

# Abnova (Taiwan) Corp. (4133.TW)

## 2023 Investor Conference

2023/11/29

Innovate through Integrated Solutions

[www.abnova.com.tw](http://www.abnova.com.tw)



# Safe Harbor Notice

The following pages contain projections & estimates of financial information as well as market and product developments for future periods. These projections & estimates are based on information currently available which we believe to be reliable, but they involve risks & uncertainties. Our actual results of operations & financial condition may differ significantly from those contained in the projections & estimates. The projections & estimates should not be interpreted as legally binding commitments, but rather as flexible information subject to change occasionally.

# Our Agenda

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## Abnova Company Profile

About us - Our history and archives

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## Abnova Financial Results

Financial results, revenue by product

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## Abnova Product Family

The latest product development progress in 2023

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ABNOVA

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## Abnova Company Profile

# Company Profile

**Company name:** Abnova Corporation  
**Founded Date :** January 4th, 2002  
**Public Listing Date :** December 28th, 2009 (TWSE: 4133)  
**Headquarter :** 9th Floor, 108 Zhouzi St., Neihu Dist., Taipei City, Taiwan (ROC)  
**Factory Address:** No. 326-8, Sec. 4, Zhongzheng Rd., Zhongli Dist., Taoyuan City 320, Taiwan (R.O.C.)  
 Neihu GMP Factory: 9F, No. 112 & 114, Zhouzi St., Neihu Dist., Taipei City, Taiwan (ROC)  
**Paid-up Capital :** 605 million NTD  
**Chairman:** Wilber Huang  
**Employees:** Approx. 110 persons

**Business Plans:**  
 Phase I (2002-2008): Antibody Bank  
 Phase II (2009-2013): Antibody and System Integration  
 Phase III (2014-2016): Specialized Reagents  
 Phase IV (2017-beyond): Therapeutics

**Antibody Bank:**

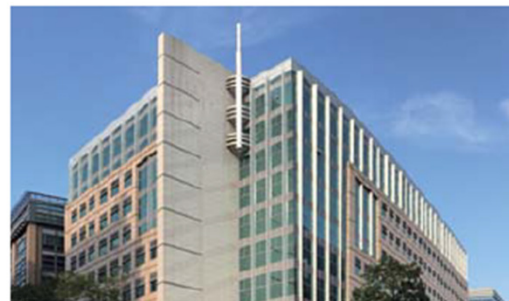
- Mouse MaxPab® Antibody
- Mouse Monoclonal Antibody
- Mouse Polyclonal Antibody
- Conjugate Antibody
- Secondary Antibody
- Ab Pairs for ELISA
- Kits
- Rabbit MaxPab® Antibody
- Rabbit Monoclonal Antibody
- Rabbit Polyclonal Antibody
- Antibody Planar Array
- Tag Antibody
- Ab Pairs for IP-WB
- Proteins and Peptides

**Systems & Automations:**

- CytoQuest™ CR
- CytoView™

**Specialized Reagents:**

- Recombinant Antibody
- Nanobody
- mutaFISH™ Probe
- mRNA
- circRNA
- circRNA Sponge
- miRNA Probe
- Enzyme and Buffer



## Headquarter

🏠 9th Fl., No.108, Jhouzih St.  
 Neihu Dist., Taipei City  
 114 Taiwan  
 ☎ +886-2-8751-1888  
 📠 +886-2-6602-1218  
 ✉ sales@abnova.com

## Manufacturing and SPF Facility

🏠 No. 326-8, Sec. 4,  
 Zhongzheng Rd.  
 Zhongli Dist.,  
 Taoyuan City 320 Taiwan



## Abnova USA, Inc.

🏠 One Broadway,  
 14th Floor  
 Cambridge, MA  
 02142

ABNOVA

# Website

**Abnova** Products Services Support Connection About Us [Quick Order](#)

## Human CD3/CD28 ActiveBeads™

Activating Potential, Redefining Flexibility

**ActiveBeads™** **Resting T cell** **Activated T cell**

4 μm

Anti-CD28 CD28

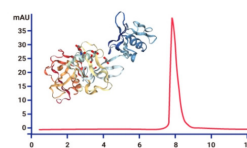
Anti-CD3 CD3/TCR

All categories Search by Gene Name, ID, Catalog #, Alias

## November New Products

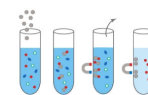
Enjoy 10% off on the New Products. Get the most out of Abnova new bioreagent tools!

