



HERBEST BIOTECH

Bringing Proven Medical Solutions to Taiwan Clinics

YOUR TRUSTED PARTNER IN CLINICAL PRACTICE

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한국어 번역

허베스트 바이오텍 (HERBEST BIOTECH)

검증된 의료 솔루션을 대만 클리닉에 제공합니다

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원문 (English)

HERBEST BIOTECH

Bringing Proven Medical Solutions to Taiwan Clinics

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HERBEST BIOTECH

Establishment & Values Positioning & Background



Establishment & Positioning

Founded: Established in 2020, deeply rooted in the healthcare and wellness industry.

Core Positioning: Dedicated to becoming Taiwan's premier distributor of premium medical devices and regenerative medicine products.

We act as a vital strategic catalyst, bridging cutting-edge international advancements with local clinics and professional practices.

CORPORATE PROFILE & FOUNDATIONS

Three Core Strategic Values

- 1. Product Curation:** Discovering and securing proven international medical innovations of true clinical value.
- 2. Local Adoption:** Driving successful clinical onboarding, hands-on masterclasses, and tailored local promotion.
- 3. Long-Term Trust:** Building robust, win-win relationships across our extensive medical networks.

*"We don't just distribute products
— we make them work in clinics."*

HERBEST BIOTECH

한국어 번역

회사 개요 및 기반 (CORPORATE PROFILE & FOUNDATIONS)

허베스트 바이오텍

■ 설립 및 포지셔닝

설립: 2020년 설립. 헬스케어·웰니스 산업에 깊이 뿌리내리고 있습니다.

핵심 포지셔닝: 대만 최고의 프리미엄 의료기기 및 재생의학 제품 유통사로 자리매김하는 데 전념합니다.

당사는 첨단 국제 기술과 현지 클리닉·전문 진료 현장을 잇는 핵심 전략적 촉매 역할을 합니다.

■ 3대 핵심 전략 가치

"우리는 단순히 제품을 유통하는 데 그치지 않고, 그 제품이 클리닉 현장에서 실제로 작동하도록 만듭니다."

- 1. 제품 큐레이션:** 진정한 임상적 가치를 지닌, 검증된 국제 의료 혁신 제품을 발굴하고 확보합니다.
- 2. 현지 도입:** 성공적인 임상 온보딩, 실습 마스터클래스, 맞춤형 현지 프로모션을 추진합니다.
- 3. 장기적 신뢰:** 광범위한 의료 네트워크 전반에 걸쳐 견고한 원-원 관계를 구축합니다.

원문 (English)

CORPORATE PROFILE & FOUNDATIONS

HERBEST BIOTECH

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Establishment & Values Positioning & Background

Primary Market

Deeply Rooted in High-Potential Markets

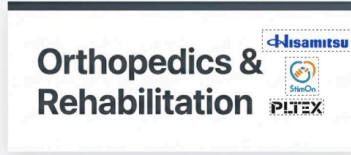


Primary Market: Taiwan



Aesthetic Medicine Segment

Providing smart AI-driven skin profiling systems (Evelab Insight / EveMuse), high-precision anti-aging lifting threads (Vsorb), needle-free meso delivery systems, and premium medical-grade exosomes.



Orthopedics & Rehabilitation Segment

Sourcing advanced painless pain-management technology (StimOn), targeted recovery skin patches (Tuning Element), and premium therapeutic support solutions (Hisamitsu).

STRATEGIC GEOGRAPHIC FOOTPRINT

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전략적 시장 거점 (STRATEGIC GEOGRAPHIC FOOTPRINT)

허베스트 바이오텍

고성장 잠재 시장에 깊이 뿌리내림

■ 미용의료 분야 (Aesthetic Medicine Segment)

AI 기반 스마트 피부 분석 시스템(Evelab Insight / EveMuse), 고정밀 안티에이징 리프팅 실(Vsorb), 무바늘 메조 전달 시스템, 프리미엄 의료용 엑소솜을 제공합니다.

■ 정형외과 및 재활 분야 (Orthopedics & Rehabilitation Segment)

무통 통증관리 첨단 기술(StimOn), 표적 회복 스킨 패치(Tuning Element), 프리미엄 치료 보조 솔루션(Hisamitsu)을 소싱합니다.

원문 (English)

STRATEGIC GEOGRAPHIC FOOTPRINT

HERBEST BIOTECH

Deeply Rooted in High-Potential Markets

Sourcing

advanced

painless

pain-management

technology

(StimOn),

targeted

recovery

skin

patches (Tuning Element), and premium therapeutic

support solutions (Hisamitsu).

Primary Market

Providing smart AI-driven skin profiling systems

(Evelab Insight / EveMuse), high-precision anti-aging

lifting threads (Vsorb), needle-free meso delivery

systems, and premium medical-grade exosomes.

Aesthetic Medicine Segment

Orthopedics & Rehabilitation Segment

Vision & Strategic Roadmap Our Mission



Our Vision: To be Taiwan's most trusted partner for medical product introduction, technological localization, and efficient clinic channel distribution.



Step 1: Introduce

Source and bring in international medical brands with true, verifiable clinical evidence and high patient safety profiles.



Step 2: Commercialize

Empower local clinics to successfully adopt technologies through training, certification, and tailored marketing support.



Step 3: Network

Build long-term, stable, and highly collaborative medical networks that foster academic growth and practice prosperity.

3-STEP EXECUTION MODEL

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한국어 번역

3단계 실행 모델 (3-STEP EXECUTION MODEL)

허베스트 바이오텍

비전: 의료 제품 도입, 기술의 현지화, 효율적인 클리닉 채널 유통 분야에서 대만에서 가장 신뢰받는 파트너가 되는 것.

