

# HANA PHARM. CO., LTD.

## Company Profile

2015





# Table of Contents



-  **Corporate Philosophy**
-  **History of Hana**
-  **Organization**
-  **Sales & Marketing**
-  **Leading Products**



# Corporate Philosophy

“ For people’s better life,  
by the better medicine.”

We are doing our every efforts  
to pursue our initial motto,  
“For people’s better life, by the better medicine”.  
This motto has been our business philosophy  
since founded in 1996.



# History of Hana

## “ Friendly Partner for Global Business ”

### History

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- 1996.1 Establishment of Hana Pharm

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  - 1997.10 Completion of remodeling Sangsin Plant

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  - 1998.1 Launching of ANEPOL(Propofol)

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  - 1998.4 Establishment of R&D center

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  - 2002.1 Starting donation for Colleges of Pharmacy

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  - 2003.12 Establishment of API Manufacturing site

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  - 2005.1 Approval of BGMP

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  - 2007.11 Establishment of Hagil Plant

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  - 2010.12 Establishment of R&D center in Hagil plant

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  - 2011.12 Completion of remodeling Sangsin plant for API manufacturing

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  - 2012.6 Approval for API Site Registration by PMDA, Japan

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# Organization



- **President:** D.J. Choi
- **Employee:** 435
- **Sites**
  - **Head Quarter** (Gangnam, Seoul)
  - **Sangsin Plant** (API and Solution manufacturing)
  - **Hagil Plant** (Finished Product manufacturing)
  - **R&D center**

\* As of Sep., 2015



# Organization - Plants

## ▪ Hagil & Sangsin Plant

Hagil Plant was established in 2007, to fulfill EU-GMP standard.

Saingsin Plant was established in 1997

and remodeled in 2011 as API manufacturing plant.

After KFDA approval, both plants have been enlarged and rebuilt to manufacture qualified pharmaceutical dosage.

Now we are synthesizing API, and manufacturing transdermal patch, tablets, capsules, inhalation solutions, and injections.



Hagil Plant



Sangsin Plant



# Organization – R&D center



## ▪ Central R&D center

Central R&D center completed remodeling in Dec. 2010 in Hagil Plant. Well educated and skillful staffs are now researching innovative drug substances for future.

## Main Technology

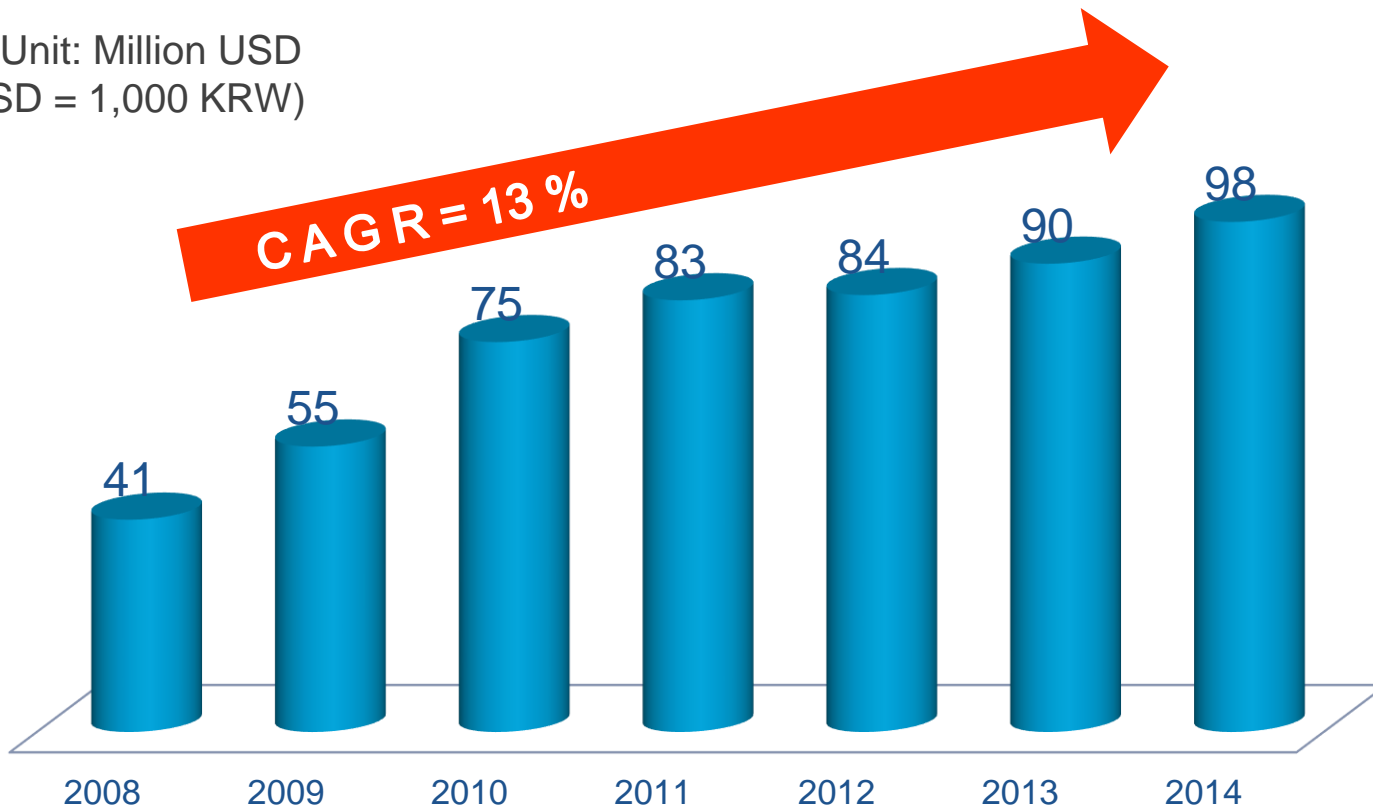
1. Nanoemulsion technology - Anepol ®(Propofol injection)  
: Used for Insoluble materials to become soluble. Reducing particle size for reducing pain.
2. Controlled release drug delivery system- Ocodone ®(Oxycodone CR tablet)  
: Matrix type coating formulation. Effectively control the rate of drug release.



