

SAMIL PHARMACEUTICAL

CORPORATE PROFILE

Samil

360° Human Care

We pursue *360° Human Care* with full integrity. Total care ensuring prevention and treatment as well as rehabilitation and life care encompassing the core values of Samil Pharm.



Samil

COMPANY PROFILE

COMPANY OVERVIEW

CORPORATE NAME	SAMIL PHARMACEUTICAL
CEO	SEUNGBUM HUH
ESTABLISHED DATE	OCT. 7, 1947
NO. OF EMPLOYEES	570 (AS OF DEC. 10, 2023)
MAJOR BUSINESSES	PHARMACEUTICAL MANUFACTURING AND SALES

FACILITY LANDSCAPE



[CORPORATE HQ (KOREA)]



[ANSAN PLANT (KOREA)]

MID-TERM CORE BUSINESS

OPHTHALMOLOGY	INTERNAL MEDICINE
ACHIEVING DOMINANT MARKET POSITION IN KOREA AND VIETNAM	COMPLETING DRUG PRODUCT LINE-UP FOR HEPATIC DISORDER DRUG

COMPANY HISTORY

PHASE I. START-UP	PHASE II. GROWTH
[1947] ESTABLISHED	[1985] IPO AND ESTABLISHED ANSAN PLANT
[1967] RELEASED AN EYE DROP PRODUCT "SUNSTAR"	[1987] OPENED AN OPHTHALMIC DIVISION IN CENTRAL R&D CENTER
[1969] TECH. PARTNERSHIP OF IBUPROFEN WITH BOOTS [U.K.]	[1991] TECH. PARTNERSHIP WITH ALLERGAN [U.S.] (ALAPHAGAN)
PHASE III. MATURITY	PHASE IV. EXPANSION
[1998] TECH. PARTNERSHIP WITH AJINOMOTO (JAPAN) AND DOMESTIC PRODUCTION OF LIVACT	[2016] SALES CONTRACT OF ARAMCOL WITH GALMED (ISRAEL)
[2003] STARTED A NEW BUSINESS UNIT WITH THEA (FRANCE)	[2017-2021] DIST. AND SALES CONTRACT WITH ALLERGAN (5 PRODUCTS: REFRESH FRESH PLUS, LASTACRAFT, RESTASIS, AND OTHERS)
[2009] ESTABLISHED SAMIL-ALLERGAN LLC (KOREA)	[2022] ESTABLISHED CMO/CDMO PLANT IN VIETNAM AND INCORPORATED IN CANADA

LONG-TERM CORE BUSINESS

CMO/CDMO	GLOBAL EXPANSION
TARGETING TO BE THE GLOBAL LEADING OPHTHALMIC CMO/CDMO	EXPANDING GLOBAL OPERATIONS WITH THE PLANT IN VIETNAM

※ SAMIL PHARMACEUTICAL IS THE FIRST KOREAN COMPANY SPECIALIZED IN OPHTHALMIC MEDICINES AND LEADING OPHTHALMIC MARKET IN SOUTH KOREA.

COMPANY PROFILE

MAJOR FACILITIES

SOUTH KOREA



Corporate Headquarters

155 Hyoryeong-ro, Seocho-gu, Seoul, Republic of Korea



Seo Song Tower

137 Dongjak-daero, Dongjak-gu, Seoul, Republic of Korea



Ansan Plant

216 Sandan-ro, Danwon-gu, Ansan-si, Gyeonggi-do, Republic of Korea



Central R&D Center

216 Sandan-ro, Danwon-gu, Ansan-si, Gyeonggi-do, Republic of Korea



Samil Eyecare Innovation Center (R&D)

3rd Floor, 222 Banpo-Daero, Seocho-Gu, Seoul, Republic of Korea

GLOBAL



HCMC Representative Office

Floor 18, C1 Bldg, 2 Bis-4-6, Le Thanh Ton, Ben Nghe Ward, District 1, Ho Chi Minh City, Vietnam



Vietnam Corporate Office / CDMO Plant

Lot 15, Street D15, Hi-tech Industrial Park, Tnag Nhon, Phu B Ward, District 9 Ho Chi Minh City, Vietnam



