



Investor Conference  
March 18, 2021

**SUC** 松瑞製藥股份有限公司  
PHARMA *Savior Lifetec Corporation*

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SLC has no obligation to update any forward-looking statement or figures, whether as a result of new information, future events, or otherwise.

# Agenda

## Company Overview

Industry Position

1

## Product Strategy

Focus on Specialty Pharma

2

## Market Outlook

Highlight: Oral Carbapenems

3

## Financial Overview

39% YoY Revenue Growth in 2020

4

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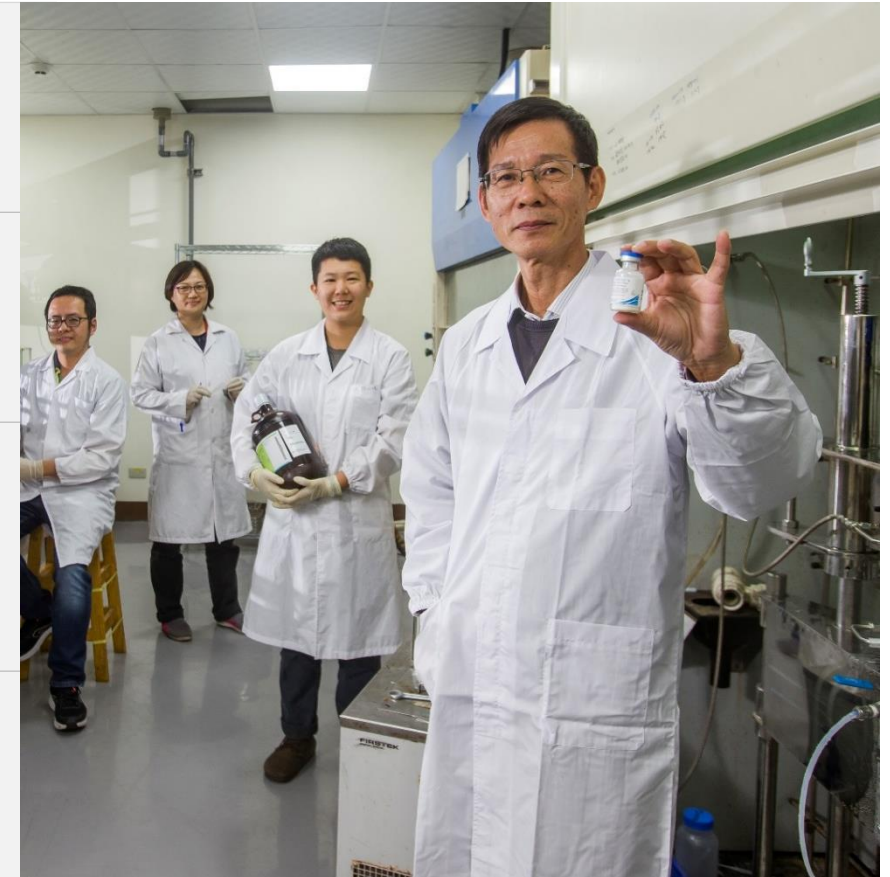
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# Leading Specialty Pharma Company in Taiwan

Established Since	January 30, 2004
IPO Time (TPEX)	September 8, 2015
Business Focus	Carbapenem Drug Products Specialty Drug Products CDMO
Paid-In Capital	NT\$ 3.0 billion



# Leading Specialty Pharma Company in Taiwan



1

Taiwan's Largest Injectable Drug Manufacturer and Exporter to the US Market

2

Taiwan's First and the Only One Vertically-Integrated Specialty Pharma Company:  
Sterile API + Finished Dosage Form (Injectable) + Self-Owned ANDA

3

Top 3 Carbapenem Injectable Drug Supplier to the US Market

4

Preferred CDMO Partner for Carbapenem New Drug Development

5

Dedicated-Facility for Carbapenem Drug Manufacturing

# 2020 Highlights



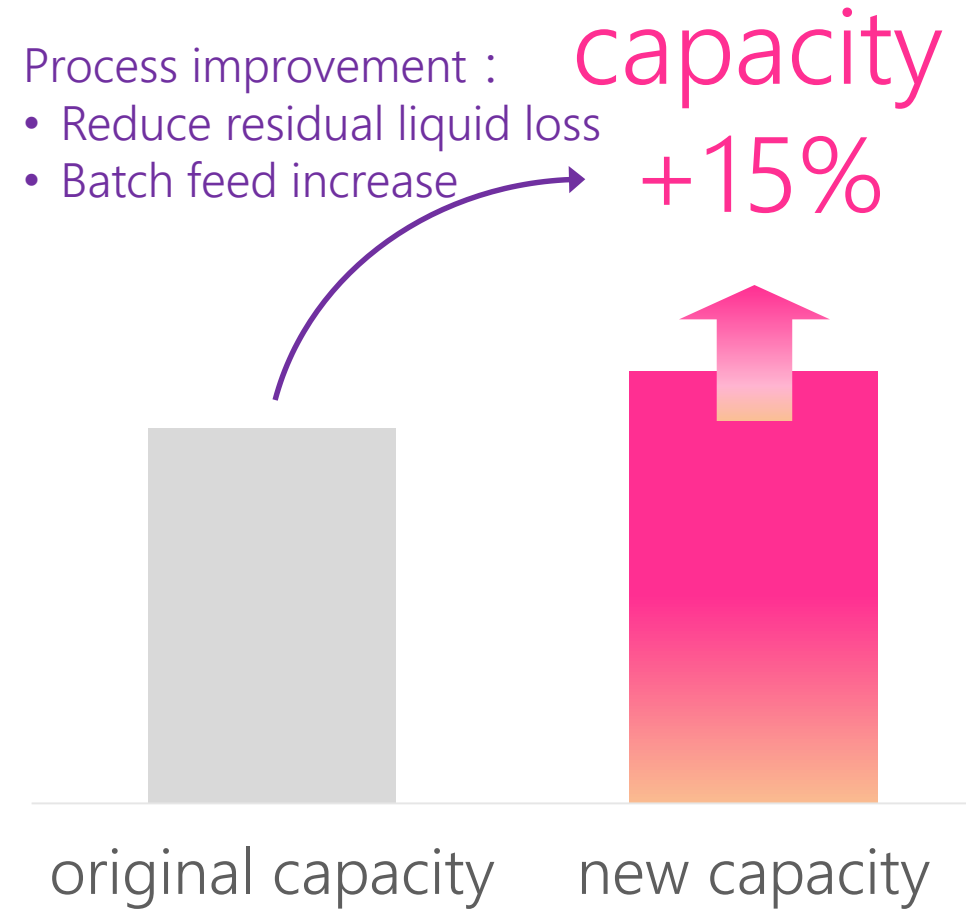
- 1 4Q 2020 Revenue (NT\$567mn) and Net Profit (NT\$91mn)
- 2 2020 Revenue (NT\$1,827mn) and Net Profit (NT\$250mn)
- 3 2020 Revenue Growth Rate (YoY 39%) and Operating Income Growth Rate (YoY 318%)
- 4 2020 Americas Market Revenue (NT\$1.2bn) Accounts for ~70% of Company Revenue
- 5 4Q 2020 Gross Margin (34%) and 2020 Gross Margin (31%)

# 2020 Highlights

- 6 2020 Injectable Revenue (NT\$1.3bn) Accounts for ~70% of Company Revenue
- 7 Continuous Process Improvement and Operational Efficiency Enhancements Underway
- 8 CDMO Customer Submitted NDA to the US FDA in 2020
- 9 CDMO Customer Will Submit NDA to the US FDA in 2H21
- 10 Leading Non-Penem API's Process Development Completed



