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ScinoPharm

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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
- 73 generic APIs in portfolio with 31 referred and approved by ANDA/NDA*
 - 62 active US DMFs (828 DMFs WW) with 37 oncology APIs*
- 150+ 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

* Data as of 2019/12/31

2019 Achievement

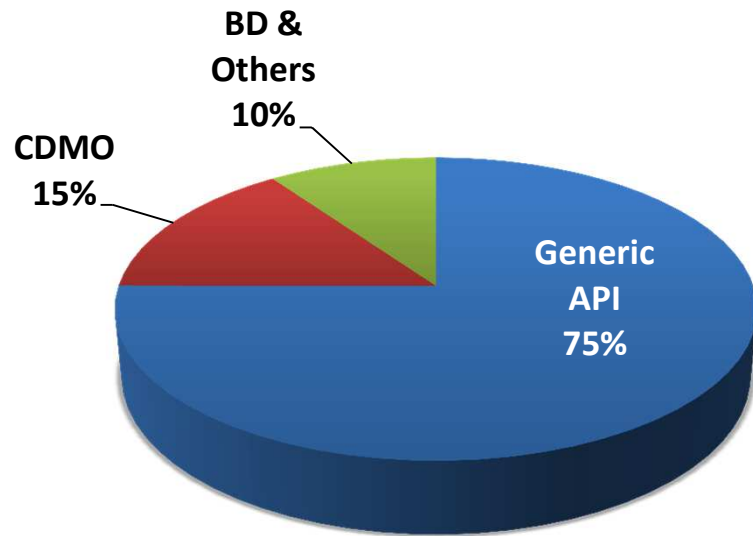
- Tainan site passed the US FDA's 7th inspection in May 2019, without 483
- Japan Market Expansion
 - Capecitabine launched in January, 2019
 - Flumazenil approved in November, 2019
- Injectable Business Progress
 - Fosaprepitant approved by US FDA in September, 2019, and launched in November, 2019
 - Exhibit batches of the first in-house product in prefilled syringe format completed
 - Site Acceptance Test (SAT) of vial line completed

* Data as of 2019/12/31

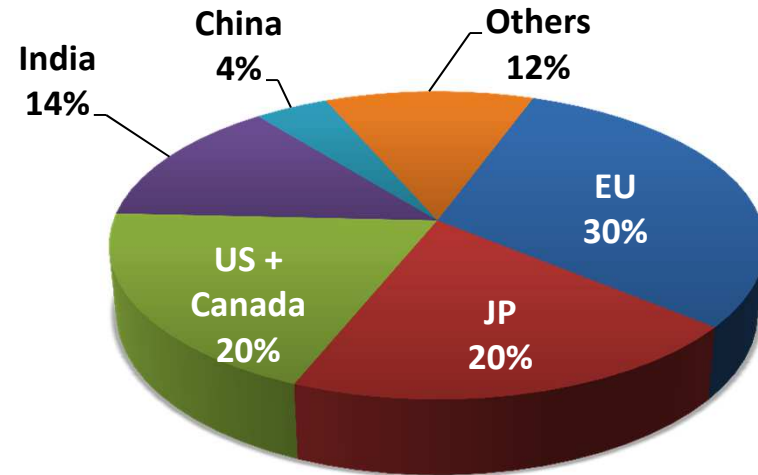
2019 Approved Product

Type	Product	Region	Indication	Brand Marketer
Generic API	Docetaxel Trihydrate	US	Various cancers	Sanofi Aventis
Generic API	Tamsulosin HCl	US	Benign prostatic hyperplasia (BPH)	Sanofi Aventis
Generic API	Flumazenil	JP	Benzodiazepine antagonist	Genentech
Generic Drug		US	Antiemetic agent	Merck
CDMO API	Intermediate for a NCE	EU	Metabolism	CRAM Customer

