

# SOFIVA GENOMICS



**STOCK CODE 6615**

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**Investor Conference**

2019 / 09 / 18

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## **Disclaimer**

All statements for investors contain information that represent, other than historical facts, SOFIVA's plans and forward-looking statements are based upon management's current assumptions.

Environmental changes and other important factors could cause actual results to differ materially from those expressed in our statements.

Investors should carefully consider the investment objectives and risks before investing.

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# Company Introduction

## Introduction

Founded : June 15, 2012  
IPO on TPEX : January 22, 2018 (Stock code : 6615)  
Chairman : Yi-Ning Su, M.D. / Ph.D.  
General Manager : Chia-Cheng Hong, Ph.D.  
Employees : 146  
Location : Taiwan, Thailand  
Service Items : Genetic screening /  
Molecular diagnostics / Genetic counseling

Maternal Fetal Medicine

Cancer Genetic Medicine

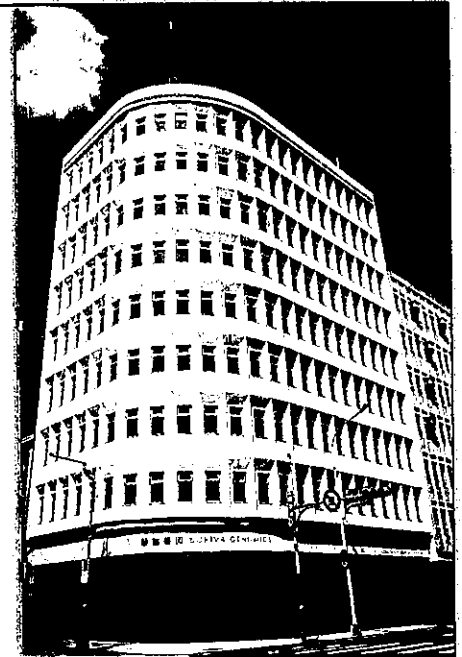
Medical Genetics

Developing New Era Screening for Clinics Needs

No.27  
Baoqing Road  
Zhongzheng District  
Taipei City  
Taiwan

Designed by architect  
- Dahong Wang

First Curtain Wall  
in Taiwan



## Sofiva Genomics Laboratory

- **Taiwan First Founded by Authorities in Genomics Medicine**

Initiated by Dr. Ying-Ning Su who devoted himself to genetic diagnostics for 20 years

- **Laboratories Superior to those in Medical Centers**

The largest scale genetic testing Lab in Asia managed by Dr. Chia-Cheng Hung

- **Leading Genetics Testing Brands**

Collaborate with over 400 domestic clinics and hospitals and international medical institution

- **Safe and Reliable Screenings and Services**

Providing world class screening services which approved by genetic counselors and doctors

## The CEO of SOFIVA

Dr. Yi-Ning Su, M.D. / Ph.D.

### PRESENT :

- CEO, SOFIVA Genomics, Co., Ltd
- CEO, Dianthus Medical Group
- Associate editor of Taiwanese Journal of Obstetrics and Gynecology

### EXPERIENCES :

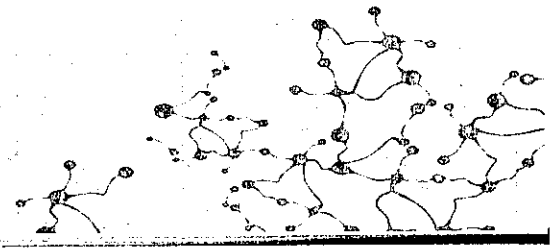
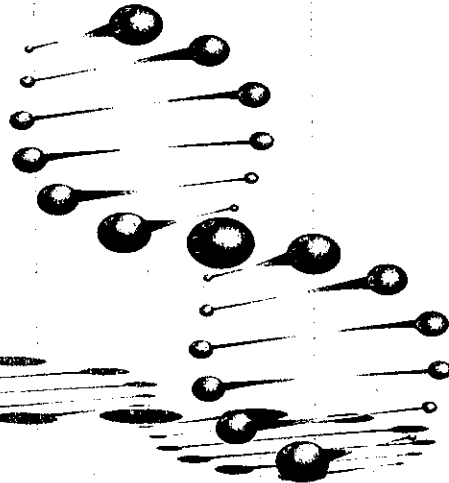
- Associate professor, Graduate Institute of clinical Medicine, National Taiwan University College of Medicine
- Visit staff, Department of Medical Genetics, National Taiwan University Hospital
- Visit staff, Department of Obstetrics & Gynecology, National Taiwan University Hospital

