景岳生物科技(股)公司

功能性益生菌領導品牌

GenMont Biotech Incorporation

The leading brand of functional probiotics

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Alvin Yeh Senior Manager

益生菌市場前景

Probiotics market outlook

- **全球益生菌市場正在快速成長**

  The global probiotics market is growing rapidly.

  其成長的主要原因是消費者對於預防保健的意識提升

  The major factor boosting the market growth is increasing concerns of consumers on preventive healthcare.

- **中國大陸仍為臺灣食品的重要出口國**

  China is still an important exporter of Taiwanese food.

- **後疫情時代來臨，人們更積極尋求維持健康的方法**

  Beyond the pandemic, people have more conscious about their health and are taking proactive measures to help maintain their well-being.

  隨著COVID-19疫情蔓延，消費者對機能性食品的長期需求增加

  As the COVID-19 pandemic wears on, **it increased the long-term demand** for functional food/beverages and supplements in the daily behavior of consumers.

資料來源： Functional Food & Beverage 2020 Report Highlights from the Hartman Group

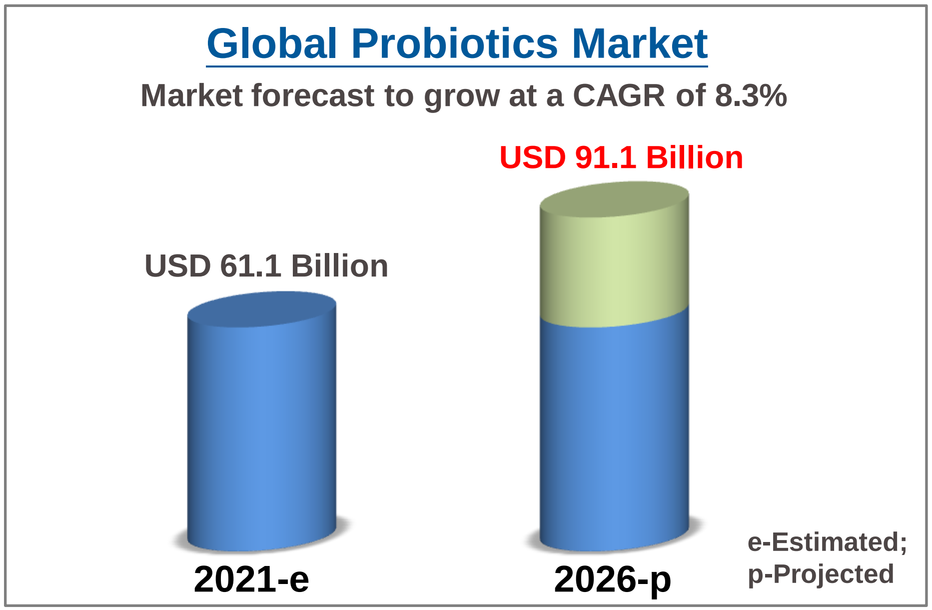
全球益生菌市場快速發展

Global probiotics market is growing rapidly

全球市場分析報告顯示，

預計2026年全球益生菌市場約為911億美元。

The global market analysis report shows that the global probiotic market is expected to be about 91.1 billion US dollars in 2026.

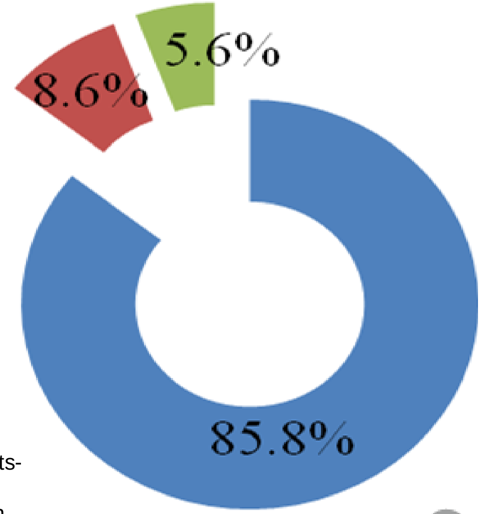


全球益生菌市場應用

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.reportlinker.com/p05129364/Probiotics-Market-by-Application-Dietary-Supplements-Animal-Feed-Source-Form-End-User-And-Region-Forecast-to.html?utm_source=GNW;
https://www.researchandmarkets.com/reports/5370159/global-probiotics-market-by-application

