



Lotus Pharmaceutical

Supplier Conference

10th July 2025

Meeting Agenda

1	Opening of Conference	Ella
2	Lotus COO expectation	Vamsi
3	Strengthening Cybersecurity Across the Supply Chain Ecosystem	Gwen
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Opening

Ella Tsai



COO-Presentations

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Vamsi Kiran Kosaraju

Building a Resilient, Agile and Proactive Risk Management Supply Chain

Ensure uninterrupted access to high-quality medicines through robust supplier partnerships

Key Pillars

Top Disruption Drivers

Data Insight: 72% of pharma firms experienced supply delays in the past 12 months

Geopolitical instability

Raw material shortages

Regulatory shifts such as stricter GMP enforcement (e.g., US FDA, EMA, NMPA) and Increased scrutiny on traceability and data integrity

Mitigation Strategies

Dual/multi-sourcing critical inputs

Strategic sourcing diversification, including KSMs

Supplier Collaboration and Innovation

Inventory buffers and Rapid response to changes (intrinsic and extrinsic)

Balanced Score-card approach i.e. Quality Vs. Cost Vs. Service Reviews

Compliance as a Competitive Advantage

Focus on Delivering Value

Supplier partnership model, Joint KPIs, CI and business reviews

Real-time risk monitoring platforms and Audit readiness

Transparent documentation. Minimize changes and timely change notifications

Embedding ESG into the Supply Chain Core - Carbon footprint reduction and Waste management

Ethical practices and pricing

Strengthening Cybersecurity Across the Supply Chain Ecosystem

Gwen

Real World Case 1

CYBERSECURITY | SECURITY NEWSWIRE | CYBERSECURITY NEWS

Hackers Can Take Control via SAP NetWeaver Flaw: SAP Security Analyst Discusses the Risks

By Jordyn Alger, Managing Editor

Growtika via Unsplash

May 14, 2025

f x in e mail print

Impact & Supply Chain Risk

Thousands of NetWeaver systems compromised across sectors—utilities, manufacturing, oil & gas, government cybersecuritydive.com

If business partner was compromised, and you have **technical, data, or system integrations** with their SAP NetWeaver, then **you're at indirect but real risk**—especially in tightly coupled supply chains or automated transaction flows

Supply Chain Attacks

- Use your partner's SAP system as a **stepping stone** to compromise your environment.
- Send **malicious files or attachments** disguised as legitimate documents.
- Leverage **trusted access tokens** or VPN tunnels (if connected)

Real World Case 2

This Pharma Lab Data Breach Caused Multiple Plants to Shut Down



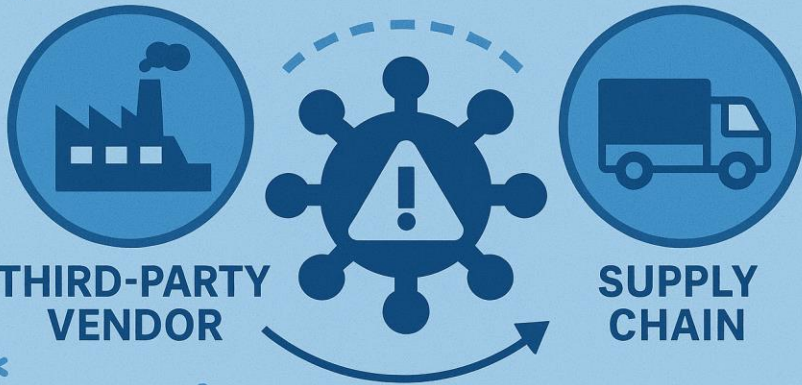
phishing attacks targeting employees, where malicious emails trick staff into providing sensitive information

- The organization faced challenges particularly in manufacturing and handling customer inquiries, which could affect **its role as a supplier for the NHS.**
- The cyber-attack affected multiple global sites, including the UK, Brazil, India, Russia, and the US, leading to disruptions in operations.
- Phone lines for UK sites in Cambridgeshire and Yorkshire were down, raising concerns about communication capabilities,

A successful data breach at Dr Reddy's, a well-known pharmaceutical company, caused a total shutdown of multiple laboratories and

Cyber Incident on Dr. Reddy's Laboratories

HOW VULNERABILITIES IN THIRD-PARTY VENDORS CAN COMPROMISE ENTIRE SUPPLY CHAINS



Key Takeaways for Pharma Supply Chain Security

1. Supplier breaches can shut down manufacturing, delay clinical trials, and endanger public health.
2. Third-party IT and data vendors often lack equivalent cyber maturity, yet hold access to highly sensitive pharma data.
3. Regulatory and reputation consequences extend across the entire supply chain.
4. Continuous vendor security assessments, threat intelligence sharing, and incident response collaboration are essential.

