

# 108年度法人說明會



科妍生物科技股份有限公司  
SciVision Biotech Inc.

研發部  
陳俊彰 博士

# 免責聲明

本簡報及同時發佈之相關訊息所提及之預測性資訊包括營運展望、財務狀況以及業務預測等內容，乃是建立在本公司從內部與外部來源所取得的資訊基礎。本公司未來實際所可能發生的營運結果、財務狀況以及業務成果，可能與這些明示或暗示的預測性資訊有所差異。其原因可能來自於各種因素，包括但不限於價格波動、競爭情勢、國際經濟狀況、匯率波動、市場需求以及其他本公司無法掌控之風險等因素。

本簡報中對未來的展望，反應本公司截至目前為止對於未來的看法。對於這些看法，未來若有任何變更或調整時，本公司並不負責隨時再度提醒或更新。

# 大綱

1. 公司與產品技術介紹
2. 營運現況

# 科技妍科

- 2001年公司成立
- 2013年臺灣證交所掛牌上市 (股票代號1786)
- 公司定位為**專業醫藥級透明質酸高階醫療器材研發生產公司**
- 位於臺灣高雄市前鎮區高雄加工出口區南一路1號與南六路9號
- 遵循醫療器材品質管制系統標準(ISO 13485)、優良製造規範(GMP)、美國食品藥物管理局(US FDA)及國際醫藥品稽查協約組織(PIC/s GMP)等之規範。
- 醫療器材產品年產能1,200萬支針劑



**SCIVISION**  
BIOTECH INC.

# 科妍核心技術



Hyaluronic Acid

透明質酸

Hyaluronic Acid

透明質酸



# 國際合作夥伴



Nestlé  
Skin  
Health



**KALBE**



# 已上市核心產品

應用領域	項目	2018年全球市值	年複合成長率
整形美容	皮下填補劑	16 億美元	9.0 %
老年照護	關節腔注射劑	21 億美元	6.1 %
手術外科	防沾黏凝膠	28 億美元	8.9 %

資料來源：

1. Facial Aesthetics (Botulinum Toxin, Dermal Fillers), GlobalData
2. Hyaluronic Acid Viscosupplementation | Medtech 360 | Market Analysis | Global | 2019 , DRG
3. ANTI-ADHESION PRODUCTS 2012, Global Industry Analysts, Inc.



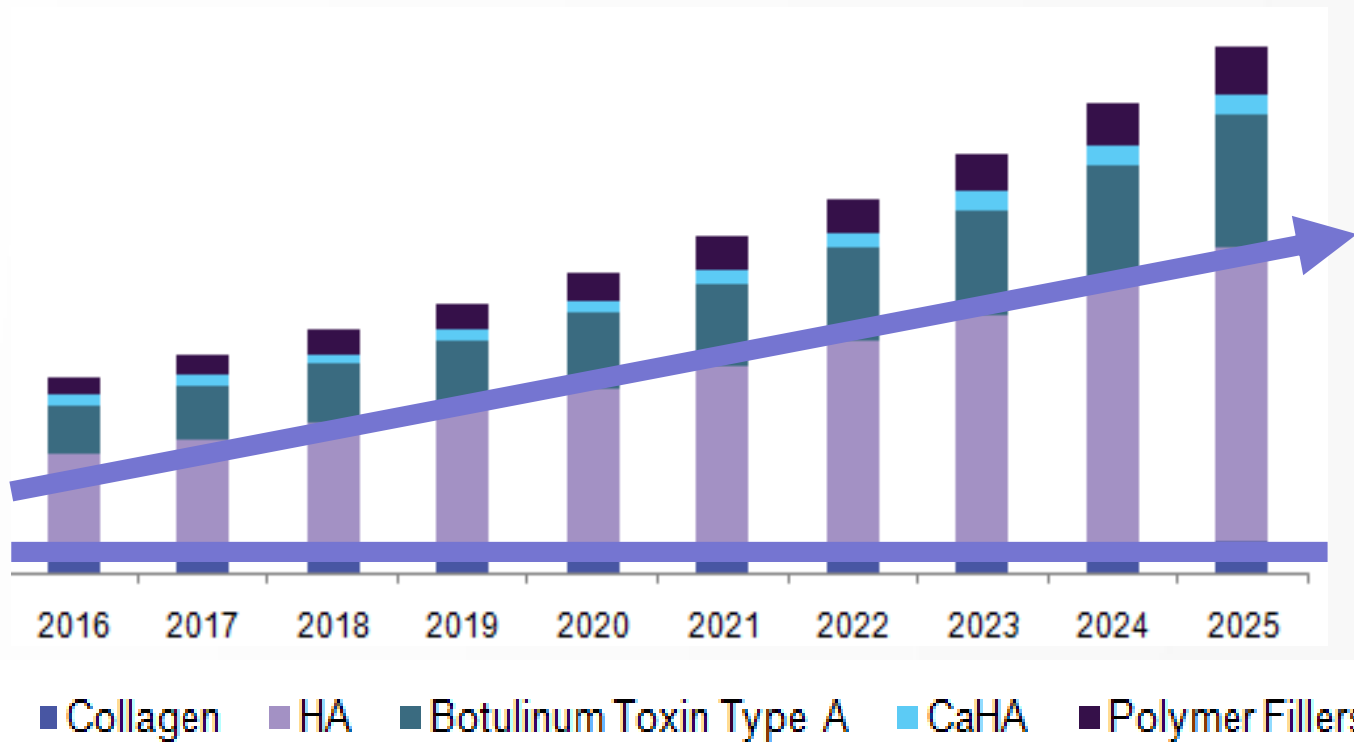
# 整形美容 - 皮下填補劑

恢復年輕與美麗



# 微整形的選擇

透明質酸皮下填補劑是市值最高的微整形的產品



資料來源：Facial Injectables Market Analysis By Product (Collagen, Hyaluronic Acid, Botulinum Toxin Type A, Calcium Hydroxylapatite, Polymer Fillers), By Application (Aesthetics, Therapeutics), By Region, And Segment Forecasts, 2018 - 2025

# 凝膠 vs 顆粒

透明質酸皮下填補劑, 依照產品的膠體型態可分為單相(凝膠)與雙相(顆粒), 各別代表的產品是Allergan的Juvederm與Galderma的Restylane。

Allergan的Juvederm與Galderma的Restylane也是透明質酸皮下填補劑市場的兩大龍頭產品。



單相(凝膠) –  
Allergan的Juvederm



雙相(顆粒) –  
Galderma的Restylane

# 皮下填補劑



ANIMERS LA  
愛兒密絲 輕感

ANIMERS LA  
愛兒密絲 輕感

ANIMERS LA  
愛兒密絲 輕感

單相(凝膠)



Blink Kiss Smile Chic  
HYADERMIS  
Hyaluronic acid-based dermal filler

HYADERMIS

Silk Rouge

FACILLE  
Facial Dermal Implant

雙相(顆粒)