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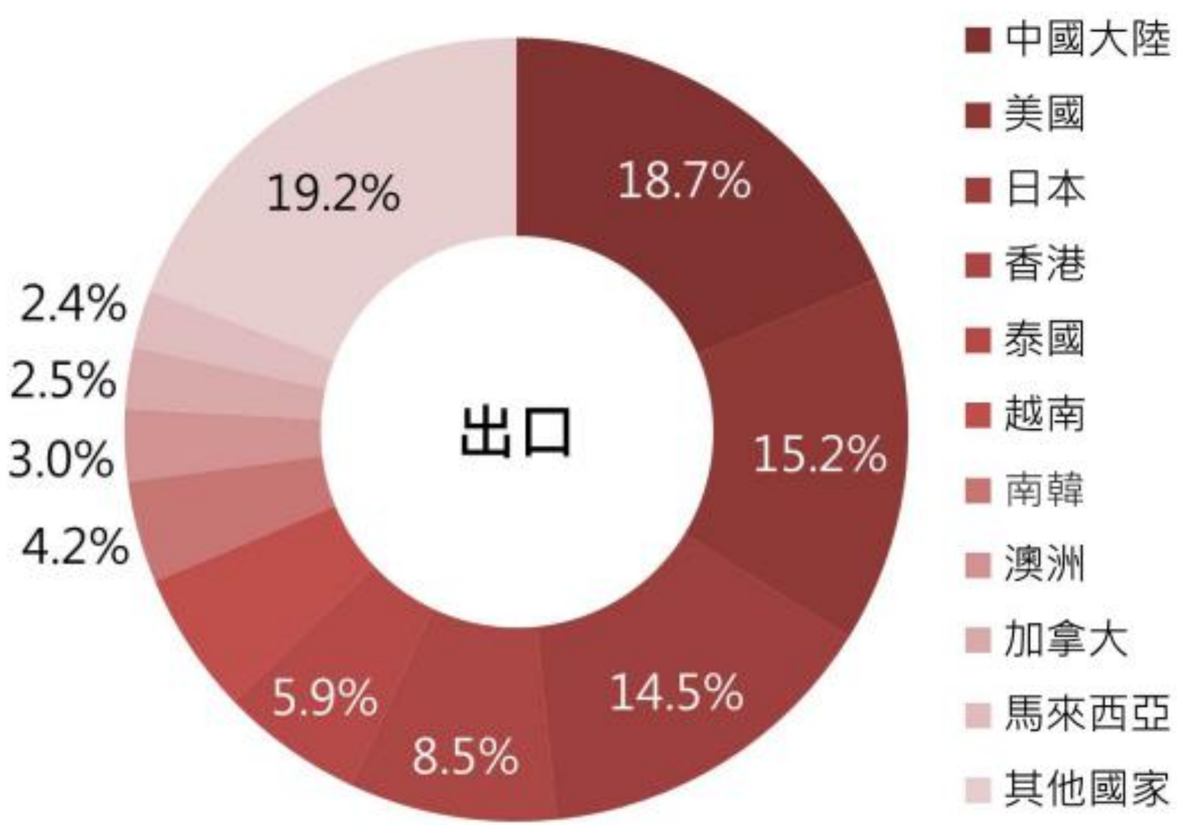
中國大陸為臺灣食品重要出口對象

China is an important export target of Taiwanese food

單位:新臺幣(億元)



出口1053億元

占總產值18.7%

資料來源: IT IS智網，食品所IT IS團隊分析整理(2021/06)

