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# ScinoPharm Investor Conference

— 2025 08 19

ScinoPharm Taiwan

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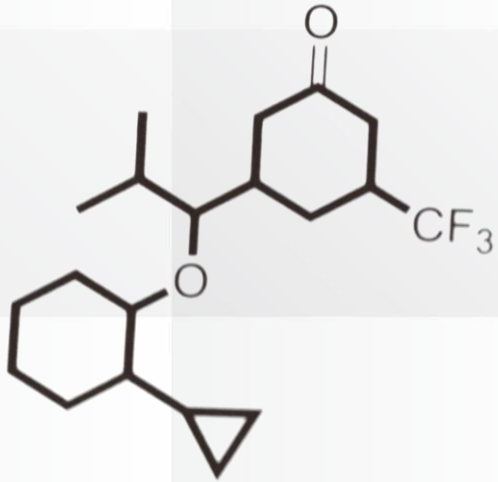
# Agenda

01 Overview of Business Operations

02 Business Update

03 Financial Performance




# Overview of Business Operations

# I. Review of Operations Amid Challenges

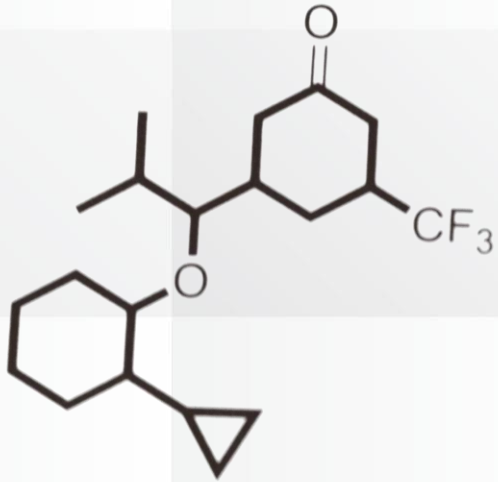
- **Consolidated revenue of 45.2 million in USD in 1H 2025, a decrease of 12% yoy; 1,434 million in NTD, a decrease of 13% yoy. NPAT was NTD 80 million, down 63% yoy.**
- **Revenue and profits were both impacted by delayed demand from API customers and slower-than-expected sales from CDMO customers, but product portfolio optimization and cost control improvements helped maintain a stable gross profit margin.**
- **Significant appreciation of NTD against USD exerted pressure on currency exchange results and was one of the main factors contributing to profit decline.**

# II. Strengthen In-house Product Deployment

- **API Products**
  - Leverage API production experience and capacity to respond to price competition with flexible pricing strategies, reinforcing our position in the supply chain
  - Actively expand our customer base and explore new markets to maximize the value of our API portfolio
- **Proprietary Drug Products**
  - Focus on high-value drug-device combination products, targeting therapeutic areas such as oncology, hematology, metabolic disorders, and central nervous system (CNS) diseases
  - Initiate regulatory filings and commercial launches in the U.S. market with subsequent expansion into other regions
  - Leverage strategic partnerships to drive 505(b)(2) opportunities

