

WELCOME
TO OUR AMAZING COMPANY

從台灣出發，拓展到全世界

PIC/S GMP 藥廠 ®

PBF 寶齡富錦生技
Panion & BF Biotech Inc.



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.

CONTENTS

01

PBF BACKGROUND

02

FINANCIAL STATEMENT

03

KEY BUSINESS UNITS AND OUTLOOK

04

CONCLUSION



PIC/S GMP 藥廠 ®

PBF 寶齡富錦生技
Panion & BF Biotech Inc.

寶齡富錦 不一樣的生技公司

深耕台灣 · 邁向國際

帶領台灣打國際盃的生技領航家

發現新寶齡富錦

WHO ARE WE

寶齡富錦願景
相信人人都應該活120

從新生到綻放

40餘年來

我們始終默默耕耘

一步一腳印

在生技業領域屢創佳績

投入熱情與堅持

為國爭光

三大使命 Missions

健康 · 分享 · 關懷



健康 分享 關懷





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 , Nutraceuticals , 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 (460+) , Overseas (80+)

寶齡富錦生技通過國際認證 「ISO 14064-1碳排溫室氣體盤查」 朝向ESG認證



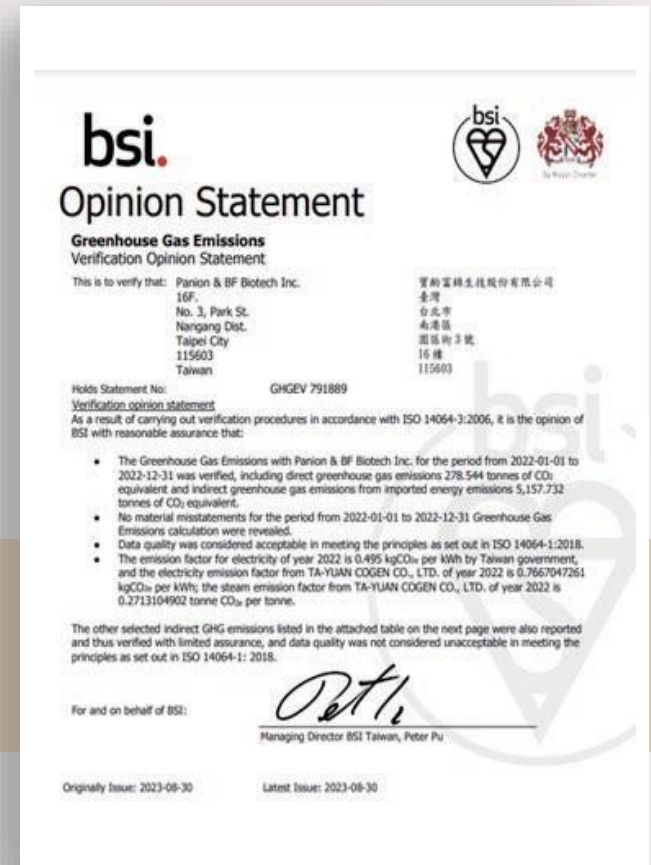
「付出，成就美好社會」是我們的永續核心理念，我們更期望能透過持續的付出，來成就美好的社會。

本公司「總經理室」為推動永續管理，經董事會於2022年8月11日決議通過成立專責之「永續發展委員會」，由江宗明總經理擔任「永續發展委員會」主任委員，並擬定溫室氣體減碳的短、中、長期目標。

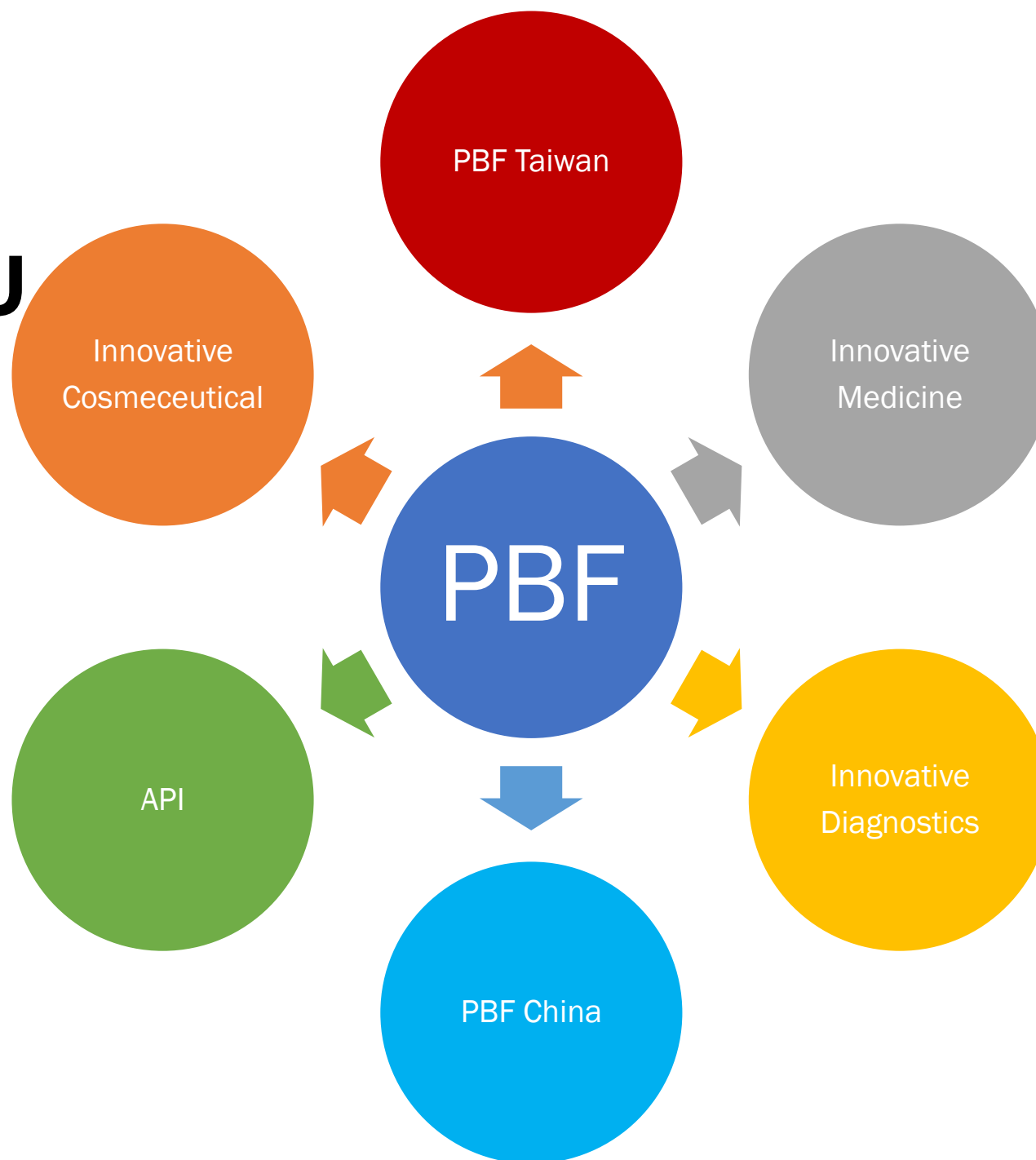
本公司已提早達成目標時程，於八月通過「ISO 14064-1溫室氣體盤查、查證」國際認證，榮獲BSI英國標準協會頒發證書，實屬難能可貴。2023年度將擴及至中國子公司。並往後每年均能夠榮獲BSI頒發證書。

公司永續發展的實際行動 要落實到每一位海內、外的員工，成為公司的DNA。

政府為永續發展政策、監管和揭露提供明確的方向和制訂一致的分類標準。政府更需要為因轉型而受到影響的產業提供支援，這是全球實現低碳經濟不可或缺的一環。台灣將朝2050年淨零碳排目標邁進。正因如此，寶齡著眼於未來經營長期發展，並朝持續改善環境與創造企業永續價值往更好的方向邁進。以加速接軌國際，提升國際能見度。



