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ScinoPharm Investor Conference

January, 2024



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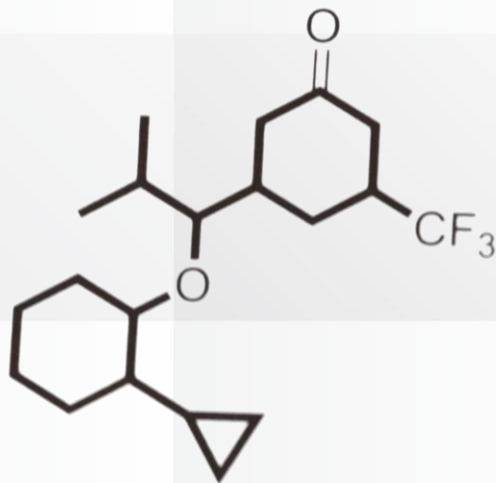


Agenda

01 Company Overview

02 Business Update

03 Financial Performance



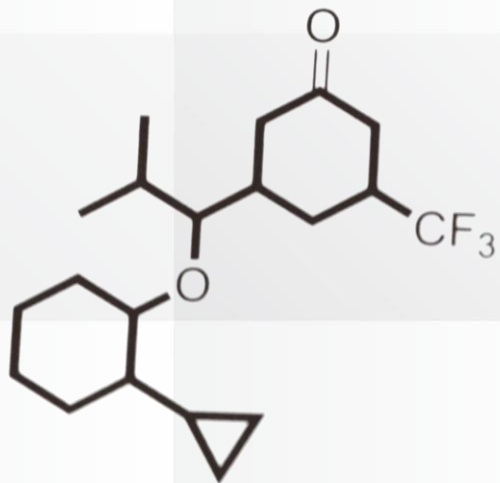
Company Overview



ScinoPharm at a Glance

- Est. 1997 in Taiwan with R&D/CGMP plants in Tainan and Changshu, China plus marketing forces in Tainan, Shanghai and Tokyo
- Specializes in providing R&D and CGMP manufacturing of APIs (cytotoxic/steroid) and injectable drug products
- 76 generic APIs in portfolio with 37 referred and approved ANDAs/NDAs*
 - 923 active DMFs worldwide with 68 US DMFs*
- 200+ contract projects with 11 approved/launched (9 NCEs) and 6 in phase 3 for NDA/MAA filing within 1-3 years*
- API plant certified by key international regulators - US FDA, EMA, EDQM, Australian TGA, Japanese PMDA, Korea KFDA, Mexico COFEPRIS and German Authority
- Injectable plant certified by US FDA and TFDA

