Jingfeng Pharmaceutical — not only providing quality products
Company Profile

Professional pharmaceutical manufacturer

Focus on prescription drug

Outstanding for marketing and product competence

Currently composing full health industry layout

China based International enterprise

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Chinese Booming Medical and Pharmaceutical Market

Market Size in 2020
RMB 8 Trillion

- Medical Device: RMB 1.0 Trillion (13%)
- Pharmaceutical: RMB 2.4 Trillion (30%)
- Medical Service: RMB 4.6 Trillion (57%)

Market Size in 2014
RMB 3 Trillion

- Medical Device: RMB 0.3 Trillion (10%)
- Pharmaceutical: RMB 1.2 Trillion (40%)
- Medical Service: RMB 1.5 Trillion (50%)

2 Growth Path for the Industry
- Reform brings opportunity, rapid upward trend with enormous fluctuation
- Stable Growth

CAGR 20%
Rapid Growth in each Unit of Chinese Medical and Pharmaceutical Market

In the future 6 years, pharmaceutical unit is expected to grow with CGAR of 12%. Meanwhile, the medical device and service units will have even stronger growth.

12%
New Trends in Chinese Medical and Pharmaceutical Market

- Platformization, Mobile Internet, Big data

Gene Sequencing & Precise Medicine

Innovative Equipment

Wearable Device

Big Data

mHealth
目录 Contents

1. Chinese Medical Industry
2. Jing Feng Product and R&D
3. Jing Feng History & Structure
4. Jing Feng Market Size and Strategy
Jing Feng’s History

Dec, 2009

• Former founder and chairman of Guizhou Yibai Pharmaceutical Mr. Ye Xiangwu acquired Yibai’s subsidiary Baijiayi Pharmaceutical

2010-1-23

• Establishment of Shanghai Jingfeng

Approve listed by China Securities Regulatory Commission

2014-11-26

2010 Revenue : RMB 0.42 Billion

2014 Revenue : RMB 2.26 Billion

Founder Team

2014-11-26

000908.SZ

Jing Feng’s History

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Jingfeng Pharmaceutical Shareholders

【Fortify Foundation• Survival and Development】 Management Conference——2015
In the past 5 years, Jingfeng’s revenue has grown from RMB 0.37 billion to almost 2 billion, with a CAGR of 39.6%, far more than the average.
In the past 5 years, Jingfeng’s net profit has grown from RMB 20 million to over RMB 240 million, with a CAGR of 61.6%.
Jing Feng Subsidiaries Structure

Jing Feng Pharmaceutical

- **Biologics Production Base**: Shanghai Jing Feng
  - 4 GMP Production Line

- **Injection Production Base**: Guizhou Jing Feng
  - 5 GMP Production Line

- **TCM extraction and preparation Production Base**: Guizhou Jing Chen
  - 3 GMP Production Line

- **Chemical Generics Production Base**: Hainan Jin Rui
  - 4 GMP Production Line

- **Liposome Production Base**: Dalian Jin Gang
  - 3 GMP Production Line

- **APIs Production Base**: Haiman Hui Ju
  - 1 production line qualified by CFDA, FDA, EDQM

- **Sodium Hyaluronate Series Production Base**: Hangzhou Jia Wei
  - Medical Device production line

- **Jingfeng strategy into Medical care test ground**: Dalian Jin Gang
  - Haiman Hui Ju
  - Hangzhou Jia Wei
  - Shanghai Jing Feng
  - Guizhou Jing Feng
  - Guizhou Jing Chen
  - Hainan Jin Rui
  - Dalian Jin Gang
  - Haiman Hui Ju
  - Hangzhou Jia Wei
  - Jinsha Hospital

Jing Feng Subsidiaries Structure

Biologics Production Base

Injection Production Base

TCM extraction and preparation Production Base

Chemical Generics Production Base

Liposome Production Base

APIs Production Base

Sodium Hyaluronate Series Production Base

Jingfeng strategy into Medical care test ground
Shanghai Jingfeng Pharmaceutical
(Biologics Production Base)

Acquired by Jingfeng in 2009, head office located on Time Square in Pudong District and factory in Luodian Town, Baoshan District, Shanghai. It covers an area over 78000 m² with 4 GMP production lines and 879 employees (including 600 people from sales and marketing department). Main products are Sodium Hyaluronate Injection, Analgesic Active tincture, API and etc.
Guizhou Jingfeng pharmaceutical (Injection Production Base)

