



SINPHAR PHARMACEUTICAL CO.,LTD

2023 Investor Conference

Chairman: Chih Wen Lee
General Manager: Yu Liang Pei
Chief Financial Officer: Chih Hsiao Chen

December 13, 2023



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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(<http://mops.twse.com.tw/mops/web/index>)
- The industries involved are highly regulated and highly specialized fields, and investors are reminded to invest prudently.

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1. Outlook

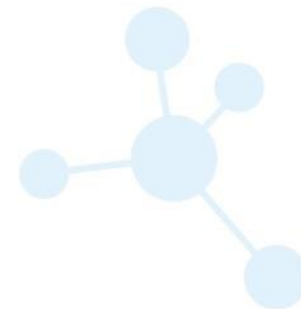
2. Operations

Development

3. Financial Reports

4. ESG

5. Social Responsibility



From Taiwan to the World

- 2000 Sinphar TPEX-listed
- 2002 Sinphar TWSE-listed
- 2014 SynCoreBio TPEX-listed

1977

Established Sinphar
Ilan, Taiwan
Generic drugs, functional food,
cosmetics

2002

Invested in Sinphar TianLi &
He-Tian Tianli
Hangzhou (CN), Xinjiang(CN)
Generic, TCM, natural products

2012

Merged ZuniMed
Biotech
Nantou, Taiwan
Medical devices

1997

Established CanCap
Vancouver, Canada
Clinical control for New Drug of North
America, raw material sourcing

2008

Co-found SynCoreBio
Ilan, Taiwan
New Drug Development

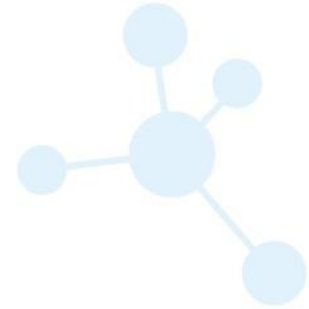


Major Developments

**Diverse Development of
Generic Drugs**

**Value-added New Drugs
R&D**

**Comprehensive Plans for
Natural Plant Extracts**



Stride Ahead

Exporting to over 10 countries/regions and increasing.



According to TFDA as of 12/1 and DCB data:

1. API manufacturer: 29
2. Western medicine manufacturer: 144
3. Pharmaceutical/medicinal related companies: over 100
4. Medical device companies: over 10,000



International
Collaboration



- Medical centers, hospitals and clinics
- 1,300 Sinphar Counters
- Drug stores/retail stores
- Major e-commerce platforms



According to Ministry of Finance data, there are more than 10,500 pharmacies in Taiwan.

Integration of Resources

Sinphar & TianLi

- Mutual benefit in R&D achievement
- Strategic cooperation for patented products
(Example: obtained 4 health food permits)

Natural
Herbal
Extraction

Oncology
Dosages

Medical
Devices

Sinphar & SynCore

- Joint R & D
- Improvement in manufacturing
(Example: freeze-drying process)

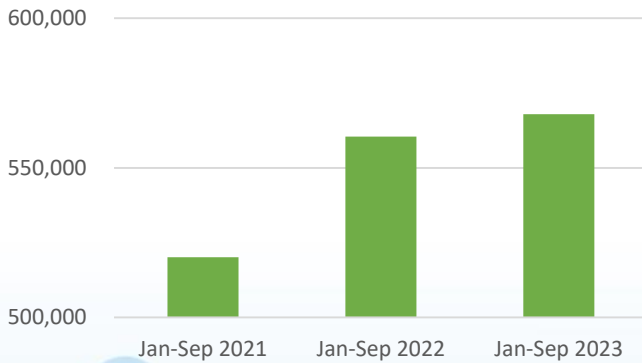
Sinphar & ZuniMed

ISO15378 Class
100,000 clean room
(Example: bottleware integration)

Management Philosophy

Respecting Life and Health

Average salary per employee
(in NTD)



Lanyang Mazu Cultural Celebration



Sponsors Sinphar Yilan Marathon



Sponsors Taiwan Alzheimer's Disease Association



Collaborates with local government to promote chiang gu



Donates supplies for fighting against Covid-19



2023 Champion for Toucheng and Tainan chiang gu



2023 Sinphar Yilan Marathon



Sinphar Biotech Camp



Excellence in Food GMP

Comprehensive Product Line for All Ages



Vision care	Brain care	Heart care	Dermatology	Ophthalmology	Pediatrics
Immune regulation	Bone health care	Gastrointestinal care	Oncology	Otolaryngology	Orthopedics
Beauty care	Allergy regulation	Delay aging	General Surgery	Obstetrics & Gynecology	Plastic Surgery
Improved sleep	Chronic health care	Nutritional supplementation	Metabolism	Dental	Gastroenterology
	Vitamin		Urology	General Medicine	Psychiatry

