



GenMont Biotech Incorporation

臺灣功能性益生菌第一領導品牌

The leading brand of functional probiotics in Taiwan

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GenMont Biotech Incorporation

益生菌市場前景

Probiotics market outlook

- 全球市場快速發展

Global probiotics market is growing rapidly

- 中國大陸為臺灣食品重要出口對象

China is an important export target of Taiwanese food

怎樣抓住市場機遇？

How to seize the huge market of probiotics ?

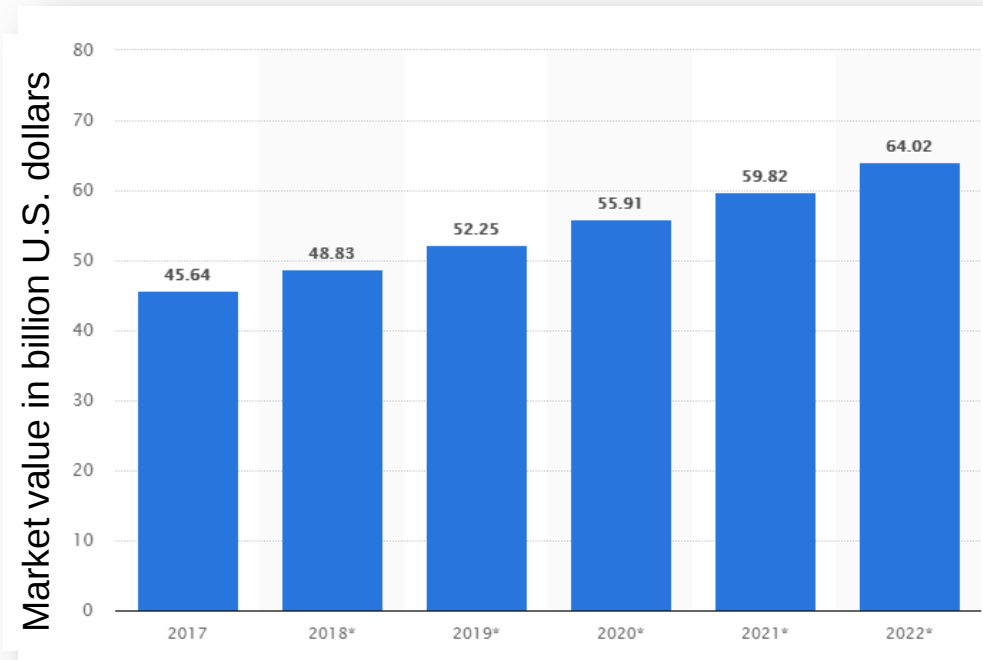


全球益生菌市場快速發展

Global probiotics market is growing rapidly

全球市場分析報告表明，預計2022年全球益生菌市場約為640億美元。

The global market analysis report shows that the global probiotic market is expected to be about 64 billion US dollars in 2022.

