



**1789 TT**

# **ScinoPharm**

**September 11, 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 1 billion as of 2020/06/30. 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
  - Generic API
  - CDMO
  - Drug Product - Injectables
- Certified by key international regulators - US FDA, EMA, EDQM, Australian TGA, Japanese PMDA, Korea KFDA, Mexico COFEPRIS and German Authority

## A. The achievements from three major business are being progressed

- 1H 2020 revenue NTD 1,451 million with YoY 4% ; net profit NTD 197 million with YoY 45% and net margin to be 13.61%

Business	Generic API	Drug Product	CDMO
Achievements	<ol style="list-style-type: none"><li>1.The market presence of our core products is being enlarged with aggressive sales approach and production advantage utilization</li><li>2.With the credentials earned and facility flexibility established, we have branched out into Japan and China markets</li></ol>	<ol style="list-style-type: none"><li>1.Several drug products are in developing upon our capability in API development</li><li>2.ANDA of 1st in-house prefilled-syringe product has been submitted to FDA in May</li><li>3.Registration batches of Cartridge product and Vial product have been completed in March and under processing respectively</li></ol>	<ol style="list-style-type: none"><li>1.One CDMO product (new drug MAA) has been approved by EMA</li><li>2.Two CDMO products have been submitted to EMA and FDA by customers</li></ol>

## **B. The facilities cross-strait are being further integrated to provide flexibility for market dynamic**

- **Keep on enhancing the connection and collaboration between Tainan and Changshu**

- **To response to market dynamic**

In the post-pandemic period, given the possible change in market segmentation and supply, we focus on fulfilling customers' demand for FDA/CFDA dual filing and thus expanding API business under MAH regulation

- **To utilize the two facilities**

The resource allocation is being made under consideration of product attributes and two sites' production advantages

## **C. DMFs are being accumulated for business potential**

- **73 generic APIs in portfolio with 31 referred and approved by ANDA/NDA. 853 active DMFs worldwide with 63 US DMFs**