Acquired by Jingfeng in 2010, located on No.158, Gaoxin Rd, Wudang district, Guiyang city, covered nearly a 20000 m² area with 5 GMP production lines and 483 employees. Main products are Shenxiong Glucose Injection, Lemai Pill, Rooster Pill, Naloxone Hydrochloride Injection and etc.
Guizhou Jingchen pharmaceutical (Production Base)

Acquired by Jingfeng in 2013, production base located in Xiuwen pharmaceutical industrial park Guiyang, covered a 100,000 m² area with 3 GMP production lines and 305 employees. Main products are Xinnaoning capsule, Ditong capsule, Fuping capsule, Xiaoyan Lidan capsule, Ertong huichun granules and etc..
Hainan Jinrui Pharmaceutical

(Chemical Generics Production Base)

Acquired by Jingfeng in 2014, production base is in the free trade zone Haikou City. It owns 4 GMP production lines and 241 employees. Main products are Irinotecan Hydrochloride Injection, Oxaliplatin for injection, Lornoxicam for injection, Ifosfamide for injection and etc..
Acquired by Jingfeng in Feb 2015, the production base is located in Dalian City Liaoning Province covered a 40,000m² area with 3 GMP production lines and 470 employees. Main products are Elemene injection and oral liquid, Xuekang oral liquid, Jingling oral liquid and etc.
Wisdom Pharmaceutical

(APIs Production Base)

Acquired share by Jingfeng in 2012. There are three factories which covered areas of 34632 m², 57276 m² and 33300 m². Main products are API, Pharmaceutical Intermediates and etc. The company is certificated ISO9001:2000 R&D management of qualification system by British Norway classification society. Six production lines are qualified by CFDA, FDA, EDQM standard and one line certificated by Chinese veterinary drug qualification management system.
Acquired shares by Jingfeng in 2014, located in Xihu district, Hangzhou, Zhejiang province. It owns 131 employees and medical device production lines qualified by ISO9001, ISO13485 and CE. The annual production is over 1.8 million units. Main products are Joint function improving agent, Anti-adhesion barrier agent, Visco-elastic protective agent, Sodium hyaluronate and In vitro diagnostic reagents.
Acquired by Jingfeng in 2014, also known as Chengdu women and children’s hospital. It is a grade 2A hospital authorized by the national health administration. It is a non-profit hospital, member of the 120 emergency network, designated district health insurance unit and designated children’s hospitalization fund hospital in Chengdu. It is the first benefaction people hospital in Qingyang district as well.
Jing Feng's Product Portfolio

• Jingfeng manage to design products with large market as key products, featured drugs as main product and supplement with generic drugs

Key products

- Shenxiong
- Elemene Injection
- Elemene Oral Liquid
- Sodium Hyaluronate Injection
- Xinnaoning

Main Products

Xiaoer Huichun, Peimei etc.

Active tincture

Ditong Capsule

Lemai Pill

Fuping Capsule

Reserve Products

- Astragaloside IV
- HA1、HA2
- AAFP
- JZB01、02、03、04

Supplementary products

- 8 featured drugs
- 30 generic drugs
- Featured devices

The generic drugs already on the market and other products in total of 20
Jing Feng's Intellectual Property

- 239 Patent Applications
- 131 Patents Authorized
- 105 Patents for Invention
- 6 Assigned Patents
- 214 Registered Trademarks
Jingfeng R & D system—R & D Platform and Main Cooperation Companies

3 Networks
- National market access network
- National drug administration network
- Provincial market access network

2 Expert Base
- National drug administration expert base
- National directory expert base

Jingfeng Technology Platform
- Liposome Platform
- Pronucleus and eukaryon systems
- Asymmetric synthesis platform

Jingfeng Acquiring Plan
- Class 1.1 new drug: 1-3 products
- Class 3.1 generic drug: 5-8 products
- Biological drug: 2-4 products
- Class 3.1 (antineoplastic) drug: 2-3 products
### Jingfeng R & D Platform and Division

#### R&D team
- Jingfeng technology center
- Jingze Biotech
- Jingrui Pharmaceutical
- Wisdom Pharmaceutical
- Shanghai Kexin Pharmaceutical

#### R&D Coverage
- Project overall planning, big projects R&D
- Biologic generic drug and biologic ingredients
- Chemical generic drug
- Chemical APIs and intermediates
- Biologic innovative drugs
Shanghai Jingze Biotech-Development Positioning

