

PIC/S GMP 藥廠

PBF 寶齡富錦生技

Panion & BF Biotech Inc.

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2020.04.20

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Panion & BF Biotech Inc. (The Company)

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尽情享受生命的美好！

Corporate Overview

PIC/S GMP 藥廠

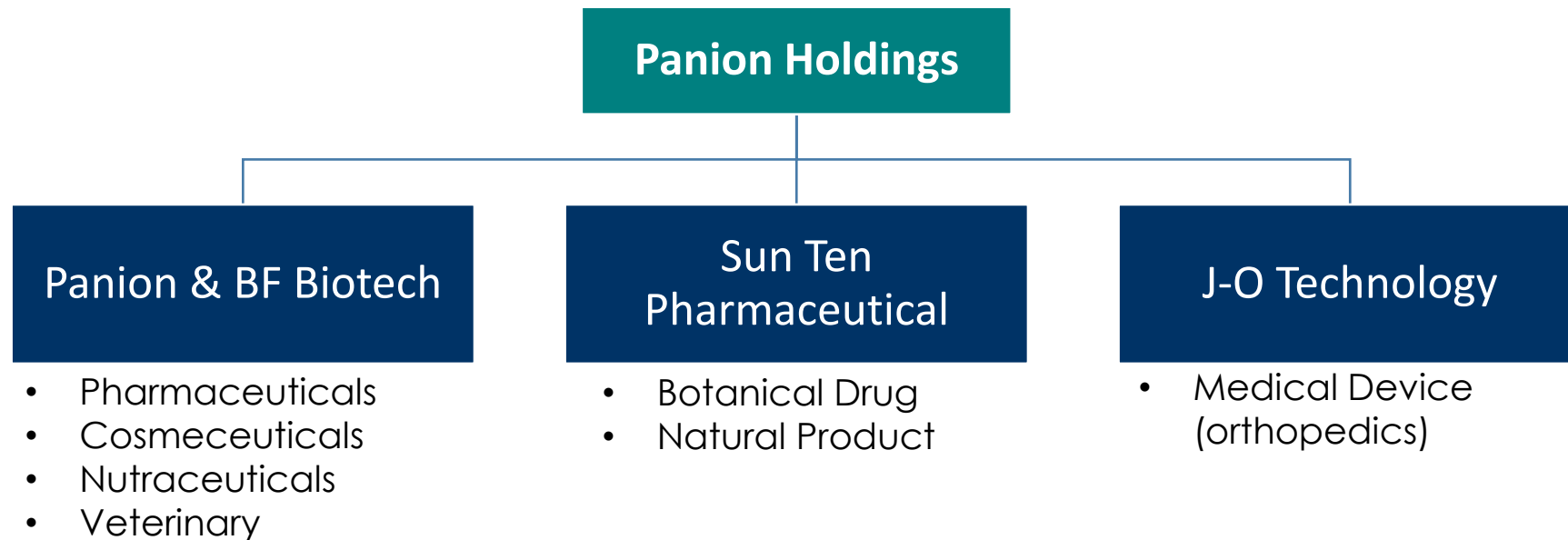
PBF 寶齡富錦生技
Panion & BF Biotech Inc.



Company History – Panion Group



- Established in 1974 by 9 pharmacy school classmates
- Dedicated to provide solution to human healthcare & lifestyle
- 40 years of growth and is now a holding company



PBF Details

- Founded : January 7th, 1976
- 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 , Nutraceuticals , Antiseptics , Diagnostics and IVD
- Capital : NTD 767 Millions
- Dual National Certified Pharmaceutical Company
 - Taiwan: Medicine PIC/S GMP + Cosmeceutical GMP
 - China: Cosmeceutical Factory & Antiseptic Factory
- Employees: Taiwan (300+) , China (70+)



Milestones

1976 Bowling Pharma Founded

1984

Acquired Fujin Pharma,
Upgraded to GMP Standard

1990

Drug Delivery Tech.

2001

Medicine
Manufacturing Site
certified cGMP

2004

Business Diversifications

1988 Dermatology to Cosmetics
1990 Developed Controlled
Releasing Platform, Acquired TW
1st New Drug Certificate

2012

Pic/s GMP Certified
Global PIII Clinical
Trial Completed

Global New Drug Development

2001 Licensed in New Drug Compound;
Corporate name changed to PBF Biotech
2003 Established New Drug Patent Profile

2005

Global Collaboration

Licensed out to Keryx for EU,
USA, Japan, Global PII
Clinical Trial Completed

2012

Founded Wholly-Owned China Subsidiary
Taiwan PIII Clinical Trial Completed,
NDA Submission

2014

2014 Obtained Japan, US NDA Approval
2015 Allied with Wego China
2015 Obtained Taiwan NDA Approval
2015 Obtained EU NDA Approval

Nephoxil

2007 Sub-Licensed JT-Torii for
Japanese Market
2009 Cosmetics GMP Certified



NEPHOXIL[®] n & BF Biotech Inc. www.pbf.com.tw



2017

IPO

Successful IPO in TW Index

Approved by CFDA to proceed Nephoxil Clinical Trial

2019

- Aurixia Included in US Federal Medicare Part- D
- KKKR (Korea) Applied NDA
- Aurixia Obtained USFDA sNDA Approval

2020

Obtained China Certified Approval to Manufacture Antiseptics

Received USFDA 510K for H-Pylori IVD
 TFDA Approved Nephoxil to proceed Clinical Trial for CKD-IDA
 China Nephoxil Clinical Trial Kicked Off
 Thailand Nephoxil Exclusive Distributional Agreement with DKSH Limited

