

The first Investor Conference of year 2022

Wellell Inc. 2022.04.07

Be well, Live well
Wellell

2021 YTD Consolidated Income Statement

Wellell

Unit: NTDK

	Year 2021 Audited	Year 2020 Audited	'21'20 Var.(\$)	'21'20 Var.(%)
Net Sales	2,374,055	2,004,025	370,030	18%
Gross Profit	986,952	847,631	139,321	-
Gross Margin(%)	41.6%	42.3%	-0.7%	-
Operating Expenses	882,629	748,695	133,934	18%
Income before Tax	138,081	124,844	13,237	11%
Net Income attributed to owner of the parent company	102,247	104,588	(2,341)	-2%
Basic EPS(NT\$)	1.01	1.04	-0.03	-

2021/12/31 Consolidated Balance Sheet(1)

Wellell

Unit: NTDK

	2021/12/31 Audited	2020/12/31 Audited	Variance	
	Amount	Amount	Amount	%
Cash and cash equivalent	493,227	470,157	23,070	5%
Current financial assets at fair value through profit or loss	0	35,154	(35,154)	-
Amortized cost financial assets	105,587	118,142	(12,555)	-11%
Accounts receivable	352,364	299,213	53,151	18%
Prepayments(include related parties)	34,929	71,418	(36,489)	-51%
Inventories	556,794	376,205	180,589	48%
Total current assets	1,588,014	1,405,183	182,831	13%
Property, plant and equipment	740,916	785,171	(44,255)	-6%
Right-of-use asset	64,200	80,877	(16,677)	-21%
Intangible Assets	668,069	701,672	(33,603)	-5%
Total non-current assets	1,552,403	1,641,226	(88,823)	-5%
Total Assets	3,140,417	3,046,409	94,008	3%

Note: Only important accounts are listed in the table.

2021/12/31 Consolidated Balance Sheet(2)

