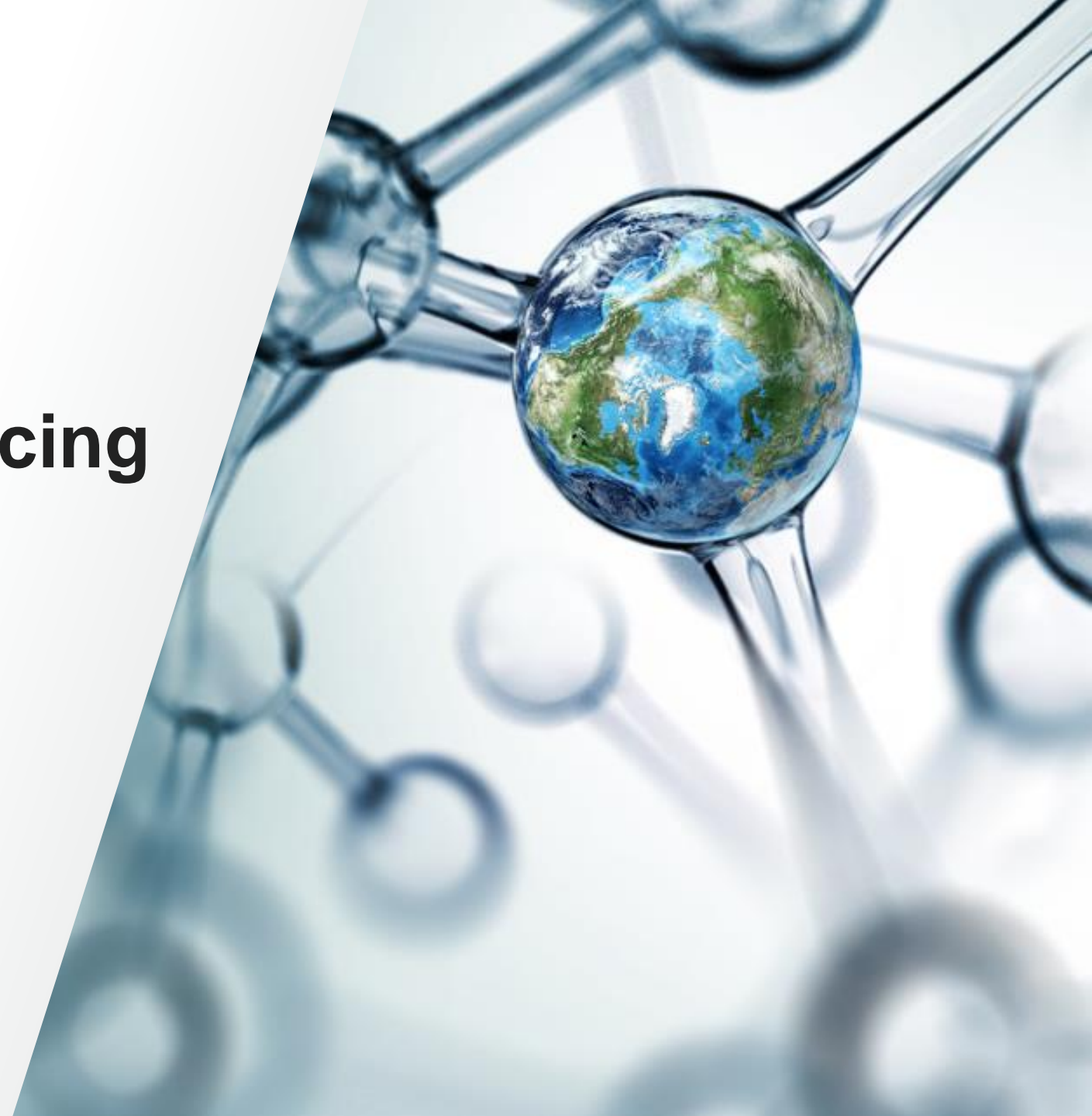


China Comparator Sourcing Introduction

Sunny Wang
Head of China Comparator and Ancillary Sourcing

14 Nov 2023 Shanghai
16 Nov 2023 Beijing

 The world leader in serving science



Agenda

1 China Clinical and Drug Supply Market

2 China Sourcing Capability

3 Successful Story

4 Q&A



China Clinical & Drug Supply Market

China – Powerful market for comparator sourcing

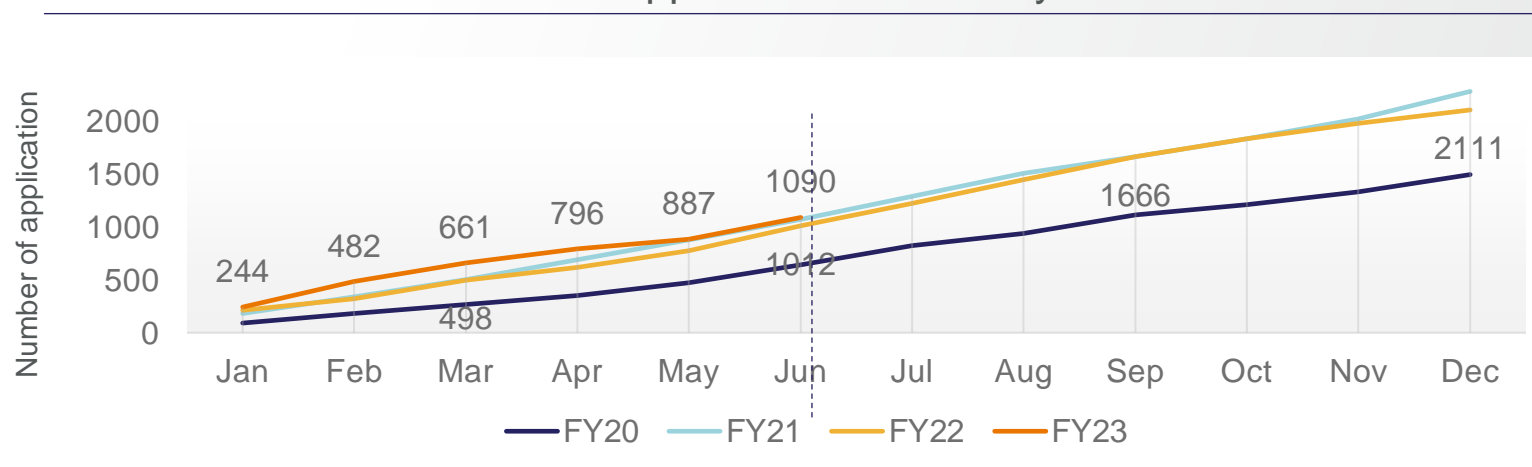
The rapid development of clinical trials in China brings huge demand for comparator sourcing.

NEW Local reform	26.5% global CT in China	2.2 billion Hospital visits every year
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200
New drugs every year

Bio - drugs
in the focus

IND Application received by CDE






New innovator drugs approved to register in China 2020-2023 (YTD)



Main player in China drug market

Intense competition, mixed fish and dragon

	Integrated service provider	1 st tier wholesaler	Retailer	New comers
 Typical company	Thermo Fisher Catalent	Sinopharm SHP CR	Jointown	Cold chain company/imp & exp agent
 Advantage	Global network QA assurance Rich experience on full clinical services	Lower price	Flexible	Well know clinical trial or particular field
 Weakness	Higher price	Extensive management Lack of clinical awareness Product category limitation	Qty limitation QA and compliance uncontrollable	Unable to understand market changes in real-time No wide sourcing network

China Sourcing Capability

China local sourcing strategy

MAH authorized wholesaler

- Safest and shortest supply
- less interrupt risk in the supply
- Single batch and large quantity
- CTA and synopsis must be needed
- Usually price is cheaper.

Best sourcing strategy based on trial specifics like:


- CT data available
- Timelines
- Study duration
- Quantities
- Price

Pharmacy


- Short lead-time without MAH approval
- Small quantity
- Not disclosing study data


CoA, FCS pedigree and temperature data can be provided by both wholesaler and pharmacy.

Local challenges and Thermo Fisher approach

 Strict process and high-quality standards

 Attractive payment solutions for foreign companies

 Time efficiency through multi-channel sourcing strategies

 Provide diverse documents and value-added services to comply with requirements of CT



Counterfeit drugs



Short lead time and stable supplies



Buy local pay global



Data integrity

Thermo Fisher can decrease local sourcing challenges while ensuring high quality standards and flexible solutions for global and local clients

We understand the entire process of clinical supply and are familiar with the Chinese drug market

Over 10 years of local sourcing experience and established supply network covering all of China Mainland.