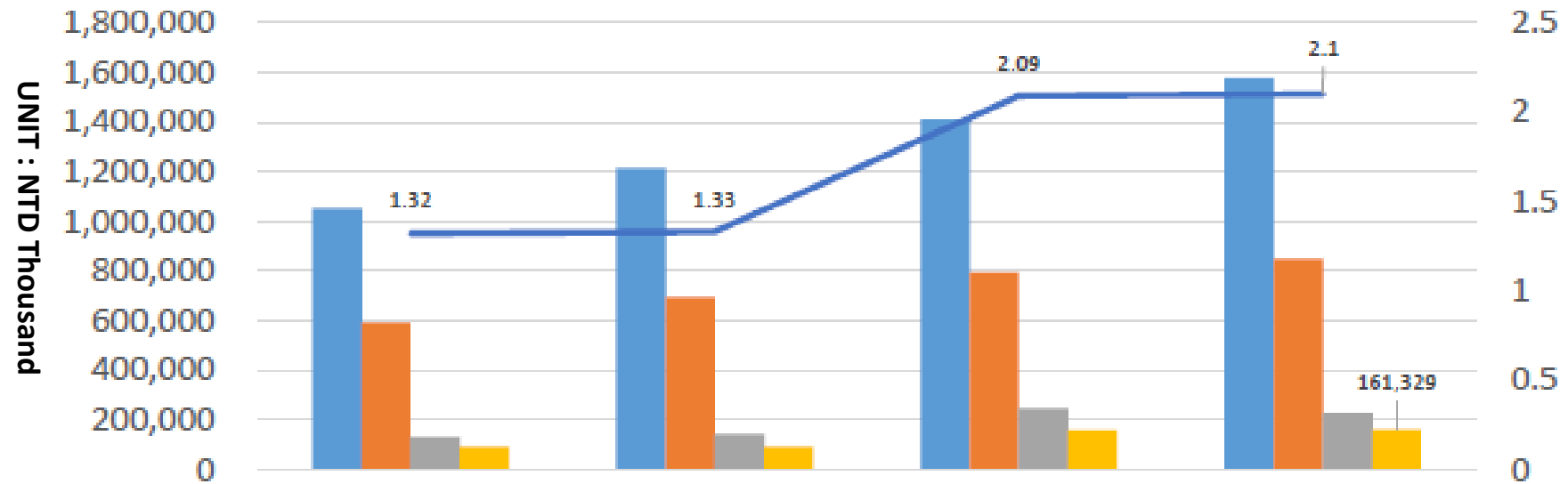


Financial Analysis

- ➔ Stable Growth
- ➔ Elite in New Drug

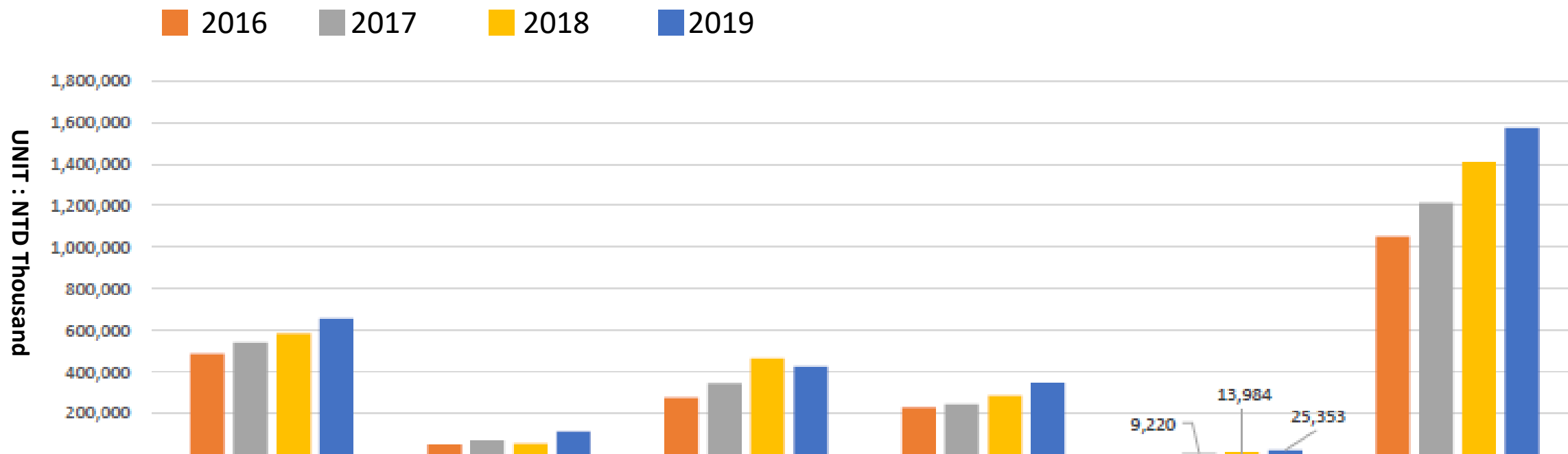


2016-2019 Consolidate Income statement



	2016	2017	2018	2019
Gross Revenue	1,049,246	1,212,478	1,408,741	1,573,944
Gross Profit	591,656	694,379	793,175	844,776
Profit before Tax	129,424	143,139	244,378	226,294
Profit after Tax	89,720	90,539	159,171	161,329
Earnings Per Share	1.32	1.33	2.09	2.1

2019-2019 H1 Gross Revenue By product Groups



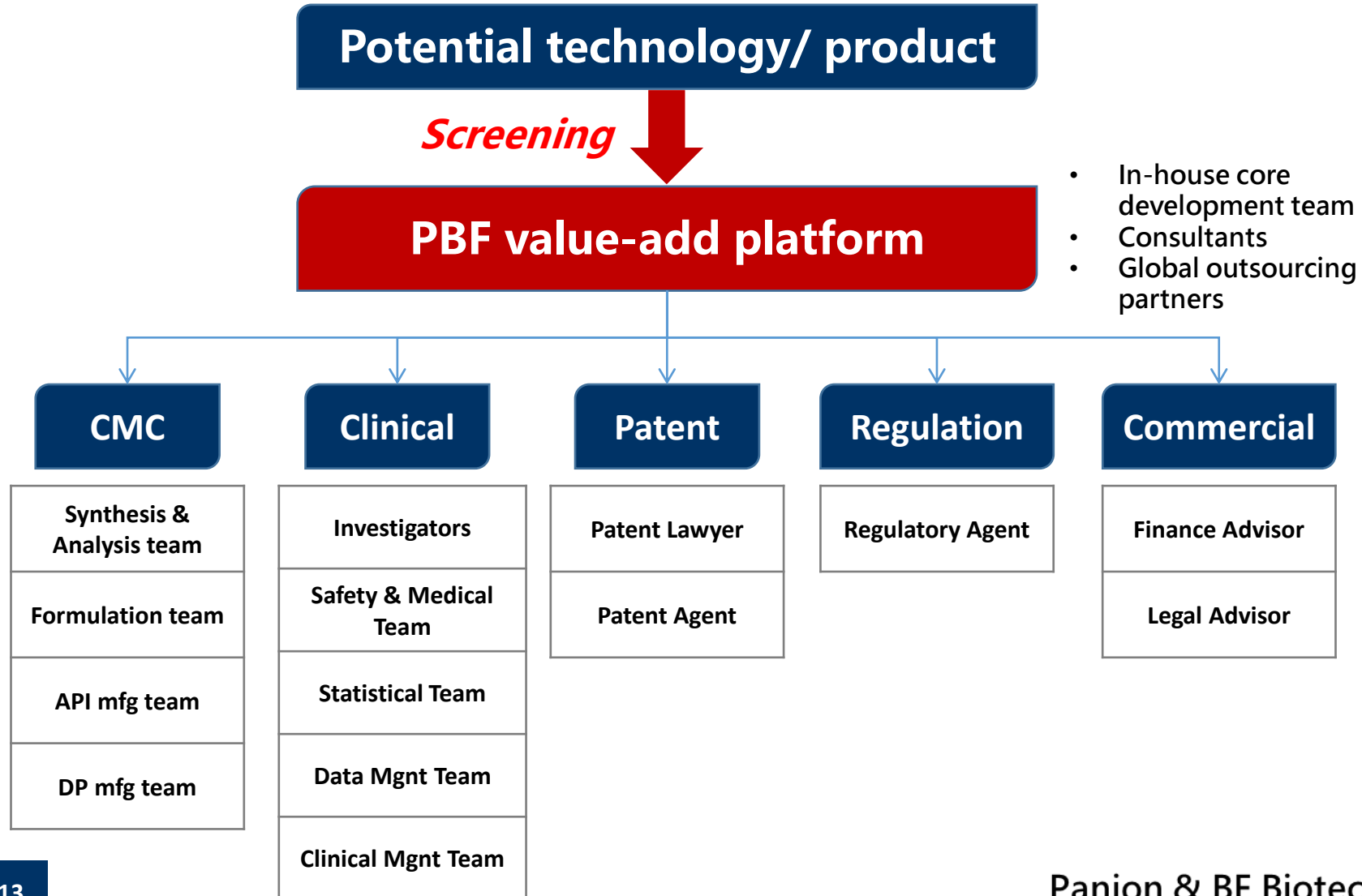
Product	Medical		Health Food		Cosmeceutical		New Drug		Diagnostics		Combine	
2016	487,208	46.43%	50,924	4.85%	275,688	26.27%	231,453	22.06%	3,973	0.38%	1,049,246	100.00%
2017	541,387	44.65%	72,340	5.97%	344,363	28.40%	245,168	20.22%	9,220	0.76%	1,212,478	100.00%
2018	584,979	41.52%	57,884	4.11%	465,665	33.06%	286,229	20.32%	13,984	0.99%	1,408,741	100.00%
2019	656,220	41.69%	115,283	7.32%	427,729	27.18%	349,359	22.20%	25,353	1.61%	1,573,944	100.00%

