



Nang Kuang Pharmaceutical Co., Ltd.

2024 Investor Conference



Company Overview

Development Strategy

Business Operation

Q & A



NKP provides:



LVPs

PP composite material
infusion soft bag
without plasticizers

SVPs

pre-filled syringes as a
leading brander in
Taiwan and abroad
markets by complete
processes to handle
product varieties



Anti-neoplastics

by firstly adopting
isolator for production

Soft bag product shortage crisis...

Highline NKP value !

Annual sales volumes in infusion products has:

- Increased **at about 4.5 million bags**
- Increased **at about 100 million NTD** in revenue, representing growth rate over **80 %**

Union of *V.G.H and C.G.M.H*

by legally bound with supply contract so as to form integrity of NKP product employed in **N.T.U.H, V.G.H and C.G.M.H.**

National Health Insurance Administration announces max payment rate for health insurance will be increased by 27% from this October !!

Expected to *boost revenue in Q4 2024 and 2025*

The revenue growth rate of infusion products is expected to be maintained in 2025!

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寧為最好、毋為最大、
追求卓越、永無止境

董事長

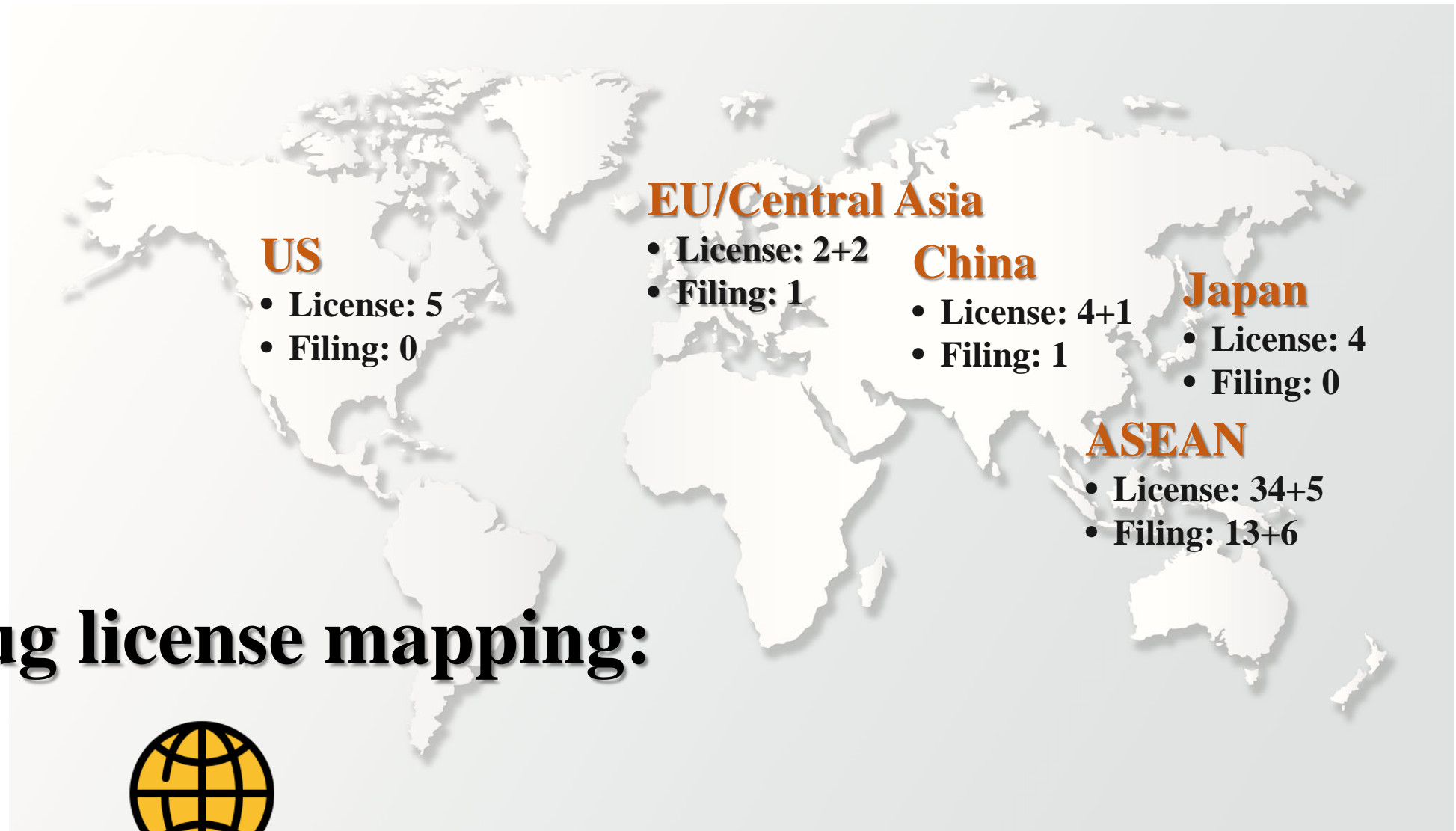
陳立賢



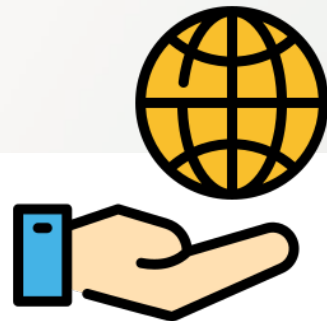
Expanding Big Win

Nutritional aesthetics model

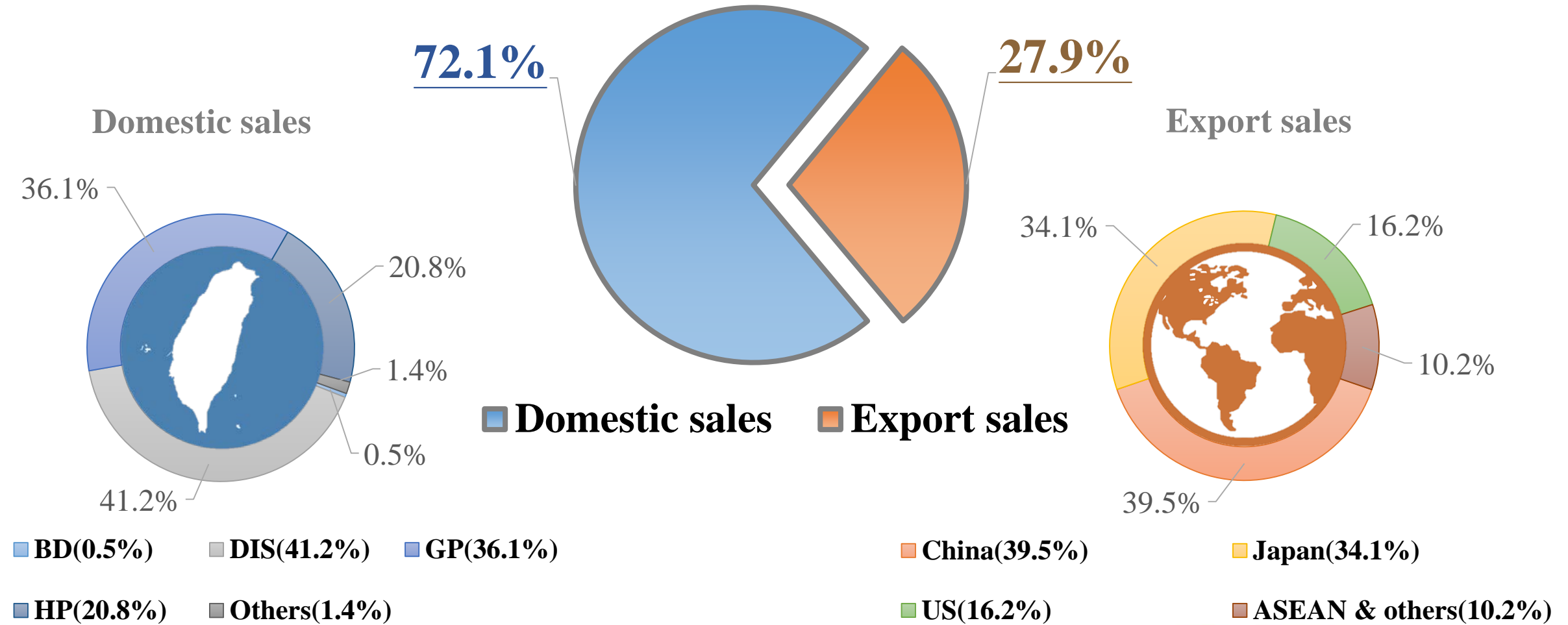




NKP's drug license mapping:



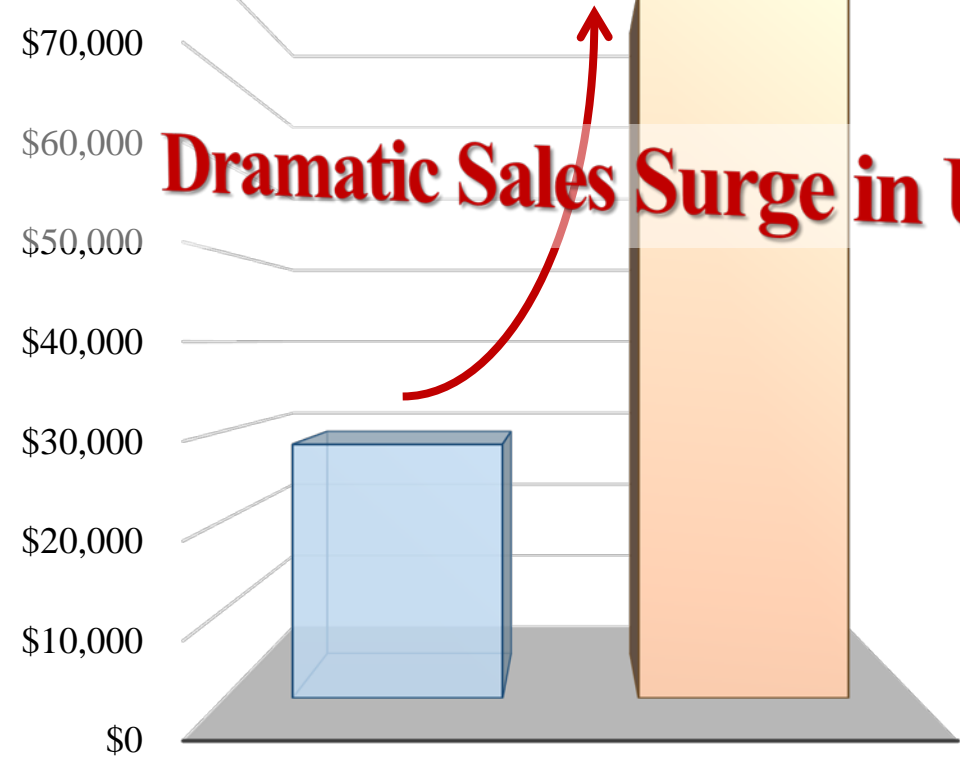
2024 NKP Revenue Analysis



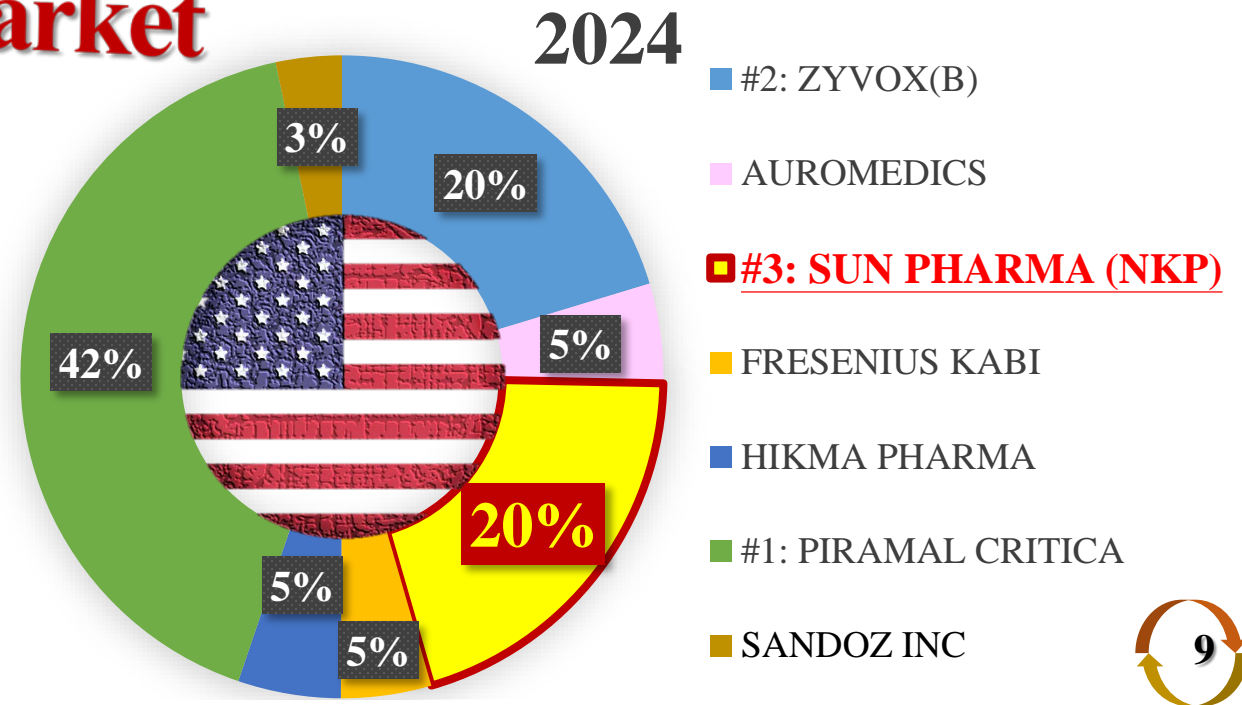
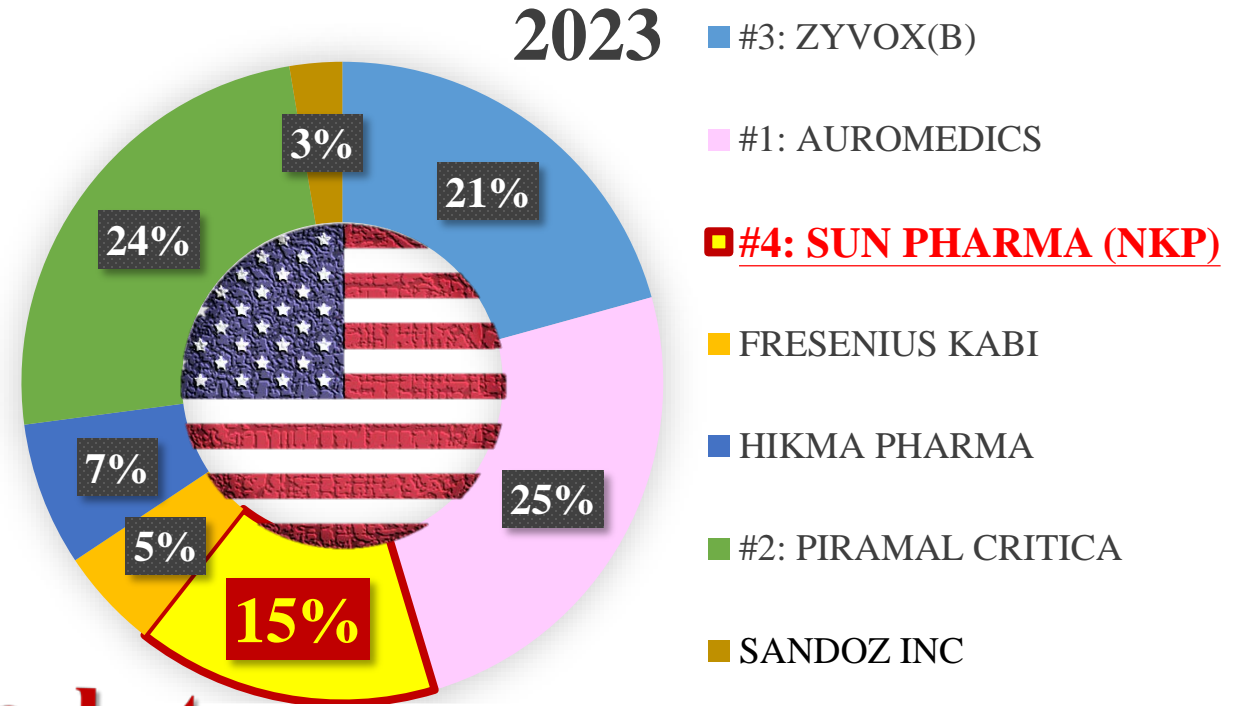
Linezolid inj.

