

ATABAY

Pharmaceuticals and Fine Chemicals

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Vice President

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ATABAY Pharmaceuticals & Fine Chemicals

Date: Founded in 1939 and still owned by the Atabay family

Sector: Pharmaceuticals and Fine Chemicals

Category: Branded Generics & API Production

Company: Factory Staff 650
Medical Sales Representatives 170

Market: Home Market: Turkey
Export Markets: EU/USA/MENA/ASIA

Philosophy: Back integrated production for quality assurance and affordability

History

1
9
3
9

- Pharmacist Ömer Kemalettin ATABAY established East Pharmacy Warehouse. Tablet production starts in 1945 in central laboratory. (sulfadiazine)

1
9
5
5

- Production of **Finished Dosage Forms** was started in Tophane Istanbul.

1
9
6
7

- **Modern Finished Dosage Form (FDF)** production facility built in Acıbadem by Chem. Bülent Atabay.
- Septrin is produced for Welcome of UK

1
9
7
0

- Atabay Kimya San ve Tic A.Ş. was established
- **Active Pharmaceutical Ingredient (API)** production was started in Gebze

1
9
7
5

- Atabay **Agricultural and Veterinary** products facility was established in Gebze and production started.

1
9
8
5

- API Production facilities are approved by **FDA** and European Health Authorities since 1985

1
9
9
2

- Beta-lactam production facility established
- Manufacturing of co-amoxiclav group antibiotics was started as 1st generic in Turkey

1
9
9
3

- Back integration of Paracetamol production was completed and Atabay has become an important Paracetamol producer in the field

2
0
1
0

- Parol infusion production was started
- Production of anti-viral active ingredient Oseltamivir started

2
0
1
2

- A new alkaloid extraction facility was established at TMO in Afyon, Turkey

2
0
1
3

- Biopharmaceutical product **sterile prefilled syringe filling** facility was established
- Biopharmaceutical R&D facility was established in Acıbadem

2
0
1
6

- **Biosimilar R&D** and establishment of Biotechnology Pilot Production facility

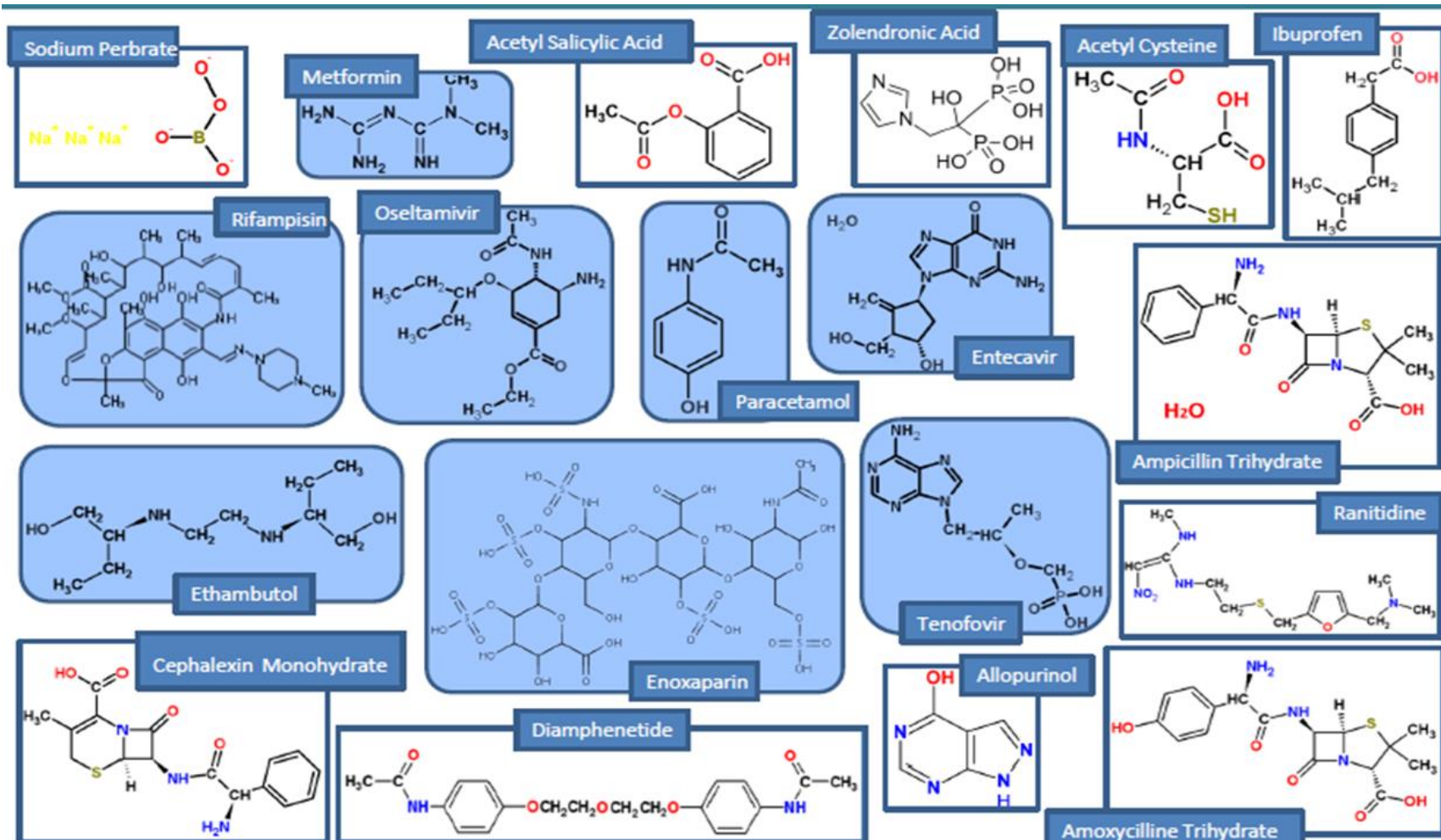
2
0
1
9

- **National recognized R&D Center** certification
- Open innovation projects with Universities
- **EU GMP certifications on FDF production lines**

