



**FORMOSA**  
LABORATORIES, INC.

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**TWSE 4746**

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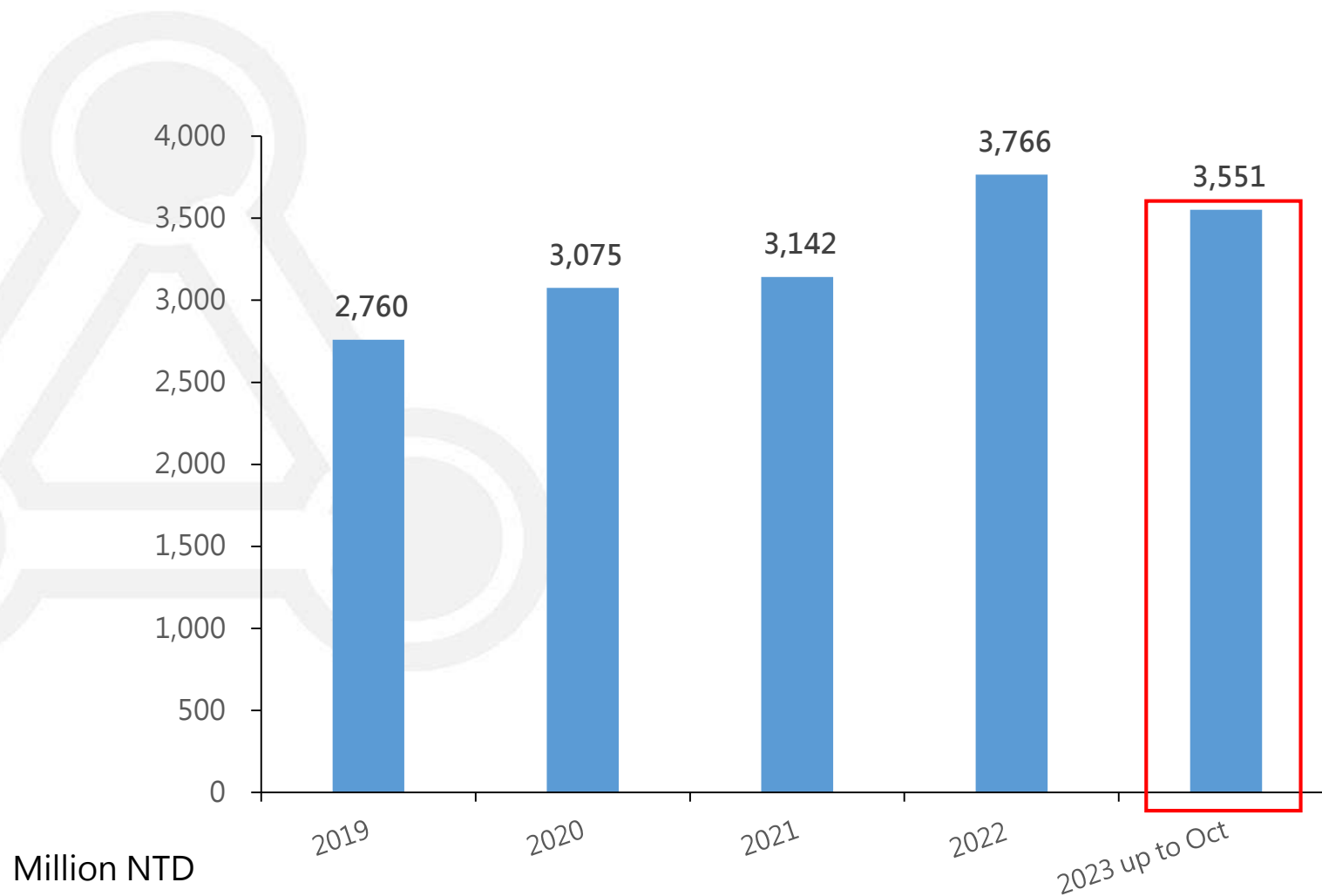
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- A large, faint, light-gray graphic in the background consists of a triangle with rounded corners. Each of the three vertices of the triangle contains a circle, and the lines connecting the vertices are thick and rounded, creating a stylized, interconnected geometric shape.
- **2023 up-to-Oct Operation Results**
  - **Business Strategy**
  - **Business Update**

A large, light gray watermark of the Formosa logo is positioned on the left side of the slide, partially overlapping the title text.