Incident Response & Collaboration in the Supplier Ecosystem

- **Shared Alerts:** Prompt communication of breach indicators (IOCs, affected systems) across partners
- **Collaborative Response:** Joint forensic investigations and coordinated containment actions.
- **Vendor Risk Management:** Continuous monitoring, assessment, and validation of supplier security posture
- **Contracts & SLAs:** Define cybersecurity responsibilities, breach notification timelines, and audit rights



ESG & Branding

Susan Liao

2024 Lotus ESG Highlights

Environmental



Expansion of the scope of 2024 TCFD and Greenhouse Gas Inventory

Taiwan, South Korea, India, Singapore



9% decrease in greenhouse gas emission intensity compared to last year in Taiwan and South Korea



2% decrease in water intensity compared to last year

Social



Secured **67** drug marketing approvals



Launched **87** SKUs (31 INN)



44.4% of senior managers are female



Added 1 day of **paid volunteer leave**



Contributed over **NT\$26 million** to social engagement, including medical foundations and nonprofits

Governance



Achieved **double-digit revenue growth** for 6 consecutive years



MSCI ESG Rating upgraded from BBB to **A**



45% female board members



First-time Global Supplier Conference held

Annual Honors

Environmental

21st Century Foundation
2024 Net-Zero Industry Competitiveness Award – Excellence Award



Social



104 Corporation
Best Retention Award



2024 HR Asia Awards – 3 Honors
**Best Companies to Work for in Asia
 Diversity, Equity & Inclusion Awards
 Most Caring Company Award**

Business Weekly X 104 Corporation
Friendly Employers for the Strong Generations



Alyssa® received the Symbol of National Quality (**SNQ**) certification

Governance



Taiwan Bio Industry Organization
Outstanding Company of the Year 2024

《Cheers Magazine》
Hidden Top Companies in Taiwan's 22 Counties and Cities

CommonWealth Magazine
**Top 2000 Manufacturing Companies (No.211)
 Pharmaceuticals and Biotechnology Industry (No.1)
 Top 50 Performance Rankings (No.29)**

