



**FORMOSA**  
LABORATORIES, INC.

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**TWSE 4746**

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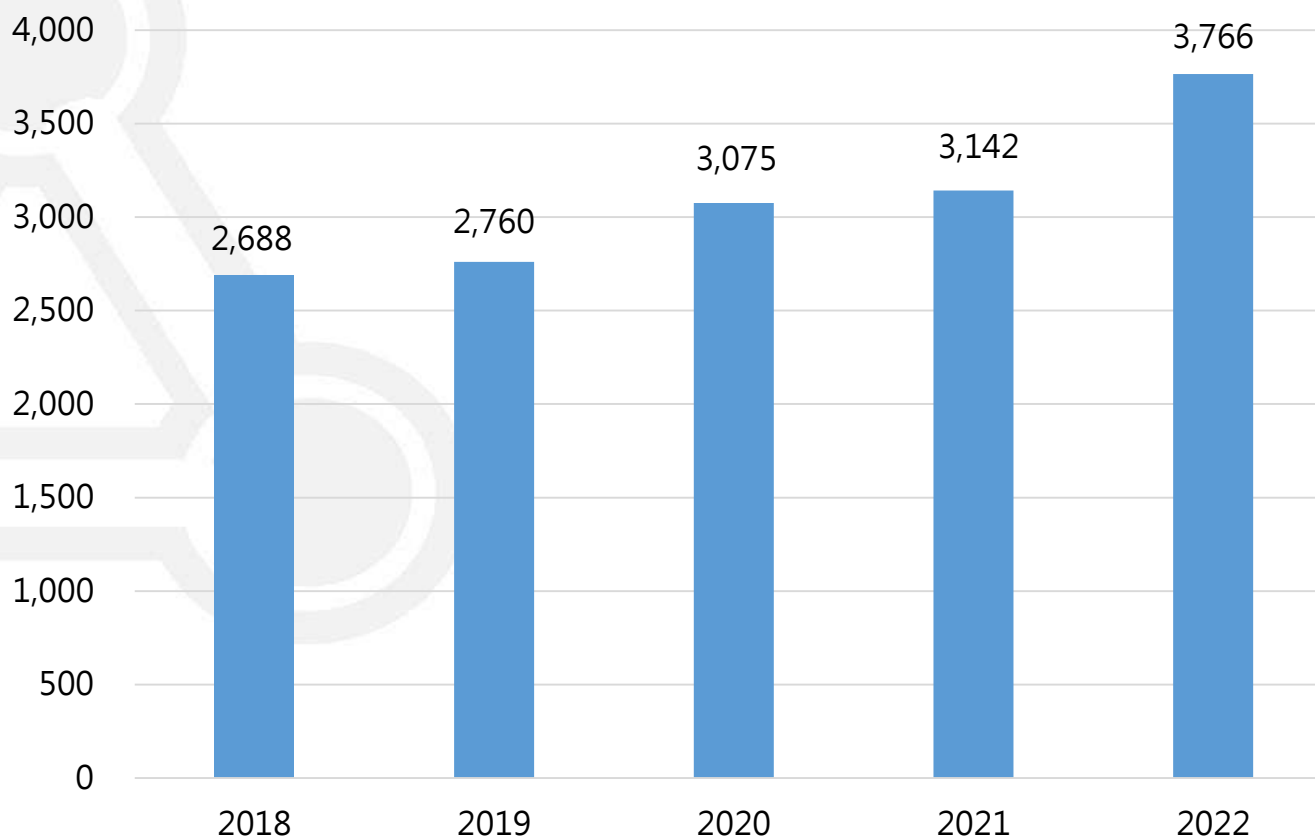
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- A large, faint, light gray graphic in the background consists of a triangle with circles at each vertex, connected by thick lines, resembling a molecular or network structure.
- **Operation Results**
  - **Business Strategy**
  - **Business Update**

A large, light gray graphic in the background consists of a triangle with circles at each vertex, connected by thick lines, creating a stylized network or molecular structure.