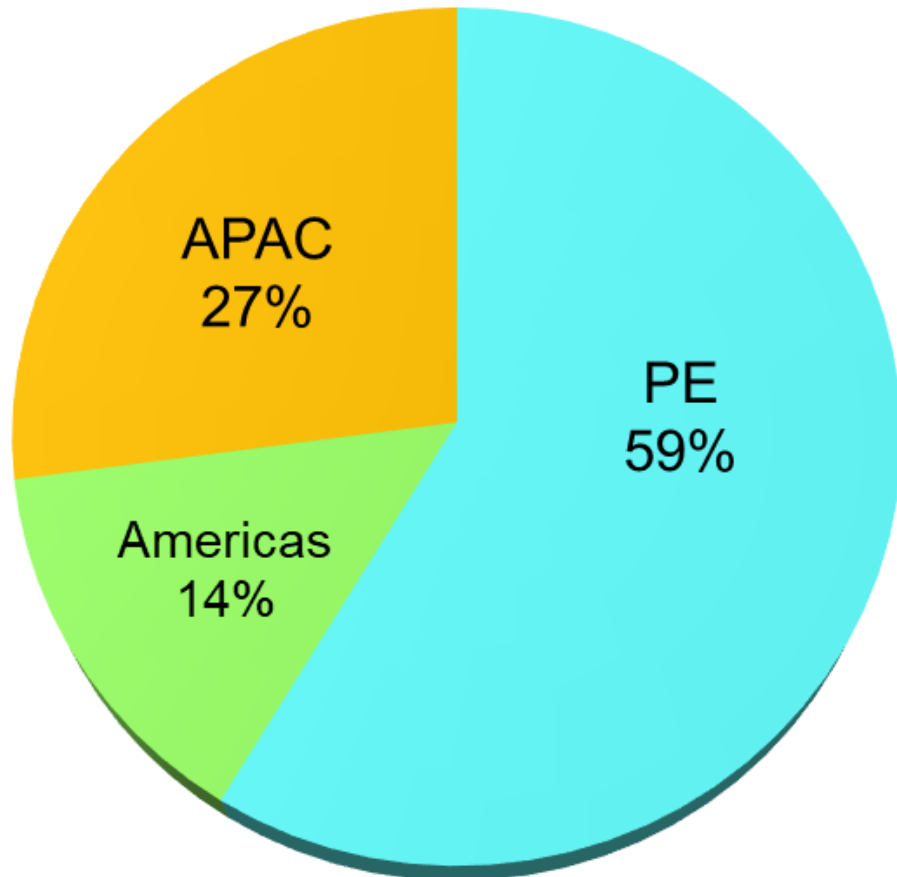
Wellell

Unit: NTDK

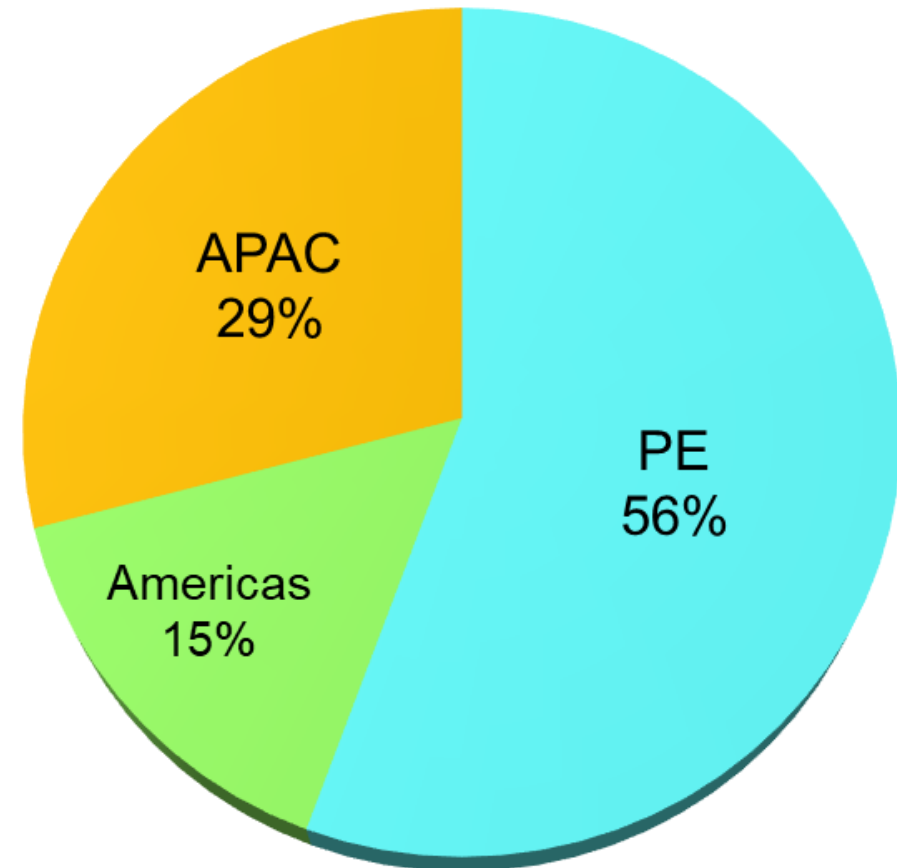
	2021/12/31 Review	2020/12/31 Review	Variance	
	Amount	Amount	Amount	%
Short-term debt	352,318	184,784	167,534	91%
Accounts(including related parties)	205,623	120,582	85,041	71%
Other payables and current liabilities	268,592	352,583	(83,991)	-24%
Long-term debt – current	16,274	9,512	6,762	71%
Total current liabilities	873,877	709,855	164,022	23%
Long-term debt	122,220	165,424	(43,204)	-26%
Lease liabilities	42,384	55,871	(13,487)	-24%
Total long-term liabilities	202,250	230,271	(28,021)	-12%
Total liabilities	1,076,127	940,126	136,001	14%
Total share capital	1,009,116	1,009,116	0	0%
Additional paid-in capital	345,635	345,635	0	0%
Total retained earnings	956,985	908,479	48,506	5%
Other equity	(252,634)	(161,517)	(91,117)	56%
Owners' equity attributed to the parent company	2,059,102	2,101,713	(42,611)	-2%
Total owners' equity	2,064,290	2,106,283	(41,993)	-2%
Total liabilities and owners' equity	3,140,417	3,046,409	94,008	3%

Note: Only important accounts are listed in the table.

