

Chi Sheng Pharma Biotech Co., Ltd. 2023 Investor Conference

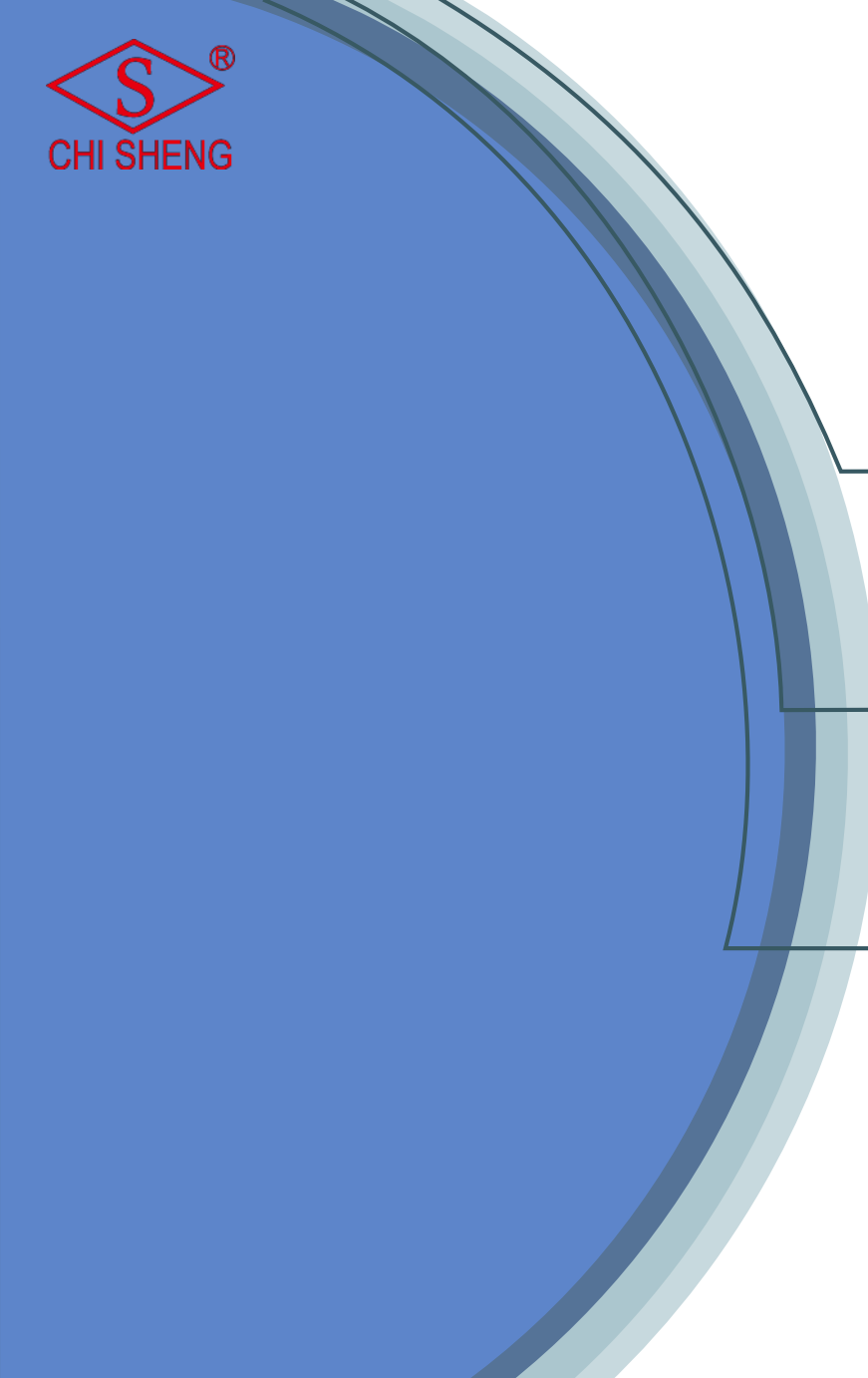
Presented by President Tung-Mou Su

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, future events and development.



