



# United Orthopedic Corporation

## 2024 Investor Conference

**August 20, 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

- **Performance in the second-quarter of 2024**
- **Performance in the first half of 2024**
- **Business Update**
- **Q & A**

# Performance in the second-quarter of 2024

(NT\$ thousands)	<u>2023 Q2</u>	<u>2024 Q2</u>	<u>DIFF</u>	<u>%</u>
Revenue	933,310	1,140,707	207,397	+22%
Operating P/L	114,567	157,044	42,477	+37%
Non-OP P/L	<u>(5,432)</u>	<u>(8,104)</u>	<u>(2,672)</u>	-49%
Net Profit	<u>85,118</u>	<u>102,259</u>	<u>17,141</u>	+20%
	%	9%	9%	
<b>EPS</b>	0.97	1.06	0.09	

# Revenue in the second-quarter of 2024

- **NT\$ 1,141 million** (Quarterly record high)

(NT\$ millions)	2023 Q2	2024 Q2	YoY%
<u>Revenue</u>	<u>933.3</u>	<u>1,140.7</u>	<u>22%</u>
TW	230.6	278.9	21%
INTL	102.6	100.7	-2%
China	41.1	41.4	1%
USA	146.8	195.2	33%
EMEA	271.1	356.0	31%
Japan	43.1	57.8	34%
A-Spine	98.1	110.8	13%

# Performance in the first half of 2024

(NT\$ thousands)	<u>2023 H1</u>	<u>2024 H1</u>	<u>DIFF</u>	<u>%</u>
Revenue	1,861,405	2,206,572	345,167	+19%
Operating P/L	216,324	281,933	65,609	+30%
Non-OP P/L	<u>(24,132)</u>	<u>(7,399)</u>	<u>16,733</u>	+69%
Net Profit	<u>151,741</u>	<u>196,005</u>	<u>44,264</u>	+29%
	%	8%	9%	1%
<b>EPS</b>	1.82	2.04	0.22	

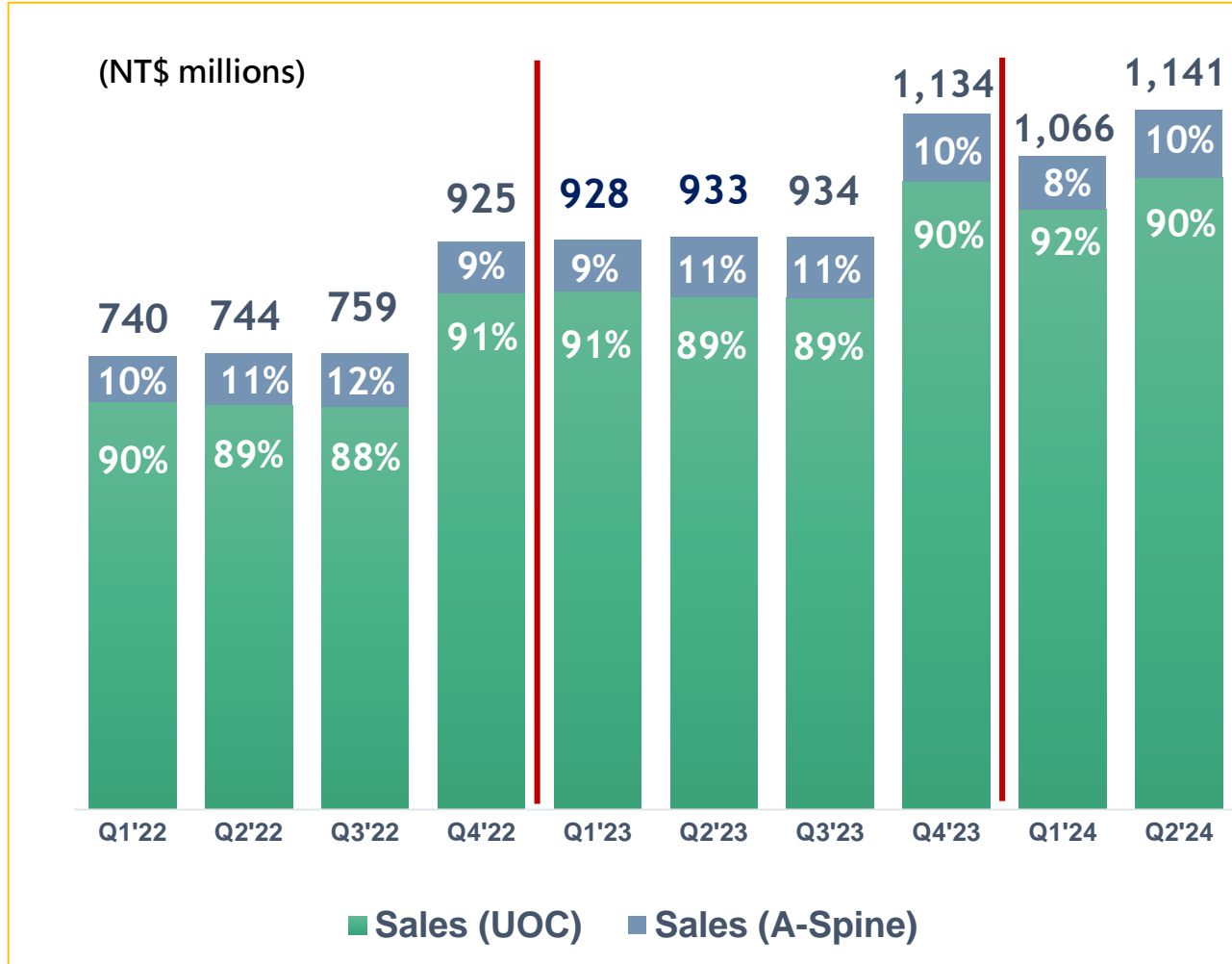
# Revenue in the first half of 2024

- **NT\$ 2,207 million** (History high)