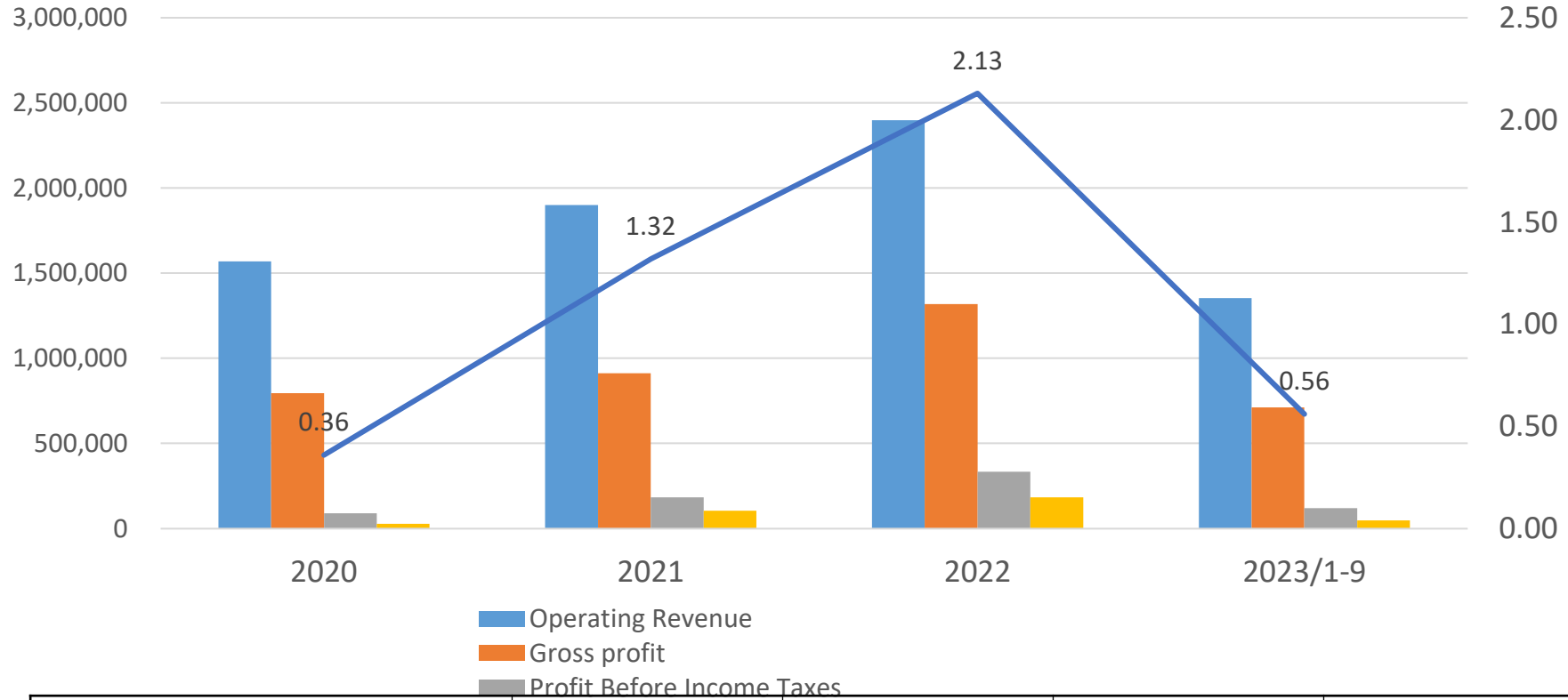
PBF Group Six Strategic BU



FINANCIAL REPORT



Consolidated Financial Statement of Comprehensive Income 2020-2023/1-9

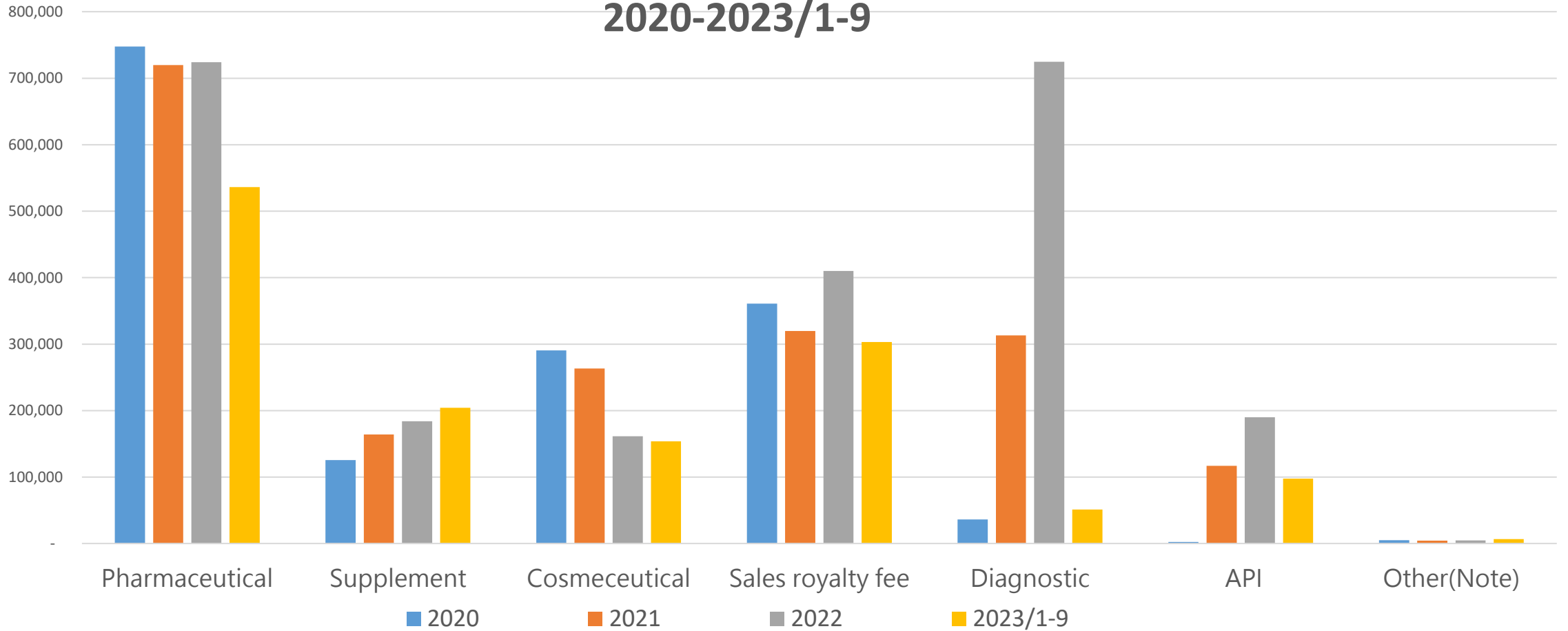


	2020	2021	2022	2023/1-9
Operating Revenue	1,568,637	1,901,211	2,398,648	1,353,209
Gross profit	795,123	912,138	1,318,596	712,031
Profit Before Income Taxes	89,406	182,652	333,409	119,124
Net Profit	27,901	104,402	182,345	47,600
Basic earnings per share (In New Taiwan Dollars)	0.36	1.32	2.13	0.56

R/D Expenses	127,016	157,711	248,496	175,887
Percentage of Operating Revenue	8.1%	8.3%	10.4%	13.0%

Revenue from Major products

2020-2023/1-9

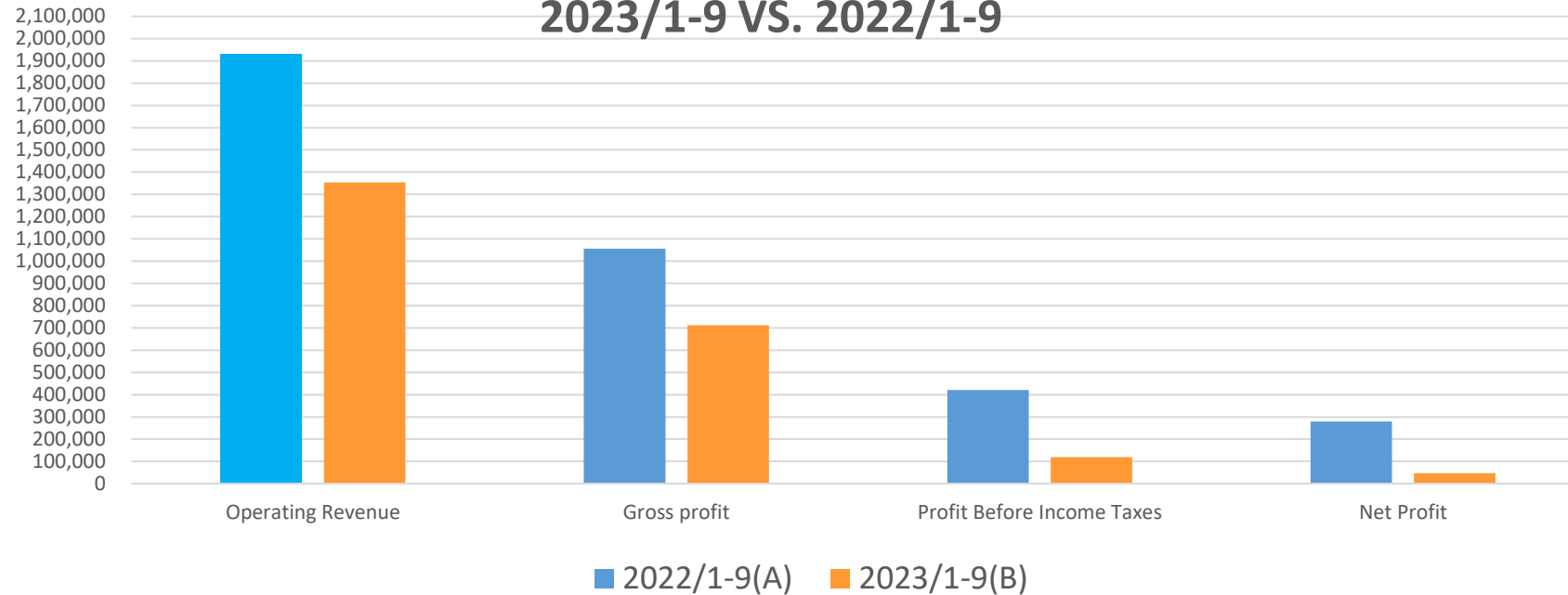


Major products	Pharmaceutical		Supplement		Cosmeceutical		Sales royalty fee		Diagnostic		API		Other(Note)		Total Sales Revenue	
2020	747,769	48%	125,718	8%	290,565	19%	360,796	23%	36,374	2%	2,271	0%	5,144	0.3%	1,568,637	100%
2021	719,660	38%	163,910	9%	263,391	14%	319,789	17%	313,144	16%	116,802	6%	4,515	0.2%	1,901,211	100%
2022	724,221	30%	183,929	8%	161,267	7%	409,919	17%	724,634	30%	189,909	8%	4,769	0.2%	2,398,648	100%
2023/1-9	536,244	40%	204,283	15%	153,899	11%	303,238	22%	51,160	4%	97,641	7%	6,744	0.5%	1,353,209	100%

