



雅博股份有限公司 107年第二次法說會

2018.11.22



2018年1~9月合併損益表

Unit: NTD K

	2018Q3 核閱數	2017Q3 核閱數	'18/'17 差異金額	'18/'17 差異比例
營業收入	1,537,252	1,577,465	-40,213	-3%
營業毛利	630,162	694,166	-64,004	-9%
毛利率(%)	41%	44%		
營業費用	541,017	549,759	-8,742	-2%
稅前淨利	104,030	139,011	-34,981	-25%
所得稅費用	29,823	41,362	-11,539	-28%
本期淨利	74,207	97,649	-23,442	-24%
淨利歸屬於母公司業主	73,108	98,317	-25,209	-26%
基本每股盈餘(元)	0.88	1.18		



2018/9/30 合併資產負債表(一)

Unit: NTD K

資產	2018/9/30 核閱數	2017/9/30 核閱數	差異	
	金額	金額	金額	%
現金及約當現金	353,678	356,214	-2,536	-0.7%
應收帳款淨額	318,163	321,995	-3,832	-1.2%
存貨	386,093	394,294	-8,201	-2.1%
流動資產合計	1,348,386	1,308,761	39,625	3.0%
採用權益法的投資淨額	208,601	215,635	-7,034	-3.3%
不動產、廠房及設備	563,509	592,805	-29,296	-4.9%
無形資產	440,266	446,802	-6,536	-1.5%
非流動資產合計	1,278,840	1,304,102	-25,262	-1.9%
資產總計	2,627,226	2,612,863	14,363	0.5%

備註：以上僅摘錄重點科目。



2018/9/30 合併資產負債表(二)

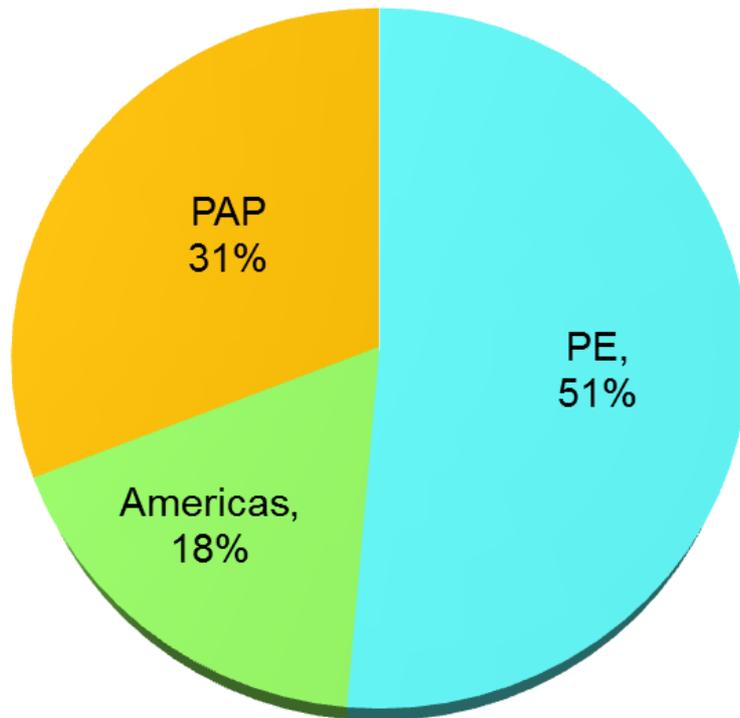
Unit: NTD K

負債與股東權益	2018/9/30 核閱數	2017/9/30 核閱數	差異	
	金額	金額	金額	%
短期借款	298,264	339,371	-41,107	-12.1%
應付帳款	191,520	164,253	27,267	16.6%
其他應付帳款	137,339	139,094	-1,755	-1.3%
流動負債合計	711,821	718,649	-6,828	-1.0%
應付公司債	294,428	289,227	5,201	1.8%
非流動負債合計	304,286	297,752	6,534	2.2%
負債總計	1,016,107	1,016,401	-294	0.0%
股本合計	833,855	833,855	0	0.0%
保留盈餘合計	793,235	767,100	26,135	3.4%
歸屬於母公司業主之權益合計	1,608,007	1,594,633	13,374	0.8%
權益總計	1,611,119	1,596,462	14,657	0.9%
負債及權益總計	2,627,226	2,612,863	14,363	0.5%

