PACIFICIMAGE
ELECTRONICS
www.scanace.com

Stock Code: 6228

# Pacific Image Electronics Co.

## Y2022 Investor Conference

2022/12/08

# 大綱

- Disclaimer
- Company Profile
- Organization Structure
- Major Products & Their Applications
- R&D Performance
- Year 2018 ~ 2021 Revenue Income Statement
- Year 2022 Q1 to Q3 Operation Performance
- Industry Status & Company Future Plan
- Q&A

# Disclaimer

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.

# Company Profile

1993 Established
2003 Listed on the Taiwan stock market

Headquarters: New Taipei City, Taiwan
US Subsidiary : Los Angeles
Chairman : Johnny Kao
CEO : Kevin Tseng
CFO : Carol Chen

Film Scanner
Gel Image System
POCT Reader

# Company Milestone

1993

1999

2004

2017

Multi-Function Flat Bed Scanner

Film Scanner

Gel Image System

POCT Reader

Building Material

**Start up**

**Found a blue ocean at right timing**

**Transfer to Bio research field**

**Enter the field of clinical testing & diversification**

# Organization Structure

```
                    Pacific Image
                    Electronics
                         |
         ┌───────────────┴───────────────────────────┐
         │                                            │
    Taipei                                      US Subsidiary
    Headquarters                                     │
         │                                    ┌───────┴───────┐
┌────┬───┼────┬─────┐                    Scanner         US
│    │   │    │     │                    Warehouse       Market
Sales Management Production R&D Building &                Sales
                                Decoration
```

| Sales | Management | Production | R&D | Building & Decoration |

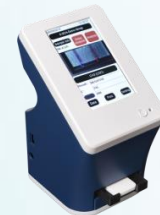| Scanner Warehouse | US Market Sales |
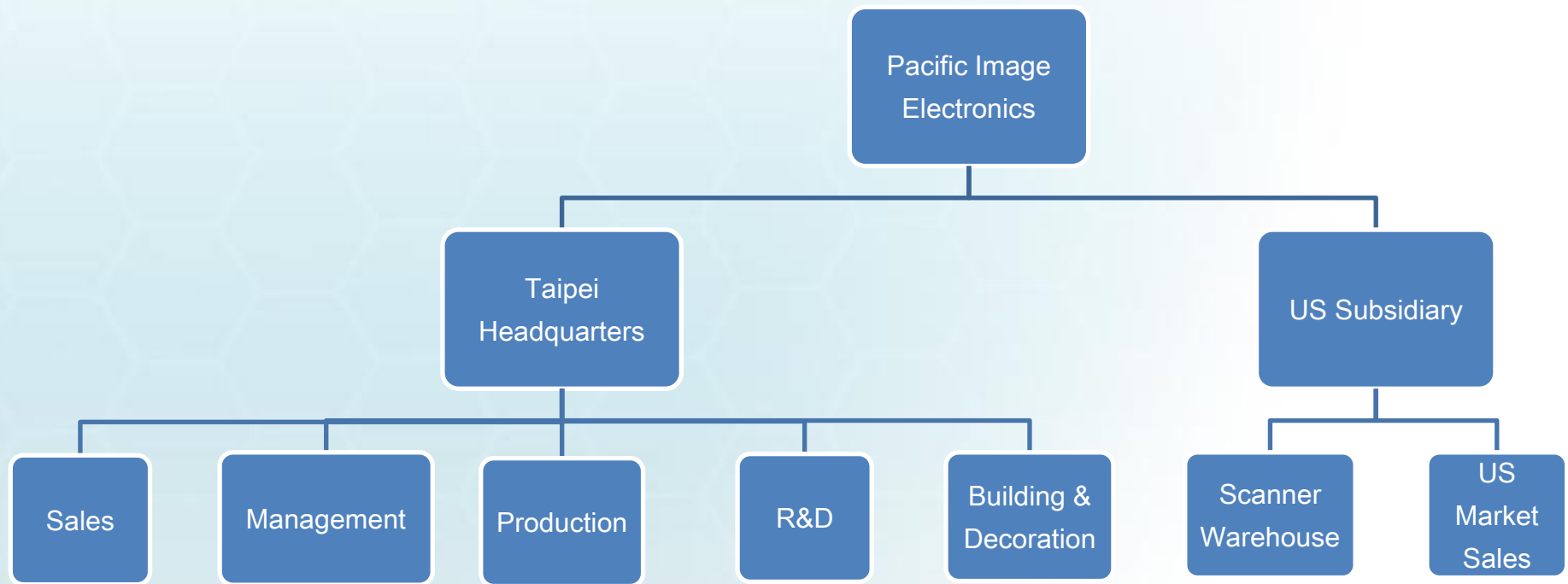
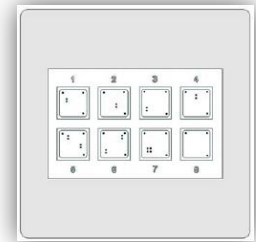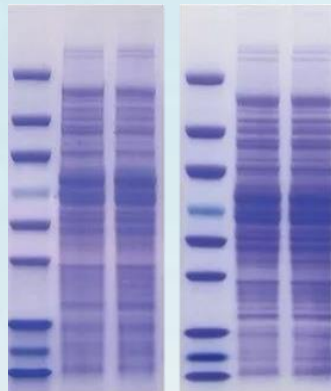# Major Products & Applications



