Lotus

LOTUS PHARMACEUTICAL

Asian-based Pharmaceutical Company with Global Reach

1795.TT

2025

Safe Harbor Statement

Except for historical information contained herein, the matters set forth in this presentation are forward looking statements that are subject to risks and uncertainties that could cause actual results to differ materially. These forward looking statements are not based on historical facts but rather on management's expectations regarding future growth, results of operations, performance, future capital and other expenditures, competitive advantages, business prospects and opportunities. Statements in this presentation about our future plans and intentions, results, level of activities, performance, goals or achievements or other future events constitute forward looking statements. Wherever possible, words such as "anticipate", "believe", "expect", "may", "could", "will", "potential", "intend", "estimate", "should", "plan", "predict", or the negative or other variations of statements reflect management's current beliefs and assumptions and are based on the information currently available to our management. **Investors are cautioned not to place undue reliance on these forward looking statements, which are made as of the date of this presentation** and we assume no obligation to update or revise any forward looking statements.

Lotus is well positioned on the growth path

250+
commercial Products

- Marketed in **70+** countries
- B2C in Asia
- B2B for export

3
Manufacturing sites

- USD75m Capex investment in 2019-2023
- TW facility - GMP certifications from US FDA, EMA, PMDA and ANVISA

~30
R&D pipeline

- 2 R&D centers
- Complex Gx
- Oral Oncology
- USD34m investment in 2023

20+
BD deals signed every year

- USD66m spending in 2023
- Brands, 505b2, NCE, biosimilars & Gx
- Acquisition, licensing, distribution & co-development

100+
Global partnerships

- MNCs – Eli Lilly, Novartis, Takeda, Astra Zeneca
- Global and regional leading pharma companies – Alvogen, Vivus, Sandoz, Stada, Zentiva, SteinCares, Delpharm etc.

1,400
Employees

- 450+ S&M
- 500+ Operation & Quality
- 100+ R&D
- 60+ RA

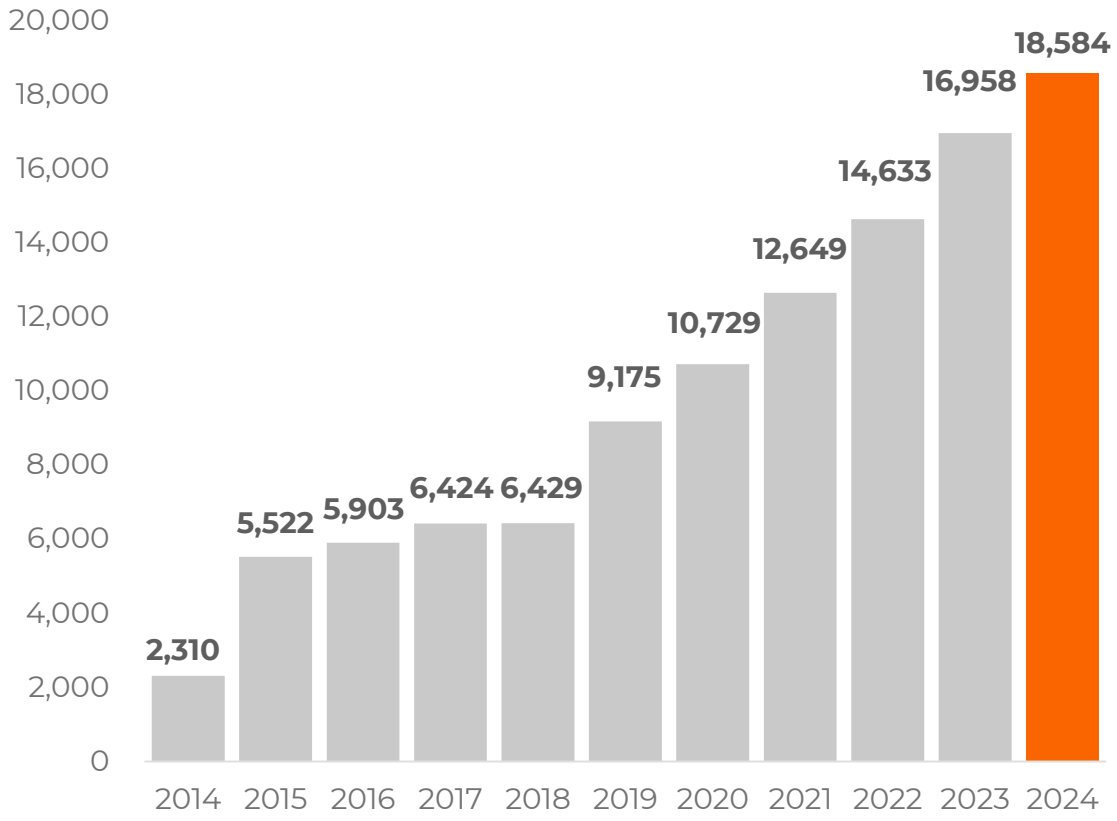
From a single market company with $20m sales 10 years ago to US$500mn in 2024

