



Investor Conference  
Nov 22, 2023



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

# DISCLAIMER



This presentation has been provided by Savior Lifetec Corporation (SLC) for informational purposes only. It is not an offer to buy or sell or a solicitation of an offer to buy or sell any security issued by SLC or other parties.

This presentation may contain forward-looking statements which reflect SLC management's views, estimates, and currently available information. These statements are SLC management's opinion and SLC does not provide warranty for the accuracy, reliability, and completeness of the information. Investors should not place undue reliance on the statements, as there are significant risks that could cause actual results or future developments to differ materially from those expressed or implied by forward looking statements. Potential risks include economic conditions, foreign exchange fluctuations, competitive product and pricing pressures, and regulatory developments.

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

## SLC Group Overview

- Company Organization & Industry Position

## Financial Overview

- 9M23

## Company Strategy & Vision

- Penem Marketing Strategy
- Company Vision

## SLC Group Overview

- Company Organization & Industry Position

## Financial Overview

- 9M23

## Company Strategy & Vision

- Penen Marketing Strategy
- Company Vision

# SLC Pharma- Industry Position in Taiwan and the World



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

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

Top 3 Carbapenem Injectable Drug Supplier in the United States

Top 1 CDMO Company for Carbapenem New Drug Development

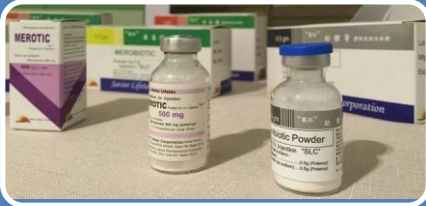
Dedicated-Facility Requirement for Carbapenem Drug Manufacturing Per FDA regulation

# SLC Group – Multiple Profit Models



## SLC Pharma (4167 TT)

- Established Since Jan. 30, 2004 / IPO Time (TPEX): Sep. 8, 2015
- Business Focus: Carbapenem API, Injectables, and CDMO



## SLC BioPharm

- Established Since Feb. 8, 2022
- Business Focus: Specialty Pharma Products (API, Finished Product, and CDMO) & Health Supplement Product Business Unit



## Ruize Biotechnology

- Dec. 16, 2022 Acquired 51% of Ruize Biotechnology's equity
- Business Focus: Health Supplement/ Pharma Products Sales Channel in Taiwan



## Pengrui Construction

- Established Since Jul. 25, 2023
- Business Focus: Real Estate Investment

# SLC Group – Key Personnel



SLC BioPharm Chairman & General Manager	Y.F. Chen, Ph. D	25+ Yrs	Compliance/ Process Development/ Product Strategy	General Manager & CTO of ScinoPharm
SLC Pharma General Manager	Freon Chen	25+ Yrs	Production/ Compliance/ Product Strategy	Vice President & CMO of ScinoPharm
SLC Pharma Vice President	Jonathan Chow	15+Yrs	Market Strategy/ Investment/ Business Development	Vice President of Concord Venture Capital Group
SLC Pharma Vice President	Ayers Chen	15+ Yrs	Compliance/ Product Strategy	Quality Management Vice Director of Nangkuang Pharmaceutical
SLC Pharma Vice President	Yenlan Lin	20+Yrs	Market Strategy/ Business Development	Senior Marketing and Sales Manager of Roche
SLC Pharma Vice President	Minghui Chen	20+Yrs	Operation Strategy/ Production Management	Production Manager of ScinoPharm
SLC Pharma Director	Archer Lin	20+Yrs	Operation Management/Finance and Accounting	Financial and Accounting Manager of Harmony Electronics Corporation



# SLC Pharma – Continuous Improvement of Process

The 2<sup>nd</sup> Generation Process Successfully Increases Ertapenem Capacity and Simultaneously Fulfill the Company's ESG Goal



## Advantages of the 2nd Generation Process :

- Shorten the Process Cycle Time, Increase the Batch Size, and Reduce the Carbon Emission
- Reduce Solvent Usage Without Producing Tox Chemicals
- Customers Have Gradually Switched to the 2<sup>nd</sup> Generation-Process, which Make SLC's Ertapenem More Competitive in the World.



