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# ScinoPharm Investor Conference

— 2023 08 22



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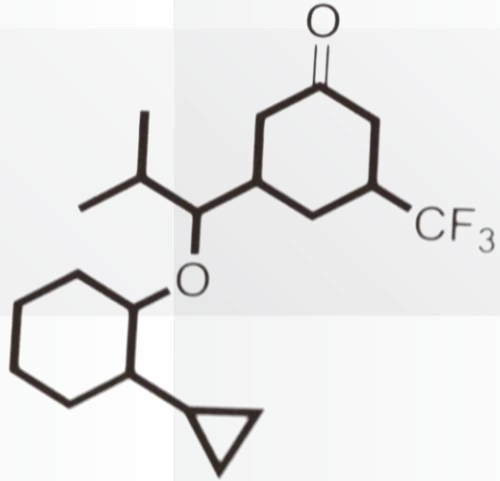
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# Agenda

- 01** Overview of Business Operations
- 02** Business Update
- 03** Financial Performance



# Overview of Business Operations



# I. Developing Business Plans Progressively and Keeping Consistency in Business

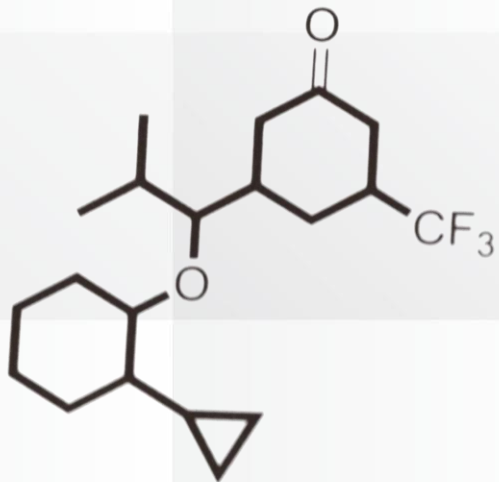
- **Implementing investment plans continuously to realize vertical integration from APIs to drug product**
- **Promoting three core businesses progressively in line with plant optimization, customer demand and production schedule**
- **2023 H1 consolidated revenue was 45.85 million in USD, decreased 14.5% yoy; 1,403 million in NTD, decreased 9% yoy. NPAT was NTD 99 million, down 48% yoy, with an NPAT margin of 7%. The company strives to be consistent in business for the whole year**

## II. Boost the API Business Capacity

- Carry out capacity expansion and facility optimization at ScinoPharm Taiwan and SciAnda Changshu plants continuously. R&D and human resources were ready to increase API business capacity and scale our business
- In-house API Products
  - Utilizing the benefits of API production and building up the company's ability to supply core APIs through planned deployment
- CDMO Business
  - Upgrading hardware facilities and soft power to increase production capacity, provide products to meet customer demand, and make our CDMO business more flexible

# III. Accelerating Business Deployment in Drug Product

- In-house prefilled-syringe, liquid solution, and lyophilized powder injectable products are in the final stage of the review process of ANDA submissions. Submitted 1<sup>st</sup> cartridge product ANDA to FDA in June ; injectable products from each different production line are all in the review period for ANDA
- More development plans of in-house injectable products are in progress. We have completed some ANDA submissions and registration batches, and product development of injector pens is proceeding
- The injectable plant stepped into the commercial mass production stage, proving our production ability. The 1<sup>st</sup> CMO injectable product has been ready for shipping, and more injectables collaborations are ongoing
- Focusing on the development of complex injectable and peptide products to increase items for our injectable products and maximize business opportunities