# SLC – Continuously rewrite history



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Highlight: Oral Carbapenems

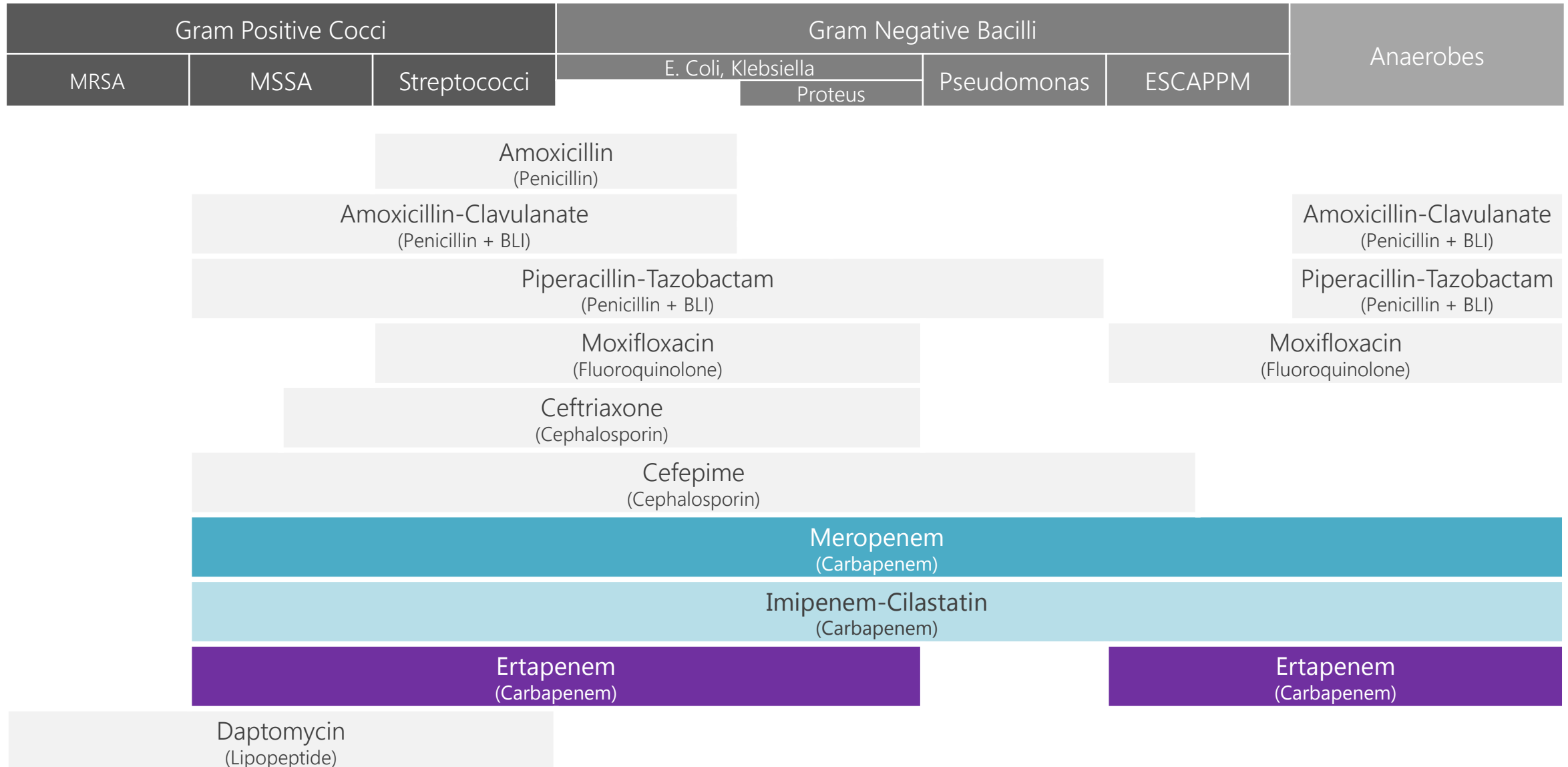
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39% YoY Revenue Growth in 2020

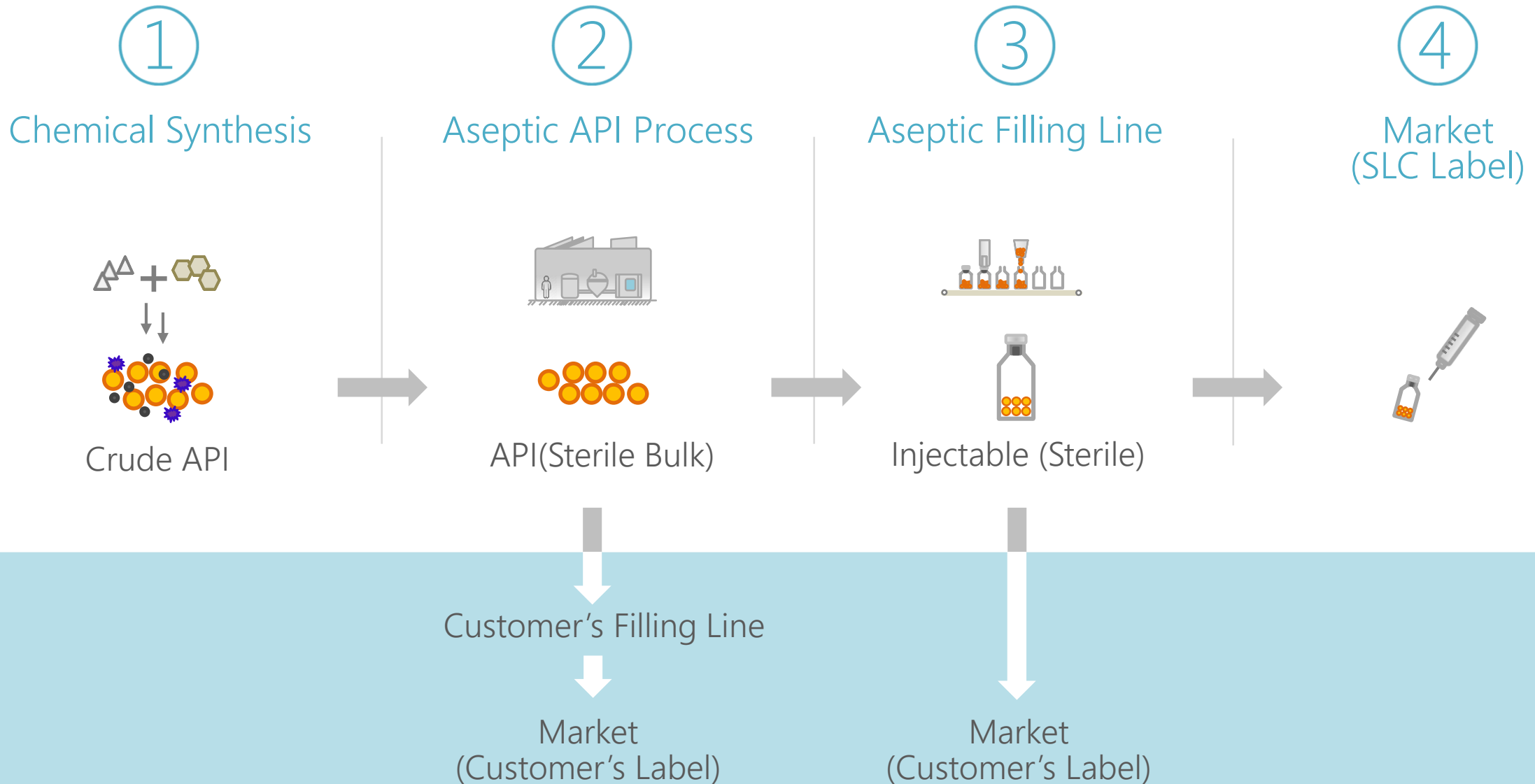
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# Carbapenem Are Antibiotics Of Last Resort



BLI: BLI(Beta-Lactamase Inhibitors) can prevent bacterial degradation of beta-lactam antibiotics and extend the antibacterial spectrum.

