

The second Investor Conference of the year 2024

Wellell Inc. 29.11.2024

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3Q2024 Consolidated Income Statement

Wellell

Unit: NTD K

	3Q24 YTD Review	3Q23 YTD Review	3Q24/3Q23 Var.(\$)	3Q24/3Q23 Var.(%)
Net Sales	1,772,986	1,968,244	(195,258)	- 9.9%
Gross Profit	793,155	831,162	(38,007)	-
Gross Margin(%)	44.7%	42.2%	-	-
Operating Expenses	713,860	685,686	28,174	4.1%
Income before Tax	92,290	176,861	(84,571)	- 47.8%
Net Income attributed to owner of the parent company	69,039	125,548	(56,509)	- 45.0%
Basic EPS(NT\$)	0.68	1.24	(0.56)	-

2024/09/30 Consolidated Balance Sheet— Assets

Wellell

Unit: NTD K

	2024/09/30 Review	2023/09/30 Review	Variance	
	Amount	Amount	Amount	%
Cash and cash equivalent	665,310	551,819	113,491	20.6%
Accumulated impairment, current financial assets at cost	122,637	89,438	33,199	37.1%
Accounts receivable	358,967	489,536	(130,569)	- 26.7%
Inventories	448,696	436,504	12,192	2.8%
Total current assets	1,659,634	1,663,924	(4,290)	- 0.3%
Property, plant and equipment	717,315	721,973	(4,658)	- 0.6%
Right-of-use asset	50,951	57,071	(6,120)	- 10.7%
Intangible Assets	675,566	667,856	7,710	1.2%
Total non-current assets	1,516,700	1,544,603	(27,903)	- 1.8%
Total Assets	3,176,334	3,208,527	(32,193)	- 1.0%

Note: Only important accounts are listed in the table

2024/09/30 Consolidated Balance Sheet – Liabilities **Wellell**

Unit: NTD K

	2024/09/30 Review	2023/09/30 Review	Variance	
	Amount	Amount	Amount	%
Short-term debt	220,632	213,982	6,650	3.1%
Accounts(including related parties)	117,830	156,926	(39,096)	-24.9%
Other payables and current liabilities	191,098	196,559	(5,461)	- 2.8%
Long-term debt – current	22,738	53,516	(30,778)	- 57.5%
Total current liabilities	620,131	692,885	(72,754)	- 10.5%
Long-term debt	110,720	114,792	(4,072)	- 3.5%
Lease liabilities	22,579	32,226	(9,647)	- 29.9%
Other long-term debt	1,452	35,251	(33,799)	- 95.9%
Total long-term liabilities	143,628	192,196	(48,568)	- 25.3%
Total liabilities	763,759	885,081	(121,322)	- 13.7%