1단계 — 도입(Introduce): 진정하고 검증 가능한 임상 근거와 높은 환자 안전성을 갖춘 국제 의료 브랜드를 소싱하여 들여옵니다.

2단계 — 상업화(Commercialize): 교육·인증·맞춤형 마케팅 지원을 통해 현지 클리닉이 기술을 성공적으로 도입하도록 지원합니다.

3단계 — 네트워크(Network): 학문적 성장과 진료 번영을 촉진하는 장기적·안정적·고도로 협력적인 의료 네트워크를 구축합니다.

원문 (English)

3-STEP EXECUTION MODEL

HERBEST BIOTECH

Our Vision: To be Taiwan's most trusted partner for medical product introduction, technological localization, and efficient clinic channel distribution.

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Vision & Strategic Roadmap Our Mission



Core Leadership Profile Executive Team



Daniel Chen

GENERAL MANAGER

20+ Years of Leadership: Extensive expertise driving aesthetics, biological, and medical device industries in local markets.

Global Brand Experience: Successfully managed and scaled multiple top-tier international medical equipment brands (including **Fotona, Cooltouch, Candela, Syneron, Lumenis, VASER, LPG, INDIBA and miraDry**).

Operational Strategist: Deep expertise in establishing product market positioning and building robust clinical sales systems from the ground up.

Proven Business Builder: Strong track record in building and scaling high-growth medical product businesses in Taiwan.

EXECUTIVE MANAGEMENT

HERBEST BIOTECH

한국어 번역

경영진 (EXECUTIVE MANAGEMENT)

허베스트 바이오텍

Daniel Chen — 총괄 매니저 (GENERAL MANAGER)

20년 이상의 리더십: 현지 시장에서 미용·바이오·의료기기 산업을 이끈 폭넓은 전문성.

글로벌 브랜드 경험: Fotona, Cooltouch, Candela, Syneron, Lumenis, VASER, LPG, INDIBA, miraDry 등 다수의 최고급 국제 의료장비 브랜드를 성공적으로 운영·성장시킴.

운영 전략가: 제품 시장 포지셔닝 확립과 임상 영업 시스템을 처음부터 구축하는 데 깊은 전문성 보유.

검증된 사업 빌더: 대만에서 고성장 의료 제품 사업을 구축·확장한 탄탄한 실적.

원문 (English)

EXECUTIVE MANAGEMENT

HERBEST BIOTECH

Daniel Chen

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Core Leadership Profile Executive Team



Operational Force Multiplier The Strike Team

~10

SPECIALISTS
Highly Efficient Strike Force

Sales Team (x10)

The operational core, maintaining high-frequency, direct client relationships across North, Central, and South Taiwan.

Marketing (x2)

Directs product positioning, branding campaigns, clinical webinars, and annual medical congress exhibitions.

Administration (x1)

Streamlines supply chain management, logistical compliance, quality assurance, and clinic-direct deliveries.

Clinical Support

On-site clinical education, training sessions, and hands-on promotion at the clinic level.



OUR BUSINESS STRUCTURE & HUMAN CAPITAL



HERBEST BIOTECH

한국어 번역

사업 구조 및 인적 자본 (OUR BUSINESS STRUCTURE & HUMAN CAPITAL)

허베스트 바이오텍

전문 인력 약 10명 — 고효율 정예 조직

영업팀 (10명): 운영의 핵심. 대만 북부·중부·남부 전역에서 고빈도의 직접 고객 관계를 유지합니다.

마케팅 (2명): 제품 포지셔닝, 브랜딩 캠페인, 임상 웨비나, 연례 의료 학회 전시를 총괄합니다.

관리 (1명): 공급망 관리, 물류 규정 준수, 품질 보증, 클리닉 직배송을 효율화합니다.

임상 지원: 클리닉 현장에서의 임상 교육, 트레이닝 세션, 실습 프로모션을 담당합니다.

원문 (English)

OUR BUSINESS STRUCTURE & HUMAN CAPITAL

HERBEST BIOTECH

~10

SPECIALISTS

Highly Efficient Strike Force

Sales Team (x10)

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Directs product positioning, branding campaigns, clinical webinars, and annual medical congress exhibitions.

Administration (x1)

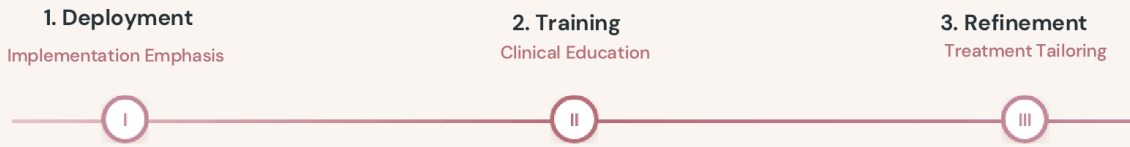
Streamlines supply chain management, logistical compliance, quality assurance, and clinic-direct deliveries.

Clinical Support

On-site clinical education, training sessions, and hands-on promotion at the clinic level.

Operational Force Multiplier The Strike Team

Clinical Integration Pipeline Systematic Deployment Framework



1. Deployment
Implementation Emphasis

A comprehensive onboarding process encompasses team training, protocol standardization, and live procedural demonstrations at each partner clinic.



IMPLEMENTATION FRAMEWORK: ONBOARDING TO MASTERY

2. Training
Clinical Education

Through specialized in-house workshops and academic masterclasses, physicians receive continuous advanced clinical education.



