PIC/S GMP 藥廠 ®

PBF 寶齡富錦生技
Panion & BF Biotech Inc.

WELCOME

TO OUR AMAZING COMPANY

從台灣出發，拓展到全世界

Disclaimer

Panion & BF Biotech Inc. (The Company)

Disclaimer • The presentation and the relevant information mentioned in this material, including operating performance, financial performance and the business outlook, have been compiled from both internal and external resources. • These forward looking statements involve known and unknown risks, uncertainties and other factors, including price variation, competition, global economy, exchange rate movement and market demand, which may cause actual results to differ materially from those implied by such forward-looking statements. • This Presentation should not be considered as the giving of investment advice by the Company or any of its shareholders, directors, officers, agents, employees or advisers. Each party to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each recipient should satisfy itself in relation to such matters. • The forward looking statements expressed in this material reflect the Company's current view about the future as of today. The Company is not responsible for any updates if there are any changes in the future.

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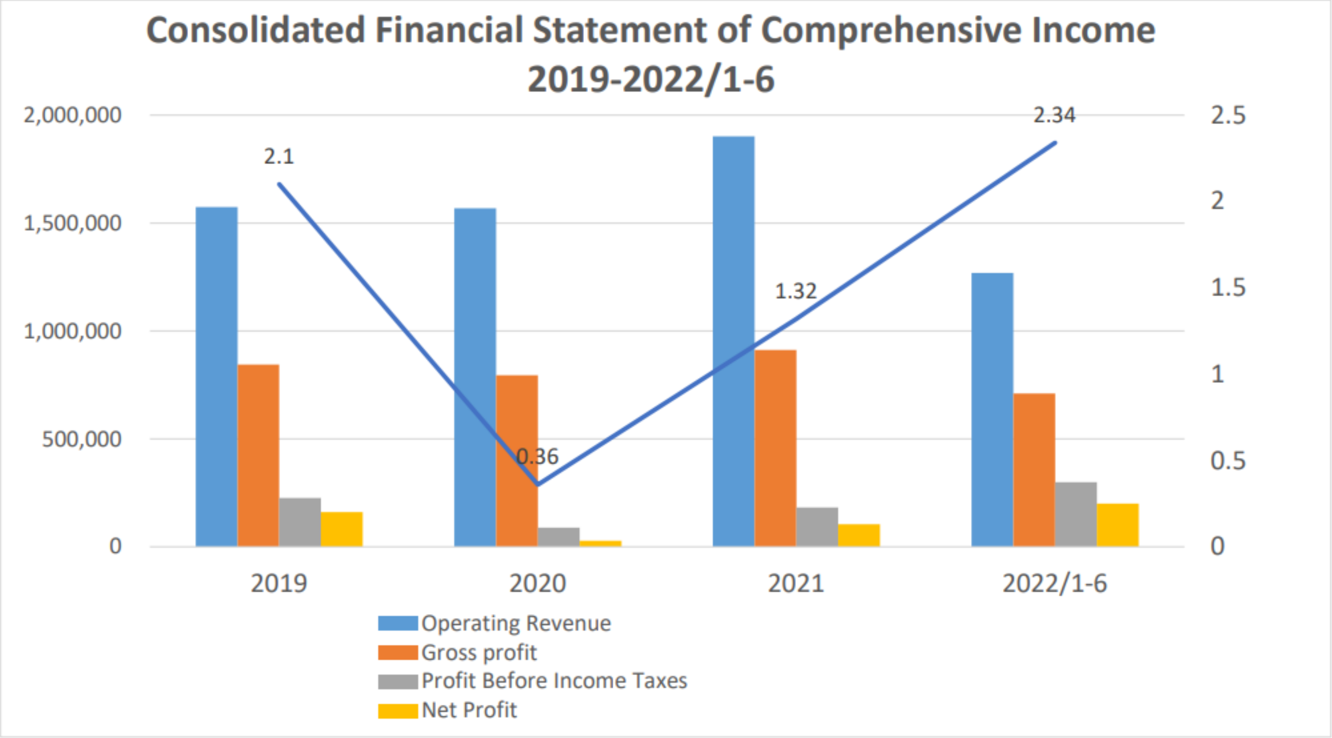
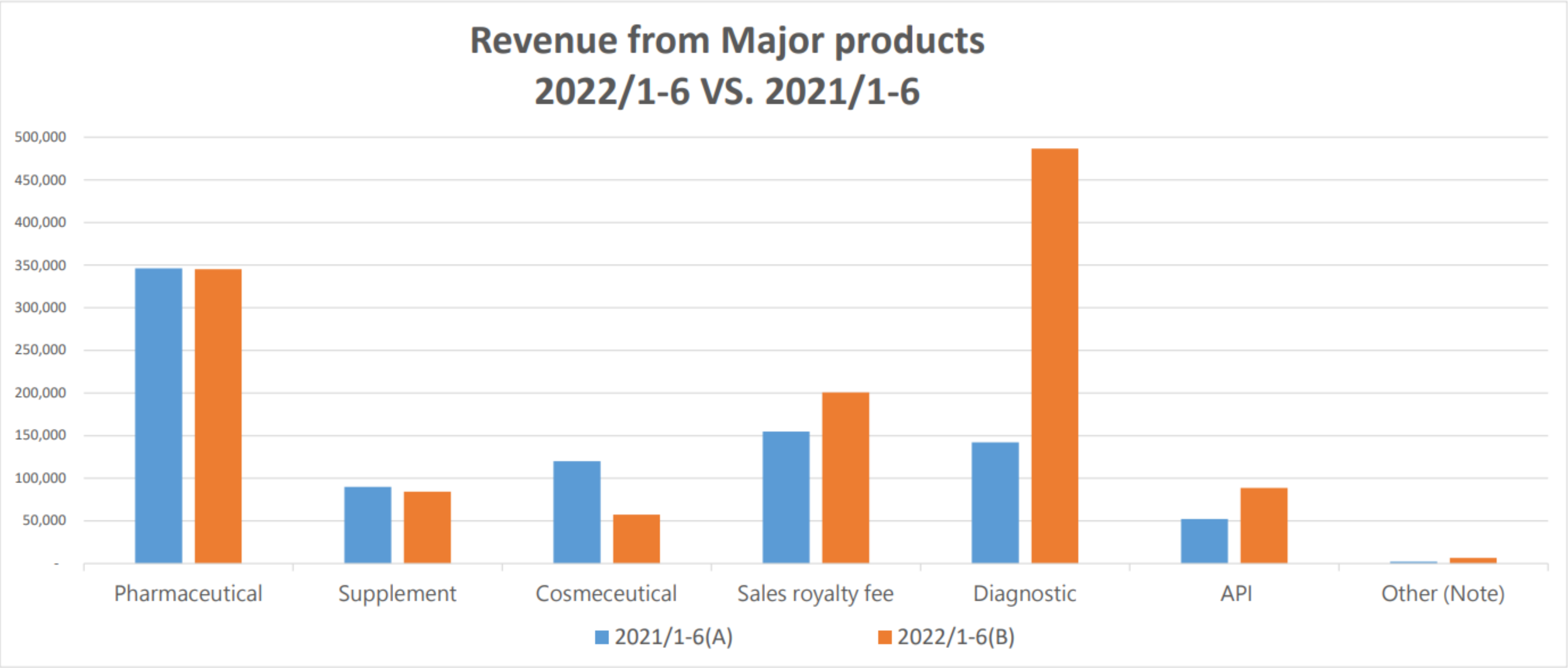
FINANCIAL REPORT