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2021年度研究成果介紹

The Annual Research Presentation 2021

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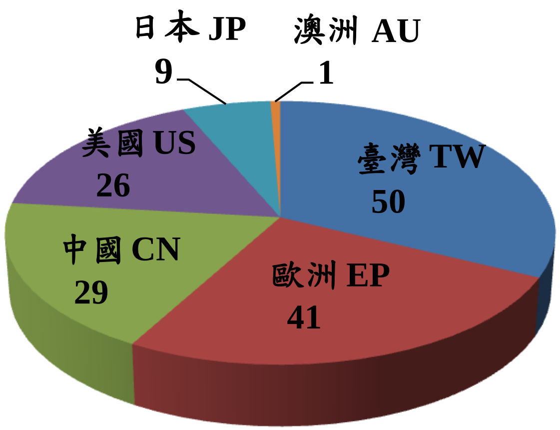
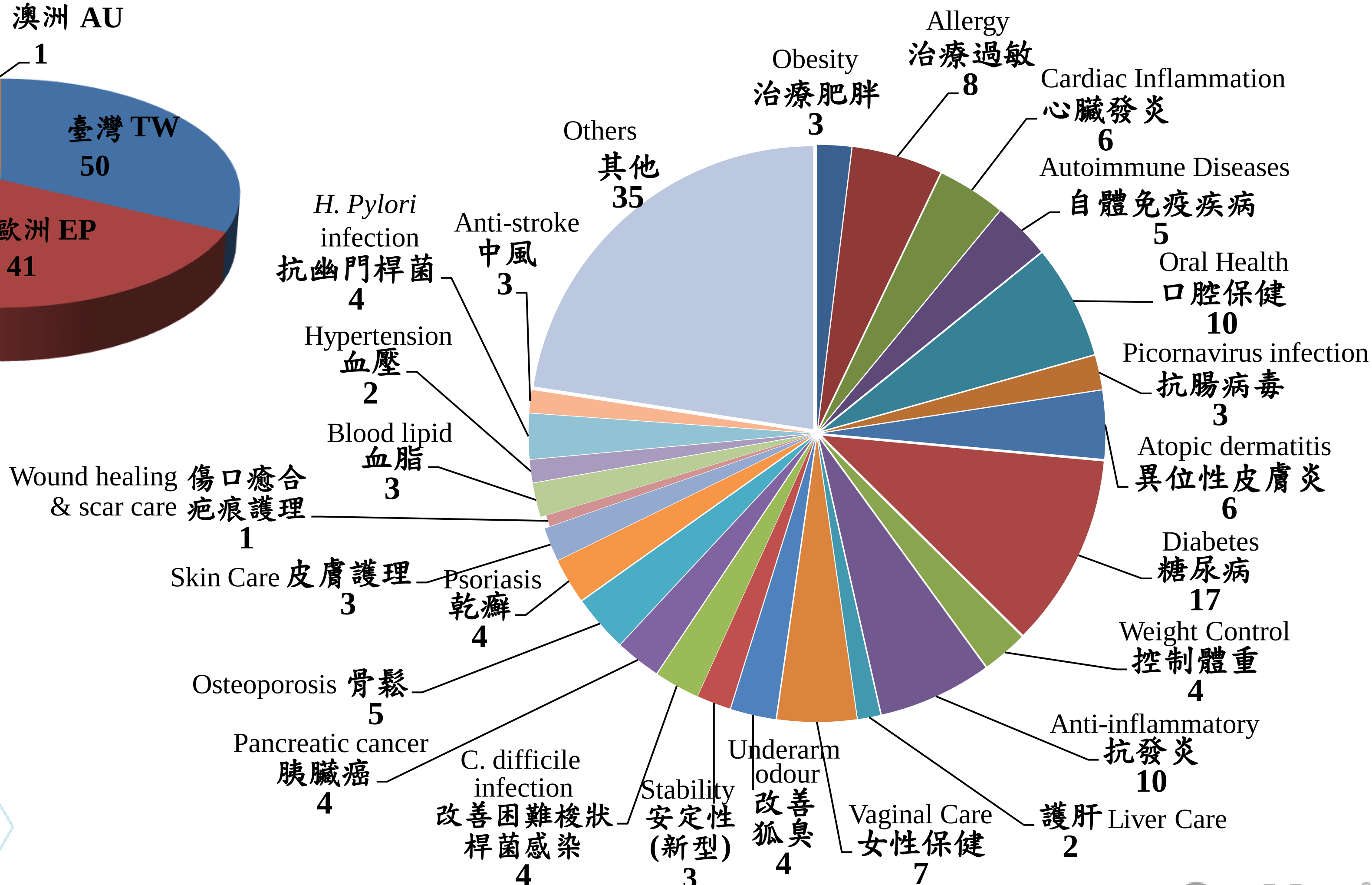
156項研發專利