New Product Released in 2023: 3

New Product Released in 2023: 3

Health Around the Corner



杏輝專櫃據點查詢

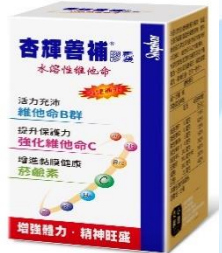
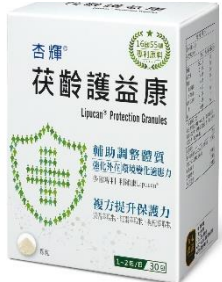
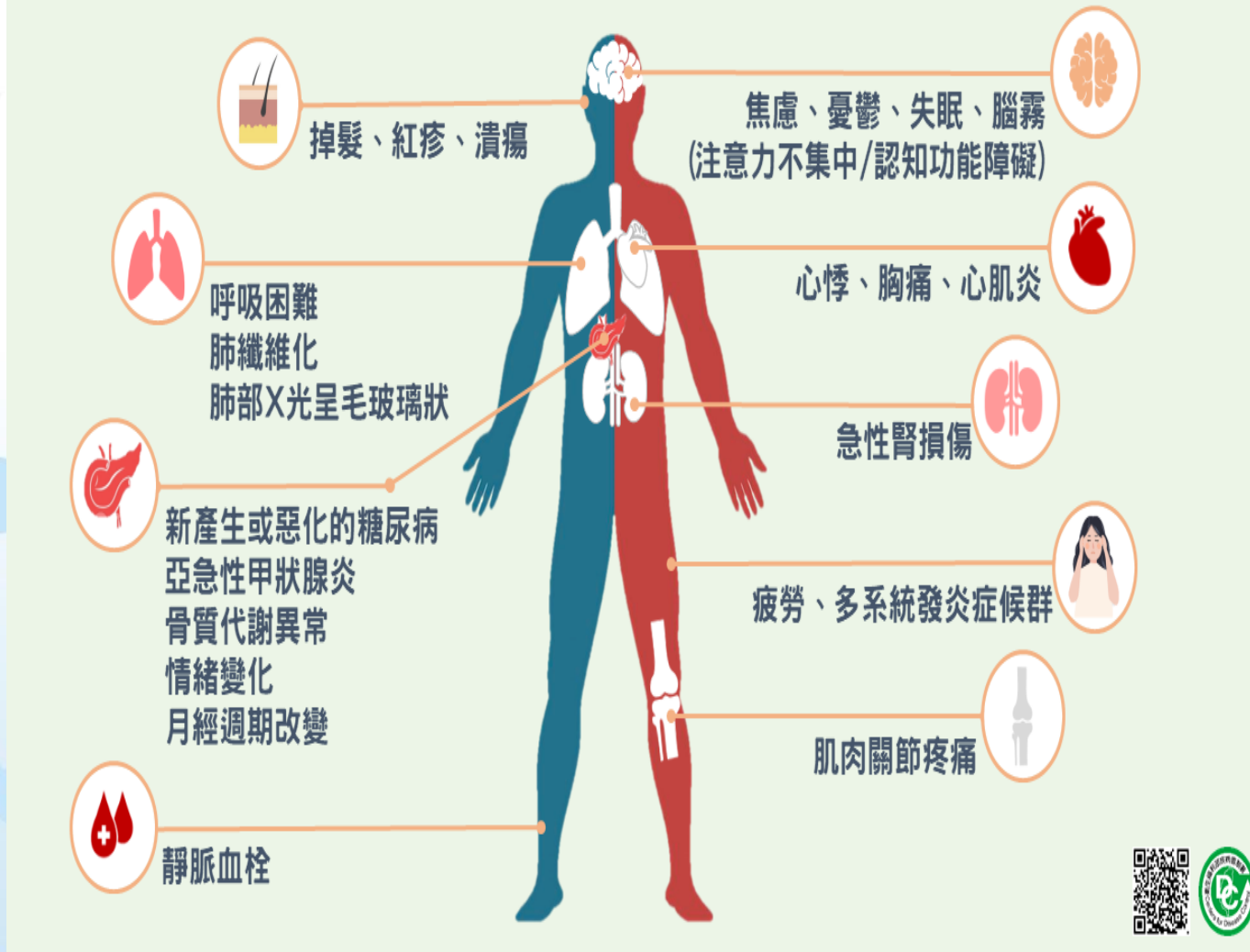