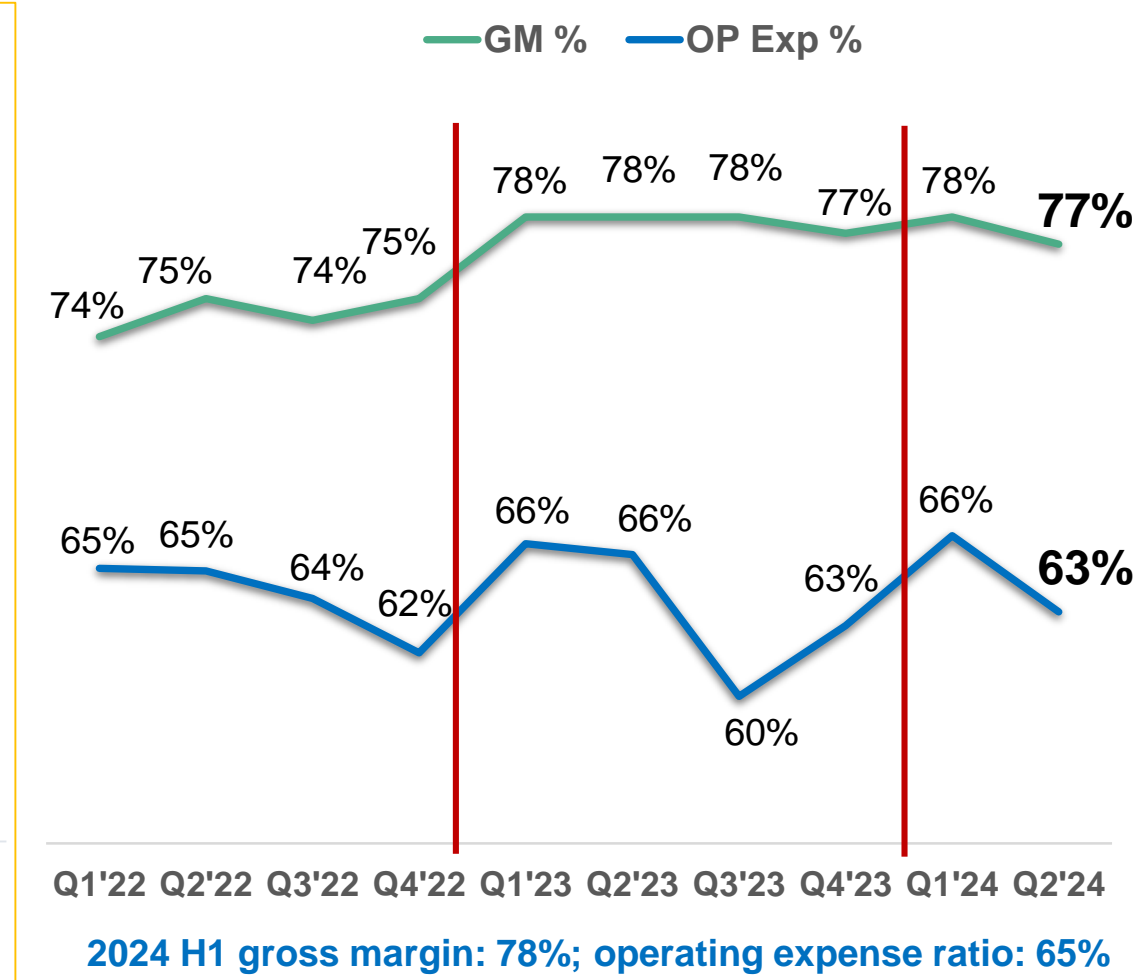
(新台幣佰萬元)	2023 上半年	2024 上半年	YoY%
<u>營業收入</u>	<u>1,861.4</u>	<u>2,206.6</u>	19%
TW	431.9	516.3	20%
INTL	203.0	200.6	-1%
China	75.1	78.0	4%
USA	293.5	386.2	32%
EMEA	590.1	711.9	21%
Japan	86.2	116.4	35%
A-Spine	181.6	197.4	9%