2
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2
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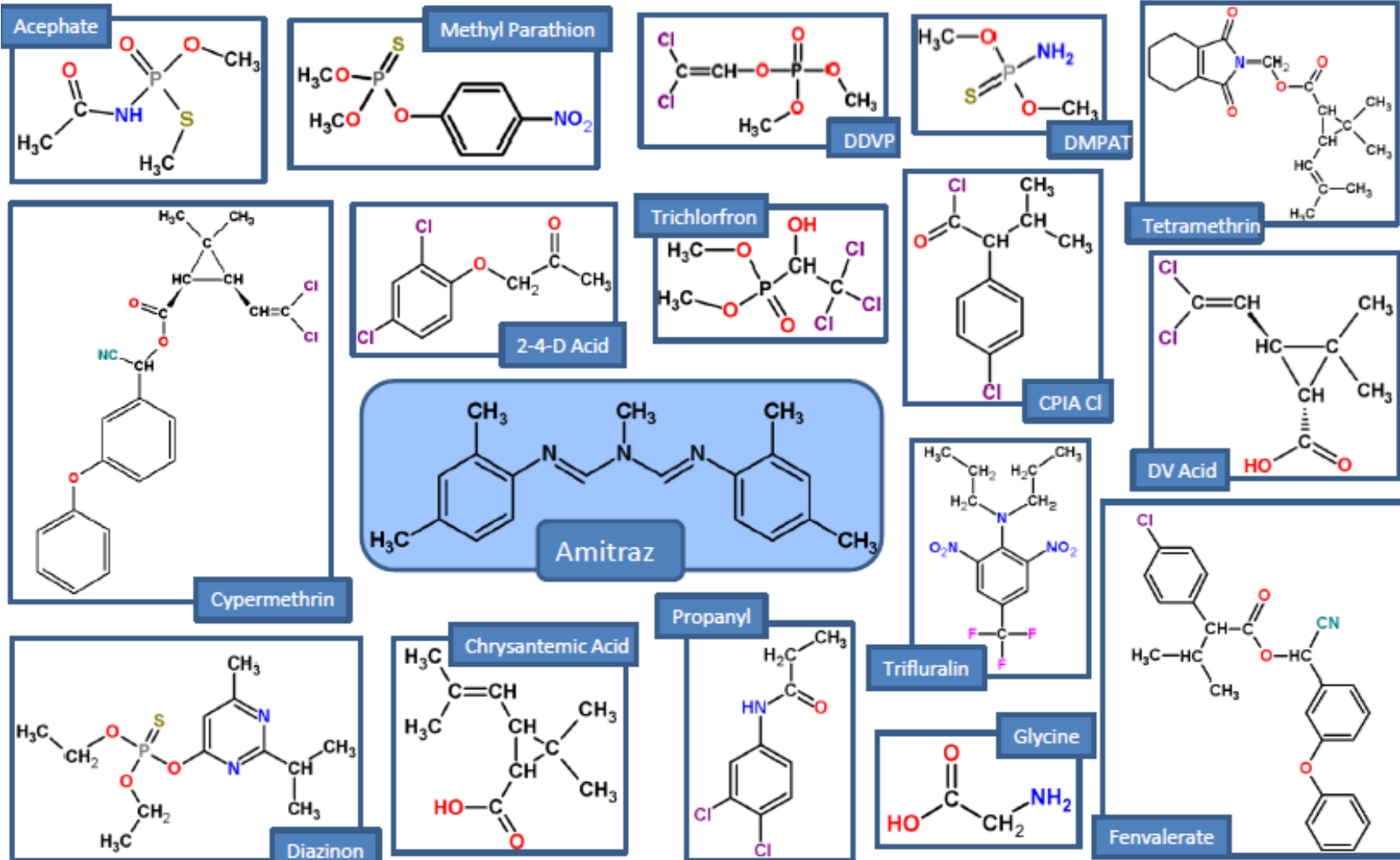
- First Synthesis and Bioequivalence of **Favipiravir** in the world outside of Japan&China.
- First **Oseltamivir IV** form in the world
- Synthesis and FDF of COVID Medicines
- Production Facility of **Traditional Medicine**

Chemical History



Examples of Pharmaceuticals Fine Chemicals produced at Atabay

Chemical History



Examples of Agricultural and Veterinary Chemicals produced at Atabay

Phytopharma History

RHUS CORIARIA	HYPERICUM PERFORATUM
RUSCUS ACULEATUS	SILYBUM MARIANUM
CINNAMOMUM	VACCINUM MACROCARPON
GLYCRHIZA GLABRA	VACCINUM MYRTILLUS
TARAXACUM OFFICINALE	CIMICIFUGA RAMCEMOSA
TAMARINDUS INDICA	MELISSA OFFICINALIS
HELICRYSUM SP.	LAVENDULA OFFICINALIS
ASTRAGALLUS SP.	ROSA
HEDERA HELIX	CERATONIA SILIQUA
CRATAEGUS MANAGYNA	MOMORDICA CHARANTIA

Over 100 Pharmaceuticals, Agricultural and Veterinary Chemicals have been produced

ATABAY Pharmaceutical Fine Chemicals Inc. (ATABAY Kimya A.Ş.)