[Learn More →](#)



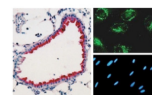
### Highly Pure Bioactive Proteins

150+ Bioactive proteins of high purity analyzed with HPLC



### Versatile Magnetic Microspheres

7+ Magnetic microspheres for precise research applications



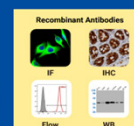
### Innovative Assay Kits and Reagents

30+ Kits and reagents for autophagy detection, cell staining, protein labeling, and more

## Solutions & Services

We provide total solutions to researchers in multidisciplinary areas

[Learn More →](#)



## Systems & Automations

Optimize scientific research with integrated platforms

[Learn More →](#)

## AbVideo™

Spirator™ 48 mRNA Oligo (dT) Purification

[Learn More →](#)

ABNOVA



# Products Lines

We Provide Best Solutions for Your Research



## Reagents

130,000+ Products 47,000+ Cited Publications

- | Antibodies | Proteins | ELISA/Assay Kits |
- | FISH/mutaFISH™/ CISH/miRNA Probes |
- | circRNA Sponges | IVT mRNA Reagents |



## Comprehensive Custom Services

- | Peptide Services | Protein Expression | Antibody Production |
- | Nanobody Production | Antibody Humanization |
- | Pseudovirus Neutralizing Antibody Assay |
- | Orthotopic and PDX Animal Models |
- | circRNA Sponge | miRNA Probe |



## Systems & Instruments

- | Precipitor™ 32 Plus : DNA Purification |
- | Spiraltor™ 48 : mRNA/circRNA Purification |
- | CytoQuest™ CR : Tumor Cell Isolation |
- | CytoView™ : All-in-One Imaging System |
- | LiquidCell™ : Tumor Cell Negative Enrichment |

2



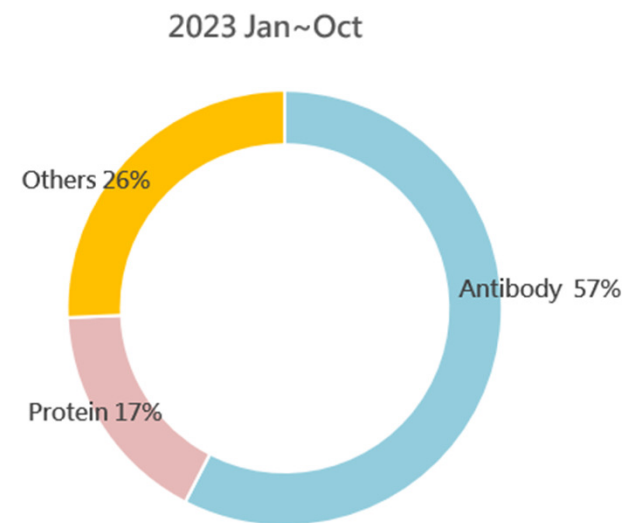
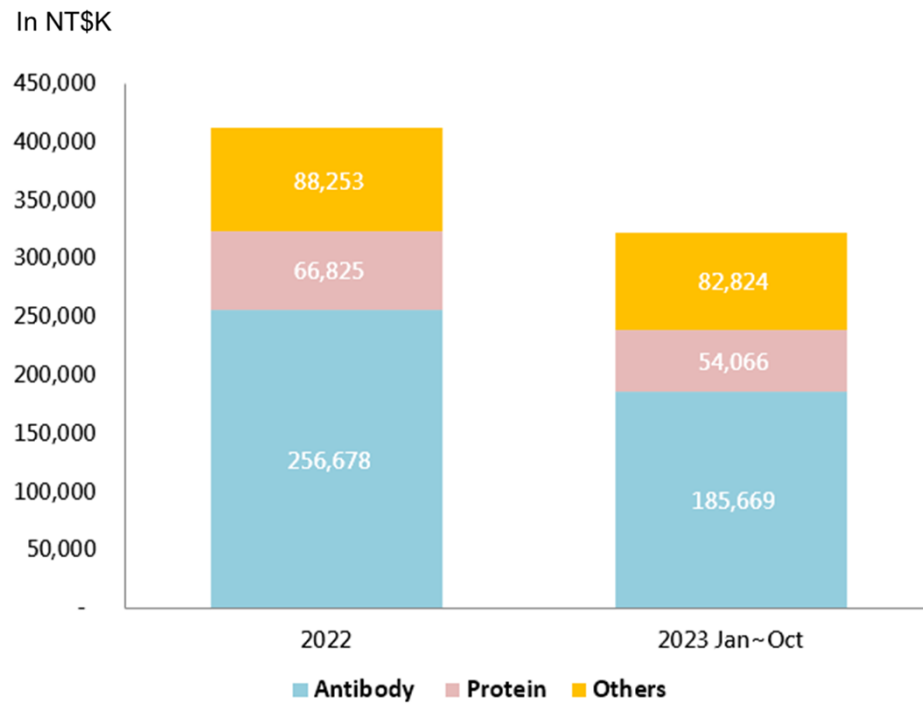
## Abnova Financial Results



