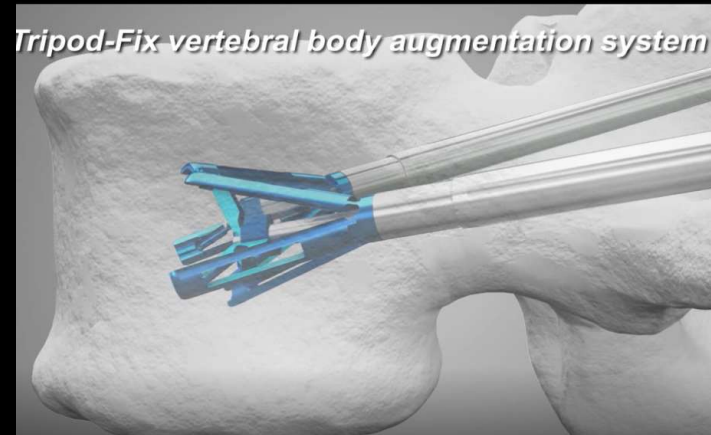


Stock Number: 6767



wiltrom
Your Health Partner

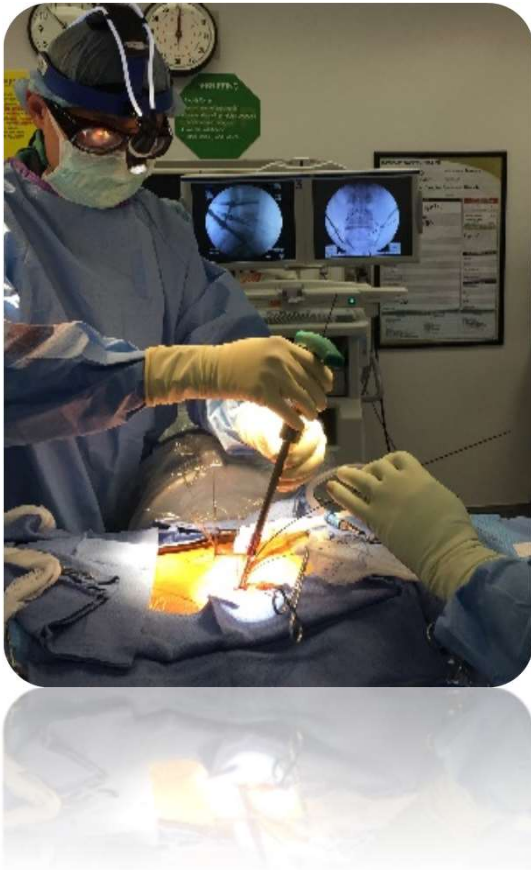
Wiltrom Co., Ltd

The background of the slide features a blurred image of a document. On the left side, there is a line graph with a dotted trend line and a solid line. The number '2.5' is visible on the y-axis. A pen is lying diagonally across the document, pointing towards the bottom right.

Safe Harbor Notice

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



Company Profile

Product introduction and Development Progress

Market Estimation and Business Development

Financial Results

Future Outlook and Conclusion

Company Profile

(TPEX, 6767)

Company Portfolio

- Establish: Dec. 2009 (A spin-off company from ITRI)
- Paid in Capital: NTD\$ 291,090,000
- Employee: ~45
- A company devoted to MIS spinal surgery with a completed product line

RD & RA

- The company has 48 patents across four major product lines.
- The company has strong manufacturing know-how.
- Quality certification: QMS, ISO 13485, Taiwan-QMS, BGMP
- Regulatory certification: TFDA, FDA, CE, NMPA

Sales and BD

- Sales to 66% of total hospitals in Taiwan (cover 100% medical centers)
- Sales in more than 25 countries and signed distributors over 50 accounts
- Tripod-fix has accumulated over 1400 real-world cases (sales to 65% medical center in Taiwan)

Wiltrom Co., Ltd
(Taiwan)



Wiltrom Inc.
(USA, CA)

History Achievements

- 2009** Wiltrom Co., Ltd has set up an ITRI Technology Extension.
- 2014** **First Taiwanese company** obtains TFDA approval with **own-brand** - minimally invasive spinal fixation system.
- 2016** Established an R&D center focusing on an independent and Innovative integration platform
- 2018** First Taiwanese company launched in the US and China markets with own-brand product - spinal fixation system and bone graft
- 2019** "Vertebral Body Augmentation System" launched in Taiwan and passed ISO 13485:2016 certification
- 2021** Listed in Taipei Exchange and got MDD approval for Tripod-Fix
- 2022** Kick-off Post-Market Study in Taiwan and Europe for Tripod-Fix
Tripod-fix has accumulated over 1000 real-world cases
- 2023** MDR submitted and FDA preparation for Tripod-Fix
Securing resources and partners to expand the EU and US market
Tripod-fix has accumulated over 1400 real-world cases

Management Team



Huang-Chien Liang, PhD

Chief Executive Officer and President
20+ years of experience in biomaterial and medical device development
Published 23 SCI journal papers and 11 patents
Chemical Engineering, Tsing Hua University



Jack Su

Director and Chief Operating Officer (COO)
20+ years of experience in medical device development and sales
Published 2 SCI journal papers and 12 patents
PMBA*, Taiwan University



Terry Tsai Director, Legal & Regulatory Affairs
13+ years of experience in IP, legal & regulatory Affairs
CEO, HoLong IPR Management
Led or assisted 5+ lawsuits against competitors, including ANDA* cases
Biotechnology, Columbia University



Howie Yiu

Sr. Manager, Business & Development
15+ years of experience in sales, marketing, and BD
Success in licensing, technology transfer, and sold assets
Biomedical Engineering, Boston University



Hung-Ying, Tai PhD

Sr. Manager, Research and Development
14+ years of experience in material and mechanical engineering.
Success in product licenses in Taiwan, the USA, and the EU.



Jessica Hsiao

Sr. Manager, General Administration
23+ years of experience in finance and accounting
Success in promoting the company to TPEx listing
Applied Business,
National Taipei University of Business.