3. Refinement
Treatment Tailoring

In partnership with key opinion leaders (KOLs), bespoke treatment protocols are developed, refined, and optimized for clinical excellence.



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한국어 번역

실행 프레임워크: 도입에서 숙련까지 (IMPLEMENTATION FRAMEWORK: ONBOARDING TO MASTERY)

허베스트 바이오텍

1. 배치(Deployment) — 도입 중점: 각 파트너 클리닉에서 팀 교육, 프로토콜 표준화, 실제 시술 시연을 포괄하는 종합 온보딩 프로세스.
2. 교육(Training) — 임상 교육: 전문 사내 워크숍과 학술 마스터클래스를 통해 의료진에게 지속적인 고급 임상 교육을 제공합니다.
3. 고도화(Refinement) — 치료 맞춤화: 핵심 오피니언 리더(KOL)와 협력하여 맞춤형 치료 프로토콜을 개발·정교화·최적화합니다.

임상 통합 파이프라인 · 체계적 배치 프레임워크

원문 (English)

IMPLEMENTATION FRAMEWORK: ONBOARDING TO MASTERY

HERBEST BIOTECH

Implementation Emphasis

A comprehensive onboarding process

encompasses team training, protocol standardization, and live procedural demonstrations at each partner clinic.

Clinical Education

Through specialized in-house workshops and academic masterclasses, physicians receive continuous advanced clinical education.

Treatment Tailoring

In partnership with key opinion leaders (KOLs), best practice treatment protocols are developed, refined, and optimized for clinical excellence.

1. Deployment
2. Training
3. Refinement

Clinical Integration Pipeline Systematic Deployment Framework



Upstream Innovation & Integration



COMPREHENSIVE VALUE CHAIN SYNERGY

HERBEST BIOTECH

Integrating Upstream with Downstream

- Upstream Innovation (BioCraft Lab Partner)**
Collaborating with leading research labs to ensure raw biological activity and therapeutic molecules meet clinical excellence.
- The Activation Hub**
Converting raw research into highly useful, optimized, stable clinical solutions (such as active regenerative compounds).
- Seamless Downstream Application**
Delivering optimized products directly to our extensive, highly responsive nationwide clinic network.

Herbest Biotech seamlessly bridges the gap between scientific innovation and downstream clinical application through targeted ecosystem integration:

한국어 번역

종합적 가치사슬 시너지 (COMPREHENSIVE VALUE CHAIN SYNERGY)

허베스트 바이오텍

업스트림과 다운스트림의 통합

허베스트 바이오텍은 표적화된 생태계 통합을 통해 과학적 혁신과 다운스트림 임상 적용 사이의 간극을 매끄럽게 연결합니다:

업스트림 혁신 (BioCraft Lab 파트너): 선도 연구소와 협력하여 원천 생물학적 활성과 치료 분자가 임상적 우수성을 충족하도록 보장합니다.

활성화 허브 (Activation Hub): 원천 연구를 매우 유용하고 최적화된 안정적 임상 솔루션(예: 활성 재생 화합물)으로 전환합니다.

매끄러운 다운스트림 적용: 최적화된 제품을 광범위하고 즉각 반응하는 전국 클리닉 네트워크에 직접 공급합니다.

원문 (English)

COMPREHENSIVE VALUE CHAIN SYNERGY

HERBEST BIOTECH

Integrating Upstream with Downstream

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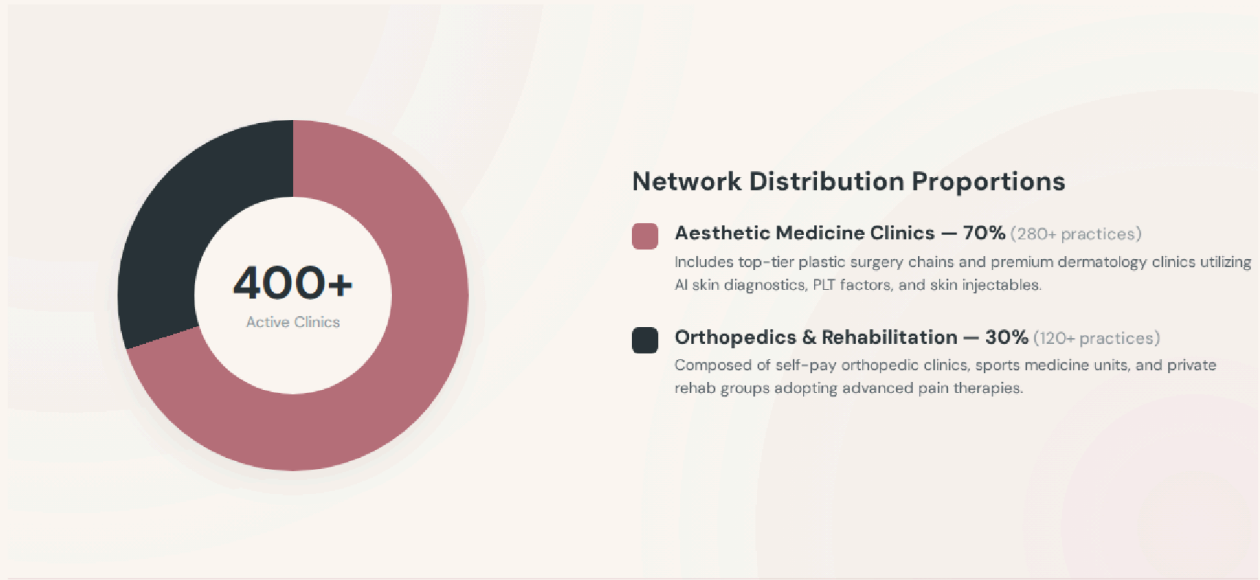
Seamless Downstream Application

Delivering optimized products directly to our extensive, highly responsive nationwide clinic network.