## SLC Group Overview

- Company Organization & Industry Position

## Financial Overview

- 9M23

## Company Strategy & Vision

- Penen Marketing Strategy
- Company Vision

# 9M Combined Income Statement

(NT\$m)	9M23	9M22
Net Sales	732	1,012
COGS	644	911
Gross Profit	88	101
Gross Margin	12%	10%
Operating Expense	170	174
Operating Income	(82)	(73)
Operating Margin	(11%)	(7%)
Non-Op Income (Expense)	66	151
Net Income	(16)	77
Net Margin	(2%)	8%
EPS (NT\$)	(0.04)	0.24

# 3Q Combined Income Statement

(NT\$m)	3Q23	2Q23	3Q22
Net Sales	287	223	348
COGS	281	194	304
Gross Profit	6	29	44
Gross Margin	2%	13%	12%
Operating Expense	55	58	56
Operating Income	(49)	(29)	(12)
Operating Margin	(17%)	(13%)	(4%)
Non-Op Income (Expense)	32	33	145
Net Income	(17)	4	133
Net Margin	(6%)	2%	38%
EPS (NT\$)	(0.05)	0.02	0.42

# The Summary of Combined Balance Sheet

(NT\$m)	2023/9/30	2022/12/31	2022/9/30
Cash and cash equivalents	1,130	1,086	1,089
Financial assets carried at amortized cost – current	113	558	528
Net accounts receivable	230	291	304
Inventory	882	1,036	1,084
Property, plant and equipment	893	1,005	1,047
Corporate bonds payable	0	529	527
Total Assets	3,735	4,409	4,413
Total Liabilities	414	1,042	1,023
Stockholder's equity	3,321	3,367	3,390

# Important Financial Indicators

	2023/9/30	2022/12/31	2022/9/30
AR Turnover (Day)	99	113	108
Return on Assets (%)	(0.28%)	0.5%	2.59%
Return on Equity (%)	(0.57%)	1.09%	3.07%
Debt Ratio (%)	11.08%	23.63%	23.18%

