Welcome to Galenicum
Our corporate image comes from the sunrise. Night represents disease, daylight means health and the sunrise stands for overcoming.
Who we are

Our expertise

Ten year strategic plan

Working in International
Who we are - Introduction to Founders

Joaquim Domingo - CSSO
Erich Büchen - COO
Alejandro Ollé - CFO

- 39 years old
- MSC in Engineering by UPC
- Previous experience in management consulting

- 40 years old
- MSC in Economics by ESADE
- Previous experience in chemical trading

- 39 years old
- MSC Engineering by UPC
- Previous experience in management consulting
Who we are - Facts

- We are a young innovative oriented company
- Income: 84 € Mn in 2014
- Winner of the European Business Awards 2014
- Offices in Perú, Chile, Brazil, China, Malta and Barcelona
- We deliver excellence through different business models both, in the B2B and B2C business
Who we are - Our history

Galenicum foundation in January 2003

- Appointed as Dr. Reddy’s Agent for Spain
- Advisory entry strategy project for a generic multinational in Spain
- 1st patent for API filed
- Launch of: Rivastigmin, Sildenafil, Atorvastatin
- LAB expansion project
- Approval of API
- Establishment of Brazil and Peru Offices
- Relaunch of Sildenafil
- Kick-off SAG manufacturing

- 1st formulation license sold
- 1st development started
- 1st MA for generic product in Spain
- 5th contract manufacturing project started
- Launch Olanzapine
- Establishment of Kuwait Partnership
- Launch of Dexketoprofen
- Launch of Citalopram sticks, Almotriptan and creams


- Galenicum China Office December 2004
- Galenicum Madrid Office
- Galenicum India Office
- Galenicum Malta office
- New Barcelona Office
- Galenicum Brazilian Office
- Launch of 1st product in Peru: Anastrozole
- Acquisition of SAG manufacturing – Madrid

- Regulatory Affairs Department started
- Galenicum Control Lab commissioned & GMP approved
- Galenicum Office in Peru
Who we are - Figures

Revenues

- Fortis Profen, Almotriptan and Creams
- Growth of own products
- Launch of: Sildenafil, Atorva, Rivastigmine

Headcount development

- 100% of the Galenicum team holds a university degree
  - Pharmacy: 28%
  - Engineering: 13%
  - Business: 19%
  - Chemistry: 17%
  - PhD: 9%
  - Others: 14%

We achieve consistent growth by investing in our people and in R&D
Who we are

Our expertise

Ten year strategic plan

Real Experiences and Recruiting
20 Patents Applications Completed

2014

25 Patents Applications Completed

2015

©
Affordability
- Best price-quality relation

Safety and efficiency
- Bioequivalent Products

Quality
- Made in Europa
Our expertise - Galenicum’s business model integration

<table>
<thead>
<tr>
<th>Year</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Phase IV</th>
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</thead>
<tbody>
<tr>
<td>2003</td>
<td>Sale of API’s</td>
<td>Sale of FDF of Principals</td>
<td>Development and Sales of Own Products</td>
<td>Own brand FDFs</td>
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<td>2004</td>
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<td>2014</td>
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Our expertise - Two business models

- **B2B**:
  - API's
  - Finished products
  - Quality control
  - Manufacturing
  - Batch release services
  - Licensing of CTD dossiers and supply
  - Sourcing of APIs for R&D and industrial products
  - Sourcing of APIs for R&D and industrial products
  - Own manufacturing (SAG manufacturing)
  - Own manufacturing (SAG manufacturing)
  - Products from principals: e.g. Apotex, Cinfa, Cipla

- **B2C**:
  - Finished products
  - Own branding
  - Own branding strategy for the B2C business model
  - Own branding strategy for the B2C business model
  - Own products
  - Own products
  - Products from principals: e.g. Apotex, Cinfa, Cipla
  - Own products
  - Own products
  - Products from principals: e.g. Apotex, Cinfa, Cipla

- **Sourcing of APIs for R&D and industrial products**
- **Licensing of CTD dossiers and supply**
  - Own Products
  - Products from principals: e.g. Apotex, Cinfa, Cipla
- **Batch release services**
  - GMP approved laboratory
- **Own manufacturing (SAG manufacturing)**
- **Commercialization of own products directly to hospitals and pharmacies in LATAM**
- **Own branding strategy for the B2C business model**
Who we are - Main Customers

- TEVA
- STADA
- Kern Pharma
- Almirall
- Mylan
- Sandoz
- Esteve
- Bayer
- MSD
- Actavis
- Apotex
- CiNFA
- Biogaran
- Normon
- Ranbaxy Laboratories Limited
Who we are

Our expertise

Ten year strategic plan

Working in International
Ten year strategic plan - Manufacturing facility

- Warehouse: 5,317 m²
- Central Weight Area: 230 m²
- Manufacturing: 2,569 m²
- Packaging: 3,712 m²
- Quality Labs: 647 m²
- Admin. Offices: 1,125 m²
- General Areas: 534 m²
- Internal Expansion Area: 1,154 m²

Total area: 74,000 m²
Buildings: 24,250 m²
Land built: 17,740 m²

Expansion areas
- Indoor: 1,154 m²
- Outdoor: Buildings 50,000 m²
  Land to be built 24,000 m²
### Ten year strategic plan - Manufacturing facility

<table>
<thead>
<tr>
<th>Capacities 3 Shifts</th>
<th>2014</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Solids</strong></td>
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<tr>
<td>Compression</td>
<td>2,300 MM Tablets</td>
<td>2,300 MM Tablets</td>
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<td>Coating</td>
<td>480 MM Coated Tablets</td>
<td>2,700 MM Coated tablets</td>
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<td>Blister</td>
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<td>Blister Packs</td>
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<td>42 MM Blister Packs</td>
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<td><strong>Creams</strong></td>
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<tr>
<td>kg</td>
<td>420,000 kg</td>
<td>420,000 kg</td>
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<td>Tubes</td>
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<tr>
<td><strong>Liquids</strong></td>
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<tr>
<td>Litres</td>
<td>1,5 MM Litres</td>
<td>1,5 MM Litres</td>
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<tr>
<td>Bottles</td>
<td>18 MM Bottles</td>
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<tr>
<td>Sticks</td>
<td>17,5 MM Sticks</td>
<td>17,5 MM Sticks</td>
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<tr>
<td>Sticks Packs</td>
<td>1,3 MM Stick Packs</td>
<td>1,3 MM Stick Packs</td>
</tr>
</tbody>
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SAG MANUFACTURING can supply the 30% of Peru’s total market
Who we are
Our expertise
Ten year strategic plan
Working in International
Definition of the Development strategy
International Department
Working in International

**Academic Background**
- Bachelor in Business Administration, Economics, Engineering, Pharmacy...
- Master in Business
- Previous experience in Consulting or FMCG
- Excellent level of foreign languages

**Soft skills**
- Entrepreneurial spirit
- Business oriented
- Enjoys challenges and strategic thinking
- Persuasive and encouraging
- Strong organizational and time management skills
- Leadership
Tasks in International business development

- Sales strategy definition
- Marketing campaigns design and implementation
- Pricing strategy
- Budget planning and approval
- Set up of new and longstanding relationships with partners
- Pipeline evaluation and tracking
- Identification of new business opportunities
- Coordination and alignment of all the different subsidiaries
Spirit of overcoming
Welcome to Galenicum