# 皮下填補劑

## ANIMERS LA (凝膠型)

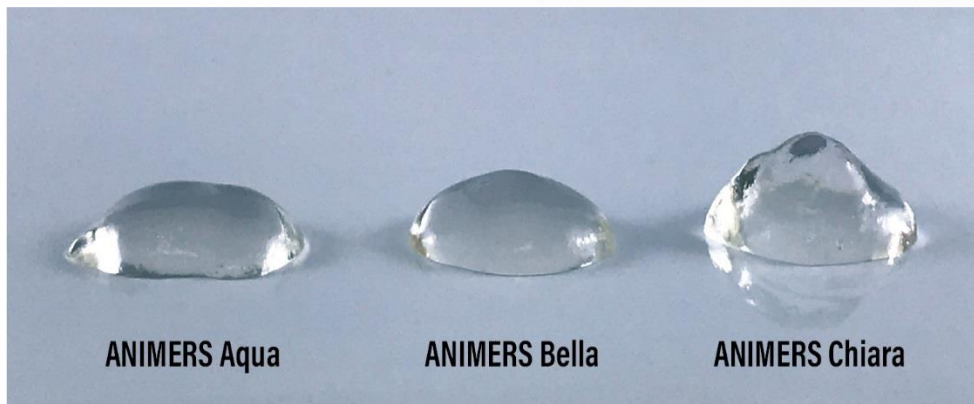
### 產品優勢

- ✓ 安全性高
- ✓ 膠體柔順效果自然
- ✓ 輕鬆操作不費力



# 產品特色

## ANIMERS LA (凝膠型)



ANIMERS Aqua

ANIMERS Bella

ANIMERS Chiara

水嫩

漂亮

閃亮

術前

術後



今年第四季獲得TFDA的銷售許可證  
並將於今年12月在台灣隆重上市

# 皮下填補劑

## HYADERMIS/ FACILLE (顆粒型) HYADERMIS LA/ FACILLE Light

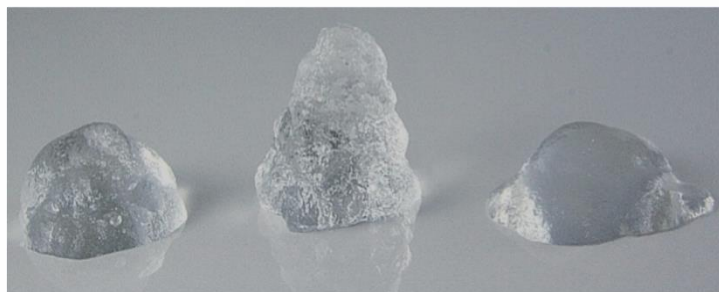
### 產品優勢

- ✓ 安全性高
- ✓ 膠體結構堅固
- ✓ 不易位移
- ✓ 優異粘彈性
- ✓ 有效成分足
- ✓ 抗降解能力佳



# 產品特色

塑形效果佳

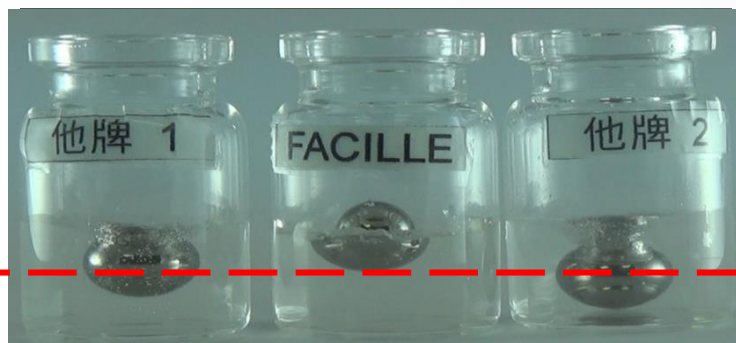


Competitor 1

FACILLE

Competitor 2

不位移



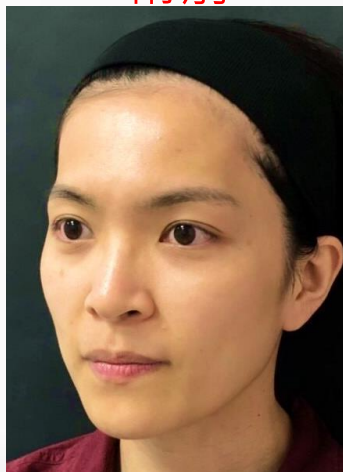
術前



術後



術前



術後





# 與國際藥廠結盟



# 國際期刊的發表

Journal of Cosmetics, Dermatological Sciences and Applications, 2016, 6, 1-8

Journal of Cosmetics, Dermatological Sciences and Applications, 2016, 6, 1-8  
Published Online March 2016 in SciRes. <http://www.scirp.org/journal/icdsa>  
<http://dx.doi.org/10.4236/icdsa.2016.61001>



## A Guide to Cheek Augmentation: Single-Point Deep Injection of Hyaluronic Acid Filler at Midface in Close Proximity to Medial Suborbicularis Oculi Fat (SOOF) Area

Chung-Pin Liang<sup>1</sup>, Haw-Yueh Thong<sup>2\*</sup>

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### Abstract

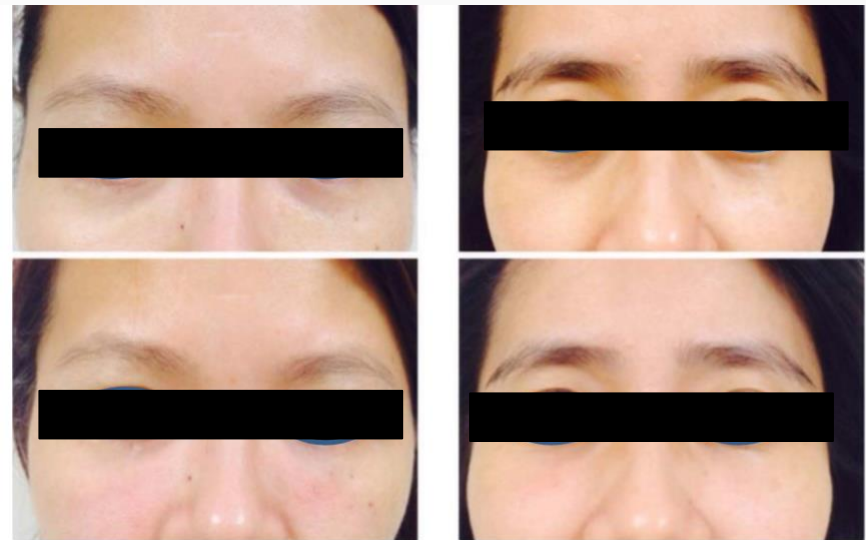
Loss of volume in midface can result in an aged, wasted appearance. Osseous and fat atrophy with aging may further contribute to the loss of soft tissue support and midface ptosis. In the aging of periorbital area and midface, fat atrophy occurs mostly in the suborbicularis oculi fat (SOOF) area. The authors proposed that injection of hyaluronic acid (HA) filler to support the SOOF area could counteract the aging sign due to fat atrophy, restore volume loss and achieve a more youthful appearance. The authors described the treatment of 10 female patients who received CHAP<sup>®</sup>-particle hyaluronic acid (CHAP<sup>®</sup>-HA) injections for cheek augmentation, using single-point deep injection technique at midface in close proximity to SOOF area. Such approach provides satisfactory cheek augmentation results without significant complications. The authors discussed a rationale for their choice of dermal filler and provided an injection technique for restoring volume in the midface region with CHAP<sup>®</sup>-HA. Such technique is relatively quick to perform, have little down time, and result in a high rate of patient satisfaction.