*As of 2023/11/30



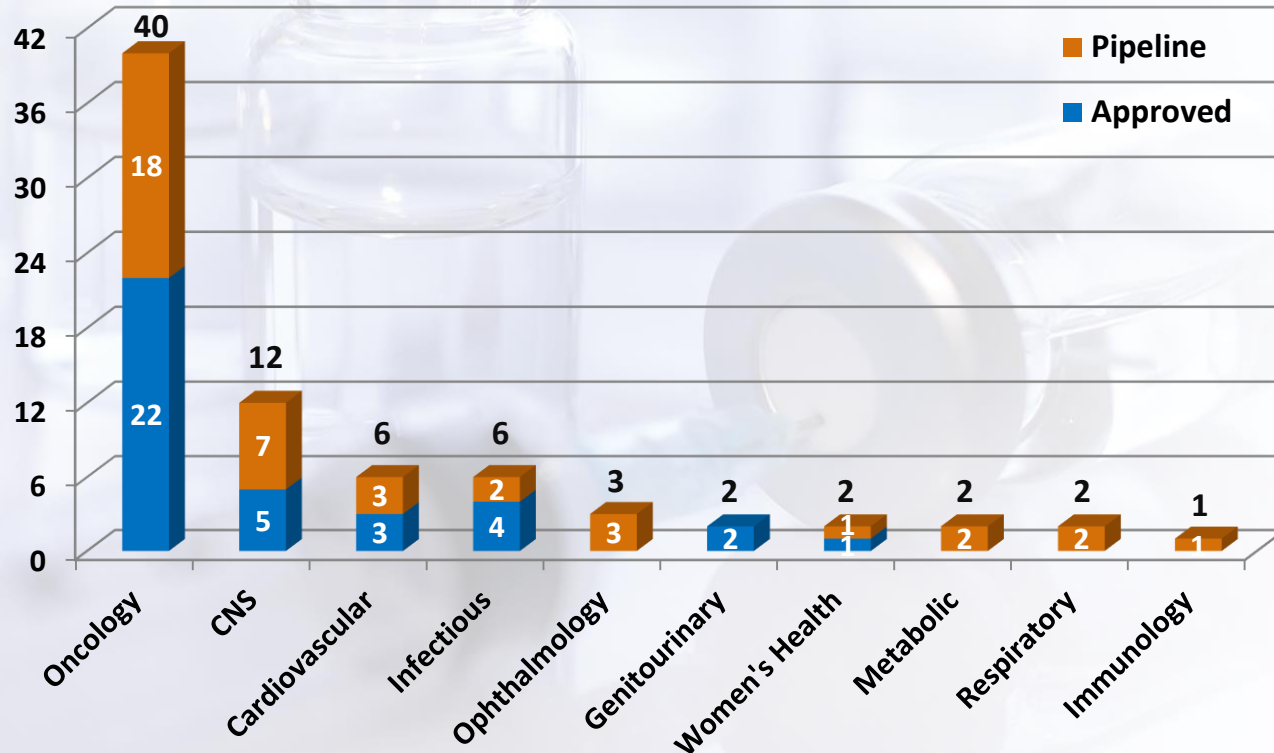
Business Updates



Optimize Generic API Portfolio

Generic API Portfolio

As of 2023/11/30



**Optimize
Generic API
Portfolio**

2023 Generic API Product Approval Plan

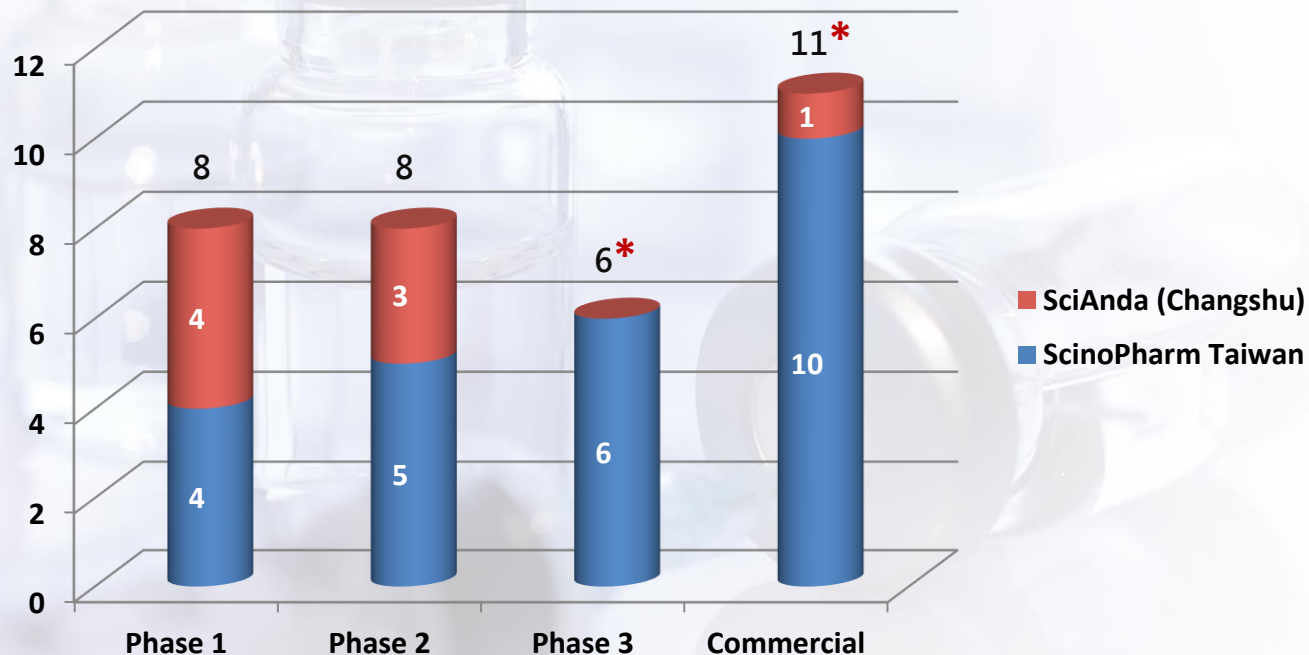
Type	Product	Region	Indication	Brand Marketer
Generic API	Bimatoprost	CN(✓)	Glaucoma	Allergan
Generic API	Cladribine	CN	Multiple sclerosis	Merck
Generic API	Galantamine HBr	CN(✓)	Alzheimer's disease	Janssen
Generic API	Azacitidine	EU	Myelodysplastic syndromes	Celgene

