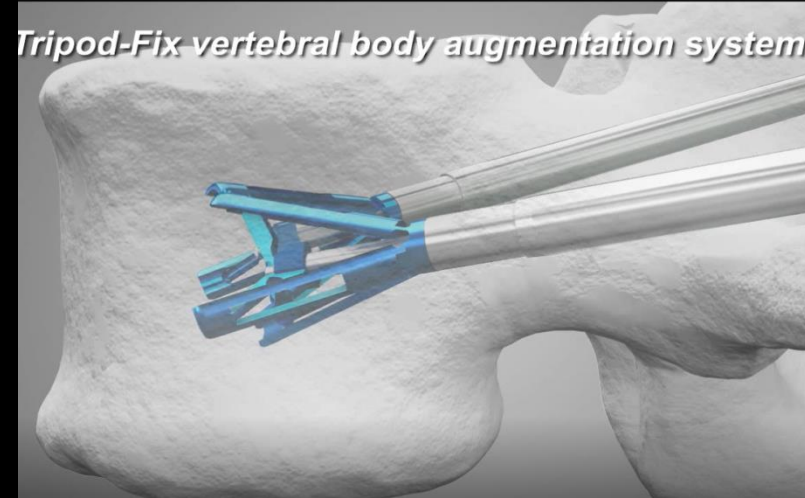


Stock Number: 6767



**wittrom**  
Your Health Partner

**Wiltrom Co., Ltd**



# Safe Harbor Notice

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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.

