ScinoPharm Taiwan, Ltd.

Company Overview

Founded in 1997, ScinoPharm is a leading high quality API supplier to the global pharma and biotechnology industry. We provide a full range of API services from process development, production of early phase clinical trial material to large-scale manufacturing for commercial launches.

Headquartered in Tainan, Taiwan, ScinoPharm operates a cGMP facility in full compliance with regulatory standards of US, EU, Japan, Australia, Korea and Mexico. Our facilities, specifically designed to manufacture cytotoxic and high potent compounds, can readily handle oncology and hormonal products, as well as most other APIs made of small molecules and peptides. While serving the global generic industry, ScinoPharm also offers contract research and manufacturing services with a full regulatory and analytical support to brand and new drug development companies throughout the world. We now serve about 400 customers, including most of the largest brand and generic drug companies. We also provides a vertically integrated, one-stop-shopping service for its API customers by expanding into the field of oncological injectable formulation.

Chairman

Chih-Hsien Lo

CEO

Yung-Fa Chen

Paid-up Capital

NTD 7,907,392,220

Company Headquarters

No.1, Nan-Ke 8th Road, Southern Taiwan Science Park, Shan-Hua, Tainan 74144, Taiwan

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Mission and Strategy

Mission

- Maintain dominant position in Specialty API for generic market
- Provide API custom synthesis services to new drug development & brand companies
  - Process R&D and clinical supplies leading to future contract manufacturing opportunities of NCEs.
  - Contract manufacturing of mature products

- Supplying small molecules and peptides services with high potency,high technological barriers and patent non-infringing

Strategy

Transforming to a full-scope pharma company per our core competency of R&D and cGMP manufacturing in high-technical barrier APIs

- Maintain balance between generic and brand business, non-competing on same product
- Provide comprehensive (life-cycle) services to NCE development companies from clinical materials to commercial
- Focus on generic APIs with high technological barriers to entry
- Provide low cost R&D and manufacturing of early steps in China coupled with high quality, IP-protected GMP production in Taiwan

Financial Results

Year	2012	2013	2014	2015	2016	1Q-3Q2017
Revenue	4,573	5,088	4,098	3,955	4,031	2,621
Net Profit After Tax	1,170	1,273	484	635	659	3.62

(Unit: NTD$ MM)

Manufacturing Facilities

Taiwan

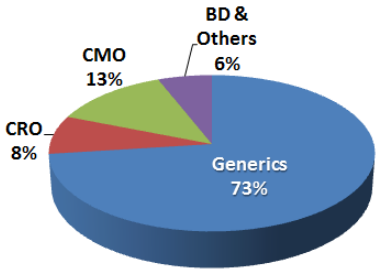
- **6.6 hectares of land, 330K sqft facilities with >200M^3 reactor volume**
- **5 of 16 production lines equipped with high potency capabilities for cytotoxic/steroids**
- **Passed US FDA, EMA, Australian TGA, Japanese PMDA inspections & 300+ cGMP customer audits**
- **Provides comprehensive contract research & manufacturing services for Brand drug companies**
- **Global Market served**

China

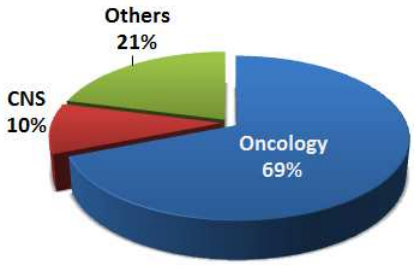
- **6.5 hectares of land with > 250M^3 reactor volume**
- **3 of 7 production lines equipped with high potency capabilities for cytotoxics**
- **US FDA approved cGMP facility for intermediates & high potency APIs**
- **Full scope capabilities in developing and producing APIs from small to large scale for generic & CRAM markets**
- **Global market served including China**

ScinoPharm

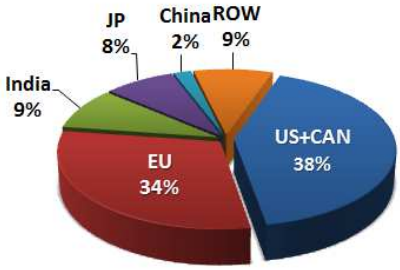
Q1-Q3 2017 Sales by Business



Q1-Q3 2017 Sales by Region



Q1-Q3 2017 Sales by Indications



Outlook

- Sustain Leadership in Oncological APIs: Continue to launch and develop oncological injectable APIs & others with high technological barriers including Peptides
- Establish Presences in China: Develop APIs and formulations to timely capture the generic business with strategic alliance and CRAMs from MNCs
- Japanese Market Penetration: Expand strategic partnerships with major pharma
- Vertical Integration – API+ANDA: Select difficult-to-make APIs to formulate dossiers and build an oncology injectable plant to provide value-added total solution to customers
- Transforming to a full-scope pharmaceutical company per our core competency of R&D and cGMP manufacturing in high-technical barrier APIs :
  - Vertical Integration to Generic Formulations: Developing dossiers per our difficult-to-make APIs to increase value proposition in the supply chain
  - Innovative Delivery Formulations: Targeted delivery & extended release of proven APIs via 505(b)2 fast track
  - Brand New Chemical Entities (New Drugs): Collaborating with academic research institutes, focusing on un-met oncological medical needs of high prevalence in Asia