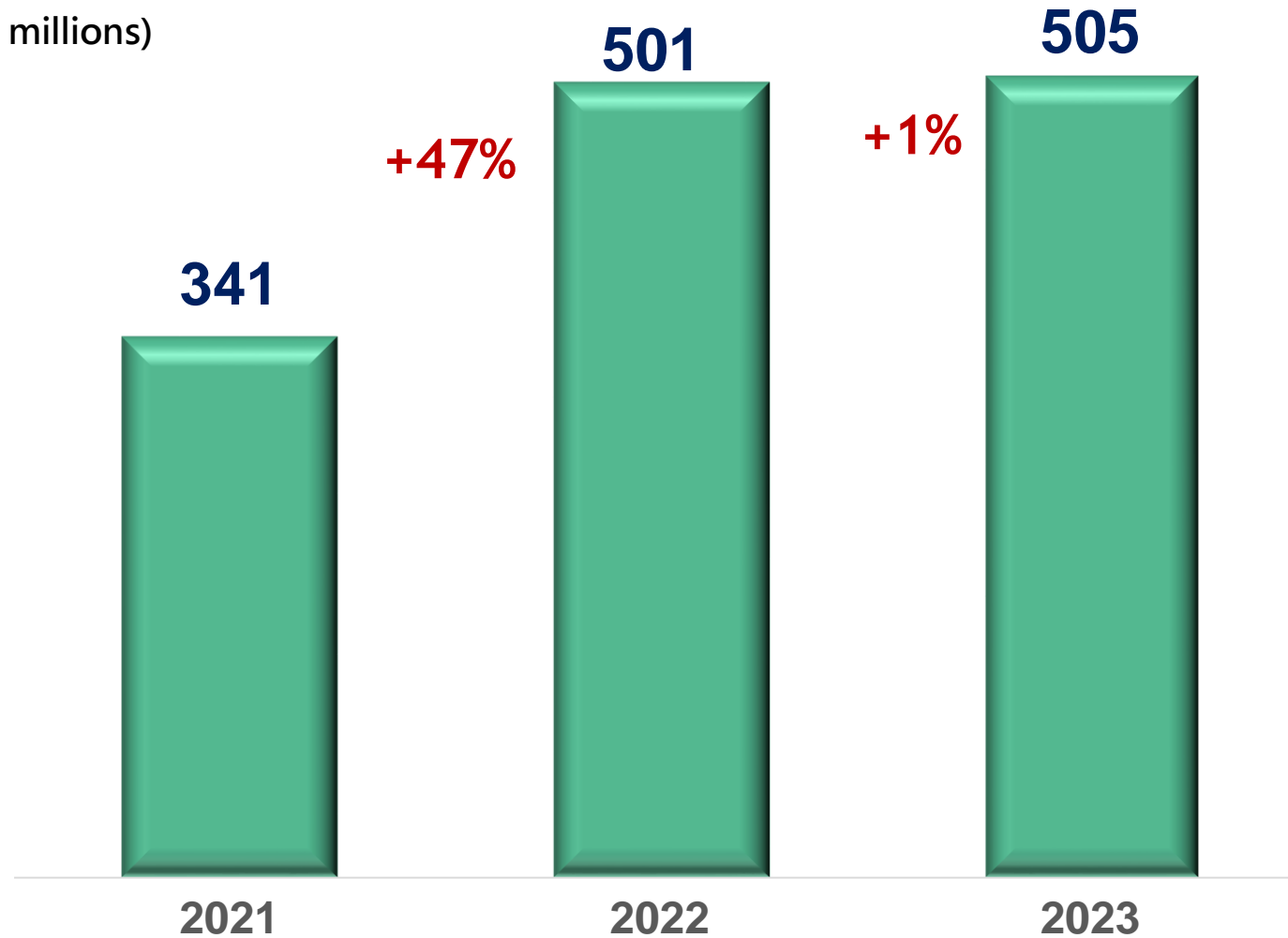
| (NT\$ millions)       | 2022                  | 2023                  | YoY%        |
|-----------------------|-----------------------|-----------------------|-------------|
| <b><u>Revenue</u></b> | <b><u>3,168.7</u></b> | <b><u>3,929.9</u></b> | <b>24%</b>  |
| <b>TW</b>             | <b>727.8</b>          | <b>916.7</b>          | <b>26%</b>  |
| <b>INTL</b>           | <b>500.5</b>          | <b>504.5</b>          | <b>1%</b>   |
| <b>China</b>          | <b>204.3</b>          | <b>118.9</b>          | <b>-42%</b> |
| <b>USA</b>            | <b>439.1</b>          | <b>654.0</b>          | <b>49%</b>  |
| <b>EU</b>             | <b>837.1</b>          | <b>1,157.6</b>        | <b>38%</b>  |
| <b>Japan</b>          | <b>129.8</b>          | <b>186.8</b>          | <b>44%</b>  |
| <b>A-Spine</b>        | <b>330.2</b>          | <b>391.3</b>          | <b>19%</b>  |