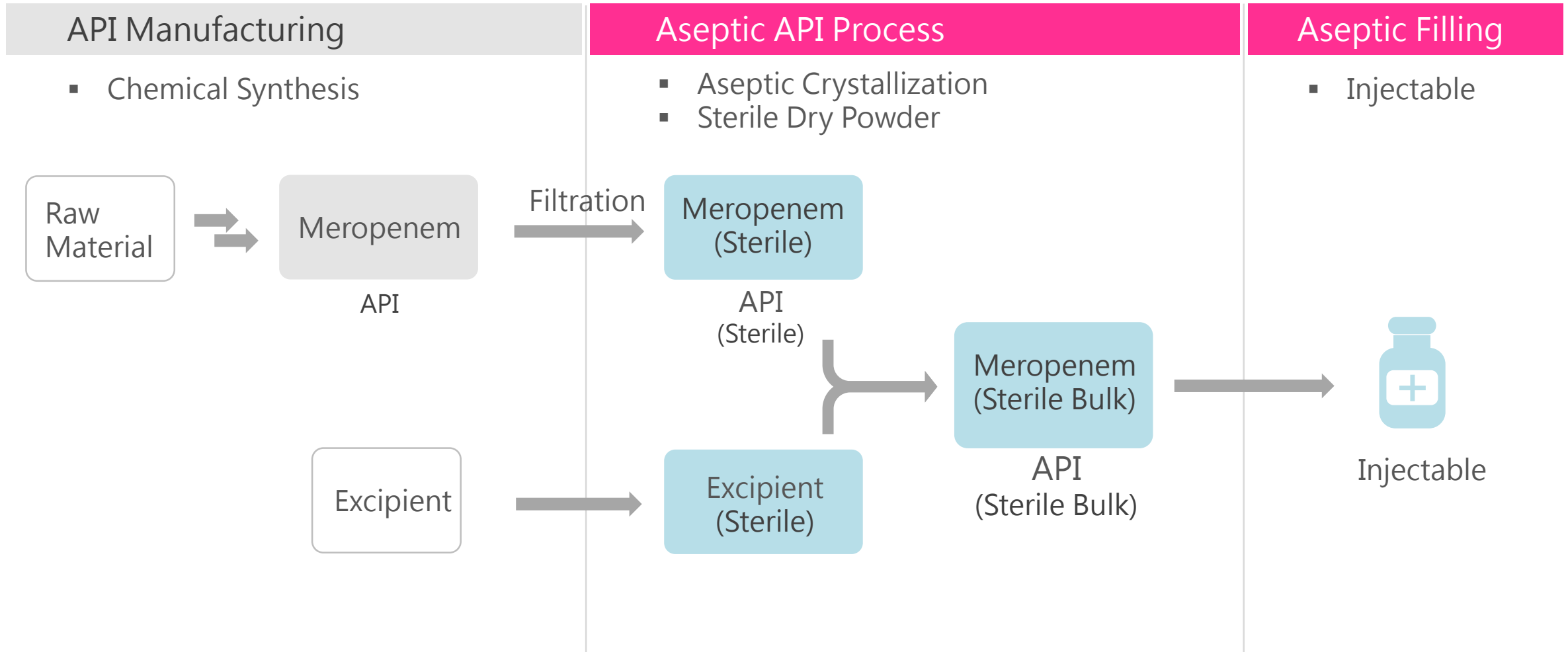
# Vertically Integrated Specialty Pharma Model



