

聿新生物科技股份有限公司

BiOPTiK TECHNOLOGY, INC.

營運展望報告

2017年12月

代號:4161



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公司簡介

- ◎ 公司設立 88年6月1日(1999/6/1)
- ◎ 公司型態 股份有限公司
- ◎ 公開發行 100年6月公開發行
100年7月興櫃
102年6月上櫃 代號4161
- ◎ 產品別 醫療檢測產品，保養品，保健食品，
醫材產品，天然蝦紅素



品質系統

- ◎ ISO 13485
- ◎ GMP(Good Manufacturing Practice in Taiwan)
- ◎ Product: CE IVD(European Union), FDA(USA), SFDA(China) approved, Health dept of Taiwan passed.
- ◎ ISO 9001; ISO 22716 ; ISO22000 ; HACCP ; ISO13485



新竹科學園區分公司/工廠



企業總部 竹南總公司



台南廠

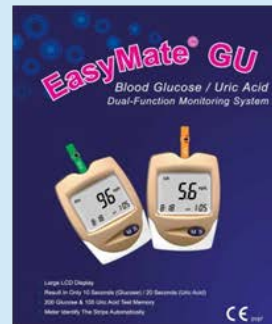


總公司醫療檢測產品

G 血糖監測系統



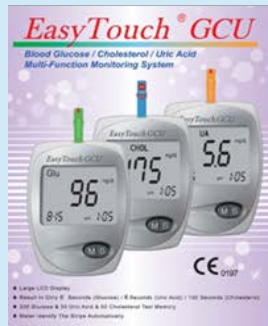
GU 血糖/尿酸 雙功能監測系統



GC 血糖/膽固醇 雙功能監測系統



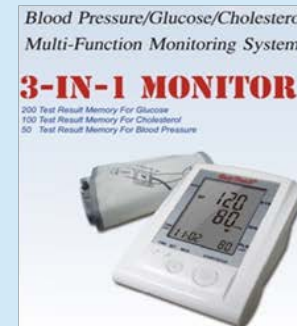
GCU 血糖/膽固醇/尿酸 監測系統



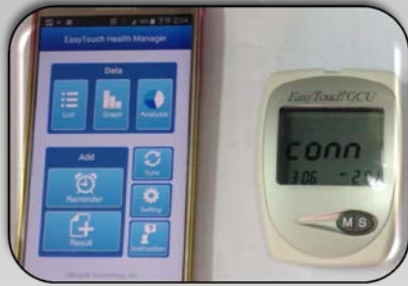
GCUHb 血糖/膽固醇/尿酸/ 血紅素四功能監測系統



BPGC 血壓/血糖/膽固醇 監測系統(三高機)