# Sales & Marketing

## Annual Sales

Unit: Million USD  
(1 USD = 1,000 KRW)







# Sales & Marketing

## ■ Sales Force

We are a fast growing company in the market and well trained and educated 226 medical representatives in 12 sales branches throughout the nationwide are making active sales performances.



# of Sales Branches in Korea: 12 Branches

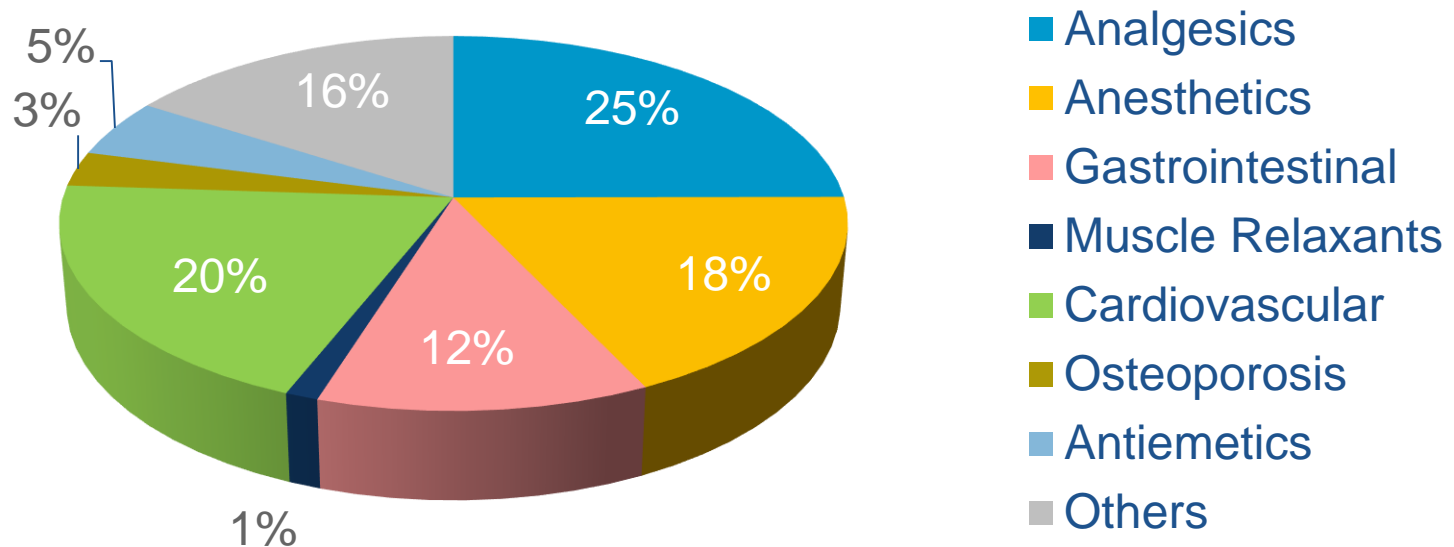
# of Medical Representatives: 226 MRs



# Main Products

We are specialized in Pain management and Anesthetics!

