



United Orthopedic Corporation

2024 Investor Conference

November 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

- **Performance in the third-quarter of 2024**
- **Performance in the first three quarters of 2024**
- **Business Update**
- **Q & A**

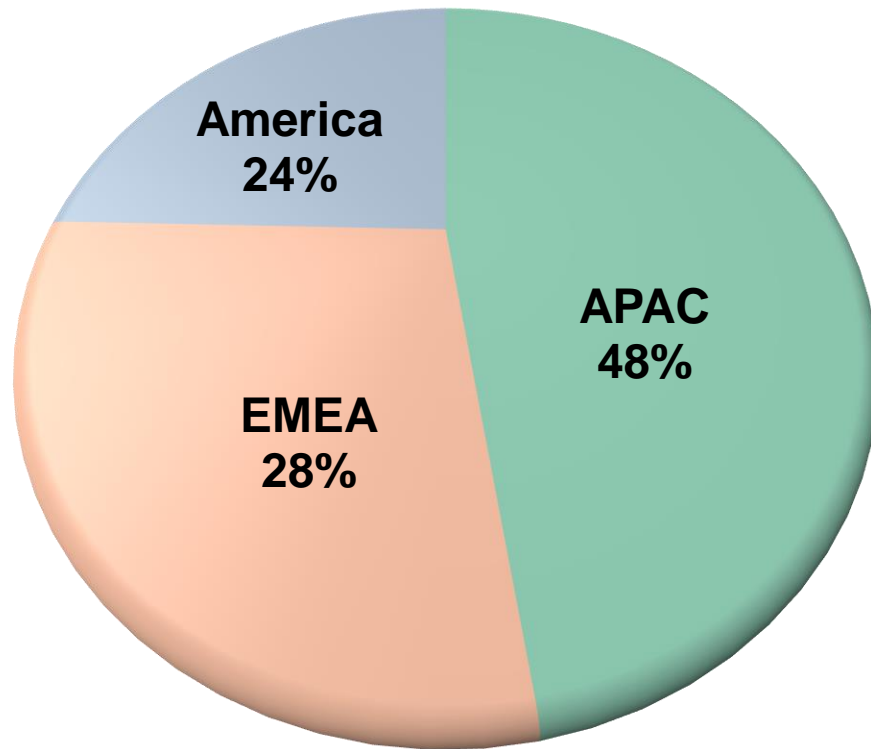
Revenue in the third-quarter of 2024

- **NT\$ 1,131 million**

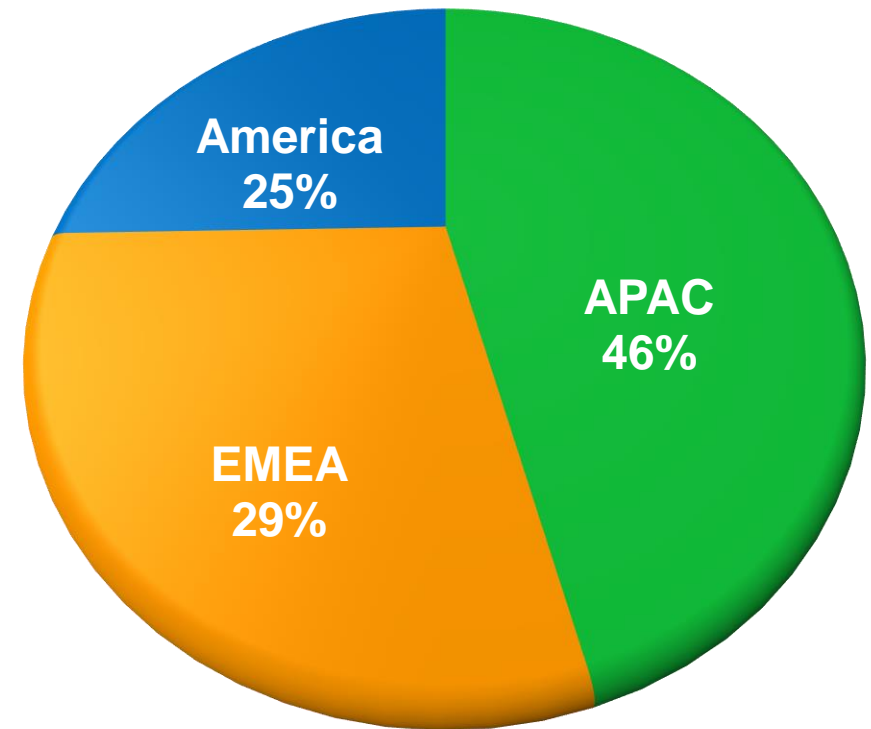
(NT\$ millions)	2023 Q3	2024 Q3	YoY%
<u>Revenue</u>	<u>934.4</u>	<u>1,130.6</u>	<u>21%</u>
APAC	445.3	521.3	17%
EMEA	259.4	322.8	24%
America	229.7	286.5	25%