Actively seeking for Southeast Asia opportunities

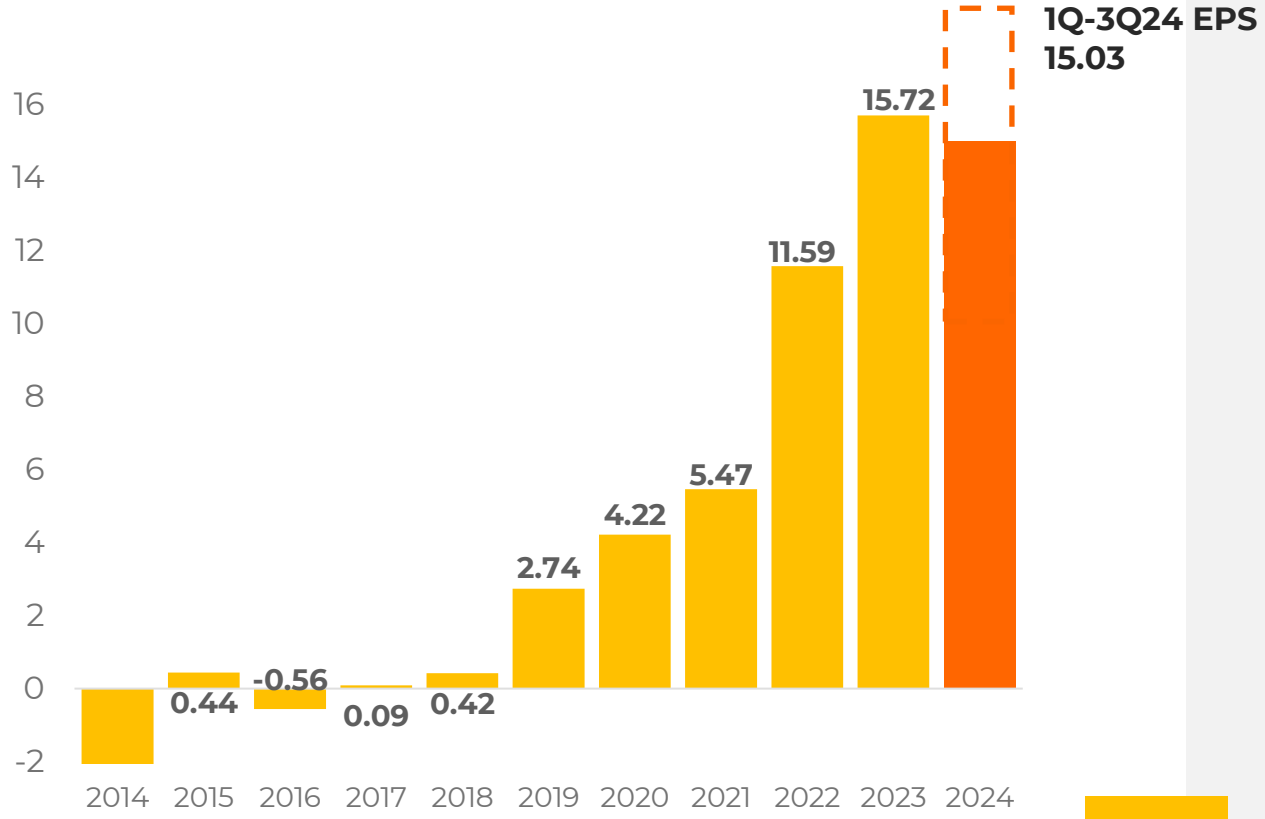
Major milestons of Lotus

Lotus Transformation

Revenue in 2014-2023 (NT$MN)



EPS in 2014-2023 (NT$)