Analgesics & Anesthetics - About 50% of total sales by 2014





# Main Products: Narcotics & Psychotropics

Commercial Name	Active Ingredient	Therapeutic Class
Hana Fentanyl Citrate Inj.	Fentanyl citrate	Narcotic analgesics
Remiva Inj.	Remifentanyl	Narcotic analgesics
Morphine Sulfate Inj.	Morphine sulfate	Narcotic analgesics
MSR ER Tab.	Morphine sulfate	Narcotic analgesics
Hana Codeine Phosphate Tab.	Codeine phosphate	Narcotic analgesics
Ocodon SR Tab.	Oxycodone	Narcotic analgesics
Hana Alfentanyl Inj.	Alfentanyl	Narcotic analgesics
Dilid Inj. / Tab.	Hydromorphone HCl	Narcotic analgesics
Anepol Inj.	Propofol	General anesthesia
Vascam Inj.	Midazolam	General anesthesia
Hana Phenobarbital Tab.	Phenobarbital	Anti-seizure



## Main Products: Non-Narcotics

Commercial Name	Active Ingredient	Therapeutic Class
Sevofran Solution	Sevoflurane	Anesthesia
Ifran Solution	Isoflurane	Anesthesia
Atra Inj.	Atracurium besylate	Muscle relaxants
Rocuronium Inj.	Rocuronium bromide	Muscle relaxants
Elcanin Inj.	Elcatonin	Osteoporosis
Corsartan Plus Tab.	Losartan, HCTZ	Cardiovascular
Covaratan Tab.	Valsartan, HCTZ	Cardiovascular
Rosto Tab.	Rosuvastatin	Cardiovascular
Keromin Inj.	Ketorolac tromethamine	NSAIDs
Hana Ondansetron Tab & Inj	Ondansetron	Antiemetic drug
Kyseron Inj.	Granisetron	Antiemetic drug
Ramset OD tab & Inj	Ramosetron	Antiemetic drug



# Hana API

## ◆ Commercial Products

Product Name	Therapeutic Category	Specification	DMF
Atracurium Besylate	Muscle Relaxant	USP	
Bosentan	Cardiovascular Drug	USP pending	
Duloxetine HCl	Antidepressant	USP	
Granisetron HCl	Antiemetics	USP	KDMF
Letrozole	Breast Cancer	USP	
Moxifloxacin HCl	Antibiotics	USP	
Rabeprazole Na	Antiulcer	JP	
Ramosetron HCl	Antiemetics	In-House	KDMF
Tamsulosin HCl	Benign Prostatic Hyperplasia	BP	



# Hana API

## ◆ Finished Development

Product Name	Therapeutic Category	Specification	DMF
Aripiprazole	Antipsychotic	USP	
Cinacalcet HCl	Antiparathyroid	In-House	
Imatinib Mesylate	Antineoplastic	In-House	
Linezolid	Antibacterial	In-House	
Rivaroxaban	Anticoagulant	In-House	
Sildenafil	Urological	In-House	
Sitagliptin Phosphate	Antidiabetic	In-House	
Solifenacin Succinate	Antimuscarinics	In-House	
Tenofovir Disoproxil Fumarate	Antiviral	USP	



# Hana API

## ◆ Under Development Stage

Product Name	Therapeutic Category	Specification	DMF
Blonanserin	Antipsychotics	In-House	
Deferasirox	Iron-chelation Therapy	USP	
Gefitinib	Anticancer	In-House	
Palonosetron HCl	Antiemetics	In-House	



# Available Dossier List

Product Name	Active Ingredient	Remark
Sevofran Solution	Sevoflurane	ACTD
Ifran Solution	Isoflurane	ACTD
Anepol Inj.	Propofol	ACTD
Freeston Tab.	Itopride HCl	ACTD
Hana Bupivacaine HCl Heavy Inj. 0.5%	Bupivacaine HCl Dextrose	ACTD





# Main Products

## ▪ Anepol® Inj. (Propofol)

“ The most famous & frequently used intravenous anesthetics ”

- A safe and effective drug for general anesthesia
- Hana is the leading company in this area  
: Our main target is local clinics and hospitals since its first launch in 1999.
- Hana’s unique manufacturing & filling system  
: This product has a less particle so causes less pain during injection
- Packaging: 5mL, 8mL, 12mL, 20mL/amp.  
(For exporting, only 12, 20mL is available)