2024 Awards

Our New Logo



Our Tagline

Confidence in Every *dose*

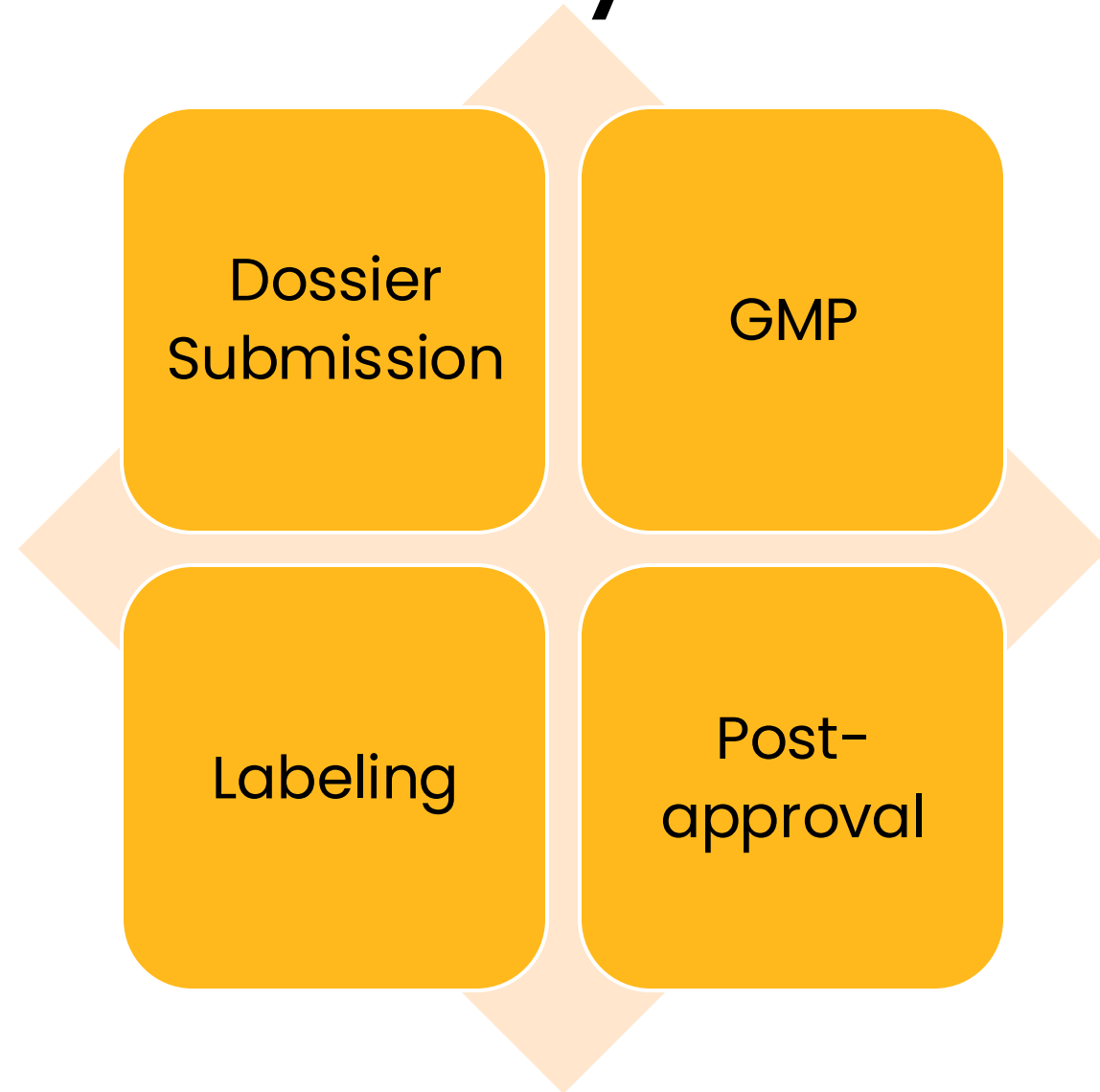


Regulatory

Julia Lin



Regulatory Expectation for Pharma Industry



Drug Substance

Typical Requested Documents

- Completed DMF open part
- Latest regulation requirement, e.g. nitrosamine, genotoxic, elemental impurities
- Manufacturing license, GMP certificate
- GMP status for starting materials, intermediates
- Summary of changes and close part (changes) for better variation categorization evaluation.

Key Collaborations

- Development progress, DMF availability
- Planned/ unplanned changes
- Regulatory strategy for avoiding some information during initial submission, e.g. redefining key starting materials and its GMP availability

Example – Variation Approval Time

Variation plan	Critical market	Variation level	Approval timeline
Drug substance batch size scale up (Within 10-fold)	EU	Type IA	Annual report
	VN	Minor change	18-24M

Variation plan	Critical market	Variation level	Approval timeline
Key starting material source change	EU	Type IB or Type II	6M
	CA	PAS	6-9M

Excipient

Typical Requested Documents

- COA, compliance to USP/EP/JP
- Regulatory statement: nitrosamine, elemental impurity, residual solvents, TSE/BSE
- Pre-mix composition

Key Collaborations

- New mixture with safety data or other approval use
- Planned/ unplanned changes

Example – Variation Approval Time

Variation plan	Critical market	Variation level	Approval timeline
Change in capsule composition	EU	Type IA	1M
	BR	Major	6-12M

Packaging Material

Typical Requested Documents

- COA, technical data sheet, drawing, IR spectrum
- Regulatory statement: suitable for food and pharma packing (US/EU)
- Proof of performance: child resistant, USP 661/671, MVTR

Key Collaborations

- Planned/ unplanned changes

Example – Variation Approval Time

Variation plan	Critical market	Variation level	Approval timeline
Change in shape or dimension of immediate packaging	EU	Type IA	1M
	*APAC (HK/VN)	MiV-PA28	12-18M

*Although it is minor variation, still take longer time for approval.

Supplier management

Amit Razdan

2024 美時優異表現 Lotus highlight

Licensing-in/out 授權交易

20 licensing deals- include Alpha Choay in VN and KH through Teva TH acquisition.
完成20項許可交易，包括透過收購 Teva 泰國取得 Alpha Choay 在越南與柬埔寨市場的許可

26 out-licensing extending Lotus' reach to over **160** markets worldwide
26項對外授權將 Lotus 的業務拓展至全球超過160個市場

Commercial rights for the biosimilar **Ahzantive** in key SEA markets
在東南亞主要市場取得生物相似藥 Ahzantive 的商業權利

Strong product pipeline 穩健的產品開發

26 ongoing projects, focusing on areas of oncology and immunology
26項專案進行中，著重於腫瘤學與免疫學領域