Experienced Management Team

20+

PETAR VAZHAROV
Chief Executive Officer

Actavis · Alvogen

20+

BJARTUR SHEN
Chief Financial Officer

Íslandsbanki · Alvogen

20+

VALERIE LAU
Chief Commercial Officer

ASCENSIA Diabetes Care · sanofi · MENARINI group

15+

VAMSI KIRAN KOSARAJU
Chief Operations Officer

KOTRA PHARMA · teva

20+

JAVIER TORREJON NIETO
VP of Global Portfolio Management

Galenicum (believe in life)

20+

MANISH CHAWLA
Vice President R&D

Dr. Reddy's · zydus

20+

EDIN BULJUBASIC
General Counsel

Alvogen

15+

JULIA LIN
Senior Director Regulatory Affair

with Lotus since 2007 after graduated with BS in Biomedical Toxicology from University of Guelph

15+

PRASHANT GODSE
Vice President Business Development

Cipla · accord (We make it better)

8

SNAEVAR VIDISSON
Director Export B2B Business

CREDIT SUISSE (Part of UBS Group)

20+

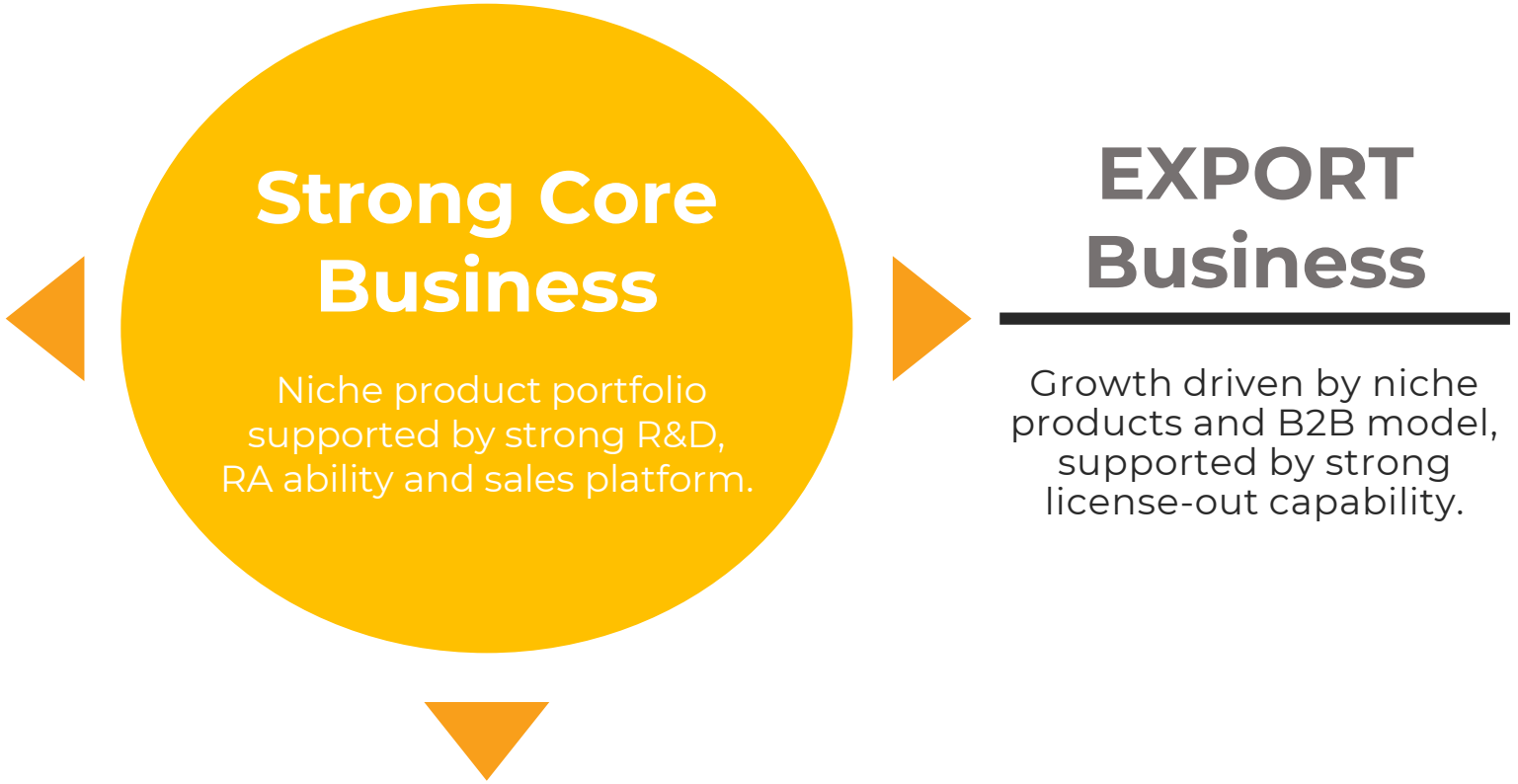
FIONA
Human Resource Senior director

hitron · NYCOMED

Years of Pharmaceutical industry experience

Lotus

Strong Core Business supported by Two-Pronged Expansion Strategy



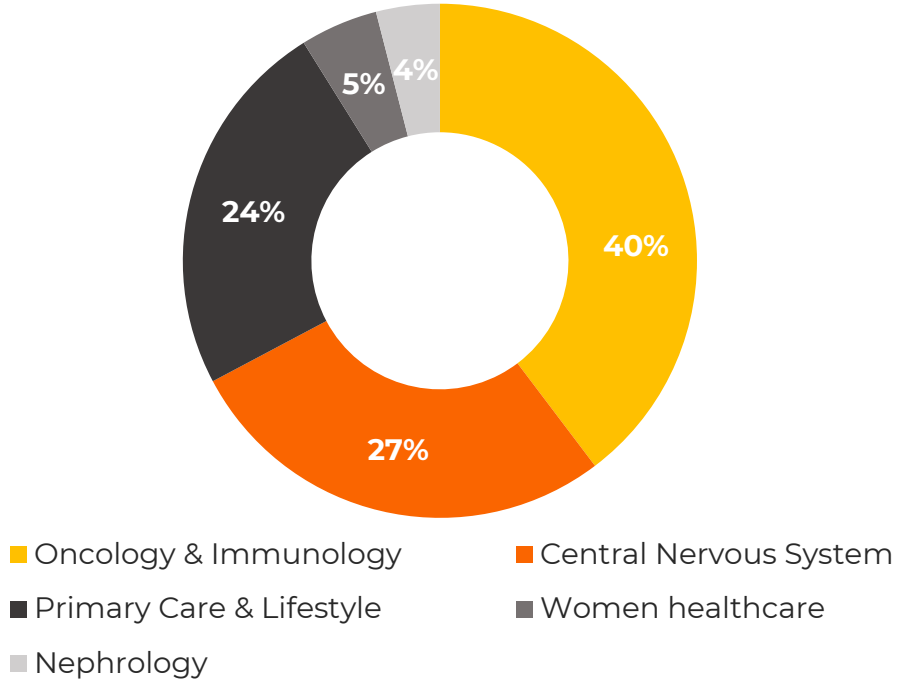
Maximizing Company Value

Lotus

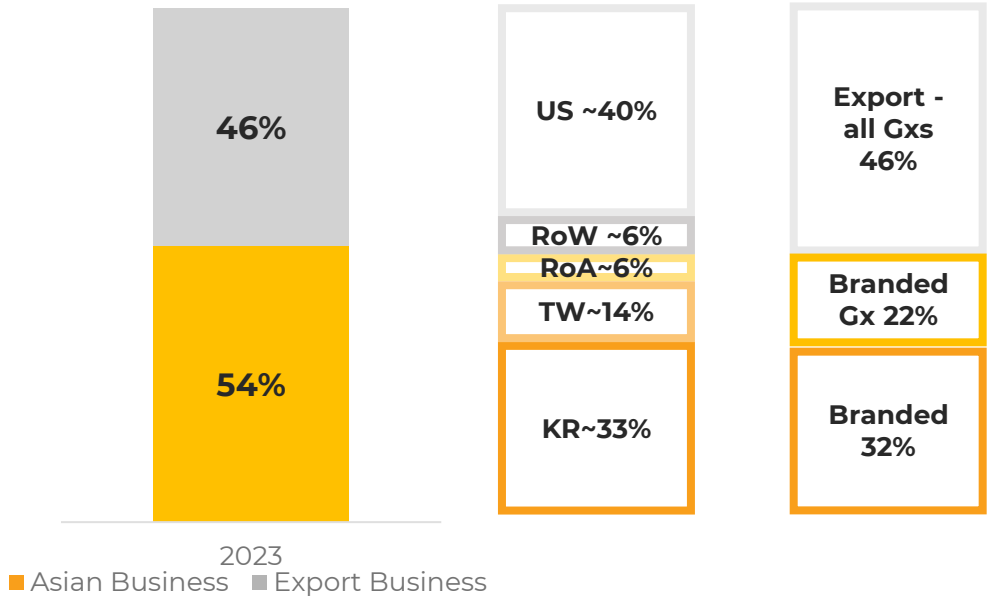
Diversification Across Therapies And Markets

