SciClone Pharmaceuticals

A Top US Specialty Pharma Company Leveraging China Market Growth Opportunities

NASDAQ: SCLN
This presentation contains forward-looking statements regarding expected financial results and expectations. Readers are urged to consider statements that include the words "may," "will," "would," "could," "should," "might," "believes," "estimates," "projects," "potential," "expects," "plans," "anticipates," "intends," "continues," "forecasts," "designed," "goal," "unaudited," "approximately" or the negative of those words or other comparable words to be uncertain and forward-looking. These statements are subject to risks and uncertainties that are difficult to predict and actual outcomes may differ materially. These include risks and uncertainties relating to: the growth of the Company's business and the pharmaceutical market in China; the Company's ability to implement and maintain controls over its financial reporting and effectively remediate any identified material weakness; the Company's ability to maintain effective compliance programs and controls; changes in results that may occur in completing the close of SciClone's consolidated financial statements for fiscal year 2014 and completing the audit of SciClone's consolidated financial statements for fiscal year 2014; the Company's ability to execute on its goals in China and on its objectives for revenue in fiscal 2015; the course, cost and outcome of regulatory matters, including future pricing decisions by authorities in China; the on-going regulatory investigations and expenses related thereto, including potential fines and/or other remedies; the dependence of its current and future revenue and prospects on third-party license, promotion or distribution agreements, including the need to renew such agreements, enter into similar agreements, or end arrangements that the Company does not believe are beneficial; operating an international business; uncertainty in the prospects for unapproved products, including uncertainties as to pricing and competition and risks relating to the clinical trial process and related regulatory approval process and the process of initiating trials at, and enrolling patients at, clinical sites; and the effect of changes in its practices and policies related to the Company's compliance programs. SciClone cannot predict the timing or outcome of the ongoing SEC and DOJ investigations, or of the level of its efforts required to cooperate with those investigations, however, the Company has incurred substantial expenses in connection with the investigations and related litigation and expects to incur substantial additional expense, and the investigations could result in fines that exceed the minimum amount accrued and further changes in its internal control or other remediation measures that could adversely affect its financial results. Please also refer to other risks and uncertainties described in SciClone's filings with the SEC. All forward-looking statements are based on information currently available to SciClone and SciClone assumes no obligation to update any such forward-looking statements.
SciClone Today: Earnings-Driven Specialty Pharma Company with Growing China Commercial Business

Revenue & Profitability Growth Track Record

- Solid well-established business fundamentals
- Continued top- and bottom-line growth potential
- Strong cash balance
- Excellent investment opportunity to participate in fast-growing China pharma market

Established Multinational Company

- Focus on high quality compliance and controls in US and China
- Experienced, high caliber China and US management teams
- Success in managing Chinese regulatory and commercial processes
- Strong market presence in China since 1996

Successful Products, Pipeline, Partnerships

- Marketed portfolio of in-licensed and proprietary products; well-stocked development pipeline
- Spans high growth markets: CV, ID, oncology
- Lead product ZADAXIN®: >$100M product
- Reputation for high quality products compliant with Western manufacturing standards
SciClone Well-Positioned to Take Advantage of China Pharma Market Growth

• High quality compliance programs; focus on constant improvement

• Multiple opportunities to grow flagship product ZADAXIN
  • Expansion strategies: HBV, HCC, NSCLC, sepsis

• SciClone “wider/deeper” strategy in second-tier and rural areas
  • Increased consumer demand; broader access to health care services

• SciClone “wider/deeper” strategy in urban areas
  • Focus on scientific / academic programs, physician education

• DC Bead® has significant potential in large liver cancer market; launch underway

• Strategic focus on strengthening cardiovascular franchise:
  • High-value in-licensed opportunities ANGIOMAX® and CLEVIPREX®; VIBATIV®
Established Multinational Company Ranking in Top Tier in China Market

- **US corporate headquarters:** China operations report into US
  - Experienced international management teams in US and China
  - Attracting leading local management talent in China
  - Strong commercial, regulatory, reimbursement capabilities

- **Compliance and financial controls policies are top-tier**
  - Focus on strict FCPA compliance
  - SEC-regulated, Sarbanes-Oxley compliance
  - US GAAP accounting standards
  - Continually improving policies, training and practices company-wide

- **Business practices and standards similar to multinational peers; superior to local companies**

- **Excellent reputation for high quality products compliant with Western manufacturing standards**
Product and Development Portfolios: Current and Future Market Leaders
SciClone Business Model Optimized to Benefit from China Pharma Market Growth

