



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

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## SLC Group Overview

- Company Organization & Industry Position

## Financial Overview

- 9M24

## Company Strategy & Vision

- Penem Marketing Strategy
- Company Vision

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# SLC Pharma- Industry Position in Taiwan and the World



Taiwan's 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
- Zhunan Factory completed the public auction on July 26, and the related work of the purchase and sale transaction is expected to be completed early next year



## 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 – Increase production capacity and continue to optimize production processes

Established a new production line to double the production capacity of ertapenem and continuously optimize the manufacturing process, while also fulfilling the ESG corporate business philosophy



## Strengthen market competitiveness and increase market share :

- Integrating the latest technology and adding new production lines can not only double the production capacity and seize more than half of the global market share, but also significantly reduce the consumption of water, energy, manpower, etc., making it more environmentally friendly and have production cost advantages.
- The second-generation process technology is ahead of competitors and has the cost advantage of large batches and short process time. It can also reduce the use of solvents, produce non-toxic chemicals and reduce carbon emissions.



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# 9M Combined Income Statement

(NT\$m)	9M24	9M23	9M22
<b>Net Sales</b>	940	732	1,012
<b>COGS</b>	(675)	(644)	(911)
<b>Gross Profit</b>	265	88	101
<b>Gross Margin</b>	28%	12%	10%
<b>Operating Expense</b>	(163)	(170)	(174)
<b>Operating Income(loss)</b>	102	(82)	(73)
<b>Operating Margin</b>	11%	(11%)	(7%)
<b>Non-Op Income (Expense)</b>	31	66	151
<b>Net Income(loss)</b>	133	(16)	77
<b>Net Margin</b>	14%	(2%)	8%
<b>Net Income (loss) Attributable To Owners of the Company</b>	136	(14)	77
<b>EPS (NT\$)</b>	0.43	(0.04)	0.24

# 3Q Combined Income Statement



(NT\$m)	3Q24	2Q24	3Q23
<b>Net Sales</b>	332	349	287
<b>COGS</b>	(208)	(262)	(281)
<b>Gross Profit</b>	124	87	6
<b>Gross Margin</b>	37%	25%	2%
<b>Operating Expense</b>	(50)	(56)	(55)
<b>Operating Income(loss)</b>	74	31	(49)
<b>Operating Margin</b>	22%	9%	(17%)
<b>Non-Op Income (Expense)</b>	(32)	(10)	32
<b>Net Income(loss)</b>	42	21	(17)
<b>Net Margin</b>	13%	6%	(6%)
<b>Net Income (loss) Attributable To Owners of the Company</b>	43	22	(16)
<b>EPS (NT\$)</b>	0.13	0.07	(0.05)

# The Summary of Combined Balance Sheet

(NT\$m)	2024/9/30	2023/12/31	2023/9/30
Cash and cash equivalents	1,194	1,083	1,130
Financial assets carried at amortized cost – current	319	206	113
Net accounts receivable	258	273	230
Inventory	696	860	882
Property, plant and equipment	799	860	893
Right-of-use assets	197	255	254
<b>Total Assets</b>	<b>3,813</b>	<b>3,823</b>	<b>3,735</b>
<b>Total Liabilities</b>	<b>343</b>	<b>458</b>	<b>414</b>
Stockholder's equity	3,470	3,365	3,321

# Important Financial Indicators

	2024/9/30	2023/12/31	2023/9/30
AR Turnover (Day)	78	99	99
Return on Assets (%)	3.68%	0.92%	(0.28%)
Return on Equity (%)	3.98%	0.90%	(0.57%)
Debt Ratio (%)	8.99%	11.98%	11.08%