Diversified Portfolio

2023 Revenue Breakdown by TA



Revenue Breakdown by Market



Note: From Q3'23, Anti-obesity, Cardiovascular, Urology, Allergy and others consolidated into "Primary Care and Lifestyle"
RoA= rest of Asia, including SEA, China, Japan, India sales

Commercial Infrastructure In APAC

Korea

- **12** sales offices with 216 S&M FTE
- Focused TAs - Oncology, anti-obesity, nephrology, CVS, CNS and WHC
- Exclusive distributor of AstraZeneca's Seroquel®, Zoladex®, Arimidex®, Casodex® and Orion's Stalevo® and Comtan®
- Successfully built a blockbuster weight-loss brand Qsymia®

Vietnam

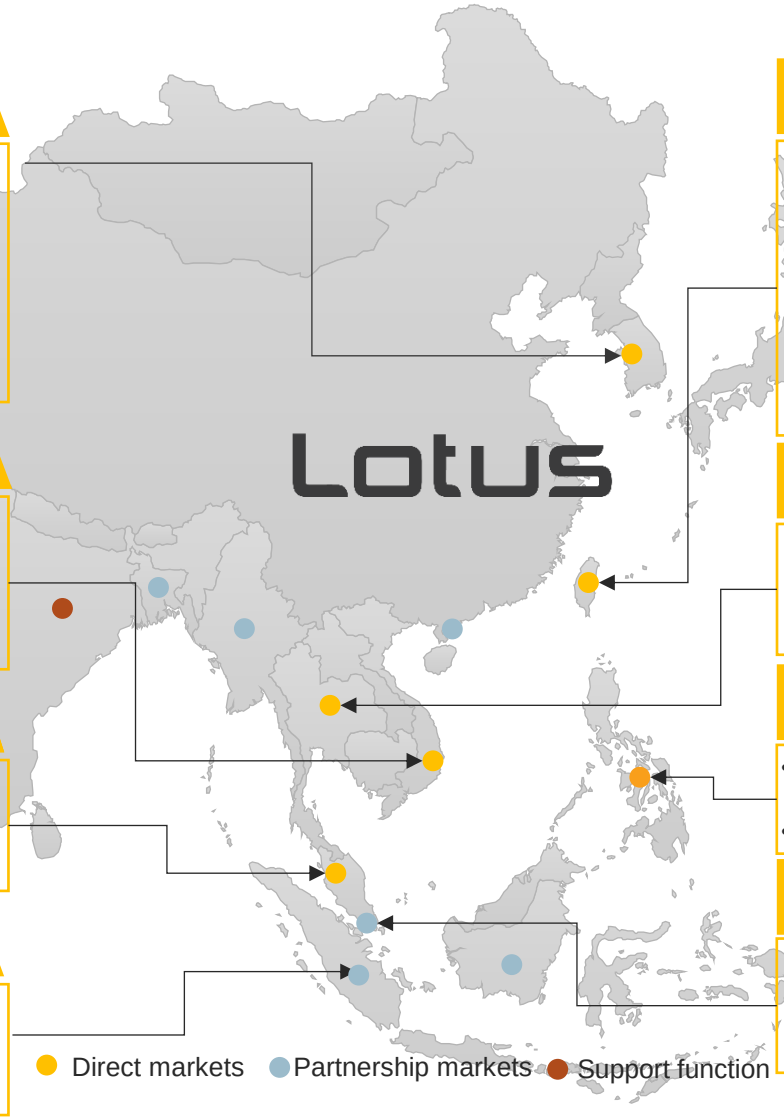
- **Own Rep office** with GM, RA, SCM and other support functions for commercial operations
- Established team in place to handle both originator products like Stalevo® and generic products with oncology as priority

Malaysia

- **100% owned entity** and current operations via Hybrid partnership model
- Local team being enhanced for the upcoming new launches

Indonesia

- Acquired brands like Stalevo® and current operations via Hybrid model
- Pipeline includes biosimilars and generic products



Taiwan

- **3** sales offices with S&M FTE of 131
- **Global R&D center** focusing on oral oncology, complex Gx, and 505(b)2
- Focused TAs - CNS, osteoporosis, oncology and anti-addiction
- Successfully built block buster brands (e.g. Myseryl®, Arheuma®)
- Revitalized brands like Aclasta®, Cialis® and Alimta® post acquisition

Thailand

- **82 S&M FTE** covering all hospital and retail channels nationwide
- Focused TAs – Ophthalmology, respiratory and oncology