### Keywords

Midface Lift, Cheek Augmentation, Fat Compartment, Suborbicularis Oculi Fat (SOOF), Single-Point Deep Injection, Hyaluronic Acid (HA) Filler, CHAP<sup>®</sup>-Hyaluronic Acid (Crosslinked Hyaluronic Acid Platform, CHAP<sup>®</sup>-HA), Hyadermis<sup>®</sup>

\*Corresponding author.

產品安全有效，使用者滿意度高



**Figure 5.** Before (upper) and immediately after (lower) single point deep injection of HA filler (1ml on each side) for cheek augmentation using 27 G sharp needle. Satisfactory results were noted with minimal bruising. Left: Case 2, Right: Case 7.

# 國際期刊的發表

Journal of Cosmetics, Dermatological Sciences and Applications, 2018, 8, 126-132



Journal of Cosmetics, Dermatological Sciences and Applications, 2018, 8, 126-132  
<http://www.scirp.org/journal/jcdsa>  
ISSN Online: 2161-4512  
ISSN Print: 2161-4105

## Use of High-Resolution Ultrasound (HRU) in the Assessment of Deep Injections of CHAP-Hyaluronic Acid (CHAP-HA) Fillers for Midface Lift

Hsiao-Tung Lee<sup>1</sup>, Haw-Yueh Thong<sup>2\*</sup>

<sup>1</sup>Department of Radiology, Shin-Kong Wu Ho-Su Memorial Hospital, Taiwan  
<sup>2</sup>Department of Dermatology, Shin-Kong Wu Ho-Su Memorial Hospital, Taiwan  
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<https://doi.org/10.4236/jcdsa.2018.83014>

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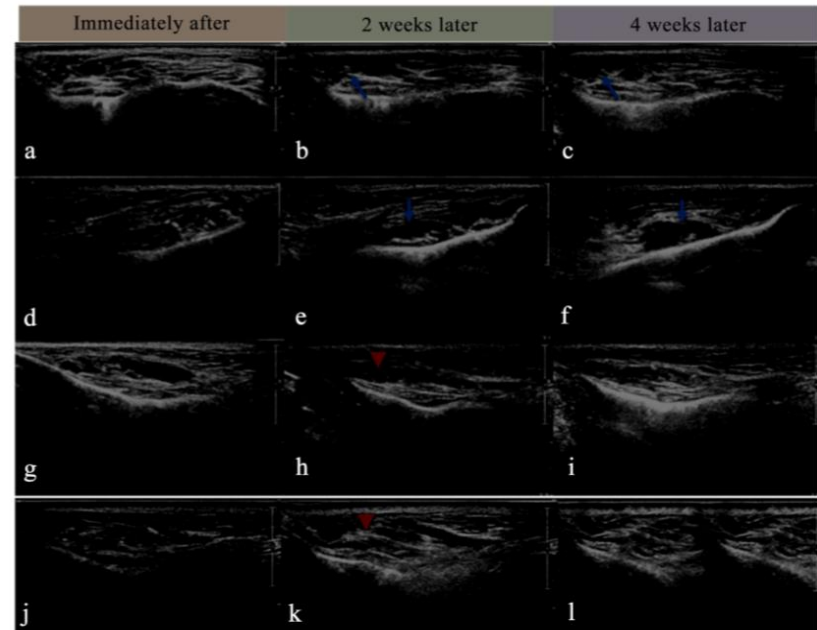
### Abstract

High-resolution ultrasound (HRU) imaging is a useful tool to study hyaluronic acid (HA) filler injection in the face. It is noninvasive, quick, well-tolerated, and can provide *in vivo* and dynamic information. The formations of pools or pearls in HA fillers could be observed real time during injection. The plane of injection could be determined accurately, and there were no specimen manipulation artifacts. It was observed that HA gel fillers with differing production technologies showed distinct spread and distribution patterns in the periocular tissues on HRU examination. The authors used HRU to assess deep injections of CHAP-Hyaluronic Acid (CHAP-HA) fillers for midface lift. 10 patients who underwent bilateral midface deep injections using CHAP-HA filler were examined with HRU before and immediately after treatment, and in 2 weeks and one month later. The CHAP-HA appeared as hypoechoic densities within the preperiosteal plane in HRU. CHAP-HA adopted variable morphology within the tissue depending on individual tissue densities and the compliance of the tissues in the plane of injection. CHAP-HA was unidentifiable with surrounding tissue after one month in 13 of the 20 injection sites. HRU allows *in vivo* study of CHAP-HA injection behavior and could be a tool for further studies of HA-tissue reactions.

### Keywords

CHAP-Hyaluronic Acid (CHAP-HA) Filler, High-Resolution Ultrasound (HRU), Midface Lift, Deep Injections, Preperiosteal Filler Injections

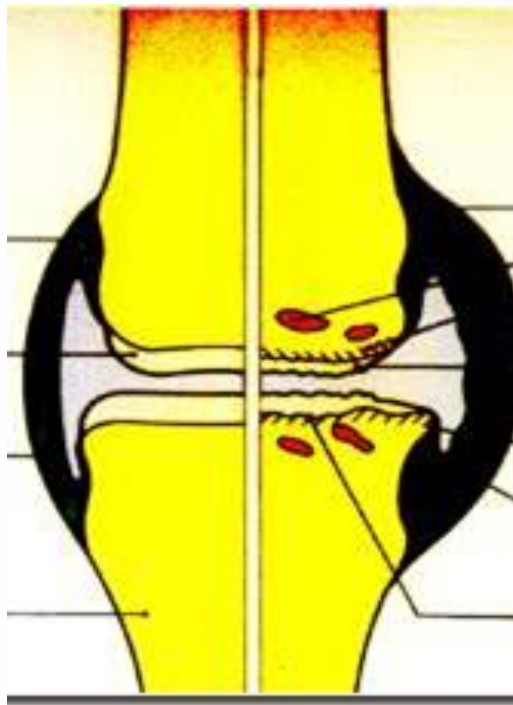
產品與人體組織相容性高



**Figure 5.** High-resolution ultrasound imaging immediately after HA injection (a, d, g, j), at 2-Week (d, e, h, k) and 4-week (c, f, i, l) follow up. Hydration of the HA would occur (arrows), and the ha would appear to be more heterogenous and hyperechoic (arrowheads) and may became completely unidentifiable with the surrounding tissues in the 4th week follow up (i, j).

