

# SCI PHARMTECH, INC. 旭富製藥科技

## 簡報

ISO 14001

BUREAU VERITAS  
Certification



ISO 9001

BUREAU VERITAS  
Certification



## 公司概況Profile



員工數Employee : 180

設立日期：中華民國七十六年九月十八日

Date of establishment: Sep. 18, 1987

資本額Capital：新台幣493佰萬元(NTD 493mn)

營業項目Business：

原料藥API (40.22%)

中間體Intermediate (48.64%)

特用化學品 Custom-made chemicals (11.14%)

**公司概況 Outline**

|           | Y2012   | Y2011   |
|-----------|---------|---------|
| 歐洲Europe  | 41.74%  | 31.17%  |
| 美洲America | 22.11%  | 23.97%  |
| 亞洲Asia    | 18.15%  | 22.32%  |
| 國內Taiwan  | 18.00%  | 22.54%  |
| 合計Total   | 100.00% | 100.00% |



## 製藥產業的上、中、下游 SCI's position

上游  
Upstream

基本原料 RM



中間體 Intermediate:  
生產原料藥之  
中間步驟所產出之產品 Products before API



中游  
Midstream

原料藥 API:  
製劑中之有效成分 Treatable ingredient



下游

Downstream

製劑: 成品藥 Formulation

旭富營業範圍  
SCI's businesses

## 營運概況-IS

Unit: K NTD

|                            | 第一季 Q1   | 第二季Q2    | 第三季Q3    | 第四季Q4    |
|----------------------------|----------|----------|----------|----------|
| 營收Sales                    | 358,346  | 281,663  | 313,216  | 309,347  |
| 營業成本COGS                   | 244,460  | 204,843  | 215,912  | 199,469  |
| 毛利Gross Profit             | 113,886  | 76,820   | 97,304   | 109,878  |
| 毛利率 GP Ratio               | 31.8%    | 27.3%    | 31.1%    | 35.5%    |
| 營業費用Operating Expenses     | (39,049) | (34,291) | (32,914) | (35,926) |
| 營業利益Operating Income       | 74,837   | 42,529   | 64,390   | 73,952   |
| 營業外損益Non-Operating In/Ex   | (7,124)  | 818      | (3,891)  | (7,513)  |
| 稅前淨利 Net Profit before Tax | 67,713   | 43,347   | 60,499   | 66,439   |
| 所得稅Income Tax              | (10,844) | (8,299)  | (13,658) |          |
| 稅後淨利Net Profit after Tax   | 56,869   | 35,048   | 46,841   |          |

