

Chi Sheng Pharma Biotech Co., Ltd. 2022 Investor Conference

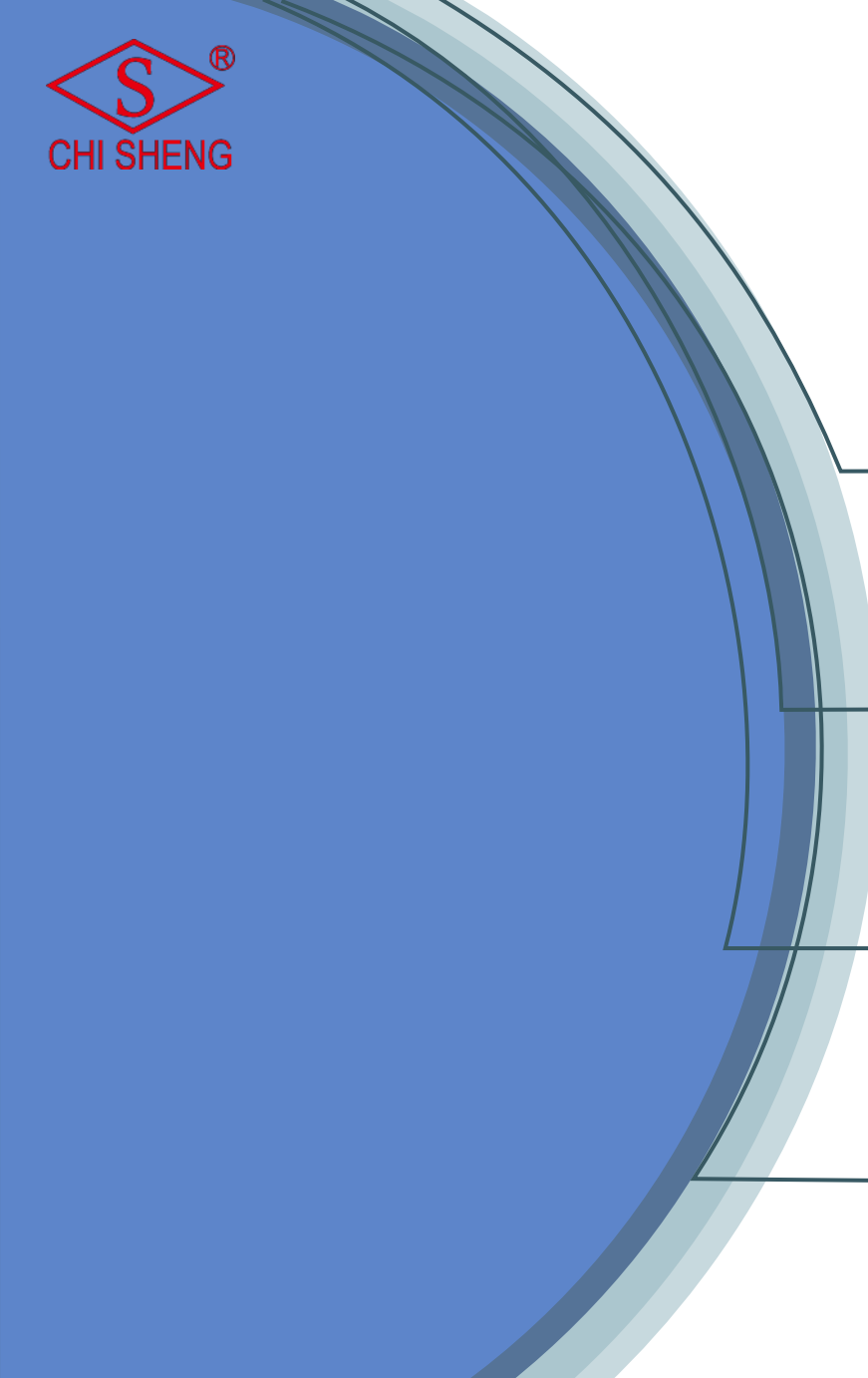
Presented by President Tung-Mou Su

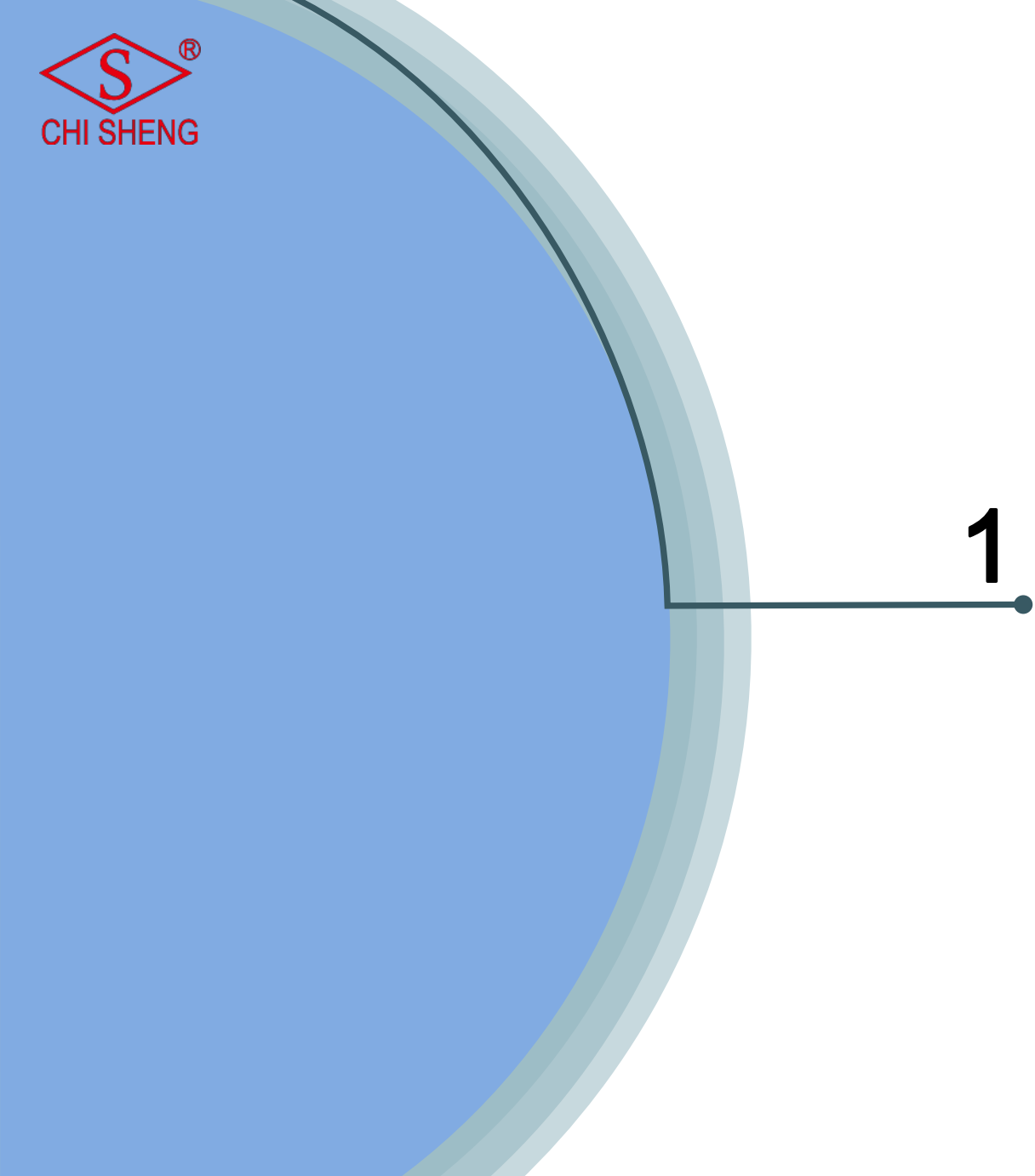
Disclaimer

- ◎ This presentation material contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed by such statements.
- ◎ Unless requested by the government regulation, the Company does not assume any obligation to actively update or revise any forward-looking statement, whether as a result of new information or future events and development.