# Operating Results by Quarter

## Revenue Trend Chart



## Financial Ratios

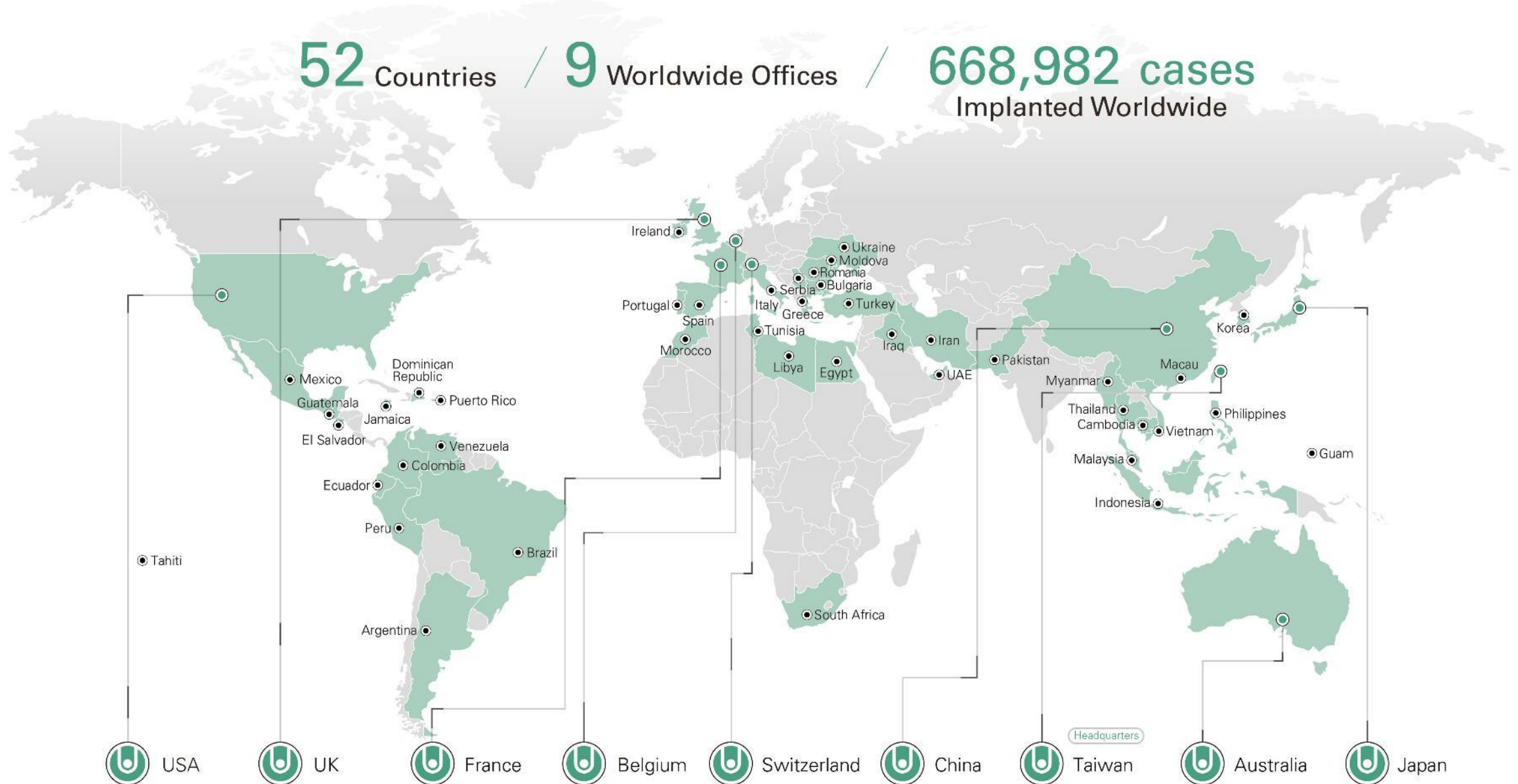




# Overview of Global Deployments

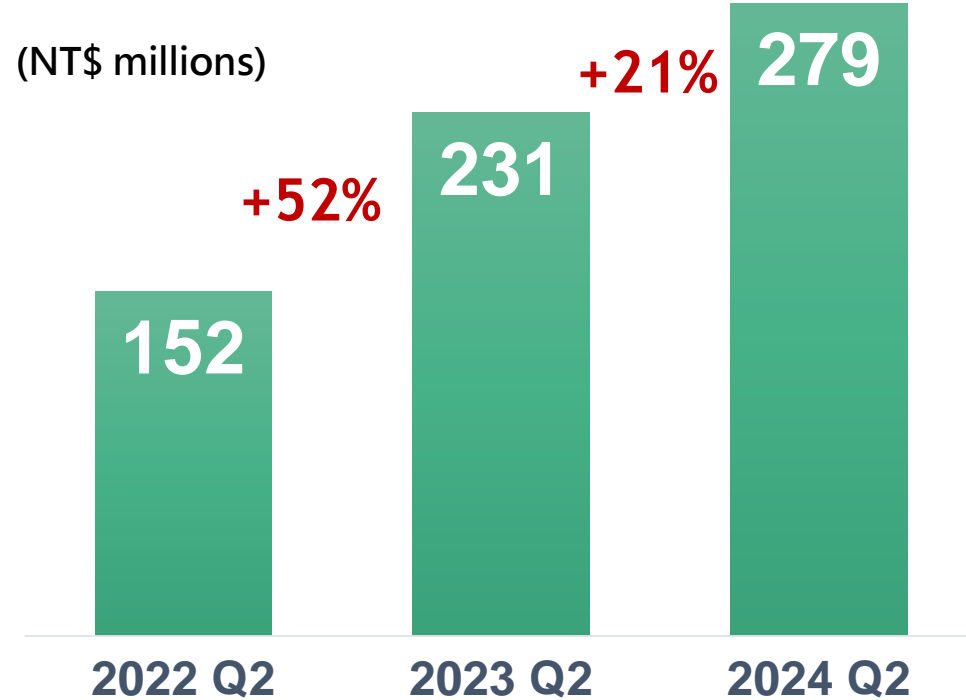
Own brands, international channels, market-oriented, pursuing sustainability.