# Core Technology: Aseptic Crystallization

From API Synthesis to Injectable Filling

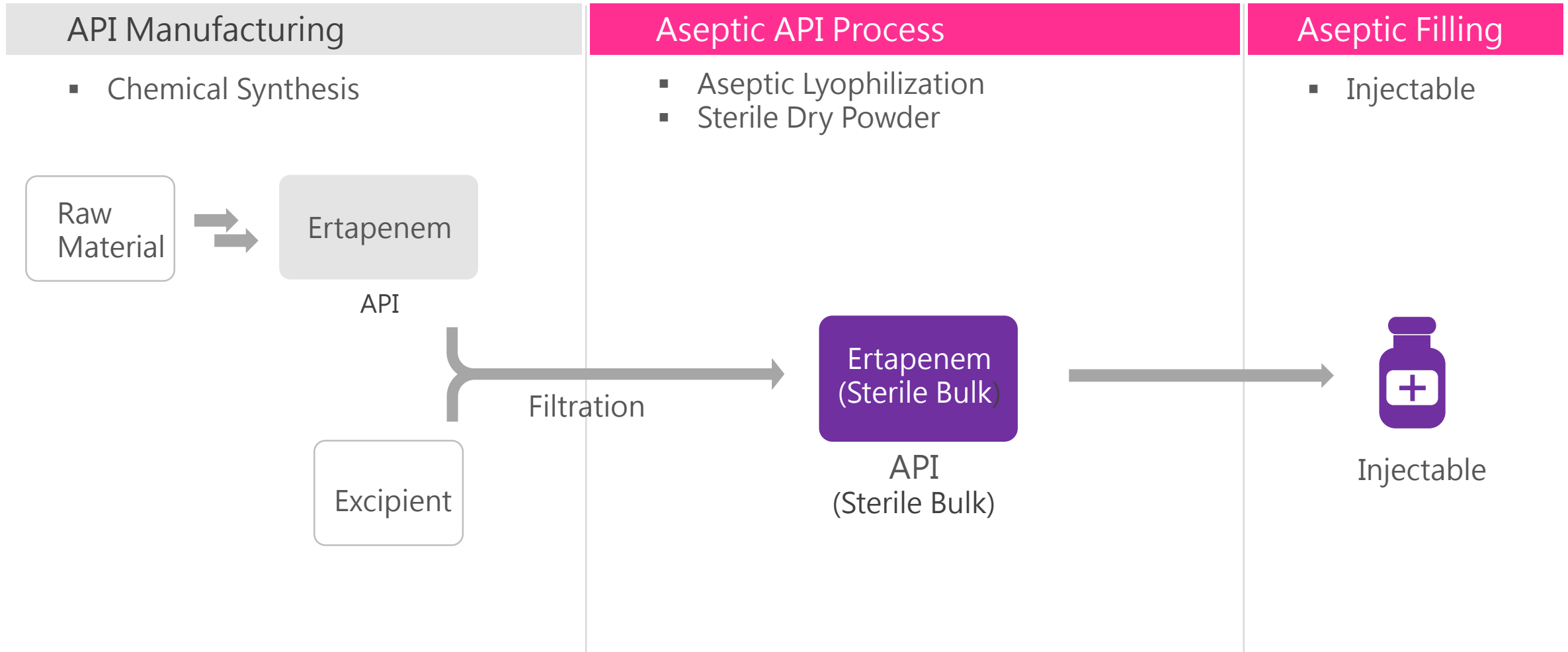
GMP " Grade A "Aseptic Process



# Core Technology: Aseptic Lyophilization

From API Synthesis to Injectable Filling

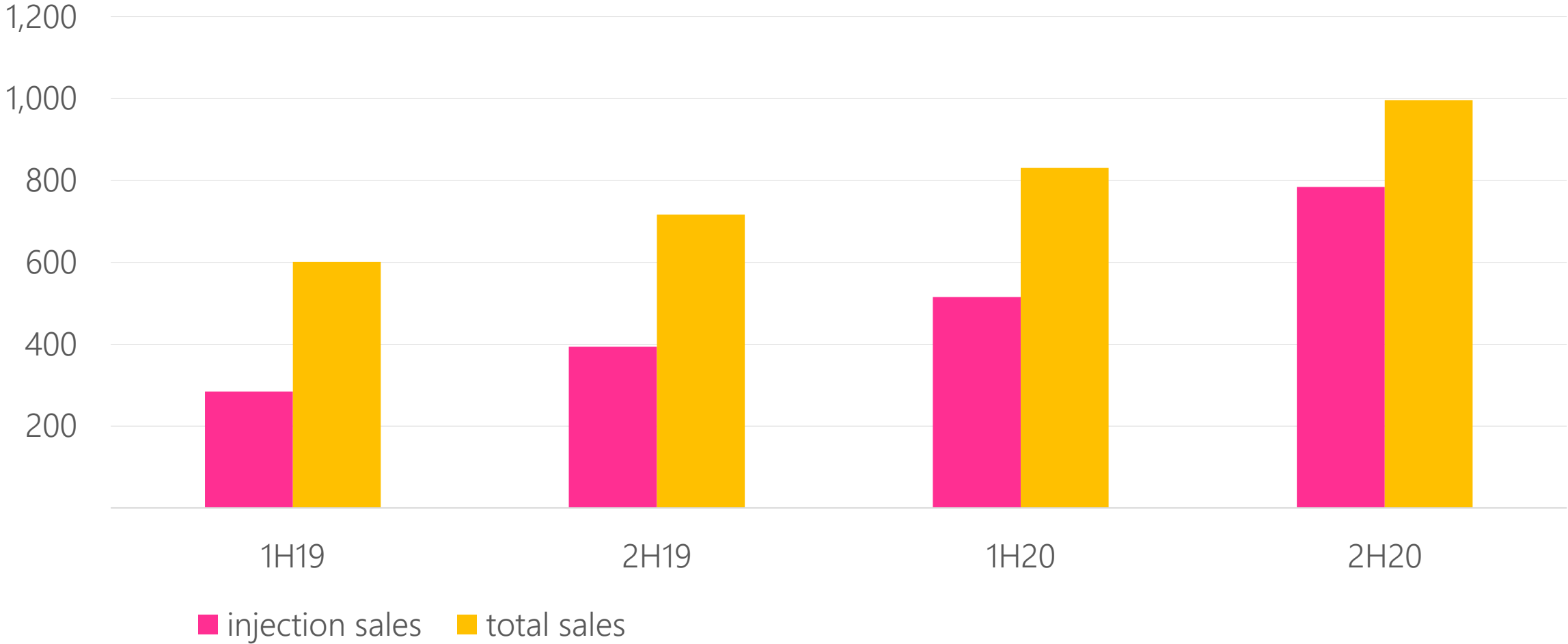
GMP "Grade A" Aseptic Process



# Injectable Revenue Trend

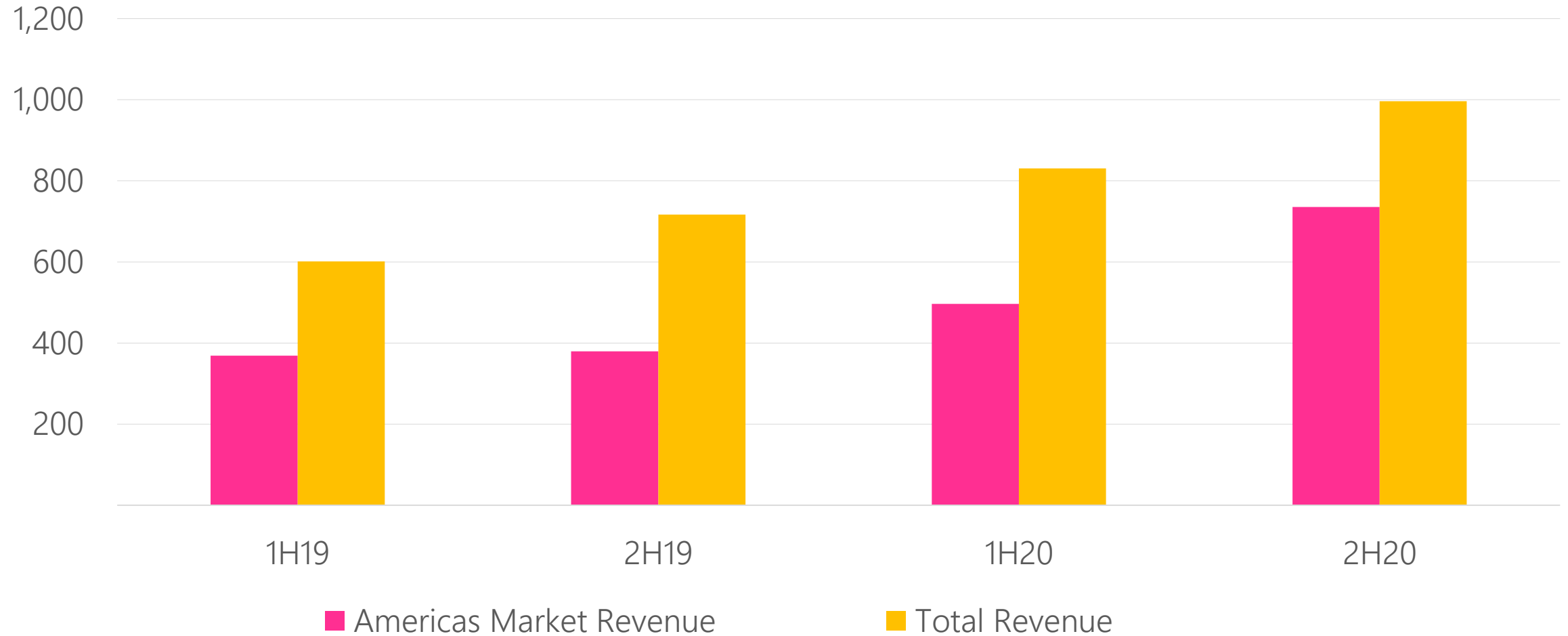


(NTD mn)



# Americas Market Revenue Trend

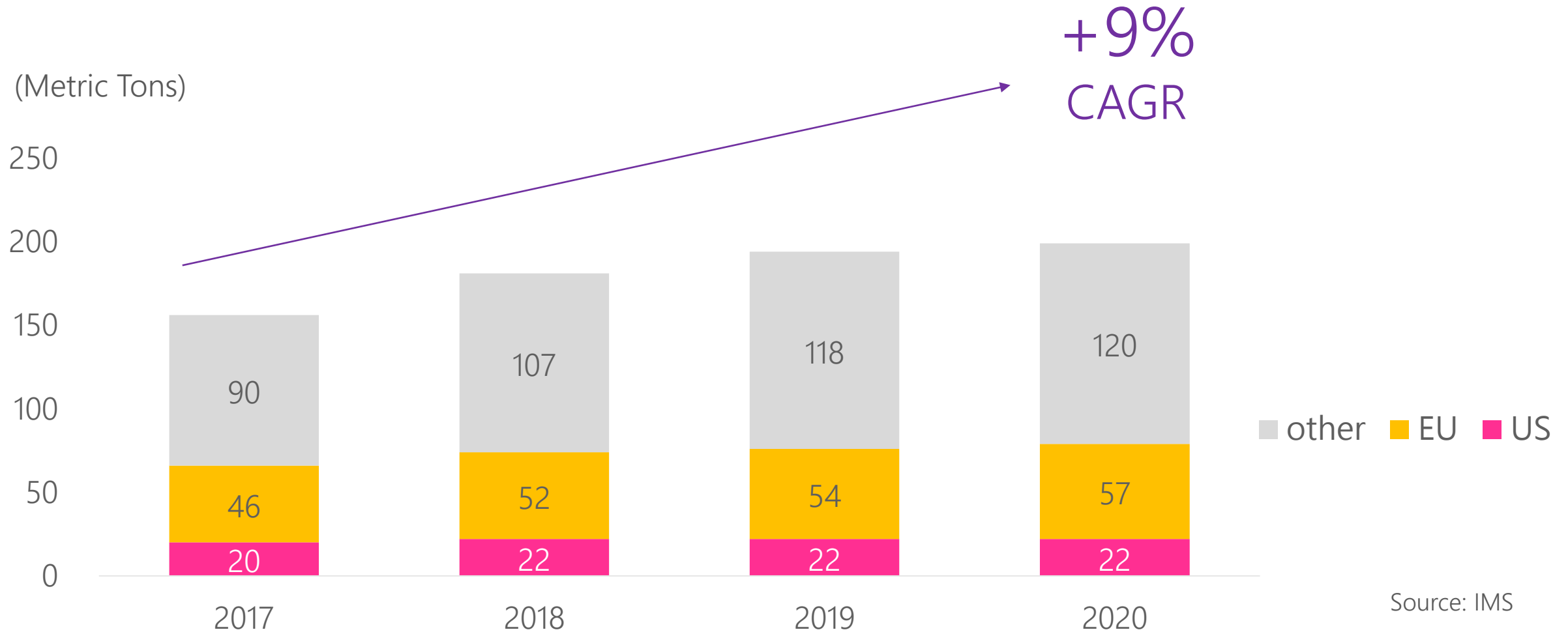
(NTD mn)