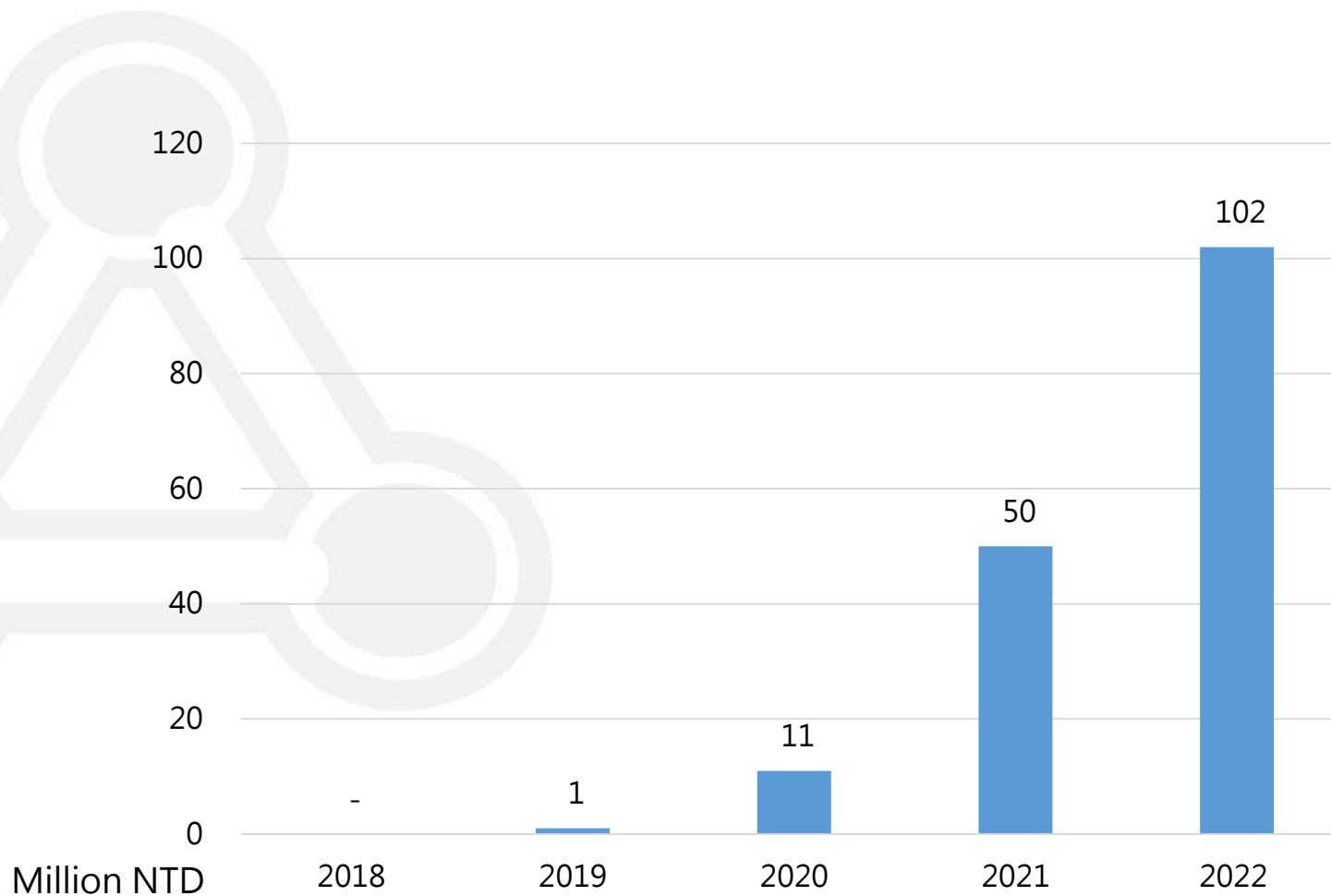
# Operation Results

# Topline Results: 20% Increase in 2022



Million NT\$

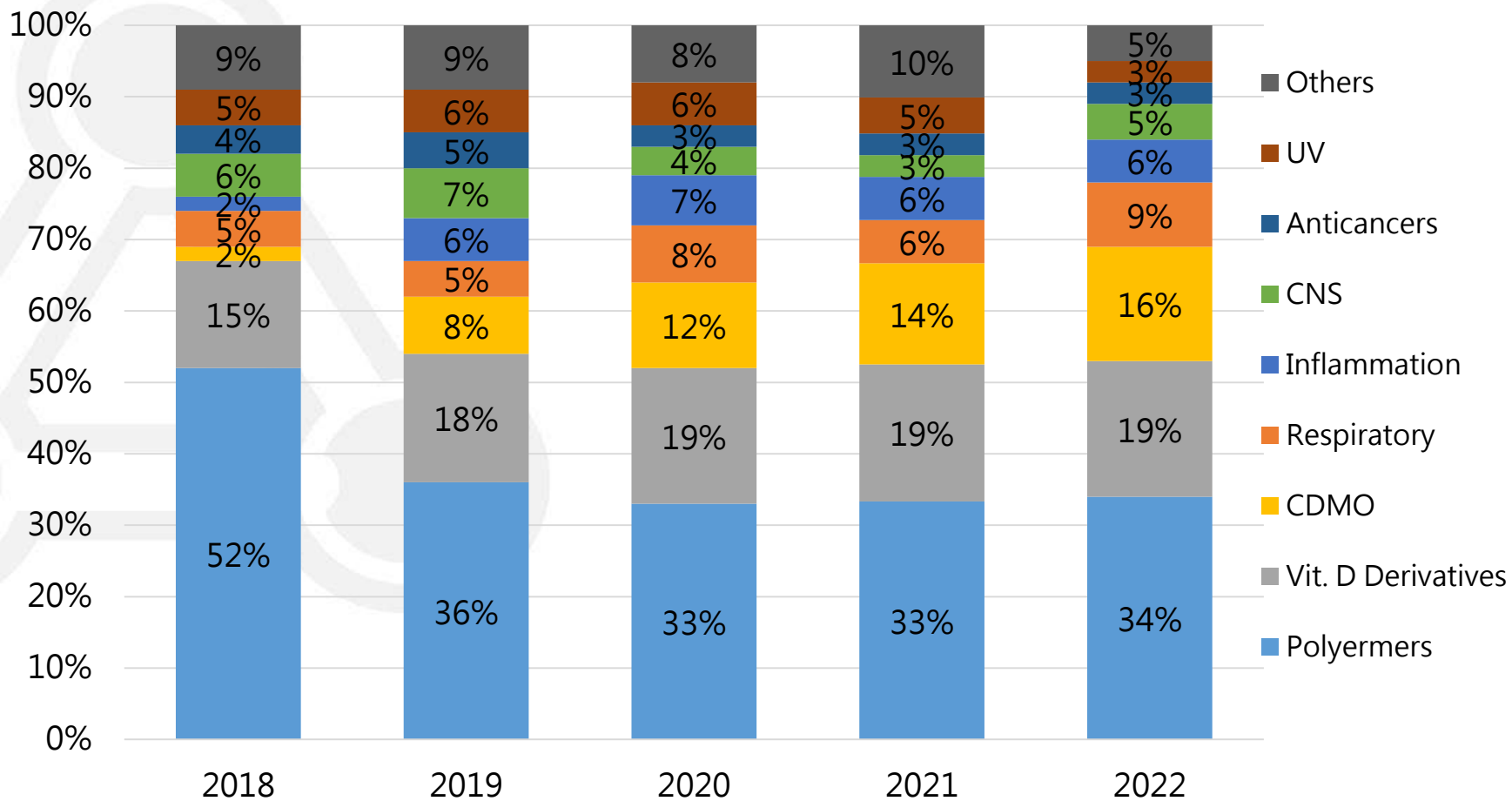
# Injectable Results Increased 2 Folds



# 2021 Topline Results in Different Categories

	Million NTD	YoY
Polymers	1,292	23%
Vit. D Derivatives	701	16%
CDMO	584	30%
Others	1,188	14%
<b>Total</b>	<b>3,766</b>	<b>20%</b>

