



TWSE 1789

ScinoPharm Management Presentation

2015 JP Morgan Healthcare Conference



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Overview of ScinoPharm

- an **API + ANDA** Company

Active Pharmaceutical Ingredients

Abbreviated New Drug Application

Background

- Established in 1997 in Taiwan and listed on TWSE in 2011, current market cap around US\$1.3 billion
- Major shareholders include Uni-President Group, National Development Fund, Taiwan Sugar, etc.
- Facility & organization built in Taiwan by experienced Syntex team, received multiple regulatory inspections from US FDA, Australia, EU, Japan, etc.
- Specializes in high potency (steroid/cytotoxic) APIs and expands to injectable formulations
- Expanding in China with a new GMP plant in Changshu & marketing base in Shanghai



World Class API Facilities

Taiwan

- 6.6 hectares of land, 330K sqft facilities with >200M³ reactor volume
- 8 of 18 production lines equipped with high potency capabilities for cytotoxics/steroids
- US FDA approved & 250+ CGMP audits by customers
- Provides comprehensive contract research & manufacturing services for brand drug companies
- Global Market



China

- 6.6 hectares of land with ~250M³ reactor volume
- 2 of 8 production lines equipped with high potency capabilities for cytotoxics
- cGMP designed facility for intermediates & high potency API
- Full scope capabilities in developing and manufacturing APIs from small to large scale for generic & CRAM markets
- Global market including China



Innovative Injectable Plant

Liquid Solution in Vial



Lyophilized Powder in Vial



Prefilled-Syringe



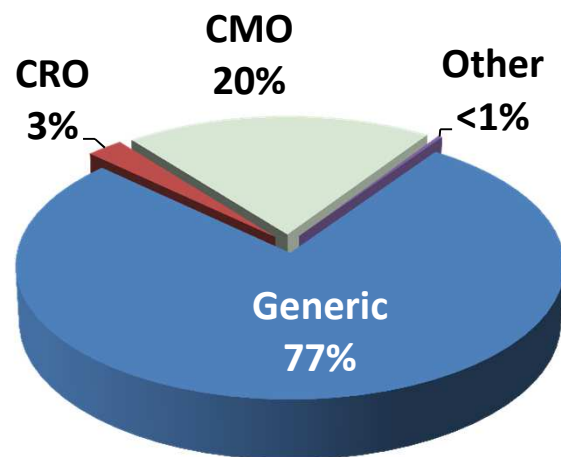
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Business Overview

- Risk & return balanced model to offer APIs and fill/finish capability for both generic and new drugs
- 70 generic APIs developed with 27 APIs launched; 50 US DMFs filed (694 DMFs WW), 24 US DMFs in oncological APIs
- 80+ NCE CRAM projects, with 5 launched and 7 in phase III for NDA filing in 2-3 years; The Qualified Asian supplier to provide APIs to global market for multiple commercial NCEs