Eco-friendly, non-toxic plastic-free infusion bags.

Sales went up to **180 %**



Dramatic Sales Surge in U.S. market

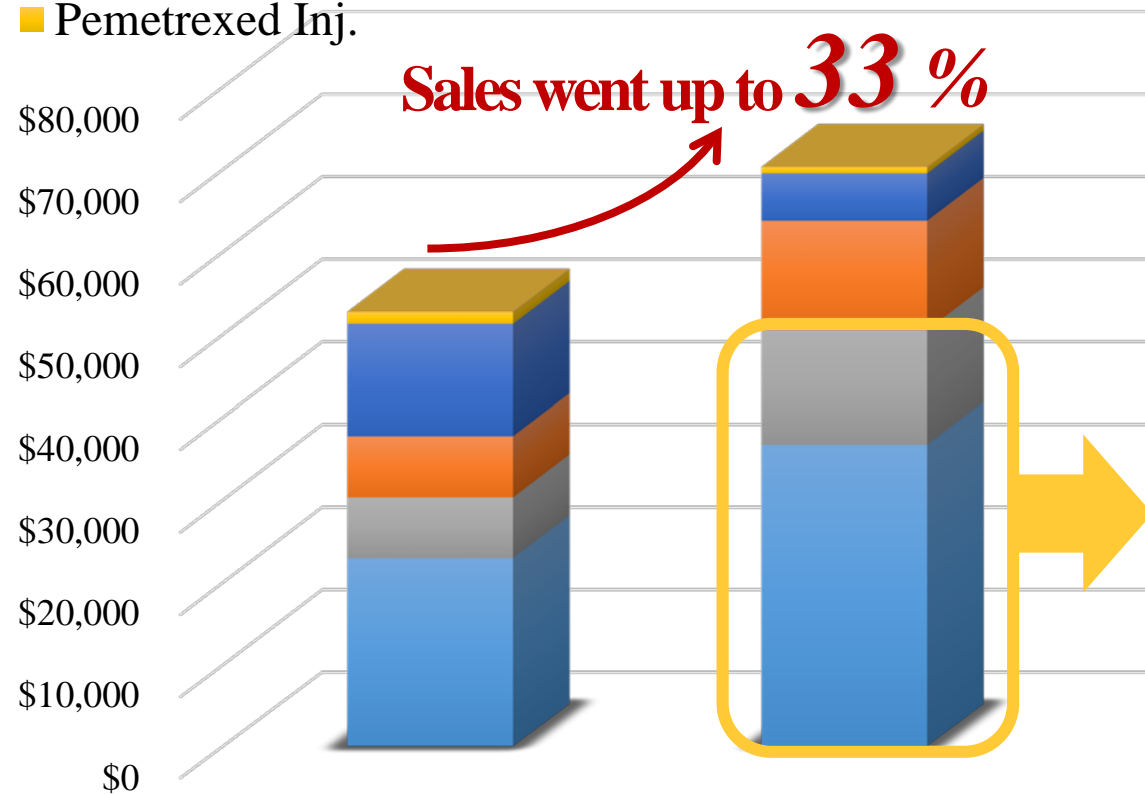


Cancer ranks in first place to top 10 death cause in four decades

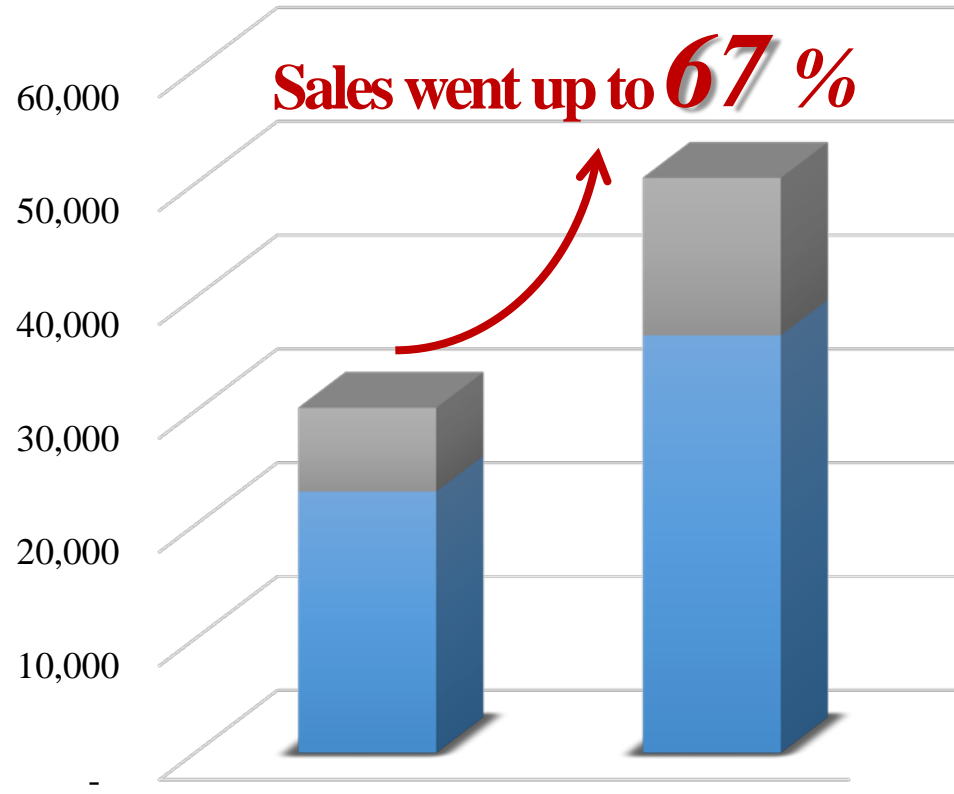
NKP can help !