✓ : Approved

As of 2023/11/30

**Expand
CDMO
Business**

CDMO Business Status



*** One phase III CDMO product was approved by US FDA in Dec., 2023, so business status will change from Phase III to Commercial**

As of 2023/11/30

**Expand
CDMO
Business**

2023 CDMO Product Approval Plan

Type	Product	Region	Indication	Brand Marketer
CDMO API	Ganaxolone	EU(✓)	Genetic epilepsy	Marinus
CDMO API	Eflornithine	US/EU	FAP	Post-marketing Disclosure
CDMO API	Eflornithine	US(*) EU	Pediatric neuroblastoma	Post-marketing disclosure
Intermediate for CDMO API	Sotagliflozin	US(✓)	Heart failure	Lexicon

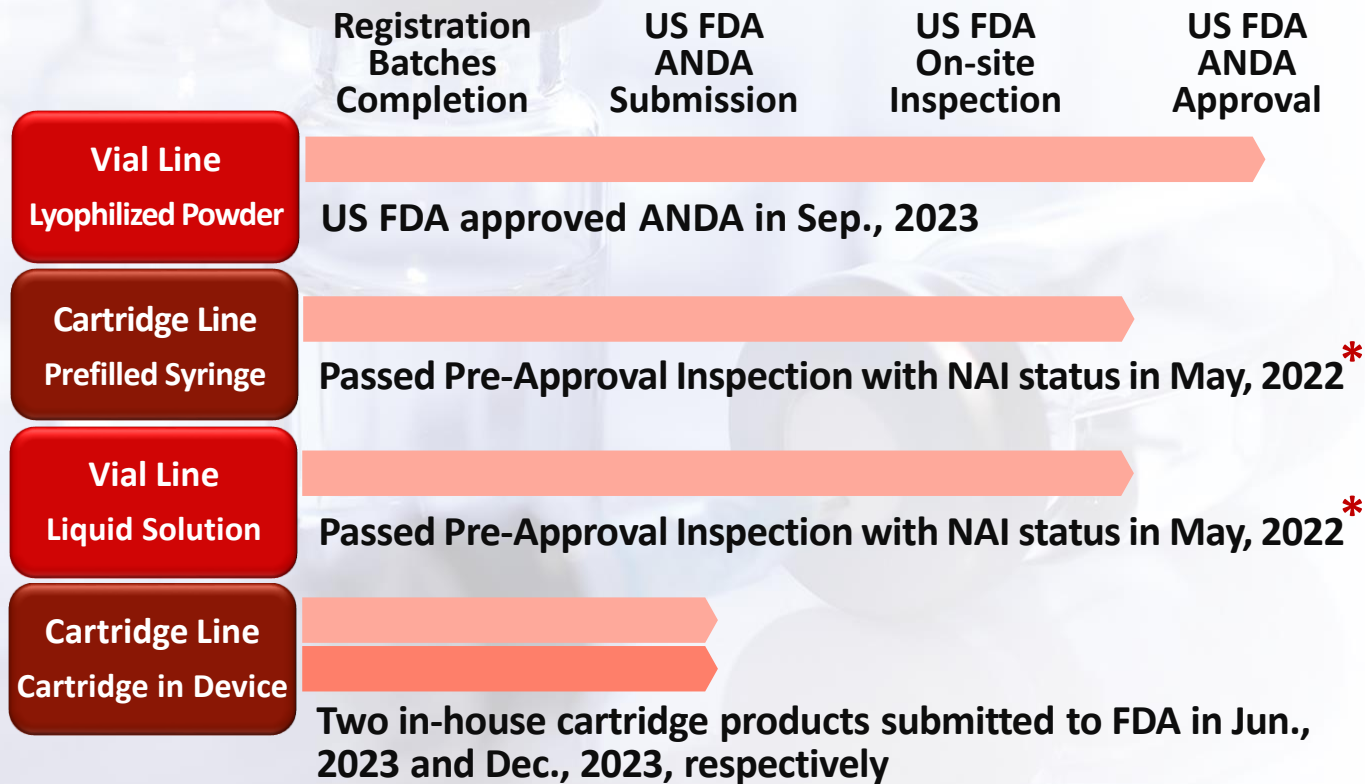
✓ : Approved

* : Approved in Dec., 2023

As of 2023/11/30

Vertically Integrated Injectable

In-House Drug Product Status



* Responded to FDA CRL

Vertically Integrated Injectable

Drug Product Collaboration



**505(b)(2) Collaboration for
Non-Small Cell Lung Cancer**

Launched in US by customer



**ANDA Collaboration for
Non-Small Cell Lung Cancer**

**Launched in US/EU by
customer**



**ANDA Collaboration for
Multiple Myeloma**