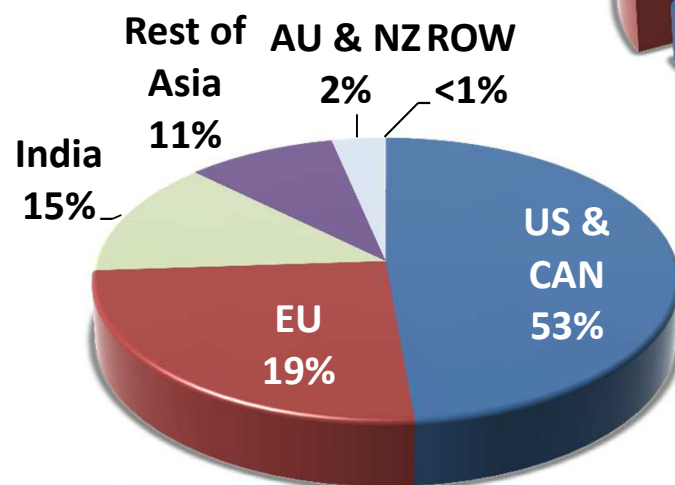
Sales Distribution

By Business

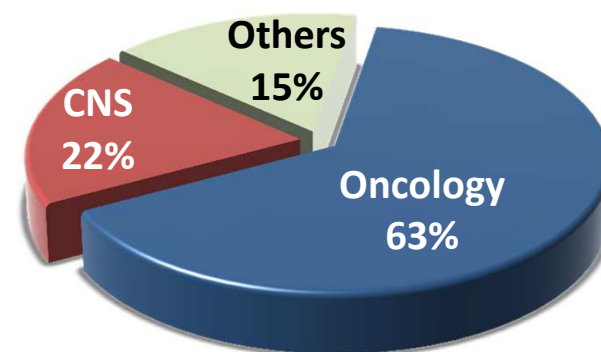


Date: up to Q1-Q3 2014

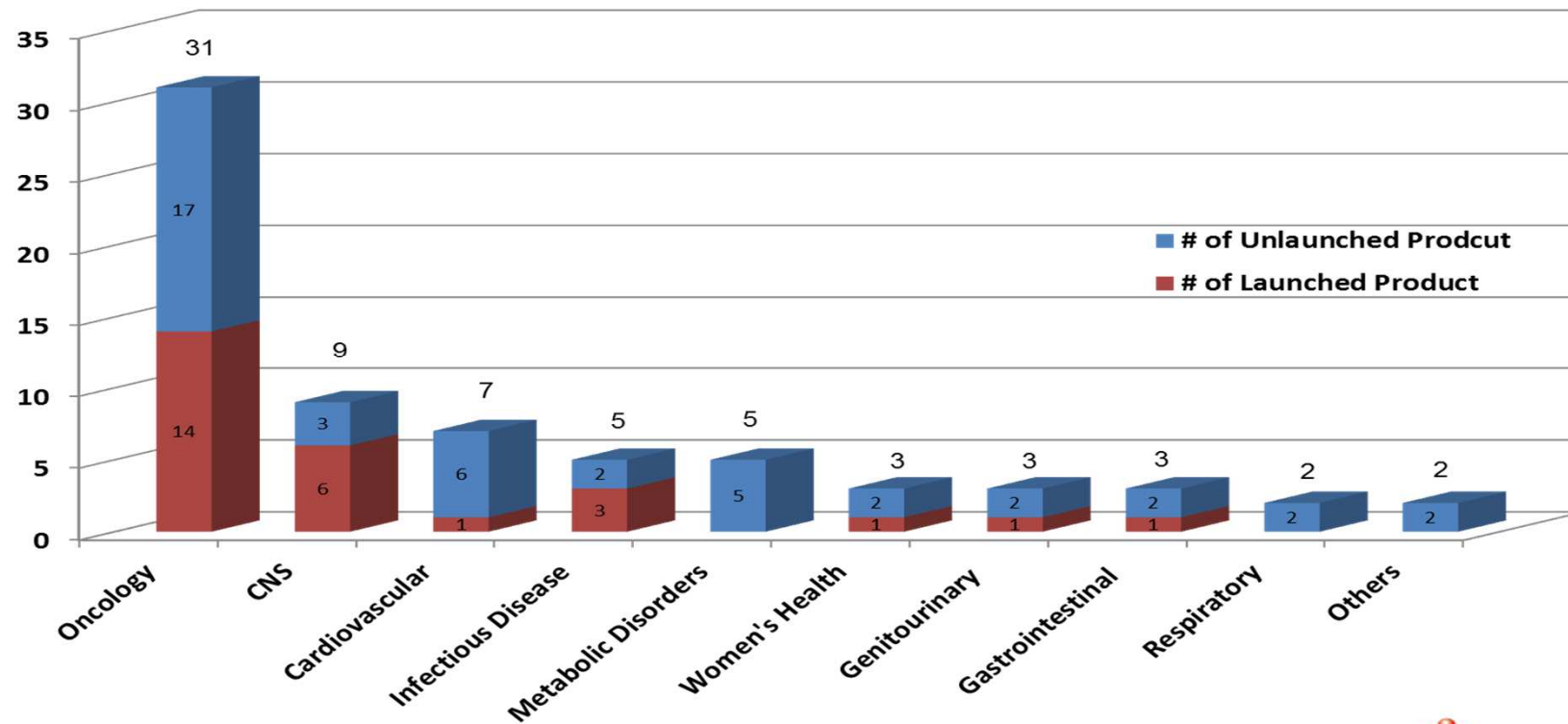
By Region



By Indication



Strong Generics Product Portfolio



Diversified CRAM Portfolio

Stage	First Launch Year	Indication	Location
Commercial	2005	Eluting Stent	US
Commercial	2009/2013	Skin Infection/HAP	US/EU
Commercial	2011	Depression	US
Commercial	2012	Obesity	US
Commercial	2013	Seizure	US
Stage	Est. NDA Filing Year	Indication	Location