- 5-FU Inj.
- Doxorubicin Inj.
- Docetaxel Inj.
- Azacitidine Inj.
- Pemetrexed Inj.

Oncology Products



5-FU& Doxorubicin Inj, First-line chemotherapy drugs used for lung cancer, colorectal cancer and breast cancer



Thousand NTD

2023(~Oct.)

2024(~Oct.)

Thousand NTD

2023(~Oct.)

2024(~Oct.)

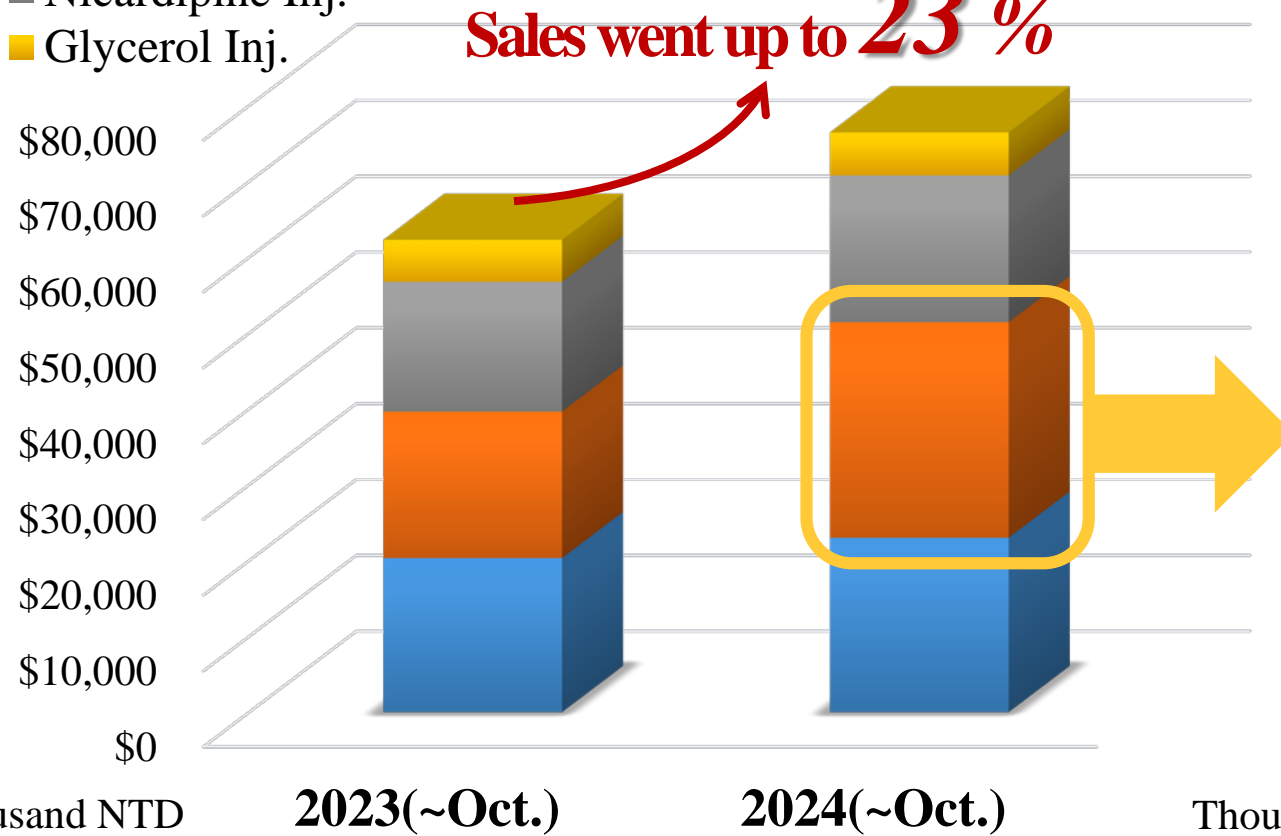
A good helper for healthcare professionals

Continue to grow

- Midazolam Inj.
- ~setron Inj.
- Nicardipine Inj.
- Glycerol Inj.

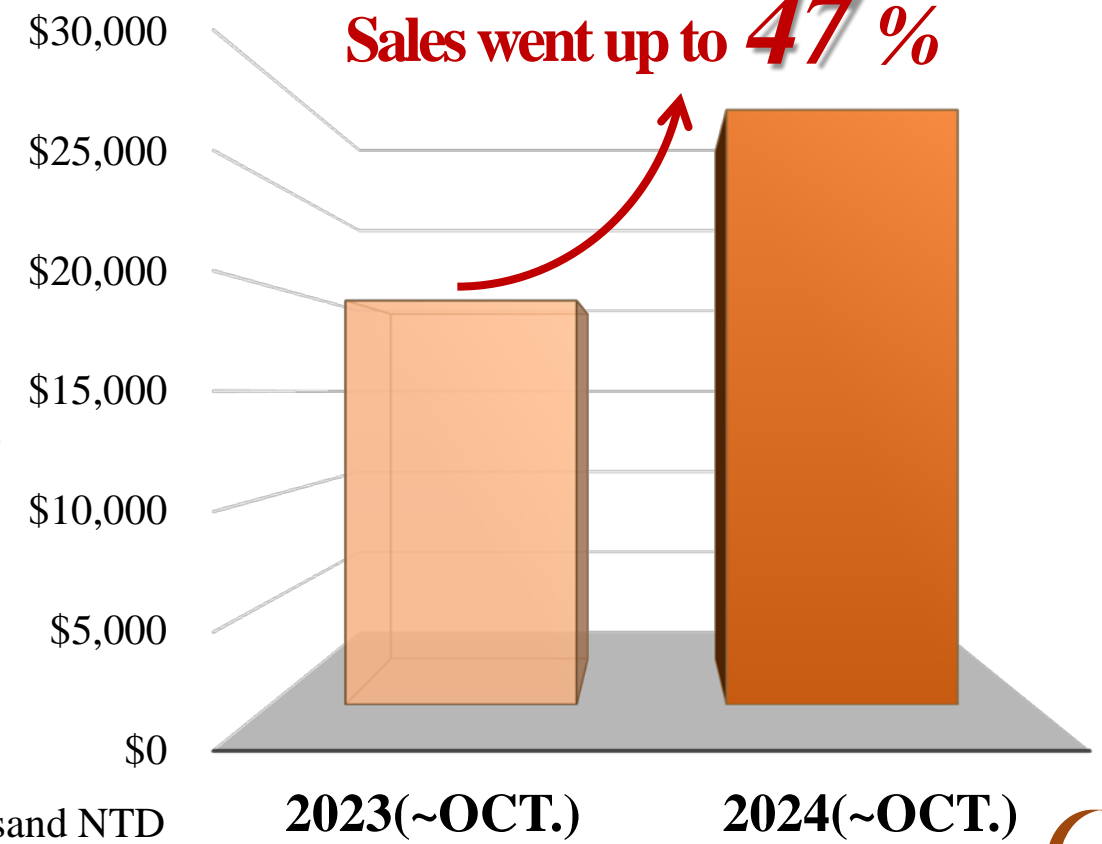
ICU drugs

Sales went up to **23 %**



-Setron drugs are hot sellers both domestically & internationally !

