

WE MEET
THE GROWING
NEEDS OF
THE PHARMA
INDUSTRY

FAMAR

“

We deliver innovative and accessible solutions for the improvement of patients' and consumers' lives.

”

About us

FAMAR is a **leading European provider** of Contract Development and Manufacturing services (CDMO) to the Pharmaceutical industry. With a legacy of 72 years of expertise, FAMAR is the **partner of choice** of more than 120 customers across all segments of the industry.

Today, more than ever, FAMAR is rapidly adapting to an ever-changing and highly demanding pharmaceutical environment, providing flexibility and **innovative solutions** to quickly meet the needs of its clients.


From development to production and distribution of a broad range of pharmaceutical and consumer care products.

Within the tight regulatory framework that governs the Pharmaceutical industry we have a **lean, agile** and **flexible** way of thinking operations and production in order to better meet the needs of our customers. **Quality, sustainability** and **continuous improvement** are the cornerstones for successfully continuing our growth journey.

Key Figures


120+
SERVING
CUSTOMERS


1700+
SKU'S


80+
COUNTRIES



Famar is established 1949

1990's

GR | 1990

Acquisition of the Ciba Geigy plant in Anthoussa

GR | 1993

Acquisition of the Pfizer Hellas plant in Avlonas

GR | 1998

Start of Distribution activities at Avlonas

NL | 1999

Acquisition of Roche's facilities in Bladel

2000's

IT | 2000

Acquisition of the SmithKline Beecham plant in Baranzate

FR | 2001

Acquisition of Novartis's facilities in Orleans Champs de Mars

FR | 2001

Acquisition of Aventis facilities in L'Aigle

FR | 2004

Acquisition of the Aventis production site in Saint Genis Laval

GR | 2005

Establishing of Distribution activities at Thiva

GR | 2006

Built of new pharmaceutical plant Avlonas 49

FR | 2007

Acquisition of Abbott's facilities in Saint-Rémy-sur-Avre

FR | 2009

Acquisition of McNeil's facilities in Orleans La Source

2010's

ES | 2011

Acquisition of the Sanofi plant in Madrid

ES | 2012

Successful start-up and expansion plan of its new sterile area at Madrid plant

2013

Consolidation of Orleans operation in Orleans La Source site

2015

Beginning of the collaboration with Ecovadis (Sustainability Ratings Provider)

CA | 2017

Acquisition of Bayer's Pointe Claire site in Montreal

2019

Divestment of 4 sites in FR, 1 in NL and 1 in CA

2020's

2020

Successful spin-off of Famar south cluster (GR, ES, IT) and formation of new Famar group

Quality

Famar business requires from its Quality Unit professionals to deliver Quality **operational excellence** and **agility** of Quality Services provided. Outsourcing is equally about advanced quality of service as it is about superior efficiency and cost optimization.

At Famar, the main objective is to go beyond compliance and strive for:

- Continuous development of a benchmark Quality Management System integrated in all sites to reliably deliver Quality Operational Excellence.
- Agile Regulatory Intelligence and knowledge management towards proactive development of new services to best accommodate its customers.

Integrated Quality Management System

LEGISLATION & CUSTOMER

Utilization of leading industry digital platforms on Regulatory Intelligence and Pharmaceutical Legislation Compliance towards a prompt readiness and interpretation of upcoming legislative requirements.

OPERATIONAL PERFORMANCE

The overall effectiveness of manufacturing, distribution and development operations is continuously monitored and assessed by an integrated set of Quality Key Performance Indicators analyzed on a monthly basis to identify trends, explore opportunities for further improvement and benchmark operational excellence across Famar's network of sites.

MONITORING & SELF ASSESSMENT

Applying a rigorous program of compliance self assessment and integrated Inspections readiness across all Sites and supporting functions.

QUALITY SYSTEM DOCUMENTATION

The foundation of Famar's Integrated Quality Management System is the well-established set of Group Internal Policies & Guidelines delivered into site operations, in full compliance to Good Manufacturing & Distribution Practices, as well as Regulations of our exporting markets.