Upstream Innovation & Integration



Cooperating Clinic Network Market Reach



STRATEGIC CHANNEL DISTRIBUTION DATA

HERBEST BIOTECH

한국어 번역

전략적 채널 유통 데이터 (STRATEGIC CHANNEL DISTRIBUTION DATA)

허베스트 바이오텍

협력 클리닉 네트워크 · 시장 도달 범위

원문 (English)

STRATEGIC CHANNEL DISTRIBUTION DATA

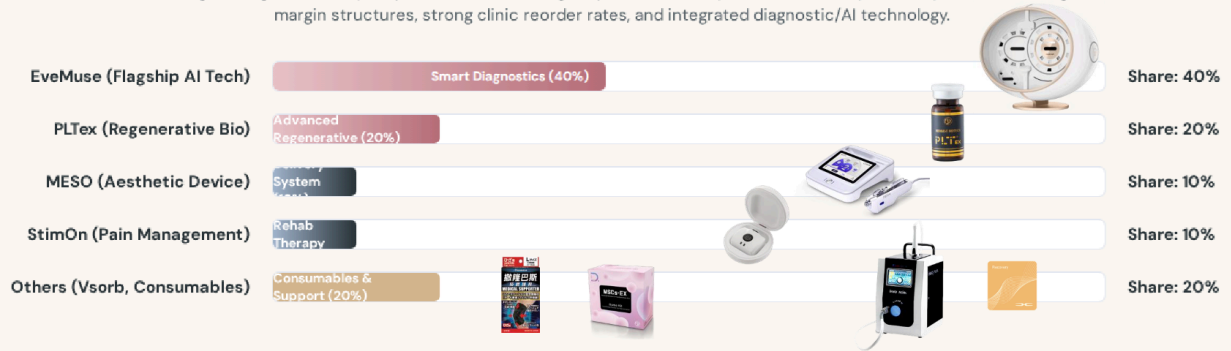
HERBEST BIOTECH

Cooperating Clinic Network Market Reach

Risk Mitigation & Product Portfolio Strategic Focus



To mitigate single-channel policy risk, Herbest strategically diversifies its product lines. We prioritize products with high margin structures, strong clinic reorder rates, and integrated diagnostic/AI technology.



DIVERSIFIED PRODUCT SOURCING STRATEGY

HERBEST BIOTECH

한국어 번역

다각화된 제품 소싱 전략 (DIVERSIFIED PRODUCT SOURCING STRATEGY)

허베스트 바이오텍

리스크 분산 및 제품 포트폴리오 · 전략적 집중

원문 (English)

DIVERSIFIED PRODUCT SOURCING STRATEGY

HERBEST BIOTECH

Risk Mitigation & Product Portfolio Strategic Focus




Our Four Pillars of Success Key Strengths

1. Depth

Maintaining highly trusted, direct-to-owner relationships with 400+ active partner clinics in Taiwan.


Primary Market: Taiwan



EXECUTION IS OUR CORE ADVANTAGE


2. Force

A specialized sales strike team delivering premium B2B consultation, onboarding, and business modeling.




3. Speed

Highly streamlined workflow enabling rapid product compliance, import logistics, and clinical rollout.



4. Influence

Active participation in top aesthetic and rehabilitation congresses, driving deep KOL endorsement networks.



HERBEST BIOTECH

한국어 번역

실행력이 우리의 핵심 경쟁력 (EXECUTION IS OUR CORE ADVANTAGE)

허베스트 바이오텍

1. 깊이(Depth): 대만 내 400곳 이상의 활성 파트너 클리닉과 매우 신뢰도 높은 '원장 직접(direct-to-owner)' 관계를 유지합니다.
2. 추진력(Force): 프리미엄 B2B 컨설팅·온보딩·비즈니스 모델링을 제공하는 전문 영업 정예팀.
3. 속도(Speed): 신속한 제품 인허가, 수입 물류, 임상 출시를 가능케 하는 고도로 간소화된 워크플로우.
4. 영향력(Influence): 주요 미용·재활 학회에 적극 참여하여 깊이 있는 KOL 추천 네트워크를 구축합니다.

성공의 4대 기둥 · 핵심 강점

원문 (English)

EXECUTION IS OUR CORE ADVANTAGE

HERBEST BIOTECH

1. Depth

Maintaining highly trusted,

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with 400+ active partner clinics
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2. Force

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aesthetic and rehabilitation
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endorsement networks.

Our Four Pillars of Success Key Strengths



Active Clinical Engagement Academic Reach



Major Annual Exhibitions

We maintain a dominant presence at top-tier congresses in Taiwan, including **AMWC Taipei**, **ISDS Dermatology**, and **The Rehabilitation Annual Meeting**, showcasing cutting-edge AI diagnostic tools and biological solutions.

BUILDING MEDICAL KNOWLEDGE NETWORKS



Self-Hosted Workshops

We host exclusive, high-frequency "Hands-on Clinical Workshops". Key opinion leaders and partner physicians share clinical protocols, technical injection methods, and thread-lifting demonstrations directly.



Continuous Education

Our dedicated clinical support team continuously follows up with clinics to provide further training, optimization of treatment recipes, advanced safety guidance, and direct commercial support.