Film Scanner

Gel Image System

POCT Reader

# Film Scanner Products



PowerFilm

PrimeFilm XAs

PowerSlide X

PrimeFilm XEs

PrimeHisto XE

PrimeFilm 120 pro

# Gel Image Systems

GelCap

Glite T8

Glite 600

Slite 600

ChemLux

# POCT Readers

RapidScan PC

RapidScan One

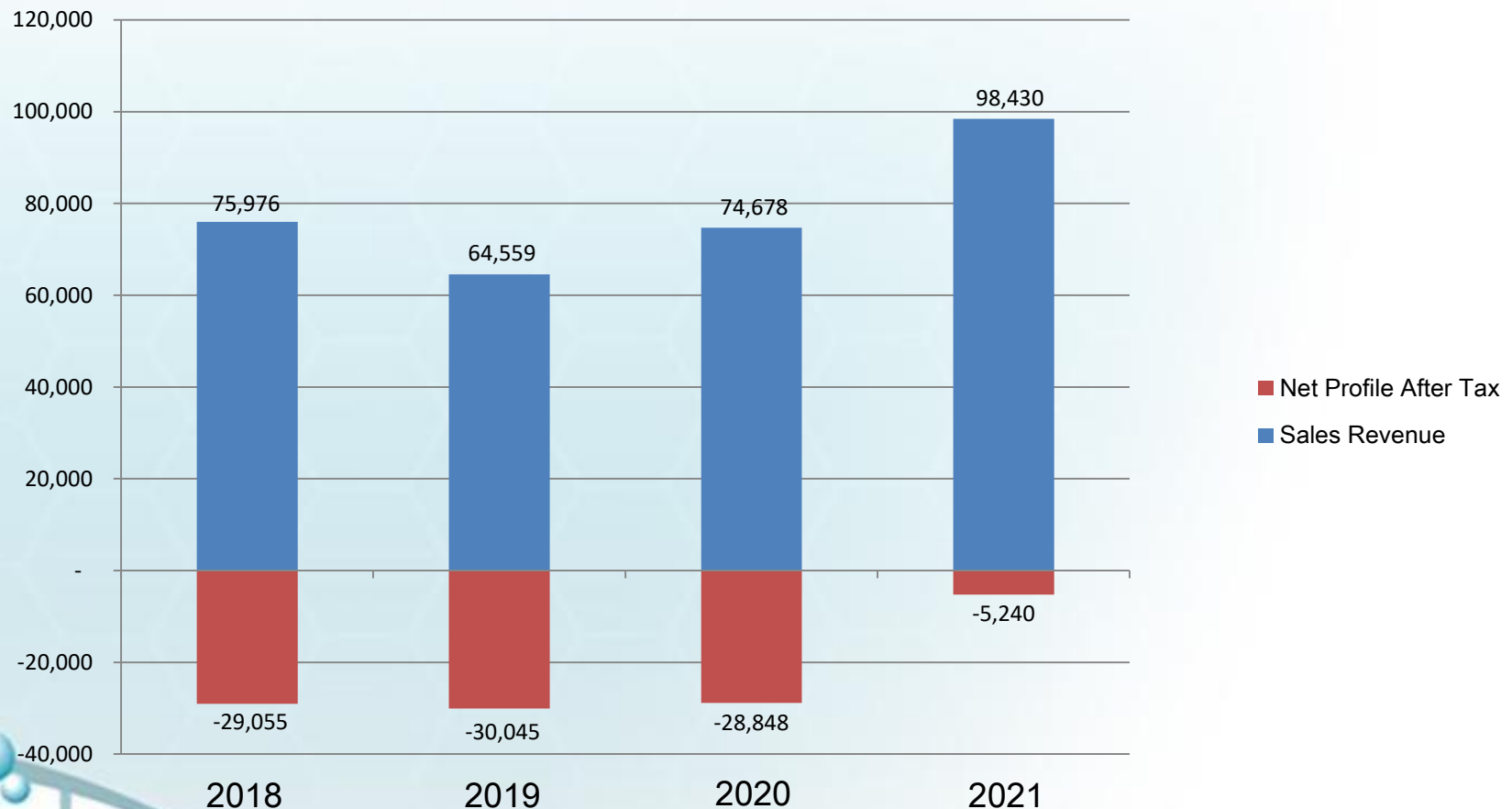DSK Development Kits

RapidScan ST5

POCT Reader

# R&D Performance

- Film Scanner
  - Highest coverage solution for film
  - Optical resolution 5,000 dpi higher than competitors
- Gel Image System
  - Whole series cover from the mobile gel image system to the all in one (colorimetric/ fluorescence/ chemiluminescence) gel image system
- POCT Reader
  - Total solution from development tools to POCT readers

# 2018-2021 Operation Performance



Unit: NTD Thousand

Legend:
- Net Profile After Tax
- Sales Revenue

Data values:
- 2018: Sales Revenue 75,976 / Net Profit After Tax -29,055
- 2019: Sales Revenue 64,559 / Net Profit After Tax -30,045
- 2020: Sales Revenue 74,678 / Net Profit After Tax -28,848
- 2021: Sales Revenue 98,430 / Net Profit After Tax -5,240

# 2022Q1-Q3 vs. 2021Q1-Q3 Consolidated Statement of Comprehensive Income

Unit: NTD Thousand

| ITEM | Year-2022Q1-Q3 | Year-2021Q1-Q3 | Difference |
|---|---|---|---|
| Sales revenue | 32,796 | 66,991 | (34,195) |
| Cost of good sold | 23,819 | 34,525 | (10,706) |
| Gross profit | 8,977 | 32,466 | (23,489) |
| Operating expenses | 32,729 | 38,919 | (6,190) |
| Net (loss) profit from operations | (23,752) | (6,453) | (17,299) |
| Non-operating income and expenses | 7,316 | (2,445) | 9,761 |
| Loss before income tax | (16,436) | (8,898) | (7,538) |
| Tax expenses | (1,743) | (377) | (1,366) |
| Net (loss) profit after tax | (18,179) | (9,275) | (8,904) |
| Other comprehensive gains and losses | 2,934 | (416) | 3,350 |
| Total consolidated profit and loss | (15,245) | (9,691) | (5,554) |
| Earnings per share | (0.45) | (0.24) | (0.21) |

# 2021 vs. 2020 Consolidated Statement of Comprehensive Income

Unit: NTD Thousand

| ITEM | Year-2021 | Year-2020 | Difference |
|---|---|---|---|
| Sales revenue | 98,430 | 74,678 | 23,752 |
| Cost of good sold | 47,041 | 55,873 | (8,832) |
| Gross profit | 51,389 | 18,805 | 32,584 |
| Operating expenses | 51,946 | 45,222 | 6,724 |
| Net (loss) profit from operations | (557) | (26,417) | 25,860 |
| Non-operating income and expenses | (3,797) | (1,646) | (2,151) |
| Loss before income tax | (4,354) | (28,063) | 23,709 |
| Tax expenses | (886) | (785) | (101) |
| Net (loss) profit after tax | (5,240) | (28,848) | 23,608 |
| Other comprehensive gains and losses | (183) | (968) | 785 |
| Total consolidated profit and loss | (5,423) | (29,816) | 24,393 |
| Earnings per share | (0.13) | (0.85) | 0.72 |