# Consolidated Income Statement

|                                  | Q3 '23  | %       | Q3 '22  | %       | Q1~Q3 '23 | %       | Q1~Q3 '22 | %       | Q1~Q3 YOY |
|----------------------------------|---------|---------|---------|---------|-----------|---------|-----------|---------|-----------|
| Net Revenue                      | 93,898  | 100.00% | 101,602 | 100.00% | 288,076   | 100.00% | 303,778   | 100.00% | -5.17%    |
| Cost of Revenue                  | 53,286  | 56.75%  | 52,429  | 51.60%  | 159,342   | 55.31%  | 156,719   | 51.59%  | -1.67%    |
| Gross Profit                     | 40,612  | 43.25%  | 49,173  | 48.40%  | 128,734   | 44.69%  | 147,059   | 48.41%  | -12.46%   |
| Operating Expense                | -34,198 | -36.42% | -34,378 | -33.84% | -95,360   | -33.10% | -101,391  | -33.38% | 5.95%     |
| Operating Income                 | 6,414   | 6.83%   | 14,795  | 14.56%  | 33,374    | 11.59%  | 45,668    | 15.03%  | -26.92%   |
| Non-Operating Income and expense | 8,089   | 8.61%   | 21,032  | 20.70%  | 14,100    | 4.89%   | 37,921    | 12.48%  | 62.82%    |
| Income before Tax                | 14,503  | 15.45%  | 35,827  | 35.26%  | 47,474    | 16.48%  | 83,589    | 27.52%  | -43.21%   |
| Income after Tax                 | 10,152  | 10.81%  | 26,872  | 26.45%  | 32,891    | 11.42%  | 63,025    | 20.75%  | -47.81%   |
| Basic EPS after Tax              | 0.17    |         | 0.44    |         | 0.54      |         | 1.04      |         |           |

