

Global Excellence Korea Expertise

To Be New Drug Development Platform CRO.

항저우 타이거메드 본사 전경도면
(2025년 완공 예정)

DreamCIS Family
www.dreamcis.com



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DCIS : 국내최초 상장 Global 임상 CRO

■ Corporate Identity

글로벌 임상시험 전문기업으로 도약하는 국내 최초 CRO 상장기업 DreamCIS



(Contract Research Organization, 임상시험수탁기관)란?

신약을 개발하는 기업의 임상·비임상 시험 및 기타 제반업무 등을 위탁 수행하는 연구개발 대행기관

{신약개발 Value Chain과 dreamcis }



주1) 비임상(非臨床)시험 : 새로 개발한 신약후보물질을 사람에게 사용하기 전에 동물을 대상으로 부작용이나 독성, 효과 등을 알아보는 시험.

주2) 임상(臨床)시험 : 의약품, 의료기기 등의 안정성과 유효성을 증명하기 위해 사람들 대상으로 실시하는 시험.

주3) CMO(Contract Manufacturing Organization) : 의약품 및 기타 원료물질 등의 생산대행 기업.

주4) CSO(Contract Sales Organization) : 의약품 의료기기 영업대행 기업

DCIS : A-Z Full Cover 임상 CRO



Pre-Clinical

- Strategy consulting for nonclinical development
- Regulatory consulting of formulation/CMC
- Review pre-clinical study protocol and report
- Review and analysis between nonclinical and clinical

Clinical Trial

- IND/IDE submission
- Full scope Medical Device Clinical Development
- Full Scope of Clinical Development from Phase 1 to Phase 3
- Clinical Strategy Development Plan
- Global Multi-national Trials
- Pharmacovigilance & Medical Writing
- Data Management & Statistics

Registration

- NDA/BLA application
- CTD writing and NDA/BLA filing
- RMP/PMS development
- Feasibility assessment
- Strategy development for approval of product registration

Market access & ICC

- PE study, Reimbursement
- Market forecast and License out
- ICC(In Country Caretaker service & License Holder)
- Support SOP for GIP
- Commercialization
- License In

Late Phase Study

- Full scope of Phase 4 Clinical Trials
- Post Marketing Surveillance
- Non-intervention studies & Observational studies / safety surveillance
- Long term follow up observational Study
- RMP Service & Pharmacovigilance
- Real World Evidence
 - Registry Study
 - HIRA Data Analysis
 - Retrospective Chart Review

Global Access Service

- Oversea's Clinical Trials in EU, US, China etc.
 - Drug development
 - Medical Device

Dream CIS Inc.

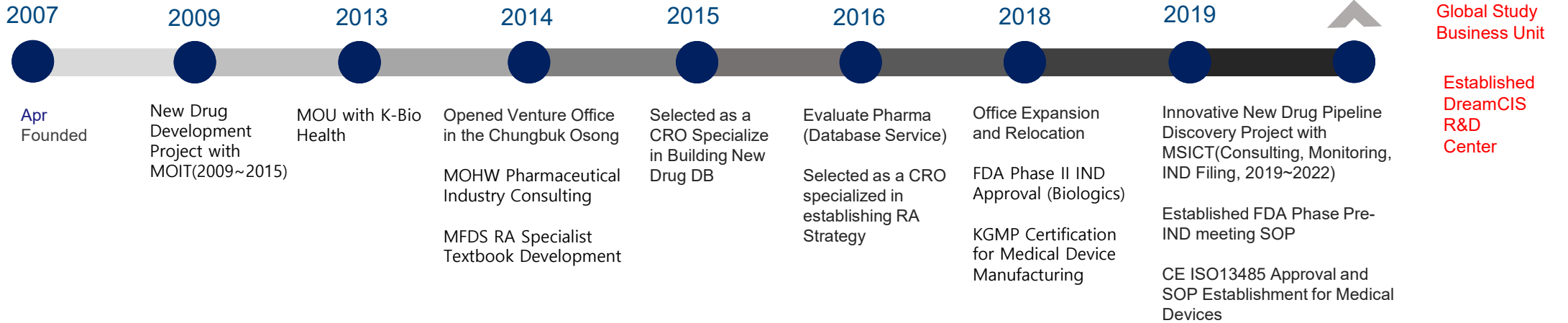
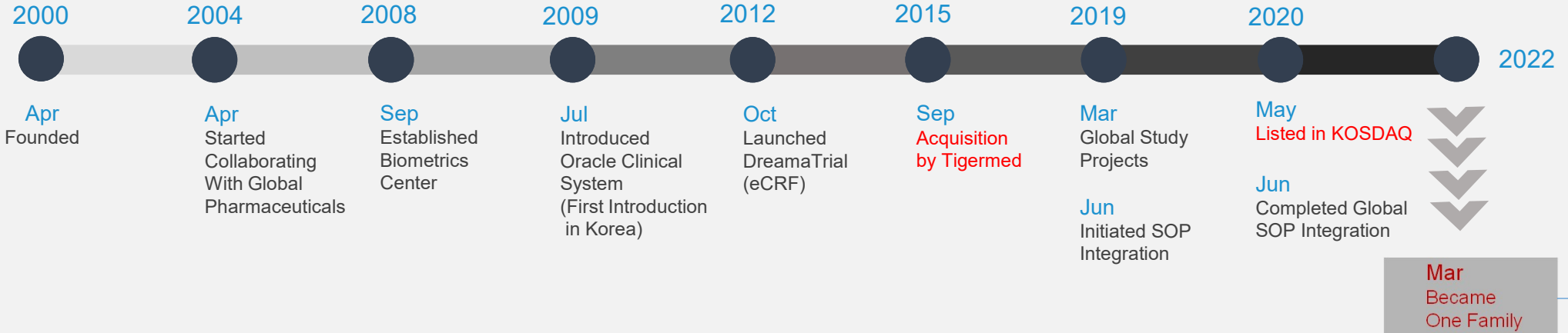
Date Established	April 2000
Capital	KRW 11,854,640,000
No. of Employees	374
Core Business	CRO(Contract Research Organization)
Offices	5 rd & 10 th floor 130, sajik-ro, Jongno-gu, Seoul, Republic of Korea
Website	www.dreamcis.com

