

# JIWA BIO-PHARM HOLDINGS LIMITED

積 華 生 物 醫 藥 控 股 有 限 公 司

(incorporated in Bermuda with limited liability)

# THE FINEST GENERICS & APIS FROM ASIA



## **OVERVIEW**

Established in 1987, Jiwa Group is engaged in the research, production and sales of pharmaceutical products with headquarter in Hong Kong, and operation base in China. Our major production complexes are located in Yunnan and Jiangsu, equipped with meticulous and state-of-the-art technology producing pharmaceutical finished products and bulk materials. The Group's shares were listed on the Main Board of the Hong Kong Stock Exchange Limited since 2003. The Group has a leading position in three major therapeutic areas — (1) anti-infectious; (2) gastrointestinal; (3) musculo-skeletal system. Recent years, in response to the changing market demands and state policies in China, it also expands its portfolio to develop another two therapeutic areas of drugs -(1) cerebro-cardiovascular; (2) anti-depressant and psychiatric disorders. With a combination of powerful resources and skills, the Group is confident in gaining a leading position in the latter two areas.

Besides pharmaceuticals, the Group also develops prescription Chinese medicines and Chinese health-care products. It is also developing a pharmaceutical bulk materials plant to complement its current expertise in producing finished products. The Group dedicates itself to a full spectrum of activities from research and development to production and distribution. This is to ensure reliability of product quality, cost efficiency in production and first hand information on markets. The Group has over 800 employees and marketing agents in Hong Kong and China. The senior management team is based in Hong Kong, with many years of experience in the PRC and global pharmaceutical market.

#### Corporate Structure





What differentiates Jiwa is the set of core competencies we possessed; it's the synergy of these competencies that enables us to create our unique business model and become one of the leading pharmaceutical companies in the PRC.

# COMPETITIVE STRENGTHS



#### Market Intelligence

An extensive marketing network is not only essential to marketing success, but also critical for market intelligence. Our highly qualified marketing team comprises professionals in medical sciences who have close connections to doctors nationwide.

The research and technical team of the Group keeps abreast of products developed by foreign companies and studies the marketability of such products in the PRC and South East Asia.

It is the combined ability of our expertise in finding out what products are desired in the market and what are available with a proven track record that provide us a competitive advantage over our competitors in launching the right products ahead of others.

# Experts in Research and Pharm Project Management

The R&D Centre of Jiwa BioPharm Corporation is located presently in two institutions respectively at Kunming Jida (KMJD) in Yunnan and Jiangsu Jiwa Rintech Pharma (JJRP) in Jiangsu. It consists of four divisions, one for Chemical Synthesis Research, one for Dosage Form Development and the other two are for R&D projects in biotech and botanical medicine. These research units have been equipped with pilot-scale workshop and staffed by teams of researchers experienced in developing pharmaceutical compounds conforming to specifications of international pharmacopeia such as EP, BP, or USP.

The professional capability of the R&D Center includes API development, polypeptide synthesis, sustained and controlled release oral forms, injectables as well as Chinese medicine preparations. In the past decade, more than eighty pharmaceutical products have been developed and marketed in China after gaining GMP and production licenses from SFDA. Recently, the R&D Center has been delegated the mandate of developing quality generics for the international markets conforming to the regulatory requirements of cGMP of ICH. Presently, the Group is in the process of preparing DMFs and ANDA on several products for submission to FDA. In addition, the R&D center has forged collaborations with reputable research institutions both locally in Hong Kong, China, as well as in Europe and America, in an attempt to develop a number of innovative products for its international strategic partners.

Presently, Jiwa has more than thirty projects in R&D pipeline, including several major blockbuster APIs with patent close to expiry. The clinical applications of these new products cover several major therapeutic areas such as anti-infectious, anti-depressant, antiemetic, anti-hypertensive and anti-osteoporosis. As for products on the marketing launch platform, it is expected that Cefpirome, both bulk and powder for injection; Risperidone and reduced Glutathione Sodium enteric pellets will obtain marketing approval in 2009. Furthermore, the group is playing an active role in collaborating with several European and American partners in international multicenter clinical research on some innovative antitumor therapeutics, with the ultimate goal of establishing a dominating position in domestic and international markets.