# Sales-by Products

Unit: NTD Thousand

| Product | 2022 Q1-Q3 | 2021 Q1-Q3 | Growth |
|---|---|---|---|
| Film Scanner | 15,041 | 41,606 | -63.8% |
| Gel Image System | 14,213 | 19,557 | -27.3% |
| POCT Reader | 1,659 | 3,051 | -45.6% |
| Construction Material | 1,883 | 2,777 | -32.2% |
| Total | 32,796 | 66,991 | -51.0% |

| Product | 2021 | 2020 | Growth |
|---|---|---|---|
| Film Scanner | 62,306 | 45,382 | 37.3% |
| Gel Image System | 23,184 | 20,858 | 11.2% |
| POCT Reader | 3,984 | 7,471 | -46.7% |
| Construction Material | 8,956 | 967 | 826.2% |
| Total | 98,430 | 74,678 | 31.8% |

# Sales-by Markets

Unit: NTD Thousand

| Market | 2022 Q1-Q3 | 2021 Q1-Q3 | Growth |
|--------|-----------:|-----------:|-------:|
| Asia | 14,474 | 22,405 | -35.4% |
| N.America | 8,572 | 34,657 | -75.3% |
| Europe | 9,750 | 9,929 | -1.8% |
| Total | 32,796 | 66,991 | -51.0% |

| Market | 2021 | 2020 | Growth |
|--------|-----:|-----:|-------:|
| Asia | 31,069 | 26,356 | 17.9% |
| N.America | 45,572 | 37,302 | 22.2% |
| Europe | 21,789 | 11,020 | 97.7% |
| Total | 98,430 | 74,678 | 31.8% |