Five Business Unit Analysis and Prospects

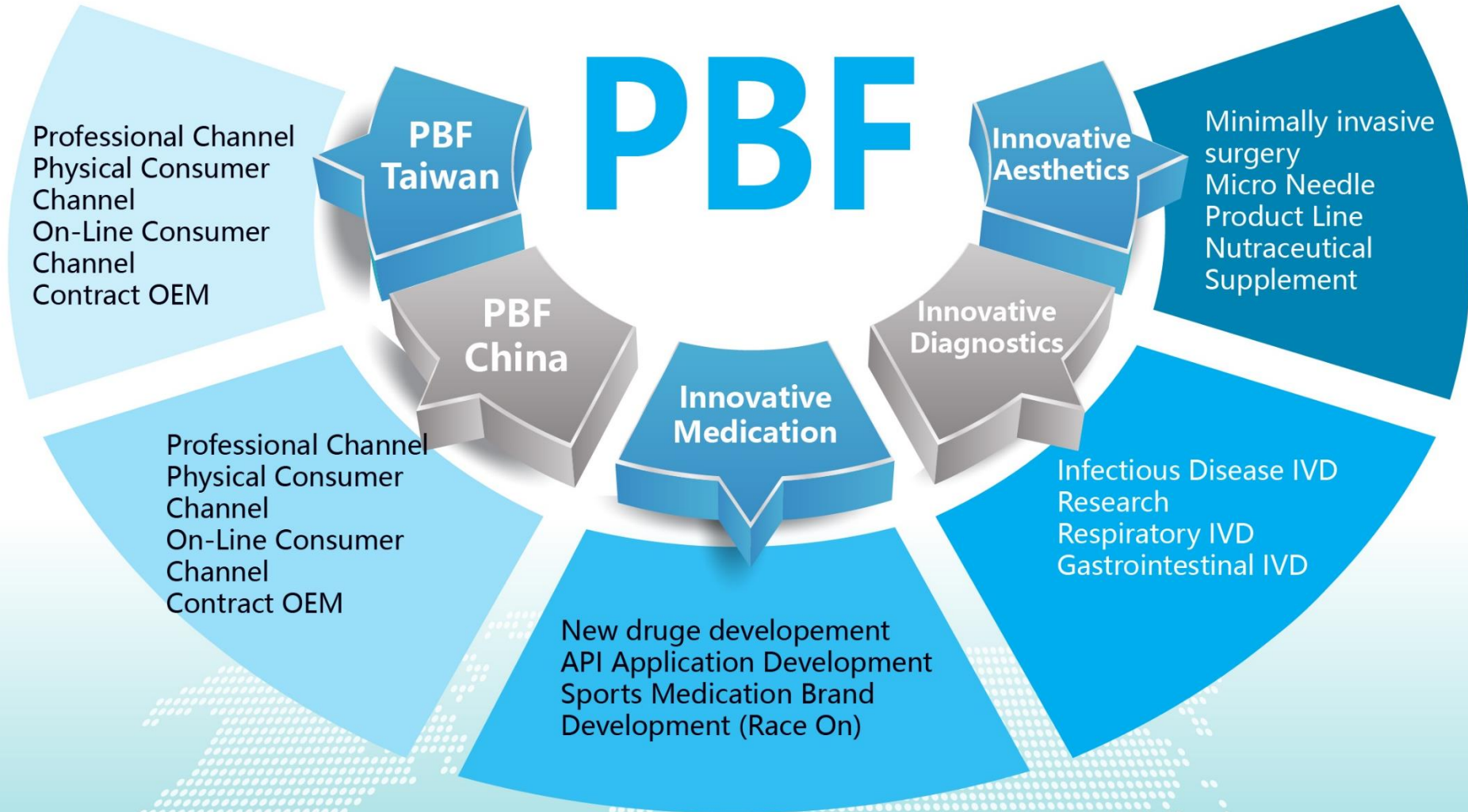


PBF Product Development Platform

Innovative Development Platform From Successful Nephoxil (New Drug) Development Process,
Incubated Skilled R&D Professionals and Development Platform



PBF



Five Business Unit



PBF Taiwan Business Unit

(A) Channel Development Strategy

Professional Channel

Aesthetic Clinic

Hospital <Specialized +

Infectious Control>

Clinics

Chain & Individual Drug Store

On-Line Consumer Channel

TV Shopping

On-Line Shopping

Group Sales



Physical Consumer Channel

Skin Salon

Hair Salon

Chain and Individual Commercial Store

Contract OEM

Domestic/International OEM & ODM

Inject New Product Marketing into Existing Sales Channels and Duplicate Successful Business Model to China and Global Markets

Applying chlorhexidine API Technology and Develop a Series of Antiseptics Product Line

(B) New Product Development(New Pipeline)

(1)Medical:

(a) Skin Disinfectant Pack(Aqua)-
New Drug (New Indication)

Skin Disinfectant Injecting into Medical Level
Non-woven Cloth
Target : Hospital + Nursing Home
(For Long-Bedding Patients Skin Disinfectant)

Ready Entering Clinical Trial

(b) Skin Disinfectant Pack(Alcohol)-
New Indication

Skin Disinfectant (Alcohol) Injecting into
Medical Level Non-woven Cloth
Target : Hospital + Clinics
(Replacing Current Alcohol Swab)

R&D

(c) Urinal Disinfectant Lubricant
Gel-New Indication
(Lubrication Disinfectant) (DISPOSABLE)

Disinfectant + Lubricant
(Disposable Catheter)
Target: #1 Infectious Route in Global
Hospital is Catheter

Ready for TFDA Submission

(d) Mouth Disinfectant
(Toothpaste+Gel)-New Indication

Treating/Preventing Dental Plague &
Periodontal Disease

Ready for TFDA Submission
/Clinical Trial

(e) Double-Layer Pain Relief-New
Drug(New Indication)
(Lasting + Instant Release)

(Quick Release + Lasting Layers)
Double Pain Killing Effect

Ready Entering Clinical Trial

A. Nutritional Products :

- (a) Pellet (Slow Release Pellets+Quick Release Pellets) Technology
- (b) For Diabetes

B. Cosmeceutical Products :

- (a) Exclusive PBF Ingredients

Sachitin Polenin Flavonoid Cal Youth

- (b) Exclusive PBF Formulation

Skin Care Complementary	Scalp & Hair Roots (Accelerated Hair Growth ; Hair Loss Prevention) Skin Barrier Repair Moisturizer (Skin Barrier Repair ; Chronic Itches) Pimple Remover Ointment (Grease Control ; Moisturizer ; Pimple Scar Prevention)
Minimally Aesthetic Complementary	Before Aesthetic Surgery After Aesthetic Surgery (In Clinics) After Aesthetic Surgery (At Home)