132 filings, gained **67** market approvals
132項註冊，獲得67項市場核准

87 SKUs (**31** INN) launched.
87項商品(31種藥品)上市。

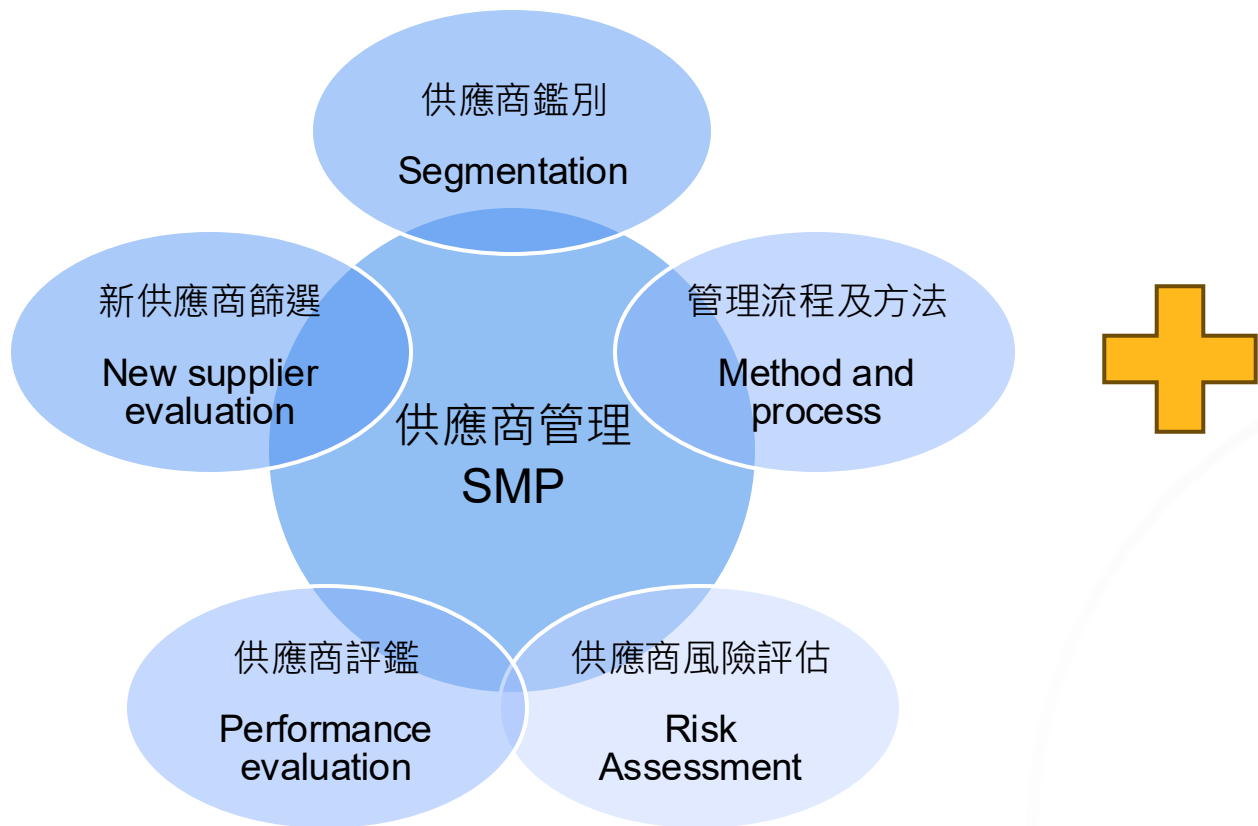
Award and Certification 獎項與認證

2024 Asia's **Best Employer Award** by HR Asia for a diverse & inclusive workplace.
獲得 HR Asia 的 2024 年亞洲最佳雇主獎，表彰多元共融的職場文化