# Performance in the Taiwan market over the past three years

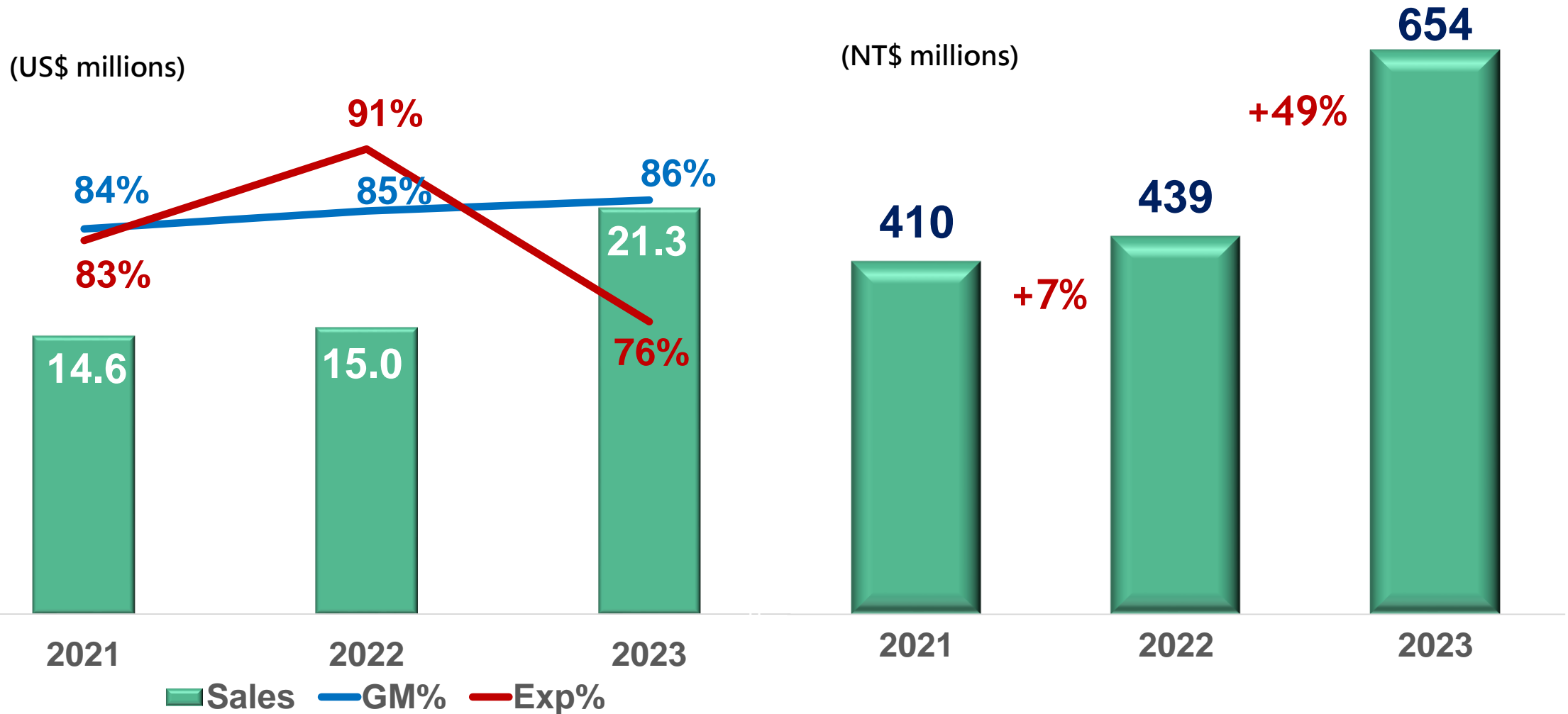