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1. Company Profile

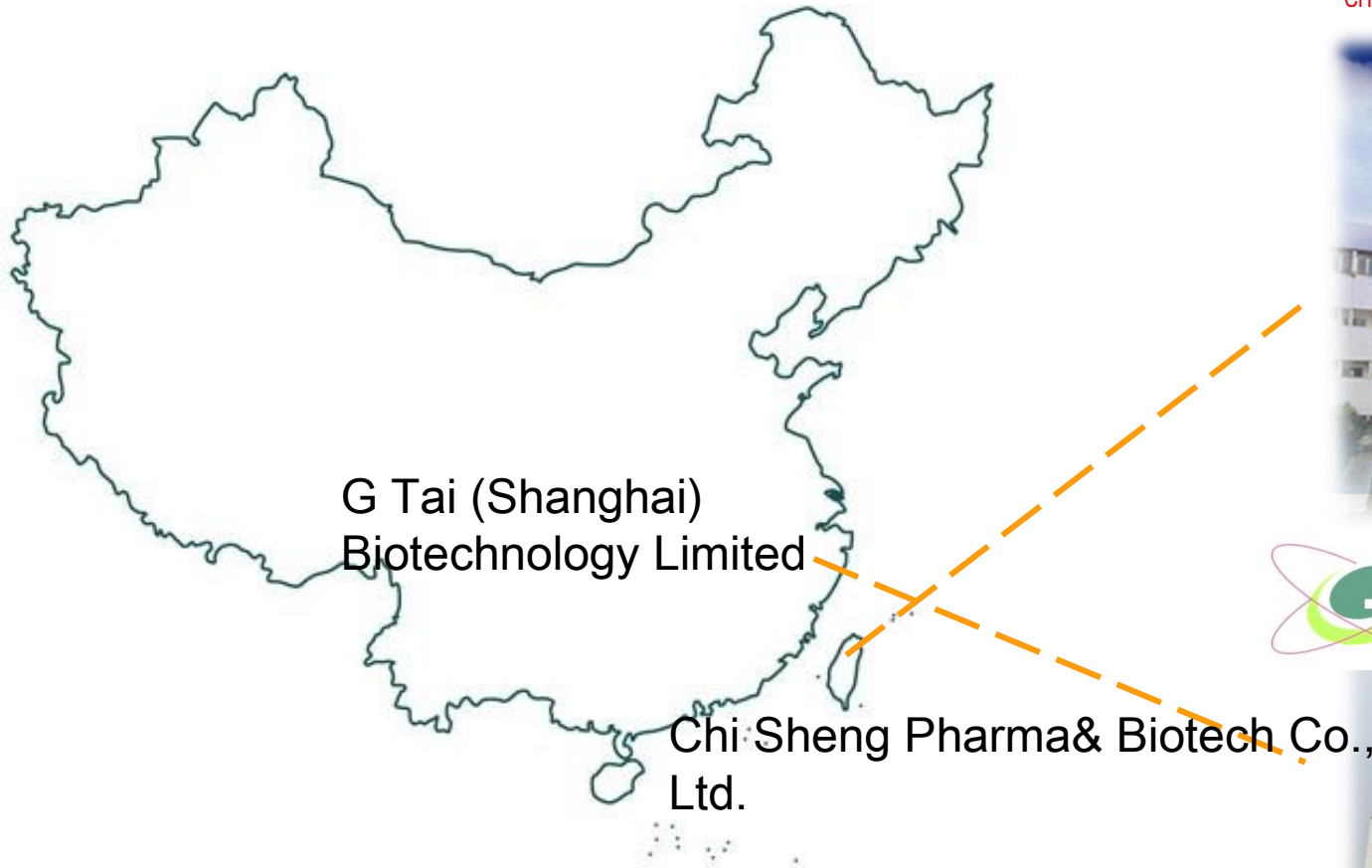
Company Profile



Chi Sheng



濟泰(上海)生物科技有限公司
G Tai (Shanghai) biotechnology Limited



Overview



Stock Code : 4111



Company Name:

Chi Sheng Pharma & Biotech Co., Ltd.