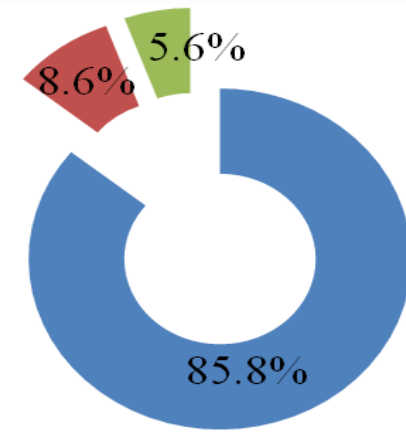


全球益生菌市場應用

Global probiotics market by product application

*市場分布 MARKET SHARE

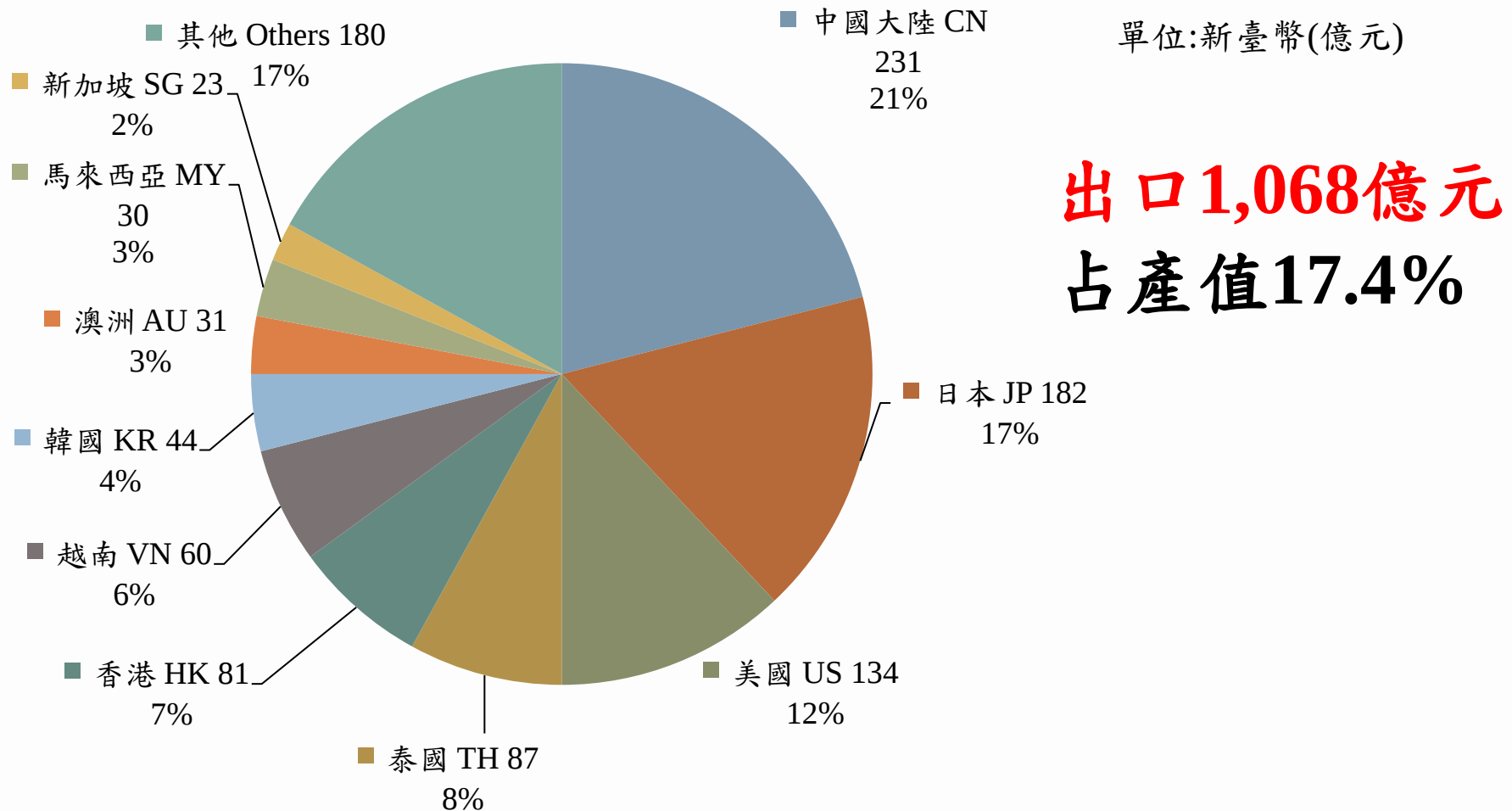
- 功能性食品 Functional food
- 保健食品與藥品 Health food and medicine
- 益生菌原料 Probiotics raw material



資料來源：<https://www.marketsandmarkets.com/PressReleases/probiotics.asp>
<https://www.statista.com/statistics/821259/global-probioticsl-market-value/>

中國大陸為臺灣食品重要出口對象

China is an important export target of Taiwanese food



資料來源:財政部關務署, 食品所整理(2019/11)

怎樣抓住益生菌龐大市場？

How to seize the huge market of probiotics ?

結合功能性原料研
發能力和量產技術

Integrated the development of
functional probiotics and the
manufacturing technology

整合現有通路及
開發新行銷通路

Integrated existing channel resources
and developing new channel resources

抓住時機，利用一體化優勢
快速切分益生菌市場占有率

Seize the opportunity to quickly break down the market
share of probiotics by using the advantages of integration