PBF China Business Unit

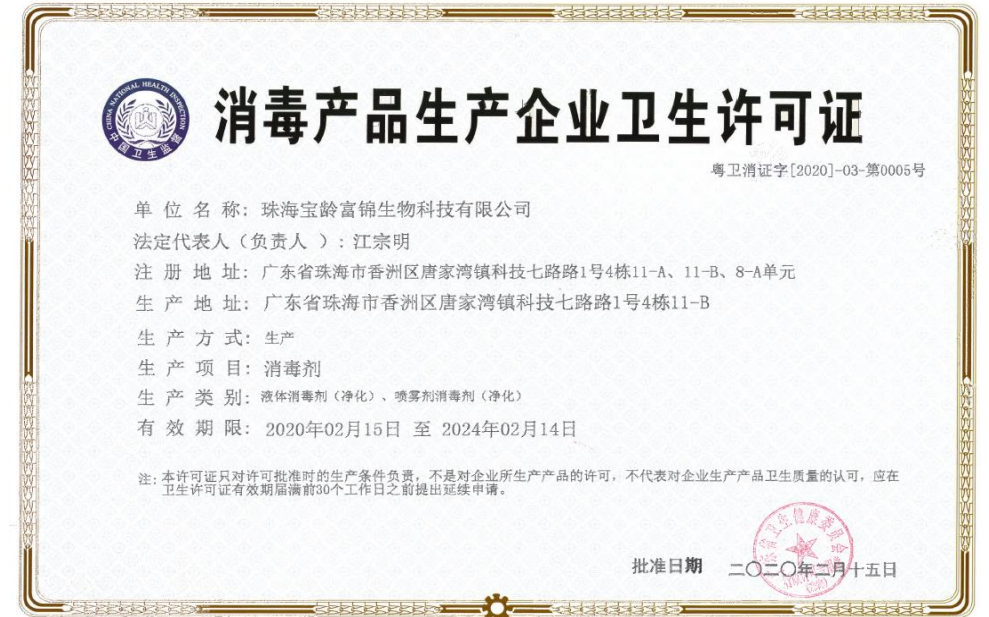
(A) Channel Development Strategy



Duplicate Successful Taiwan Experience, Establishing Various Marketing and Distributional Channels, Building Profession Brand Imaging

(B) New Product Development (New Pipeline)

a. Professional & Personal Antiseptics Product Line





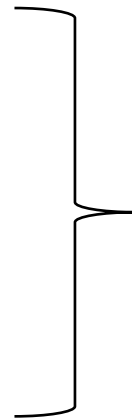
Innovative Aesthetic Business Unit

- (A) Channel Development Strategy :
- (B) Establishing New Branding Marketing

Taiwan – PBF Taiwan
China – PBF China



Asia
Korea
Japan
USA
Europe



International Commercialization
& Collaboration



Innovative Aesthetic Business Unit

(B) New Product Development(New Pipeline)



Minimally invasive surgery



Injection Scale Up
Future Planning
Production

- **Facial Contouring:**
 - Tissue Stimulation (PLLA)
 - Tissue Stimulation+Skin Hydration (PLLA + HA)
 - Skin Stimulation+Volume Increasing
- **Body Contouring:**
Scale Up Future Planning Production



Thread (OEM)

- Facial Contouring
- Nose Contouring
- Body Contouring



Micro Needle Product Line

Whitening Micro
Needle Patch
(Micro Needle)



Nutraceutical Supplement Nutraceutical Bar



Nutraceutical Bar (OEM)

Original
Hungarian Paprika
Sweet Chocolate
Spicy Berry
Original Chocolate



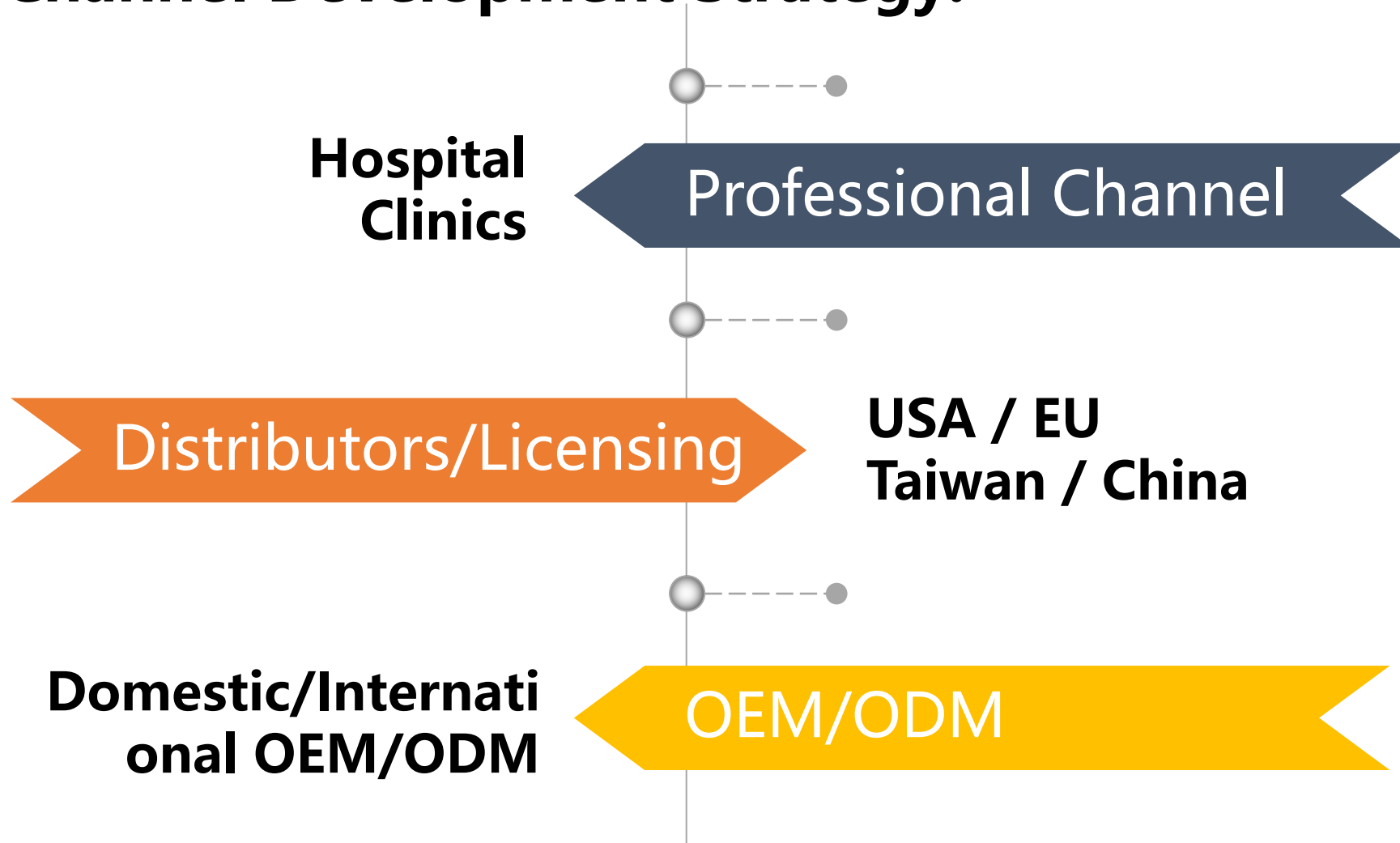
Micro Need Production (Taiwan)

2020 Mass Production



Innovative Diagnostics Business Unit

(A) Channel Development Strategy:





Innovative Diagnostics Business Unit

(B) New Product Development Strategy (New Pipeline) :

Conventional IVD

vs

All-in-One

Patent Pending



- Economical
- Long Shelf Life
- Large Scale Testing



- Minimum Components
- 1-2-3 Easy Steps
- Reducing Infection
- Personal IVD

Innovative Diagnostics Business Unit

(B) New Product Development (New Pipeline) :



Respiratory IVD-

Human

Flu A/B

Strep A

RSV



Gastrointestinal IVD-

Human

HP – OK

Rotavirus

Adenovirus



Pet Only IVD-

Dogs/Cats

Parvovirus

Coronavirus

etc.