# Operation Results

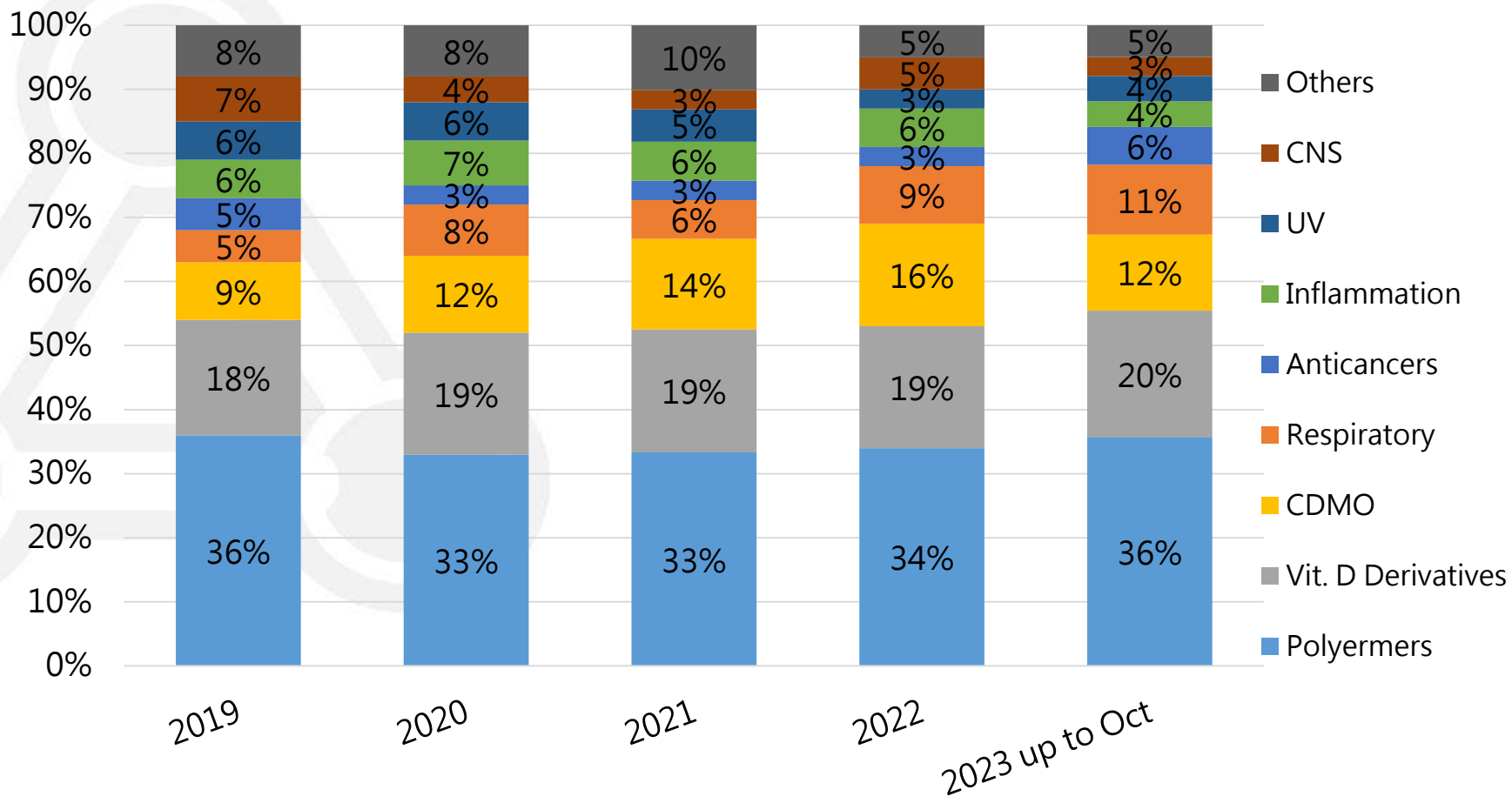
# 2023 Up-to-Oct Topline Results



# Revenues-2023 Up to Oct YoY 16%

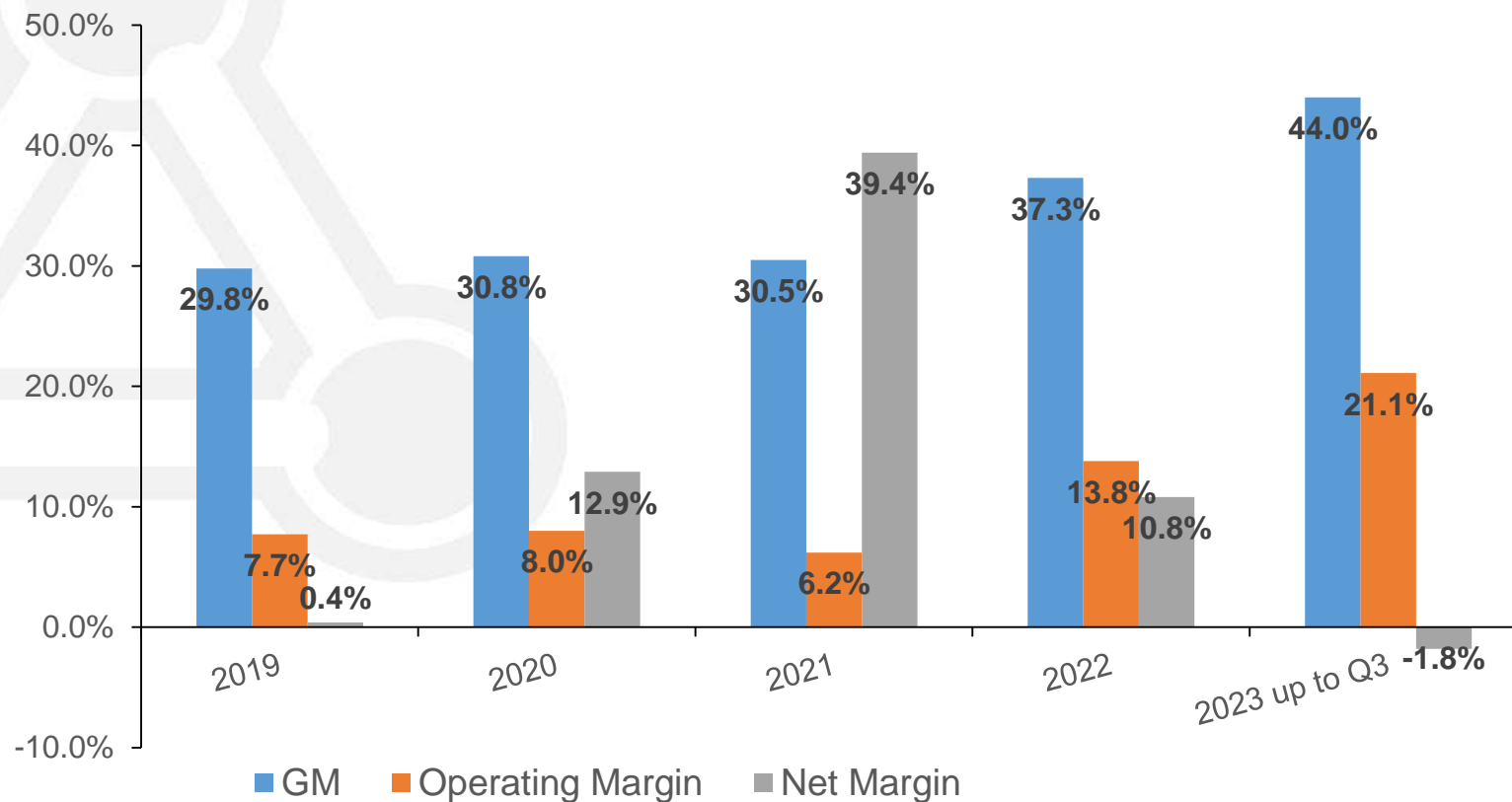
|                    | Million NTD  | YoY        |
|--------------------|--------------|------------|
| Polymers           | 1,268        | 18%        |
| Vit. D Derivatives | 704          | 27%        |
| CDMO               | 442          | -5%        |
| Respiratory Agents | 394          | 36%        |
| Anticancer         | 201          | 104%       |
| Others             | 542          | -4%        |
| <b>Total</b>       | <b>3,551</b> | <b>16%</b> |