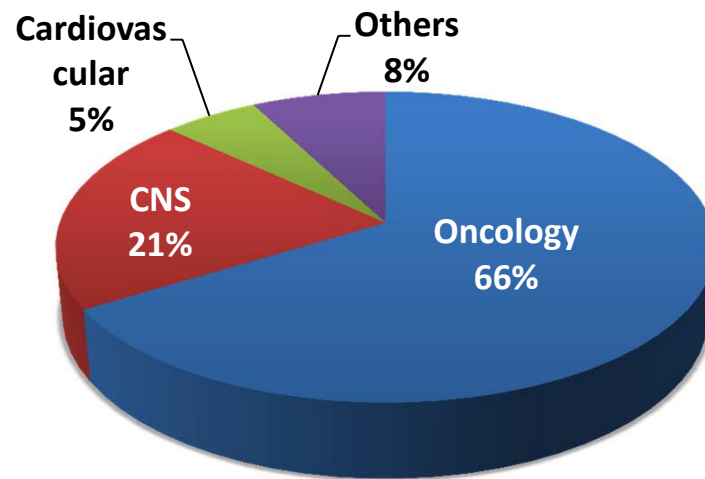
2019 Sales Distribution



by Business



by Region



by Indication

Sales Distribution – YoY

By Business

Unit: USD

	Generic API	CDMO	BD & Others
2019 Sales	70.4M	14.1M	9.2M
YoY	-6.5%	-64.3%	331.5%

By Indication

	Oncology	CNS	Cardiovascular	Others
2019 Sales	62.0M	19.4M	5.1M	7.2M
YoY	-5.1%	17.3%	77.3%	-77.7%

By Region

	EU	Japan	US & Canada	India	China	Others
2019 Sales	28.6M	18.8M	18.4M	12.7M	4.0M	11.2M
YoY	-28.7%	108.1%	-62.7%	9.1%	403.4%	80.6%