## SLC Group Overview

- Company Organization & Industry Position

## Financial Overview

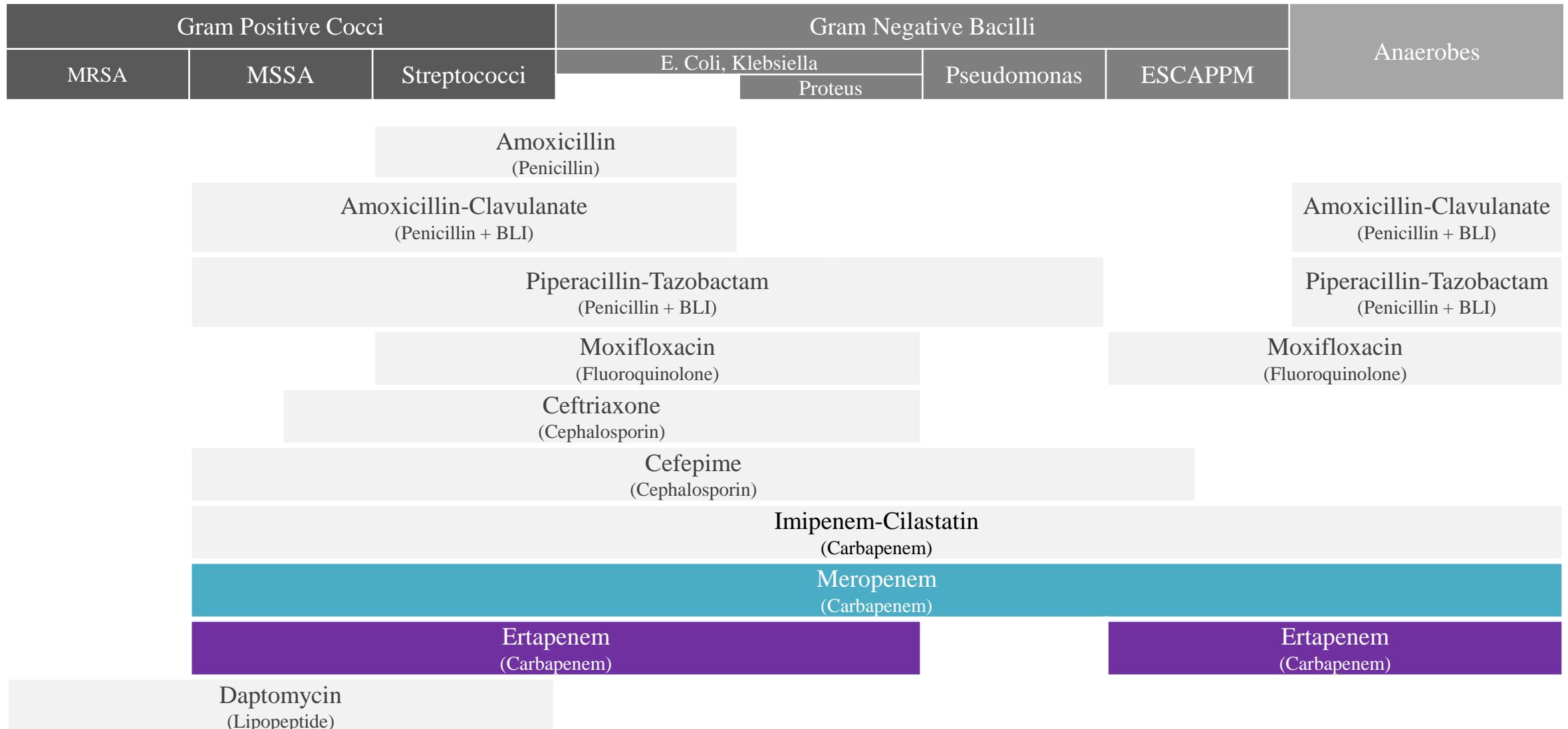
- 9M23