杏輝之友會員



Post Pandemic Care

COVID-19急性感染後徵候群可能出現的症狀？



International Award Winning Product



杏輝®
蓉憶記®



趁年輕
存老本



神經內科醫師
李金登



Sinphar 杏輝醫藥集團
SINPHAR GROUP

延緩衰老 國家認證 思绪清晰



ARCHIMEDES
國際發明
金獎



日本創夏設計創意
暨國際發明
金獎



加拿大iCAN
國際發明
金獎



Monde
Selection
銀獎



SNQ國家
品質標章



美國特別獎



羅馬尼亞
特別獎



美國NIKCC
特別獎



國家品牌
玉山獎



國家生技醫療
品質銅獎

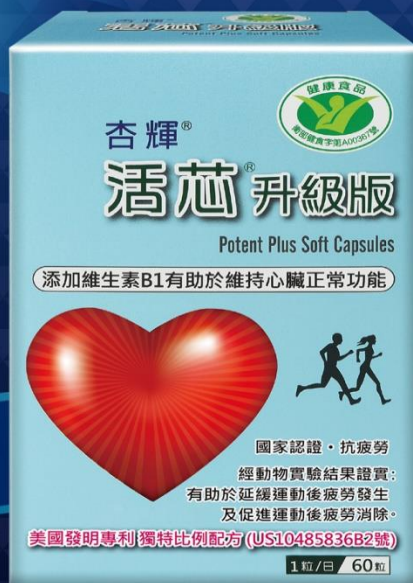


維生素B1 Vitamin B1

維持心臟正常功能 Support Heart Health



抗疲勞 Anti-Fatigue



獨家抗疲勞功效**3**專利成分
3 Exclusive Anti-Fatigue Ingredients With Patents



Echinacoside



QH



D-Ribose



獨家新型專利
M565575號
Utility Model Patent



美國配方發明
US10485836B2號
U.S. Formulation Patent

5大專利 超強活力 5 Patents High Energy Levels

*經動物實驗證實，有助於延緩運動後疲勞發生及促進運動後疲勞消除

Animal studies have shown that it helps to delay post-exercise fatigue and promote the elimination of post-exercise fatigue.

健康食品雙認證

提升保護力 健康好體質 PROTECT YOURSELF

經107例人體試驗
證實有感提升保護
*文獻發表中



獨家萃取茯苓三萜

具多國功效專利
獲台北生技獎殊榮

加拿大 美國 德國 英國 比利時 法國 瑞士 義大利 日本 中國 韓國 台灣 新加坡 馬來西亞 印尼 澳洲

Article
The Lanostane Triterpenoids in *Poria cocos* Play Beneficial Roles in Immunoregulatory Activity
Chiao-Lung Chen¹, Hsin-Wen Huang^{2,3}, Miah-Iwan Su⁴, Heng-Ching Lin^{5,6,7} and Wen-Min Wu^{8,9}

Article
Poria cocos Modulates Th1/Th2 Response and Attenuates Airway Inflammation in an Ovalbumin-Sensitized Mouse Allergic Asthma Model
Chiao-Lung Chen¹, Chiao-Hsiung Wang², Hsin-Wen Huang³, Heng-Ping Kuo⁴, Miah-Iwan Su⁵, Heng-Ching Lin⁶, Chia-Wen Tang⁷, Leticia B. Spindler-Wu-Moh⁸ and Wen-Min Wu⁹

經國際學術發表文獻證實 具調節免疫、緩解過敏體質雙重作用

Abstract of Article 1: The Lanostane Triterpenoids in *Poria cocos* Play Beneficial Roles in Immunoregulatory Activity. This abstract discusses the immunoregulatory effects of lanostane triterpenoids from *Poria cocos* in a murine model of allergic asthma. It highlights the modulation of Th1/Th2 response and the reduction of airway inflammation.

Abstract of Article 2: *Poria cocos* Modulates Th1/Th2 Response and Attenuates Airway Inflammation in an Ovalbumin-Sensitized Mouse Allergic Asthma Model. This abstract details the study's findings on how *Poria cocos* modulates the immune response, specifically the Th1/Th2 balance, and its effect on attenuating airway inflammation in a mouse model of allergic asthma.

