

Singbao International Co . Ltd

Investor Conference -December 25 ,2019

Singbao group profile and Third Quarter 2019

Operating Overview and Future Prospects

General Manager K.J.Huang



Disclaimer

- **The figures of briefing consolidated financial statements are compiled in accordance with the guidelines of the International Financial Reporting Standards (IFRSs) approved by the securities issuer's financial statements and prepared in accordance with the International accounting standards, interpretation and interpretation bulletins, and the verification by certified accountants.**
- **The Company has not issued any financial forecast. The financial statements, the business descriptions and the Company's future business prospects in this Briefing may differ from those of actual operations in the future. Such differences may include changes in market demand, price fluctuations, International economic conditions and fluctuations of exchange rate, and other risks that the Company cannot grasp.**
- **The information gathered in this Briefing is from various sources within and outside the Company. If there is any change in the future, please refer to the information announced by the Public Information Observatory**

Agenda

- 一、Brief Profile
- 二、Operation Introduction
- 三、Business Model
- 四、Financial Analysis
- 五、Future

一、Brief Profile

Company Name	Singbao International Co. Ltd
Date of Establishment	January 7 ,1994
Date of Listing	March 26 , 2002
Capital Amount	NT\$273,000,000
Business items	Western medicine 、 Medical equipment and building leasing 、 solar energy generation
Chairman	HUANG,KUEN-JIAN
Company Address	9F.-12, No. 188, Sec. 5, Nanjing E. Rd., Songshan Dist., Taipei City 105, Taiwan (R.O.C.)

二. Operation Introduction

**Singbao International Co., Ltd, founded in 1994,
(stock code: 6130)**

Our business covers medical and beauty equipment And leasing, drug sales, real estate sales and leasing, the company also Put into the solar power industry, the operation toward the multi-source development.

三、Singbao Business Model



Singbao International

Obtain the exclusive
import agency of foreign
pharmaceutical
manufacturers

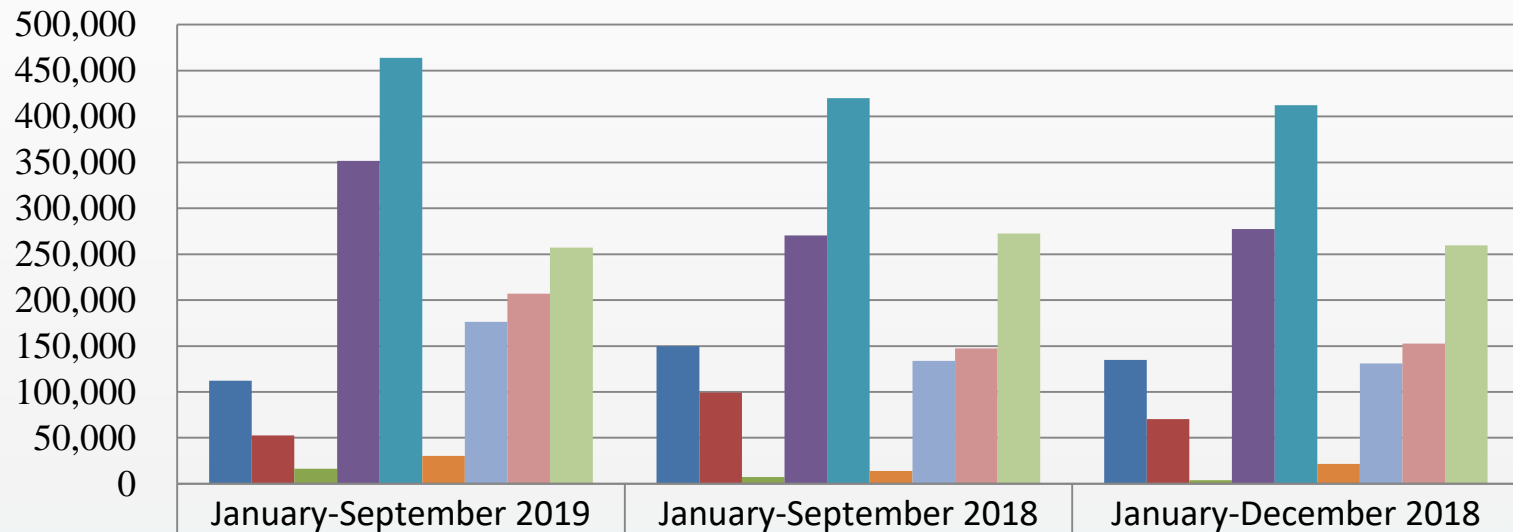
- Taipei City Hospital 108-109 Western Medicine Procurement Standard
- (Military Standard Contract) National Army 108-109 Drug Joint Contract
- Vitalize medical consortium legal person vitalize hospital bid
- The bid of the medical institution affiliated with the Ministry of Health and Welfare
- Medical clinics and pharmacies