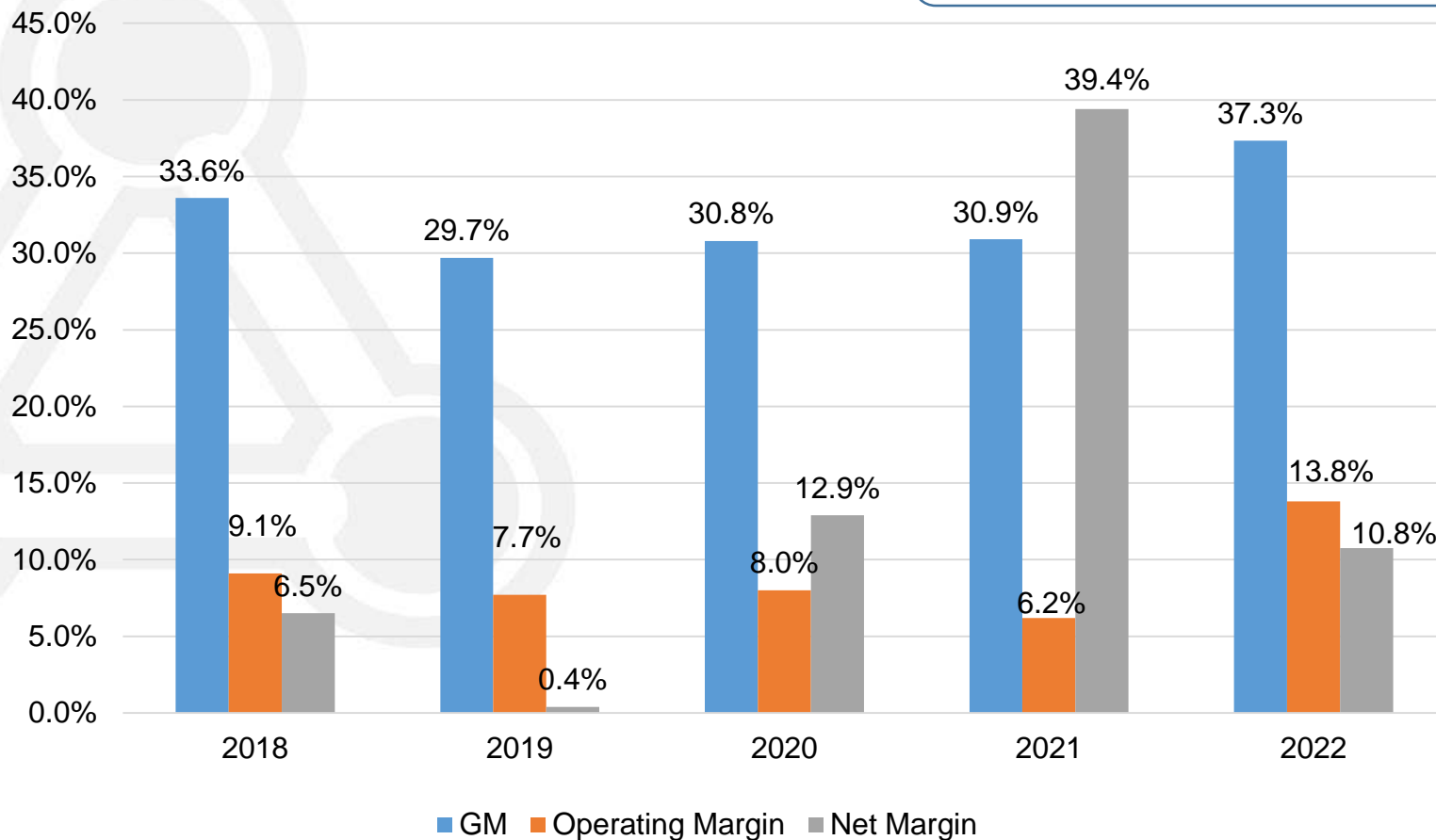
# Product Category



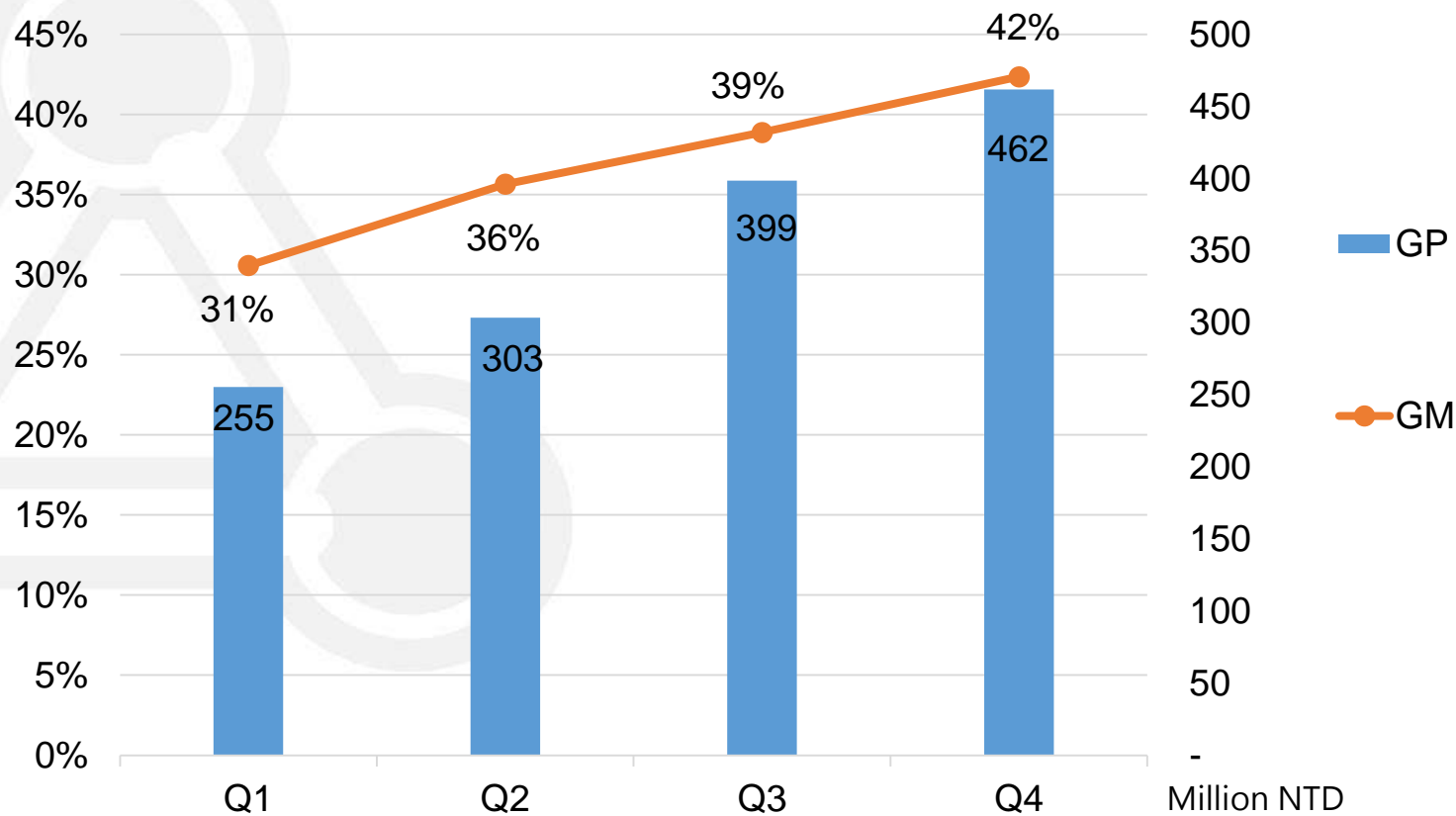


# 2022 Profitability

Cash dividend	3.40
BP per share	62.54



# Gross Margin in 2022



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# Business Strategy

# Integrated RD and Manufacturing

## Generic API

- High quality GMP
- Stable supply
- Effective output to fulfill customer's demand

