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# **ScinoPharm**

**November 20, 2019**



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# Overview

# ScinoPharm at a Glance

- Est. in 1997 in Taiwan (Tainan) with cGMP plants/R&D in Tainan and Changshu and marketing forces in Tainan, Shanghai and Tokyo
- Specializes in high potency (cytotoxic/steroid) API and injectable R&D and manufacturing with customers worldwide
- 71 generic APIs in portfolio with 31 referred and approved by ANDA/NDA\*
  - 61 active US DMFs (822 DMFs WW) with 37 oncology APIs\*
- 100+ contract projects with 7 approved/launched (5 NCEs) and 8 in phase 3 for NDA/MAA filing in 1-3 years\*
- Certified by key international regulators - US FDA, EMA, EDQM, Australian TGA, Japanese PMDA, Korea KFDA, Mexico COFEPRIS and German Authority
  - Tainan site passed the US FDA's 7th inspection in May 2019, without 483

\* Data as of 2019/09/30



# Business Strategies

# Business Strategies

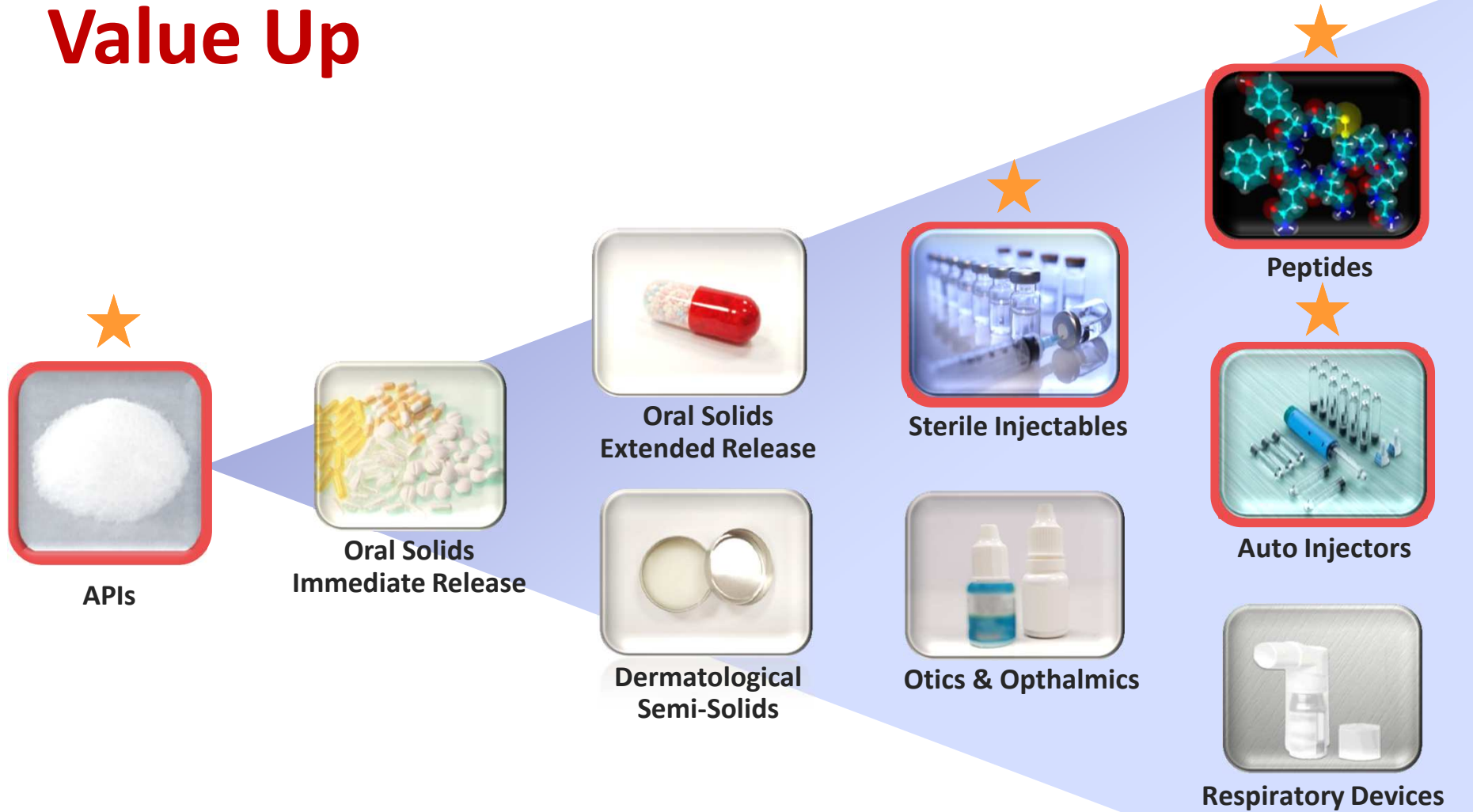
**Optimize Existing Generic API Portfolio**