四、financial analysis

Unit : NT\$ thousand

	108. 09. 30		107. 09. 30		107. 12. 31	
	Amount	%	Amount	%	Amount	%
Total Assets	463, 947	100	419, 983	100	412, 306	100
Current Assets	112, 346	24	149, 672	36	134, 921	33
Cash and Cash Equivalent	52, 621	11	99, 288	24	70, 463	24
Receivables - net Abstract	16, 230	4	7, 359	2	3, 969	1
Other Receivable	76	-	10, 032	2	12, 124	3
Inventories	11, 774	3	3, 246	1	2, 244	1
Prepayments	15, 236	3	10, 864	2	36, 955	9
Non-Current Assets	351, 601	76	270, 311	64	277, 385	67
Equity investments under equity method, net	36, 166	8	43, 032	10	34, 423	8
Property, plant and Equipments	94, 855	20	24, 155	6	42, 990	11
Investments in real estate	188, 075	41	189, 911	45	189, 452	46
Total Liabilities	206, 857	45	147, 521	35	152, 610	37
Current Liabilities	30, 385	6	13, 763	3	21, 677	5
Non-current liabilities	176, 472	39	133, 758	32	130, 933	32
Total Equity	257, 090	55	272, 462	65	259, 696	63

financial analysis



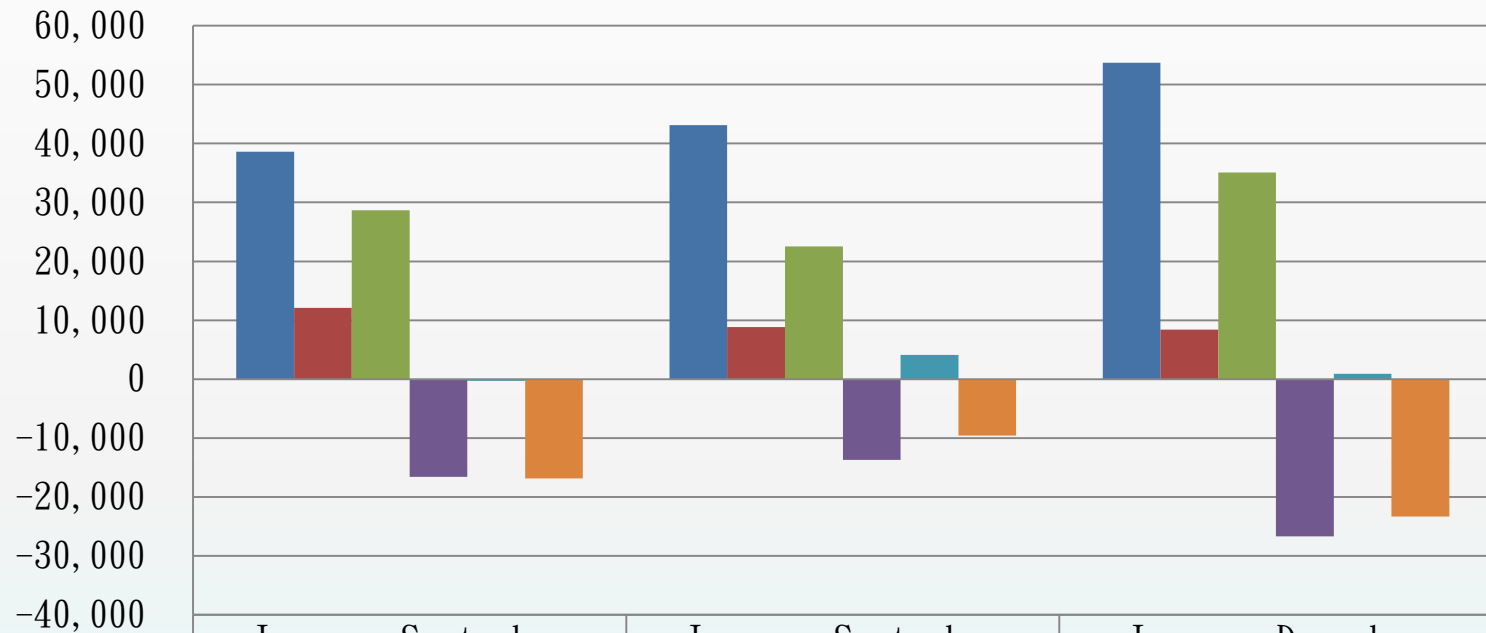
	January-September 2019	January-September 2018	January-December 2018
Current assets	112,346	149,672	134,921
Cash and Cash Equivalents	52,621	99,288	70,463
Reveivables-net Abstract	16,230	7,359	3,969
Non-Current Assets	351,601	270,311	277,385
Total Assets	463,947	419,983	412,306
Current Liabilities	30,385	13,763	21,677
Other Non-Liabilities	176,472	133,758	130,933
Total Liabilities	206,857	147,521	152,610
Total Equity	257,090	272,462	259,696

