

*Introducing the global R&D and manufacturing Platform*



*LET'S TALK*

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**KOLMAR KOREA**

**Pharmaceutical Division**

*Copyright at Kolmar Korea*



**I . Company Profile**

**II . CMO(CDMO) Biz. Introduction**

**III . Why Kolmar?**

# I . Company Profile

## 1. Company Overview - Introduction

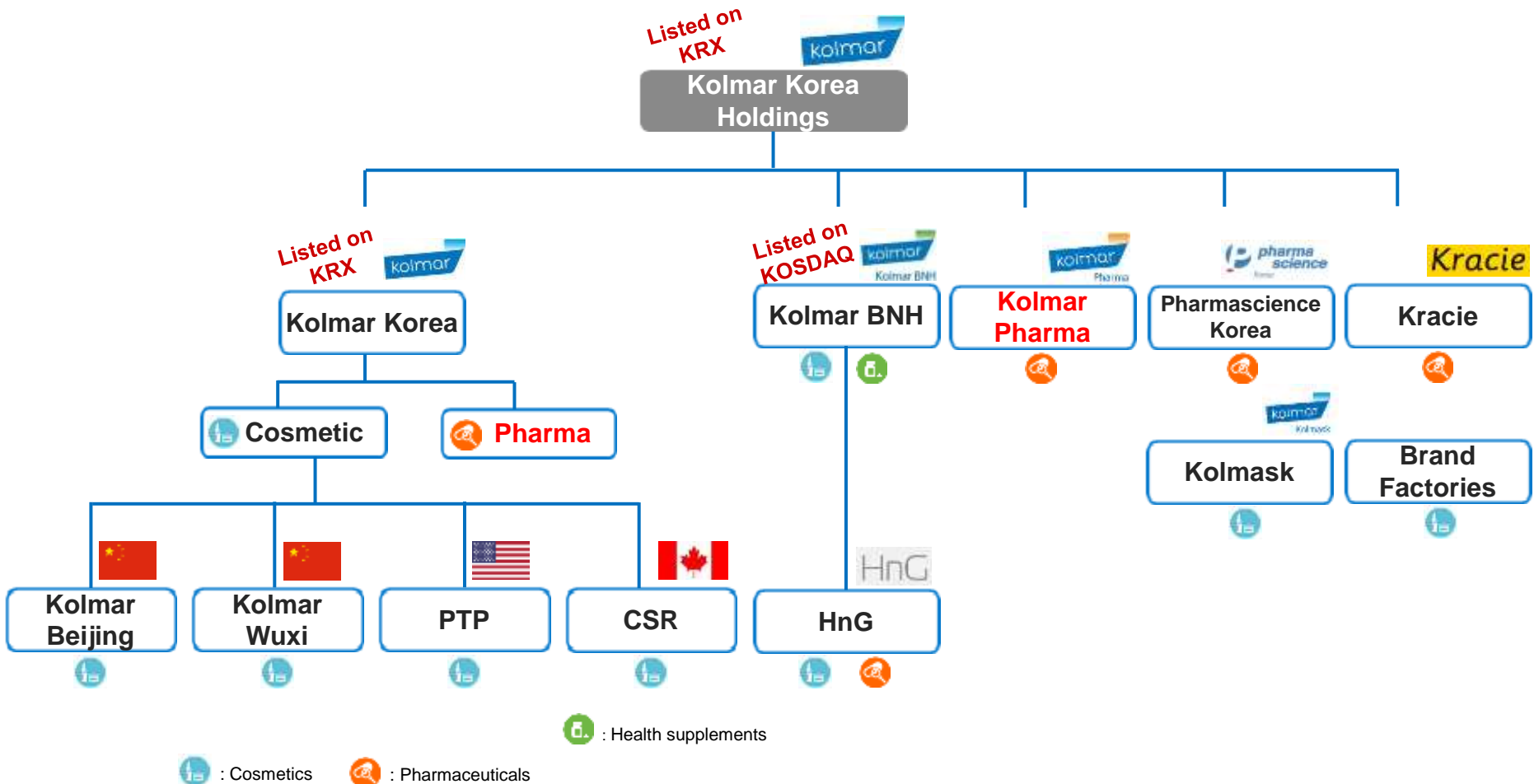
### A Leading Contract Manufacturer of Pharmaceuticals, Cosmetics and Nutritional Supplements.