# III. Expanding CDMO Business

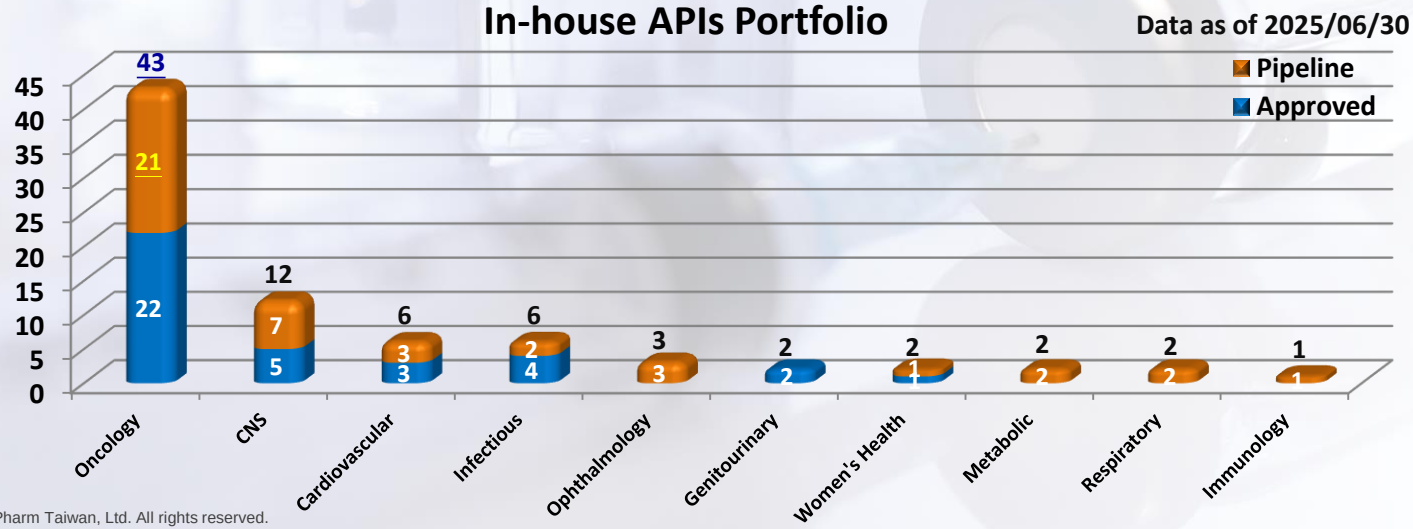
- Leverage R&D and manufacturing capabilities in peptides, steroids, and cytotoxic products, actively showcasing technical strengths at industry exhibitions to attract collaborations with innovative drug companies to support realization of their product vision and transforming innovation into value
- Capitalize on expertise in complex peptide injectables and cytotoxic handling capabilities to expand our contract manufacturing portfolio, diversify the customer base, and provide comprehensive, fully integrated services




# Business Update

# Strengthening API Business

- In 1H 2025, submitted DMFs for 2 new oncology products, bringing the total to 79 developed generic APIs with DMFs filed, of which 37 are already being supplied to customers for commercial sales.
- Maintain existing market share, and proactively develop new customers and explore new markets, such as China, Europe, and South America, to strive for market share and expand our global presence.
- Keep developing new generic APIs to enrich our pipeline, currently multiple new APIs being developed.



# Accelerating Drug Product Business Development

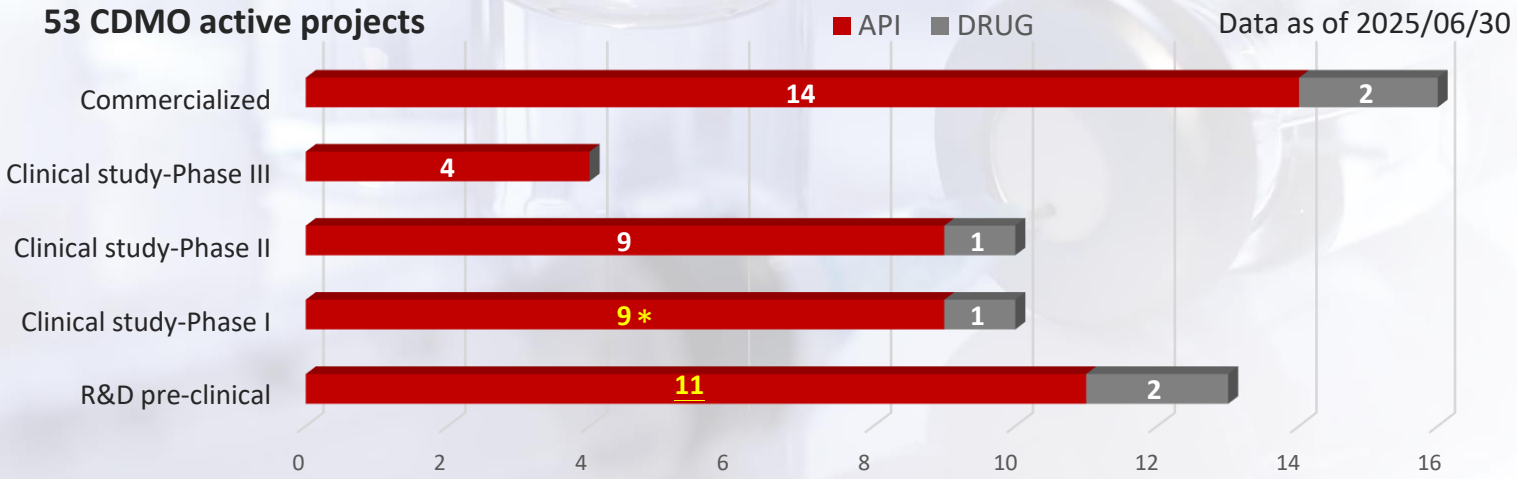
- Continuously expanding our injectable drug product portfolio, accelerating the approval of proprietary injectable products in the US, and initiating pre-launch preparations for the US market.
- Proactively seeking strategic partnerships to expand beyond the US and capture growth opportunities in markets such as Canada, Australia, Japan, China, and Europe.
- Submitted oncology and diabetes injectable products to the TFDA for approval, paving the way for entry into the Taiwan market.