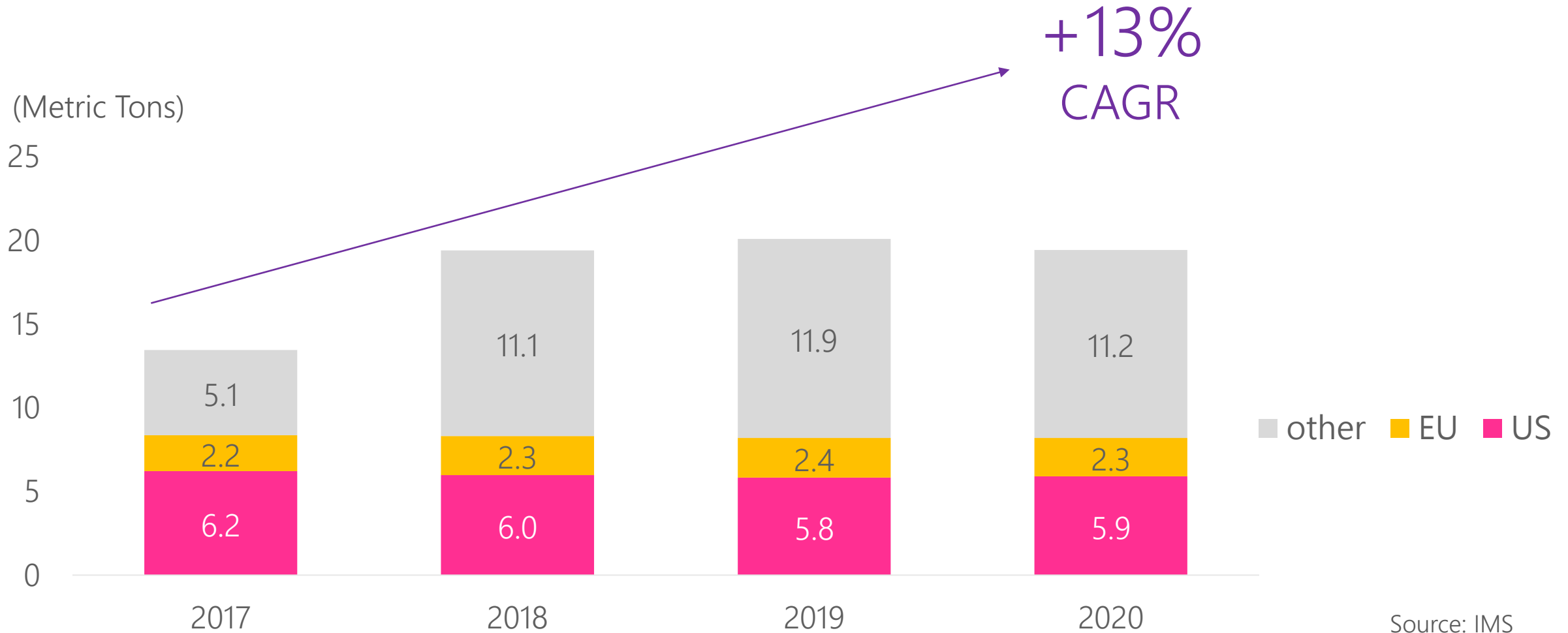
# Meropenem Global Market Growth

2020 Global Market US\$1,543mn



# Ertapenem Global Market Growth

2020 Global Market US\$ 406mn



# Drugs Used In COVID-19 Treatment

The Medications Identified Are Priority [Pharmaceuticals] Recommended in Guidelines Applicable for the Management of Coronavirus Respiratory Infections by Novartis:

Antibiotics	Hospital Care Products	Antivirals
Amoxicillin	Dobutamine	Lopinavir/Ritonavir
AmoxiClav	Ranitidine	Ribavirin
Piperacillin/Tazobactam	Omeprazole	Oseltamivir
Ceftriaxone	Pantoprazole	Atazanavir
Clarithromycin	Heparin	Efavirenz
Levofloxacin	Enoxaparin	Ritonavir
<b>Meropenem</b>		Dolutegravir
Vancomycin		
Gentamicin		
Tigecycline		

# New Product: Focus on US Specialty Pharma Market



SLC Is Targeting Developing Specialty Drugs With High Entry Barriers in the US Market

## New Product Selection Strategy

### Specialty Drug API and Formulation Development

Specialty Drug API such as Peptide API. SLC intends to develop the API and formulation, outsource finished product manufacturing to a partner CDMO, apply for the ANDA, and partner with a US marketer to enter the US market.

### New Drug API Development

Catering for the need of special dosage forms (such as sustained-release injectable), SLC intends to utilize its API aseptic crystallization technology and particle size control knowhow to develop sterile API, which is key for 505(b)2 new drug companies to develop formulation and finished products in the US market.

### Products with Increasing Medical Needs

SLC intends to develop Specialty Drugs with growing medical needs due to society megatrend change such as aging population, marriage age increase, and electronic mobile devices impact.

# New Product: Focus on US Specialty Pharma Market

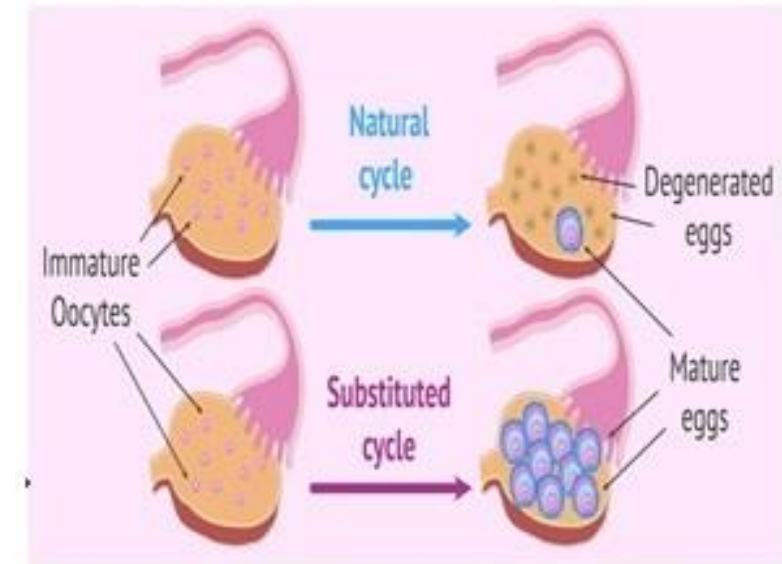
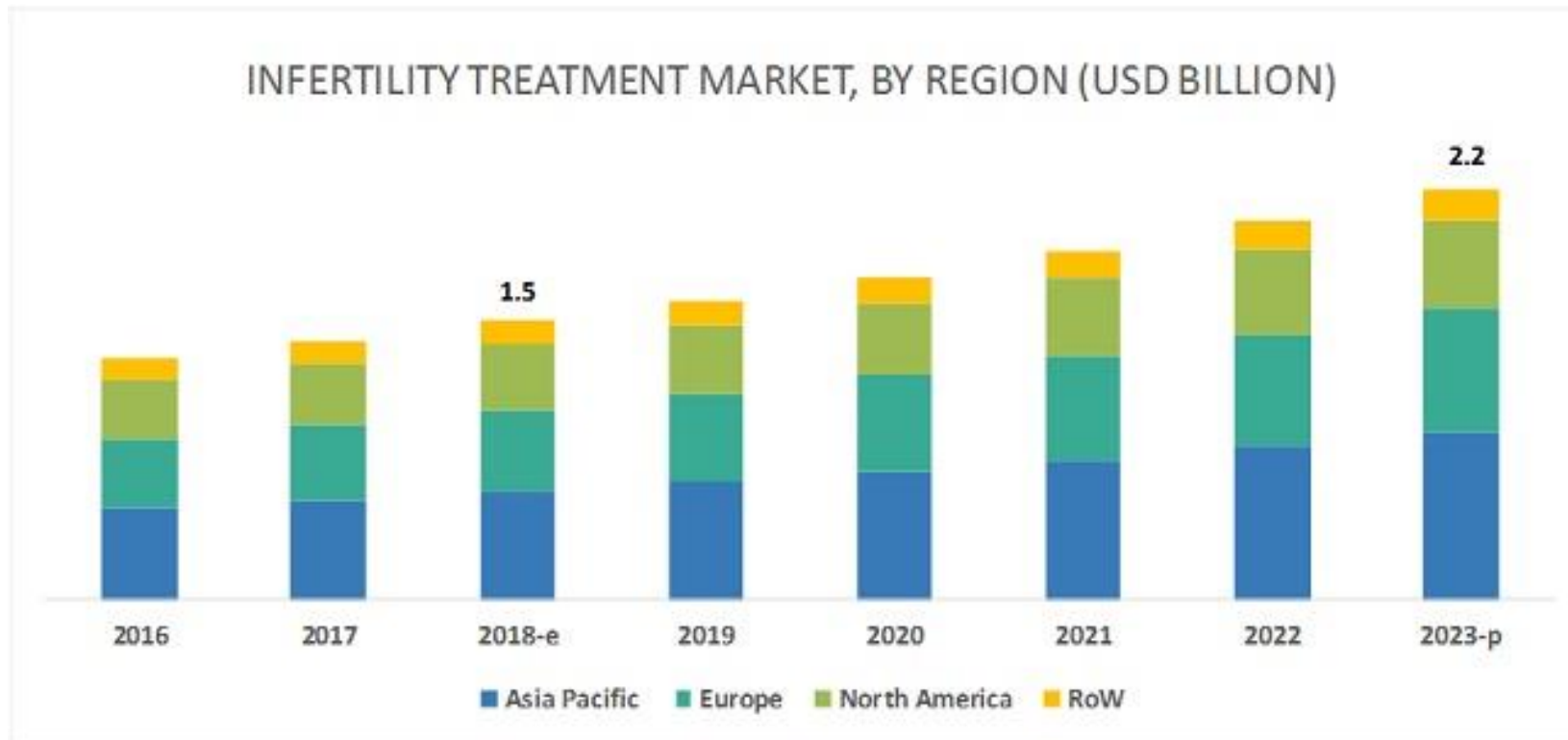