Philippines

- **Own entity** with 12 S&M FTE for Oncology and CNS portfolio
- Hybrid model for therapeutic area products

Singapore

- **Regional Hub** for majorly tender driven markets namely Singapore and Hong Kong **with own entity,** and partnerships in Pakistan, Bangladesh & Sri Lanka

High Quality Manufacturing Facilities

US FDA, EU EMA, PMDA,TFDA & PIC/S certified

Nantou Plant

Facility Size	84,000 sq. ft.
Production Capabilities	• Generic tablets, hard capsules and soft gel capsules • Generic high potency tablets, hard capsules and soft gel capsules
Current products	57 molecules / 480 SKU's
Capacity	• Maximum at c.500 million units (tablets/capsules) • Utilization rate ~70%

Hyangnam Plant

Facility Size	150,000 sq. ft.
Production Capabilities	• Tablets • Coated tablets • Hard capsules • Powders
Current products	54 molecules / 279 SKU's
Capacity	• Maximum at c.800 million units (tablets/capsules) • Utilization rate ~60%

Gongju Plant

Facility Size	75,700 sq. ft.
Production Capabilities	• Tablets • Coated tablets • Hard capsules • Powders, Granules
Current products	25 molecules / 83 SKU's
Capacity	• Maximum at c.500 million units (tablets/capsules/powders/granules) • Utilization rate ~50%

R&D capability

Two RD setups and talent 120 + scientists based in Taiwan/India/Korea

- Fully functional site in Taiwan
- New RD center (spread over 20000 sq feet) in India start functioning from Q3/Q4 2024.
- Teams include Analytical, Product Development, Clinical, Intellectual property, Project Management, Development Quality
- Fully-equipped laboratories with spray dryer, Hot melt extruder, Air jet mill, High shear granulator, HPLCs, GC, XRD, DSC, Lab scale soft-gel encapsulator, LCMS (under procurement) etc.

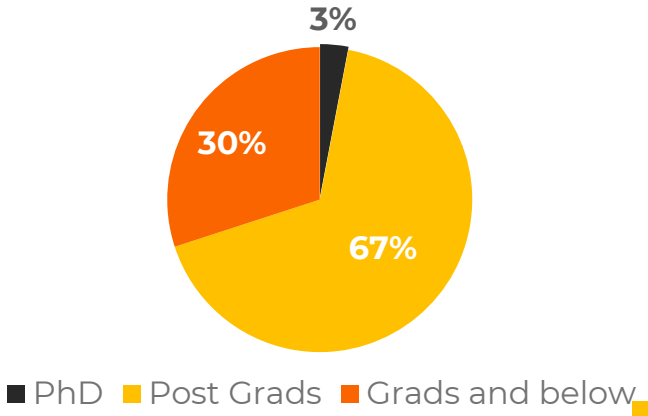
Well-defined product selection and robust pipeline w 10% revenue investment annually

- Close collaboration with Portfolio, business teams in identifying niche, difficult-to-develop oncological and non-oncological products
- Product development for Global markets with a strong focus for US/EU/APAC
- Portfolio encompasses a mix of Early development, FTF, generics and 505(b)(2)s

Integration of the R&D platform with solid oral (oncological and soft-gel) mfg facility certified by major regulatory authorities.

(US FDA/EMA/PMDA/TFDA/ANVISA/others)

