

美時公告 12 月自結合併營收約新台幣 17.34 億 全年年增 43.86% 外銷佔比逾三成、創歷史新高
Lotus Reported Unaudited December Revenues of NT\$1,734 Million, Exiting 2019 with a 43.86% Top-Line Growth And Record High Contribution From Global Export Businesses

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特殊學名藥廠美時化學製藥（以下簡稱「美時」，臺灣證券交易所股票代碼：1795）公佈 2019 年 12 月自結合併營收為新台幣 1,734,290 仟元，較去年同期增長達 227.29%，年營收較 2018 年增加 43.86%。美時表示當月外銷出貨佔營收比重約七成，為營收跳升主要動能；全年外銷比重略超過三成，其中美國與非美國約為 8:2，是區域比重最多元的一年。

Lotus Pharmaceutical Co., Ltd (“Lotus” or “the Company”, TWSE ticker: 1795) today announced that its consolidated sales for December 2019 amounted to NT\$1,734,290 thousand, representing a 227.29% increase versus the same period last year and a 43.86% top-line growth exiting 2019. During the month, global export accounted for roughly 70% of total sales and is the main business line of growth. On a full year basis, global export contributed more than 30% with US and non-US at 80/20, marking the most diversified annual sales composition geographically.

2019 年全球外銷業務的成績主要建立於公司自主研發、生產且已在歐洲上市的血癌藥 Lenalidomide、非小細胞肺癌藥物 Gefitinib 及乳癌藥物 Vinorelbine 以及銷往美國的戒癮含片 Buprenorphine/Naloxone。由於口服抗癌藥物具利基選題、整廠輸出、首波上市三大商業要素，美時透過堅實的供應鏈管理與國際商業夥伴觸角，成功於 2019 年孕育出 Lenalidomide 與 Vinorelbine 兩項億級產品，公司將持續耕耘與投資國際特殊學名藥市場，追求永續、獲利性成長；而受惠美國近期新出台之藥價政策使得戒癮含片 Buprenorphine/Naloxone 授權學名藥停止供貨，新終端客戶與美國數個州開始進行原廠藥與學名藥之轉換使得需求放大，經銷商為強化銷售渠道及提升供貨管理彈性遂開始備貨。

The strong performance of its global export business can be attributed to the successful execution of first-to-market strategy – the first wave launches in multiple European markets of its internally developed Lenalidomide (gRevlimid), Gefitinib (gIressa) and Vinorelbine (gNavelbine) and the commercialization of Buprenorphine/Naloxone film (gSuboxone) in the US. It is worth mentioning that contribution from Lenalidomide and Vinorelbine exceeded NT\$100 million respectively during the first year of launch. The Company is delighted to see proven success of its specialty generics turnkey solutions targeting first to market globally, and it intends to continue investing in this business model for sustainable and profitable growth. In addition to its fruit-bearing oral oncology portfolio, the Company also benefited from the change in rebating policy in the United States which has led to the termination of authorized Suboxone generic. Thanks to the addition of new end

customers and the expected market conversion from branded products to generics in several states, the Company saw an unfolding demand of its gSuboxone film and the immediate need of its distributor customer to stock up the new and existing channels during the month to strategically increase inventory management flexibility and competitiveness.

展望 2020 年，公司將持續執行亞太與外銷並重的雙軌計畫，其中因公司已擴大亞太區足跡至藥品年複合成長率強勁的東南亞，未來將以經銷成熟的進口及專利藥物輔以自主研發的腫瘤藥充分發揮通路優勢，其中自主研發的腫瘤藥已自去年於先進國家上市後陸續在東南亞國家送件，藥證累積與商品化速度可期；而另一重要成長引擎為全球外銷口服抗癌及特殊學名藥，公司相信新品處於開拓市佔階段，未來 6 至 12 個月可望逐步深化學名藥滲透率，並依已授權進度增加開賣國家。

Looking into 2020, Lotus aims to continue executing on its two-pronged strategy with both the APAC and global export cylinders firing. One of the key engines is undoubtedly the expansion of footprints in the APAC region which now includes most ASEAN countries on top of the existing and mature businesses, namely Taiwan and Korea. As in most emerging economies, growth tends to have multiplier effect on healthcare spending and pharma, the new ASEAN business shall enjoy channel advantages combined with a competitive mix of branded and proprietary products and oral oncology generics developed in-house, which the Company started to register in 2019 upon successful launches in regulated markets, to capture high CAGR momentum. In terms of the global export business line, Lotus expects generic penetration of its product offerings to be deeper and launch markets to increase in the next 6 to 12 months, positioning the Company well for long-term growth.

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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.

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