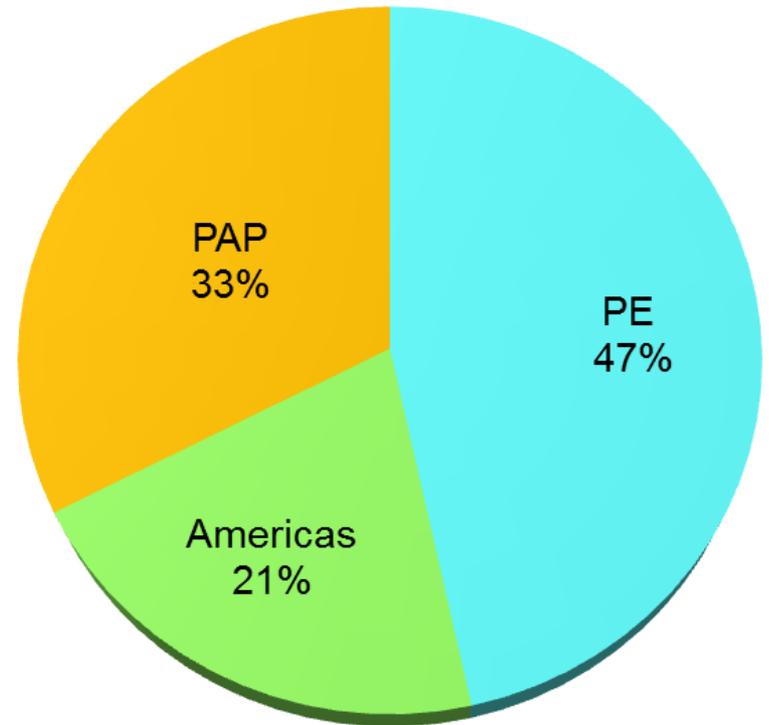
備註：以上僅摘錄重點科目。

2018年1~9月部門別營收分析

2018Q3 Act.



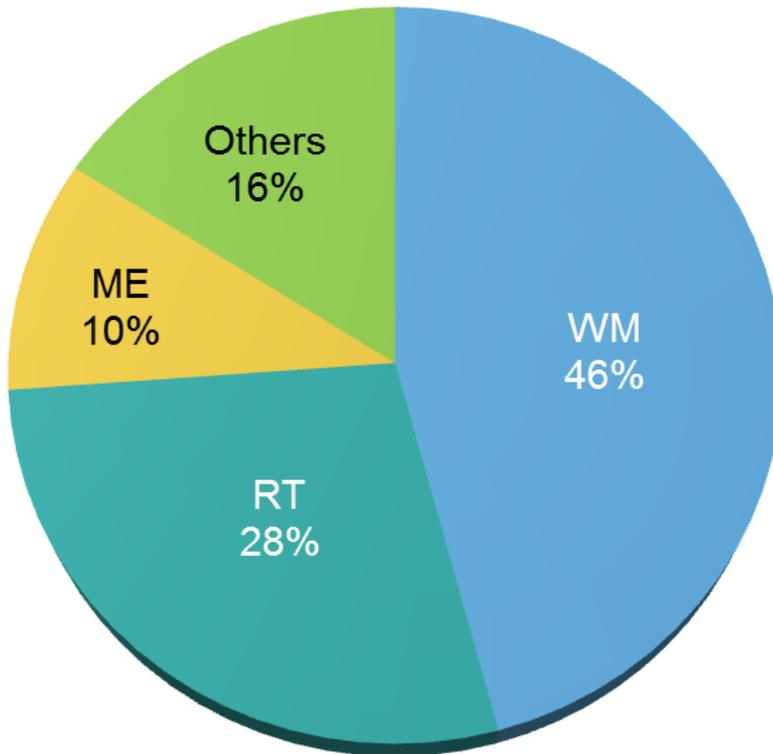
2017Q3 Act.