# 老年照護 - 關節腔注射劑

退化性關節炎患者的關節腔滑液會有的彈性和粘度下降的現象



發炎  
(紅和腫)

軟骨磨損

正常

退化性關節炎



# 關節腔注射劑

1 INJECTION

**HYAJOINT Plus**

*Synovial Fluid Supplement*

Osteoarthritis Improvement



## 產品優勢

- ✓ 高安全性
- ✓ 長效性
- ✓ 高舒適感
- ✓ 無需過度注射









**HYAJOINT**

Hyaluronic Acid-Based  
Synovial Fluid Supplement



3 INJECTIONS

# 優於競品

品牌	雅節 Artz	新維立 Synvisc	希立望 Synvisc-One	膝舒適 Durolane	海捷特加強型 HYAJOINT Plus
製造商	Seikagaku (生化學工業)	Genzyme (健臻)	Genzyme (健臻)	Q-Med AB (奇美德)	SciVision (科妍)
產品劑型	5/3	3	1	1	1 
療效 (月)	6	6	6	6	12 
HA來源	動物來源	動物來源	動物來源	微生物來源	微生物來源 
HA型態	直鏈	交聯	交聯	交聯	交聯 
膠體外觀	凝膠	凝膠	凝膠	顆粒	凝膠 
交聯劑	-	DVS	DVS	BDDE	BDDE 
包裝容量 (ml/syringe)	2.5	2	6	3	3 
HA含量(mg/ml)	10	8	8	20	20 

# 國際期刊的發表

JBJS America, impact factor=5.163,  
骨科學門國際排名第一的期刊

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## Comparison of Single Intra-Articular Injection of Novel Hyaluronan (HYA-JOINT Plus) with Synvisc-One for Knee Osteoarthritis

A Randomized, Controlled, Double-Blind Trial of Efficacy and Safety

Shu-Fen Sun, MD, Chien-Wei Hsu, MD, Huey Shyan Lin, PhD, I-Hsiu Liou, MD, Yin-Han Chen, MD, and Chia-Ling Hung, MD

Investigation performed at the Kaohsiung Veterans General Hospital, Kaohsiung City, Taiwan

**Background:** Viscosupplementation has been widely used for the treatment of knee osteoarthritis. Because we found no well-controlled trial comparing single-injection regimens of hyaluronan for knee osteoarthritis, we compared the efficacy and safety of a single intra-articular injection of a novel cross-linked hyaluronan (HYA-JOINT Plus) with a single injection of Synvisc-One in patients with knee osteoarthritis.

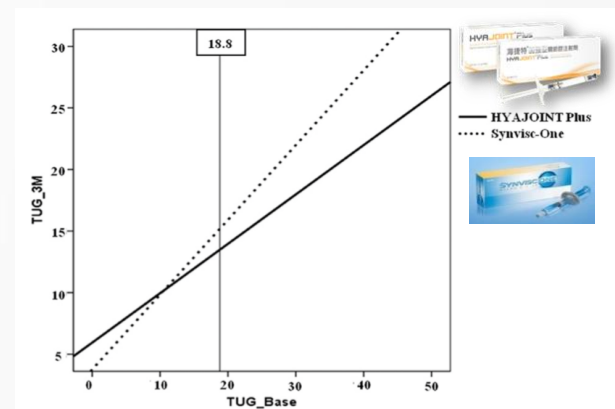
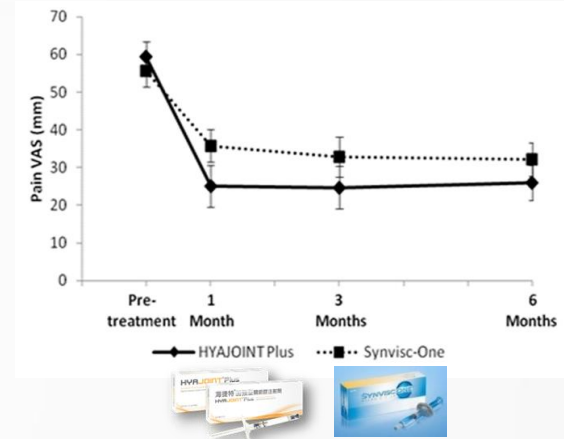
**Methods:** In a prospective, randomized, controlled, double-blind trial with a 6-month follow-up, 132 patients with knee osteoarthritis (Kellgren-Lawrence grade 2 or 3) were randomized to receive 1 intra-articular injection of 3 mL of HYA-JOINT Plus (20 mg/mL) (n = 66) or 6 mL of Synvisc-One (8 mg/mL) (n = 66). The primary outcome was the change from baseline in the visual analog scale (VAS) (0 to 100 mm) pain score at 6 months. Secondary outcome measures included the Western Ontario and McMaster Universities Osteoarthritis Index (WOMAC, Likert scale), Lequesne index, timed "Up & Go" (TUG) test, single-limb stance (SLS) test, use of rescue analgesics, and patient satisfaction.

**Results:** A total of 121 patients were available for the intention to treat analysis at 6 months. Both groups had a significant improvement in the VAS, WOMAC, and Lequesne index scores at each follow-up visit ( $p < 0.001$ ). Patients who received HYA-JOINT Plus experienced a significantly greater improvement in the VAS pain score at 1, 3, and 6 months compared with those treated with Synvisc-One (adjusted mean difference: -12.0, -8.5, and -6.6;  $p = 0.001, 0.033, \text{ and } 0.045$ , respectively). There were no significant between-group differences in any of the secondary outcomes except the WOMAC stiffness scores at 6 months, which favored HYA-JOINT Plus treatment ( $p = 0.043$ ). The TUG time did not change significantly in either group during the study ( $p > 0.05$ ), but the SLS time improved significantly in both the HYA-JOINT Plus and the Synvisc-One group ( $p = 0.004$  and  $p = 0.022$ , respectively). No significant between-group differences were observed with respect to patient satisfaction or consumption of analgesics. No serious adverse events occurred following the injections.

**Conclusions:** A single injection of either HYA-JOINT Plus or Synvisc-One is safe and effective for 6 months in patients with knee osteoarthritis. HYA-JOINT Plus is superior to Synvisc-One in terms of reducing the VAS pain score at 1, 3, and 6 months and the WOMAC stiffness score at 6 months, with similar safety.

**Level of Evidence:** Therapeutic Level I. See Instructions for Authors for a complete description of levels of evidence.