HERBEST BIOTECH

한국어 번역

의료 지식 네트워크 구축 (BUILDING MEDICAL KNOWLEDGE NETWORKS)

허베스트 바이오텍

주요 연례 전시회: AMWC Taipei, ISDS 피부과학회, 재활 연례학회 등 대만 최고 학회에서 압도적 입지를 유지하며 첨단 AI 진단 도구와 바이오 솔루션을 선보입니다.

자체 주최 워크숍: 고빈도의 독점 '실습 임상 워크숍'을 개최합니다. KOL과 파트너 의료진이 임상 프로토콜, 주사 시술 기법, 실 리프팅 시연을 직접 공유합니다.

지속 교육: 전담 임상 지원팀이 클리닉을 지속적으로 팔로업하여 추가 교육, 치료 레시피 최적화, 고급 안전 가이드, 직접적 상업 지원을 제공합니다.

적극적 임상 참여 · 학술적 도달력

원문 (English)

BUILDING MEDICAL KNOWLEDGE NETWORKS

HERBEST BIOTECH

Major Annual Exhibitions

We maintain a dominant presence at top-tier congresses in Taiwan, including **AMWC Taipei**,

****ISDS Dermatology****, and ****The Rehabilitation Annual Meeting****, showcasing cutting-edge AI diagnostic tools and biological solutions.

Self-Hosted Workshops

We host exclusive, high-frequency "Hands-on Clinical Workshops". Key opinion leaders and partner physicians share clinical protocols, technical injection methods, and thread-lifting demonstrations directly.

Continuous Education

Our dedicated clinical support team continuously follows up with clinics to provide further training, optimization of treatment recipes, advanced safety guidance, and direct commercial support.

Active Clinical Engagement Academic Reach



Our Growth Trajectory Milestones



OUR HISTORICAL JOURNEY & FUTURE PREPAREDNESS

HERBEST BIOTECH

한국어 번역

당사의 발자취와 미래 준비 (OUR HISTORICAL JOURNEY & FUTURE PREPAREDNESS)

허베스트 바이오텍

2020 — 창립 및 설립: 허베스트 바이오텍 공식 출범. 초기 프리미엄 미용 제품 라이선스를 확보하고 운영 네트워크 기반을 마련.

2021-2023 — 미용 채널 구축: 미용의료 고객 네트워크를 크게 확장. EveMuse 피부 분석과 PLT 재생인자를 대만 클리닉 전반에 성공적으로 도입.

2024-2025 — 재활·정형외과·AI 확장: StimOn 출시로 통증관리·정형외과로 전략적 다각화. AI 진단과 바이오 치료를 연계해 핵심 가치 제안을 강화.

성장 궤적 · 주요 이정표

원문 (English)

OUR HISTORICAL JOURNEY & FUTURE PREPAREDNESS

HERBEST BIOTECH

Foundation & Establishment

Formal launch of Herbest

Biotech. Secured initial

premium aesthetic

product licenses and laid

the operational network

foundation.

Building the Aesthetics Channel

Significantly expanded our

aesthetic medicine client

network. Successfully

integrated EveMuse skin

profiling and PLT

regenerative factors across

Taiwan clinics.

Rehab, Orthopedics, & AI Expansion

Diversified strategically

into pain management and

orthopedics with the

rollout of StimOn.

Hardened core value

propositions by linking AI

diagnostics with biological

treatments.

2020

2021 - 2023

2024 - 2025

Our Growth Trajectory Milestones

Future Expansion Strategy 2026 and Beyond



Deepen Existing Network (Vertical)

Maximize Clinic Wallet Share: Expand high-margin product adoption (PLT / exosomes) within our existing 400+ active partner clinics.

Utilizing proprietary platelet freeze-dried crystals to expand biological injection portfolios, clinical trials, and deep R&D integration with .

AI Diagnostic Ecosystem: Evelab: Taiwan's No. 1 Diagnostics

Positioning Evelab as the undisputed skin diagnostics authority. Actively deploying AI facial analyzers to establish objective, data-backed clinical consultation standard.

Next-Gen EBD & Lifting Market

Expanding into medical-grade Energy-Based Devices (EBD). Leveraging dynamic MUSE facial 3D mapping as the gold standard to scientifically validate before/after lifting efficacy.

FOCUSED GROWTH BASED ON STRONG LOCAL FOUNDATIONS

HERBEST BIOTECH

한국어 번역

탄탄한 현지 기반에 근거한 집중 성장 (FOCUSED GROWTH BASED ON STRONG LOCAL FOUNDATIONS)

허베스트 바이오텍

■ 기존 네트워크 심화 (수직 성장)

클리닉 지갑 점유율 극대화: 기존 400곳 이상의 활성 파트너 클리닉 내에서 고마진 제품(PLT/엑소좀) 채택을 확대합니다.

자체 혈소판 동결건조 결정을 활용하여 바이오 주사제 포트폴리오, 임상시험, 심층 R&D 통합을 확장합니다.

■ AI 진단 생태계 — Evelab: 대만 1위 진단

Evelab을 독보적인 피부 진단 권위자로 포지셔닝. AI 안면 분석기를 적극 배치하여 객관적·데이터 기반 임상 상담 표준을 확립합니다.

■ 차세대 EBD & 리프팅 시장

의료용 에너지 기반 장비(EBD)로 확장. 동적 MUSE 안면 3D 매핑을 골드 스탠더드로 활용하여 리프팅 전후 효과를 과학적으로 검증합니다.