Jeoung-hee Yoo | CEO

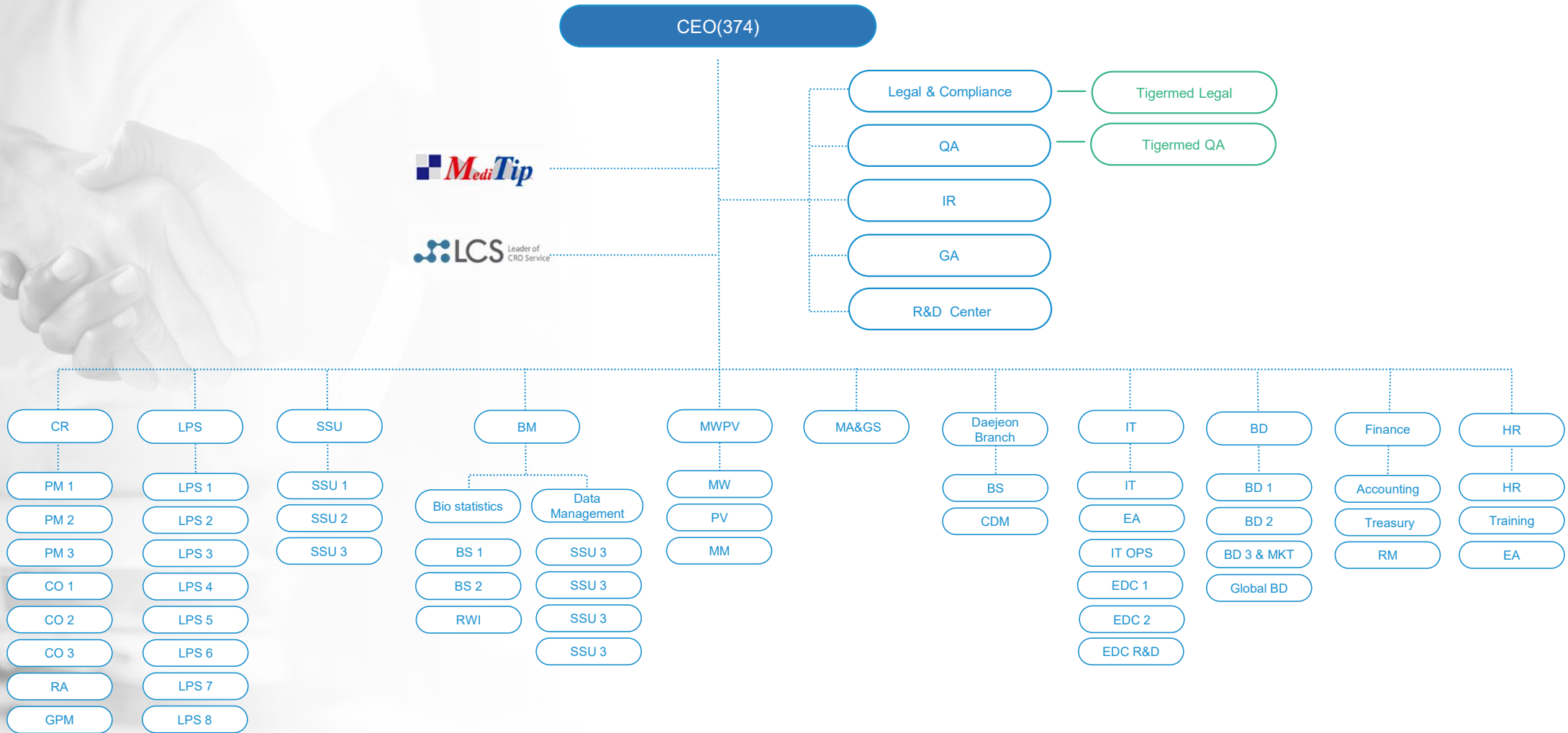


- Ph.D. / Chungbuk National University, Korea / Pharmacy (Pharmaceutics)
- RA department / Dae-woong Pharm. Co., Ltd. Seoul, Korea
- Business Development & International Department / Pacificpharm. Co., Ltd. Seoul, Korea
- Regulatory Affairs, Reimbursement, QA / B. Braun Korea Co., Ltd. Seoul, Korea
- CEO and Principal Consultant Regulatory Affairs, Reimbursement / MediTip Co., Ltd. Seoul, Korea
- CEO / DreamCIS Inc. Seoul, Korea

DCIS 연혁



DCIS 조직



CR : Clinical Research, SSU : Study Start Up, LPS : Late Phase Study, BM : BioMetrics, MWPV : Medical Writing Pharmacovigilance



Drug Research & Development

Platform with Comprehensive Drug R&D Services
and Solutions

Preclinical | Clinical | Regulatory | Post-market



Medical Device Research & Development

Platform for Full Life Cycle Medical Device Development

Research | Clinical | Regulatory | Post-market

Integrated Solutions to Drive Healthcare Innovation Forward

DCIS Family 핵심역량



2200+

Clinical Trial
Project Management



1,700+

IND & NDA services
(Drug & medical device)