# Product Category



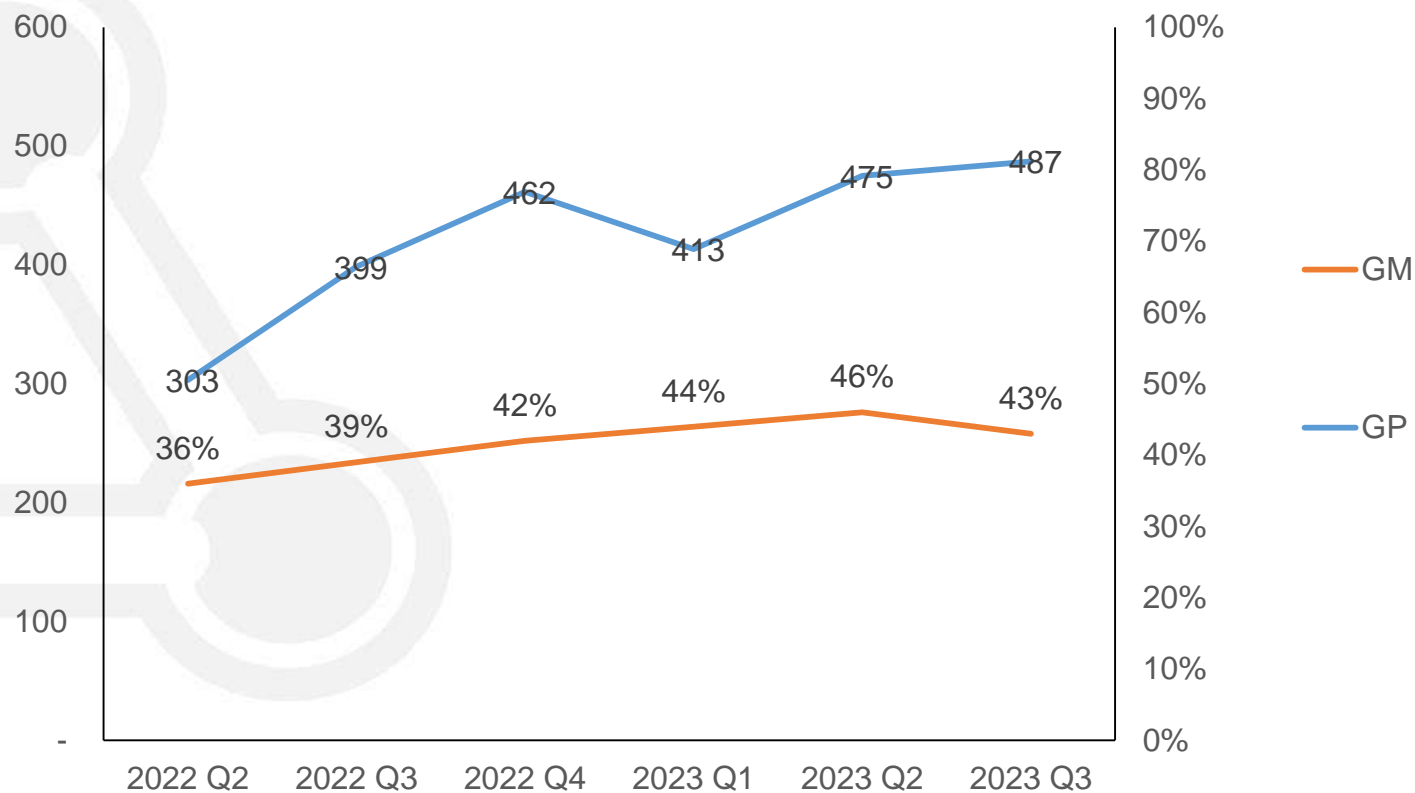
# Profitability

**Cash dividend** NT\$-0.47  
**BP per share** NT\$61.34





# 2022-2023Q3 Gross Profit & Margin



Million NTD

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# Business Strategy

# Integrated RD and Manufacturing

## Generic API

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

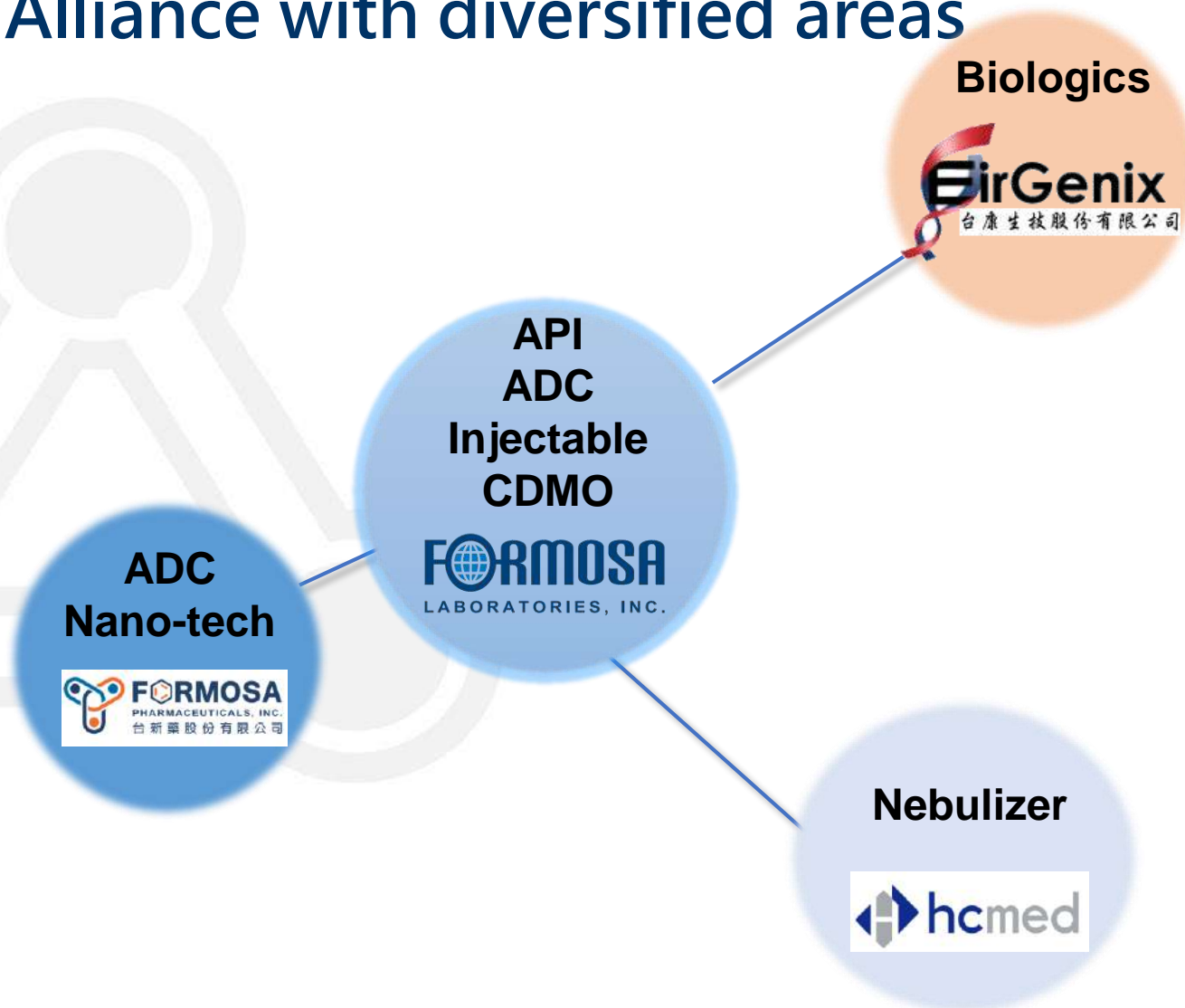
## Injectable

- Vertical integration
- Supply from development to commercialization stage

## CDMO

- One-stop-shop service from drug substance to drug product
- ADC and peptide CDMO

# 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

1995

2000  
-Started API  
cGMP Production

2000

2002

2004

2008

2009

2011

2013

2019

2021

2022

2023

2002  
-1<sup>st</sup> TFDA inspection

2004  
-1<sup>st</sup> FDA inspection

2008  
-Merged with LC United Chemical Corporation

2009  
-1<sup>st</sup> PMDA inspection  
-Commission HPAPI facility

2011  
-1<sup>st</sup> COFEPRIS inspection  
-IPO

2013  
-1<sup>st</sup> EDQM inspection  
-First ADC Project

2019  
-Injectable plant establishment

2021  
-GMP inspected by TFDA for packaging and labeling of drug products.  
-First ADC QP success

2022  
-GDP/GMP certificate  
-Injectable TFDA inspection  
-Fermentation USFDA inspection


2023  
- Sevelamer approved in China  
- Eribulin Injectable obtain TFDA approval