Innovative Diagnostics Business Unit

(B) New Product Development (New Pipeline)

Advantages

Commonality

- Specimen Collection/Specimen Extraction/Analysis – All in One Device
- Easy Collecting Specimen
- No More Messy Process
- 1-2-3 Easy Steps
- A test from lab to home use
- Avoid direct contact with infected specimen, minimizing contamination risk, able to operate from any location
- Future Application : Linking Smart Hospital Application with IVD Device via internet

For Respiratory Product

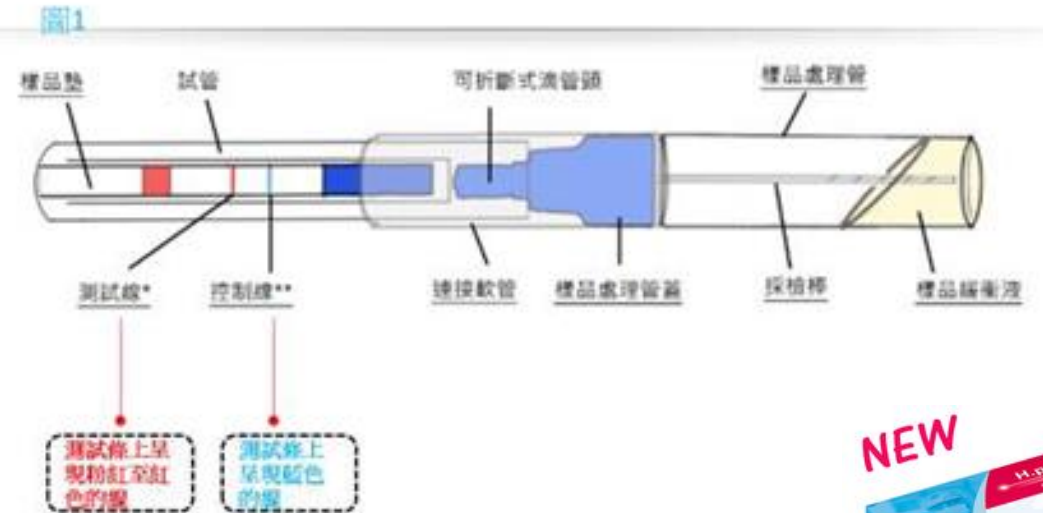
- Avoid Specimen Contamination
- Minimizing Hospital Staff Cross-Contamination

For Gastrointestinal Product

- No More Foul Smell and Messiness
- Flexible Specimen-Collecting Site

Patent Pending

一體化簡易幽門桿菌抗原檢驗試劑



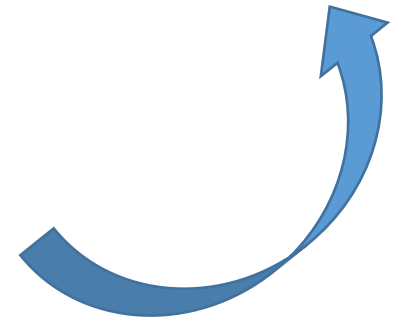


Innovative Medication





ACCUMULATED
GLOBAL SALES
US\$ 600 MILLION
SINCE 2015



PHARMACEUTICAL GRADE FERRIC CITRATE

Innovative Medication



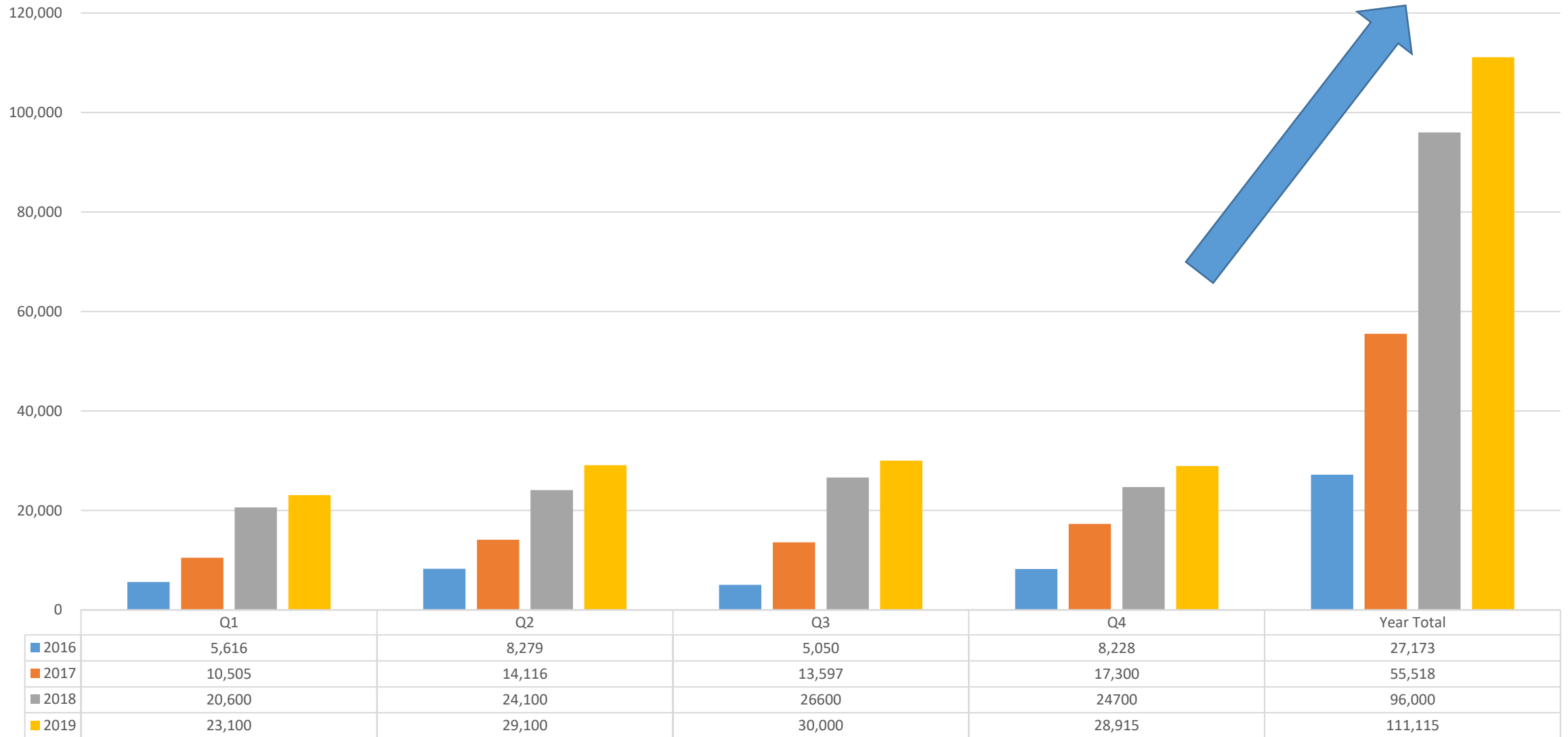
Innovative Medication

(A) Channel Development Strategy:



