

# The Second Investor Conference of year 2022

Wellell Inc. 2022.12.09

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**Wellell**

# 2022Q3 YTD Consolidated Income Statement

**Wellell**

Unit: NTDK

	3Q22 YTD Review	3Q21 YTD Review	'22/'21 Var.(\$)	'22/'21 Var.(%)
<b>Net Sales</b>	1,967,093	1,755,722	211,371	12%
<b>Gross Profit</b>	801,103	743,767	57,336	8%
<b>Gross Margin(%)</b>	40.7%	42.4%	-1.6%	-4%
<b>Operating Expenses</b>	634,636	634,398	238	-
<b>Income before Tax</b>	182,114	129,244	52,870	41%
<b>Net Income attributed to owner of the parent company</b>	142,053	94,646	47,407	50%
<b>Basic EPS(NT\$)</b>	<b>1.41</b>	<b>0.94</b>	0.47	-

# 2022/09/30 Consolidated Balance Sheet(1)

**Wellell**

Unit: NTDK

	2022/09/30 Review	2021/09/30 Review	Variance	
	Amount	Amount	Amount	%
Cash and cash equivalent	406,868	440,053	(33,185)	-8%
Current financial assets at fair value through profit or loss	92,762	114,251	(21,489)	-19%
Accounts receivable	472,100	366,738	105,362	29%
Other receivables	33,502	21,607	11,895	55%
Inventories	622,266	562,132	60,134	11%
Prepayments	38,035	43,812	(5,777)	-13%
<b>Total current assets</b>	<b>1,685,325</b>	<b>1,571,775</b>	<b>113,550</b>	<b>7%</b>
Amortized Cost Financial Assets	15,000	0	15,000	100%
Property, plant and equipment	718,175	741,692	(23,517)	-3%
Right-of-use asset	62,645	67,016	(4,371)	-7%
Intangible Assets	634,402	671,722	(37,320)	-6%
<b>Total non-current assets</b>	<b>1,494,296</b>	<b>1,546,030</b>	<b>(51,734)</b>	<b>-3%</b>
<b>Total Assets</b>	<b>3,179,621</b>	<b>3,117,805</b>	<b>61,816</b>	<b>2%</b>

Note: Only important accounts are listed in the table.