**Launched in the US/EU and
submitted to other regions
by customer**



**In-house Prefilled Syringe
Product**

**Exclusive partnership in US,
ANDA under US FDA review**



**Contract Manufacturing of
Oncology Injectable**

**Routine dispatch for
commercial supply in the US**



In-house Cartridge Products

**Exclusive partnership in US,
ANDA under US FDA review**

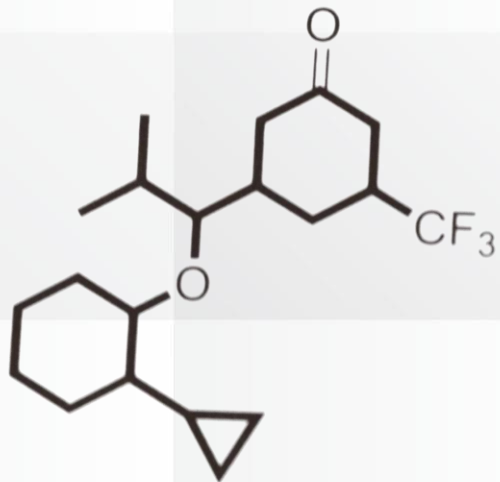
China Market

- 4 CFDI on-site inspections completed in Changshu site to facilitate China market growth

	Product	Approval	Indication	Market
2020.09	Sodium Phenylbutyrate*	2021.05	Urea cycle disorders	Orphan disease medicine
2021.02	Donafenib	2021.06	Advanced liver cancer Thyroid cancer	2023 sales projected by research report : c. RMB 680 million
2021.06	Bimatoprost	2023.02	Glaucoma	Prostaglandin drug products c. RMB 1 billion
2022.11	Azilsartan	2022.09	Hypertension	c. RMB 100 million

* Customer's clinical trial for new indication in progress

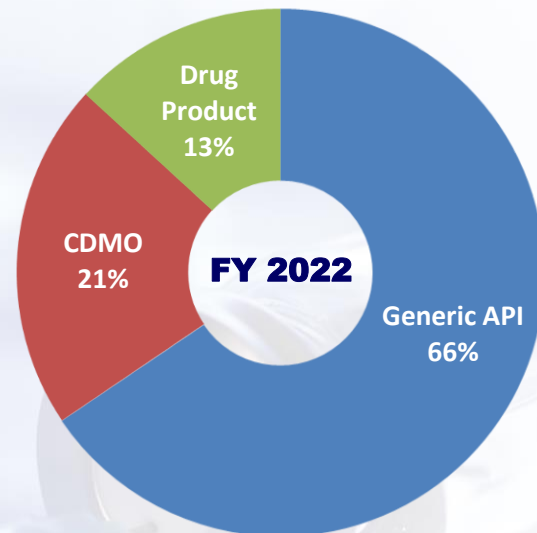
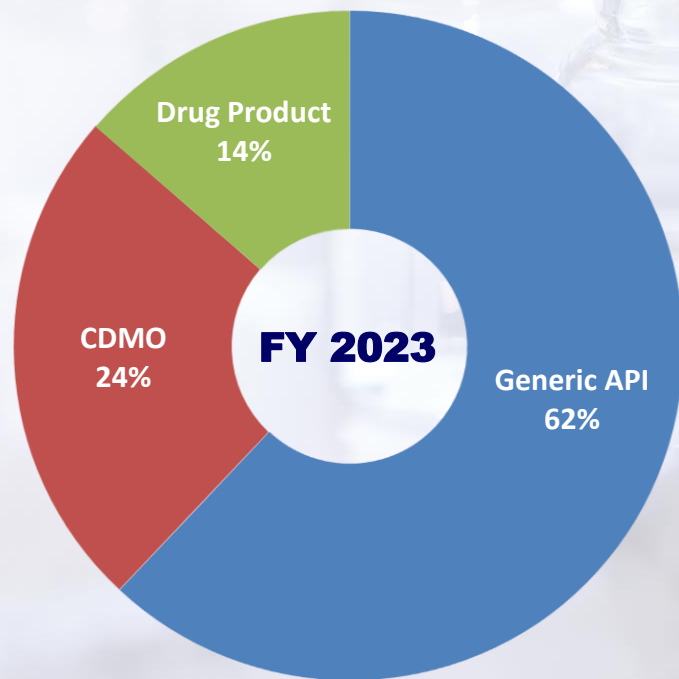
- Changshu site expects more inspections in 2024