CONTINUOUS IMPROVEMENT

Continuous Improvement and Famar Excellence Roadmap focusing on compliance, risk management, quality operations efficiency and cost reduction (e.g. Lean Lab Operations, Advanced Problem Solving).

CUSTOMER SATISFACTION

Customer satisfaction via established KPIs, related to overall Famar Operational Performance and Quality Services provided.



Data Review



INPUT: DATA CAPTURE & ANALYSIS

Manage, monitor, trend and analyze data from the integrated Quality Management System Digital solutions in all operational units. Real time KPIs monitoring.



QUALITY MANAGEMENT REVIEW

Application of adapted and Integrated Management by Objectives (MBO) and Objectives & Key Results (OKR) methodologies towards Operational Quality Performance Monitoring and Continuous Improvement.



OUTPUT: ACTION PLAN

Highlighting opportunities for growth, improvement, focused areas and self-assessments.

Sustainability

Famar is committed to Environmental, Health and Safety (EHS) Excellence and has deployed its EHS strategy and EHS System throughout the organization.

To continually improve all aspects of **Environment, Health, Safety, and Security**, Famar commits to:

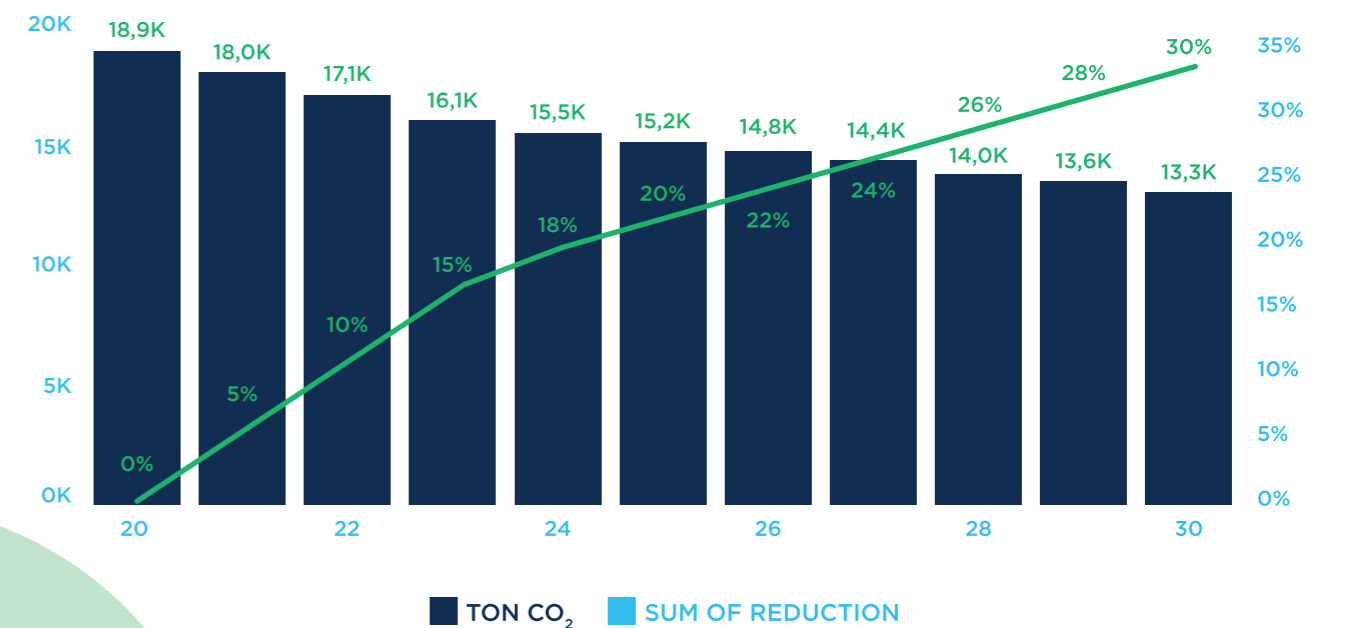
- ✔ Promote a positive Health and Safety Culture and continual improvement
- ✔ Unobstructed consultation and participation of employees
- ✔ Provide all employees, contractors and visitors with relevant information, operational controls and training on occupational, health and safety requirements
- ✔ Enhance everyone's safety by developing and implementing a "safety first" culture
- ✔ Protect the health and well-being of employees
- ✔ Eliminate potential hazards and reduce OH&S risks in Famar's workplace
- ✔ Save natural resources, to minimize environmental impact in the industrial and distribution activities
- ✔ Protect Famar facilities and employees with the required security level
- ✔ Apply continuous and systematic efforts, to eliminate adverse health, safety and environmental effects resulting from our processes and activities
- ✔ Operate in accordance with all applicable laws and regulation requirements, while implementing additional recommendations and best industrial practices
- ✔ Set annual EHS objectives ensuring necessary resources for achieving them
- ✔ Report and respond to all incidents and near miss of any kind and identify appropriate preventive and protective control measures