### EDUCATION :

- Ph.D., Institute of Clinical Medicine, College of Medicine, National Taiwan University
- M.D., College of Medicine, National Taiwan University



# Products & Services



## One Stop Service

Preimplantation Genetic  
Diagnosis, PGD  
Preimplantation Genetic  
Screening, PGS

SQFIVA NIPS  
SQFIVA Array  
SQFIVA Carrier Scan  
SMA  
Fragile X Syndrome  
Thalassemia  
Karyotyping

Neonatal Screening  
Sensorineural Hearing Loss  
Central Hypoventilation  
Atopic Dermatitis  
CMV

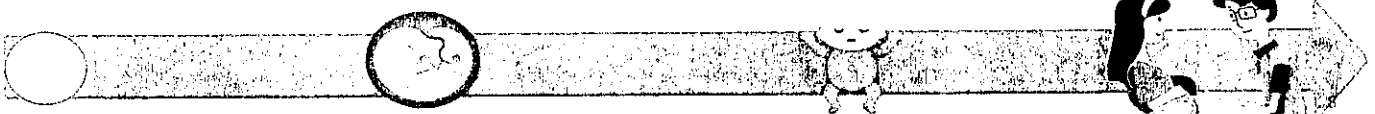
Cancer Scan  
Cancer Monitor  
Cancer Track  
EndoPredict  
Woman Cancer  
Breast Cancer  
Colon Cancer  
Microsatellite Analysis  
EGFR Mutation Test

PRE-IMPLEMENTAL  
STAGE

PRENATAL  
STAGE

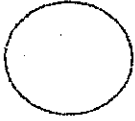
NEONATAL  
STAGE

POSTNATAL  
STAGE/ADULT



## Main Service Product

**Sofiva  
Preimplantation  
Genetic Screening**



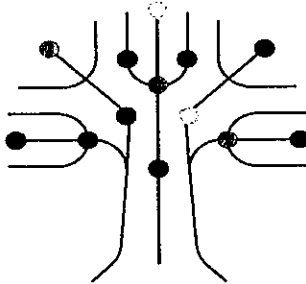
**Sofiva  
non-invasive  
prenatal screening**



**Sofiva  
Cancer genetic  
testing**



**Sofiva  
array comparative  
genomic  
hybridization**



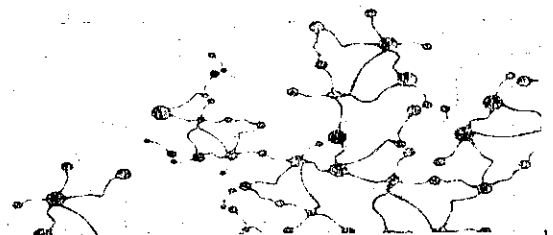
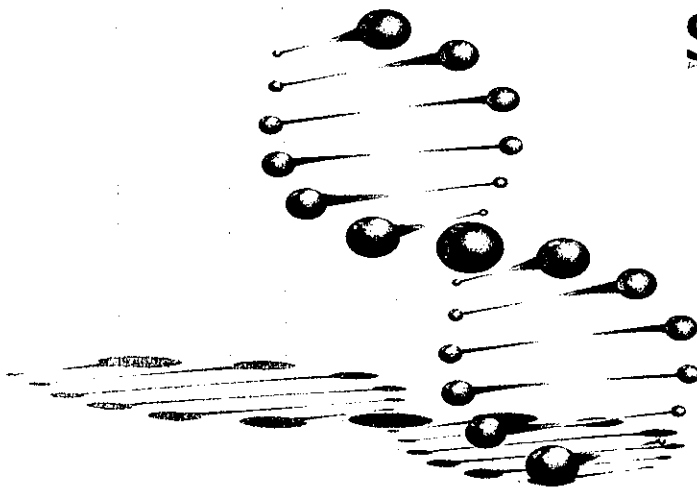
**Sofiva  
Newborn Genetic  
Screening**