Depots located in Northern and Eastern of China



Specialized and dedicated employees



Approved suppliers



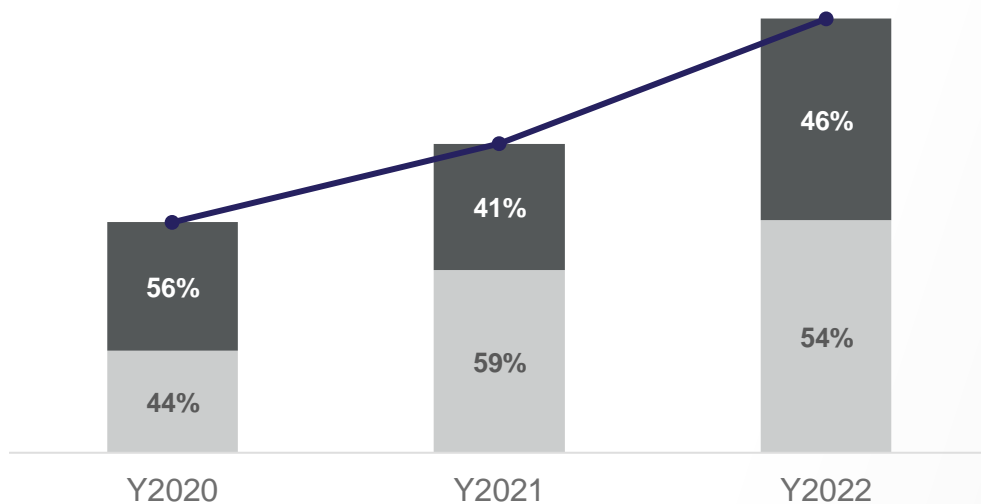
Customers served since 2016



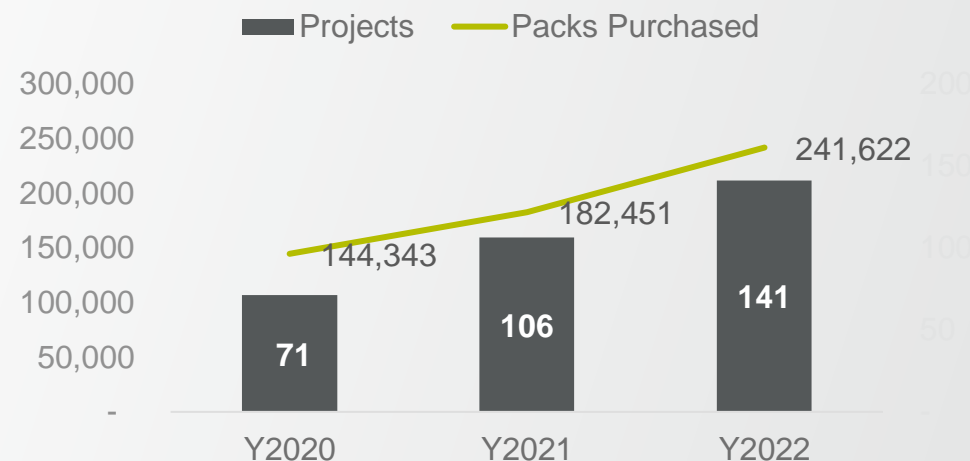
Drugs successfully purchased since 2016



Global Account Local Bio-tech Total

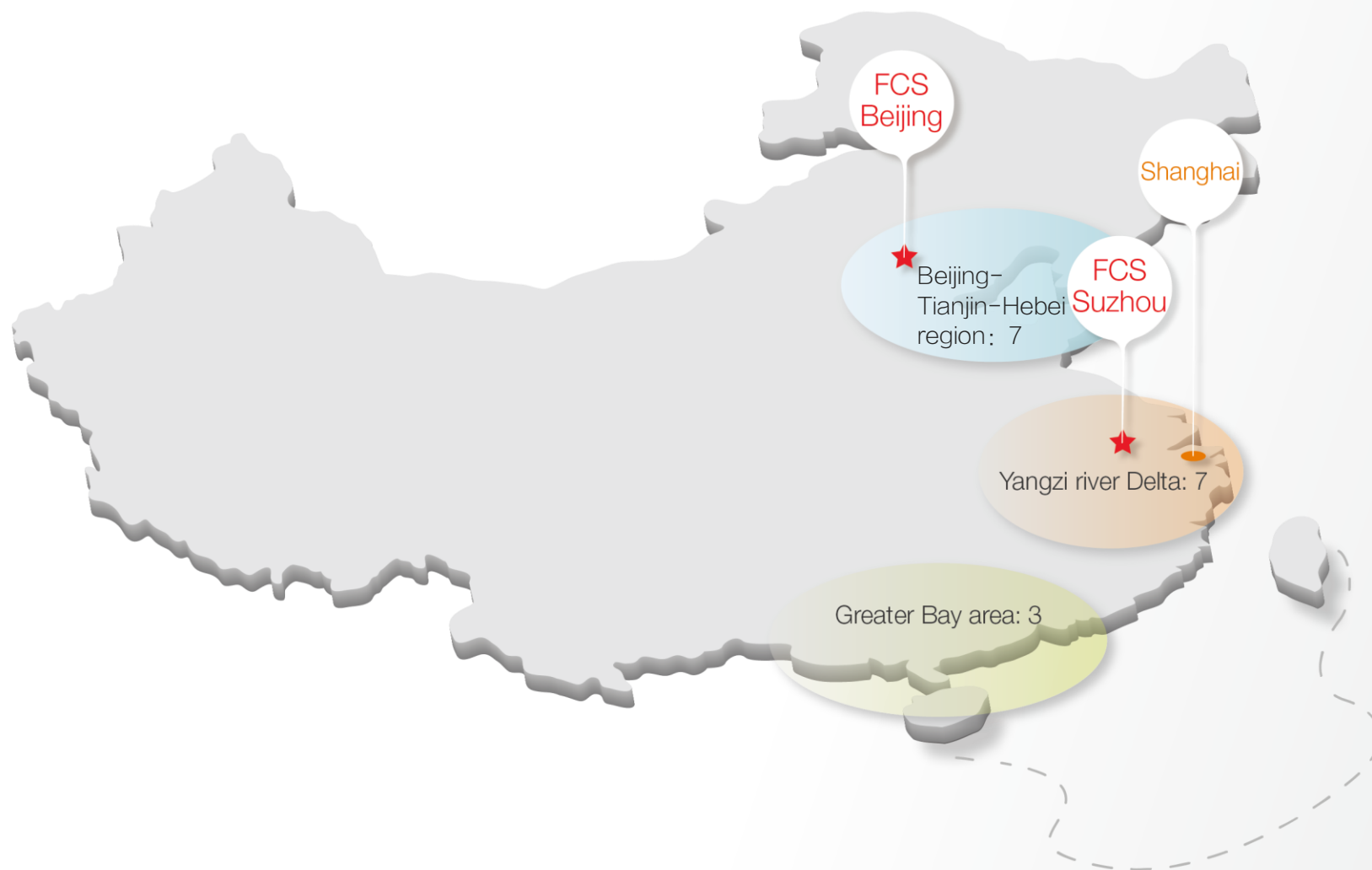