In Thousands of New Taiwan Dollars

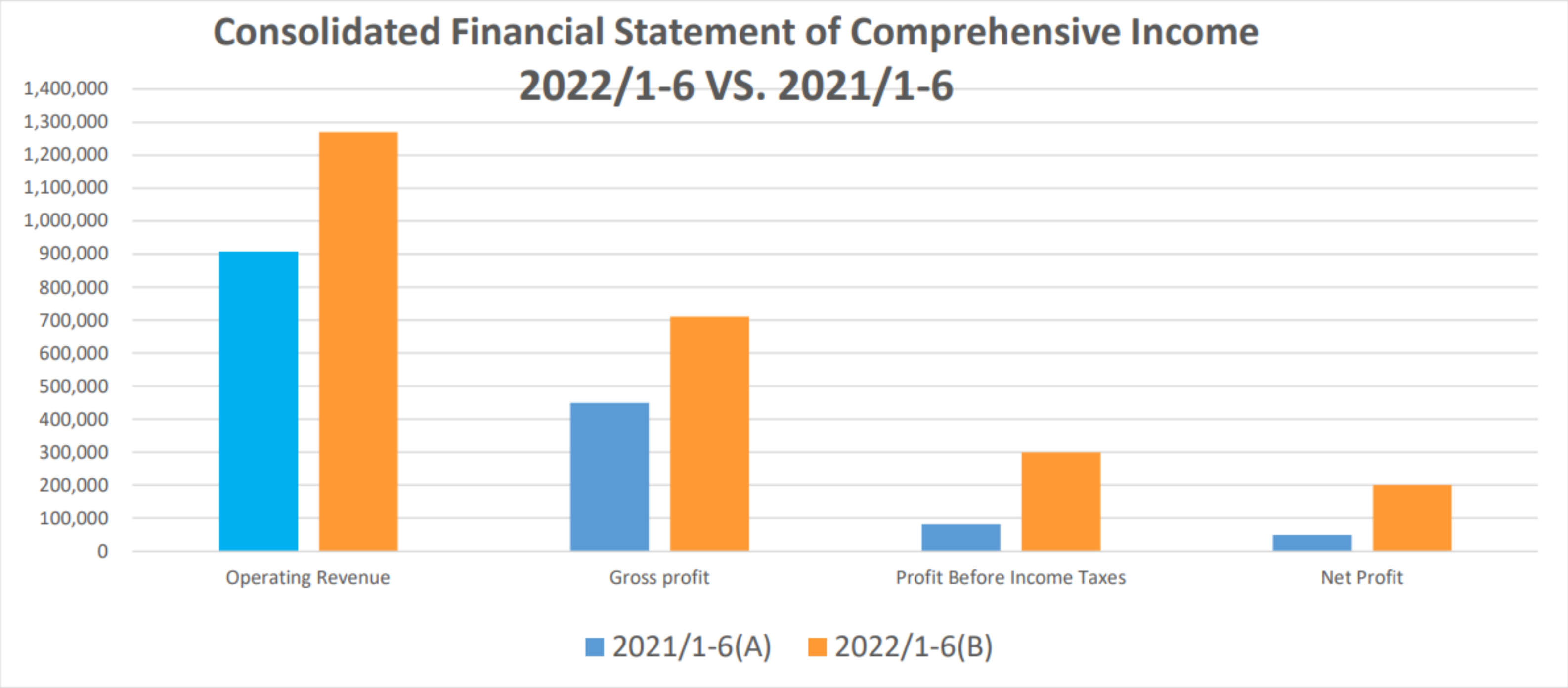
	2019	2020	2021	2022/1-6
Operating Revenue	1,573,944	1,568,637	1,901,211	1,269,358
Gross profit	844,776	795,123	912,138	710,464
Profit Before Income Taxes	226,294	89,406	182,652	299,315
Net Profit	161,329	27,901	104,402	200,731
Basic earnings per share (In New Taiwan Dollars)	2.1	0.36	1.32	2.34