60+RA

Biggest regulatory Team



50 Countries

Global network



dreamcncis
A TIGERMED COMPANY



LCS Leader of
CRO Service

Global Clinical Services in Worldwide

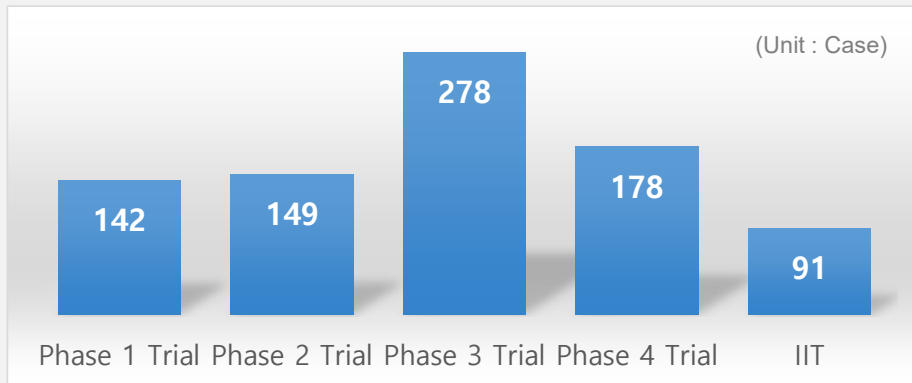
2200+
Project Experience over 20 years

No.1 RA CRO* in Korea

Pre-Clinical Study Consulting Service

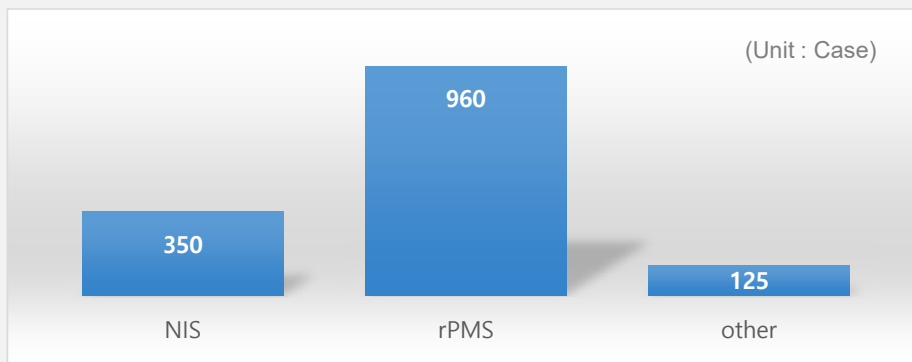
Clinical Trials

(Intervention Studies)



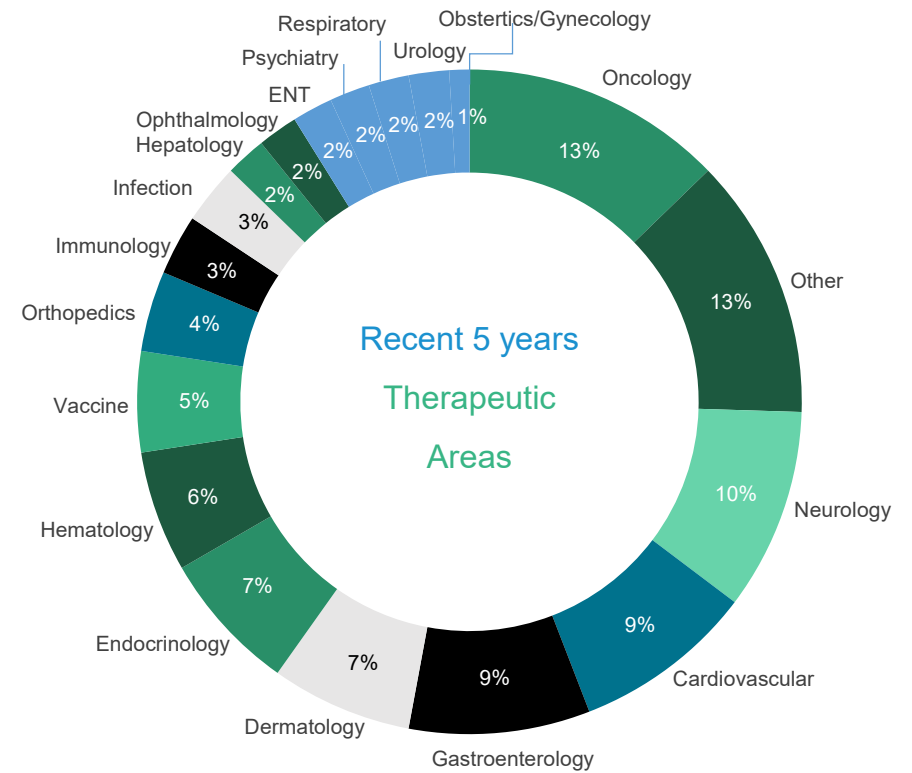
Late Phase Study

(Non-Intervention Studies)



Clinical Trials

(Intervention Studies)



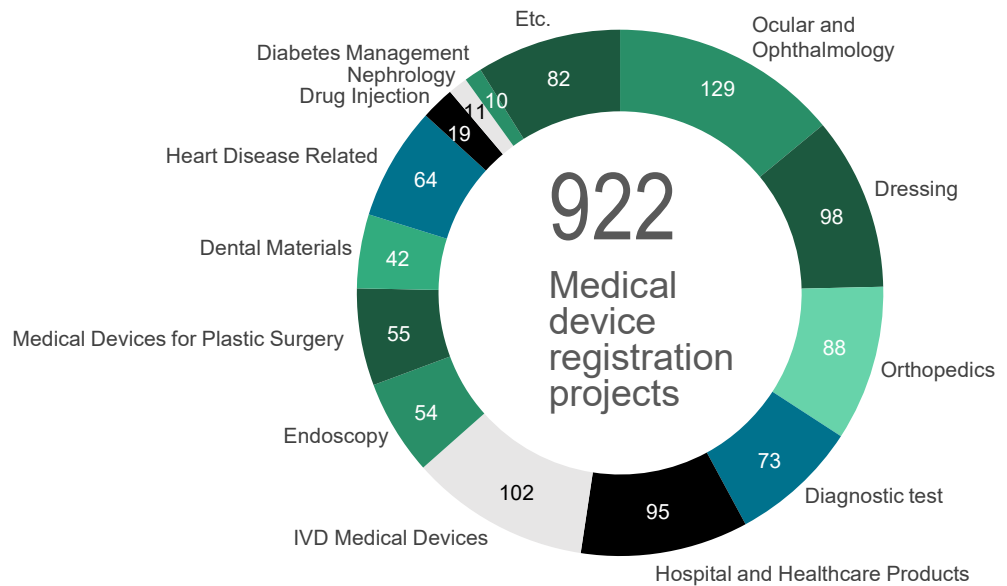
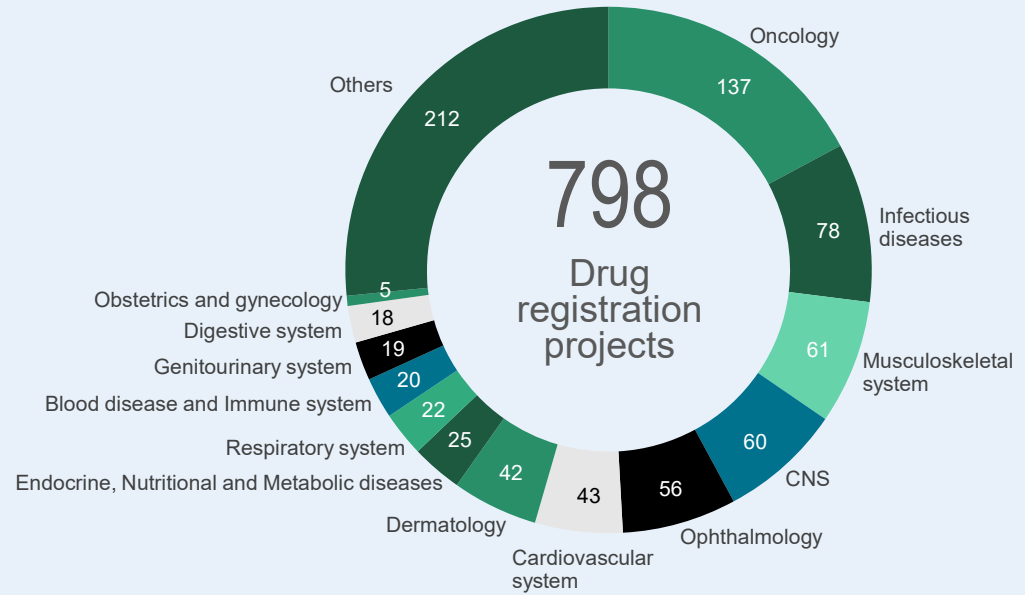
Regulatory Affairs