# Business Updates

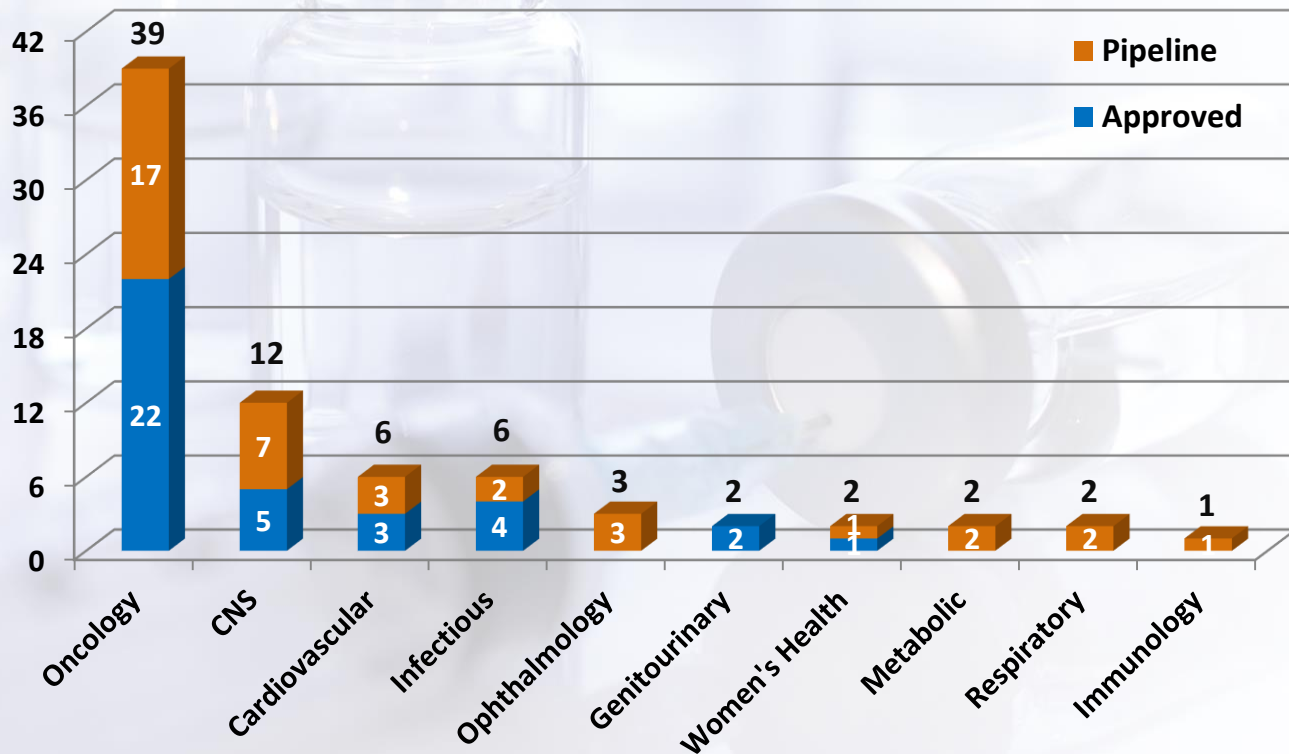




## Optimize Generic API Portfolio

# ■ Generic API Portfolio

As of 2023/06/30



Optimize  
Generic API  
Portfolio

## ■ 2023 Generic API Product Approval Plan

Type	Product	Region	Indication	Brand Marketer
Generic API	Bimatoprost	CN(✓)	Glaucoma	Allergan
Generic API	Cladribine	CN	Multiple sclerosis	Merck
Generic API	Galantamine HBr	CN(*)	Alzheimer's disease	Janssen
Generic API	Azacitidine	EU	Myelodysplastic syndromes	Celgene