Note : Other products-Medical device

Consolidated Financial Statement of Comprehensive Income

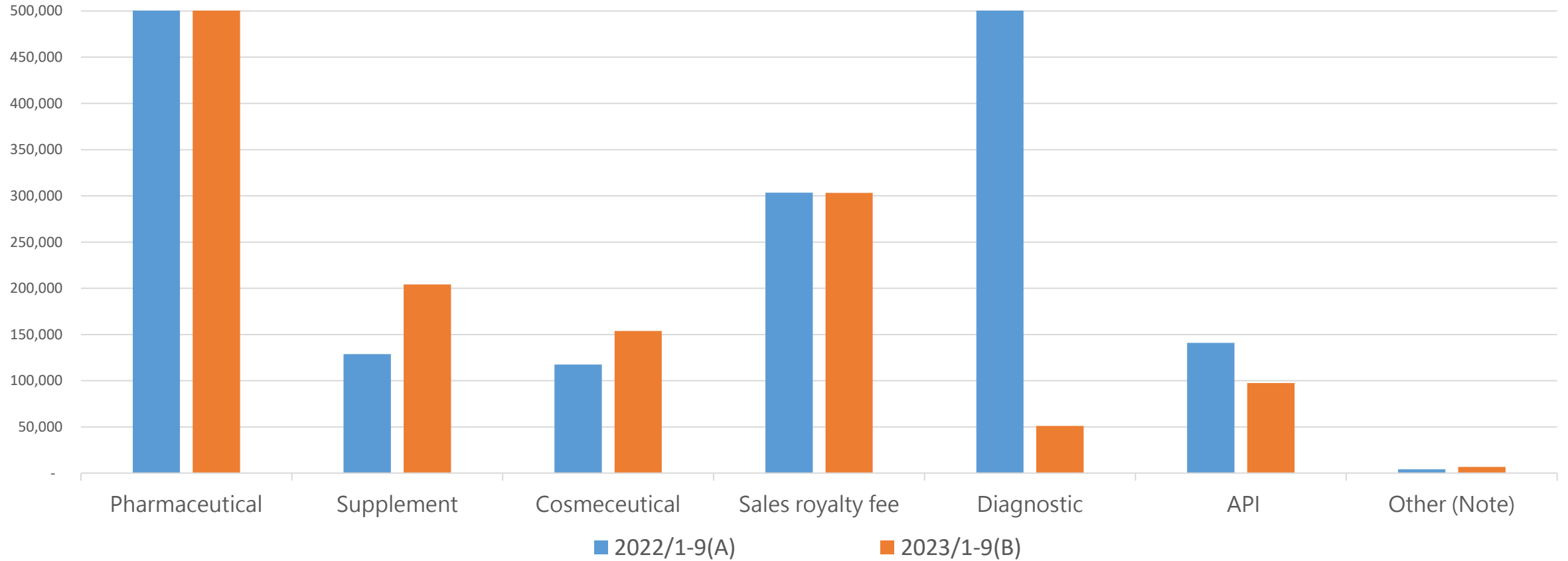
2023/1-9 VS. 2022/1-9



	2022/1-9(A)	2023/1-9(B)	2023/1-9 VS. 2022/1-9	
			Difference Amount (B)-(A)	Growth rate%
Operating Revenue	1,930,920	1,353,209	(577,711)	(30)
Gross profit	1,055,906	712,031	(343,875)	(33)
Profit Before Income Taxes	421,007	119,124	(301,883)	(72)
Net Profit	278,703	47,600	(231,103)	(83)
Basic earnings per share (In New Taiwan Dollars)	3.25	0.56	(2.69)	(83)

R/D Expenses	155,059	175,887	20,828	13
Percentage of Operating Revenue	8.0%	13.0%		

Revenue from Major products 2023/1-9 VS. 2022/1-9



Major products	Pharmaceutical		Supplement		Cosmeceutical		Sales royalty fee		Diagnostic		API		Other (Note)		Total Sales Revenue	
2022/1-9(A)	526,607	27%	128,874	7%	117,506	6%	303,483	16%	708,999	37%	141,108	7%	4,343	0.2%	1,930,920	100.0%
2023/1-9(B)	536,244	40%	204,283	15%	153,899	11%	303,238	22%	51,160	4%	97,641	7%	6,744	0.5%	1,353,209	100.0%
Diff Amt(B)-(A) 及 Growth rate%	9,637	2%	75,409	59%	36,393	31%	(245)	0%	(657,839)	-93%	(43,467)	100%	2,401	55%	(577,711)	-29.9%

Note : Other products-Medical device

Innovative Medicine

創新醫療事業群

PBF's Global Network

合作夥伴

Akebia[®]
THERAPEUTICS

JTI

 鳥居藥品株式会社

KYOWA KIRIN

 **DKSH**

WEGO 威高



NEPHOXIL PHARMACEUTICAL GRADE FERRIC CITRATE

ACCUMULATED SALES SINCE 2015
>1.1 BILLION USD

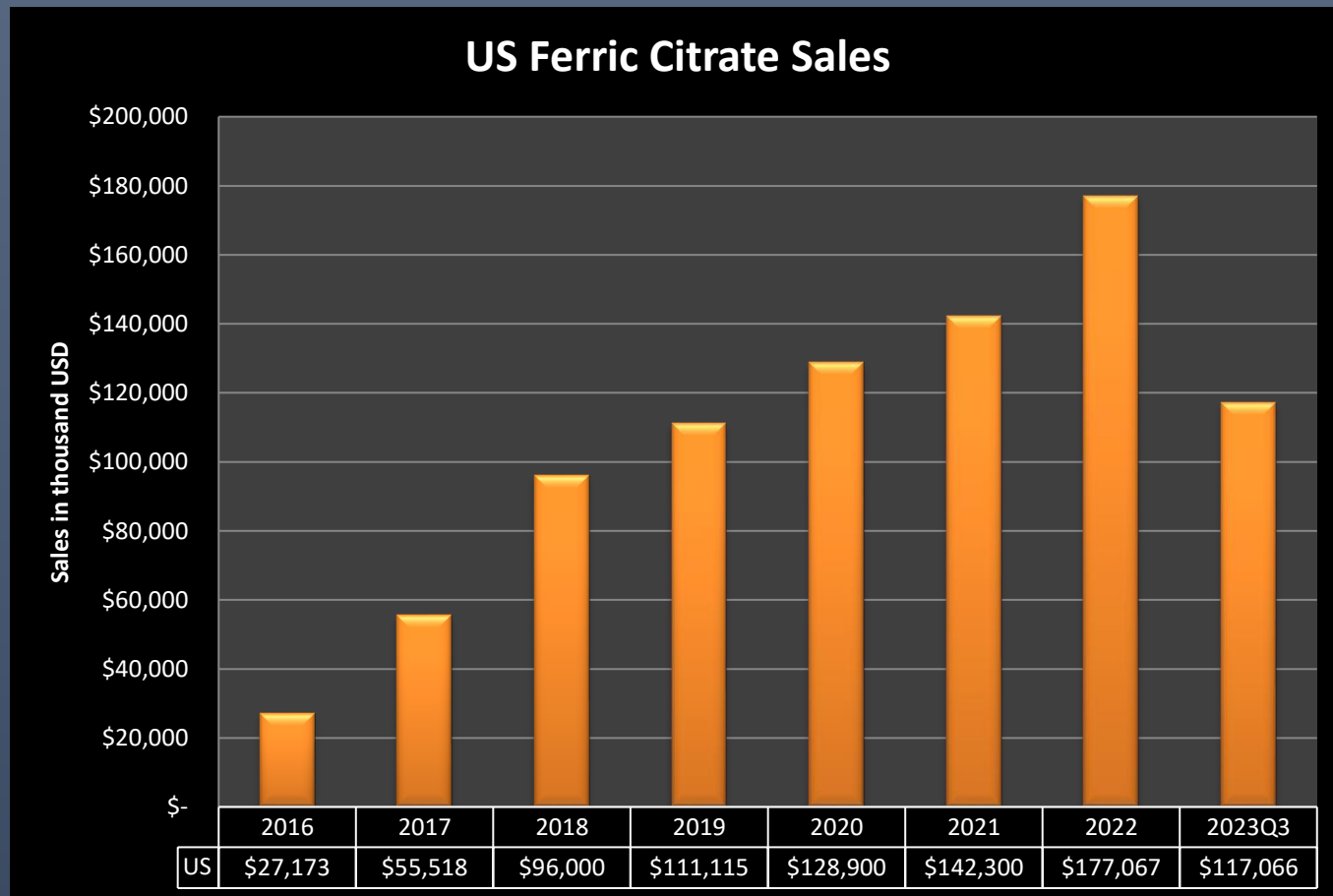
2022 GLOBAL SALES IN US&JAPAN
>230 MILLION USD



Ferric Citrate USA

Auryxia Tablets Growth

- 5 year CAGR (2017-2022): 26%
- 2021 to 2022 YoY Growth Rate : 22.3%
- Q1~Q3 2023 Total : USD 117,066 K
- 2022 Overall Guidance : USD 170M+

