



# SINPHAR PHARMACEUTICAL CO.,LTD

## Investor Conference

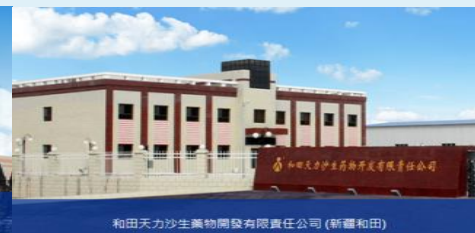
Chairman 李志文  
GM 白友煊 & CFO 陳至孝  
11 November 2021



吉國新藥股份有限公司 (台灣宜蘭)



杏輝天力(杭州)藥業有限公司 (大陸杭州)



和田天力沙生藥物開發有限公司 (新疆和田)

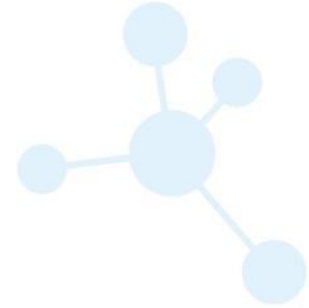


吉力醫療器材生技股份有限公司 (台灣南投)

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# Founded in Taiwan, Step Forward to The World

**1977**

Established Sinphar  
Ilan, Taiwan  
Generic、functional food、  
cosmetic

**2002**

Invested Sinphar TianLi, He-Tian Tianli  
Hangzhou (CN)、Xinjiang(CN)  
Generic、TCM、Natural Resources

**2012**

Merged ZuniMed Biotech  
Nantou, TW  
Medical facilities

**1997**

Established CanCap  
Vancouver, Canada  
Clinical control for New Drug of North America、  
spot of international business