ENVIRONMENTAL TARGET

30% CO₂ /GHGs Emissions Reduction Target 2020-2030

TON CO₂ AND SUM OF REDUCTION BY YEAR



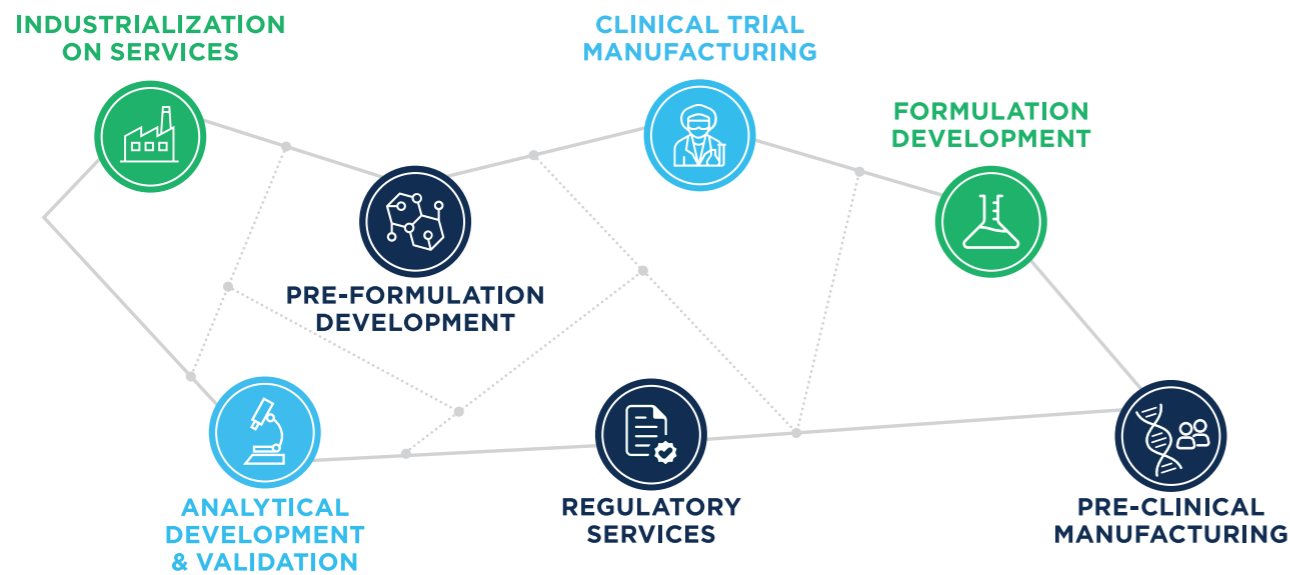
R&D

Famar's talented scientific team is responsible for the flawless project execution, following a Quality by Design methodology and on the basis of good practices on Project Management. The R&D team's principles are agility, versatility, can-do-attitude and commitment to delivery.

A value proposition that comprises the majority of pharmaceutical forms and regulatory status (Rx/OTC/Hybrid/Medical Devices) requested by Famar customers not just following EMA directives but FDA as well, and with a special focus on complex and HPAPI products (OEB 3A).