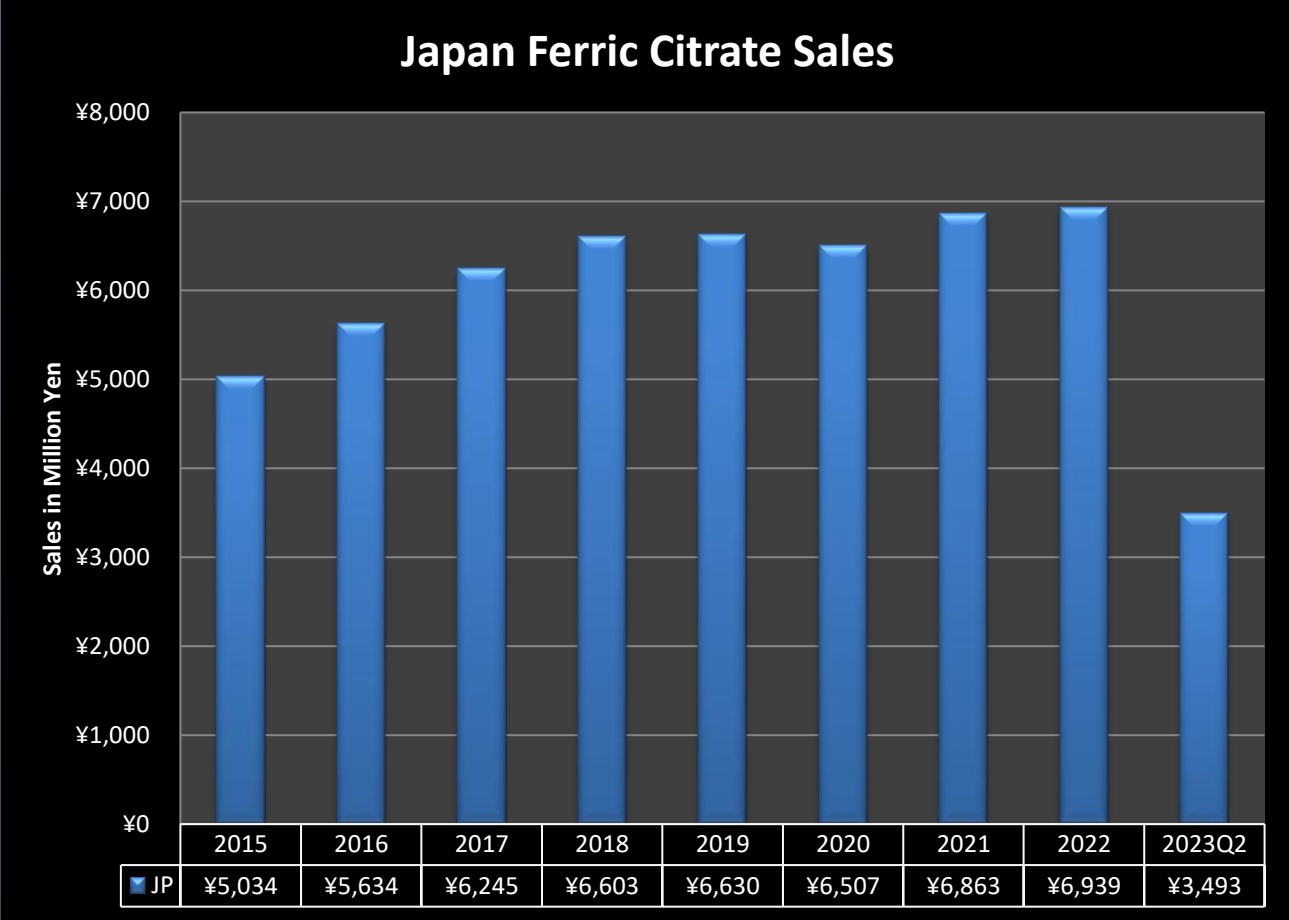


Source : www.Akebia.com

Ferric Citrate Japan

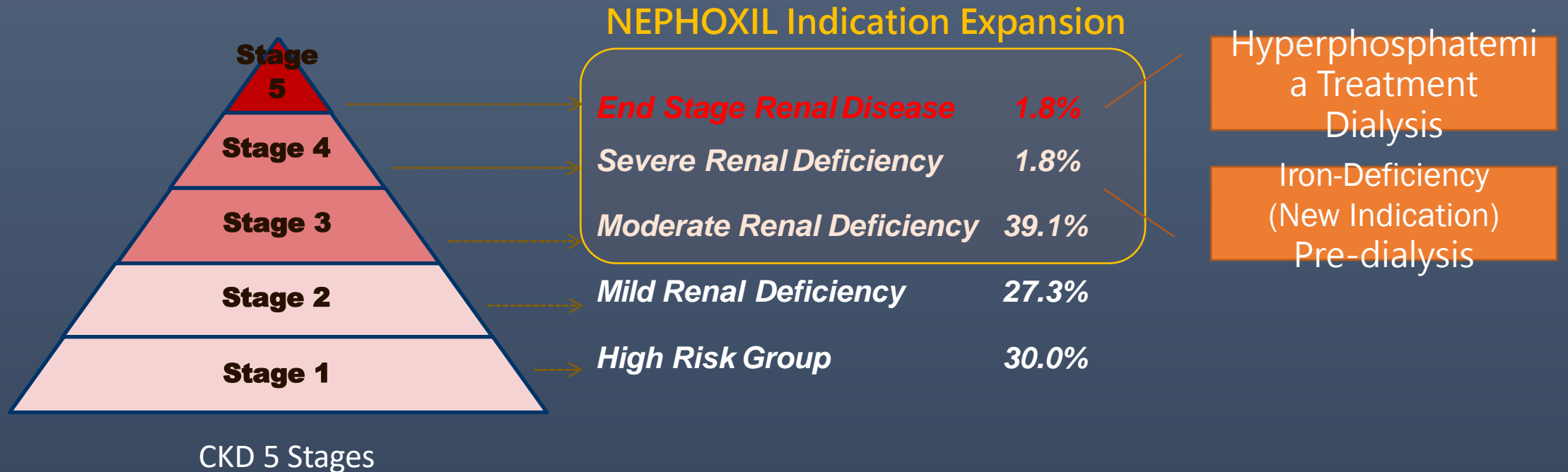
Riona tablets Growth

- 2021 to 2022 YoY Growth Rate : 1.1%
- 2023 Q1~Q3: 5,403 Million YEN
- 2023 vs 2022 first 9 months Growth Rate : ~7.3%
- 2023 forecast: 7,601 Million YEN



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

Nephoxil® Market Expansion



Source: Stages 1-4 from NHANES III (1988-1994). Stage 5 from USRDS (1998)



2023 H1 Nephoxil-Taiwan Status

- 2023 Q1: Completed Nephoxil Iron-Deficiency (New Indication + New Formulation) Phase III Trial Unblind
- Achieved All Primary and Secondary Marks
 - Effectively Treating Pre-Dialysis CKD Patients with Iron-Deficiency Anemia and Improving Serum Phosphate Level
- 2023 Q2: Completed Final Reports for Phase III Trial and Submitted for Approval while Conducting Mass-Production Trials, CMC and other NDA Requirements
- Will Combine with TFDA New Drug Approval / Health Care Policy to Achieve Launching Purpose