**Value up into Injectables**

**Expand CDMO Business**

**Actively Develop Japan and Emerging Markets**

# Value Up



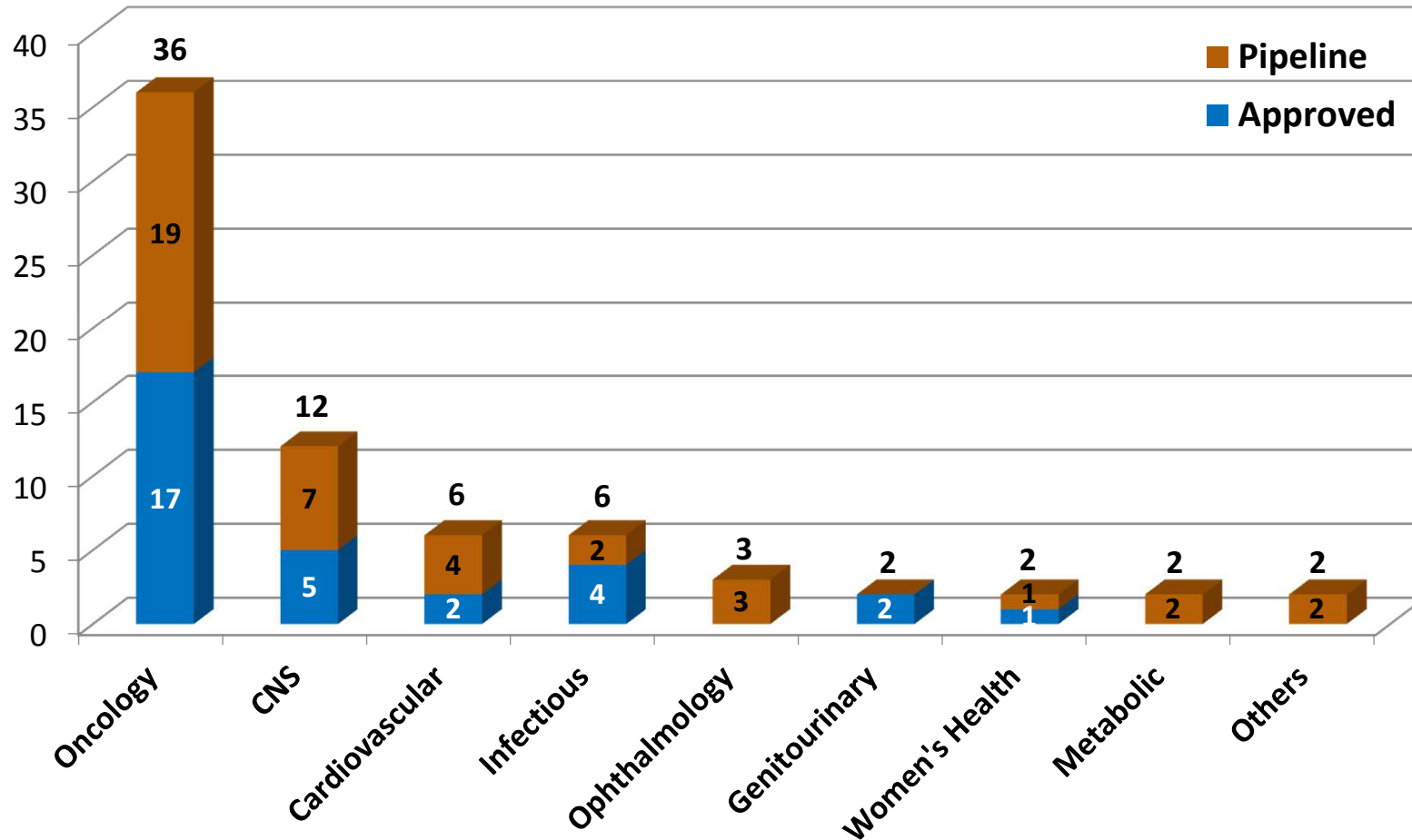
**Higher sustainable value through greater entry barriers, and more tech, IP and regulatory requirements**





