

# 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

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

## FACILITY LANDSCAPE



[CORPORATE HQ (KOREA)]



[ANSAN PLANT (KOREA)]

## MID-TERM CORE BUSINESS

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

## LONG-TERM CORE BUSINESS

<b>CMO/CDMO</b>	<b>GLOBAL EXPANSION</b>
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, CJ 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

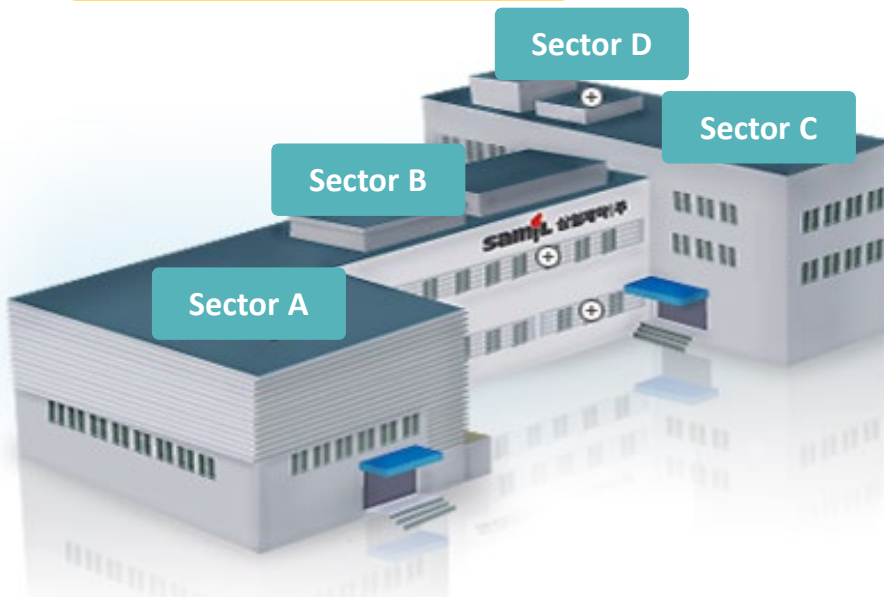
#### Samil Pharmaceutical North America

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 m<sup>2</sup>
- Building area : 6,730.01 m<sup>2</sup>
- Gross floor area : 25,868.24 m<sup>2</sup>



## 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

1<sup>st</sup> 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

2<sup>nd</sup> 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

<b>Address</b>	SHTP, DIST.9 HCMC, VIETNAM
<b>Completion of construction</b>	2022.11
<b>Site area</b>	25,008.5 m <sup>2</sup>
<b>Major products</b>	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)
<b>Capacity<sup>(1)</sup></b>	264M BFS units/year	39.6M bottles/year	23.76M bottles/year
<b>Filling volume</b>	0.4 ml, 0.8ml	5ml, 10ml	10ml
<b>Batch size</b>	60L ~ 600L	200L ~ 2,000L	200L ~ 2,000L
<b>Lines</b>	2 BFS lines	1 Bottle line <sup>(2)</sup>	1 PFMD line (Aptar OSD) <sup>(2)</sup>
<b>Filling speed</b>	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 (m²)	Gross Floor Area (m²)
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 (1<sup>st</sup> 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)

