



YungShin Global Holding Corporation Investor Conference

**Provide the best products
to improve human health**

Dec. 26, 2023



www.yungshingroup.com



Disclaimers

This presentation is based on the information obtained from various sources which the Company believes to be reliable. But at some point in the future, there are a variety of factors which could cause actual results to differ materially from those statements. Therefore, please refer to the information on MOPS website as the main basis if any adjustment has been made. (<http://mops.twse.com.tw/mops/web/index>)





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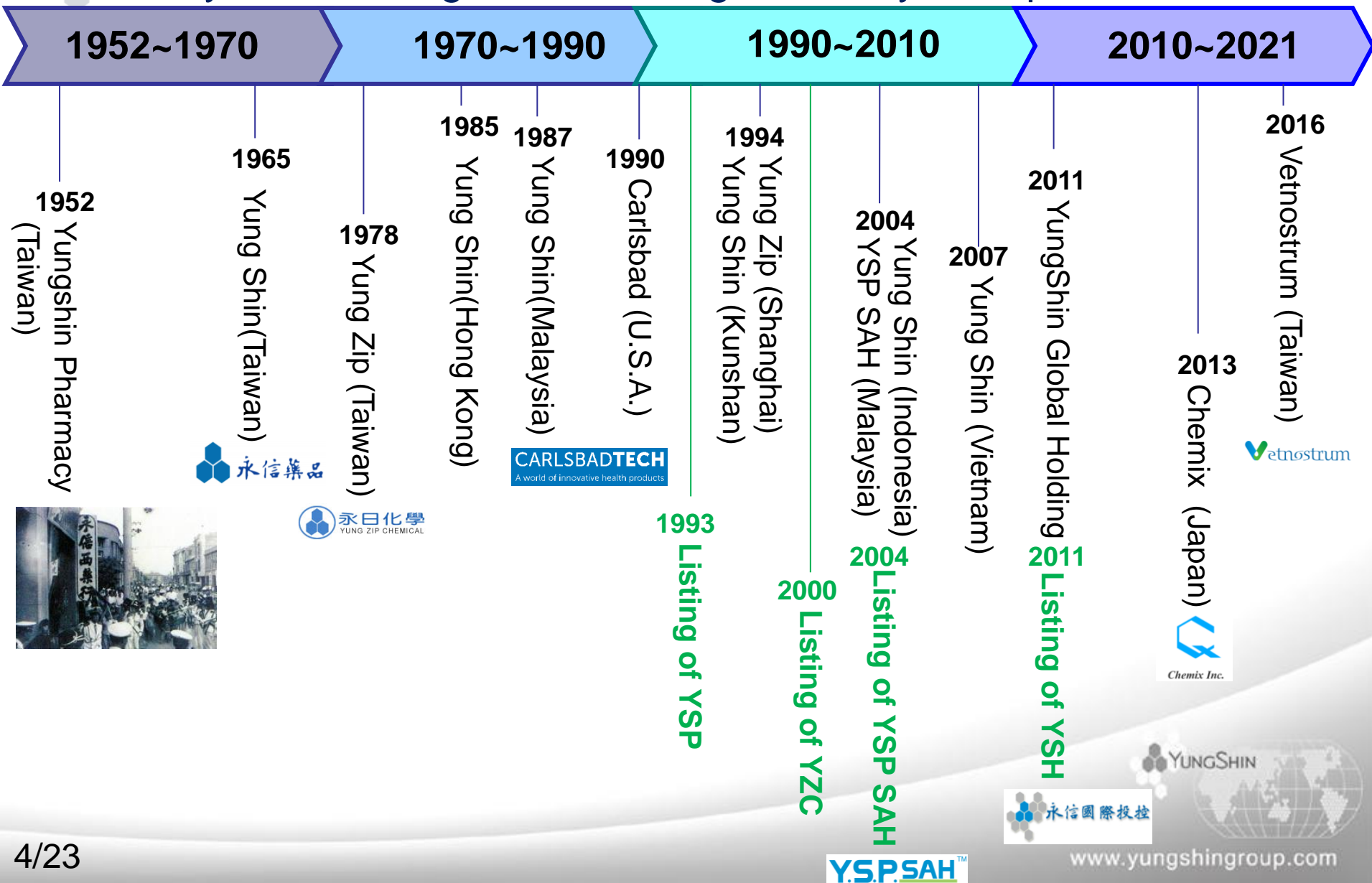
- **YungShin Group Overview**
- **Operational Results for Q1-Q3 of year 2023**
- **Business Strategy**





Introduction of YungShin Group

A pharmaceutical Group have been established over 60 years, looking forward being a-century enterprise.