Founded in 1990 as a joint venture company between Nihon (Japan) Kolmar and Kolmar Korea, Kolmar Korea is **the largest Korean pharmaceutical contract manufacturer.**

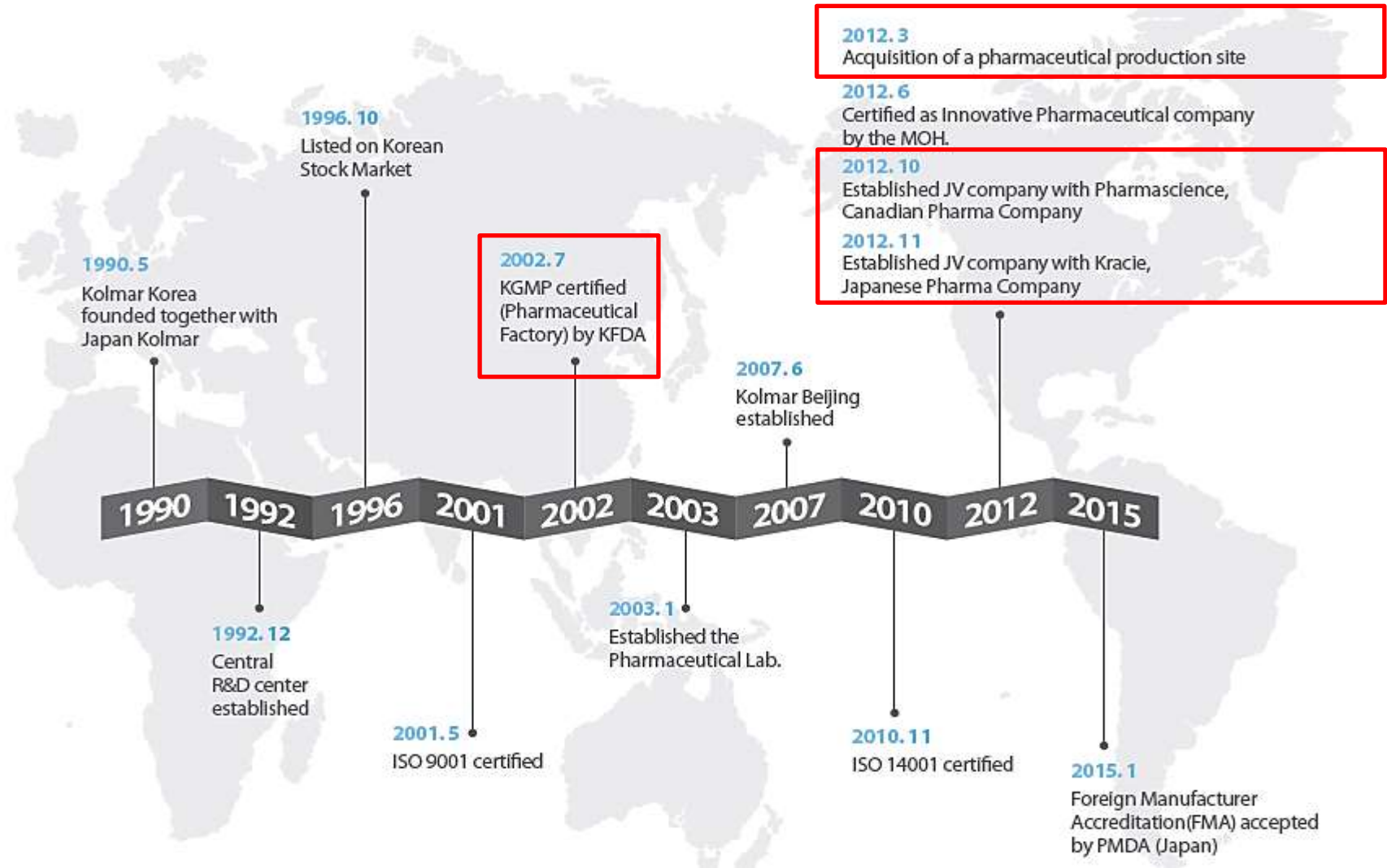


- Founded: May 15<sup>th</sup>, 1990
- Listed Date: April 9<sup>th</sup>, 2002
- CEO: Dong-Han Yoon
- Business: Pharmaceuticals, Cosmetics  
Nutritional Supplements
- Employees: 2,000
- Revenue: USD 895 Million (2016)