Samil Pharmaceutical Liaison Office Canada

900-2025 Willingdon Avenue (Office 903)
Burnaby, BC V5C 0J3, Canada

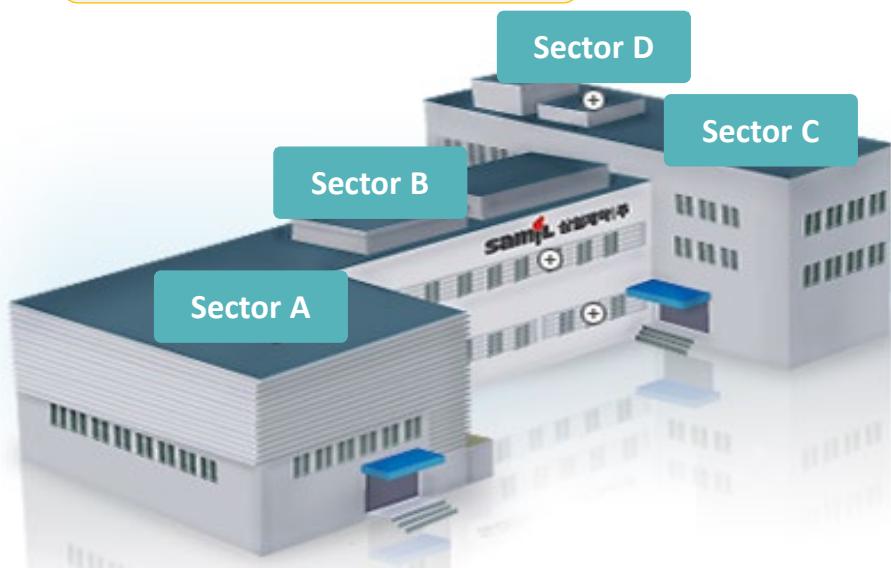
Samil Pharmaceutical North America

1055 West Georgia Street
1500 Royal Centre, P.O. Box 11117
Vancouver, BC V6E 4N7, Canada

ANSAN PLANT (KOREA)

SAMIL's manufacturing facility in South Korea is able to manufacture and supply tablets, granules, ophthalmology solution & ointment, syrups and etc.

- Site area : 12,530.80 m²
- Building area : 6,730.01 m²
- Gross floor area : 25,868.24 m²



Sector A

Main office (QA, QC, Production management)

Sector B

- Manufacturing Area

- ① Oral (Powder, Dry syrup, Granule)
- ② Ophthalmic Solution & Ointment
- ③ External & Internal Solution
- ④ Suppository, Ointment

- Storage for Raw materials

Sector C

- Storage for finished goods & packaging material
- R&D Center

Sector D

Manufacturing Area
Oral - Tablet

1985

Completion of construction

1991

1st renovation of the facilities

1994

Completion of automated filling line for ophthalmic solutions

1995

Gold Statue Award for the Best Quality Control Company in Korea

2004

2nd renovation of the facilities (Expansion of storage building)

2014

Remodeling of Ophthalmic ointment line

2017

Commencement of cGMP/EU GMP facilities construction in Vietnam

S1 PLANT (VIETNAM)

OVERVIEW



Background

- A pioneer expanding into the Asia-Pacific and global markets by leveraging experience and expertise in eye drop production in the Korean market.
- Established a subsidiary and constructed a factory in Vietnam with the goal of producing ophthalmic CMO products of global standard quality, aligning with the shift in the ophthalmic market trend from in-house manufacturing to CMO manufacturing.

Factory overview

Address SHTP, DIST.9 HCMC, VIETNAM

Completion of construction 2022.11

Site area 25,008.5 m²

Major products Eye-drops (Multi-Dose, Single-Dose, Preservative Free MD)

Note: (1) capacity for one shift production

(2) MD and PFMD products are manufactured concurrently on a single production line.

	Blow-Fill Seal(BFS) Unit-Dose(UD)	Bottle Filling Multi-Dose(MD)	Preservative-Free Multi-Dose(PFMD)
Capacity⁽¹⁾	264M BFS units/year	39.6M bottles/year	23.76M bottles/year
Filing volume	0.4 ml, 0.8ml	5ml, 10ml	10ml
Batch size	60L ~ 600L	200L ~ 2,000L	200L ~ 2,000L
Lines	2 BFS lines	1 Bottle line ⁽²⁾	1 PFMD line (Aptar OSD) ⁽²⁾
Filing speed	30,000 BFS units/hour	15,000 bottles/hour	9,000 bottles/hour



[Skyview of the factory]

 : Area for future expansion

■ 3 lines(2 lines for BFS and 1 line for MD) are set up for manufacturing and additional 1 line can commence production once the essential equipment is installed.