# Core Competence

Physical World

Digital World

POCT Reader

Gel Image System

Image Process

Bio. Field

Commercial Field

Film Scanner

# Now: Diagnosis Platform



Medical

Epidemic

Pet

Food Safety

Environment
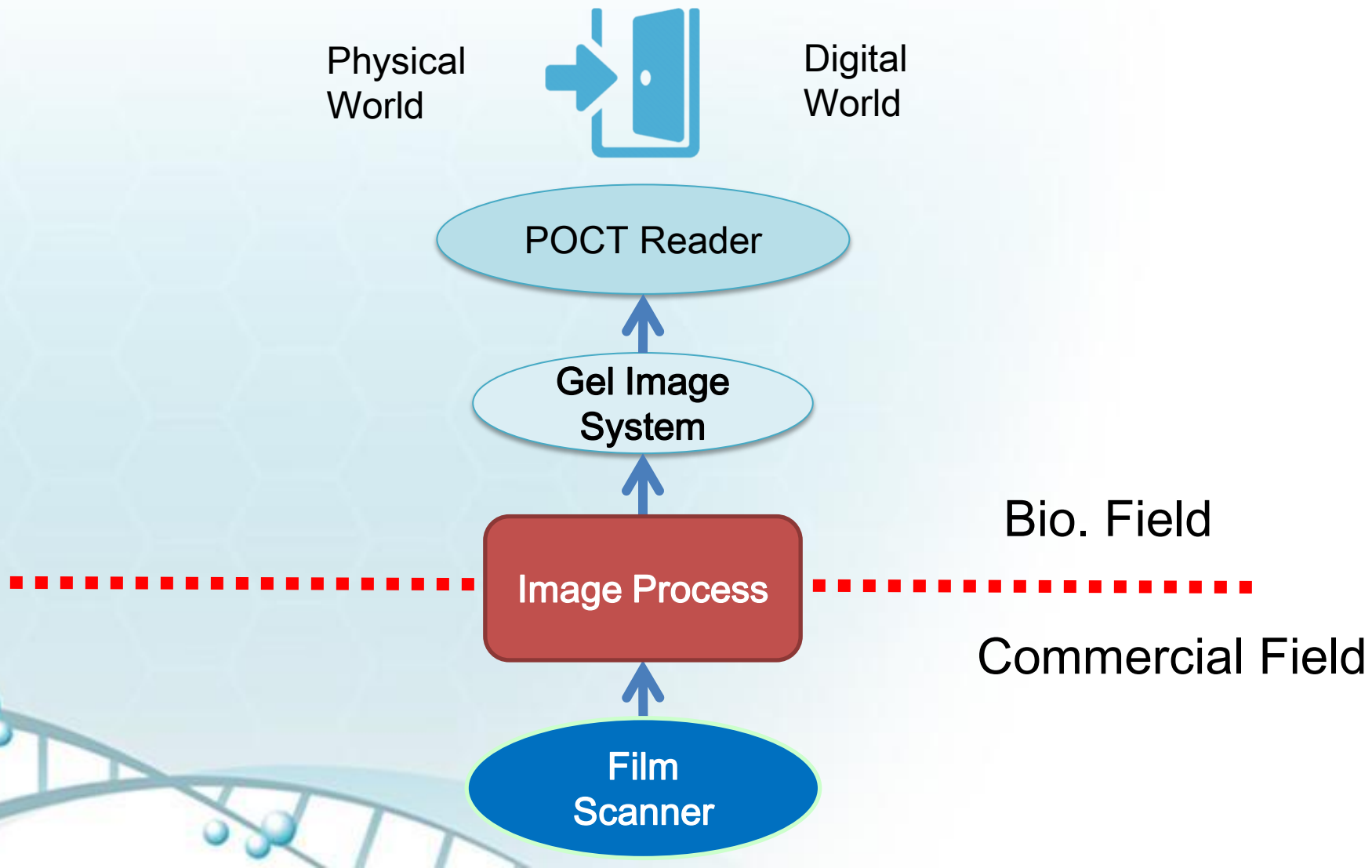
