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# ScinoPharm Investor Conference

— 2024 06 11



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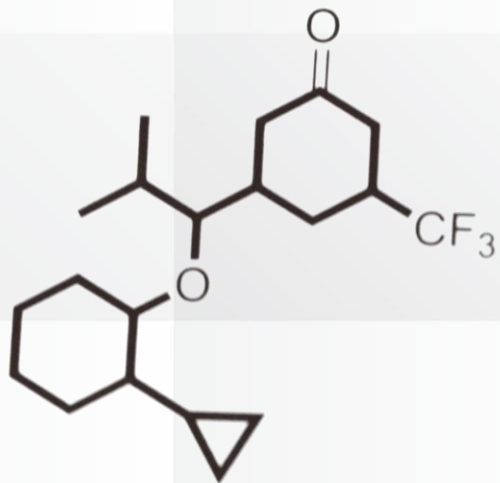
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# Agenda

- 01** Company Overview
- 02** Business Update
- 03** Financial Performance



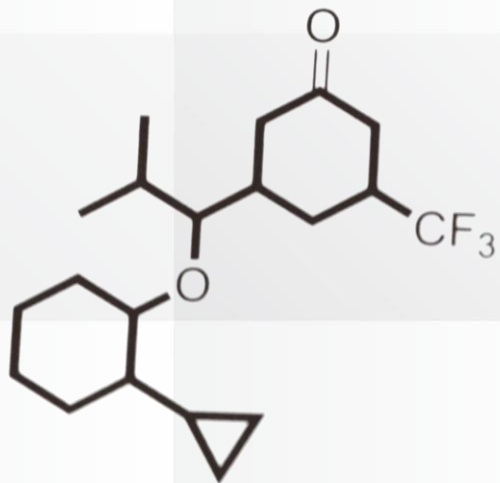
# Company Overview



# 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\*
  - 928 active DMFs worldwide with 68 US DMFs\*
- 200+ contract projects with 12 approved/launched (10 NCEs) and 5 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 2024/04/30



# Business Updates



# 2024 Product Approval Plan

Type	Product	Region	Indication	Brand Marketer
Generic API	Cladribine	CN(*)	Multiple Sclerosis	Merck
Generic API	Olaparib	CN(✓)	Cancer	AstraZeneca
Generic API	Exemestane	CN(✓)	Breast Cancer	Pfizer
Generic API	Azacitidine	EU	Myelodysplastic syndromes	Celgene
Generic API	Dantrolene Na	EU	Malignant Hyperthermia	Eagles
CDMO API	Eflornithine	US/EU	Familial Adenomatous Polyposis	Post-marketing Disclosure
CDMO API	Eflornithine	EU	Neuroblastoma	Post-marketing Disclosure
Generic Drug	Clofarabine	US	Acute Lymphoblastic Leukemia	Genzyme