Note: Only important accounts are listed in the table

2024/09/30 Consolidated Balance Sheet

— Owners' Equity

Wellell

Unit: NTD K

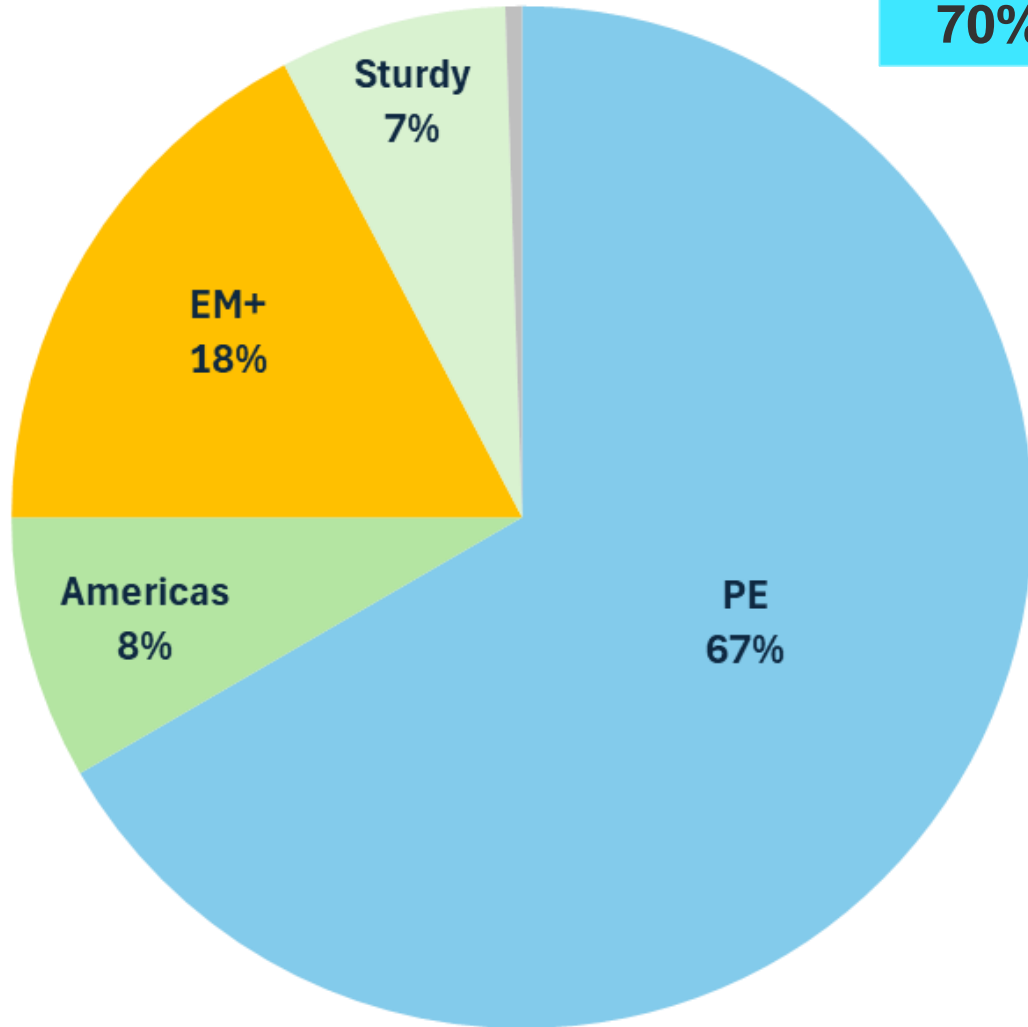
	2024/09/30 Review	2023/09/30 Review	Variance	
	Amount	Amount	Amount	%
Total share capital	1,009,116	1,009,116	-	-
Additional paid-in capital	345,635	345,635	-	-
Total retained earnings	1,121,602	1,106,425	15,177	1.4%
Other equity	(68,982)	(142,170)	73,188	- 51.5%
Non-controlling interests	5,204	4,440	764	17.2%
Total owners' equity	2,412,575	2,323,446	89,129	3.8%