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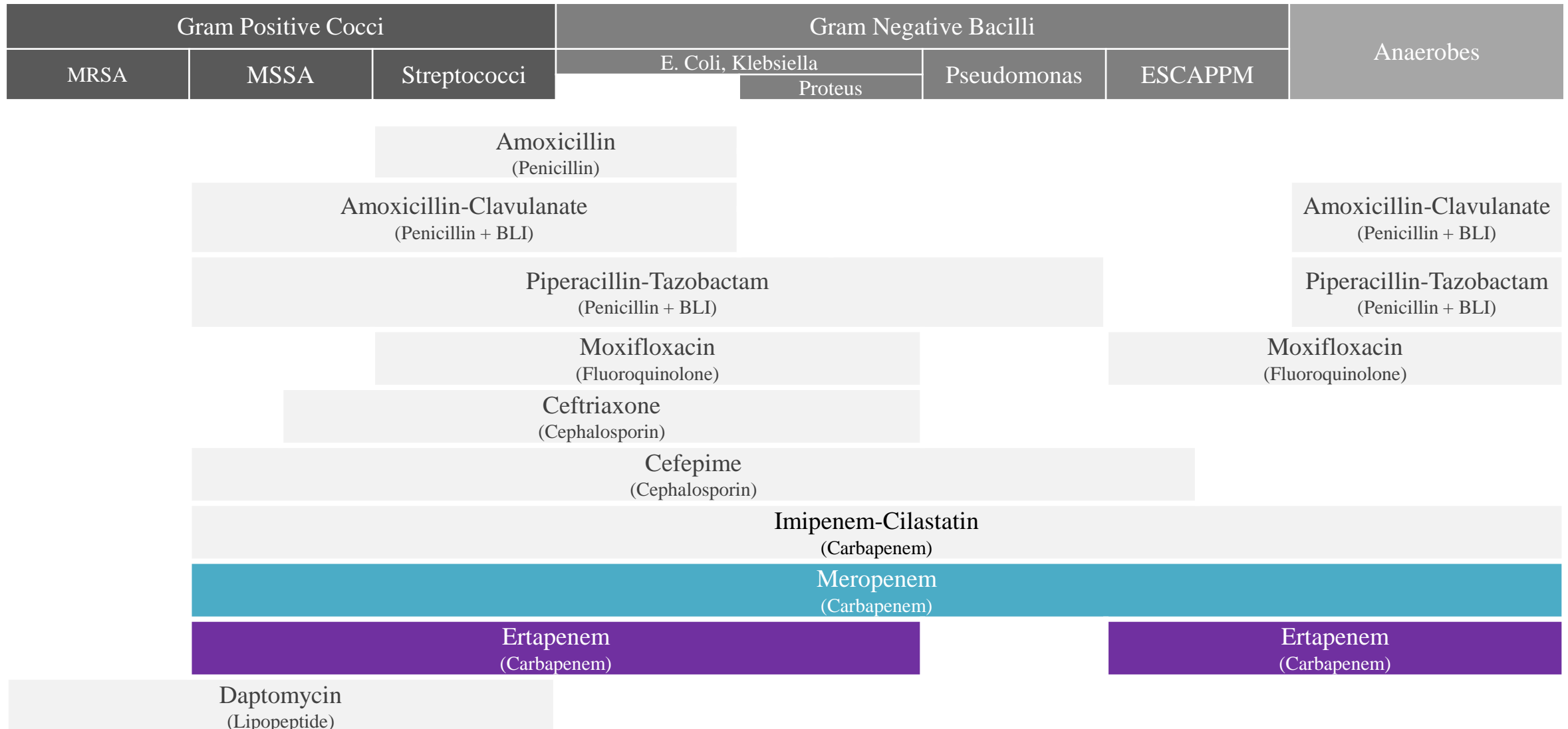
## Financial Overview