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## EXTERIOR

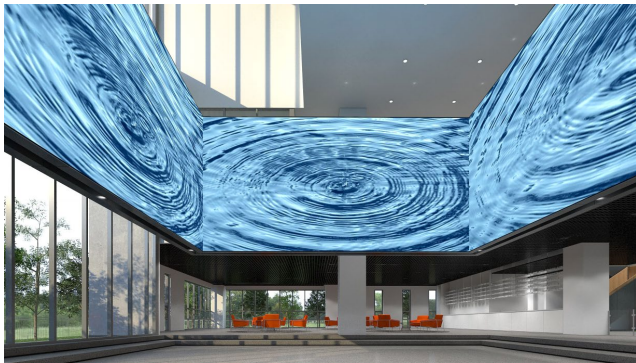


# FACILITIES

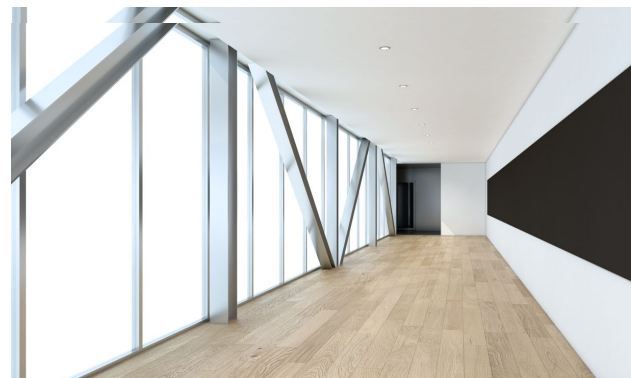
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## INTERIOR