President & GM : Mr. Tung Mao Su



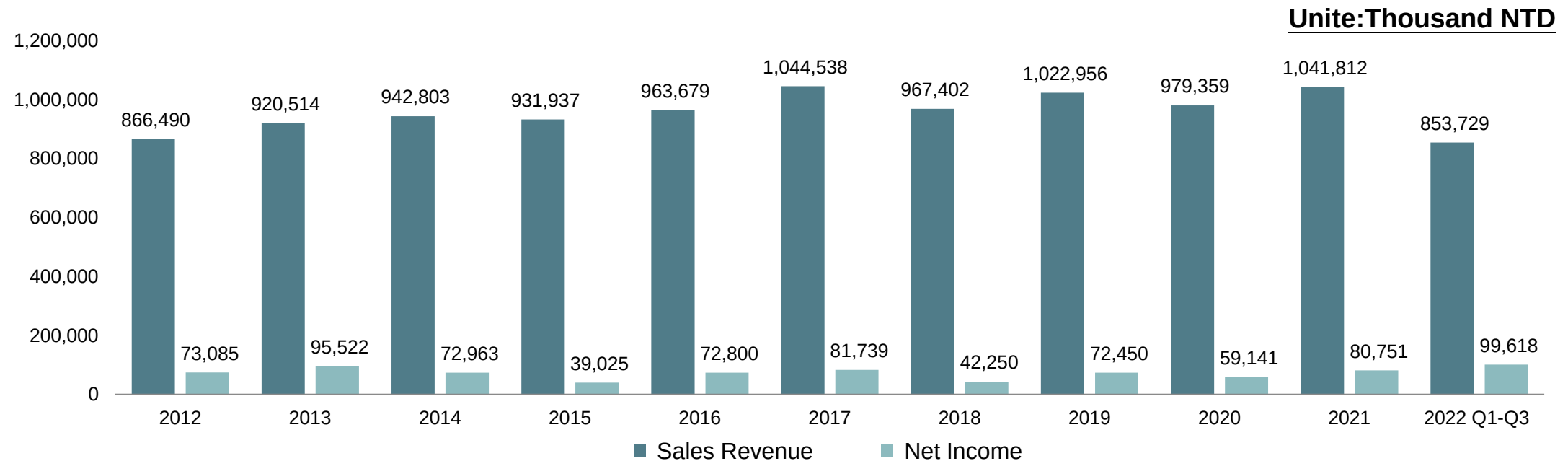
Capital : NT\$ 569,829,850



Business Scope : Manufacturing of
Pharmaceuticals, Medical Devices, Skin Care
and Health Care Products; Branded and OEM