# Outline



I. Company profile

II. Product introduction

III. Description of operating conditions

VI. Business development strategy and future prospects

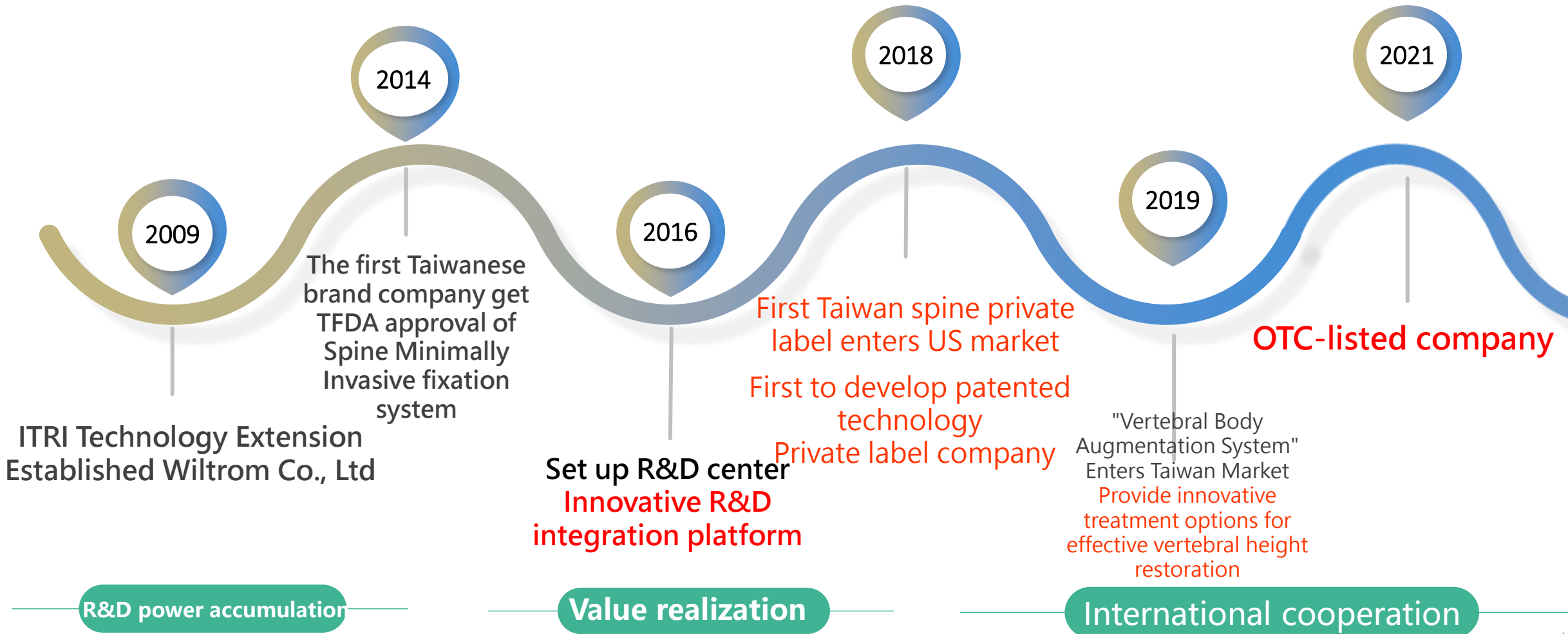
# Company profile

Stock Num: 6767



Company Name	Wiltrom Co., Ltd
Establish Date	2009/12/18
Address	1F., No.26, Sec. 2, Shengyi Rd., Zhubei City, Hsinchu County, 30261, Taiwan (R.O.C.) +886 3 6107168
Capital	NTD\$ 291,090,000
President & General Manager:	Dr. Huang-Chien Liang
Products	Spinal Fixation System, Interbody Fusion System, Vertebral Body Augmentation System, Bone Cement
Employee	45

# Milestone





# Management team

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President & General Manager  
PHD. Huang-Chien  
Liang



Operation Management  
Department, Director  
Jack Su



Ministry of Law  
Department, Director  
Terry Tsai



Research and Development  
Department, Manager  
PHD. Hung-Ying, Tai



General Administration  
Department, Manager  
Jessica Hsiao

# Outline



I. Company profile

**II. Product introduction**

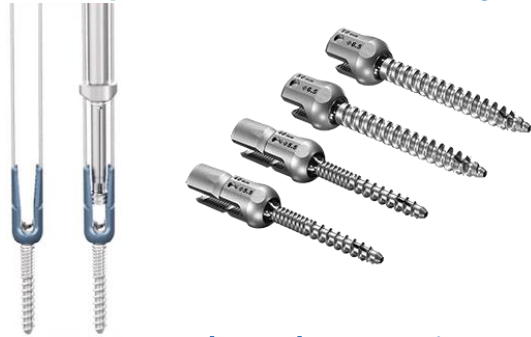
III. Description of operating conditions