# WHO : Consultation for POCT Reader
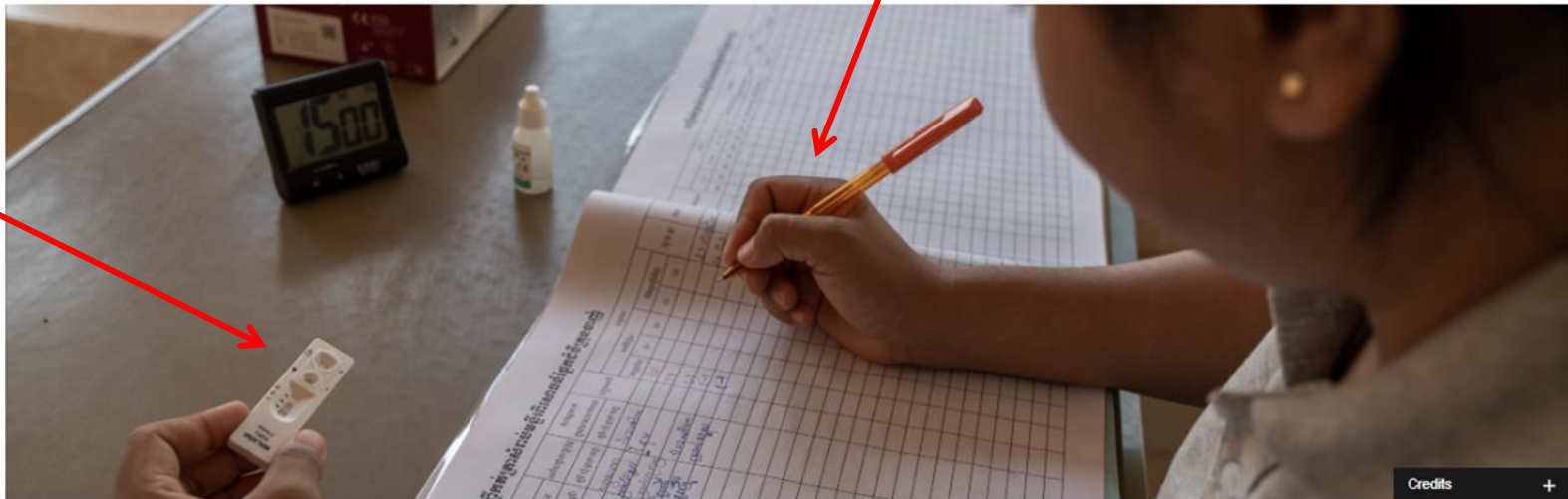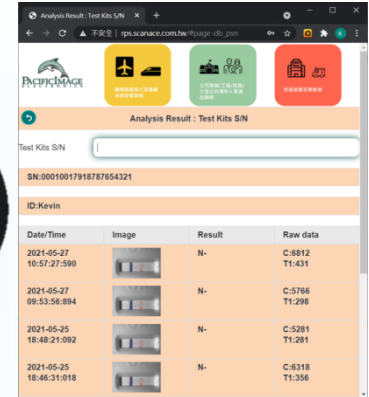
# Rapid Test Reporting System



@ Government

Login & Data Upload
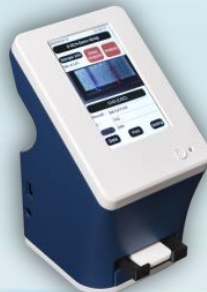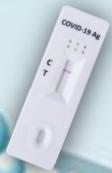
Personal PC