: Approved



: Approved in May, 2024

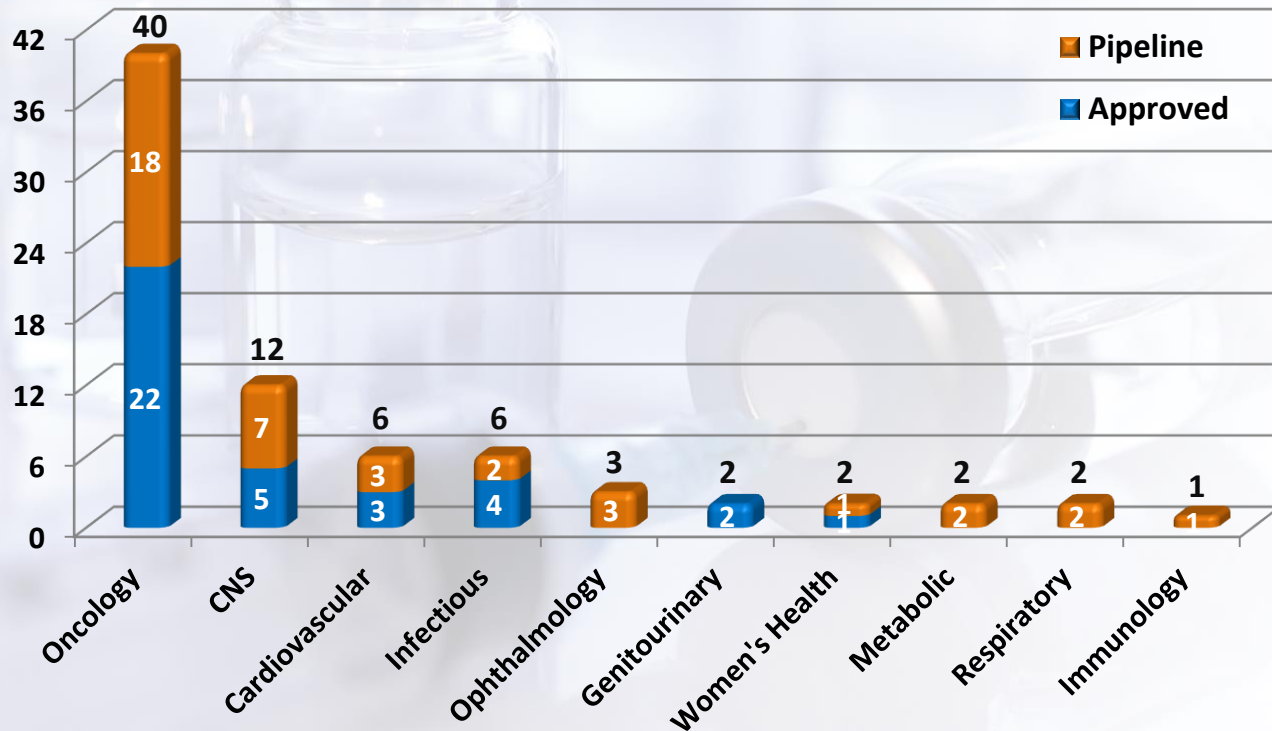
As of 2024/04/30



## Optimize Generic API Portfolio

# Generic API Portfolio

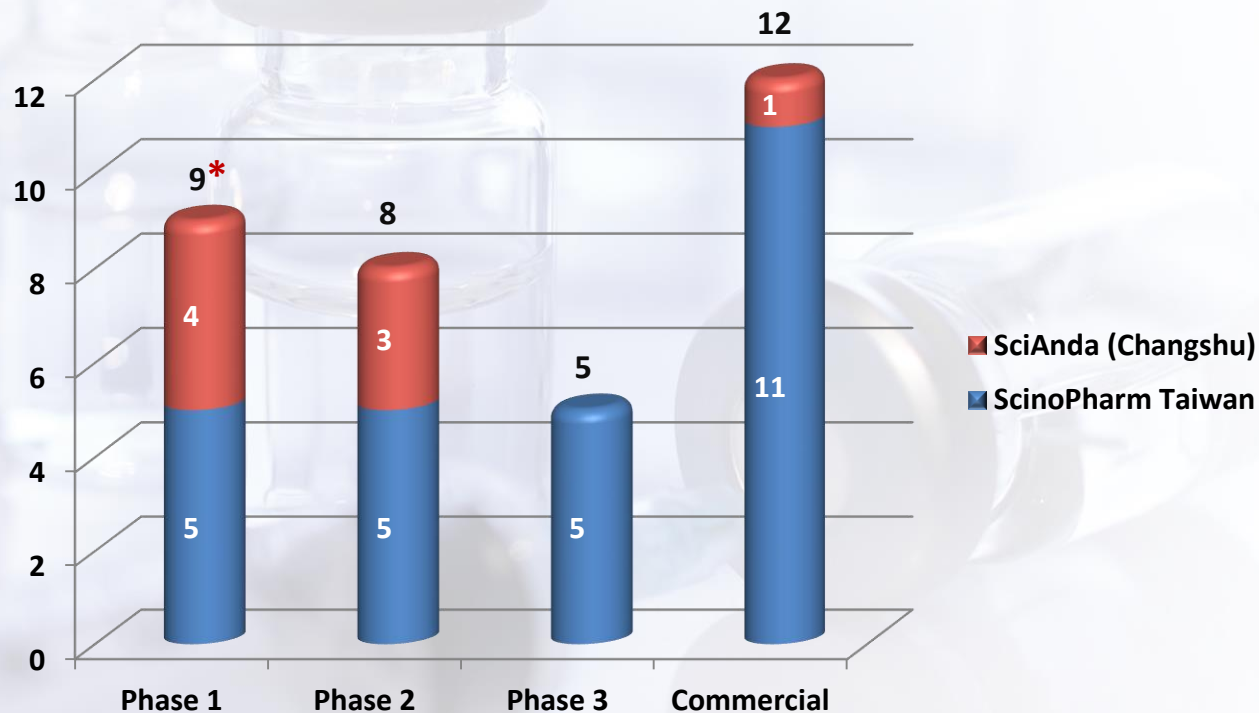
As of 2024/04/30





**Expand  
CDMO  
Business**

## CDMO Business Status

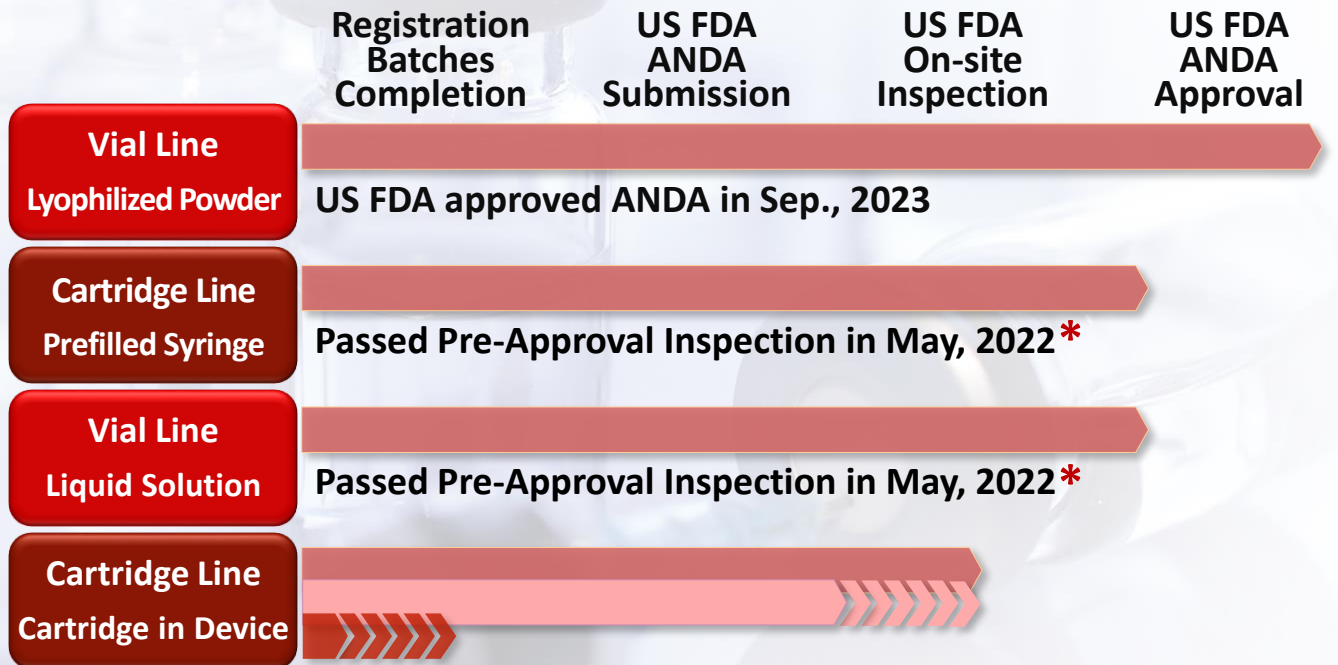


\* A project begins clinical trials and its status progresses from Pre-clinical to Phase I

As of 2024/04/30

## 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**



**Two In-house Cartridge  
Products**

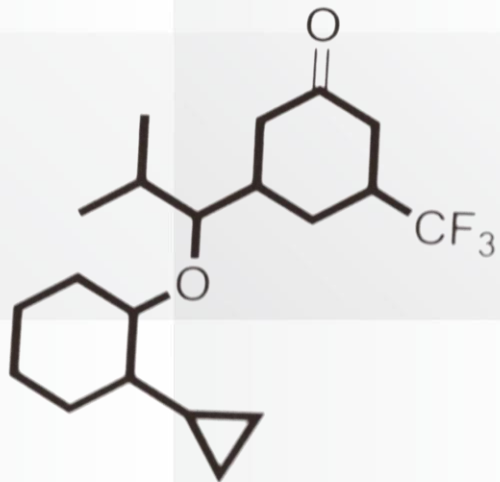
**Exclusive partnership in US,  
ANDA under US FDA review**