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# Product Portfolio

## Spinal fusion surgery

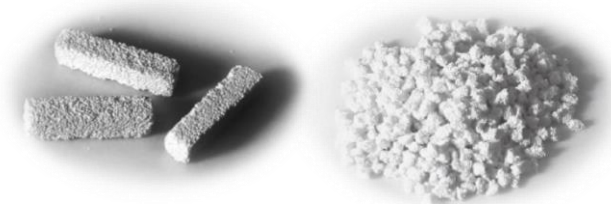
- Spinal Fixation System



- Interbody Fusion System

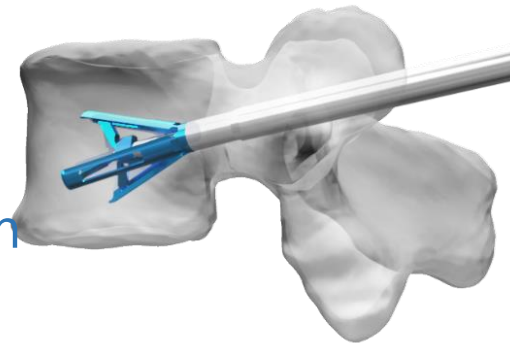


- Bone Graft Substitute



## Vertebral Compression Frx. Surgery

- Vertebral Augmentation System



## Bone Cement

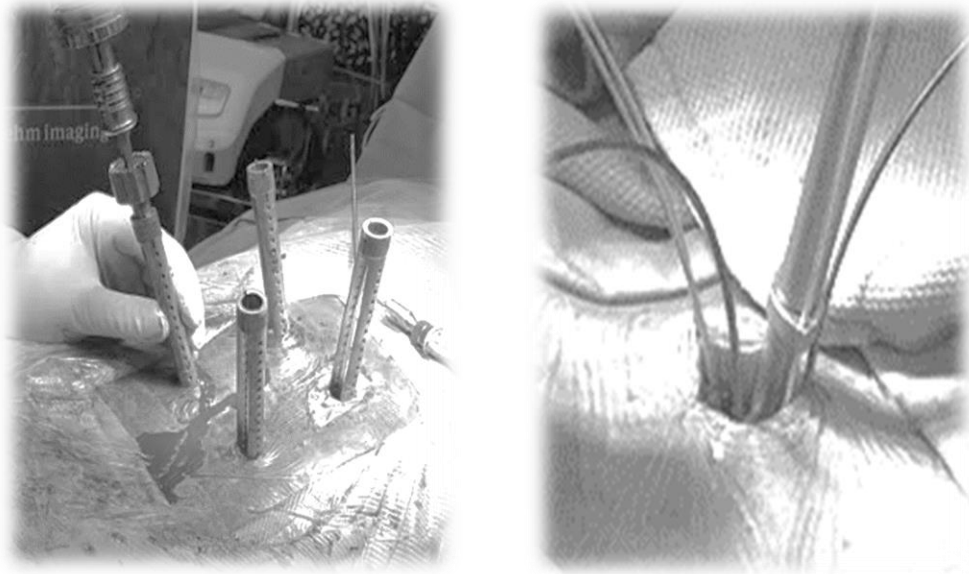
- Bone Cement





# Innovative product presentation

## Spinal Fixation System



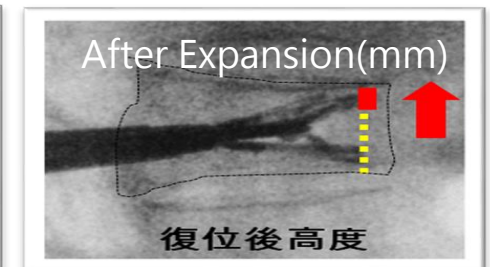
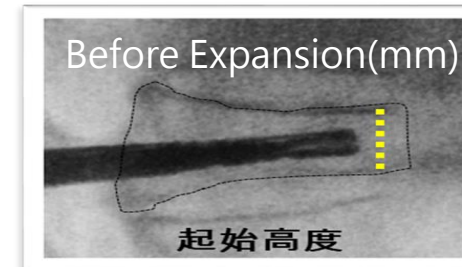
- Small wounds, low blood loss, shorter hospital stay.
- Versatile design for a variety of minimally invasive procedures.
- The design has a number of invention patent protection.

## Vertebral Augmentation System Tripod-Fix



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- The only expandable system designed for anterior vertebral collapse.
- 3D stretch design for optimal stability.
- The design has multinational invention patent protection.

# Outline



I. Company profile

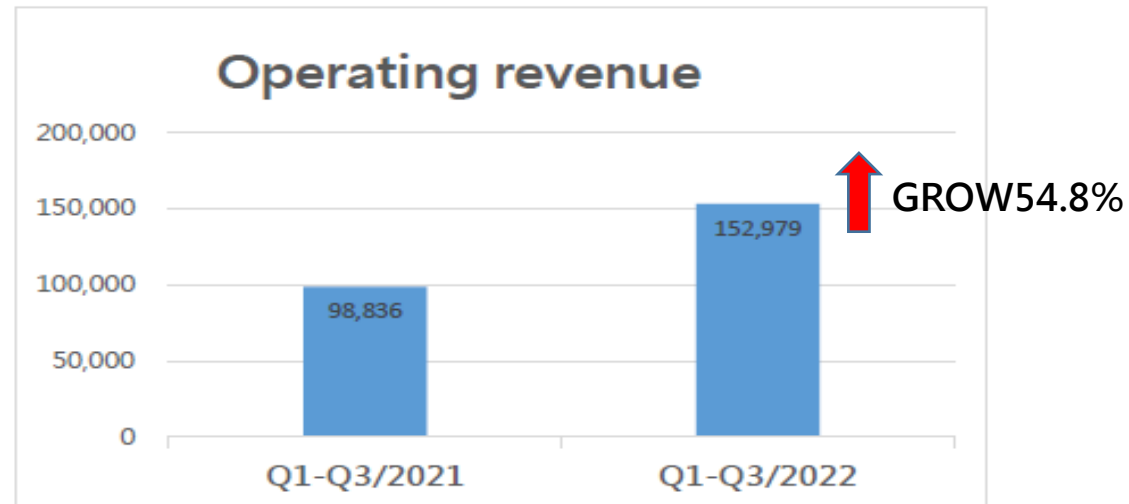
II. Product introduction

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# Q1-Q3/2022 Financial results

(In Thousands of New Taiwan Dollars)

