

STRENGTH OF TAIWAN GENERIC INDUSTRY

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Status of Generic Drug Market in Taiwan

- Size: ~US\$1B a year, almost no growth
- Suppliers: Over 150 local manufacturers, beginning to see importers from global players such as Sandoz and Mylan
- Buyer: Government is the only buyer, resulting in very strong price control
- Channels: Over 70% through hospitals, which has the power of price negotiation

Have to export to grow



The Global Footprints of Taiwan Generic Pharma

- SE Asia: Brand generic
 - Yung-Shin Pharma (YSP), Orient Europharma (OEP)
- China: Brand generic
 - China Chemical & Pharmaceutical (CCPC), YSP
- Japan: CMO
 - CCPC, YSP, Nang Kuang Pharmaceutical (NK), Standard Chem & Pharm (Standard), SinPhar
- USA: CMO and Brand
 - NK, CCPC, Standard, Lotus, TTY
 - **TWi Pharmaceuticals**

The Strength of Taiwan Generic Industry – USA Market

- Familiar with regulatory requirements including PIV.
- Nimble business strategy.
- Understand the market

Deep experience and strong connection via former executives of leading US generic pharma – Ivax, Watson, Andrx, Impax

Thank You.

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