Sales went up to **47 %**



Thousand NTD

Thousand NTD

寧為最好、毋為最大、
追求卓越、永無止境

董事長

陳立賢



Expanding
Big Win

Nutritional
aesthetics
model



NKP IVN Product Strategy

Vitamin + Amino Acid, Reassure Combo!!



Kinpomin

Aminogen-X

Soragen

Ancare

Mejuoline

PanNobel

Cyano
cobalamin

Thioccan

Trentine

Glutamine

Amino acid

Glycyrrhizin

NAC

Vitamin B
complex

Vitamin C

Vitamin
B12

α -Lipoic Acid
(ALA)

Gingko





I.V. Nutritional Injection Therapy

- whelming and popular therapy.
- direct injection of vitamins, minerals, and amino acids.
- boost human immune system.

Nutritional injections

Thousand NTD

\$250,000

\$200,000

\$150,000

\$100,000

\$50,000

\$0

Sales went up to 32 %

2023(~ Oct.)

2024(~ Oct.)

■ Kinpomin Inj.
■ Soragen-S Inj.
■ Thioccan Inj.
■ Lisamin Inj.

■ PanNobel Inj.
■ Trentine Inj.
■ Keyamin-S Inj.
■ Ancare Inj.

■ Aminogen-X Inj.
■ Mejuoline Inj.
■ Cyanocobalamin Inj.

Kinpomin for IV Infusion

Glutamine supplement

IVN application in nutritional adjunctive therapy



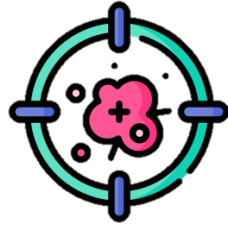
GS

S/P. care &
infection
preventing



GI

Reducing
hepatitis index;
repairing ulcer
wounds



OPH

Post-treatment
recovery



DERM

Whitening



Other

Anti-
aging

**Kinpomin Inj. is the main formula of NKP
IVN kit, rapid growth can be expected!**

Thousand NTD

\$60,000

\$50,000

\$40,000

\$30,000

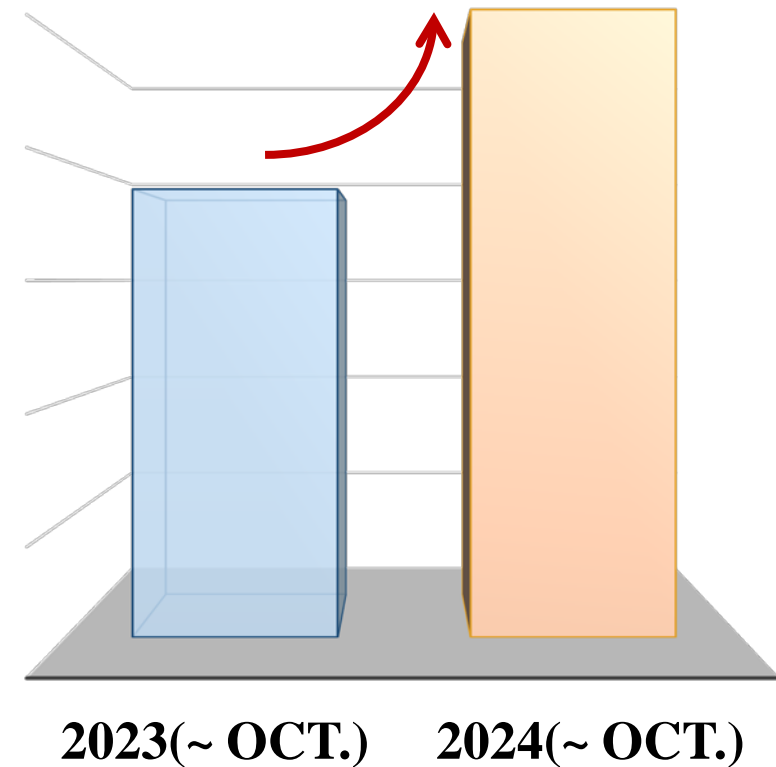
\$20,000

\$10,000

\$0

Kinpomin Inj.

Sales went up to **40 %**



Developing a chain of preventive medicine brands



Until 2024/Oct.



In 2024, sales of IVN products increased by **over 1 million NTD**

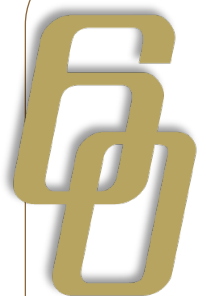


In 2024, the growth rate of IVN products exceeded 30%, with revenue increasing by **nearly 50 million NTD**

Until 2024/Oct.



Integrating the IVN & health supplement group to set up Specialty Team and to run CRM system for **market expansion**



Investing in setup of preventive medicine clinics to **streamline** drug supply with medical services to create successful operating model.

Life Quality Drugs/LQDs

Creating a new paradigm of health



Multiple treatments for comorbidities.
(BPH / ED / Insomnia)

**Enhancing quality of life and boosting
confidence in treatment!**

Until 2024/Oct.

**Total revenue from series of
product hits nearly 60 million !**



Innovative treatments create incentive to sales

- New sleep-aid treatment and benign prostatic hyperplasia treatment are on launched as an incentive to NKP market share!
- NKP predicts a continuous revenue growth for the quality of life medication series in coming 2025!



BPH aid - Finta

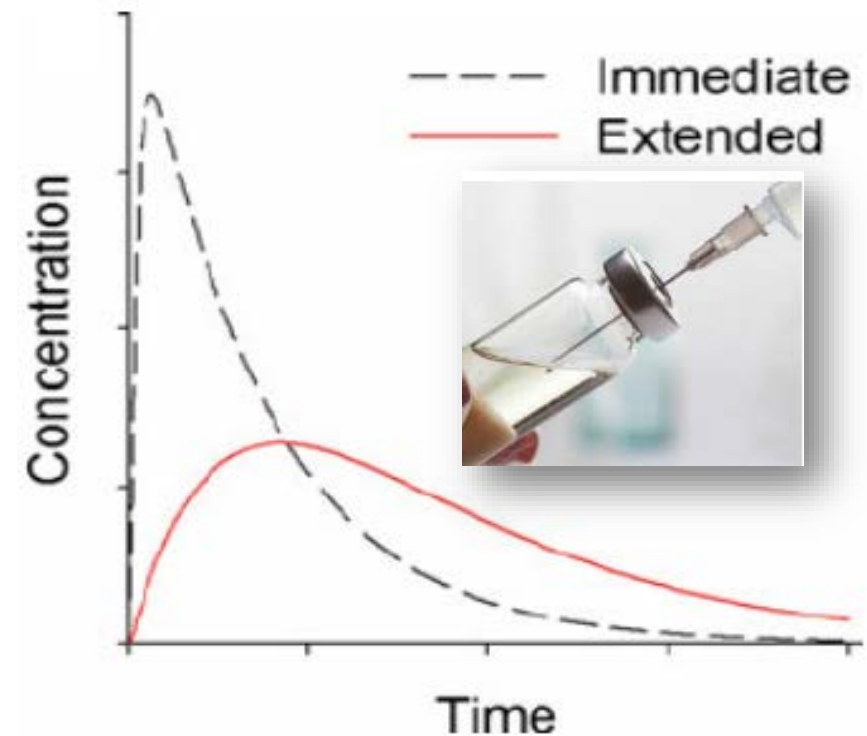


New sleep aid - Ramesoon

Long-acting injection formulation platform

Advantages of sustained-release formulations

- **One shut** with long-lasting therapeutic effects.
- **Easy to use,** and increasing patient compliance.
- Reducing instability of blood concentration levels & **lowering treatment risks.**