2024 Taiwan BIO Award for "**Outstanding Company of the Year**"
獲頒 2024 年台灣生技獎『年度傑出企業獎』

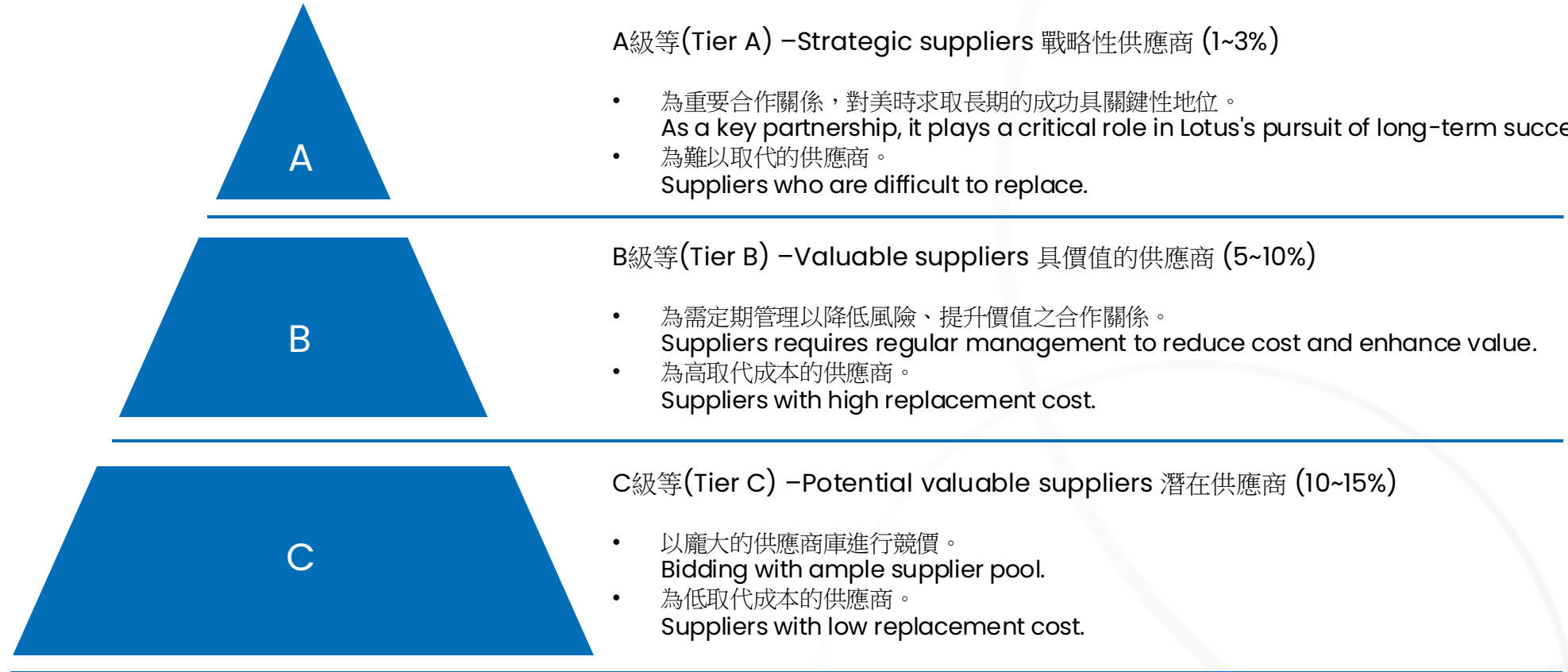
USFDA, Brazilian ANVISA, & TFDA **GMP certification** for the Nantou manufacturing facility
南投工廠通過美國 FDA、巴西 ANVISA 及台灣 TFDA 的 GMP 認證，展現卓越的製造品質與國際標準接軌能力

供應商管理計畫 **Supplier Management Program (SMP)**



透過回饋與改善機制促進長期合作與成長。
 Promote long-term collaboration through feedback and improvement.

供應商鑑別 Supplier Segmentation



A級等(Tier A) –Strategic suppliers 戰略性供應商 (1~3%)

- 為重要合作關係，對美時求取長期的成功具關鍵性地位。
As a key partnership, it plays a critical role in Lotus's pursuit of long-term success.
- 為難以取代的供應商。
Suppliers who are difficult to replace.

B級等(Tier B) –Valuable suppliers 具價值的供應商 (5~10%)

- 為需定期管理以降低風險、提升價值之合作關係。
Suppliers requires regular management to reduce cost and enhance value.
- 為高取代成本的供應商。
Suppliers with high replacement cost.

C級等(Tier C) –Potential valuable suppliers 潛在供應商 (10~15%)

- 以龐大的供應商庫進行競價。
Bidding with ample supplier pool.
- 為低取代成本的供應商。
Suppliers with low replacement cost.

- 其他供應商(無級等)。
Other suppliers.
- 黑名單廠商—表現不佳的廠商。
Blacklist – Underperforming supplier.