ATABAY Gebze Plant (GMP)

Production of pharmaceuticals, pharmaceutical active ingredients and veterinarian products

ATABAY Acibadem Plant (GMP)

Production and marketing of pharmaceuticals, pharmaceutical active ingredients

Sterile Infusion Plant



Non-Sterile Plant

Beta-Lactam Antibiotics Plant



API Production Plant



BioTech Plant



Traditional Medicine Plant

Prefilled Syringes Sterile Area



Non-Sterile Plant



R&D Center



Production Capacities

ATABAY Pharmaceutical Fine Chemicals Inc. (ATABAY Kimya A.Ş.)

ATABAY Gebze Plant (GMP)

Production of pharmaceuticals, pharmaceutical active ingredients and veterinarian products

Sterile Infusion Plant – 11 million bottles/year

Non-Sterile Plant – 90 million boxes/year

- Tablet production/packaging line 48 m boxes/year
- Syrup production/packaging line 42 m boxes/year

Beta-Lactam Antibiotics Plant – 15m boxes/year

API Production Plant

- 4000 tons/year Paracetamol
- 10 tons/year Oseltamivir
- 100 tons/year Favipiravir

ATABAY Acibadem Plant (GMP)

Production and marketing of pharmaceuticals, pharmaceutical active ingredients

Prefilled Syringes Sterile – 33m injectors /year

Non-Sterile Plant – 82 million boxes/year

- Tablet production/packaging line 82 m boxes/year

R&D Center

- Chemical Synthesis Team
- FDF Formulation Team
- Analytical Team
- Phytopharma Team
- Biotechnology Team

Overview

Site 1:
Acibadem Plant:
10,000 m²

- Administrative Building
- FDF Production
- Dedicated Paracetamol Milling/Sieving/ Granulation/ Tableting/ Final Release



- ▣ Atabay's product list covers following therapeutic fields:
 - ▣ **Analgesics / Cough and Cold Preparations**
 - ▣ Anti Rheumatics / **Anti Inflammatory (non-steroid)**
 - ▣ Mucolytic
 - ▣ Expectorants
 - ▣ **Antibiotics – Antibacterials**
 - ▣ Floroquinolones – Antimicrobial
 - ▣ **Macrolides – Antibacterial**
 - ▣ Antitussives
 - ▣ Antituberculosis / Antibiotics – Antibacterials
 - ▣ Anti – Ulser
 - ▣ Antihistamines
 - ▣ **Antiviral**
 - ▣ **Antithrombotic**
 - ▣ Anti – Cancer

▣ Dosage forms

- ▣ Tablets / Film Tablet
- ▣ Suspensions
- ▣ Dry Powder for suspension
- ▣ Syrups
- ▣ Suppositories
- ▣ Capsules
- ▣ Sachets
- ▣ Aseptic Production of prefilled syringes

▣ Packaging Lines

- ▣ ALU / ALU Packaging Line
- ▣ ALU / PVC Packaging Line
- ▣ Bottling Line
(Syrup, Suspension, Powder)
- ▣ HDPE Bottling Line
(Tablet, Film Tablet)
- ▣ Sachet Filling Line

Overview

Site 2:
Gebze Plant:
300,000 m² / 50,000m²

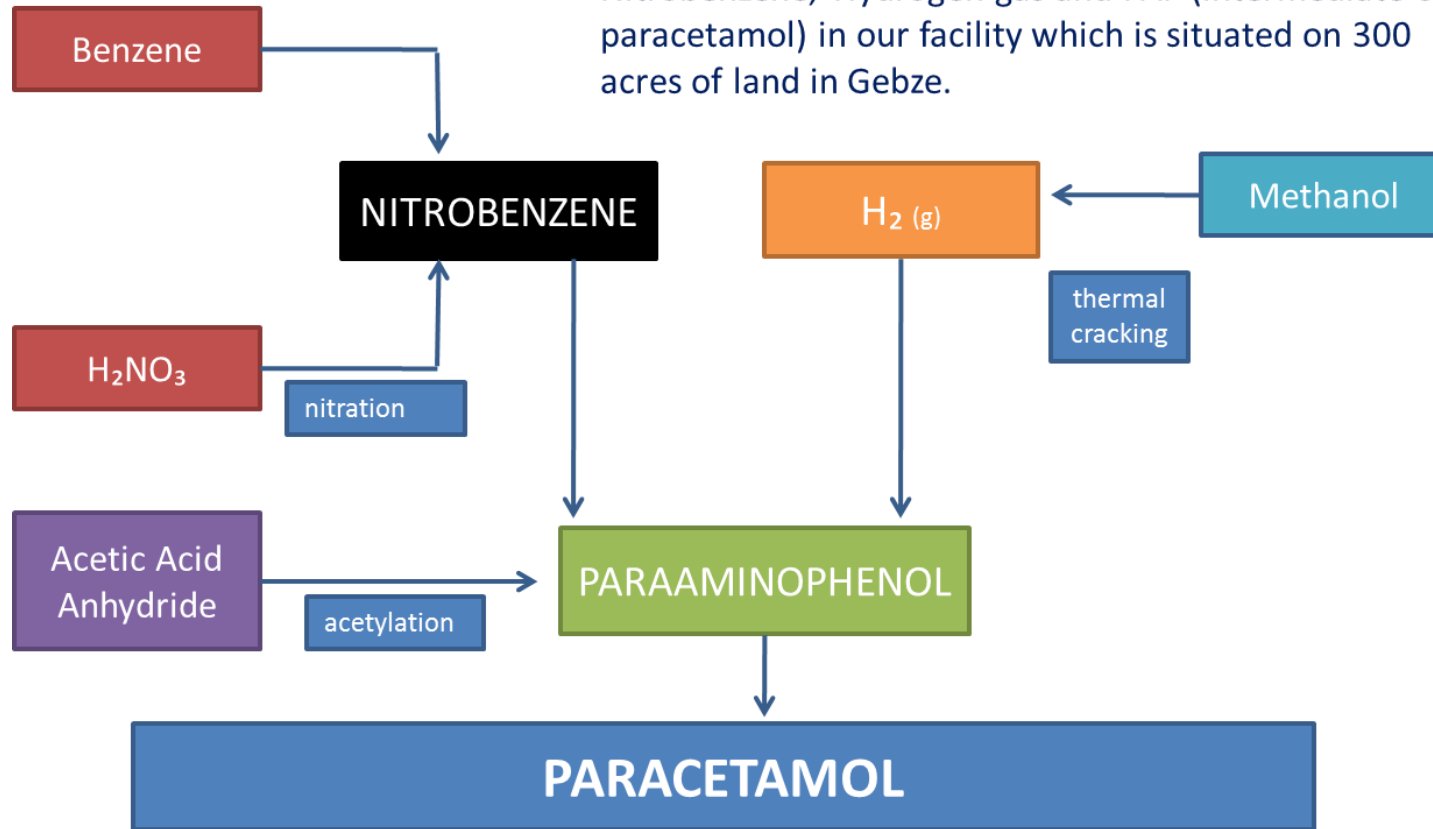
- Dedicated Paracetamol Synthesis and Crystallization
- FDF Production
 - Sterile Infusion Plant
 - Beta-Lactam Antibiotics Plant
 - Non-Sterile Plant
- Dedicated Veterinary API Production
- Biotechnology Plant