2023 H1 Nephoxial-Asia Pacific Treatment for Hyperphosphatemia in ESRD

- Obtained Health Care
- Launched

Korea



Kyowa Kirin Korea
協和麒麟韓國

- API for New Drug Submission
- New Drug NDA Submission

China



Wego PBF China
威高寶齡中國

- 2023/10/13
NDA Approval

Thai



DKSH Thai
大昌華嘉泰國

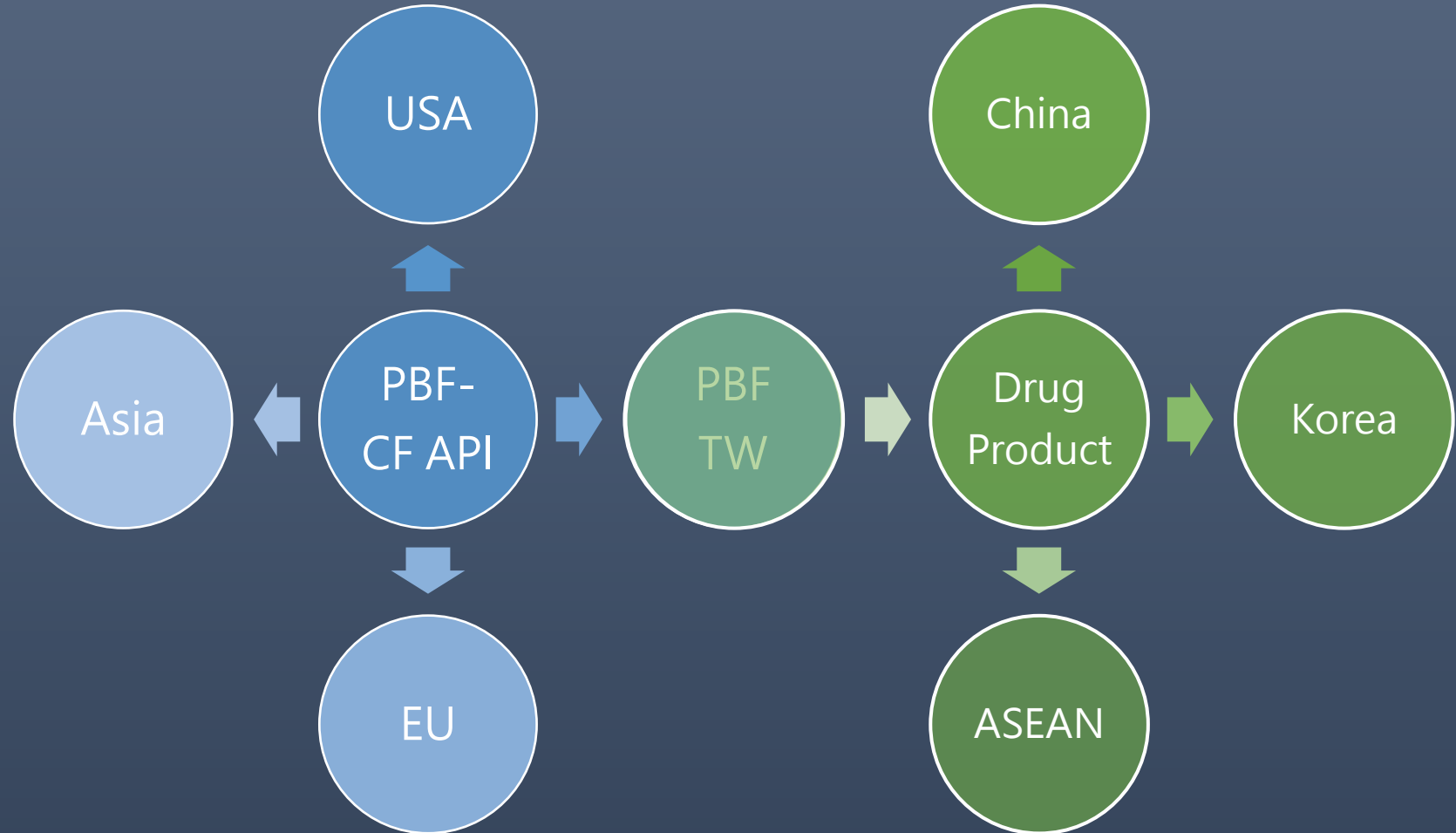


Integrated API Quantity Upgrading

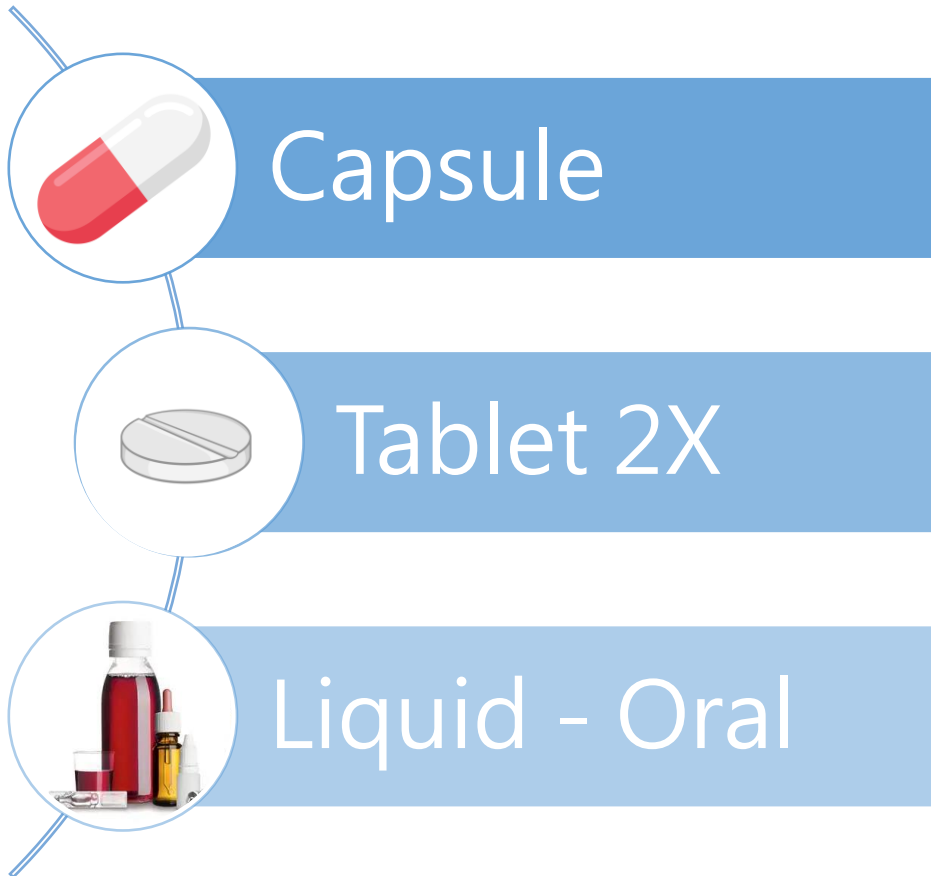
Production expansion

China API submission Complete

DMF preparation



Nephoxil – New Indication Development



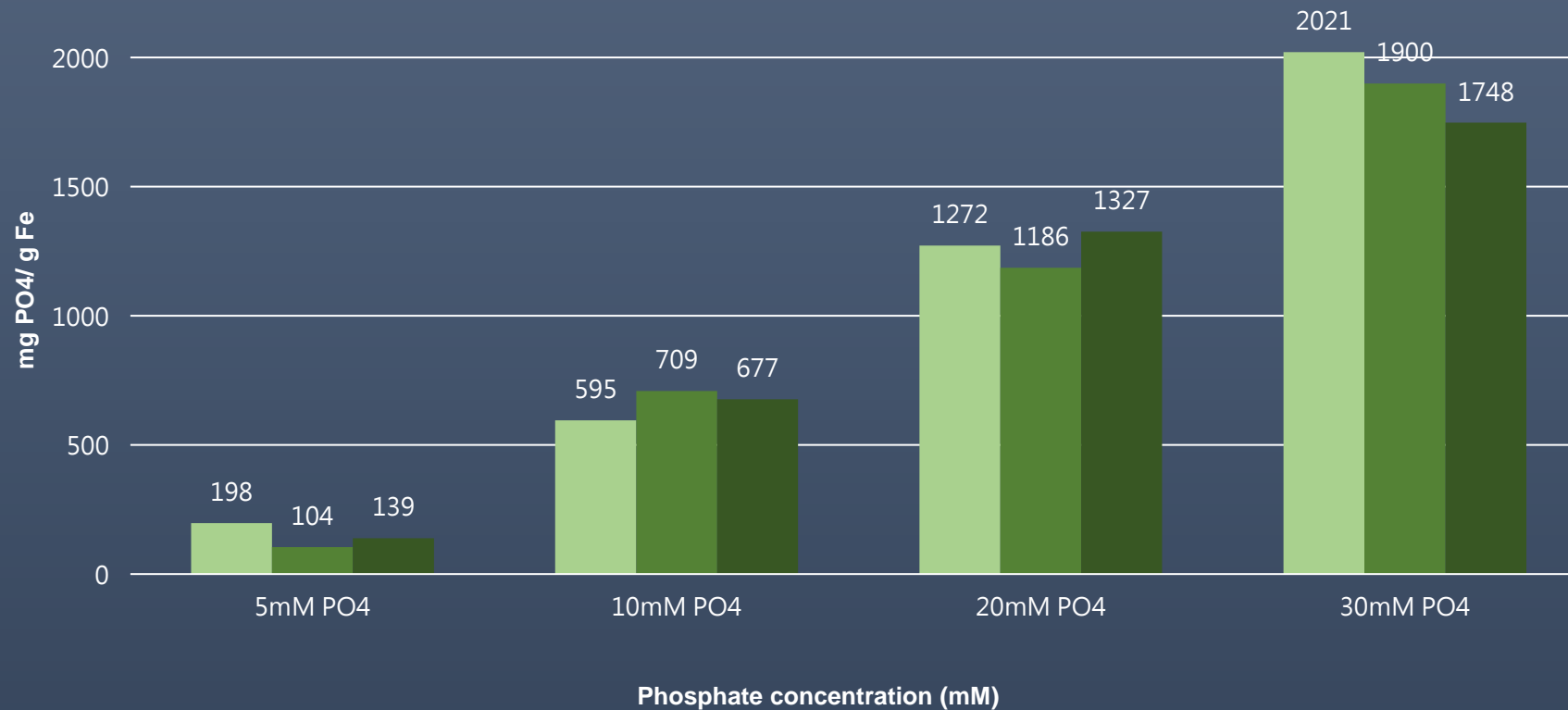
- Treating Hyperphosphatemia : Dialysis
- 500 mg Capsule
- Treating Anemia: Non Dialysis CKD
- 1,000 mg Tablet , 2X Concentrate for the Same Size
- Kidney Protection: Pet Market
- Ferric Iron: Hard-to-Dissolve Breakthrough , Solving Swallow Difficulty
- Completed Pre-Mass Production Testing



Ferric citrate oral solution

Strong phosphate binding capacity ↗ 120%

Oral Ferric citrate solution PO₄ binding capacity



毫升級劑量即可充份捕獲寵物飼料中的磷

API Business Division

原料薬事業群



全球原料藥事業體

API Business Division



Ferric Citrate hydrate
醫藥級
檸檬酸鐵

- ▶ Nephoxil-Multi Formulation API Supply
- ▶ Production Capacity Maximization ONGOING
- ▶ Target : 30+

Pseudoephedrine
偽麻黃鹼
Sales Ongoing

- ▶ International Controlled API-Among a Few Certified Supplied by US FDA and DEA
- ▶ Production Maximization ONGOING擴產計畫進行中
- ▶ ONLY Certified Supplier in Taiwan by USFDA

Phenylpropanolamine
Phenylephrine
苯丙醇胺、
去氧腎上腺素
Sales Ongoing

- ▶ Targeting All Types of Flu and Covid related allergic and sinus symptom, food graving suppressant, asthma

Ferric Citrate 產能擴充

PAST

100 kg
Per
Batch

Batch Size scale
up 2x ~ 5x

Time 5x ~ 7x

Future

Max
100T
Per
Year

Innovative Diagnostics

創新診斷事業群



多重檢測平台 Multiplex Platform

- 新型冠狀病毒 (Sars-Cov-2)
- 流感病毒(Influenza Virus)

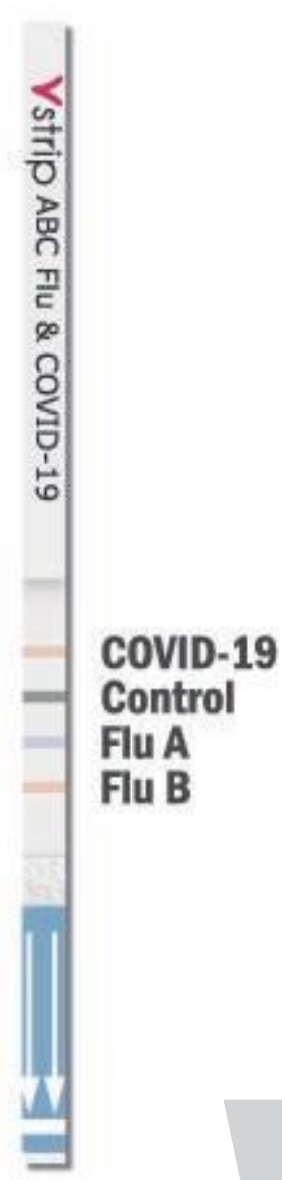
- 新型冠狀病毒 (Sars-Cov-2)
- 流感病毒(Influenza Virus)
- 呼吸道融合病毒(RSV)

- 幽門螺旋桿菌(h. Pylori)
- 糞便潛血(FOB)

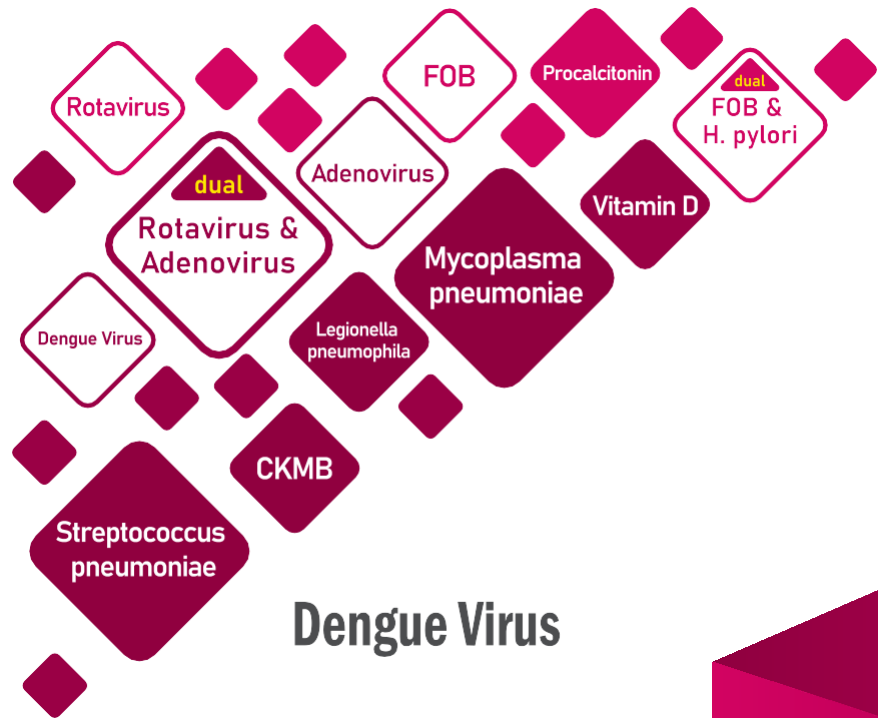
- 輪狀病毒(Rotavirus)
- 腺病毒(Adenovirus)
- 諾羅病毒(Norovirus)