方法與流程 Method and Process



供應商評鑑標準 Supplier evaluation

Evaluation Aspect 評比面向	Evaluation Indicator 評比指標	Score proportion 評分占比	Evaluation unit 評鑑單位
Supply 供貨	<ul style="list-style-type: none"> Lead Time 交期 Order confirmation 訂單確認 delivery performance 交期信賴度 	20	Procurement department 採購部門
Quality 品質	<ul style="list-style-type: none"> Complaints 客訴 Major deviation 主要偏差 OOS/OOT, Stability issue 穩定性議題 Audit Observation 稽核報告 Warning letter issue 警告信頻率 	20	Quality department 品質部門
Service 服務	<ul style="list-style-type: none"> Filing 文件提交及歸檔 Response Time 回復速度 Potential business 潛在合作商機 	15	Regulatory and Technical services 法規事務部門
Cost 成本	<ul style="list-style-type: none"> Pricing 廠商定價策略 Cost Optimisation Initiatives 成本優化計畫 	20	Procurement department 採購部門
Innovation 創新	<ul style="list-style-type: none"> Technical capabilities 技術能力 Problem Solving 問題解決能力 Management Commitment 管理承諾 Pipeline 產品線 	15	Plant Operations (Including technical services) 技術系統整合部門
ESG 環境、社會與公司治理	<ul style="list-style-type: none"> EHS / Labor / Human Rights Compliance 合規 Greenhouse Gas (GHG) Reduction Achievement / Green Energy Consumption 溫室氣體減排/綠能使用 Hazardous Substance Management 有害物質管理 	10	Procurement department/EHS department 採購部門/環安衛部門

供應商溝通改善 **Supplier communication improvement**

Item 項目	Mailbox 郵箱地址	Apply for 適用於
Change Notification 變更通知	changenotification@lotuspharm.com	Any changes from supplier including content of order and all items discussion. 任何供應商提出的變更，包括相關法規變更、訂單內容及正在商議中的合作。
SharePoint with Partners SharePoint 夥伴協作平台	Lotus_Procurement	Controlled by user ID, share of DMF and other documents. 具身分辨別，分享DMF及其他資料。
Invoice 發票	invoice.lotus@lotuspharm.com	Invoice to be shared to the mailbox while sending to person in charge in Lotus. 實體發票與產品同寄送的同時，同時將電子檔分享到發票郵箱。

Supplier Portal

Dheeraj Kumar



Supplier Portal – ONE PLATFORM

<https://www.lotuspharm.com/supply-chain-management>

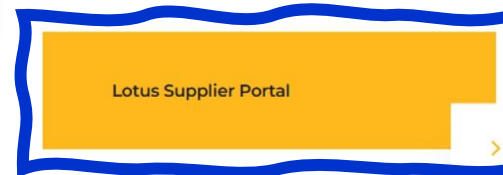


Status : Apr 2025 Go Live

Target User: New Supplier Qualification

Application: Incorporate new supplier and qualification process_ Including supplier info., CDA, ESG,..etc

Feature: Once all data/doc. has been input/upload in Supplier Portal, the data will integrate in Lotus ERP system to set up new vendor master data.



↓ SUPPLIER COMMITMENT LETTER

↓ SUPPLIER CONFERENCE

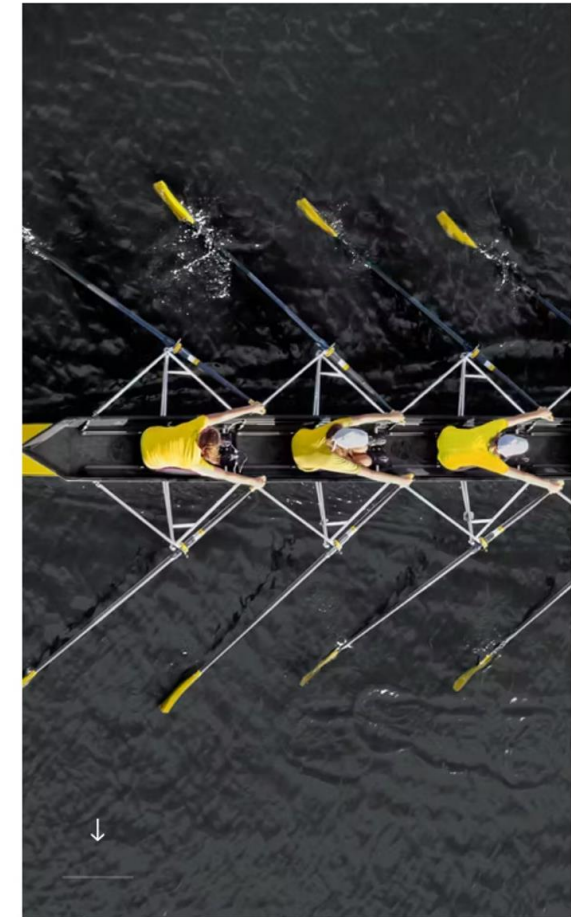
↓ STANDARD PURCHASE ORDER TERMS AND CONDITIONS

SUPPLY CHAIN MANAGEMENT

Building a Sustainable Supply Chain

Lotus is committed to responsible Supply Chain management, strictly regulating the selection of key suppliers and partners. The company has established a supply chain management process that covers areas such as supply, services, innovation, human rights, environment, ethics, health, and safety. Additionally, the company maintains ongoing communication with stakeholders to raise their awareness on sustainability issues.