# Core Competence to Applications

Personal & Home Use Healthcare

POCT Reader

Gel Image System

Bio. Field

Image Process

Commercial Field

Film Scanner
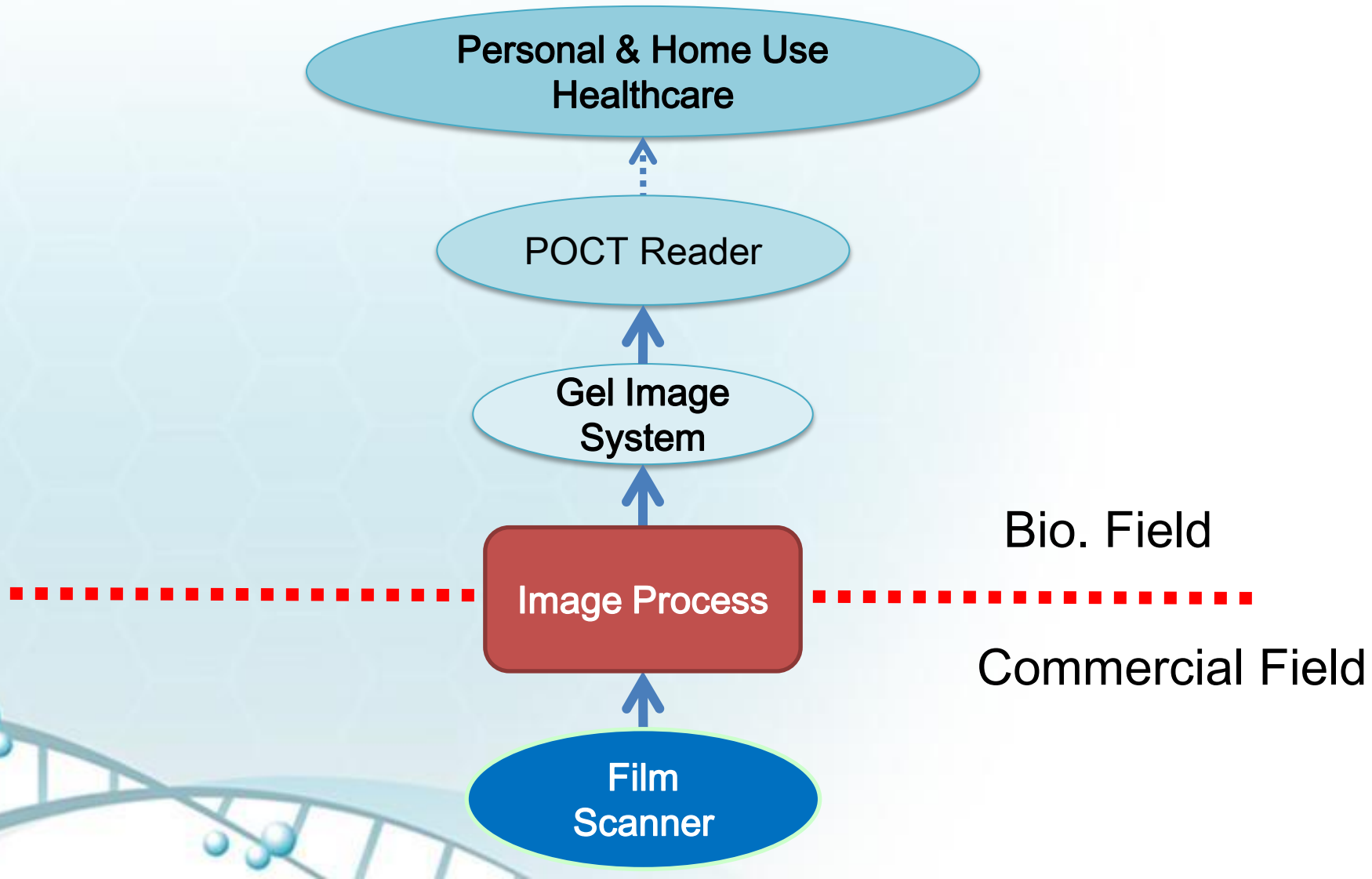
# Future:
# Personal & Home Use Healthcare

Customized
Consumable

Personal Application
- Tracking
- Feedback

Cloud Service

# Q & A