# Revenue Breakdown by Product

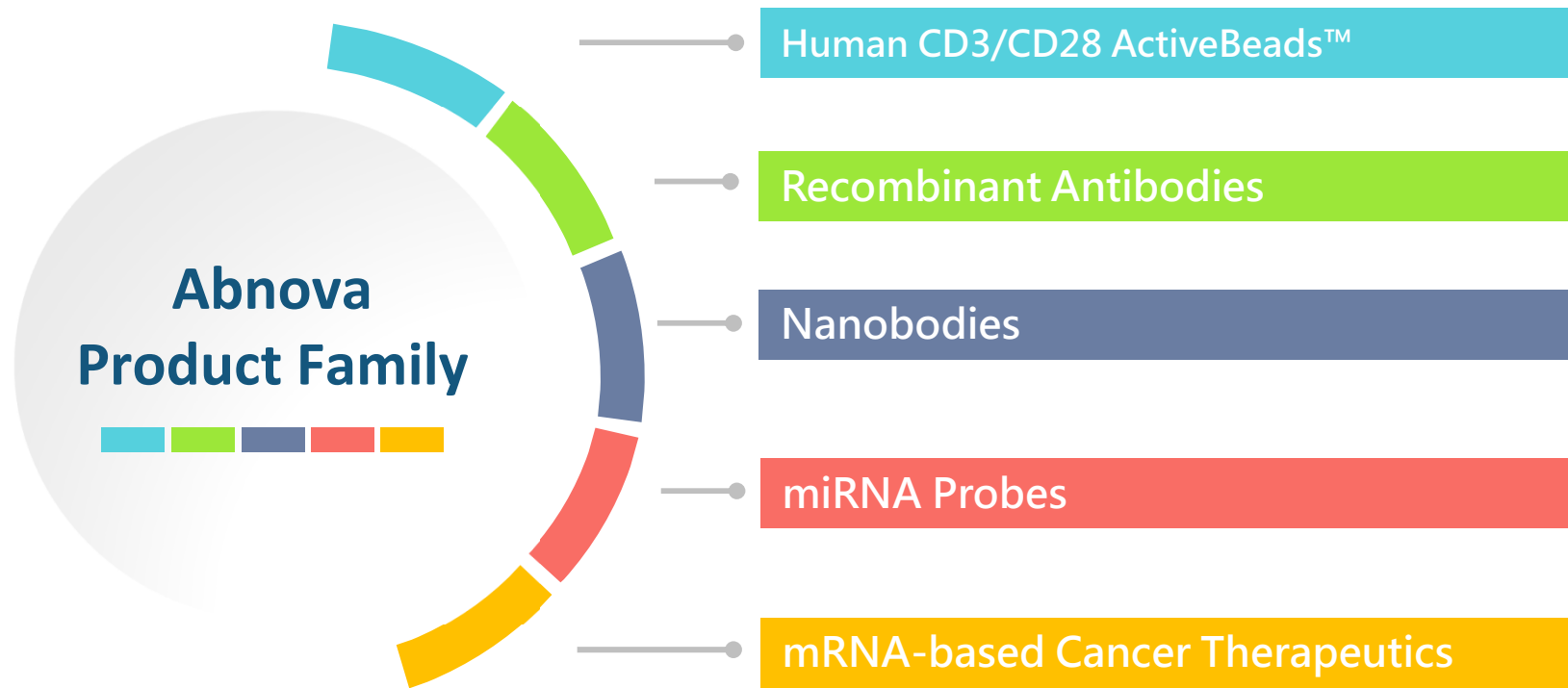


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## Abnova Product Family

# Abnova Product Family

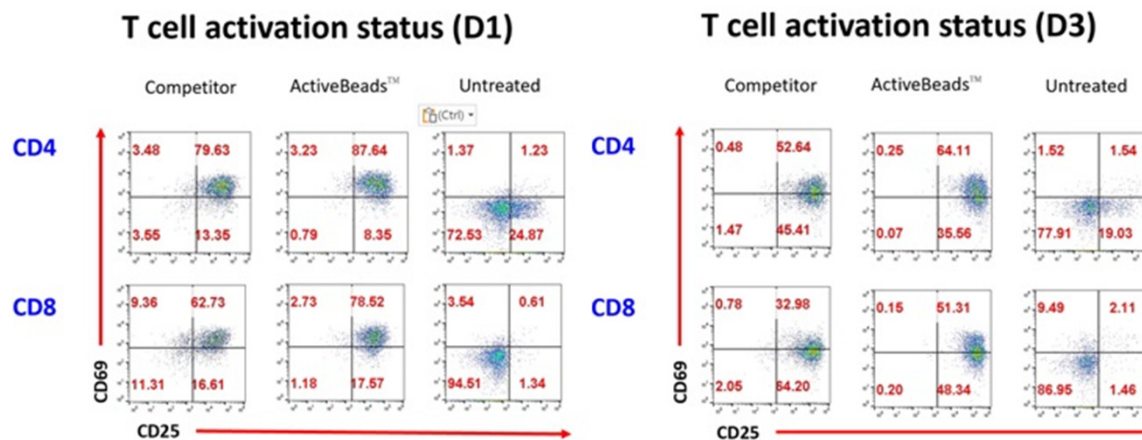
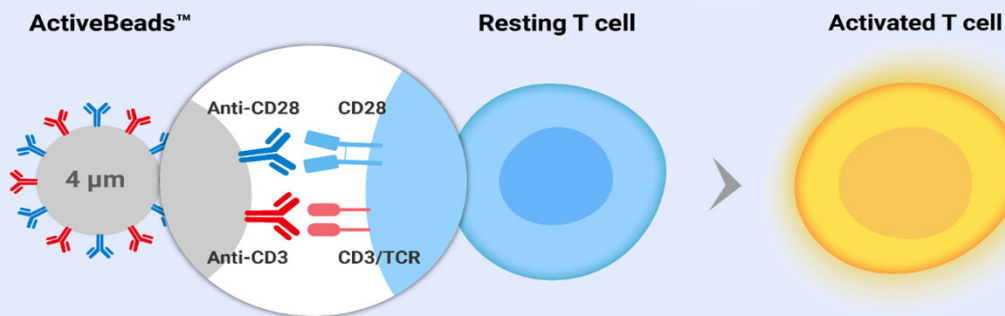