新產品-物聯網相關產品



測試儀傳輸至手機



三高機傳輸至手機



測試儀傳輸至平板



三高機傳輸至平板



條碼使用



資料傳送

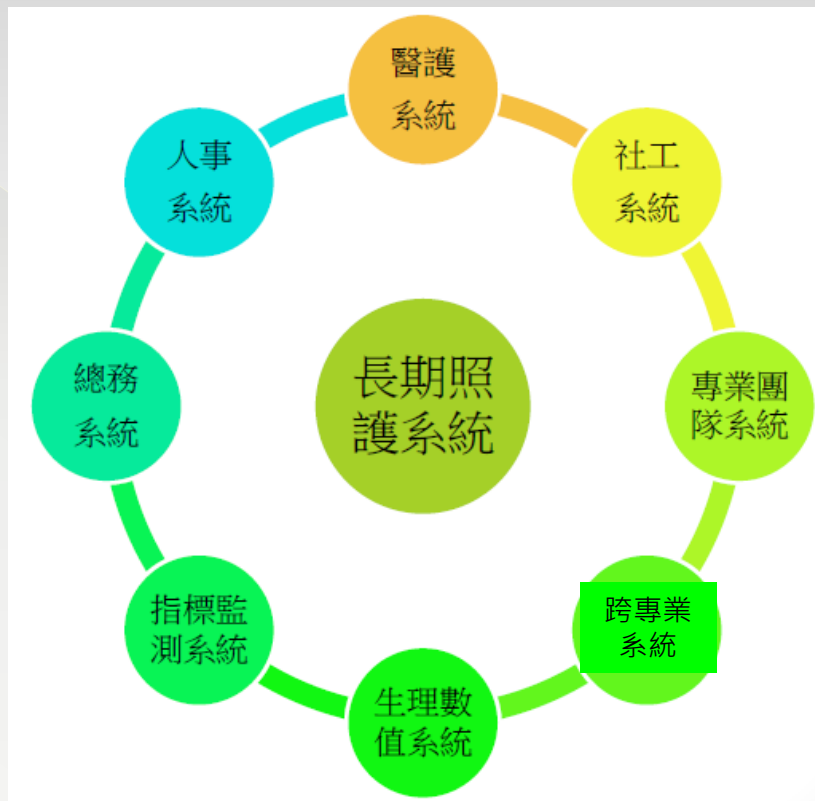


醫院系統POCT



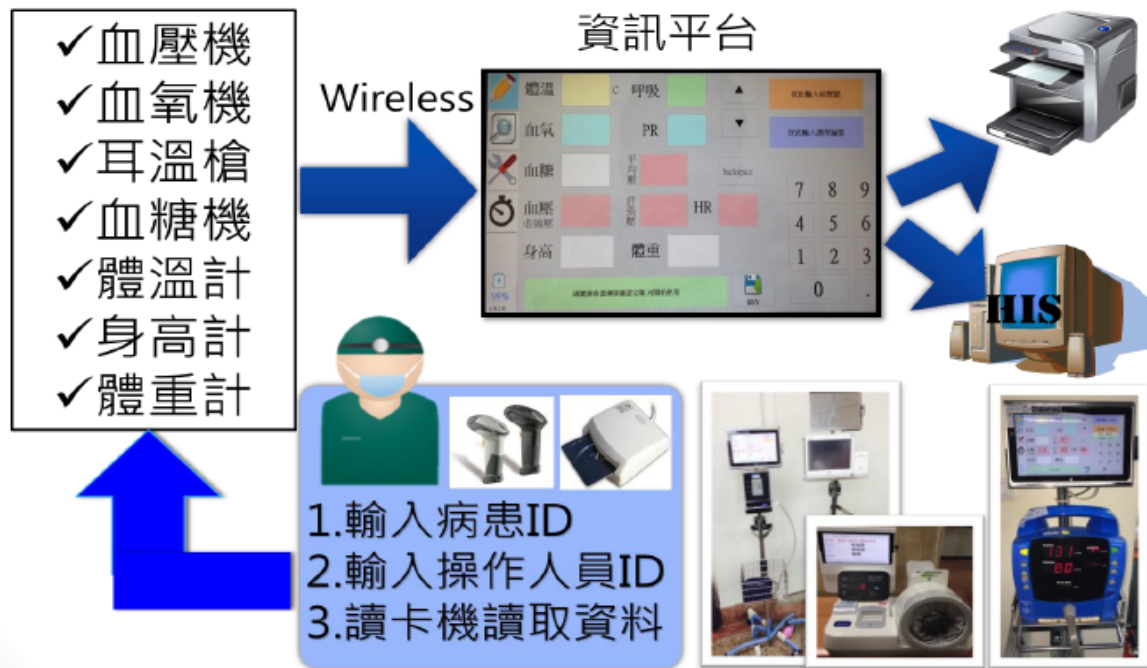
總公司未來發展

- ◎ 物聯網 相關產品
- ◎ 長期照護系統平台





臨床操作流程架構



新竹科學園區分公司 保養品及保健食品



新竹科學園區分公司 新增保健食品



FOOD AND DRUG ADMINISTRATION, MINISTRY OF HEALTH AND WELFARE
No.161-2, Kunyang St, Nangang District, Taipei City 115-61, Taiwan, Republic of China
Tel: +886-2-2787-3000 Fax: +886-2-2653-1062

(NO.1060042116)

CERTIFICATE OF FREE SALES AND MANUFACTURE

Article:
ROYALTIC PRETTY COLLAGEN POWDER
(御健美麗膠原蛋白粉)

Name of Applicant:
BIOPTIK TECHNOLOGY, INC. HSINCHU SCIENCE PARK BRANCH
(宇新生物科技股份有限公司 新竹科學園區分公司)
(2F, No. 18, Industry E. Rd. IV, Hsinchu Science Park, Hsinchu, 30077, Taiwan, R.O.C.)

TO WHOM IT MAY CONCERN

This is to certify that the food product mentioned above is manufactured in Taiwan, the Republic of China. The food product mentioned above fits for human consumption and is sold freely in Taiwan. This document is issued for certifying the export of this product to Malaysia, Singapore, Indonesia, Thailand, Australia, the Philippines and Vietnam.

Issued on November 15, 2017

Shou-Mei Wu

Shou-Mei Wu
Director-General

中華民國衛生福利部食品藥物管理署
台北市南港區經貿二路161-2號 電話: +886-2-27873000 傳真: +886-2-2653-1062



U.S. DEPARTMENT OF AGRICULTURE
ANIMAL AND PLANT HEALTH INSPECTION SERVICE
VETERINARY SERVICES
NATIONAL ANIMAL HEALTH CENTER

UNITED STATES VETERINARY PERMIT FOR IMPORTATION AND TRANSPORTATION OF CONTROLLED MATERIALS AND ORGANISMS AND VECTORS

Permit Number: C-121446
Commercial

Date Issued: 04/11/2014 Date Expires: 04/11/2015

Name and Address of Shipper:
Biotik Technology, Inc
Science-Based Industrial Park Branch
15, No.18, Industry E. Rd. IV
Hsinchu Science Park, Hsinchu 30077
TAIWAN

Name and Address of Permittee (Including ZIP Code and Telephone Number):
Forever Beaumore Cosmetics Inc.
2951 Bowers Lane
San Jose, California 95135
650-756-6786 / 888-933-7624

CC: Service Center, CA (, CA)
FDA (Rockville, MD)

U.S. Point of Arrival and Applicable:

Mode of Transportation: AIR

As required by your application, you are authorized to import or transport the following materials:

Dietary supplements - gelatin (bovine origin) capsules containing hyaluronic acid (HA) and collagen (avian origin)

RESTRICTIONS AND PRECAUTIONS FOR TRANSPORTING AND HANDLING MATERIALS AND ALL DERIVATIVES

This permit is valid under authority conferred on the Director of Animal and Plant Health Inspection and the authorized personnel of your country's government. It is issued only in accordance with the restrictions and precautions specified herein. Only those items listed on this permit are authorized for importation and transport.

