



More than
seven decades
of commitment
in the health sector



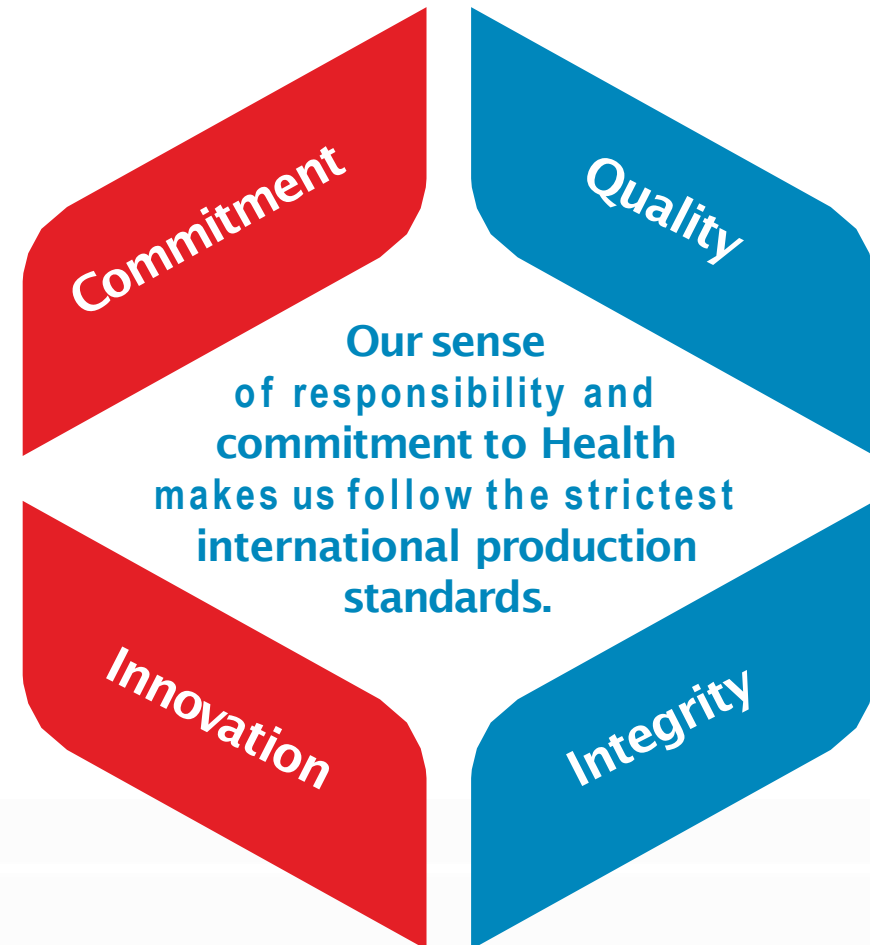
In a glance...



Founded in **1947**, the Laboratórios Atral were pioneers in Portugal in the **production of antibiotics**.

These continue to be **one of the company's core business segments**, however, production currently covers other therapeutic areas, including a broad portfolio of prescription, non-prescription, veterinary and dietary supplements.

Our mission is the **manufacture, development and marketing of owned medicines and health care products, with european standards of quality.**



Key Features



4 segregated factories: Non-restricted Dosage Forms, penicilins forms, cephalosporins forms.



32000 m2 of total floor space: **60% dedicated to manufacture. Aditonal floor space to expand.**



312 employees, more than 50% dedicated to manufacture.



No.1 Portuguese pharma co. In the production of Penicilins and Cephalosporins.



EU-GMP Approved Manufacturing facilities and **EU-CTD Format** regulatory dossiers.