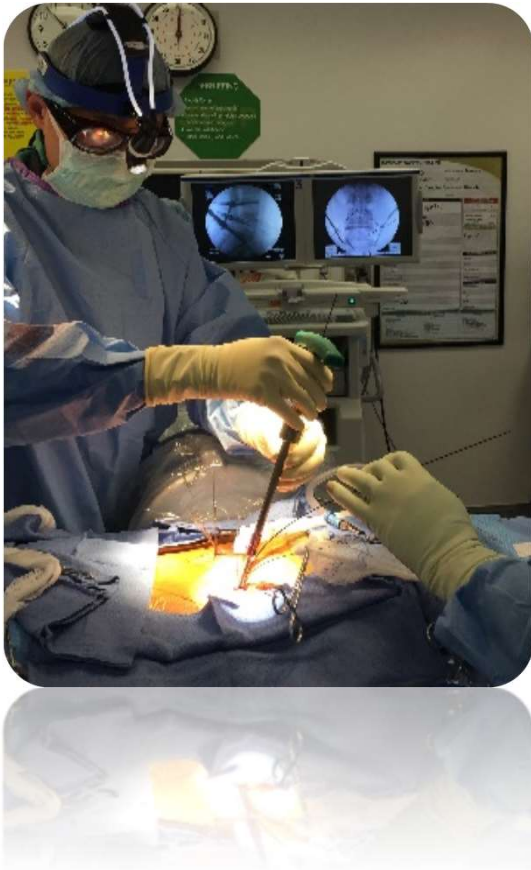


Juan Han Executive Assistant for President

13+ years of experience in MedTech
Led and managed several investment deals, one was acquired by a leading medical device company.
Biomedical Engineering, Cheng Kung University



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Product Line

Product Line
Global TAM



Spinal Fusion
US\$8.2B

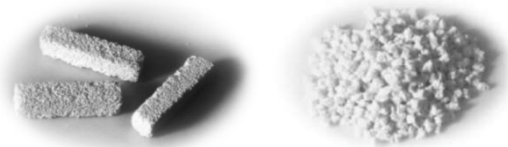
- Spinal Fixation System



- Interbody Fusion System

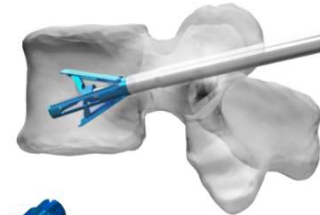
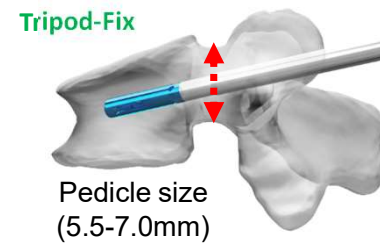


- Bone Graft Substitute



Vertebral Compression Fracture
US\$1.15B

- Vertebral Augmentation System



Commercial in APAC and EU
MDR has submitted in 2023.01

Bone Cement
US\$1.32B

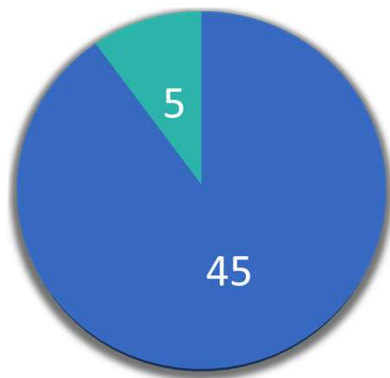
- Bone Cement
Low to Midden
- Viscosity



IP protection in Wiltrom

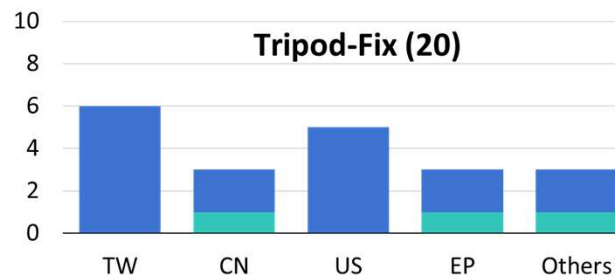
- Robust patent system in Wiltrom: continue to discover and apply patents for innovative R&D outcomes.
- Focus on high value and innovative product. Tripod-Fix is the latest product, but has been awarded with 20 patents in major markets including US, EU, CN, AU and etc.