Emp. Qualification



Strong B2B Network – ex-APAC

2019 To Date

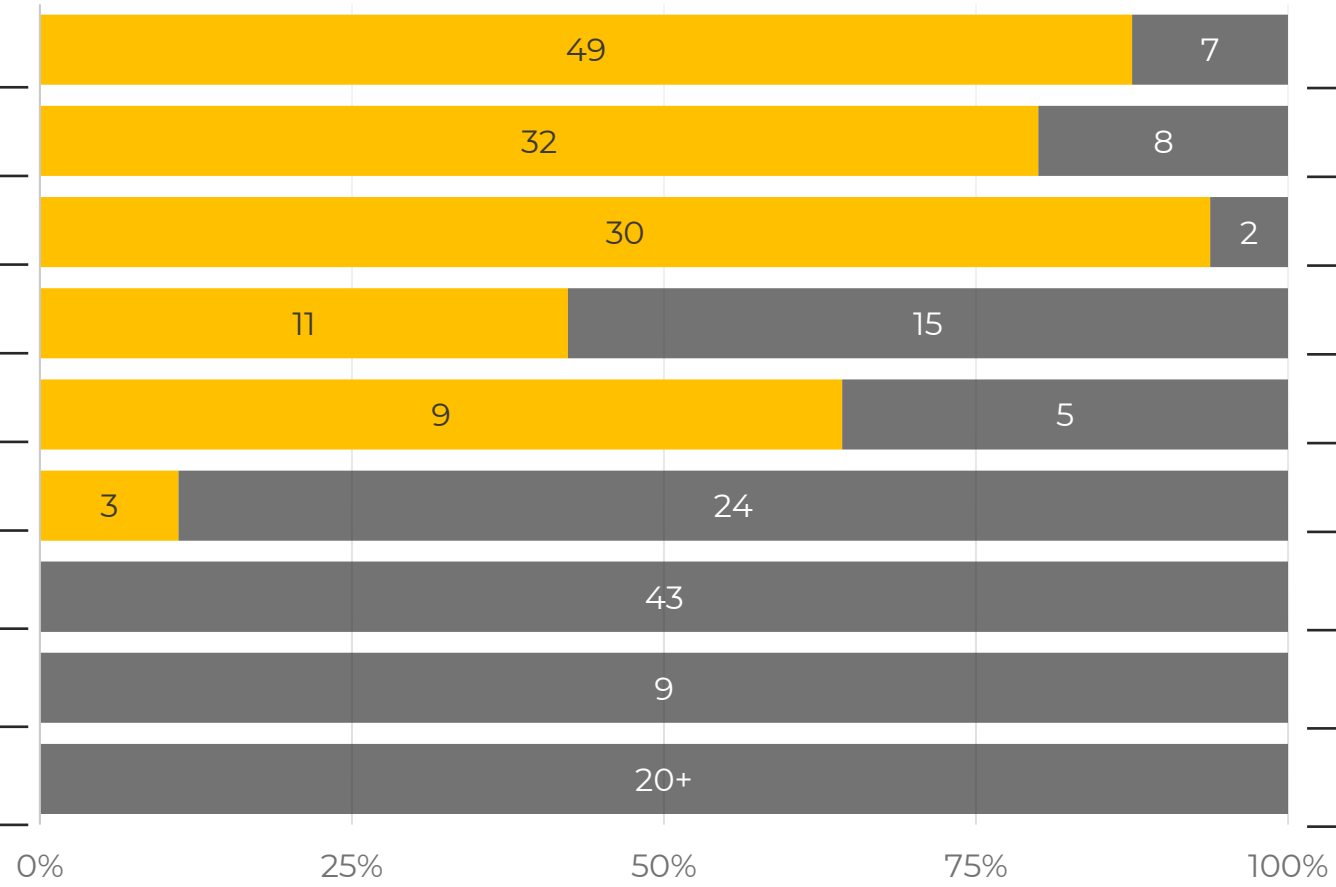
265
Licensing deals signed

160+
Markets

30+
Products

Global Rollout Of Commercial Products

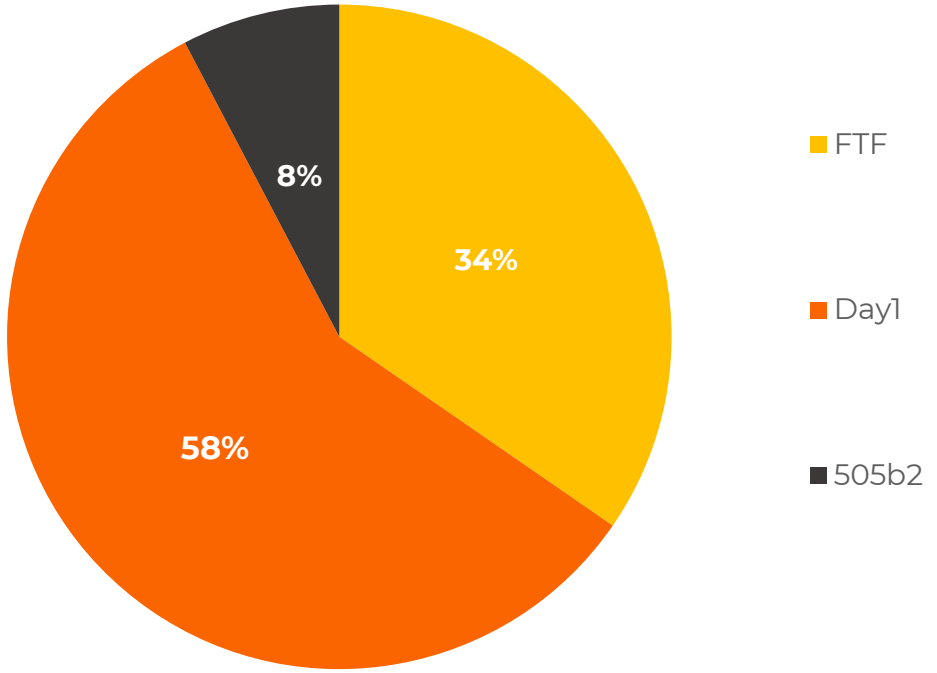
Product	Indications	IQVIA market size (US$mn)	% of target markets launched
Lenalidomide	Multiple myeloma	10,000	88%
Gefitinib	Lung cancer	4+	80%
Vinorelbine	NSCLC	28+	94%
Enzalutamide	Prostate cancer	145+	42%
Sunitinib	Rare kidney cancer	45+	64%
Pomalidomide	Multiple myeloma	900+	11%
Nintedanib	Idiopathic pulmonary fibrosis	3,500+	NA
Midostaurin	Acute myeloid leukemia	510+	NA
Tofacitinib	Rheumatoid arthritis	380+	NA