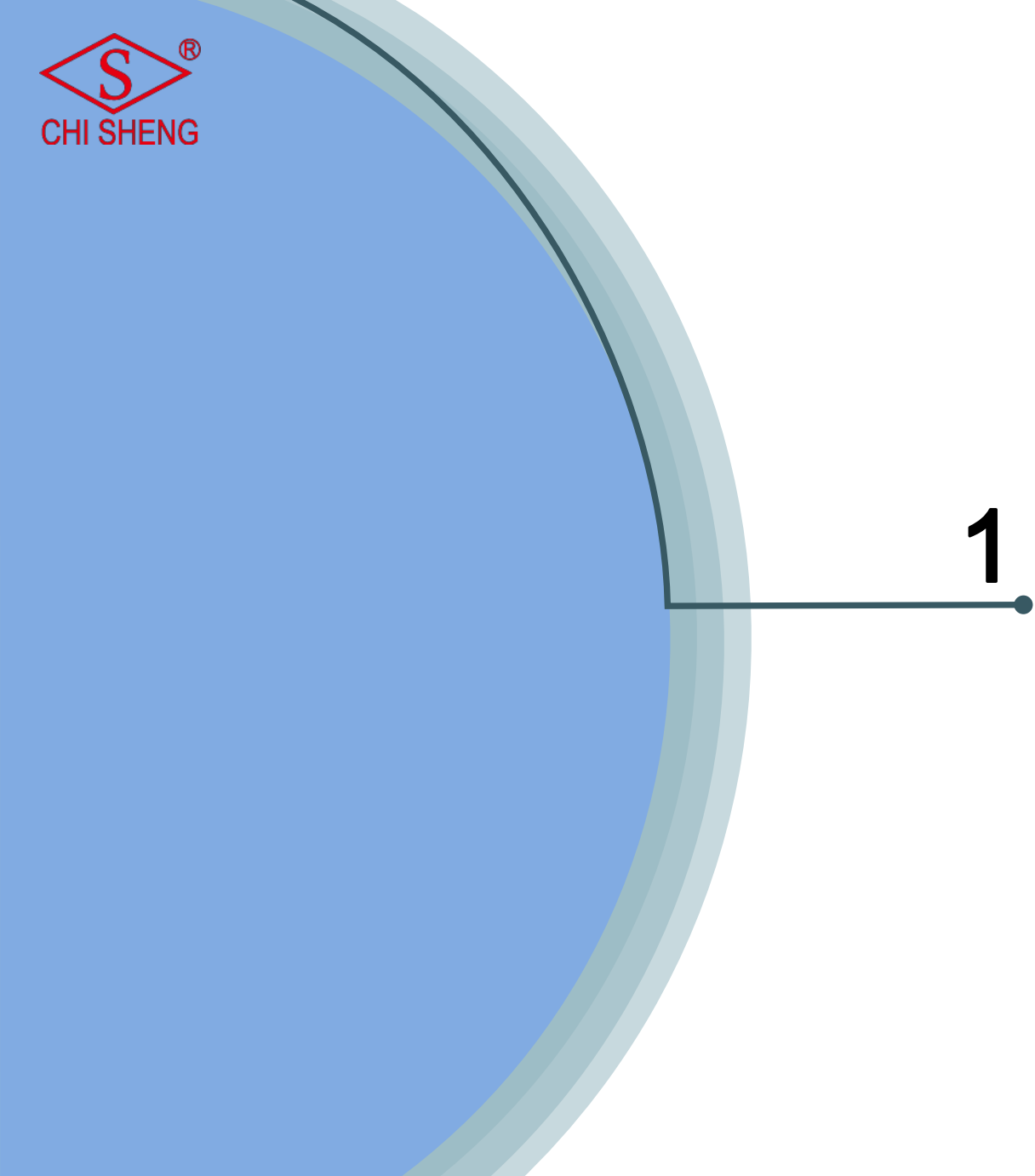
Outline



1 Company Profile

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1. Company Profile

Overview



Stock Code : 4111



Company Name:
Chi Sheng Pharma & Biotech Co., Ltd.