Vstrip 飛確

Your concerns
our solutions



Vstrip 飛確



Dengue Virus

H.pylori & Fecal Occult Blood



H.pylori Control
 FOB

Cost effective screening for colorectal and gastric cancer

Vstrip 飛確

vstrip | 產品線 飛確 | Pipeline

腸胃道病原Gastrointestinal Pathogen

- ✓ 幽門螺旋桿菌(h. Pylori)
- ✓ 輪狀病毒(Rotavirus)
- ✓ 腺病毒(Adenovirus)
- 困難梭狀桿菌(c. Difficile)
- 腸病毒(Enterovirus)
- 諾羅病毒(Norovirus)

生物標記Biomarker

- 前降鈣素(PCT)
- 肌鈣蛋白(Troponin)
- B型利鈉利尿胜肽(BNP)

性傳染病原STD Pathogen

- 人類免疫缺乏病毒(HIV)
- 梅毒(Syphilis)
- 淋病(Gonorrhea)
- 猴痘(Monkeypox)

呼吸道病原Respiratory Pathogen

- ✓ 新型冠狀病毒 (Sars-Cov-2)
- ✓ 流感病毒(Influenza Virus)
- ✓ 呼吸道融合病毒(RSV)
- ✓ 腺病毒(Adenovirus)
- ✓ A型鏈球菌(GAS)
- 人類間質肺炎病毒(hMPV)
- 嗜肺性退伍軍人桿菌(l. Pneumophila)
- 肺炎黴漿菌(m. Pneumoniae)
- 肺炎鏈球菌(s. Pneumoniae)

Others

- ✓ 乙型鏈球菌(GBS)
- ✓ 糞便潛血(FOB)
- ✓ 登革熱病毒(Dengue Virus)
- 抗穆勒氏管荷爾蒙 (AMH)

台灣市場規模

Market Size in TW

> TWD1,500,000,000



多重檢測平台 Multiplex Platform

- 新型冠狀病毒 (Sars-Cov-2)
- 流感病毒(Influenza Virus)

- 新型冠狀病毒 (Sars-Cov-2)
- 流感病毒(Influenza Virus)
- 呼吸道融合病毒(RSV)

- 幽門螺旋桿菌(h. Pylori)
- 糞便潛血(FOB)

- 輪狀病毒(Rotavirus)
- 腺病毒(Adenovirus)
- 諾羅病毒(Norovirus)



台灣TW

查驗登記送件Registration

- 2023Q2 飛確RV2 新冠抗原快篩(專業版)
- 2023Q2 飛確RV2 新冠抗原快篩(家用版)
- 2023Q3 研準新冠抗原快篩(家用版)中研院委託開發
- 2023Q4 飛確ABC(流感/新冠)抗原快篩
- 2023Q4 飛確登革熱抗原快篩試劑
- 2024Q1 飛確糞便潛血(FOB)抗原快篩試劑
- 2024Q3 飛確肺炎鏈球菌抗原快篩試劑
- 2024Q3 飛確退伍軍人菌抗原快篩試劑
- 2024Q3 飛確困難梭菌抗原快篩試劑



時程 Timeline



瓜地馬拉GT

查驗登記送件Registration

- 2023Q1 飛確RV2 新冠抗原快篩
- 2024Q1 飛確流感抗原快篩



新加坡SG

查驗登記送件Registration

- 2024Q2 飛確ABC(流感/新冠)抗原快篩
- 2024Q2 飛確登革熱抗原快篩試劑



美國US

臨床預試驗執行Pilot Study

- 2024Q1 ABCR(流感/新冠/呼吸道融合病毒) 抗原快篩



加拿大CA

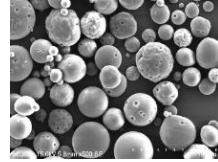
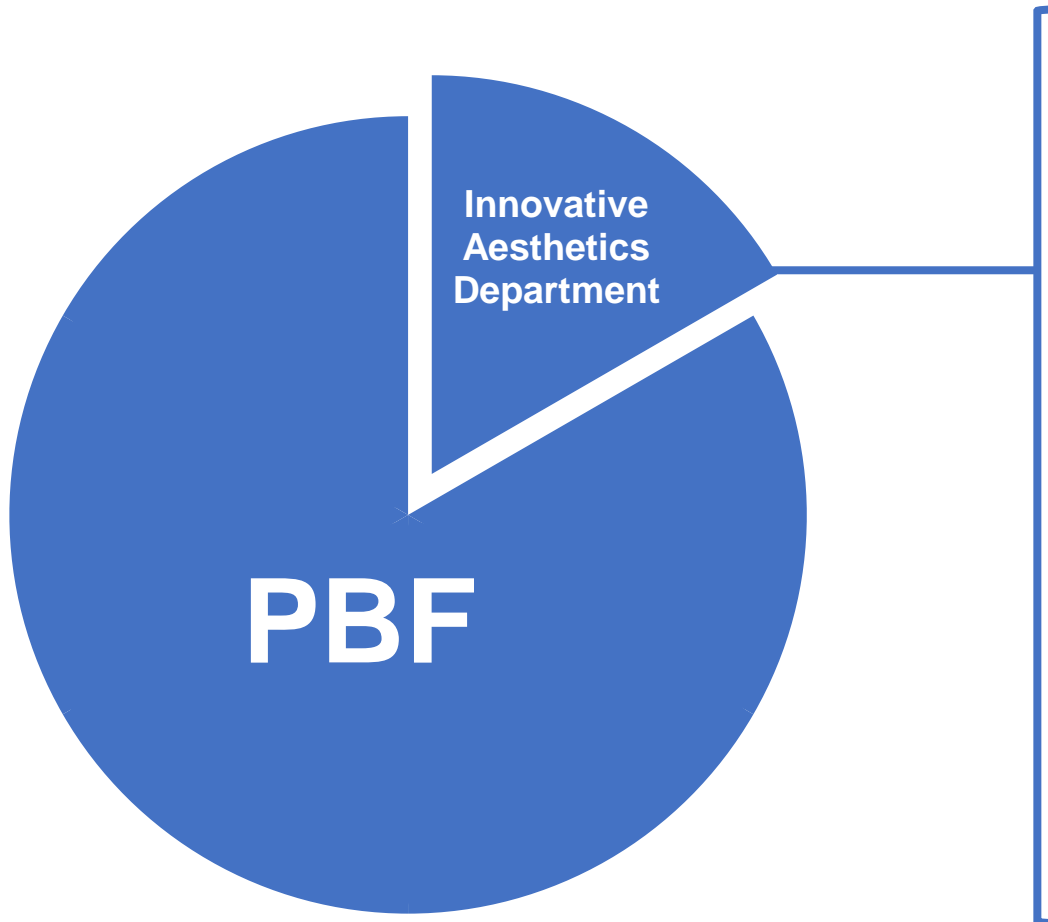
查驗登記送件Registration