**Sofiva's Advantage**

**&**

**Growth Potential**



# Sofiva's Advantage Leading Technology

## First in Asia

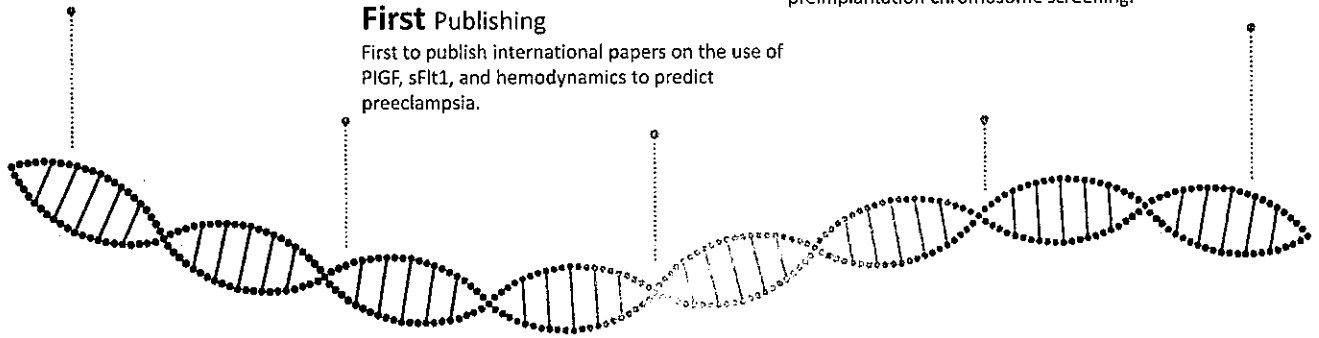
First team in Asia to implement PGD and offer PGS.

## First Application

First to use NGS for non-invasive prenatal chromosome, microdeletion syndrome, and preimplantation chromosome screening.

## First Publishing

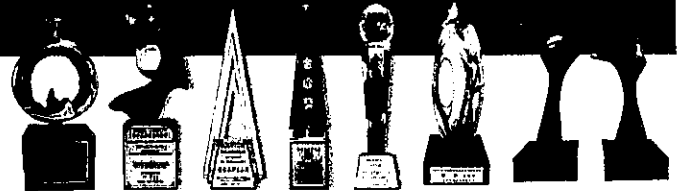
First to publish international papers on the use of PIGF, sFlt1, and hemodynamics to predict preeclampsia.



## Leading Investigation

Conducted leading research into genetic screening for hereditary hearing loss, congenital central hypoventilation syndrome, and congenital cytomegalovirus infection.

## Awards & Certificates

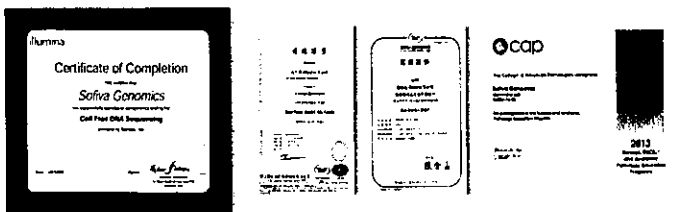


### Nationally Certified Quality

- ISO 9001 Certification
- ISO/IEC 17025 Certification
- The College of American Pathologists recognizes
- Technical Collaboration with Illumina®

### Domestic Awards

- Golden Torch Award
- Golden Peak Award
- Manufacture Top Brand Award
- Breakthrough Enterprise Award
- National Brand Yushan Award
- National Biotechnology and Medical Quality Award
- National Innovation Award
- Model of Entrepreneurs Award



