



ScinoPharm Corporate Presentation



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Overview of ScinoPharm
– An API + Dossier Company

Background

- Established in 1997 in Taiwan and listed on TWSE in 2011, current market cap around US\$865 million
- Major shareholders include Uni-President Group, National Development Fund, & Taiwan Sugar
- Facility & organization built in Taiwan by experienced Syntex team, received multiple regulatory inspections from US FDA, Australia, EU, Japan, etc.
- Specializes in high potent/cytotoxic APIs & moves to injectable formulations
- Expanding in China with a marketing base in Shanghai & new GMP plant in Changshu, which was inspected by US FDA with zero 483



Our Founder Team

- **Founded & managed by ex-Syntex executives**
 - **Jo Shen – Former President & CEO, 40 yrs in Chemical/Pharma industry, ex-Syntex Corporate VP of Operations**
 - **Hardy Chan – Former Executive Vice President & CSO, 40 yrs in Pharma industry, ex-Syntex VP of Research/Biotechnology**
 - **Bob Ells – Former Sr. Vice President of Operations, 45 yrs in Chemical/Pharma industry, ex-Syntex President of Manufacturing**
 - **Bob Cook – Former Sr. Vice President of Marketing and Sales, >45 yrs in Pharma industry, ex-Syntex Director of Marketing**



Business Overview

- **Maintain dominant position in Specialty APIs for generic market. Strong customer base (300+) in US/EU/Japan, some through Indian generics. Aggressively developing Japan and China markets**
- **71 generic APIs in current portfolio with 29 APIs approved; 60 US DMFs filed (813 DMFs WW), 33 US DMFs in oncological APIs**
- **100+ NCE CRAMs projects, with 7 launched and 7 in phase III for NDA filing in 2-3 years; The Qualified Asian supplier to provide APIs to global market for multiple commercial NCEs**
- **Double A Strategy “API + ANDA”: Focusing on Oncological & complex injectables**



World Class Facilities

Taiwan

- 6.6 hectares of land, 330K sqft facilities with >200M³ reactor volume after 2 large product lines expansion
- 5 of 16 production lines equipped with high potency capabilities for cytotoxics or steroids
- Passed US FDA, EMA, Australian TGA, Japanese PMDA inspections & 300+ CGMP audits by customers
- Provides comprehensive contract research & manufacturing services for brand drug companies
- Global Market



China

- 6.5 hectares of land with > 250M³ reactor volume
- 3 of 7 production lines equipped with high potency capabilities for cytotoxics
- US FDA approved cGMP facility for intermediates & high potency API
- Full scope capabilities in developing and producing APIs from small to large scale for generic & CRAM markets
- Global market including China



Regulatory Inspections (API)