減緩疼痛的效果優於Sanofi 的一針劑型產品



對於較嚴重的患者改善活動力的效果佳

# 國際期刊的發表

Journal of Back and Musculoskeletal Rehabilitation 31 (2018) 709–718

Journal of Back and Musculoskeletal Rehabilitation 31 (2018) 709–718  
DOI: 10.3233/JBMR-170950  
IOS Press

709

## Improvement of self-reported functional scores and thickening of quadriceps and femoral intercondylar cartilage under ultrasonography after single intra-articular injection of a novel cross-linked hyaluronic acid in the treatment of knee osteoarthritis

Shenghui Tuan<sup>a</sup>, Ihsiu Liou<sup>b</sup>, Hungtzu Su<sup>b</sup>, Yunjeng Tsai<sup>b</sup>, Guanbo Chen<sup>c</sup> and Shufen Sun<sup>b,d,\*</sup>

<sup>a</sup>Department of Rehabilitation Medicine, Cishan Hospital, Ministry of Health and Welfare, Kaohsiung, Taiwan

<sup>b</sup>Department of Physical Medicine and Rehabilitation, Kaohsiung Veterans General Hospital, Kaohsiung, Taiwan

<sup>c</sup>Department of Internal Medicine, Kaohsiung Armed Forces General Hospital, Kaohsiung, Taiwan

<sup>d</sup>School of Medicine, National Yang-Ming University, Taipei, Taiwan

### Abstract.

**BACKGROUND:** Most studies used hyaluronic acid (HA) requiring 3–5 intra-articular injections (IAJ) for knee osteoarthritis (KOA).

**OBJECTIVE:** We evaluated the efficacy of a single IAJ of a novel HA by measuring the thickness of quadriceps and femoral intercondylar cartilage (FIC) under ultrasonography (US) in addition to subjective self-reported measures.

**METHODS:** Forty-nine patients with KOA (Kellgren-Lawrence grades 2–3) received unilateral IAJ of HYAJOINT Plus to the worse knee and were assessed at baseline and 1, 3 and 6-months after IAJ. Outcome measures were the (1) Visual Analog Scale for pain (VAS), (2) Western Ontario and McMaster Universities Osteoarthritis Index (WOMAC), (3) Lequesne's Index, (4) single-leg-stance duration (5) thigh circumference, and (6) thickness of quadriceps and FIC under US.

**RESULTS:** Forty-six patients completed the 6-month-follow-up study. All outcome measures improved significantly after HA injection ( $p < 0.001$ ). Both VAS and WOMAC-pain subscale scores improved significantly at 1, 3, and 6 months ( $p < 0.01$ ). The US thickness of the quadriceps and FIC improved significantly at both 3 and 6 months ( $p < 0.05$ ). The Lequesne's index, single-leg-stance and thigh circumference improved significantly at 6 months ( $p < 0.01$ ).

**CONCLUSIONS:** HYAJOINT Plus is effective both subjectively and objectively for 6 months and is safe as a treatment for KOA.

**Keywords:** Knee pain, osteoarthritis, hyaluronic acid, ultrasonography

### 1. Introduction

Osteoarthritis (OA) is the most common musculoskeletal disease around the world. Among populations with OA, 80% of them have limited range of motion of joints, and 25% of them cannot perform major

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患者在術後3個月和6個月時，在股四頭肌和軟骨的厚度上均顯著改善



