

美時製藥 2019 年度營收獲利雙創新高

Lotus Concluded FY2019 With Record High Revenue and Net Income and Leads Toward Another Remarkable Year In 2020

2020 年 3 月 19 日，台北

March 19th, 2020, Taipei

- 全球外銷市場布局與亞太地區拓展雙引擎策略續強，2019 年度每股稅後盈餘較前一年度成長逾 6 倍，優於產業平均
- 在 2019 年度成功地打下全球外銷市場之穩固根基後，明確地重要策略目標執行將為 2020 年度各季成長動能奠定更為堅強的亞太區域平台，以期續創歷史新猷
- *Its two-pronged strategy creates a solid fundamental to outperform against peers with EPS increased 552% year-over-year*
- *Strategic deliverables set for every quarter throughout 2020 to build a stronger commercial platform in APAC on top of the success in global export in 2019*

特殊學名藥廠美時化學製藥（以下簡稱「美時」，台灣證券交易所股票代碼：1795）今日公告 2019 年度財報，受惠於外銷市場與亞洲區域雙引擎策略的成功執行，年度營收及獲利皆創下公司成立以來的歷史新高。2019 年度合併營收為新台幣 91.2 億元，較去年同期成長約 43%，毛利率維持在 46%，而營運槓桿效益的持續優化更使得年度合併營業利益達新台幣 6.8 億元、較去年同期大幅增加約 148%，每股盈餘為新台幣 2.74 元，亦較去年同時成長 6 倍之多。

Specialty pharmaceutical Lotus Pharmaceutical Co., Ltd (“Lotus” or “the Company”, 1795:TT) today announced its 2019 full year results by delivering a record high in both top line revenue and bottom line profits since inception. Annual consolidated revenue came in at NT\$9,175 million, an increase of 43% over last year, with a decent gross margin of 46%. With the successful execution of two-pronged strategy, its operating income grew by 148%, leading to NT\$678 million in net income or earnings per share of NT\$2.74, which is more than 6 times over last year.

2019 年初以來，美時製藥已屢創多項歷史新猷，並成功地將公司營運由原本高度倚賴亞太區域市場中個別國家表現、轉型將旗下利基產品延伸至全球外銷市場，使得整體營運趨向多元成長；在外銷佈局上，利基學名藥品項在全球市場的首波上市已為公司打下穩固的市場先進優勢，包括銷往美國的戒癮含片 Buprenorphine/Naloxone 與銷往歐洲多個國家的抗癌用藥 Lenalidomide、Gefitinib 及 Vinorelbine 等，累計 2019 年度全球外銷業務(含授權金與供貨)已超過年度合併營收之 30%，且上述各項產品之學名藥滲透率仍持續攀升，其中戒癮含片 Buprenorphine/Naloxone 之市佔規模已由去年底未滿 10%、於今年 3 月初躍升至 20%，預計將能延續成長動能。

During the year of 2019, Lotus has made a successful transformation of its business from mainly Asian market-driven to a more diversified portfolio with global export. By capitalizing the first wave launch of niche products, including gSuboxone in the US and oral oncology portfolio Lenalidomide, Gefitinib and Vinorelbine in multiple European markets, global export of specialty generics and out-licensing fees contributed more than 30% of the Company's business. The Company is positive that the continued generic penetration of these offerings will well position it for further growth.

而在優於產業的財務數字表現外，美時製藥於 2019 年度訂定多項重要策略發展計畫、皆按既定時程持續前進，追求公司永續成長。其中，2019 年底宣布之購買涵蓋東南亞市場的近 50 張已上市產品藥證，及透過產品併購或全球授權合作以取得原廠自有產品之亞太區域市場銷售權，皆在在強化美時製藥深根多年的業務網絡、不論區域市場或產品組合上、提供更多元的營收成長來源，充實高價值與品牌產品組合以期永續經營、細水長流。

On top of those remarkable numbers, the Company has also enrolled significant strategic deliverables throughout 2019 to drive sustainable growth – development in ASEAN markets via acquisition of ~50 marketed products and expansion of brand portfolio in APAC region by launching the acquired/license-in proprietary products will build a much stronger commercial platform to solidify the backbone of Lotus' business by expanding geographically and enriching its Asian portfolio with long tail, brand products.