Health Foods for Aging Society

三高全照護健康食品系列

輔助調節血糖 Regulate blood sugar



- 專利成分，閃澱好幫手
- 多重穩糖機制，攔截澱粉、醣類
- 清爽檸香口味

調節血中三酸甘油酯

其功效乃由學理得知，非由實驗確認
Regulate triglyceride

- 低溫分子蒸餾，高純度·好吸收
- 原料獲世界最高魚油等級IFOS五星認證
- 通過重金屬檢測



調節總膽固醇 Regulate cholesterol



- 植物蛋白質有助於病後補養及組織修復
- 高纖、高鈣
- 32種營養素、零膽固醇、零乳糖

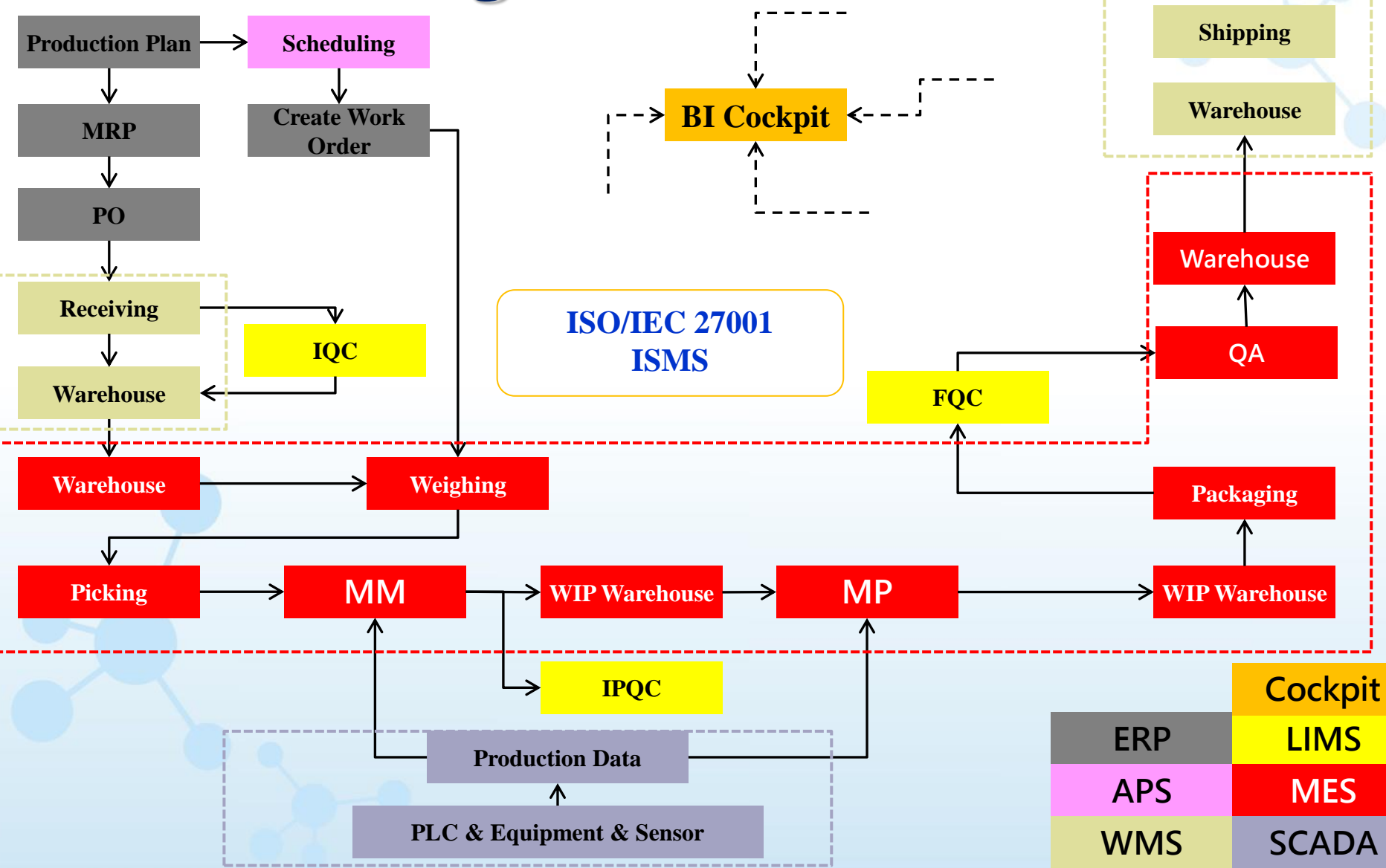
杏輝保健食品獲得國家衛福部認證抗疲勞、調節血脂、調節血糖、延緩衰老、調節總膽固醇等5大保健功效
透過科學驗證，安全、安定、有效，產品品質嚴格把關，確保產品於保存期限內具有最佳保健效益。