• **Revenue diversification to drive long-term top- and bottom-line growth**
  • Proprietary: ZADAXIN is major growth driver
  • Promotion: positioning for further growth
  • In-licensed:
    • DC Bead: upcoming commercial opportunity in growing TACE market
    • ANGIOMAX®, Neucardin™ to drive long-term growth
    • VIBATIV®: for difficult-to-treat infections (HABP/VABP; potentially cSSSI, bacteremia)

• **Product portfolio targets high growth, high value markets**
  • Thymalfasins/TCM – ZADAXIN
  • Oncology
  • Cardiovascular
  • Anti-infectives

• **3 BU structure: streamlined sales-marketing organization focused on expanding market penetration**
## Marketed Product Portfolio Spans Large, Growing Commercial Markets

<table>
<thead>
<tr>
<th>Company</th>
<th>Product</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>SciClone</td>
<td>Zadaxin</td>
<td>HBV, HCV, Cancer Adjuvant</td>
</tr>
<tr>
<td></td>
<td>Holoxan</td>
<td>Oncology</td>
</tr>
<tr>
<td></td>
<td>Mesna</td>
<td>Cancer Supportive Care</td>
</tr>
<tr>
<td></td>
<td>Endoxan</td>
<td>Oncology</td>
</tr>
<tr>
<td>Baxter</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pfizer</td>
<td>Methotrexate</td>
<td>Oncology</td>
</tr>
<tr>
<td></td>
<td>Farlual</td>
<td>Oncology</td>
</tr>
<tr>
<td></td>
<td>Estracyt</td>
<td>Oncology</td>
</tr>
<tr>
<td>Cardiome</td>
<td>Aggrastat</td>
<td>Cardiovascular</td>
</tr>
<tr>
<td>BTG</td>
<td>DC Bead</td>
<td>Oncology</td>
</tr>
</tbody>
</table>
ZADAXIN (日 达 仙) in China – Premium Brand with Significant Growth Potential

- Immune stimulator for immune-compromised patients
- Indications: HBV, HCV, certain cancers; vaccine adjuvant
- Proprietary to SciClone: registered in China 1996
- Award-winning anti-counterfeiting label
- High quality, imported premium brand thymalfasin
  - Thymalfasins continue to grow; ZADAXIN continues to lead in revenue and command highest share by revenue
  - Key advantage: high-quality Western manufacturing
  - Highly differentiated: no imported competitors
  - Growth rate on par with China pharma market
• Penetrate deeper and wider into hospital departments in markets with premium pricing

• Target class 3 and 2 hospitals in growing tier 1 and 2 cities including in more rural areas

• Expand market uptake in large new markets
  • HCC: inclusion in MOH guidelines
  • General surgery: reduced antibiotic use
  • Sepsis: clinical efficacy shown; potential inclusion in MOH and clinical practice guidelines
  • HBV: growing unmet medical need
  • Collaborate with academic/medical/regulatory/market stakeholders to reach new customers, decision-makers, physicians and patients, and continue to drive market uptake
DC Bead: Newly Approved, Valuable Addition to SciClone’s Oncology Portfolio

- Launch underway for embolization of malignant hypervascularized tumors, such as hepatocellular carcinoma, most common form of primary liver cancer

- Embolic bead delivered through minimally invasive, non-surgical procedure to block blood flow to tumors

- Majority of HCC patients have cirrhosis, usually from chronic HBV or HCV, or alcoholism

- China has one half of world’s HCC, due to high hepatitis incidence; 350K die annually

- Licensed from BTG plc

- To be commercialized by dedicated SciClone oncology sales and marketing team
<table>
<thead>
<tr>
<th><strong>Development Portfolio to Drive Long-Term Growth</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Angiomax</strong> (bivalirudin)</td>
</tr>
<tr>
<td><strong>Neucardin</strong>™</td>
</tr>
<tr>
<td><strong>Loramyc</strong></td>
</tr>
<tr>
<td><strong>VIBATIV</strong> (tevacin for injection)</td>
</tr>
<tr>
<td><strong>CLEVIPREX</strong> (clevidipine) injectable emulsion</td>
</tr>
<tr>
<td><strong>ProFlow</strong>™</td>
</tr>
<tr>
<td><strong>RapidFilm</strong></td>
</tr>
</tbody>
</table>
ANGIOMAX® (bivalirudin) for Injection: Anticoagulant for PCI Patients

- Anticoagulant indicated for patients undergoing percutaneous coronary intervention (PCI) with provisional use of glycoprotein IIb/IIIa (GPI) and in patients with, or at risk of, heparin-induced thrombocytopenia and thrombosis syndrome (HIT/HITTS) undergoing PCI