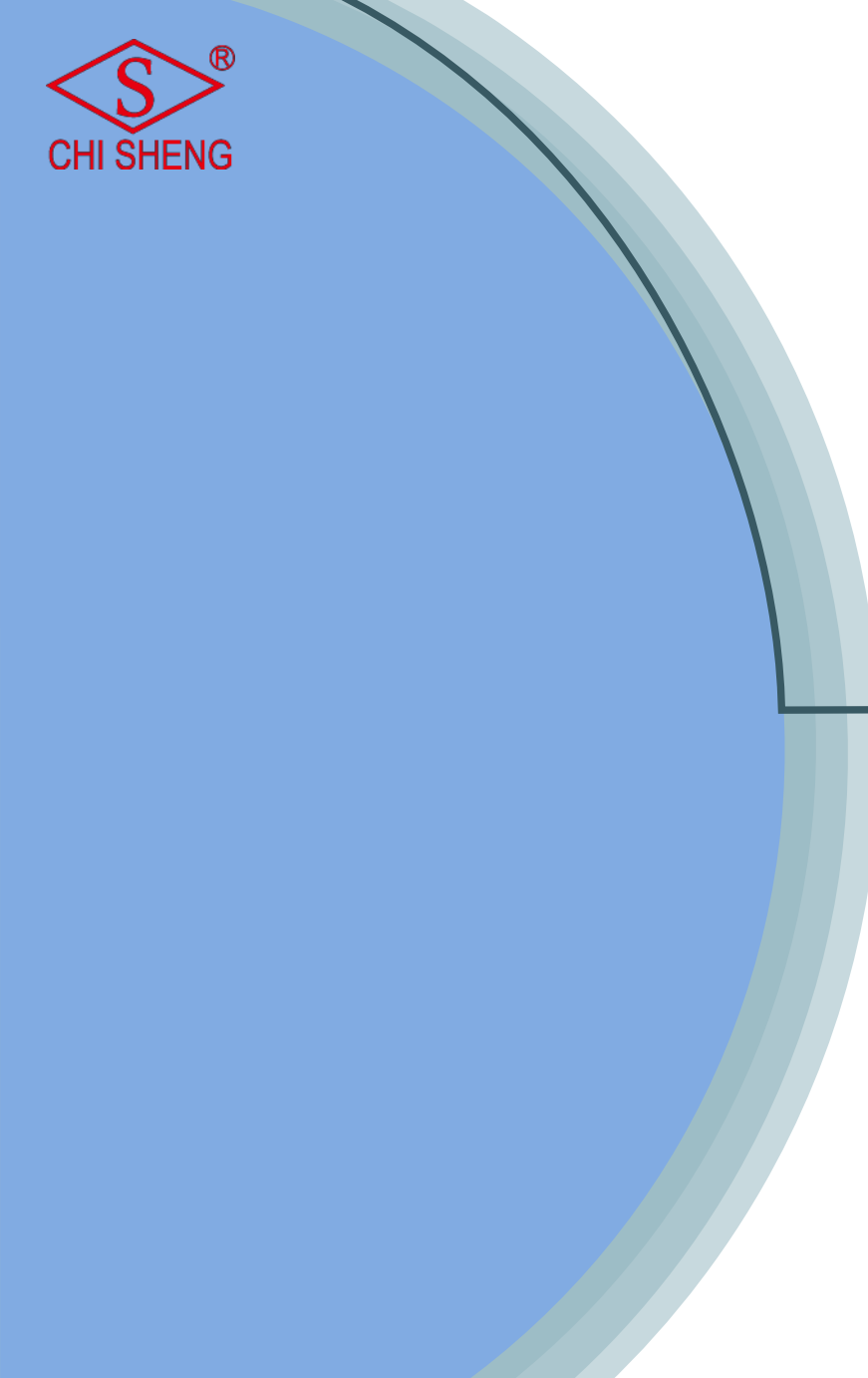
President & GM : Mr. Tung Mao Su



Capital : NT\$ 569,000,000

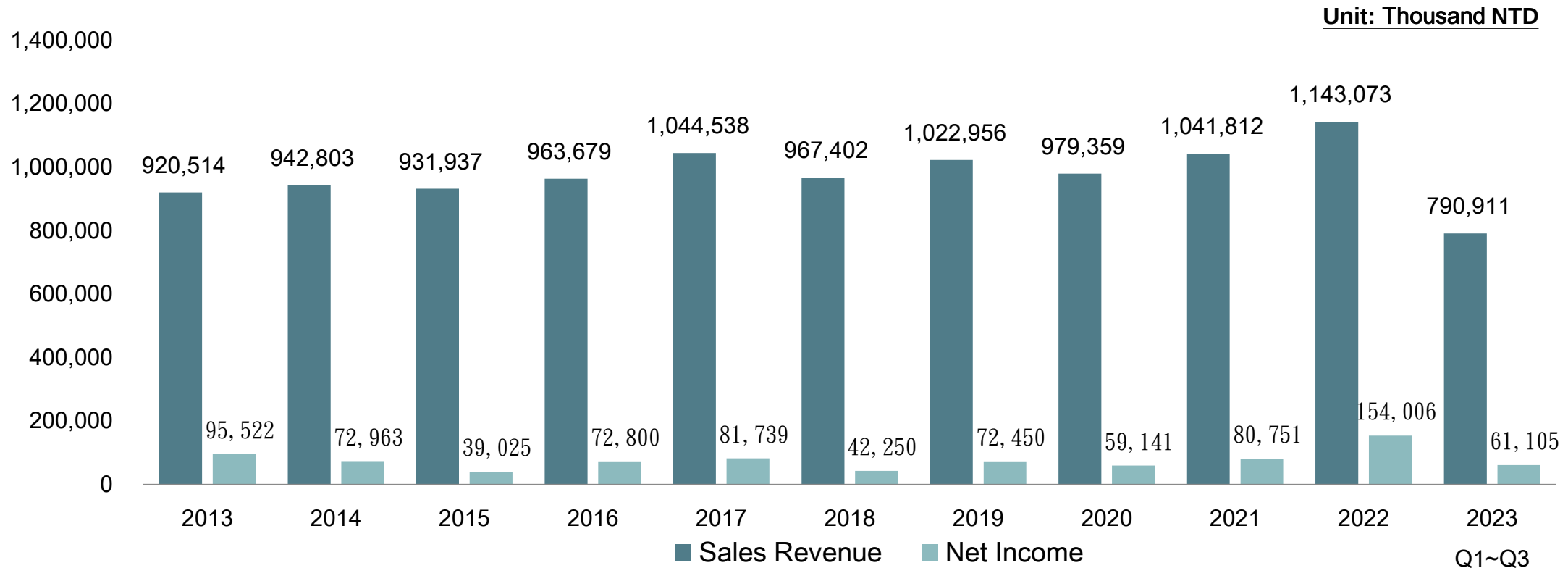


Business Scope : Manufacturing of
Pharmaceuticals, Medical Devices, Healthy and
skin care products; Branded and OEM

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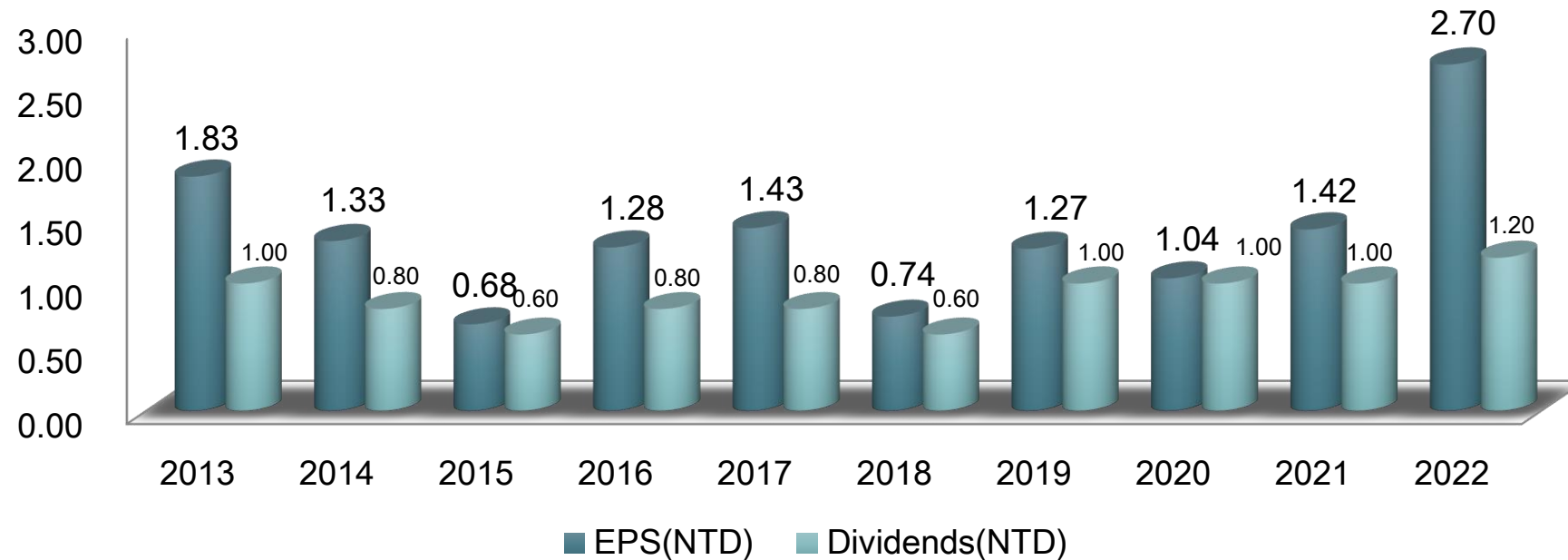
2 Business Review

Sales Performance



Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 Q1~Q3
Sales Revenue	920,514	942,803	931,937	963,679	1,044,538	967,402	1,022,956	979,359	1,041,812	1,143,073	790,911
Net Income	95,522	72,963	39,025	72,800	81,739	42,250	72,450	59,141	80,751	154,006	61,105