# Business Update

# Existing Generics API Portfolio



\* Others include Respiratory and Immunology

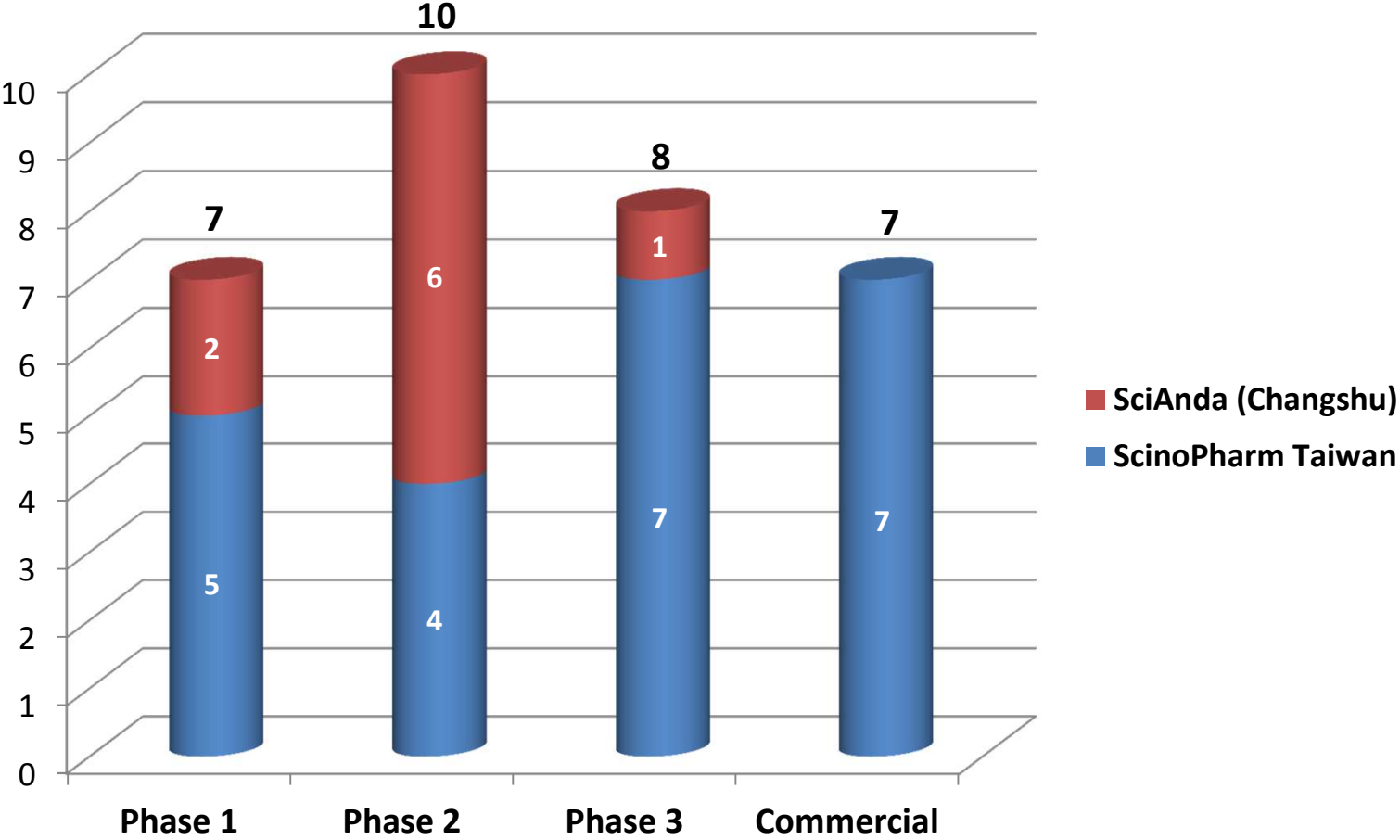
Data as of 2019/09/30

# Injectables Status



- **Injectables Business Progress**
  - Decitabine launched at end of September, 2018
  - Fondaparinux Sodium expected to be launched in Q4, 2019
  - The 3<sup>rd</sup> ANDA approved by US FDA in September, 2019, and launched in November, 2019
- **ScinoPharm's Injectable Plant Progress**
  - Vial Line : Site Acceptance Test (SAT) completed
  - Cartridge Line :
    - Exhibit batches of the first product in prefilled syringe format completed
    - Exhibit batches of the first product with pen device ongoing
- **Working with marketing partners in US, EU, China and other territories via co-development or licensing model**

# CDMO Business



Data as of 2019/09/30



# 2019 Product Approval Plan

# 2019 Product Approval Plan

Type	Product	Region	Indication	Brand Marketer