## 產品組合-Products

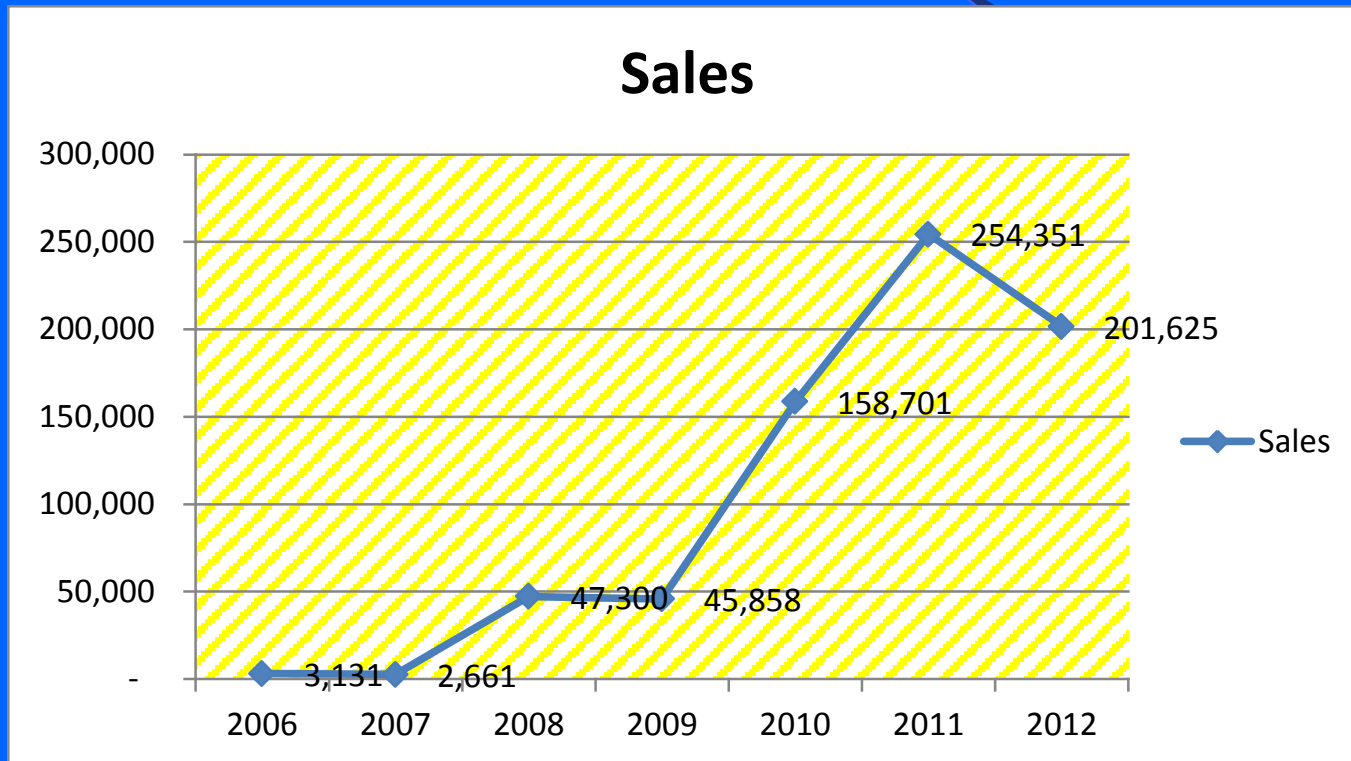
| Y2010   | %      | Y2011   | %      | Y2012   | %      |
|---------|--------|---------|--------|---------|--------|
| V.A.    | 20.63% | Di-VaNa | 24.51% | V.A.    | 18.66% |
| PGA     | 18.78% | PGA     | 17.65% | PGA     | 16.61% |
| Di-VaNa | 15.96% | V.A.    | 13.76% | Di-VaNa | 15.97% |
| PPON    | 12.42% | PPON    | 10.70% | PPON    | 7.88%  |
| M85     | 4.92%  | M85     | 5.25%  | Pent-2  | 4.78%  |
| Pent-2  | 3.77%  | Pent-2  | 3.73%  | 5-HMT   | 4.33%  |
| M74     | 2.42%  | DBS     | 3.08%  | M85     | 3.89%  |
| DEK     | 2.12%  | M115    | 2.55%  | DBS     | 2.73%  |
| M115    | 2.04%  | M74     | 2.31%  | M115    | 2.59%  |
| Biso-FA | 2.03%  | NBE     | 1.87%  | M74     | 2.18%  |
| Total   | 85.09% | Total   | 85.40% | Total   | 79.62% |

# 產品介紹Products



# 產品介紹Product

- Divalproex Sodium (Di-Va)