SLC Has Selected 5 Specialty Drugs to Develop Will File DMFs in 2021

Product No.	API	Dosage Form	Indication	DMF Filing	ANDA Filing	US Market Size (2020)
SLC-021	Small molecule	Extended release Suspension for injection	Extended release depot for schizophrenia	2022 Q1	TBD	US\$2,640mn
SLC-028	Peptide	Lyophilized powder for injection	GnRH antagonist for fertility treatments	2021 Q3	2022	US\$86mn
SLC-030	Peptide	Prefilled syringe for injection	GnRH antagonist for fertility treatments	2022 Q1	2023	US\$65mn
SLC-032	Peptide	Oral tablet	Guanylate cyclase-C agonist for chronic constipation and irritable bowel disease	2022 Q3	2025	US\$188mn
SLC-033	Small molecule	Oral tablet	5-HT <sub>4</sub> receptor agonist for chronic constipation	2022 Q2	2023	US\$79mn

# Reproductive Hormone Medicine

Changes in Lifestyle (Late Marriage, Sedentary, Obesity) Have Led to the Growing Medical Need for Infertility Treatments. The Global Market Size Is Estimated to Be Around **US\$ 2.2 billion** in 2023.



(Source: MarketsandMarkets™ INFERTILITY TREATMENT MARKET)

Hormone Drugs Help Regulate Egg's Maturation and Increase the Success Rate of Artificial Insemination or In Vitro Fertilization (IVF)

# Constipation and Irritable Bowel Syndrome

Aging Population and Emotional Stress Caused the Rising of Medication Demand for Constipation and Irritable Bowel Syndrome. The Global Market Size Is Estimated to Be Approximately **US\$ 26.6 billion** in 2026.

## GLOBAL CONSTIPATION TREATMENT MARKET, EXECUTIVE SUMMARY

### BY DISEASE TYPE

CHRONIC IDIOPATHIC CONSTIPATION  
IRRITABLE BOWEL SYNDROME  
OPIOID-INDUCED CONSTIPATION

### BY THERAPEUTIC OPTION

LAXATIVES  
CHLORIDE CHANNEL ACTIVATORS  
GC-C AGONISTS  
5-HT<sub>4</sub> RECEPTOR AGONISTS



### BY GEOGRAPHY

OVERVIEW  
NORTH AMERICA  
EUROPE  
ASIA PACIFIC  
REST OF THE WORLD

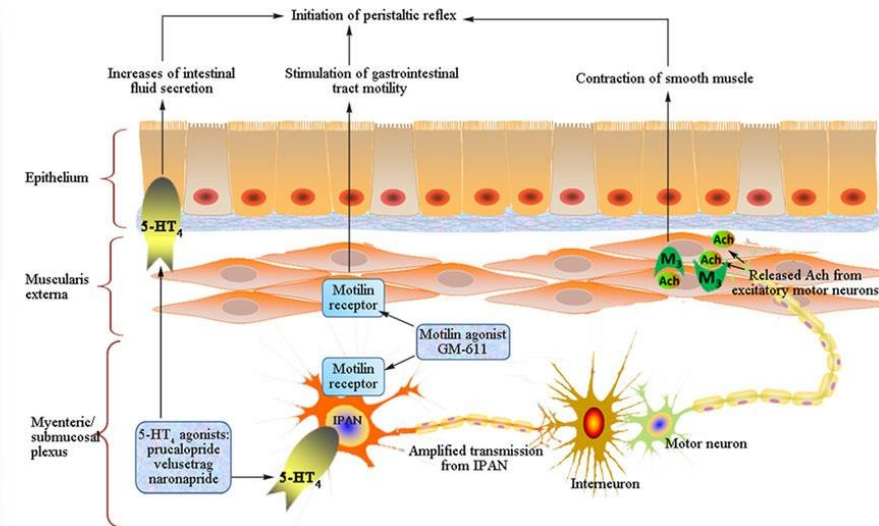
### COMPANY PROFILES

TAKEDA PHARMACEUTICAL COMPANY LTD  
SYNERGY PHARMACEUTICALS, INC  
ABBOTT LABORATORIES  
ASTRAZENECA  
BAYER AG

## GLOBAL CONSTIPATION TREATMENT MARKET OPPORTUNITIES AND FORECAST



GLOBAL MARKET IS EXPECTED TO REACH **US\$ 26.61 Bn** BY 2026 GROWING AT A CAGR OF **7.75%**



(Source: Verified Market Research\_Global Constipation Treatment Market Size)

Main Drug Mechanism Is to Stimulate Secretion of Intestinal Fluid or Gastrointestinal Mobility.

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# 700,000 People Die of Superbugs Each Year Globally



**NO TIME TO WAIT:**  
SECURING THE FUTURE  
FROM DRUG-RESISTANT  
INFECTIONS

**REPORT TO THE  
SECRETARY-GENERAL  
OF THE UNITED NATIONS**

**APRIL 2019**

**IACG** | Interagency Coordination Group on  
**Antimicrobial Resistance**

The Drug Resistance of Existing Oral Antibiotics Is Becoming More and More Serious. Quinolone, a Mainstream Oral Antibiotic Class for the Treatment of Urinary Tract Infections, Fails to Treat 30% of Patients Due to Drug Resistance Problem.

If Patients Cannot Be Treated With Appropriate Antibiotics on the Spot, The Patients Will have Much Higher Risk of Fatal Complications. Meanwhile, It will provide bacteria with more Chance to Evolve Into Superbugs With Multi-Drug Resistance Ability.

# QIDP Policy Spurs New Antibiotics Development

>100 New Antibiotic Development Projects Obtained QIDP Designation

## Three Main Incentives for QIDP Drug Developers

### Market Exclusivity

QIDP drugs can have an additional 5-year market exclusivity if approved by FDA. (For instance, a New Chemical Entity (NCE) is entitled to a 5-year market exclusivity. If the drug also obtained a QIDP designation, the total market exclusivity will be 10 Years.)

### Priority Review

The FDA will shorten the target review time from 10 Months to 6 Months.

### Fast Track

The FDA will have intensive communication with the drug developer and conduct a rolling review process.

FDA Have Approved 18 New Antibiotics with QIDP Designation.

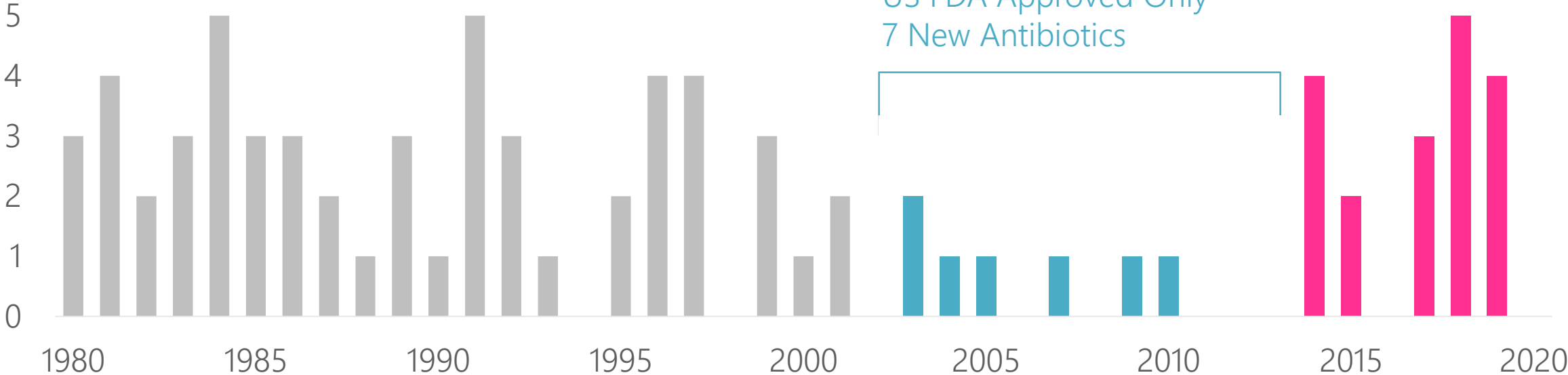
Source: US Government Accountability Office Report Jan-2017

# In The Past Decades, New Antibiotic Approvals Declined



Research and Development of New Antibiotics Slows Down

Number of approvals



After the US Congress Passed the GAIN Act, There Have Been 18 QIDP Drugs Approved by FDA During 2014-2020.