In Thousands of New Taiwan Dollars

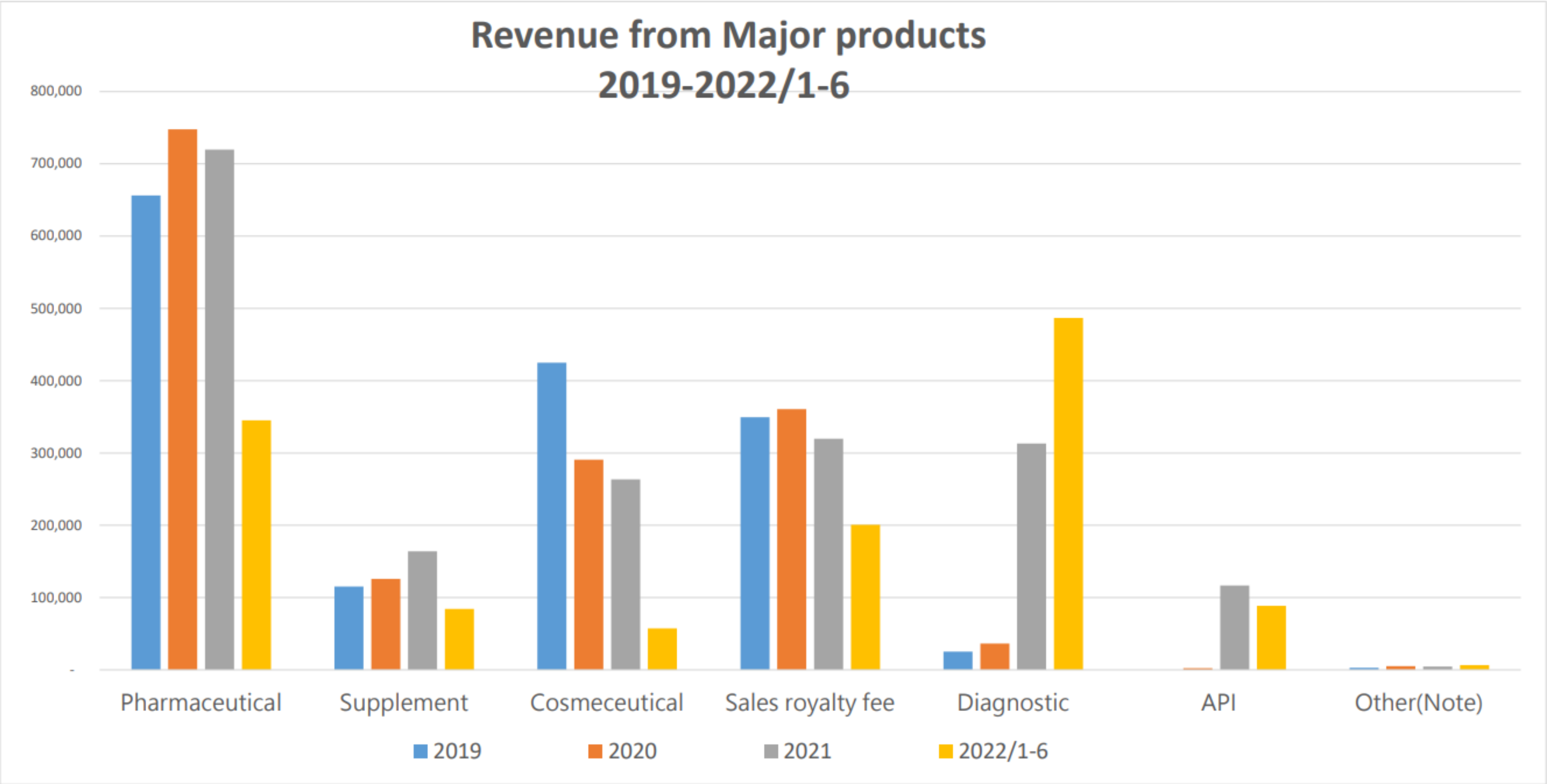
Major products	Pharmaceutical		Supplement		Cosmeceutical		Sales royalty fee		Diagnostic		API		Other (Note)		Total Sales Revenue	
2021/1-6(A)	346,095	38%	89,873	10%	119,994	13%	154,843	17%	142,200	16%	52,172	6%	2,081	0.2%	907,258	100.0%
2022/1-6(B)	345,108	27%	84,337	7%	57,355	5%	200,625	16%	486,664	38%	88,659	7%	6,610	0.5%	1,269,358	100.0%
Diff Amt(B)-(A) 及Growth rate%	(987)	(0.0)	(5,536)	-6%	(62,639)	(0.5)	45,782	0.3	344,464	242%	36,487	100%	4,529	2.2	362,100	39.9%