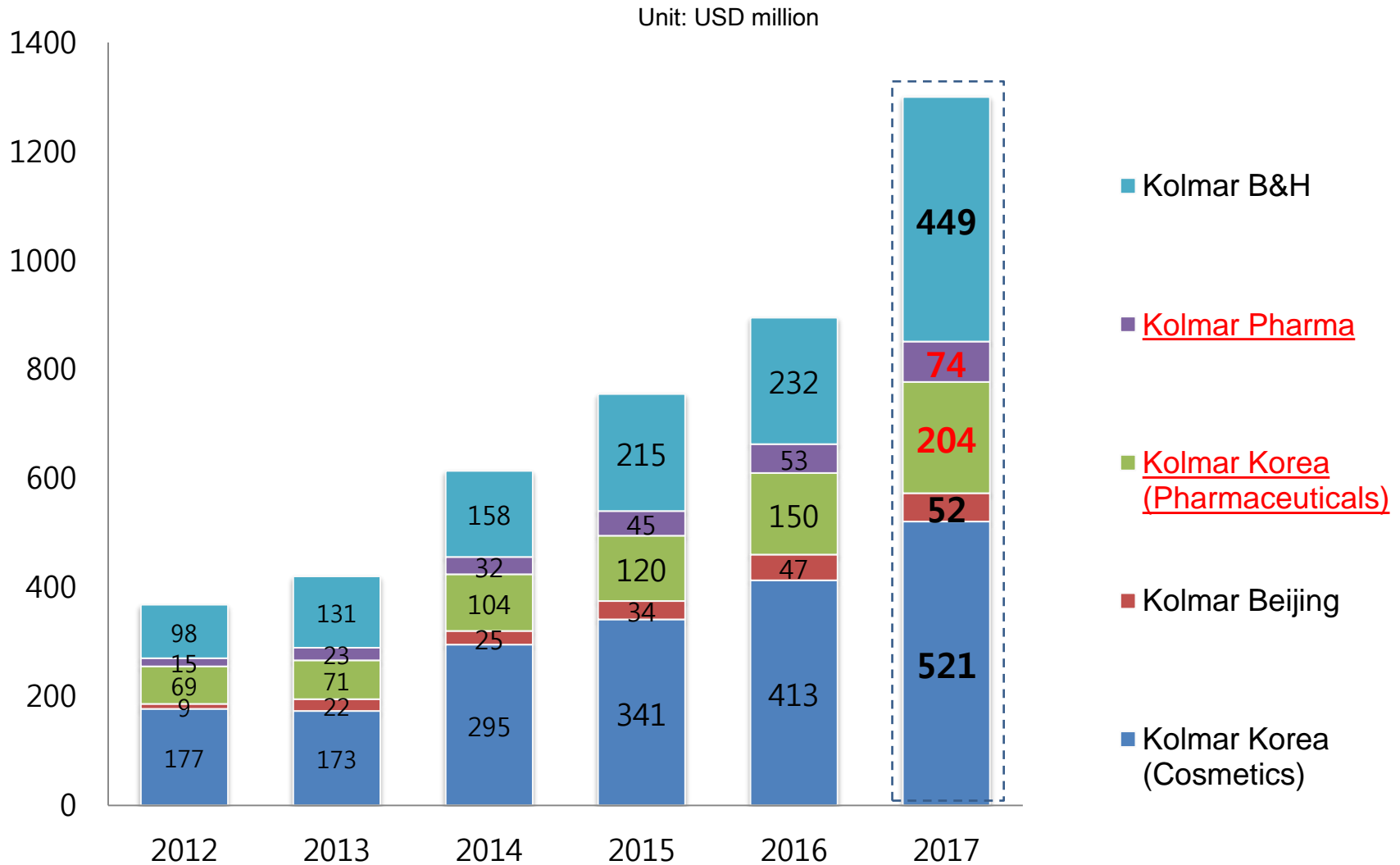
## 1. Company Overview - Introduction



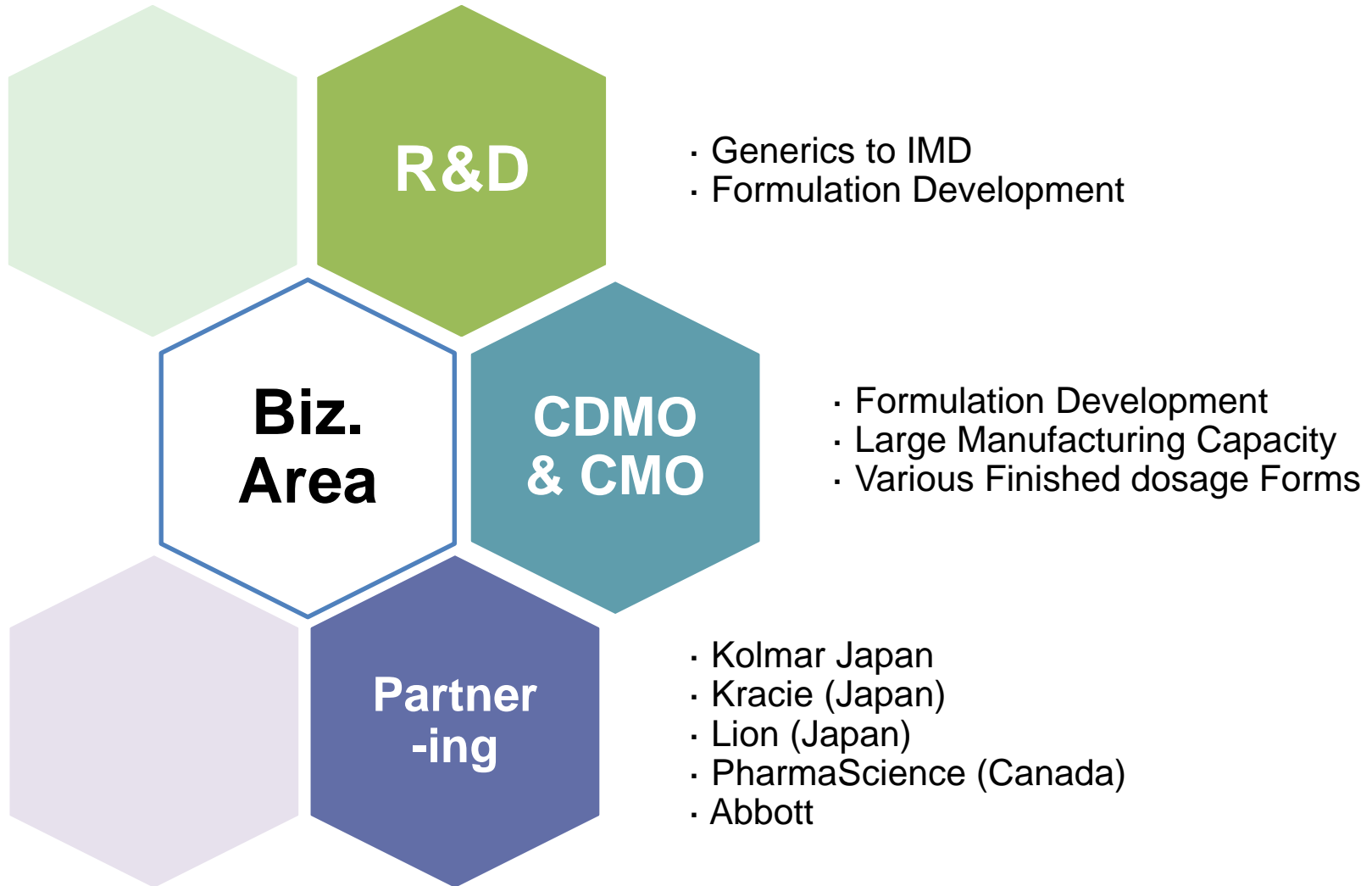
## 1. Company Overview - History



## 1. Company Overview - Sales



## 2. Business Area (Pharmaceuticals)

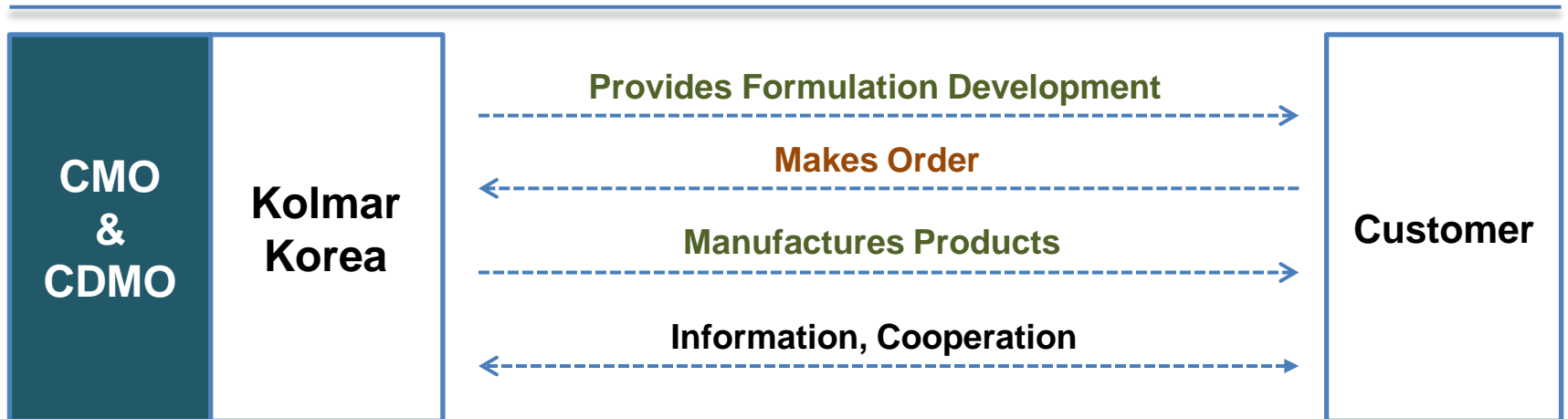




# II . CMO(CDMO) Biz. Introduction

## 1. CMO(CDMO) biz.