52 Countries / 9 Worldwide Offices / 668,982 cases Implanted Worldwide

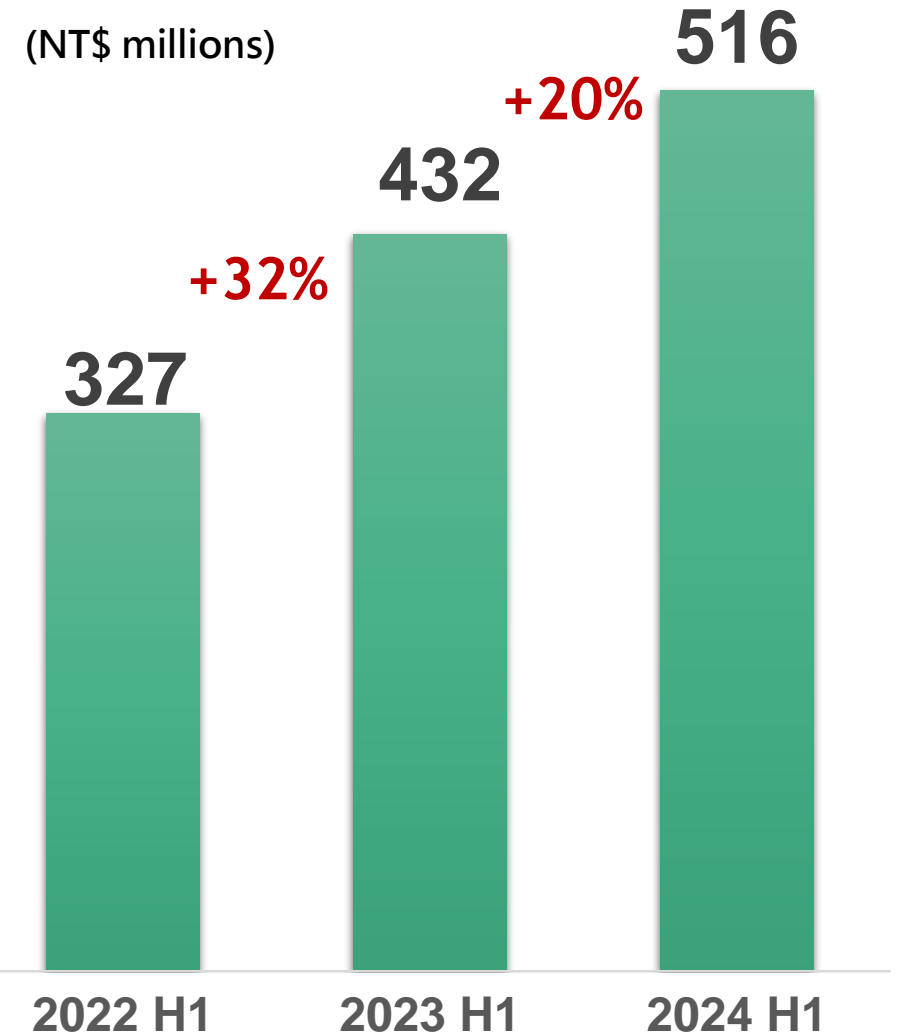


# Performance in the Taiwan Market

## Second-quarter revenue



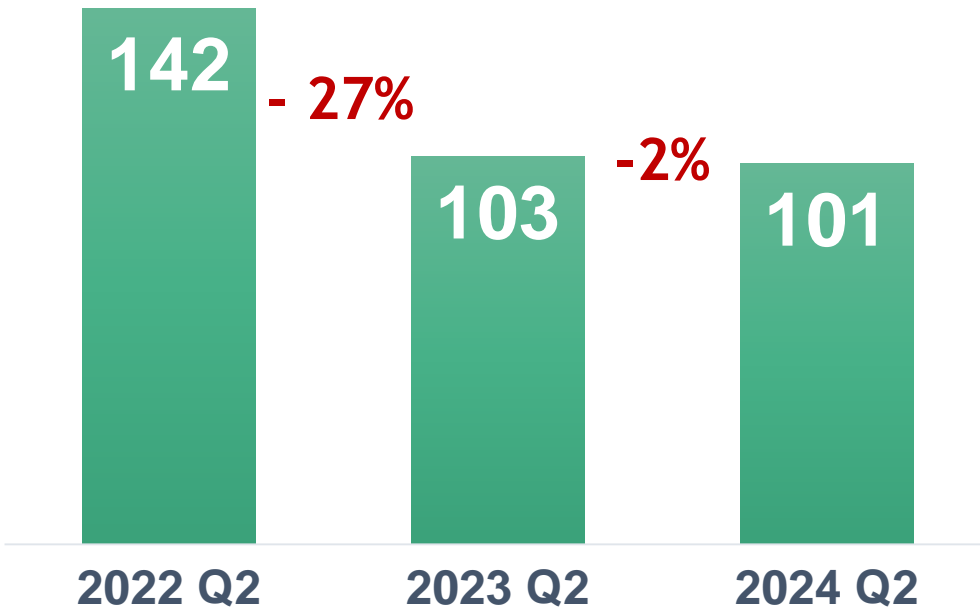