## ADC

- Global customers clinical trial material
- High growth on ADC CDMO

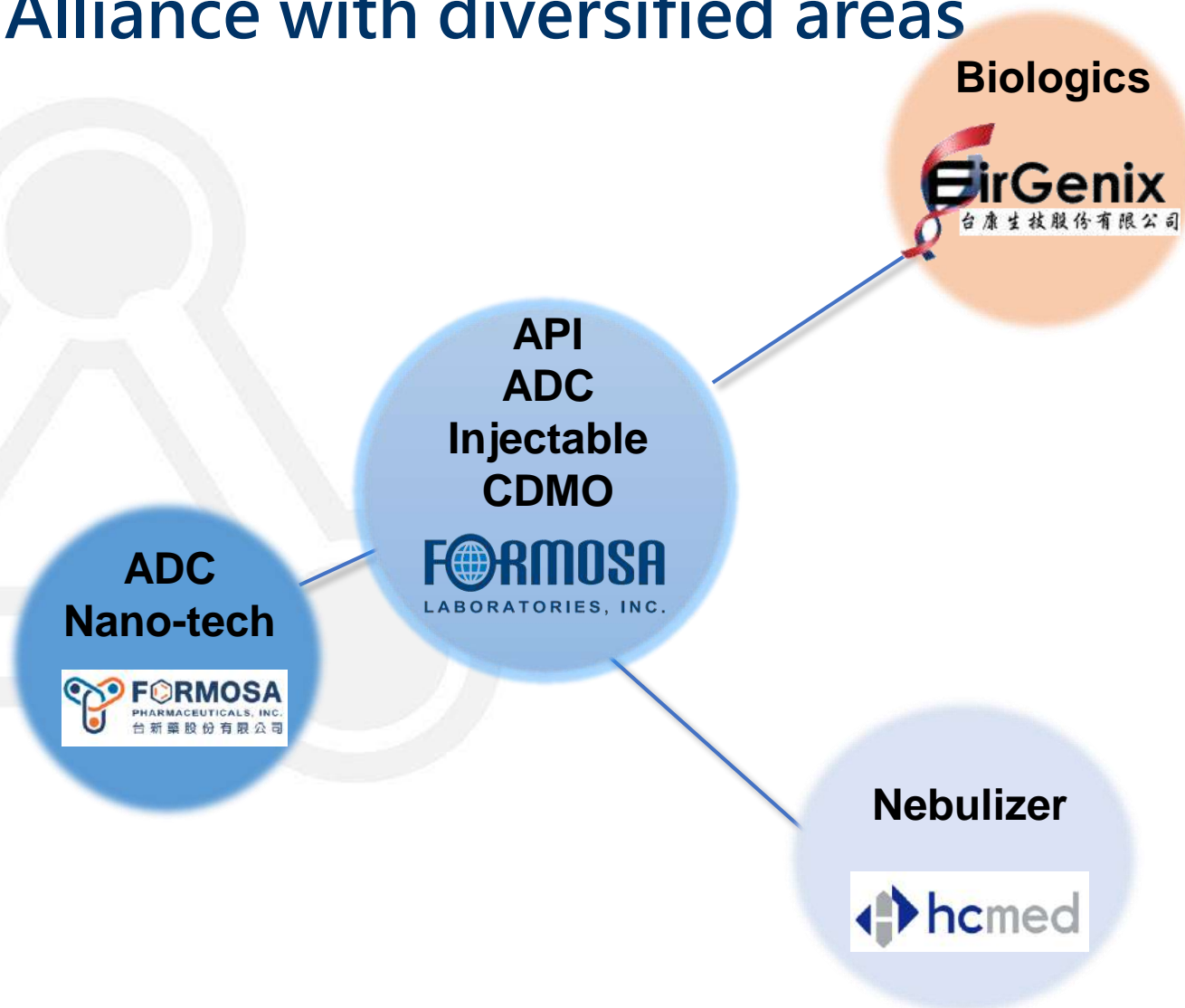
## Injectable

- Vertical integration
- Supply from development to commercialization stage

## CDMO

- One-stop-shop service from drug substance to drug product
- New technology

# Alliance with diversified areas



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# Key Business

# API Products

Anticancers

Anti-inflammatory  
& Analgesic Agents