US



8 Times  
2022 Recent

Japan



8 Times  
2021 Recent

Germany

BGV

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

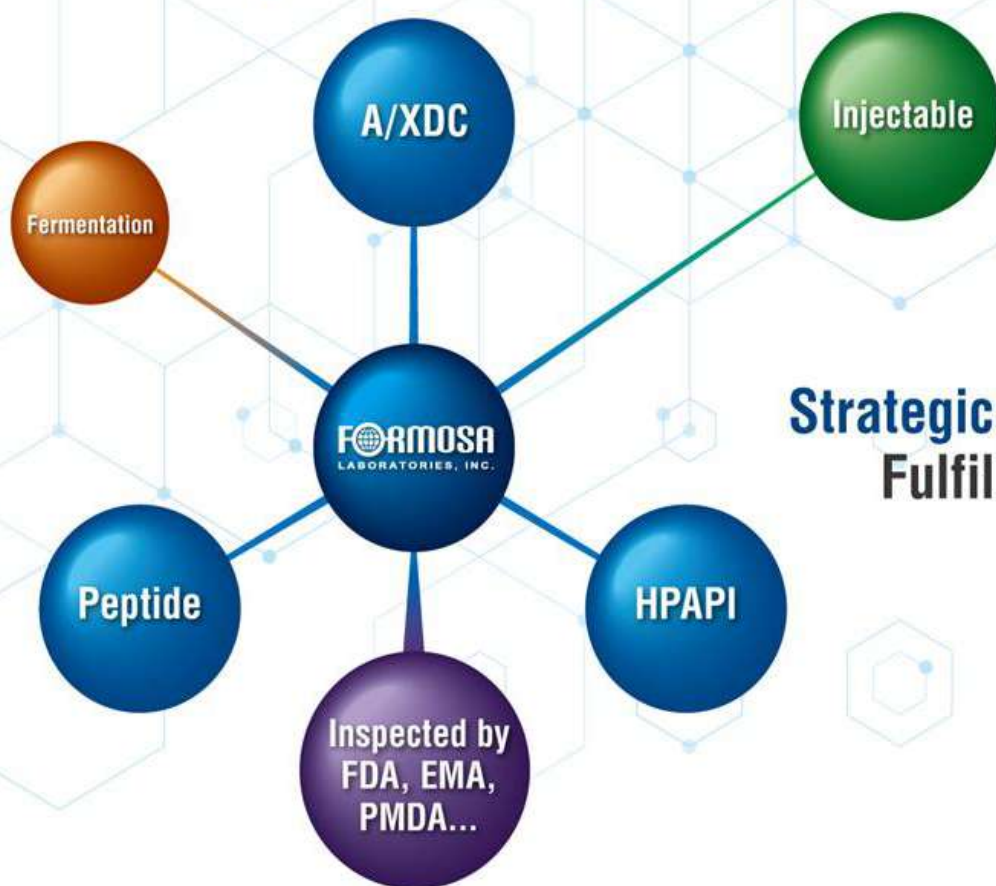


## Highlight

- Polymer products stay strong market share. The new-built manufacturing line is expected to contribute to revenue 2023Q4.
- Sevelamer API approved in China and start deliver to client(s).
- Respiratory API sales keeps growing on revenue. 2024H2 will double the manufacturing capacity.