Sinphar Health Park – Sharing Knowledge with the Public

1. Since the opening of the Park, approximately 80,000 people have come to understand the manufacturing process of pharmaceuticals and food products. An expansion plan is underway to accommodate the expected 60,000 visitors for 2024
2. Located near Renshan Botanical Garden and Xinliao Waterfall, this scenic and free-admission Park is an ideal place for tourists visiting Yilan to relax and learn more about health and well-being



Production Digitalization



International Markets

Japan

- Product G, launched in 2020, steady growth

Thailand

- Product T, apply in 2024, expect to launch in 2026
- Product G, obtained license in 2023
- Product C, launched 2023, steady growth

Malaysia

- Product T, launched in 2020, steady growth
- Product S, launched in 2022, steady growth
- Product K, launched in 2021 2021, steady growth

Indonesia

- Product B, launched in 2023, steady growth

Philippines

- Product L, applied in 2022, expect to launch in 2024
- Product G, obtained license in 2023

Vietnam

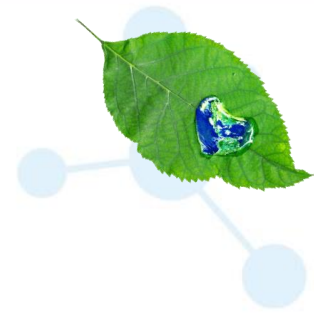
- Product G, expect to obtain license in 2024
- Product A, applied in 2022
- Product L, applied in 2022
- Product C, launched in 2023, steady growth

Iraq

- Product A, applied in 2022
- Product L, applied in 2022
- Product G, applied in 2022



Sustainability



Energy Saving

Average annual saving
2.11%

(Based on 2015-2022 verified reporting to the Bureau of Energy, Ministry of Economic Affairs, Conservation Audit Technology Information Service)

Carbon Reducing

7.4% reduction in direct greenhouse gas emissions

4.6% reduction in sludge removal volume per month (2022 vs 2021)



Growth

Therapeutic Drugs

- 3 New listings are expected in 2024
- Co-develop and manufacture with Japanese pharmaceutical companies and expand ASEAN market
- Agent to Japanese products for domestic market
- API in-depth development plan
- Establish domestic alliance

Functional Supplements

- 4 New listings are expected in 2024

Cancer Treatment Injectable/Solid Dosage Form

- Expand the R&D and manufacturing capacity of cancer injectables
- Manufacture cytotoxic injectables with fully automated isolator and setup closed system solid dosage form
- MST launched in 2021; in 2023 added new indication
- Megestrol launched in 2022