## Half-year revenue



# Performance in the International Market

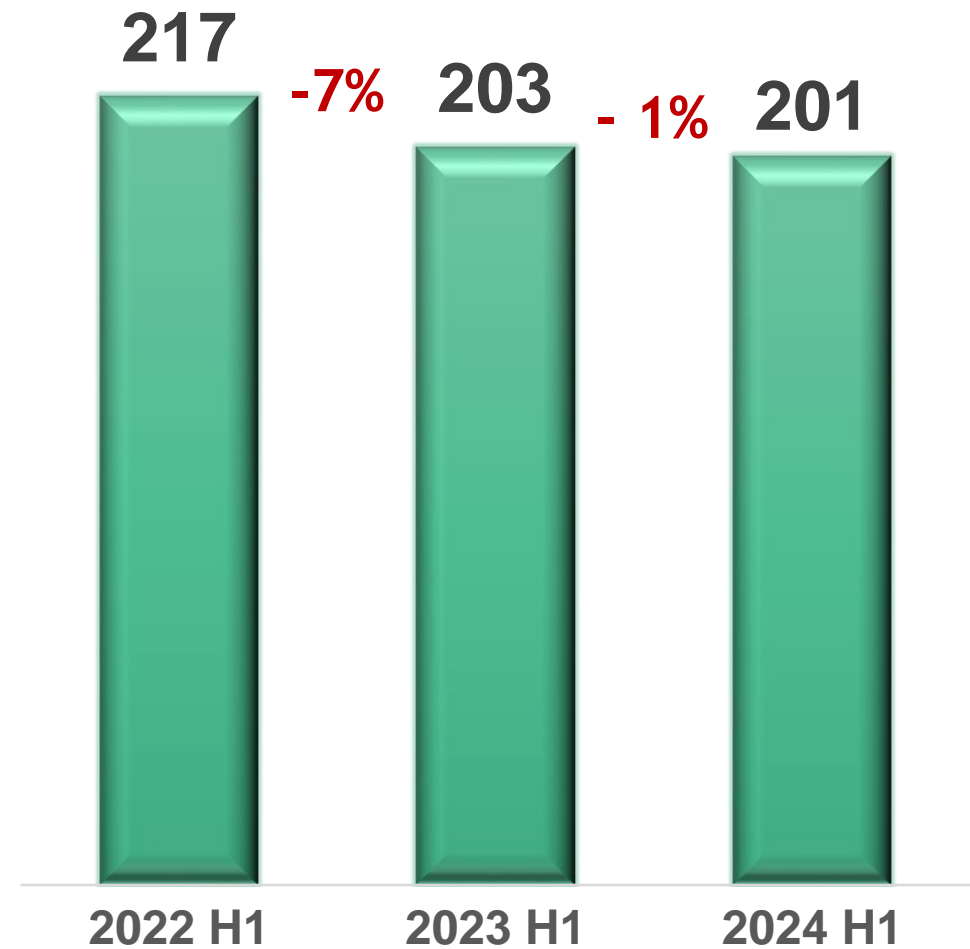
## Second-quarter revenue

(NT\$ millions)



## Half-year revenue

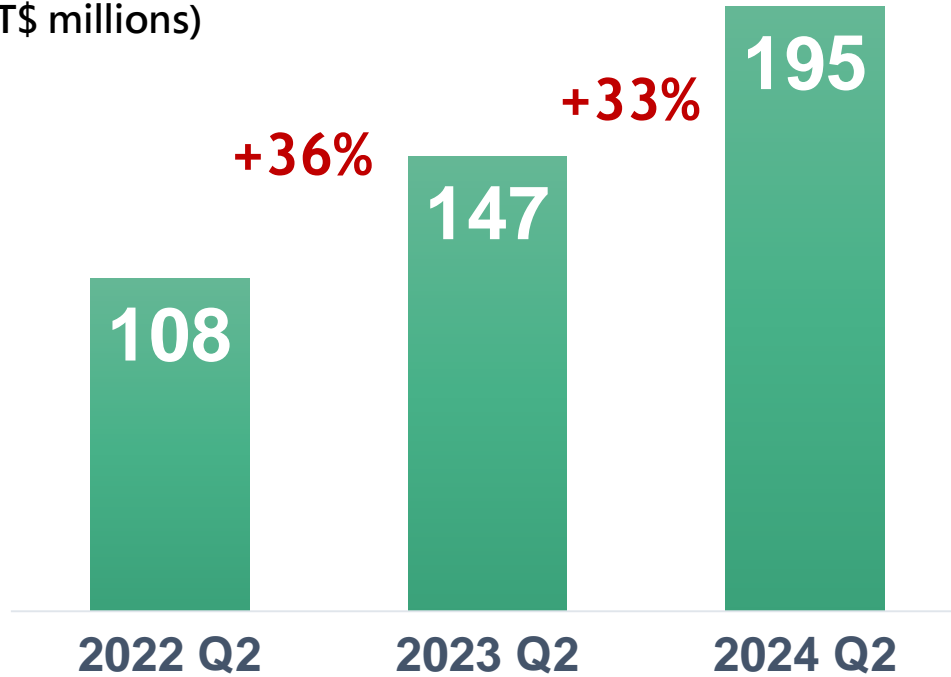
(NT\$ millions)