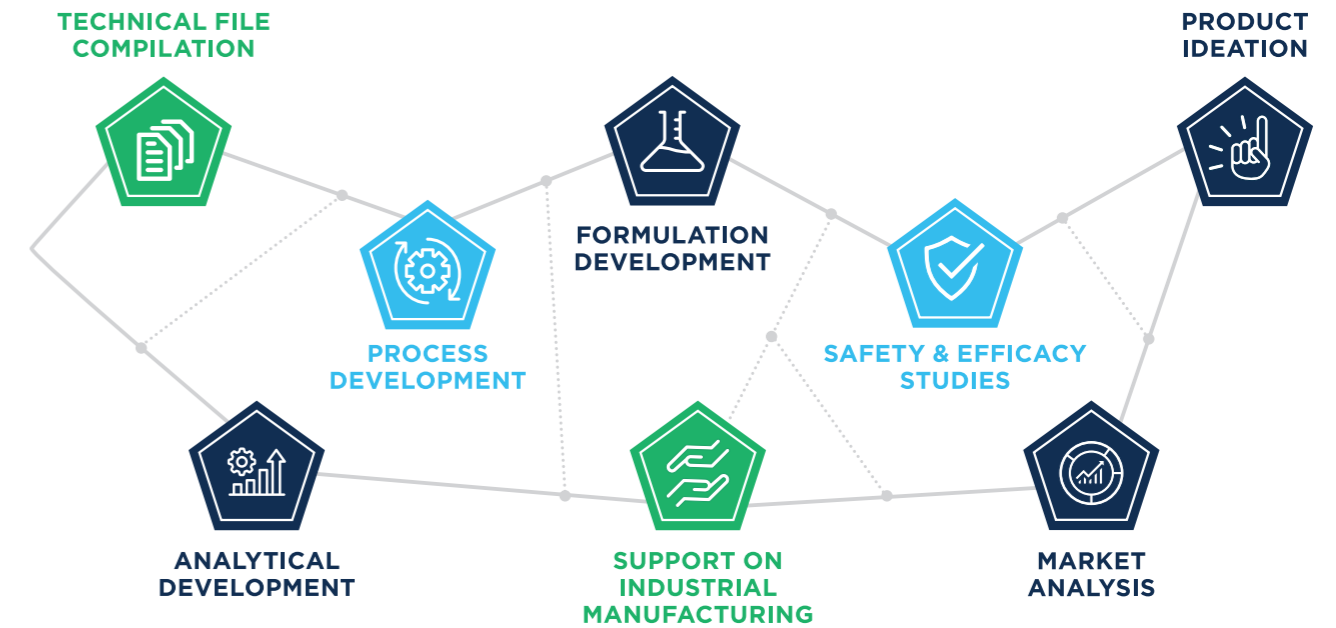
The Analytical & Technical Service Department is in charge of accompanying the development of a new product at all stages, providing their expertise. From the early stages of physical-chemical characterization of the raw materials and the first prototypes to the development and validation of analytical methods, up to stability studies of finished products under ICH conditions.

Pharmaceutical Development



- ✓ PHARMACEUTICAL TECHNOLOGY
- ✓ PRE-FORMULATION DEVELOPMENT SERVICES
- ✓ FORMULATION DEVELOPMENT SERVICES
- ✓ INVESTIGATIONAL MEDICINAL PRODUCT (IMP)
- ✓ INDUSTRIALIZATION SERVICES
- ✓ ANALYTICAL DEVELOPMENT SERVICES
- ✓ REGULATORY SERVICES
- ✓ HPAPI PRODUCTS
- ✓ SMALL SCALE GMP MANUFACTURE

Consumer Care Development



- ✓ INITIATION OF THE DEVELOPMENT
- ✓ FORMULATION DEVELOPMENT
- ✓ PRODUCT DEVELOPMENT
- ✓ PLANNING & PRODUCTION
- ✓ PRODUCT RELEASE TO MARKET



Manufacturing

Famar offers **customized solutions** for all product forms, meeting the **high quality standards** of the pharmaceutical market.