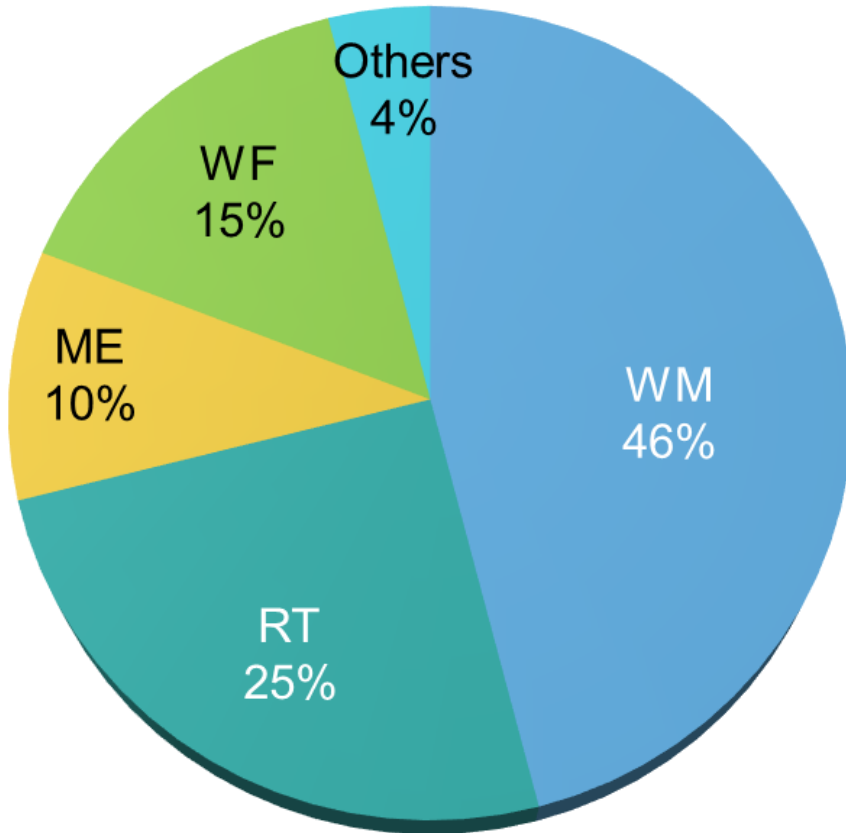
Year 2021



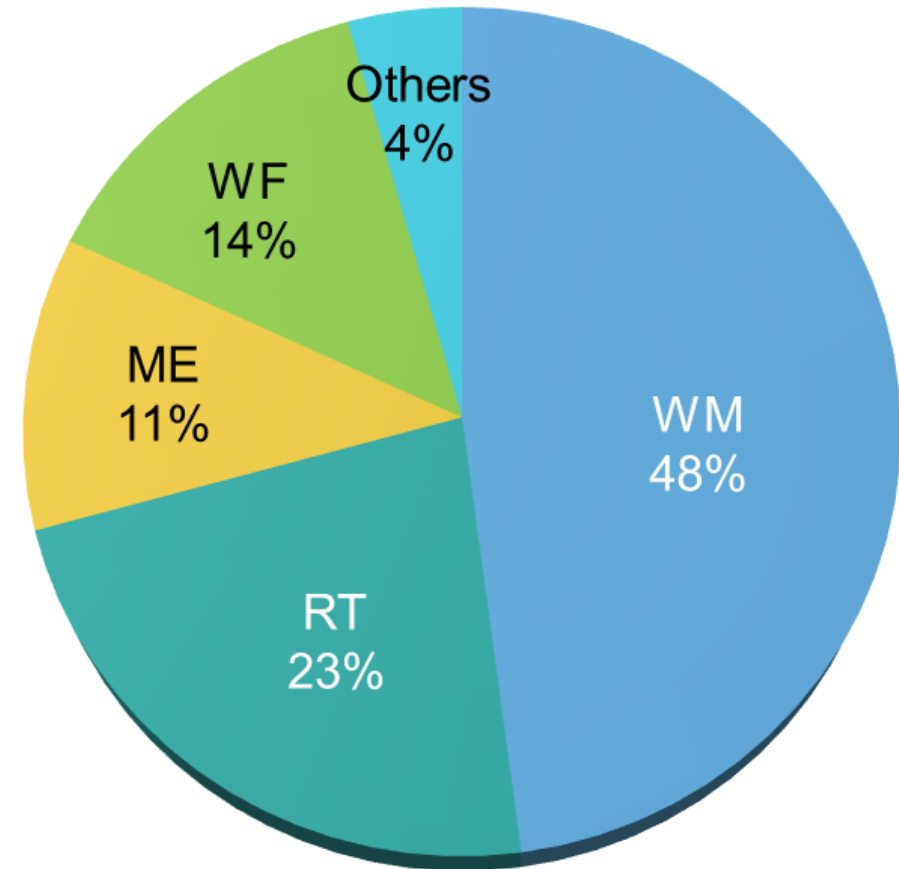
Year 2020



Year 2021



Year 2020



- New brand announcement in Jan. 2022 : The new brand name "Wellell", is a neologism created by combining "Wellbeing" and "Wellspring." The rebranding project will strengthen the company's