Financial performance

Unit : NT\$ thousand

	108.9.30	107.9.30	Increase(decrease) Amount	ITEM/YEAR
Operating Income	38,602	43,091	-4,489	-10.42
Operating Margin	12,104	8,829	3,275	37.09
Gross profit margin	31%	20%	11	55
Operating Expense	28,686	22,537	6,149	27.28
Operating expense Ratio	74%	52%	22	42.31
Operating Profit(loss)	-16,582	-13,708	-2,874	20.97
Operating Profit Ratio	-43%	-32%	-11	34.38
Non-Operating Income	-262	4,142	-4,404	-106.33
Net profit after tax	-14,435	-10,531	-3,904	37.07
Earning Per Share	-0.54	-0.39		

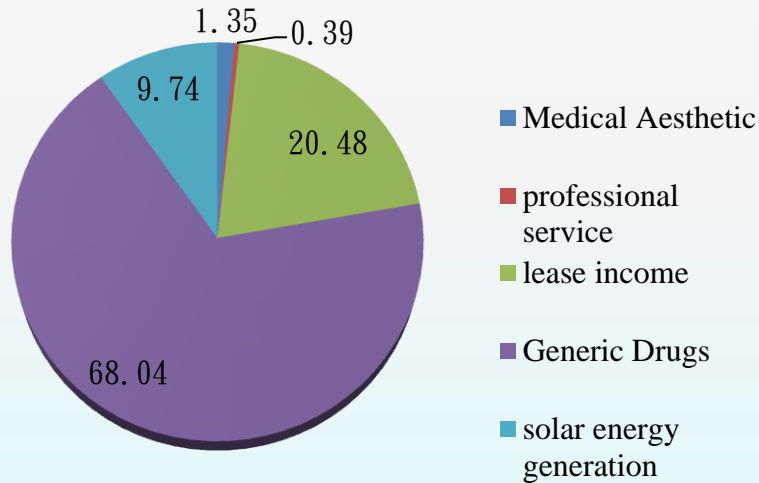
Financial performance



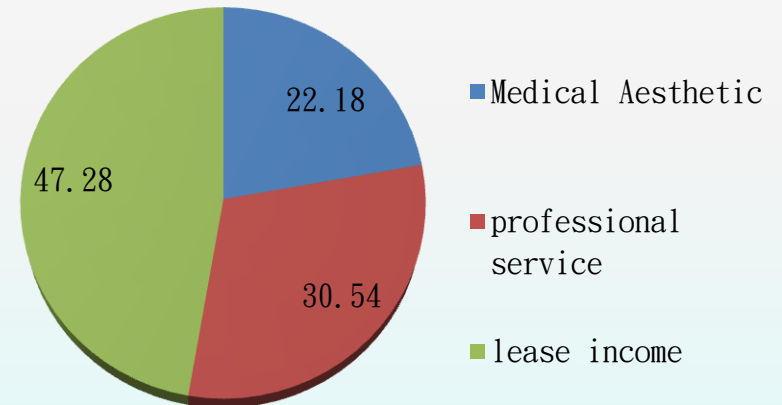
	January-September 2019	January-September 2018	January-December 2018
Operating revenue	38,602	43,091	53,716
Operating Margin	12,104	8,829	8,386
Operating Expense	28,686	22,537	35,069
Operating Profit(loss)	-16,582	-13,708	-26,683
Non-Operating	-262	4,142	938
Consolidated income (loss) before income tax	-16,844	-9,566	-23,283

Proportion of Product Revenue

January-september,2019



January-September,2018



五、Future

- ◆ Strengthen the distribution of specialty medicines with scientific drugs as the core of development ◦
- ◆ Strive to replace high-end generic medicines and increase medical industry partners to expand market share and market influence in the medical market to lay the foundation for the company's sustainable development and long-term success.
- ◆ Establish performance-oriented organizational management, strengthen government and corporate resource management, increase sales and delivery speed, and increase competition ◦
- ◆ Actively distribute sales channels and cultivate excellent distributors and distributors ◦
- ◆ Strengthen the training of sales staff, cultivate their professional ability and improve customer service, and strengthen the occupation of products in medical institutions ◦
- ◆ Reinvestment in real estate trading and leasing ◦
- ◆ Continue to improve operating efficiency, enhance profitability, strengthen financial structure, lower financing costs, increase operating net profit, and promote company development. ◦

Thank you For Your Listening