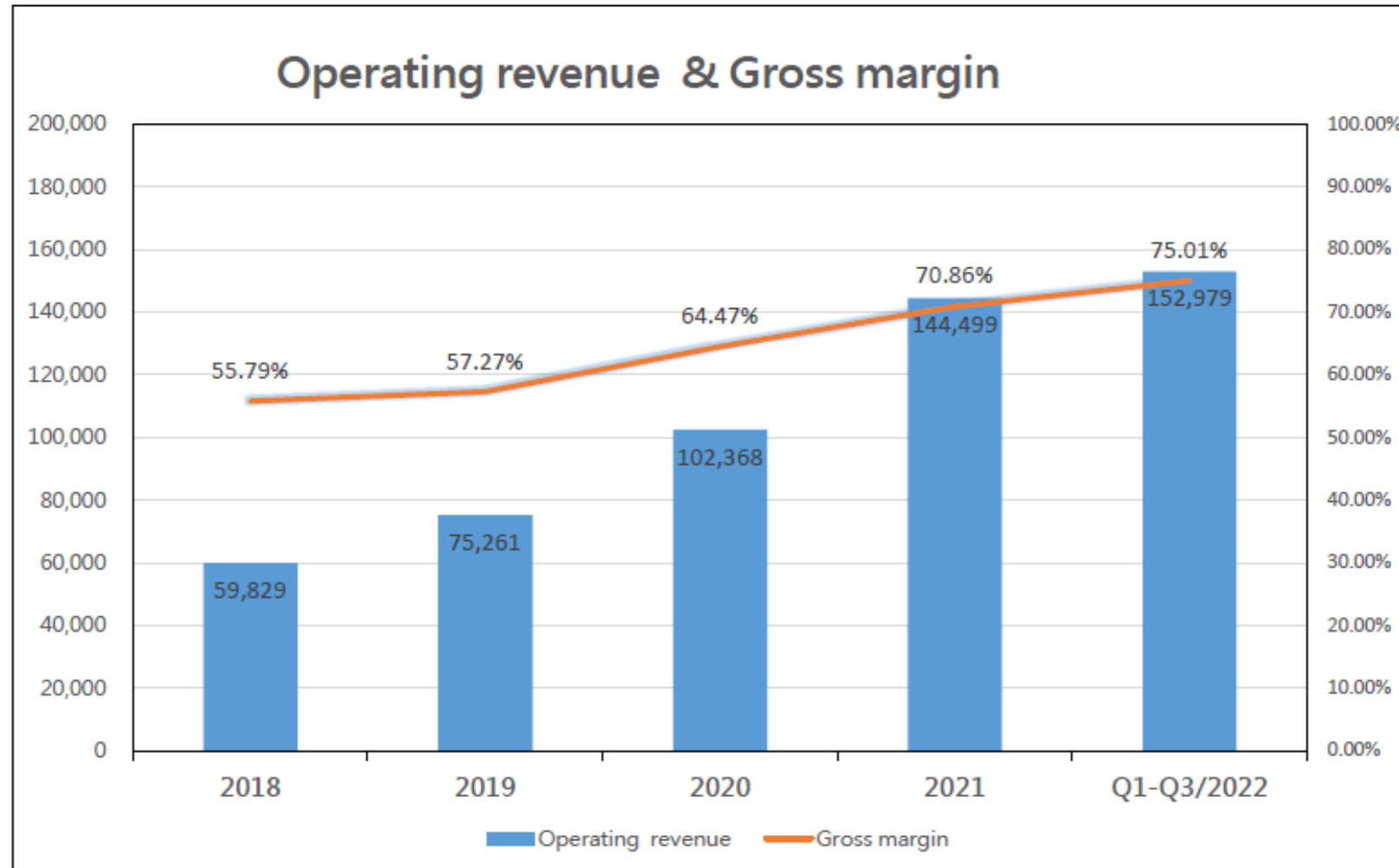


ACCOUNT	Q1~Q3/2021	Q1~Q3/2022	DIFF	YOY
OPERATING REVENUE	98,836	152,979	54,143	54.8%
NET OPERATING INCOME(LOSS)	(26,391)	(5,948)	20,443	-77.5%
NON-OPERATING INCOME AND EXPENSES	(18,917)	(5,796)	13,121	-69.4%
LOSS FROM CONTINUING OPERATIONS	(45,308)	(11,792)	33,516	-74.0%
EARNINGS PER SHARE (NT\$)	(1.57)	(0.41)	1.16	-73.9%

※ Non-operating losses are mainly losses on financial assets measured at fair value through loss.