- Attractive alternative to current treatment options; potential to achieve effectiveness, including reducing bleeding events, especially in “high bleeding risk” patients

- China represents significant growth opportunity: > 400,000 PCIs performed annually, potentially growing to > 1 million PCIs

- Licensed from The Medicines Company; registration trial completed in China; currently under CFDA review for marketing approval
Neucardin™: Novel, First-in-Class Therapy for Chronic Heart Failure (CHF)

• Genetically engineered recombinant peptide fragment of neuregulin-1: improves cardiac function, reverses ventricular remodeling and increases survival of heart failure patients

• 5 million CHF patients in China; growing market driven by aging population, urbanization

• Current marketed drugs cannot reverse maladaptive remodeling

• Advantage: does not compete with existing therapies; can be included as part of comprehensive CHF treatment

• Licensed from Zensun; Phase 3 registration trial in China
VIBATIV® (telavancin): For Difficult-to-Treat Infections

- **VIBATIV**: bactericidal, once-daily, injectable lipoglycopeptide antibiotic with in vitro potency and a dual mechanism of action (inhibits bacterial cell wall synthesis and disrupts bacterial cell membrane function)

- Proven efficacy against difficult-to-treat infections, including Staph aureus MRSA, and multi-drug resistant pathogens

- Initial focus on HABP/VABP; may also include cSSSI, bacteremia

- Potential valuable asset in antibacterial armamentarium for multiple infection types

- Licensed from Theravance Biopharma, Inc.; SciClone has exclusive development and commercial rights in China
Path to Continued Earnings Growth and Value Creation
2010–2015 Revenue Trend

* 2015 Revenue guidance range: $153MM-$158MM
2010–2015 Revenue and Non-GAAP Diluted EPS Trend

* 2015 EPS guidance range: $0.73 - $0.77
## Balance Sheet

### (in millions)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash and Cash Equivalents</strong></td>
<td>$87.5MM</td>
<td>$87.0MM</td>
<td>$96.8MM</td>
<td>$86.2MM</td>
<td>$96.0MM</td>
</tr>
<tr>
<td><strong>Accounts Receivable</strong></td>
<td>$32.3MM</td>
<td>$35.8MM</td>
<td>$33.9MM</td>
<td>$40.3MM</td>
<td>$32.4MM</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$172.2MM</td>
<td>$177.5MM</td>
<td>$186.2MM</td>
<td>$181.8MM</td>
<td>$182.3MM</td>
</tr>
<tr>
<td><strong>Total Debt</strong></td>
<td>$1.6MM</td>
<td>$0.0MM</td>
<td>$0.0MM</td>
<td>$0.0MM</td>
<td>$0.0MM</td>
</tr>
<tr>
<td><strong>Total Shareholders’ Equity</strong></td>
<td>$148.5MM</td>
<td>$154.1MM</td>
<td>$160.2MM</td>
<td>$155.3MM</td>
<td>$163.4MM</td>
</tr>
</tbody>
</table>
Strategy to Create Shareholder Value: Stock Repurchase

- $15MM share repurchase newly authorized in March 2015
- $2.7MM of shares repurchased YTD and $13.0MM balance remained as of March 31, 2015
Strategy for Continued Revenue and EPS Growth

• **Continue to build sales momentum**
  - DC Bead launch underway
  - Drive ZADAXIN growth: new markets, new team, new indications
  - Develop future cardiovascular, oncology and anti-infective market leaders

• **Increase earnings**
  - Establish additional profitable licensing and promotion agreements
  - Opportunistic acquisition/in-licensing of branded products at profitable terms

• **Advance development pipeline to fuel long-term growth**
SciClone: Partner of Choice in China Pharma Market

Depth of Experience

- Successful growth of partner products
- Fully integrated top-notch sales compliance
- Experienced regulatory team with strong track record
- Experienced finance team (SEC compliance, SOX, US public company accounting)
- Seasoned management teams locally in China and globally

Breadth of Partnerships

- Global pharma companies: Pfizer; Baxter – mature oncology portfolios
- Leading US pharma company: The Medicines Company – Angiomax and Cleviprex
- Innovative US biopharma company: Theravance Biopharma -- VIBATIV
- Leading European Specialty pharma company: BTG Plc – DC Bead
- Innovative China biotech: Zensun – Neucardin
- Young companies with differentiated products: Canada, Taiwan, France, Switzerland – Aggrastat, ProFlow, Loramyc, Ondansetron