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ScinoPharm

December 1, 2020



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Business 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
- Listed on TWSE in 2011 with market cap of c. USD 806 million as of 2020/09/30. Major shareholders include Uni-President Group, National Development Fund and Taiwan Sugar Corporation
- Specializes in high potency (cytotoxic/steroid) API and injectable R&D and manufacturing with customers worldwide
- 73 generic APIs in portfolio with 32 referred and approved by ANDA/NDA. 856 active DMFs worldwide with 62 US DMFs*
- Certified by key international regulators - US FDA, EMA, EDQM, Australian TGA, Japanese PMDA, Korea KFDA, Mexico COFEPRIS and German Authority

* Data as of 2020/09/30

Progress of Three Key Businesses

- 3Q 2020 revenue of NTD 2,209 million, up 7% YoY, with net profit of NTD 274 million, up 63% YoY, and EPS NTD 0.35

Generic API

- Strengthen sales & production coordination
- Maximize production advantage in two sites
- Develop economy scale of core products

Leverage US/EU experiences to expand Japan & China markets

Drug Product

3 outsourcing drug product launched

Submitted 1st ANDA of in-house prefilled-syringe product to FDA in May

Completed registration batches of 1st pen device and liquid solution in March and July

CDMO

One CDMO product (MAA) approved by EMA

Two CDMO products submitted to EMA and FDA by customers

Integrate Production Resources in Two Sites

■ External Market

- Adjust for market segmentation and supply chain change in the post-pandemic period
- Changshu to focus on FDA/CFDI dual filing customers for API business under MAH regulation
- CFDI completed on-site inspection of Changshu site in September