- 9M24

## Company Strategy & Vision

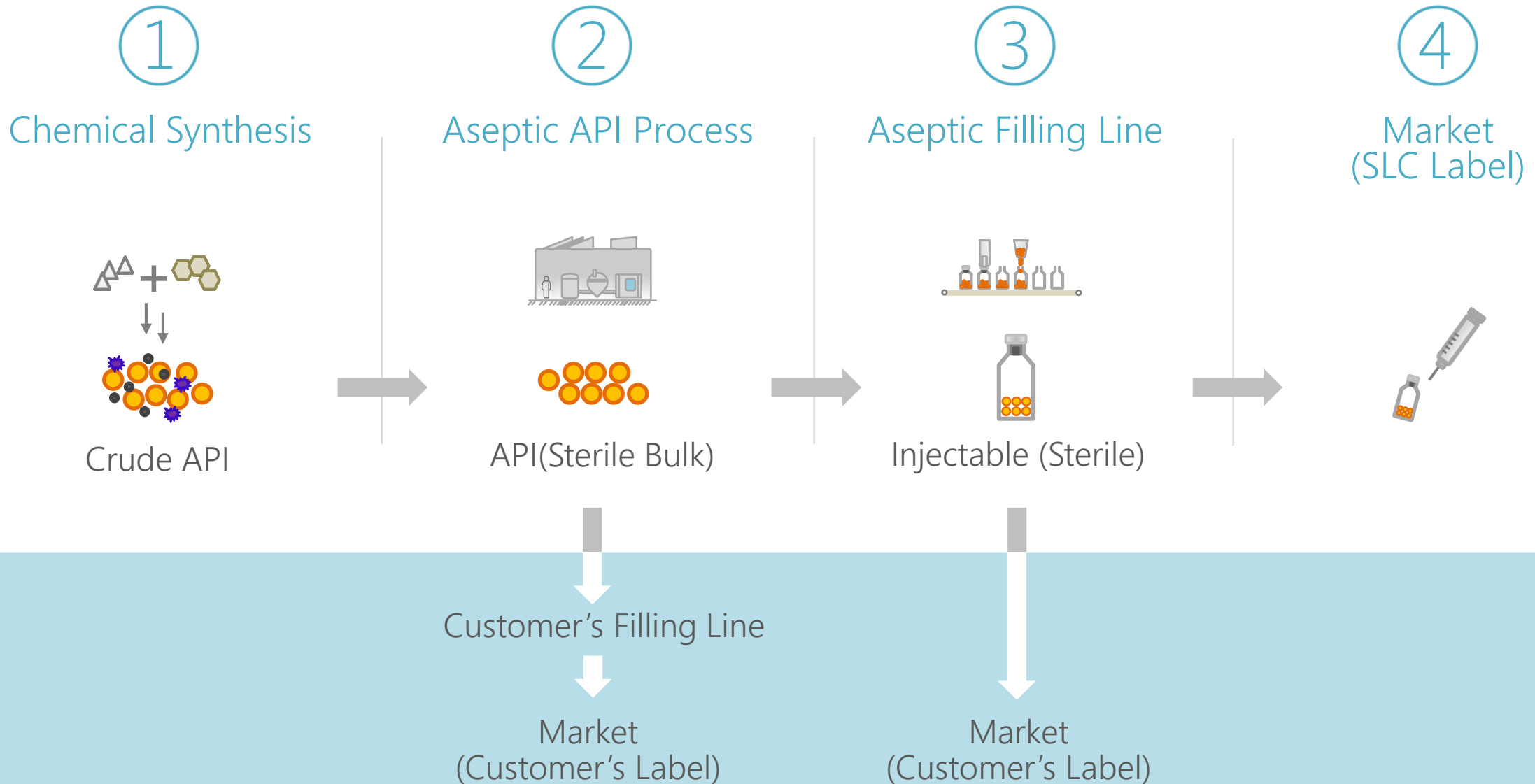
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# Carbapenem is the Last Line Antibiotics