Data as of 2020/06/30



# 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



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

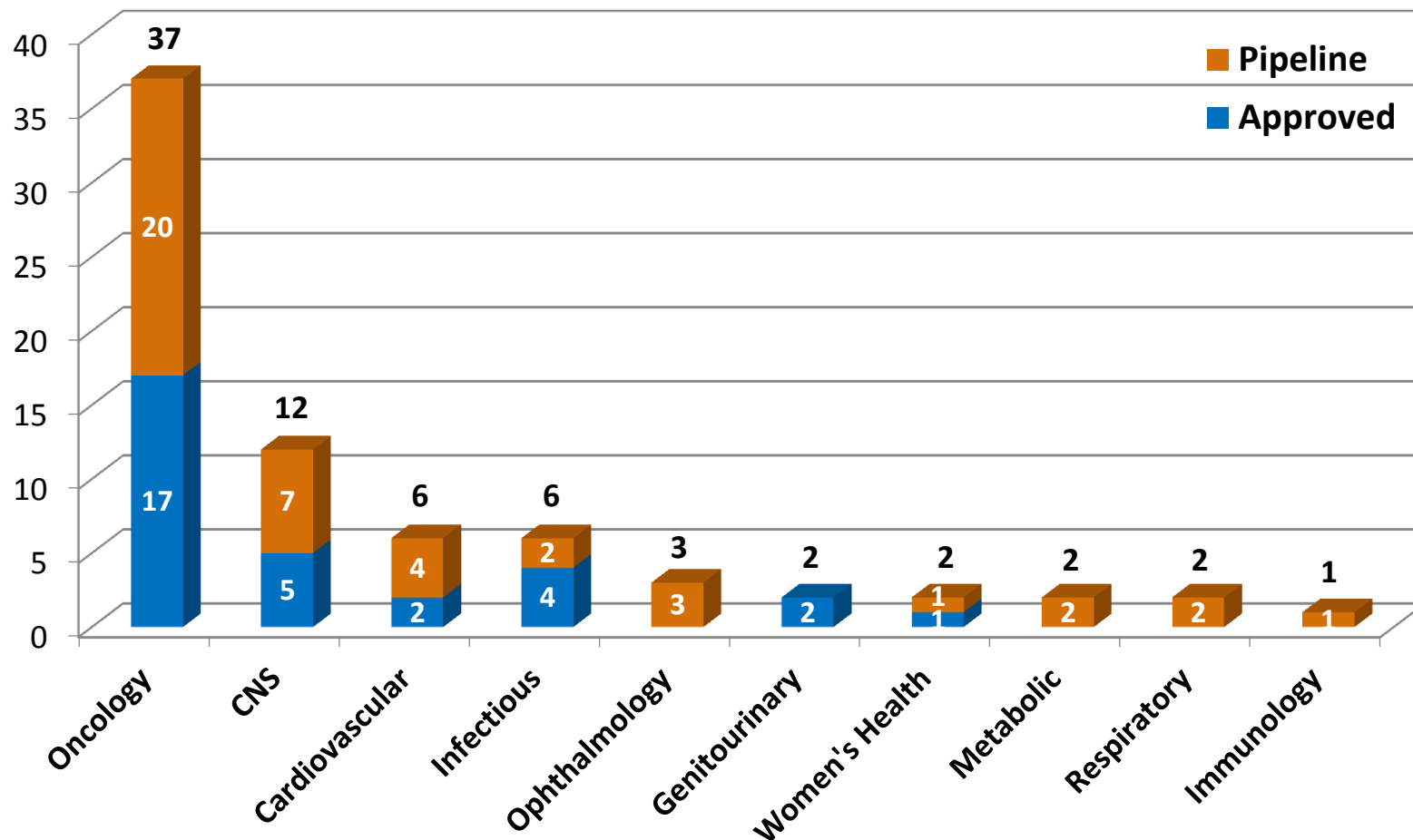
# In-House Injectables Portfolio

■ Expected TFDA on-site inspection in 2H 2020

<b>Vial Product Line</b>  Cytotoxic Injectable	<b>Liquid Solution</b>  5	<b>Lyophilized Powder</b>  3
<b>Cartridge Product Line</b>  Peptide Injectable	<b>Prefilled-Syringe</b>  2	<b>Pen Device</b>  2