- Traditional Medicine Plant

ATABAY – Paracetamol

We are also integratedly producing required chemicals for paracetamol manufacturing such as Nitrobenzene, Hydrogen gas and PAP (intermediate of paracetamol) in our facility which is situated on 300 acres of land in Gebze.



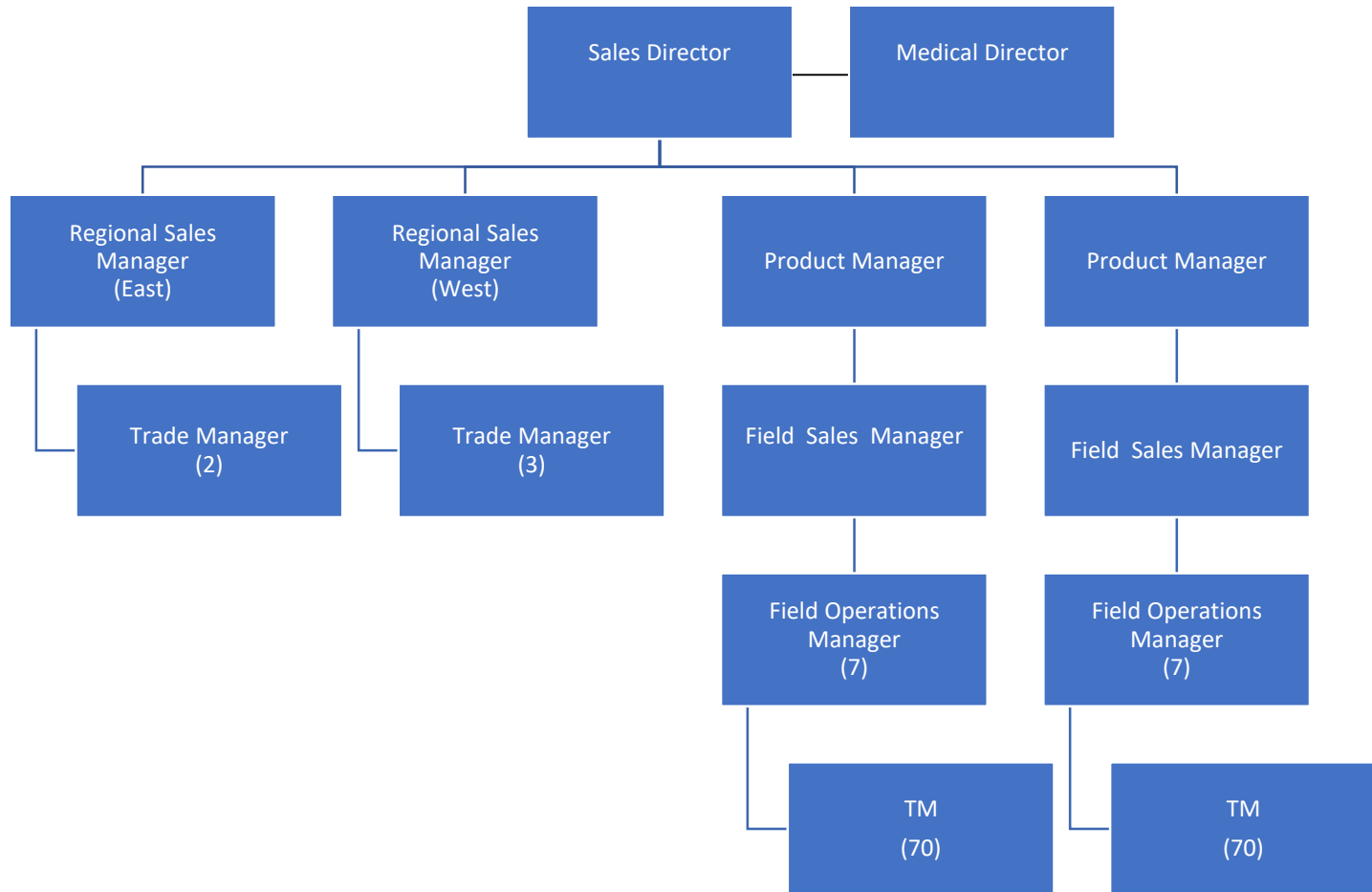
**FDA and EU GMP approved 1/9 Paracetamol producer of the world,
sole manufacturer in EU and MENA**