- Steroid 2023 up-to- Oct YoY 39%, enter originator' s supply
- Vitamine D products keeps growing, 2023 Up-to-Oct YoY 27%
- Anti-Cancer products keeps contributing revenue from new market and new clients.



# Comprehensive CDMO Service-One Stop Shop



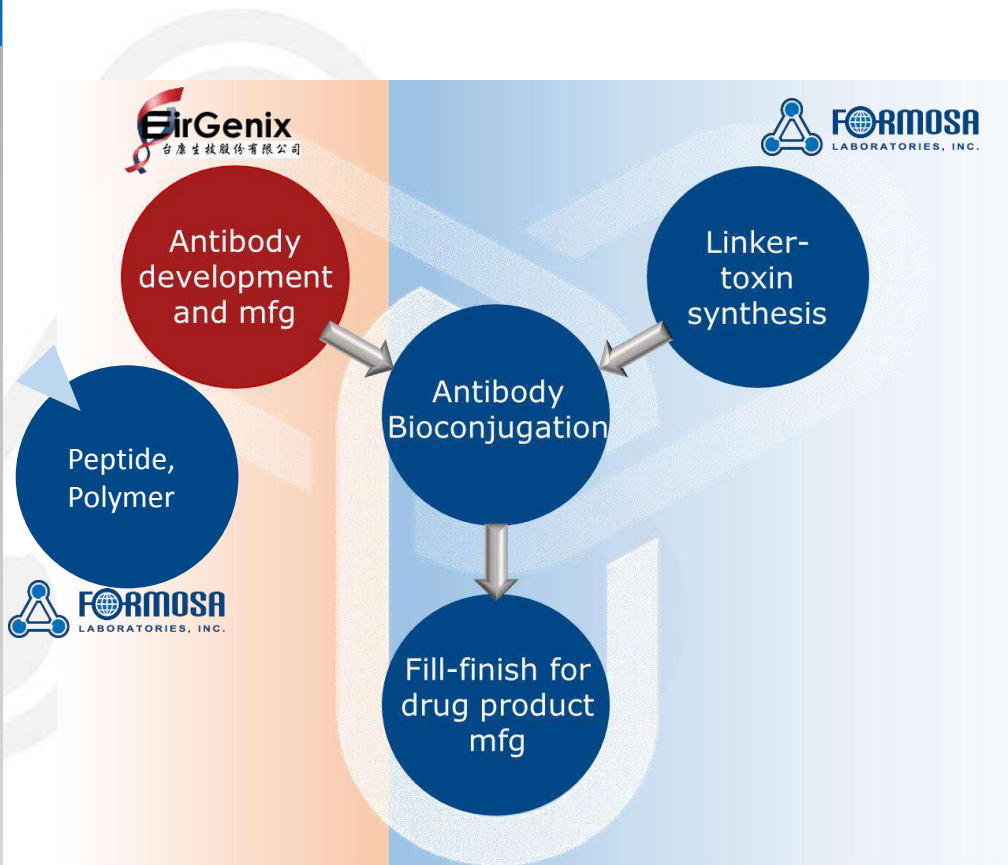
**Strategic CDMO partner for your success**  
**Fulfill all your needs in a single shop**