Note：Other products-Medical device



In Thousands of New Taiwan Dollars

	2021/1-6(A)	2022/1-6(B)	2022/1-6 VS. 2021/1-6	
			Difference Amount (B)-(A)	Growth rate%
Operating Revenue	907,258	1,269,358	362,100	40
Gross profit	449,247	710,464	261,217	58
Profit Before Income Taxes	81,950	299,315	217,365	265
Net Profit	49,541	200,731	151,190	305
Basic earnings per share (In New Taiwan Dollars)	0.65	2.34	1.69	260



In Thousands of New Taiwan Dollars

Major products	Pharmaceutical		Supplement		Cosmeceutical		Sales royalty fee		Diagnostic		API		Other(Note)		Total Sales Revenue	
2019	656,220	42%	115,283	7%	424,737	27%	349,359	22%	25,353	2%	-	0%	2,992	0%	1,573,944	100%
2020	747,769	48%	125,718	8%	290,565	19%	360,796	23%	36,374	2%	2,271	0%	5,144	0%	1,568,637	100%
2021	719,660	38%	163,910	9%	263,391	14%	319,789	17%	313,144	16%	116,802	6%	4,515	0%	1,901,211	100%
2022/1-6	345,108	27%	84,337	7%	57,355	5%	200,625	16%	486,664	38%	88,659	7%	6,610	1%	1,269,358	100%

Note：Other products-Medical device

PIC/S GMP 藥廠 ®

PBF 寶齡富錦生技 Panion & BF Biotech Inc.

Panion & BF Biotech

A Refreshing Biotech Company

Rooted in Taiwan
Embracing the World

Leading Taiwan to Global Biotech Arena

WHO ARE WE

PBF Corporate Vision
We Believe All Should Live to 120 Healthily

From Birth to Blossom

Over 40 Years

We Work Diligently

Step by Step

Created Glorious Results in Biotech Industry

With Passion and Persistence

We Vow to Glorify our Homeland-Taiwan

Missions

Health . Sharing . Caring

PBF Details

- Founded：January 7th, 1976 (46+ Years of Professionalism)
- IPO: January 23rd, 2018 Listed as Pharmaceutical (Ticker : 1760)
- Vertical Integration Converting R&D，Manufacturing、Brand & Channel Marketing，Diversification。
- Business Unit: New Drug、Medicine、Cosmeceutical、Nutriceutics、Antiseptics、Diagnostics and IVD
- Capital : NTD 857 Millions (Capital Increasing Issuance , 09/2021)
- Dual National Certified Pharmaceutical Company
  - Taiwan: Medicine PIC/S GMP + Cosmeceutical GMP + Nutrient Product (TQF)
  - Taiwan: Diagnostics Site + Microneedle Site
  - China: Cosmeceutical Factory & Antiseptic Factory
  - CHENG FONG CHEMICAL (API Production)

Employees: Taiwan (432)、China (86)

PBF Group-Six Strategic Business Unit

China PBF

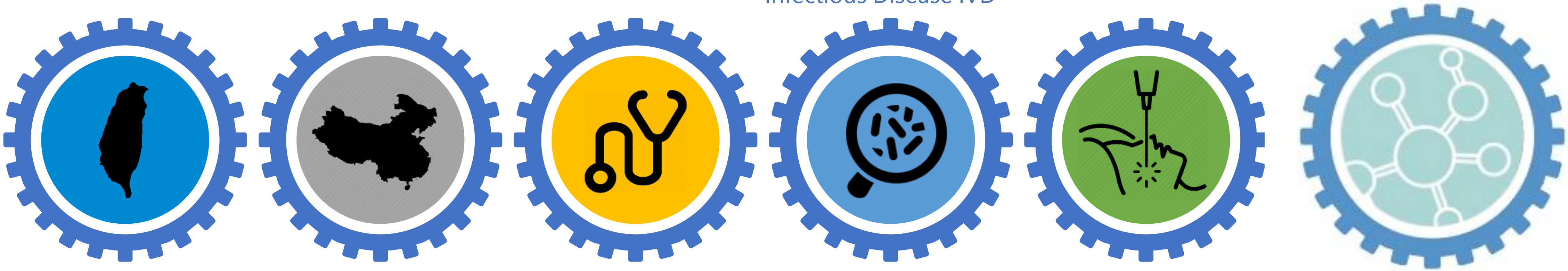
Observing Taiwan Experiences，
Structuring Sales Channels