**2008**

Co-found SynCoreBio  
Ilan, Taiwan  
New Drug Development





# Group's Great Health Map

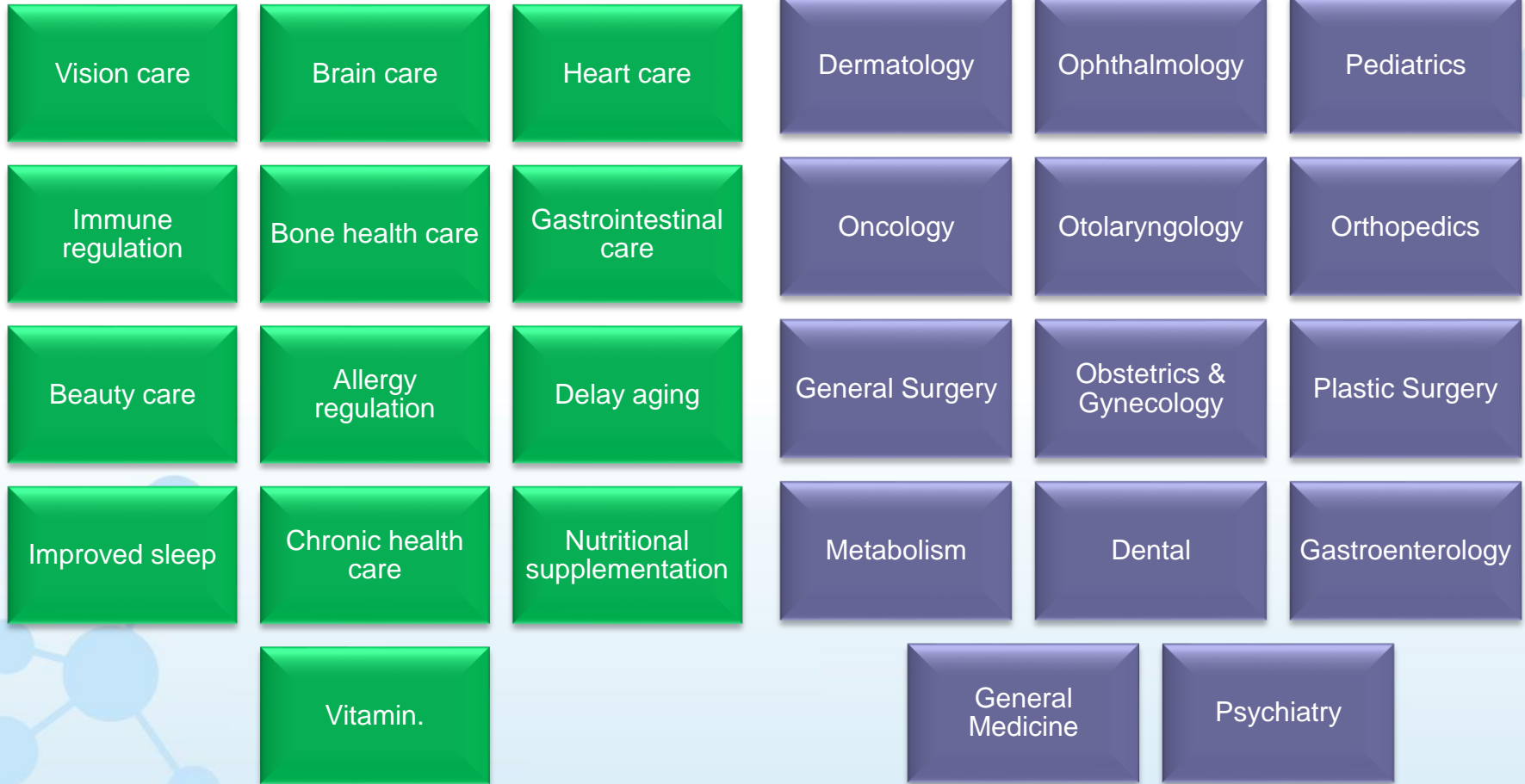
Multi-strength of Generic Drugs

The R&D power of New Drug

Strategic plan of Natural  
Herbal Resources



# Full age and all-round protection



Listed in 2021 : 6 ◦

Listed in 2021 : 2 ◦

# Sinphar Health Counters



Share relevant medical and health knowledge with the public :

1. Strengthen direct services with members. (By 2021, about 46,000 people will join the membership)
2. Strengthen customer service-related after-sales medical and health care knowledge
3. Online sales channels