SOLID DOSE FORMS

- Tablets
- Hard Gelatine Capsules
- High Potent Tablets
- Effervescent Solid Dose



LIQUIDS AND SEMISOLIDS

- Syrups, Suspensions, Solutions, Sprays, Drops
- Ointments, Creams, Gels
- Suppositories



STERILE DOSAGE FORMS

- Sterile Liquid and Freeze-Dried Vials
- Ampoules
- Multi-dose Sterile Liquids (Eye/Ear Drops - Nasal Sprays)



CONSUMER CARE AND COSMETIC PRODUCTS

- Liquids
- Semi-Solids



SECONDARY PACKAGING



Quality Services

Famar has been successfully supporting its customers **on a wide range of product lifecycle compliance management services to continually meet emerging Legislative Requirements.**

Famar's Quality Unit professionals, enabled by leading industry digital platforms on Regulatory Intelligence, continually survey national and international emerging legislations for prompt identification of new requirements. Famar's deep knowledge of integrated Quality Assurance Systems makes it possible to be agile in the assessment of new regulations and develop applied methodologies to best support its customers as Marketing Authorization Holders to fully meet compliance requirements via a wide range of Services.



QUALITY RISK MANAGEMENT



SUPPLIERS COMPLIANCE



PRODUCT LIFE CYCLE MANAGEMENT

Regulatory Services

Famar's Regulatory Affairs Team has extensive experience in providing support in Scientific and Technical Regulatory Affairs writing, Regulatory Gap Analysis as well as, Regulatory Affairs submission and strategy proposals. In direct collaboration with its customers, Famar defines the best regulatory strategy for their product portfolio for a smooth entry into the foreseen markets, to overcome any regulatory challenges with accuracy and efficiency and offers its continuous support during products regulatory life-cycle management.

SCIENTIFIC WRITING: CTD

TECHNICAL WRITING: NON-PHARMA PRODUCTS
(Cosmetics, Biocides, Medical Devices, Food Supplements)

GAP ANALYSIS

- 1) Regulatory Gap Analysis
- 2) Compliance Gap Analysis
- 3) Transfer Gap Analysis (NPIs)

REGULATORY AFFAIRS SUBMISSION STRATEGY

FOLLOW-UP UNTIL APPROVAL BY HA AND HELP TO RESPOND IN REQUESTS AND DEFICIENCY LETTERS

Logistic Services

Famar is the market leader in Greece in regard to distribution and logistics services for pharmaceuticals. Famar provides services for various products (pharmaceuticals, consumer, medical devices, etc.) and multiple logistics profiles (bulk picking, box picking, item picking, micro-logistics, etc.).