Listing History

Three subsidiaries list in TW, CN and MY.

- 1993- Listing of Yungshin Pharmaceutical, Taiwan



臺灣證券交易所

- 2000-Listing of Yung Zip Chemical, Taiwan



證券櫃檯買賣中心
Taipei Exchange

- 2004-Listing of Y.S.P. Southeast Asia Holding, Malaysia



- 2011-Listing of YungShin Global Holding, Taiwan



臺灣證券交易所



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R&D and Production Planning Worldwide

Eight manufacturing and operating bases cross US, CN, JP and South Asia.





YungShin Group Main Production Bases(1/2)

Subsidiaries in TW and US have been certified by USFDA.

Production bases of YSG have covered 5 continents and products sold over 35 countries.



1990
Yung Zip
(Taiwan)



1998
Carlsbad
(USA)



2004
YungShin
(Taiwan)



YUNGSHIN





YungShin Group Main Production Bases(2/2)

MY, VN and IN sites have exported to Southeast Asia, middle East, North Africa and Oceania.



(Malaysia)



(Vietnam)



(Indonesia)



(Malaysia)



NATIONAL
PHARMACEUTICAL
REGULATORY
AGENCY



Health
Canada

Santé
Canada



Australian Government
Department of Health
Therapeutic Goods Administration



衛生福利部
食品藥物管理署
Taiwan Food and Drug Administration

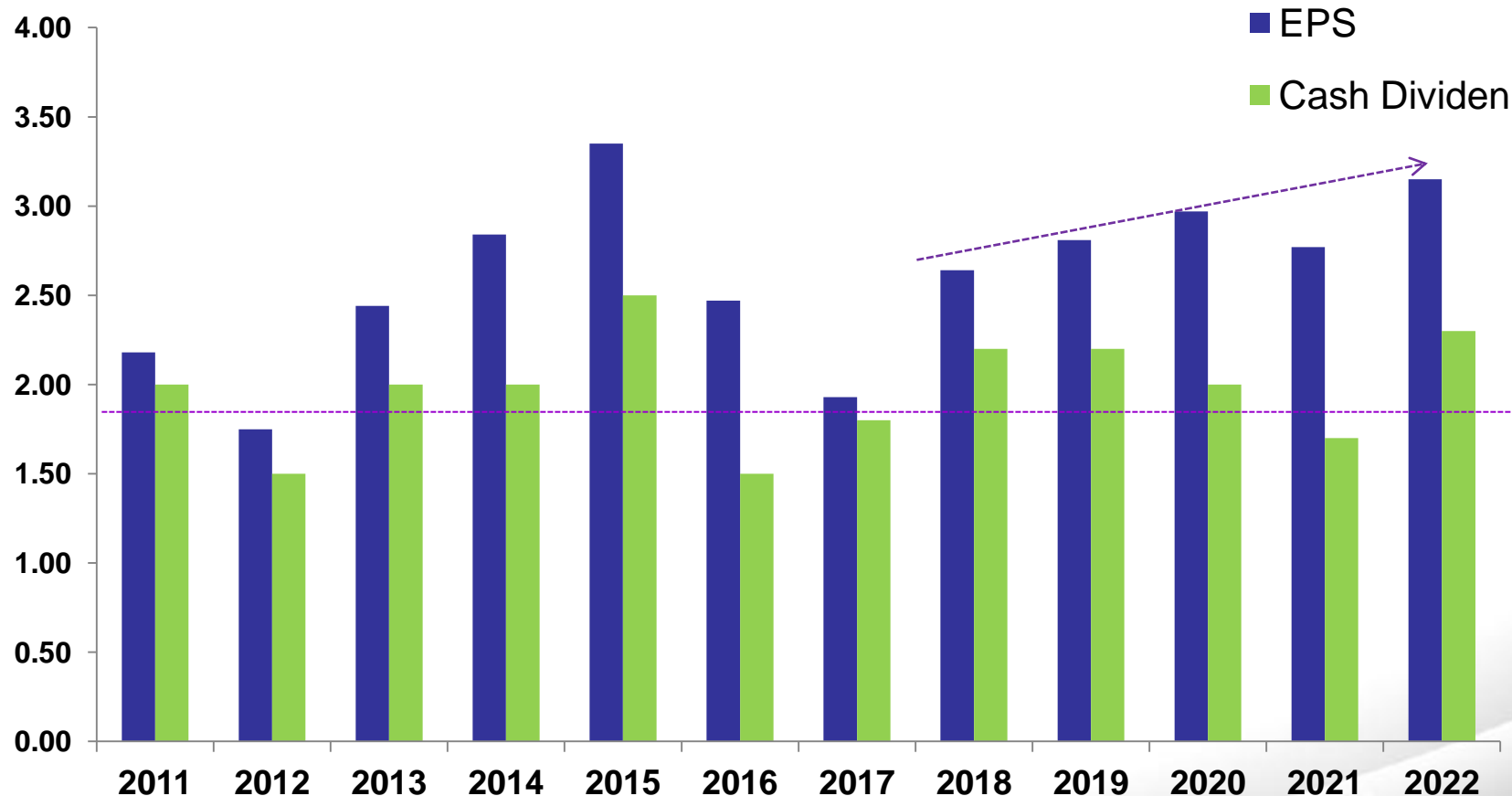




YSH Stable Business

Stable payout dividend in every economy cycle

NT/Share





Operational Results for the year of 2023Q1-Q3

**Provide the best products
to improve human health**





YSH Consolidated Statements of Income

Comparing Profit before income tax decreased by 8.80% and profit for the period decreased by 13.82%% from Jan to Sep for the year 2023 and 2022. (Excluding the gain on disposal of subsidiaries, the profit increased by 0.4%) (Expressed in millions of NTD)

	2023 Q1-Q3	2022 Q1-Q3	Growth rate
Operating revenue	5,083	5,535	(8.17)
Operating costs	(2,908)	(3,021)	(3.74)
Gross profit	2,175	2,514	(13.48)
Operating expenses	(1,528)	(1,885)	(18.94)
Income from operations	647	629	2.86
Non-operating income & Expenses	224	326	(31.29)
Profit before income tax	871	955	(8.80)
Profit for the period	655	760	(13.82)
Earnings per share	2.32	2.83	(18.02)



YSH Consolidated balance sheet (1/2)

Comparing total assets decreased by 1.60% in 2023 and 2022.

(Expressed in millions of NTD)

	2023Q3	%	2022Q3	%
Cash and cash equivalents	1,434	12	1,823	16
Inventories	2,785	24	2,935	25
Accounts receivable	1,568	14	1,448	12
Other current assets	580	5	323	3
Property, plant and equipment	3,584	31	3,738	32