Phase III	2014	Infections	US
Phase III	2016	Prostate & Ovarian Cancer	EU
Phase III	2016	Prostate Cancer	US
Phase III	2016-2017	Ovarian Cancer	CN
Phase III	2017	Seizure	US
Phase III	2017	Parkinson's Disease	US
Phase III	2017	Opioid-Induced Constipation	US



ScinoPharm's Strategies and Opportunities

Long Term Strategies

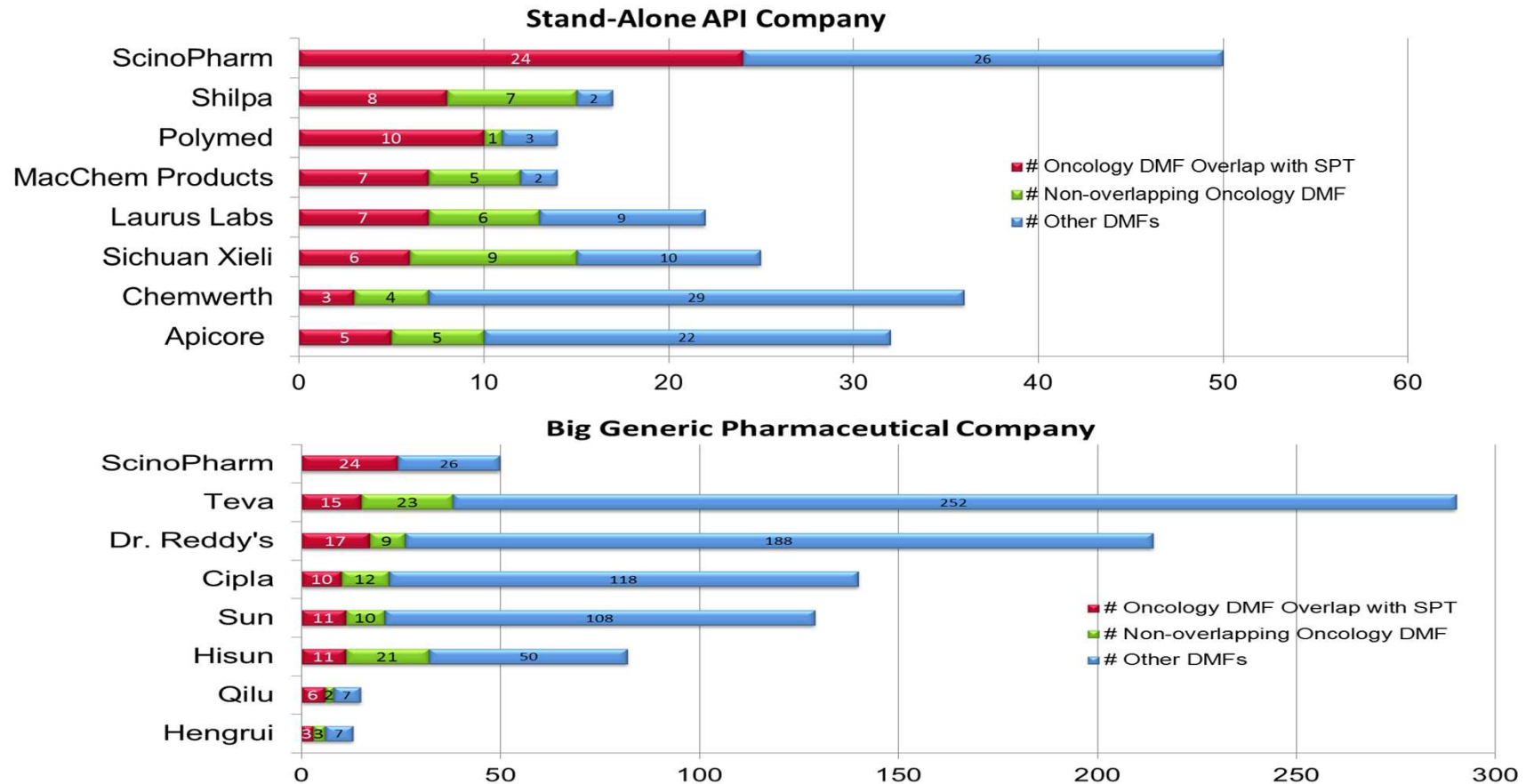
Transforming to a full-scope pharma company per our core competency of R&D and cGMP manufacturing in high-technical barrier APIs