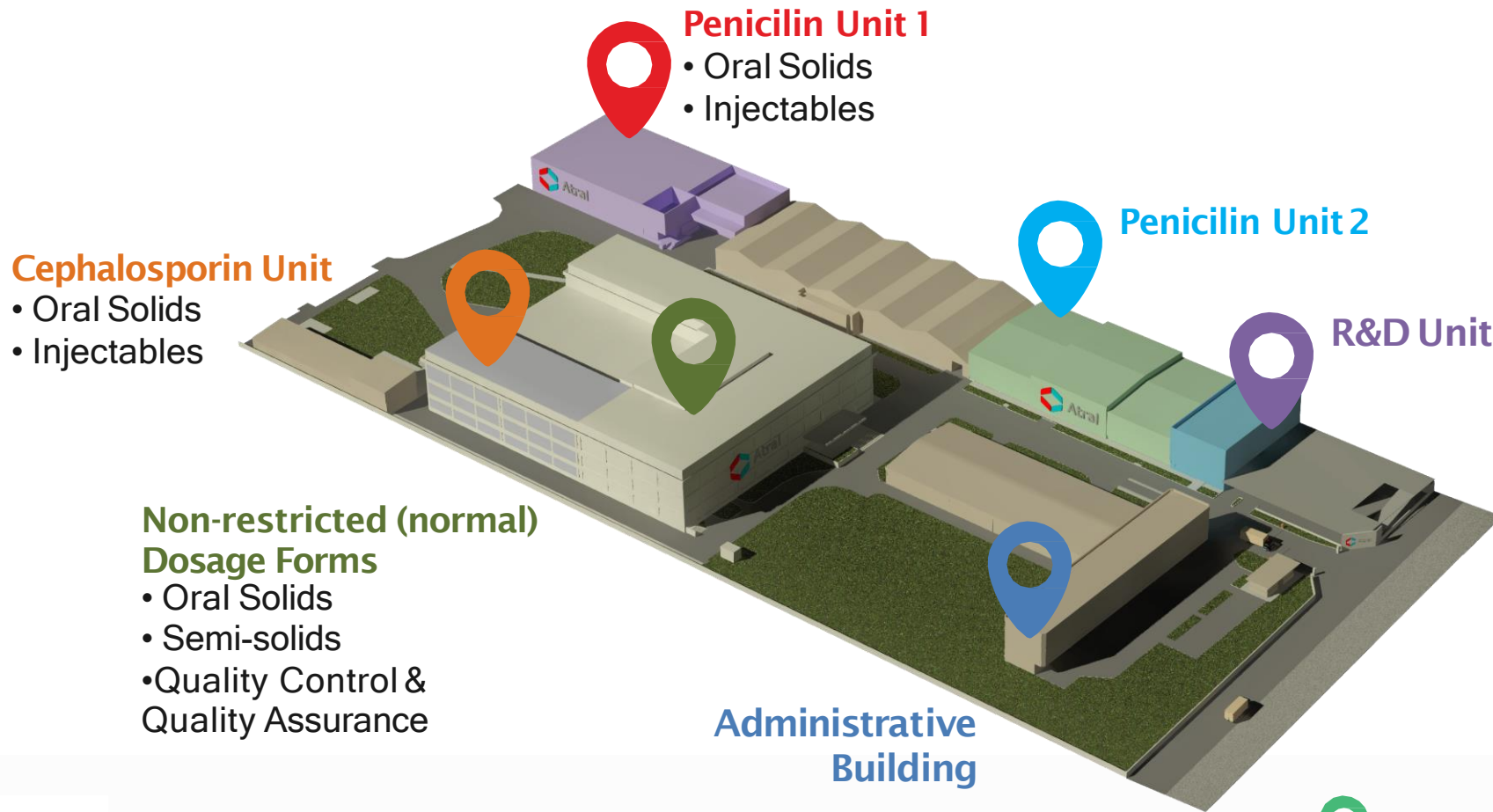


Regulatory affairs experienced team, with more than **14 years of experience** in the European Union, Eastern Europe, Latin America, Middle East and Africa.



Bioequivalence/Bioavailability and adequate **stability studies** available for most of our products.

Industrial Complex



± 30 Km (<=>25 min)
from LisbonCenter, Portugal!

General unit:

Dedicated to the following pharmaceutical forms:

- ▣ Tablets and Coated Tablets
- ▣ Hard gelatin capsules
- ▣ Sachets
- ▣ Oral Solutions
- ▣ Creams and ointments
- ▣ Suppositories/ Ovules

Processes:

- ▣ Dry granulation (compaction)
- ▣ Wet granulation
- ▣ Compression
- ▣ Coating



Pennicilinic Forms unit:

Segregated plant dedicated to the production of penicilins in the following pharmaceutical forms:

- ▣ Tablets and coated tablets
- ▣ Hard gelatin capsules
- ▣ Powder sachets for oral solutions
- ▣ Powder for Solutions and Oral Suspensions

- ▣ Capability to work with low relative humidity levels
- ▣ Aseptic zone for the production of injectables

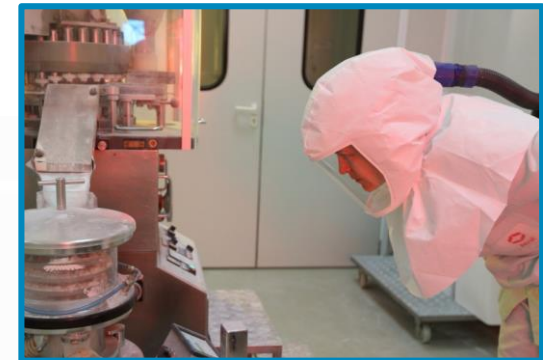


Cephalosporinic Forms unit:

Segregated plant dedicated to the production of cephalosporins in the following pharmaceutical forms:

- ▣ Tablets and coated tablets
- ▣ Hard gelatin capsules
- ▣ Powder for Solutions and Oral Suspensions

- ▣ Aseptic zone for the production of injectables



R&D Unit Expansion

700m²

- Development of New Products;
- Providing Development services to the whole group of Companies (Medifarma Corporation);
- Ability to develop and produce a wide range of pharmaceutical forms, in high tech facilities.