備註：以上僅摘錄重點科目。

Sales by Department in 3Q 2024

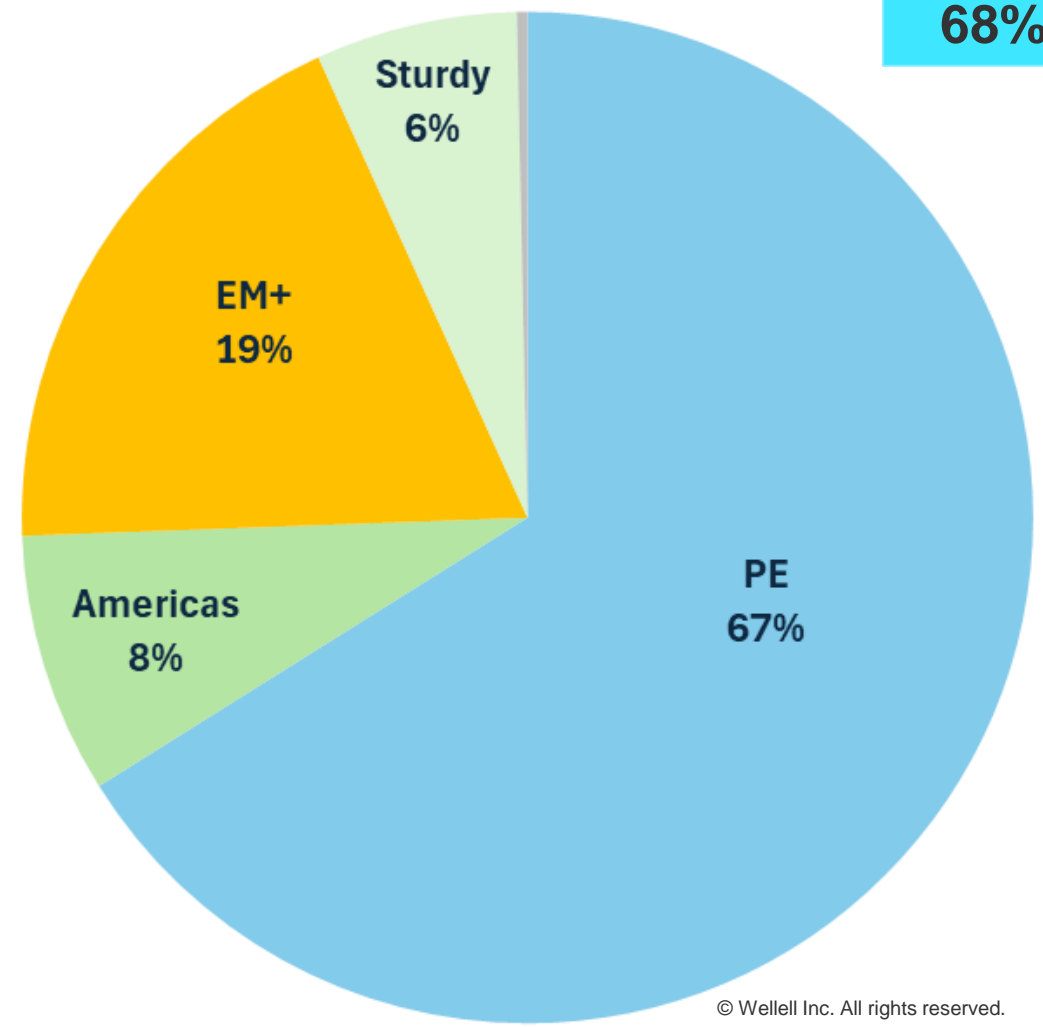
2024Q3 YTD

PRC
70%



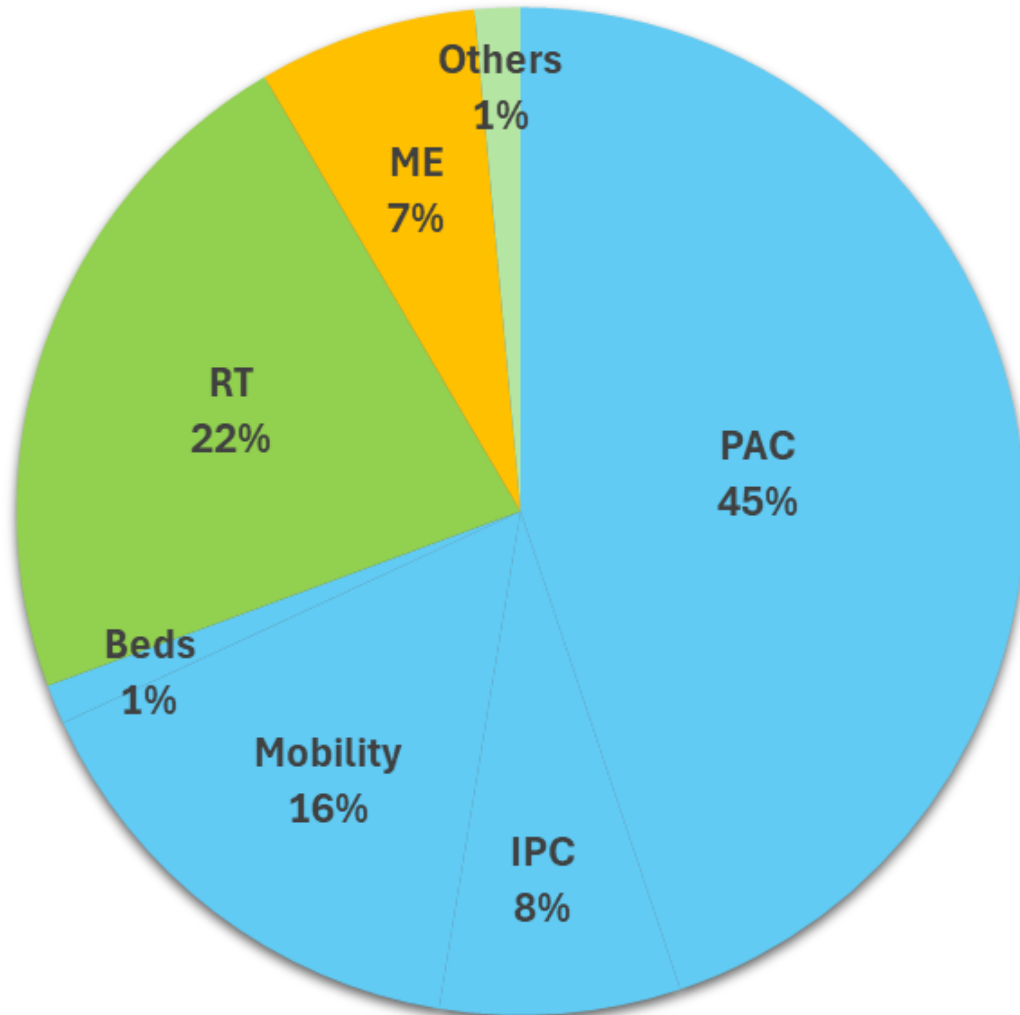
2023Q3 YTD

PRC
68%

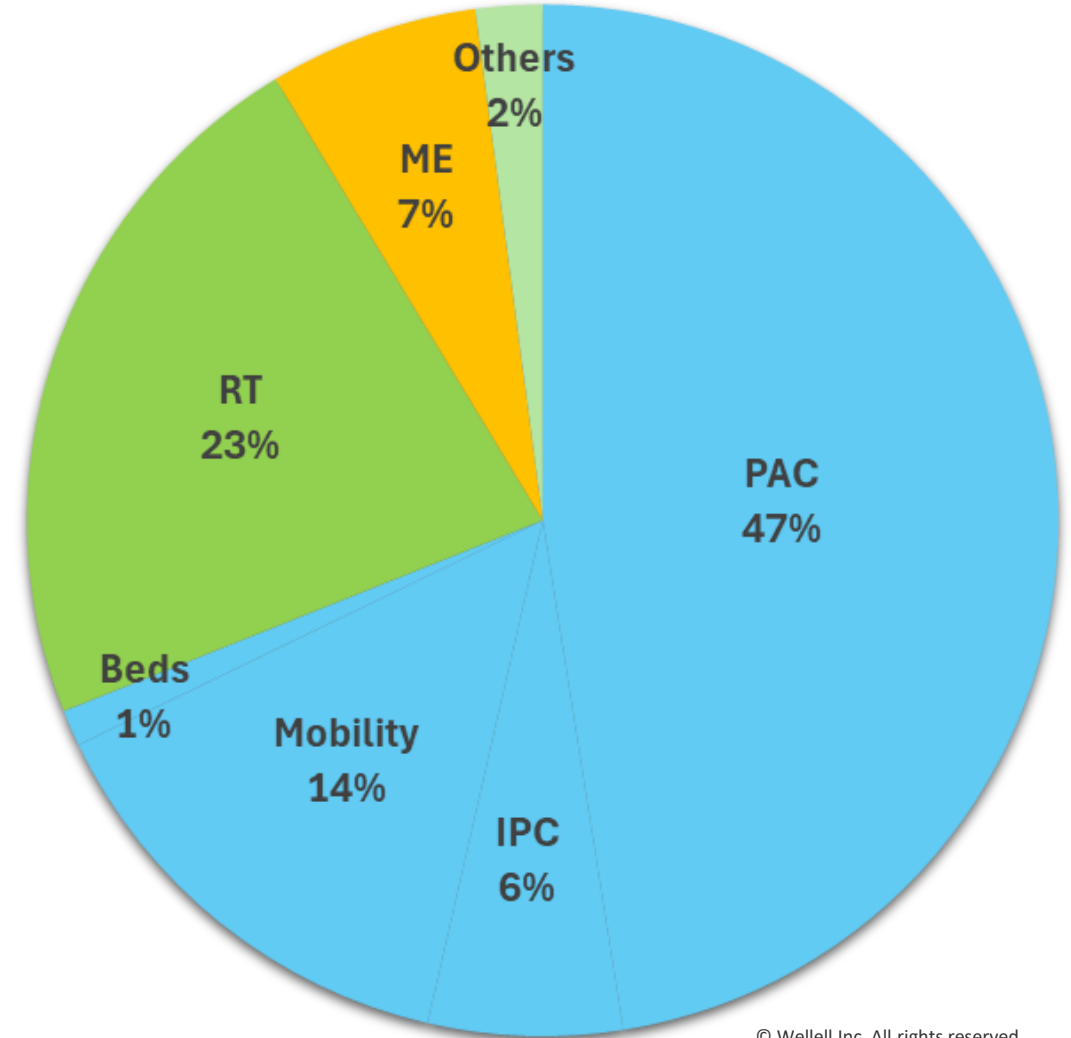


Sales by Product in 3Q 2024