# Performance in the US Market

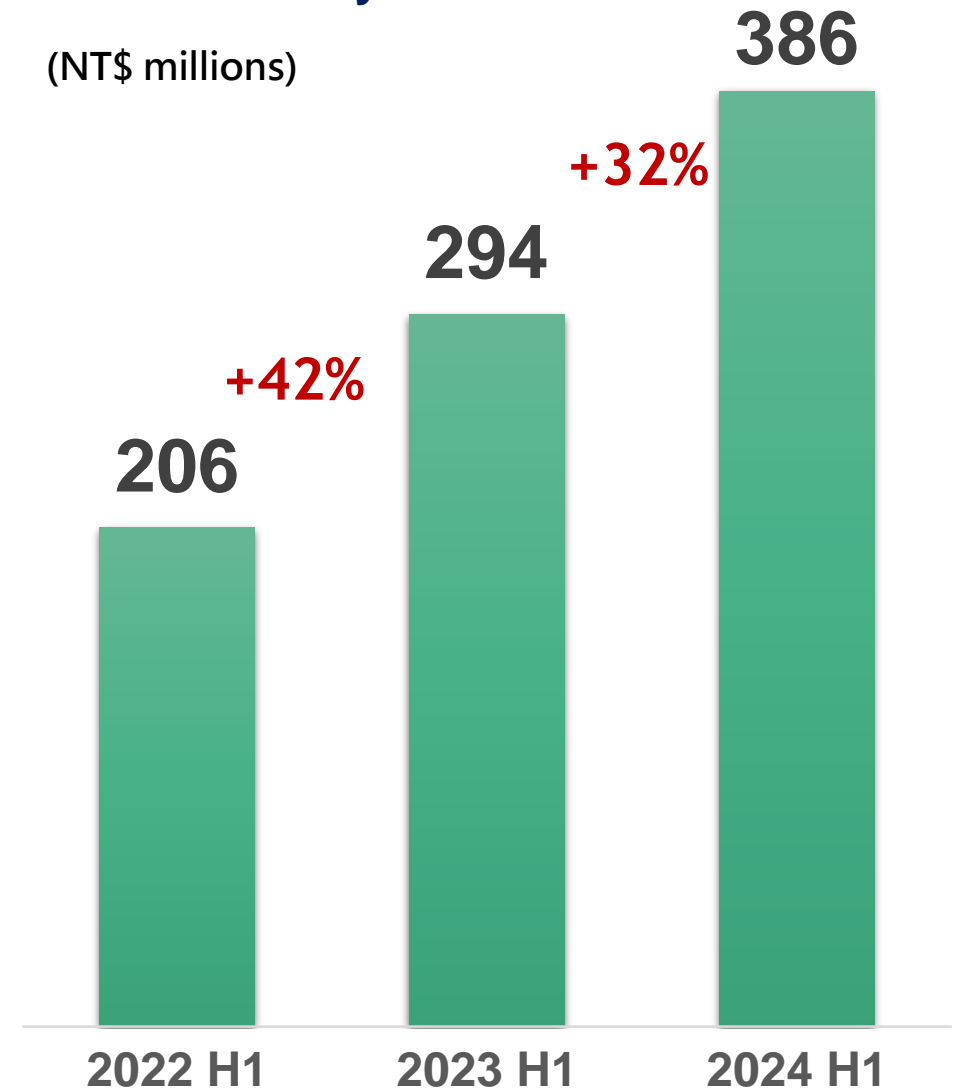
## Second-quarter revenue

(NT\$ millions)



## Half-year revenue

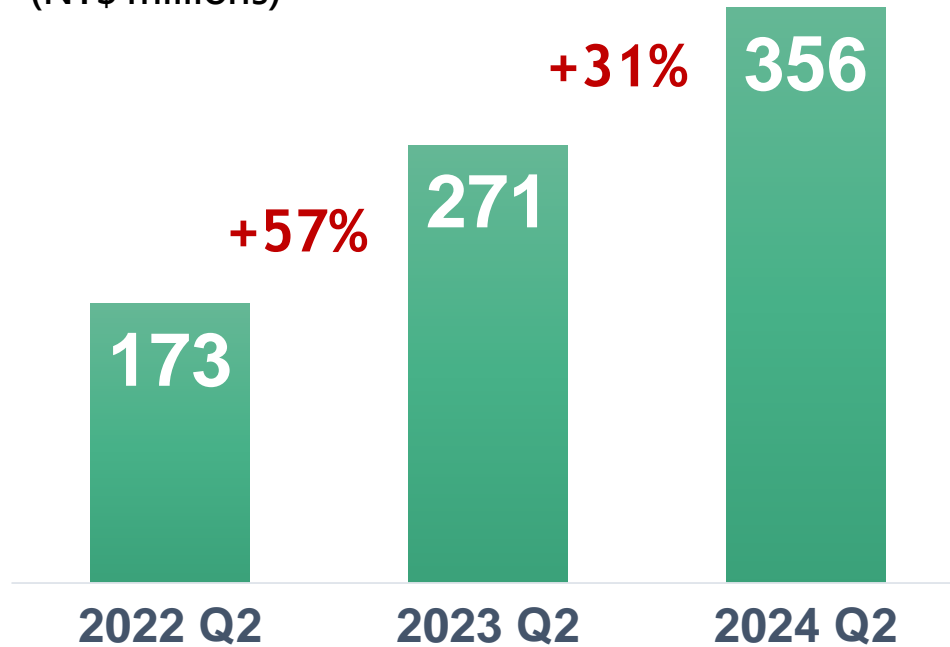
(NT\$ millions)