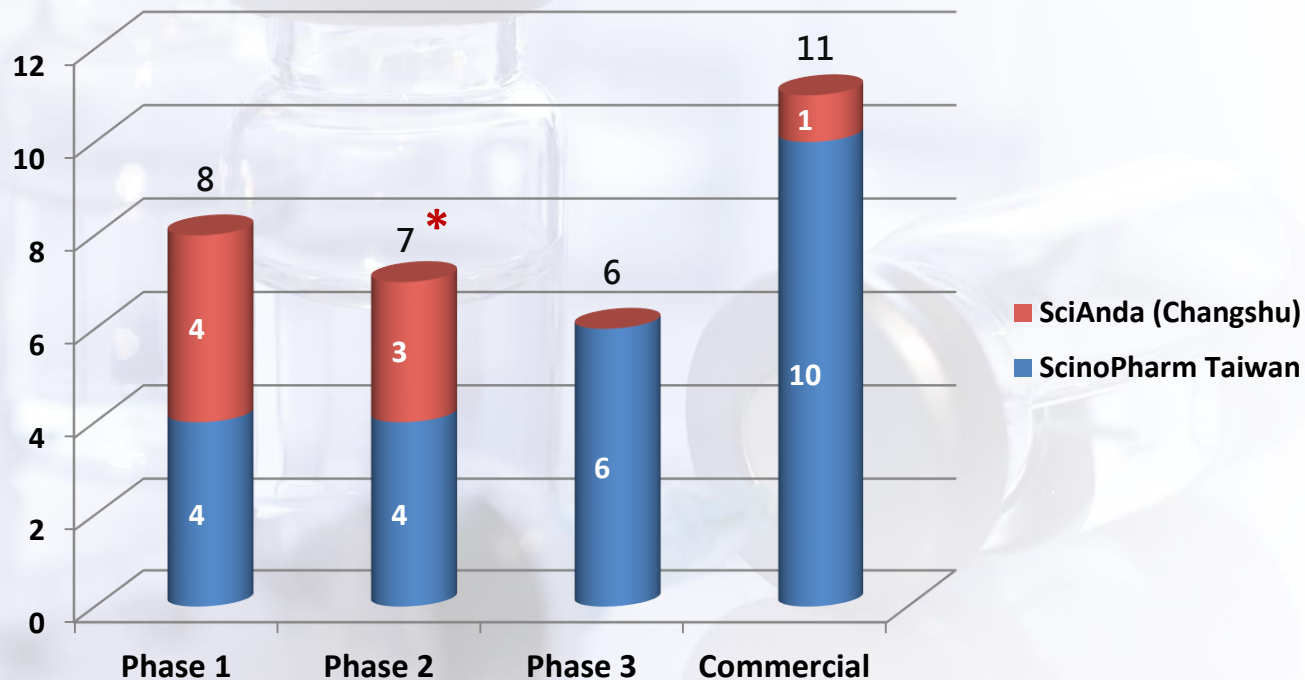
✓ : Approved

\* : Approved in Jul., 2023

As of 2023/06/30

Expand  
CDMO  
Business

## ■ CDMO Business Status



\* ScinoPharm Taiwan increased one phase II CDMO project in Jul., 2023, total phase II CDMO projects accumulate to 8 in sum

As of 2023/06/30

**Expand  
CDMO  
Business**

## ■ 2023 CDMO Product Approval Plan

Type	Product	Region	Indication	Brand Marketer
CDMO API	Ganaxolone	EU(*)	Genetic epilepsy	Marinus
CDMO API	Eflornithine	US/EU	FAP	Post-marketing Disclosure
CDMO API	Eflornithine	US/EU	Pediatric neuroblastoma	Post-marketing disclosure
Intermediate for CDMO API	Sotagliflozin	US(✓)	Heart failure	Lexicon

✓ : Approved

\* : Approved in Jul., 2023

As of 2023/06/30

## Advancing to Injectables

# ■ In-House Drug Product Submission Status

	Completed registration batches	Submitted ANDA to US FDA	US FDA's On-site Inspection	US FDA Approved ANDA
Cartridge line Prefilled-syringe				Passed US FDA Pre-Approval Inspection in May, 2022*
Vial line Liquid solution				Passed US FDA Pre-Approval Inspection in May, 2022*
Vial line Lyophilized powder				Passed US FDA Pre-Approval Inspection in Dec., 2022*
Cartridge line Cartridge product				ANDA of 1 <sup>st</sup> cartridge product - Submitted to FDA in Jun., 2023