拿百磷-美國Akebia銷售成長圖

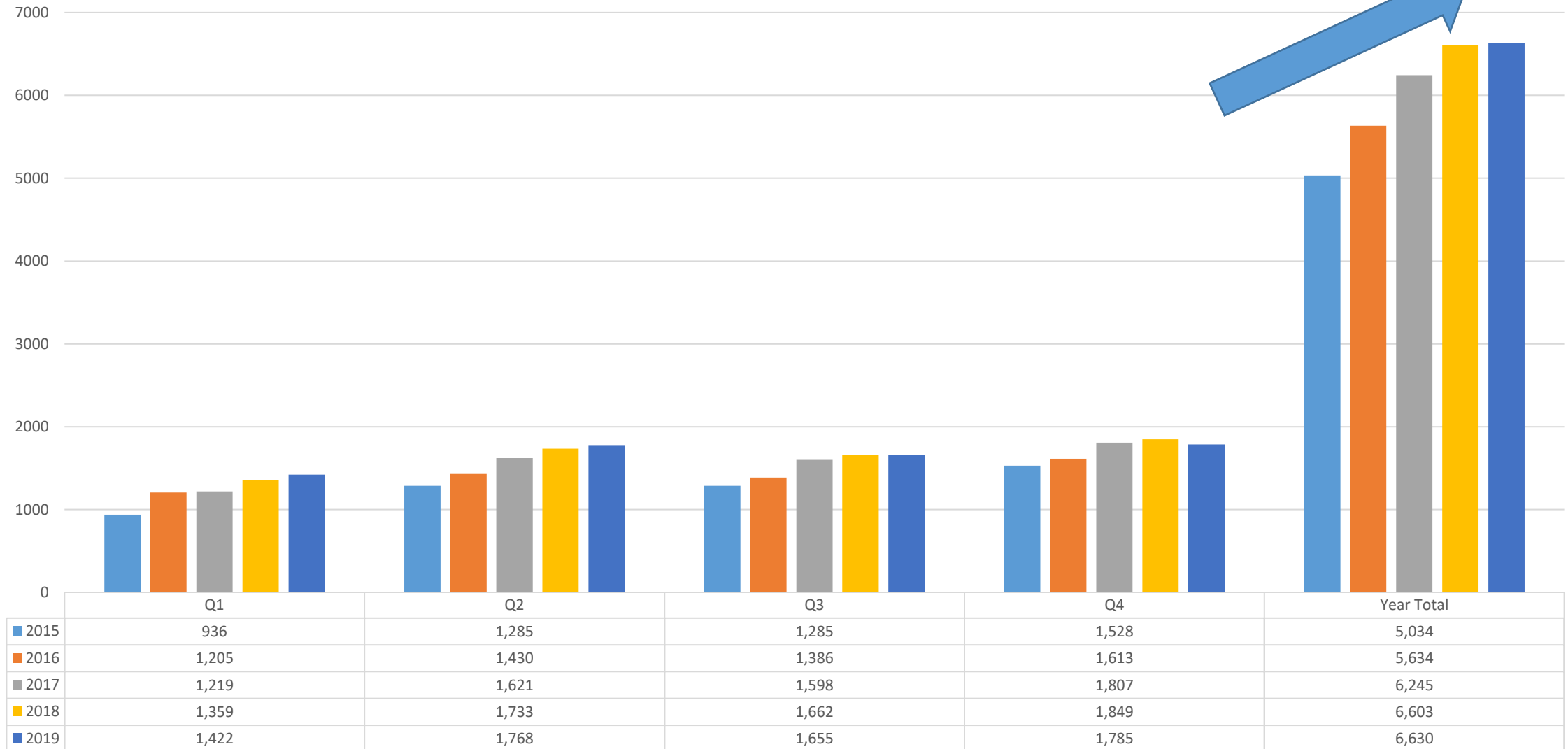
2016 ~ 2019



■ 2016 ■ 2017 ■ 2018 ■ 2019

拿百磷-日本JT-TORII銷售成長圖

2015 ~ 2019



■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019

Other Global Market Update

- **EU:** PBF-Akebia Joint Scientific Committee established and actively working on EU partnership development.
- **China:** 2019Q3 Phase III first patient enrolled.
- **Korea:** Registration stage
- **South East Asia:** Exclusive distribution authorization for DKSH Limited to operate Thailand market





Innovative Medication

(B) New Product Development (New Pipeline)



New Drug Development

Continual New Drug
Development
Global Network Expansion



Professional Sporting Brand

RACE ON
Focusing on Sporting Medical Market
Enhance/Better Sporting Performance

Innovation & Improvement



Innovative Medication

(B) New Product Development (New Pipeline)

Hyperphosphatemia
ESRD



Iron Deficiency
Anemia CKD



Iron Deficiency
Anemia
All Conditions



Delay CKD
Progression



New Generation API



Indication Expansion: CKD IDA and All IDA

	PI	PII	Pivotal	NDA	Indication
US					CKD IDA
Taiwan					CKD IDA
Japan					All IDA

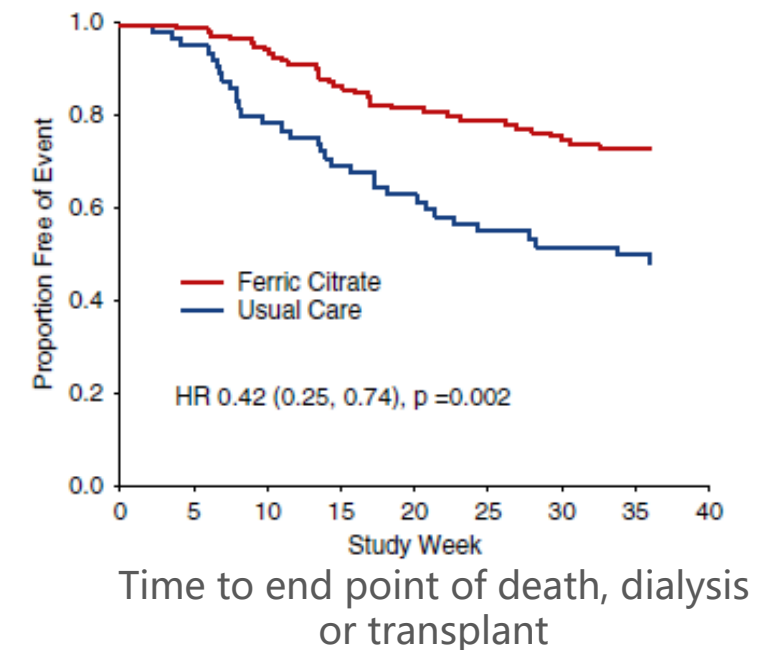
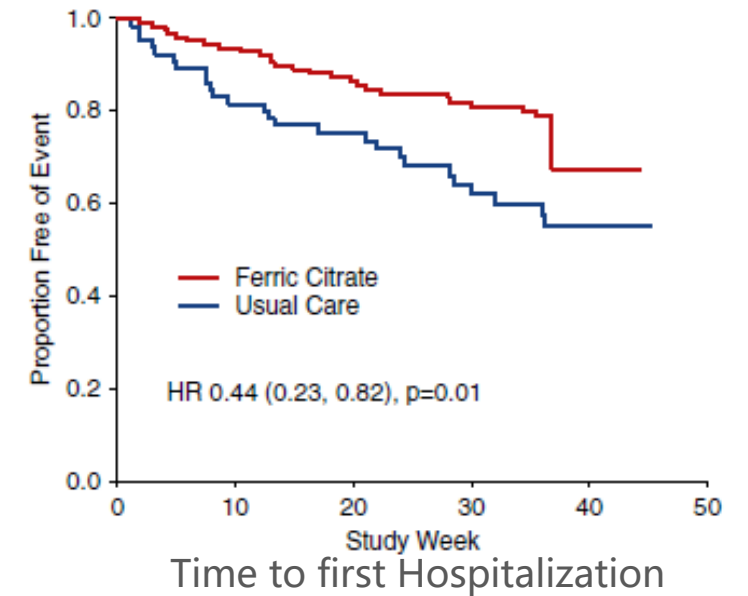
- **USA:** 2017/11 Keryx obtained sNDA on CKD IDA indication expansion. Auryxia became the first and the only oral iron for CKD IDA management.
- **Taiwan:** 2019/6/25 PBF obtained IND for CKD-IDA PIII study initiation.
- **Japan:** 2019/7/9 JT Torii announced positive top-line results on Riona PIII for pan IDA treatment. Planning to apply for indication expansion.