- 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

Keys to Generic Formulation Business

- Expanding formulation portfolio:
 - Injectable: 11 drugs planned
 - Oral: 10 drugs planned
 - Ophthalmic: 3 drugs planned
 - To be launched in 2017 through 2024
- Building on-site oncological injectable facility and establishing a complete supply chain
- Sustaining B2B model, promoting our formulations via strategic alliance, especially in China and US
- Acquiring critical resources via M&A

ScinoPharm - Oncological API Leader



Golden Opportunities in China

- Government's 12th five-year plan encourages pharma industry to grow at a CAGR of 20%
- Tighten GMP requirements to align with US/EU
- Motivate drug makers to improve quality by applying for US ANDAs, which need SPT's world class APIs
- MNCs and emerging virtual-model players create huge needs in API contract manufacturing in China for compliance
- ScinoPharm timely captures oncological API needs via importing from Taiwan and local made in Changshu sites

Strategic Alliances

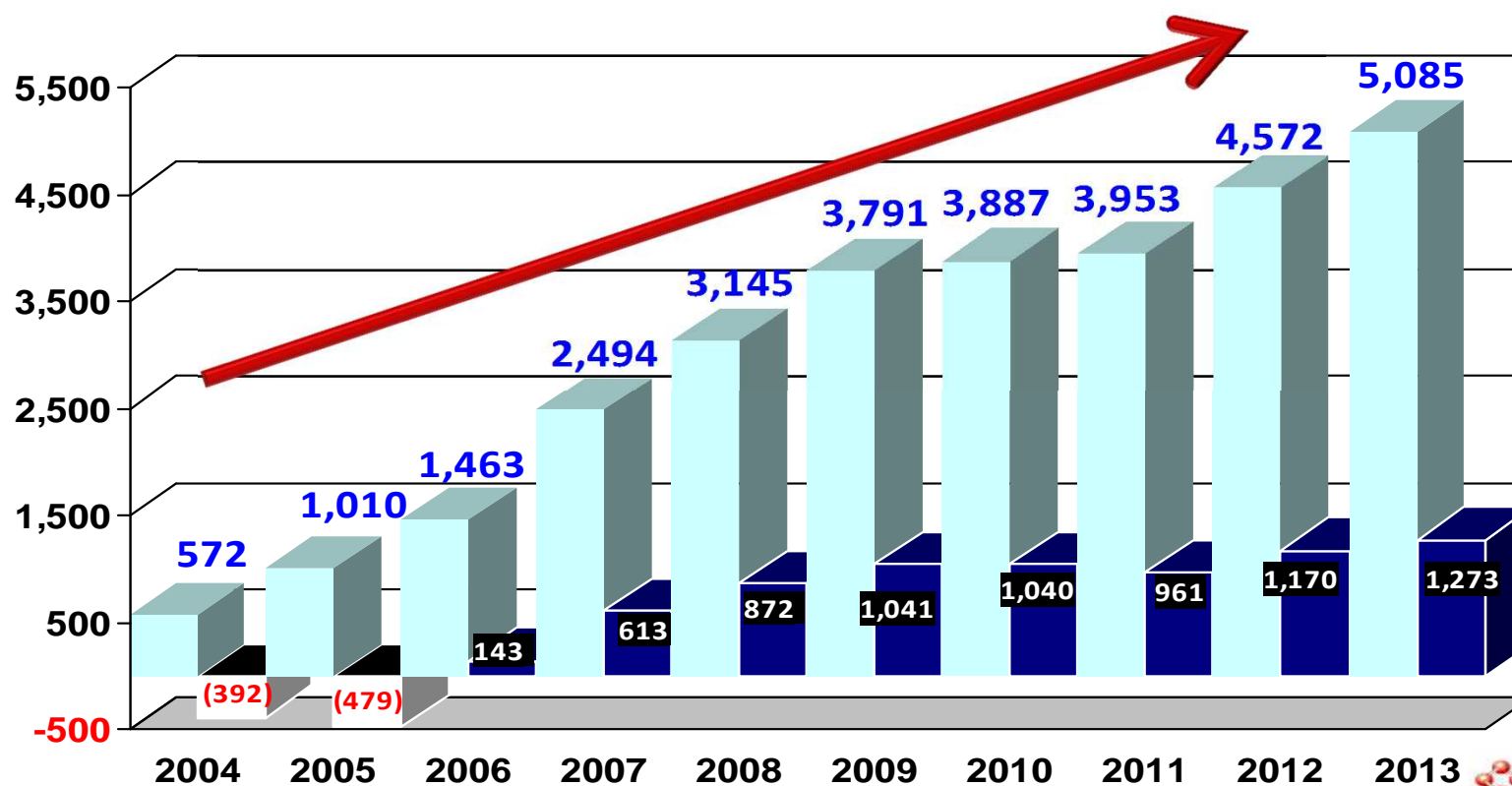
Partner	Product	Indications	Region	Launch Year(E)	Remarks
Genovate	Entecavir	Hepatitis B Viral	Taiwan	2013*	1 st co-developed formulation product launch