# 2022/09/30 Consolidated Balance Sheet(2)

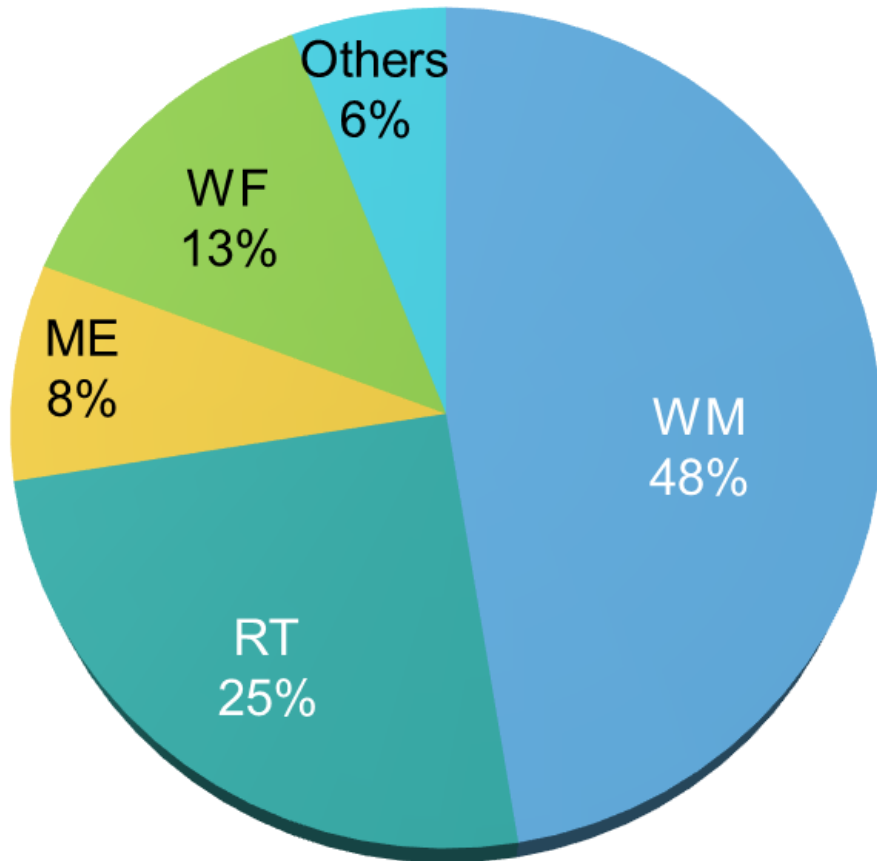
**Wellell**

Unit: NTDK

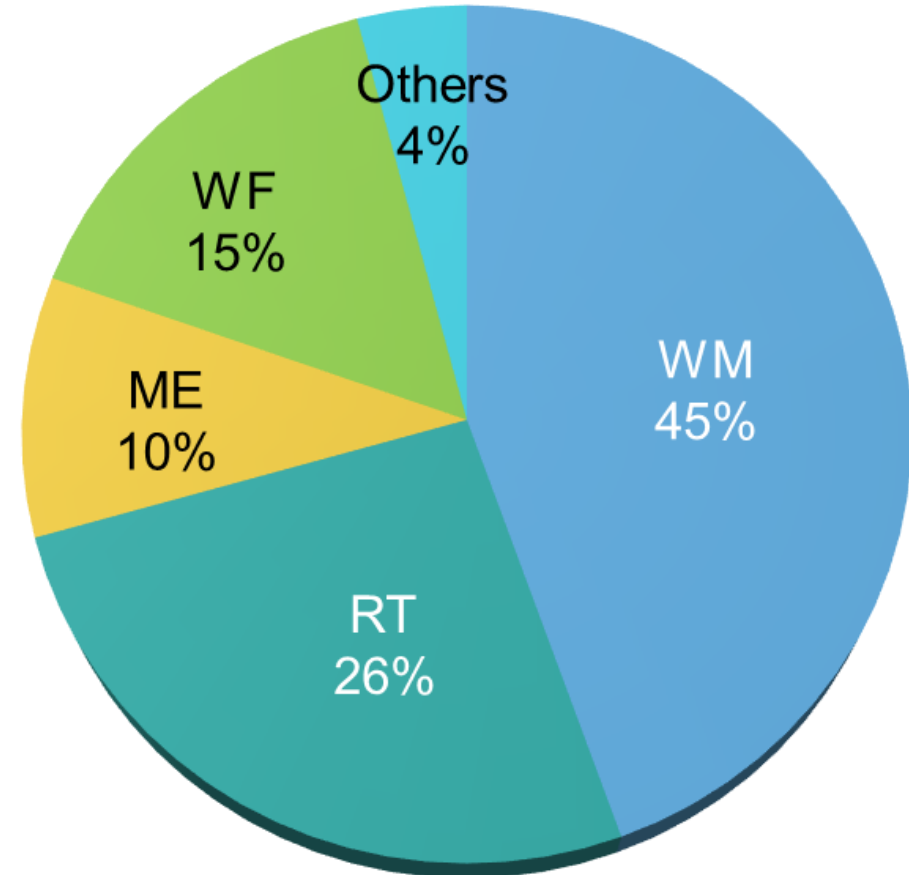
	2022/09/30 Review	2021/09/30 Review	Variance	
	Amount	Amount	Amount	%
Short-term debt	398,237	290,112	108,125	37%
Accounts(including related parties)	161,751	222,827	(61,076)	-27%
Other payables and current liabilities	31,681	52,891	(21,210)	-40%
Long-term debt – current	9,312	8,924	388	4%
<b>Total current liabilities</b>	<b>841,519</b>	<b>805,574</b>	<b>35,945</b>	<b>4%</b>
Long-term debt	115,566	145,480	(29,914)	-21%
Defined benefit liability	5,478	7,670	(2,192)	-29%
<b>Total long-term liabilities</b>	<b>193,417</b>	<b>232,625</b>	<b>(39,208)</b>	<b>-17%</b>
<b>Total liabilities</b>	<b>1,034,936</b>	<b>1,038,199</b>	<b>(3,263)</b>	<b>0%</b>
Share capital	1,009,116	1,009,116	-	-
Additional paid-in capital	345,635	345,635	-	-
Total retained earnings	1,043,537	947,624	95,913	10%
Other equity	(259,726)	(227,966)	(31,760)	14%
Owners' equity attributed to the parent company	2,138,562	2,074,409	64,153	3%
<b>Total owners' equity</b>	<b>2,144,685</b>	<b>2,079,606</b>	<b>65,079</b>	<b>3%</b>
<b>Total liabilities and owners' equity</b>	<b>3,179,621</b>	<b>3,117,805</b>	<b>61,816</b>	<b>2%</b>

Note: Only important accounts are listed in the table.