## **COMPETITIVE STRENGTHS**



#### **Advanced Technology**

To improve the quality of products and introduce advanced dosage forms, the Group has imported advanced equipment such as automatic amino acid synthesizer from the U.S., and a complete line for production of prefilled syringes from Germany. All packing material for this prefilled syringe line is imported from the U.S. in sterile condition, ensuring a top of its class quality.

Our newly acquired bulk material manufacturing plant located at Jiangsu is currently under renovation to comply fully with SFDA (P.R.C.) and FDA (U.S.) requirement; completion of the renovation project is expected towards the third quarter of 2009 and export of pharmaceutical raw materials envisaged by the end of 2010.

#### GMP Certificates (As at 31 December 2008)

- Small Volume Parental Solution
- Powder for Injection
- Tablets, Granules (Penicillins), Capsules (Penicillins, Cephalosporins)
- Tablets, Capsules, Granules
- Chemical Synthetics
- Granules (Cephalosporins)
- Oral Penicillins (Tablets, Capsules, Granules)
- Lyophilized Powder for Injection
- Small Volume Parental Solution (Steroids)
- Powder for Injection (Cephalosporins)
- Peptide Synthesis
- Dry Suspension (Cephalosporins)
- Active Pharmaceutical Ingredients

# Versatile GMP Production Lines Allow Flexibility And Quality Assurance

Jiwa oversees the careful manufacture of each of its medicines and health-care products. Our newly completed manufacturing plant located at the Kunming National Hi-technology Industry Development Zone has a gross floor area of approximately 38,000 sq. meters with state-of-the-art equipments.

With versatile GMP facilities for different dosage forms, the Group greatly increases its production flexibility, and ensures that once approval for any new product is obtained, the Group can immediately initiate production and market launch of the new drug ahead of others.

# Extensive Sales Network in the PRC and Renowned Service Quality

Jiwa's popularity and effectiveness are evident from its extensive and growing distribution networks. Currently represented by over 1000 pharmaceutical distributors, Jiwa medicines are transported daily to 27 of China's provinces and autonomous regions.

In order to provide our customers the best quality of service, the Group recruited medical professionals with an international outlook and knowledge of PRC dynamics as elite cadres of the company's marketing department. We believe "product quality" and "service quality" are of utmost importance to our customers.