(Drug & medical device)

Delivering sound regulatory strategy and support

1,700+

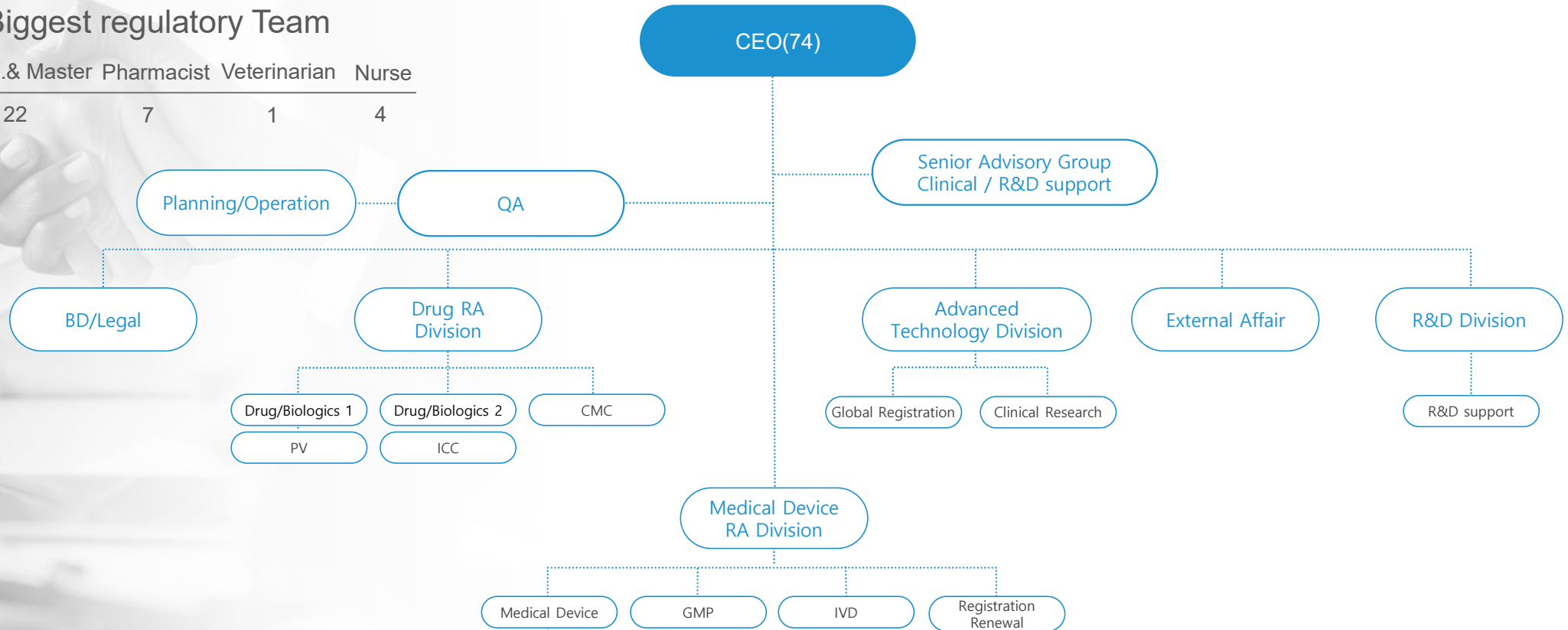
Drug & medical device registration projects



60+RA

Biggest regulatory Team

Ph.D.& Master	Pharmacist	Veterinarian	Nurse
22	7	1	4



DCIS 성장 비즈니스 모델

1. **Global Clinical Trials**
(Korea → Global)
2. **Intermediary Clinical Study**
(Global → Korea → Global)



DreamCIS Family
www.dreamcis.com



29 Overseas Offices & Sites

(operational legal entities)