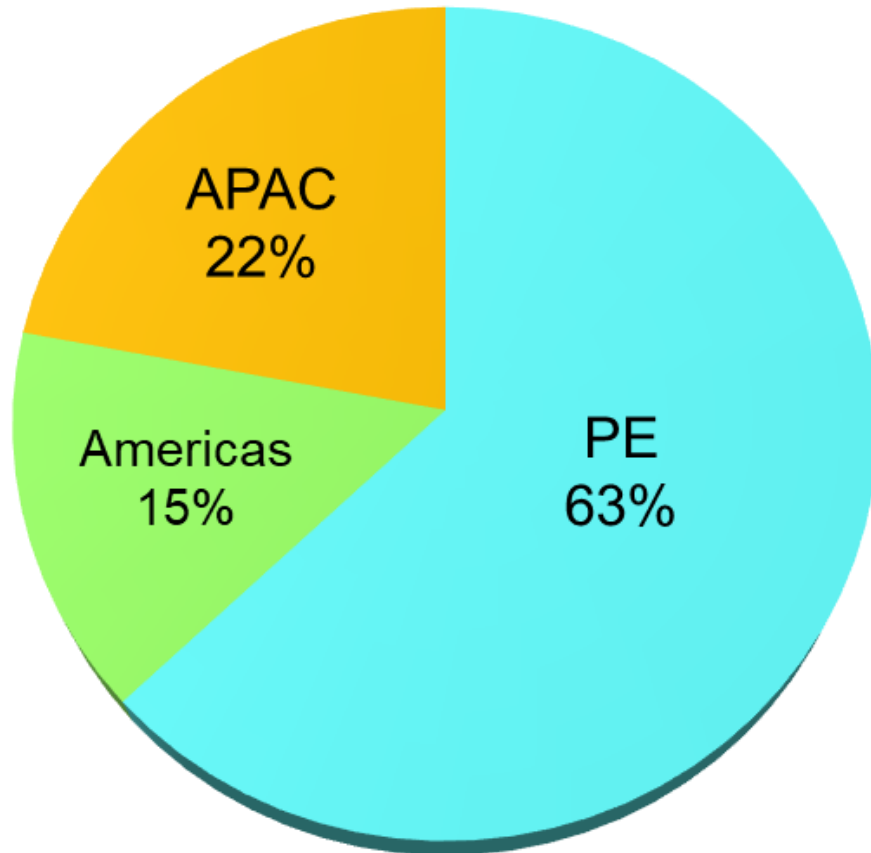
2022Q3 YTD



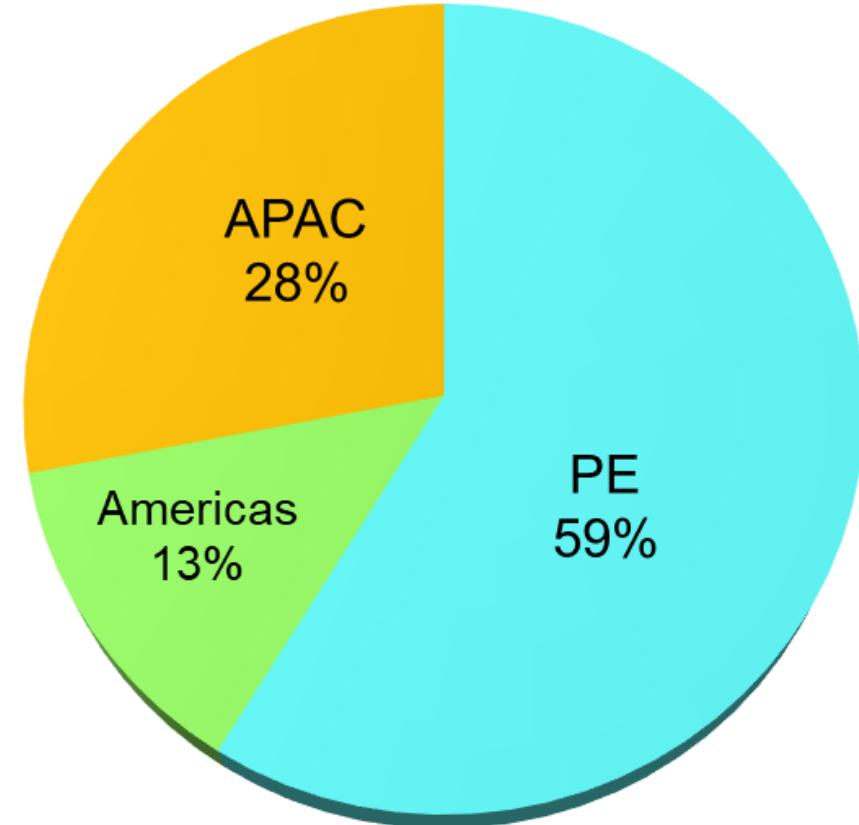
2021Q3 YTD



2022Q3 YTD



2021Q3 YTD



# **Operating Status Update**

# Optima Product wins Taipei Biotech Silver Awards

**Wellell**

- 12<sup>th</sup> Aug. 2022 - Wellell Optima Series Product-wins Taipei Biotech Silver Awards.