미래 확장 전략 · 2026년 이후

원문 (English)

FOCUSED GROWTH BASED ON STRONG LOCAL FOUNDATIONS

HERBEST BIOTECH

Deepen Existing Network (Vertical)

Next-Gen EBD & Lifting Market

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Leveraging dynamic MUSE facial 3D mapping as the gold standard to scientifically validate before/after lifting efficacy.

Future Expansion Strategy 2026 and Beyond



| TORR RF – Taiwan Market Positioning & Strategy



HERBEST BIOTECH

한국어 번역

허베스트 바이오텍

TORR RF — 대만 시장 포지셔닝 및 전략

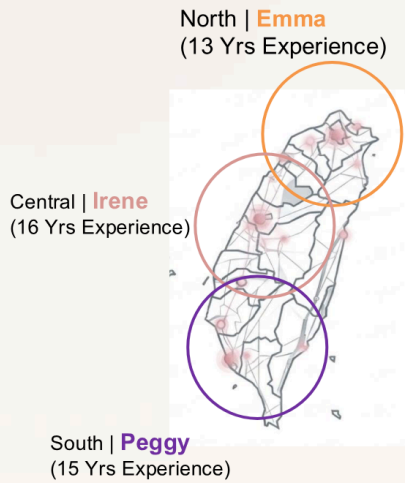
원문 (English)

HERBEST BIOTECH

TORR RF – Taiwan Market Positioning & Strategy



Herbest Sales Leadership Team In Taiwan



Proven RF & EBD Track Record:

Collectively managed and sold top global systems, including **LPG, Endymed, Cynosure SXV, INDIBA, Ellman Pellève,** and **Pollogen TriPollar.**

Zero Learning Curve for TORR RF:

The clinical mechanics and operational logic of these legacy brands directly align with **TORR RF**, ensuring immediate technical proficiency and rapid nationwide clinical onboarding.

한국어 번역

허베스트 바이오텍

대만 허베스트 영업 리더십 팀

북부 | Emma (경력 13년)

중부 | Irene (경력 16년)

남부 | Peggy (경력 15년)

검증된 RF & EBD 실적: LPG, Endymed, Cynosure SXV, INDIBA, Ellman Pellève, Pollogen TriPollar 등 글로벌 최고 시스템을 종합적으로 운영·판매한 경험.

TORR RF, 러닝 커브 제로: 이들 기존 브랜드의 임상 메커니즘과 운영 논리가 TORR RF와 직접 일치하여, 즉각적인 기술 숙련과 신속한 전국 임상 온보딩을 보장합니다.

원문 (English)

HERBEST BIOTECH

Herbest Sales Leadership Team In Taiwan

North | Emma

(13 Yrs Experience)

Central | Irene

(16 Yrs Experience)

South | Peggy

(15 Yrs Experience)

Proven RF & EBD Track Record:

Collectively managed and sold top global systems, including LPG, Endymed, Cynosure SXV, INDIBA, Ellman Pelléve, and Pollogen TriPollar.

Zero Learning Curve for TORR RF:

The clinical mechanics and operational logic of these legacy brands directly align with TORR RF, ensuring immediate technical proficiency and rapid nationwide clinical onboarding.

TORR RF: Disruptive Innovation



Unbeatable Technology & Maximum ROI

TORR RF's unique design addresses key pain points in both clinical profitability and patient comfort.

- Zero Consumables Advantage: Eliminating expensive cartridge costs ensures unprecedented profit margins and extremely rapid ROI for Taiwan clinics.
- ⚡ Patented Auto-Circular Head (68 rpm): Guarantees uniform energy delivery, prevents thermal hotspots, and eliminates risk of superficial burns.
- ⚡ Vibro-Comfort Mode (10,000 bpm): Distributes heat energy painlessly via the Gate Control Theory, removing the need for anesthesia.



HERBEST BIOTECH

한국어 번역

허베스트 바이오텍

TORR RF: 파괴적 혁신

압도적 기술력과 최대 ROI

TORR RF의 독창적 설계는 임상 수익성과 환자 편안함이라는 두 가지 핵심 페인포인트를 모두 해결합니다.

무(無)소모품 장점: 값비싼 카트리지를 없애 전혀 없는 이익률과 매우 빠른 ROI를 대만 클리닉에 제공합니다.

특허받은 자동 회전 헤드 (68 rpm): 균일한 에너지 전달을 보장하고 열점(hot spot)을 방지하며 표피 화상 위험을 제거합니다.

바이브로-컴포트 모드 (10,000 bpm): 관문 통제 이론(Gate Control Theory)을 통해 열에너지를 무통으로 분산시켜 마취가 필요 없습니다.

원문 (English)

HERBEST BIOTECH

TORR RF: Disruptive Innovation

Unbeatable Technology & Maximum ROI

TORR RF's unique design addresses key pain points in both clinical profitability and patient comfort.

Zero Consumables Advantage: Eliminating expensive cartridge costs ensures unprecedented profit margins and extremely rapid ROI for Taiwan clinics.

Patented Auto-Circular Head (68 rpm): Guarantees uniform energy delivery, prevents thermal hotspots, and eliminates risk of superficial burns.

Vibro-Comfort Mode (10,000 bpm): Distributes heat energy painlessly via the Gate Control Theory, removing the need for anesthesia.



Target Segments & Market Penetration: Aesthetic Focus

Our Immediate Launch Pad (Phase 1 Baseline)

- Herbest Current Base: 280+ Active Premium Aesthetic Clinics (70% of our established network).
- Launch Strategy: These highly trusted, direct-to-owner accounts serve as our immediate seed sites for high-frequency TORR RF demo rollouts and rapid initial onboarding.