Since 2002, provided complete services from product development to finished dose formulations including regulatory services.



## PHARMACEUTICAL PLANT LOCATION

### Kolmar Korea

#### PLANT 1.

**Facility** : Gross area 20,353 m<sup>2</sup>,  
Total floor area 14,303 m<sup>2</sup>

**Main products** : Oral liquid, External solution, Ointment, Cream, Sanitizer, Toothpaste, and etc.

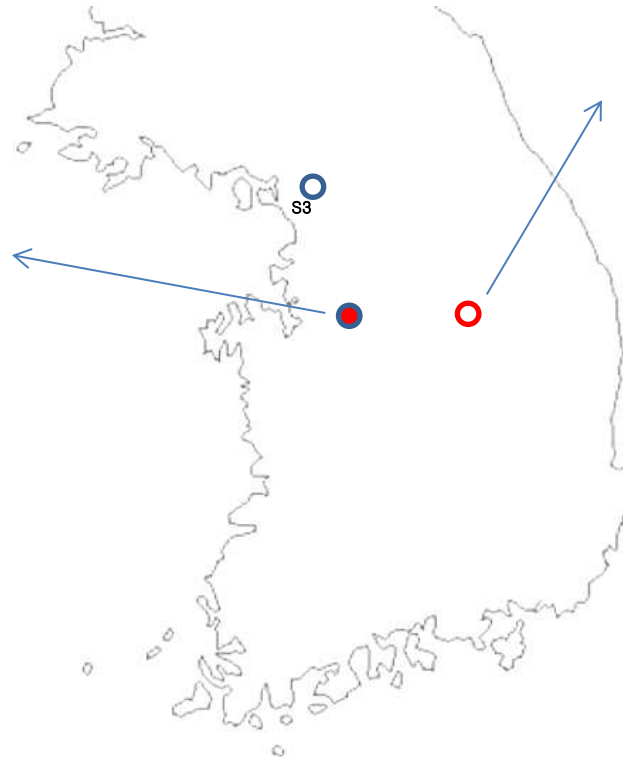
150 domestic partners



#### PLANT 2. **NEW**

**Facility** : Gross area: 20,353 m<sup>2</sup>  
Total floor area 14,469 m<sup>2</sup>

**Main products** : Oral solid (Tablets, Capsules, Dry syrups, and Lidcaps), Ampules, Vials, Eye drops, and IV Bags.



### Kolmar Pharma



#### PLANT 3.

**Facility** ; Gross area: 46,193 m<sup>2</sup>  
Total floor area: 13,891 m<sup>2</sup>  
Storage area: 1,742 m<sup>2</sup>