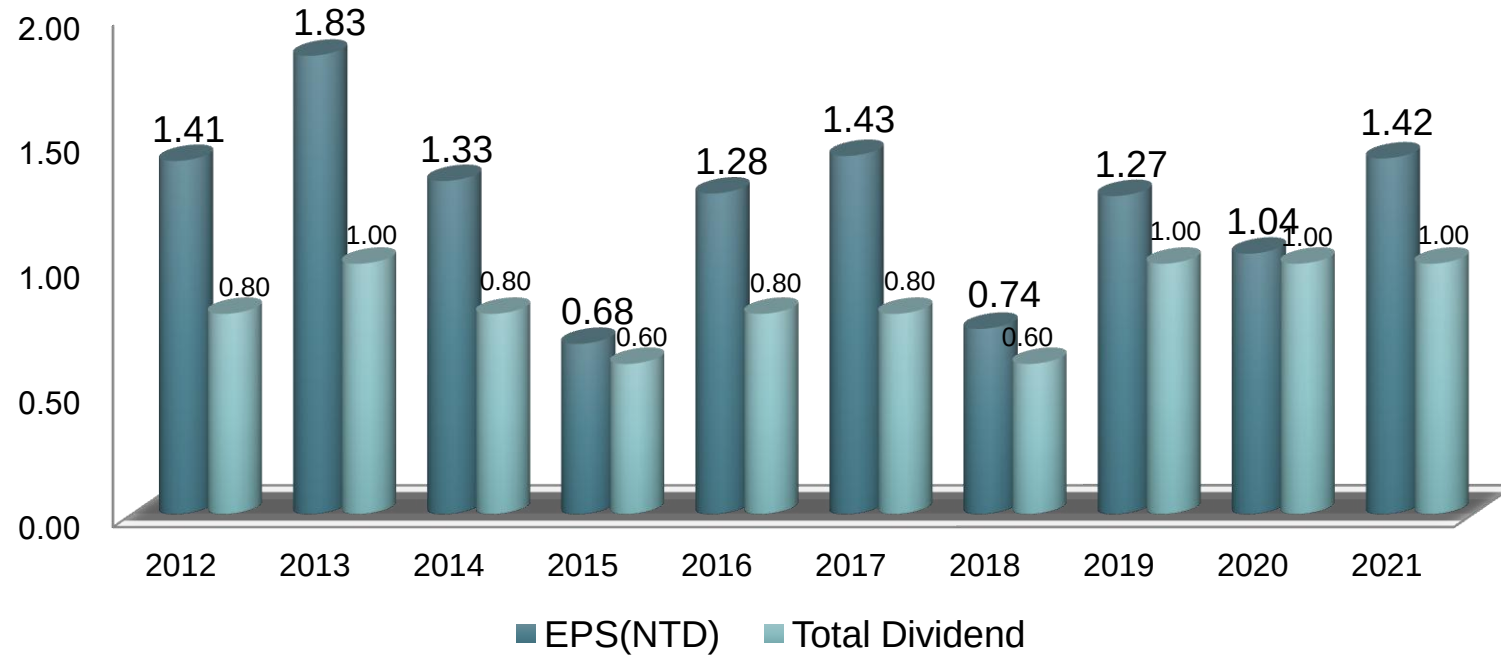
2 Business Review

Sales Performance



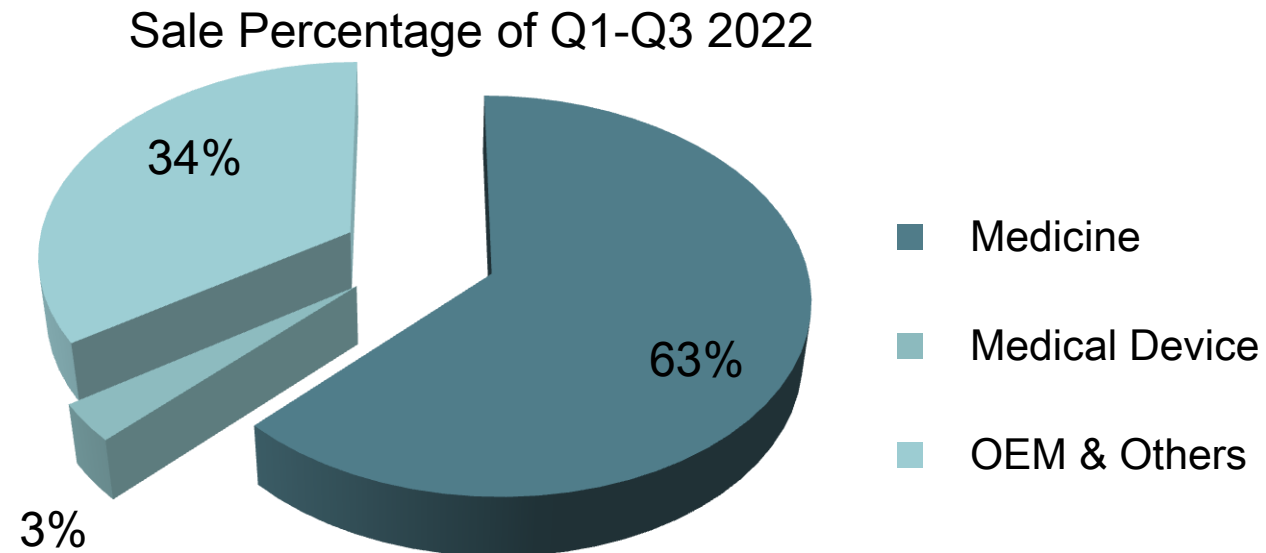
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022 Q1-Q3
Sales Revenue	866,490	920,514	942,803	931,937	963,679	1,044,538	967,402	1,022,956	979,359	1,041,812	853,729
Net Income	73,085	95,522	72,963	39,025	72,800	81,739	42,250	72,450	59,141	80,751	99,618