■ Additionally, there is available land within the factory premises designated as 'Future expansion area,' allowing for potential installation of additional production lines, with the capacity to expand up to eight lines.

S1 PLANT (VIETNAM)

SITE INFORMATION



BUILDING ELEMENT

No.	Building Name	Building Area (m ²)	Gross Floor Area (m ²)
0	Building Area	8,594 (12,502; after scale up)	21,243
1	Processing Bldg.	6,396	15,231
2	Processing Bldg. (after scale up)	3,334	8,701
3	Administration Bldg.	1,404	4,554
4	Boiler	620	1,200
5	Waste Water Treatment	572	703

DESIGN ELEMENT

- Factory dedicated to the production of eye-drops
- Designed for cGMP, EUGMP, VGMP, KGMP
- Conceptual design by NNE
- Production Facility (1st stage)
(2 BFS-Lines / 1 Bottle Filling Lines / 2 Packaging Lines)

S1 PLANT (VIETNAM)

TIMELINE

Major Products

- Ophthalmic solutions (multi-dose, single-dose)
- Syrups (after scale up)



S1 PLANT (VIETNAM)

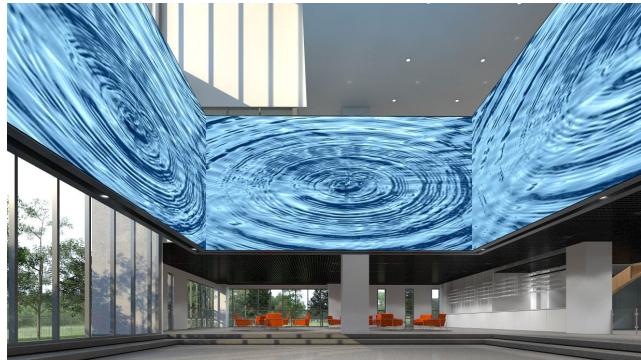
EXTERIOR



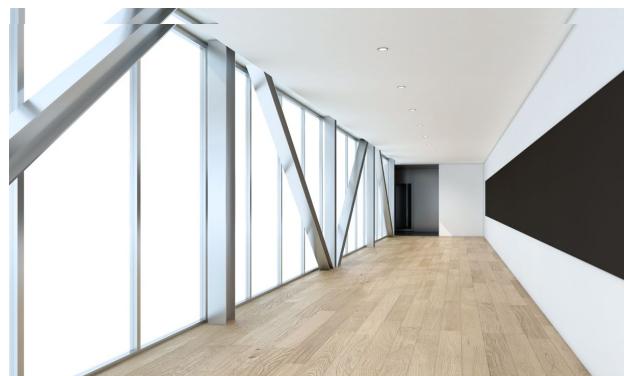
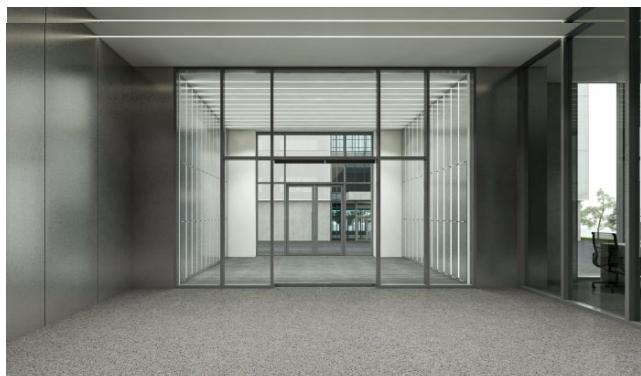
FACILITIES