**Main products** : Tablets, Capsules, soft gelatin capsules, ointment, and cream

## 2. Manufacturing Site

### Solid Dosage



Film coated tab  
Sugar coated tab  
Soft Gel Capsule  
Hard Capsule  
Dry Syrup  
Granulate  
Pellet



### ▼ Sejong Factory 1

Gross area: 20,353m<sup>2</sup>  
Total floor area: 14,303m<sup>2</sup>

### Liquid & Semi Solid



Liquid Capsule  
Topical Liquid Pre.  
Oral Suspension



### ▼ Sejong Factory 2

Gross area: 20,353m<sup>2</sup>  
Total floor area: 14,469m<sup>2</sup>

### Ointment & Cream



Ointment  
Cream  
Gel



### ▼ Jecheon Factory 3

Gross area: 46,193m<sup>2</sup>  
Total floor area: 13,891m<sup>2</sup>

### New Forms



Injections  
IV Solution  
Ophthalmics

## 2. Manufacturing Site – Sejong Factory

(Unit. Million)

Dosage Form	Products	Capacity (year)
		Total
Oral Solid	Tablet	2,200
	Capsule	400
	Liquid Capsule	12
	Granules (Sachet)	31
Oral Solution	Bottle	24
	Pouch	170
External Solution	Bottle	24
Topical	Ointment & Cream ( No of Tube)	23
Injections (2018)	Ampoule	20
	Vial	20
Infusion (2018)	Infusion (Non-PVC bag)	18
Ophthalmic (2018)	Eye drops (Bottle)	10