Sinphar Health Park

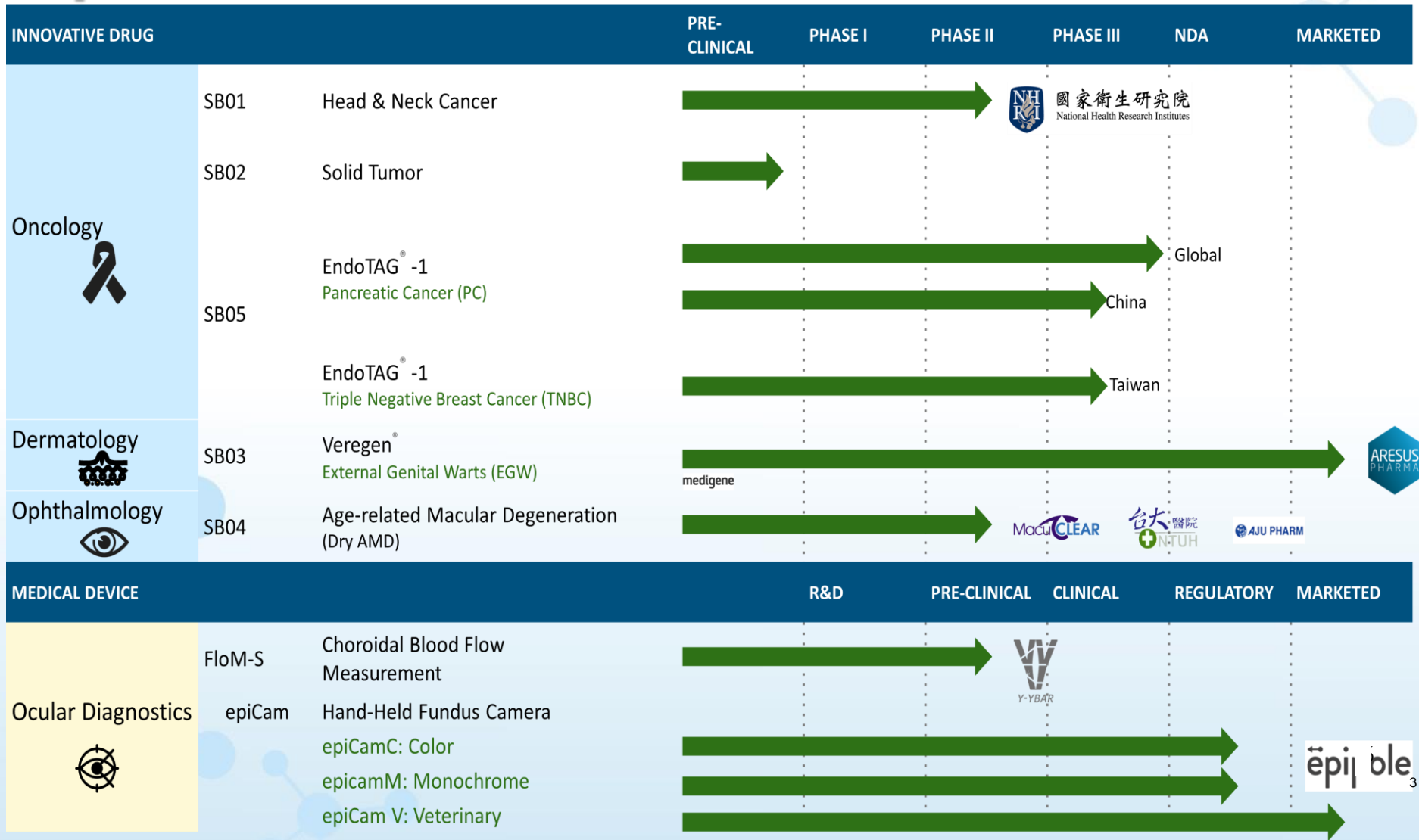
- Co-develop with local government to setup a regional tourist attraction route

Cancer Drug Dosage Development

Product	Target Indication	Type	Method	Target Indication Patient* (number of patients/year in Taiwan)
SCB321	▶ Colon Cancer ▶ Stomach Cancer	Generic	Self-Developed (incl. API)	▶ Colon Cancer: 16829/year ▶ Stomach Cancer: 4257/year
SCB211	▶ Liver Cancer	Generic	Import	▶ Liver Cancer: 10982/year
SCB311	▶ Pancreatic Cancer ▶ GIST	Generic	Import	▶ Pancreatic Cancer : 3012/year
SCB171	▶ AML	Generic	Import	▶ AML: 885/year
SCB221 SCB222	▶ CML	Generic	Import	▶ CML : 283/year
SCB161	▶ Multiple Myeloma ▶ Breast Cancer ▶ Ovarian Cancer	Generic	Self-Developed (Super Generic Drug)	▶ Breast Cancer : 15314/year ▶ Ovarian Cancer : 1705/year
SCB181	▶ Reduce frequency of chemotherapy-induced bone marrow suppression	New Drug	Import	▶ SCLC: 396/year
SCB191	▶ Hepatic veno-occlusive disease following tem cell transplantation	New Drug	Import	▶ Leukemia and MPN : 183/year ▶ Malignant Lymphoma : 191/year

*Source: 2020 Ministry of Health and Welfare Cancer Report

Pipeline



epi ble₃

Sinphar Group's New Drug Catalog

Memoregain®
TLCT Plus
Vascular dementia
Obtained license
Sold for RMB55,000,000

SB03 Veregen
EGW
Launched in 20
countries

SB05 PC
Pancreatic Cancer
Second Line Treatment: Clinical trial Phase III
First Line Treatment: NMPA approved; Phase
III clinical trial

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

天然資源 (原料/提取物)



Memoregain®

TLCT Plus

天力再生®

管花肉蓯蓉提取物

(Cistanche tubulosa extract)

Lipucan®

天力速康®

茯苓三萜菁萃物

(Poria cocos triterpenoids)

Protygold®

杏补宜®

核桃肽

(Walnut oligopeptide)

KAZINAKE®

杏补宜®

初榨核桃油

(Walnut Oil)



Organic certification



EU Ecocert、USDA Organic、China Organic Food Certification Center

RD research achievements



Walnut oil won the **ITQI and Monde Selection awards** in 2023



Walnut oligopeptide won 4 gold and 1 silver **international patent invention awards** in 2022



Walnut oligopeptide obtains Nutritional Intelligence_ **New Plant Power Award**



20 SCI papers



163 patents in **19** countries



The ingredient has been sold to **14** countries.