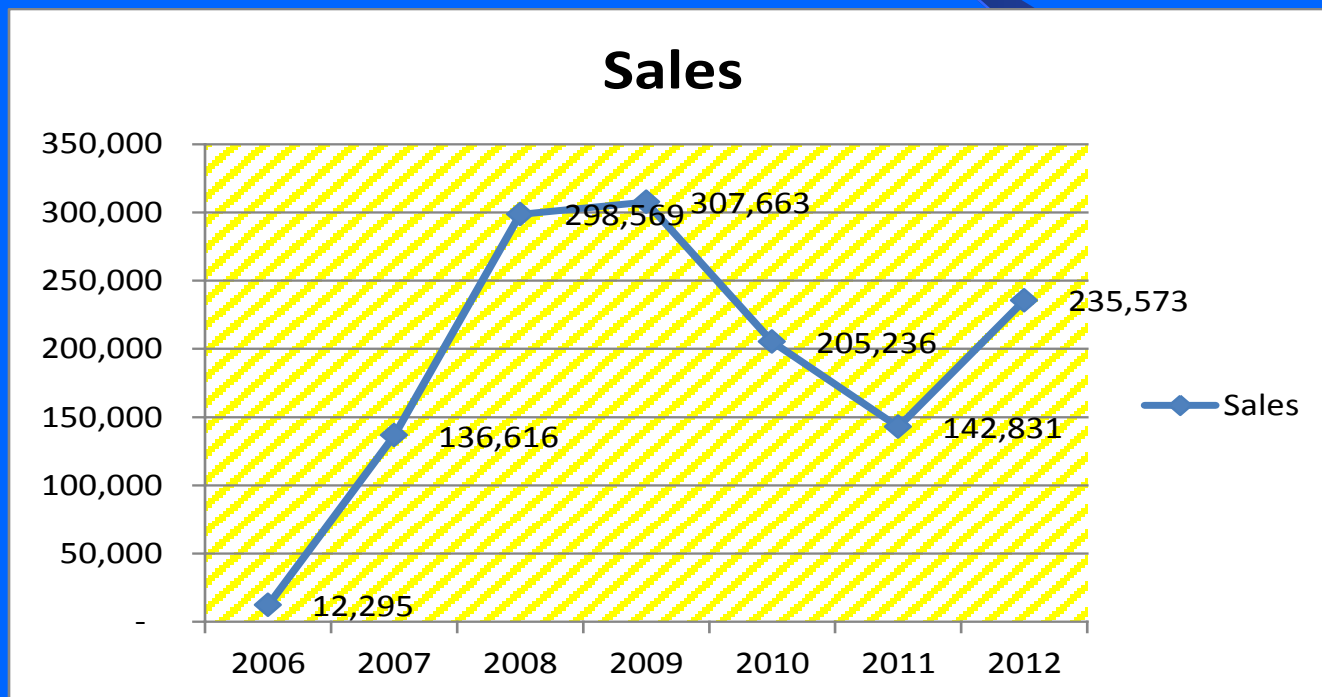
- ✓ 學名藥於2009推出
- ✓ 9個客戶

Generic came out in 2009  
9 customers



# 產品介紹Product

## Valproic Acid (VA)

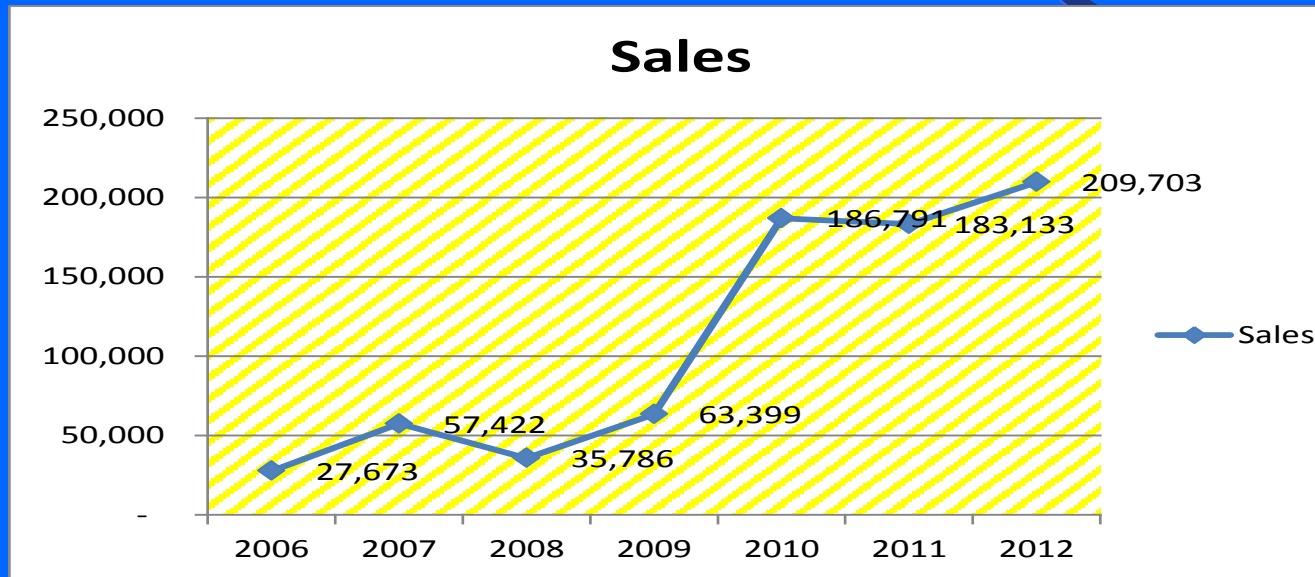


✓ 17個客戶

17 customers

## 產品介紹Product

- Pyrogallolaldehyde ( PGA) - Benserazide



✓治療帕金森氏症之中間體

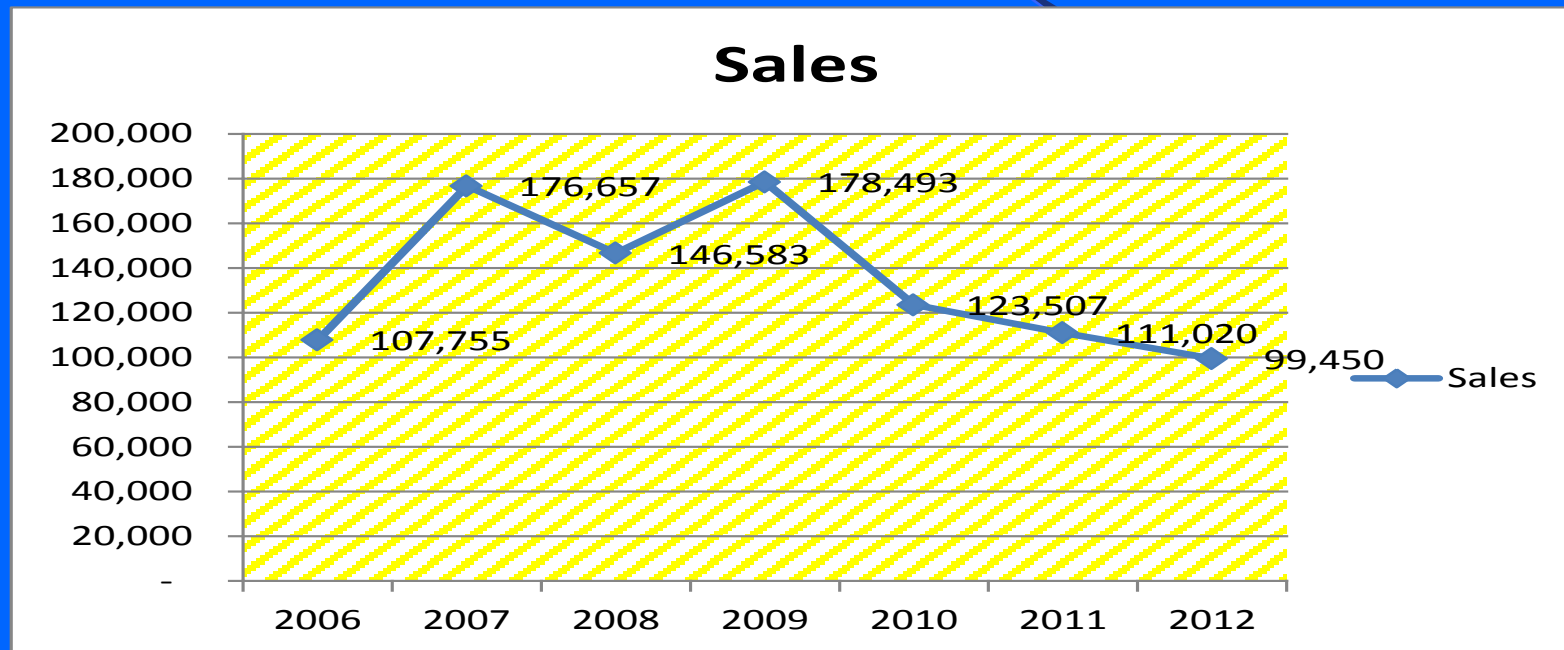
Intermediate for Parkinson's Disease

✓2個客戶