Other non-current assets	1,526	14	1,397	12
Total assets	11,477	100	11,664	100



YSH Consolidated balance sheet (2/2)

Comparing total shareholder's equity increased by 11.14% in 2023 and 2022.

(Expressed in millions of NTD)

	2023Q3	%	2022Q3	%
Short-term borrowings	1,111	10	1,815	16
Other current liabilities	1,381	12	1,678	14
Long-term borrowings	242	2	348	3
Non-current liabilities	1,001	8	857	7
Total shareholder's equity	7,742	68	6,966	60
Total liabilities and	11,477	100	11,664	100





YSH Consolidated Operating Revenue by area

Comparing consolidated revenue decreased by 8.15% from Jan to Sep for the year 2023 and 2022.

(Expressed in thousands of local currency)

	Currency	2023	2022	Growth rate
		Q1-Q3	Q1-Q3	
Taiwan	TWD	4,119,581	3,979,150	3.53
USA	USD	12,094	13,153	-8.05
China	RMB	14,811	172,643	-91.42
Japan	JPY	2,337,715	1,762,365	32.65

1. The list the revenues of companies that YSH holding only more than 50% shares.
2. Operating revenue by area is based on financial report, and the growth rate is calculated in local currency.





Business Strategy

**Provide the best products
to improve human health**





Operating Strategy of YSH

Eight aspects to accomplish steady investment and pragmatic operation for creating the best interests of shareholders.





Business Strategy of YSH

Internal investment management and external M&A for strengthening group efficiency

The strategy will balance short, medium and long term group development and shareholders' equity



Internal investment management

•Production

Cross company platform communication and production experience optimization

•Marketing

Search, supply, marketing promotion transnationally

•Personnel(ESG)

Integrate experiences communication of joint factory inspection for national laws and regulations

•R&D

Project coordination, R&D technology transfer reducing investment

•Finance

Supervising by YSH, apply endorsement and guarantee to reduce financial burden and increase investment efficiency



External M&A



•New business

1. Obtaining factories, products and technologies and enter into the market of feed additives by merger and acquisition of Pfizer Inc.(Hsinchu plant)
2. Multi-angle consideration relating to health industry

•New market

1. Entering into OEM business by merger and acquisition of Alpha-Active and Taiwan Wa- Chein Ind. Co., Ltd.
2. New market evaluation such as in Europe...etc.