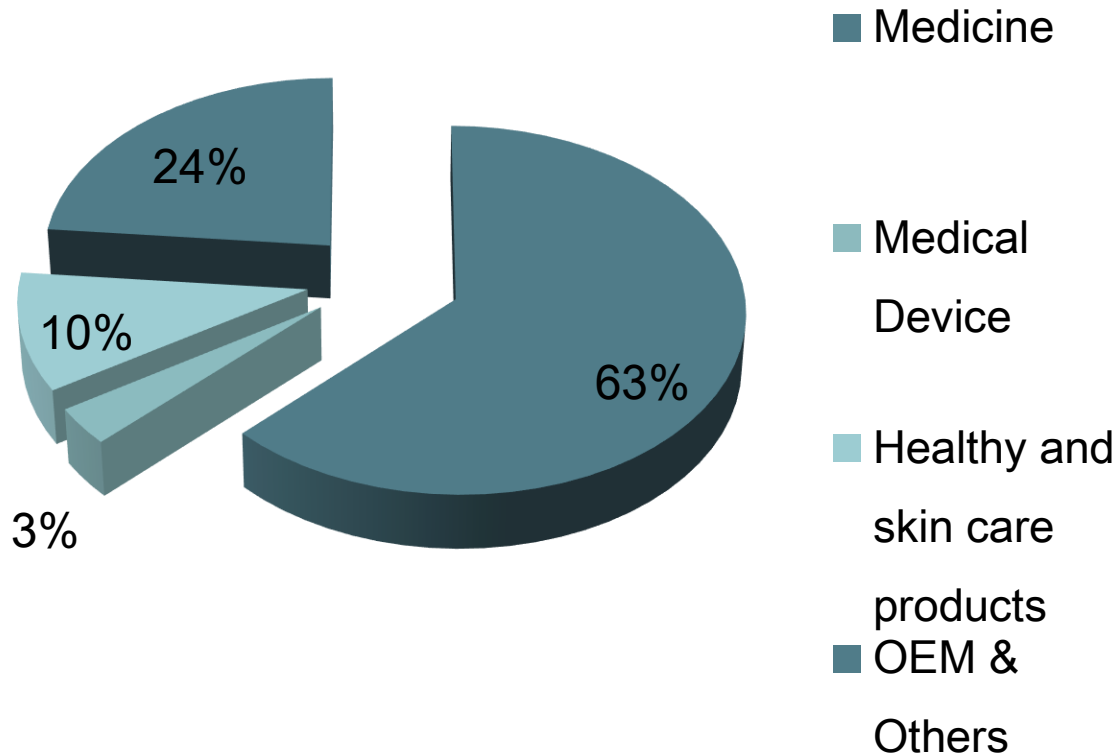
EPS and Dividend



Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Cash dividends	0.5	0.4	0.6	0.8	0.8	0.6	1	1	1	1.2
Stock dividends	0.5	0.4	0	0	0	0	0	0	0	0
Total dividends	1	0.8	0.6	0.8	0.8	0.6	1	1	1	1.2
EPS(NTD)	1.83	1.33	0.68	1.28	1.43	0.74	1.27	1.04	1.42	2.70

Sales Percentage by Item

Sale Percentage of Q1~Q3 2023



Business items	Sale of 2023 Q1~Q3 (Unit: Thousand NTD)	Ratio
Medicine	495,706	63%
Medical Device	26,307	3%
Healthy and skin care products	82,836	10%
OEM & Others	186,062	24%
Net Income	790,911	100%

The Complete Series of Kidney Dialysis Solutions

- Our company is a leading manufacturer of renal dialysis solutions in the country. Currently, our supply accounts for approximately 60% of the entire market in Taiwan. The newly introduced 45X dialysis solution (powder) series is experiencing a gradual increase in sales.

Kidney Dialysis Solution Series

- 45X Dialysis Concentrate Solution (Powder)

In order to independently develop a new series of kidney dialysis fluid products, they have been successively approved by Taipei City Hospital and other districts after being launched. Used by regional hospitals and dialysis centers.

- Sodium bicarbonate powders for dialysis “CHI SHENG”

Mainly supplied to major index medical centers and regional hospitals, the current national sales volume is growing steadily, also increasing by about 45% compared with the same period last year.