Delay CKD Progression Study

- 2019 published in Journal of American Society of Nephrology-acute kidney failure in pre-dialysis study :
- Nine month treatment of ferric citrate with 6g/day, comparing with regular treatment, ferric citrate experimental has better data than regular treatment division.
- Ferric Citrate Experimental Division has lower rate in:
 - **Worsen leading to death**
 - **Worsen leading to dialysis or kidney transplant.**
- Significant lower hospitalization rate
- Akebia will further research in related topics

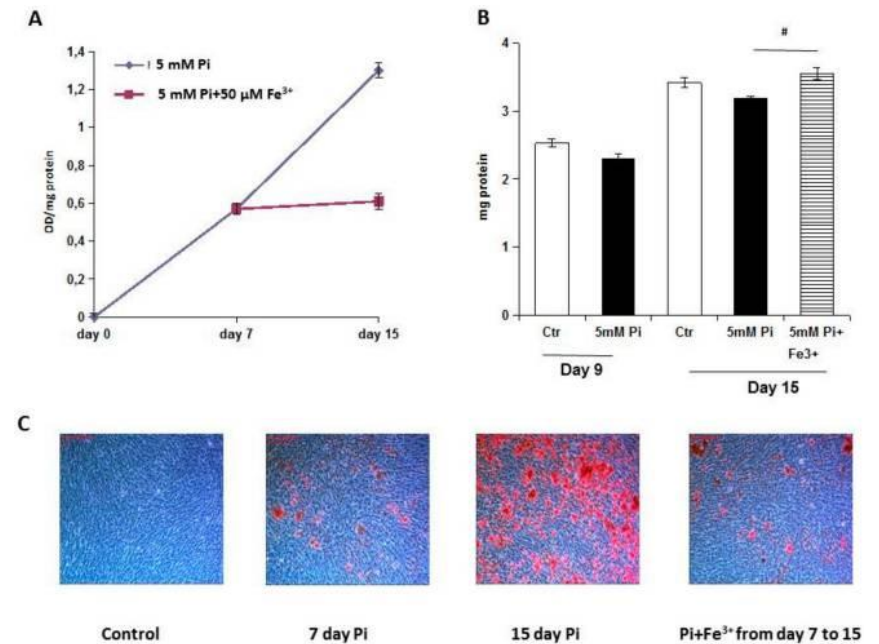
Source: doi: <https://doi.org/10.1681/ASN.2018101016>





Anti Cardiovascular Sclerosis

- 2019 published in International Journal of Molecular Science discovered, in VSMC:
 - Ferric Citrate Arrests High Pi-Induced Calcium Deposition in Established Calcified VSMCs
 - Ferric Citrate Counteracts High Pi-Induced Apoptosis in Calcified VSMCs
 - Ferric Citrate Induces Autophagy in Established Calcified VSMCs
- Evaluate feasibility of clinical trial for CKD and non-CKD patients
- Trial Protocol and Plan
- Patent Awarded



Int J Mol Sci. 2019 Dec; 20(23): 5925.



RACE ON

Be an athlete, change your game

Strong Growth

Asia

10 Year
Growth Rate
262.9%

Data from RunRepeat.com

China

>1000
meat /year
>5Million
Runners

Taiwan

>700
meat/year
>1Million
Runners

Thailand

>1000
meat /year
MARATHON
BANGKOK
One of the biggest
Marathon in Asia

Growth in Popularity of Marathon Running

The worldwide **growth**
from **2008 to 2018** was

49.43%

↑ Africa 505.74% | Asia 262.89% | Europe 42.86%

North America 20.97% | Oceania 65.66%

↓ South America -14.40%

↑ +46.91% Men's growth
↑ +56.83% Women's growth

Science X Accuracy

**Medical
Expertise**

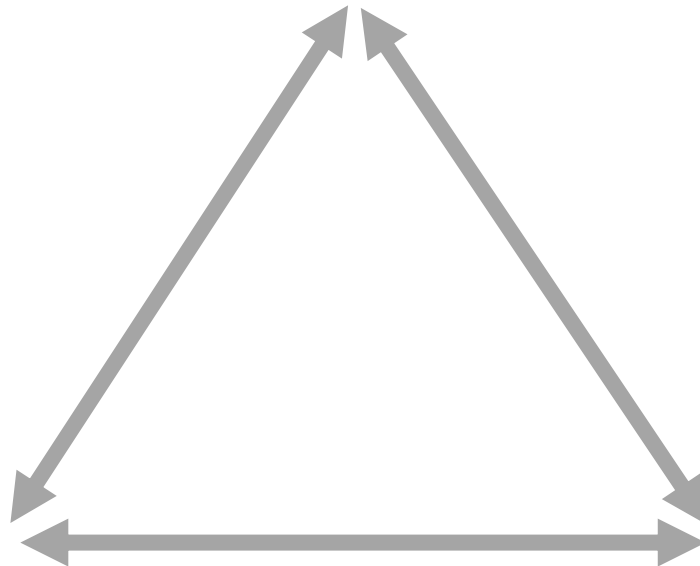
PBF
High-end Indication
Tech
GMP

**Actual
Demand**

Endurance
Sporting Fans
Actual
Demands
Trial
Participation

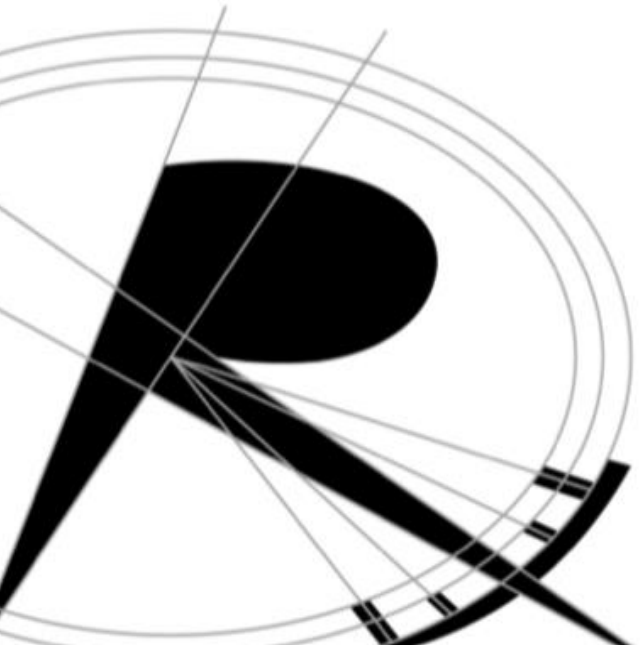
**Medical
Research**

National
Hospital Trials
Monitoring
Bio-Data



Race Competition

Preparation before races
and intensified training ,
better training
preparation 、 enhance
sporting performance .