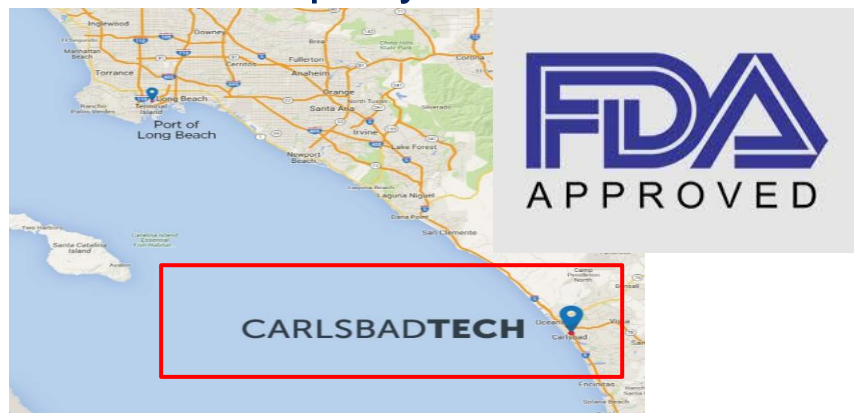
•New product/technology

1. Obtain manufacturing technology from GlyTech Inc.
2. Evaluating biological medicine, cell therapy and other fields.



CarlsbadTech (YungShin US)

Total solution from production to marketing as window for Asia company to enter US market.



History:

Company started in 1990 and facility operated in 1998.

Location:

Located 30 miles north of San Diego, 130 miles south of LAX, 90 miles from Port of Los Angeles.



Production



Labatory

Space:

cGMP compliance solid dosage form manufacturing facility (Approx. 21,000 sq.ft.).

Production Capability:

About 800mio to 1,000mio tabs capacity per year.

Customer:

Cover US 96% customers in sales channel with 50 stats selling permit.

Product:

Diclofenac · Acyclovir · Famotidine and Lovastatin etc.





Create New Value for Share Holder Enter Capital Market



Wyeth



zoetis



Cyana
mid

Wyeth

Pfizer

Zotis

Vetnostrum

1960
built

1994
Wyeth
acquire
Cyanamid

2010
Pfizer
acquire
Wyeth

2014
Zoetis
independent
from Pfizer

2016
YSP acquire
Zoetis TW to
build Vetnostrum

2017
Vetnostrum
merge YSP
animal
division

2020
Launch new
brand

2023Q3
IPO
apply

歐羅肥®

TW only high potency and general inj. Manufacture

一般針劑生產線

產品 Lincosamides, Triamcinolone acetone, Tolfenamic acid...
產能 2,100,000瓶/年
■ 2019 設立 ■ Isolator 無菌檢驗實驗室
■ 液體充填機 ■ 氮氣填充壓迫



液體充填機



Isolator 無菌檢驗實驗室



氮氣充氮隧道

高致敏針劑生產線

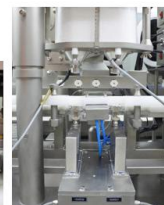
產品 Amoxicillin, Cephalosporins...
產能 1,125,000瓶/年
■ 2019 設立 ■ 高效能密封式封蓋系統
■ 底部式烘箱 ■ 精準電子秤重系統



隧道式烘箱(去熱原)



高效能密封式封蓋系統



精準電子秤重系統



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Maximize Value Chain Based on Product

Strengthen the competitiveness of the group through vertical integration and horizontal expansion



Maximize Value Chain



Vertical integration : Maximize Production Value Chain

- Vertical integration of main products through manufacturing and marketing of intermediate, API and FDF.
- Master raw material intermediate suppliers through investment and contract manufacture.
- Local production reduce the risk of trade barriers.
- Sharing R&D resource from in Taiwan and Malaysia lab.
- Continually strengthen product line competitiveness (integrate value chain and expand production batch size)