Revenue by Regions

2023 Q3
NT\$ 934 M



2024 Q3
NT\$ 1,131 M



Performance in the third-quarter of 2024

(NT\$ thousands)	<u>2023 Q3</u>	<u>2024 Q3</u>	<u>DIFF</u>	<u>%</u>
Revenue	934,365	1,130,636	196,271	+21%
Operating P/L	171,186	159,468	(11,718)	- 7%
Non-OP P/L	<u>(1,506)</u>	<u>18,883</u>	<u>20,388</u>	+1,354%
Net Profit	<u>112,682</u>	<u>138,403</u>	<u>25,721</u>	+23%
	%	12%	12%	
EPS	1.30	1.44	0.14	+11%

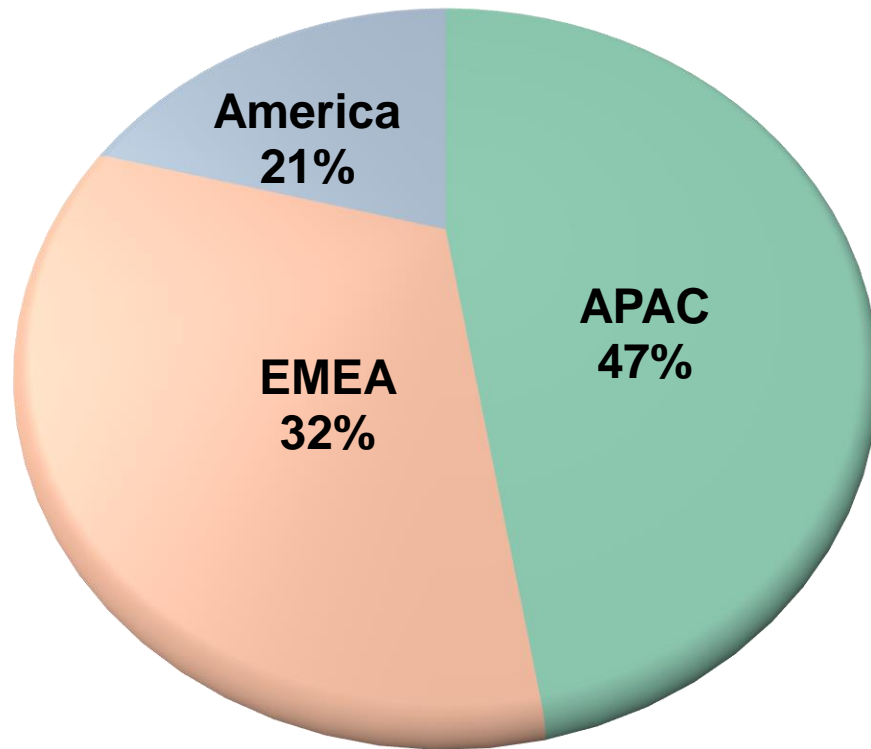
Revenue in the first 3 quarters of 2024

- **NT\$ 3,337 million** (History high)

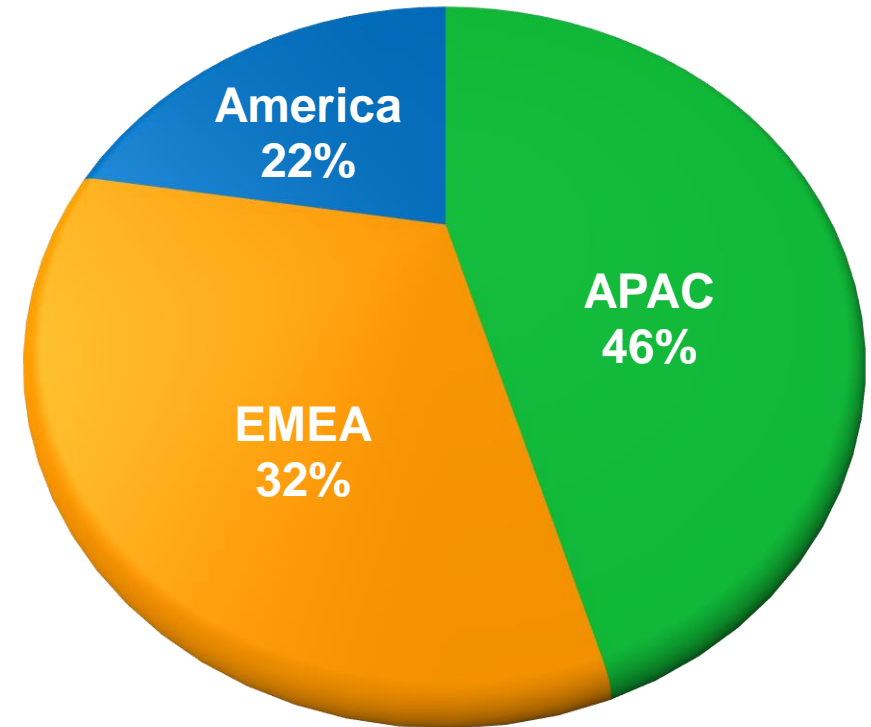
(NT\$ millions)	2023 Q1~Q3	2024 Q1~Q3	YoY%
<u>Revenue</u>	<u>2,795.8</u>	<u>3,337.2</u>	<u>19%</u>
APAC	1,328.6	1,523.1	15%
EMEA	888.9	1,068.2	20%
America	578.3	745.9	29%