Innovative Diagnostics

Infectious Disease IVD

API Business

Niche API Development



Taiwan PBF

Structuring Various Channels，
Duplicate Success to Other Regions

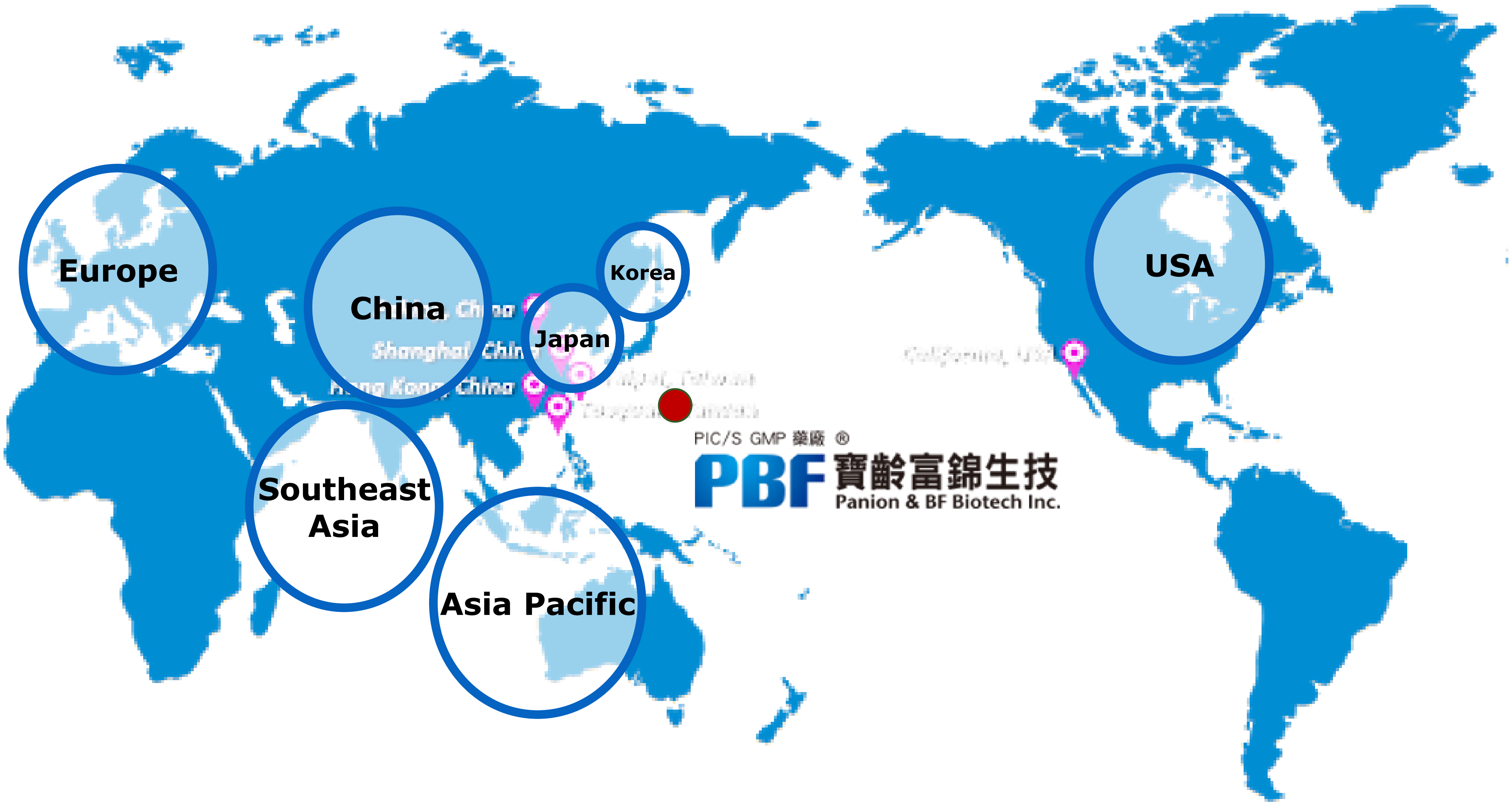
Innovative Medicine

Developing Niche New Drugs

Innovative Cosmethetics

Developing Niche/Profitable Products

寶齡立足台灣、放眼世界


Europe
China
Korea
Japan
USA
Southeast Asia
Asia Pacific
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健康

寶齡富錦新劑型科技平台

應用領域

- Lucrative市場產品/技術
- 依照使用者經驗/反饋
- 新劑型改良
- 快速上市

藥品	新藥	感染控制	醫美產品/醫材	檢驗試劑

健康

寶齡產品


專注於：
呼吸道及腸胃道檢測
重大疾病快速驗
疾病診斷
檢驗試劑
疾病治療
藥品
專注於：
腎臟科
泌尿科
皮膚科
疼痛科 (開發中)
PBF
專注於：
逆齡發展
微創手術
凍齡發展
健康保養
健康保健
延緩老化
抗衰老產品
疾病預防
消毒
專注於：
醫療院所市占率第一
居家環境消毒及口腔衛生
長照及看護中心 (開發中)

New Drug Development Division

Innovative Medicine

ACCUMULATED (SINCE 2015)