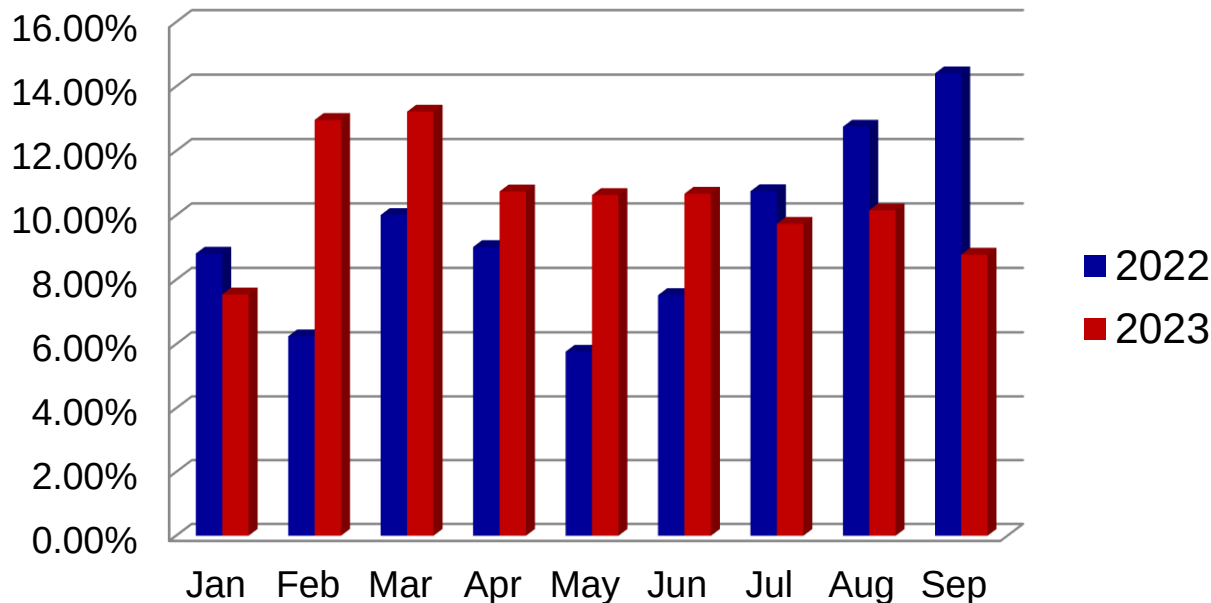
The advertisement for 45X Dialysis Concentrate Solution (Powder) features a central graphic with a kidney icon and a dialysis machine. The text highlights the product's benefits: "BEST CHOICE", "國內首創" (Domestic First), "CS-45 系列" (CS-45 Series), "更輕省空間" (More space-saving), "減少醫療廢棄物" (Reduce medical waste), "友善環境 減少碳排" (Friendly environment, reduce carbon emissions), and "濃縮液 45X" (Concentrate 45X). It also mentions "重碳酸鈉 透析用粉劑 45X" (Sodium bicarbonate dialysis powder 45X). The bottom of the ad includes the company name "濟生醫藥生技股份有限公司" (Chi Sheng Pharma & Biotech Co., Ltd.) and contact information: "新竹縣湖口鄉勝利村實業路3號 | TEL: 03-5983811 | FAX: 03-5982855".

Overview of Pharmaceutical Business Development

- Prescription and over-the-counter(OTC) drug use increased compared with the same period last year, mainly in government hospitals and clinics, which increased by approximately 30% and 8% respectively.
- Veterinary drugs are mainly large-scale infusions and injections, divided into economic animals (animal husbandry) and non-economic animals (pets), with livestock farms and animal hospitals as promotion targets. The overall growth of veterinary drugs is about 55% compared with the same period last year. Among the five veterinary drugs, Ringer's solution injection and Lactated Ringer's injection are two new products added in this year. They are mainly fluid infusion for animal, hoping to seize the pet medicine market.
- For diversified development, we continue to develop medical aesthetic and professional contract development and manufacturing organization (CDMO). In 2023, adding four new commissioned projects have be completed.
- Engaging in negotiations with multiple international manufacturers for export orders.

Operation of Tourism Factory

Tourism Factory's % of C.S Total Revenue



- The Tourism Factory has cooperated with many travel agencies in recent years, accumulating many tourists' trust in the CHI SHENG brand and favor of our products. As a result, tourists' repurchase performance through the Internet and telephone will nearly double in 2023, creating a healthy and skin care products operation. There is significant growth compared to the same period last year.