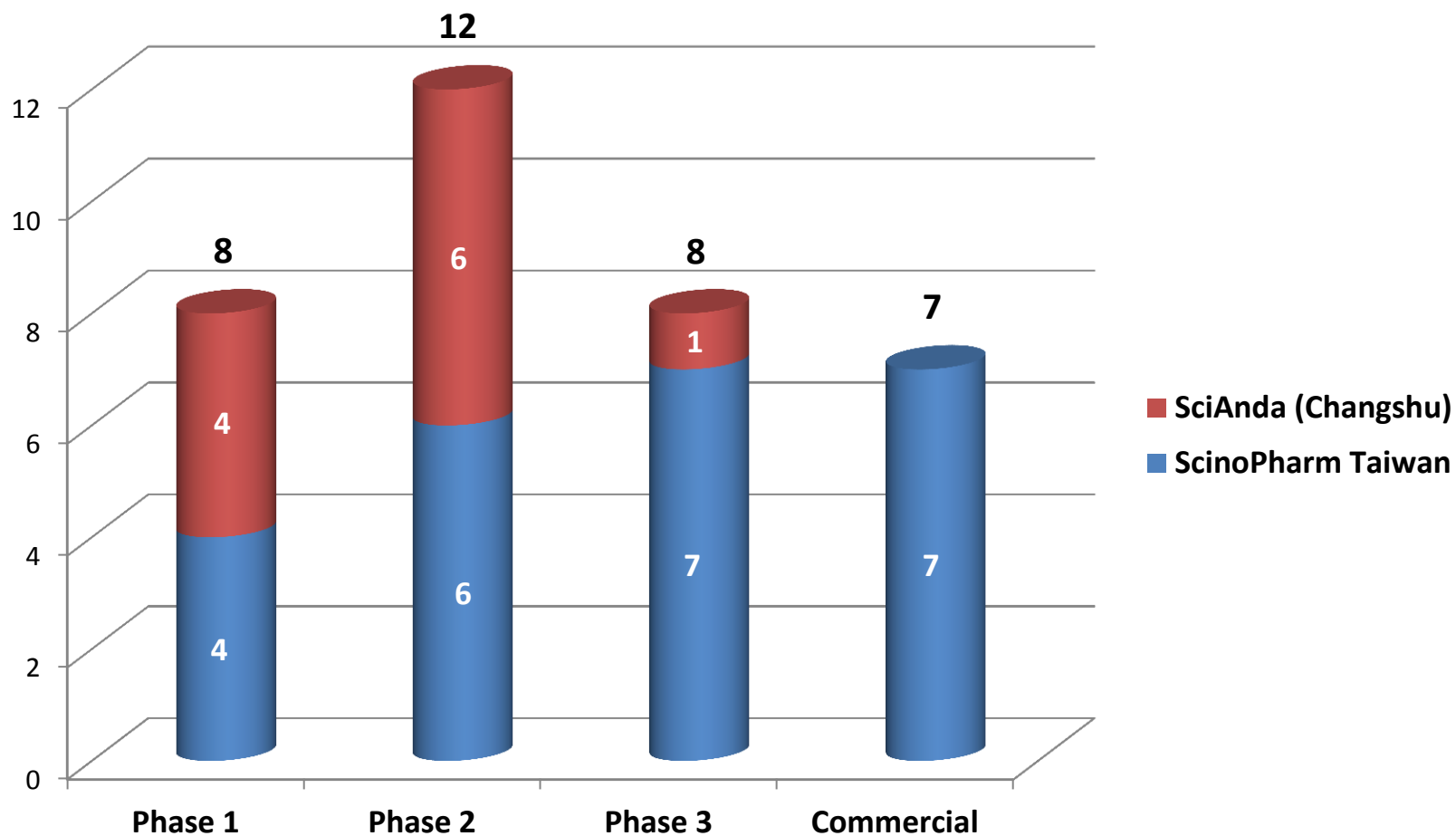
Data as of 2020/06/30

# Optimize Existing Generic API Portfolio



Data as of 2020/06/30

# Expand CDMO Business



Data as of 2020/06/30



# 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

\* : Added due to earlier than expected approval obtained  
Data as of 2020/06/30

# 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 <sub>2</sub> 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 2020/06/30