ATABAY – Paracetamol

- ▣ Audit Dates
 - ▣ FDA – Since 1985 .. September 2009, April 2014
 - ▣ C-TPAT: Customs-Trade Partnership Against Terrorism – June 2015
 - ▣ Irish Authority (IMB) – May 2009, May 2011
 - ▣ German Authority – Sept 2012, May 2015, May 2017
 - ▣ Iraq Ministry of Health - 2017
 - ▣ Turkish Authority (TMOH)- October 2015
 - ▣ Australian Authority – October 2018
 - ▣ Japanese Authority – April 2018
 - ▣ Finnish Authority – March 2019



Sales Structure – Turkey



Market Information Turkey



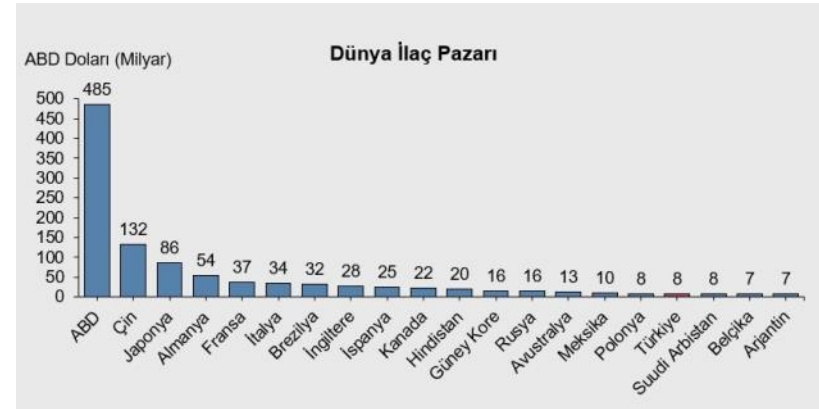
Area: 783.562 km²

GDP per Capita: 9,683 USD

Population: 82 million (2018)

Average age: 31.4 years (2018)

Population growth rate: 0.49% (2018)



Pharmaceutical Market size: 2.209.590.352 boxes – 8 billion USD

Pharmacy count : 25,800 (Atabay visits 15,500/month)

Pharma Wholesalers: 68 (Atabay works with 40 wholesalers, 90% of market coverage)

Medical Doctor count: 165.363 (Atabay visits 13,451/month)

Atabay Sales Performance

2016 – 2019 domestic financial (TL) growth : %195 (USD based %57)

	2016	2017	2018	2019
TL BÜYÜME				
ATABAY	142.464.827	197.423.478	265.875.552	420.408.196

2016 – 2019 domestic boxes growth : %31

	2016	2017	2018	2019
KUTU BÜYÜME				
ATABAY	53.883.105	58.204.937	64.975.235	70.657.319

Not: IMS numbers don't reflect sales to hospitals and exports

Out of 6221 FDF products sold in Turkey – Parol is Nr.1 in box count

		2018	2019
1	PAROL	39.423.702	40.537.926
40	KLAVUNAT	6.109.719	6.899.987
58	PEDIFEN	4.354.902	5.565.567

ATABAY – COVID19 Response

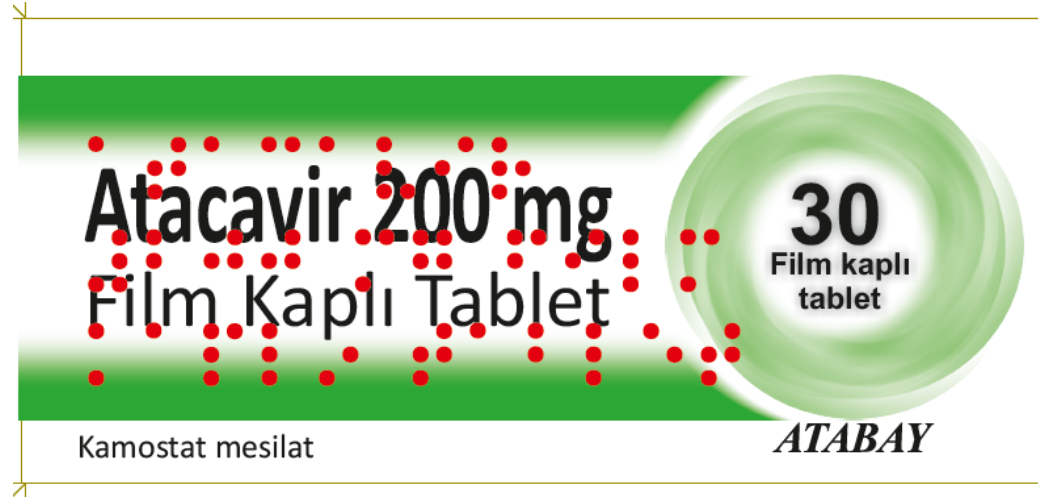


**Kinovir, 200mg Film Coated Tablet
Hydroxychloroquine Sulfate**

**Favicovir, 200mg Film Coated Tablet
Favipiravir**



Atafenovir, 200mg Capsules
Umifenovir Hydrochloride



Atacavir, 200mg Film Coated Tablet
Camostat Mesylate

ATABAY – COVID19 Response



**Enfluvir IV , 100mg lyophilized powder, 10 Flakon
Oseltamivir**

ATABAY



THE LIQUID PHASE OF PARACETAMOL

Indicated:

- ◆ After surgical interventions,
- ◆ In moderate pains,
- ◆ In the short-term treatment of fever.*

Parol INFUSION
10 mg/ml paracetamol in a 100 ml vial

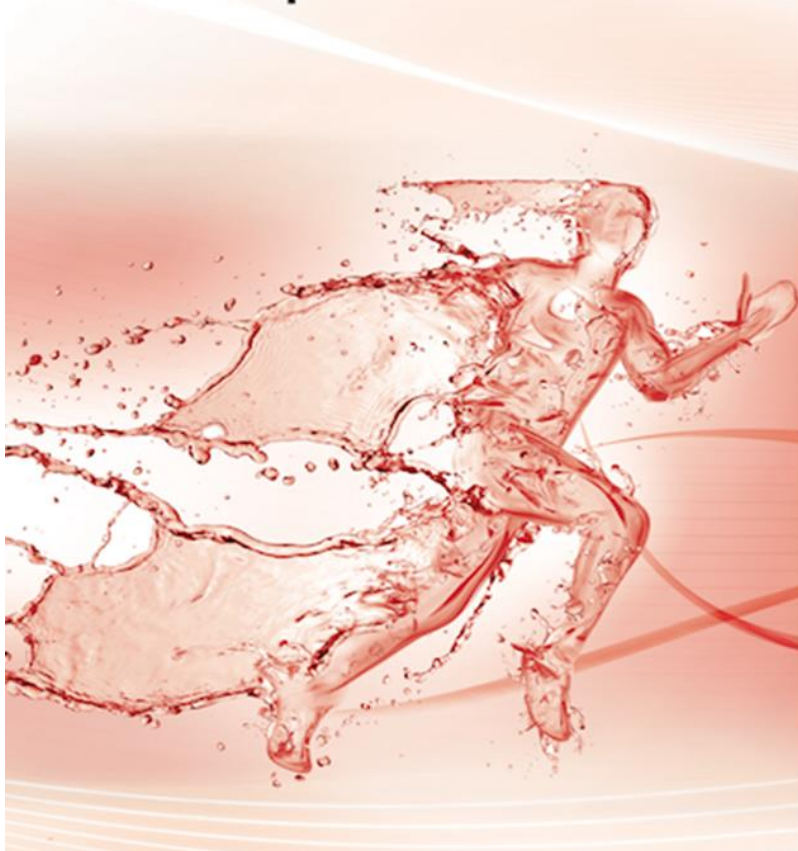
Reference: *Parol Infusion product information.



ATABAY

ENOX

Enoxaparin Sodium



For the treatment of thromboembolism

- Prophylaxis of venous thromboembolism following orthopedic and general surgery
- Venous thromboembolism prophylaxis in hospitalized patients due to acute medical illnesses
- The prevention of thrombosis in extracorporeal circulation in hemodialysis patients
- Treatment of deep vein thrombosis with or without pulmonary embolism



ATABAY



For prevention and management of epidemic influenza infection...

The right choice for influenza!

When **Oseltamivir** was given to children aged 12 or below **within 1 day** after the onset of symptoms, it provided significant reductions in:

- ▼ **Pneumonia**
- ▼ **Respiratory illnesses**
- ▼ **Otitis media and its complications.**

Referans: J. Peters PH, Moscona A, Schulman KL, Barr CE. Study of the impact of oseltamivir on the risk for pneumonia and other outcomes of influenza, 2000-2005. *Medscape J Med.* 2006; 10(6): 131.