Financial Performance



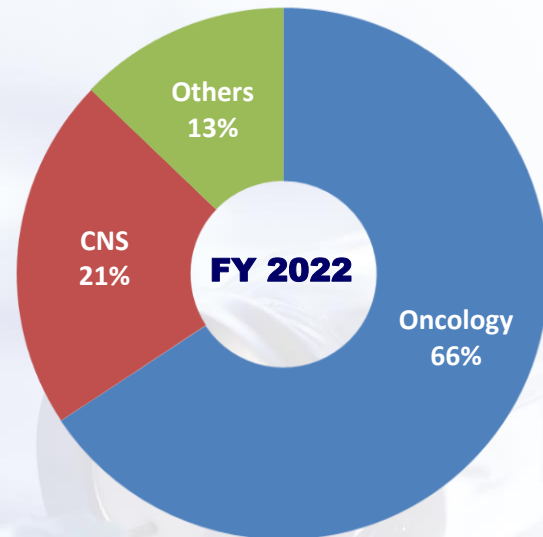
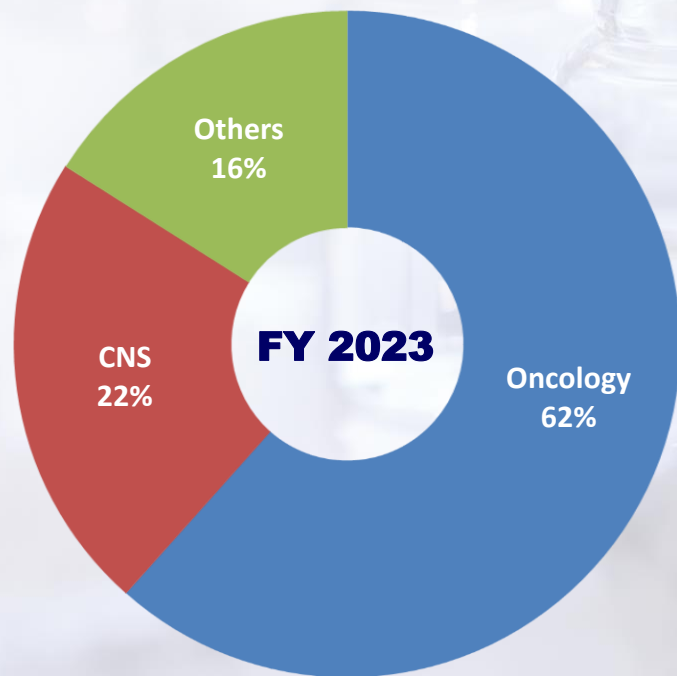
Sales Distribution – By Business