INTERIOR

ADMINISTRATION BUILDING

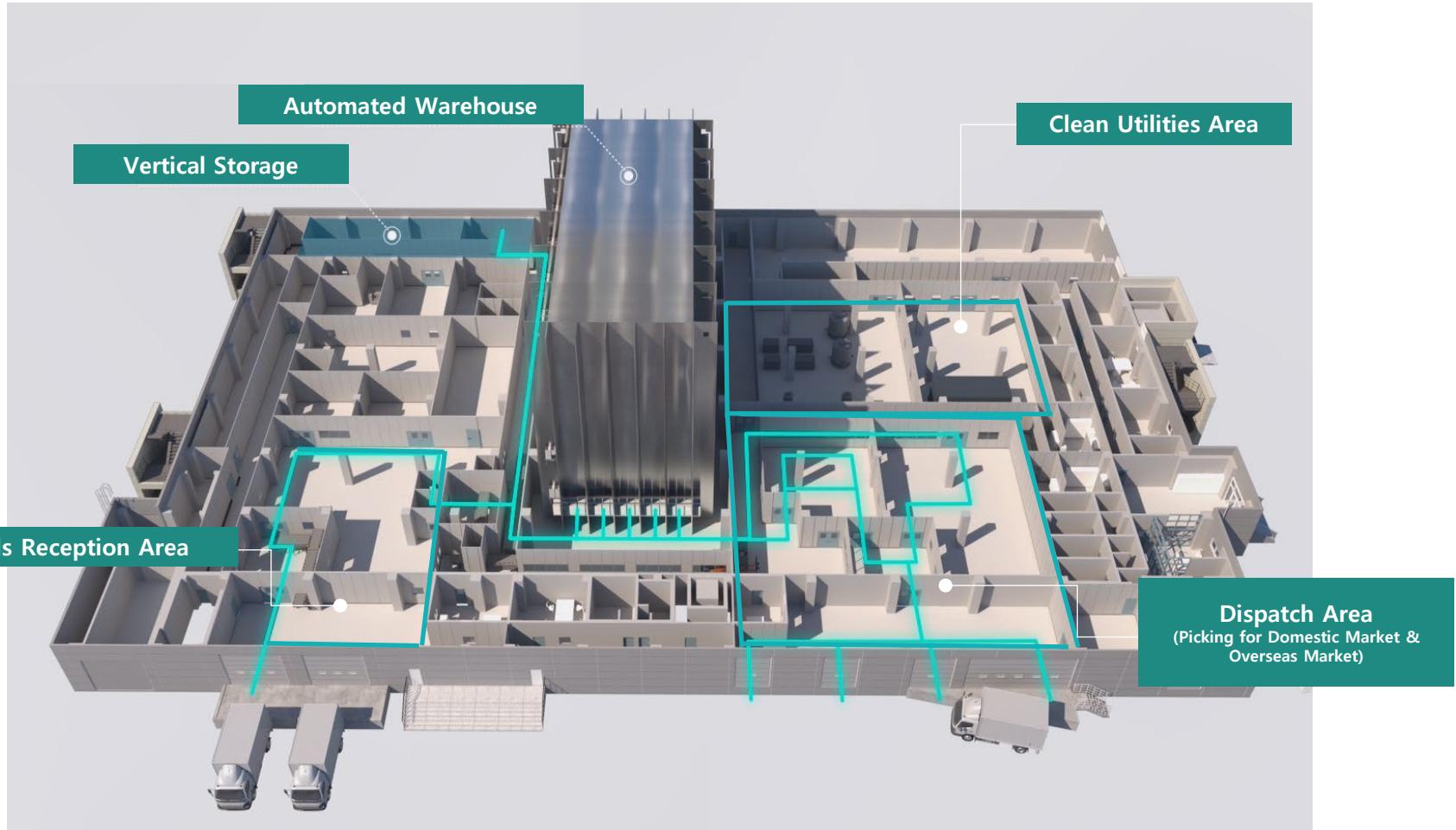