2 customers

# 產品介紹Product

## Propiophenone (PPON)



✓第一項產品

First product

✓15個客戶

15 customers

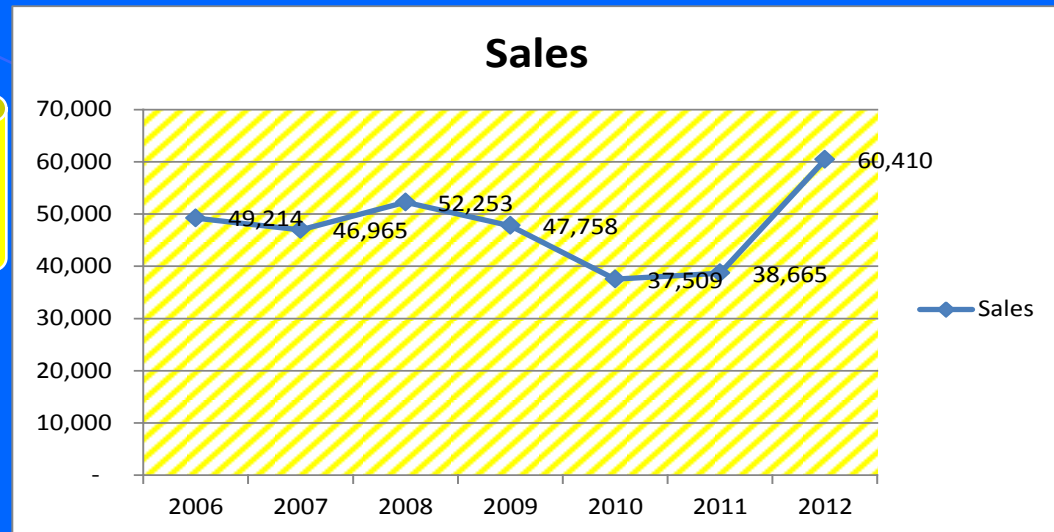
## 產品介紹Product

### Pent-2

- ✓ 第二項產品
- ✓ 5個客戶

### Pentobarbital Sodium

- ✓ 鎮定安眠用之原料藥
- ✓ 4個客戶
- ✓ 2011年開始銷售6佰萬
- ✓ 2012銷售額23佰萬



Second product  
5 customers

API used as calmative  
4 customers  
6mn, starting in 2011.  
23mn sales in 2012