brand-oriented strategy, reposition products and services, and reflect its value proposition by focusing on user experiences to create a competitive advantage that differentiates Wellell from other competitors.



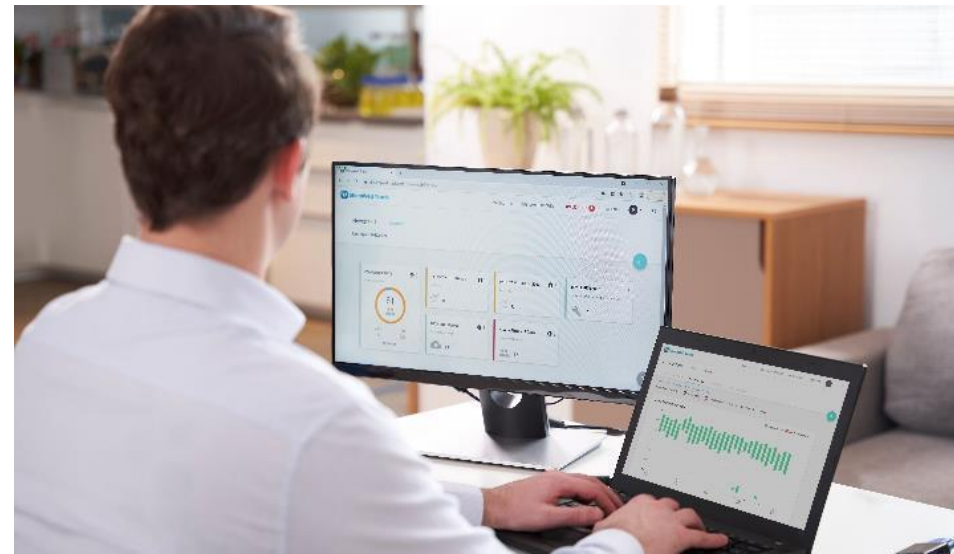
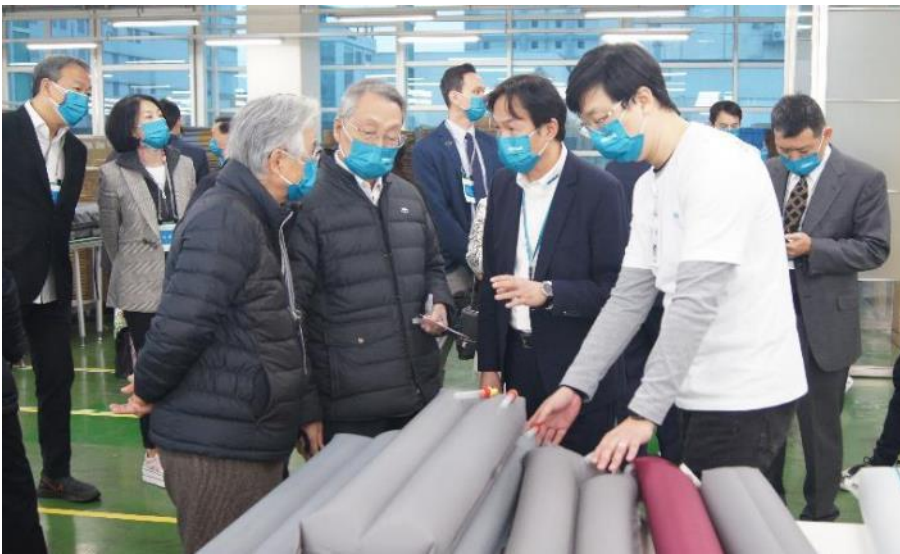
Design Thinking