PROCESS BUILDING



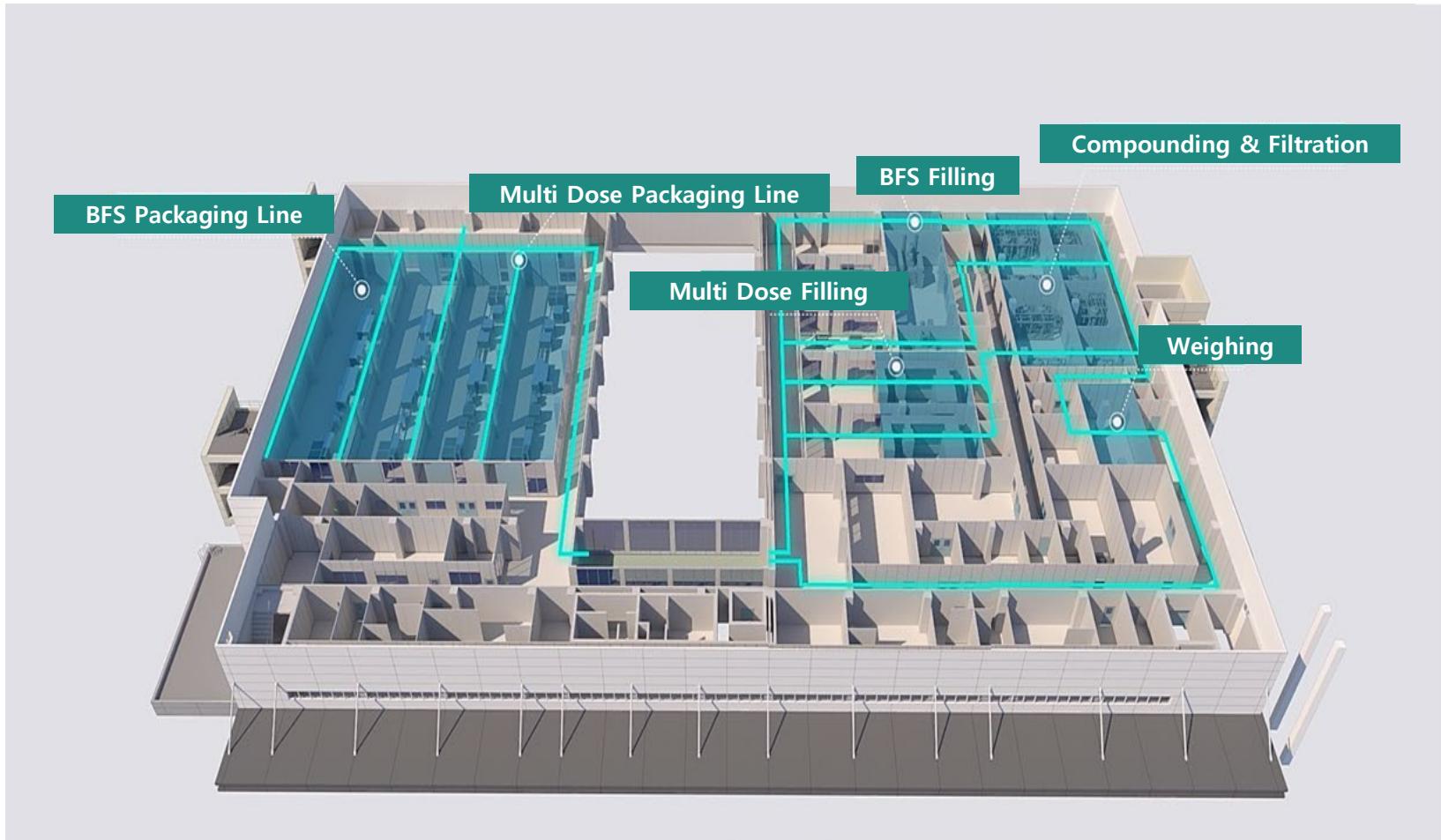
S1 PLANT (VIETNAM)