## 產品介紹Product

### Hydroxychloroquine

- ✓ 2011年開始銷售10.8佰萬      10.8 mn, starting in 2011
- ✓ 2012年銷售額33.6佰萬      33.6mn sales in 2012
- ✓ 治療風濕性關節炎原料藥(Hydroxychloroquine sulfate)  
API : Hydroxychloroquine sulfate for rheumarthrititis
- ✓ 原料藥市場約20噸100 佰萬      API market: 20 MT, 100mn

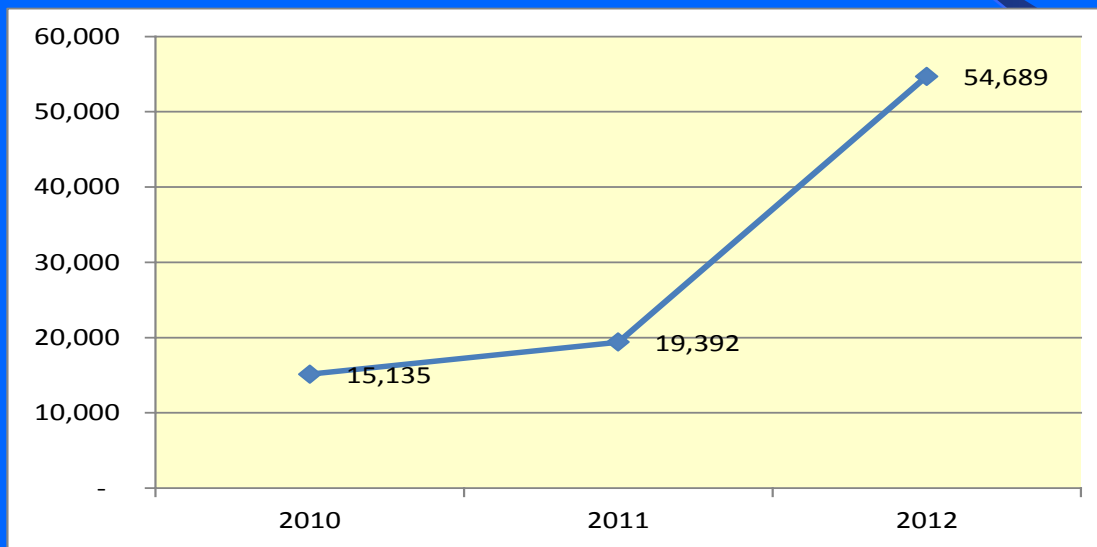
### Anti-inflammatory (Loxoprofen sodium)