# Blockchain Application

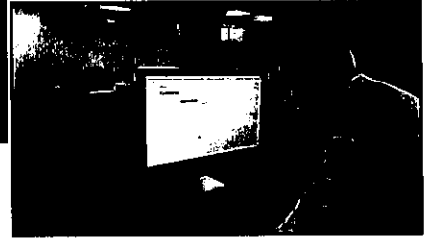
Hospital / Clinics Blood Collection



Sample Preparation

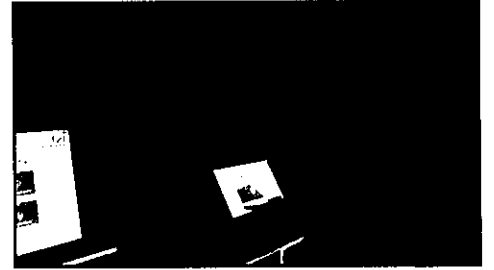


Analysis & Screening



Reagents & Instruments

Standard Operating Procedure



# Management System

Sample Collection



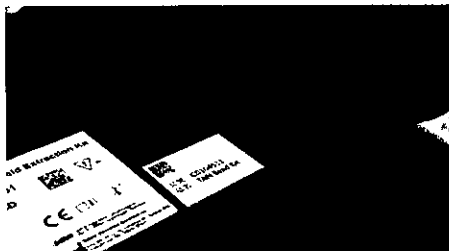
Operators



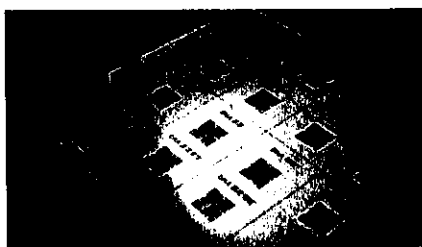
Instruments



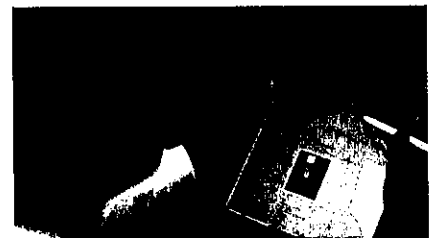
Reagents

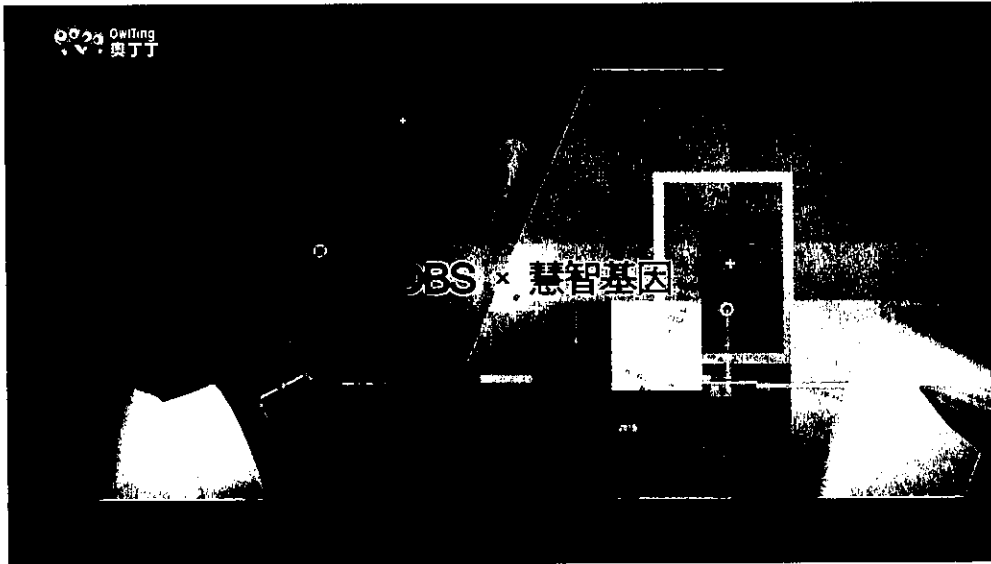


Progress Reports

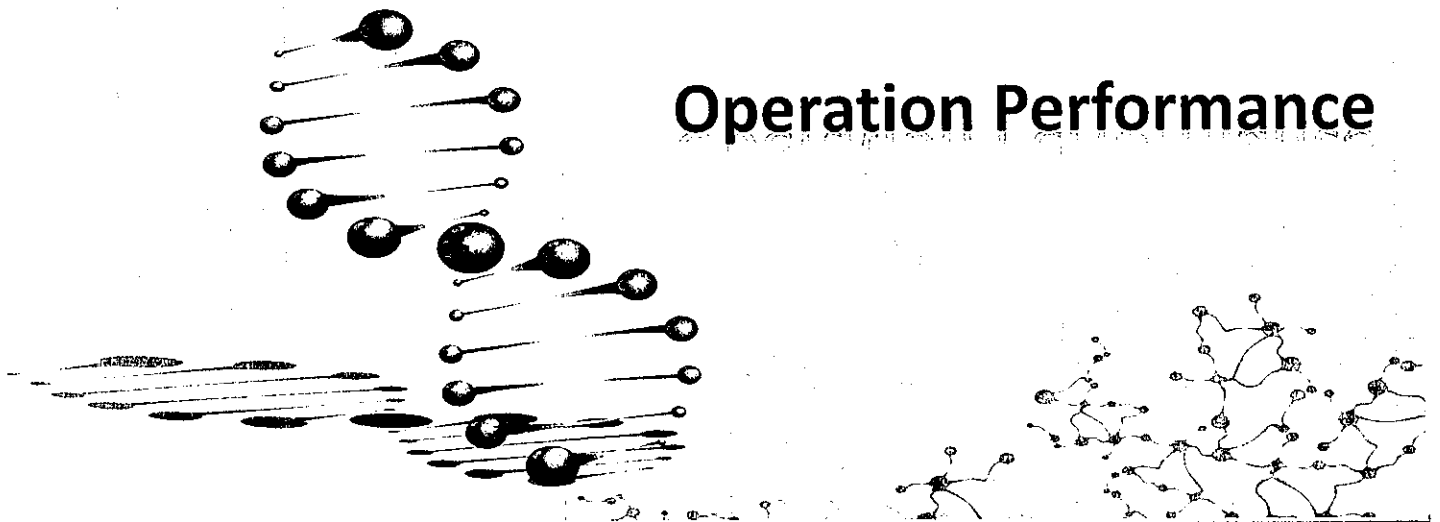


Experimental Record





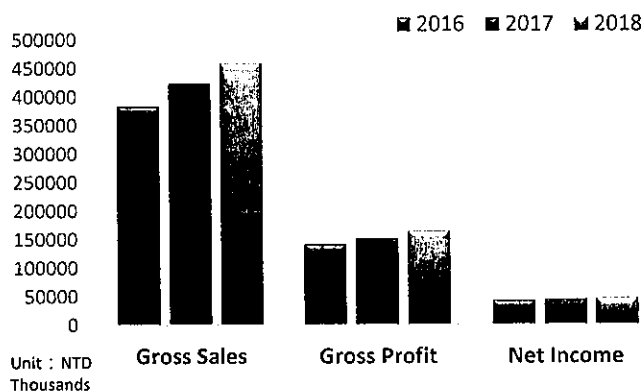
## Operation Performance





# Operating Performance

## Income statement of 2019 Q1&Q2 and last 3 years



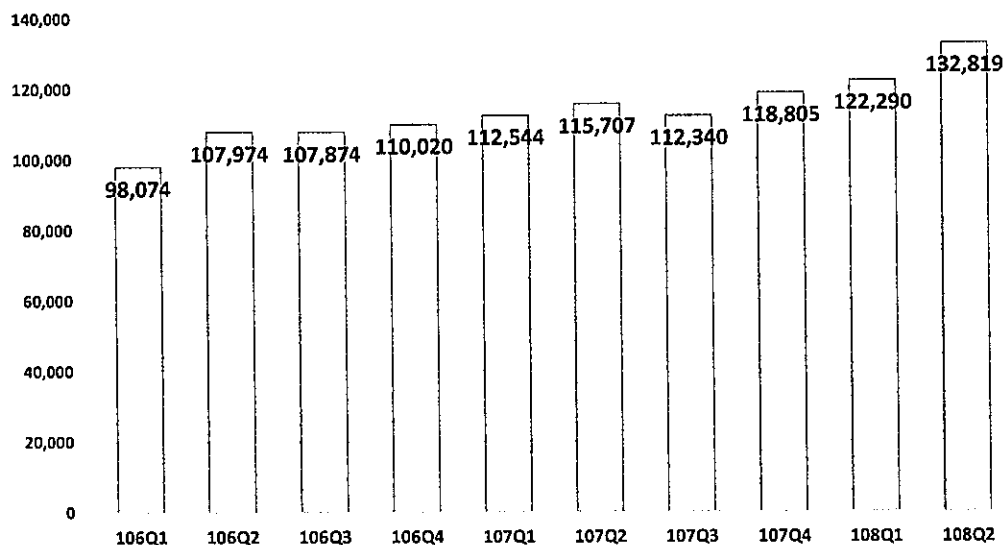
	Unit : NTD Thousands			
	2016	2017	2018	2019 Q1&Q2
Revenue	383,947	423,942	459,396	255,109