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

# Vertically Integrated Specialty Pharma Model

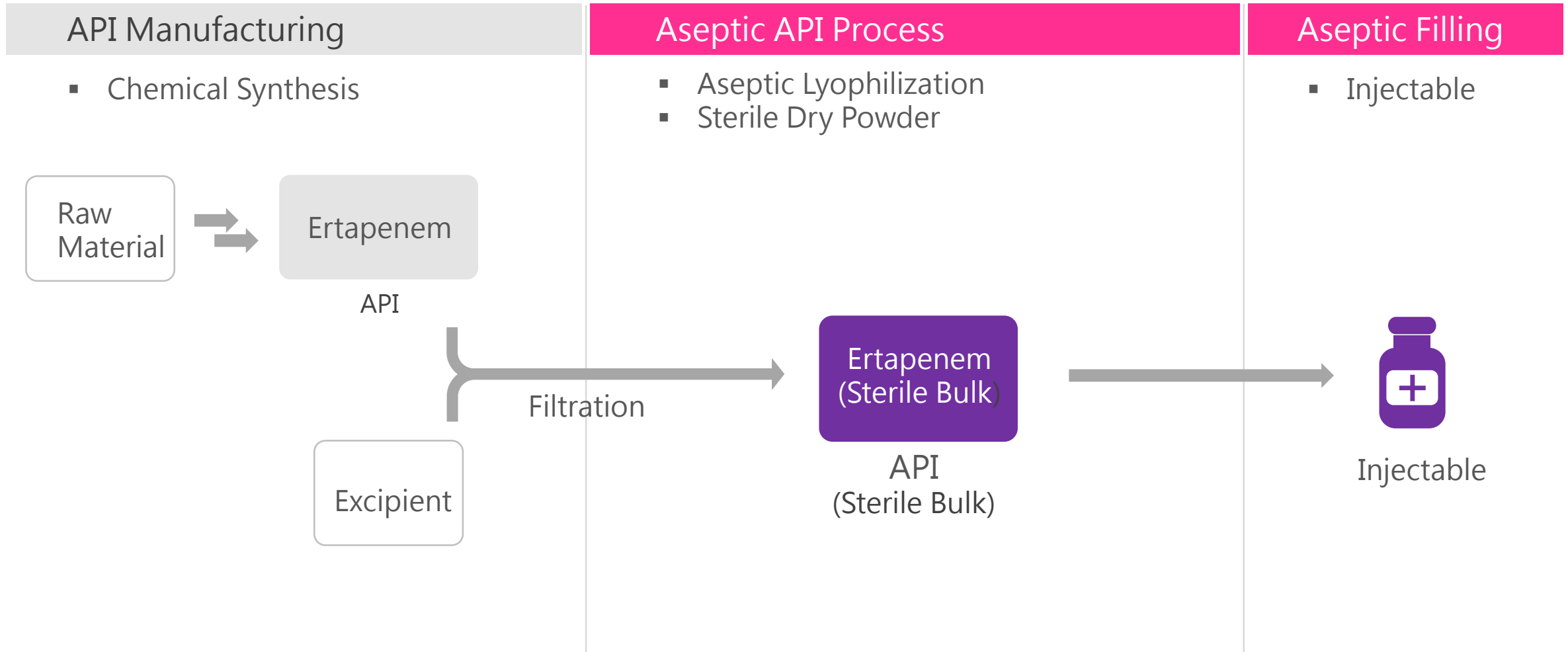




# Core Technology: Aseptic Lyophilization

From API Synthesis to Injectable Filling

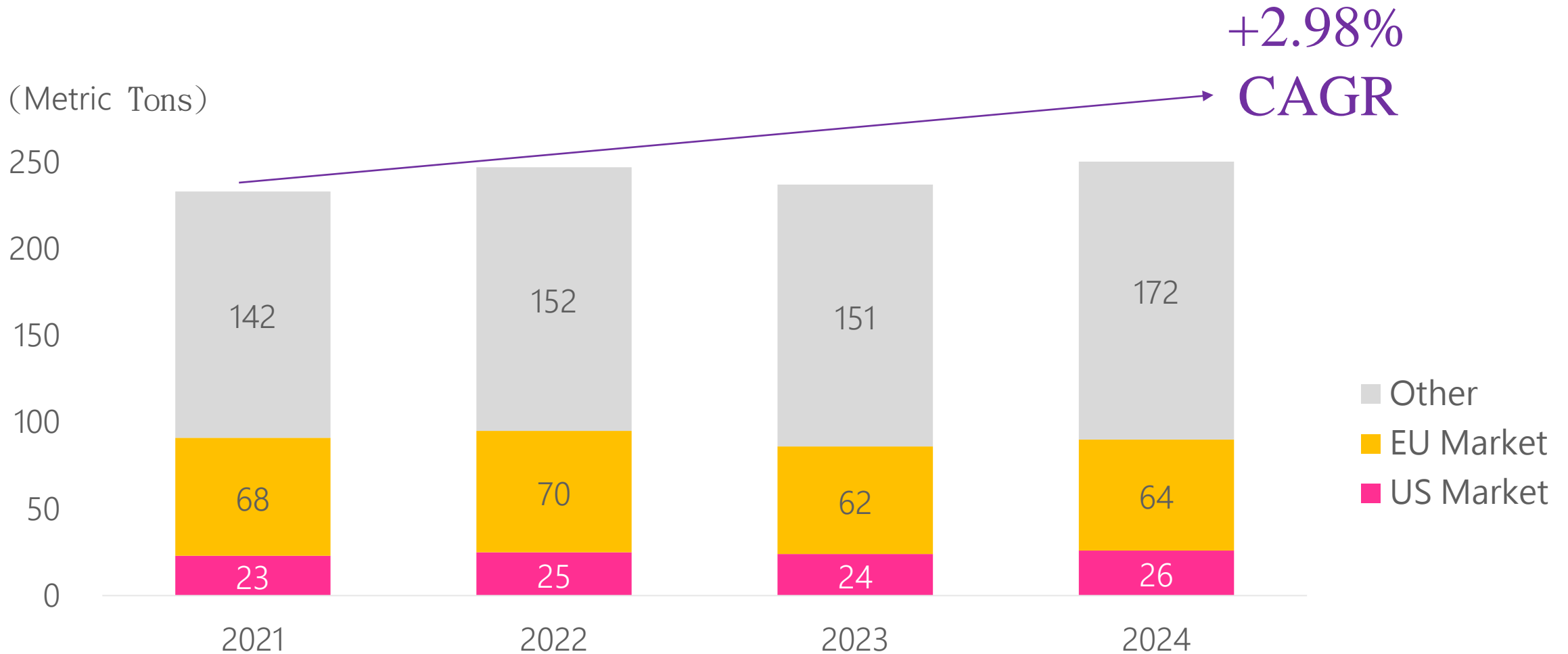
GMP "Grade A" Aseptic Process



# Meropenem Global Market Growth



2024 (Q1 MAT) Global Market Size: US\$1,344mn

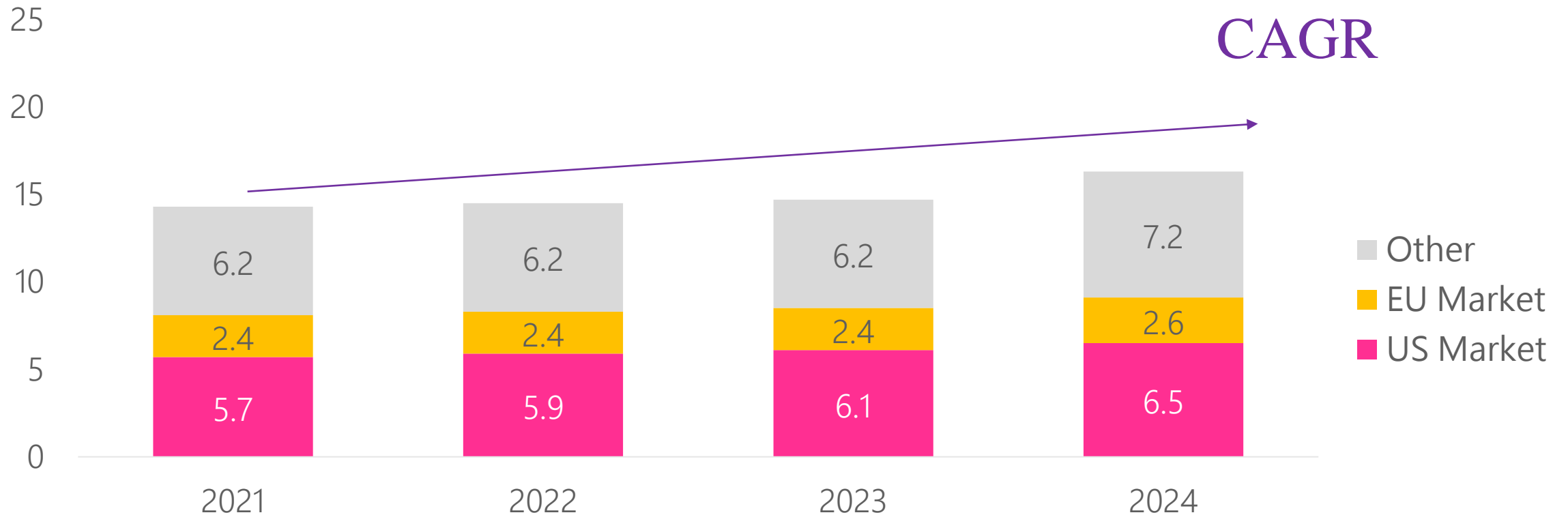