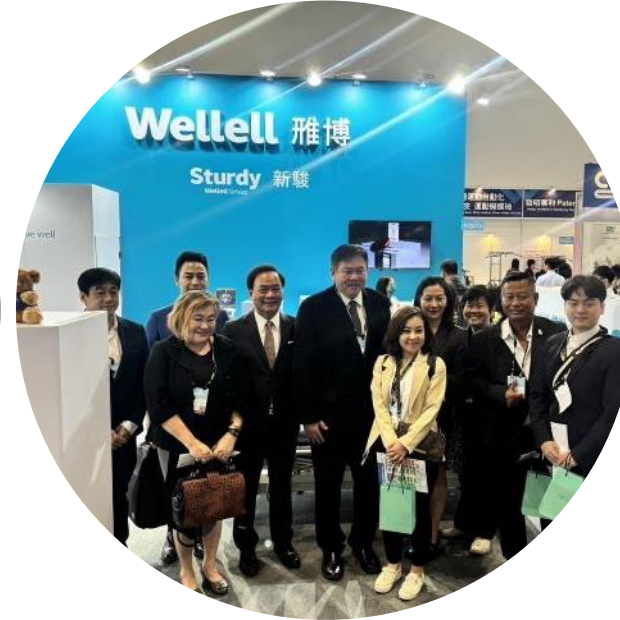
2024Q3 YTD



2023Q3 YTD



Operating Status Update



The Trade Association held the 2024 International Medical & Healthcare Exhibition from June 20th to 22nd, focusing on four major themes: "All-Age Care," "Smart Healthcare," "Medical Materials Corridor," and "Innovation and Startups."

Wellell participated in this exhibition, showcasing the theme of the medical materials industry chain and the diverse innovations in the development of smart healthcare.