# Comprehensive CDMO Service-One Stop Shop



- Build up alliance to expand US market. A few projects are ongoing
- Stable CMO supply to originator in Japan, Europe, and US
- 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 in US, China, Europe, and Taiwan
- Support clients from RD to clinical trial material for Phase I trial.
- New ADC clients DS and DP has completed and delivered to client 2023Q3 for global clinical trial.
- Supply US DMF Eribulin as toxin in the ADC screening platform.

# Advanced Technology

- Build up Peptide Synthesis Laboratory with automatic solid-phase microwave synthesis
- Set up microfluidic reactor scale-up planned in 2023Q4



# Injectable Plant Status

- Authority inspection is ongoing
  - Cytotoxic line
    - TFDA: 2022Q2 completed
    - FDA: 2024
  - General line
    - TFDA: 2024
    - FDA: 2025
  - Feasible for biologic and chemical drug
  - Liquid and Lyophilization product
  - Clinical trial and commercial scale



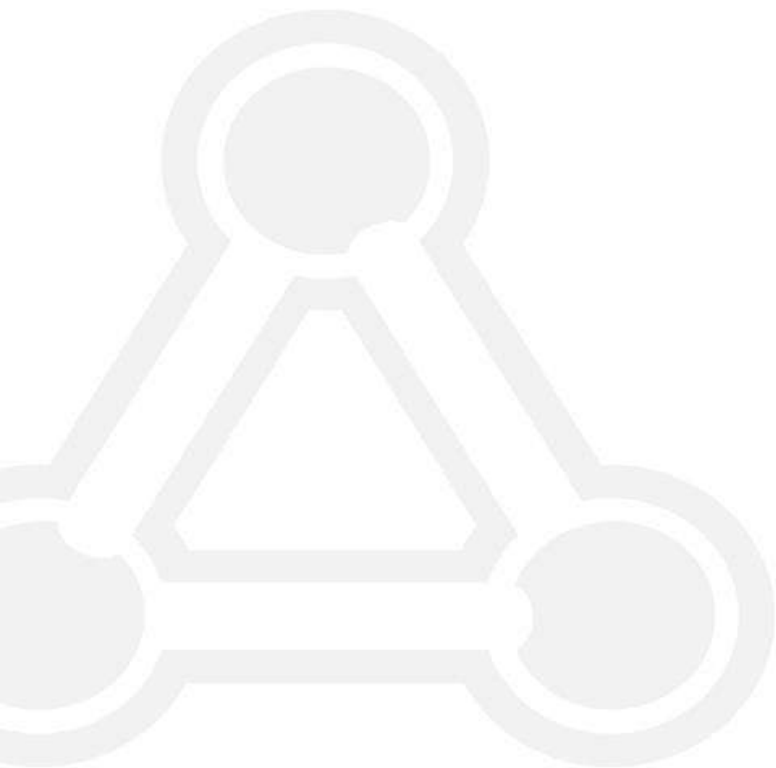
# Self-development Injectable Products

## ◆ Eribulin Injectable

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

- Turkey Licensing-out agreement signed
- License-out in other territories is expected to be signed in 2023
- Licensing-out for other self-development injectable products is ongoing with global pharma





# Q & A