## Company Strategy & Vision

- Penen Marketing Strategy
- Company Vision

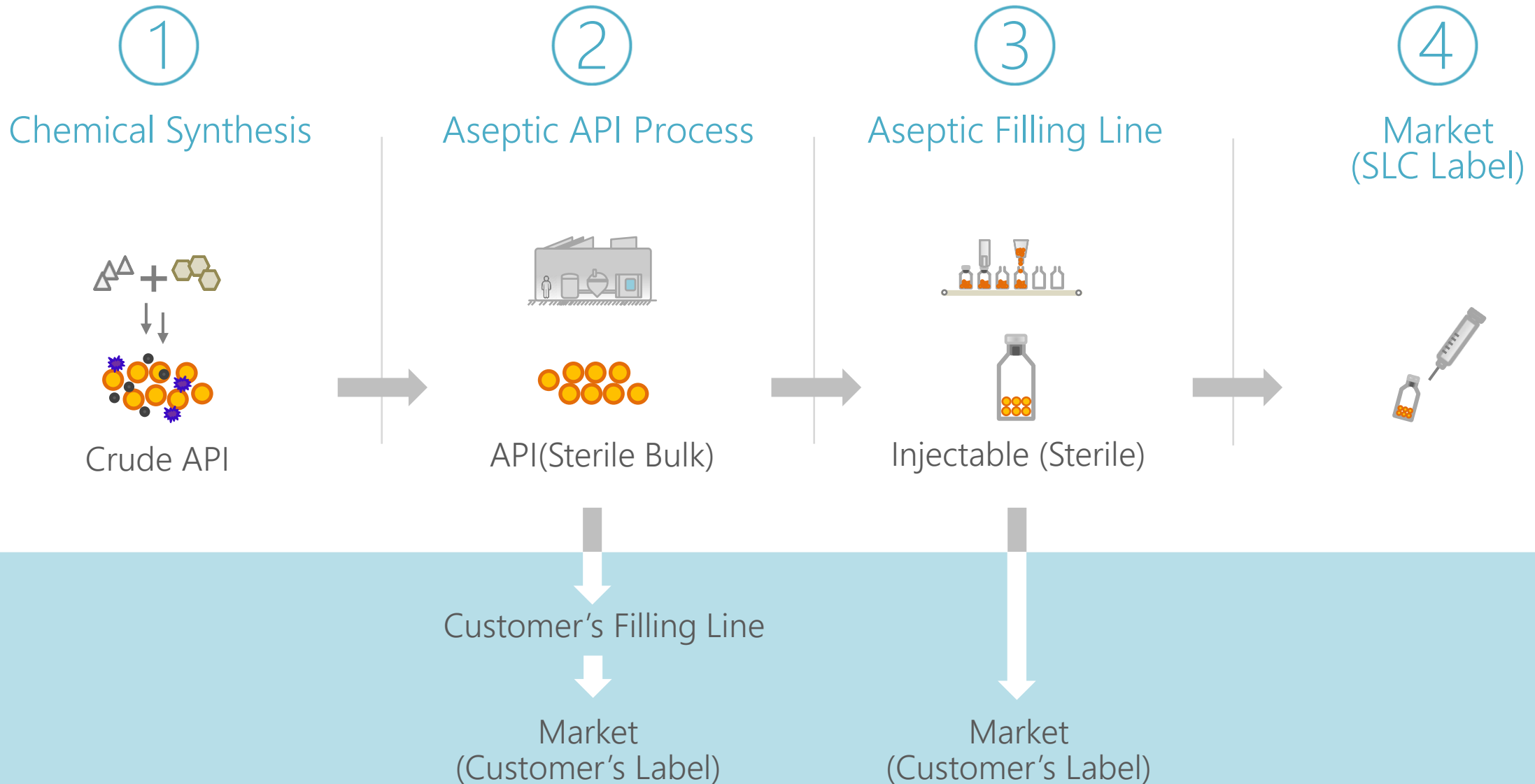


# Carbapenem is the Last Line Antibiotics