- Chemical drug Cooperative Development Platform
- Biomaterial Product Development Platform
- Innovative Pharmaceutical Preparation Development Platform
- Antibiotic drug Development Platform
- Protein drug Development Platform
- Biotechnology Service Platform
Shanghai Jingze Biotech-Research Team

**Research Team**

- R&D team of almost 70 people in chemistry, biology and preparations technology
- Bring several Chinese professional talents into the team
  - Sun Haisheng, vice president in Jinghua Pharmaceutical Group Co., Ltd; former director of Yangzi River Pharmaceutical Group Medical Research Laboratory
  - Gan Li, former Shanghai medical researcher in Chinese Academy of Sciences; one year working experience in CFDA CDE.
  - Zhang Qingyi, over 20 years working experience in 3SBIO and other companies in the industry; rich experience in bio-pharmaceuticals and international register.

**Production & Research Cooperation Platform**

- Engage academician of Chinese Academy of Sciences Fu Xiaobin as chief scientist
- Engage national pharmaceutical assessment lead Xi Yanfei as counselor to fully support R&D
- Establish "Tissue repair materials engineering technology innovation center" with China West Normal University

Annual investment 10 million from Xihua University to build experimental lab facility occupied 3000 m2; 4 doctors and 8 assist researchers are fully supporting innovation project development of Jingze
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Legend:
- **NDA**: FDA New Drug Application
- **phase III**: Clinical Trials
- **phase II**: Clinical Trials
- **phase I**: Clinical Trials
- **IND**: Investigational New Drug
- **CMC & preclinical**: Preclinical and Manufacturing

Shanghai Jingze Biotech Products under Research

- **Biopharmaceuticals**
  - PDGF-BB
  - PEG30-G-CSF
  - EGFR
  - FSH
  - BNP
  - VEGF-Trap AMD
  - VEGF-Trap Oncology

- **Medical Devices**
  - Collagen Wound Membrane
  - Collagen Dura Substitute Membrane
  - bFGF/collagen complex
  - PDGF/collagen/HA complex
  - HA Aesthetic Dermal Filler for Wrinkle and Folds
  - Lidocaine/HA Aesthetic Dermal Filler for Wrinkle and Folds

- **CRO**
  - Avastin
  - Humira

- **Research Timeline**

- **2015**
  - JZB02: PDGF-BB
  - JZB03: PEG30-G-CSF
  - JZB04: EGFR
  - JZB06: FSH
  - JZB01: BNP
  - JZB05-I: VEGF-Trap AMD
  - JZB05-II: VEGF-Trap Oncology

- **2016**
  - JZM01: Collagen Wound Membrane
  - JZM02: Collagen Dura Substitute Membrane
  - JZM03: bFGF/collagen complex
  - JZM04: PDGF/collagen/HA complex
  - JZM05: HA Aesthetic Dermal Filler for Wrinkle and Folds
  - JZM06: Lidocaine/HA Aesthetic Dermal Filler for Wrinkle and Folds

- **2017**
  - JZS01: Avastin
  - JZS02: Humira
Project Co-operation: SIMM Nano Drug & TDDS Lab

Yaping Li:
Research team leader, PhD supervisor, Director of pharmaceutic preparation lab, 973 program chief scientist, Distinguished Young Scholars, Chinese Academy of Science Hundred-Talent Program

Research Field

1. Drug nano release system of anti-tumor metastasis and reversal of drug resistance
2. Nanotech increase of indissoluble drug oral absorption
3. Nucleinic acid drug nonviral vector and delivery system
4. New drug dosage form and preparation R&D

Research Results

- Adv Mater 4 articles
- Nat Med 1 article
- Adv Drug Deliv Rev 1 article
- ACS Nano 2 articles
- JACS 1 article
- Adv Funct Mater 8 articles
- Small 4 articles
- J Control Release 10 articles
- Biomaterials 22 articles
- SCI 120 articles, IF > 5, > 60%

- “Hot paper”
- “Top 10 paper”
- “Most accessed articles”

9 new drug certificate, 4 Clinical Trial Authorization, 3 CFDA NDA

60 patent application, 20 authorized, 12 transferred
Wisdom Pharmaceutical Co., Ltd

**Research Team**

**Xiaolong Qiu**: Wisdom Pharmaceutical R&D vice president, Doctor of Shanghai Institute of Organic Chemistry CAS, post-doctor from University of California, Irvine, breast cancer R&D project researcher of US Department of Defense in 2006-2010, has great achievement in fluorine chemistry.