Tourism Factory Operational Policy

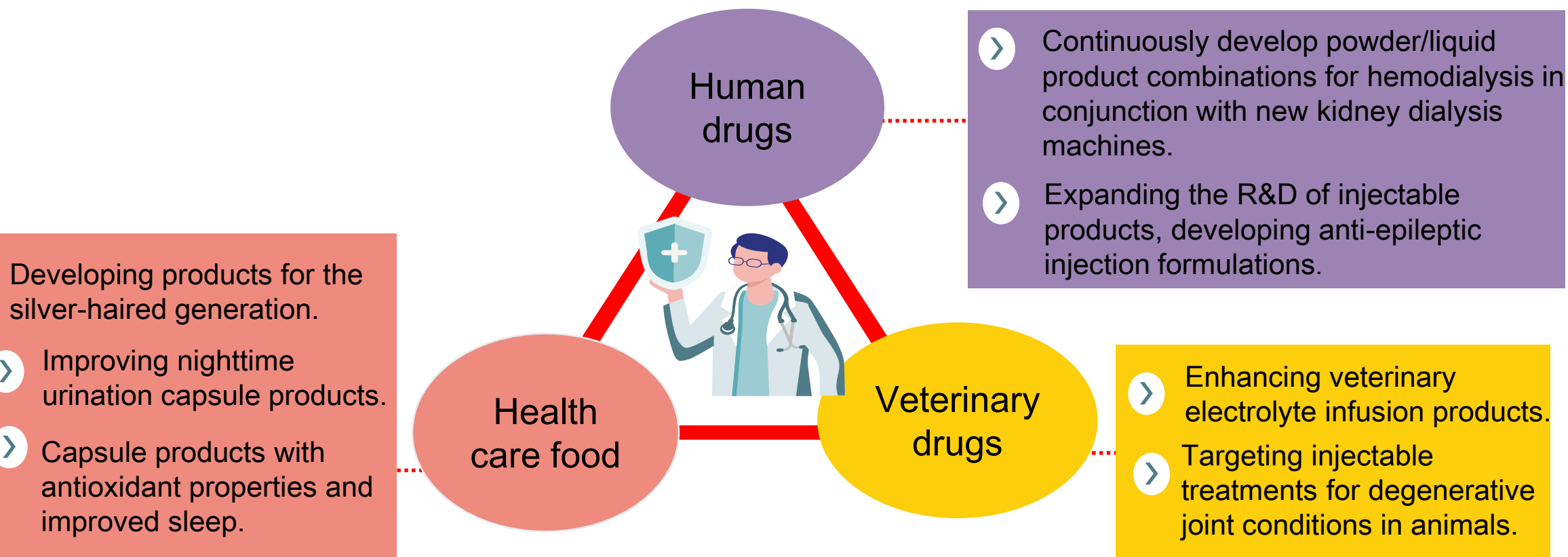


Operational Policy

- Design an experimental course plan to cooperate with more different types of travel operators next year.
- Enhance the online promotional strategy to deepen the impression of the CHI SHENG brand, and increase more repurchasing customers.

Research and development strategy

Adopting a diversified research and development strategy across three major areas, which includes human pharmaceuticals, animal pharmaceuticals, and health supplements, targeting specific therapeutic domains, expanding into new markets, and maintaining continuous investment in the development of 22 products.