Revenue by Regions

2023 Q1~Q3
NT\$ 2,796 M



2024 Q1~Q3
NT\$ 3,337 M

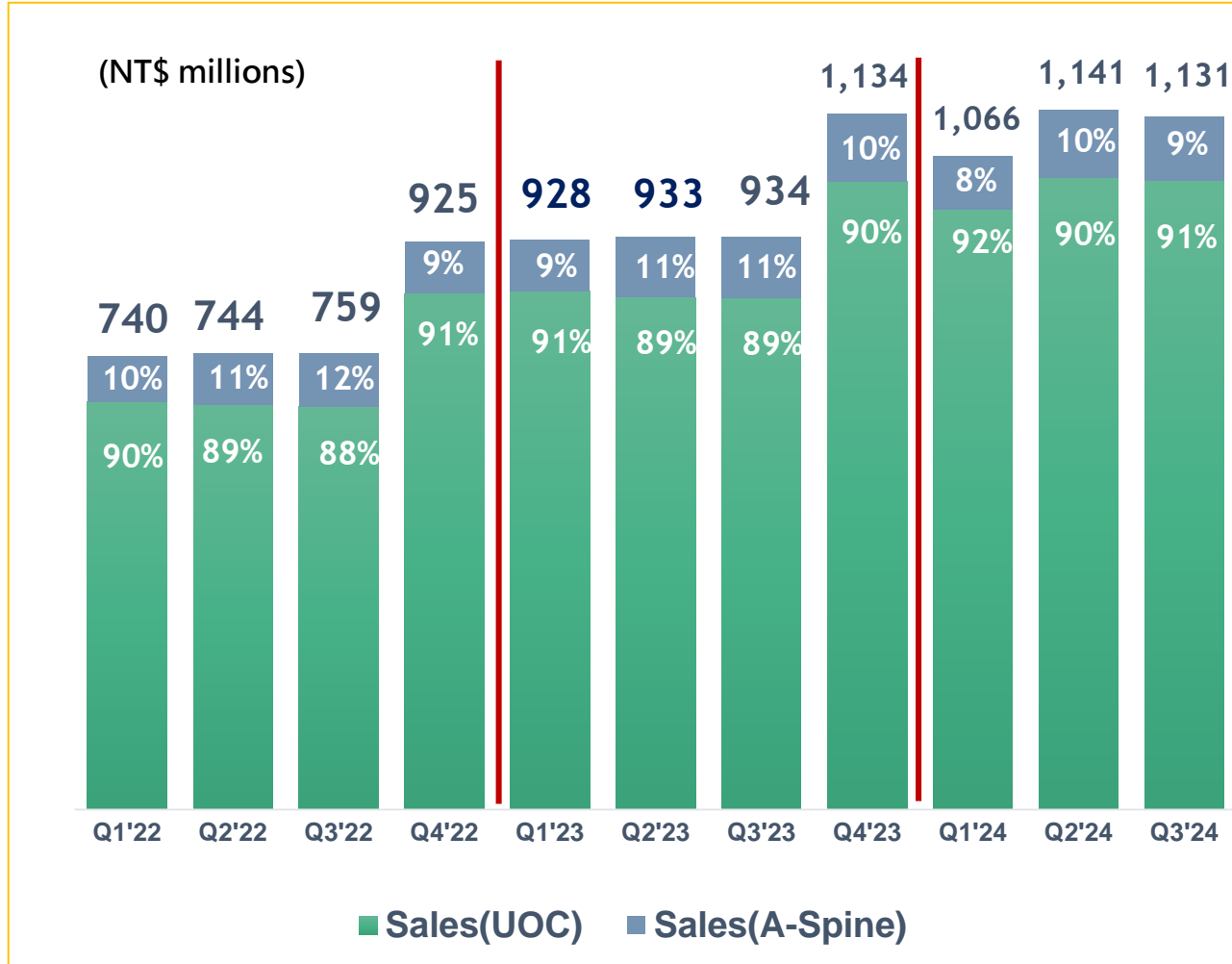


Performance in the first 3 quarters of 2024

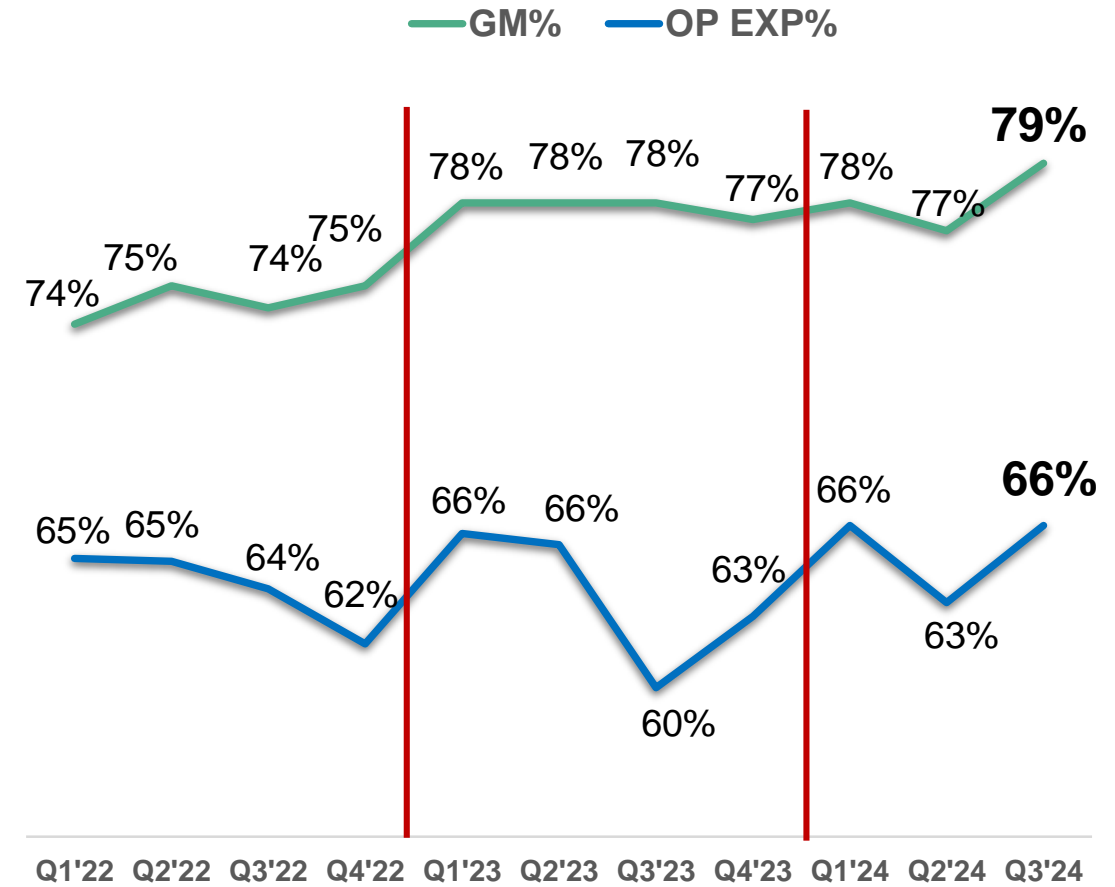
(NT\$ thousands)	<u>2023 Q1~Q3</u>	<u>2024 Q1~Q3</u>	<u>DIFF</u>	<u>%</u>
Revenue	2,795,770	3,337,208	541,438	+19%
Operating P/L	387,510	441,401	53,891	+14%
Non-OP P/L	<u>(25,638)</u>	<u>11,484</u>	<u>37,122</u>	+145%
Net Profit	<u>264,423</u>	<u>334,408</u>	<u>69,985</u>	+26%
%	9%	10%	1%	
EPS	3.14	3.48	0.34	+11%