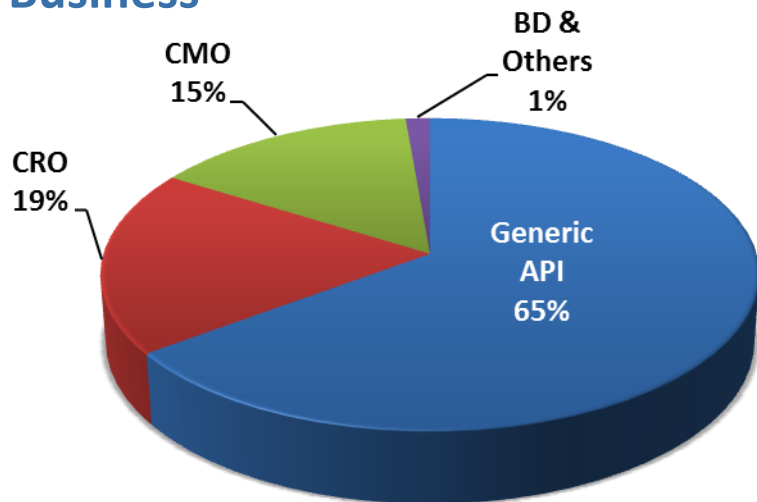
Confidential

- **US FDA inspection (7)**
 - 2001/10; 2005/08; 2008/10; 2012/03; 2015/03; 2017/02; 2019/05
- **Europe EMA inspection (2)**
 - 2013/01; 2014/03
- **Japan PMDA inspection (30)**
 - On-site inspection (2) on 2008/05 and 2017/11
 - Desk inspection (28)
- **EDQM Inspection (1)**
 - 2016/10
- **Taiwan DOH / TFDA inspection (22)**
 - 2002/01; 2003/01; 2003/06; 2004/04; 2005/11; 2007/12; 2008/02; 2008/10; 2009/02; 2010/04; 2010/11; 2011/09; 2012/01; 2012/03; 2012/12; 2013/04; 2013/10; 2014/01; 2015/05; 2016/02; 2016/03; 2016/06; 2017/01
- **German authority HSEN (1)**
 - 2016/11
- **Korea KFDA inspection (5)**
 - 2008/08; 2011/02; 2015/09
 - Desk inspection (2)
- **Mexico COFEPRIS inspection (4)**
 - 2010/10; 2013/05; 2016/01; 2017/09