- 2024Q1 飛確幽門螺旋桿菌抗原快篩

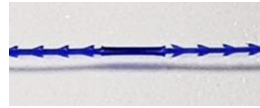
Innovative Cosmeceuticals

創新醫美事業群

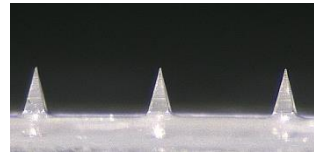
Innovative Aesthetics Department



(一) Long-lasting Dermal Filler



(二) Real Lifting Threads



(三) Functional Microneedle Patches

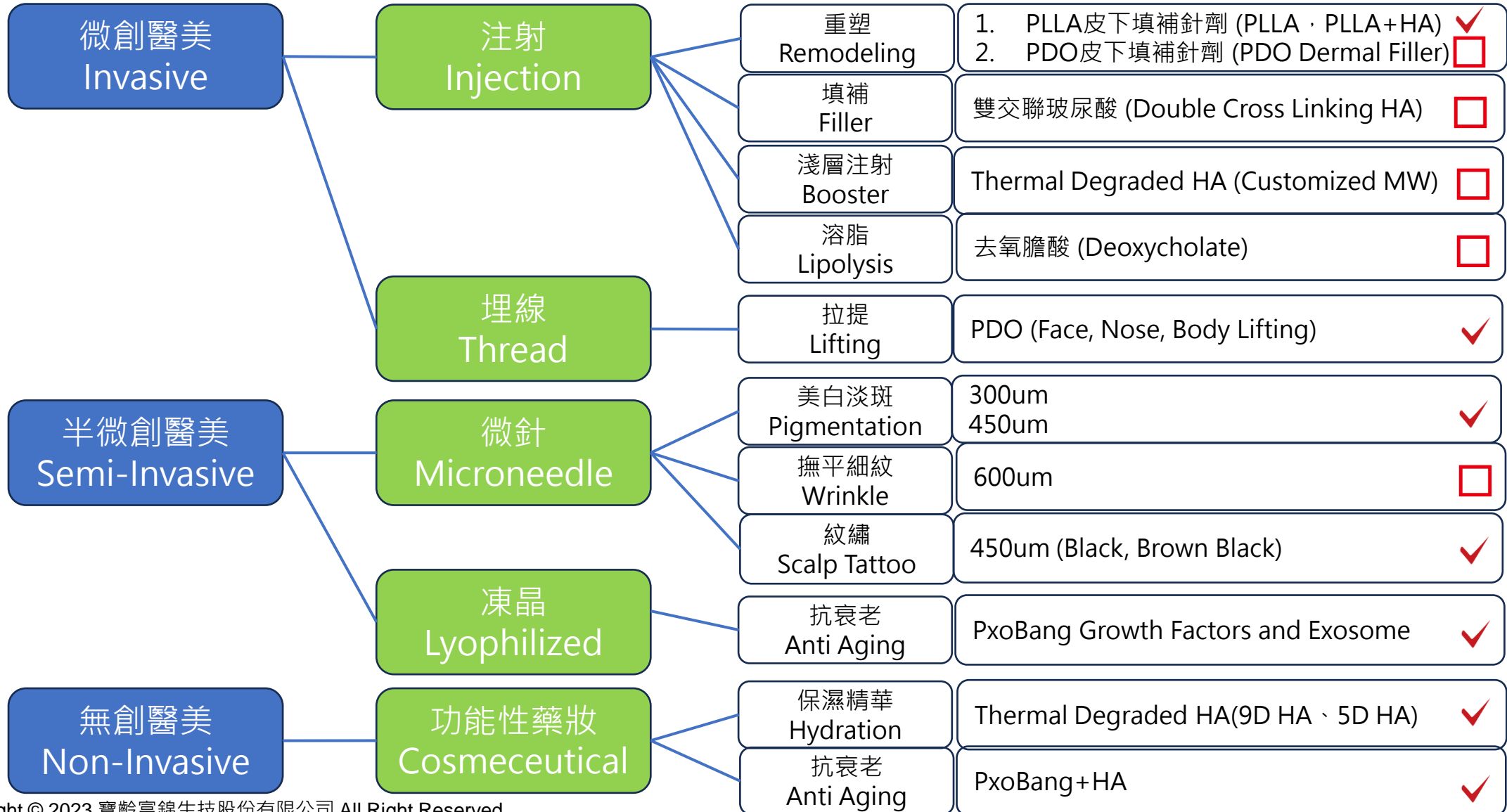


(四) Natural Growth Peptide/Lyophilized Exosome



(五) Thermal Degraded Multi-MW HA

Innovative Aesthetics Department



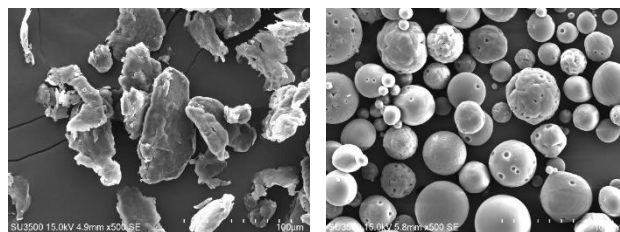
(微創醫美) 產品發展進度

技術名稱 Tehcnology	專利/ know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	市場潛力 Market potential (2020-2030)
可降解微球 Biodegradable Microsphere	Continuous Microsphere Manufacturing Process	皮下填補劑 Dermal Filler	AmazPHERE® 保媿妍® 聚左旋乳酸微米球 PLLA Microsphere	Clinical Trials Ongoing (Expected Completion: Mid- 2025)	1. Regular-shaped with pores, no needle clogging. 2. 10-minute dissolution, user-friendly. 3. Animal trials confirm low inflammatory response.	USD 14.8 B

Microsphere patented
manufacturing process



市售品 vs PBF Microsphere

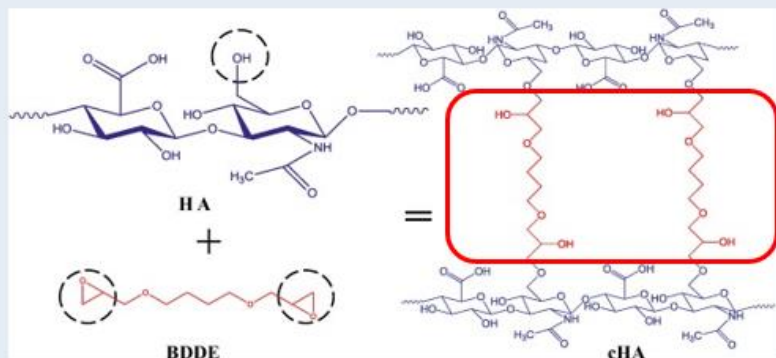


- 1. Regular-shaped with pores, no needle clogging.
- 2. 10-minute dissolution, user-friendly.
- 3. Animal trials confirm low inflammatory response.

(微創醫美) 產品發展進度

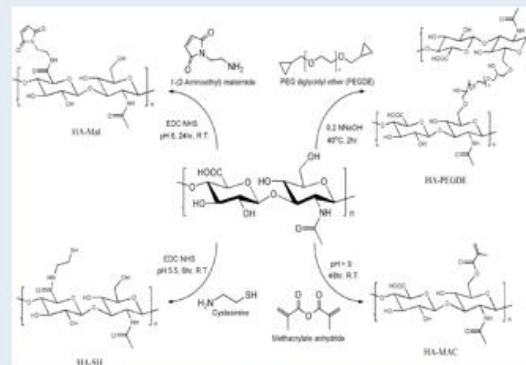
技術名稱 Tehcnology	專利/know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	Market potential (2020-2030)
Double Cross Linking HA	Double Cross Link Patent	Dermal Filler	玻尿酸填補劑 HA Filler	In Development	<ol style="list-style-type: none"> Combine multiple crosslinking agents to reduce the risk associated with a single crosslinking agent. Enhanced and more durable gel strength. 	USD 14.8 B

A. 傳統交聯型玻尿酸 – 單一交聯劑, 交聯劑濃度高, 致敏性高

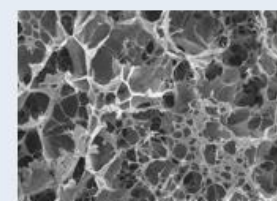
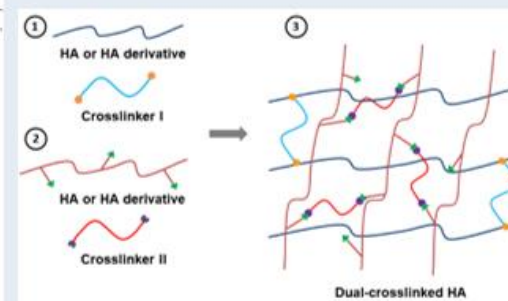


單一交聯劑, 致敏性較高
(殘留量超過2 ppm就具有毒性)

B. 寶齡專利雙交聯技術, 有效降低單一交聯劑濃度, 降低致敏性, 同時提高持久力



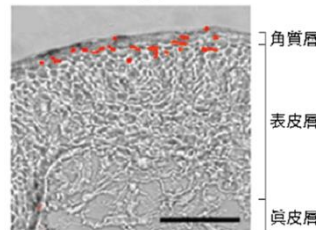
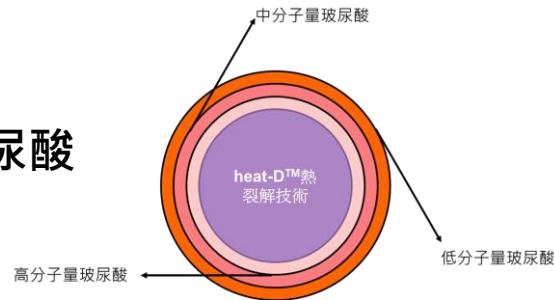
多重交聯反應, 有效
降低交聯劑濃度



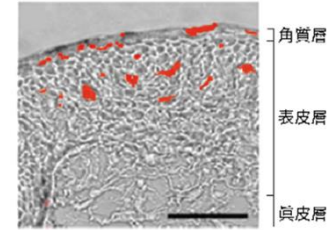
(微創醫美) 產品發展進度

技術名稱 Tehcnology	專利/know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	Market potential (2020-2030)
Thermal Degraded HA	1. Thermal degradation patent 2. Size-Exclusion Chromatography with Multi-Angle Light Scattering (SEC-MALS) technique for molecular weight analysis.	Booster HA	HA Subdermal Injection	In Development	1. Multiple MW to reach different depths of the skin. 2. Customized MW distribution.	USD 16.3 B
		精華液 Serum	1. 五維水潤玻尿酸精華液 2. 九維細潤玻尿酸精華液	準備上市 Ready to launch		

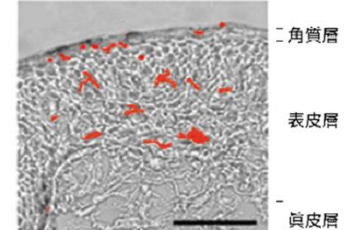
熱裂解玻尿酸



> 2000 KDa



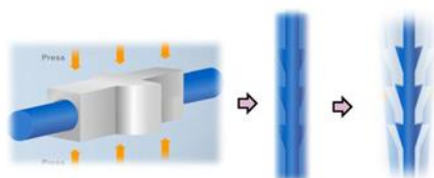
100-500
KDa



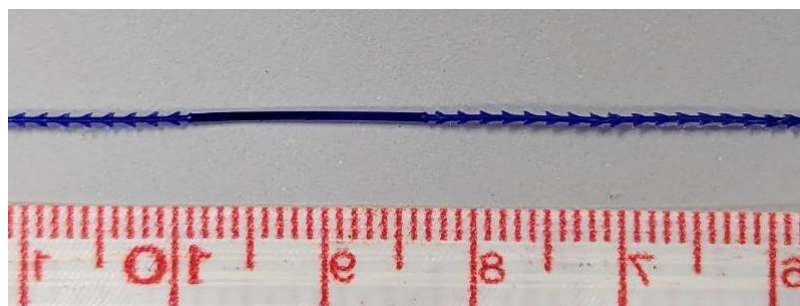
20-50 KDa

(微創醫美) 產品發展進度

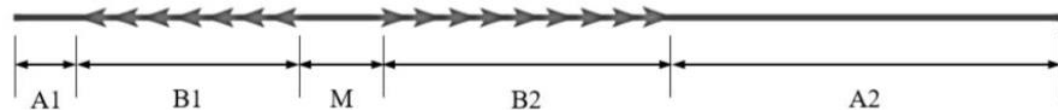
技術名稱 Tehcnology	專利/ know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	Market potential (2020-2030)
鑄模線雕 Molded Thread Sculpting	自有模具 In-house Molding	1.PDO Thread 2.Lifting Thread ①Face ②Nose ③Body	AmazLine® 保媿妍® 1. Absorbable Sutures 2. 保媿妍®拉提線	1. Certified Absorbable Sutures 2. Lifting Threads In Preparation	Molded Process Bidirectional Anchor Barbs for Structural Integrity and Strong Lifting Force Lasts 12-18 Months	USD 6.6 B