# EMEA Market Performance (Europe/Middle East/Africa)

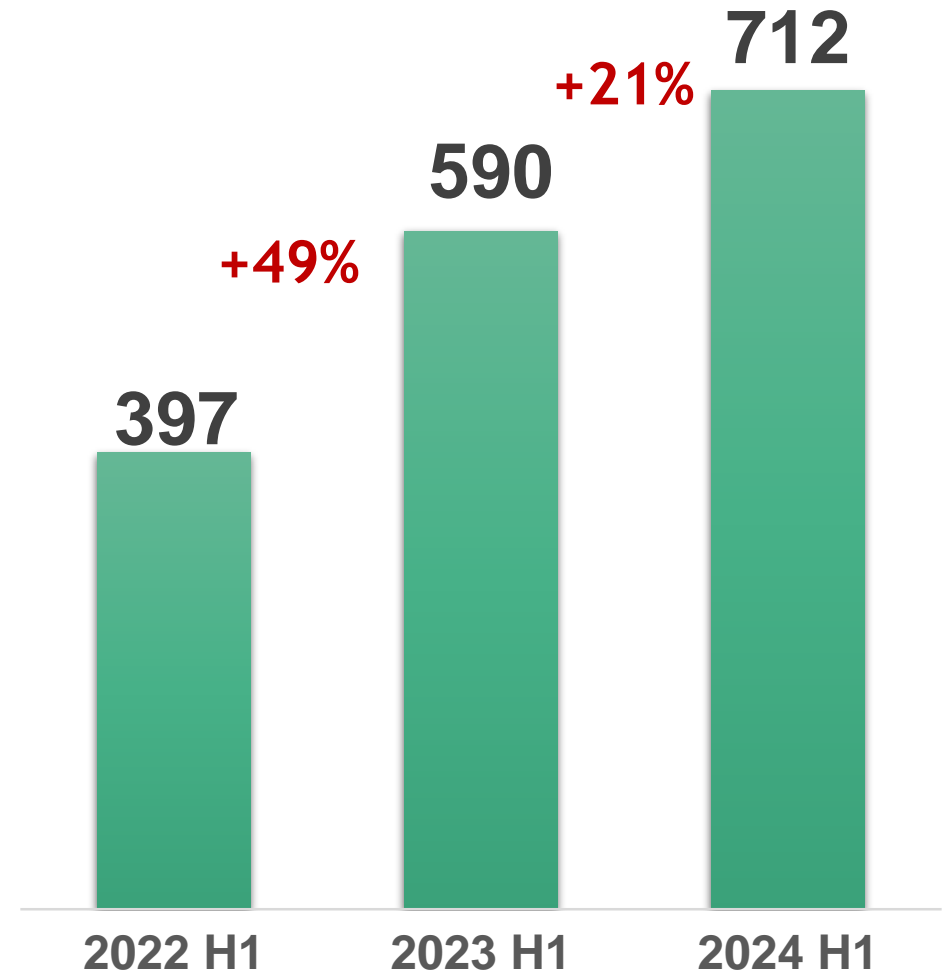
## Second-quarter revenue

(NT\$ millions)



## Half-year revenue

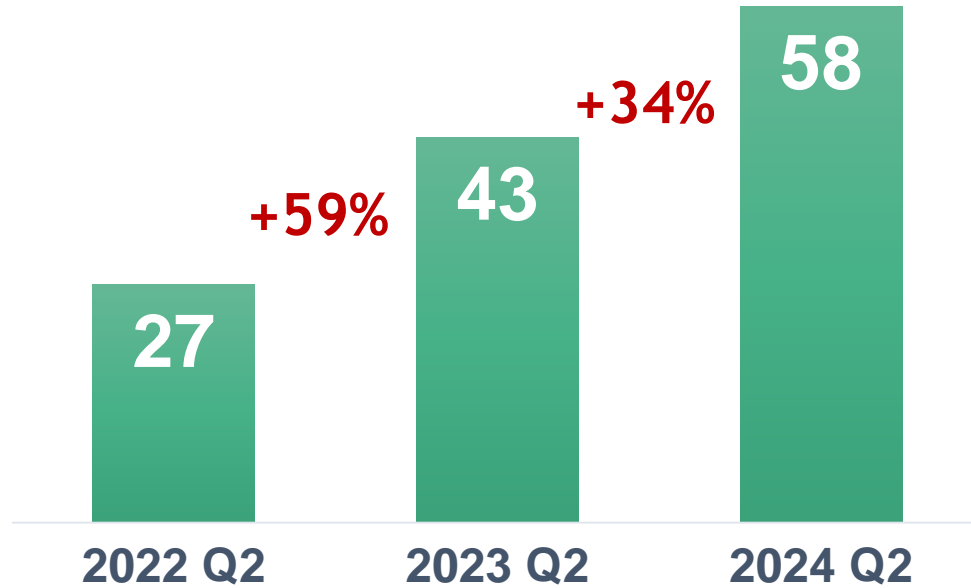
(NT\$ millions)



# Performance in the Japan Market

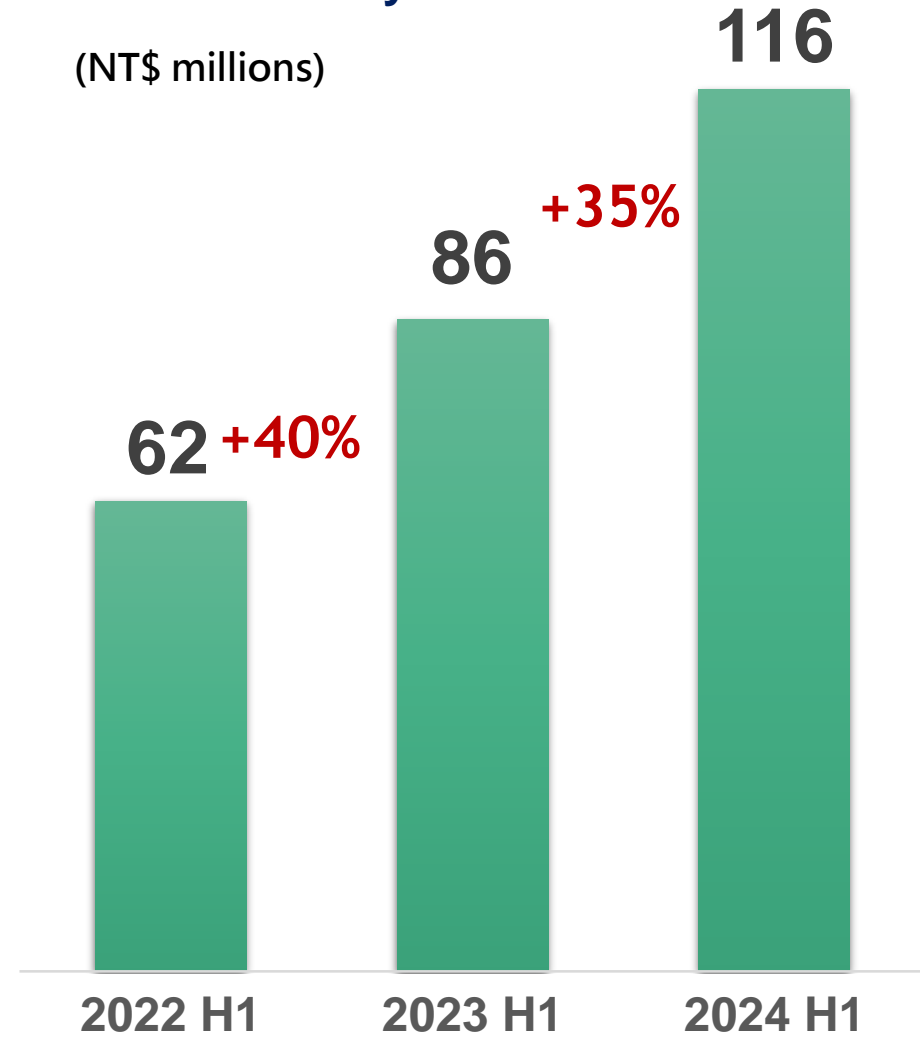
## Second-quarter revenue

(NT\$ millions)