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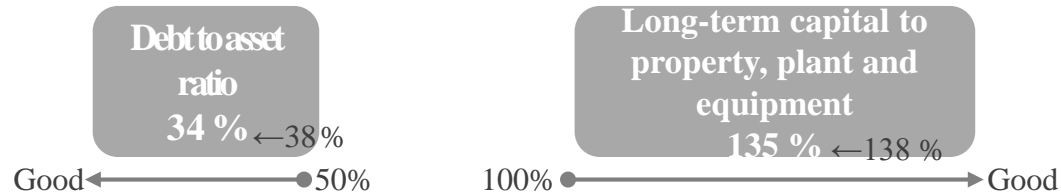
Q & A



Current assets	2024/9/30	2023/12/31	2023/9/30
Cash and cash equivalents	229,465	378,475	303,462
Notes receivable, net	159,088	157,065	137,327
Accounts receivable, net	260,299	217,604	294,185
Current inventories	610,278	705,321	758,700
Other current assets	98,416	79,212	101,159
Subtotal	1,357,546	1,537,677	1,594,833

Non-current assets	2024/9/30	2023/12/31	2023/9/30
Non-current financial assets at fair value through profit or loss	138,338	152,184	147,895
Non-current financial assets at amortised cost	22,000	157,000	157,000
Property, plant and equipment	1,810,849	1,866,122	1,873,017
Deferred tax assets	40,350	39,355	26,676
Prepayments for equipment	164,766	83,224	24,467
Other non-current assets	16,616	20,607	18,995
Subtotal	2,183,919	2,318,492	2,248,050

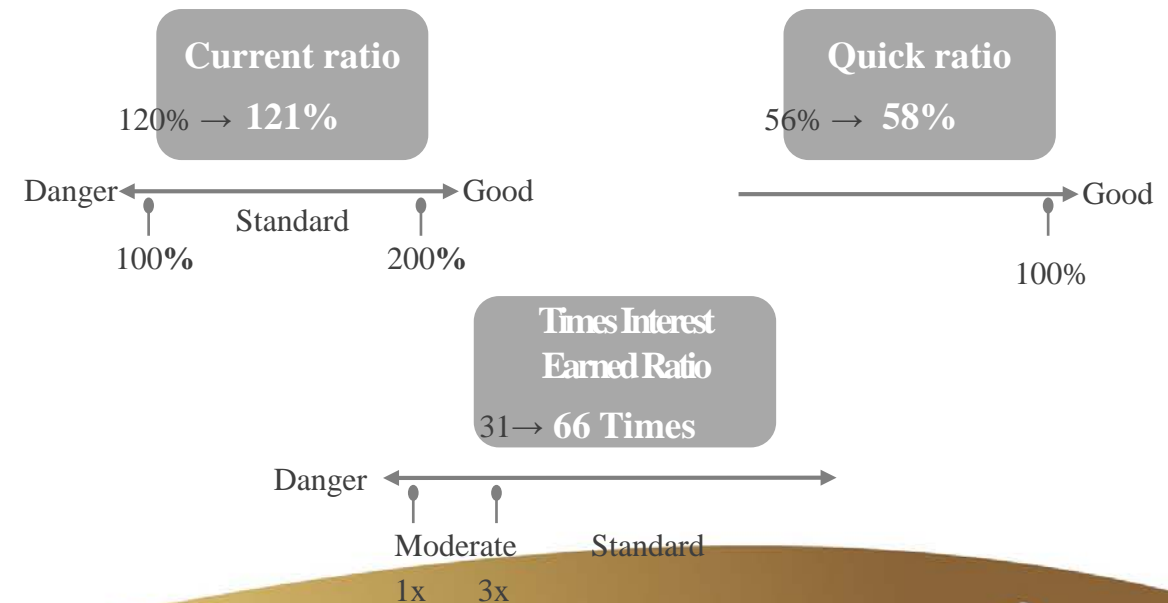
Total assets **3,541,465** **3,856,169** **3,842,883**



Increase Capital Expenditure ➡ Digital Transformation
Smart Manufacturing ➡ Sustainable Operations
Low Carbon Production

Current liabilities	2024/9/30	2023/12/31	2023/9/30
Current borrowings	490,000	580,000	570,000
Current contract liabilities	119,882	127,966	120,257
Notes and accounts payable	165,692	166,804	177,047
Other payables	304,737	391,403	394,913
Other current liabilities	37,693	16,517	41,966
Subtotal	1,118,004	1,282,690	1,304,183
Non-current liabilities			
Non-current portion of non-current borrowings	6,250	12,500	18,750
Long-term accounts payable to related parties	0	100,000	0
Net defined benefit liability	54,160	53,709	53,530
Deposits received	30,100	30,100	30,100
Other non-current liabilities	889	67	24,416
Subtotal	91,399	196,376	126,796
Total liabilities	1,209,403	1,479,066	1,430,979

Equity	2024/9/30	2023/12/31	2023/9/30
Ordinary share	1,009,885	1,009,885	1,009,885
Additional paid-in capital	325,803	426,791	426,791
Retained earnings	996,411	940,460	975,260
Other equity interest	-37	-33	-32
Total equity	2,332,062	2,377,103	2,411,904

