

**Investment  
Innovation  
Internationalization**

**Quality  
Partnership**

With eyes set  
on the future  
**Bluepharma**



 **bluepharma**

## WHO WE ARE

Bluepharma is a Portuguese pharmaceutical company resulting from the acquisition of Bayer's former plant in 2001.

Through the entrepreneurship of its promoters, Bluepharma Group currently comprises 18 innovative companies that cover all stages of the pharmaceutical industry value chain.

Bluepharma's R&D-based strategy allowed to target the most demanding markets of over 50 territories worldwide, representing more than 120 clients and an export rate of 85%.

Bluepharma offers an integrated approach, including innovative research as well as the development, manufacturing and commercialization of medicines. This has proven to be determinant in our differentiation and competitiveness.

We aim to create value through innovation.



## OUR INTEGRATED APPROACH

Bluepharma offers an integrated approach, providing support on all steps of the product development, **from R&D to market**.

## WHY WORK WITH US

- Leading contract developer and manufacturer, with an integrated approach.
- Full-scale development projects with a proven track-record in international product launches.
- Long-term partnerships, based on time to market, cost-awareness and a result-driven strategy.
- EU-GMP approved unit, successfully inspected 4 times by USFDA (2009, 2012, 2014, 2016) and also by MFDS (South Korea), MOH Libya, SFDA (Saudi Arabia) and ANVISA (Brazil). Additionally, the manufacturing site is registered in Iraq, Jordan, Kurdistan, Taiwan, UAE and Vietnam.
- R&D Center in Portugal.
- Manufacturing Plant in Portugal.
- Capability to develop and manufacture high potency products.



On Time  
in Full



Reduced  
Lead Time



Right First  
Time



Lean Six  
Sigma

STATE OF THE ART  
EQUIPMENT AND  
HIGHLY QUALIFIED  
TEAM



## POLICIES

INVESTMENT  
INNOVATION  
INTERNATIONALIZATION  
PARTNERSHIPS  
QUALITY

## WHERE WE ARE

Bluepharma collaborates globally with major pharmaceutical companies through licensing of its own technology or distribution of its own brand.

### Europe

- Supplying almost every European country
- Direct sales in Portugal and Spain

### U.S.A. and Canada

- Several products approved and launched

### Latin America

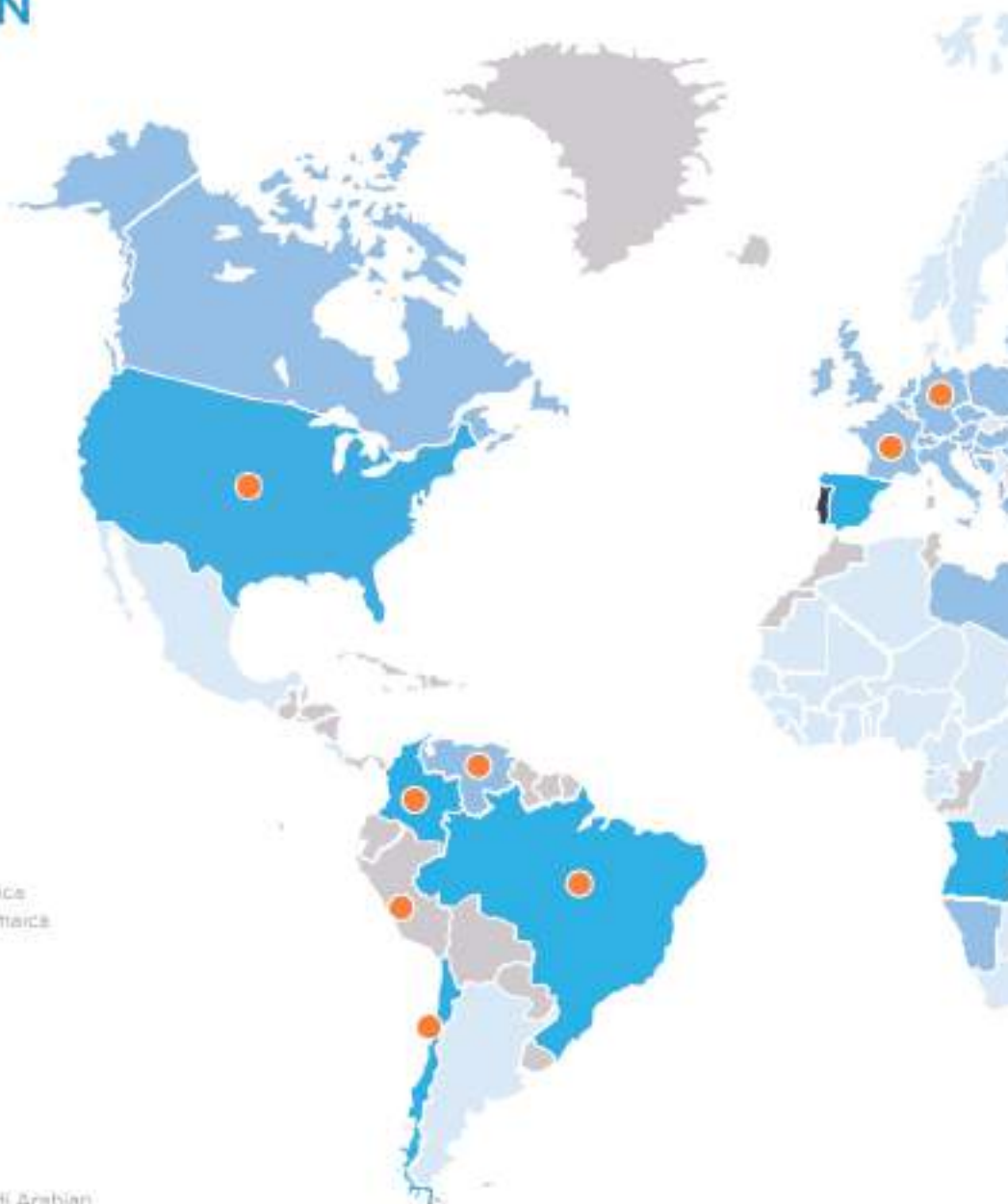
- Products registered in Colombia, Chile, Peru and Venezuela
- Several agreements in place across South and Central America
- Products under registration in Brazil, Costa Rica, Mexico, Jamaica