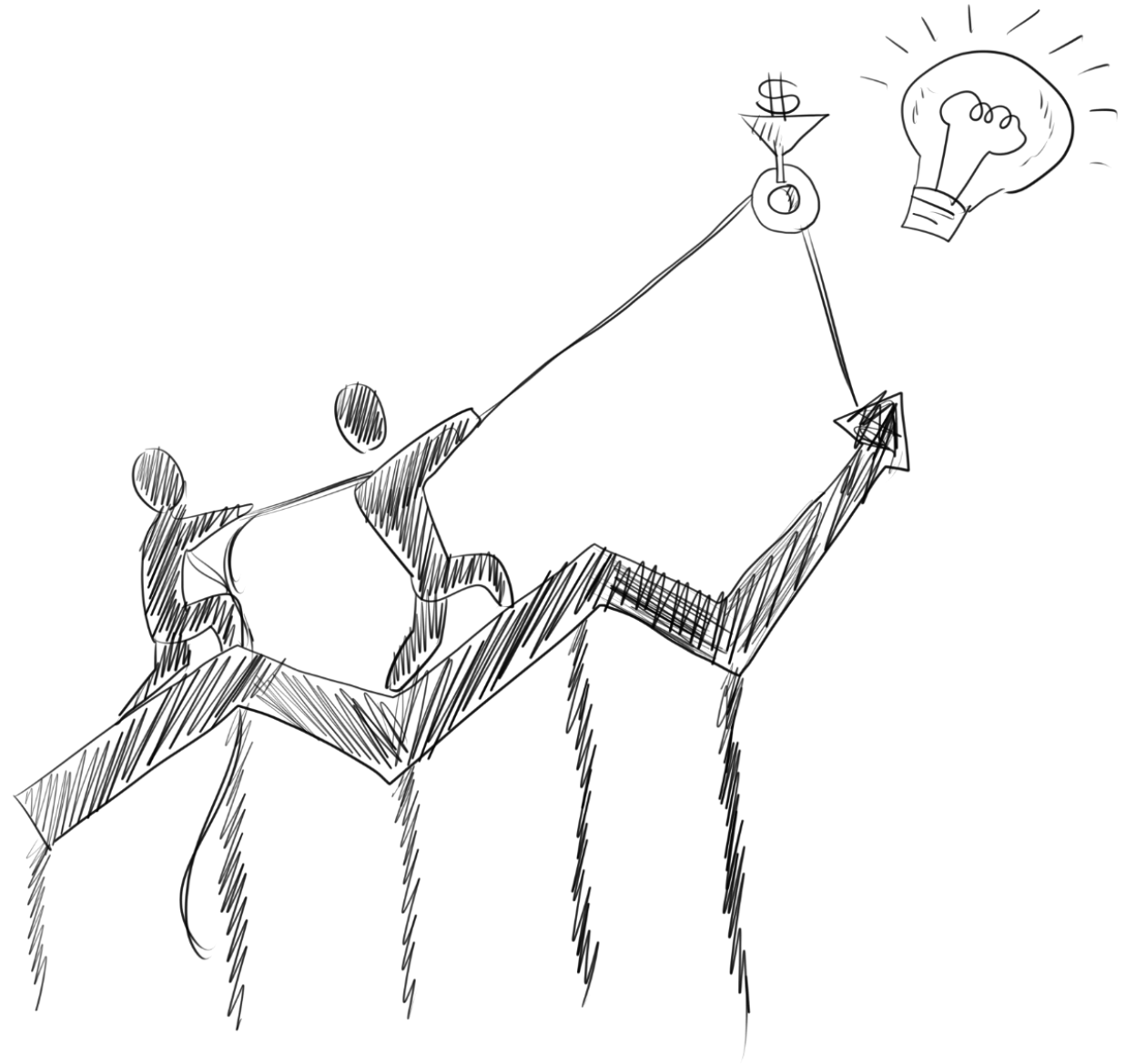


Defense Repair Series

Daily uses , Accelerate
body self-repairing and
enhance self-defense
mechanism , Building
stronger body quality



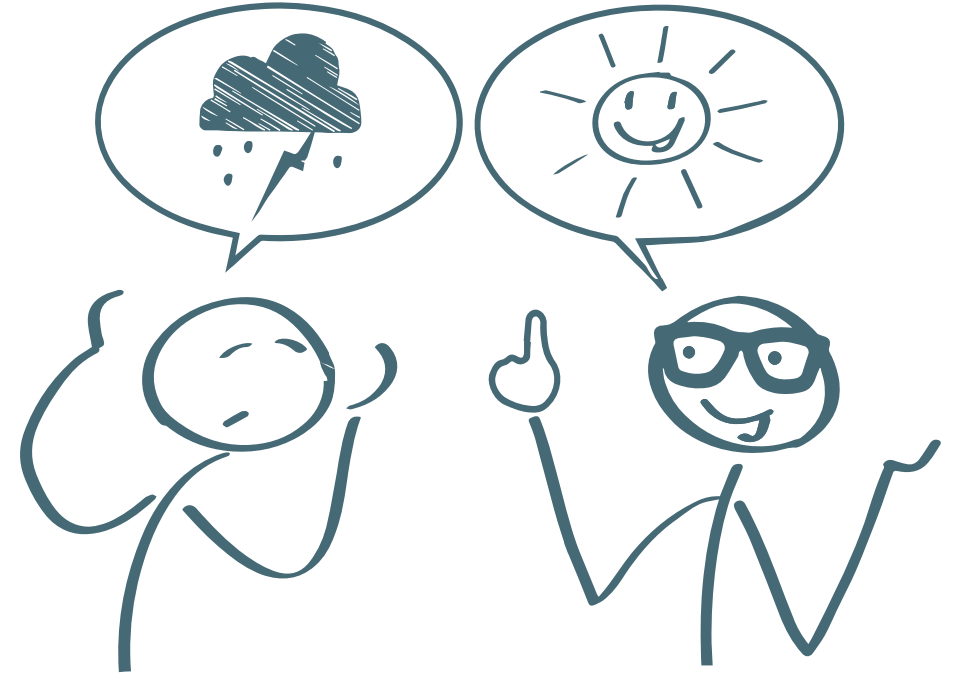
Conclusion & Growth Momentum Outlook



Risk vs. Challenge

Novel Coronavirus Pandemic

- China Lock-Down Containment
- Taiwan Pandemic Prevention Means
- Stagnant Consumer Spending
- Consumer Behavior Change
- Consumer Buying Pattern Change



PBF-Growth Momentum

PBF Taiwan

- Due to COVID-19 Pandemic, Antiseptic Order Explore (Hospital Market Share Over 90%)
- Health Supplement Order Increase

Innovative Aesthetic

- PBF Exclusive Product Ready for Launch
- Continual Development

Innovative Medication

- JT-Torii Ready to File Anemia NDA to Japan Ministry of Welfare in Q3*
- China Nephoxil Clinical Trial Continue
- Exclusive Distributional Agreement with DKSH in Thailand
- Taiwan Nephoxil Ready to Launch CKD-IDA Clinical Trial
- Race On Sports Medication Product Line Launched

PBF China

- PBF Zuhai Product Plant Acquired China Antiseptic Certificate, Trial Production & Sales Began in March
- On-Line Cosmetics Flagship Store Launched
- Extensive National Distribution Network Coverage

Innovative Diagnostics

- H Pylori Acquired USFDA 510K Certificate
- H Pylori Acquired EU CE Mark
- Flu A/B Taiwan Sales No.1
- Aggressive Participate in COVID-19 IVD Development

* <https://seekingalpha.com/article/4330958-akebia-therapeutics-inc-akba-ceo-john-butler-on-q4-2019-results-earnings-call-transcript>

THANK
YOU

PIC/S GMP 藥廠®
PBF 寶齡富錦生技
Panion & BF Biotech Inc.

健康 分享 關懷

寶齡相信，人人都應盡情享受生命的美好