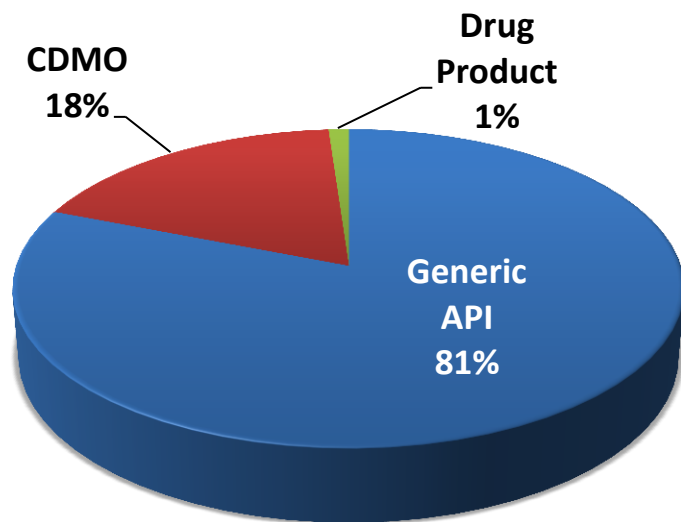


# Operating Results

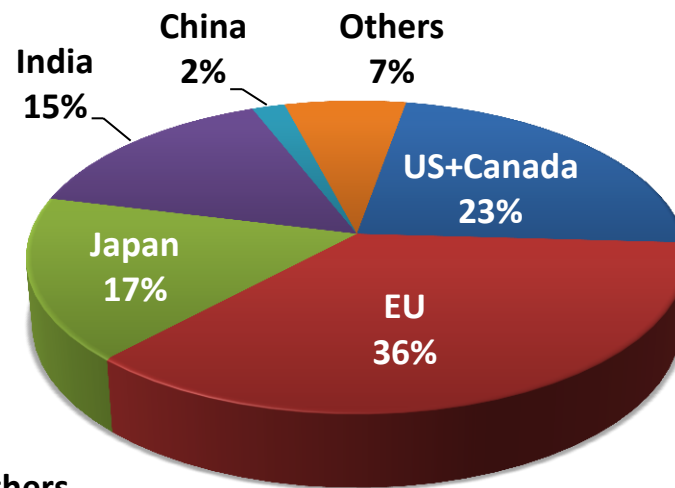
# Consolidated Income Statement

In NTD Million, except for EPS	1H 2020 (Reviewed)		YoY	1H 2019 (Reviewed)	
Revenue	1,451	100%	4%	1,390	100%
Gross Profit	682	47%	13%	604	44%
Operating Profit	252	17%	41%	179	13%
Net Profit before Tax	252	17%	51%	167	12%
Net Profit after Tax	197	14%	46%	136	10%
EPS (NTD)	0.25	-	-	0.17	-

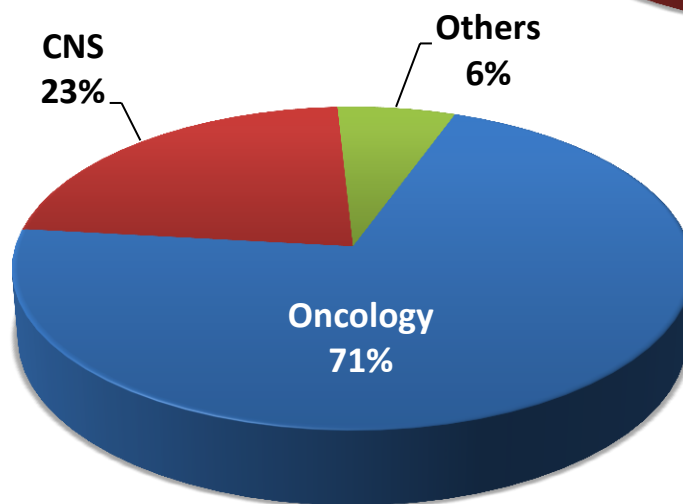
# 1H 2020 Sales Distribution



**by Business**



**by Region**



**by Indication**

# Sales Distribution – YoY

## By Business

Unit: USD

	Generic API	CDMO	Drug Product
1H 2020 Sales	39.1M	8.7M	0.5M
YoY	11.6%	-3.0%	-36.2%

## By Indication

	Oncology	CNS	Others
1H 2020 Sales	34.4M	10.8M	3.1M
YoY	13.3%	36.9%	-53.1%

## By Region

	EU	US & Canada	Japan	India	China	Others
1H 2020 Sales	17.4M	11.2M	8.1M	7.4M	0.9M	3.3M
YoY	6.6%	20.1%	-6.2%	30.5%	-8.9%	-14.4%

# Consolidated Balance Sheet

In NTD Million	2020/6/30 (Reviewed)		2019/6/30 (Reviewed)	
Cash and Cash Equivalents	3,803	31%	4,534	33%
Accounts Receivable	554	5%	434	3%
Inventories	1,299	11%	1,294	10%
Property, Plant & Equipment	4,255	35%	4,597	34%
Other Current/Non-Current Assets	2,197	18%	2,742	20%
<b>Total Assets</b>	<b>12,108</b>	<b>100%</b>	<b>13,601</b>	<b>100%</b>
Financial Debt	261	2%	1,368	10%
Other Current Liabilities	830	7%	863	6%
Other Non-Current Liabilities	636	5%	949	7%
<b>Total Liabilities</b>	<b>1,727</b>	<b>14%</b>	<b>3,180</b>	<b>23%</b>
<b>Total Shareholders' Equities</b>	<b>10,381</b>	<b>86%</b>	<b>10,421</b>	<b>77%</b>

# Consolidated Cash Flow Statement

In NTD million	1H 2020 (Reviewed)	1H 2019 (Reviewed)
From Operating Activities	368	444
From Investing Activities	123	(54)
From Financing Activities	29	(68)
Effect of foreign exchange rate changes	(22)	9
Net Change in Cash	498	331
Beginning Balance	3,305	4,203
Ending Balance	3,803	4,534



# Q & A



## Brand Quality with Asian Advantages

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

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