■ Internal Resources

Allocate resources based on product features and two sites' advantage



Business Update

Business Strategies

**Advancing to
Injectables**

**Optimize
Existing Generic
API Portfolio**

**Expand CDMO
Business**

Actively Develop Japan, China and Emerging Markets

Advancing to Injectables



APIs



Oral Solids
Immediate Release



Oral Solids
Extended Release



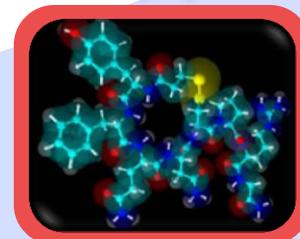
Dermatological
Semi-Solids



Sterile
Injectables



Otics & Ophthalmics



Peptides



Pen Injectors

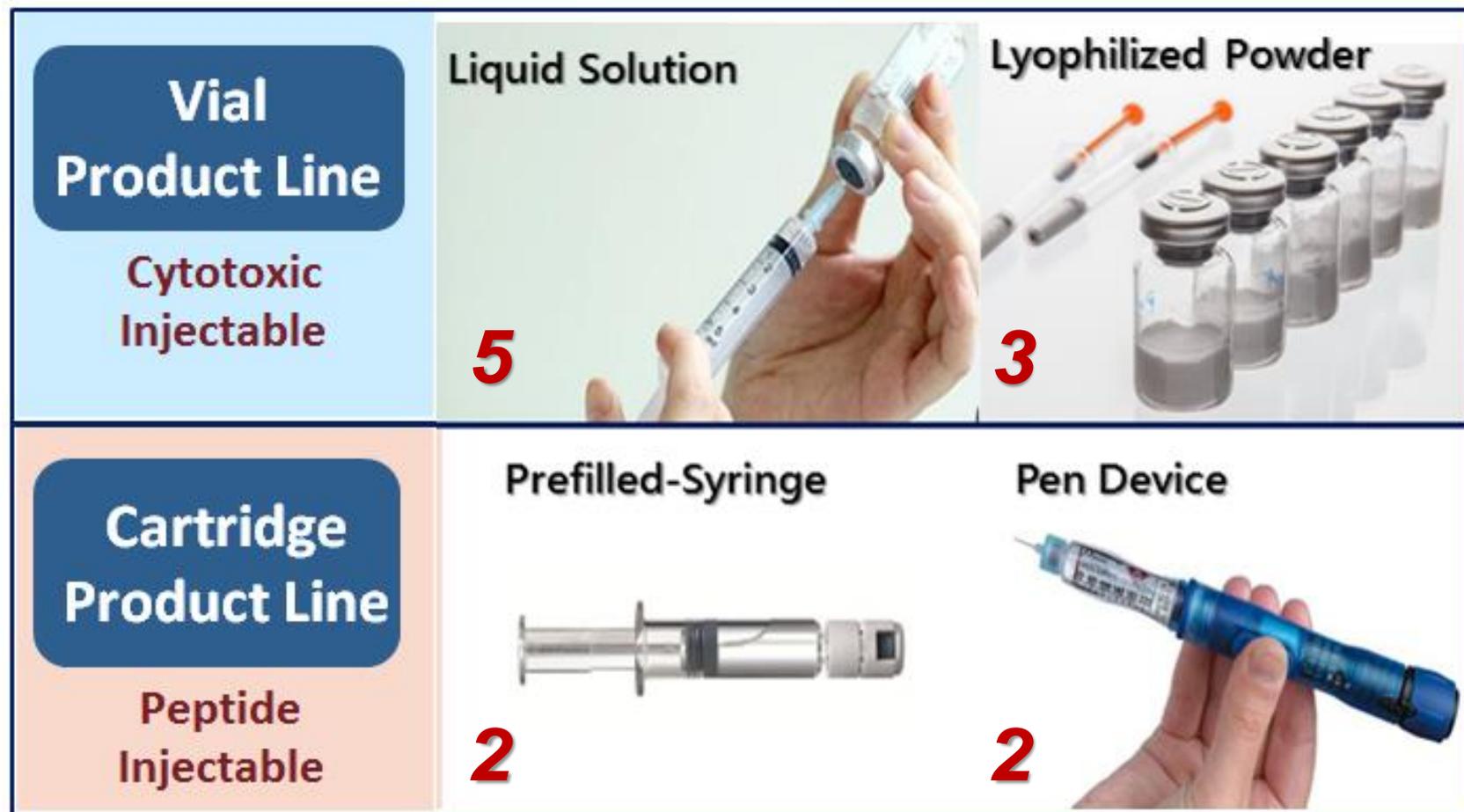


Respiratory Devices

Higher entry barriers due to more tech, IP and regulatory requirements lead to more value