1ST FLOOR: UTILITY & LOGISTICS AREA



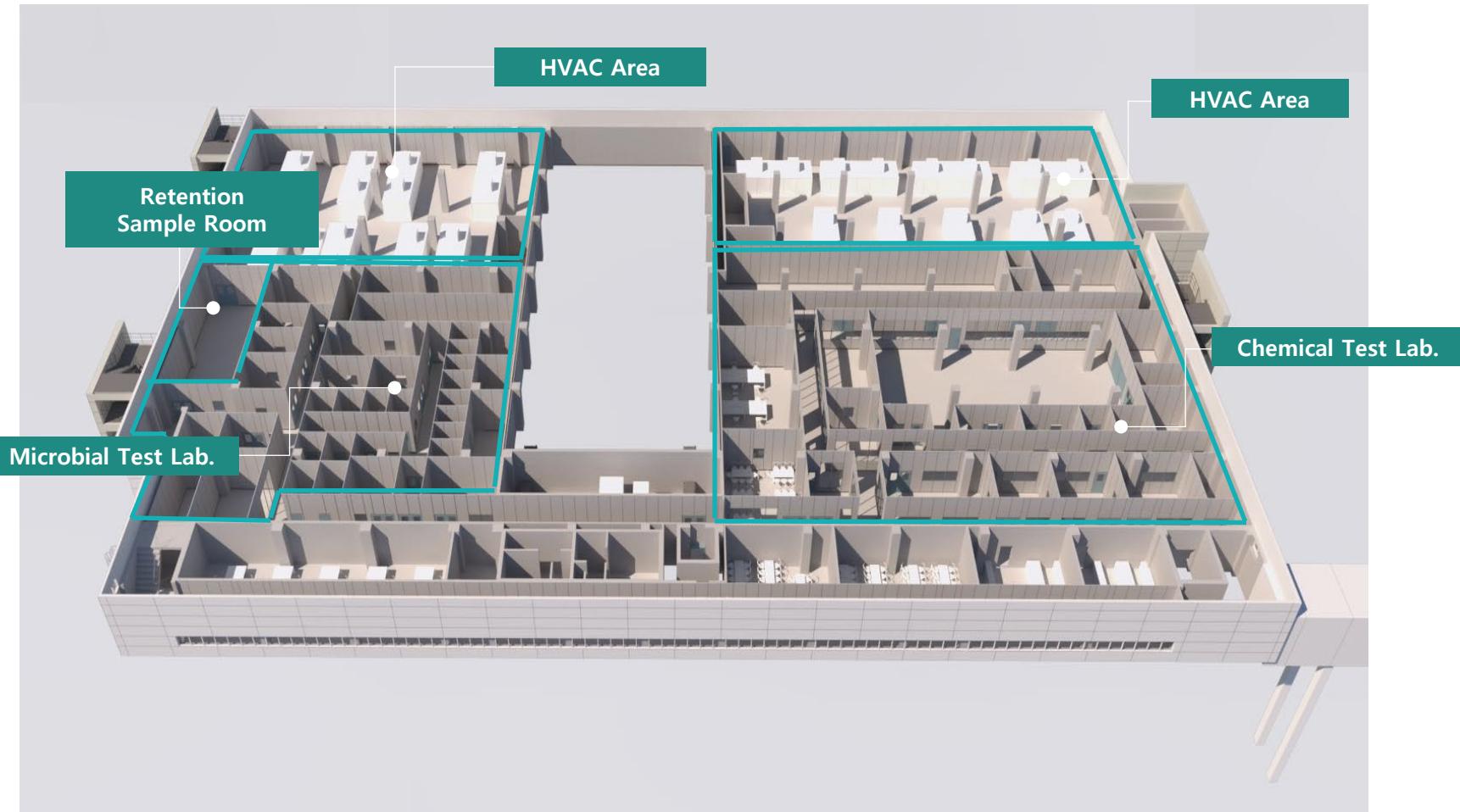
S1 PLANT (VIETNAM)

2ND FLOOR: MANUFACTURING AREA



S1 PLANT (VIETNAM)

3RD FLOOR: LABORATORY AREA



S1 PLANT (VIETNAM)

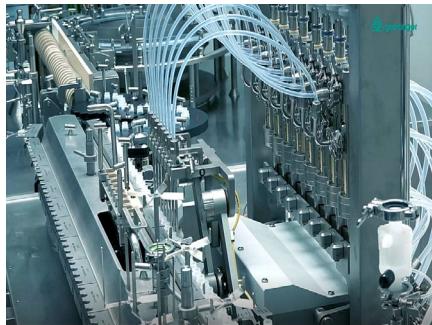
EQUIPMENT

TYPE	EQUIPMENT	MANUFACTURER	SPECIFICATION
MULTI-DOSE OPHTHALMIC SOLUTION	ISOLATOR (BARRIER SYSTEM)	FRANZ ZIEL (GERMANY)	<ul style="list-style-type: none">Apply multi-dose line isolator for ophthalmic solutionFilling in the aseptic clean area inside the isolatorApply material sterile process (bottle, cap, dropper)Inner surface sterilization (VHP) of the isolatorConsecutively monitoring suspended particles in the isolator
MULTI-DOSE OPHTHALMIC SOLUTION	BOTTLE FILLING MACHINE	GRONINGER (GERMANY)	<ul style="list-style-type: none">Rapid filling (250 bottle/min.)Internal process inspection (IPC) functionAutomated systemEquipment cleaning (CIP), sterilization (SIP) functions
SINGLE-DOSE OPHTHALMIC SOLUTION	BFS FILLING MACHINE	ROMMELAG (GERMANY)	<ul style="list-style-type: none">Rotary-type (Blow-Fill-Seal) aseptic fillingAutomatic cleaning and sterilization system30,000 BFS units/hour (rapid filling)
WAREHOUSE	AUTOMATED STORAGE	SFA (KOREA)	<ul style="list-style-type: none">WMS for automatic storage of raw materials, materials, semi-finished products, and finished productsStorage capacity for 2,700 CellsA temperature / humidity optimization system conducted by CFD (Computational Fluid Dynamic)