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

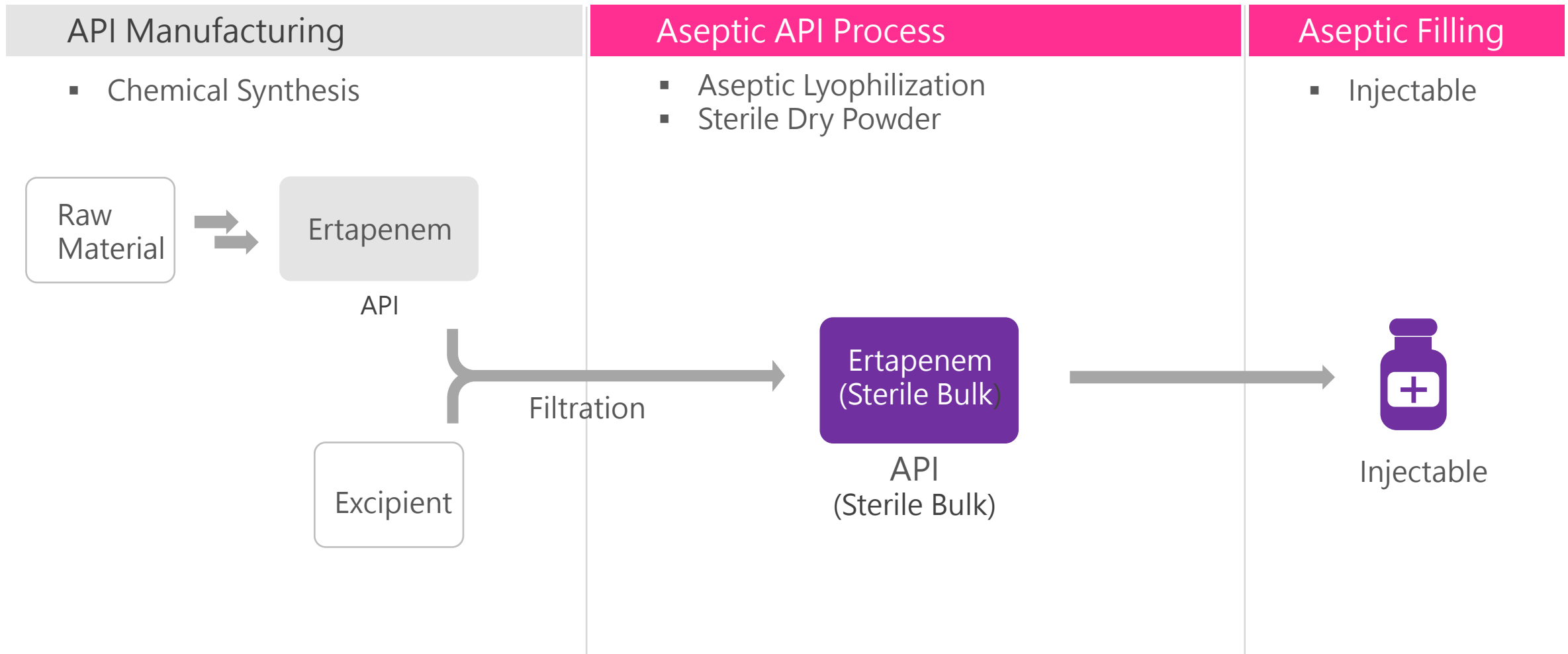
# Vertically Integrated Specialty Pharma Model