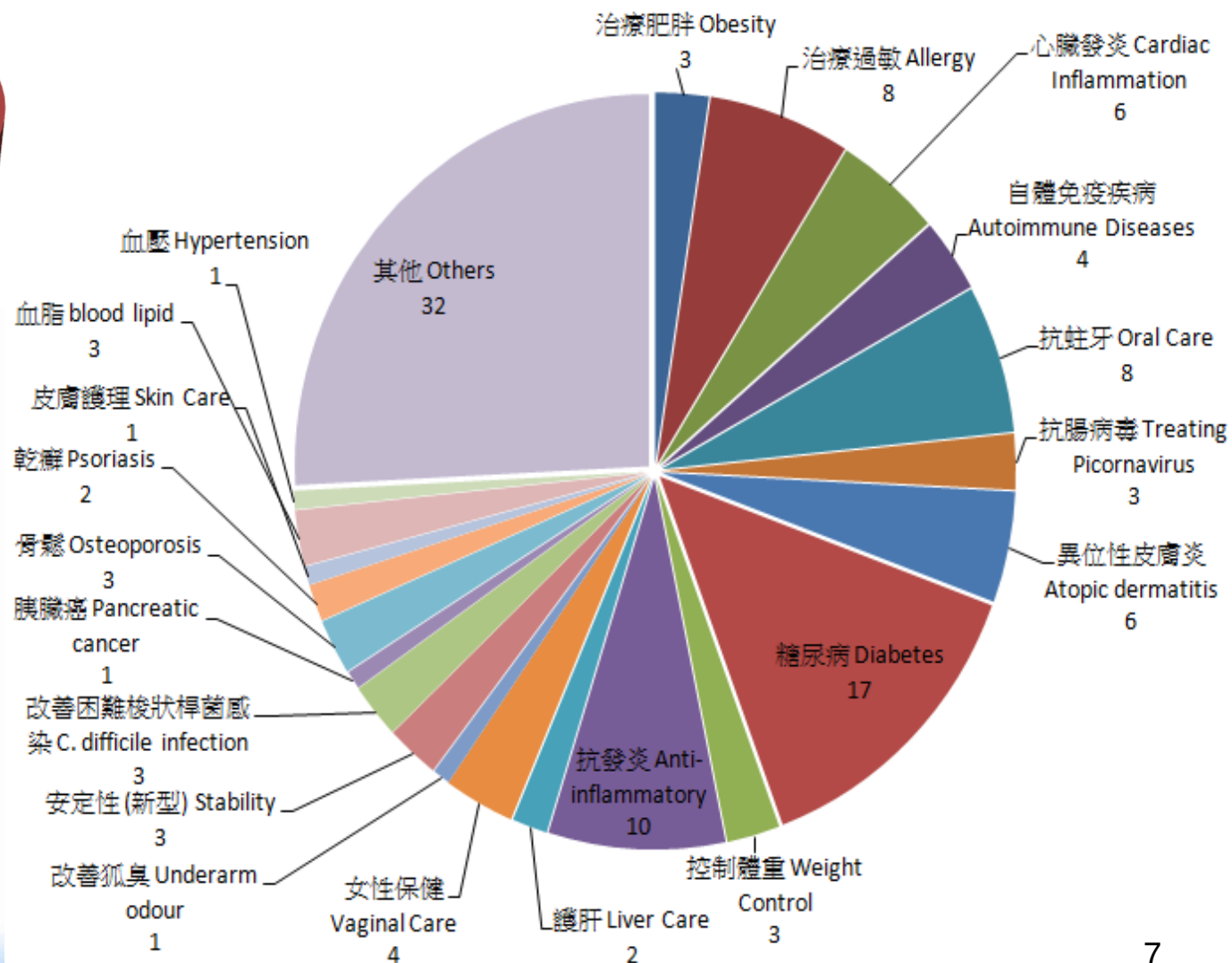
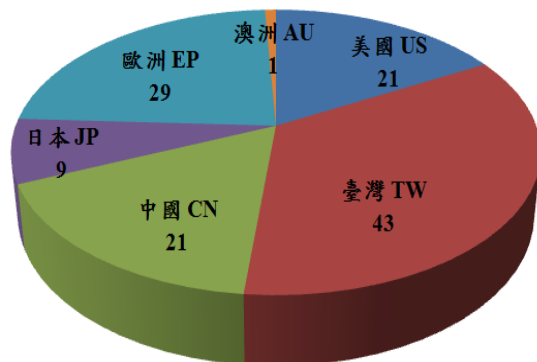
CHERISH THE TIME