| Dosage Form | Project Numbers | Indication | Under Development | Technical Package Ready | Dossier Ready | Under Registration | Approved |
|---|---|---|---|---|---|---|---|
| Lyophilized Powder | 5 | • Myelodysplastic Syndromes<br>• Multiple Myeloma<br>• Oncology | 1 | 1<br>1 | | | 1<br>1 |
| Liquid Solution | 7 | • Leukemia<br>• Oncology<br>• Reversal of Neuromuscular Blockade<br>• Multiple Myeloma | 1 | 4<br>1 | | | 1 |
| Prefilled Syringe | 3 | • Thromboembolic Disorders<br>• Multiple Sclerosis<br>• Medical Imaging Agents | | 1 | | 1# | 1 |
| Cartridge in Device | 5 | • Osteoporosis<br>• Diabetes Mellitus<br>• Chronic Weight Management | 1 | 1 | 1 | 1*<br>1# | |

- 2 products under development were added to injectable drug product portfolio in 2025 H1
- # Responded to FDA CRL / * Preparing for response to FDA CRL

# Expanding CDMO Services

- Focus on specialized areas such as peptides, steroids, and cytotoxic products, and continue to expand our global CDMO presence.
- Leverage our development and manufacturing capabilities in both APIs and injectable DPs to provide comprehensive, one-stop solutions for innovative pharmaceutical companies.
- With excellent manufacturing capabilities, proactively grab the contract manufacturing opportunities from global pharmaceutical companies for both APIs and injectables DPs.

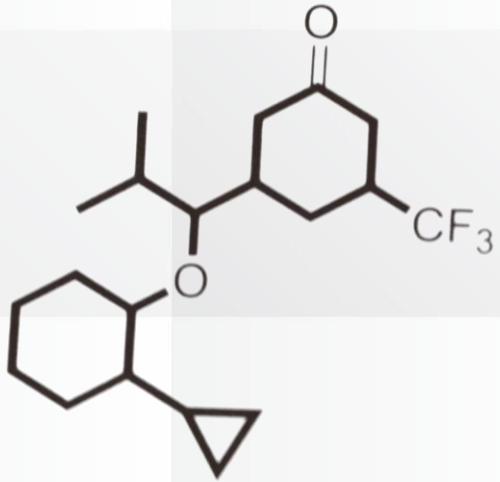



➢ Added 1 API CDMO project to R&D pre clinical stage in 2025 H1

* Added 1 API CDMO project to Phase I stage in July 2025, total number of API CDMO projects at Phase I stage accumulate to 10

# Actively Develop Business in China

- **Proactively expand the API customer base and strengthen collaborations with Chinese pharmaceutical companies to gradually grow our business in China**
- **In 1H 2025, ScinoPharm Changshu passed an additional GMP inspection by the Chinese authority, bringing the total to six products that have successfully passed GMP inspections, with preparations underway for commercial supply to customers in line with their product launches.**
- **ScinoPharm Changshu continues to leverage its API development capabilities to enrich its product pipeline, with plans to submit additional generic API regulatory filings in 2025. These efforts aim to meet domestic market demands in China, expand into international markets, and aggressively grow our CDMO service.**