Differentiated Marketing

Market

- Major markets in Taiwan and China as food raw material; begin to export in 2021 now sold to 14 countries around the world
- Looking for new markets post COVID-19 pandemic

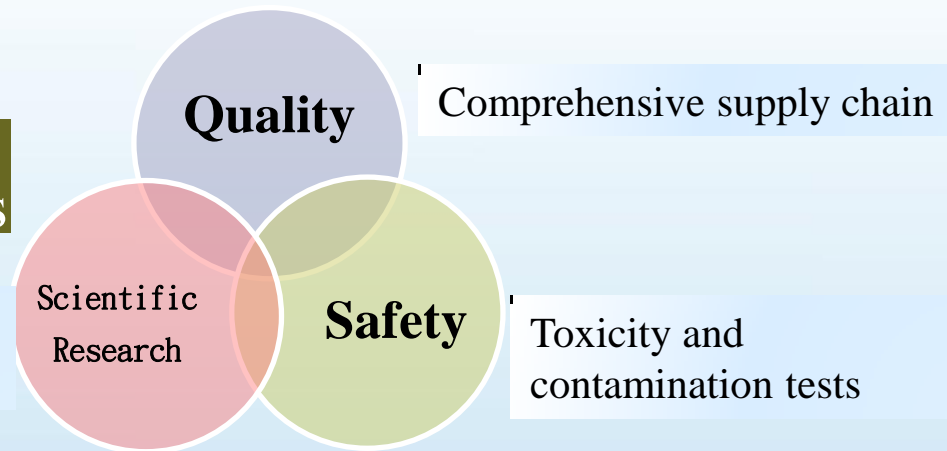
Marketing

- Provide specialized customer support with R&D and technical advantage and comprehensive supply chain