Tigermed America
Fort Collins, Colorado, US

BDM Consulting
Somerset, New Jersey, US

Frontage Laboratories
Exton, Pennsylvania, US

Tigermed Canada
Vancouver, BC, Canada

Tigermed Colombia
Medellin, Columbia

Tigermed Mexico
Tijuana, Mexico

Tigermed Brazil
San Paulo, Brazil

Tigermed Argentina
Cordoba, Argentina

Tigermed UK
London, United Kingdom

Opera CRO
Timisoara, Romania

Tigermed Swiss AG
Zug, Switzerland

Marti Farm
Zagreb, Croatia

Tigermed Netherlands
Amsterdam, Netherlands

Tigermed South Africa
Gauteng, South Africa

Tigermed Pakistan
Lahore, Pakistan

Tigermed Australia
Sydney, Australia

Tigermed Hangzhou (Global HQ)
Hangzhou, China

Tigermed Hong Kong (International HQ)
Hong Kong, China

DreamCIS
Seoul, South Korea

Tigermed Malaysia
Puchong Selangor, Malaysia

Tigermed Asia Pacific
Singapore

Tigermed Singapore
Singapore

Tigerise (Tokyo)
Tokyo, Japan

Tigerise (Osaka)
Osaka, Japan

PT Tigermed Indonesia
Jakarta, Indonesia

Tigermed India
Karnataka, India

Tigermed Philippines
City of Makati, Philippines

Tigermed Thailand
Bangkok, Thailand

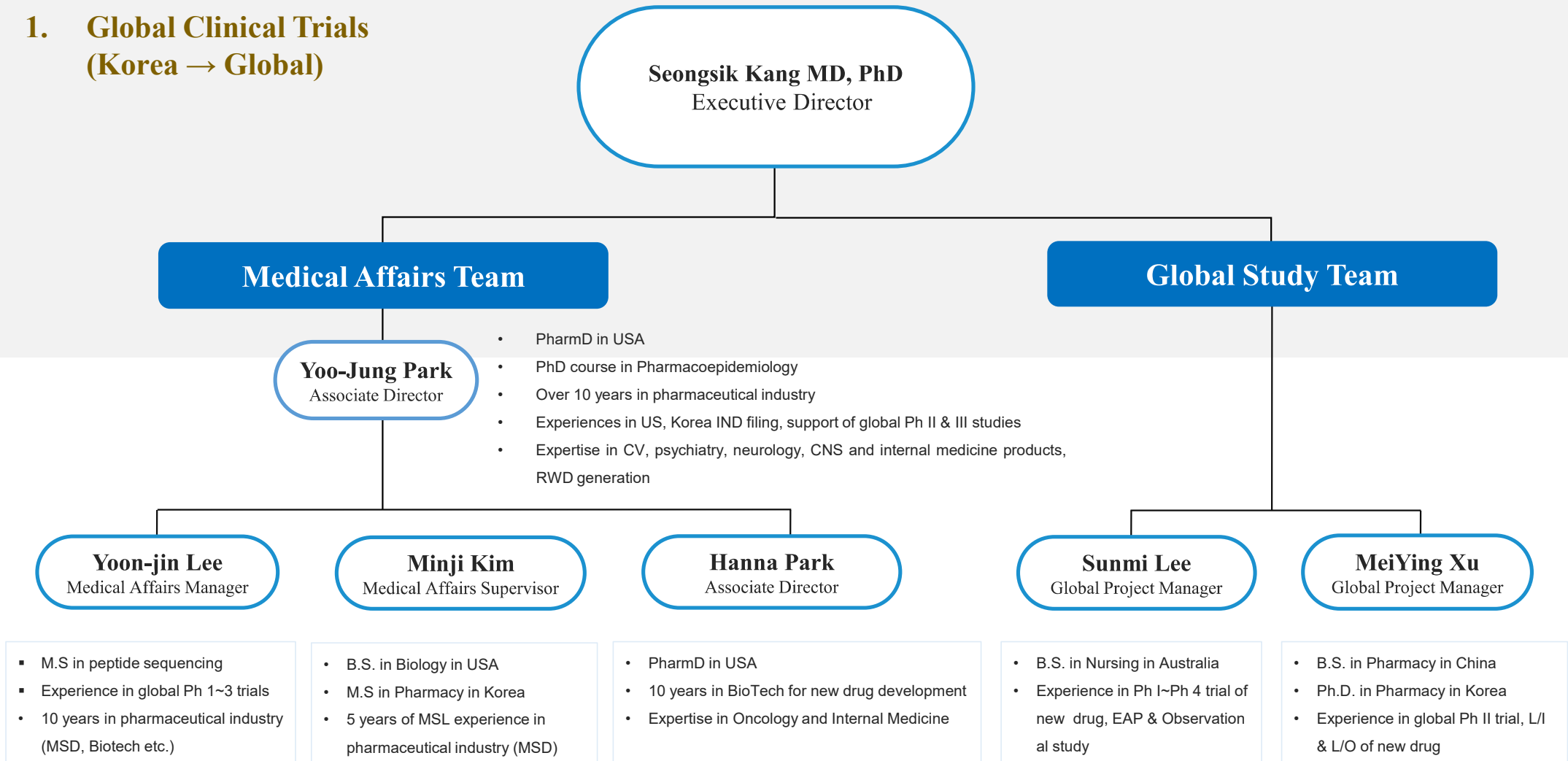
Tigermed Lao Sole
Vientiane, Laos

We support our partners in conducting multi-region clinical trials across 50 countries and regions:



DCIS (Global Study team, MA&GS)

1. Global Clinical Trials (Korea → Global)



DCIS (Global Study team, MA&GS)

Seong-sik Kang | Executive Director



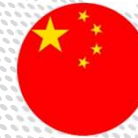
- Over 14 years in pharmaceutical industry (Pfizer ex-Vice President, MSD etc.)
- Over 12 years Clinical experience as a faculty in the teaching hospital
- Chief in Editor for Clinical Activity Guideline, KRPIA
- Co-authorship in RWD publications
- MD, Certified Cardiac Surgeon, MSc, MBA
- Completion of PhD course
- Medical Doctor (Pharmacology)



계약 확정: 3건
계약 협의: 2건



계약 확정: 0건
계약 협의: 3건



계약 확정: 1건
계약 협의: 3건



계약 확정: 1건
계약 협의: 4건

DCIS (Global Study team, MA&GS)