- ✓ 2012年銷售5個客戶5佰萬      5 customers, 5 mn sales in 2012.
- ✓ 日本市場200-300公噸,200美金/公斤  
Japan market:200-300MT at USD 200/kg



## 產品介紹Product

5-HMT – Ritonavir, Lopinavir



✓ 愛滋病藥物之中間體

For AIDS treatment

5-Wing– Ritonavir, Lopinavir

✓ 2012年開始銷售5.7佰萬

5.7mn, starting in 2012

✓ 愛滋病藥物之中間體

For AIDS treatment

## 產品介紹Product

Antidepressant ( Duloxetine )

- ✓ 2013年底專利到期      Patent will expire in the end of 2013
- ✓ 2011銷售9.5佰萬予10個客戶  
9.5 mn sales consisting of 10 customers in 2011
- ✓ 2012年銷售額8佰萬      8 mn sales in 2012
- ✓ 2011及2012年中間體S-MMAA分別銷售2佰萬及1佰萬  
S-MMAA(Intermediate) : 2 mn in 2011, 1mn in 2012.
- ✓ 2010年美國市場製劑銷售值美金31億  
USD 3.1 billion in formulation in America in 2010

## 產品介紹Product

- ✓ 4-CPE
- ✓ Cyclophosphamide: 高效能原料藥
- Cyclophosphamide: high-potent API



## 產品替代性 Replacement

新藥研發成本高  
、時間長

Large inputs  
in new drug

中間體可製成  
多種最終產品

Wider uses  
for intermediate

原料藥、中間體生命週期長

PPON : 1990

Pent-2 : 1994

Products' longevity

現有產品安全性高  
價格低

Safety and low price  
For current products

## 生產流程 Production

基本材料  
(原料、溶劑、觸媒)  
Raw materials

歐、日、中國  
大陸進口  
From abroad

成品  
(粉狀、液狀)  
Finished  
products

化學反應(氫化、縮合、烷化等)  
Chemical reactions



化工分離(蒸餾、萃取、結晶等)  
Chemical segregations



# GMP Status(GMP現況)

| API                       | CGMP<br>certified<br>(TFDA) | CEP<br>(EDQM) | DMF<br>(USA) | MF<br>(Japan) | DMF<br>(Canada) |
|---------------------------|-----------------------------|---------------|--------------|---------------|-----------------|
| Valproic Acid             | 2003                        | 2004          | 2003         | 2008          | 2008            |
| Allopurinol               | 2004                        | 2003          | 2011         |               |                 |
| Probucol                  | 2004                        |               | 2004         |               |                 |
| Sodium Valproate          | 2004                        | 2006          |              |               |                 |
| Divalproex Sodium         | 2005                        |               | 2005         |               | 2010            |
| Bisoprolol Fumarate       | 2006                        |               |              |               |                 |
| Pentobarbital Sodium      | 2009                        | 2011          |              |               |                 |
| Propafenone Hydrochloride | 2010                        | 2012          | 2010         | 2012          | 2012            |
| Methylphenidate HCl       | 2011                        |               |              |               |                 |
| Duloxetine Hydrochloride  | 2012                        |               | 2010/2011    |               |                 |
| Thiopental acid           | 2012                        |               |              |               |                 |
| Loxoprofen Sodium Hydrate | 2012                        |               |              | 2011          |                 |
| Clindamycin Palmitate HCl |                             |               | 2011         |               |                 |



簡報完畢



敬請指教