Horizontal expansion : Maximize Sales Value Chain

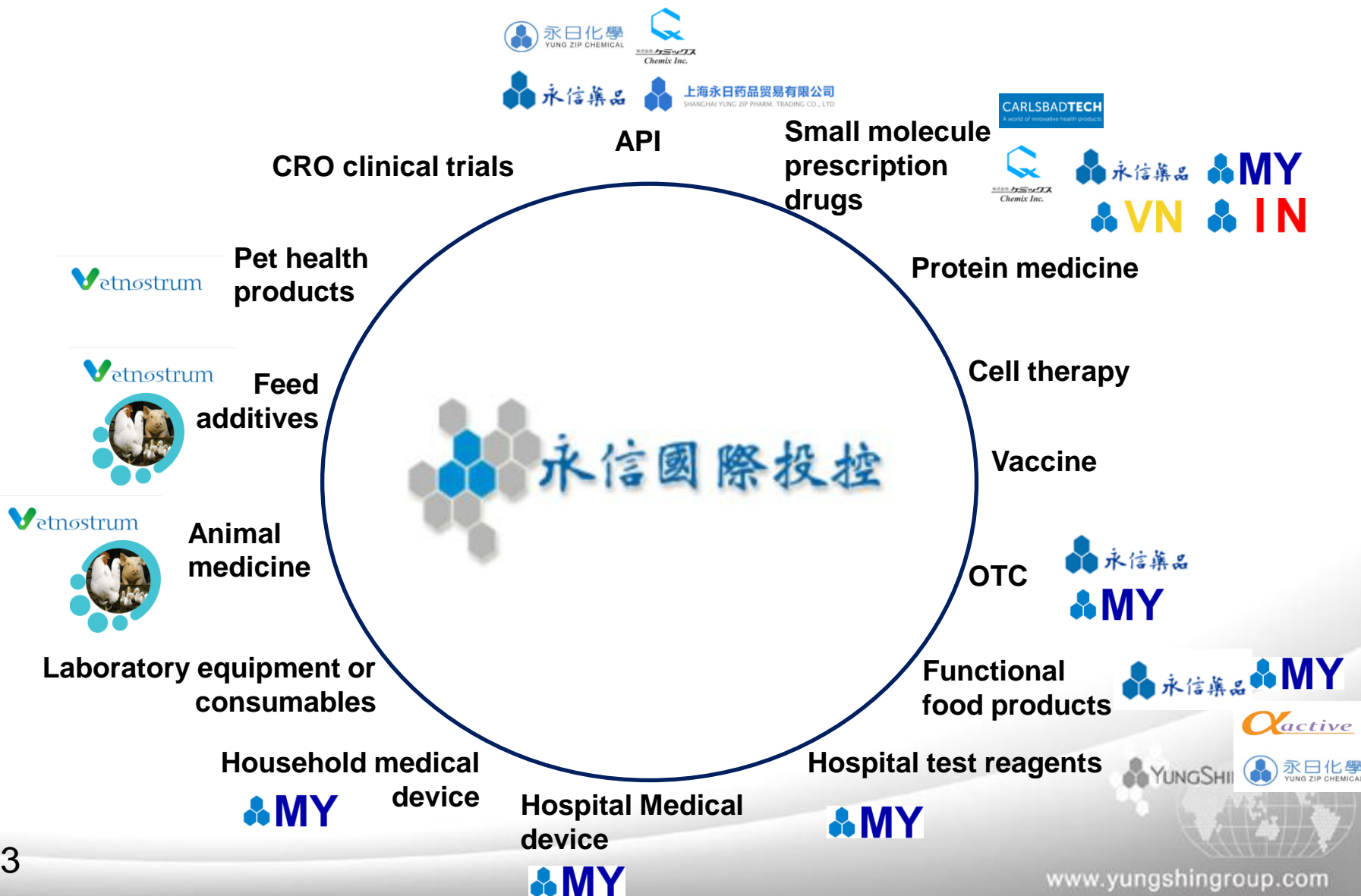
- Future product lines drive from market orientation
- Deep development of digestive tract, pain, hypersensitivity and anticancer fields.
- Increasing investment benefit through Integration product lines in various countries, mutual distribution, technology transfer, and development together.
- Expansion of four major business: API, FDF, OTC and animal drugs

Vertical Integration: first Gx in TW and filed JP, CN and US.



Diversified Business Map

Expansion and exposure new business based on core health care relative business





Core Value of YungShin Group

Provide the best products to improve human health from Taiwan



Spirit of YungShin Group :

We produce medicine that we would give it to our own families.

We establish Nursing Home that our elders would love to go to.

Social welfare covered by cooperate social responsibility



Q&A

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