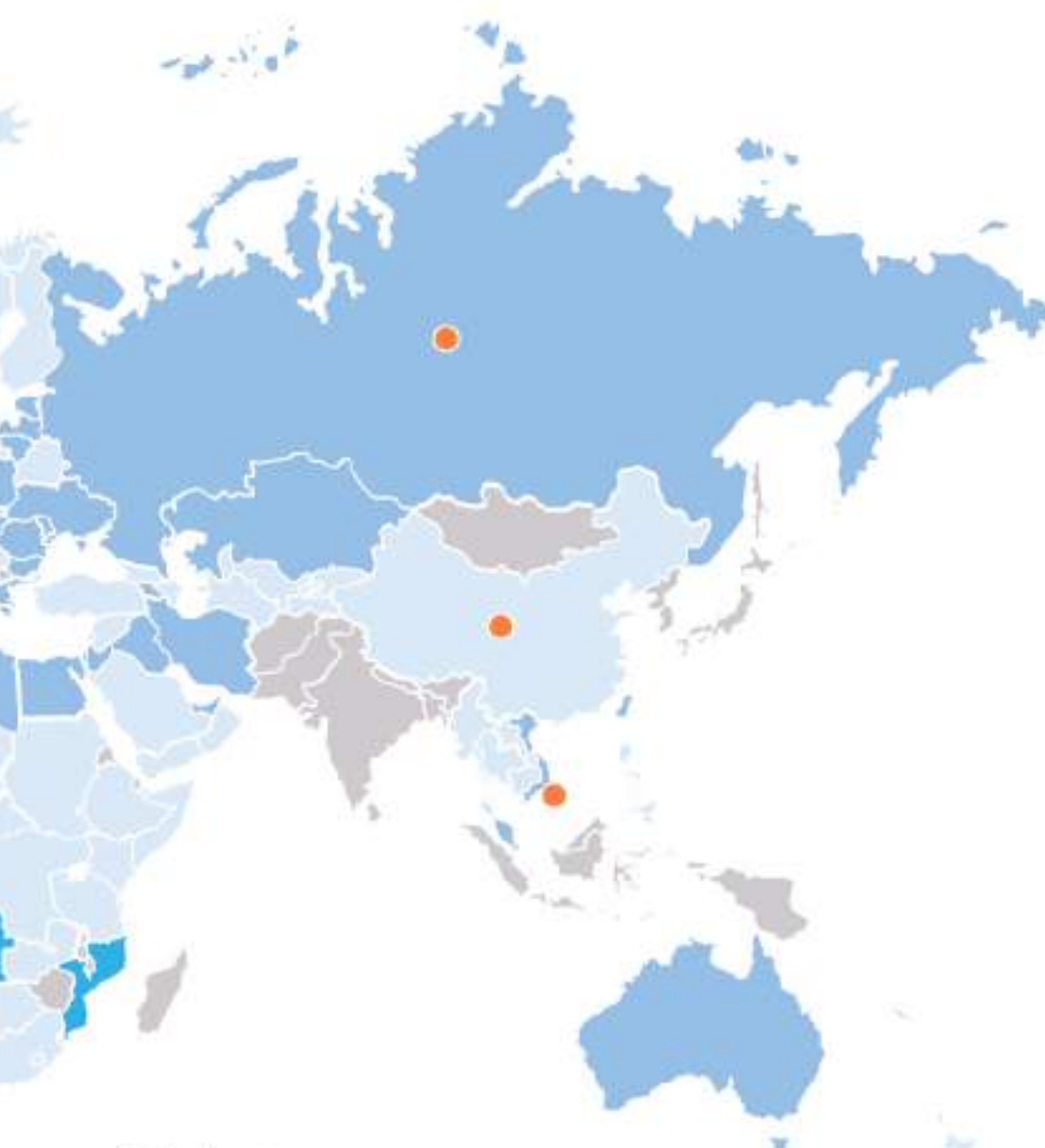
### Asia, Australia & New Zealand

- Several products under registration in China
- Extensive presence in Vietnam
- Already supplying markets like South Korea and Australia

### Middle East and Africa

- Direct sales in Angola e Mozambique
- Products under registration in several countries
- Actively supplying markets like UAE, Iraq, Lebanon and Saudi Arabia
- Ongoing expansion into Sub-Saharan Africa





- Headquarters
- Offices
- Our Products (where we export)
- Products (registration ongoing)
- Network of representatives  
(France, Germany, Russia, Venezuela, Colombia, USA, China, Vietnam, Brazil, Chile and Peru)

## OUR NUMBERS

Employees	+500
Countries	+50
INNs produced	+50
R&D investment over turnover	25%
End customers	+120

### Our own brand



INNs commercialized	82
Therapeutic areas	13

INVESTMENT

## INNOVATIVE SOLUTIONS

- Development of novel and versatile, Oromucosal formulation, aiming to provide for unmet medical needs: BlueOS<sup>®</sup>, BluEase<sup>™</sup> and BlueCI.
- Implementation of Hot Melt Extrusion technology, allowing the development and manufacturing of advanced formulations to overcome barriers and provide value-added products.