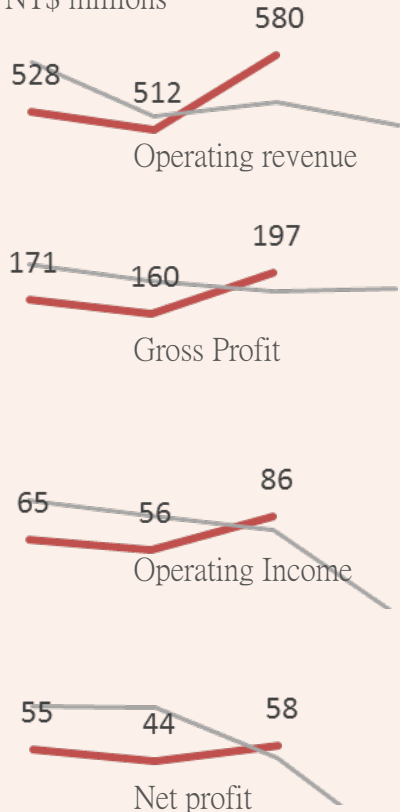


2024

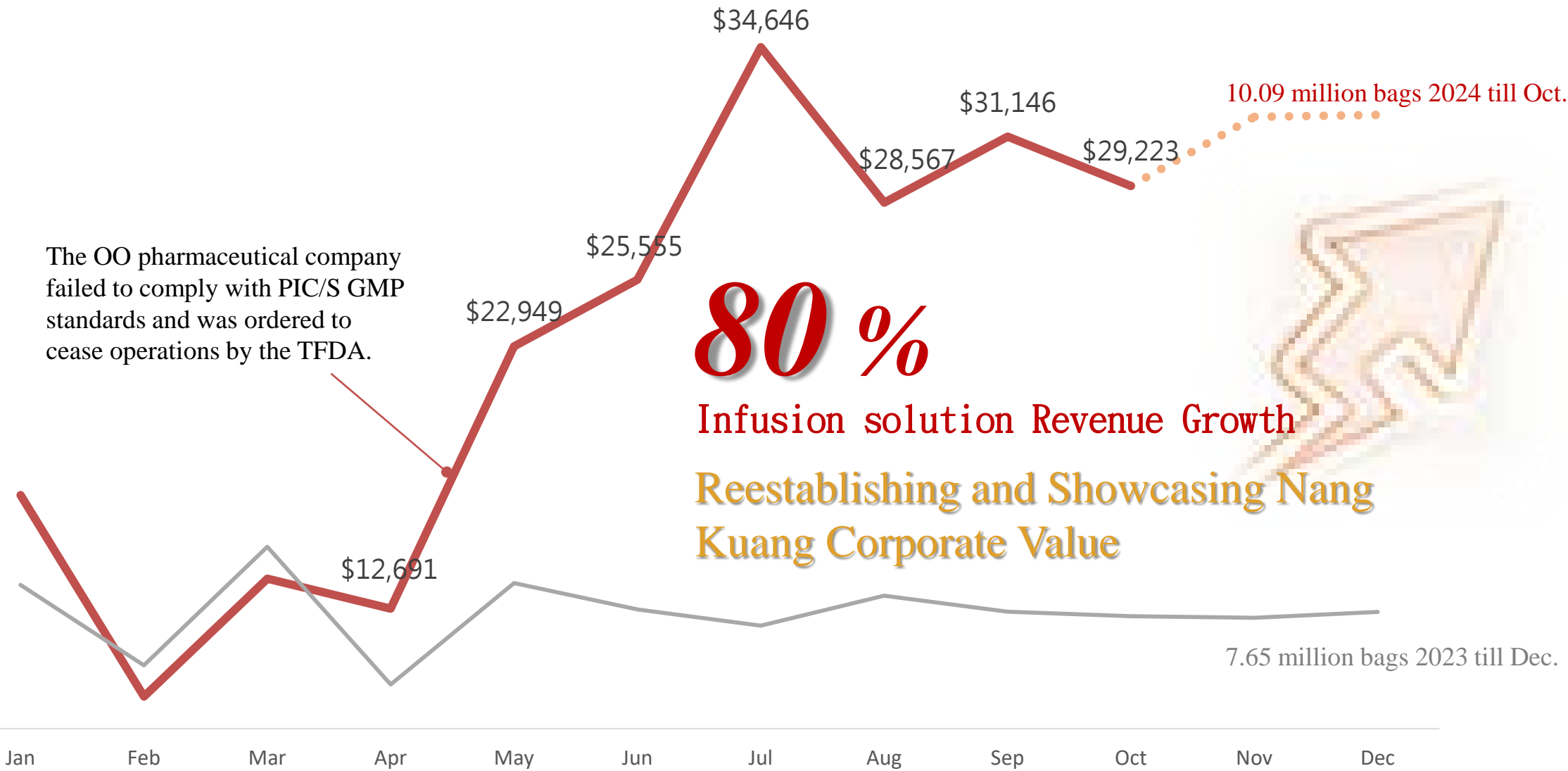
2023

— 2024 — 2023

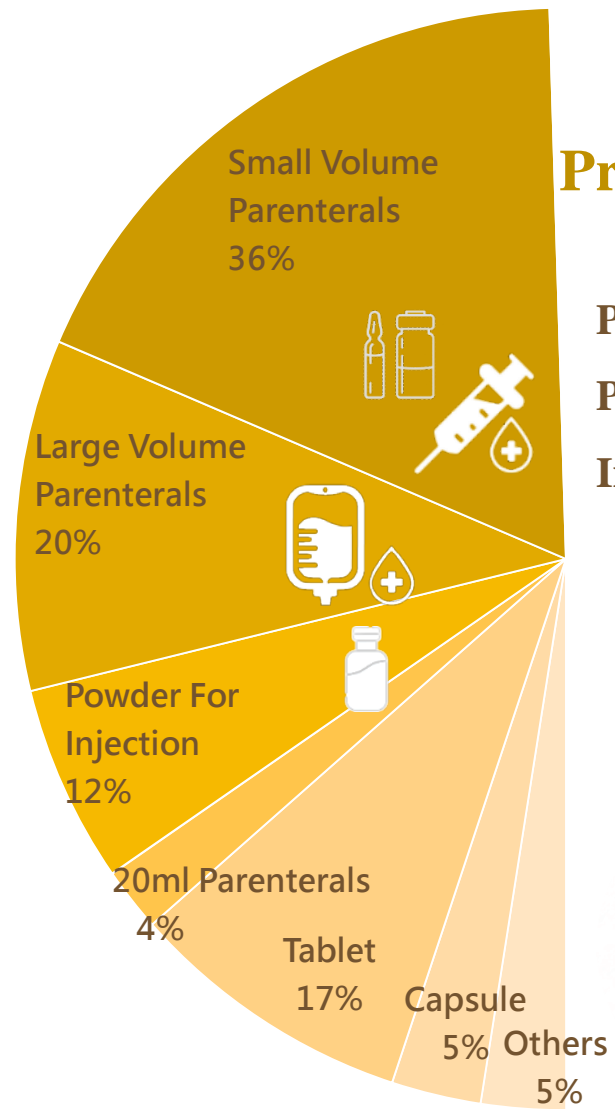
NT\$ millions



Item	Q1	Q2	Q3	1/1To9/30	%	YOY%	1/1To9/30	1/1To12/31	%
Operating revenue	528,469	512,296	579,889	1,620,654		-1	1,633,919	2,150,228	
Gross Profit	171,474	159,736	196,574	527,784	33	-8	573,102	755,563	35
Selling expenses	36,649	36,928	41,629	115,206	7		110,935	145,989	7
General expenses	29,542	27,701	28,071	85,314	5		83,064	106,793	5
Research and development expenses	41,769	38,802	42,074	122,645	8		119,673	164,108	7
Expected credit losses	-1,438	131	-1,021	-2,590			-2,295	78,762	
Operating Income	64,952	56,436	85,821	207,209	13	-21	261,725	259,911	12
Non-operating income and expenses	5,189	8,380	-9,570	3,999			26,192	-46,233	
Profit from continuing operations before tax	70,141	64,816	76,251	211,208			287,917	213,678	
Total tax expense	15,451	20,681	18,137	54,269			54,714	15,269	
Net profit	54,690	44,135	58,114	156,939	10	-33	233,203	198,409	9
Comprehensive Income	54,690	44,134	58,111	156,935			233,149	198,348	
EPS	0.54	0.44	0.58	1.55			2.31	1.96	