During 2002-2013, the US FDA Approved Only 7 New Antibiotics

Source: US FDA

# New Oral Antibiotics Market Potential



New Oral Penem Antibiotics Will Replace Oral Quinolone Antibiotics

Market Segment	US Patient Number (Est. by UTI Prevalence Rate)	US Market Size (US\$)
「 Go Home 」	1,000,000	~2,400,000,000
「 Stay Home 」	1,200,000	~2,880,000,000

New Oral Penem Antibiotic  
Market Size Estimation

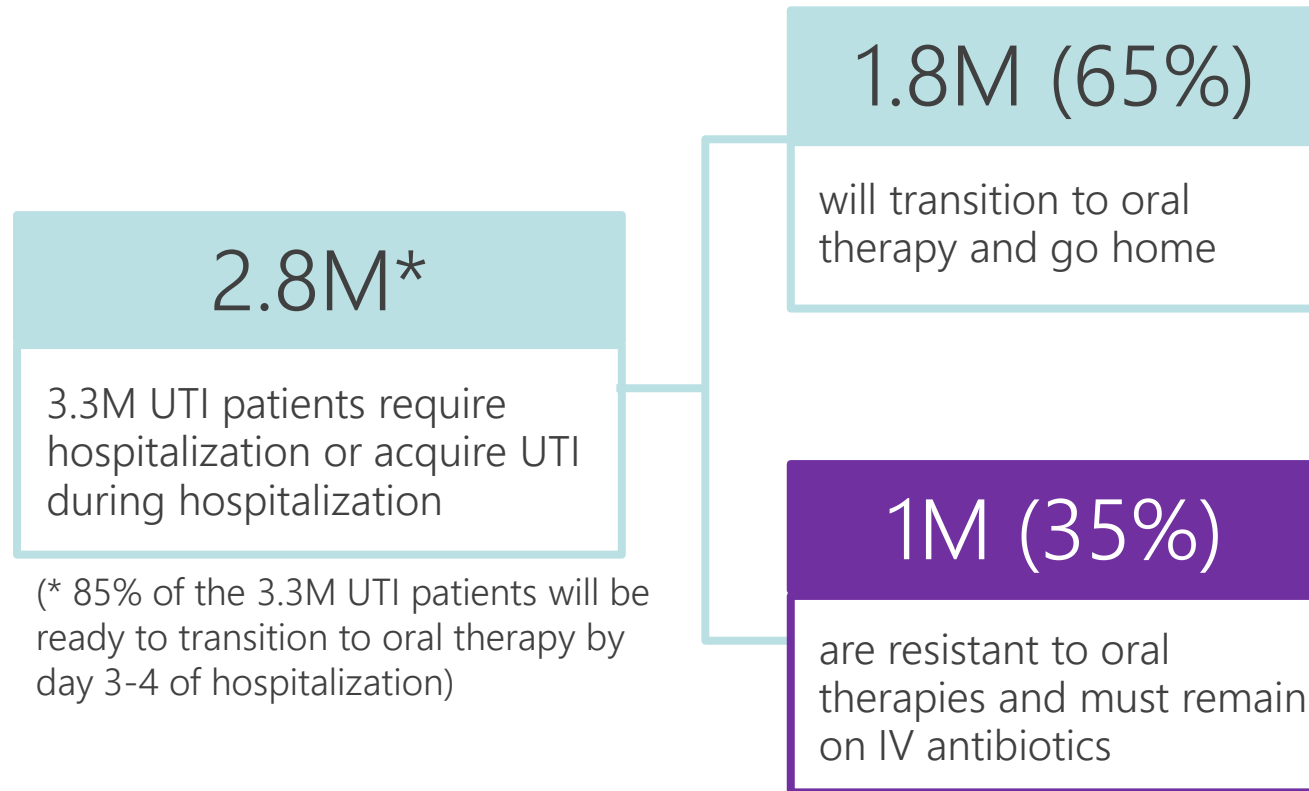
US\$ 5 bn

Other CDMO Opportunities  
Other Than New Oral Penems

4 Projects

# New Oral Antibiotics

New Oral Penems Will Replace Oral Quinolones



Source: Allison GM, Muldoon EG, Kent DM, et al. *Clin Infect Dis*. 2014; 58(6):812-819

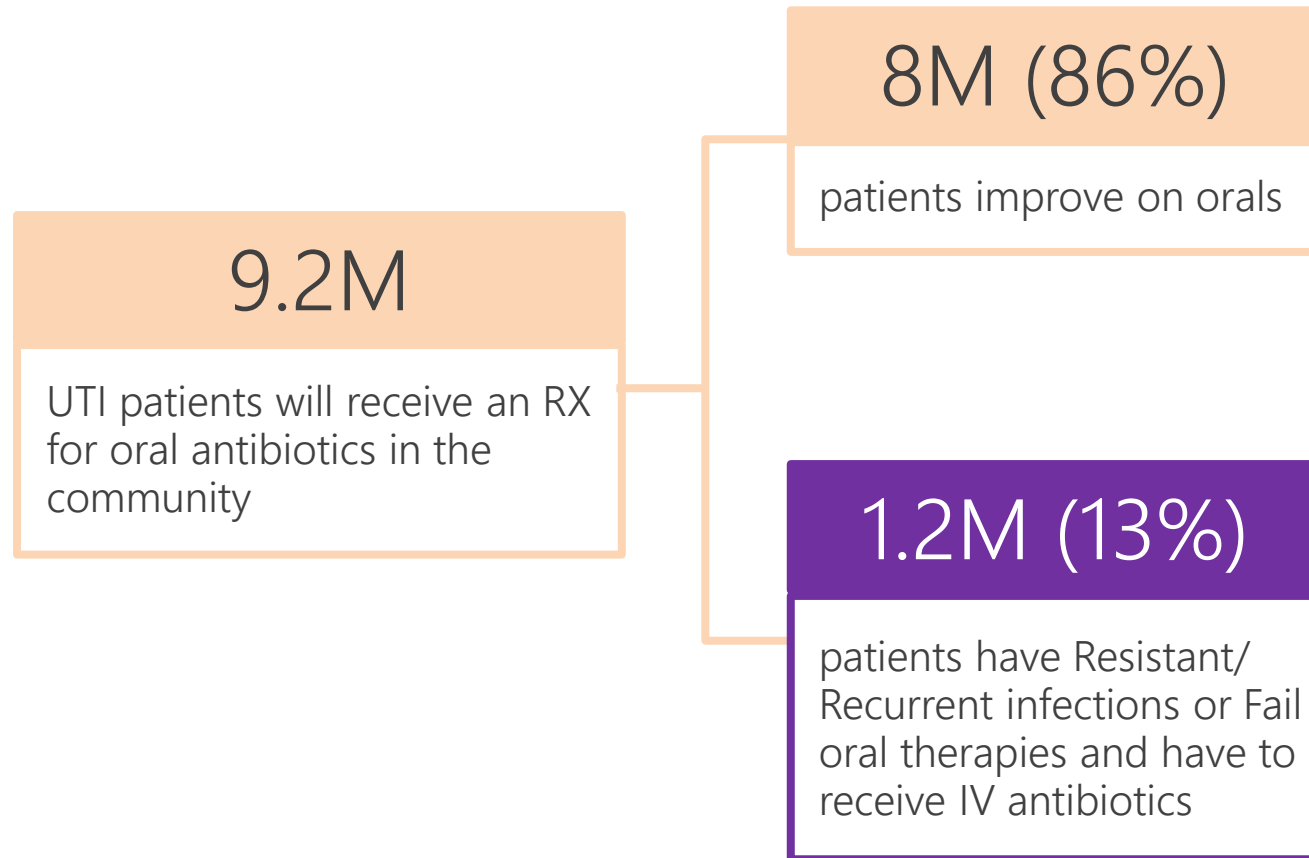
## 「Go Home」 Urinary Tract Infection Patients

As there is no effective oral antibiotic option, Around 1 mn patients must remained hospitalized. If those patients have any effective oral antibiotic option, they will transition to oral therapy and go home.