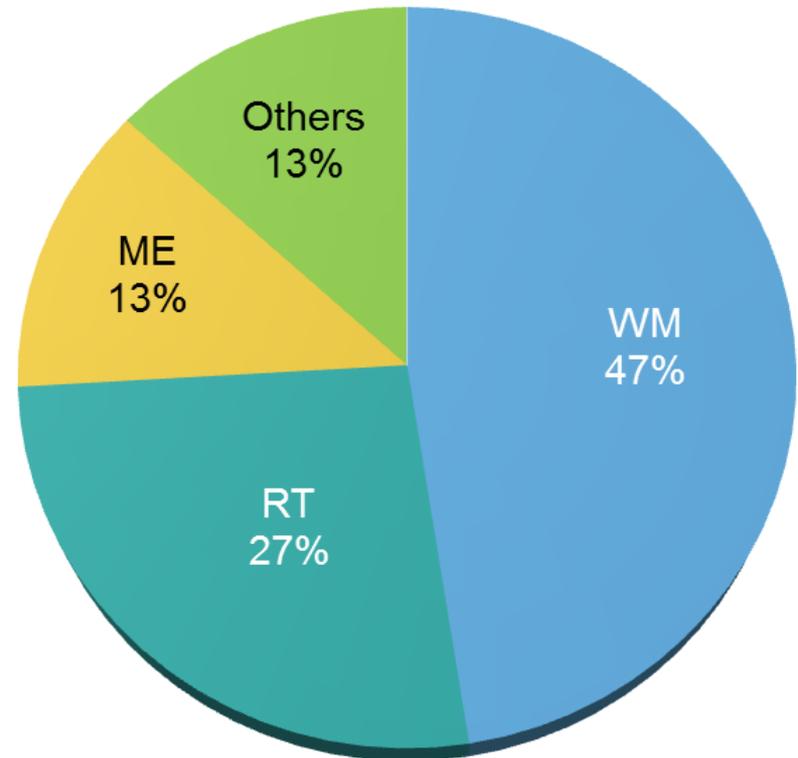
Note : 因2018年有部門異動，2017年部門別營收依2018年部門重分類。

2018年1~9月產品別營收分析

2018Q3 Act.



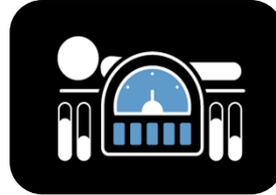
2017Q3 Act.



- 2018年10月獲得國發基金管理委員會旗下「產業創新轉型基金」與「中華開發優勢創業投資有限合夥基金」共同投資3.87億元台幣。
- 計畫2018年第四季於德國多特蒙德(Dortmund) 近郊購買廠房，以優化SLK營運效率，並規劃未來歐洲區之後勤樞紐與區域總部。
- 2018年10月美國醫療器材大展Medtrade中，公司首次以Apex 自有品牌開始進入美國氣墊床市場，為Apex 氣墊床在美國市場元年揭開序幕。



Pro-care Optima



Intuitive Auto-Sensing Technology

Including auto-recognition and auto-adjustment brings simplicity to the pressure area care



One Touch Set Up

The system automatically runs on default programme

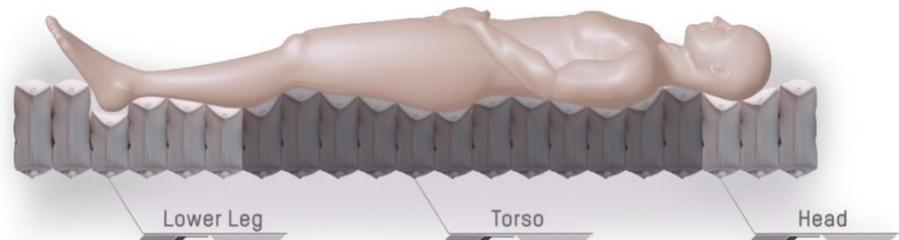


Multi-zone Air Pressure for Optimal Comfort

Better immersion and envelopment for excellent pressure redistribution



Optional battery available





Pro-care Turn



Comfort
Stability 



30° of Bilateral Rotation Therapy to Enhance Pressure Relief



Effortless Repositioning

Selectable turning angles & pressure levels



3-in-1 Therapy to Tailor Individual Healthcare Plans



Alternating



Turning



Continuous
Low Pressure

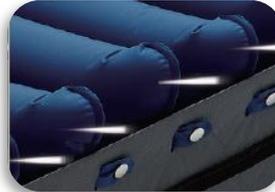


ACS Turn G2



Continuous lateral rotation

Offering best possible protection from VAP (Ventilator-Associated Pneumonia)



Continuous True Low Air Loss with lateral rotation

Maximizing pulmonary blood flow and reduce risk of pressure injury from the start of patient journey