Herbest Core Base

Dual-Channel Network Focus

Our mature distribution network comprises over 400 active clinics across Taiwan, providing immediate entry points for TORR RF's versatile handpieces.

- **Aesthetic Medicine Segment — 70% (280+ Clinics)**
Deploying Face (340mm) and Micro (620mm) heads for non-invasive skin tightening and anti-aging.
- **Orthopedics & Rehab Segment — 30% (120+ Clinics)**
Deploying Body (250mm) heads for deep thermal therapeutic pain relief and spasm rehabilitation.

Scaling Across Taiwan's ~2,500+ Aesthetic Accounts

1. Independent Dermatology & Aesthetic Clinics (~1,500+ Sites)
2. Anti-Aging & Luxury Wellness Centers (~700+ Sites)
3. Premium Plastic Surgery Chains & Medical Groups (~300+ Sites)

HERBEST BIOTECH

한국어 번역

허베스트 바이오텍

타겟 세그먼트 및 시장 침투: 미용 분야 집중

■ 허베스트 핵심 기반 — 즉각적 출시 거점 (1단계 베이스라인)

허베스트 현재 기반: 280곳 이상의 활성 프리미엄 미용 클리닉 (구축된 네트워크의 70%).

출시 전략: 신뢰도 높은 '원장 직접 거래' 계정을 즉각적인 시드 사이트로 활용하여 고빈도 TORR RF 데모 전개와 신속한 초기 온보딩을 진행합니다.

■ 대만 전역 약 2,500곳 이상의 미용 계정으로 확장

1. 독립 피부과·미용 클리닉 (약 1,500곳 이상)
2. 안티에이징·럭셔리 웰니스 센터 (약 700곳 이상)
3. 프리미엄 성형외과 체인·메디컬 그룹 (약 300곳 이상)

원문 (English)

HERBEST BIOTECH

Target Segments & Market Penetration: Aesthetic Focus

Herbest Core Base

Our Immediate Launch Pad (Phase 1 Baseline)

- Herbest Current Base: 280+ Active Premium Aesthetic Clinics (70% of our established network).
- Launch Strategy: These highly trusted, direct-to-owner accounts serve as our immediate seed sites for high-frequency TORR RF demo rollouts and rapid initial onboarding.

Scaling Across Taiwan's ~2,500+ Aesthetic Accounts

1. Independent Dermatology & Aesthetic Clinics (~1,500+ Sites)
2. Anti-Aging & Luxury Wellness Centers (~700+ Sites)
3. Premium Plastic Surgery Chains & Medical Groups (~300+ Sites)



Market Competition & Strategic Opportunities 1

1. Direct RF Competitors:

The Landscape:

INDIBA (500kHz),
Winback (300kHz–1MHz),
EndyMed
Venus Freeze,
Pollogen Tripollar

Competitor Vulnerabilities & Market Gaps:

High Operator Fatigue: Legacy capacitive/resistive RF systems like *INDIBA* and *Winback* are heavily reliant on manual therapist labor and specific techniques, leading to inconsistent clinical results and high staff turnover.

Consumable Burden: Systems like *EndyMed* carry ongoing consumable costs, severely cutting into clinic net profit margins amid rising operational overhead.

Aging Technology: *Venus Freeze* and *Pollogen Tripollar* represents an older generation of technology, creating a massive wave of clinics actively looking for a premium, next-gen upgrade.

The TORR RF Disruption: Completely eclipses direct RF competitors via the **patented 68 rpm auto-circular motion** (eliminating manual labor), **Vibro-Comfort painless mode**, and **zero consumable cartridges** for unbeatable clinical ROI.

HERBEST BIOTECH

한국어 번역

허베스트 바이오텍

시장 경쟁 및 전략적 기회 (1)

1. 직접 RF 경쟁자

경쟁 구도: INDIBA (500kHz), Winback (300kHz–1MHz), EndyMed, Venus Freeze, Pollogen TriPollar.

경쟁자 취약점 및 시장 공백:

높은 시술자 피로도: INDIBA, Winback 같은 기존 정전용량/저항 방식 RF 시스템은 시술자의 수작업과 특정 기술에 크게 의존하여 임상 결과가 일관되지 않고 인력 이탈률이 높습니다.

소모품 부담: EndyMed 같은 시스템은 지속적인 소모품 비용이 발생하여 운영비 상승 속에 클리닉 순이익률을 크게 잠식합니다.

노후 기술: Venus Freeze와 Pollogen TriPollar는 구세대 기술로, 프리미엄 차세대 업그레이드를 적극 모색하는 거대한 클리닉 수요층을 형성하고 있습니다.

TORR RF의 파괴력: 특허받은 68 rpm 자동 회전 모션(수작업 제거), 바이브로-컴포트 무통 모드, 무(無)소모품 카트리지를 통해 직접 RF 경쟁자들을 완전히 압도하며 타의 추종을 불허하는 임상 ROI를 실현합니다.

원문 (English)

HERBEST BIOTECH

Market Competition & Strategic Opportunities 1

1. Direct RF Competitors:

The Landscape:

INDIBA (500kHz),

Winback (300kHz–1MHz),

EndyMed

Venus Freeze.

Pollogen Tripollar

Competitor Vulnerabilities & Market Gaps:

High Operator Fatigue: Legacy capacitive/resistive RF systems like INDIBA and Winback are heavily reliant on manual therapist labor

and specific techniques, leading to inconsistent clinical results and high staff turnover.