2019年度研究成果介紹

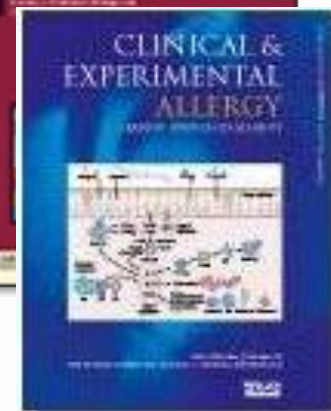
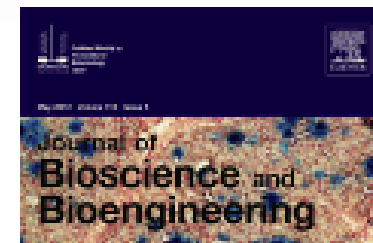
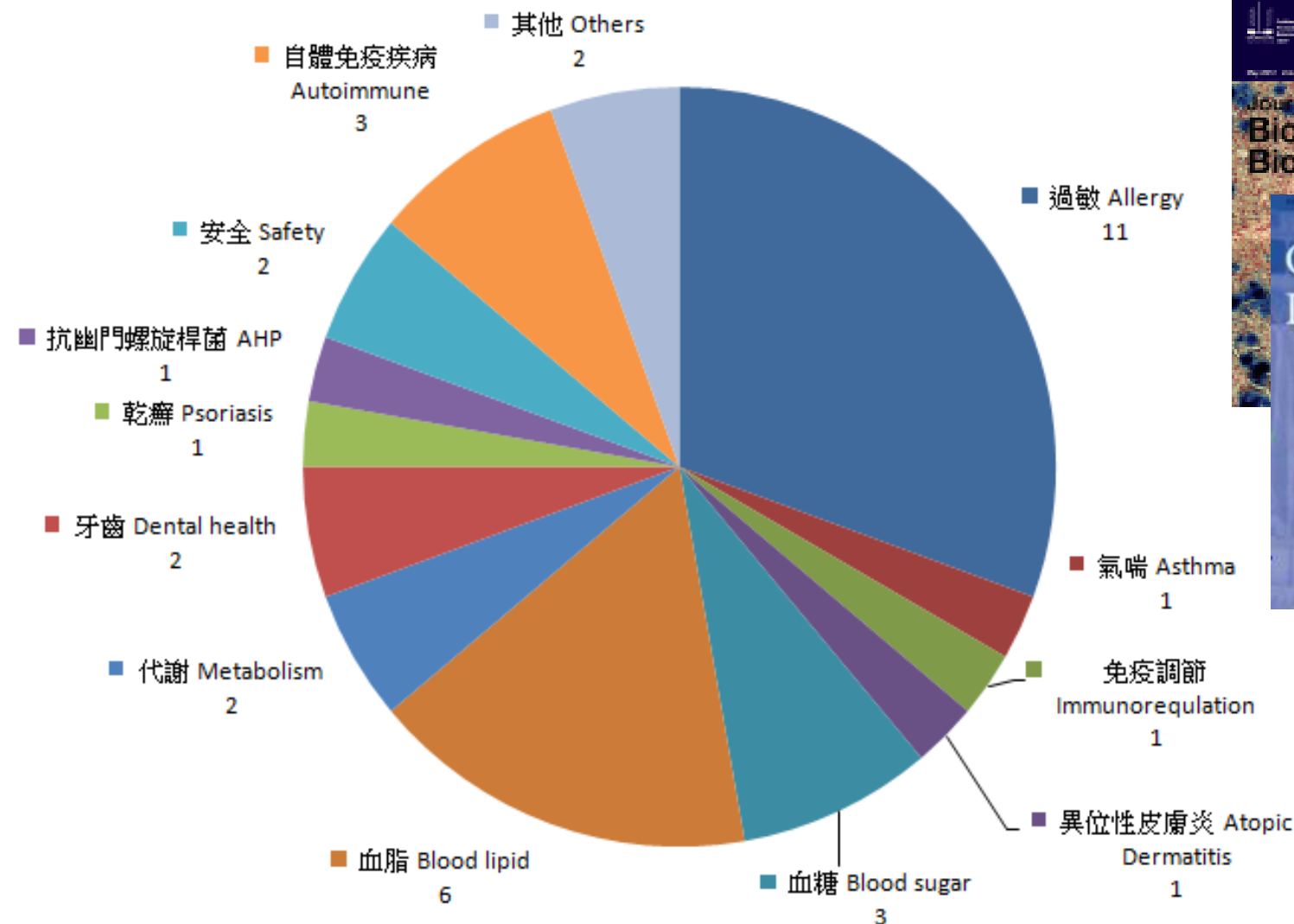
The Annual Research Presentation 2018