# Main Products

## ▪ Sevofran® solution(sevoflurane)

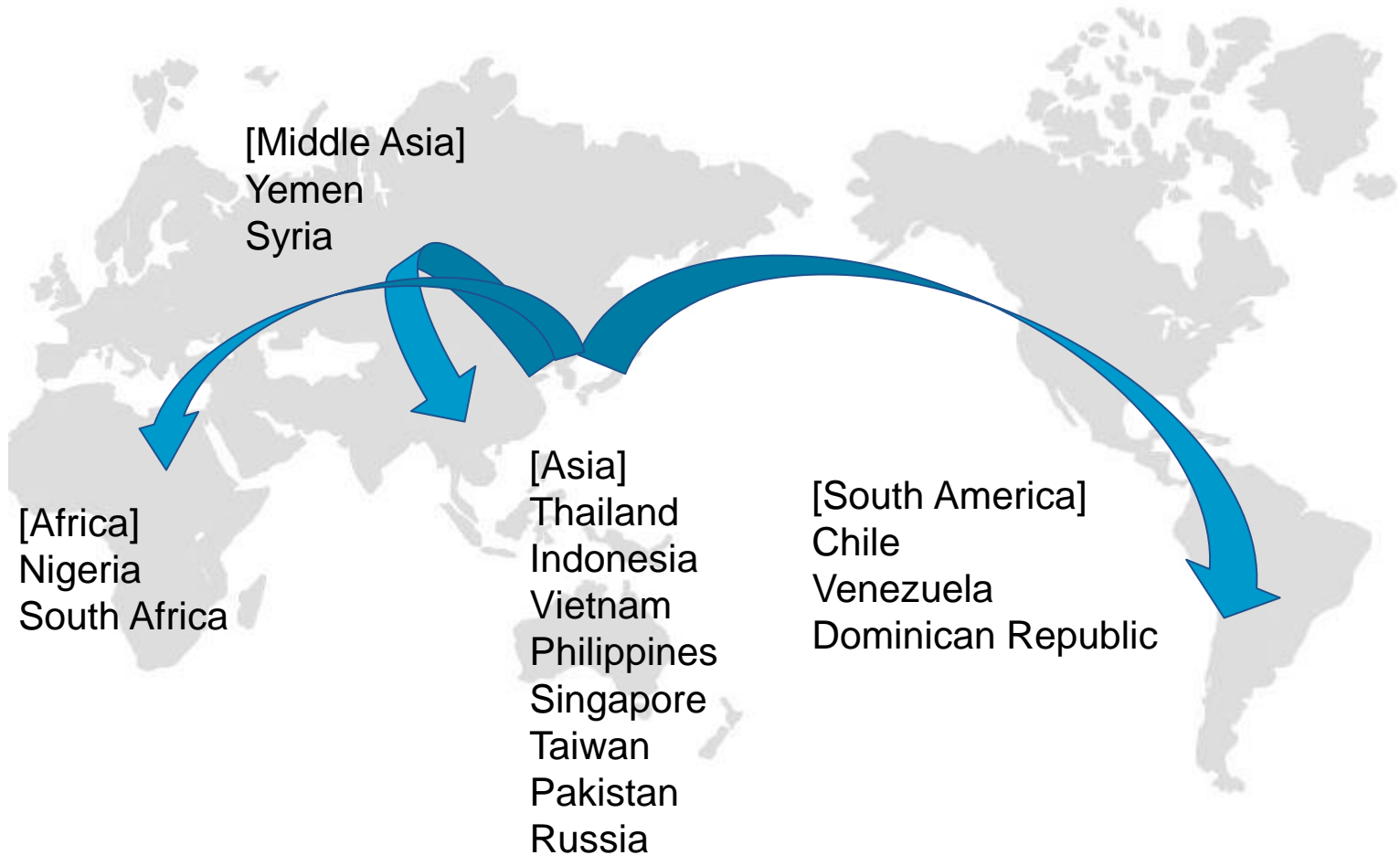
“ Clear & Convenient  
Anesthetic Inhalation”

- Worldwide used, safe for elders/pediatrics
- HANA is the leading company in Korea: 1<sup>st</sup> generic brand in Korea
- Fast onset/recovery, easier to control anesthetic depth
- Low cardiovascular effect, renal/hepatic toxicity
- Packaging: 250mL glass bottle





# Global Presence





# WHY HANA?



- Hana is the only pharmaceutical company that has all the narcotic products in Korea.
- Hana is also focused on anesthetic market as well as analgesic market (incl. opioid market), so have more chances to penetrate various field such as oncology and pain clinics.

- Hana's passion toward to narcotic market: Hana has a potential power to expand market by our strong and well educated Sales Force.
- Good relationship with many surgeons/oncologists by experiences.
- Good image of Hana by Korean oncologist/surgeons since 1996.



**Thank you for your attention!**

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Hana Pharm will be Your Best Partner for Global Business!