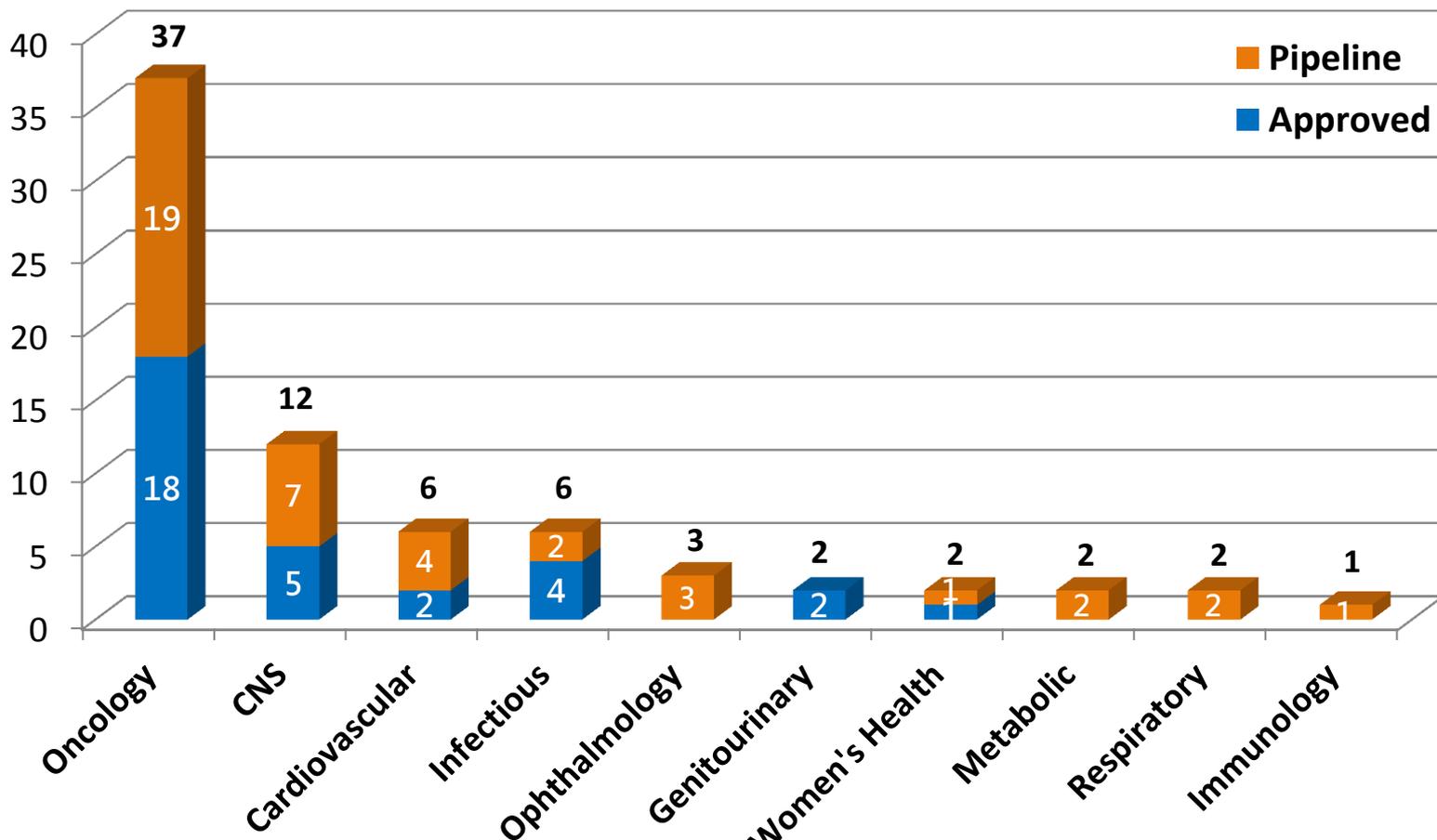
In-House Injectables Portfolio

■ 12 drug products under development



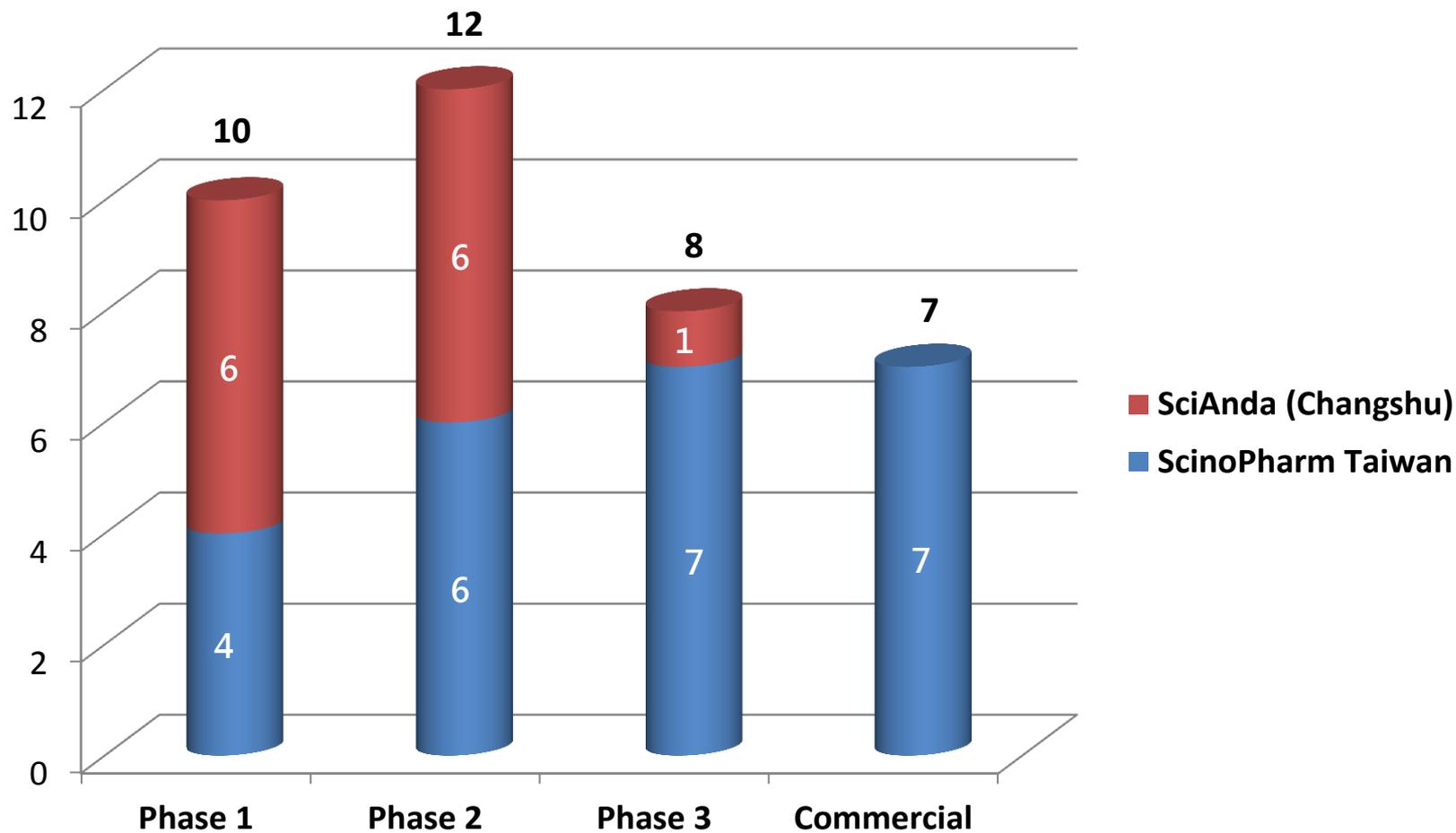
Data as of 2020/09/30

Existing Generic API Portfolio



Data as of 2020/09/30

CDMO Business



Data as of 2020/09/30



2020 Product Approval Plan

2020 Product Approval Plan (I)

Type	Product	Region	Indication	Brand Marketer
Generic API	Capecitabine	CN(✓)	Various cancers	Roche
Generic API	Dantrolene Sodium	CN(✓)	Skeletal Muscle Relaxant	Par Sterile Products
Generic API	Tamsulosin HCl	CN(✓)	Benign prostatic hyperplasia (BPH)	Sanofi Aventis
Generic API	Irinotecan HCl	CN	Colorectal cancer	Pfizer
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

✓ : Approved

Data as of 2020/09/30

2020 Product Approval Plan (II)

Type	Product	Region	Indication	Brand Marketer
Generic API	Galantamine HBr	JP(✓)	Alzheimer's disease	Janssen
Generic API	Topiramate	JP	Anti-convulsant	Janssen
Generic API	Topiramate	EU	Weight management	Vivus
(*)Generic API	Pemetrexed Disodium 7H ₂ O CEP	EU	Non-small cell lung cancer	Eli Lilly
Generic API	Fulvestrant	US	Breast cancer	AstraZeneca
CDMO API	Donafenib	CN	Cancer	Suzhou Zelgen
CDMO API	Quofenix	EU(✓)	Anti-biotic	Menarini