Smart Healthcare



Lean Manufacturing



Purpose Respect every individual, and make a contribution to a healthy and carefree life.

Brand Vision Be a trustworthy and innovation driven-leading brand in the medical industry.

Value Proposition Prioritize customer needs, and provide friendly and reliable user experience.

Functional Value

Effectiveness Provide patient-centered care to improve user's quality of life.

Originality Bring an innovative user experience through listening and observation.

User-friendly Increase customer satisfaction with human-centered design.

Emotional Value

Peace of mind Build user trust by offering sincere services.

Thoughtfulness Explore needs, and commit to serve user needs.

Satisfaction Support user's daily life and enhance physical and mental health.

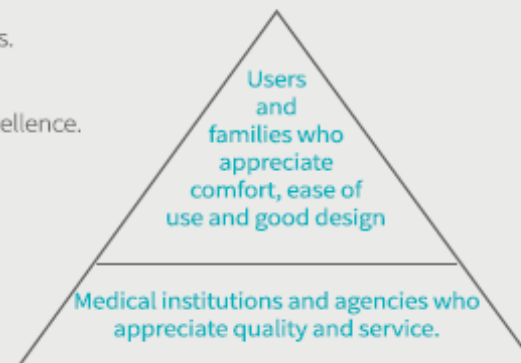
Brand Personality **Honest**
Uphold professional ethics and own responsibilities.

Enthusiastic
Keep transcending and take action in pursuit of excellence.

Open-minded
Be curious and explore all possibilities.

Empathetic
Put ourselves in the user's position.