Gross profit	141,354	151,213	164,873	99,236
Gross profit (%)	36.82%	35.67%	35.89%	38.90%
Operating Income	51,958	52,533	54,066	34,459
Total Non-Operating Income	413	2,008	-2031	5345
Pre-Tax Income	52,371	54,541	52,035	39,804
Net Income	43,206	44,989	47,160	32,997
EPS	2.65	2.41	2.26	1.57

17

# Revenue Trend

Unit : NTD Thousands

## Revenues of Last 10 quarters



18



# Future Prospects & New Products



## FUTURE Prospect

- ✓ **Maternal-Fetal Medicine.** Products Upgrade, Keep Expanding Marketing Territory
- ✓ **Cancer Precision Medicine.** Liquid Biopsy Related Cancer Genetic Screening
- ✓ **Overseas Market.** Build International Collaboration in Association of Southeast Asian Nations
- ✓ **Re-investment.** Dianthus Medical Group Expansion



Maternal-Fetal Medicine

Cancer Precision Medicine

Overseas Market

Re-investment

## Sofiva Baby Scan

### The first gift for baby

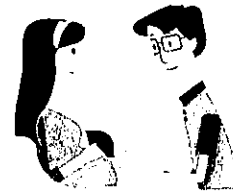
Drug Hypersensitivity Genes  
 Sensorineural Hearing Loss Genes  
 Metabolic Disease Genes



## Sofiva Carrier Scan

Provides information about an individual's reproductive risk and their chances of having a child with a genetic disease.

Recommendations and Guideline by National Society  
 Carrier screening for common single gene disorders



## Cancer Clock

The Ministry of Health and Welfare has announced that about 170,000 people died in Taiwan in 2018

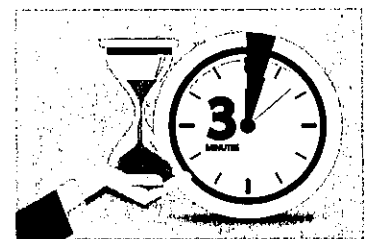
Cancer was the top killer in Taiwan for the 37th straight year in 2018.

48,784 people died of various types of cancer in Taiwan in 2018.

That translated to a cancer patient dying every 10 minutes and 46 seconds in Taiwan, 10 seconds shorter than in 2017.