Wisdom owns a professional R&D team of 50 persons, including 4 PhDs and 10 masters.

**Service Category**

- Blood and Blood Vessel
- Anti-cancer
- Diabetes
- Antibiotics
- Digestive System
- Analgesic
- Anti-Virus
- Flubiprofen
- Flupirtine Maleate
- Entecavir
- Moxifloxacin
- Alogliptin
- Linagliptin
- Dronedarone
- Fosaprepitant
- Aprepitant
- Benazepril
- Clinofibrate
- Tirofiban HCl
- Fasudil HCl
- Dronedarone
- Linagliptin
- Alogliptin
- Moxifloxacin
- Lamivudine
- Entecavir
- Flunitrazepam
- S-Omeprazole
- Flurbiprofen
- Flurbiprofen axetil
- Omeprazole
- Sotaflurin
- Xilazine
- Dexamethasone
- Zonisamide
- Fosaprepitant
- Aprepitant
- Benazepril
- Clinofibrate
- Tirofiban HCl
- Fasudil HCl
- Dronedarone
- Linagliptin
- Alogliptin
- Moxifloxacin
- Lamivudine
- Entecavir
- Flunitrazepam
- S-Omeprazole
- Flurbiprofen
- Flurbiprofen axetil
- Omeprazole
- Sotaflurin
- Xilazine
- Dexamethasone
- Zonisamide
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- Flunitrazepam
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- Flurbiprofen
- Flurbiprofen axetil
- Omeprazole
- Sotaflurin
- Xilazine
- Dexamethasone
- Zonisamide
- Fosaprepitant
- Aprepitant
- Benazepril
- Clinofibrat
Wisdom Pharmaceutical Co., Ltd—Production Workshops and Facilities

Two Plants (total 7 workshops) are running:

- **Intermediate Plants**
  - 3 unit, scale (50L-5000L)

- **GMP Plants**
  - **IND/NDA Reg**
    - 1 unit, scale (100L, 200L)
  - **Commercial**
    - 2 unit, scale (500L-3000L)
    - 1 unit, scale (10L, 20L, 50L)

The 3rd new Plant is available:

- **Commercial**
  - 2 unit, scale (2000L, 5000L)
  - 3 unit,
    - 1 × 1500L/200L, 1 × 3000L/500L are under installation
  - 2 unit,
    - 1 × 500L/100L, 1 × 200L/50L are under installation

7 GMP Lines

Anti-cancer APIs
Hainna Jinrui Pharmaceutical Co., Ltd

Dedicate in antineoplastic, diabetes, CVD and other chronic diseases drugs research and development -71 projects of new drugs established, 48 new varieties registered and declared, 21 new drug production licenses and 3 clinical trial permissions

**R&D Mode**: Combination of Independent and Joint R&D Mode

Rely on enterprise R&D center cooperation with 12 universities and institutions to complete project linkage, build technology innovation and result transform systems

**Core Competence and Technology Platform**

Preparation transform application, Project management and linkage capability, enterprise R&D center craft prescription, crystal form particle size research etc.

**Research Team**

Team size of 40 person, 1 PhD, 1 master, 19 Bachelors, 9 person withhold above senior professional titles

**Patents**

68 patent applications, national patents for invention authorized, 8 patent acceptance notices
Contents

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Jing Feng’s Market Core Competence

1. Market Network Basis
2. Market Access Capability
3. Market Trend Judgement and Competitive Marketing Model
4. Professional Academic and Promotion Ability
5. Elaborate Effective Information Management System
6. Stable Sales Team and Powerful Execution
Jing Feng's Market Scale

**High Medicare marketing share of Jingfeng main products:**
- Shenxiong Glucose Injection: 27 Medicare provinces (city Medicare in Hebei and Shandong), 4 non Medicare provinces (Beijing, Shanghai, Hunan and Xizang)
- HA: National Medicare Grade B, Medicare No.1046
- Xinnaoning: National Medicare, Medicare No.400
- Elemene (Injection and Oral liquid): National Medicare, Medicare No.475

- Sales team of 1400 persons
- Marketing access team of near 30 persons
- Cover 7000 hospitals
- Over 3200 cooperators
- 1900 business channels
- 100,000 doctors
- 3 million patients
Jing Feng’s Market Leadership——Professional Academic Events