Patents over the world





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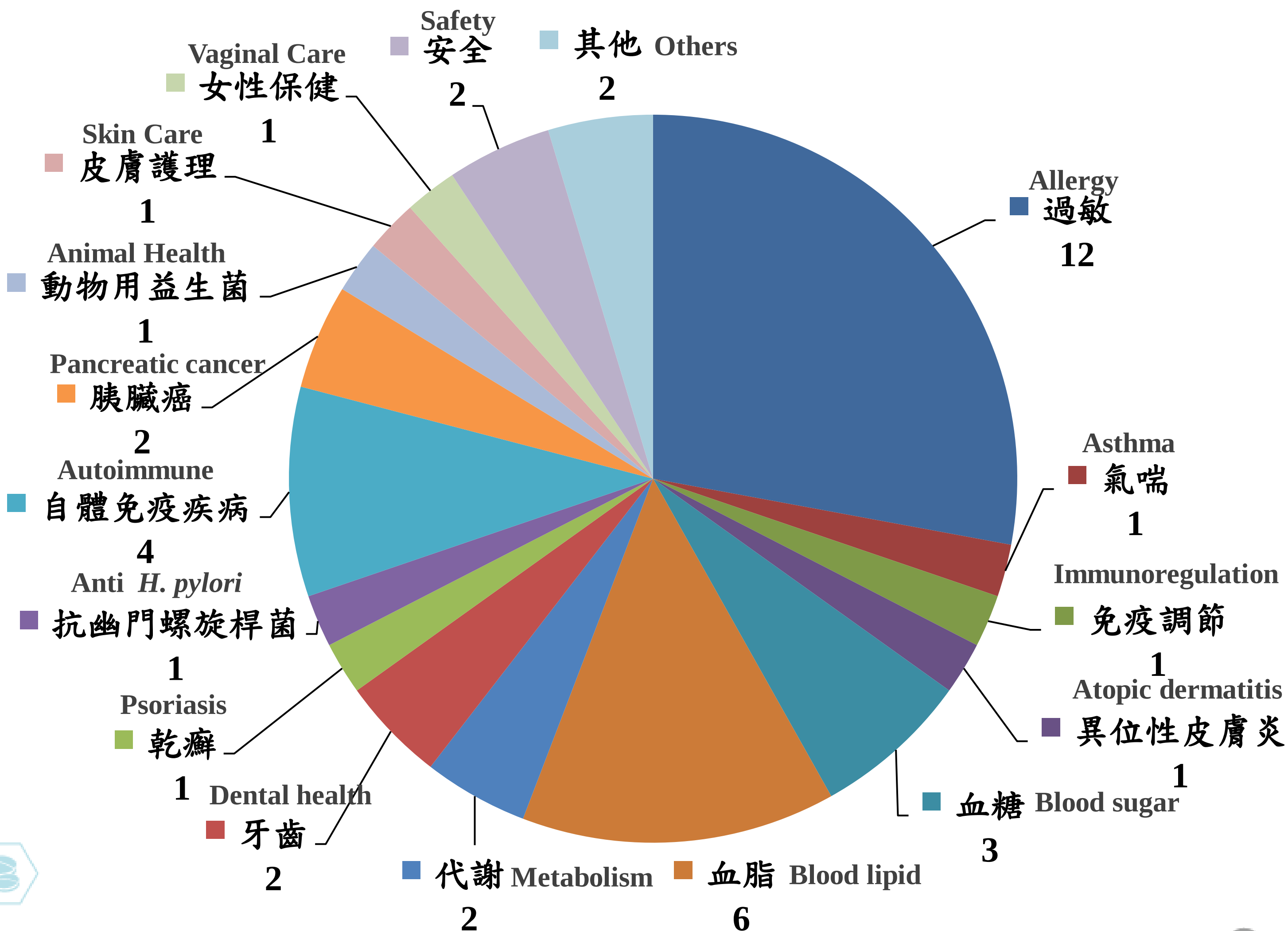
43篇文獻發表