ABNOVA

# Human CD3/CD28 ActiveBeads™

## Human CD3/CD28 ActiveBeads™

Activating Potential, Redefining Flexibility



### Stimulation

Day 1 and Day 3 after stimulation, activation status of CD4 and CD8 T cells of Human CD3/CD28 ActiveBeads™ outperform the competitors.

Microscopic residual ActiveBeads™ count after magnetic separation is 45 beads/ $3 \times 10^6$  T cells (<100 beads/ $3 \times 10^6$  T cells FDA requirement).

ABNOVA



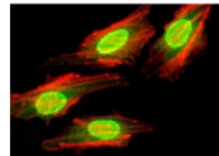
# Recombinant Antibodies

## Advantages

1. Encompass an extensive range of 5000+ diverse recombinant antibody targets.
2. Offer versatile applications including IHC, IF, FLOW, and more.
3. Rigorously validate for heightened specificity and reliability.
4. Capable of large-scale production without the need for animals.

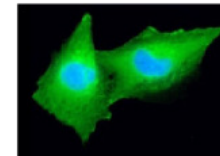


H3K27me3 recombinant monoclonal antibody, clone BT164  
Catalog # RAB03502



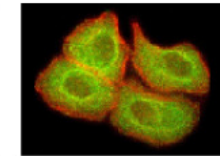
Hela cell

SNCG recombinant monoclonal antibody, clone SAIC-31A-10  
Catalog # RAB03850



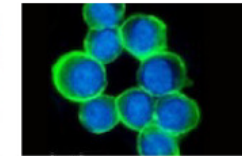
U251 cell

KMT5C recombinant monoclonal antibody, clone RAB-C409  
Catalog # RAB03872



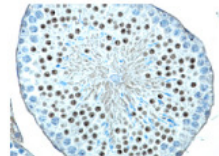
HEK293 cells

SPN recombinant monoclonal antibody, clone 84-3C1  
Catalog # RAB03281



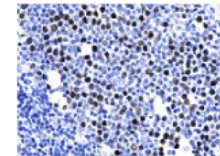
K562 cell

DOT1L recombinant monoclonal antibody, clone R01-7F6  
Catalog # RAB01421