# SleepWell product wins 31st Taiwan Excellence Award **Wellell**

- 23th Nov. 2022- Wellell SleepWell - Cloud-based patient management system wins 31st Taiwan Excellence Award.



SleepWell Track

- 客製化管理介面訂定高效率管理流程
- 精準分析問題提供適切臨床建議
- 提升全球保險機制申請效率

SleepWell APP

- 掌握使用狀況提升自主參與度
- 每日睡眠評分打造高治療順應性
- 主動提醒醒睡保持治療品質

**Wellell** 雅博

以使用者為中心，  
打造有溫度的使用體驗  
以IoT技術打造創新全面性解決方案滿足臨床、醫療經濟、保險制度  
二面向需求



- ◆ 持續監測確保治療品質
- ◆ 真正達到醫療行為改善

物聯網睡眠呼吸中止症病人管理平台  
**SleepWell**



- ◆ 提升病患自我掌控度，打造自主新時代
- ◆ 主動式遠端平台打造雙向溝通



- ◆ 醫療監測系統帶來精準療法
- ◆ 解決醫療照護人力短缺及資源分配問題



PAC (Pressure area care) to PRC (Patient Recovery Care)

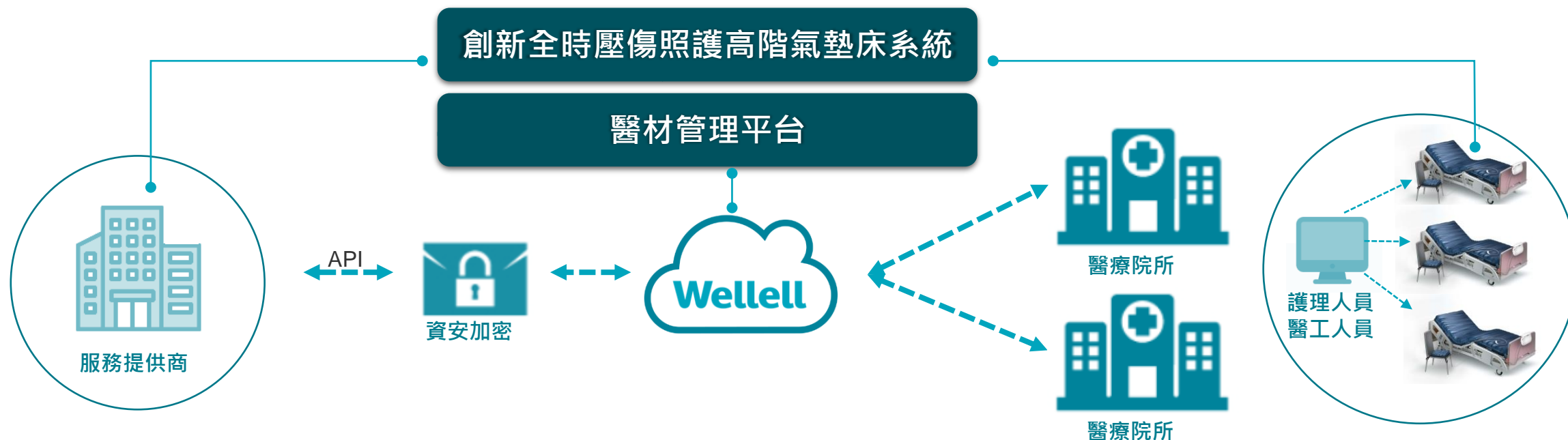


Clinical Content



Digital Marketing

- New Project “創新全時壓傷照護高階氣墊床系統開發” is approved by Industry Development Bureau, Ministry of Economic Affairs.



## 全時壓傷照護

- 最小材積床體、快速充氣裝置，提升供應鏈效率、降低消費者等待時間
- 設計待修運作模式以及自動傳輸Error code，減少維修與患者等待時間
- 串接IoT自動計算使用時間

## 環境保護意識

## 避免交叉感染

## 租賃模式需求

## 關鍵技術國產化

Thank you

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