MRI Enhancing  
Agents

Respiratory Agents

Polymeric Drugs

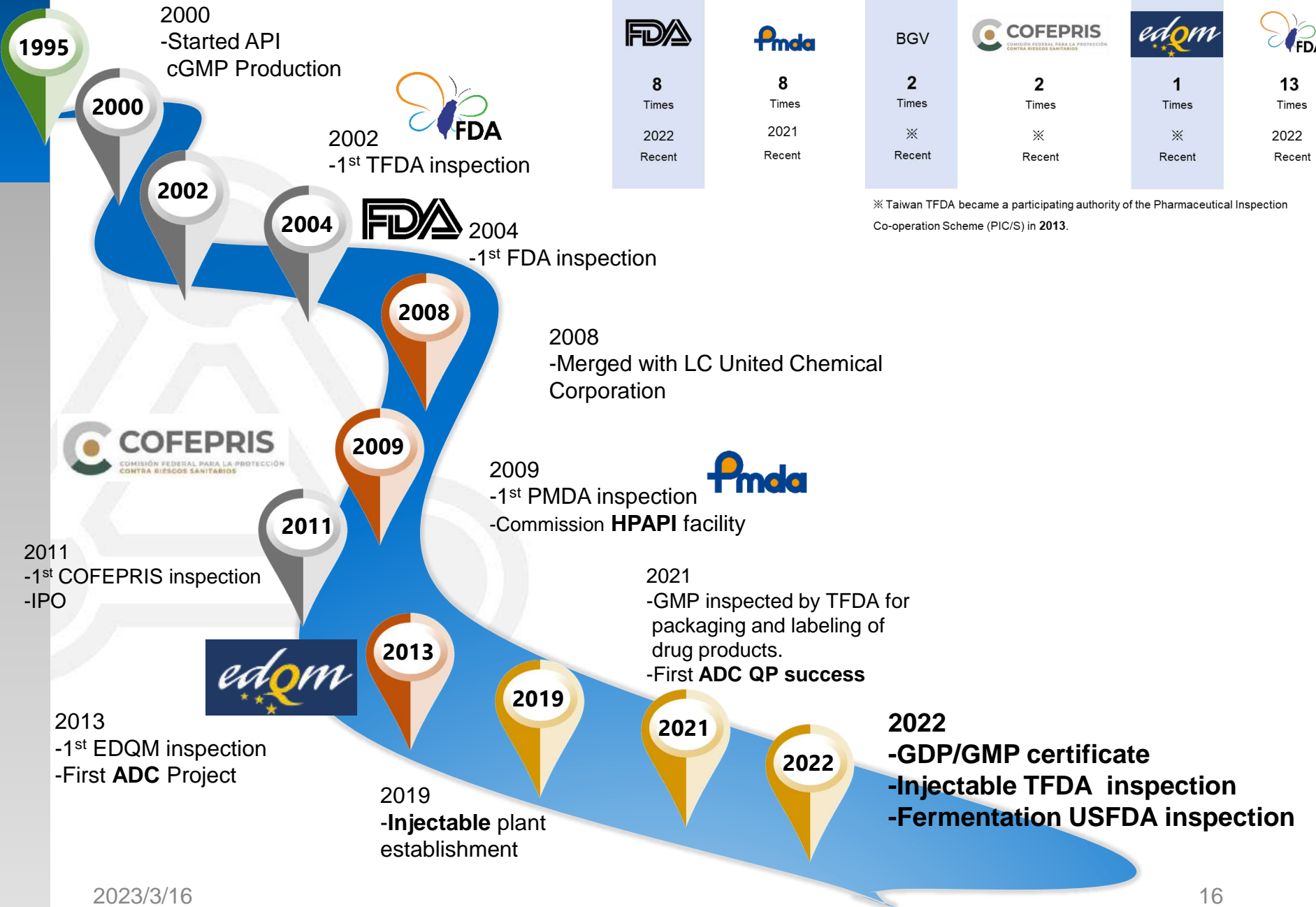
CNS Agents

Immunomodulators

Steroids

Vit. D Derivatives

Antibiotics



US

8 Times  
2022 Recent

Japan

8 Times  
2021 Recent

Germany

2 Times  
Recent

Mexico

2 Times  
Recent

Europe

1 Times  
Recent

Taiwan

13 Times  
2022 Recent

※ Taiwan TFDA became a participating authority of the Pharmaceutical Inspection Co-operation Scheme (PIC/S) in 2013.