Published Papers



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景岳友益康™ 益生菌

經實驗證實 有益特定人群健康

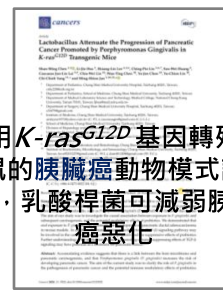
- ☑ **調整體質，增強體力**
- ☑ **健康維持，精神充沛**
- ☑ **維持消化道機能、促進食慾**

榮獲多國專利

添加菌株獲得美國、臺灣、歐洲和中國等**8**張專利

TW I 678209B US 10632160 B2 ZL201810244949.4 IT 102019000004185 TW I 346554B US 7901926 B2 EP 2287286 B1 ZL201010567585.7

國際期刊發表



運用*K-ras*^{G12D}基因轉殖小鼠的**胰臟癌**動物模式證實，乳酸桿菌可減弱胰臟癌惡化

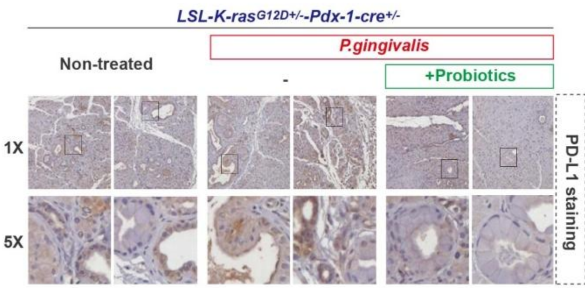
Cancers 2020, 12(12), 3522
(Impact factor: 6.126; Ranking =37/244 (Q1) in ONCOLOGY)

基因轉殖**胰臟癌**動物模式證實，乳酸桿菌合併化療藥物(Gemcitabine)使用，可發揮抑制癌細胞生長的協同作用

Sci Rep. 2020 Nov 23;10(1):20319.
(Impact factor: 4.12; Ranking = 17/71 (Q1) in MULTIDISCIPLINARY SCIENCES)

複合益生菌 **提升抗癌藥物治療效果**

先前研究指出，腫瘤細胞上PD-L1的過度表達與抗藥性和較差的預後有關，藉由食用複合益生菌來降低PD-L1表現量，可以提升抗癌藥效果和病人整體預後情形。



複合益生菌 **可改善化療副作用**

	Non-treated KC mice	Cae-GCB KC mice	Cae-GCB + Prob (1:1/10) KC mice
GCB 100mg/kg	n=3	n=2	n=3
RBC (M/uL)	9.46 ± 1.18	8.16*	7.65 ± 0.69
WBC (K/uL)	7.79 ± 1.72	4.63*	4.47 ± 0.23^{b}
PLT (K/uL)	808.00 ± 232.50	979.00*	1136.00 ± 42.43
AST (U/L)	62.67 ± 10.02	156.00 ± 49.50	62.00 ± 8.89^{a} ↓
ALT (U/L)	20.00 ± 6.08	46.50 ± 20.51	18.00 ± 2.00^{a} ↓
Glucose (mg/dL)	322.00 ± 45.40	221.00 ± 11.31	159.00 ± 16.82^{a}
BUN (mg/dL)	26.07 ± 1.05	29.70 ± 4.67	42.23 ± 1.51^{a}
Cr (mg/dL)	0.22 ± 0.03	0.24 ± 0.06	0.25 ± 0.05