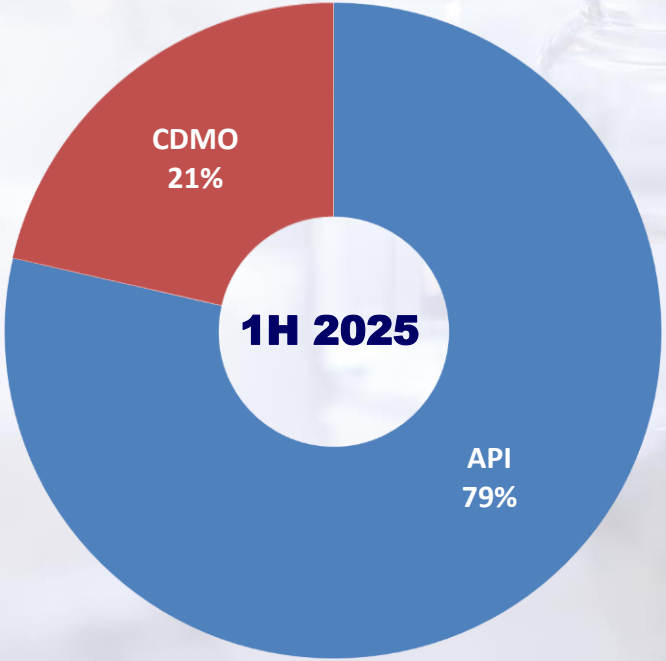


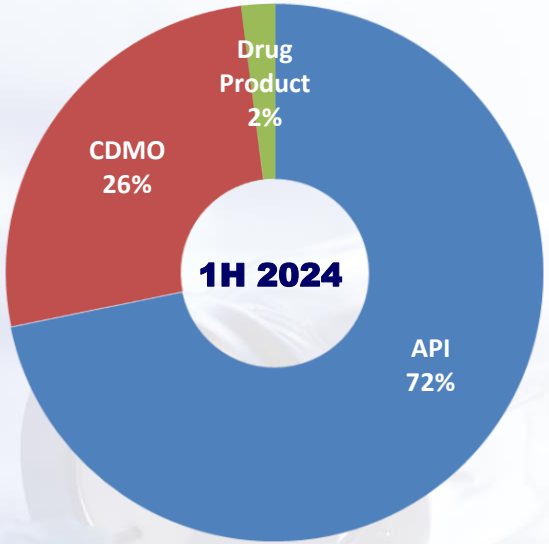

# Financial Performance

# Consolidated Income Statement

| NTD Million except for EPS | 1H 2025 | | YoY | 1H 2024 | |
|---|---|---|---|---|---|
| Revenue | 1,434 | 100% | -13% | 1,646 | 100% |
| Gross Profit | 548 | 38% | -15% | 644 | 39% |
| Operating Expenses | (427) | (30%) | 1% | (421) | (26%) |
| Operating Profit | 121 | 8% | -46% | 223 | 14% |
| Net Profit before Tax | 104 | 7% | -61% | 265 | 16% |
| Net Profit after Tax | 80 | 6% | -63% | 215 | 13% |
| EPS (NTD) | 0.10 | - | - | 0.27 | - |