Patents filed by Wiltrom

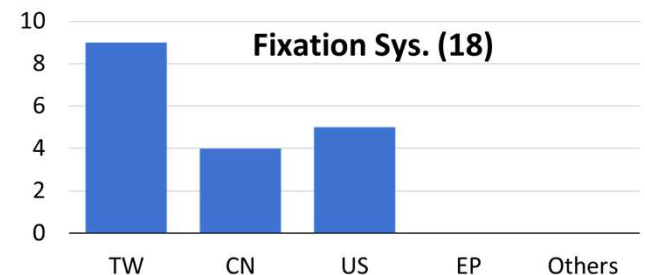


■ Issued ■ Application

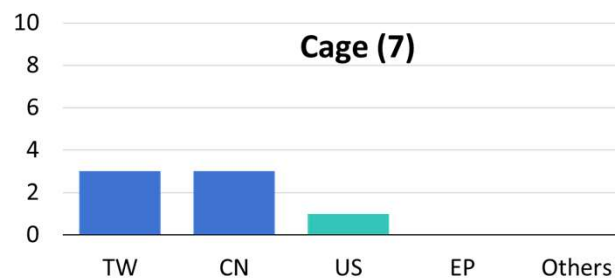
numbers



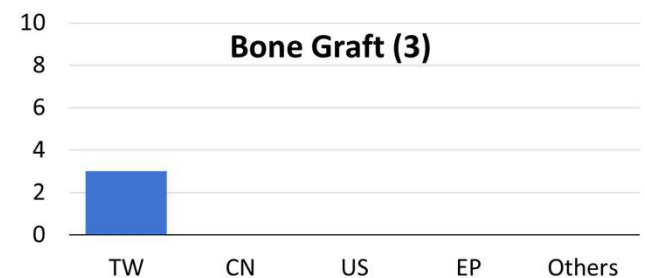
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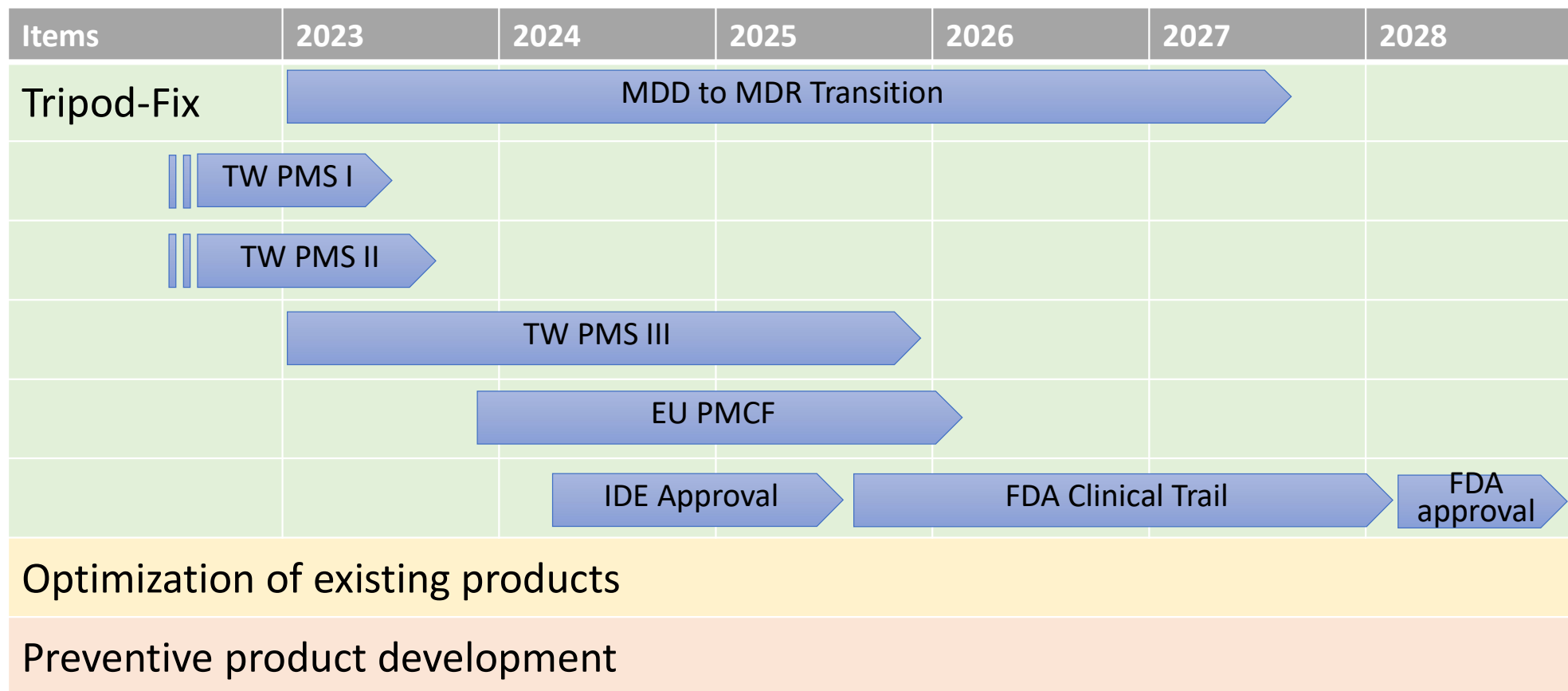
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numbers



Product Pipeline and Progress



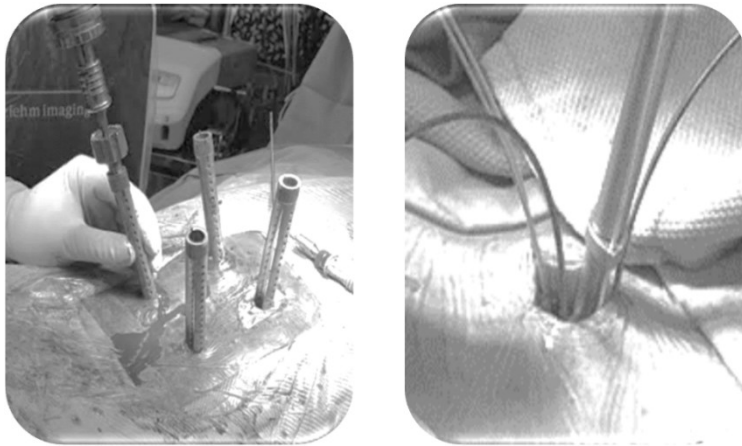
* PMCF: post-market clinical follow-up (歐洲法規要求上市後臨床追蹤)

* PMS: post-market study (上市後臨床研究)

* IDE: investigational device exemption (醫療器材臨床試驗審查)