Sagent	Oncological Injectable	Myeloid Leukemia	US	2017	1 st US ANDA filing to trigger US FDA inspection in Changshu site
Foresee	Leuprolide	Prostate cancer	US	2018	505(b)2 NDA CRAM + Equity
Coland	Bortezomib	Multiple Myeloma	China	2018	1 st co-developed drug in China to trigger CFDA inspection in Changshu
	Azacitidine	MDS	China	2019	Co-developed formulation
Lee's Pharma	Fondaparinux	Anti-thrombotic	China	2019	1 st drug in China
	Travoprost Bimatoprost	Glaucoma	China	2020	Co-developed formulation
Nanjing King Friend	Regadenoson	Stress agent for heart scan	China	2020	1 st type 3.1 co-developed new drug in China



Operating Results & Outlook

Historical Performance

* In NT\$ million



Recent Financial

* In NT\$ million

Year	2011	2012	2013
Total assets*	9,480	10,339	11,484
Shareholders' equity*	8,609	9,070	9,643
Sales*	3,953	4,572	5,085
Net profit after tax*	961	1,170	1,273
Earnings per share (NT\$)	1.56	1.80	1.88
Cash dividends (NT\$/share)	1.0	1.2	1.2
Stock dividends (NT\$/share)	0.3	0.4	0.4
Pay-out ratio	83%	89%	85%

Note 1: All of the above figures represent consolidated information.

Note 2: Data for 2011 and 2012 reported per the standards set by the Financial Accounting Standards Committee (FASC) in Taiwan; data for 2013 reported per international accounting standards.