# Sales Distribution – By Business



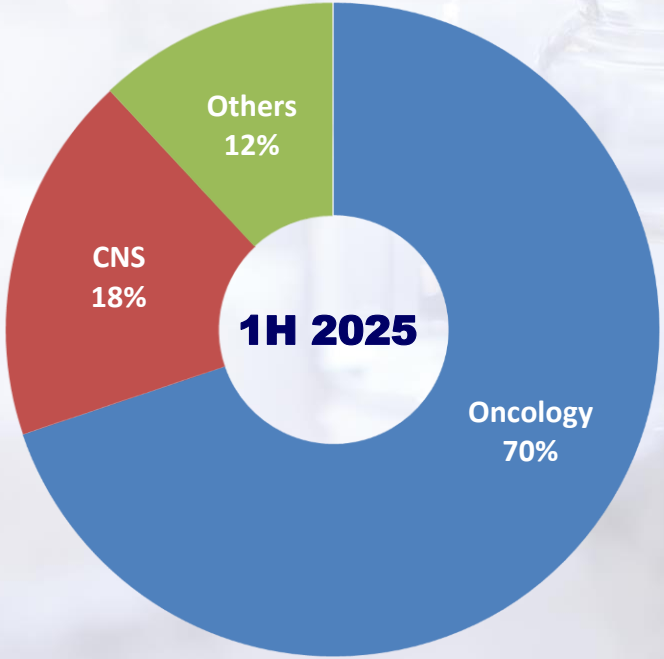



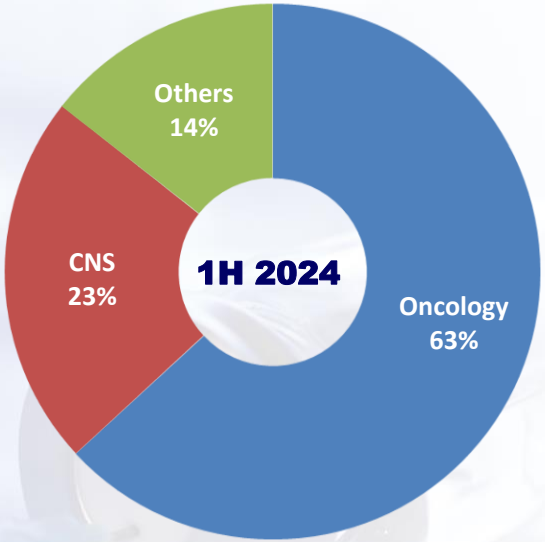

Unit: USD/M

| | API | CDMO | Drug Product |
|---|---|---|---|
| 1H 2025 Sales | 35.5 | 9.7 | 0 |
| YoY | -4.2% | -28.6% | -100.0% |

Note：Starting in 2024, statistics are presented using a new classification method

# Sales Distribution – By Indication




Unit: USD/M

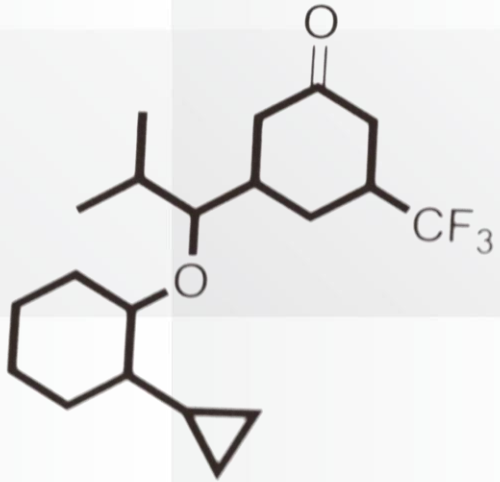
| | Oncology | CNS | Others |
|---|---|---|---|
| 1H 2025 Sales | 31.5 | 8.3 | 5.4 |
| YoY | -3.2% | -28.9% | -27.4% |

# Consolidated Balance Sheet

| NTD Million | 2025/06/30 | | 2024/06/30 | |
|---|---|---|---|---|
| Cash and Cash Equivalents | 3,086 | 26% | 4,207 | 35% |
| Accounts Receivable | 494 | 4% | 479 | 4% |
| Inventories | 1,896 | 16% | 1,815 | 15% |
| Property, Plant & Equipment | 3,490 | 29% | 3,755 | 31% |
| Financial Assets | 1,307 | 11% | 49 | 1% |
| Other Current/Non-Current Assets | 1,690 | 14% | 1,691 | 14% |
| **Total Assets** | **11,963** | **100%** | **11,996** | **100%** |
| Financial Debt | 83 | 1% | 9 | 0% |
| Other Current Liabilities | 977 | 8% | 964 | 8% |
| Other Non-Current Liabilities | 634 | 5% | 651 | 6% |
| **Total Liabilities** | **1,694** | **14%** | **1,624** | **14%** |
| **Total Shareholders' Equities** | **10,269** | **86%** | **10,372** | **86%** |

# Consolidated Cash Flow Statement

| NTD million | 1H 2025 | 1H 2024 | Dif. |
|---|---|---|---|
| **From Operating Activities** | **227** | **421** | **-194** |
| Depreciation & Amortization | 255 | 241 | 14 |
| **From Investing Activities** | **(1,323)** | **(135)** | **-1,188** |
| Acquisition of financial assets | (1,156) | - | -1,156 |
| Capital Expenditure | (166) | (135) | -31 |
| **From Financing Activities** | **46** | **(31)** | **77** |
| Effect of foreign exchange rate changes | (30) | 10 | -40 |
| **Net Change in Cash** | **(1,080)** | **265** | **-1,345** |
| Beginning Balance | 4,166 | 3,942 | 224 |
| **Ending Balance** | **3,086** | **4,207** | **-1,121** |




# 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
- 79 generic APIs in portfolio with 37 referred and approved ANDAs/NDAs*
  - 969 active DMFs worldwide with 69 US DMFs*
- 200+ contract projects with 14 approved/launched (12 NCEs) and 4 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. In November 2024, we passed Brazilian ANVISA 1st on-site GMP inspection with zero defect and maintained its exceptional track record of 5 consecutive zero defect inspections by the US FDA
- Injectable plant certified by US FDA and TFDA

*Data As of 2025/06/30

# Brand Quality with Asian Advantages

www.scinopharm.com

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