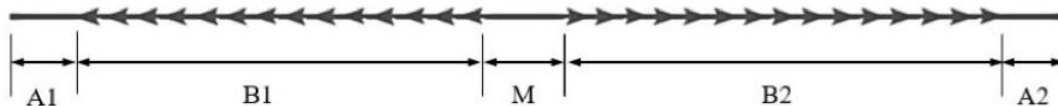
鑄壓成型，一體成形



17 cm 縫線



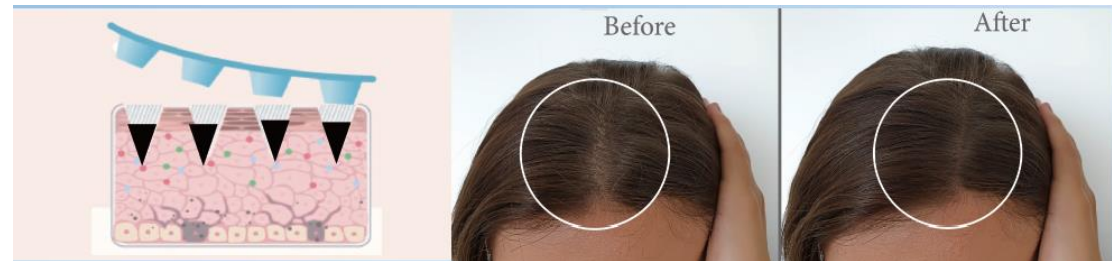
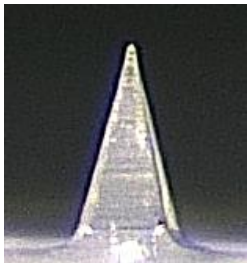
45 cm 縫線



(半微創醫美) 產品發展進度

技術名稱 Tehcnology	專利/know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	Market potential (2020-2030)
Two-Stage Microneedles Targeting Layer - Functional Cosmeceuticals	Several Microneedle Patents	Functional Cosmeceutical	1. Whitening Microneedle 2. Anti-Wrinkle Microneedle 3. Scalp Tattoo Microneedle	Ready to launch	1. Penetrates deep into the epidermal layer, achieving over 80% effective ingredient delivery. 2. Customizable formulations, needle height, and appearance.	USD 10.8 B

兩段式微針

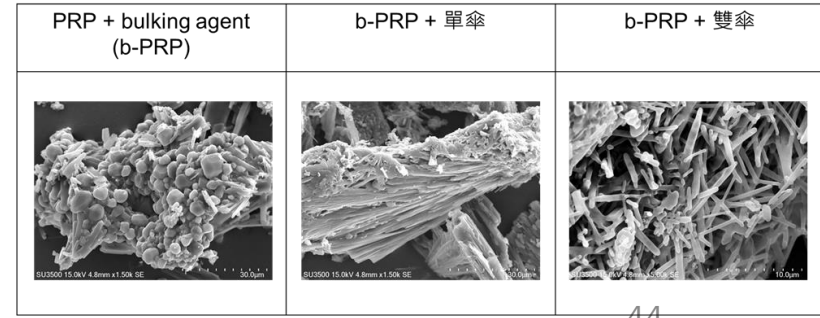
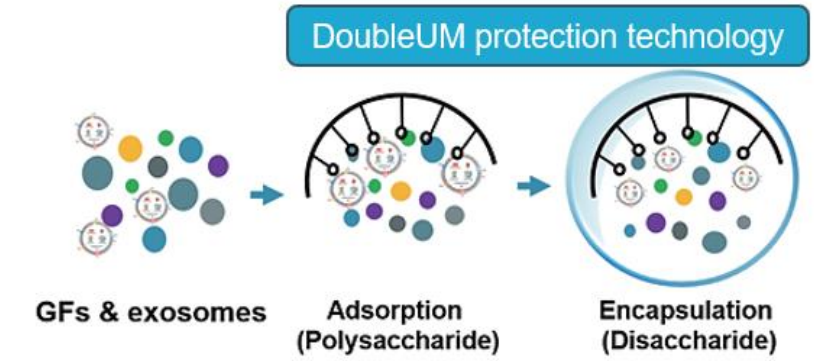
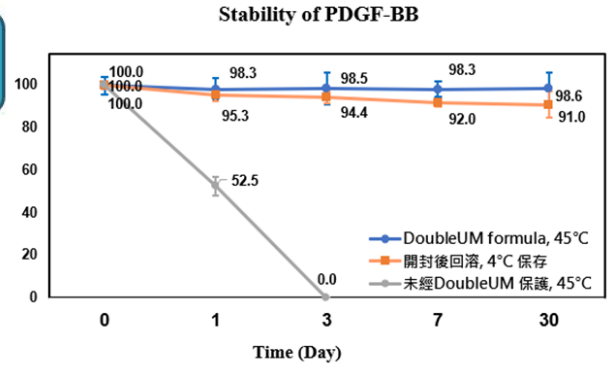
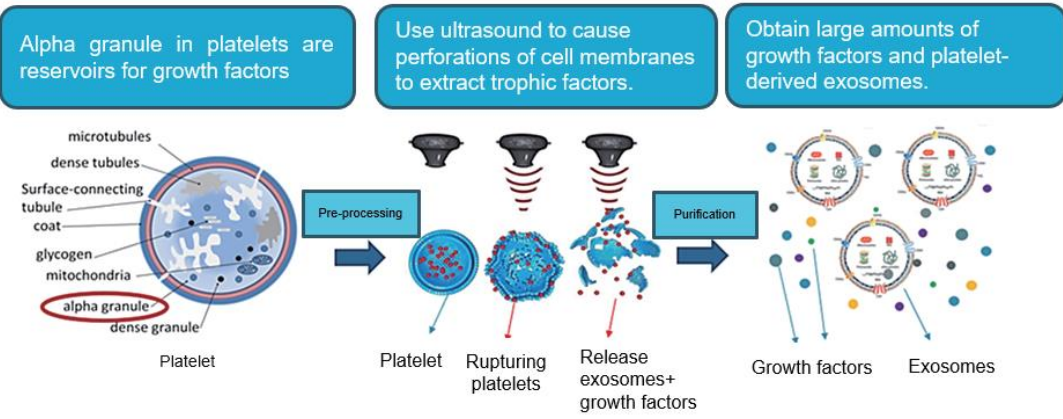


瞬間轉變，自然濃密

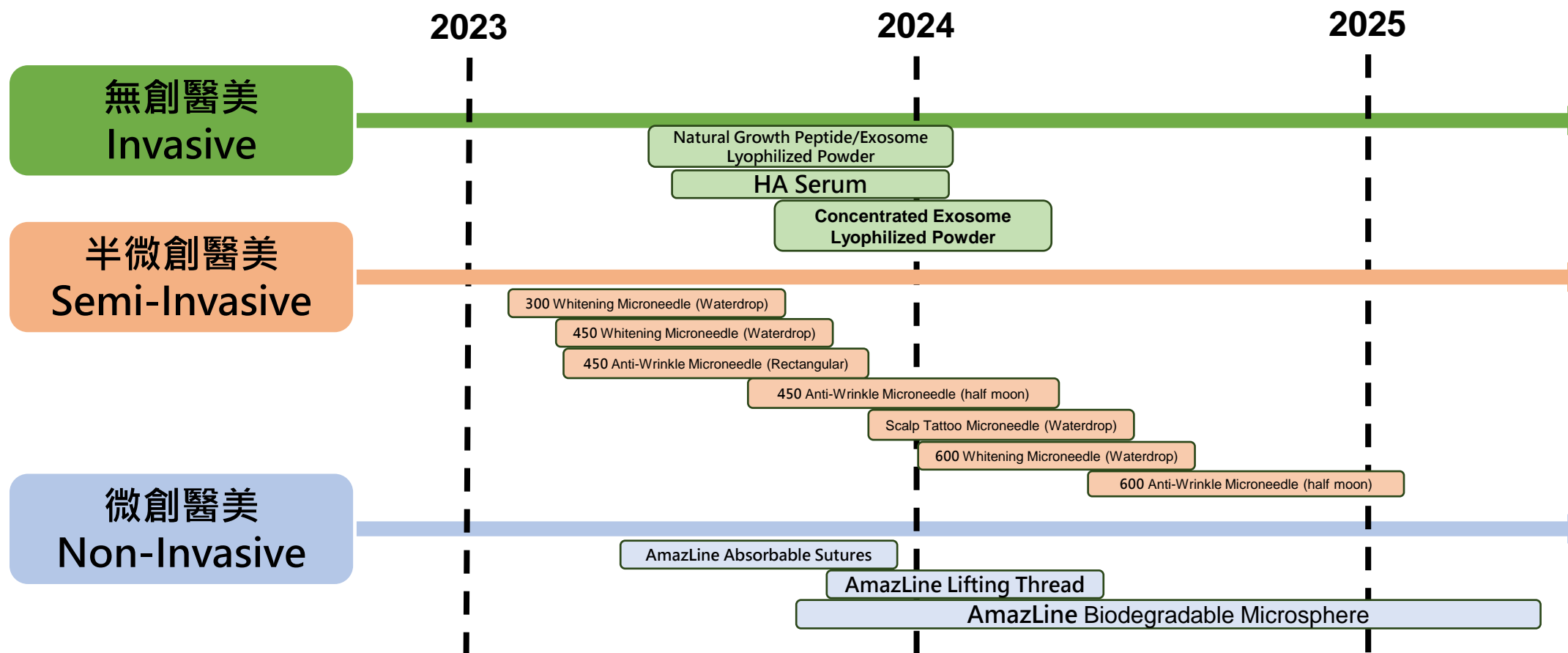
紋繡微針可藉由微針穿刺方式，將染料傳遞至表皮層，形成類髮絲的外觀和質感，從而在頭皮上創造出一種自然濃密的髮型效果。

(半微創醫美) 產品發展進度

技術名稱 Tehcnology	專利/know-how	產品類型 Type	產品名稱 Product Name	發展進度 Progress	產品特質 Characteristics	Market potential (2020-2030)
Cell Extraction Technology and Efficient Preservation of Active Molecules	1. Patented Extraction Technology 2. Patented Formulation Technology	Lyophilized powder	PxoBang®培可棒 潤膚滋原凍晶組	Ready to launch	1. Fully Extracted Natural Growth Factors/Exosomes from Platelets 2. Long-Term Preservation of Active Ingredients for Two Years	USD 5.3 B
		Lyophilized powder	濃縮外泌體凍晶	Ready to launch		



創新醫美產品計畫表





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