Business Outlook

Business Strategies

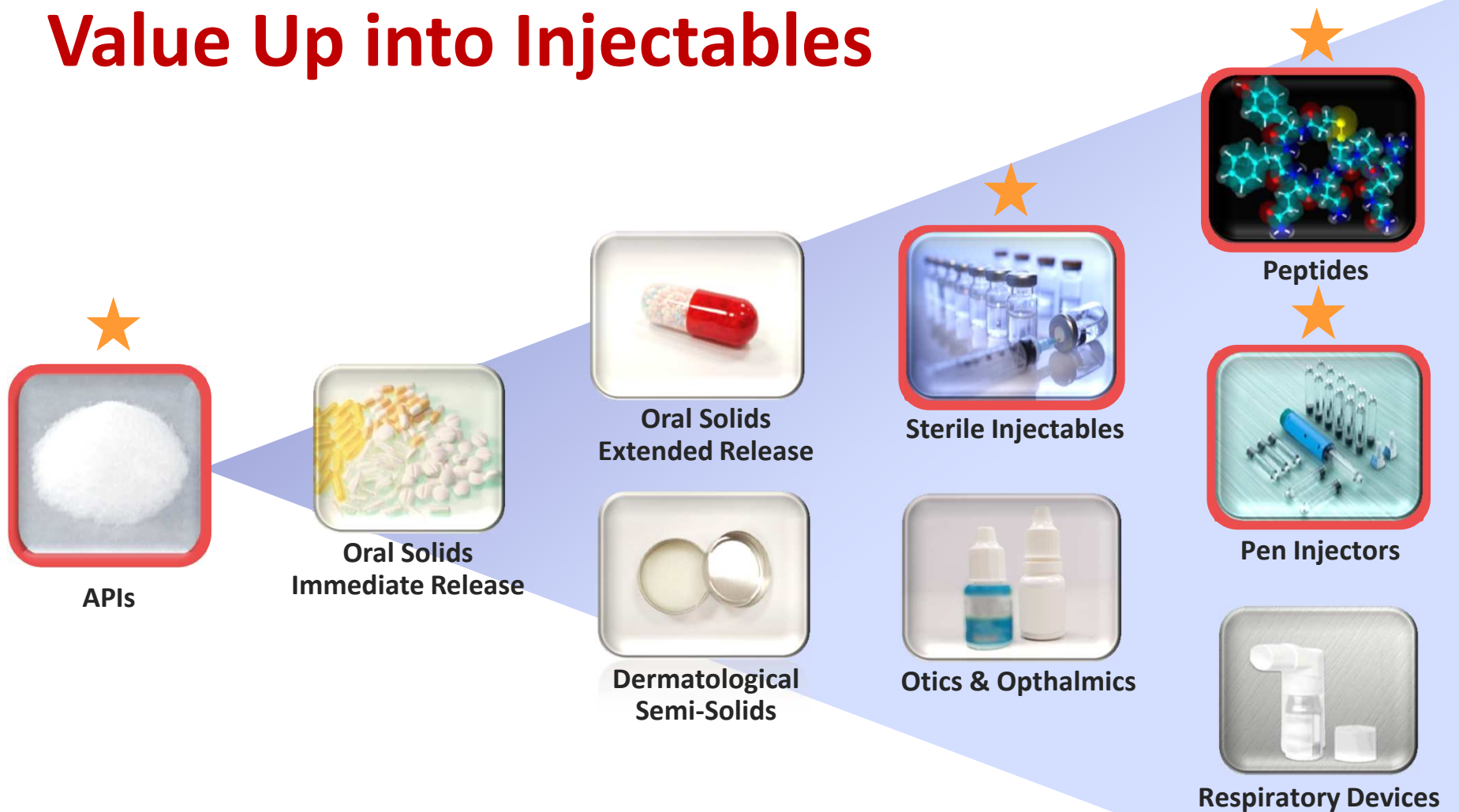
**Value up into
Injectables**

**Optimize
Existing Generic
API Portfolio**

**Expand CDMO
Business**

Actively Develop Japan and Emerging Markets

Value Up into Injectables

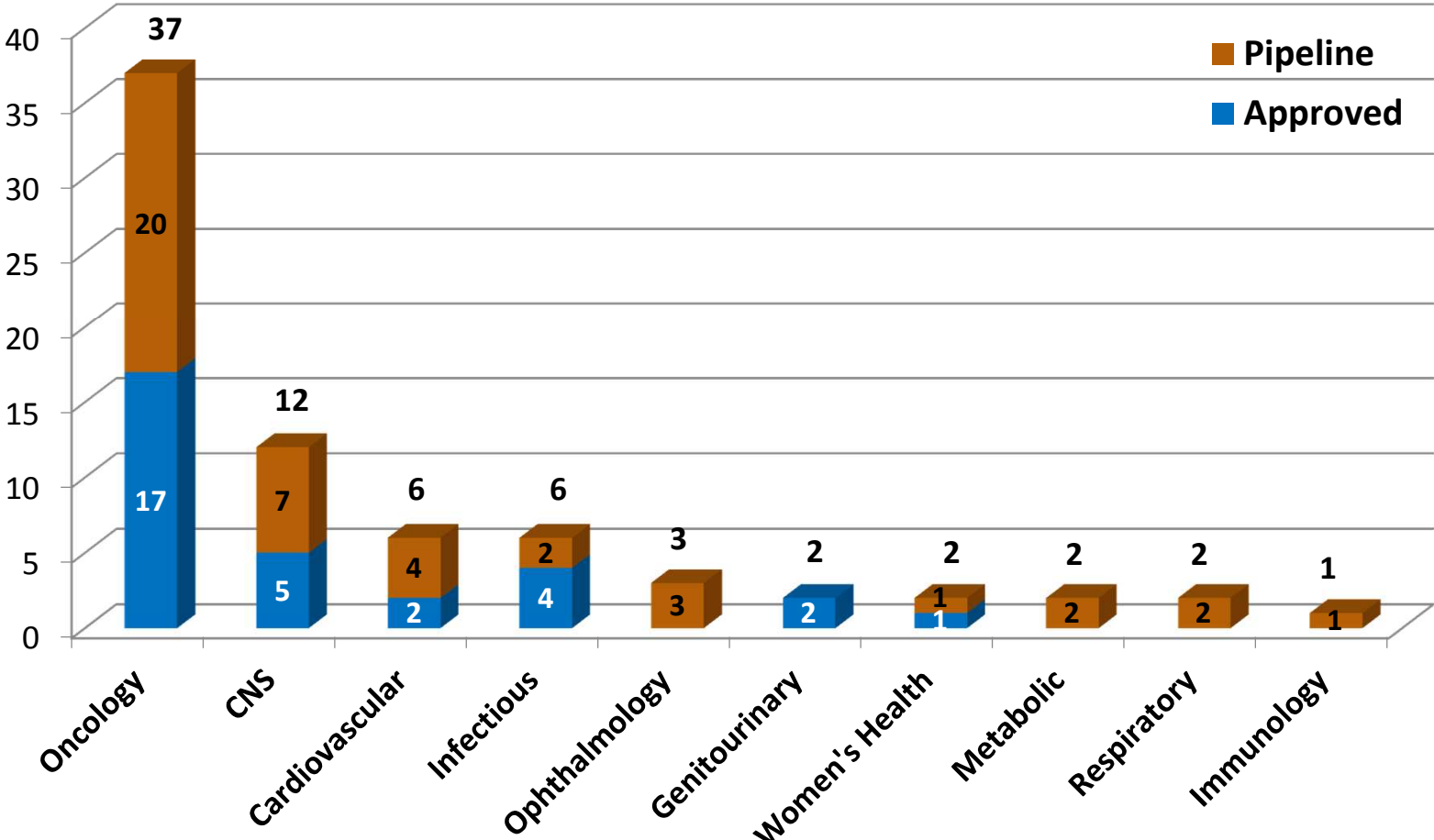


Higher sustainable value through greater entry barriers, and more tech, IP and regulatory requirements