Adquate safety precautions shall be maintained during shipment and handling to prevent dissemination of disease.

*** THIS PERMIT IS INVALID WITHOUT PERMITTEE'S SIGNATURE ***

I, Shi Chung, certify that this material will be used in accordance with all restrictions and precautions as are specified in this permit.

*** signed: _____ ***

*** Each shipment must be accompanied by an ORIGINAL certificate endorsed by a full-time, salaried veterinarian of the agency responsible for animal health of the GOVERNMENT OF TAIWAN certifying that the exported material: 1) contains gelatin derived from cattle (bovine); 2) contains hyaluronic acid and collagen (avian origin) originating from Japan and/or Taiwan and was subjected to EITHER a minimum of 95°C for at least 30 minutes, OR a minimum of 60°C for at least 40 minutes, and 3) was processed at/exported from a facility which DOES NOT receive, store, or process ANY ruminant material (except milk/milk products, hides, gelatin, tallow derivatives and/or vitamin D3 derived from sheep wool grease) sourced from any RSE country listed below.

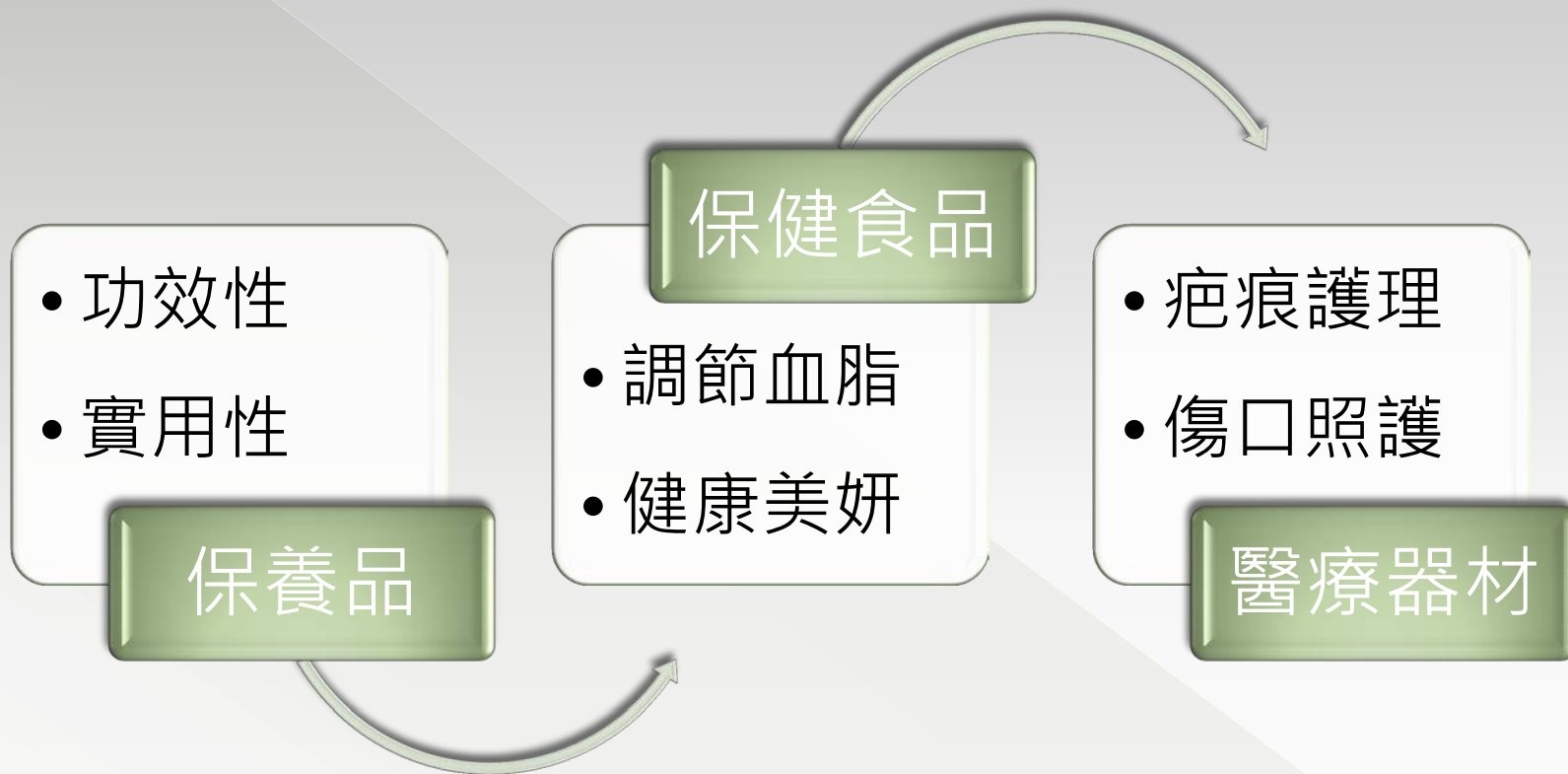
(This certification must CLEARLY correspond to the shipment by means of an invoice number or shipping marks or lot number or other identification method. An English translation must be provided.)

continued on subsequent page(s).....