# Key API Products

- Improve throughput
- Expand manufacture capacity
- Stable supply chain



## 2022 Highlight

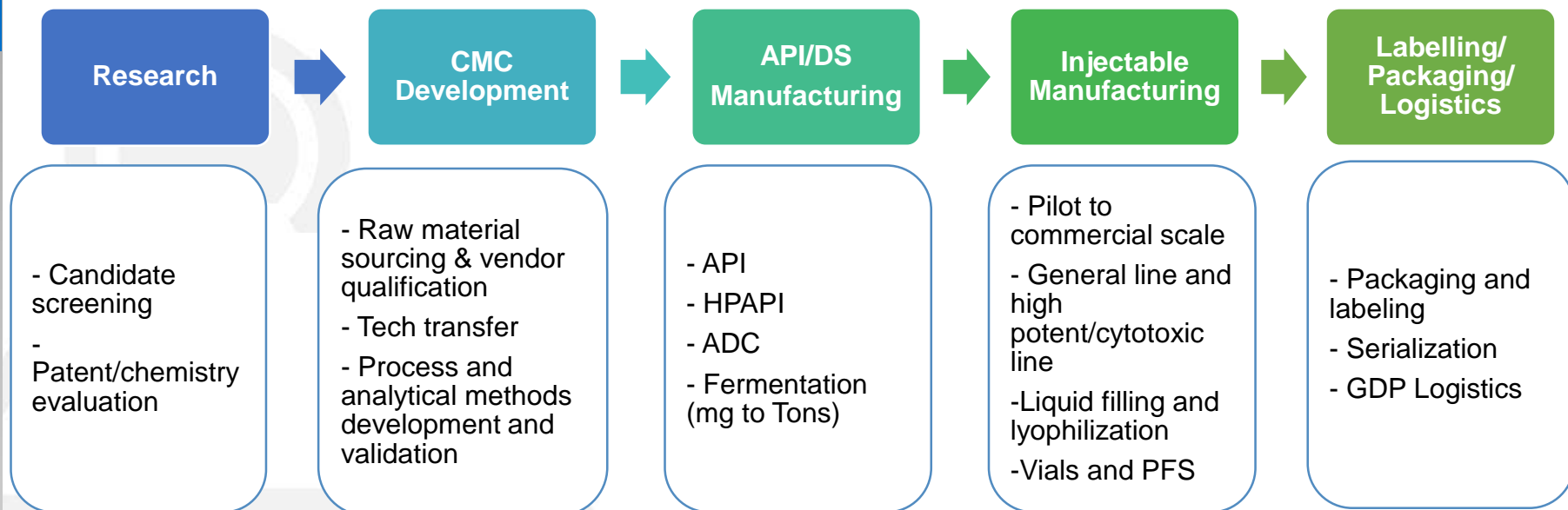
- Polymer products stay strong market share
- Outstanding sales on respiratory API sales in 2022, YoY 80%
- Opportunity to supply to originator
- High market share on Vitamin D products, YoY 16%

# Comprehensive CDMO Service-One Stop Shop



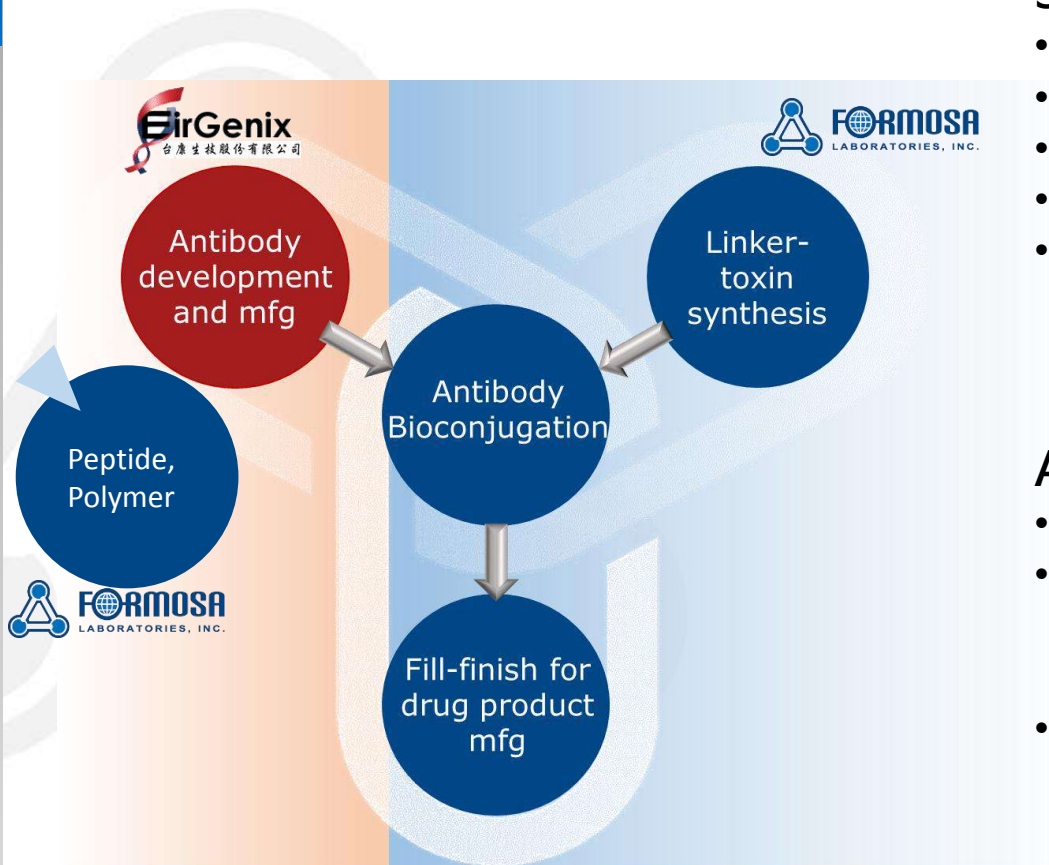
**Strategic CDMO partner for your success**  
**Fulfill all your needs in a single shop**