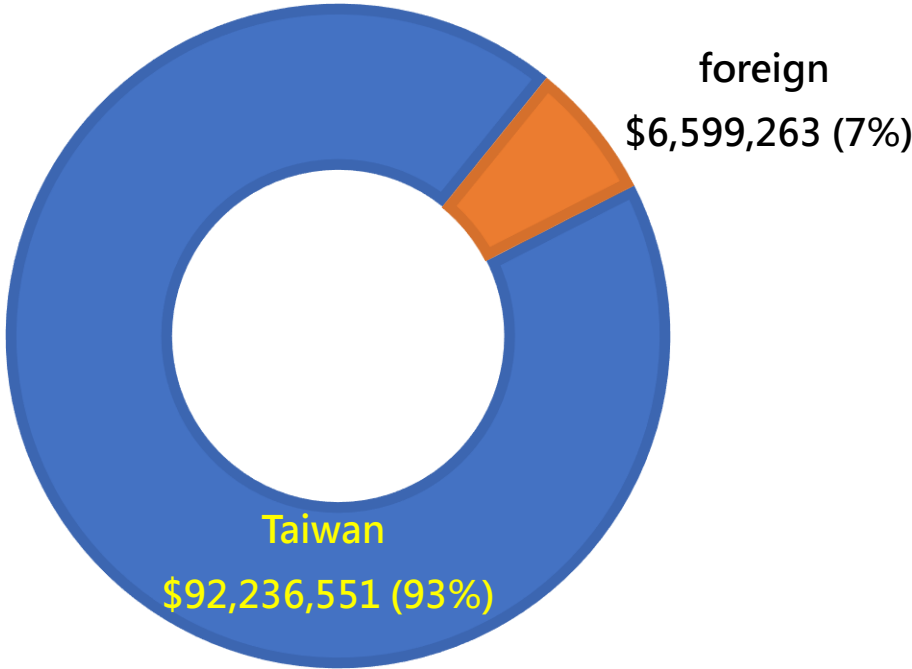
# Operating revenue & Gross margin

(In Thousands of New Taiwan Dollars)