## Half-year revenue

(NT\$ millions)

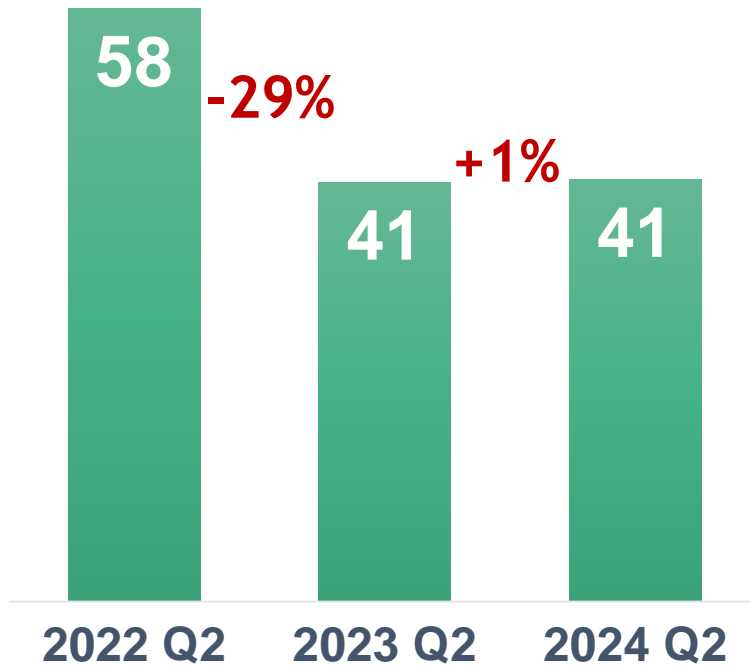


# Performance in the China market

Won the bid in the second round of the national procurement process, with both United and local domestic brands being awarded; implementation will proceed gradually in various provinces in the second half of the year.

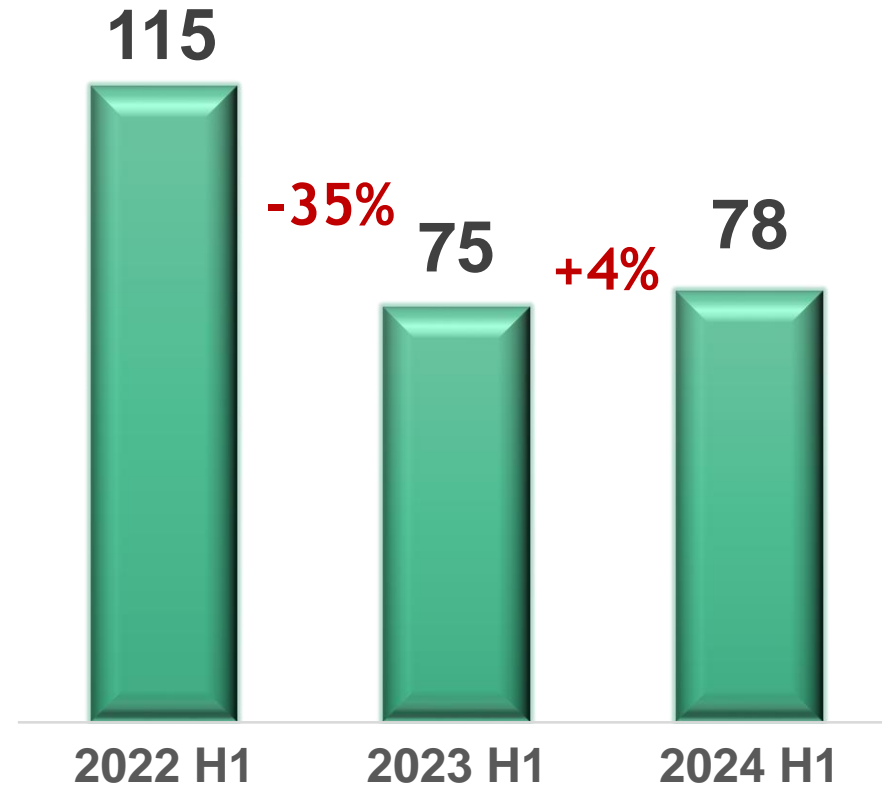
## Second-quarter revenue

(NT\$ millions)



## Half-year revenue

(NT\$ millions)



# Revenue for July 2024

- **NT\$ 417 million** (YoY +33% ; Monthly record high)

(NT\$ millions)	July 2023	July 2024	YoY%
<u>Revenue</u>	<u>312.6</u>	<u>416.5</u>	<u>33%</u>
TW	75.5	105.3	39%
INTL	42.1	47.2	12%
China	7.9	7.3	-8%
USA	55.5	79.3	43%
EMEA	81.2	113.0	39%
Japan	15.7	27.5	75%
A-Spine	34.7	36.9	6%



# Revenue for January to July 2024

- **NT\$ 2,623 million** (YoY +21% ; continued to set new all-time highs)

(新台幣佰萬元)	2023年 1~7月	2024 1~7月	YoY%
<u>營業收入</u>	<u>2,174.0</u>	<u>2,623.0</u>	<u>21%</u>
TW	507.4	621.6	22%
INTL	245.1	247.7	1%
China	83.1	85.3	3%
USA	349.0	465.5	33%
EMEA	671.3	824.8	23%
Japan	101.8	143.8	41%
A-Spine	216.3	234.3	8%

**Thank you for listening**

**Each Step We Care**