Operating Results by Quarter

Revenue Trend Chart



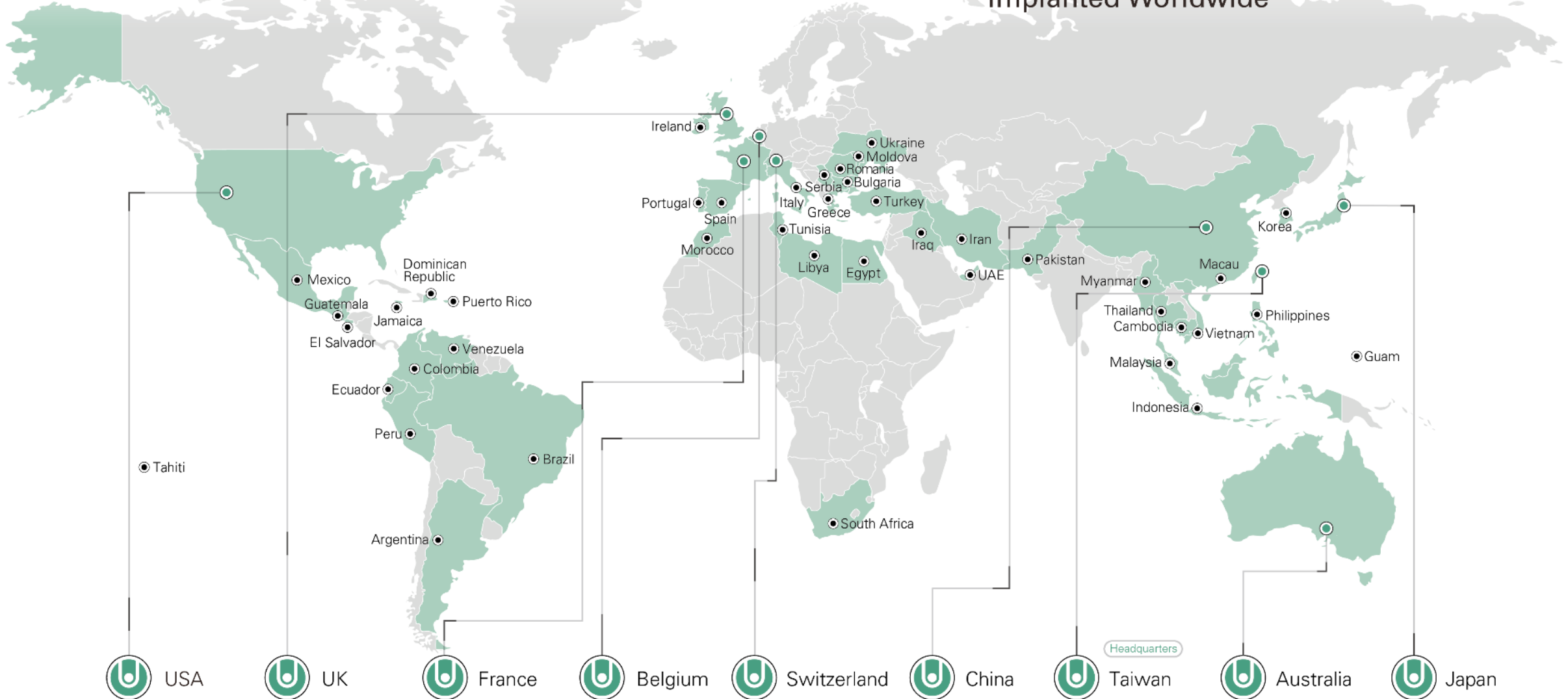
Financial Ratios



2024 Q1~Q3 gross margin: 78%; operating expense ratio: 65%

Overview of Global Deployments

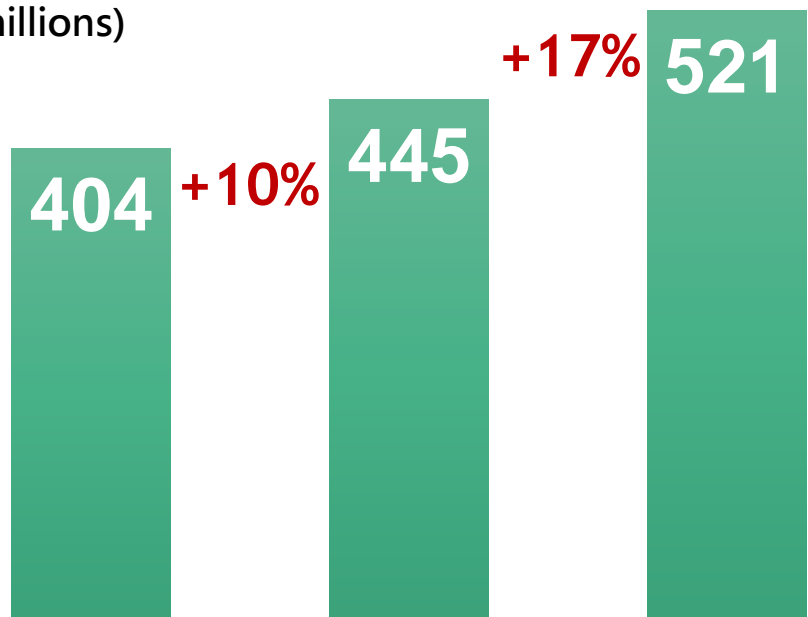
52 Countries / 9 Worldwide Offices / 680,000 cases Implanted Worldwide



Performance in the APAC Market

Third-quarter revenue

(NT\$ millions)