3

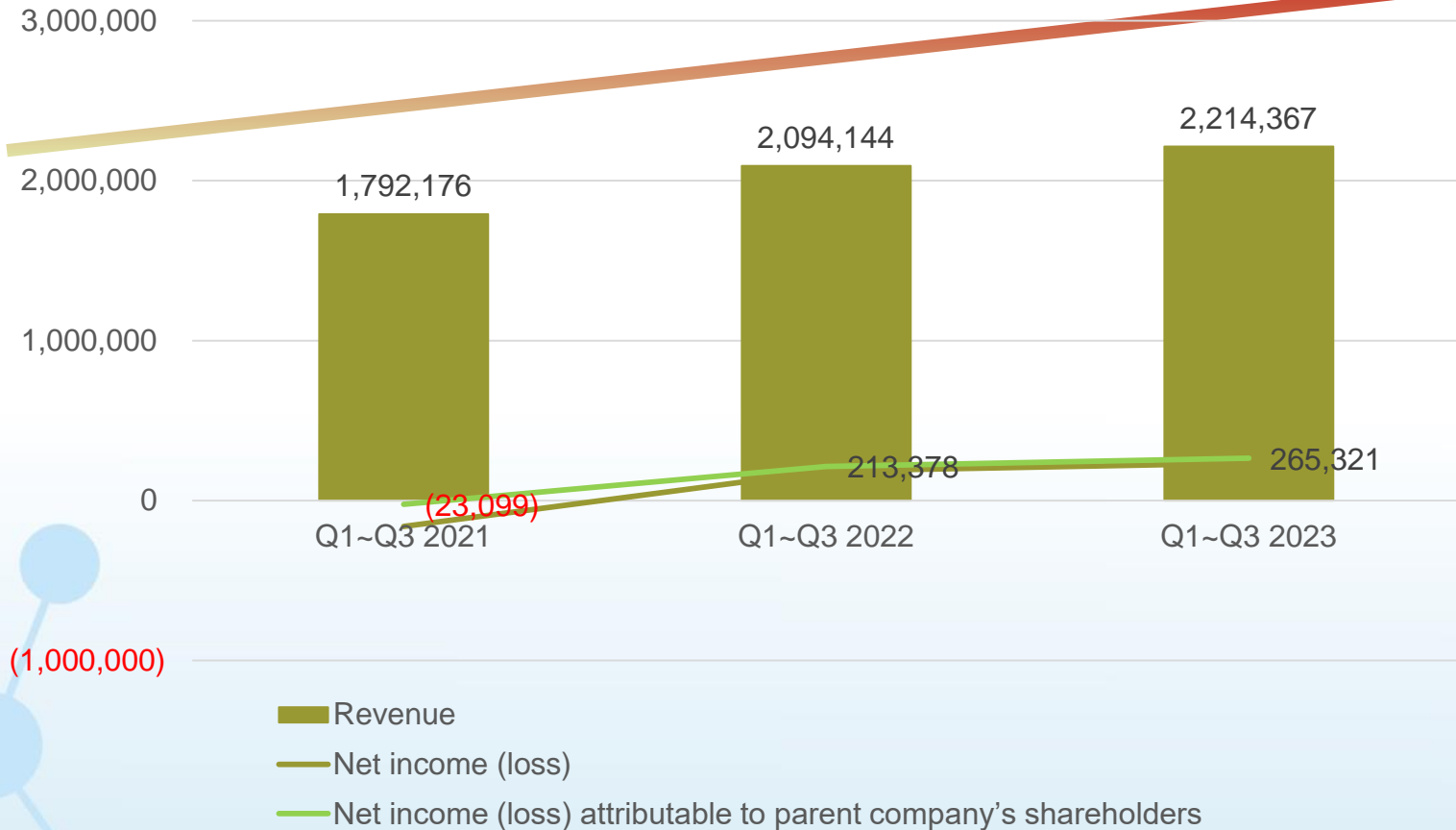
UNIQUE CHARACTERISTICS

Publish patent and research findings



Profit/Loss

NTD in Thousand



Sales revenue and net profit showing growing trend compared to same period from previous years.

Sales Revenue



	Q1-Q3 2021	Q1-Q3 2022	Q1-Q3 2023
Taiwan	1,470,928	1,695,190	1,905,622
China	127,988	148,683	137,435
USA	54,071	114,723	0
Vietnam	58,096	32,952	54,417
Indonesia	2,081	19,850	51,869
Other	79,012	82,746	65,024
合計	1,792,176	2,094,144	2,214,367

As of Nov 2023, YTD sales was NTD 2,717,000.

Ratio

	Q1~Q3 2022	Q1~Q3 2023
Debt Ratio (%)	47.0	47.2
Current Ratio (%)	207.7	217.8
Accounts Receivable Turnover	4.43	4.70
Accounts Payable Turnover	6.23	6.94
Inventory Turnover	2.41	2.35

	Sinphar Q3 2023	SynCore Q3 2023
Cash and cash equivalents, end of the period	995,134	148,176
Unspent bank financing	> 1,000,000	280,000

Corporate Social Responsibility



1. Host health forum, biotechnology camp. Create a platform to facilitate and cultivate the interaction of medical, academic, and biotechnology professionals
2. Continue to be a sponsor for 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. Donate to the National Health Service and the Taiwan Cancer Foundation for new drug development and Medicaid
4. Co-found an “R&D Center for Age-related Macular Degeneration” with National Taiwan University Hospital, for early diagnosis and early detection of age-related macular degeneration
5. Long-term sponsor of the street lights in Wanshan Village, Zhongshan Village and Renshan Trail. A sponsor for tourist information center in Dongshan County
6. Sponsor nutritional supplements and vegetables to hospitals and medical personnel in Yilan County
7. Sponsored in remote villages, free clinics by Luodong Boai Hospital and co-sponsored with Taipei Zhongxiao Rotary Club breast cancer screenings
8. Sponsor Oxaliplatin to the National Institutes of Health to conduct an IIT trial for pancreatic cancer
9. Donate to Yilan County Dementia Care Service Association

Corporate Social Responsibility



Supports Education and Sports

1. Donate NTD 5 million over 5 years to Kaohsiung Medical University for students in need of financial assistance
2. Sinphar Group and Yilan County Government will jointly organize annual “Sinphar Yilan Marathon” for 3 years with a sponsorship of NTD 8 million
3. Sponsor financial aid program to students in need of financial assistance from National Taiwan University, Faculty of Pharmacy and offer internship opportunities
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. Long term sponsor for Yilan High School football team, Shunan Junior High School baseball team and the facilities for elementary schools in Dongshan Township
6. Set up a “Chiang Ku” Cultural Park, and signed a MOU with Yilan County to promote “Chiang Ku”
7. From 2020 to 2022 sponsored the Outstanding Award for Taitung Geng Yuan Cup Junior Baseball League

ESG Policy



1. **Energy Management**
2. **Emission Reduction**
3. **Eco-friendly**



1. **Employee Benefits**
2. **Stakeholders**
3. **Charity and Education**



1. **Business Management**
2. **Risk Management**
3. **Value Chain Management**

Not just a slogan, we believe that through the above, we can see the efforts and hard work of the Sinphar Group in these areas, and we also believe that these can be the cornerstone for future development.



Q & A