124項研發專利

124 Patents over the world



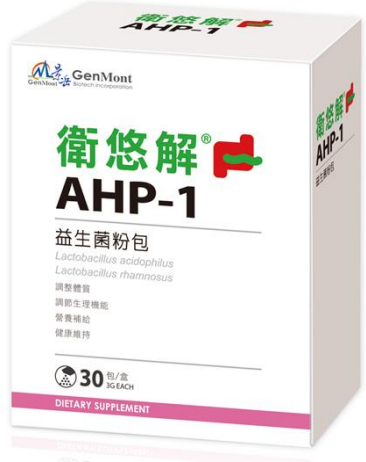
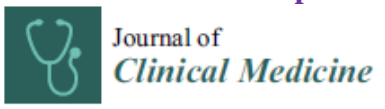
36篇 文獻發表 Published Papers



乳酸桿菌屬益生菌可以預防幽門螺旋桿菌引起的發炎反應

J. Clin. Med. 2019, 8(1), 90; <https://doi.org/10.3390/jcm8010090>

Impact factor: 5.583 JCR category rank: 15/154 (Q1) in 'Medicine, General & Internal'



Article

Probiotic *Lactobacillus* spp. act Against *Helicobacter pylori*-induced Inflammation

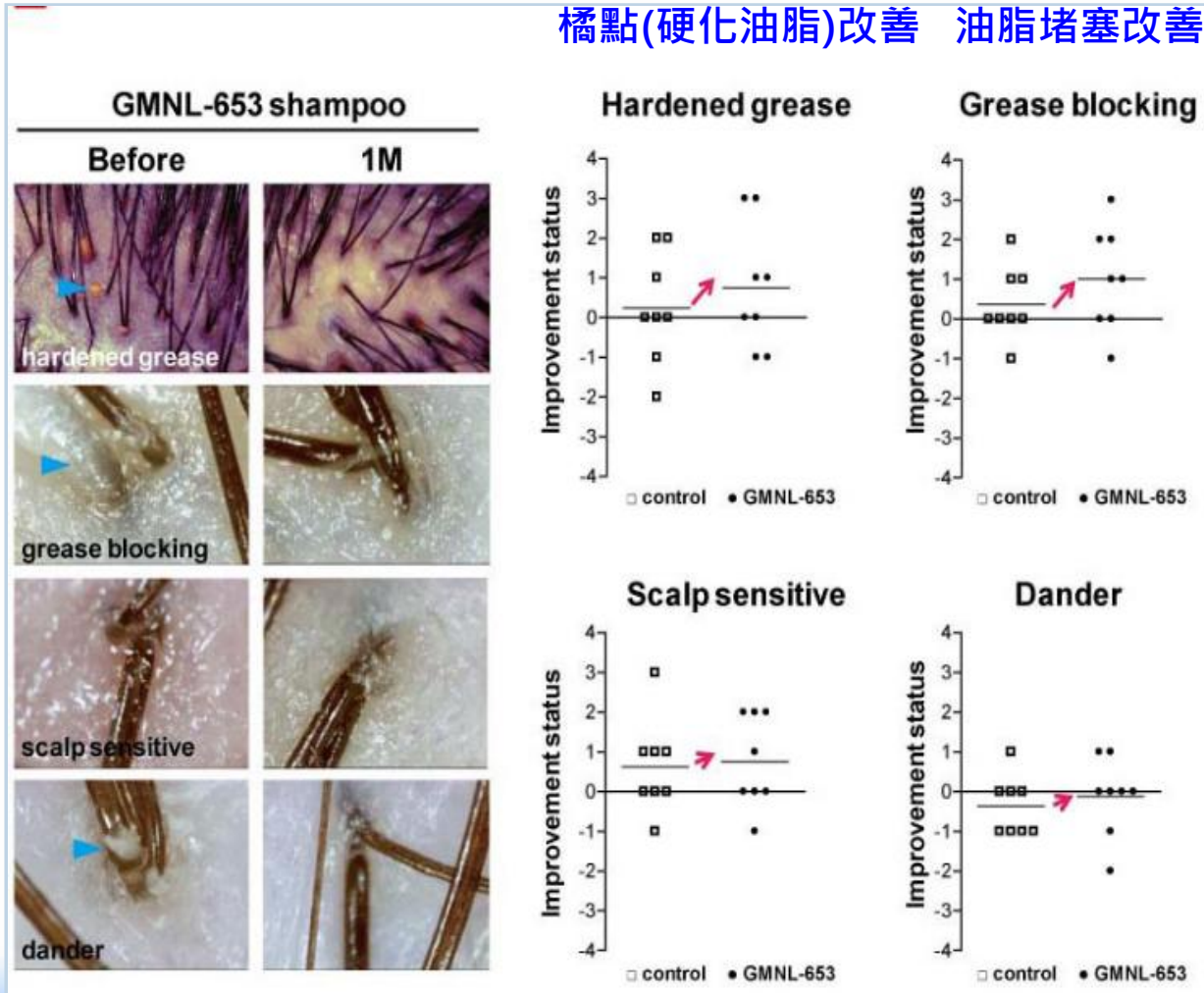
Abstract: The bacterial species, *Helicobacter pylori*, is associated with several gastrointestinal diseases, and poses serious health threats owing to its resistance to antibiotics. *Lactobacillus* spp., on the other hand, possess probiotic activities that have beneficial effects in humans. However, the mechanisms by which *Lactobacillus* spp. harbor favorable functions and act against *H. pylori* infection remain to be explored. The aim of this study was to investigate the ability of bacterial strains, *Lactobacillus rhamnosus* and *Lactobacillus acidophilus*, termed GMNL-74 and GMNL-185, respectively, to inhibit *H. pylori* growth and inflammation. Our results showed that GMNL-74 and GMNL-185 possess potent antimicrobial activity against multidrug resistant (MDR)-*H. pylori*. In addition, an in vitro cell-based model revealed