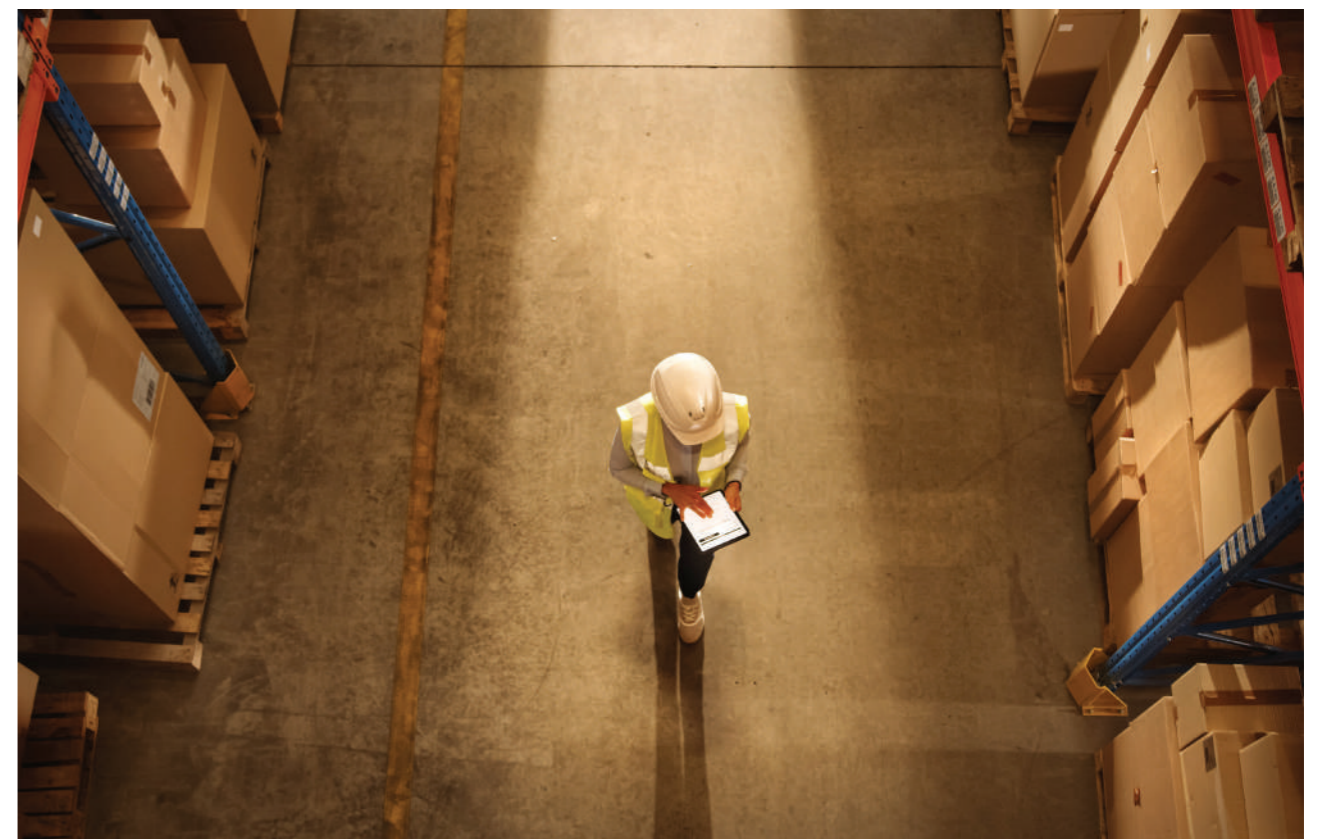
On annual basis, Famar processes approximately 900.000 orders, 6.000.000 order-lines, 250.000.000 packs, which are distributed to 12.500 different delivery points (451 Hospitals & Private Clinics, 140 Wholesalers, 11.000 Pharmacies, 900 other delivery points, such as doctors, microbiologists etc.) within the Greek territory. Regarding the Pharmacies channel, around 600 are served per day.

Famar has unique know-how in the distribution of exclusively pharmaceutical and cosmetic products.

FAMAR'S DISTRIBUTION CENTER PROVIDES THE FOLLOWING SERVICES:

RECEIVING
STORAGE
LABELING & REPACKING
ORDER TAKING
ORDER PREPARATION

TRANSPORTATION SERVICES & COVERAGE
COLD CHAIN MANAGEMENT
HIGH VALUE SERVICES
RETURNS & RECALLS
INVENTORY CONTROL



Our network



DISCOVER MORE HERE

R&D

Centers

Alcorcon Center, Spain
Avlonas Center, Greece
Baranzate Center, Italy

- Pharmaceuticals
- Consumer care



DISCOVER MORE HERE

Alcorcon

Manufacturing

- Sterile Injectable (ampoules, liquid vials and Freeze-Dried Vials)
- Sterile nasal sprays
- Preservative Free Eye drops
- Solid dose forms
- High Potent Solids



DISCOVER MORE HERE

Baranzate

Manufacturing

- Solid dose forms (Tablets, Capsules, Sachets, Powders, Granules, Pellets)



DISCOVER MORE HERE

Alimos

HQ & Manufacturing

- Sterile Injectable (ampoules, liquid vials)
- Ophthalmics



DISCOVER MORE HERE

Anthoussa

Manufacturing

- Solid dose forms (Tablets, Effervescent tablets, Hard Gelatine Capsules)



DISCOVER MORE HERE

Avlonas 48

Manufacturing

- Cosmetic Products
- Secondary Packaging



DISCOVER MORE HERE

Avlonas 49

Manufacturing

- Liquids
- Creams, Ointments
- Suppositories



DISCOVER MORE HERE

Thiva

Distribution

- Distribution Services

FAMAR
we innovate

www.famar-group.com