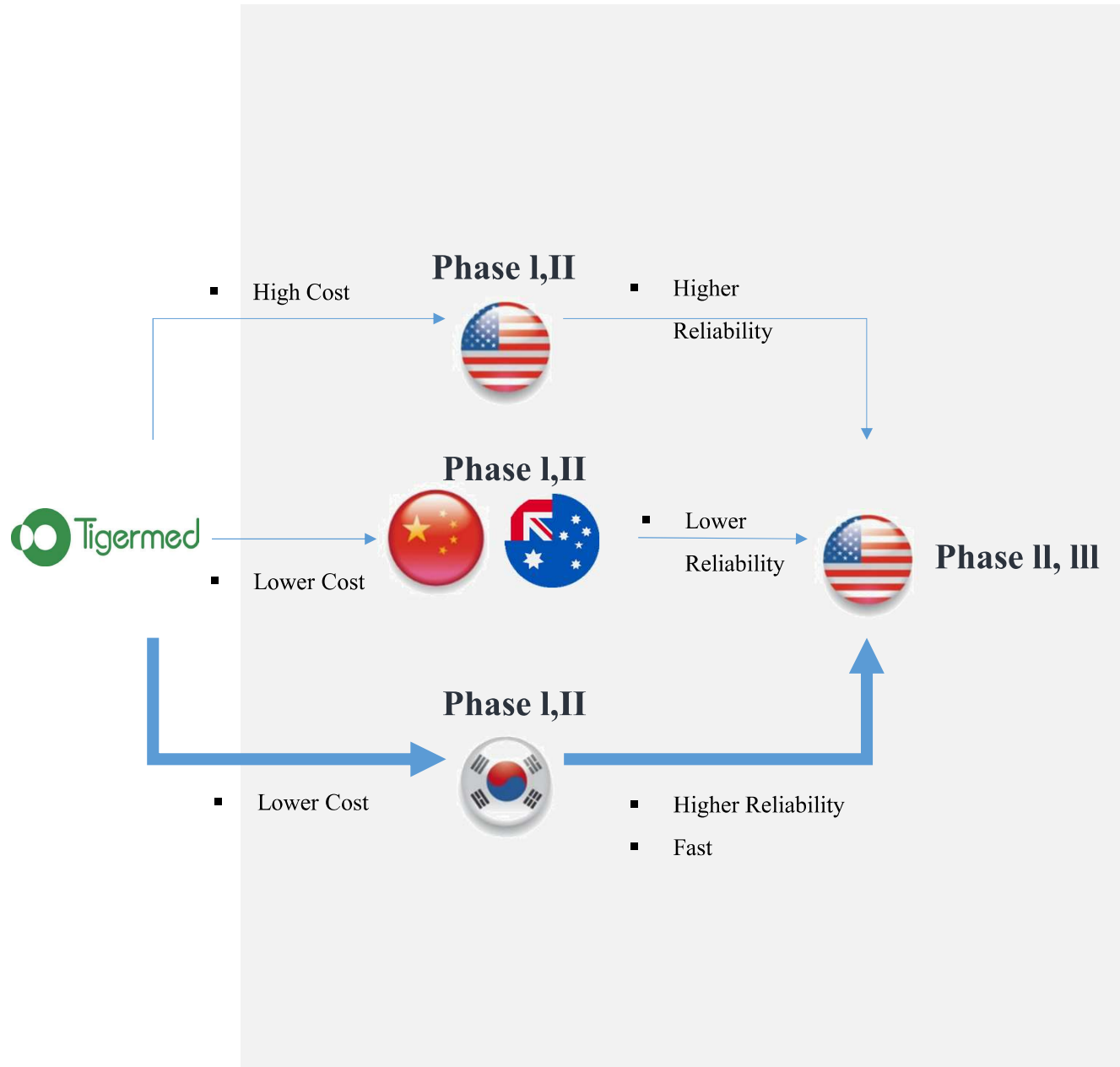
2. Intermediary Clinical Study (Global → Korea → Global)

Clinical trials of Chinese companies.

- No. of on-going projects in 2022: 322
- No. of IND applications in 2022: 475
- No of IND applications is increasing by 30 ~ 40 each year. (No of 2023 is expected to be around 500)

Expected Ph I booking of Tigermed

- Average no. of Ph I projects of Tigermed: 10~20
- Oncology, Celltherapy, CAR-T
- Connected Seoul National University Hospital



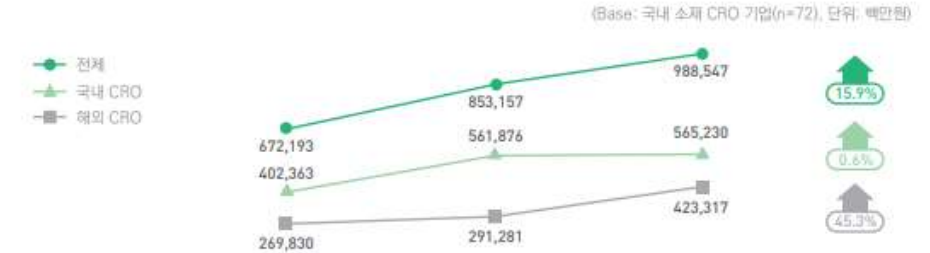
DCIS (Global Study team, MA&GS)

글로벌 임상시험 수행현황 (2023.03 누적, %)



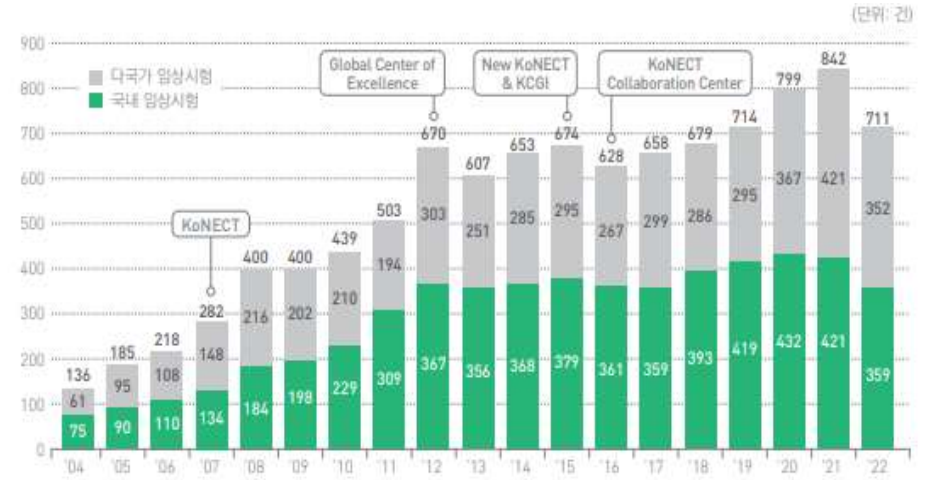
지역명	임상시험 수(건)	지역명	임상시험 수(건)
전세계	446,966	중동	23,062
북아메리카	179,462	튀르키예	10,981
미국	161,107	이스라엘	9,134
캐나다	26,722	남아메리카	13,517
멕시코	4,672	브라질	9,192
유럽	128,353	아프리카	16,209
프랑스	33,362	이집트	8,659
독일	23,797	남아프리카공화국	3,320
영국	23,227	북아시아	7,696
이탈리아	18,241	러시아	6,172
스페인	18,696	태평양	10,247
벨기에	12,407	호주	9,472
네덜란드	12,041	동남아시아	9,231
동아시아	56,567	태국	3,311
중국	29,378	싱가포르	3,221
한국	13,995	남아시아	7,991
대만	9,361	인도	5,070
일본	7,384	중앙아메리카	3,741