# Core Technology: Aseptic Lyophilization

From API Synthesis to Injectable Filling

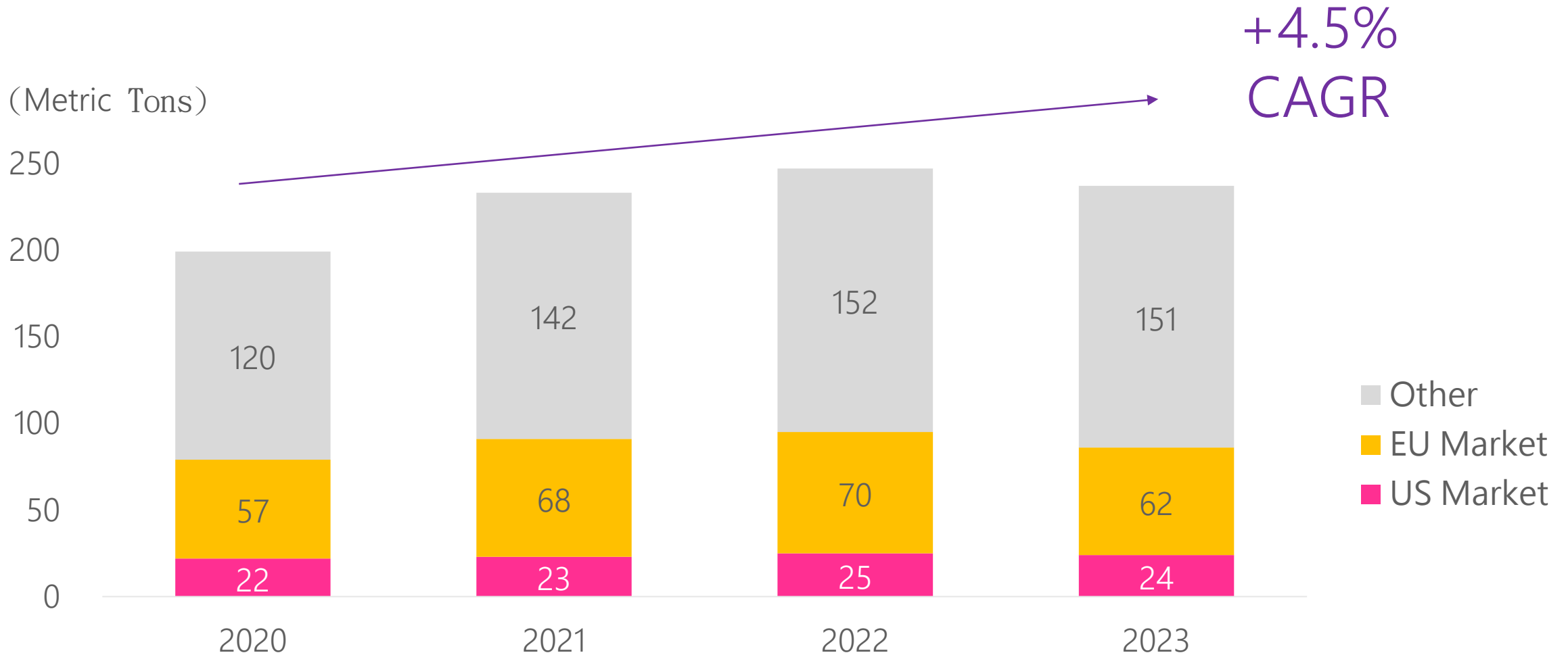
GMP "Grade A" Aseptic Process



# Meropenem Global Market Growth



2023 (Q1 MAT) Global Market Size: US\$1,574mn

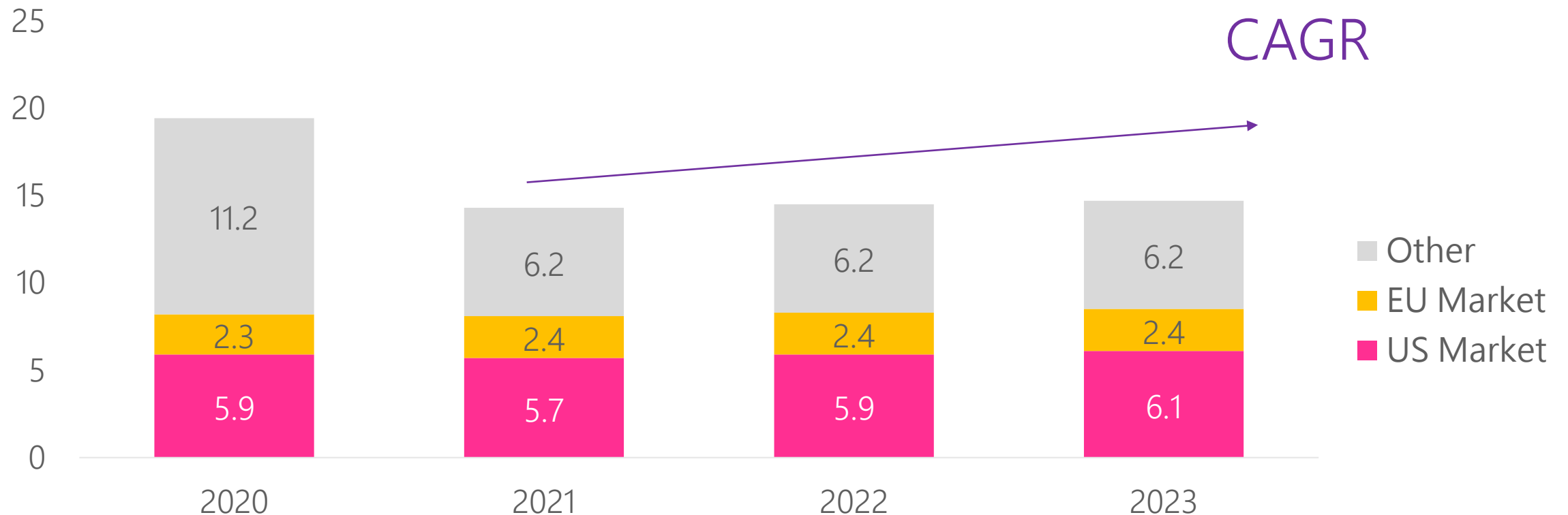