- 2014 Chinese Hospital Association Hospital Management Seminar
- Decode Huax Hospital Director Symposium
- America Mayo Clinic Conference
- Tianjing Base Hospital Symposium
- Rainbow Project Hangzhou Station
- CMOH Prevention and Control System of Chronic Diseases Symposium
- Meeting Jingfeng Guizhou Conference
- Shanghai Mayo Clinic Conference
- CMA Magazine Manuscripts Review Expert Training

Jing Feng’s Academic Events
Jing Feng’s Market Leadership——Elaborate Effective IMS

Jing Feng’s CRM system core objectives:

**Client Resource Integration**

- Business Channels
- Terminal Clients
- VIP Clients

**Data Path Control**

- Pharma Production
- Tier I Distributor
- Tier II Distributor

**Marketing Efficiency Improve**

- Client Resource
- Integration
- Data Path Control

**Input-Output Rationalization**

- Budget
- Plan
- Accrual
- Usage
- Audit

**Key Objectives**

- Data Path Control
- Client Resource Integration
- Marketing Efficiency Improve
- Input-Output Rationalization
Jingfeng’s Developing Strategy

**Biochemical medicine enterprise cluster**
1. Group over 10 enterprises
2. Full industry chains combination including chemical agent & ingredients, injection, biological drug and etc.
3. Integration of R & D, production, sale and service.
4. Overall arrangement of both international and domestic
5. Goal on 2020 is over 6 to 8 billions

**Medical treatment & health enterprise cluster**
1. 20,000 sickbeds in total
2. Cover regional medical groups and national special hospitals chain
3. Focus on special hospital and support
4. Integration of training, learning, clinic and R & D
5. Integration of cooperated with both domestic and international
6. Combination of rentability and non-profit
7. Combination of stock holding and

**Medical instruments enterprise cluster**
1. Group over 10 enterprises
2. Combination of medical instruments, diagnosis and treatment instruments
3. Mainly focused on med-high production
4. Overall arrangement of both international and domestic
5. Integration of R & D, production, sale and service.
6. Goal on 2020 is over 2 to 3 billion

**Chinese medicine enterprise cluster**
1. Group over 10 enterprises
2. Full industry chains combination including Chinese medicine preparation, cancer adjuvant therapy, planting of traditional Chinese medicinal materials, Chinese herbal medicine, health care products and etc.
3. Integration of R & D, production, sale and service.
4. Overall arrangement of both international and domestic
5. Goal on 2020 is over 6 to 8 billions
Jing Feng's Innovative Orientated Strategy

**New Dosage Form and Technique**
- Nano-liposomes
- Sustained Release

**Biological & Innovative Drugs**
- Jingze Series
- Exclusive innovation Drugs
- Featured first generic drug

**Innovative Medical Device**
- Cardiovascular
- Rehabilitation
- Surgery
- Innovative Diagnose Equipment
- Biological Material
- Drug and device combination
- Wearable Device

**Internationalization**
- ANDA
- Ordinary generic drugs
- More APIs (DMF)

**Gene Sequencing (NGS)**
- Heredity
- Reproduction
- Pathopoiesia
- Precise diagnose
- Screening

**Immunotherapy**
- TCR
- CAR-T
- Immune checkpoint monoclonal antibody (PD-1, PDL1)
Jing Feng Group Goal—Leading Company of the Big Health Industry

Existing Drug and New Product Direction

Bio-chemicals
- APIs
- Chemical Drugs
- Biological Drugs
- Injections

TCMs
- Chinese patent drug
- Formul granules
- Chinese Herb and decoction pieces
- Tumor TCM injection

Shared Resources
- HA drug and device combination series
- New technic device series
- Innovative technology (e.g., Gene sequencing)
- Regional Medical (Sichuan)
- Regional Medical (Guizhou)

Devices
- HA drug
- Biological Drugs
- Chemical Drugs
- Injections

4 Clusters
- Diagnose Series
- Regional Medical
- TCMs
- Hospitals

4 Key Capabilities: Strategy, Talents, Management and Capital

DOMeStic and oversea joint operation

(Internet) Healthcare Service joint operation

Chronical Disease
mHealth
Retirement Industry
Food Cosmetics

Regional Medical (Guizhou)

Regional Medical (Sichuan)

Department trusteeship

Diagnose Series

Chain (gynecology and obstetrics)

Chain (ENT)
Adjust to Industry Revolution, Create Life Value

- Wider ecological connection
- More open company resources
- More optimized working Path
- Stronger customer orientation
- More sublime working mission
唯高，愈远
登峰，揽景。