股四頭肌厚度的以超音波量測

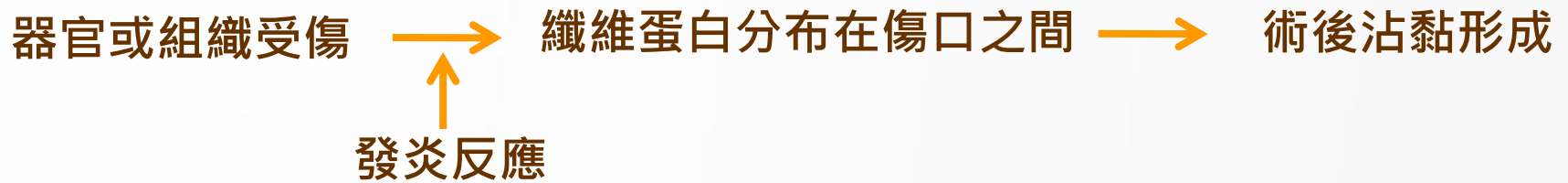


軟骨厚度的以超音波量測



# 手術外科 - 防沾黏凝膠

## 術後沾黏



婦科骨盆腔手術外科後  
所形成的沾粘



韌帶、周邊神經、關節手術後  
所形成的沾粘

# 防沾黏凝膠

婦科骨盆腔手術外科用

韌帶、周邊神經、關節手術外科用



# 防沾黏凝膠

婦科骨盆腔手術外科用






## 玻達癒 PROTAHERE

### 產品優勢

- ✓ 生物相容性高
- ✓ 操作方便迅速
- ✓ 黏附性高

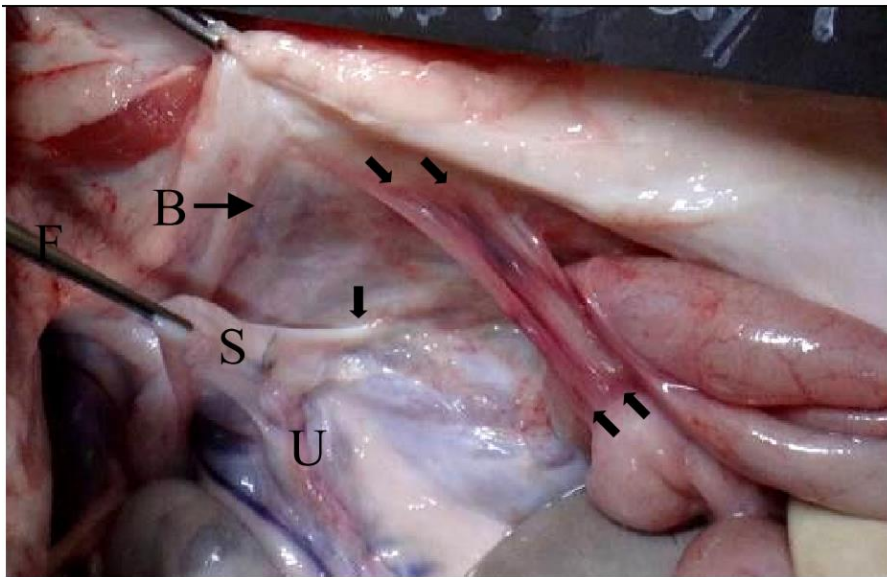


# 優於競品

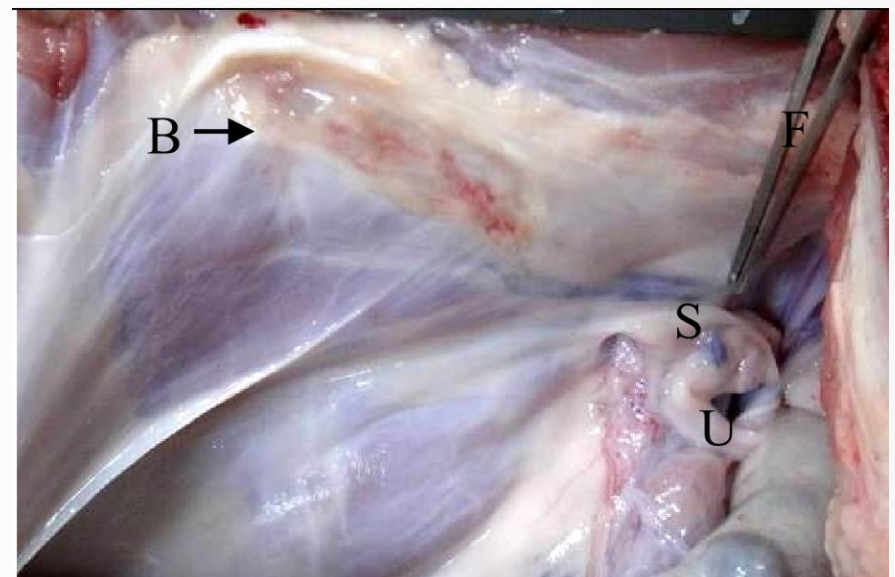
項目 \ 產品	普瑞得福 Preclude	馬斯特 SurgiWarp	安得喜 Interceed	健臻 Seprafilm	亞諾貝爾 Hyalobarrier	玻達癒 PROTAHERE
公司	GORE (戈爾)	MAST BIOSURGERY (馬斯特)	Johnson (嬌生)	SANOFI (賽諾菲)	Fidia (菲迪亞)	SCIVISION (科妍)
材質	拉伸性 鐵氟龍(ePTFE)	聚乳酸 (polylactic acid)	氧化再生 纖維素 (ORC)	HA交聯羧甲基 纖維素 (HA-CMC)	交聯透明質酸 (cross-linked HA)	交聯透明質酸 (cross-linked HA) 
型態	薄膜	薄膜	薄膜	薄膜	凝膠	凝膠 
吸收性	需取出	⚙	⚙⚙	⚙⚙⚙	⚙⚙⚙⚙	⚙⚙⚙⚙ 
操作性	⚙	⚙⚙	⚙⚙⚙	⚙⚙⚙	⚙⚙⚙⚙	⚙⚙⚙⚙ 
黏附性	⚙	⚙	⚙⚙	⚙⚙	⚙⚙⚙	⚙⚙⚙⚙ 

# 防沾黏效果佳

•手術後未處理



•手術後給予PROTAHERE



# 防沾黏凝膠

韌帶、周邊神經、關節手術外







德撫癒 DEFEHERE

## 產品優勢

- ✓ 生物相容性高
- ✓ 操作方便迅速
- ✓ 黏附性高
- ✓ 有效保護時間長



# 優於競品

項目 \ 產品	馬適得 OrthoWrap	佛柔美德 FzioMed	亞諾葛來 Hyaloglide	德撫癒 DEFEHERE
公司	Mast (馬適得)	Medtronic (美敦力)	Anika (阿尼卡)	SCIVISION (科妍) 
材質	聚乳酸(PLA)	氧化聚乙烯(PEO)及羧 甲基纖維素鈉(CMC)	交聯透明質酸 (cross-linked HA)	交聯透明質酸 (cross-linked HA) 
型態	薄膜	凝膠	凝膠	凝膠 
生物相容性	⚙️⚙️⚙️	⚙️⚙️	⚙️⚙️⚙️⚙️	⚙️⚙️⚙️⚙️ 
操作性	⚙️ (需縫線固定)	⚙️⚙️⚙️⚙️	⚙️⚙️⚙️⚙️	⚙️⚙️⚙️⚙️ 
抗降解能力 (有效保護時間長)	-	-	⚙️⚙️	⚙️⚙️⚙️ 