Generic API	Dantrolene Sodium	CN	Skeletal Muscle Relaxant	Par Sterile Products
Generic API	Docetaxel Trihydrate	US	Various cancers	Sanofi Aventis
Generic API	Fulvestrant	US	Breast cancer	AstraZeneca
Generic API	Tamsulosin HCl	US (✓)	Benign prostatic hyperplasia (BPH)	Sanofi Aventis
Generic API	Flumazenil	JP (✓)	Benzodiazepine antagonist	Genentech
Generic Drug		US (✓)	Antiemetic agent	Merck
New Drug	Intermediate for CRAM project	US EU (✓)	Metabolism	CRAM Customer

✓ : Approved



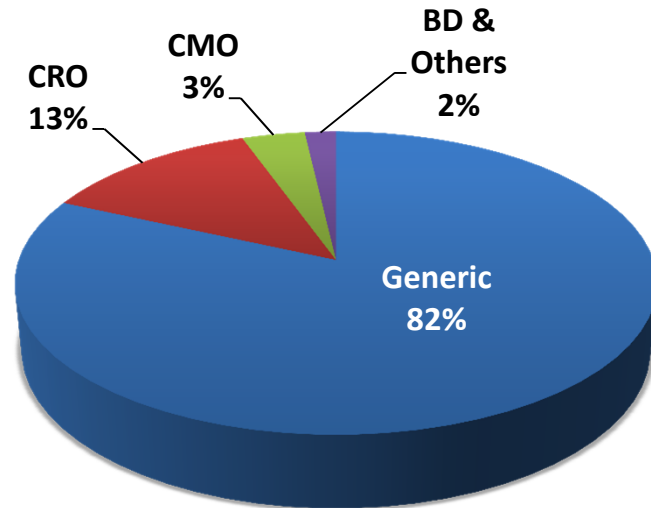
# Operating Results

# Consolidated Income Statement

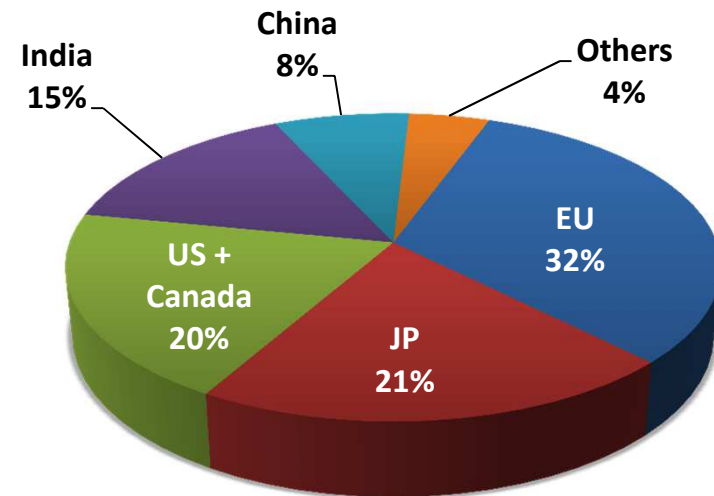
In NTD Million, except for EPS	3Q 2019 (Reviewed)		YoY	3Q 2018 (Reviewed)	
Revenue	2,073	100%	-22%	2,665	100%
Gross Profit	896	43%	-18%	1,097	41%
Operating Profit	210	10%	-48%	404	15%
Net Profit before Tax	208	10%	-42%	358	13%
Net Profit after Tax	168	8%	-52%	349	13%
EPS (NTD)	0.21	-	-	0.44	-