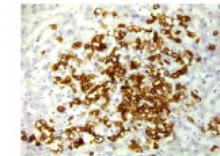
Mouse testis

KIFC1 recombinant monoclonal antibody, clone R03-3E4  
Catalog # RAB02149



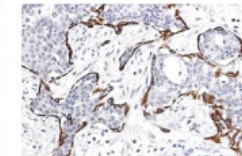
Human tonsil

Camelid VHH recombinant monoclonal antibody cocktail  
Catalog # RAB02383



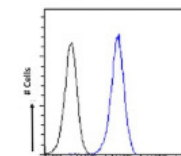
Mouse liver tissue

KRT17 recombinant monoclonal antibody, clone R07-1G7  
Catalog # RAB01801



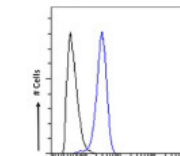
Human breast cancer

CD44 recombinant monoclonal antibody, clone SAIC-01B-4D8  
Catalog # RAB03285



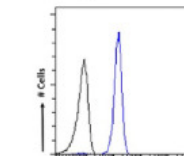
Hela cell

CD59 recombinant monoclonal antibody, clone 193-27  
Catalog # RAB03313



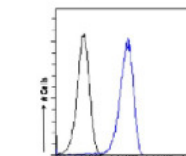
Jurkat cell

PTPRC recombinant monoclonal antibody, clone OTH-74D4  
Catalog # RAB03286



Jurkat cell

XPNP1 recombinant monoclonal antibody, clone SAIC-07B-14  
Catalog # RAB03970



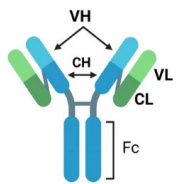
Hela cell



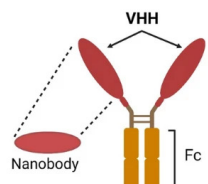
# Nanobodies

## Advantages

1. Small size for enhanced tissue penetration.
2. High affinity and remarkable stability.
3. Low immunogenicity and other properties render it ideal for diagnosis, treatment, and as versatile research tools.
4. Capable of large-scale production without the need for animals.

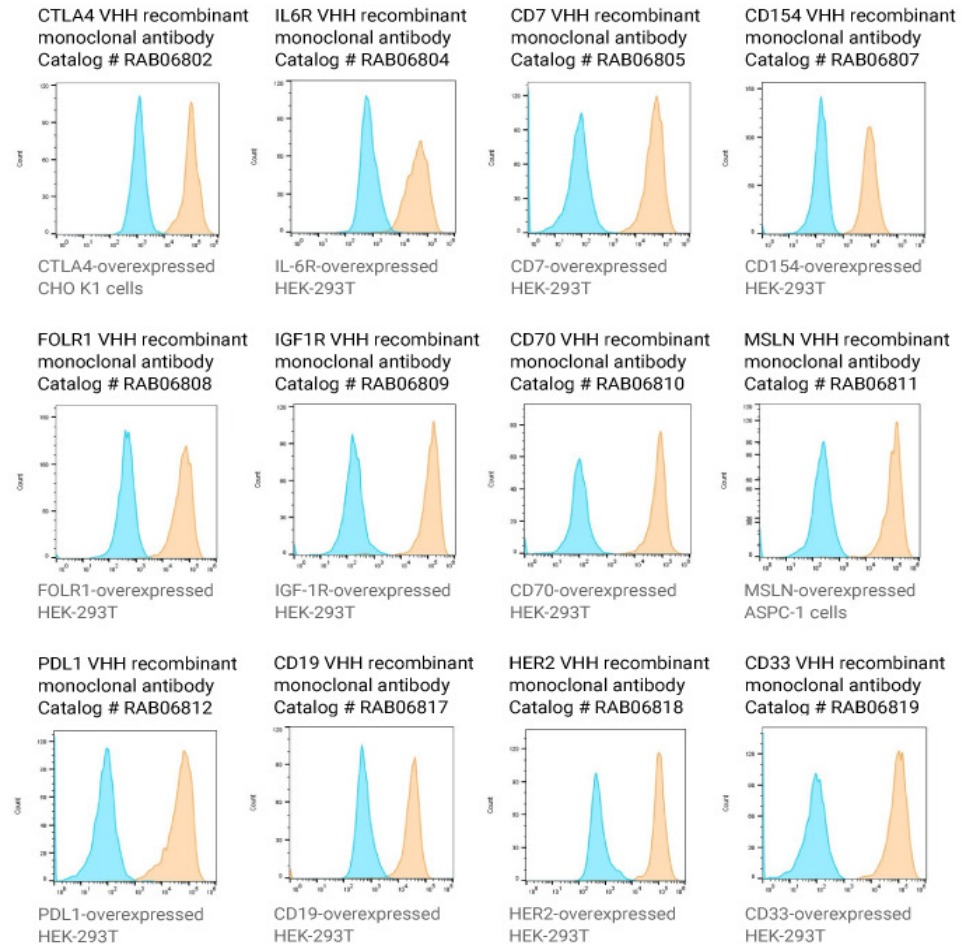


Conventional IgG antibody



Camelid heavy chain antibody

*Cancer Cell Int.* 2021 Oct 30;21(1):580.  
doi: 10.1186/s12935-021-02285-0.