# Performance in the International market over the past three years

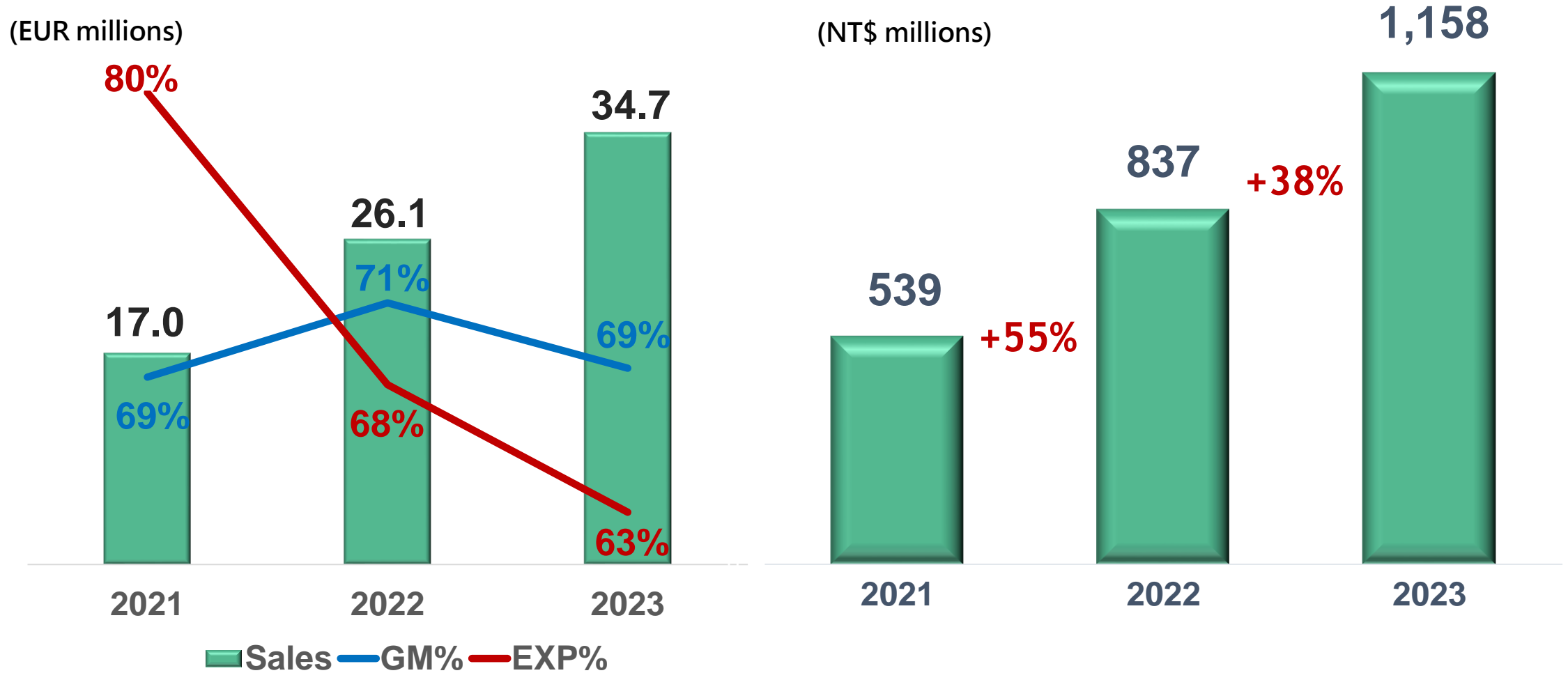
(NT\$ millions)