Consumable Burden: Systems like EndyMed carry ongoing consumable costs, severely cutting into clinic net profit margins amid rising

operational overhead.

Aging Technology: Venus Freeze and Pollogen Tripollar represents an older generation of technology, creating a massive wave of

clinics actively looking for a premium, next-gen upgrade.

The TORR RF Disruption: Completely eclipses direct RF competitors via the patented 68 rpm auto-circular motion (eliminating

manual labor), Vibro-Comfort painless mode, and zero consumable cartridges for unbeatable clinical ROI.



Market Competition & Strategic Opportunities 2

2. Microwave Competitors: The Cross-Selling Moat & Upsell Opportunity

The Landscape: *Onda Pro* and *PTING Ultra Microwave*.

The Strategic Pivot (Turning Threats into Qualified Leads):

Pre-Qualified Premium Accounts: Clinics that have already purchased *Onda Pro* or *PTING* are verified, high-spending, premium accounts with a deeply established clientele for high-end tightening and body contouring.

Perfect Portfolio Synergy: TORR RF does not conflict with microwave tissue-interaction; instead, it acts as the ideal RF companion workstation.

The Zero-Consumable Leverage: Because TORR RF carries **zero consumable overhead**, these advanced clinics can effortlessly bundle TORR RF with their existing microwave treatments. This allows them to create high-margin hybrid lifting protocols and increase patient treatment frequency without adding to their cost base.

HERBEST BIOTECH

한국어 번역

허베스트 바이오텍

시장 경쟁 및 전략적 기회 (2)

2. 마이크로웨이브 경쟁자: 크로스셀링 해자(Moat)이자 업셀 기회

경쟁 구도: *Onda Pro* 및 *PTING Ultra Microwave*.

전략적 전환 (위협을 적격 리드로):

사전 검증된 프리미엄 계정: 이미 *Onda Pro* 또는 *PTING*을 구매한 클리닉은 고가 타이팅·바디 컨투어링을 위한 탄탄한 고객층을 갖춘, 검증된 고지출 프리미엄 계정입니다.

완벽한 포트폴리오 시너지: TORR RF는 마이크로웨이브의 조직 상호작용과 충돌하지 않으며, 오히려 이상적인 RF 보완 워크스테이션으로 작동합니다.

무(無)소모품 레버리지: TORR RF는 소모품 비용이 전혀 없으므로, 이들 선진 클리닉은 기존 마이크로웨이브 치료에 TORR RF를 손쉽게 번들링할 수 있습니다. 이를 통해 비용 부담 없이 고마진 하이브리드 리프팅 프로토콜을 구성하고 환자 치료 빈도를 높일 수 있습니다.

원문 (English)

HERBEST BIOTECH

Market Competition & Strategic Opportunities 2

2. Microwave Competitors: The Cross-Selling Moat & Upsell Opportunity

The Landscape: Onda Pro and PTING Ultra Microwave.

The Strategic Pivot (Turning Threats into Qualified Leads):

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accounts with a deeply established clientele for high-end tightening and body contouring.

Perfect Portfolio Synergy: TORR RF does not conflict with microwave tissue-interaction; instead, it acts as the ideal RF

companion workstation.

The Zero-Consumable Leverage: Because TORR RF carries zero consumable overhead, these advanced clinics can

effortlessly bundle TORR RF with their existing microwave treatments. This allows them to create high-margin hybrid lifting

protocols and increase patient treatment frequency without adding to their cost base.



TORR RF Taiwan Launch Timeline



한국어 번역

허베스트 바이오텍

TORR RF 대만 출시 로드맵

1단계 (2026 Q2-2027 Q2) — 인허가 준비: BRITZMEDI와 문서 사양을 정렬. Allison이 TFDA Class II(2등급) 인허가 파이프라인을 조율합니다.

2단계 (2026 Q4~) — 임상 시드 KOL: 주요 학술 센터에 초기 평가 장비를 배치하여 대만 맞춤형 임상 프로토콜을 확립합니다.

3단계 (2027 Q2) — 출시: 한국 의료 트레이너와 함께 실습 인증 워크숍을 개최하여 초기 TORR RF 도입을 견인합니다.

4단계 (2027 Q1-Q2) — 전시:

2027년 3월 — Spring TAAM Conference

2027년 4월 — Spring TSPLM 연례학회

2027년 5월 — AMWC Taipei

원문 (English)

HERBEST BIOTECH

TORR RF Taiwan Launch Timeline

Phase 1: 2026 Q2-2027 Q2

Regulatory Prep

Aligning documentation specs with BRITZMEDI.

Allison coordinates the TFDA Class II filing pipeline.

Phase 2 2026 Q4~

Clinical Seed KOLs

Placing early evaluation units in key academic centers to establish customized Taiwanese clinical protocols.

Phase 3: 2027 Q2

Launch

Hosting hands-on certification workshops with Korean medical trainer to drive early TORR RF adoption.

Phase 4 2027 Q1-Q2

Exhibition

2027 March Spring TAAM Conference

2027 April Spring TSPLM Annual Meeting

2027 May AMWC Taipei



Partner with Herbest Biotech

Connecting breakthrough global biodevices with clinical market leaders in
Taiwan.

We help global products succeed through expert local execution.

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한국어 번역

허베스트 바이오텍과 파트너십을

혁신적인 글로벌 바이오디바이스를 대만의 임상 시장 리더와 연결합니다.

우리는 전문적인 현지 실행을 통해 글로벌 제품의 성공을 돕습니다.

여러분과의 협업을 기대합니다.

허베스트 바이오텍

원문 (English)

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