# 大綱

1. 公司與產品技術介紹

2. 營運現況



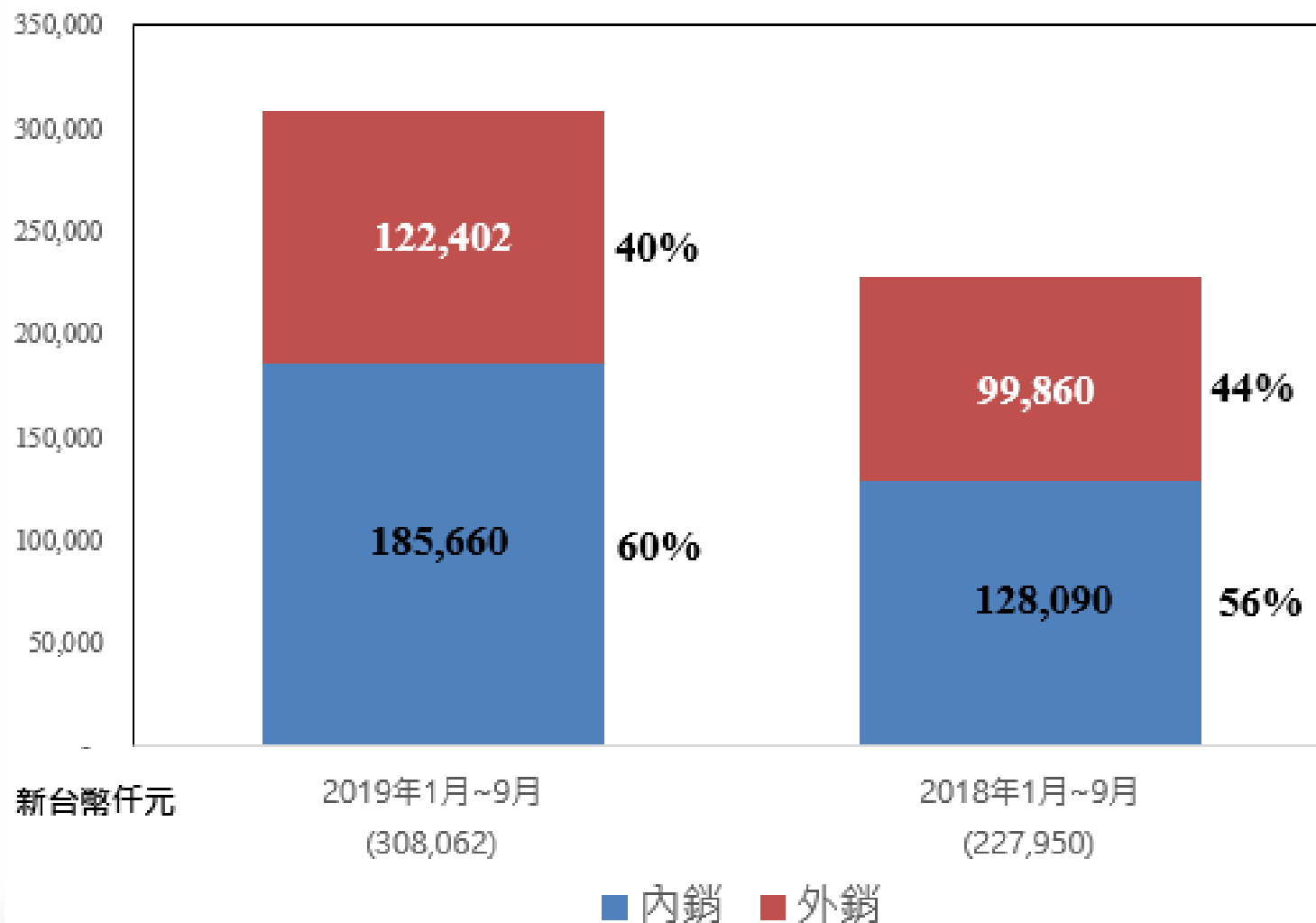
# 合併損益表

單位:新台幣仟元  
(除每股盈餘外)

	2019年1~9月 (核閱)		2018年1~9月 (核閱)		年成長
營業收入	308,062	100%	227,948	100%	35.1%
營業成本	(101,279)	-33%	(78,612)	-34%	28.8%
營業毛利	206,783	67%	149,336	66%	38.5%
營業費用	(119,215)	-39%	(98,443)	-43%	21.1%
營業淨利	87,568	28%	50,893	22%	72.1%
營業外收(支)	877	0%	10,104	4%	-91.3%
稅前淨利	88,445	29%	60,997	27%	45.0%
稅後淨利	80,841	26%	55,343	24%	46.1%
加權平均流通在外股數(仟股)	57,604		52,012		
每股盈餘(新台幣元)	1.4		1.06		