展望 2020 年度，美時製藥亦已擬定各季戰略里程碑、並將以五年度廠區全面升級計畫為基礎，持續投入品質系統與基礎建設之強化，以期創下更多歷史佳績。其中，延續 2019 年底成功上市的成長態勢，第二代減重用藥 Qsymia 在今年 1 月即有亮眼的營收表現，為 2020 年第 1 季開啟了極具市場潛力之營收基礎；而去年底收購之東南亞市場藥證尚在轉換階段，待交割程序完成後，預計將於第 2 季起貢獻營收，此外，下半年與策略合作夥伴授權合作之品牌產品上市更將為營收獲利挹注新的成長力道。而在自有研發品項上，公司下一個重磅級產品血癌用藥 Lenalidomide 預計將於今年 7 月份獲得美國 FDA 的審查通知，亦將為下一波的營收獲利躍升提供堅強之根基。雖然近期受到全球疫情影響之產業逆風，但美時團隊深信、且極具信心，公司核心利基之一站式藥廠策略，輔以多元市場的雙引擎點火，將使得美時製藥能在風險有效分散、市場潛力持續加溫的全球發展下勝出。

Looking forward to 2020, the Company has set major milestones in each quarter throughout the year to achieve another remarkable record, backed by seamless implementation of 5-year site master plan to upgrade the facilities and overall quality system. The successful launch of Qsymia, 2nd generation anti-obesity drug, at the end of 2019 has kicked off a prosperous Q1'20 with decent January sales. Upon the completion of administrative procedures, the acquired portfolio in ASEAN markets will start contributing the business in Q2, followed by the launch of brand products in the

second half of the year. The Company is also expecting a tentative approval of Lenalidomide in the US on its GDUFA TAD in July to ensure the first wave launch of such a blockbuster product. The Company is confident, despite of the current industry headwinds, that its turnkey business model on well-defined two pronged strategy continues to perform and further strengthens its leading position as a preferred partner in Asian and globally.

新聞聯繫人 Contact:

美時製藥 投資人關係處長 樂君儀 (02)2700 5908 investor@lotuspharm.com

Angela Luan, Investor Relations Director

關於美時：

美時化學製藥股份有限公司（股票代碼：1795）成立於 1966 年，為一以台灣為基地供應全球市場之學名藥廠，高價值產品線涵蓋中樞神經系統、心血管疾病、癌症、女性保健、減肥等，並以錠劑、膠囊及軟膠囊劑型為主；美時自 2014 年成為艾威群集團的一員，現專注於快速成長的抗癌市場，並矢志透過整合台灣與韓國首屈一指的研發平台與其製造優勢嘉惠病患、員工與股東。美時的行銷與業務通路包含直營的亞洲市場及艾威群集團橫跨全球超過 30 個國家的商業網絡，此外，美時亦積極與一線藥廠就產品線策略結盟，是少數能進軍所有市場的新興藥廠。

About Lotus

Founded in 1966, Lotus is a generic company headquartered in Taiwan with high-value generic products covering CNS, CVS, oncology, women health, and anti-obesity drugs in tablets & hard/softgel capsule for global markets. It became an Alvogen Company in 2014. The primary focus of Lotus is on addressing the fast-growing oncology market. By aligning the company's internal development and manufacturing capabilities, Lotus aims to benefit patients, its employees and shareholders alike. The company boasts a best in class R&D and manufacturing platform across Taiwan and Korea. Further, Lotus can reach nearly every global market with its high value pipeline through the company's direct markets, relationship with Alvogen's commercial units spanning over 30 countries, and through alliances with top-tier pharma companies.

聲明：

本文件及同時發佈之相關資訊內含有預測性敘述。除針對已發生事實，所有對美時製藥(以下簡稱本公司)未來經營業務、可能發生之事件及展望（包括但不限於預測、目標、估算和營運計劃）之敘述皆屬預測性敘述。預測性敘述會受不同因素及不確定性的影響，造成與實際情況有相當差異，這些因素包括但不限於價格波動、實際需求、匯率變動、市占率、市場競爭情況，法律、金融及法規架構的改變、國際經濟暨金融市場情勢、政治風險、成本估計等，及其他本公司控制範圍以外的風險與變數。

這些預測性敘述是基於現況的預測和評估，本公司不負日後更新之責。