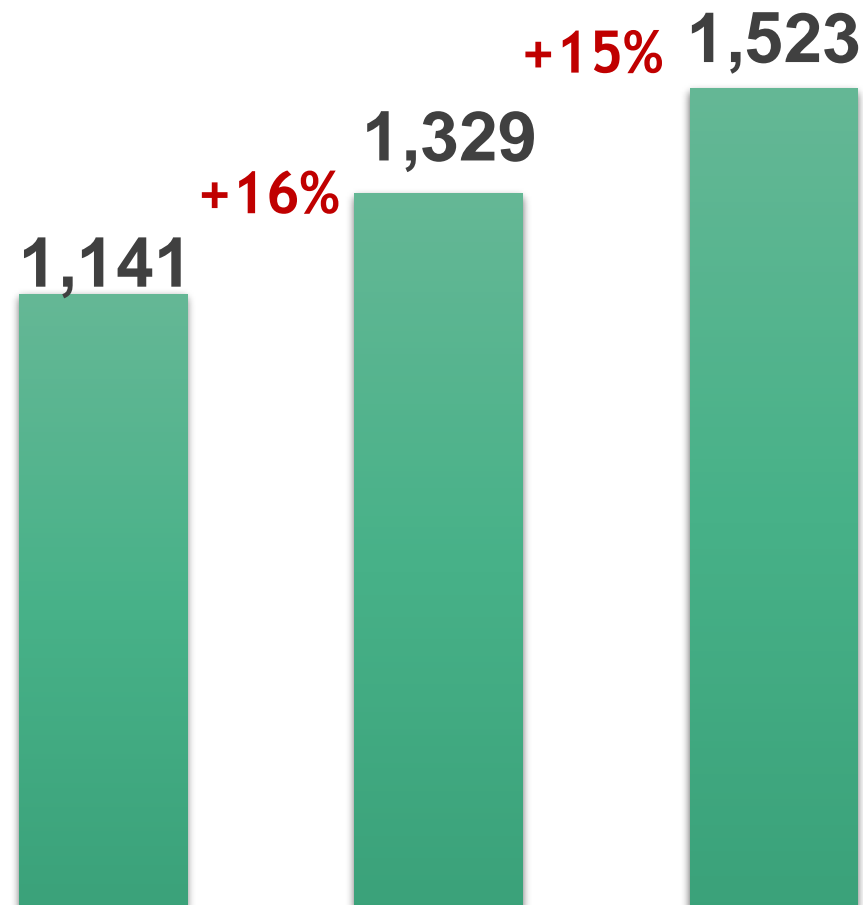
2022 Q3

2023 Q3

2024 Q3

First 3 quarters revenue

(NT\$ millions)