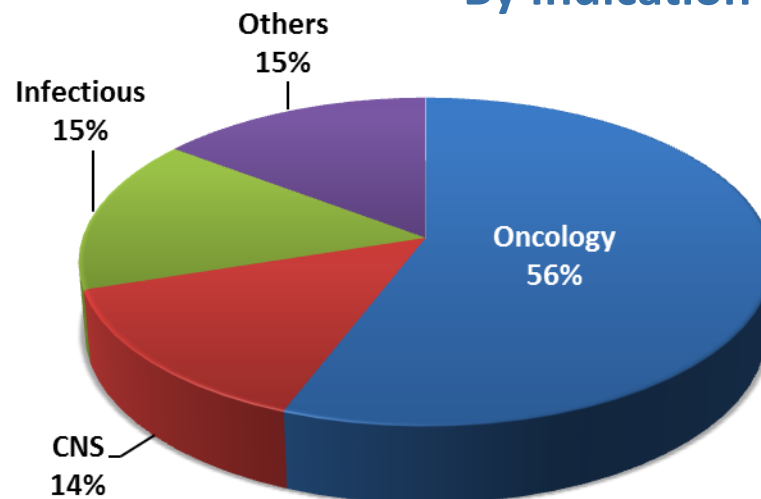


2018 Sales Distribution

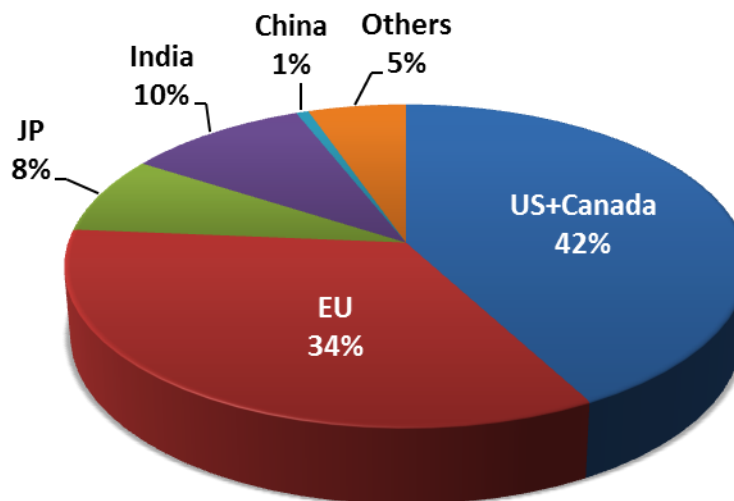
By Business



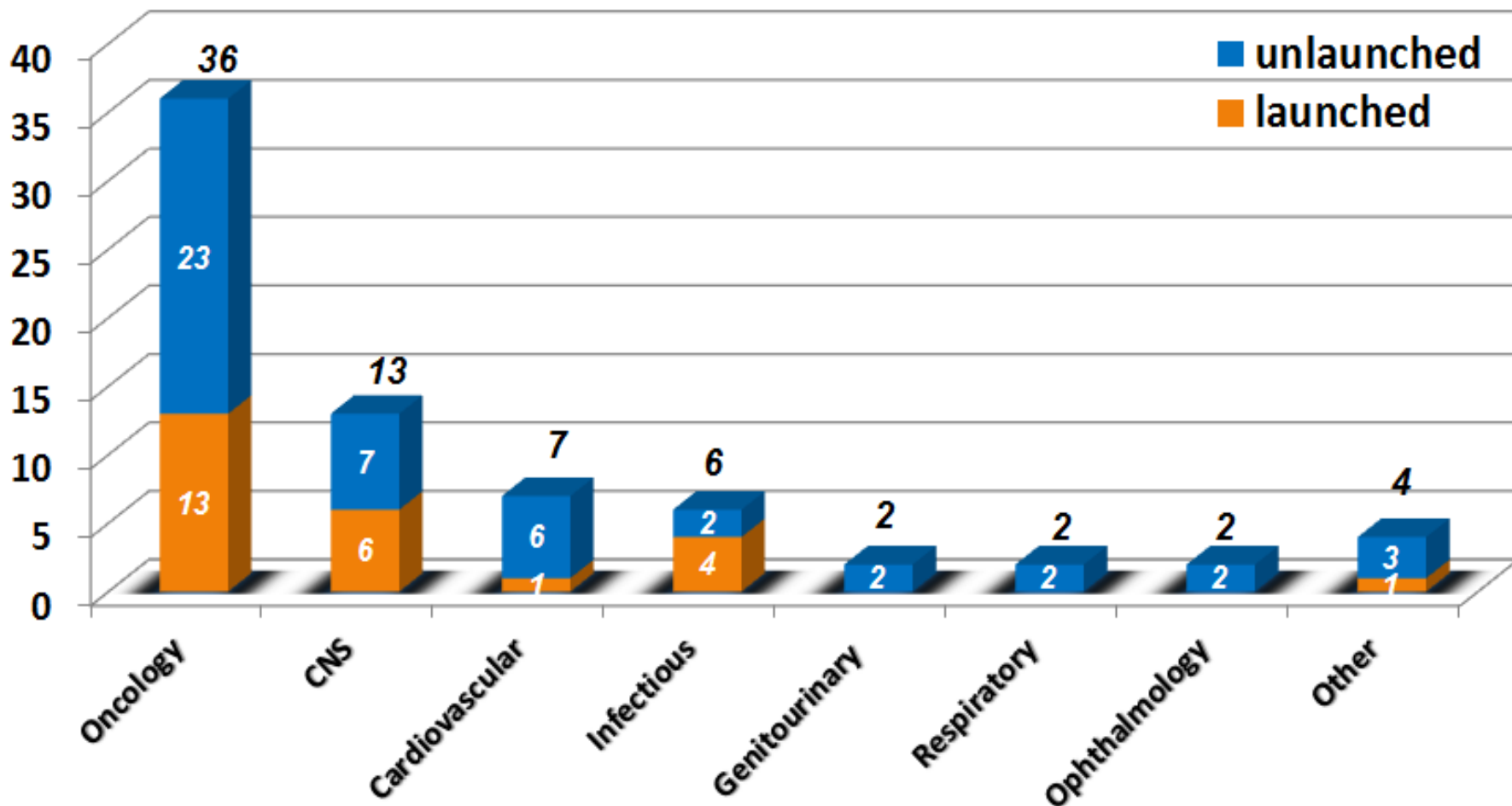
By Indication



By Region



Strong Generics Product Portfolio



Note: Other (Women's Health, Gastrointestinal, Immunology and Metabolic)



ScinoPharm

Key Strengths and Strategy

Business Strategies

- **Maintain balance between generic & brand business, non-competing on same product**
- **Provide comprehensive (lifecycle) services to NCE development companies from clinical materials to commercial**
- **Focus on generic APIs with high technological barrier to entry, and vertically integrated into oncology and complex injectables**
- **Provide low-cost R&D and manufacturing of early steps in China coupled with high quality, IP-protected GMP production in Taiwan**



Competitive Advantages

- **Combination of cost advantages from China & GMP/IP/EHS compliance in Taiwan**
- **Rich generic pipeline driven by a large & cost effective R&D infrastructure**
- **Familiarity with drug development & registration requirements**
- **Track record of timely and extensive client support**
- **Existence of a repeat broad & global client base**



Outlook

Outlook

- **Sustain Leadership in Oncological APIs**

Continue to launch and develop oncological injectable APIs & others with high technological barriers including Peptides

- **Establish Presences in**

Develop API business to timely capture the generic business and CMO by MNCs

- **Japanese Market Penetration**

Expand strategic partnerships with major pharma

- **Vertical Integration– Double A Strategy (API+ANDA)**

Select difficult-to-make APIs to formulate dossiers for value added one-stop-shop services to customers.





Brand Quality with Asian Advantages

www.scinopharm.com