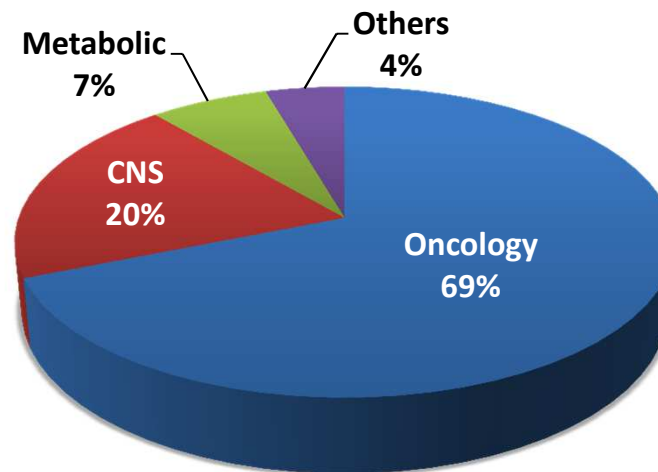
# 3Q 2019 Sales Distribution



**by Business**



**by Region**



**by Indication**

# Sales Distribution - YoY

## By Business

Unit: USD

	Generic API	CDMO	BD & Others
3Q 2019 Sales	54.6M	11.0M	1.2M
YoY	-14.4%	-55.3%	48.1%

## By Indication

	Oncology	CNS	Metabolic	Others
3Q 2019 Sales	46.0M	13.3M	4.5M	3.0M
YoY	-15.0%	8.1%	-30.6%	-81.5%

## By Region

	EU	Japan	US & Canada	India	China	Others
3Q 2019 Sales	21.4M	13.8M	13.2M	10.1M	5.2M	3.1M
YoY	-29.9%	109.4%	-65.7%	15.5%	801.3%	-26.8%

# Consolidated Balance Sheet

In NTD Million	2019/09/30 (Reviewed)		2018/09/30 (Reviewed)	
Cash and Cash Equivalents	3,143	27%	3,978	31%
Accounts Receivable	439	4%	534	4%
Inventories	1,238	10%	1,435	11%
Property, Plant & Equipment	4,501	39%	4,840	38%
Other Current/Non-Current Assets	2,401	20%	2,020	16%
<b>Total Assets</b>	<b>11,722</b>	<b>100%</b>	<b>12,807</b>	<b>100%</b>
Financial Debt	271	2%	1,664	13%
Other Current Liabilities	472	4%	481	3%
Other Non-Current Liabilities	669	6%	71	1%
<b>Total Liabilities</b>	<b>1,412</b>	<b>12%</b>	<b>2,216</b>	<b>17%</b>
<b>Total Shareholders' Equities</b>	<b>10,310</b>	<b>88%</b>	<b>10,591</b>	<b>83%</b>

# Consolidated Cash Flow Statement

In NTD million	3Q 2019 (Reviewed)	3Q 2018 (Reviewed)
<b>From Operating Activities</b>	<b>636</b>	<b>876</b>
<b>From Investing Activities</b>	<b>(160)</b>	<b>(424)</b>
Financial asset measured at amortized cost	(633)	(333)
Capital expenditure	(68)	(94)
<b>From Financing Activities</b>	<b>(1,545)</b>	<b>(365)</b>
Effect of foreign exchange rate changes	9	(20)
<b>Net Change in Cash</b>	<b>(1,060)</b>	<b>67</b>
<b>Beginning Balance</b>	<b>4,203</b>	<b>3,911</b>
<b>Ending Balance</b>	<b>3,143</b>	<b>3,978</b>



# Q & A



## Brand Quality with Asian Advantages

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

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