# SLC's Market Share Increase vs Invanz's Supply Disruption

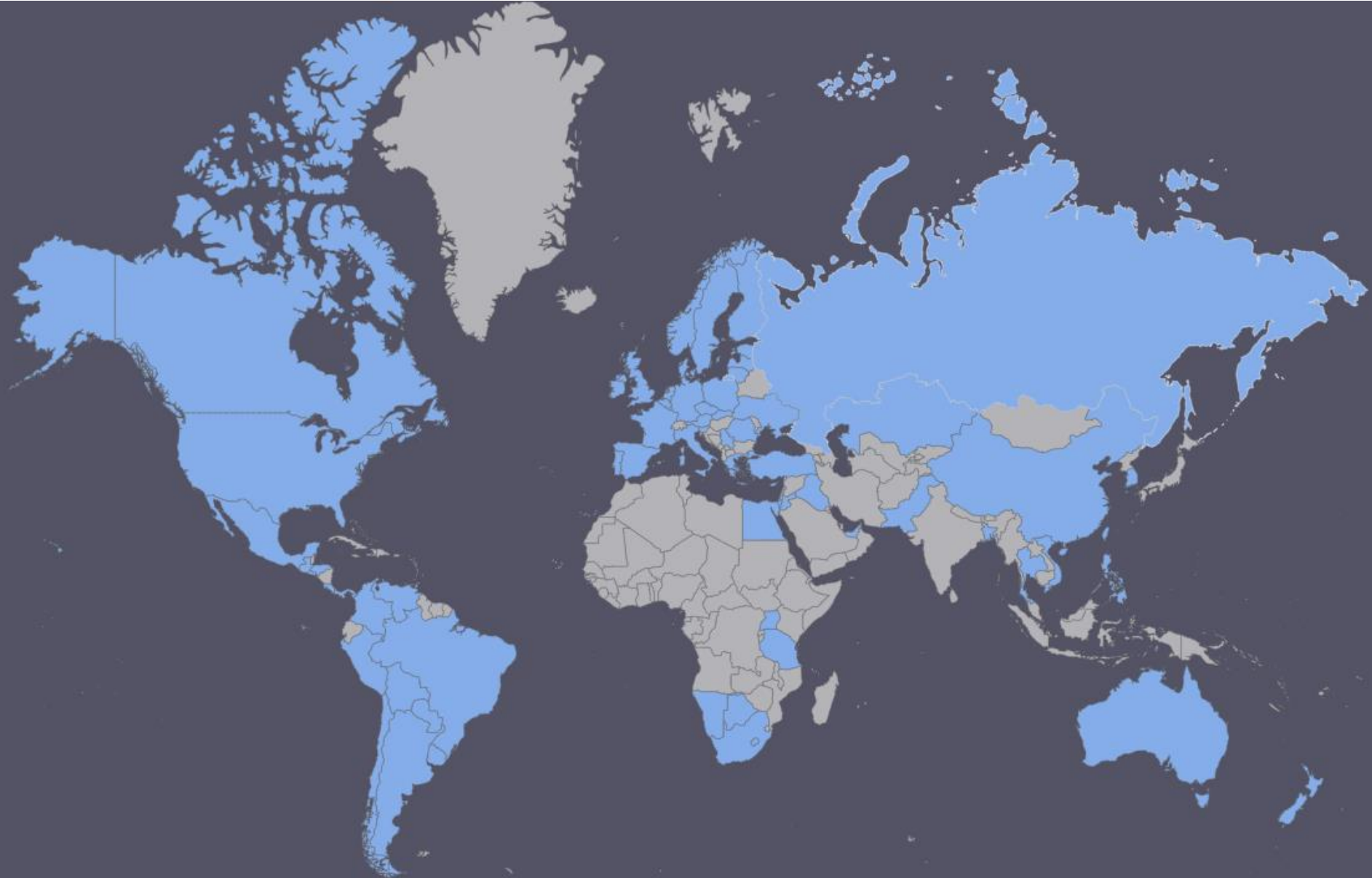


2023 (Q1 MAT) Global Market Size: US\$283mn

(Metric Tons)



# 2023-24 SLC's Ertapenem Market Share Expansion





# Company Vision





**S1C** 松瑞製藥  
PHARMA

stock@saviorlifetec.com.tw