US$ 1+ BILLION

2022 GLOBAL SALES (US+JAPAN)

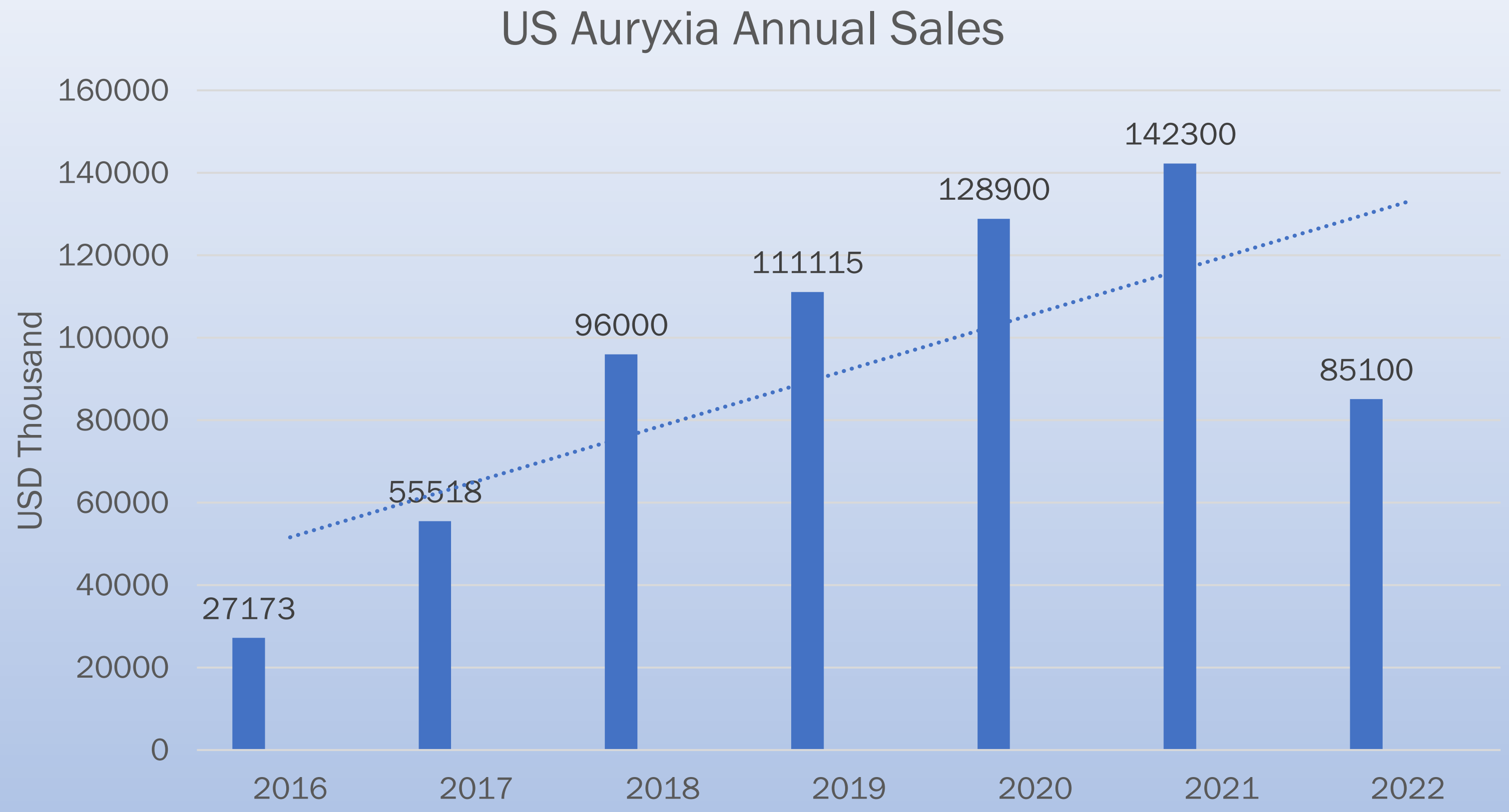
240+ MILLION

PHARMACEUTICAL GRADE FERRIC CITRATE

New Drug Development Division

US Auryxia Growth

- 2020 to 2021 YoY Growth Rate : 10.40% (Approx.)
- H1 2022 Total : USD 85,100 Thousand
- H1 2021 vs H1 2022 (Growth Rate : 34.23%)