### Cancer Ranking in 2018

① Lung Cancer	⑥ Prostate Cancer
② Liver Cancer	⑦ Gastric Cancer
③ Colon Cancer	⑧ Pancreatic cancer
④ Breast Cancer	⑨ Esophageal Cancer
⑤ Oral Cancer	⑩ Cervical cancer

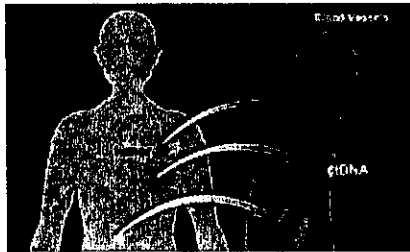


**Cancer Precision Medicine New Products**

# Sofiva Cancer Scan

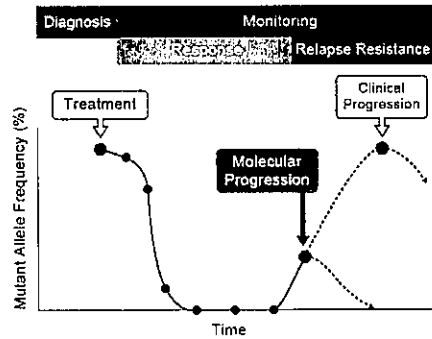
New concepts of health examination

Liquid Biopsy Technology, screening for 30 types of cancer

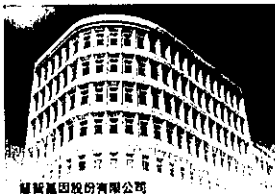


# Sofiva Cancer Monitor

Real-time monitoring of cancer progress and early detection of genetic mutations

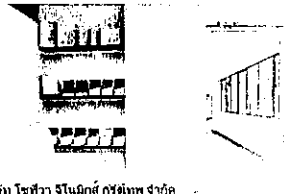


## International Collaboration



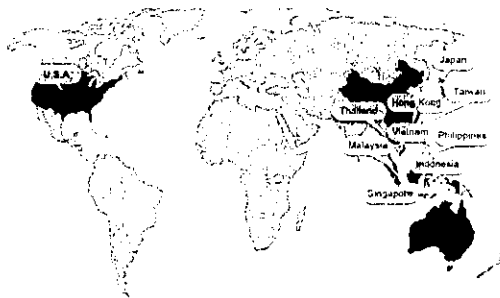
蘇維亞股份有限公司  
SOFIVA GENOMICS CO., LTD.  
台灣蘇維亞公司總公司  
No.27, Baoqing Rd., Zhongmeng Dist.  
Taipei City 100, Taiwan (R.O.C.)  
TEL: +86-2-2382-6515 FAX: +86-2-2382-6517  
E-mail: info@sofivagenomics.com.tw

**Taiwan**



บริษัท โซฟิวิจา จีโนมิกส์ จำกัด  
SOFIVA GENOMICS BANGKOK CO., LTD.  
11 ซอย มงกุฎ ชั้น 618 แขวงปทุมวัน เขตปทุมวัน กรุงเทพฯ 10400  
11 Phayathai Building Room 618, Phayathai Road,  
Thuron Phayathai, Ratchathewi, Bangkok 10400  
TEL: +66-2-064-7670 FAX: +66-2-064-7674  
E-mail: info@sofiva.co.th

**Thailand**



### Domestic

Collaborate with >400 Medical Centers, Hospitals and Clinics.






















### International

illumina Technical collaboration with global testing giant Illumina® and leading international company Roche.

### ASEAN

Thailand, Indonesia, Vietnam, Philippines, Singapore, Malaysia, Hong Kong

# Re-investment Dianthus Medical Group expansion

						
						
						
<b>Huaining</b> 2012.9	<b>Xinsheng</b> 2014.3	<b>Minquan</b> 2015.7	<b>Little Dianthus</b> 2015.12	<b>Yee Zen</b> 2017.9	<b>Little Minquan</b> 2017.12	<b>Little Huaining</b> 2018.10

Thanks for your attention

Keep Exploring The  
Tree of Life

There is no "best", only "better."