TO EXPEDITE CLEARANCES AT THE PORT OF ENTRY, BILL OF LADING, AIRBILL OR OTHER DOCUMENTS ACCOMPANYING THE SHIPMENT SHALL BEAR THE PERMIT NUMBER



新竹科學園區分公司未來發展



新竹科學園區分公司未來展望

全方位傷口照護

止血
敷料

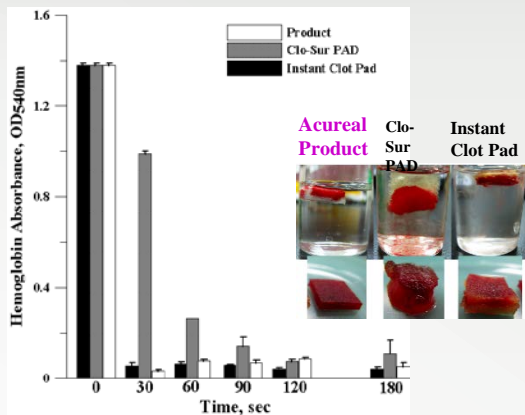
天然生物材料
30's快速止血

水性
敷料

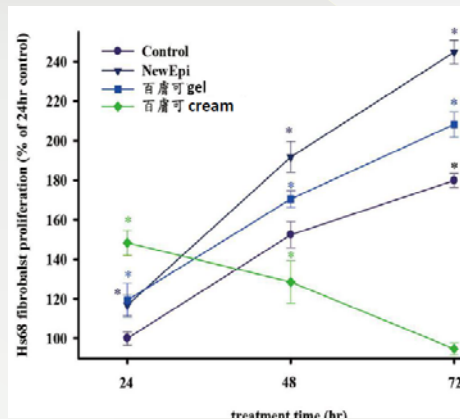
促進傷口癒合
緩解換藥疼痛

除疤
凝膠

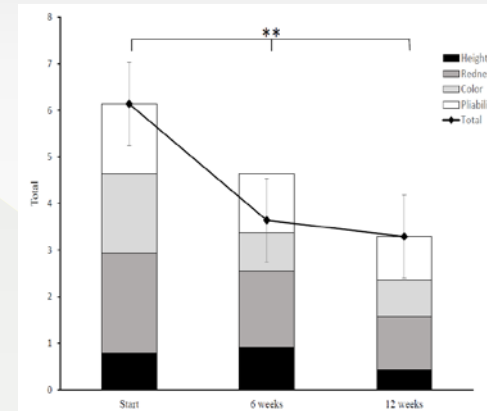
疤痕照護
舒適透明



止血敷料吸水性測試



水性傷口敷料細胞增生測試



疤痕護理凝膠人體實驗

台南廠天然蝦紅素原料



試藥級/游離態天然蝦紅素(98%)

- 1.超強抗氧化能力可有效減緩氧化作用，消除自由基的連鎖反應，達到細胞抗氧化的保護功能。
- 2.高純度試藥級游離態蝦紅素，可配合傳統治療方法之外，成為輔助性醫療作用。

市場運用:輔助醫療用品、分析標準品



食品級/游離態天然蝦紅素(2%)

- 1.優越的天然抗氧化能力，保護細胞免受氧化傷害。
- 2.廣效性的清除生物體內的自由基，可搭配複方物質組成具有加乘效應的保健商品，例如，眼睛保健/增強免疫/預防粥狀動脈硬化心血管疾病...等健康訴求。

市場運用:保健食品添加劑



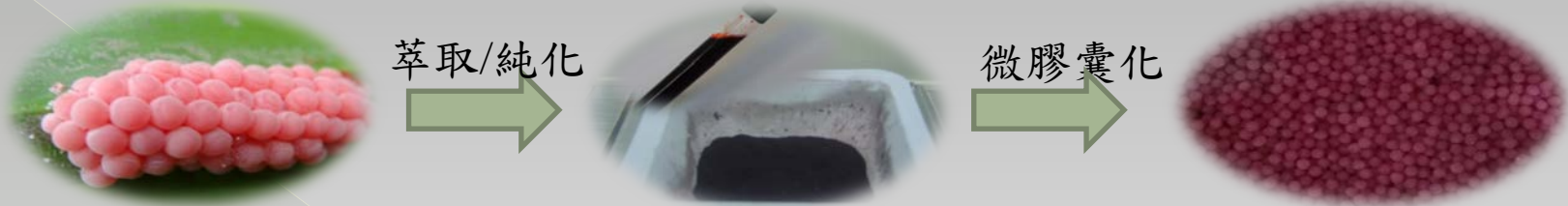
飼料級/酯化態天然蝦紅素(2%)

- 1.促進蛋黃著色，並增加雞蛋抗氧化成分，提升食用價值
- 2.具有著色功能，使養殖物體表增艷，提高商品的外觀價值
- 3.促進生殖腺體、卵的發育及提升生殖能力
- 4.增進細胞膜之韌性，以增加病菌之抵抗力

市場運用:水產飼料添加劑、禽畜飼料添加劑



台南廠未來發展



◎ 第三類查驗登記進度說明(已完成)