- Research and development of novel therapeutic strategies for cancer; The lead compound - redaporfin - is currently near the completion of phase IIa clinical trials in head and neck advanced cancer.
- Research and development of innovative targeted nanoparticles (PEGASEMP<sup>®</sup>) capable of targeting two distinct cell populations in the tumor; the cancer cell and the blood vessels that nurture the tumor. PEGASEMP<sup>®</sup> entered a formal non-clinical program in 2013.
- Clinical pharmacology unit devoted to performing phase I clinical trials in healthy volunteers and selected populations of patients.

BlueOS<sup>®</sup>  
oral thin films

BluEase<sup>™</sup>  
oral spray

BlueCI  
complex injectables

Luzitin

TREAT-U

blueclinical

## OUR VALUE

Bluepharma's aim is to create value through innovation. This is achieved in especially dedicated R&D facilities that offer services ranging from the formulation and analytical development to the design of novel delivery platforms, as well as dedicated facilities for high potency drugs.



25%  
R&D INVESTMENT  
OVER TURNOVER

INTEGRATED APPROACH  
FULL RANGE OF SERVICES  
TIME TO MARKET  
COMPETITIVE PRICES  
HIGH STANDARDS OF QUALITY  
INTERNATIONAL TRACK RECORD  
EXPERTIZE IN CONTRACT DEVELOPMENT  
EXTENSIVE AND DIFFERENTIATED PORTFOLIO



MFDS, ANVISA, SAUDI FDA and FDA approved

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