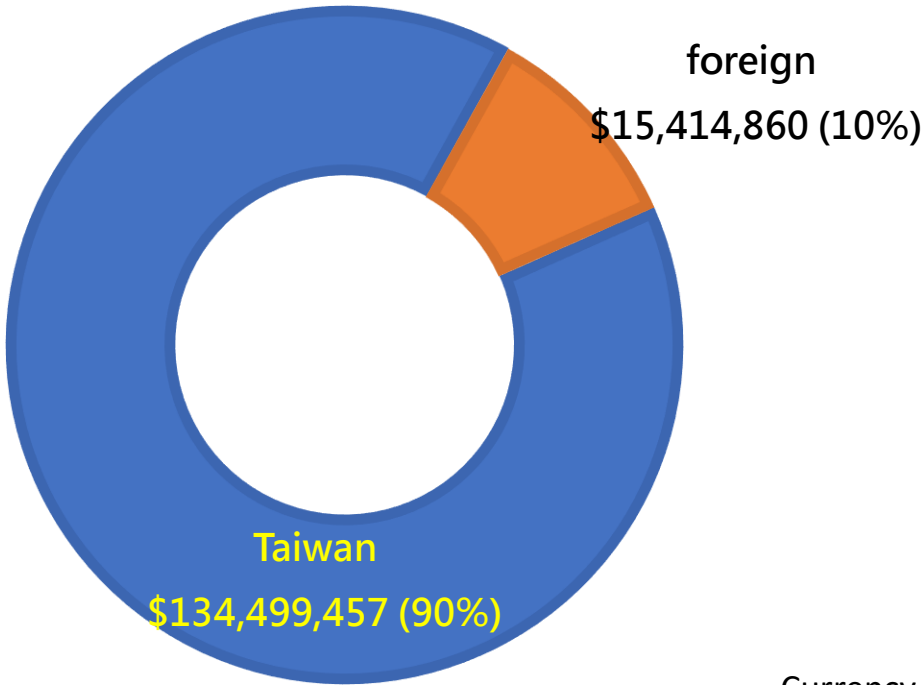


# Revenue Breakdown(2021 vs. 2022)

Q1-Q3,21



Q1~Q3'22



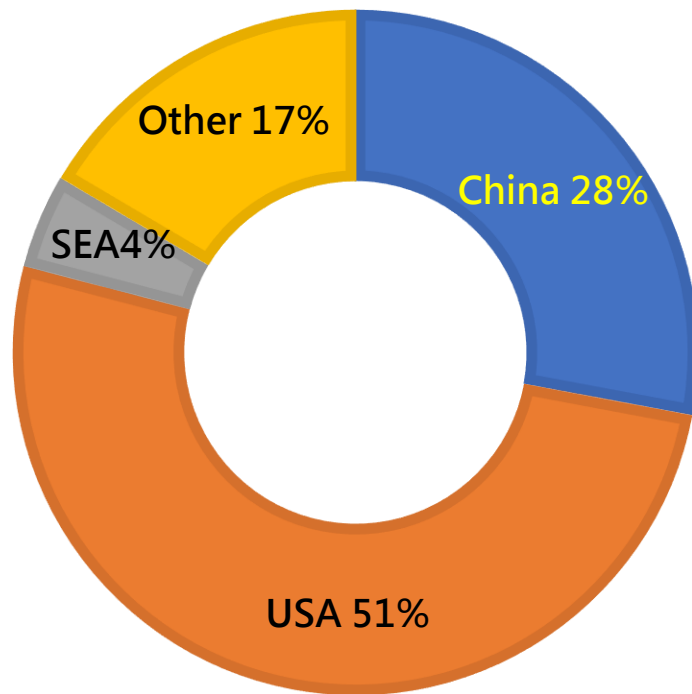
Currency : NTD

- For Taiwan revenue, compared to last year, \$42,262,941, 46% YoY.
- For Foreign revenue, compared to last year, \$8,815,562, 134% YoY.

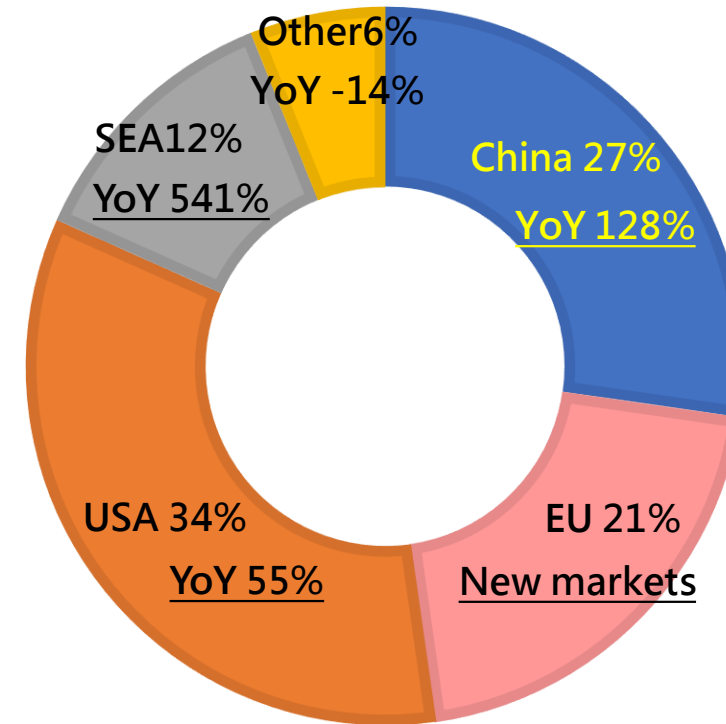


# Global Revenue Statistics(2021 vs. 2022)

Q1~Q3'21



Q1~Q3'22



- Compared to last year, 2022 YoY Strong revenue growth were driven by new clients, including EU, SEA, USD, China.

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# Business Strategy

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- Taiwan Market: 2023 growth is expected to be growing with new hospitals exploitation and increased product usage.
- EU Market: To create market penetration through a new product Tripod-fix. Tripod-fix growth serves as structural support for sales growth drivers in 2023.
- SEA Market: Channel development and product sales in Vietnam, the Philippines, and Malaysia. The 2023 revenue forecast is expected to be growth.
- USA Market: Start to sell Tripod-fix in Mexico and the 2023 revenue forecast is expected to be growth. For now, product technology cooperation is our core strategy in the USA, and no new channel expansion plan for the time being.
- China Market: The country's policy has heavily impacted the distributor sales volume. The 2023 revenue forecast will be limited.



# Thanks for your attention