# Comprehensive CDMO Service-One Stop Shop



- Clients across different territories
- 2018-2022 CDMO revenue increased ~801%
- 9 new CDMO clients in 2022
- Stable CMO supply to originator
- Multiple projects enters validation and/or commercial manufacturing

# Once stop ADC services



## Service scope

- Process development
- ADC screening platform
- Scale-up
- Comprehensive analytic services
- Formulation development and manufacturing services

## ADC CDMO highlight

- Clients includes major market
- Support clients from RD to clinical trial material, IND approved by FDA, EMA; Patients recruiting starts
- Revenues grows 6 folds in last 5 years. 2022 YoY 37%

# One stop fermentation manufacturing

- Strains selection, optimization, process development and purification
- 2022Q4 passed FDA on-site inspection without 483
- Commercialized fermentation API products enters US market
- Capability of analytic, formulation, and manufacturing capability to provide one-stop services
- Fermentation CDMO services



# Advanced Technology

- 2023H1 build up peptide synthesis laboratory with automatic solid-phase microwave synthesis
- 2022 set up microfluidic reactor for API, formulation development. Scale-up planned in 2023Q4



# Injectable Plant Status

- Designed by NNE to fulfill FDA, EMA and PMDA regulatory requirement
- Service scope
  - Formulation development
  - Feasible for biologic and chemical drug
  - Liquid and Lyophilization product
  - Clinical trial and commercial scale
- Authority inspection
  - 2022Q2: oncology drug filling line acquired TFDA GMP/GDP certification
  - 2023H1: Estimated to apply FDA/EMA inspection for oncology drug filling line
  - CDMO clients to apply authorities inspection in 2023



# Self-development Injectable Products

- Secure supply chain to accelerate injectable product development

## Eribulin Injectable

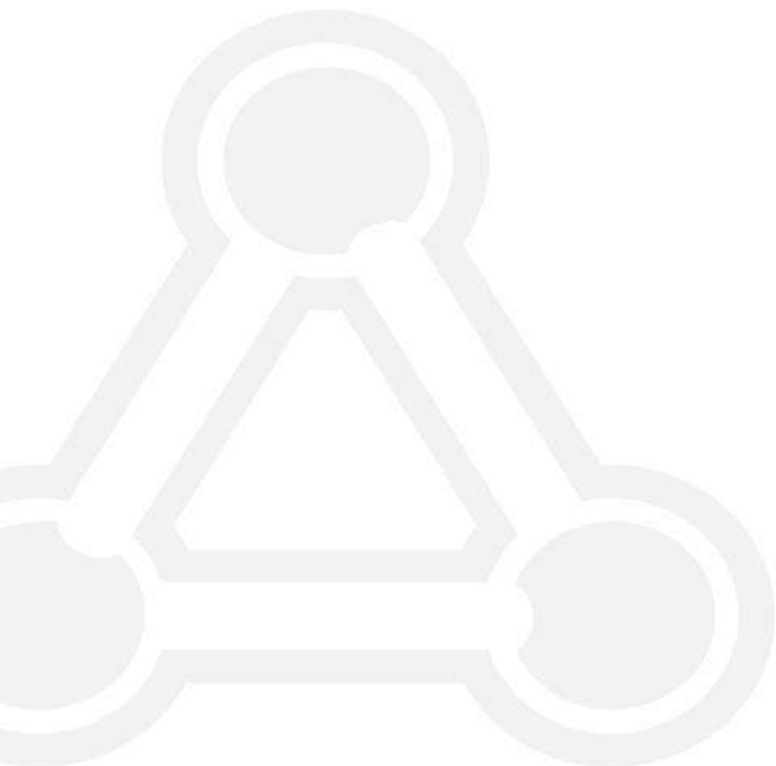
- 2020Q3 license out Eribulin Injectable in APAC, exclude Japan/China with Fresenius Kabi
- **2022Q3 expand the Eribulin Injectable licensing-out agreement to include US and Canada**

*(Global market size USD 370 million, US Market USD 130 million, TW market NTD 450 million)*

- ✓ Formosalab : API and drug products development and manufacturing
  - ✓ Fresenius Kabi : Product submission and sales
- **2023Q1 · Eribulin Injectable receives TFDA approval**
- Licensing-out for other self-development Injectable products is ongoing with global pharma







# Q & A