Enfluvir
Oseltamivir

ATABAY



*The right choice
for influenza!*

Enfluvir
Oseltamivir



ATABAY

Success of Ternavir

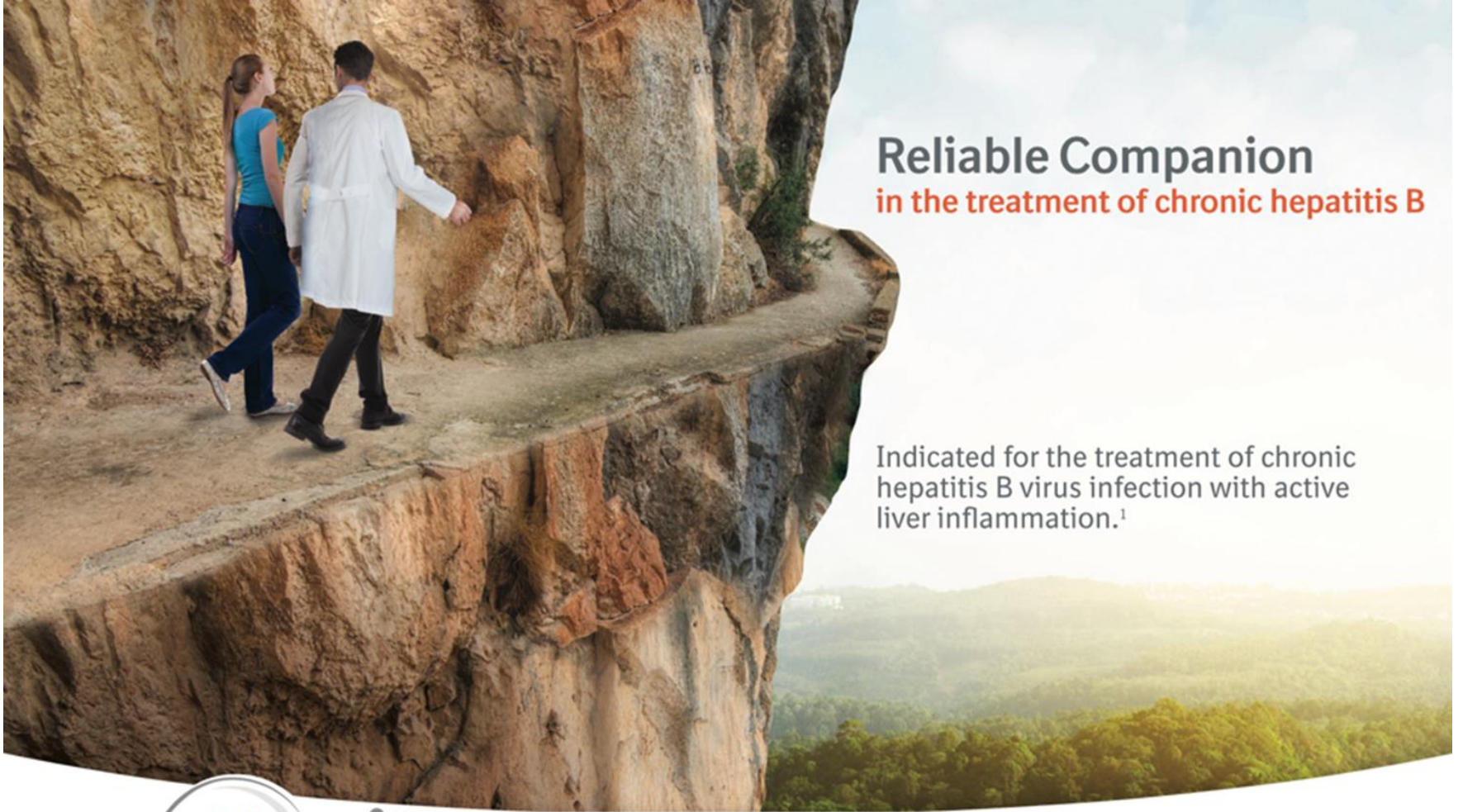
In treatment of Chronic Hepatitis B Infection



TERNAViR
TENOFVIR DISOPROXİL

Resistance to tenofovir disoproxil fumarate was not observed in genotypic changes of HBV polymerase.¹

ATABAY



Reliable Companion in the treatment of chronic hepatitis B

Indicated for the treatment of chronic hepatitis B virus infection with active liver inflammation.¹

HEDNAVİR
Entekavir

ATABAY

The code for pain



Parol[®]
Paracetamol

ATABAY

Finished Dosage Forms



A safe and powerful **first-line antibiotic** with extended spectrum and good tolerability for empirical treatment of respiratory tract bacterial infections when the causing pathogen is undetermined.^{1,2,3,4}

Klavunat
Co-Amoxiclav



A Virtuoso in *Upper Respiratory Tract Infections!*



Klamer
Clarithromycin



ATABAY

*The picture of happiness
in treatment with Macrolides*

- Acute tonsillitis/
pharyngitis¹
- Acute maxillary sinusitis¹
- Acute otitis media¹
- Acute exacerbations of
chronic bronchitis¹
- Pneumonia¹