Penicillin's Unit Expansion

2000m²

- 10 x more capacity for oral penicillin's production;
- Deliver value from our customer's perspective.





**Business
Units**

Business Units

Domestic Market

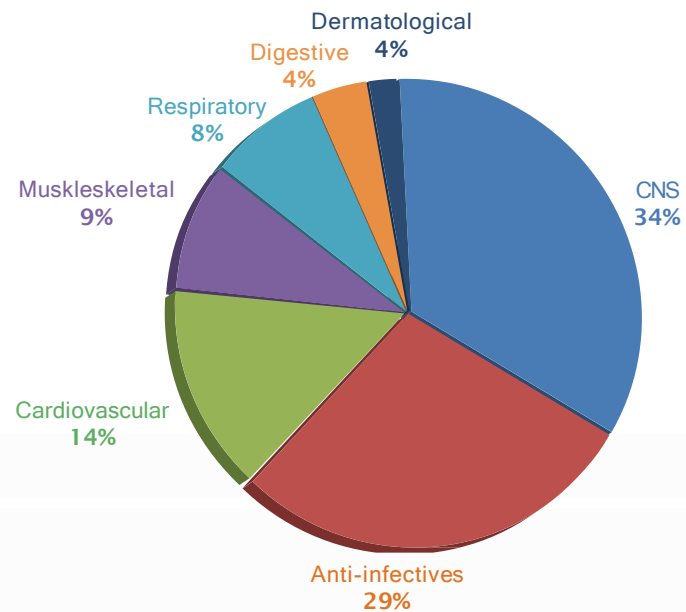


- ▀ The domestic market has been the most relevant segment, contributing to more than 50% of Atral's turnover.
- ▀ Prescription medicines are the main medication type, many of them being references both in the domestic and international market.



Sales / Medicine Type

EUR MAT/12/2018



Sales team

- 35 Sales Representatives
- + 2300 pharmacies
- + 14500 Doctors
- (6 medical specialties)

Top sales brands*

- ▀ Biloban
- ▀ Amizal
- ▀ Betamox
- ▀ Mirtazapina
- ▀ Lentocilin

Own Brands Distribution and Licensing Out

70 years of experience in establishing long term commercial relationships with international partners

The focus on internationalization is one of the **main areas of action for our company**. Currently, we have our products distributed in more than 40 countries in:

- Europe
- Africa
- CIS countries (ex-URSS)
- Asia
- Middle East
- North and South America

Our Expertise:

- Long term Experience in export logistics
- Quality and Regulatory Expertise in various markets
- Marketing and Training support with our brands, working alongside our clients, with a focus on improving their success

International certifications:



Business Units

International Market



America

- Bolivia
- Brazil
- Chile
- Costa Rica
- Cuba
- Dominican Republic
- Ecuador
- El Salvador
- Guatemala
- Honduras
- Mexico
- Nicaragua
- Panama
- Paraguay
- Peru
- Suriname
- Uruguay
- Venezuela

Europe

- Albania
- Austria
- Belgium
- Bosnia-Herzegovina
- Cyprus
- Denmark
- Finland
- France
- Georgia
- Kosovo
- Portugal
- Spain
- Sweden
- Switzerland
- The Netherlands
- United Kingdom

Asia

- Azerbaijan
- Iran
- Iraq
- Israel
- Jordan
- Lebanon
- Macau
- Syria
- United Arab Emirates
- Vietnam
- Yemen

Africa

- Angola
- Cape Verde
- Libya
- Mozambique
- Togo

Business Units

Contract Manufacturing



Strong experience in **Development and manufacture for third parties, with flexibility and fast response** to meet our clients' needs.

The CMDO Department **provides services such as:**

- Provisioning
- Development of formulas and processes
- Development and validation of analytical methods
- Implementation and monitoring of technology transfer
- Pharmaceuticals Production and packaging, in various dosage forms.
- ICH stability studies in all climatic zones
- Pharmacy Retention Samples Storage
- Analytical and batch release services in the European Union

Some of our clients



Thank you!



Leading Excellence in the
Pharma Industry through the
offer of products and services
of the **highest quality**