研究結果顯示乳酸桿菌 *Lactobacillus rhamnosus* GMNL-74 和 *Lactobacillus acidophilus* GMNL-185 本身具有抗菌活性，可以抑制幽門螺旋桿菌生長和抑制幽門螺旋桿菌誘發發炎的能力。

皮膚外用益生菌

副乾酪乳桿菌 **GMNL®-653**

橘點(硬化油脂)改善 油脂堵塞改善



- **GMNL®-653洗髮精**具控油及減少皮屑之效果
- GMNL-653 shampoo enhance oil control and dander reducing in scalp by hair follicles scalp detector.

財務狀況 Financial status

※母公司財報-景岳生技 Separate Financial Statements-GenMont

單位：千元 In Thousands of New Taiwan Dollars	105年母公司財報 (Year 105 Single)	106年母公司財報 (Year 106 Single)	107年母公司財報 (Year 107 Single)
營業收入NET REVENUE	347,604	380,948	406,554
營業毛利GROSS PROFIT	238,584	264,195	277,547
營業費用OPERATING EXPENSES	(135,163)	(149,879)	(152,245)
營業利益INCOME(LOSS) FROM OPERATIONS	103,421	114,316	125,302
營業外損益NON- OPERATING INCOME AND EXPENSES	(323,088)	(82,914)	58,522
稅前淨利INCOME(LOSS) BEFORE INCOME TAX	(219,667)	31,402	183,824
稅後淨利NET INCOME(LOSS)	(235,938)	45,600	158,019

財務狀況 Financial status

※合併財報 Consolidated Financial Statements

單位：千元 In Thousands of New Taiwan Dollars	106年合併 (Year 106 Consolidated)	107年合併 (Year 107 Consolidated)	108年前三季合併 (Year 108Q3 Consolidated)
營業收入NET REVENUE	380,654	406,532	266,788
營業毛利GROSS PROFIT	264,600	277,547	176,143
營業費用OPERATING EXPENSES	(155,540)	(155,342)	(113,461)
營業利益INCOME(LOSS) FROM OPERATIONS	109,060	122,205	62,682
營業外損益NON-OPERATING INCOME AND EXPENSES	5,027	1,698	14,662
稅前淨利INCOME(LOSS) BEFORE INCOME TAX	114,087	123,903	77,344
稅後淨利NET INCOME(LOSS)	128,285	98,098	61,016
停業單位損益Income (Loss)from Discontinued Operations	(83,302)	59,528	-
本期淨利NET INCOME(LOSS)	44,983	157,626	61,016

風險評估 Risk Assessment

生技領域方面財務風險 Financial risk in the biotech sector:

- 研發期間長 R & D period is long
- 獲利回收晚 Profit recovery late
- 可能因此導致資金不足 Which may result in insufficient funds

食品生技產業現況 Current Situation of Food Biotechnology Industry

全球益生菌市場在2019年到2024年間，預測將以7.5%的年複合成長率發展，成長到768億5,000萬美元的規模。尤其是根據青年消費者對健康相關食品的強勁需求，促進該市場成長。

The probiotics market is forecasted to reach USD 76.85 billion by 2024, registering a CAGR of 7.5% during the forecast period (2019 - 2024). The probiotic market is driven by the robust demand for health-based products, among consumers, especially by the younger generations.



Thanks For Your Attention

Q & A