# China Market

- 4 CFDI on-site inspections completed in Changshu site ,and more inspections are expected in 2024 to facilitate China's business 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	c. RMB 600 million
2021.06	Bimatoprost	2023.02	Glaucoma	Prostaglandin drug products c. RMB 1 billion
2022.11	Azilsartan	2022.09	Hypertension	c. RMB 100 million

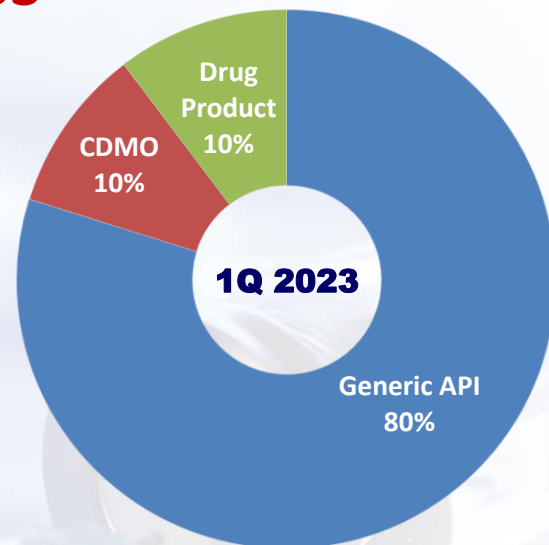
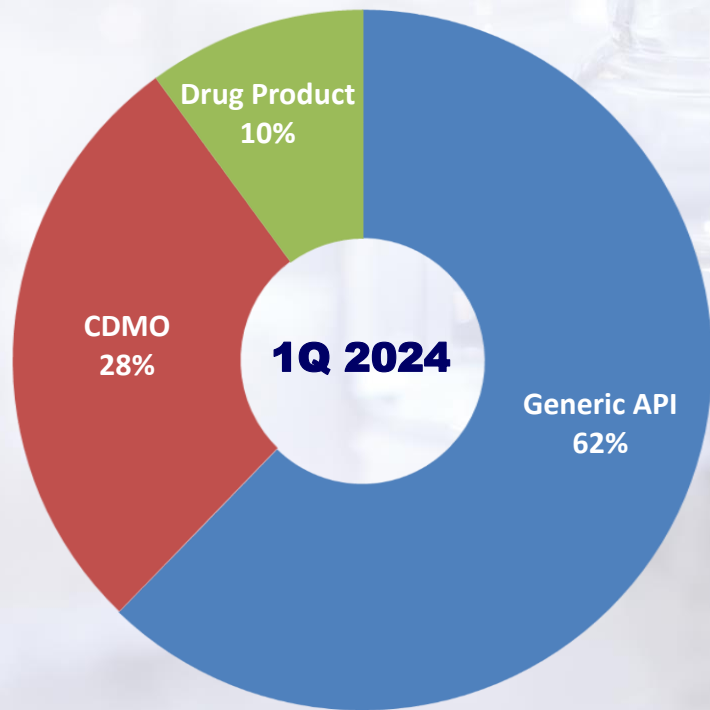
- Changshu site completed inspection by US FDA with zero FDA form 483 issued in Mar., 2024