2020 Injectables Targets

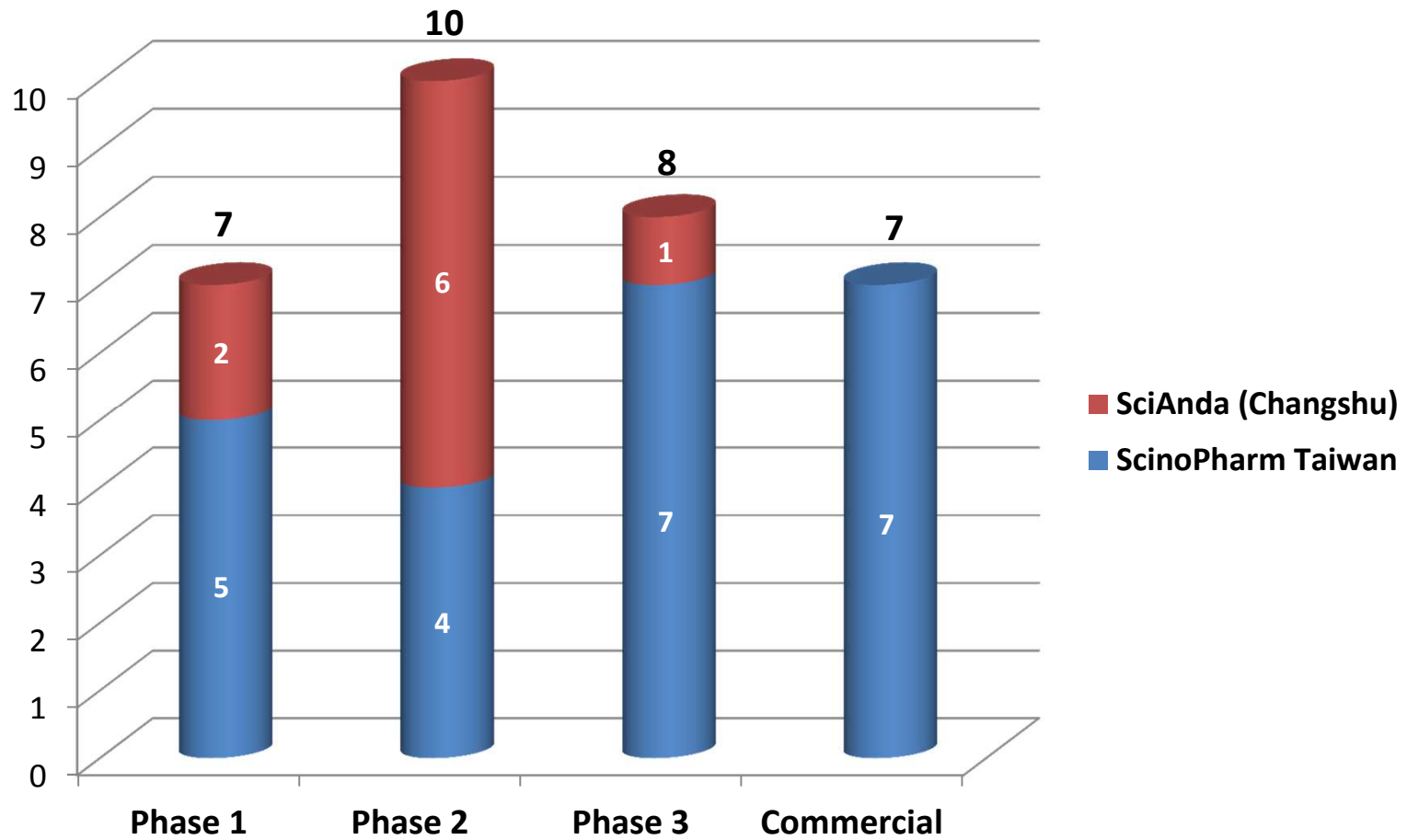
- **Fondaparinux Sodium PFS expected to be launched in 1Q, 2020**
- **Target to complete five products registration batch production in 2020**
- **Aim to trigger TFDA on-site inspection**
- **Expect to submit the 1st in-house produced ANDA**

