

# Chunghwa Chemical Synthesis & Biotech Co., Ltd.



Third Quarter 2019 Investor Conference  
November 27, 2019

# Agenda



**2019 Q3 Financial Statement**

**Eason Wang**

**2019 Q3 Business Analysis & Future Outlook**

**Joseph Chen**

# Safe Harbor Notice



- CCSB' s presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.
- The forward-looking statements in this release reflect the current belief of CCSB' s as of the date of this release, we undertake no obligation to update these forward-looking statements for new information, future events or otherwise.

# Consolidated Income Statement

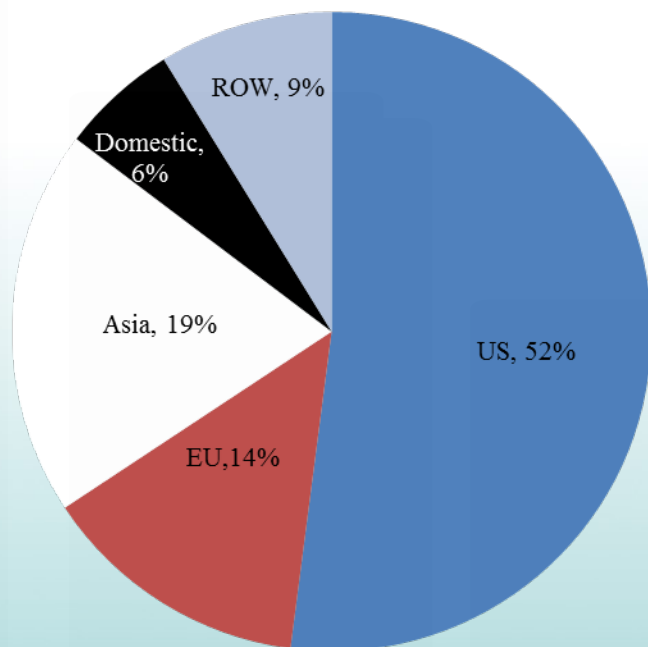


Item	2019/1-9		2019/1-6		2018/1-9		YOY %
	Amount	%	Amount	%	Amount	%	
Net Sales	880,509	100%	663,491	100%	787,277	100%	12%
Cost of Goods Sold	546,325	62%	432,605	65%	530,820	67%	3%
Gross Profit	334,184	38%	230,886	35%	256,457	33%	30%
Operating Expense	257,454	30%	177,910	27%	233,891	30%	10%
Operating Profit	76,730	8%	52,976	8%	22,566	3%	240%
Net Non-operating Income(Expenses)	24,185	3%	17,866	3%	219,720	28%	-89%
Profit before Tax	100,915	11%	70,842	11%	242,286	31%	-58%
Net Profit	80,134	9%	54,644	8%	238,430	30%	-66%
Net Profit Attributable to Owners of Company	80,041	9%	54,544	8%	238,383	30%	-66%
Basic EPS(NT\$)	1.03		0.70		3.07		-66%

# 2019 Q1-Q3 Sales Distribution By Region



■ US ■ Europe □ Asia ■ Domestic ■ ROW



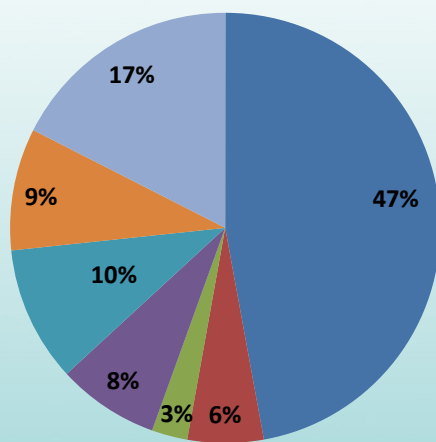
- **US:**  
MMF, EVE, MCB, Rapa
- **Domestic:**  
FK506, GGE
- **Asia:**  
FK506, EVE, Rapa
- **Europe:**  
CAS, EVE