S1 PLANT (VIETNAM)

❖ STRATEGIC CMO PARTNER OF APTAR IN ASIA



❖ MORE THAN **250 PRODUCTS** WITH APTAR OSD ARE AVAILABLE WORLDWIDE



Samil

S1 PLANT (VIETNAM)

PRODUCTION CAPACITY



Blow-Fill Seal (BFS)

Unit-Dose (UD):

- Capacity: 264M BFS units/year
- Filling volume: 0.4 mL, 0.8 mL
- Batch size: 60 L to 600 L
- 2 BFS Lines
- Rommelag 460
- Filling speed:
30,000 BFS units/hour



Bottle Filling

Multi-Dose (MD):

- Capacity: 39.6M bottles/year
- Filling volume: 5 mL, 10 mL
- Batch size: 200 L to 2,000 L
- 1 Bottle Line
- Groninger filling machine
- Franz ziel Isolator
- Filling speed:
15,000 bottles/hour



Preservative Free

Multi-Dose (PFMD):

- Capacity: 23.76M bottles/year
- Filling volume: 10 mL
- Batch size: 200 L to 2,000 L
- 1 PFMD Line (Aptar OSD)
- Groninger filling machine
- Franz ziel Isolator
- Filling speed:
9,000 bottles/hour

S1 PLANT (VIETNAM)

PRODUCTION CAPACITY

STAGE	TYPE	LINES	ANNUAL PRODUCTION CAPACITY (MIN.)	ANNUAL PRODUCTION CAPACITY (MAX.)	REMARKS
1	MULTI-DOSE	1	19,800,000 BOTTLES	39,600,000 BOTTLES	COMPLETION (2022)
2	SINGLE-DOSE	2	264,000,000 BFS UNITS	792,000,000 BFS UNITS	COMPLETION (2022)
3	MULTI-DOSE	1	19,800,000 BOTTLES	39,600,000 BOTTLES	AFTER SCALE UP
4	MULTI-DOSE	2	39,600,000 BOTTLES	79,200,000 BOTTLES	AFTER SCALE UP
5	SINGLE-DOSE	2	264,000,000 BFS UNITS	792,000,000 BFS UNITS	AFTER SCALE UP
TOTAL		8	[MD] 79,200,000 BOTTLES [SD] 528,000,000 BFS UNITS	[MD] 158,400,000 BOTTLES [SD] 1,584,000,000 BFS UNITS	

- **PRODUCTION CAPACITY ESTIMATION CRITERIA :** [MD] (90,000 bottles/batch) * 220 (days) * (# of Lines) * # of shifts (max. 2 shifts)
[SD] (600,000 BFS units/batch) * 220 (days) * (# of Lines) * # of shifts (max. 3 shifts)
- **ANNUAL SALES ESTIMATION CRITERIA :** 1) 20' wholesale price: (MD: Lacure Ophthalmic solution 5mL), 2) CMO Unit Price (SD: Eye2O mini Ophthalmic Solution)



BUSINESS OPPORTUNITIES

STRATEGIC CMO PARTNER IN ASIA

EXPAND BUSINESS OPERATIONS IN ASIA WITH

- PRICE ADVANTAGE → LOW MANUFACTURING COST
- GEOLOGICAL ADVANTAGE → REDUCE SHIPPING COST

ALTERNATIVE MFG. SITE FOR OTHER MARKET

- NORTH AMERICA (USA / CANADA)
- EUROPE
- ASIA (KOREA / JAPAN / CHINA / VIETNAM / OTHERS)

Samil

360°Human Care



We are a **Human Care company** passionate about helping our customers achieve good health in their daily routines and lifetime.

Samil

Thank you

Contact Information for Business Inquiries

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