EPS and Dividend



Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Dividend(NTD)	0.8	1	0.8	0.6	0.8	0.8	0.6	1	1	1
EPS(NTD)	1.41	1.83	1.33	0.68	1.28	1.43	0.74	1.27	1.04	1.42

Sales Percentage by Item



Segments	Sales (NTD: Thousand)	Ratio
Medicine	533,863	63%
Medical Device	26,984	3%
OEM & Others	292,882	34%
Net Income	853,729	100%

The First Domestic 45 times Hemodialysis Concentrate(powders)

- Our company have obtained a number of licenses for 45 times hemodialysis concentrates (powder) in 2021, and have cooperated with four major distributors of dialysis consumables in Taiwan to expand the dialysis market.
- The product was officially launched in April 2022 and has been adopted by more than 30 hemodialysis Center so far, and will be actively promoted to regional hospitals and medical centers in the future.

Comparison of the current use rate and the new use rate of 45 times

Project	Magnification of the currently used of 36.83 times and 35 times	Magnification of the newly used of 45 times
Usage after diluted by the same volume of the hemodialysis concentrate	*The package of 3.8 liters can provide the usage for one person. *The package of 10 liters can provide the usage for two people.	*The package of 3 liters can provide one person. *The package of 10 liters can provide three people or more.
Storage space in medical institutions	Large size and space	Optimize the storage space, and increase the usage of area about 20%
The treatment of medical waste	Higher recycling costs	Decrease the cost of medical waste and human resources about 20%



” CHI SHENG” sodium bicarbonate powders

- The new generation sodium bicarbonate powders for dialysis “CHI SHENG” (as shown in the picture on the right) is the main product. This product is characterized by light weight and convenient for the nursing staff to use directly. It is predicted that sodium bicarbonate powders for dialysis will become the mainstream in next few years and the sales will grow in compound annual growth rate.
- Sodium bicarbonate powders for dialysis “CHI SHENG” has been used by the medical centers, like Chang Gung Memorial Hospital, Mackay Hospital, Zhongshan Hospital and National Cheng Kung University. At present, the sales volume is growing steadily across the country.
- With 45 times of hemodialysis concentrate, the powder for bicarbonate dialysis is currently under negotiation with several regional hospitals for drug supply.



Business Opportunity of Animal Medicine

"In response to the animal-specific drug policy, quickly deploy the animal drug market"

2021/03/31 Our company passed the inspection of the Council of Agriculture about the production plant of animal medicine.

2021/09/01 Our company obtained two licenses of animal medicine of the water for injection and saline for injection.

2022/08/01 Our company obtained the licenses of animal medicine of the Liquor Ringer for injection.

Actively deploy the supply of animal infusions in animal medical institutions across the country, strengthen cooperation with distributors, and continue to develop market demand and more competitive products in 2022.