국내 소재 CRO 연간 매출 현황



	사계수	2020년(n=79)		2021년(n=87)		2022년(n=72)		증감
		평균	합계	평균	합계	평균	합계	
전체	(72)	8,509	672,193	9,806	853,157	13,730	988,547	▲15.9%
국내 CRO	(57)	6,706	402,363	8,143	561,876	9,916	565,230	▲0.6%
해외 CRO	(15)	14,202	269,830	16,182	291,281	28,221	423,317	▲45.3%

국내 식약처 IND 승인 현황(국내, 다 국가)



DCIS 경영실적 및 계획



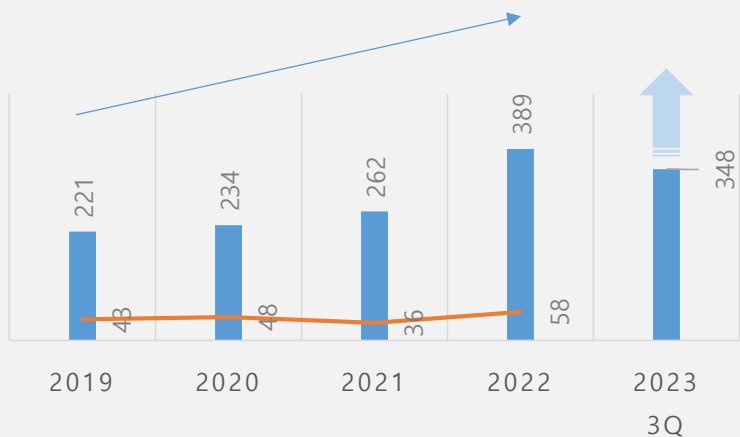
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DCIS Changes in financial position

■ 2019~2023 : Revenue

[unit : KRW hundred million]



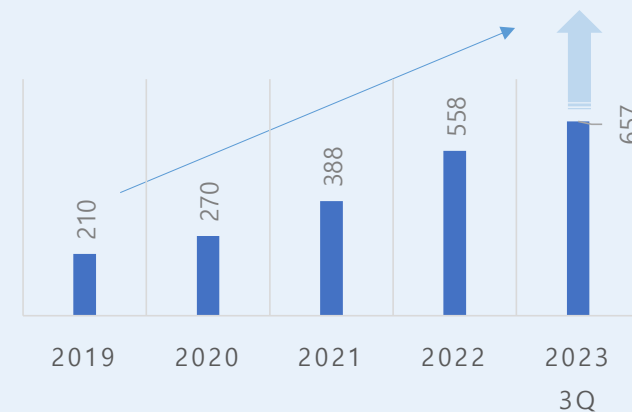
■ Project in progress

Year	2019E	2020E	2021E	2022E	2023 3Q
Project NO.	200	223	230	264	313

■ 2019~2023 :

Total Amount of New Booking

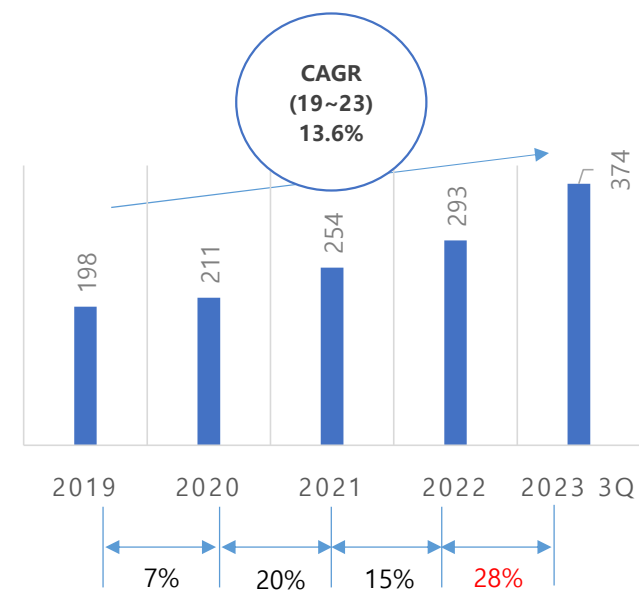
[unit : KRW hundred million]



■ 2019~2023 :

No. of Employees

[unit : Headcount]



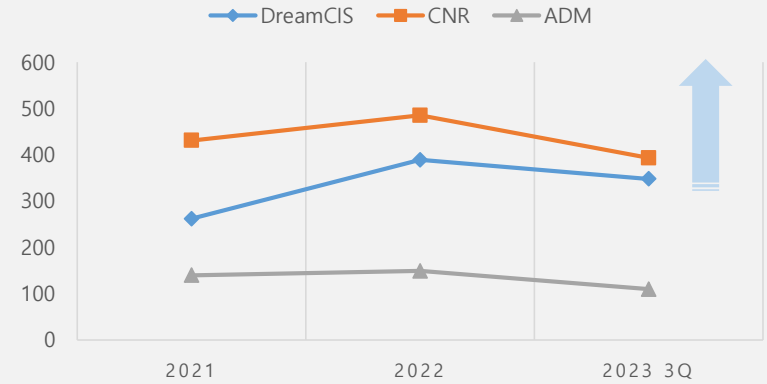
DCIS Changes in financial position (Market Competition)

Revenue

[unit : KRW hundred million]

구분	2021E	2022E	2023 3Q
DreamCIS	262	389	348
CNR	431	485	393
ADM	140	149	110

증감 예상

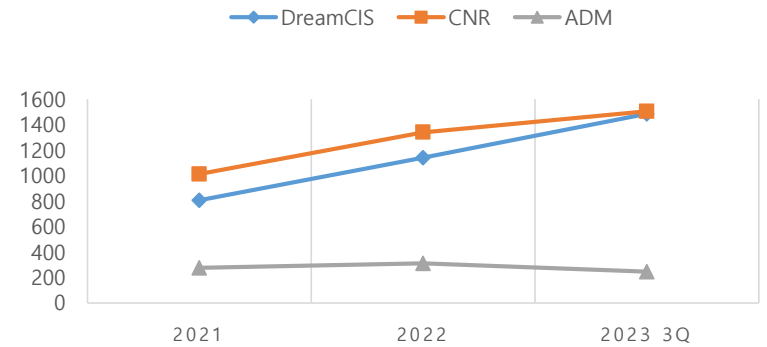


Balance of orders

[unit : KRW hundred million]