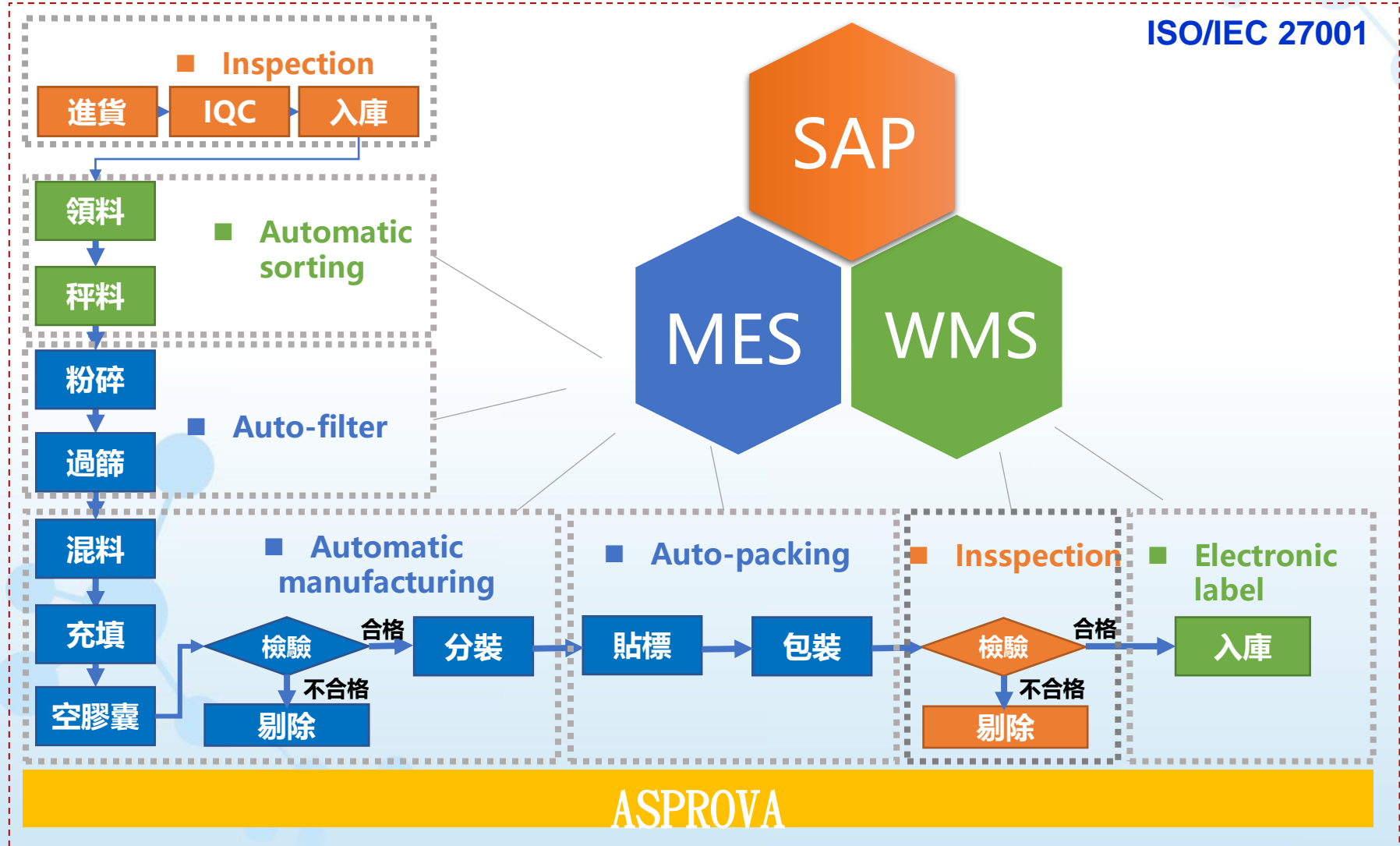
# Sinphar Health Park

1. Since the opening of the park, 760 delegations have visited (about 7,300 people in 2021) to understand the manufacturing process and rigorous spirit of pharmaceuticals, food and maintenance products, and nearly 20,000 people are expected to visit the factory in 2022.
2. A free place to exchange health knowledge for people travelling to Yilan. To pass on the right knowledge of medicines and foods and to bring each other closer together.





# Intelligent manufacturing plant



S  
A  
P

# Sustainable Management



## Energy Saving

Average annual power savings of **3%**

## Carbon Reducing

**47 % reduction** in direct greenhouse gas emissions

Reduced sludge removal by **approx. 18 %**





# Growth

## Therapeutic drug

- New listings are expected in 2022 : 4 ◦
- Co-develop and manufacture with Japanese pharmaceutical companies and attack the ASEAN market.
- API in-depth development plan.

## Functional Supplements

- New listings are expected in 2022 : 3 ◦
- Agent Japanese products into the domestic market.

## Cancer treatment drugs

- Actively develop the research and development and manufacturing capacity of cancer needles.
- Product MST (gastric cancer, colorectal cancer, pancreatic cancer) Product A has been certified for listing in 2021.
- Product M (cancer-assisted treatment agent) in the investigation, is expected to serve the country in 2022.

# Export

## Japan :

Product G , Launched in 2020.

## Thailand :

Product T , Launched in 2022.

Product A , Launched in 2024.

## Malaysia :

Product T , Launched in 2020.

Product S , Launched in 2022Q1.

Product K , Launched in 2021.

## Philippines :

Product L , Launched in 2022.

Product G , Launched in 2022.

Product W , Launched in 2022.

## Mongolia :

Product L , Launched in 2020.

Product E , Launched in 2023.

## Indonesia :

Product A , Launched in 2020.

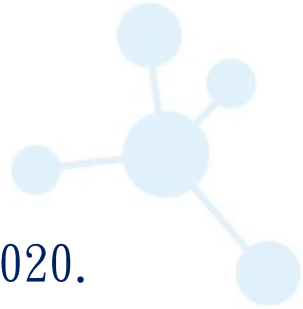
Product B , Launched in 2022Q1.