Project	Specifications	approval date
Water for injection	20 amp/1000 pp	2021/9/1
Saline for injection	20 amp/250 pp/ 500 pp pvc	2021/9/1
Liquor Ringer injection	500pp	2022/8/1
Dextrosiet Sodii Chloridi injection	500pp	Certification in progress
Lactate Ringer's injection	500pp	Certification in progress



Lactate Ringer's Saline for injection
CHI SHENG



"CHI SHENG"



Water for injection
"CHI SHENG"

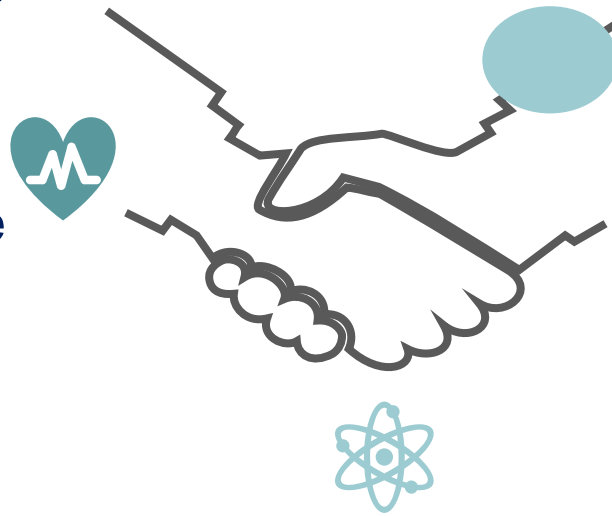


Saline for injection
"CHI SHENG"

Growth of Health Supplement and Cosmetic

Tour Factory

1. Regarding the epidemic slowdown and the government grants, it stimulates the tourism market. Moreover, Chi Sheng(CS) has been working closely with several travel agents, in order to promote the brand and make a higher revenue.
2. CS purchased land for a tour factory in 2021 and everything is proceeding according to the plan. Moreover, the trail run will happen in Q2 2023, the capacity of tour buses will outnumber the buses at the presence location.



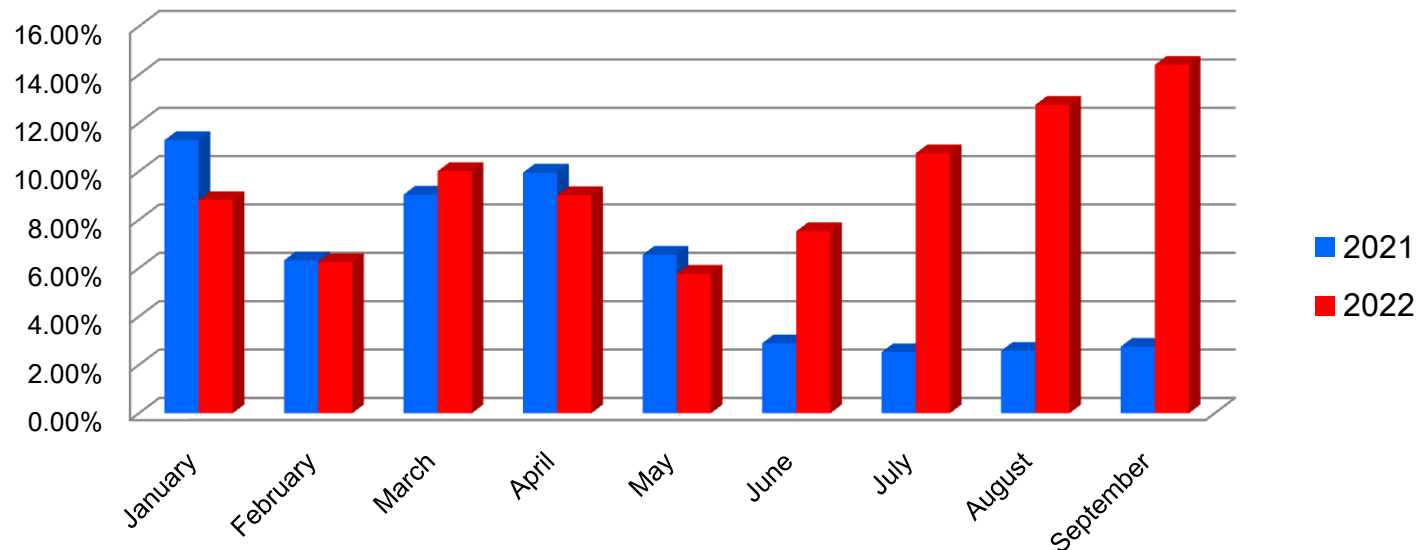
Channel of Collaboration

Chi Sheng(CS) tour factory has extended from the physical store to online site, and now CS accumulates many customers who are willing to repurchase the products. CS believes that the more we promote the brand online and offline, the better returns on the market share.