### ADMINISTRATION BUILDING



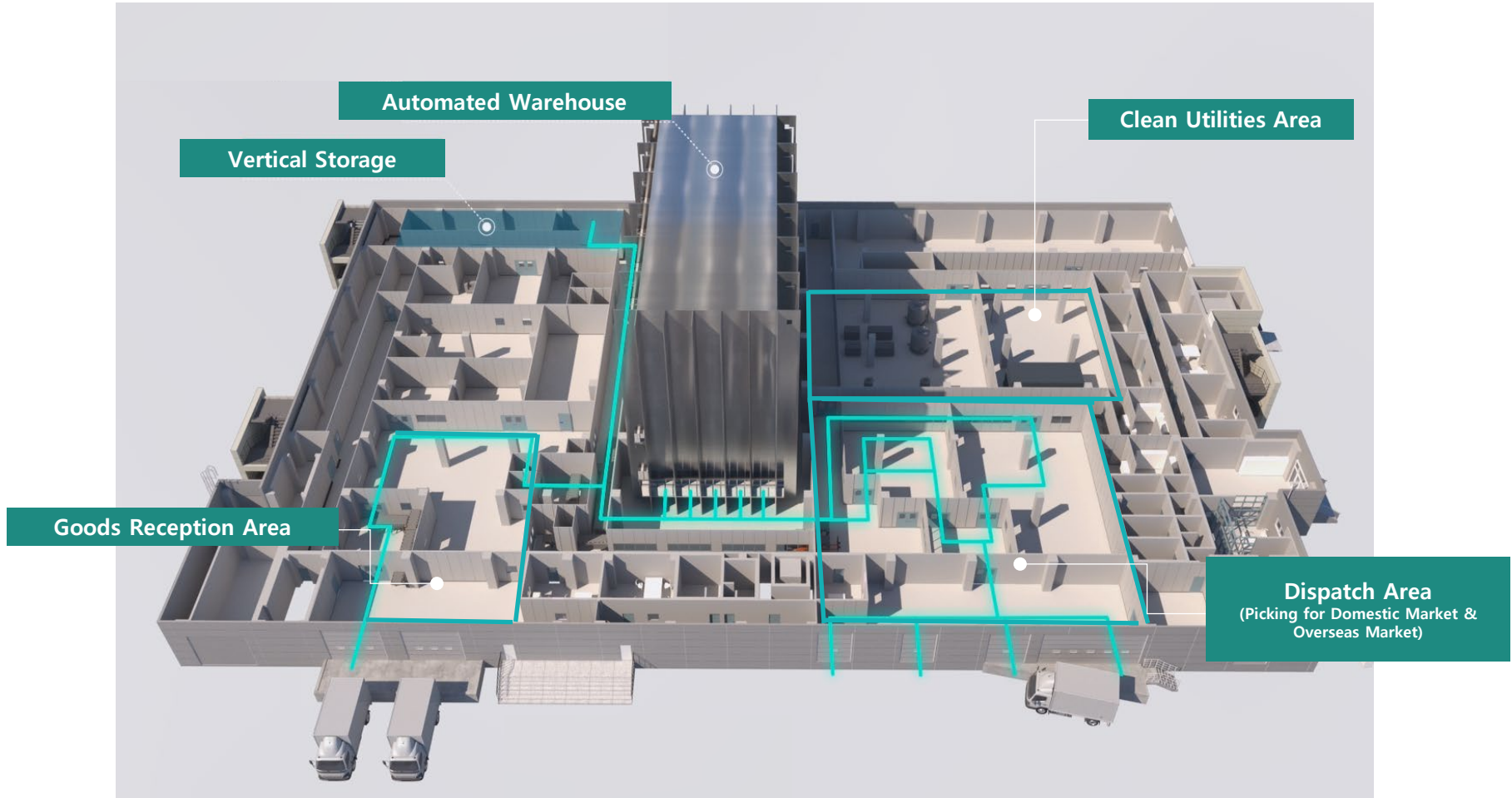
### PROCESS BUILDING





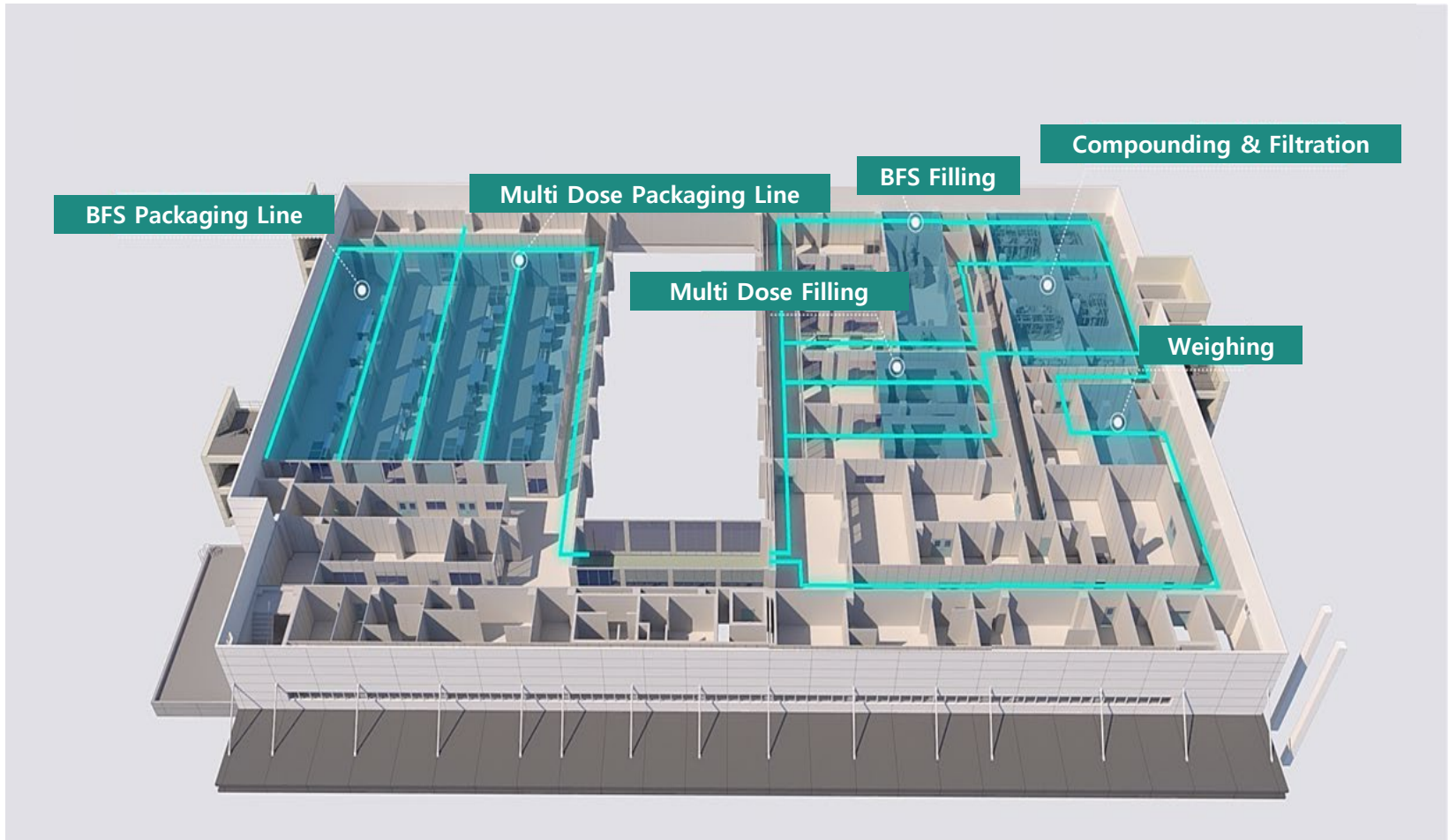
# S1 PLANT (VIETNAM)