This ensures that the supply chain maintains a safe working environment that respects human rights, promotes environmental protection, and upholds the highest standards of ethical business practices.

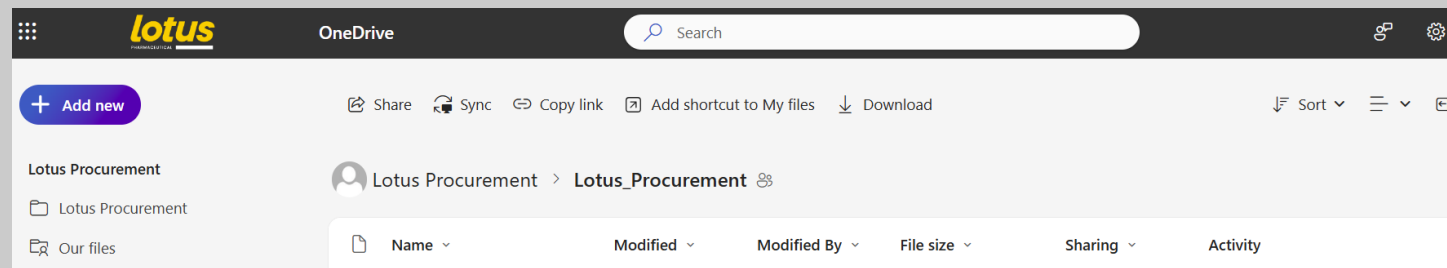


Company

Share Point One Drive- One Platform

Application: Centralize the exchange of all documents/information with each other on a single platform (ex. Spec., DMF, Shipping doc.,...etc)

Security: According to Microsoft file instructions · Microsoft 365 defender activates OneDrive, SharePoint Online, Teams Online anti-virus function. If the file is scanned and determined to be Malware, the download will be disabled



A screenshot of the Microsoft Defender console. The main view is 'Safe attachments' under 'Policies & rules > Threat policies > Safe attachments'. It shows a table of policies: 'Name', 'Status'. 'Lotus safe attachments' is checked and 'On'. 'Built-in protection (Microsoft)' is also 'On'. A 'Global settings' dialog box is open on the right, with a red box highlighting the 'Protect files in SharePoint, OneDrive, and Microsoft Teams' section. The toggle for 'Turn on Defender for Office 365 for SharePoint, OneDrive, and Microsoft Teams' is turned on. Below the dialog, there are 'Save' and 'Cancel' buttons. On the left, a document from learn.microsoft.com is visible, with a red box highlighting the steps to turn on safe attachments. A red arrow points from the dialog box to the document's instructions.

(reference: <https://learn.microsoft.com/en-us/defender-office-365/safe-attachments-for-spo-odfb-teams-configure>)

Code of Conduct

Amy Lin

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Commitment Sought

我們承諾

LOTUS CONFIDENTIAL

Corporate Social Responsibility

企業社會責任
기업의 사회적 책임

The Company is committed to upholding human rights, ensuring fair wages, and respecting freedom of association and collective bargaining. This commitment reflects a dedication to ethical business conduct and transparency in information disclosure.

公司致力於維護人權，確保公平的工資，尊重結社自由和集體談判。這一承諾反映了對道德商業行為和資訊披露透明度的專注。

회사는 인권을 보호하고 공정한 임금을 보장하며 노조 결성의 및 단체 교섭의 자유를 존중하기 위해 최선을 다합니다. 이러한 약속은 윤리적 비즈니스 행동과 정보 공개의 투명성에 대한 헌신을 반영합니다.

Environmental Sustainability

永續環境發展
환경적 지속성

The Company pledges to minimize environmental impact, conserve resources, and track energy and resource consumption, aligning with the growing emphasis on sustainable practices in the business world.

公司承諾減少對環境的影響，節約資源，並跟蹤能源和資源消耗，這與商業世界對實踐永續的日益重視一致。

회사는 사업 영역 내에서 지속 가능한 관행에 대한 중요성이 점차 커지고 있는 추세를 이해하고 환경에 미치는 영향을 최소화하고 자원을 보존하며 에너지 및 자원 소비를 추적할 것을 약속합니다.