## Vietnam :

Product G , Launched in 2022.

## Iraq :

Product A , Launched in 2024.





# Group resources integration

**Sinphar & TianLi**  
R&D achievement mutually benefit.  
Patents cooperation layout.

**Oncology  
Dosages**

**Sinphar & SynCore**  
Drugs in R & D cooperation and manufacturing improve.

**Natural  
Herbal  
Resources**

**Medical  
Facilities**

**Sinphar & ZuniMed**  
ISO15378 Class 100,000 clean room.

# Sinphar Group's New Drug Catalog

Memoregain®

Vascular dementia

Drug Permit License

RMB 55 million Sold

SB03 Veregen®

Genital warts

Listed in 20 countries

SB05 PC

Pancreatic cancer

Second-line therapy : Clinical phase III data is under investigation

First-line therapy : Clinical phase III NMPA approved and implemented

ST01

Alzheimer's disease

US/TW FDA approved

Clinical phase II

TW Health Food License

ST02

Chronic stable angina

US/TW FDA approved

Clinical phase II

Completed

SF01

Cancer adjuvant therapy

Pre-clinical research completed

TW Health Food License

GF159

Brain health food

Healthy people clinical trials completed

SB01

Head and neck cancer

Clinical phase II

SB02

Cancer drug

Pre-clinical formulation development

SB04

Dry age-related macular degeneration

Clinical phase II/III

SB05 TNBC

Triple negative breast cancer

Clinical phase III

# Pipeline of New Products

專注未滿足的醫療/市場需求  
Focus on Unmet Medical Needs



# Development of New Drug

## Market value

From Market Research Engine, the global market value of Pancreatic Cancer will increase to **US\$13 billion** in 2021.

According to GLOBOCAN, Pancreatic cancer mortality rate is almost equal to incidence, which is expected to **increase by 40%** by 2030.

Market Research Engine Report Id: PPCM417

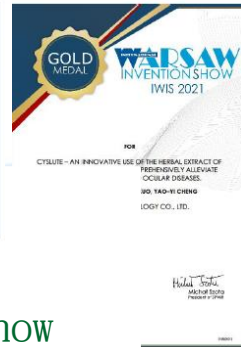
1. Clinical Studies: Phase III in China : Received NMPA CTA Approval in June 2019
2. Ongoing Global Phase III Study (Pancreatic Cancer 2nd-Line Therapy After FOLFIRINOX Failure ) : We were notified on 10/21 that the main indicators of clinical trials were not significant compared to the control group drugs.



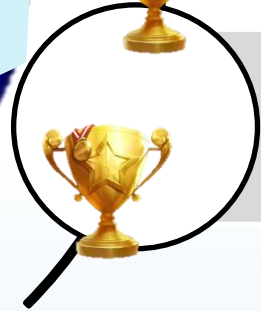
# R&D achievement



**2** 2021 America's Science & Invention Expo  
2021 XV International Warsaw Invention Show



**17** SCI papers.



**159** patents granted in **19** countries.

year	Achievement
2020	<ul style="list-style-type: none"> <li>3 patents were obtained.</li> </ul>
2021	<ul style="list-style-type: none"> <li>4 patents were obtained.</li> <li>With the goal of becoming a world-class food ingredient and selling to the global market. (13 countries)</li> </ul>

# Target field of Natural Resources

Lipucan®

天力速康®

(*Poria cocos triterpenoids*)

Protygold®

杏补宜®

(Walnut oligopeptide)

Memoregain® TLCT Plus

天力再生®

(*Cistanche tubulosa extracts*)

Sleep quality  
Proven by healthy study  
population

Sports Nutrition  
(3 multinational patents)

Boost Respiratory Health  
(4 multinational patents)

Anti-fatigue  
(1 multinational patent)