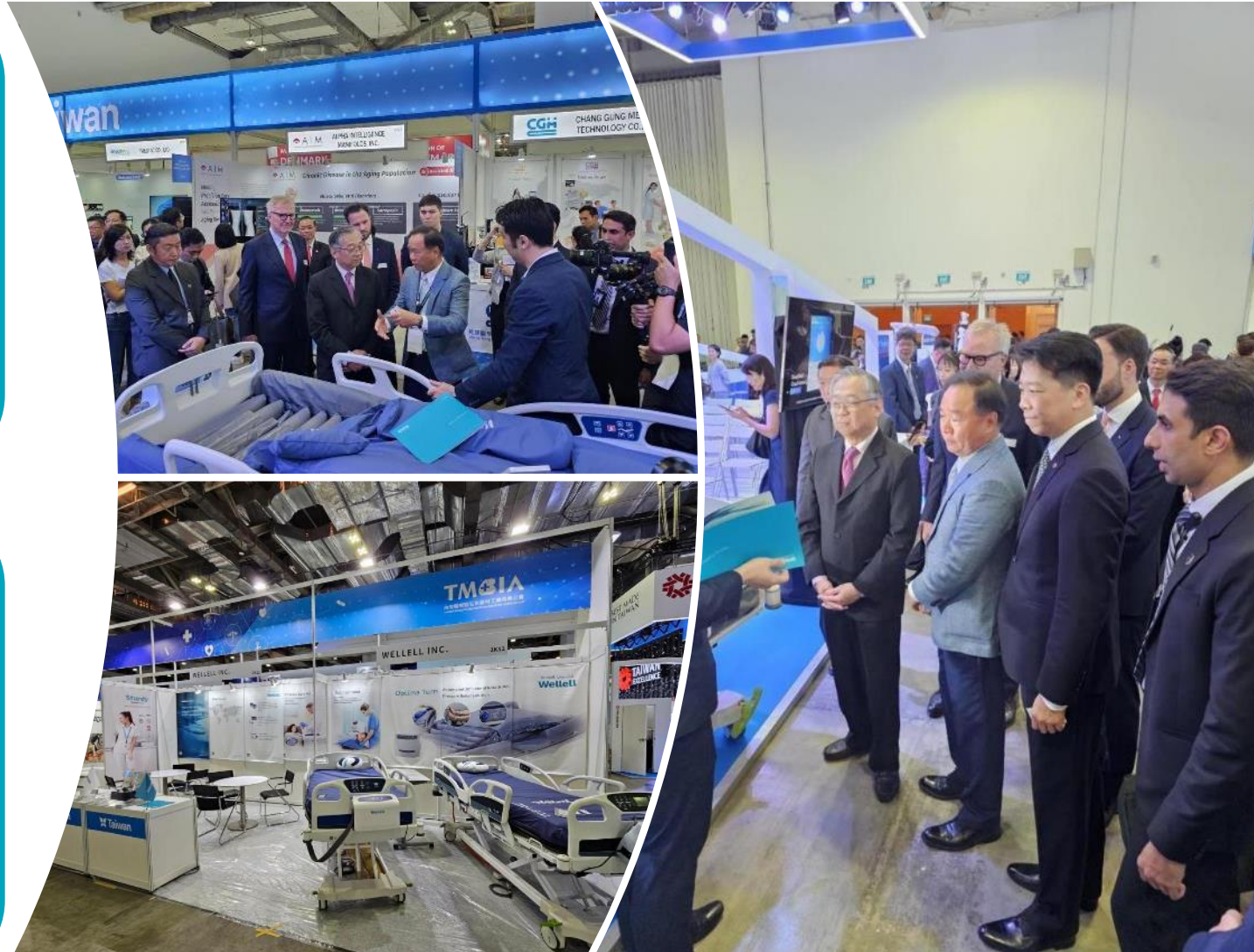
The exhibition has seen a 10% growth in attendance compared to pre-pandemic levels, and we also invited distributors from Southeast Asia and the Middle East (such as Indonesia and Thailand) to join this grand event.

2024 Singapore International Medical Exhibition (Medical Fair Asia)

Wellell

International Trade Administration, Ministry of Economic Affairs, the Trade Association, and the Taiwan Medical and Biotech Association joined forces to lead industry professionals to the 2024 Singapore International Medical Exhibition from September 11th to 13th. (Medical Fair Asia) ◦

In terms of overall market expansion in the Southbound region, new agent partnerships have been signed in Singapore and Malaysia. The Thai market is also gradually expanding, with new hospital channel customers added and further expansion in multiple local hospitals.



2024 REHACARE International

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Rehacare will be held in Düsseldorf, Germany, from September 25th to 28th, 2024, focusing on providing rehabilitation, assistive technology, daily living aids, and other related products and services for people with special needs.

Wellell showcased latest innovative achievements in patient care and comfort at this exhibition:

- 🏆 Procure Auto G3
- 🏆 Optima Turn G1
- 🏆 Varilymph 12 Pro
- 🏆 Carry Eazy-up

During this exhibition, the Procure Auto G3 received widespread praise and positive feedback from numerous customers, making the event a great success. Not only did it expand the European market, but it also added new agents from the Netherlands, Sweden, and several Eastern European countries. The German subsidiary, SLK, achieved excellent business expansion. Additionally, the French subsidiary successfully signed a partnership agreement with one of the largest home care distributors in France, adding another highlight to the business development.



2024 REHACARE International (Video)

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Thank you

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