功效性評估	劑量:人體每日 6 mg/60 kg B.W.
<ol style="list-style-type: none"> 1.化學性肝損傷評估護肝功能篩選試驗(M62-150400008001) 2.酒精性肝損傷評估護肝功能試驗(義大醫學院/生物醫學所) 3.高膽固醇誘發重度脂肪肝評估護肝功能試驗(journal.pone.0134733) 	
安全性檢測	劑量:人體每日 80 mg/60 kg B.W.
<ol style="list-style-type: none"> 1.沙門氏菌回復突變試驗(M62-160200002001) 2.齧齒類周邊血液微核試驗(M62-160200004001) 3.體外哺乳類細胞染色體結構異常試驗(M62-160200003001) 4.致畸試驗(M62-160900017001) 5.90天重複劑量亞慢性毒性試驗-120MOS(Margin of Safety)為產品劑量1600倍 (M62-160700015001) 	
蝦紅素安定性評估	PTP(10粒/片)
加速試驗6個月/40°C , 75%RH(M61-170300574001R01)	

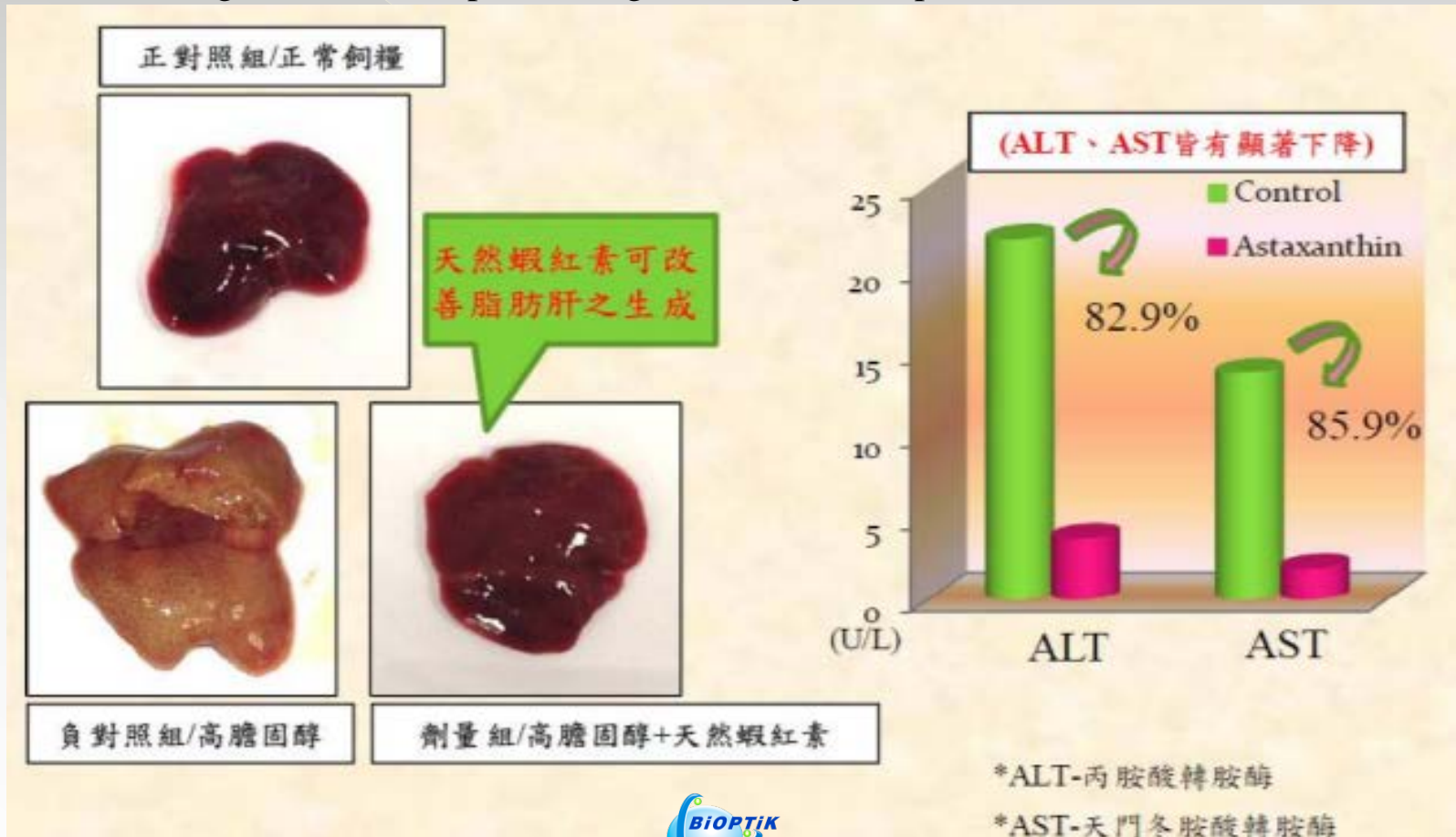


蝦紅素在生物體之成效

高膽固醇飲食誘發重度脂肪肝投予蝦紅素治療成果

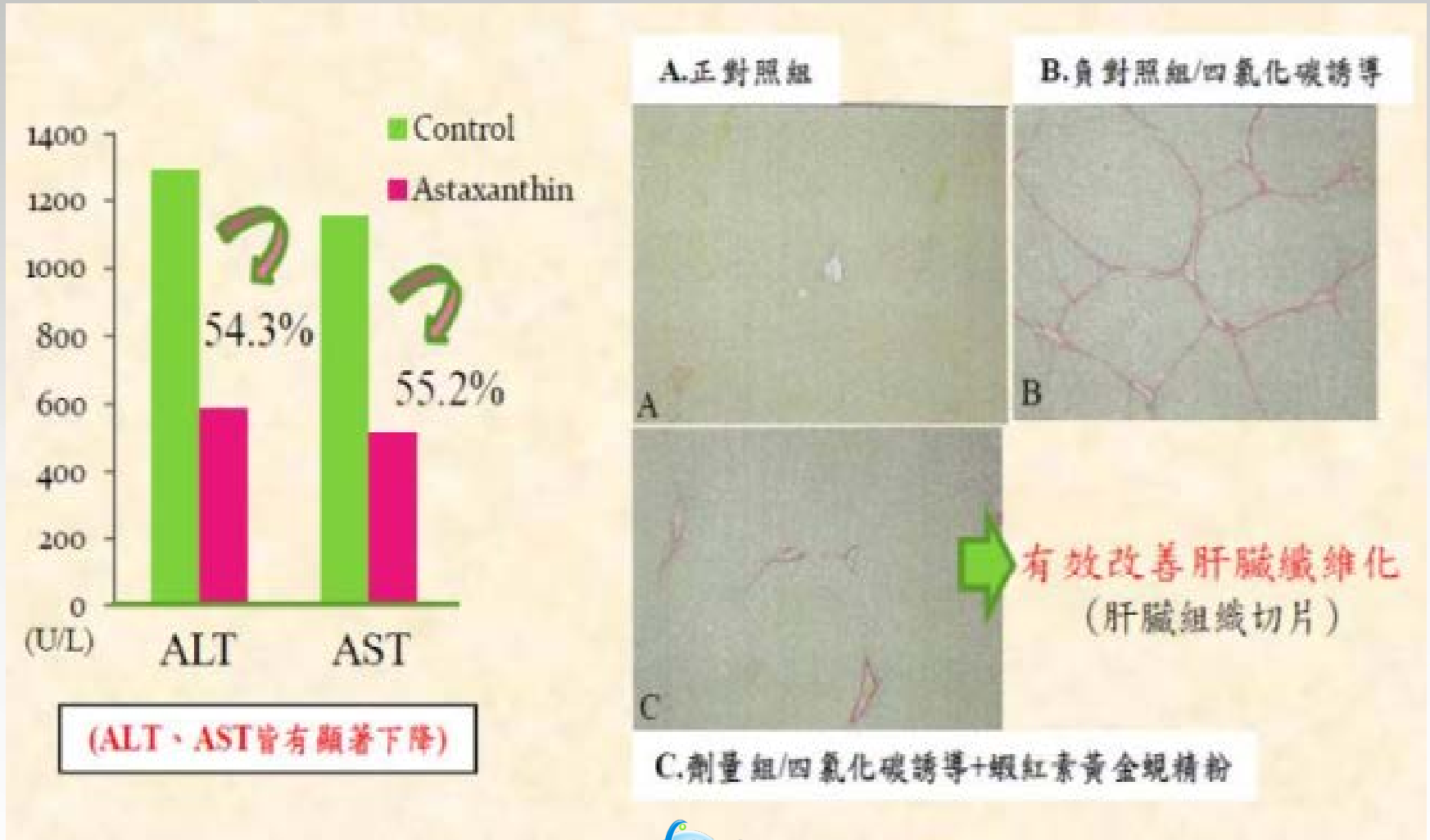
In Vivo Effects of Free Form Astaxanthin Powder on Anti-Oxidation and Lipid Metabolism with High-Cholesterol Diet

Published: August 11, 2015 <https://doi.org/10.1371/journal.pone.0134733>



四氯化碳誘導重度肝臟纖維化-化學性肝損傷

投予蝦紅素治療成果(報告編號:M62-150400008001)



乙醇誘導重度肝臟纖維化-酒精性肝損傷

投予蝦紅素治療成果(義大醫學院/生物醫學所)