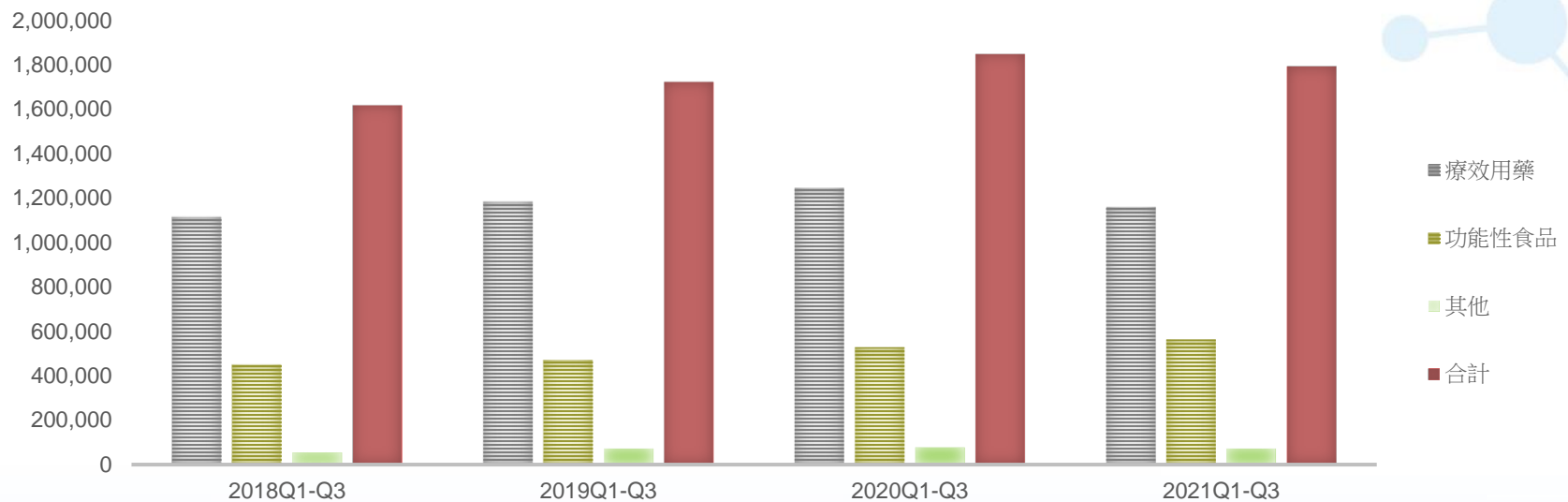
Upregulate Immunity &  
Against Virus infection  
(2 multinational patents)

Enhance Nutrient  
Absorption  
(2 multinational patents)

The application of raw materials in the field of health food tends to be daily life, and the dosage form is not limited to tablets or powders.

# Recent group revenue

NTD in Thousand



Term	2018年Q1-Q3	2019年Q1-Q3	2020年Q1-Q3	2021年Q1-Q3	2020
Therapeutic drug	1,112,925	1,180,870	1,243,483	1,157,494	1,585,802
Functional Supplements	449,686	470,993	527,970	563,485	703,165
Others	54,756	71,187	76,509	71,197	99,485
<b>Total</b>	<b>1,617,367</b>	<b>1,723,050</b>	<b>1,847,962</b>	<b>1,792,176</b>	<b>2,388,452</b>

# Profit and Loss

Sinphar group	2021Q1~Q3	2020Q1~Q3
Revenue	1,792,176	1,847,962
Gross Profit	36%	38%
S&M	-250,076	-239,222
G&A	-149,418	-160,773
R&D	-418,416	-344,107
Net income (loss)	-161,845	-83,336
Net income (loss) attributable to parent company's shareholders	-23,099	25,547

Sincore	2021Q1~Q3	2020Q1~Q3
Net income (loss)	-378,462	-296,260



# Cash flows

	Sinphar Group 2021Q3	Syncore 2021Q3
Net Cash generated by operating activities	55,074	-174,379
Net Cash used in investing activities	-123,350	-975
Net Cash generated by financing activities	138,222	268,625
Cash and cash equivalents, end of the period	1,209,365	632,449
Unspent bank financing	NTD 515,000 RMB 80,000	290,000

# Ratio



	2021Q3	2020Q3
Debt ratio(%)	49.65	49.24
Current ratio(%)	180.30	187.73
Account receivable turnover	4.96	4.31
Account payable turnover	7.42	7.00
Inventory turnover	2.16	2.45

The increase in inventory was mainly due to the advance stocking in response to the epidemic.

