



台灣生醫材料公司 (TPEX:6649) 法人說明會

2024/12/26

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台生材公司基本資料

■產品項目

泡沫式人工腦膜、腦血管/週邊血管/心血管之介入性醫療器材及其週邊

■公司設立時間：2012年11月12日

■公司地點：竹北生醫園區

■資本額：新台幣4.2億元

■董事長：梁永昌

■總經理：張文祥

■員工人數：35人



商業模式

自主研發

泡沫式人工腦膜
研發、取證、量產、銷售
高階醫療器材
從發想到產品商業化
建立臨床證據

創新合作開發

與銷售市場合作夥伴合作
合作夥伴提供市場資訊及資源
銷售通路及推廣
腦血管/週邊血管/心血管

泡沫式人工腦膜(Foamagen)



- 無須剪裁/縫合，使用方便
- 與市售主流產品成份相同，安全性高
- 物理性充填，服貼性高，不易形成空腔及間隙
- 成形後具不透水性，有效預防腦脊髓液外漏
- 水膠創新形式，臨床醫師具有更多的應用空間

泡沫式人工腦膜(Foamagen)

- 與經銷商合作，產品持續推廣，進入各大區域醫院及醫學中心
- 接收臨床回饋與並與醫師討論，持續改善產品設計及品質
- 執行臨床研究，收集量化數據，學會/期刊發表，建立產品品牌形象，提高醫師的使用意願及信心

創新合作開發

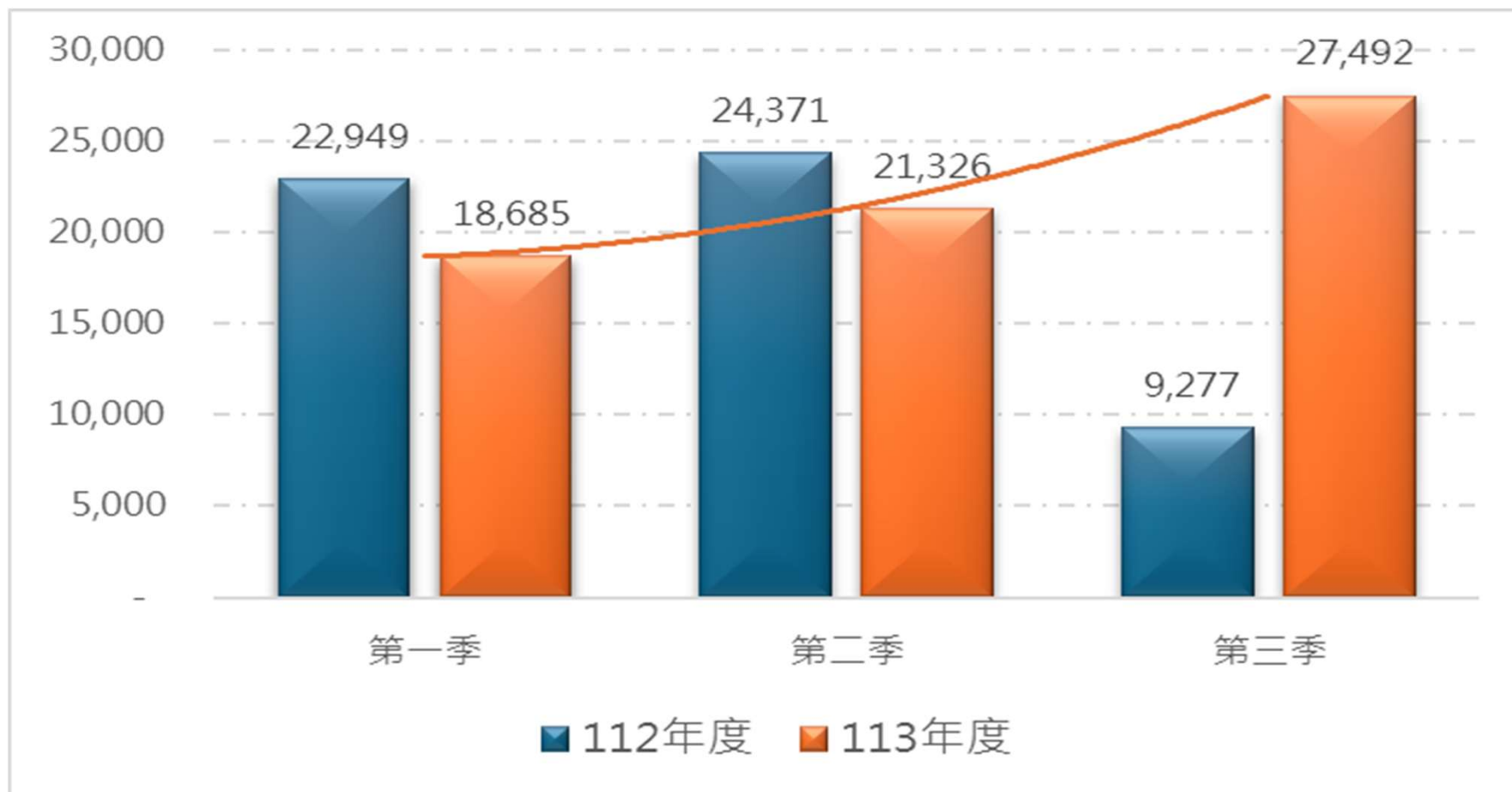
- 合作夥伴提供市場方面相關資源
 - 臨床需求/市場資訊/產品規格
 - 意見領袖/臨床回饋
 - 銷售通路
- 台生材提供產品研究/開發/製造相關資源
 - 研發/驗證/法規認證/量產製造/供應商管理
 - 彈性/快速/效率/品質/配合/溝通

Time to Market Efficiently!

持續開發新的產品線，增加成長動能
腦血管/週邊血管/心血管介入性醫療器材及其週邊
以此模式為基礎進一步開發CDMO客戶

季營收額

單位:新台幣千元



合併綜合損益表

單位:新台幣千元

| | 2024年1~3季 | | 2023年1~3季 | | 年成長 |
|-----------|-----------|------|-----------|------|-----|
| 營業收入 | 67,503 | 100% | 56,597 | 100% | 19% |
| 營業成本 | 26,060 | 39% | 20,196 | 36% | |
| 營業毛利 | 41,443 | 61% | 36,401 | 64% | 14% |
| 營業費用 | 50,856 | 75% | 43,852 | 77% | |
| 營業損失 | (9,413) | -14% | (7,451) | -13% | |
| 營業外收支 | 5,212 | 8% | 5,885 | 10% | |
| 稅前淨損 | (4,201) | -6% | (1,566) | -3% | |
| 所得稅費用(利益) | (761) | -1% | 1,099 | 2% | |
| 本期淨損 | (3,440) | -5% | (2,665) | -5% | |
| 基本每股盈餘 | (0.08) | | (0.06) | | |

未來展望

- 深耕現有創新合作開發模式，建立更多的產品線
- 開發新的CDMO客戶，擴大客戶群，實現營收成長及獲利穩定
- 擴展Foamagen臺灣銷售，建立產品安全性/有效性臨床證據，以此作為長期推展國際市場之基礎