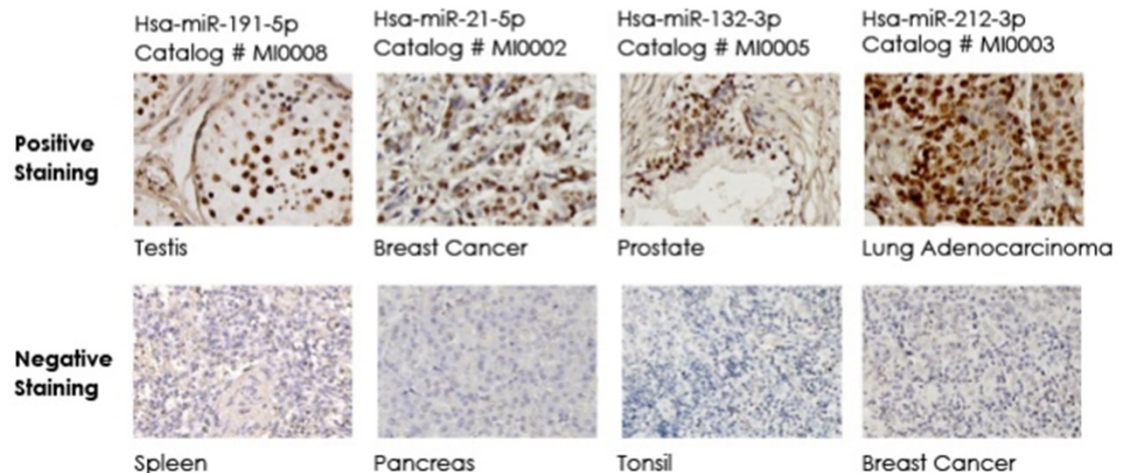
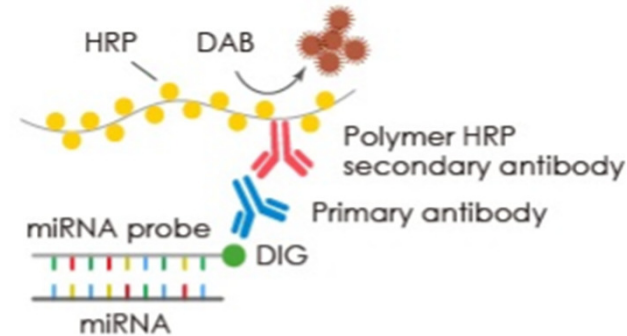




# miRNA Probes

## ● Advantages

1. Pathogenesis, tumorigenesis, and cancer metastasis disease-related miRNA targets.
2. High sensitivity, specificity and stability.
3. Validated positive and negative data from FFPE tissue samples.
4. Simultaneous observation of tissue pathology and miRNA CISH signals.
5. Obviate the need for costly fluorescent microscope.





# mRNA-Based Cancer Therapeutics

- Candidate Name : Undisclosed
- Indication : Triple-Negative Breast Cancer
- Progress update :
  - Complete non-GLP animal study.
  - Plan PK experiments, proceed to GLP animal study.
  - Evaluate CDMO (Contract Development and Manufacturing Organization) vendor

● RD development   ● non-GLP animal study   ● GLP animal study   ● IND   ● Phase 1   ● Phase 2   ● Phase 3   ● Commercial

Entering GLP animal study

# Thank You

## Abnova

Innovate through Integrated Solutions



SARS-CoV/CoV-2



DNA & RNA



Proteins/Peptides



Monoclonal Ab



Polyclonal Ab



Recombinant Ab



Circulating Rare Cell



Conjugate Ab



Secondary/Tag Ab