\* Responded to FDA CRL

## Advancing to Injectables

# ■ Collaborative Projects for Drug Product



**Collaboration on 505(b)(2)  
for non-small cell lung cancer**

**Launched in US by customer**



**Collaboration on ANDA for  
non-small cell lung cancer**

**Launched in US and EU by  
customer**



**Collaboration on ANDA for  
multiple myeloma**

**Launched in the US and EU  
and submitted to other  
regions by customer**



**In-house Prefilled-syringe  
Product**

**Recognized by marketing  
partner and ANDA review is  
in the final stage**



**Contract Manufacturing of  
oncology Injectable**

**CMO product produced and  
shipping is ready**



**In-house Cartridge Product**

**ANDA submitted to FDA and  
marketing partner to be  
confirmed**

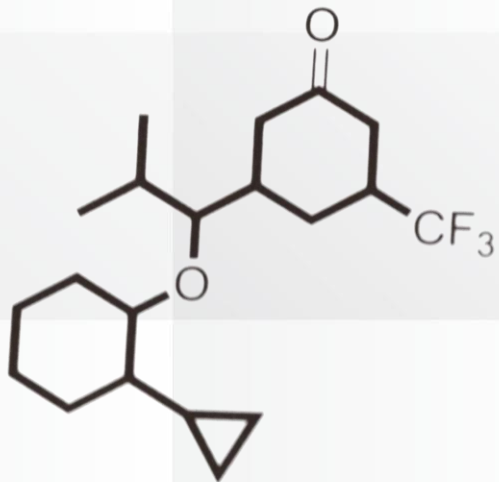
# China Market

- 4 CFDI on-site inspections completed in Changshu site to facilitate China market 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	2023 sales projected by research report : c. RMB 680 million
2021.06	Bimatoprost	2023.02	Glaucoma	Prostaglandin drug products c. RMB 1 billion
2022.11	Azilsartan	2022.09	Hypertension	c. RMB 100 million

\* Customer's clinical trial for new indication in progress

- Changshu site expects to conduct more inspections in 2023



# Financial Performance

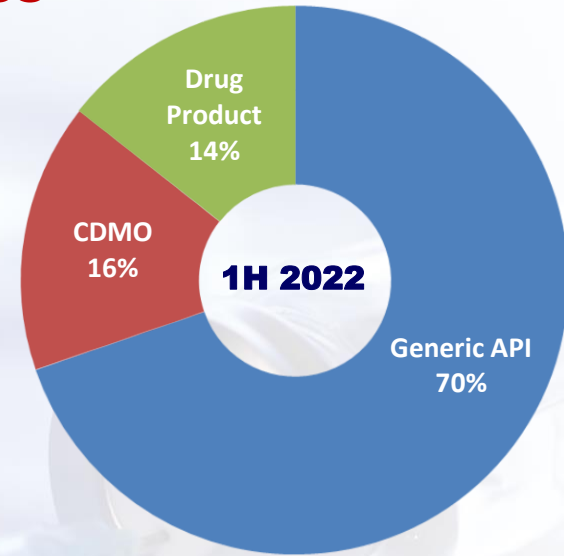
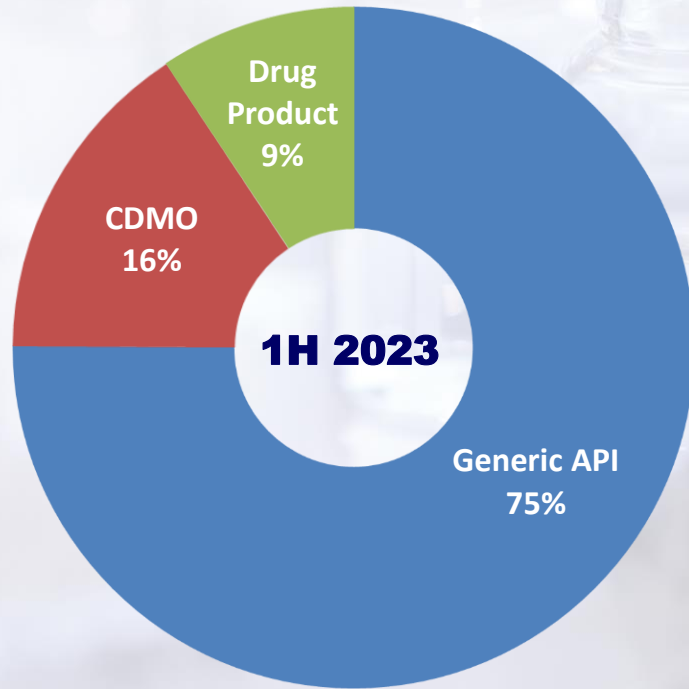




# Consolidated Income Statement

NTD Million except for EPS	1H 2023		YoY	1H 2022	
Revenue	1,403	100%	-9%	1,543	100%
Gross Profit	527	38%	-18%	643	41%
Operating Expenses	(432)	(31)	3%	(420)	(27)
Operating Profit	95	7%	-57%	223	14%
Net Profit before Tax	119	8%	-50%	238	15%
Net Profit after Tax	99	7%	-48%	191	12%
EPS (NTD)	0.13	-	-	0.24	-