# III. Why Kolmar?

## 1. Advantages with Kolmar

### **Confidentiality**

Principle of customer protection

### **Advanced QC system**

LIMS & QMS

### **Wide coverage of dosage forms**

### **Various formulation technology**

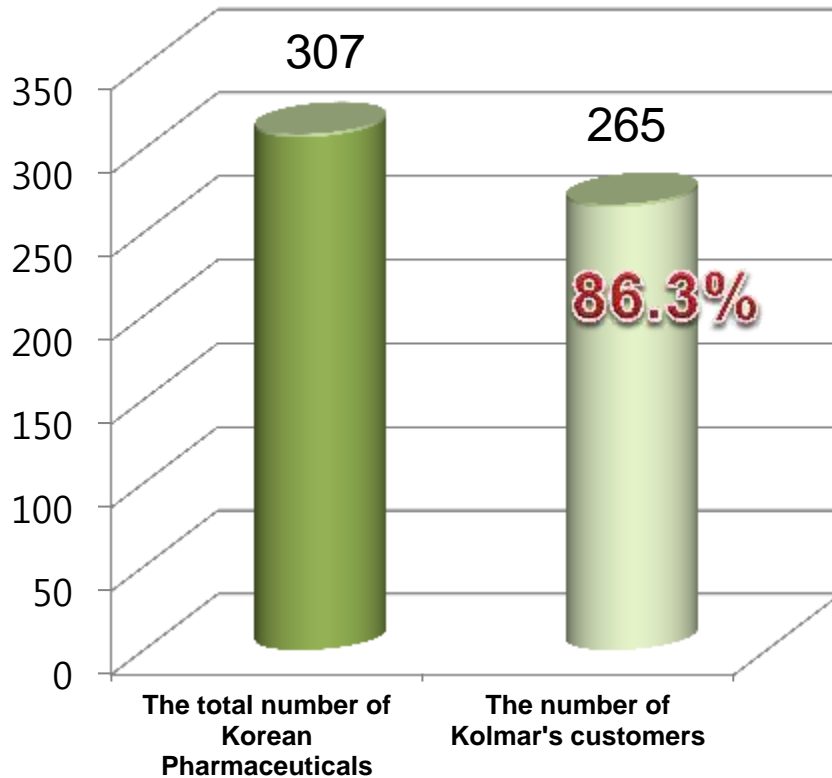
OD, SR, CR

### **Guarantee**

Constant Quality & Stable Supply

## 2. The Leading CDMO in Korea

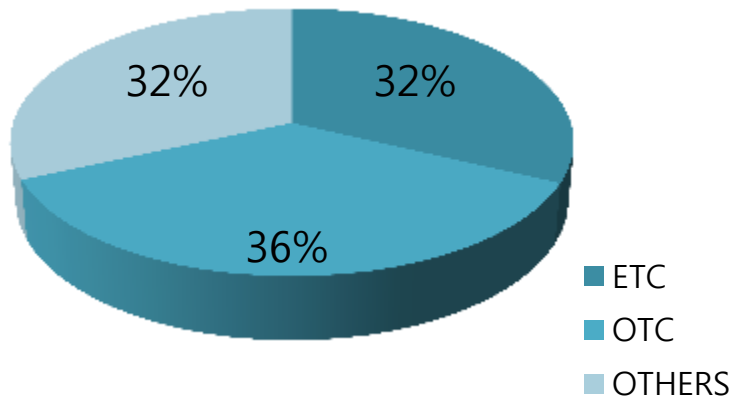
The number of domestic customers out of the total Korean pharmaceuticals(2016)





## 3. Fast Regulatory Affairs

No of MA Approval  
(514 products) by MFDS



- ▷ CTD dossiers
- ▷ Different strategies to meet regulatory initiatives
- ▷ Product Registration under guidelines of KFDA
- ▷ All stages of the MA submission process
- ▷ Search of IP
- ▷ Market search in Korean pharmaceutical industry
- ▷ Product Development proposal
- ▷ Arrange BE and clinical study in Korea

## 4. Customized Manufacturing Capacity & Service

### Covering all of Dosage forms in Finished products

- Sterile                                   ▷ LVP/SVP, Eye Drop
- Oral Solid/Oral Solution           ▷ Tablet, Cap(hard/soft), Granule, Syrup
- Topical                                   ▷ Ointment, Gel, Cream

### Flexible Manufacturing Capacity

Lab Scale, Small Scale, Large Scale up are available

### Customized CDMO Service

- Formulation Development
- Commercial Manufacturing
- Special Packaging ( Aggregation & Serialization )

## 5. R&D Performance

- Pharmaceutical R&D Center(3): Seoul, Sejong, Jecheon
- R&D members (80)
  - Research Planning
  - IMD Research
  - New Drug Research
  - Formulation Research
  - Analytical Research

### R&D Performance

- Approved Drugs: 500+
- BE tested Drugs: 80+
- Intellectual Properties
  - Applied for Patent: Korea(55), PCT(5)
  - Granted Patents: Korea(37), USA(2), Europe(2), China(2), Japan(3), Russia(2)

## 6. Kolmar's Credibility



Kracie's herbal medicine products prepared by Kolmar and marketed by Kracie Korea.



Kolmar and Pharma Science (Canada) supply products to Pharma Science Korea focusing on CNS field.



Lion's prehensive product manufactured by Kolmar for the Korean market since Jan., 2017.



Two products manufactured and launched by Kolmar have been authorized to Abbott Korea for Korean market since Sep., 2016 and Feb., 2017 respectively.

## 7. Business-oriented Investment

Kolmar has acquired CJ healthcare for U\$1.2 billion



2017 Revenue:  
KRW 535 Bn

Revenue CAGR:  
~8% (for 3yrs)

400+ Sales Reps  
with 13,000+  
customers

200+ R&D Staff  
With 17 Pipelines

3 Production sites  
with 140+ Products



DEALS FEBRUARY 21, 2018 / 5:53 PM / 2 MONTHS AGO

### Korea Kolmar buying CJ HealthCare for \$1.2 billion; shares soar

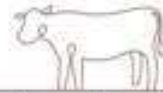
Reuters Staff

ZHIN REKO



SEOUL (Reuters) - South Korean cosmetics and pharmaceuticals contract manufacturer Korea Kolmar Co (161890.KS) beat out private equity firms for a deal to buy domestic health foods and drugmaker CJ HealthCare for \$1.2 billion, sending its shares soaring on Wednesday.

Korea Kolmar said in a regulatory filing on Tuesday it agreed to buy all the shares of CJ HealthCare, which makes South Korea's most popular anti-hangover drink 'Condition', from CJ Cheiljedang (097950.KS) for 1.31 trillion won (\$1.22 billion).



Slow and steady wins the race

천천히,  
 꾸준히 가자!  
 한 걸음씩 꾸준히 걸어갈  
 길이 곧 행복의 길입니다!  
 천천히, 꾸준히

우연의 기회

Thank you