Optimize Existing Generic API Portfolio



Data as of 2019/12/31

Expand CDMO Business



Data as of 2019/12/31

Actively Develop Japan and Emerging Markets

■ Japan

- 20 generic customers with 7 from top 10 drug firms
- Direct business with local generic customers
- Support Japanese and foreign pharmaceutical companies for market expansion
- Develop CRAM projects and leverage new capabilities of injectables
- 14 Generic API approved products

■ China

- Expand generic APIs/intermediates portfolio
- Focus on FDA/CFDA Dual Filing Customers



2020 Product Approval Plan

2020 Product Approval Plan (I)

Type	Product	Region	Indication	Brand Marketer
Generic API	Dantrolene Sodium	CN	Skeletal Muscle Relaxant	Par Sterile Products
Generic API	Tamsulosin HCl	CN	Benign prostatic hyperplasia (BPH)	Sanofi Aventis
Generic API	Fondaparinux Sodium	CN	Anti-thrombotic	Mylan
Generic API	Anastrozole	CN	Breast cancer	ANI Pharmaceuticals
Generic API	Sodium Phenylbutyrate	CN	Urea cycle disorders	Horizon Therapeutics
Generic API	Azilsartan	CN	Hypertension	Arbor Pharmaceuticals
Generic API	Topiramate	JP	Anti-convulsant	Janssen

2020 Product Approval Plan (II)

Type	Product	Region	Indication	Brand Marketer
Generic API	Topiramate	EU	Weight management	Vivus
Generic API	Galantamine HBr	JP	Alzheimer's disease	Janssen
Generic API	Fulvestrant	US	Breast cancer	AstraZeneca
Generic API	Ondansetron HCl CEP	EU	Antinauseant and antiemetic	Novartis
Generic API	Pemetrexed H2O CEP	EU	Non-small cell lung cancer	Eli Lilly
CDMO API	Donafenib	CN	Anti-cancer	Suzhou Zelgen
CDMO API	Delafloxacin	EU	Anti-biotic	Melinta



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	-

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%
Total Assets	11,722	100%	12,807	100%
Financial Debt	271	2%	1,664	13%
Other Current Liabilities	472	4%	481	3%
Other Non-Current Liabilities	669	6%	71	1%
Total Liabilities	1,412	12%	2,216	17%
Total Shareholders' Equities	10,310	88%	10,591	83%

Consolidated Cash Flow Statement

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



Q & A



Brand Quality with Asian Advantages

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