Target Customer

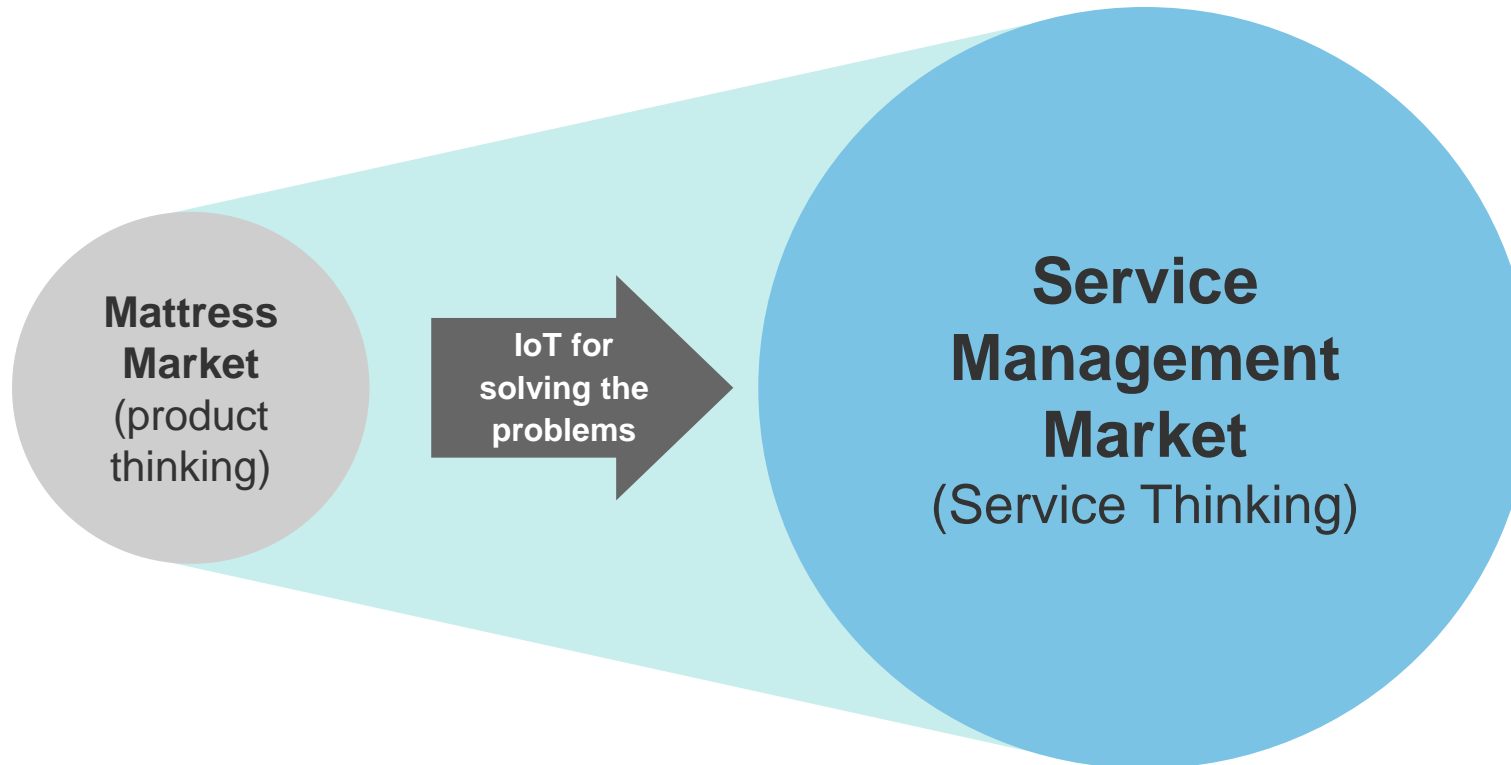




- Recently, we get the Italian hospital tender with the product of “Pro-Care Optima.” The high-end and niche product is one of keys to win this tender. We expect to get more tenders and expand other markets with more value-added products.