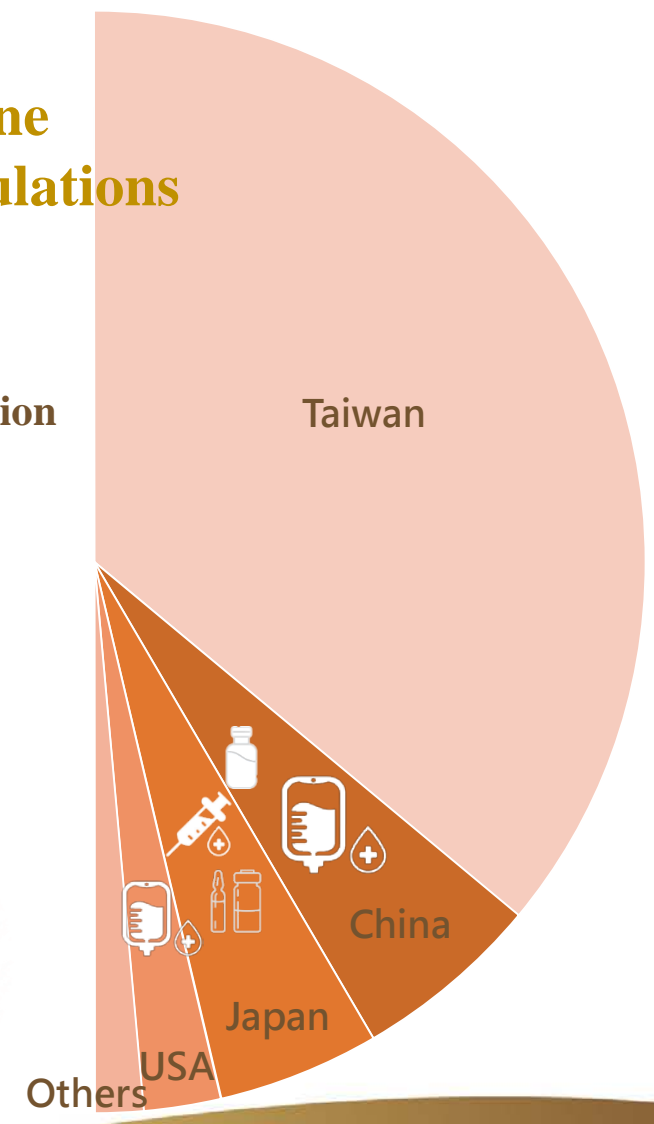
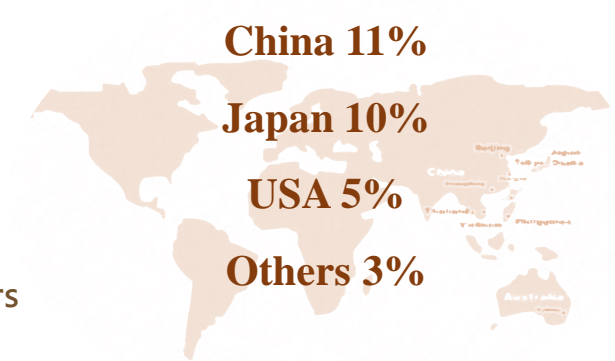
Infusion solution Revenue
Unit: NT\$ thousands



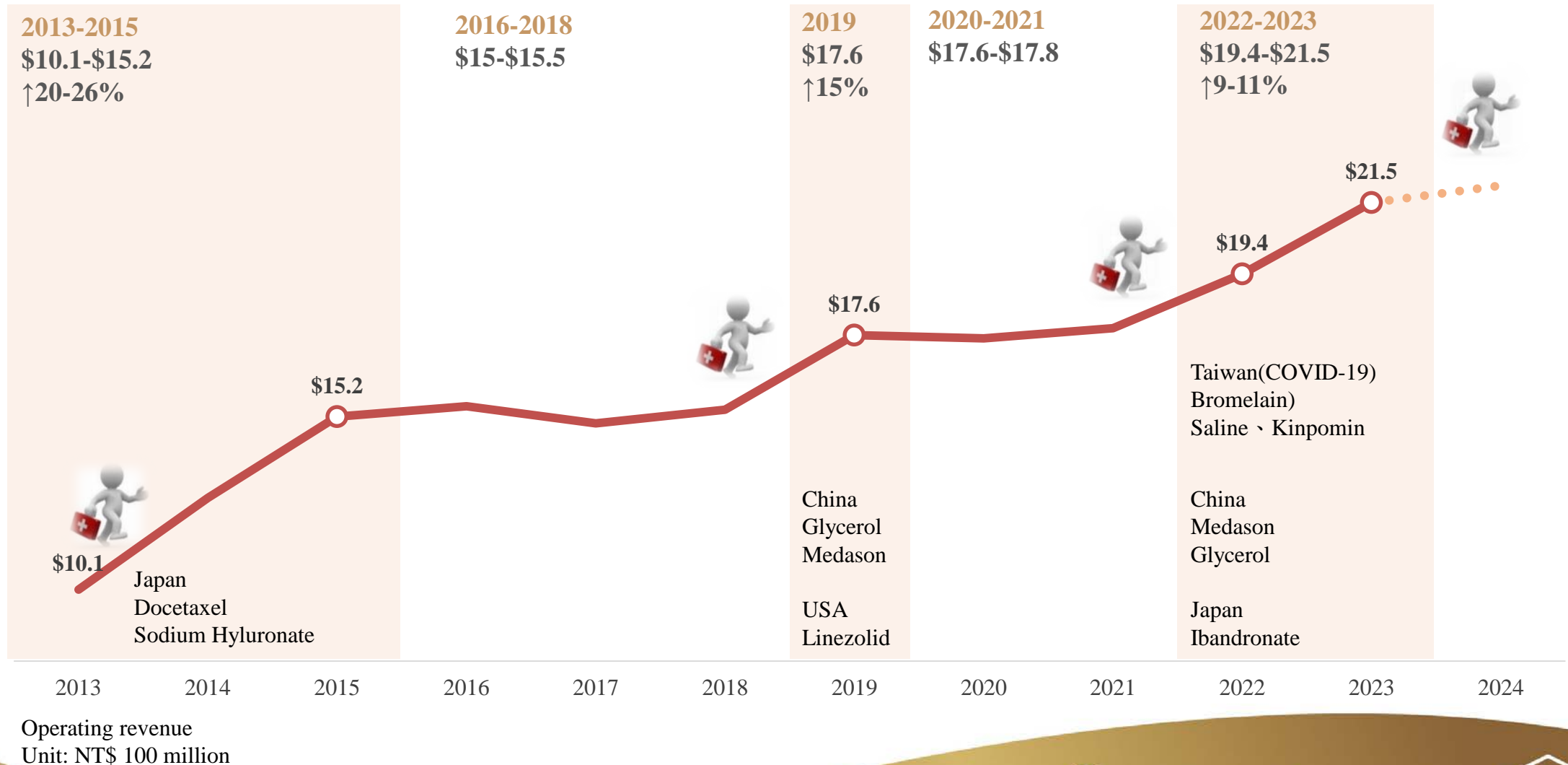
Critical Care Medicine Preventive Medical Formulations

- Pre-filled syringe injection
- Pre-mixed intravenous (i.v.) injection
- Intravenous nutrition infusion

Established in Taiwan Advancing Globally



Leading the Industry for 60 Years Striding Towards a Century of Sustainability



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