# Performance in the US market over the past three years

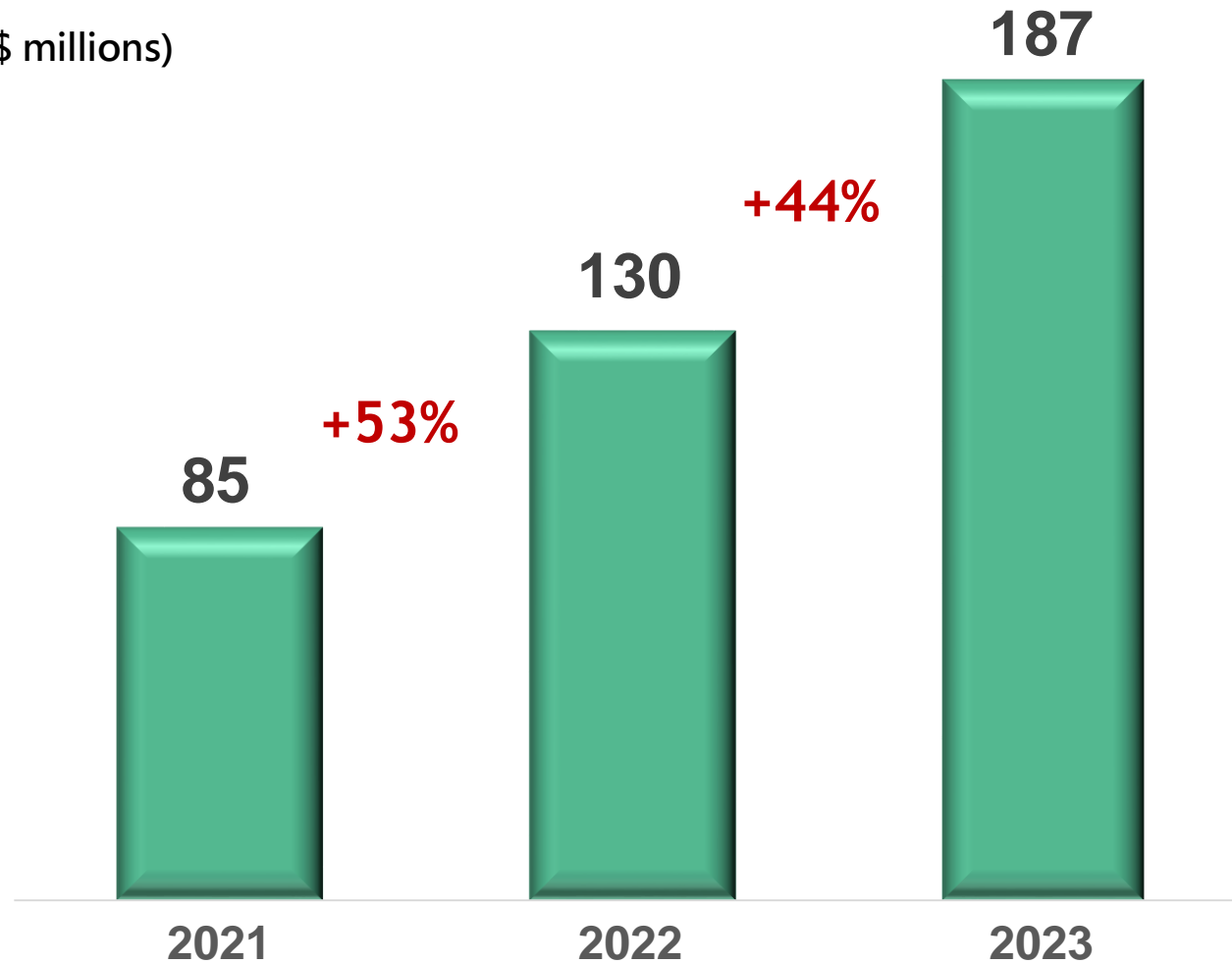


# Performance in the EU market over the past three years



# Performance in the Japan market over the past three years

(NT\$ millions)



# Performance in the China market

(NT\$ millions)

645



2021

280



2022

441



2023

Annual revenue in the local Chinese market

217



2021

204



2022

-6%

-42%

119

2023

Annual revenue from United Corp. sales to China

# Revenue for January and February 2024

**NT\$ 668.5 millions (YoY+21%)**

| (NT\$ millions) | 2023 1~2月    | 2024 1~2月    | YoY%       |
|-----------------|--------------|--------------|------------|
| <u>Revenue</u>  | <u>550.9</u> | <u>668.5</u> | <u>21%</u> |
| TW              | 108.9        | 141.7        | 30%        |
| INTL            | 62.8         | 58.9         | -6%        |
| China           | 14.7         | 21.8         | 48%        |
| USA             | 93.5         | 120.3        | 29%        |
| EU              | 199.4        | 238.4        | 20%        |
| Japan           | 26.5         | 38.3         | 44%        |
| A-Spine         | 45.1         | 48.9         | 9%         |



# Dividend Policy

Maintaining a high dividend payout ratio, sharing profits with shareholders.

| 股利所屬年度      | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2019        | 2020        | 2021        | 2022        | 2023        |
|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| EPS (NT\$)  | <u>0.41</u> | <u>1.52</u> | <u>2.30</u> | <u>2.06</u> | <u>1.78</u> | <u>1.61</u> | <u>1.05</u> | <u>1.00</u> | <u>0.37</u> | <u>2.84</u> | <u>4.50</u> |
| 股利發放年度      | 2014        | 2015        | 2016        | 2017        | 2018        | 2019        | 2020        | 2021        | 2022        | 2023        | 2024        |
| 現金股利 (NT\$) | <u>0.45</u> | <u>1.21</u> | <u>1.60</u> | <u>1.39</u> | <u>1.26</u> | <u>2.00</u> | <u>0.82</u> | <u>0.84</u> | -           | <u>2.28</u> | <u>4.00</u> |
| - 盈餘        | 0.45        | 1.21        | 1.60        | 1.39        | 1.26        | 1.26        | 0.28        | 0.84        | -           | 2.28        | 3.99        |
| - 公積        | -           | -           | -           | -           | -           | 0.74        | 0.54        | -           | -           | -           | 0.01        |
| 盈餘分配率 (%)   | <u>109%</u> | <u>80%</u>  | <u>70%</u>  | <u>67%</u>  | <u>71%</u>  | <u>124%</u> | <u>78%</u>  | <u>84%</u>  | <u>0%</u>   | <u>80%</u>  | <u>89%</u>  |
| - 配息        | 109%        | 80%         | 70%         | 67%         | 71%         | 124%        | 78%         | 84%         | 0%          | 80%         | 89%         |
| - 配股        | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           |

**Thank you for listening**

**Each Step We Care**