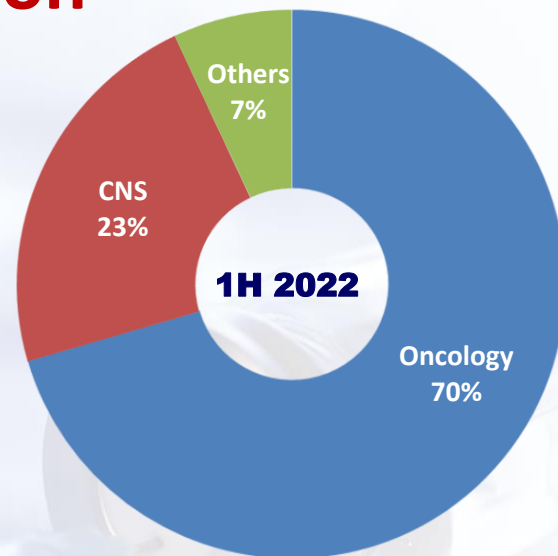
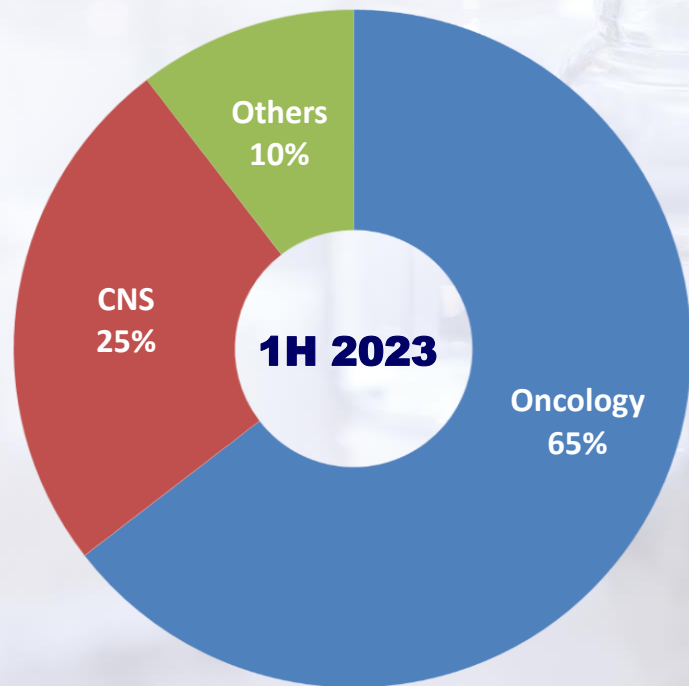
# Sales Distribution – By Business



Unit: USD/M

	Generic API	CDMO	Drug Product
1H 2023 Sales	34.4	7.2	4.3
YoY	-7.9%	-15.9%	-44.9%

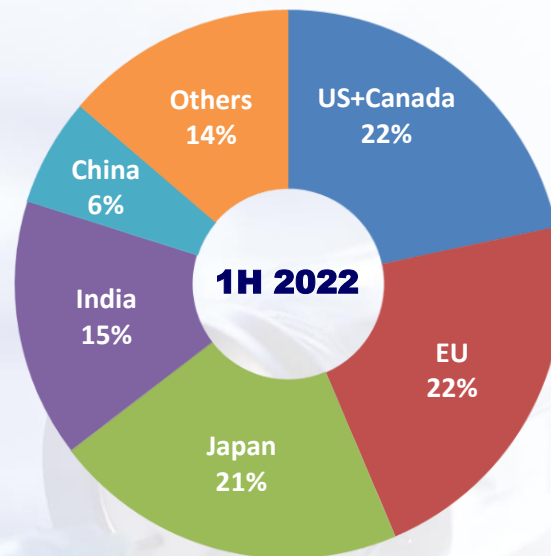
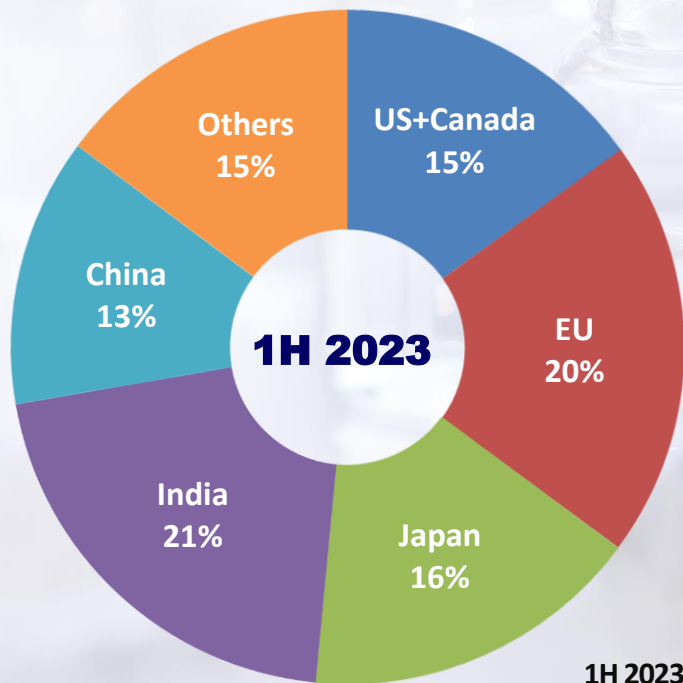
# Sales Distribution – By Indication