구분	2021E	2022E	2023 3Q
DreamCIS	806	1141	1485
CNR	1013	1341	1506
ADM	276	311	247

증감률



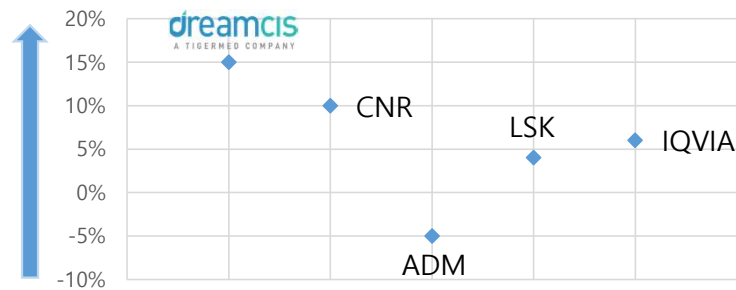
DCIS Changes in financial position

Market Competition

■ 2022 OI Ratio for **Profitability** & Debt to Equity Ratio for **Stability**

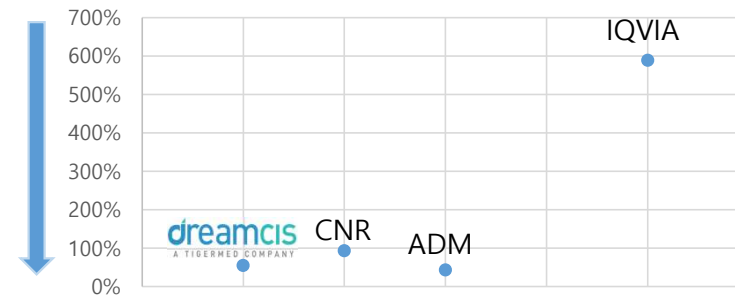
Company	DreamCIS	CNR	ADM	LSK	IQVIA
OI Ratio	15%	10%	-5%	4%	6%
Debt to Equity Ratio	55%	93%	43%	-7366%	589%

OI RATIO



- OI% of DreamCIS has been the highest in CRO market
- From 2023, DreamCIS started investing in human resources much more to get prepared for the upcoming projects and growth

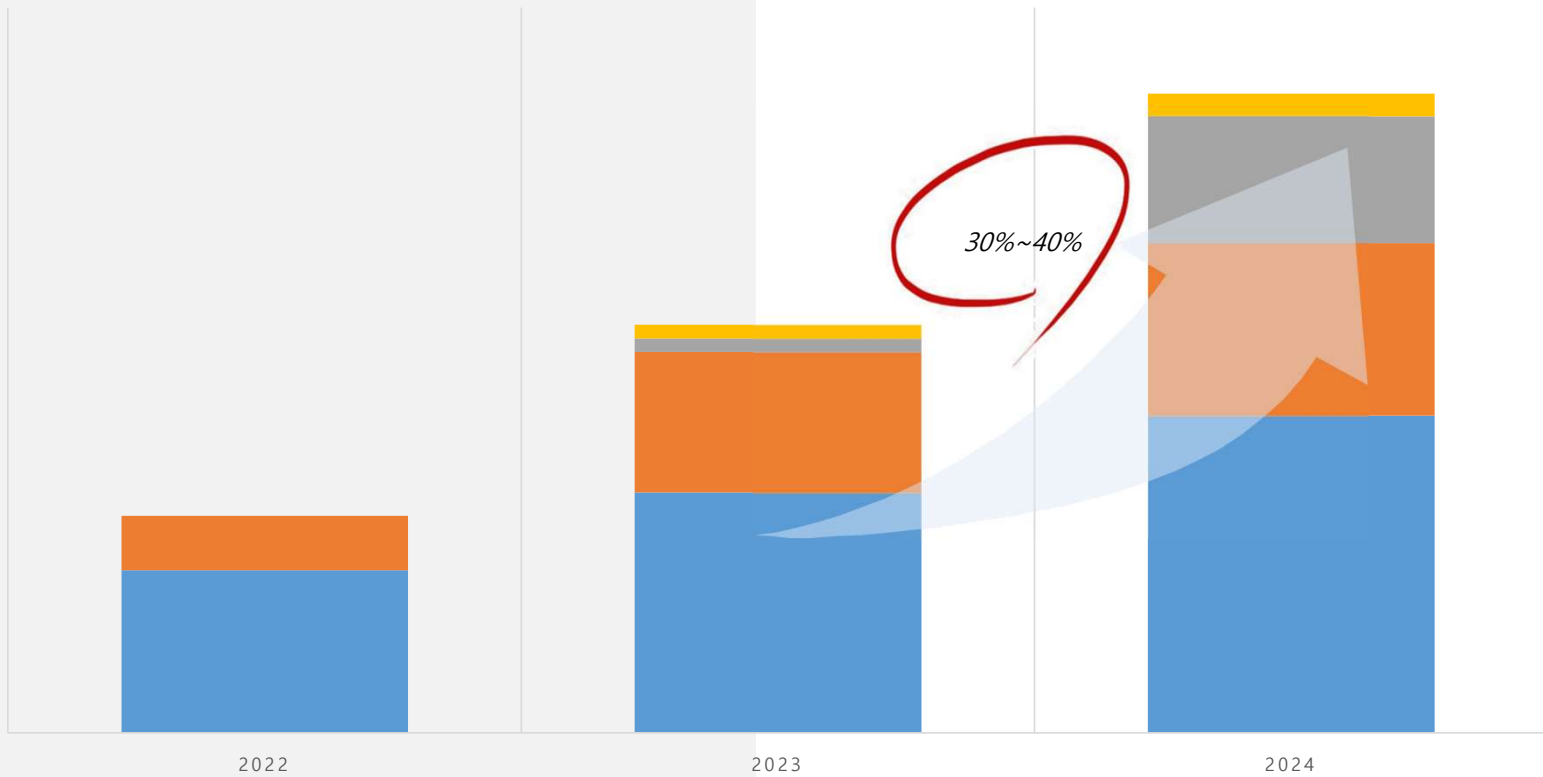
Debt to Equity Ratio



- Debt to Equity ratio of DreamCIS has been much lower than other competitors.
- Stronger cashflows are being invested for complete value chains and proactive alliances with strategic partners

CONTRACT FORECAST BY 2024

■ LPS ■ CR ■ Global ■ Medical Device



THANK YOU

To Be New Drug Development Platform CRO.

dreamcis
A TIGERMED COMPANY