Basic Human Rights

基本人權
기본 인권

Demonstrating a comprehensive approach to ensuring the well-being of its workforce which also includes The Company's commitment extends to protect female employees during pregnancy and childbirth,

公司的承諾延伸到在懷孕和分娩期間保護女性員工，展示了確保員工福祉的綜合方法。

회사는 임신 중이거나 및 출산 이후의 여성 직원을 보호하기 위해 노력을 기울이며, 직원의 복지를 보장하기 위한 포괄적인 접근 방식을 보장합니다.

Corporate Social responsibility

企業社會責任
기업의 사회적 책임

LOTUS CONFIDENTIAL

Labour & Human Rights

勞工與人權
노동과 인권

- Voluntary Employment
自願就業 자발적 고용
- Prevention of Child Labour
禁止童工 아동 노동의 예방
- Respect of Freedom of Association
尊重結社自由 결사의 자유 존중

Health & safety

健康與安全
건강과 안전

- Occupational Safety
職業安全 직업 안전
- Health and safety information
健康與安全資訊 건강 및 안전 정보
- Emergency response
緊急應變措施 긴급 대응 조치

Environmental Sustainability & Impact

永續環境發展 環境 지속 가능성과 영향

LOTUS CONFIDENTIAL

Minimising Environmental Impact

最小化對環境的影響 환경에 미치는 영향의 최소화

The Company's commitment to minimizing environmental impact and obtaining environmental permits reflects a proactive stance on environmental sustainability.

公司致力於將環境影響降至最低並獲得環境許可，這反映了公司對永續環境的積極態度。

회사는 환경에 대한 영향을 최소화하고 환경 관련 허가를 획득하기 위해 노력하며, 환경적 지속 가능성에 대한 적극적인 입장을 반영합니다.

Resource conservation

節約資源 자원 절약

By conserving resources and tracking energy and resource consumption, the Company aligns with the growing emphasis on sustainable resource management.

通過節約資源和跟蹤能源和資源消耗，公司與對永續資源管理的日益重視保持一致。

회사는 자원을 보존하고 에너지와 자원 소비를 추적 관리함으로써 지속 가능한 자원 관리에 대한 강조가 점차 높아지는 추세에 발맞추어 운영합니다.

Pollution Prevention

污染防治 오염 방지

The Company's focus on preventing pollution and controlling wastewater and air emissions demonstrates a commitment to environmental stewardship.

公司專注於污染防治和控制廢水和空氣排放，這表明對環境管理的承諾。

회사는 오염 방지, 폐수 및 대기 배출 물질 관리에 중점을 두며, 이는 환경 관리에 대한 헌신을 보여줍니다.

Ethical Standards and Transparency

LOTUS CONFIDENTIAL

道德標準和透明度 정보 공개의 투명성

Transparency in Information Disclosure (資訊披露的透明度) (정보 공개의 투명성)

The Company's commitment to transparency in information disclosure and cooperation with audit organizations which reflects a dedication to ethical business conduct and accountability.

公司致力於資訊披露的透明度以及與審計機構的合作，這反映了對道德商業行為和問責制的專注。

회사는 정보 공개에 있어 투명성을 추구하고 감사 기관과 협력하며 윤리적 사업 행위와 책임에 대한 헌신을 반영합니다.

Intellectual Property Protection (知識產權保護) (지적재산권 보호)

Respecting intellectual property and information confidentiality showcases the Company's commitment to upholding ethical standards and protecting proprietary information.

尊重智慧財產權和資訊保密性表明公司對維護道德標準和保護專有信息的承諾。

지적 재산 및 정보 기밀 유지를 통해 윤리적 기준을 준수하고 독점 정보를 보호하기 위한 회사의 노력을 보여줍니다.

Avoidance of Conflicts of Interest (避免利益衝突) (이해충돌 방지)

The Company's commitment to avoiding conflicts of interest demonstrates a dedication to ethical business practices and integrity.

公司致力於避免利益衝突，體現了對道德商業實踐和誠信的專注。

회사는 이해 상충을 피하기 위해 노력하며 윤리적 비즈니스 관행과 무결성에 대한 헌신을 보여줍니다.

The image features a solid yellow background with three large, white, overlapping circles. One circle is on the left, another is on the right, and a third is at the bottom, partially overlapping the other two. The word "Thanks!" is written in a bold, black, sans-serif font inside the leftmost circle.

Thanks!