2014 Product Launches

API	Region	Indications	Brand Marketer	Regional Sales	WW Sales
Azacitidine	US	MDS Oncology	Celgene	US\$358MM*	US\$818MM*
✓ Dantrolene (injectable)	US	Malignant hyperthermia	JHP Pharmaceuticals	US\$20MM*	US\$46MM*
✓ Decitabine	US	MDS, AML Oncology	Eisai	US\$250MM*	US\$289MM*
✓ Docetaxel trihydrate	JP	Oncology	Sanofi Aventis	US\$180MM** (Taxotere)	US\$1,422MM*
✓ Entecavir	TW	Hepatitis B virus	BMS	US\$67MM***	US\$1,413MM*
✓ Exemestane	US	Breast cancer	Pfizer	US\$99.5MM*	US\$300.1MM*
✓ Riluzole (liquid)	EU	Amyotrophic lateral sclerosis	Sanofi Aventis	US\$66MM*	US\$187MM*
✓ Zoledronic acid	JP	Osteoporosis	Novartis	US\$120MM***	US\$1,361MM*

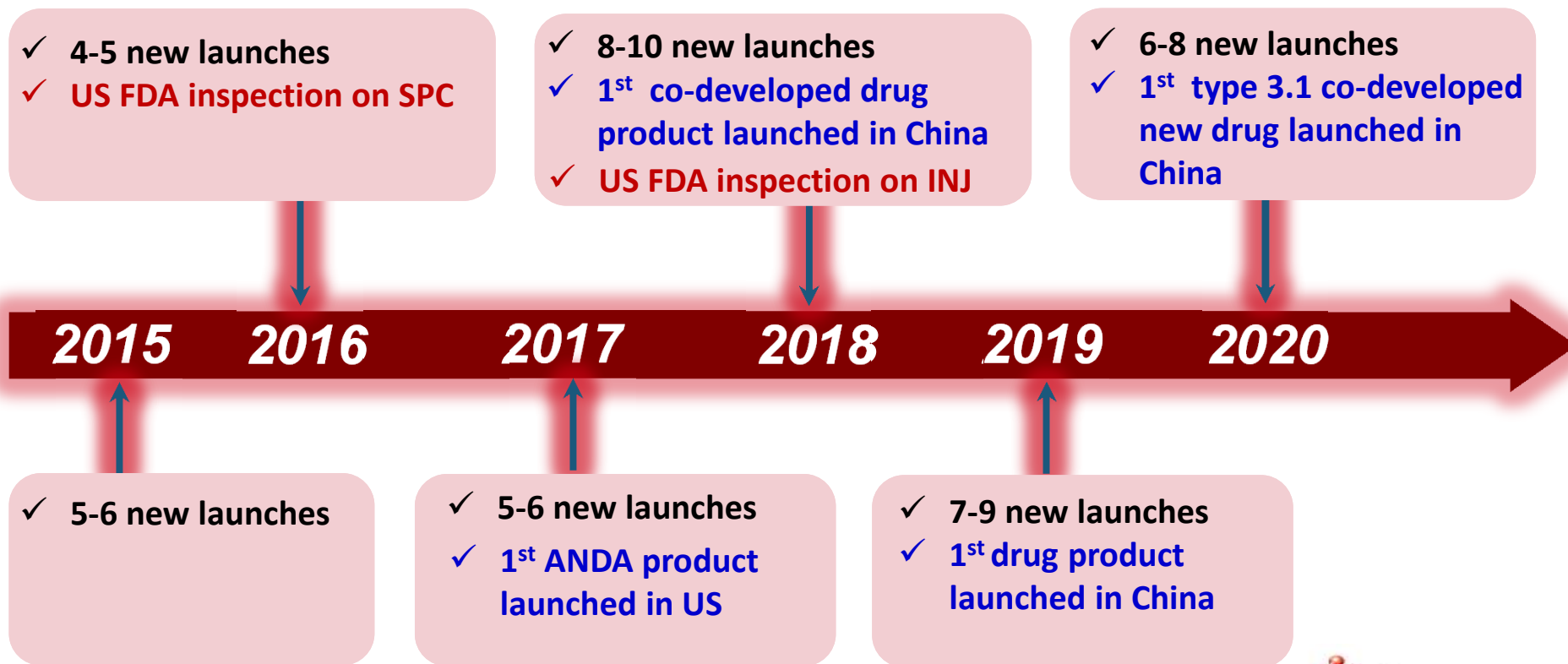
Source: * IMS Data (Year 2013) ** Datamonitor ***In-house research



Launched



Pipeline Outlook





Brand Quality with Asian Advantages

www.scinopharm.com