# SLC's Market Share Increase vs Invanz's Supply Disruption

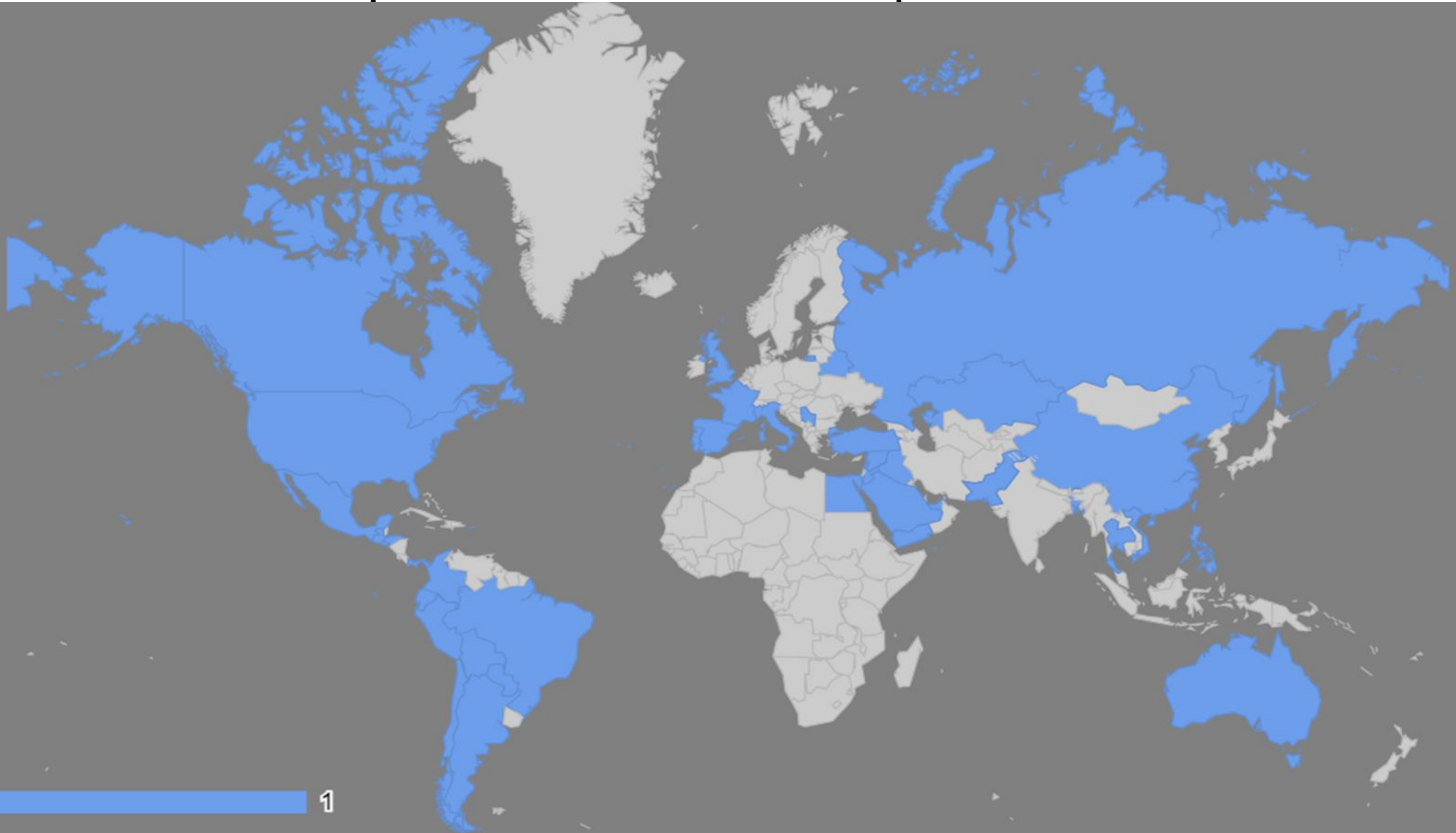


2024 (Q1 MAT) Global Market Size: US\$295mn

(Metric Tons)



# 2024-26 SLC's Ertapenem Market Share Expansion



# Company Vision



# Company Vision

SLC PHARMA

## 速動能

KINETEST Tablets

歐洲專利 X 雙效配方

CalGo<sup>®</sup> Calcium-Chitosan Complex

鮭魚骨萃 UC-2  
+ MSM

節流

開源

西班牙蛋殼膜 + 維他命C

膜衣錠 60 粒

SLC PHARMA

## 三倍鈣

TRIPLECAL Capsules

美國專利 X 3 倍吸收

NovoMin<sup>®</sup> 胺基酸螯合鈣 + 維他命D<sub>3</sub>

補鈣

鎖鈣

Ca

維他命K<sub>2</sub> + 維他命C

膠囊 120 粒

SLC PHARMA

## 優視界

UPCULAR Veggie Capsules

黃金比例 X 遠近皆宜

XanMax<sup>®</sup>  
金盞花葉黃素和玉米黃素

明亮

調節

舒緩

日本α糖化橙皮苷

瑞士山桑子花青素

全素

素食膠囊 60 粒

精脈通

ARGIPLUMP Essence Drink

日本專利 X 協同複方

## 一氧化氮超合成

專利亞精胺

Kyowa Quality 精胺酸

1998 諾貝爾生醫獎  
一氧化氮 (NO) 為  
血管擴張因子

30 瓶 X 140 毫升

SLC 松瑞製藥

## 穩少糖

REDUGAR Powder

歐洲專利 X 黃金比例

I 型

II 型

米糠 M 肌醇

角豆 DC 肌醇

批發甲糖結  
◎ 膳食纖維

歐洲專利 X 黃金比例

即食粉

全素



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