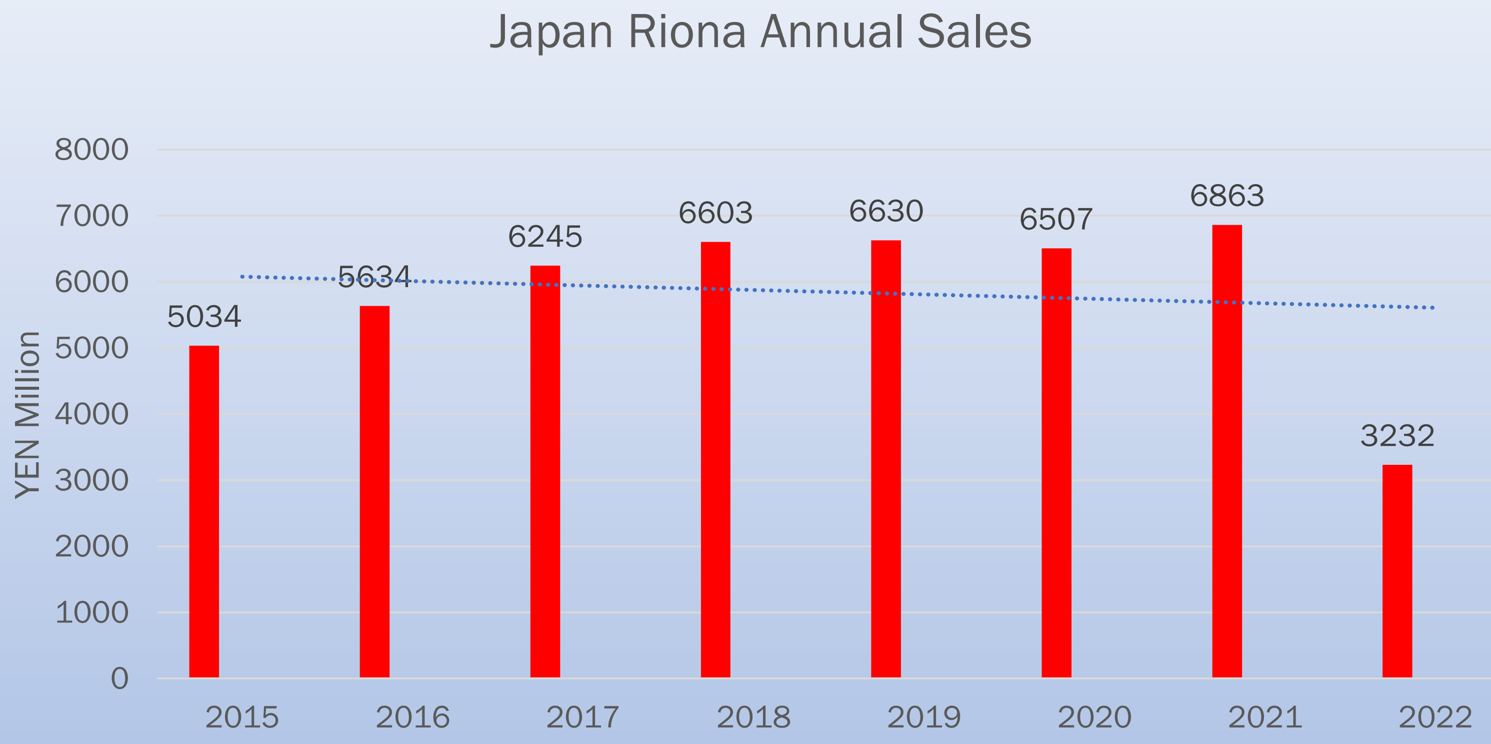
USD Thousand	Total Sales	Remarks
2016	27,173	
2017	55,518	
2018	96,000	
2019	111,115	
2020	128,900	
2021	142,300	
2022	85,100	Q1 : 41,400 Q2 : 43,700

Source : www.Akebia.com

New Drug Development Division

Japan Riona Growth

- 2020 to 2021 YoY Growth Rate : 5.47% (Approx.)
- H1 2022 Total : YEN 3,232 Million
- H1 2021 vs H1 2022 (Growth Rate : 2.09%)



YEN Million	Total Sales	Remarks
2015	5,034	
2016	5,634	
2017	6,245	
2018	6,603	
2019	6,630	
2020	6,507	
2021	6,863	
2022	3,232	Q1 : 1,453 Q2 : 1,779

Source : https://www.torii.co.jp/en/ir/library/tanshin/

New Drug Development Division

USA	Dual Indications Hyperphosphatemia Anemia	Doubling Profit Structure
JAPAN	Dual Indications Hyperphosphatemia Anemia	Q4 2022 Doubling Profit Structure
KOREA	Hyperphosphatemia	Q2 2022 NDA Obtained 2023 National Health Insurance Pricing Obtaining
EU	Hyperphosphatemia	Pending Akebia Announcement

- Actual Milestone and Schedule May Vary with Local Official Decisions
- Please Refer to Corporate (PBF) Announcements.

New Drug Development Division

THAILAND	Hyperphosphatemia	H2 2022 NDA Submission
Southeast Asia	Hyperphosphatemia	Negotiating
CHINA	Hyperphosphatemia	H2 2022 NDA Submission
TAIWAN	Dual Indications Hyperphosphatemia Anemia	Last Patient Out 2023 NDA (Anemia) Submission

- Actual Milestone and Schedule May Vary with Local Official Decisions
- Please Refer to Corporate (PBF) Announcements.

Innovative Diagnostics Business Division

Innovative Diagnostics

Innovative Diagnostics Business Division– Rapid Test (Launched)

Respiratory

- FLU AB
- Strep A
- RSV
- Covid-19 Antigen
- Covid-19 Antibody

Intestinal

- HP
- Rotavirus
- Adenovirus

- ➢ Screening Niche Products
- ➢ Utilizing Internal Platform for Swift Development
- ➢ Connecting with Internal Medical Experts with External Clinical Team for Swift Trial Success
- ➢ Consulting International Sales Partners for Swift Product Launching and Profitting

Innovative Diagnostics Business Division– Rapid Test (Developing)

Developing

Covid-19 New Variants (BA.4 / BA.5)

- Completed Positive Report in Lab Testing
- Pending Authoritative Report

Flu A+B+Covid 19 (ABC Rapid Test)

- Completed Positive Report in Lab Testing
- Pending Authoritative Report

HP (All-in-One Device)

- Completed Positive Report in Lab Testing
- Pending Authoritative Report

H2 2022

Innovative Cosmethetical Business Division

Innovative Cosmethetics

Innovative Cosmethetics – Development

HA Filler (Deep Skin Application)

- RD developing

2021 Global Market Size (USD 2.2B)

HA Booster (Shallow Skin Application)