## 1<sup>ST</sup> FLOOR: UTILITY & LOGISTICS AREA



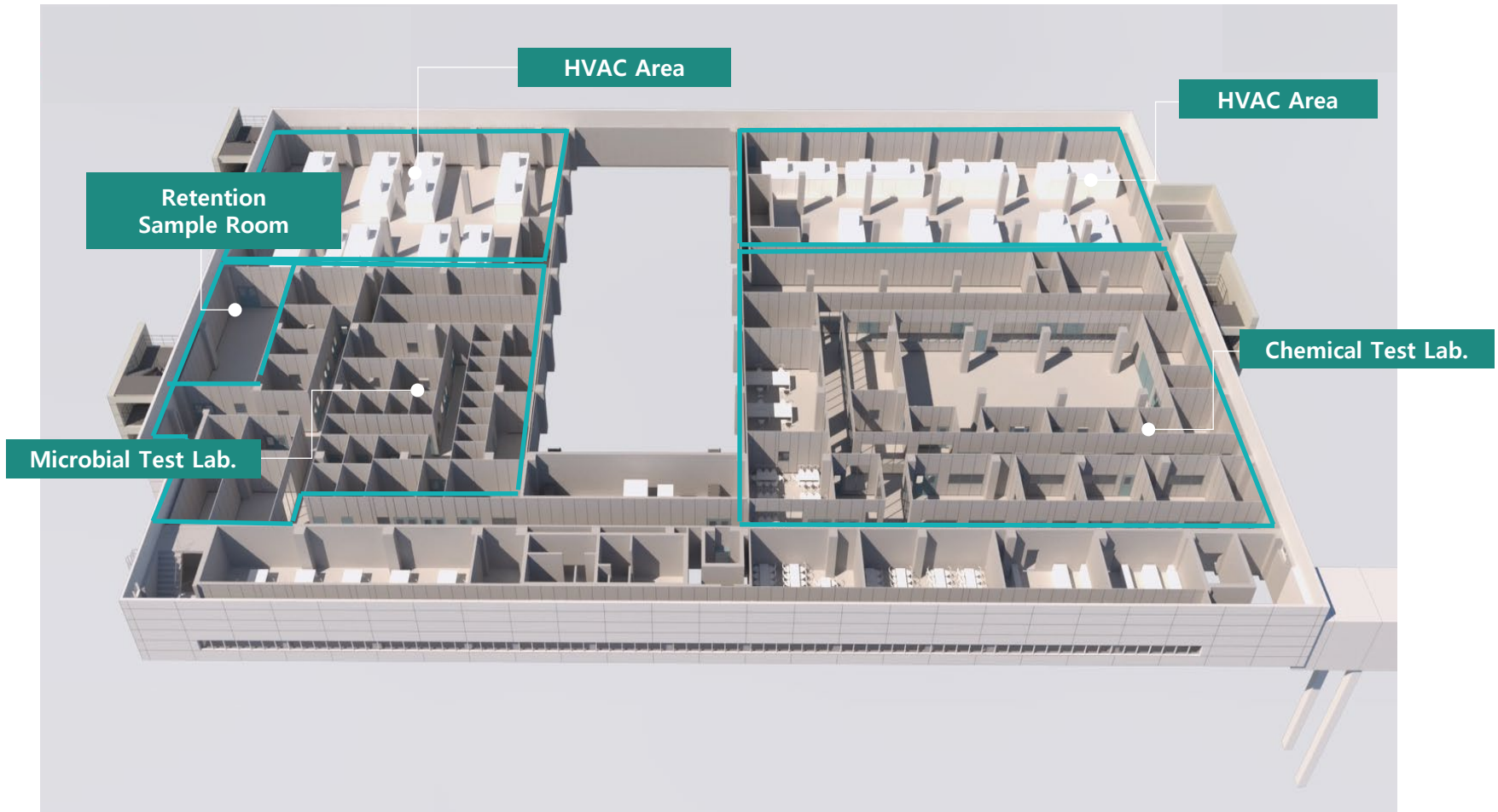
# S1 PLANT (VIETNAM)