2022 Q1~Q3

2023 Q1~Q3

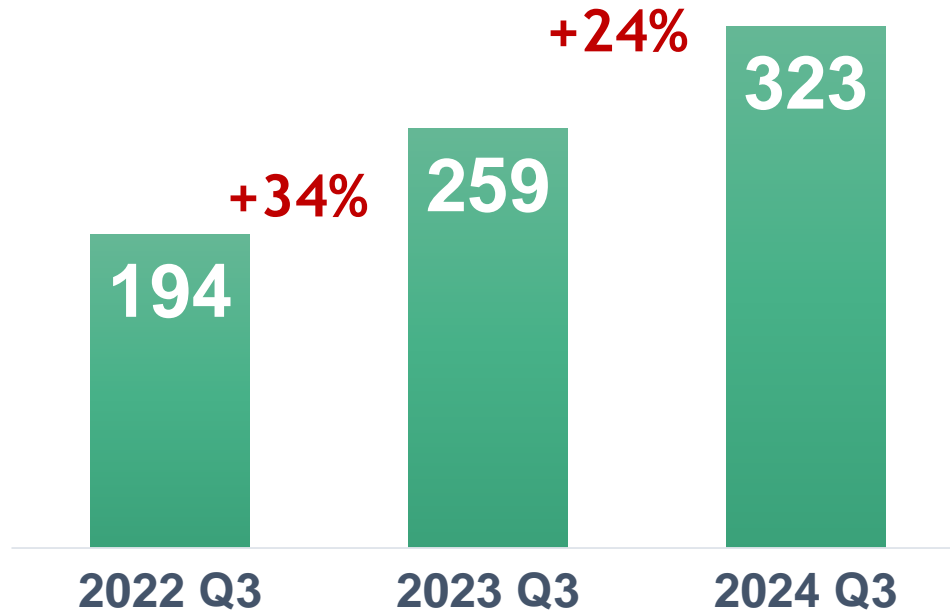
2024 Q1~Q3



Performance in the EMEA Market

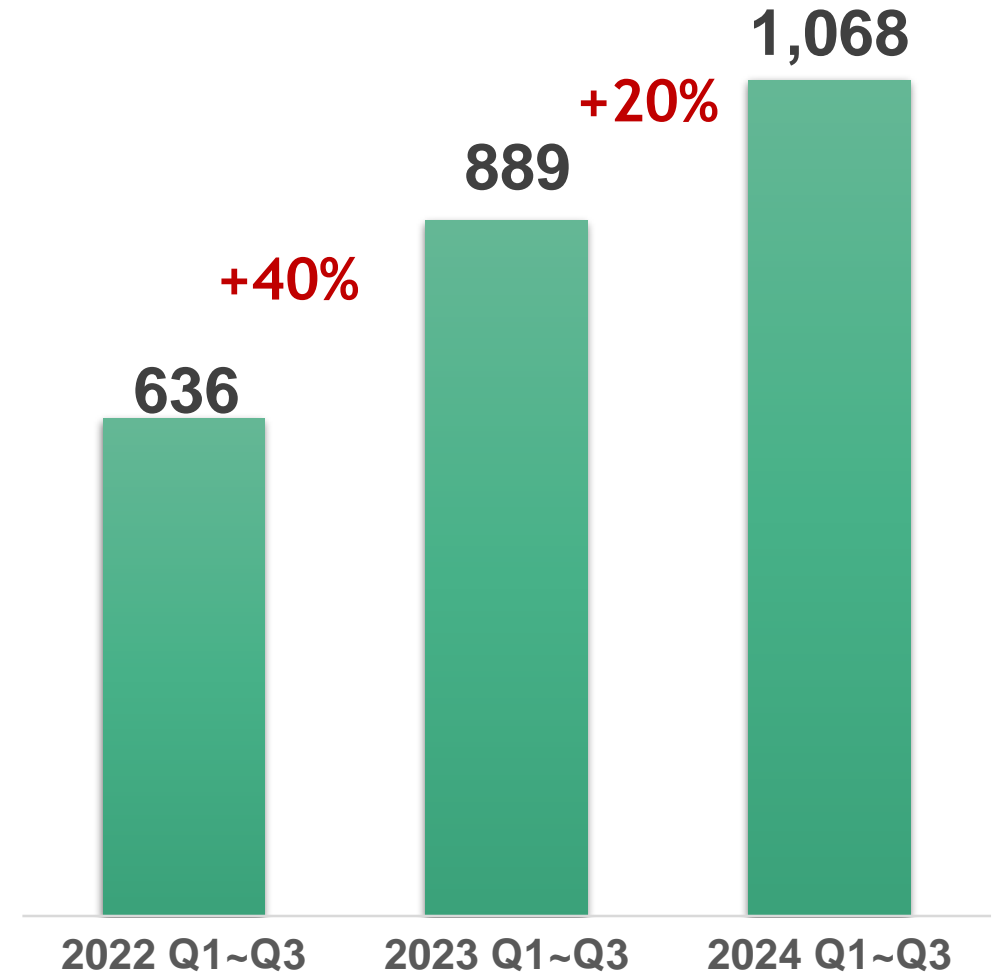
Third-quarter revenue

(NT\$ millions)



First 3 quarters revenue

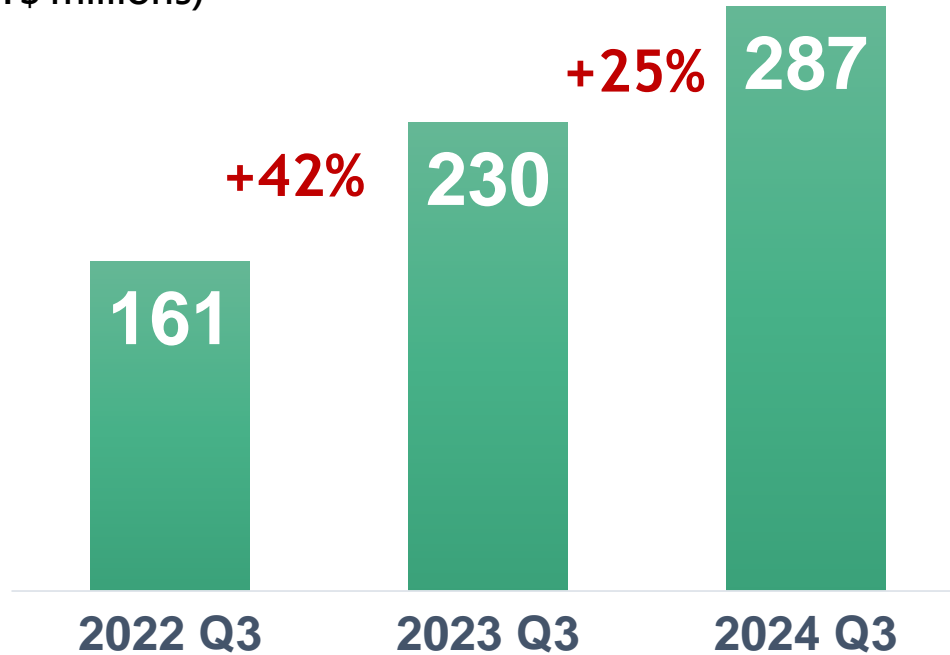
(NT\$ millions)