✓ : Approved

* : Collaborative project with partner for drug product development

Data as of 2020/09/30

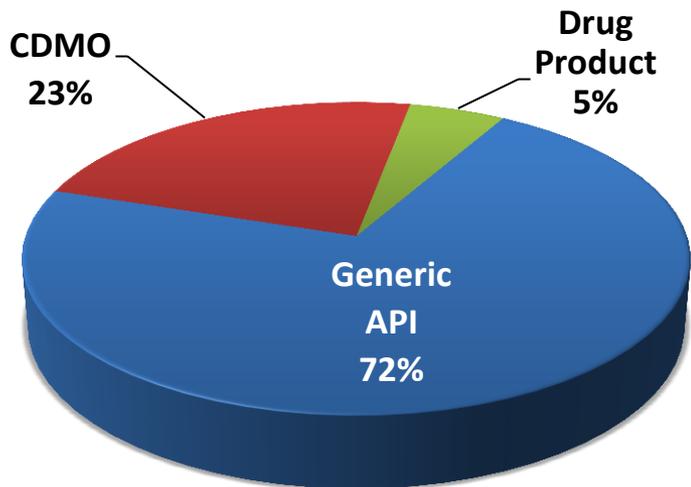


Operating Results

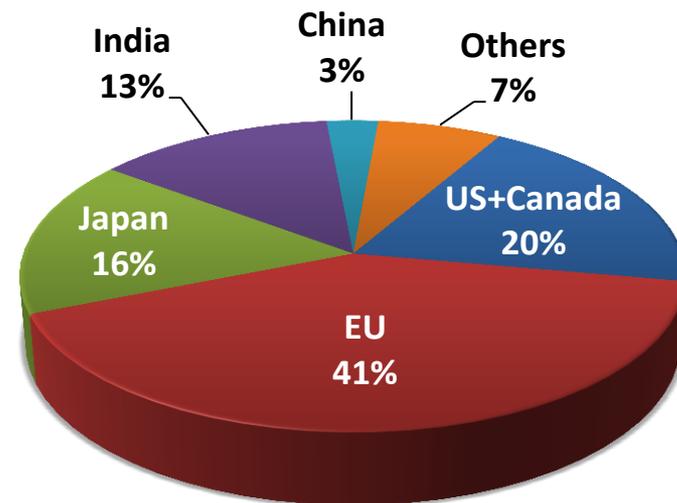
Consolidated Income Statement

In NTD Million, except for EPS	3Q 2020 (Reviewed)		YoY	3Q 2019 (Reviewed)	
Revenue	2,209	100%	7%	2,073	100%
Gross Profit	1,058	48%	18%	896	43%
Operating Profit	354	16%	69%	210	10%
Net Profit before Tax	346	16%	67%	208	10%
Net Profit after Tax	274	12%	63%	168	8%
EPS (NTD)	0.35	-	-	0.21	-

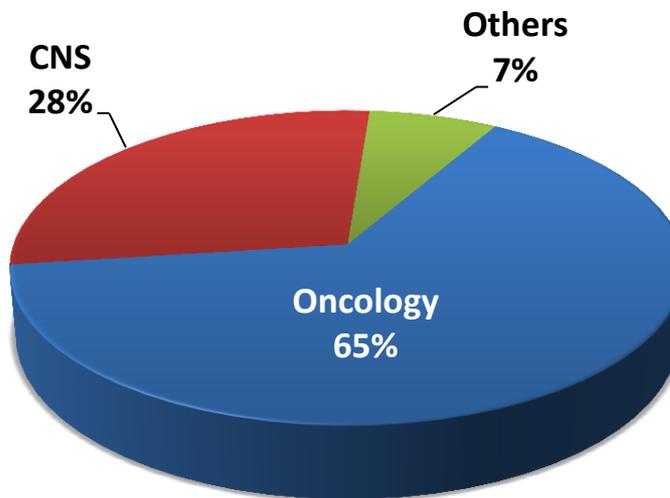
3Q 2020 Sales Distribution



by Business



by Region



by Indication

Sales Distribution – YoY

By Business

Unit: USD

	Generic API	CDMO	Drug Product
3Q 2020 Sales	53.4M	17.2M	3.5M
YoY	-2.2%	56.2%	192.4%

By Indication

	Oncology	CNS	Others
3Q 2020 Sales	47.9M	20.9M	5.3M
YoY	4.2%	57.9%	-29.9%

By Region

	EU	US & Canada	Japan	India	China	Others
3Q 2020 Sales	30.4M	14.5M	12.1M	9.8M	2.1M	5.2M
YoY	42.4%	9.3%	-12.4%	-2.2%	22.8%	-21.5%

Consolidated Balance Sheet

In NTD Million	2020/9/30 (Reviewed)		2019/9/30 (Reviewed)	
Cash and Cash Equivalents	3,759	31%	3,143	27%
Accounts Receivable	468	4%	439	4%
Inventories	1,350	11%	1,238	10%
Property, Plant & Equipment	4,211	35%	4,501	39%
Other Current/Non-Current Assets	2,212	19%	2,401	20%
Total Assets	12,000	100%	11,722	100%
Financial Debt	244	2%	271	2%
Other Current Liabilities	638	6%	472	4%
Other Non-Current Liabilities	633	5%	669	6%
Total Liabilities	1,515	13%	1,412	12%
Total Shareholders' Equities	10,485	87%	10,310	88%

Consolidated Cash Flow Statement

In NTD million	3Q 2020 (Reviewed)	3Q 2019 (Reviewed)
From Operating Activities	616	636
From Investing Activities	51	(160)
From Financing Activities	(210)	(1,545)
Effect of foreign exchange rate changes	(3)	9
Net Change in Cash	454	(1,060)
Beginning Balance	3,305	4,203
Ending Balance	3,759	3,143



Q & A



Brand Quality with Asian Advantages

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