正常小鼠肝臟外觀



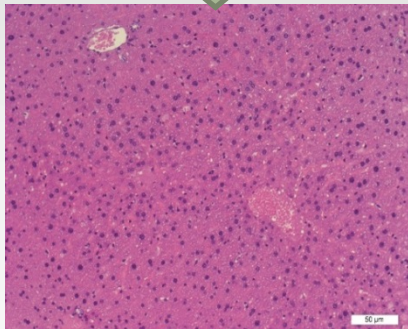
酒精誘導肝損傷



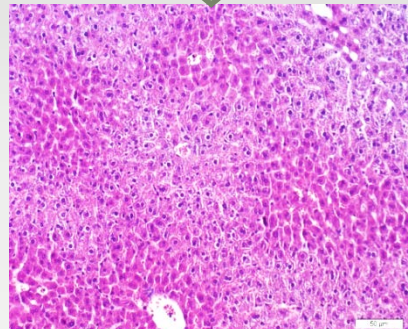
口服蝦紅素治療



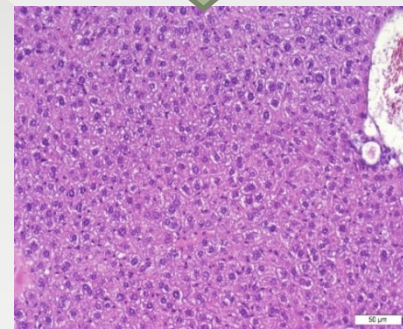
腹腔注射蝦紅素治療



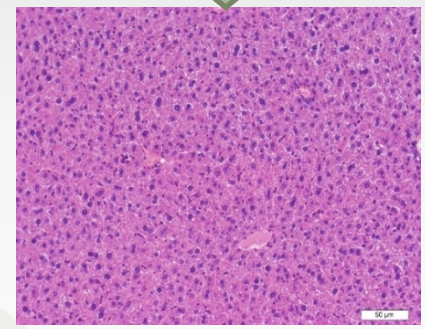
正常肝臟切片



肝損傷切片-肝纖維化



口服蝦紅素治療
後肝臟切片



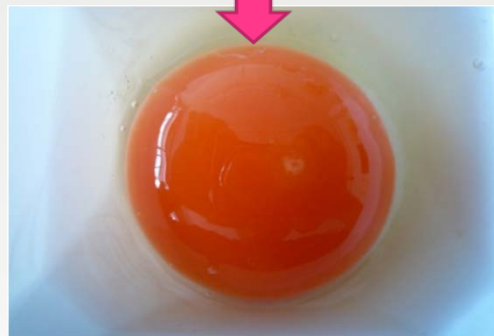
腹腔注射蝦紅素治
療後肝臟切片

*酒精性肝損傷動物模型，經蝦紅素治療後，肝組織切片可明確看出成效，治療方式以腹腔注射較口服方式效果佳。



天然蝦紅素飼養成效

水產禽畜養殖呈色



產業預期效益/加值應用

2017
開發期

2018
發展期

安全、功效、安定性檢測與劑型開發完成

第三類健康食品認證及上市



新廠正式啟用，萃取、純化與運用開發完成，大幅拉開此原料仿效競爭者的距離。

完成第一軌「個案審查」第三類「護肝」健康食品認證。蝦紅素飼料添加劑上市，新增營業額。



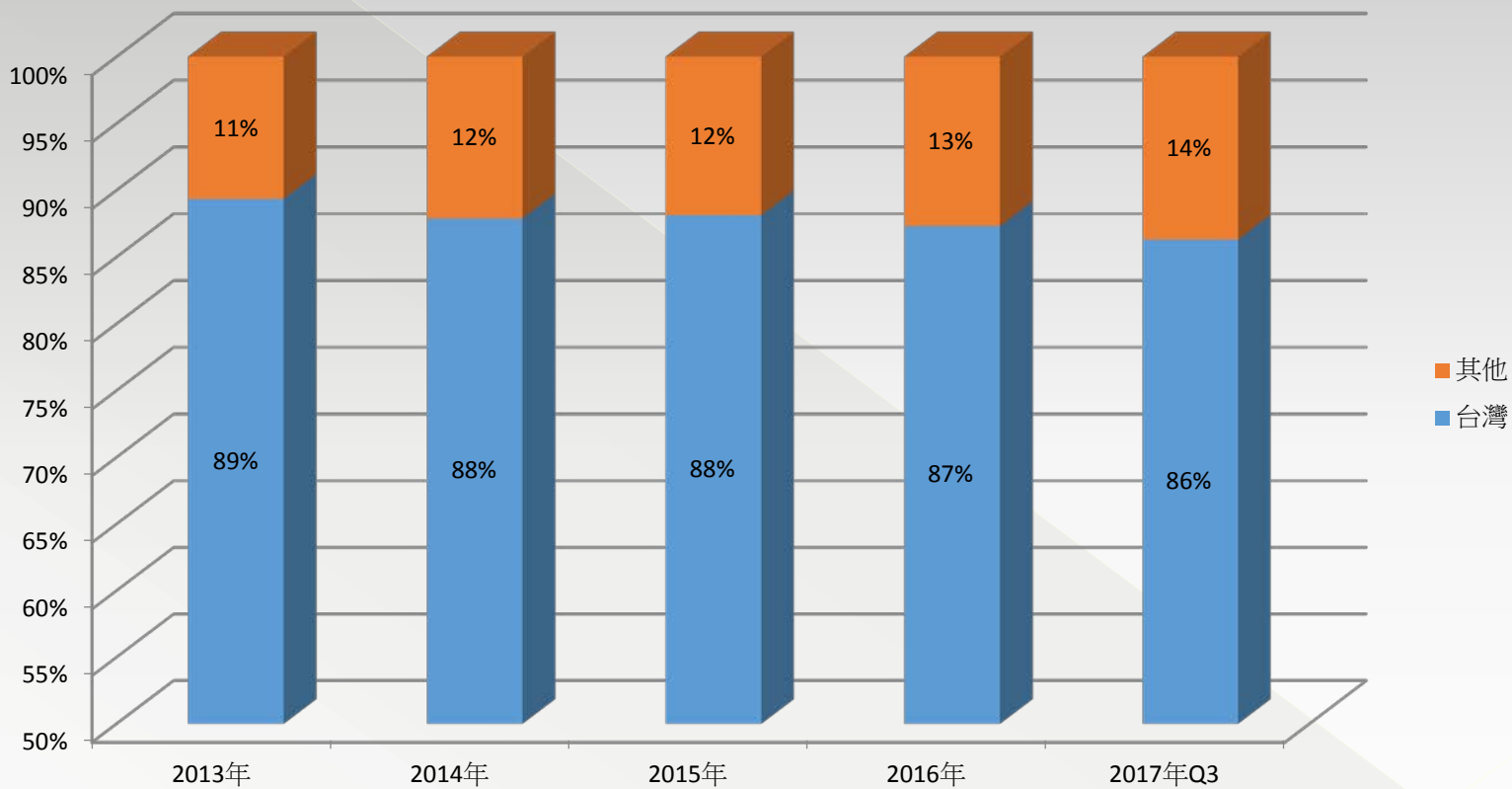
歷年經營實績

◎ 財務分析