Unit: USD/M

	Generic API	CDMO	Drug Product
FY 2023 Sales	62.9	25.1	14.1
YoY	-12.2%	7.8%	-2.4%

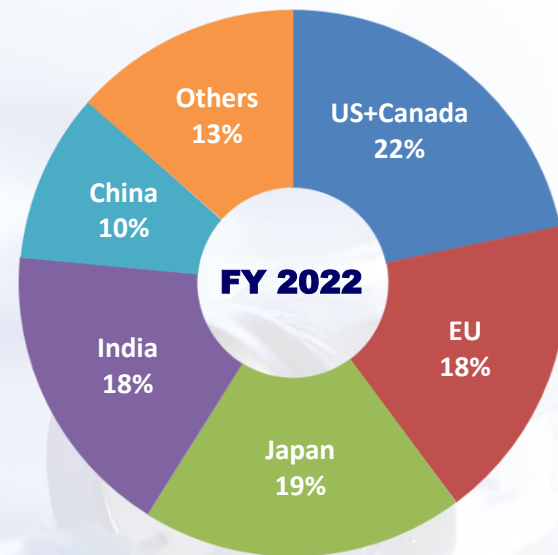
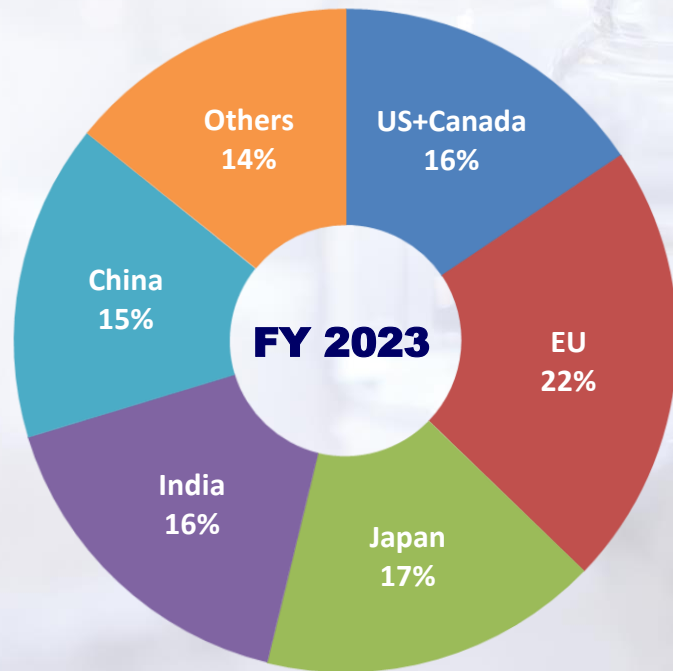
Sales Distribution – By Indication



Unit: USD/M

	Oncology	CNS	Others
FY 2023 Sales	63.5	22.1	16.5
YoY	-11.7%	-5.9%	18.0%

Sales Distribution – By Region



Unit: USD/M

	US & Canada	EU	Japan	India	China	Others
FY 2023 Sales	15.9	22.1	16.9	16.9	15.8	14.5
YoY	-33.0%	11.5%	-19.0%	-12.5%	43.9%	-1.4%

Consolidated Income Statement

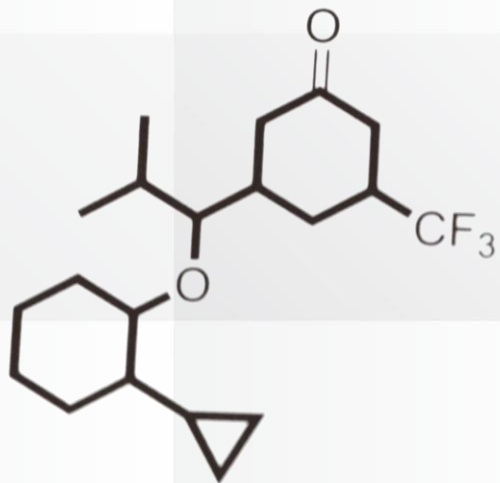
NTD Million except for EPS	3Q 2023		YoY	3Q 2022	
Revenue	2,063	100%	-8%	2,248	100%
Gross Profit	758	37%	-14%	884	39%
Operating Expenses	(635)	-31%	5%	(604)	-27%
Operating Profit	123	6%	-56%	280	12%
Net Profit before Tax	158	8%	-50%	314	14%
Net Profit after Tax	130	6%	-48%	252	11%
EPS (NTD)	0.16	-	-	0.32	-

Consolidated Balance Sheet

NTD Million	2023/09/30		2022/09/30	
Cash and Cash Equivalents	3,995	35%	4,246	36%
Accounts Receivable	364	3%	339	3%
Inventories	1,642	14%	1,304	11%
Property, Plant & Equipment	3,653	32%	3,913	33%
Other Current/Non-Current Assets	1,913	16%	1,937	17%
Total Assets	11,567	100%	11,739	100%
Financial Debt	58	1%	49	0%
Other Current Liabilities	638	5%	629	5%
Other Non-Current Liabilities	629	5%	665	6%
Total Liabilities	1,325	11%	1,343	11%
Total Shareholders' Equities	10,242	89%	10,396	89%

Consolidated Cash Flow Statement

NTD million	3Q 2023	3Q 2022	Dif.
From Operating Activities	173	669	-496
Depreciation & Amortization	344	323	21
From Investing Activities	(157)	(172)	15
Capital Expenditure	(209)	(168)	-41
From Financing Activities	(313)	(341)	28
Effect of foreign exchange rate changes	(2)	9	-11
Net Change in Cash	(300)	165	-465
Beginning Balance	4,295	4,081	214
Ending Balance	3,995	4,246	-251



Q & A





Brand Quality with Asian Advantages

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