在化療過程中合併使用複合益生菌，可減少肝功能異常(AST/ALT值過高)問題，因而改善食慾不振、口苦乏力、皮膚黃染、肝區疼痛等不適。

^{a} $P \leqq 0.05$ differences between Cae-GCB and Cae-GCB + Prob (1:1/10). ^{b} $P \leqq 0.05$ differences between Non-treated and Cae-GCB + Prob (1:1/10). * n = 1

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U.S. National Library of Medicine
ClinicalTrials.gov

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NCT04566549

Trial record 3 of 8 for: GenMont

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The Safety and Efficacy Evaluation of Hair Products Containing Probiotics

The safety and scientific validity of this study is the responsibility of the study sponsor and investigators. Listing a study does not mean it has been evaluated by the U.S. Federal Government. Read our disclaimer for details.

ClinicalTrials.gov Identifier: NCT04566549

Recruitment Status: Active, not recruiting
First Posted: September 28, 2020
Last Update Posted: September 30, 2020

Sponsor:
GenMont Biotech Incorporation

Collaborator:
Chia Nan University of Pharmacy and Science

Information provided by (Responsible Party):
GenMont Biotech Incorporation

使用時間: 5個月 (2020/5月-2020/10月)

Duration of treatment: 5 months

人數: 22人

Estimated Enrollment : 20 participants

	起始點 before	控制組洗髮精 control		0.5% GMNL® -653洗髮精 0.5% GMNL® -653 shampoo			
使用時間 time	0月	0.5月	1月	1.5月	2月	3月	5月
油量 oily	V	V	V	V	V	V	V
頭皮屑 dandruff	V	V	V	V	V	V	V
髮量 hair volume	V		V			V	V
菌相 microbiota	V		V		V		

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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	107年母公司財報 (Year 107 Single)	108年母公司財報 (Year 108 Single)	109年母公司財報 (Year 109 Single)
營業收入NET REVENUE	406,554	346,244	329,191
營業毛利GROSS PROFIT	277,547	229,701	215,390
營業費用OPERATING EXPENSES	(152,245)	(148,838)	(137,605)
營業利益INCOME(LOSS) FROM OPERATIONS	125,302	80,363	77,785
營業外損益NON-OPERATING INCOME AND EXPENSES	58,522	(5,107)	(269)
稅前淨利INCOME(LOSS) BEFORE INCOME TAX	183,824	75,756	77,516
稅後淨利NET INCOME(LOSS)	158,019	57,451	60,884

財務狀況 Financial status

※合併財報 Consolidated Financial Statements

單位：千元 In Thousands of New Taiwan Dollars	108年合併 (Year 108 Consolidated)	109年合併 (Year 109 Consolidated)	110年前二季合併 (Year 110 Q2 Consolidated)
營業收入NET REVENUE	346,244	325,191	203,242
營業毛利GROSS PROFIT	229,701	215,390	139,427
營業費用OPERATING EXPENSES	(152,078)	(144,376)	(79,142)
營業利益INCOME(LOSS) FROM OPERATIONS	77,623	71,014	60,285
營業外損益NON-OPERATING INCOME AND EXPENSES	(2,083)	5,833	(2,533)
稅前淨利INCOME(LOSS) BEFORE INCOME TAX	75,540	76,847	57,752
稅後淨利NET INCOME(LOSS)	57,235	60,215	43,819
停業單位損益Income (Loss)from Discountinued Operations	0	0	0
本期淨利NET INCOME(LOSS)	57,235	60,215	43,819

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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 Long R & D period
- 獲利回收晚 Late profit recovery

➡ 可能因此導致資金不足 Which may lead to insufficient funds

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

參考ZION Market Research數據顯示，中國大陸益生菌產業連續3年增長率在20%以上，擁有巨大的市場空間。預計到2025年，全球益生菌產業的產值將超過770億美元，中國市場占比將超過25%。

According to data from the ZION Market Research, the probiotics industry in China has grown at over 20% for three consecutive years. Following the growing demand for probiotics, the global probiotics market is projected to reach USD 77 billion by 2025, and the Chinese market will account for more than 25%.

資料來源: 中國食品報網 2020.08.25 http://www.cnfood.cn/yiqingfangkong163309.html

Thanks For Your Attention

Q & A