Operation of Supplements and Cosmetics

Since the national alert has raised to the third level due to the epidemic in mid-May 2021, it causes the revenue to rapidly decrease in June to September 2021. However, regarding the epidemic slowdown and the government grants, it stimulates the tourism market. In 2021, the tourism factory's percentage of CS total revenue from January to September is 5.81%; In 2022, the percentage is 9.46%.

Tourism Factory's % of C.S Total Revenue



Research & Development

Type		Product development items
Drug development	Injection	◆ Hemodialysis related injection drugs ◆ Injection products for antibiotics
	Hemodialysis concentrate	◆ Dialysis concentrate solution (powder)
Veterinary drugs	Injection	◆ Electrolyte infusion
Health Supplement and Cosmetic	Health Supplement	◆ Vitamin supplements ◆ Regulate the urinary system products
	Cosmetic	◆ Moisturizes and relieves dry and itchy skin

Drug License

Registration under review :

Human drugs	
Types	Indication
Generic drug	Cooperate with dialysis machine and artificial kidney to clean uremia in the blood of kidney patients.
	A broad spectrum antibiotic against a variety of pathogenic bacteria.
	Treatment and prevention of thromboembolism and anticoagulant function.



Veterinary drugs	
Types	Indication
New combinations new drug	To treat blood volume deficiency in animals due to shock or gastrointestinal tract.
	Treatment of metabolic acidosis in animals and improvement of hypovolemia caused by gastrointestinal disorders and shock.

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**G-Tai(Shanghai)
Biotechnology
Limited**



Disposal of equity in G-Tai (Shanghai)



Due to the impact of the COVID-19 and in high-cost environment, increasing the risks for management due to the inability to increase market competitiveness and uncertainty policies in the future, resulting continued loss of operation. In order to coordinate with the adjustment of the company's overall operation plan and strategy, the board of directors of 111/8/5 approved the transfer of investment company G-Tai (Shanghai) Biotechnology Co., Ltd. to stop the operation from 111/10/1.



111/10/6, the board of directors sold 100% equity of G-Tai (Shanghai) Biotechnology Co., Ltd. held by subsidiary G Sheng International Limited to Shanghai Liangguo Packaging Technology Co., Ltd.; the transaction amount was RMB 46 million.

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Chi Shang group Future Prospect

Research Development Direction



Product Development

1

Dialysis market new unit new content new drugs and dialysis series related products

Towards market segmentation, increase the breadth of products, focusing on new content new drug products and injectable products for the treatment of kidney diseases.

2

Export Products

Strengthen the development of drug registration in Asia.

3

Diversification of health Supplement and Cosmetic

To develop vitamin supplements and regulate body functions product for diversification of health supplement and cosmetic.

Market Future Policy



Business Development

01

45x Hemodialysis Concentrate

Expanding 45x products to regional hospitals and medical centers.

02

Product price increase

To adjust overall operation plan and sales strategy, increased the selling price of some products since Q4 to increase revenue and gross profit.

03

Animal Drug Market Expansion

Due to domestic policy of exclusive use of drugs for animals, to expand the market share of drugs for animals in the future.

Future Prospects of the Tour Factory

The brand new tour factory

The new building of sightseeing factory covers an area almost reaching 5000 square meters. The capacity , such as DIY rooms, sale rooms, and exhibition rooms, etc., will be able to increase the number of visitors several times more than the current one.

New tour factory will host a trail run in Q2 2023, and expects to make more profits and a brighter future.



Appearance Diagram

~ Thanks for listening ~