# MAJOR AWARDS

Title	Issued by / Organizer
New & High Technology Enterprise (2000-2004)	Science and Technology Committee of the Yunnan Province
Foreign Investment Advanced Technology Enterprise (2001)	The Ministry of Foreign Trade and Economic Cooperation of the Yunnan Province
Ten Major Pharmaceutical Manufacturing Enterprise of the Yunnan Provincial People's Government (2002)	Yunnan Provincial People's Government
Foreign Investment Double Distinguished Enterprise (2002)	China Association of Enterprises with Foreign Investment
Export Advanced Enterprise (2003)	Kunming City People's Government
Foreign Investment Outstanding Enterprise (2003)	Department of Commerce of the Yunnan Province
Triamcinolone Acetonide for injection was awarded the Yunnnan Famous Brand (2004)	Yunnan Technology and Quality Administration
Top 30 Enterprise of Yunnnan Famous Brand (2004)	Committee of Branding Enhancing Strategy of the Yunnan Province
Ten Major Pharmaceutical Manufacturing Enterprise of the Yunnan Provincial People's Government (2004)	Yunnan Provincial People's Government
Yunnan Provincial-Level Key Protected Non-State Owned Enterprise (2004-2006)	Yunnan Province Department of Supervisory
Independent Intellectual Property Rights Demonstration Pilot Enterprises, Yunnan Province (2007)	Yunnan Provincial Department of Commerce
Foreign-invested enterprises in Yunnan, vice president company of the 3rd Association (2007)	Yunnan Association of Enterprises with Foreign Investment
Foreign investment in advanced enterprises in Yunnan Province (2007)	Yunnan Provincial Department of Commerce
Triamcinolone Acetonide for injection was awarded the Yunnnan Famous Brand again (2007)	Yunnan Technology and Quality Administration
Enterprise Technology Center of Kunming & Yunnan Province (2007)	Kunming Economic Committee, Yunnan Provincial Economic Committee
Advanced Foreign-funded Technology Enterprise in Yunnan Province (2007)	Yunnan Provincial Foreign-investment Committee
Foreign-funded High Tax Industry Enterprise in Yunnan Province (2008)	The Ninth Kunming Municipal Appraisal Leading Group
Hundred Strong Enterprises of Industry Enterprises, Kunming (2008)	The Ninth Kunming Municipal Appraisal Leading Group
"Doubly Outstanding" Enterprise of Yunnan Province (2008)	Yunnan Provincial Department of Commerce
Cefradine for Injection was awarded the Yunnan Famous Brand (2009)	Yunnan Technology and Quality Administration
Reduced Glutathione for Injection was awarded the Yunnan Famous Brand (2009)	Yunnan Technology and Quality Administration



#### Friendship Award

Mr. Lau Yau Bor, Chairman of the Group, was presented with the "Friendship Awards" by the PRC government. This is the highest national honor award for foreign experts. This award was set up by the State Administration of Foreign Experts Affairs under the authorization of the State Council of the People's Republic of China to appreciate and express gratitude to foreign experts who have made remarkable contribution to social development and economic, scientific, cultural and other construction in China.

## SIGNIFICANT EVENTS OF JIWA GROUP



#### 1987 Founding of the Group In 1987, the Group's founder, Mr. Lau Yau Bor established Jiwa International Limited, which engaged in the trading and marketing of

pharmaceutical products and chemical materials.



#### 1991 Health Care Business Commenced

In 1991, Tech-Medi was established in Hong Kong, dedicating to the development and marketing of health-care products.



#### 1993 First Manufacturing Plant In 1993, Kunming Jiwa was established as a Sino-foreign co-operative joint venture. In 1994,

Kunming Jida formally commenced the manufacturing and sale of pharmaceutical products in the PRC.



#### 2003 Listing on the Main Board of the Hong Kong Stock Exchange

The Group's shares were listed on the Main Board of the Hong Kong Stock Exchange Limited on 14 October 2003 which provides an additional source of funding for the Company's development. The Group had a successful listing and received 174.9 times over-subscription of the public offer shares.



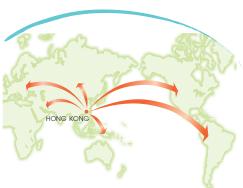
#### 2004 Manufacturing Base

In May 2004, the Group's state-of-the-art production complex at the High-Tech Industrial Development Zone of Kunming City started operation. With a gross area of approximately 38,000 square meters, the plant is well equipped with advanced technology and meticulous internal controls.



#### 2005 Acquired Pharmaceutical Bulk Material Manufacturing Plant

In May 2005, the Group set up Jiangsu Jiwa Rintech Pharmaceutical Company Limited in Jiangsu through acquisition. Targeting for FDA and SFDA approvals, this plant will become the Group's bulk manufacturing centre.



#### 2008 Go International

In 2008, the Group established and implemented international market development strategies, gradually expanding the international market with a cornucopia of competitively priced quality pharmaceutical bulks and finished products.



### **CONTACTS**

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#### Manufacturing Bases

#### Kunming Jida Pharmaceutical Co., Ltd.

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#### Jiangsu Jiwa Rintech Pharmaceutical Co., Ltd.

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