# Financial Performance



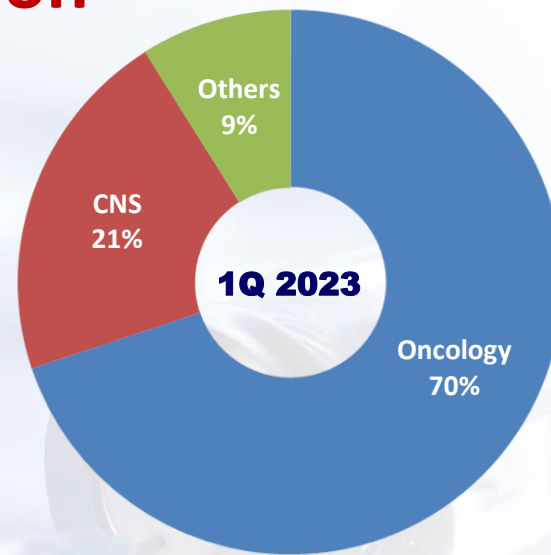
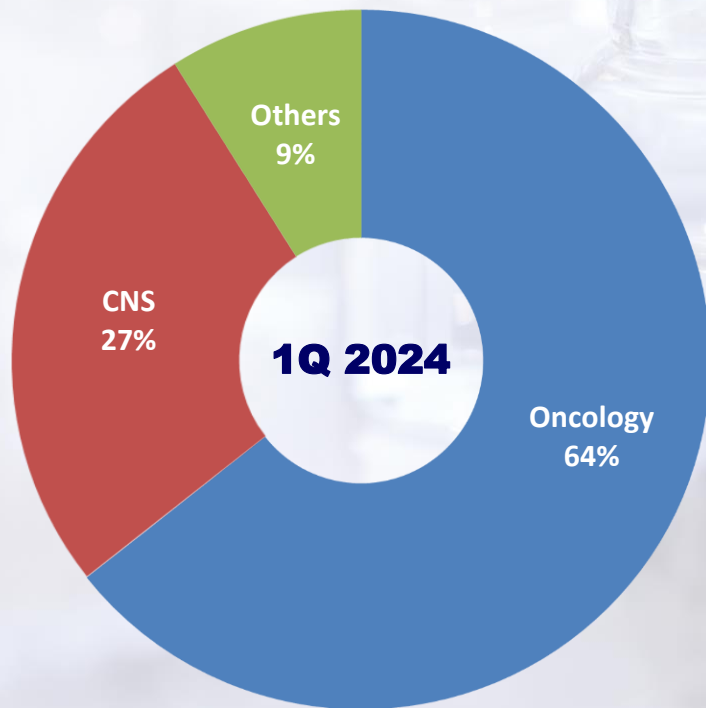
# Sales Distribution – By Business



Unit: USD/M

	Generic API	CDMO	Drug Product
1Q 2024 Sales	17.5	7.8	2.8
YoY	2.6%	269.2%	29.0%

# Sales Distribution – By Indication

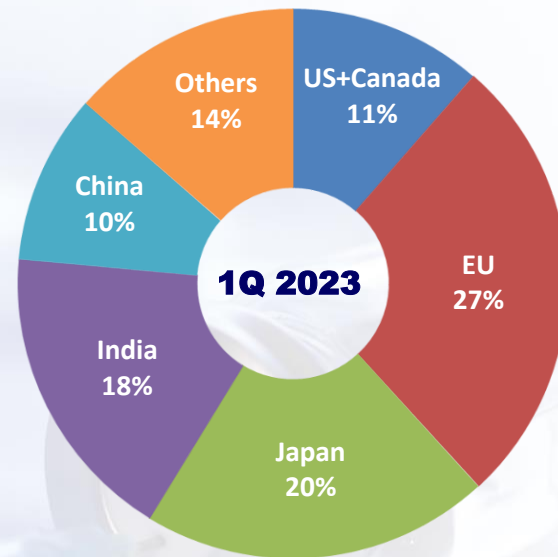
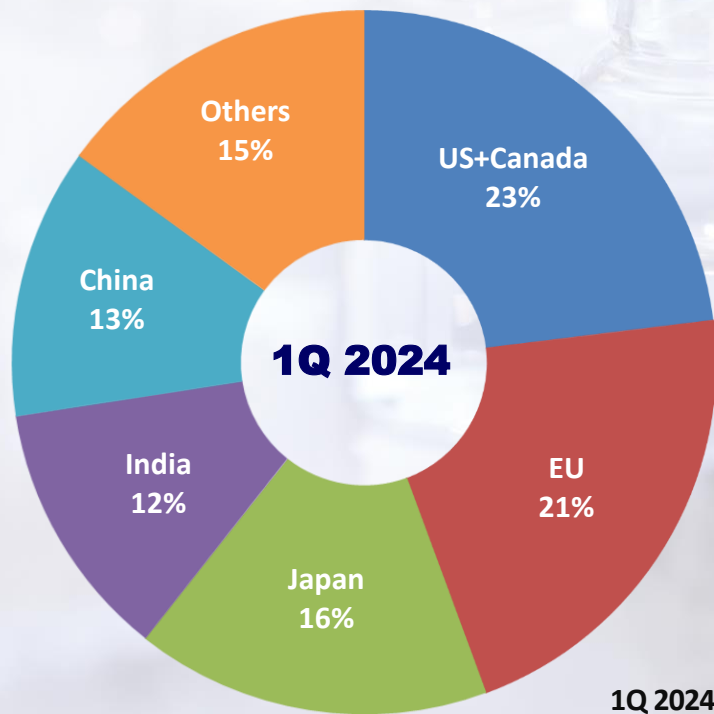