Unit: USD/M

	Oncology	CNS	Others
1H 2023 Sales	29.6	11.5	4.8
YoY	-21.7%	-4.9%	27.6%

# Sales Distribution – By Region



Unit: USD/M

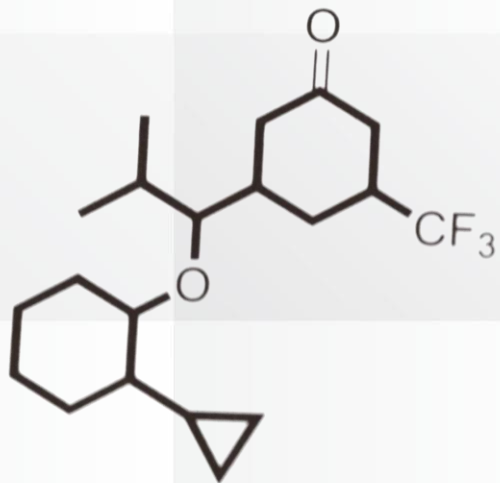
	US & Canada	EU	Japan	India	China	Others
1H 2023 Sales	6.9	9.2	7.5	9.5	6.0	6.8
YoY	-40.6%	-21.8%	-33.3%	15.9%	73.7%	-8.0%

# Consolidated Balance Sheet

NTD Million	2023/06/30		2022/06/30	
Cash and Cash Equivalents	4,242	36%	4,346	36%
Accounts Receivable	556	5%	439	4%
Inventories	1,493	12%	1,266	11%
Property, Plant & Equipment	3,674	31%	4,001	33%
Other Current/Non-Current Assets	1,925	16%	1,984	16%
<b>Total Assets</b>	<b>11,890</b>	<b>100%</b>	<b>12,036</b>	<b>100%</b>
Financial Debt	80	1%	23	0%
Other Current Liabilities	1,001	8%	964	8%
Other Non-Current Liabilities	632	5%	666	6%
<b>Total Liabilities</b>	<b>1,713</b>	<b>14%</b>	<b>1,653</b>	<b>14%</b>
<b>Total Shareholders' Equities</b>	<b>10,177</b>	<b>86%</b>	<b>10,383</b>	<b>86%</b>

# Consolidated Cash Flow Statement

NTD million	1H 2023	1H 2022	Dif.
<b>From Operating Activities</b>	<b>48</b>	<b>373</b>	<b>(325)</b>
Depreciation & Amortization	230	205	25
<b>From Investing Activities</b>	<b>(89)</b>	<b>(132)</b>	<b>43</b>
Capital Expenditure	(140)	(130)	(10)
<b>From Financing Activities</b>	<b>(2)</b>	<b>16</b>	<b>(18)</b>
Effect of foreign exchange rate changes	(10)	7	(17)
<b>Net Change in Cash</b>	<b>(53)</b>	<b>264</b>	<b>(317)</b>
<b>Beginning Balance</b>	<b>4,295</b>	<b>4,081</b>	<b>214</b>
<b>Ending Balance</b>	<b>4,242</b>	<b>4,345</b>	<b>(103)</b>



Q & A





# Appendix

## 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
- 75 generic APIs in portfolio with 37 referred and approved ANDAs/NDAs\*
  - 912 active DMFs worldwide with 68 US DMFs\*
- 200+ contract projects with 11 approved/launched (9 NCEs) and 6 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 2023/06/30



**Brand Quality with Asian Advantages**

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

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