Part I. Introduction of GUILIN PHARMA
GUILIN PHARMA OVERVIEW

- Founded in 1958

- One of the largest pharmaceutical companies in Guangxi province, China

- Acquired by Fosun Pharma in Dec., 2003

- China’s LARGEST artesuante manufacturer with a MOST integrated artemisinin industry value chain

- The ONLY pharmaceutical company in China passed WHO Pre-qualification

- Produces more than 200 medical products including:  
  tablets, capsules, injections, biological products and bulk pharmaceuticals, etc.
OUR STRENGTH

We are
experts in anti-malarials
among the first class in the field of antibiotics in China
among the first class in the field of gastrointestinal drugs in China

R & D
Manufacturing
China Market
Global Market
 OUR KEY PRODUCTS

Artesun®  Artesunate for Injection

ARSUAMOON®  Artesunate Tablets + Amodiaquine Tablets

ARTECOSPE®  Artesunate Tablets + Sulfadoxine/Pyrithiamine Tablets

D-ATEPP®  FDC of Dihydroartemisinin and Piperaquine Phosphate Tablets

Artesun-Plus®  Artesunate–Amodiaquine Tablets

BUMED®  Bumetanide Tablets

MACROCIN®  Roxithromycin Tablets

FLOXIN®  Flucloxacillin sodium for injection
Artesunate Quality Standards in USP

Artesunate API and Artesunate Tablets have been listed in USP monographs.
ARTEMISININ INDUSTRY CHAIN

- Seeds selection
- Extraction and Semi-synthesis of Artemisinin
- Artesunate for injection

HERB

API

ACT

- Cultivation
- APIs based on Artemisinin
- ACTs

- A most integrated artemisinin industry value chain
- A devoted R&D team for new drug development
OUR ANTI-MALARIAL PRODUCTS

- ARSUAMOON: AS tablet + AQ tablet
- ARTESUN-Plus: FDC of AS/AQ

- ARTECOSPE: AS tablet + S/P tablet

- ARTESUN: Artesunate for Injection

- D-ARTEPP: FDC of DHA + PPI
OUR CLIENTS

NGOs
- MEDICINS SANS FRONTIERES
- UNICEF
- The Global Fund
- The University of York

Procurement Agents
- Mission Pharma
- IDA

R & D Institutes
- MMV
- Medicines for Malaria Venture
OUR FACILITIES

The ONLY pharmaceutical company WHO Pre-qualified in China

- Leading manufacturing site with cGMP in China
- First-class manufacturing technology in China
  - APIs with high quality
  - Varieties of dosage form
- Several manufacturing line with cGMP

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OUR MISSION

With its advanced technology and low costs, to build Guilin Pharma a pioneer pharmaceutical company with international standards

A leading pharmaceutical company with core competitiveness in the fields of anti-malarials & antibiotics

A healthy company, driven by innovation

Making progress for your health
Part II. Views on Artemisinin Production in 2009-2010 & Forecasts on 2011
Global survey

- The consumption of artesmisinin is about 80-150 ton per year globally.

- Which means about 20,000 tons of Artemisinin raw materials should be produced.

- Equally 150,000 MU of *Artemisia Annua* should be cultivated yearly.

- At present, the current price of artemisinin is about 3,000RMB globally.
Artemisinin profile in China

Largest manufacturer of Artemisinin globally (more than 80% cultivation of *Artemisia Annua* in area size)

100,000 MU in 2010 (Chongqing, Hunan, Guizhou, Guangxi)

The cultivation area size in China decreased significantly in the past 5 years
Reason: overflowed cultivation of *Artemisia Annua* in China in 2006
Current Status and Forecasts of Artemisinin in China

· However, as compared with the past 5 years, the cultivation area size in China decreased significantly. This is because of the overflowed cultivation of *Artemisia Annua.* in China in 2006, as a result, large quantity of harvested *Artemisia Annua.* could not be purchased as planned, and only accumulated numerously with useless, therefore, the price of artemisinin was decreased step by step, and the farmers were not willing to grow the *A. Annua.* positively.

· And in 2008-2009, although the press of overflowed stock of Artemisinin had been relieved slightly, and the price was much more smooth compared with 2006-2007.
• However, in 2010, the stock of Artemisinin is insufficient due to the decreasing cultivation area and extreme terrible weather conditions in China (Snow and rain disasters), which will deduce the significant increasing of price of Artemisinin.

• As the merge of shortage of artemisinin in 2010, the price will be increased significantly, meanwhile, the farmers will not reverse to grow Artemisia Annua. in short period, all these factors will aggravate the shortage of artemisinin in 2011.
THANK YOU!

GUILIN PHARMACEUTICAL CO., LTD.