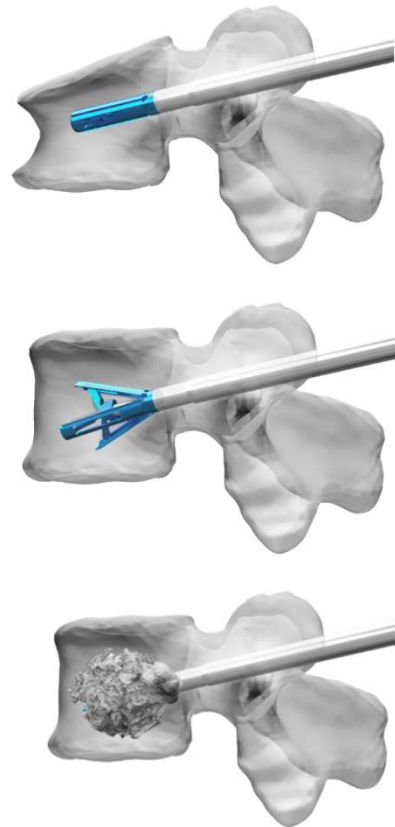
Product Innovation for Market Growth

Spinal Fixation System



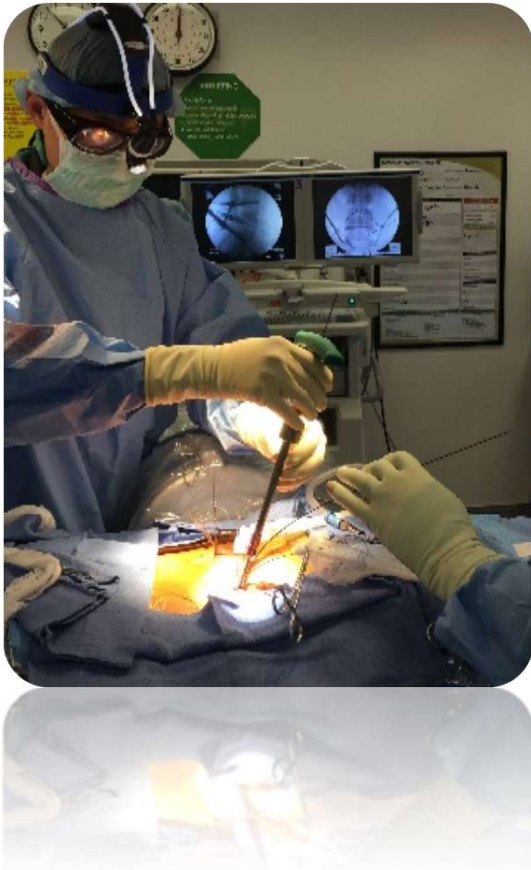
- Small wounds, low blood loss, shorter hospital stay.
- Versatile design for a variety of minimally invasive procedures.
- The design has several invention patent protection.

Vertebral Augmentation System - Tripod-Fix



- The only expandable system for anterior vertebral collapse ideal for height restoration in wedge fractures.
- During placement, the anatomic support of the 3-leg pyramid design increases stability against vertical and horizontal forces.
- Create a low-pressure 3D cavity to facilitate cement integration and uniform support

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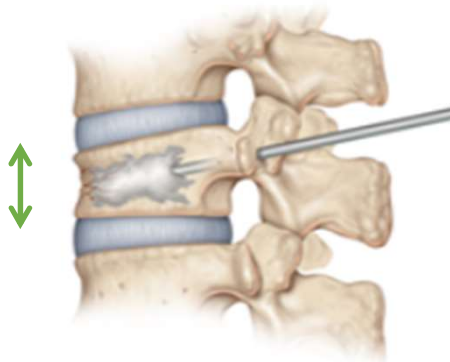
Future Outlook and Conclusion

Evolution of Surgical Approach in VCF Treatment

VCF: Vertebral Compression Fracture

1st Vertebroplasty

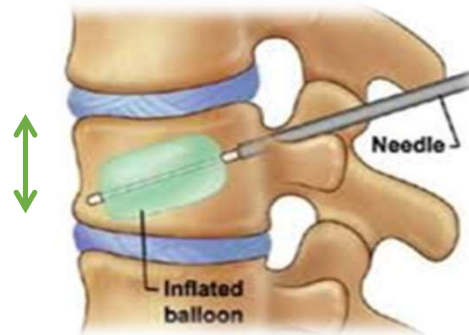
Directly inject **cement** into a fractured vertebral body



- Without restored height
- Risk of cement leakage
- Easy to re-fracture

2nd Balloon Kyphoplasty

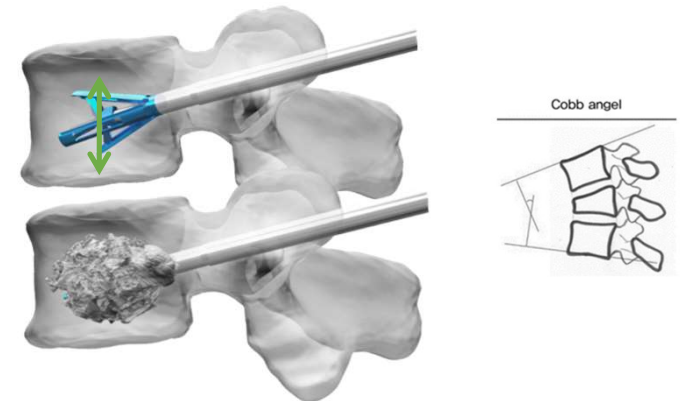
Use an **inflated balloon** to restore the fractured vertebra, then withdraw and inject **cement** into the space.



- Insufficient height restoration
- Reduce the risk of cement leakage

3rd Expandable Device

Use the **mechanical expandable device** to effectively restore the fractured vertebra, then inject **cement** into the space.



- Restored height sufficiently
- Reduce risks of vertebra re-collapse or adjacent level fractures (ALFs)

Highly Prevalent and Growing Disease

Osteoporotic Vertebral Compression Fracture

The osteoporotic fracture clock

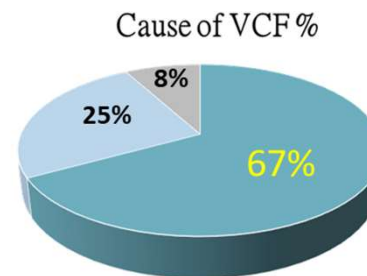


3
seconds
(in the U.S.)