Performance in the American Market

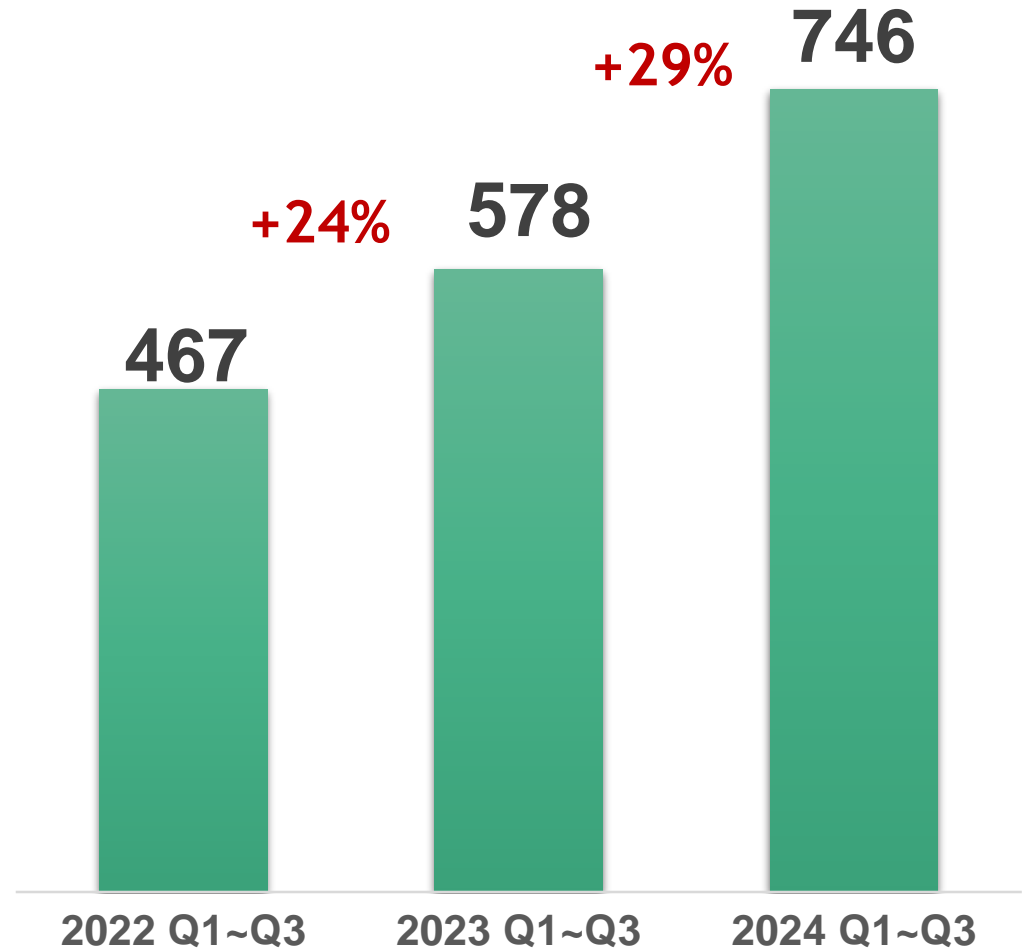
Third-quarter revenue

(NT\$ millions)



First 3 quarters revenue

(NT\$ millions)



Revenue for October 2024

- **NT\$ 460 million** (YoY +13% ; Monthly record high)

(NT\$ millions)	Oct. 2023	Oct. 2024	YoY%
<u>Revenue</u>	<u>406.9</u>	<u>460.3</u>	<u>13%</u>
APAC	170.5	180.9	6%
EMEA	136.9	150.0	10%
America	99.4	129.4	30%

Revenue for January to October 2024

- **NT\$ 3,798 million** (YoY +19% ; continued to set new all-time highs)

(NT\$ millions)	2023 Jan. ~ Oct.	2024 Jan. ~ Oct.	YoY%
<u>Revenue</u>	<u>3,202.6</u>	<u>3,797.5</u>	<u>19%</u>
APAC	1,499.1	1,704.0	14%
EMEA	1,025.8	1,218.2	19%
America	677.7	875.3	29%

Thank you for listening

Each Step We Care