- Hospitalized patients wish to go home and take oral antibiotics in order to reduce medical costs and the risk of nosocomial infections.
- Due to rising drug resistance to oral quinolone, new oral antibiotics are needed.

# New Oral Antibiotics

New Oral Penems Will Replace Oral Quinolones



Source: Allison GM, Muldoon EG, Kent DM, et al. *Clin Infect Dis*. 2014; 58(6):812-819

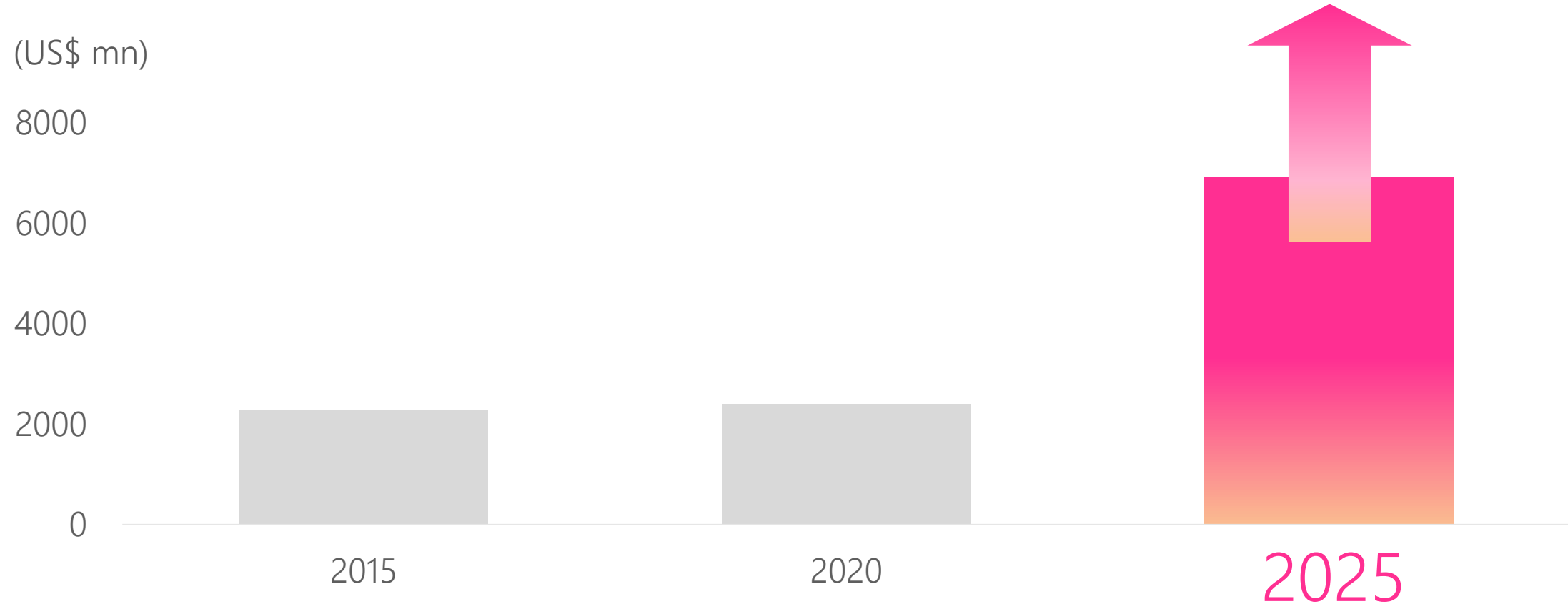
## 「Stay Home」 Urinary Tract Infection Patients

As there is no effective oral antibiotics, around 1.2 mn patients must be hospitalized.

- Those patients who are originally treated orally at home wish to continue to be treated at home in order to avoid any hospitalization cost and risk of nosocomial infection.
- Due to rising drug resistance to oral quinolone, new oral antibiotics are needed so that patients can continue to take oral treatment at home and prevent them from being hospitalized.

# Penem Drug Market Outlook

After New Oral Penem Drugs Gain Traction In The Market, the Overall Penem Antibiotic Market Is Expected To Reach US\$ **7 Billion** in 2025.



Source: IMS Health, companies' estimate

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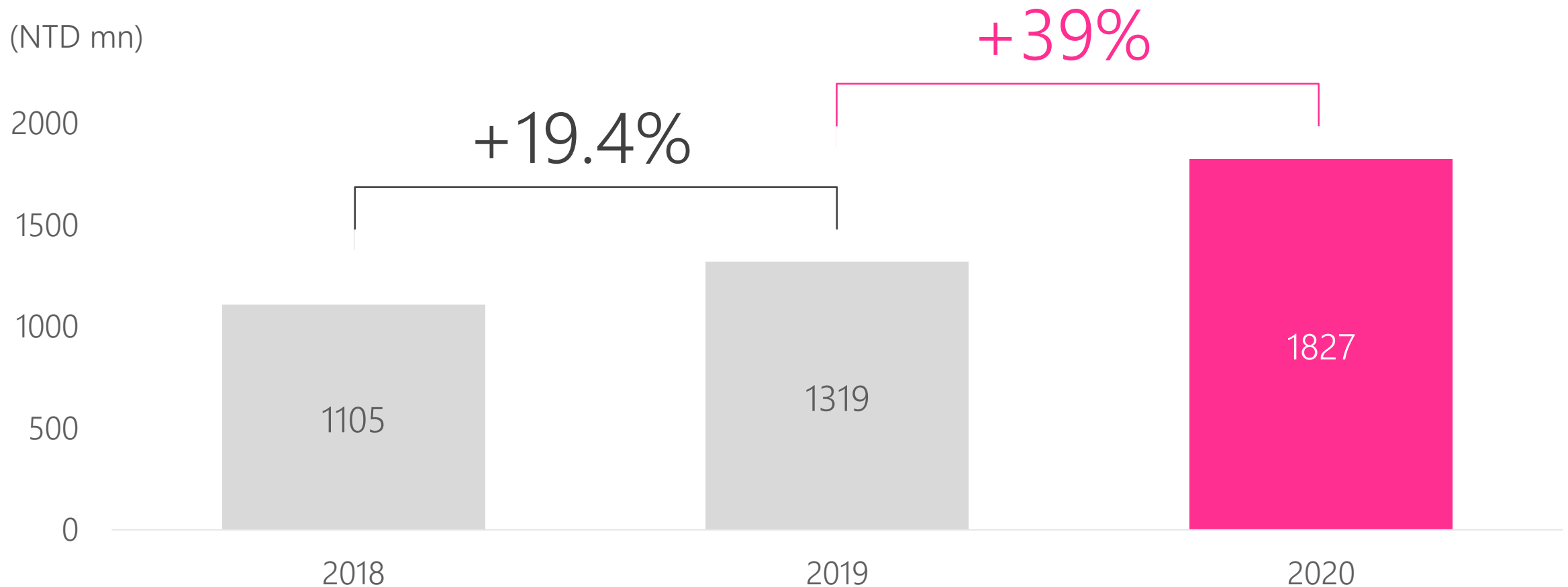
39% YoY Revenue Growth in 2020

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# 2018–2020 Revenue Performance

2020 Revenue YOY Growth Rate is 39%



# Income Statement



(\$mn)	2020 Q4	2020	2019 Q4	2019
Net Sales	567	1,827	376	1,319
COGS	377	1,269	240	968
Gross Profit	190	558	136	351
Gross Margin	34%	31%	36%	27%
Operating Expense	83	328	70	296
Operating Income	107	231	66	55
Operating Margin	19%	13%	17%	4%
Non-Op Income (Expense)	(16)	20	(24)	(60)
Net Income	91	251	42	(5)
Net Margin	16%	14%	11%	(0%)
EPS	0.31	0.88	0.16	(0.02)

# Dividend policy 2021

On March 18, 2021, the board of directors resolved that the dividend policy for 2021

Dividend policy	amount	Dividend per shares
Cash dividends from capital surplus	40,000K	0.13
stock dividends from capital surplus	160,000K	0.53
total	200,000K	0.66

Note : The dividend policy is yet to be resolved by the shareholders meeting