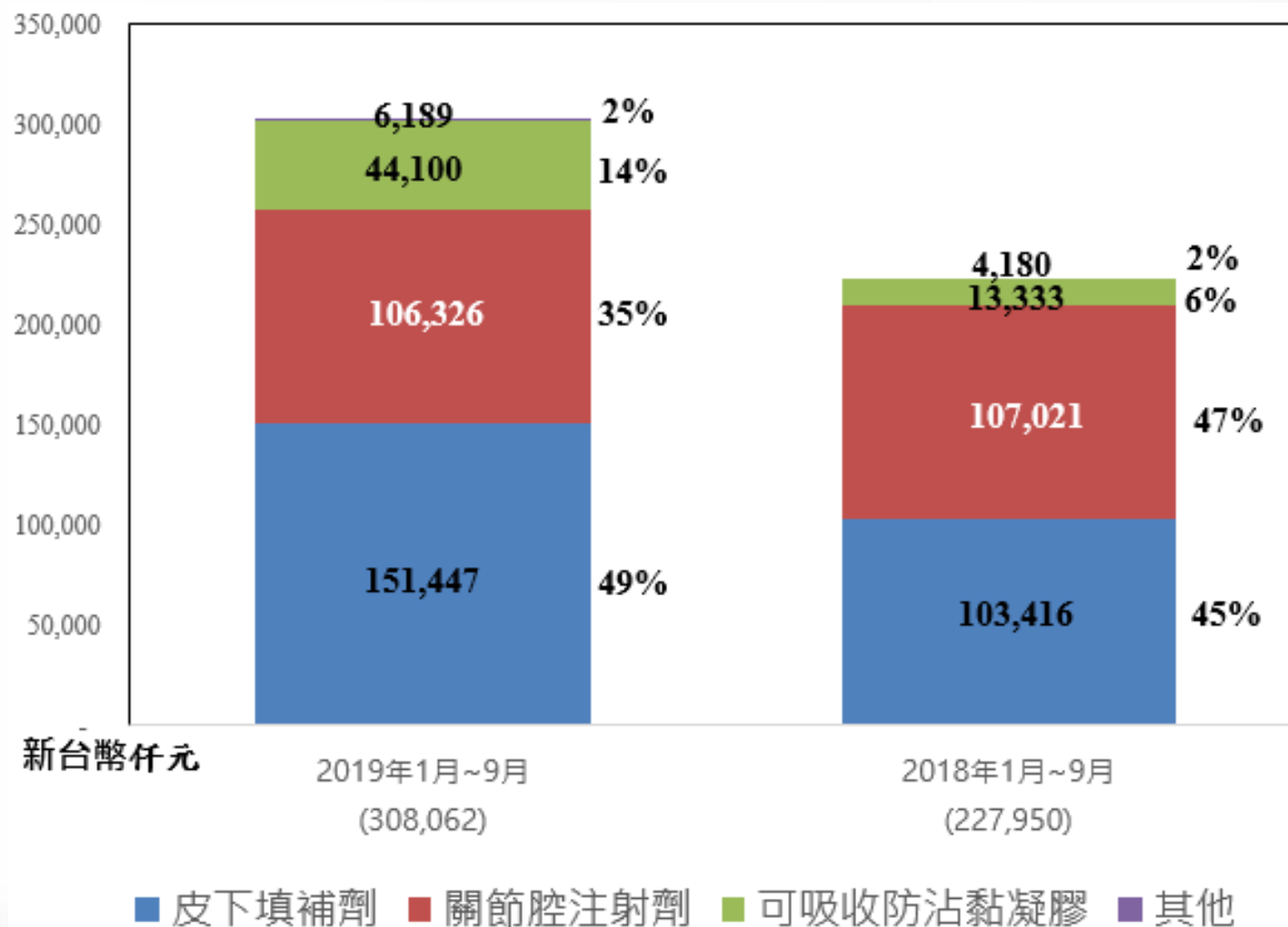
# 內外銷比重

2019年1~9月及2018年1~9月



# 產品別營收與比重

2019年1~9月及2018年1~9月



# 合併資產負債表

單位:新台幣千元

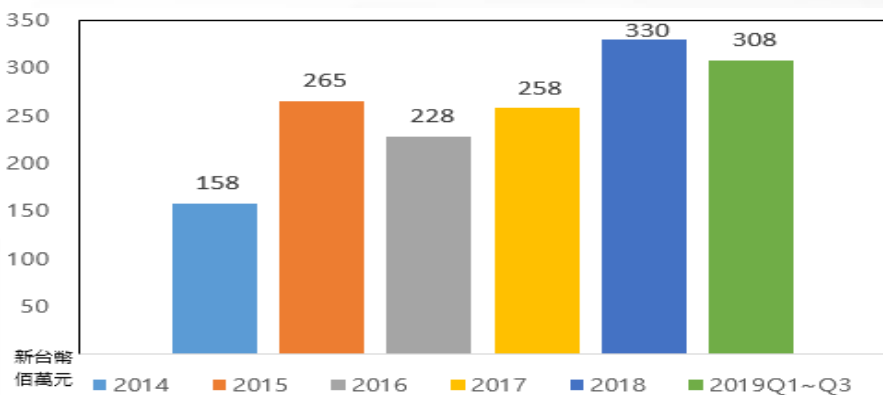
	2019/9/30 (核閱數)		2018/9/30 (核閱數)	
現金及約當現金	224,520	12%	467,915	27%
應收帳款	64,895	4%	42,705	2%
存貨	36,289	2%	36,775	2%
透過其他綜合損益按 公允價值衡量之金融資產	-	0%	3,690	0%
以成本衡量之金融資產	145,554	8%	12,559	1%
不動產、廠房及設備	1,239,048	69%	1,037,513	61%
其他流動及非流動資產	89,776	5%	109,022	7%
<b>資產總額</b>	<b>1,800,082</b>	<b>100%</b>	<b>1,710,179</b>	<b>100%</b>
流動負債	128,792	7%	231,352	14%
長期負債及其他負債	350,145	20%	428,495	25%
<b>負債總額</b>	<b>478,937</b>	<b>27%</b>	<b>659,847</b>	<b>39%</b>
<b>股東權益總額</b>	<b>1,321,145</b>	<b>73%</b>	<b>1,050,332</b>	<b>61%</b>
<b>重要財務指標</b>				
平均收現日數	61.47		56.57	
平均銷貨日數	105.49		121.14	
流動比率(倍)	385.48%		250.63%	
股東權益報酬率(%)	8.99%		7.51%	

# 合併現金流量表

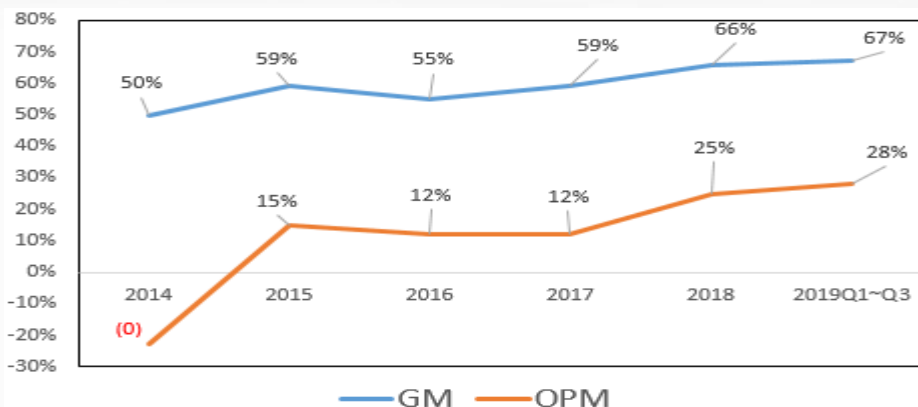
單位:新台幣仟元	2019年1~9月 (核閱)	2018年1~9月 (核閱)
營業活動之現金流入(出)	132,148	104,298
稅前淨利	88,445	60,997
折舊	9,788	14,563
營運資金變動及其他	33,915	28,738
投資活動之現金流入(出)	(281,675)	(30,095)
處分透過損益按公允價值衡量 之金額資產價款	(130,246)	6,825
購買不動產、廠房及設備	(189,915)	(36,906)
投資資金變動及其他	38,486	(14)
籌資活動之現金流入(出)	5,167	63,704
短期借款增加(減少)		10,000
長期借款增加(減少)	(137,031)	(22,491)
籌資資金變動及其他	142,198	76,195
本期現金及約當現金減少(增加)數	(144,432)	137,827
期初現金及約當現金餘額	368,952	330,088
期末現金及約當現金餘額	224,520	467,915

# 獲利逐步提升、現金流健康

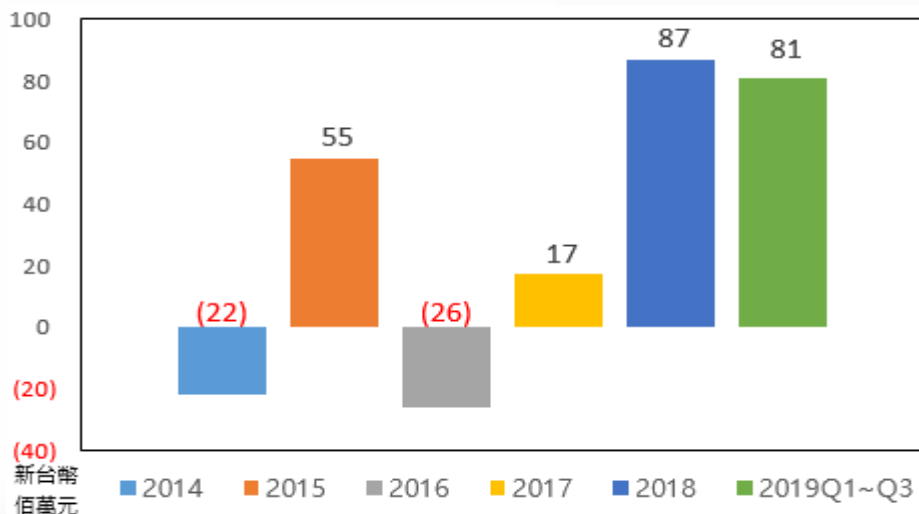
## 營業收入



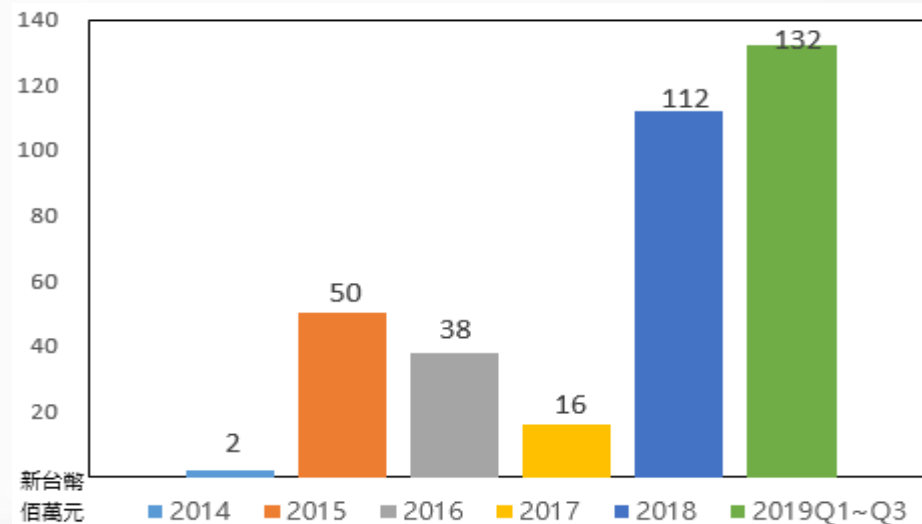
## 毛利率與營業利益率



## 稅後淨利



## 營業產生之現金流入



# 科妍願景



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