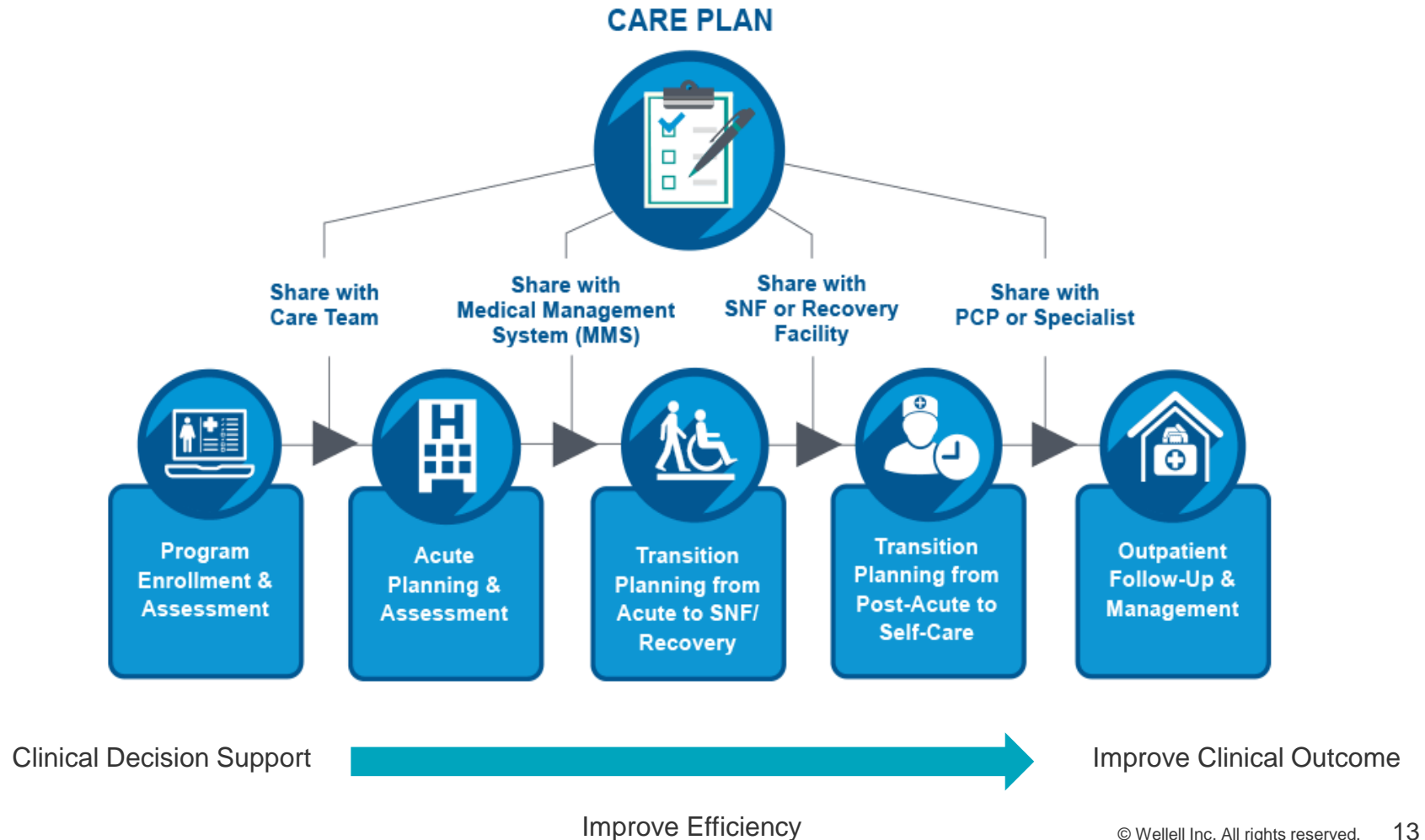


- With the core spirit of brand catalyst ” Digital Well-being,” the position of enterprise will be from “Device Maker” transformed into “Service Solution Provider.” Except for the development of Smart PAC products, it will set up a better healthcare solutions focused on the patient recovery journey and to construct an ecosystem of ”Digital Health Service” market.



- Product development roadmap: to use IoT technology and cloud service to concatenate the stakeholders of 'Patient Recovery Care' and to lift the healthcare experience.

Pressure Area Care
Compression Therapy
Patient Handling
Mobility



- From digital thinking to digital transformation: to construct a data-centric enterprise and IoT digital platform to fulfil the whole value chain.

Remote patient monitoring



Product status tracking



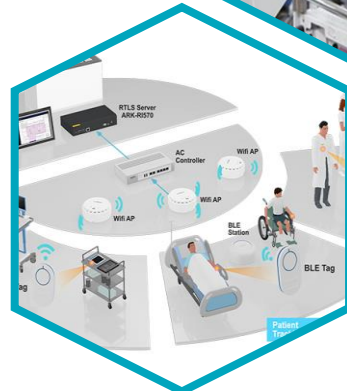
Maintenance service management



Service efficiency analysis



Rental asset management



Digital marketing



Thank you

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