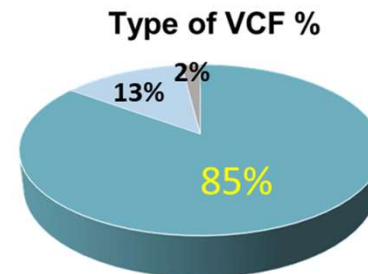
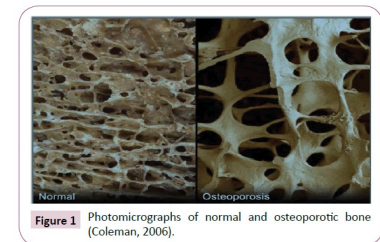


750,000
cases/year

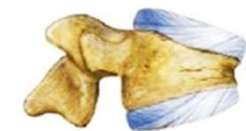
Eur Radiol. 2007 Sep;17(9):2248-52
J Orthop Surg Res. 2021 Feb 15;16(1):138



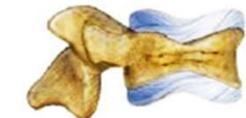
■ Osteoporosis ■ Trauma ■ Tumors



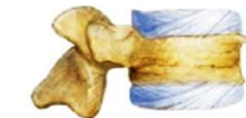
■ Wedge fracture ■ Biconcave fracture ■ Crush fracture



Wedge

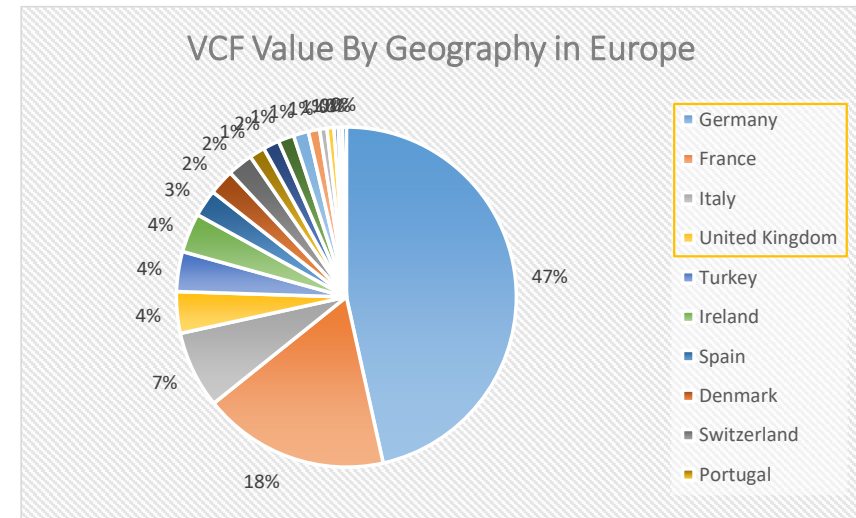
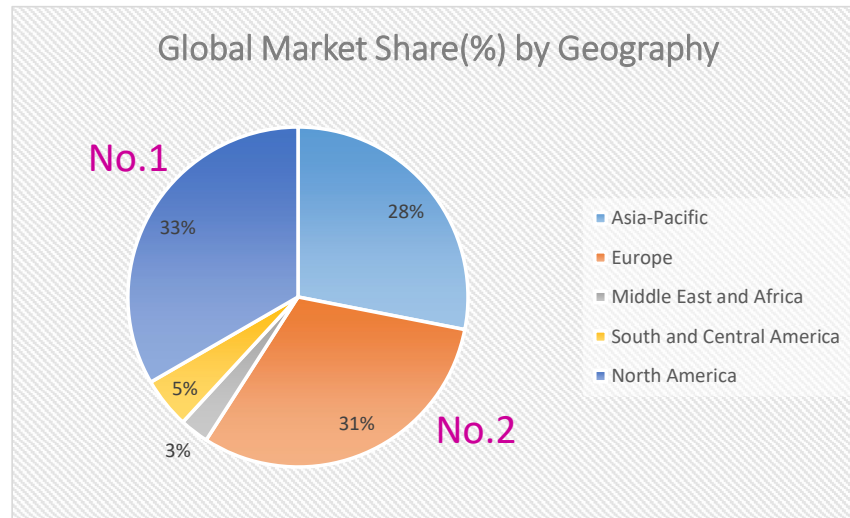


Biconcave



Crush

Accelerating European Market Expansion



Country	Vertebral Compression Fracture Market (USD\$ M)	No. of Procedure/year in 2027	Population (M)	Remark
Germany	\$99.9	49,652	83	Large population size and and favorable reimbursement
France	\$38.1	24,668	68	Newly established reimburstment code for SpineJack
Italy	\$15.7	20,167	59	Favorable reimbursement
UK	\$8.5	3,456	67	NICE guidance and recommendations

Business Development Strategy

Direct & Hybrid-Direct Sales

Direct Sales:
in selected
country
(w/ partner)

Hybrid Direct:
Local service
team to support
distributor

Marketing Activity

Congress
Exhibition
Workshop

Digital
Marketing

Evidence Marketing

KOL
Endorsement

Clinical
Study &
Publication

Literature
Review

Taiwan, Italy, Germany... etc.

Expand Distribution Network

- Establish strategic partner
- Refine existing distributor

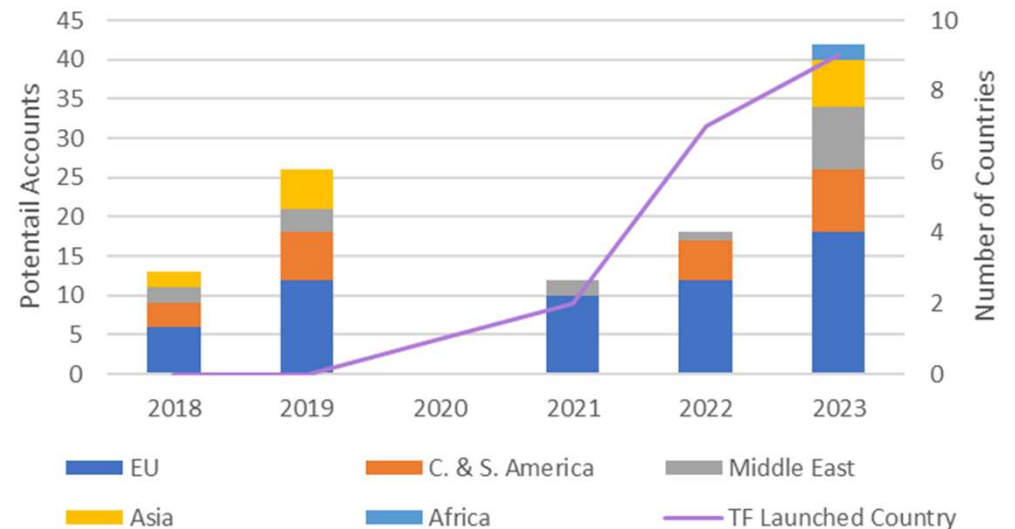
KOL Marketing

- Establish KOL collaboration
- Germany, Italy, LATAM

Build-up Local Service Team

- To manage and assist growth of distributors
- To provide satisfying service to KOLs, surgeons and hospitals