# Share of Revenue by Key Products



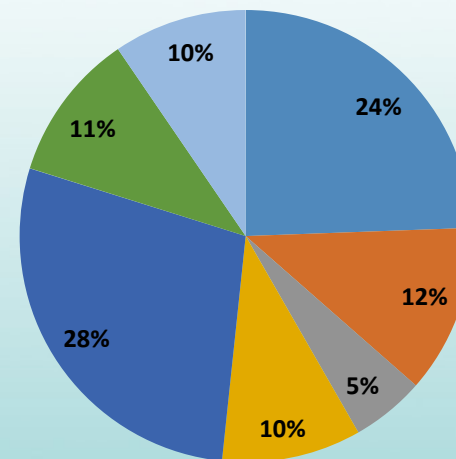
## 2018 Q1- Q3

■ MMF ■ MCB ■ RAPA ■ FK506 ■ EVE ■ CAS ■ Others

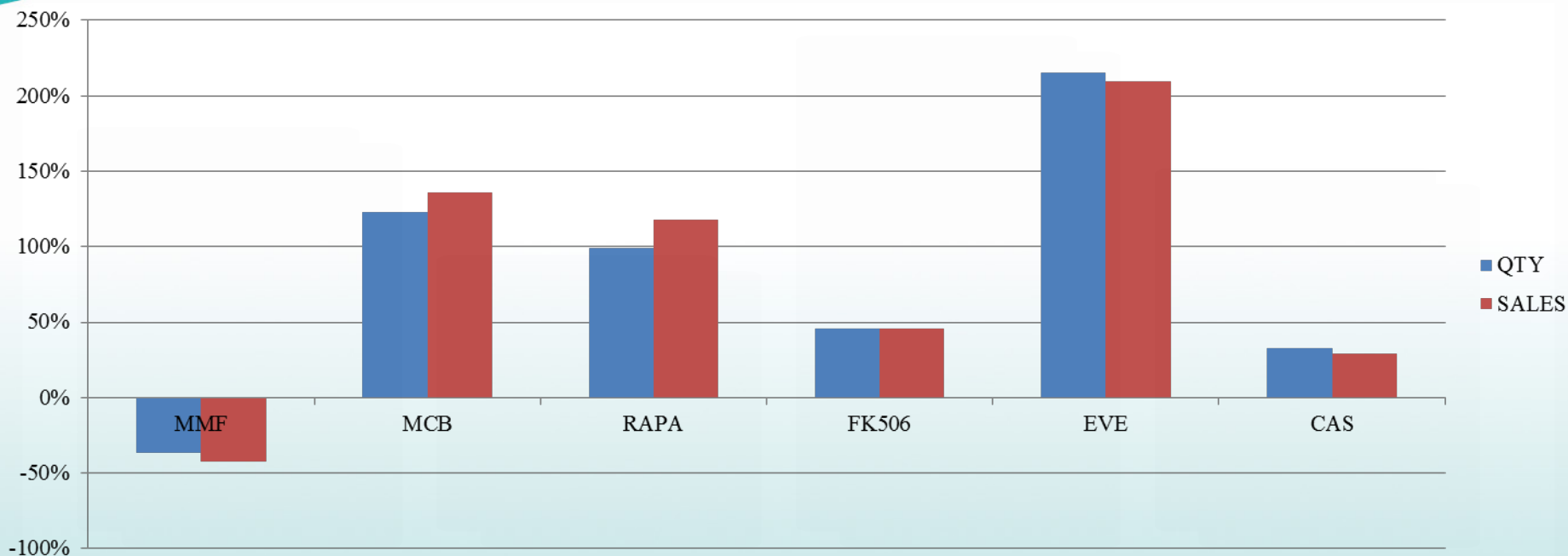


## 2019 Q1- Q3

■ MMF ■ MCB ■ RAPA ■ FK506 ■ EVE ■ CAS ■ Others



# Growth of Key Product 2019 Q1-Q3 vs. 2018 Q1-Q3

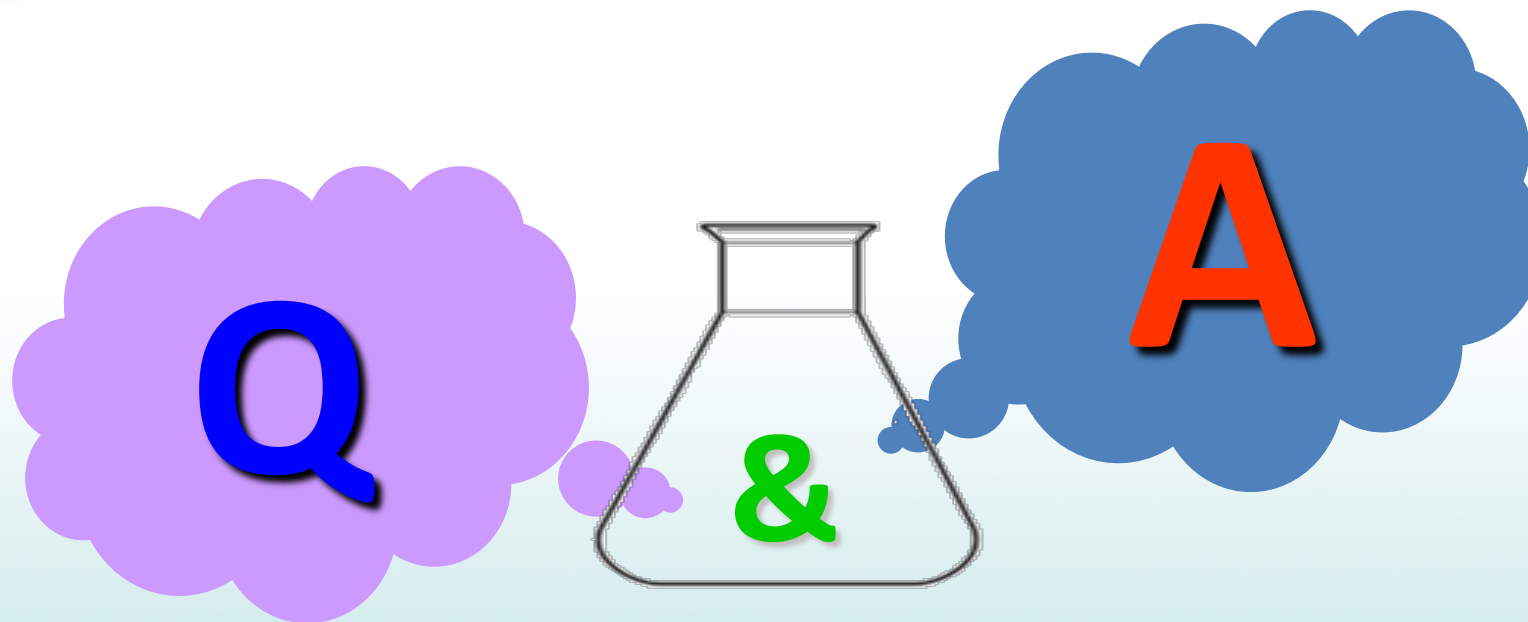


	MMF	MCB	RAPA	FK506	EVE	CAS
QTY	-37%	123%	99%	46%	215%	33%
SALES	-42%	136%	118%	46%	210%	29%

# Future Outlook



- Process optimization, strain improvement and capacity increase of key products, Everolimus, Tacrolimus, Mycophenolate, Caspofungin and rapamycin will be completed and validated, which will further boost market penetration and share.
- Launch of P4 products, Everolimus and Icosapent, for organ transplantation, breast cancer and hyperlipidemia, which will boost income and profit over the next 3 years.
- Short term increase of revenue from CDMO/CMO
- Increasing presence of CCSB in synthetic peptide market
- Development of osteoporosis, anti-coagulant, and breast cancer for P3 opportunities. (3-5 years); Development of new products in categories of immunology, oncology, nephrology and gastroenterology. (5-10 years)



**Thank You!**