

# IntelSius Expands in South Korea

March 2013

## Manufacturing & Distribution Infrastructure—David Walsh, CEO

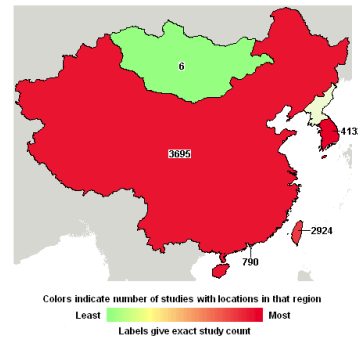
IntelSius announced a partnership with BioCore in South Korea one year ago this month. In line with the company's international growth strategy, the partnership with BioCore aligns the growing global presence of IntelSius and its core strategy of offering products globally with local supply.

South Korea is an important strategic opportunity for IntelSius, the partnership with BioCore as the exclusive distributor of our solutions will allow us to better ensure patient safety in this growing pharma market. The partnership enables IntelSius to meet the increasing demand for temperature control and regulatory compliant packaging systems for the life science sector in this region.

Experts predict that the growth in cold chain spending over the next three years will be highest in Asia according to the Cold-Chain Biopharma Logistics Sourcebook 2011.

Map of All Studies in ClinicalTrials.gov

Click on the map below to show a more detailed map (when available) or search for studies (when map not available).



Region Name	Number of Studies
World <a href="#">[map]</a>	142303
East Asia	12284
China	3695 <a href="#">[studies]</a>
Hong Kong	790 <a href="#">[studies]</a>
Korea, Republic of	4132 <a href="#">[studies]</a>
Mongolia	6 <a href="#">[studies]</a>
Taiwan	2924 <a href="#">[studies]</a>

**Hints:**

Click on a [\[map\]](#) link to show a map of that region

Click on a [\[studies\]](#) link to search for studies in that region. Use the back button to return to this list and try another region.

Studies with no locations are not included in the counts or on the map.

Studies with multiple locations are included in each region containing locations.

There are more clinical trials going on in South Korea than in any other country in East Asia estimated at more than 4,132. The BioCore partnership had an immediate impact on the accuracy of those trials and more importantly, it enhances the safety of the patients participating.

Investments in the life science industry in the area are increasing as evidenced by the recent announcement of an agreement between Merck and Samsung Bioepis (a joint venture between Samsung Biologics and Biogen Idec) to focus on biosimilars.

As reported in an article from the BioSpectrum web site, "The South Korean government considers biosimilars drug development significantly cheaper than new drug development," said Frost & Sullivan research analyst Ms. Poornima Srinivasan. "Moreover, for biosimilars, the time-to-market is half as compared to new drugs. This makes them attractive investment options."



## Bio-Core Signs MOU with TNT Korea

Additionally, the same article notes “Since South Korea introduced a regulatory pathway for manufacturing biologics in 2009, the government has raised its stakes in the biosimilars market. It is providing both financial and institutional support to help the market emerge as a global leader by 2020. The market is expected to witness substantial growth during 2013-16, when new products and segments will be launched. Frost & Sullivan estimates the market to earn revenues \$89.8 million in 2017.”

Intelsius congratulates BioCore on its recent announcement of an MOU with TNT Korea to form a strategic alliance in the healthcare business. Jongcheol Kim, the CEO of TNT Korea, said, “we will establish a solid foothold in healthcare logistics market by strengthening cold chain which is the key factor of competitive advantage in healthcare logistics service”.

Hyungsik Choi, the president of Bio-Core, emphasized, “for bio-companies, logistics is crucial enough to control the company’s competitiveness and strategic alliance with TNT Korea, the best healthcare logistics service company, will increase the competitiveness greatly with creation of synergy to both companies”.



**Agreement between TNT Korea and Bio-Core**  
**The 3<sup>rd</sup> from the right (Jongcheol Kim, the CEO of TNT Korea), the 4<sup>th</sup> from the right (Hyungsik Choi, the president of Bio-Core)**

The reasons for economic and research investments in South Korea include strong government support, an educated population becoming more Westernized, growing infrastructure and innovation from the academic and private sectors. Other pharmaceutical companies making an investment in South Korea include Israel-based Teva Pharmaceutical, Bristol-Myers Squibb and Bayer.

Intelsius will continue to push the design envelope, developing solutions and technological services unavailable elsewhere in the temperature-controlled packaging industry. Patient safety has always been at the forefront of our minds, these last 15 years. This is a great opportunity to renew our commitment to listening to our clients, being responsive to their needs, and ultimately striving to anticipate their needs before they arise.

Intelsius serves a wide range of organizations, including government agencies, leading pharmaceutical, biopharmaceutical and clinical research industries to major laboratories. Intelsius has manufacturing facilities, distribution hubs and local offices situated throughout the world, including North America, Europe and Asia.



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