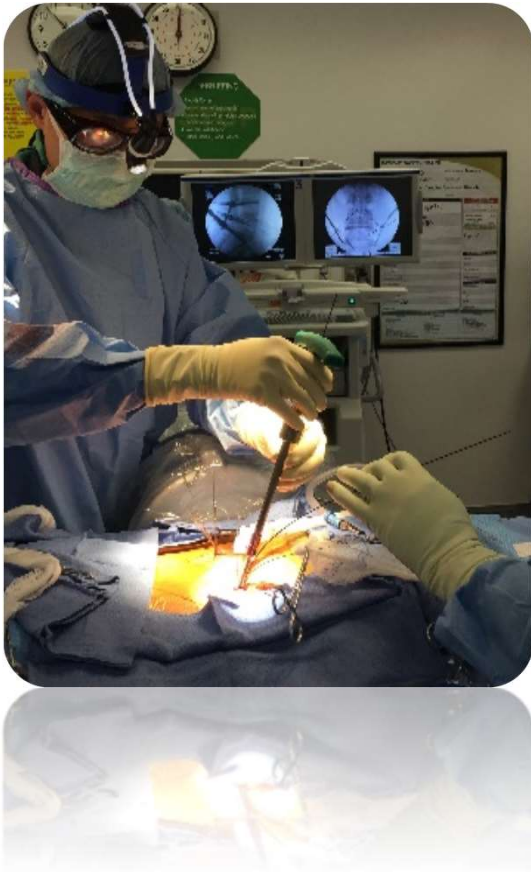
Market Potential



Strategic Partner: Germany, Italy, France

Distributor: Spain, Greece, Poland, Slovenia, Austria, Switzerland, Portugal, Belgium...etc

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Q1-Q3/2023 Financial Results

(In Thousands of New Taiwan Dollars)