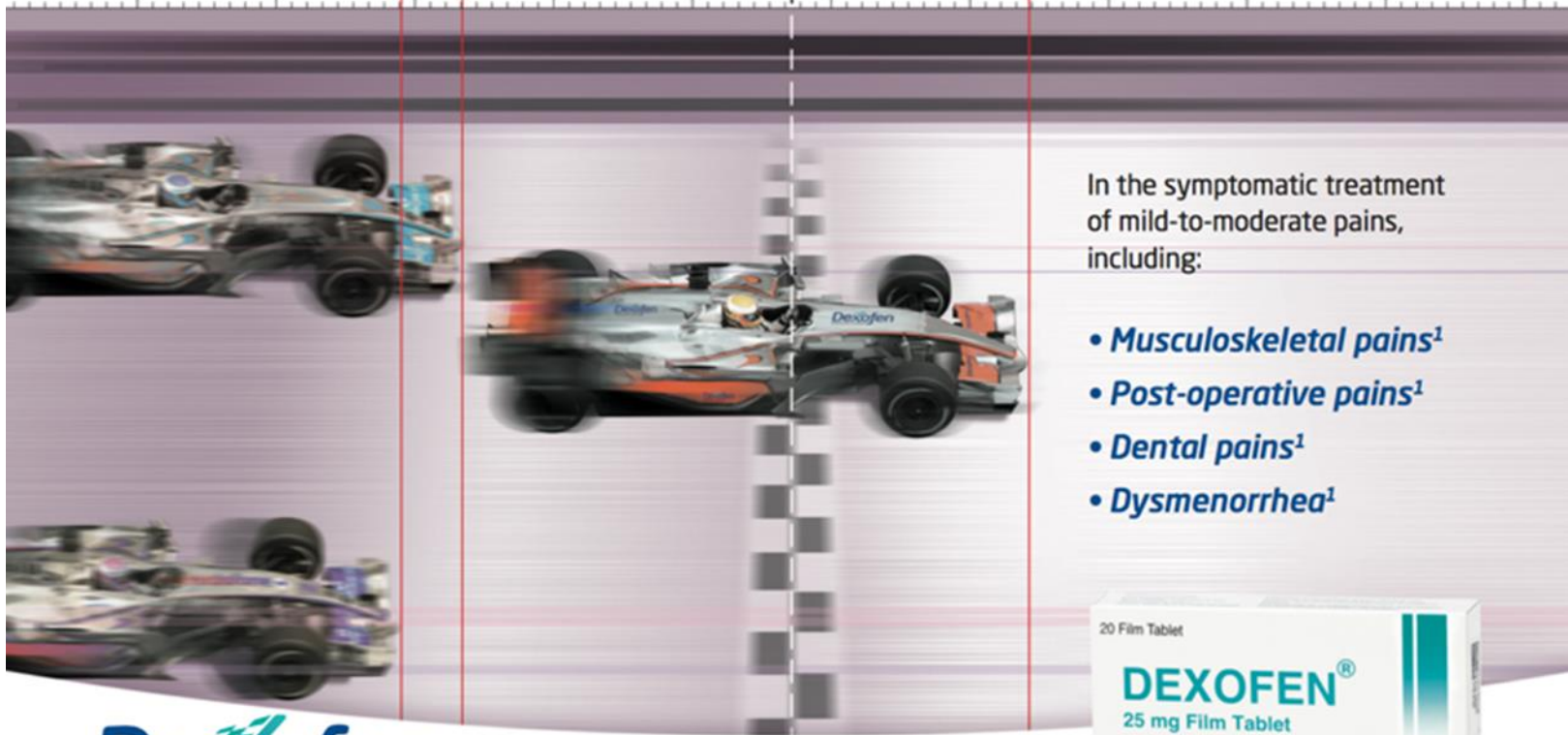


Klamer
Clarithromycin

Reference: Klamer product information

ATABAY

Unlike racemic mixtures **Fast and Net** result



In the symptomatic treatment of mild-to-moderate pains, including:

- *Musculoskeletal pains¹*
- *Post-operative pains¹*
- *Dental pains¹*
- *Dysmenorrhea¹*



Dexofen
Dexketoprofen Trometamol

Reference: 1. Dexofen product information

ATABAY

children's best buddy



Pedifen®
ibuprofen

ATABAY

A world without allergies for your child

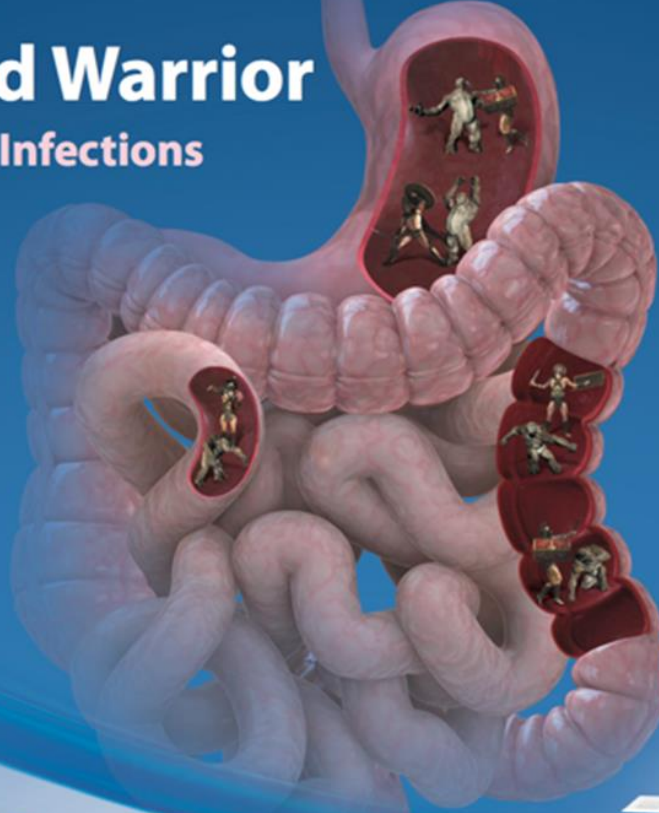


dicomex
Desloratadine



ATABAY

Experienced Warrior in Gastrointestinal Infections



Trimoks[®]
Trimethoprim / Sulfamethoxazole



ATABAY

Add mobility to your life! During rheumatic pain

My dear
Karagoz, my
joints are
rusted.



Take one
Suprafen tablet
and you'll be
mobilized
again



 **suprafen**
IBUPROFEN

ATABAY

Finished Dosage Forms

- ➔ Mucolytic action¹
- ➔ Expectorating action¹
- ➔ Mucoregulatory action^{2,3}
- ➔ Antioxidant action⁴
- ➔ Cytoprotective action⁴



The air is getting fresh!

Mukolatin is indicated for promoting removal and reduction of bronchial secretions and for facilitating expectorations...

Mukolatin
Acetylcysteine 200 mg

References: 1. Herwaarden CJA, Nether J Med 1995; 47: 45-48. 2. Maureen T. et al. Dimens Crit Care Nurs 2003; 23 (6):270-273 3. Olivieri D. Eur J. Respir Dis 1985; 66 (suppl 139): 142-5 4. Ziment I. Biomed Pharmacother; 1998; 42 (8): 513-9



ATABAY

Finished Dosage Forms



CetaFLU-forte
Paracetamol/Phenylephrine/Chlorpheniramine maleate



ATABAY

Private use only



ATABAY
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