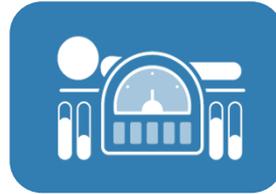
Special designed side bolsters for chest drainage tubing



Shift-Stop technology making rotational therapy safe and effective with specially design cells

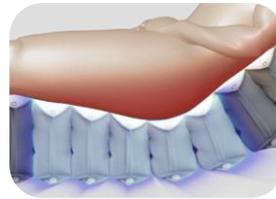


Pro-care 4/Auto G2



Intuitive Auto adjustment

In response to individual body mass distribution by its proprietary pressure/body-weight algorithm



Protection Upgrade, faster Reaction Time

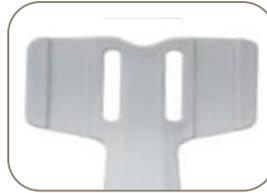
True 8" dynamic alternating mattress with focus on sacral area protection plus greater volume of compressor



Easily Detachable Base with Low Friction Top Cover



WIZARD 310/320



Soft Forehead Support

- Reduces the chance of losing the forehead pad and the nuisance of assembly and cleaning
- Provides ultimate comfort and retains stability



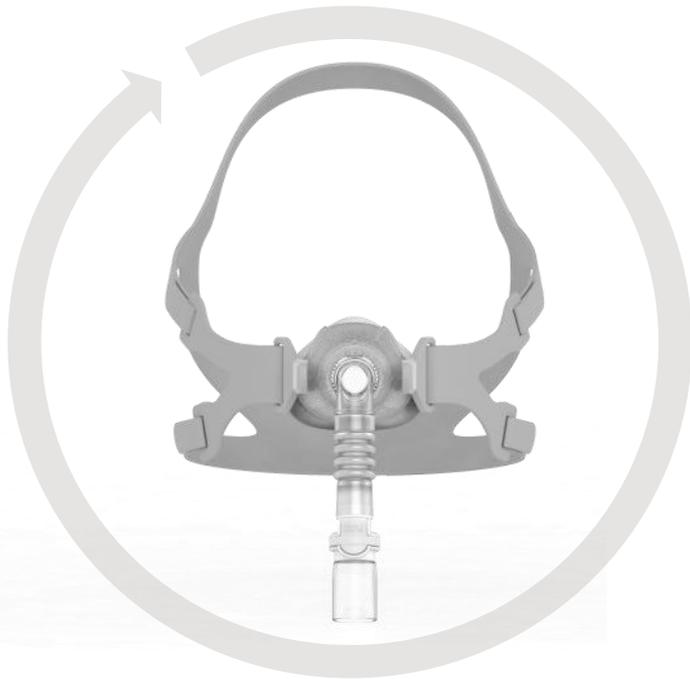
45° Air Flow

Prevents air from blowing onto the sleeping partner



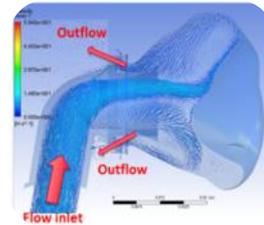
Quick Snap on Design

Allows instant assembly of mask and easy cleaning



Skin-friendly Fabric Frame

Offers a silky touch on the facial skin and fits to most users



Exhalation Port with Airflow Isolation Technology

Eliminates annoying noise and expiratory resistance



Wider Visibility Design

Open field of vision without any view obstruction and forehead pad



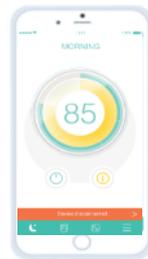
APEX Cloud

(Easy Compliance Online 2.0 + EasyCare APP)

Easy Compliance
Online 2.0



EasyCare



Icon-based Interface

User-friendly interface for intuitive usage



Component replacements management

Periodic replacement reminders ensure clean and safe use



Detailed Treatment Information

Clear overview of the treatment's progress with information of AHI, air leaks, and sleep time



Customized Notifications

Patient status filters for precise timely care

(Breath-Actuated Nebulizer Bottle)



- Low Inspiration Function for Slow Breath In
- Breath-easy Design
- Pre-delivery Nebulization
- Optimal Particles



<http://www.apexmedicalcorp.com>

IR @apexmedicalcorp.com