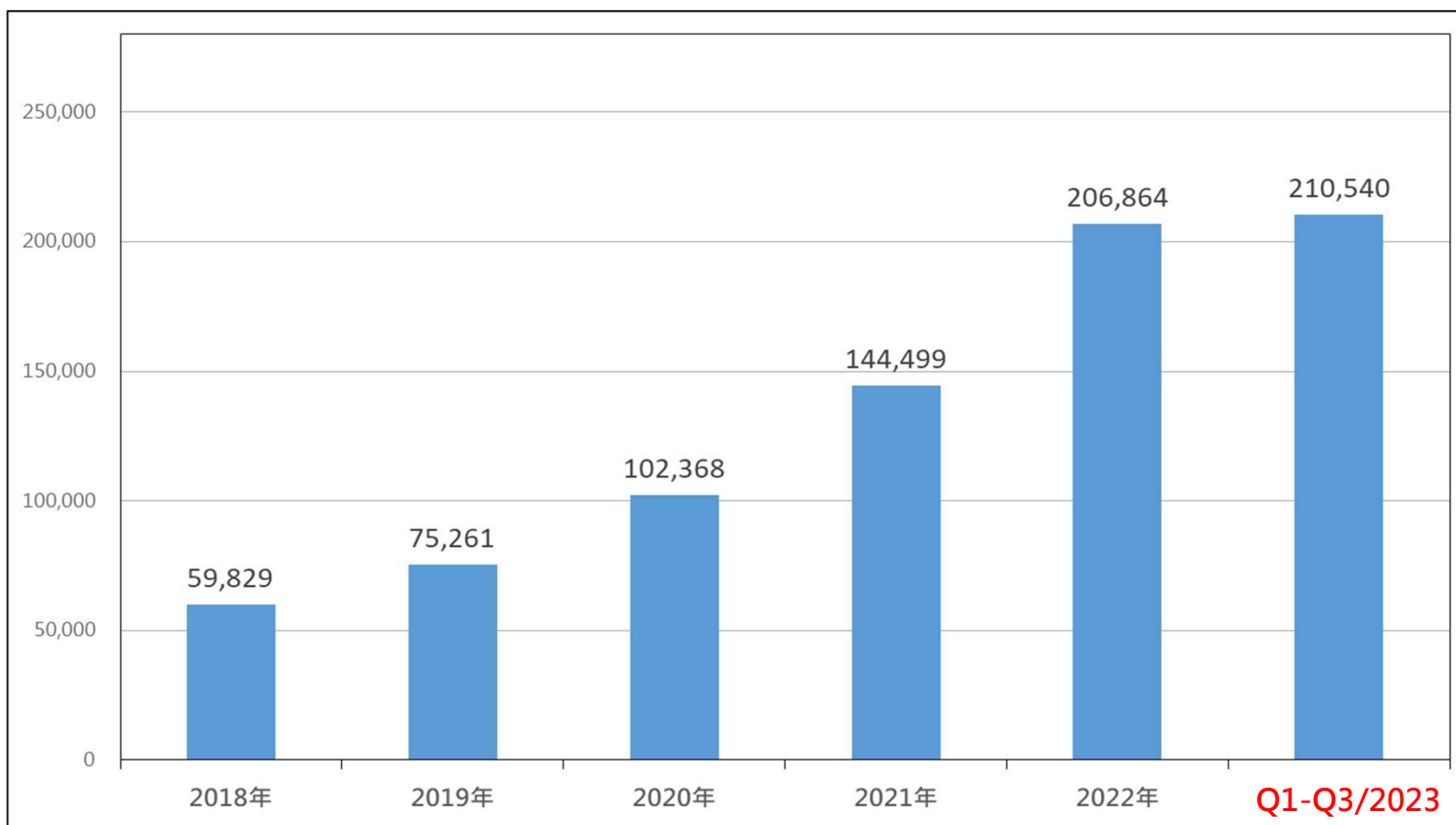


ACCOUNT	2022年 Q1~Q3	2023年 Q1~Q3	DIFF	YOY
OPERATING REVENUE	152,979	210,540	57,561	37.6%
NET OPERATING INCOME(LOSS)	(5,948)	(9,658)	(3,710)	62.4%
NON-OPERATING INCOME AND EXPENSES	(5,796)	18,370	24,166	-416.9%
(INCOME)LOSS FROM CONTINUING OPERATIONS	(11,792)	8,540	20,332	-172.4%
EARNINGS PER SHARE (NT\$)	(0.41)	0.29	0.70	-170.7%

※ Non-operating income and expenses are mainly gains on financial assets measured at fair value through profit or loss.

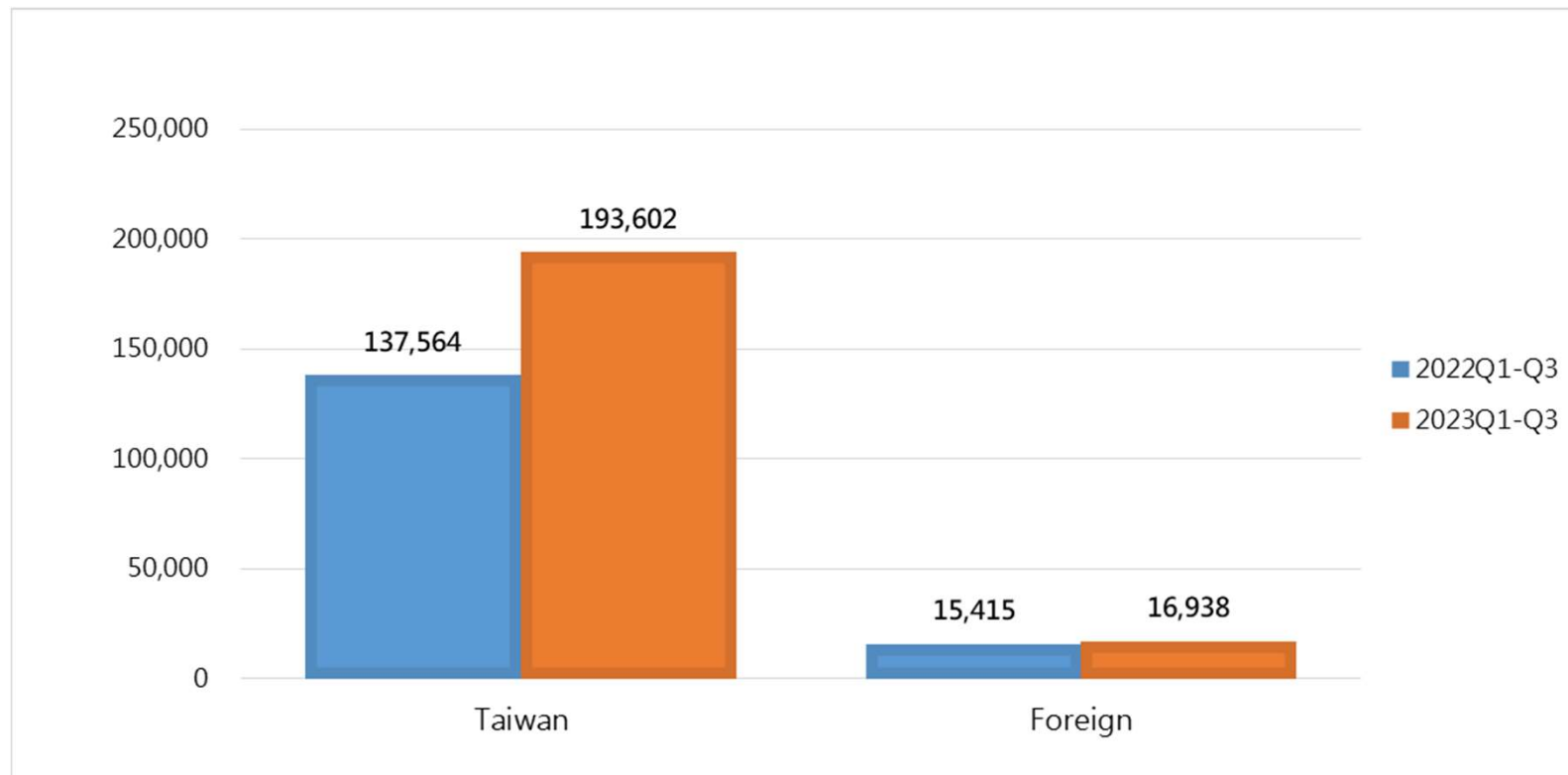
Operating Revenue

(In Thousands of New Taiwan Dollars)



Revenue Breakdown(2022 vs. 2023)