- Formulation Ready

2021 Global Market Size (USD 941M)

Dermal Filler

- TFDA Approval
- Q4 2022 Pilot Study

2021 Global Market Size (USD 62M)

埋線拉提

- 規格確認，量產試製中。
- Taiwan - 預計2023 Q3取證
- China – Documents Reviewing (Completed) ; Laboratory Analysis Ongoing for Later Clinical Trial Submission

2021 Global Market Size (USD 48M)

Innovative Cosmethetics Business Division– Medical Device

HA Filler (Deep Skin Application)

- RD developing

2021 Global Market Size (USD 2.2B)

HA Booster (Shallow Skin Application)

- Formulation Ready

2021 Global Market Size (USD 941M)

PLLA dermal filler

- QMS approved by TFDA
- Submit Pilot study application in Q4 2022

2021 Global Market Size (USD 62M)

Thread Lifting

- Spec confirmed and batch trial production for registration
- Taiwan – plan to get TFDA approved in Q3 2023
- China – Documents Reviewing (Completed) ; Laboratory Analysis Ongoing for Later Clinical Trial Submission

2021 Global Market Size (USD 48M)

API Business Division

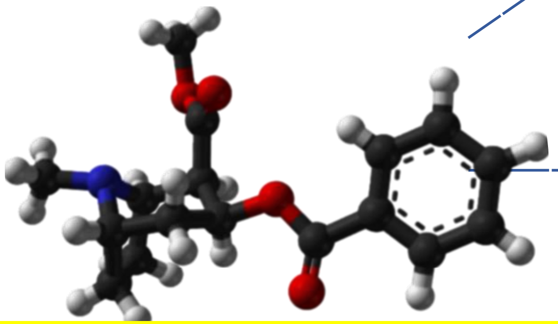
API

API Business Unit- Certificate and Production Planning

Ferric Citrate
- Taiwan (Supplied)
- Korea (H1 2022)
- China (H2 2023)
- USA (Soon – FDA DMF)

Pseudoephedrine
- USA
- 100 Tons Market Ready

Phenylpropanolamine
- 100 Tons Market Ready



➢ **Obtained 16+1 Certificates**

➢ Upscale Production Capacity
➢ Rescheme to Meet ESG Standards (Including USFDA)

1. Harmful Waste Treatment
2. Waste Water/Chemical Treatment
3. Waste Fume Treatment
4. Electricity-Saving
5. Water-Recycling

PBF-Taiwan Business Division

TW—PBF

PBF Taiwan Business Unit – Channel Marketing Strategy

- 243 Certificates

Professional Channel

Hospital<Nephrology+Dermatology+Antiseptics+Cosmetics+Medicine>

Clinics<Cosmetics+Regular>

Drug Stores

Internet Channel

TV Shopping

Internet Shopping

Group Sales

Physical Channel

Professional<Skin Salon+Hair Salon>

Consumer<Department Store+Supermarkets>

OEM Contract

OEM <Domestics/International>

- Applying New Products to Existing Channel Structures and Duplicate Success to Global Markets

PBF-China Business Division

China-PBF

PBF China - Products

Cosmetics

- Functional
- Certificate

Antiseptics

- Skin Cleansing
- Oral Hygiene's

Nutrients

- Taiwan Exports

PBF China- Niche Channel Marketing Strategy

Professional Channel

Hospital<Cosmetics+Dermatology>

Clinics<Cosmetics+Hair Specialty>

Physical Channel

Consumer<Skin Salon+Hair Salon>

Internet Channel

TV Shopping

Internet Shopping

Group Sales

OEM Channel

OEM Contract <Domestics/International>

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PBF China- Marketing Niche

Certificate

- Whitening Certificate
- Sun-Screening Certifcate

- ➢ Q3 2022 Certification
- ➢ Minimal Competitors

Ingredient

- Function-Certified ‧ Safety-First
- Ingredients <Green Labels>

- ➢ Obtained 3rd Party Certification
- ➢ Meet Highest Market Standard

Internet

- Not Affected by Official Crackdowns
- Specific Customer Group
- Product Strategies Suiting Customer-Needs

- ➢ Professional Product Background
- ➢ Specific Target Customer
- ➢ Meeting Real Customer Needs

PBF China– Market Outlook

➢Pandemic Influences

1. Since the end of 2019, China implemented strong Covid-19 quarantine measures
2. Consumer Purchasing Power Diminishing
3. Transportation Block
4. Inventory Depletion (Discounted Promotion)

➢Post-Pandemic Outlook後疫情展望

1. Consumer Purchasing Power Return
2. Niche Marketing Strategy < 11/11 & 12/12 Internet Shopping Festivals>

Conclusion

SWOT

Strength

- Continual R&D Investment
- Complete Development Platform
- Industrial Chain Integration
- Flexible R&D and Manufacturing Strategies

Opportunity

- Health Awareness Induced by Pandemic
- Post-Pandemic Consumer Behavior
- China – Leading Compliance with Ever-Changing Policies
- Fruit-Harvesting Era

Weakness

- China Quarantine Measures
- ESG Compliance
- Corporate Breadth & Depth

Threat

- Pandemic Influence
- Possible Registral Backup
- Specific Sector Growing Competition (Cosmetics & Nutrients)

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健 康　分 享　關 懷

寶齡相信，人人都應盡情享受生命的美好