# 2021 events

1. Lipucan® after obtaining 55 patents from 16 countries, the research results were published on the previous day 「Life 2021, 11(2), 111」 and 「Life 2021, 11(5), 372」. Empirical extraction of valuable (Lanostanes) ingredients from the earthen cyst can enhance the body's first line of defense, help to block virus replication and inhibit the life cycle of the virus, and has the ability to regulate the Th1/Th2 response, can reduce the occurrence of allergic asthma.
2. The median OS time is 226 days in the GEM+EndoTAG-1 group compared with 209 days in the mono GEM group. The median PFS time is 113 days in the GEM+EndoTAG-1 group compared with 110 days in the mono GEM group.
3. The combination of Poria cocos triterpenoids and Cistanche tubulosa extracts, 「腦康」 Product, was granted a patent for the efficacy of "a composition with memory-improving effect" in China, expanding new areas and adding intangible assets to the patent layout of apricot-graft raw materials. (Patent No.: ZL 2018 1 0691573.1)
4. Product 「蓉易明」 lutein compound capsule was awarded the Gold Award at the America's Science & Invention Expo and the XV International Warsaw Invention Show. the only leafy lutein health product in Taiwan to receive a double gold award.

# Corporate Social Responsibility

## Promote social care, medical prevention and health education

1. Host health forum, biotechnology camp. Combined medical, academia, and biotechnology community to set up an interaction platform. Also, cultivate talented personnel.
2. Continually to sponsor Breast Cancer Foundation, Spinal Cord Injury Foundation, The Diabetes Association of the Republic of China (Taiwan), Taiwan Yilan Association of Diabetes Supporters, and Youngsun Culture & Education Foundation.
3. The donation consortium, the National Health Service and the Taiwan Cancer Foundation, NT\$30 million to provide new drug development and Medicaid.
4. Co-found a “ R&D center of Age-related Macular Degeneration” with National Taiwan University Hospital, strive for the diagnosis of early stage of age-related macular degeneration and eye detection.
5. In long term to protect and maintain street lights at Wanshan village, side walk in Zhongshan village and Renshan trail; also provide a free-use area for trip advisor center in Dongshan County.
6. Donations of nutrition and vegetables to hospitals and epidemic prevention medical personnel in Yilan County amounted to about NTD 1.6 million.
7. Sponsored LuoDong Boai Hospital's biased village consultation and co-sponsored with Taipei Zhongxiao Rotary Club to organize a partial rural breast cancer screening activities.
8. Sponsor Oxaliplatin to the National Institutes of Health to conduct an IIT trial for pancreatic cancer to promote research into the treatment of pancreatic cancer.



# Corporate Social Responsibility

## Support sports and educational activities in long term

1. Sponsor kaohsiung Medical University for a total of 5 million yuan over 5 years, attract talented people and help disadvantaged students to attend school at ease.
2. Sinphar Group and Yilan County Government will jointly organize a three-year 'Sinphar Yilan Sustainable Urban and Rural Marathon', with a sponsorship of 8 million yuan.
3. Taiwan University Pharmacy Students' Six-Year Student Aid Program and offers internship opportunities during the winter and summer vacations.
4. Provide internship for students from Kaohsiung Medical University, Taipei Medical University, National Defense Medical Center, China Medical University and Chia Nan University of Pharmacy & Science. Also provide scholarship for Kaohsiung Medical University and National Defense Medical Center.
5. Sponsored Yilan High School Football Team and Shun'an Guozhong Baseball Team and Dongshan Township in the local primary school activities sponsored.
6. Set up a 搶孤 cultural park, with a cultural relics room, training ground, heritage folk culture.
7. 110 National First Nations Games, sponsored Yilan County athletes.





# Q & A



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- 投資人服務：樓怡美。 (02-27603688 # 2216)