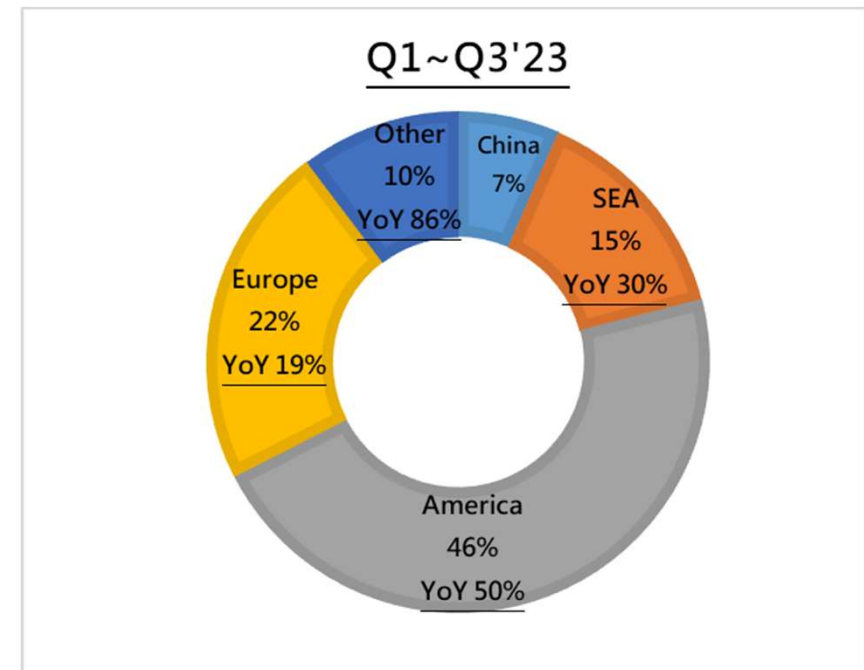
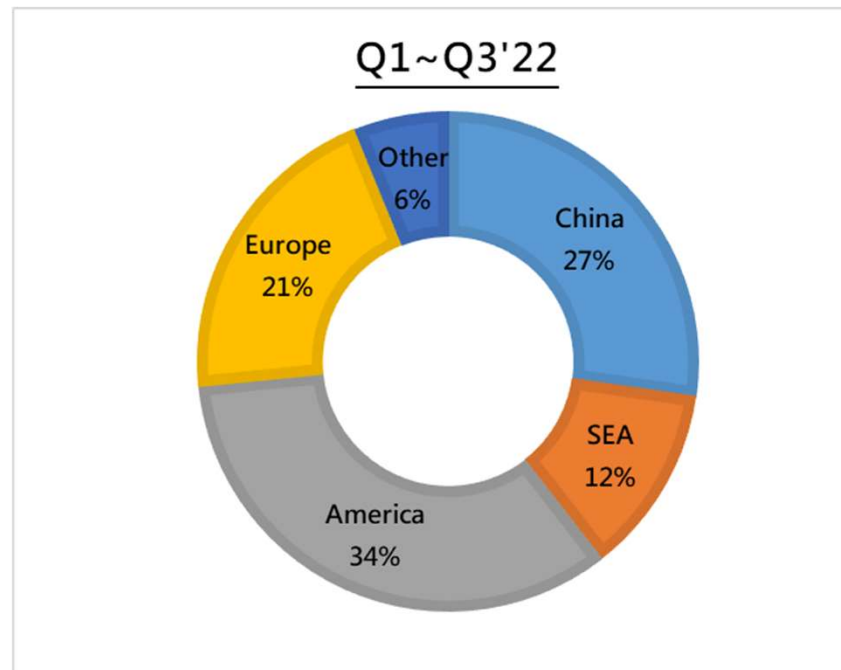
(In Thousands of New Taiwan Dollars)



- For Taiwan revenue, compared to last year, \$56,037, 41% YoY.
- For Foreign revenue, compared to last year, \$1,523, 10% YoY.

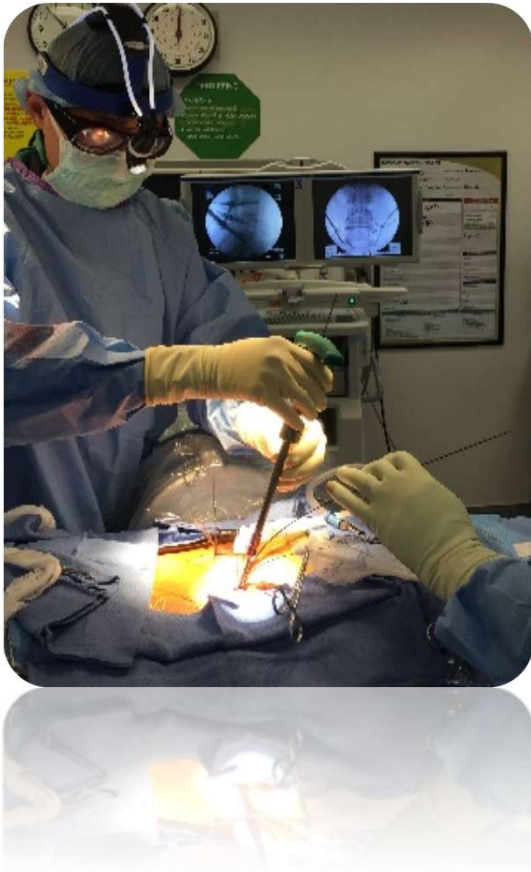
Global Revenue Statistics (2022 vs. 2023)

(In Thousands of New Taiwan Dollars)



- Compared to last year, 2023 YoY Strong revenue growth was driven by new clients, including Europe, SEA, America, and others.

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Future Outlook

SEA: Southeast Asia
LATAM: Latin America
ME: Middle East
TF: Tripod-Fix
CDMO: Contract Development and Manufacturing Organization

Wiltrom's 2nd Curve Moment

CE MDR Transfer

FDA Clinical Trial Kick-off

US Market Preparation

CDMO Capacity Scale-up

Evidence Marketing

2023

2024

2025

2026

2027

2028

BD/Sales

- TF sales > 3000 implants

- Engaging top global partners
- Penetrate to 6+ new EU countries (11+/27)
- Market expansion to LATAM, ME and SEA
- Sales synergy products

- Trained surgeons > 200

- Europe > 15 countries

- Worldwide > 31 countries

- EU sales traction (>80% coverage)

RA/Clinical

- TF Submitted for MDR

- Setting up TF study group
- Present at Eurospine and DWG
- KOLs engaged > 12
- TF clinical studies published

- EU & US clinical-related evidence

R&D

- VCF-relative product launch

- Fusion-relative product launch

- New material Device



Conclusion

- Revenue has continued to grow steadily in recent years.
- We have expanded our sales to overseas markets.
- Clinical validation will boost our market share.
- We are continuing to introduce new products to consolidate our market position.

Thank You

wittrom
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