Packs of Drug Purchased and used in Clinical Trials



Sourcing footprint in China

A national network with flexible and quick response to provide reliable and cost-effective sourcing.



Top 10 Brand

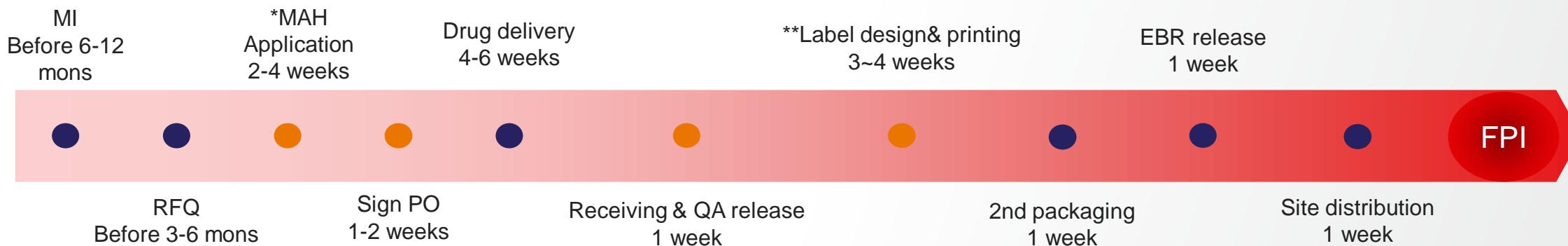
KEYTRUDA®	MSD	MABTHERA®	Roche
IMFINZI®	AZ	TAXOTERE®	Sanofi
Avastin®	Roche	ELOXATIN®	Sanofi
IBRANCE®	Pfizer	EYLEA®	Bayer
ZYTIGA®	J&J	TEMODAL®	MSD