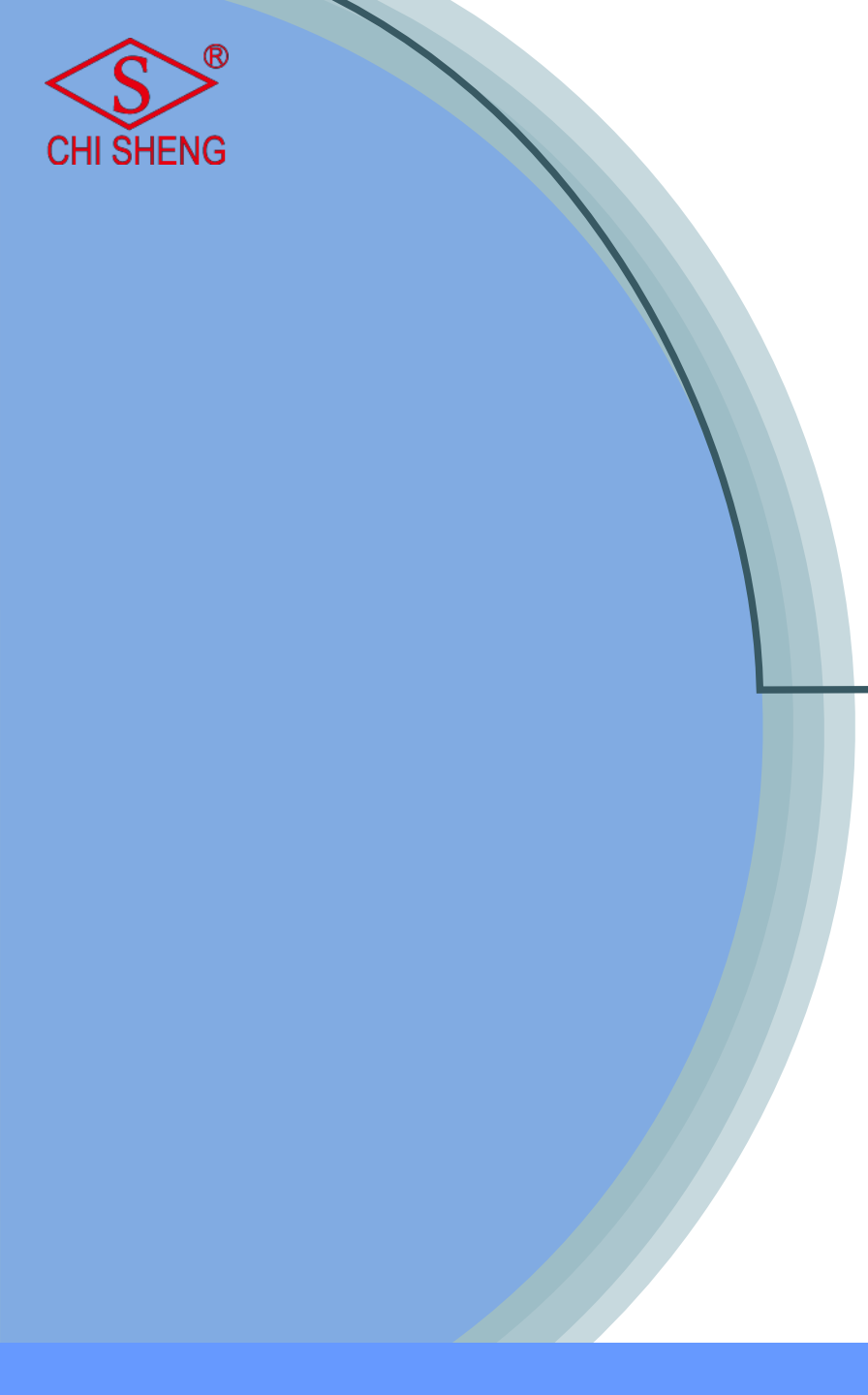


Drug license registration under review

Through independent research and collaboration with domestic and international partners, there are 5 domestic drug certification submissions under review and 2 overseas (Korea) drug certification submissions under review.

Therapeutic areas	Item code	Area	Status description
Hemodialysis	CS208	Taiwan	The application has been submitted and is expected to be obtained in Q1 2024.
	CS207	Taiwan	The application has been submitted and is expected to be obtained in Q1 2024.
	CS209	Taiwan	The application has been submitted and is expected to be obtained in Q1 2024.
	CS302	Korea	The application has been submitted and is expected to be obtained in Q4 2024.
	CS255	Korea	The application has been submitted and is expected to be obtained in Q4 2024.
Antibiotic injection	CS597	Taiwan	The application has been submitted and is expected to be obtained in Q4 2023.
Anticoagulant injection	CS596	Taiwan	The application has been submitted and is expected to be obtained in Q4 2023.



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3 Future Prospect

Research Development Direction



Product Development

1

Continuously pay attention to domestic pharmaceutical regulations and policies, developing niche drugs for specific therapeutic areas to enrich our product portfolio.

2

Develop pharmaceutical products in demand for export, enhance cooperation with overseas distributors, expand product registration and market planning, in order to pursue the export of pharmaceuticals to the Asian region.

3

For an aging society, we are conducting research and development of functional health foods that meet the needs of the elderly population.

4

The Taiwan medical beauty and skincare market has been growing year by year. To enhance our skincare product offerings, we will progressively develop a distinctive series of facial mask products.

Future policy for the pharmaceutical market

01

Deepen existing channels to increase sales items and CDMO projects

Taking the existing channels as the core of development, increase the sales items of prescription/over-the-counter drugs and strive for CDOM entrusted services.

02

Steady development of kidney dialysis related products

Cooperate with dealers to actively expand and launch new 45x series products to regional hospitals and medical centers in addition to the original products.

03

Veterinary drugs market

In accordance with domestic veterinary drug-specific policies, strengthen the expansion of drug coverage for pets and economic animals.



Future Prospect of Tourism Factory



To provide visitors with an educational and enjoyable experience, we incorporate experiential courses aimed at enhancing guests' understanding of how to supplement health and skincare products, fostering a preventive healthcare mindset.

Due to the expansion of operations of the new tourism factory, which can accommodate approximately three times more vehicles at the same time than the old venue, we plan to increase our participation in bidding projects through extended collaborations with travel agencies. Additionally, we will enhance operational performance by further partnering with travel agencies focused on employee/public association travel.

Taiwan has entered an aging society, and to meet the needs of the elderly population and alleviate the inconvenience of nighttime bathroom visits, we have introduced products primarily focused on preventing nocturia this year. In the future, we will also launch products catering to the diverse needs of different age groups.

Through the edutainment programs, CS tourism factory is ready to collaborate with more travel industry partners in order to gain and enhance the trust of visitors with company's brand and products.

~ Thanks for listening ~