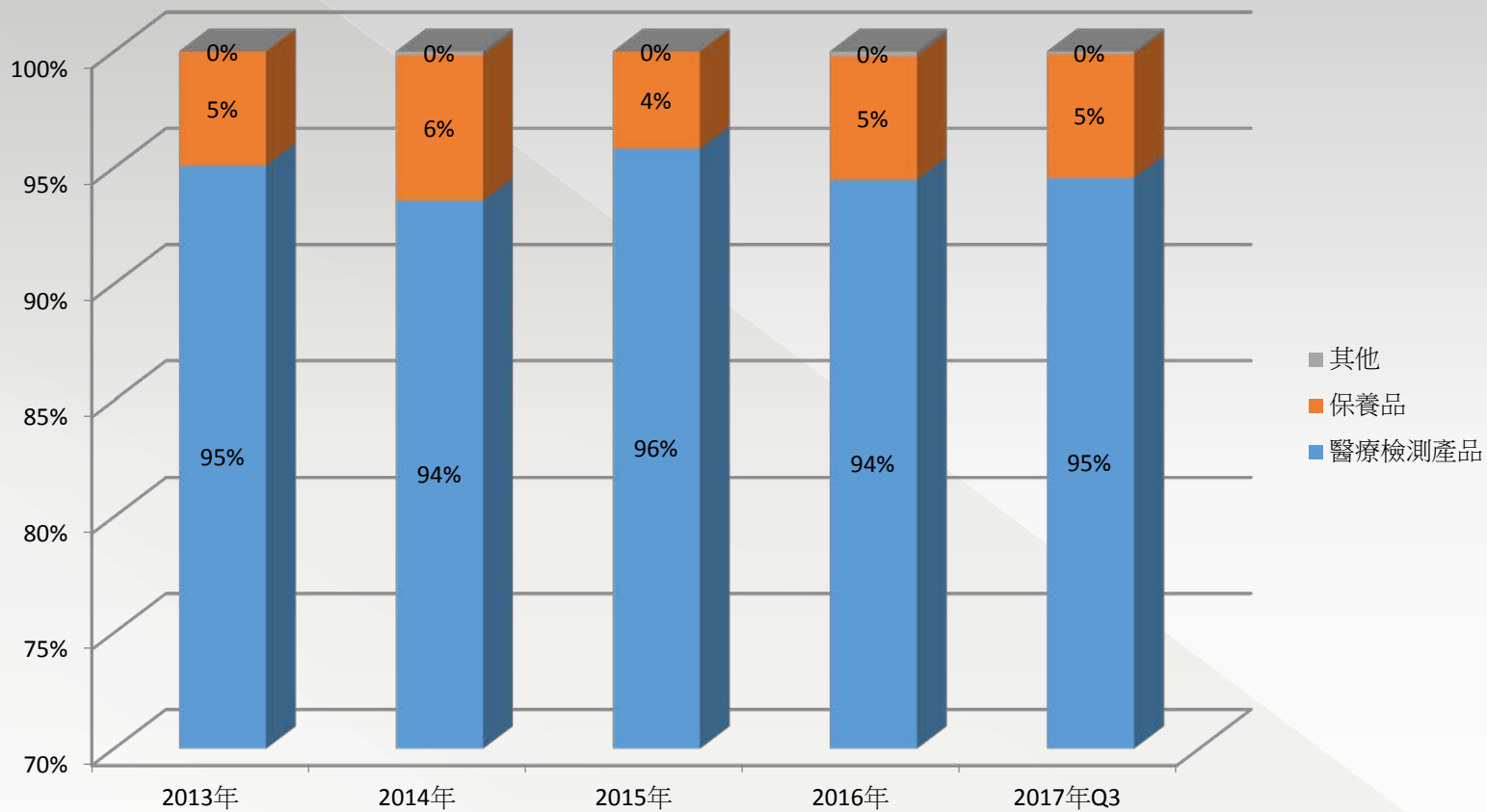
	2013年	2014年	2015年	2016年	2017年Q3
營業收入	451,893	415,161	452,640	477,330	355,321
營業毛利	129,958	116,016	162,863	140,581	79,342
營業損益	49,404	26,668	55,731	17,726	(4,467)
稅前淨利	85,494	35,744	40,270	9,480	(34,775)
每股盈餘	2.19	0.66	0.56	0.16	(0.53)
毛利率	29%	28%	36%	29%	22%
營業利益率	11%	6%	12%	4%	-1%
淨利率	19%	9%	9%	2%	-10%



◎ 營銷區域佔比



◎ 營收產品佔比



◎ 股利政策

	2011年	2012年	2013年	2014年	2015年	2016年
每股盈餘	0.16	0.2	2.19	0.66	0.56	0.16
現金股利	0	0	0	1	0.51	1
股票股利	0.15	0	1.5	0	0	0
股利配發率	93.75%	0.00%	68.49%	151.52%	91.07%	625.00%



Q & A



一個創造健康、美麗與環保 優質生活產品的產業

聿新生物科技股份有限公司

Thank you for listening~