Top 10 Generic

Pemetrexed Disodium for Injection	Qilu
Bevacizumab Injection	Qilu
Paclitaxel Injection	Haikou Pharma / Jiangsu ASK / Wuxi Taxus
Docetaxel Injection	Sichuan Huiyu / Jiangsu Hengrui
Paclitaxel for Injection	Qilu / SJZ Ouyi
Carboplatin Injection	Qilu
Mecapegfilgrastim Injection	Jiangsu Hengrui
Polymyxin B Sulfate for injection	Shanghai No.1 Bio-Pharma
Fluorouracil Injection	Tianjin KingYork / Guangdong Lingnan / Shanghai Xudong Haipu
Gemcitabine Hydrochloride for Injection	Qilu / Jiangsu Hansoh

Transparent lead time and diversified value-added services

Ensuring quality, timely supply, and efficient communication are the same goals we pursue with customers.



Before shipment arrival

- Packaging insert (CN)
- Imported drug license
- Local drug registered doc
- Pharmaceutical Production License for Chinese manufacturer
- Sample COA

After shipment arrival

- 6-sides picture
- CoA
- FCS pedigree
- Temp data

Other value-added services

- Pack dimension, if needed
- TE assessment
- Translation (chargeable)

Successful Story

Local sourcing in China - case study

Logistics optimization: Increased visibility and control leads to reduced cost and supply chain risk

Goal



- To find a sourcing partner who familiar with Chinese drug market, through local sourcing to avoid import customs delay while saving costs.

Challenge



- Lack of information of Chinese market
- A big gap between global standards and the services level of most local drug suppliers.

Expectations

- Reduce and stabilize cycle time from order to delivery
- Collect more drug supply information during selection stage
- Maximize visibility, control, quality
- Reduce burden on the sponsor's internal study management group

Solution



Collaboration - be involved 1-2 years before FPI, continuously updating market dynamics, keep real-time and transparent communication



Management - Fully understand the subsequent packaging requirements and aim to support the final site distribution in drug and document delivery.



Optimization - Keep optimizing the process of procurement, receiving, inspection, document processing, and KPI evaluation, adapt to the constantly evolving business changes of customer

Result

- Maintain the On Time Delivery over **98%** year-around
- Sourcing volume has increased from less than **50,000** packs in 2020 to more than **100,000** packs in 2022.
- Saving the labor cost, only **2.5 FTE** is taking charge of more than **40** active studies.

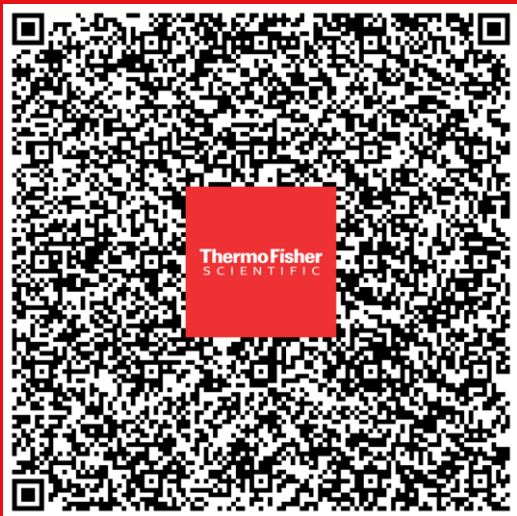
Wrap up

✓ Comparing with CRO, We know **Drug** better;

✓ Comparing with drug wholesaler, We know **Clinical Trials** better;

✓ Contact me:
sunny.wang@thermofisher.com





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Q&A



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