Unit: USD/M

	Oncology	CNS	Others
1Q 2024 Sales	18.1	7.5	2.5
YoY	21.2%	66.0%	31.8%



# Sales Distribution – By Region



Unit: USD/M

	US & Canada	EU	Japan	India	China	Others
1Q 2024 Sales	6.5	6.0	4.6	3.3	3.5	4.2
YoY	166.2%	4.7%	4.2%	-11.5%	64.5%	45.1%

# Consolidated Income Statement

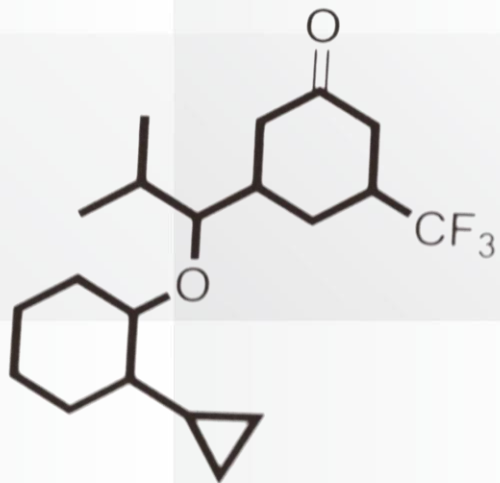
NTD Million except for EPS	1Q 2024		YoY	1Q 2023	
Revenue	883	100%	36%	648	100%
Gross Profit	353	40%	45%	244	37%
Operating Expenses	(201)	-23%	3%	(195)	-30%
Operating Profit	152	17%	211%	49	7%
Net Profit before Tax	175	20%	232%	53	8%
Net Profit after Tax	140	16%	233%	42	6%
EPS (NTD)	0.18	-	-	0.05	-

# Consolidated Balance Sheet

NTD Million	2024/03/31		2023/03/31	
Cash and Cash Equivalents	4,226	35%	4,434	37%
Accounts Receivable	539	5%	406	3%
Inventories	1,667	14%	1,403	12%
Property, Plant & Equipment	3,720	31%	3,761	31%
Other Current/Non-Current Assets	1,823	15%	1,967	17%
<b>Total Assets</b>	<b>11,975</b>	<b>100%</b>	<b>11,971</b>	<b>100%</b>
Financial Debt	20	0%	90	1%
Other Current Liabilities	775	7%	787	7%
Other Non-Current Liabilities	655	5%	636	5%
<b>Total Liabilities</b>	<b>1,450</b>	<b>12%</b>	<b>1,513</b>	<b>13%</b>
<b>Total Shareholders' Equities</b>	<b>10,525</b>	<b>88%</b>	<b>10,458</b>	<b>87%</b>

# Consolidated Cash Flow Statement

NTD million	1Q 2024	1Q 2023	Dif.
<b>From Operating Activities</b>	<b>384</b>	<b>197</b>	<b>187</b>
Depreciation & Amortization	119	116	3
<b>From Investing Activities</b>	<b>(92)</b>	<b>(66)</b>	<b>-26</b>
Capital Expenditure	(92)	(66)	-26
<b>From Financing Activities</b>	<b>(16)</b>	<b>10</b>	<b>-26</b>
Effect of foreign exchange rate changes	7	(2)	9
<b>Net Change in Cash</b>	<b>284</b>	<b>139</b>	<b>145</b>
<b>Beginning Balance</b>	<b>3,942</b>	<b>4,295</b>	<b>-353</b>
<b>Ending Balance</b>	<b>4,226</b>	<b>4,434</b>	<b>-208</b>



Q & A





**Brand Quality with Asian Advantages**

**[www.scinopharm.com](http://www.scinopharm.com)**

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