## 2<sup>ND</sup> FLOOR: MANUFACTURING AREA



# S1 PLANT (VIETNAM)

## 3<sup>RD</sup> FLOOR: LABORATORY AREA





# S1 PLANT (VIETNAM)

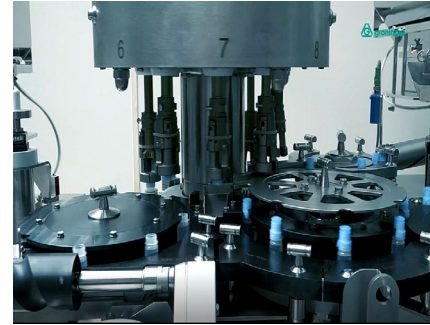
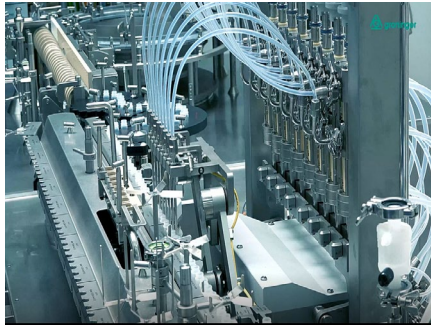
## EQUIPMENT

TYPE	EQUIPMENT	MANUFACTURER	SPECIFICATION
MULTI-DOSE OPHTHALMIC SOLUTION	ISOLATOR (BARRIER SYSTEM)	FRANZ ZIEL (GERMANY)	<ul style="list-style-type: none"> <li>• Apply multi-dose line isolator for ophthalmic solution</li> <li>• Filling in the aseptic clean area inside the isolator</li> <li>• Apply material sterile process (bottle, cap, dropper)</li> <li>• Inner surface sterilization (VHP) of the isolator</li> <li>• Consecutively monitoring suspended particles in the isolator</li> </ul>
MULTI-DOSE OPHTHALMIC SOLUTION	BOTTLE FILLING MACHINE	GRONINGER (GERMANY)	<ul style="list-style-type: none"> <li>• Rapid filling (250 bottle/min.)</li> <li>• Internal process inspection (IPC) function</li> <li>• Automated system</li> <li>• Equipment cleaning (CIP), sterilization (SIP) functions</li> </ul>
SINGLE-DOSE OPHTHALMIC SOLUTION	BFS FILLING MACHINE	ROMMELAG (GERMANY)	<ul style="list-style-type: none"> <li>• Rotary-type (Blow-Fill-Seal) aseptic filling</li> <li>• Automatic cleaning and sterilization system</li> <li>• 30,000 BFS units/hour (rapid filling)</li> </ul>
WAREHOUSE	AUTOMATED STORAGE	SFA (KOREA)	<ul style="list-style-type: none"> <li>• WMS for automatic storage of raw materials, materials, semi-finished products, and finished products</li> <li>• Storage capacity for 2,700 Cells</li> <li>• A temperature / humidity optimization system conducted by CFD (Computational Fluid Dynamic)</li> </ul>



# S1 PLANT (VIETNAM)

❖ STRATEGIC CMO PARTNER OF APTAR IN ASIA



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



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# 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

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## 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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