High-barrier R&D pipelines focus on oncology products

	R&D pipelines
Oncology & Immunology	19
Central Nervous System	
Primary Care & Lifestyle	6
Women healthcare	
Nephrology	1

Product type in RD pipelines

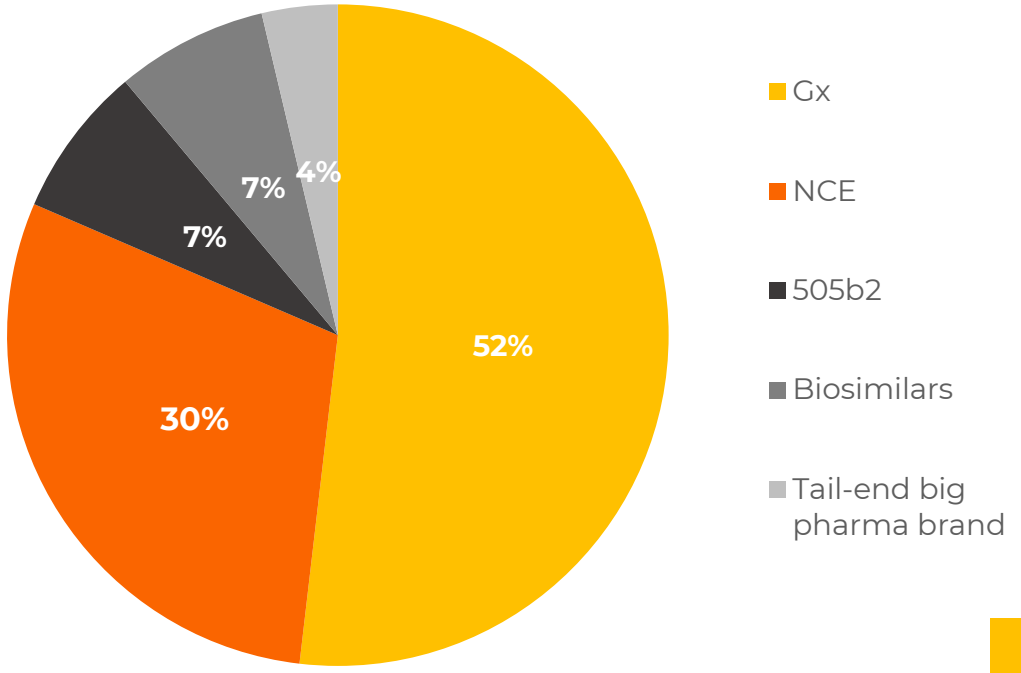


**Primary Care & Lifestyle: Anti-obesity, Cardiovascular, Respiratory & Allergy, Endocrinology & Diabetes, Others Therapeutic Area*
***as of 3Q24*

Building Hybrid Pipeline Portfolio Through Strong Business Development Ability

	BD deals (including advance discussion)
Oncology & Immunology	7
Central Nervous System	4
Primary Care & Lifestyle	13
Women healthcare	1
Nephrology	2

Product type in BD pipelines



*Primary Care & Lifestyle: Anti-obesity, Cardiovascular, Respiratory & Allergy, Endocrinology & Diabetes, Others Therapeutic Area
*as of 3Q24

Fueling Sustainable, Double-Digit Profit Growth