

Grindex



JSC "Grindeks" –
Vertically integrated pharmaceutical
company in the Baltic States

“Grindeks” years of growth

- 
- 1946 — The Experimental Vitamin plant joins the Academy of Sciences
 - 1957 — The Experimental Plant of the Institute of Organic Synthesis is founded
 - 1985 — Riga Antibiotics Plant merges with the Experimental Plant of the Institute of Organic Synthesis
 - 1991 — Latvian State Pharmaceutical Company “Grindeks” is founded
 - 1997 — State Company “Grindeks” was privatized and Public Joint Stock Company “Grindeks” established
 - 1998 — “Grindeks” acquires 55% of the shares of Tallinn Pharmaceutical Plant
 - 2004 — “Grindeks” acquires controlling stake of the JSC “Kalceks”
 - 2006 — “Grindeks” establishes two subsidiary companies:
 - “Namu apsaimniekosanas projekti” Ltd.
 - “Grindeks Rus” Ltd. (in Russia)
 - 2007 — “Grindeks” becomes the only owner of the Tallinn Pharmaceutical Plant
 - Opening of the Analytical Scale-up Laboratory
 - 2009 — Opening of the Final Dosage Forms Plant and the Industrial wastewater treatment plant
 - 2011 — Opening of the UDCA active pharmaceutical ingredient’s manufacturing unit
 - 2012 — Opening of the Ointment and gel manufacturing unit
 - 2014 — Opening of the Quality Control laboratory

Mission, vision and values of “Grindeks”



Structure of the “Grindeks” Group

JSC “Tallinn Pharmaceutical Plant”

JSC “Kalceks”

“Namu apsaimniekosanas projekti” Ltd.

“Grindeks Rus” Ltd.

“HBM PHARMA” Ltd.

Branches and Representative offices

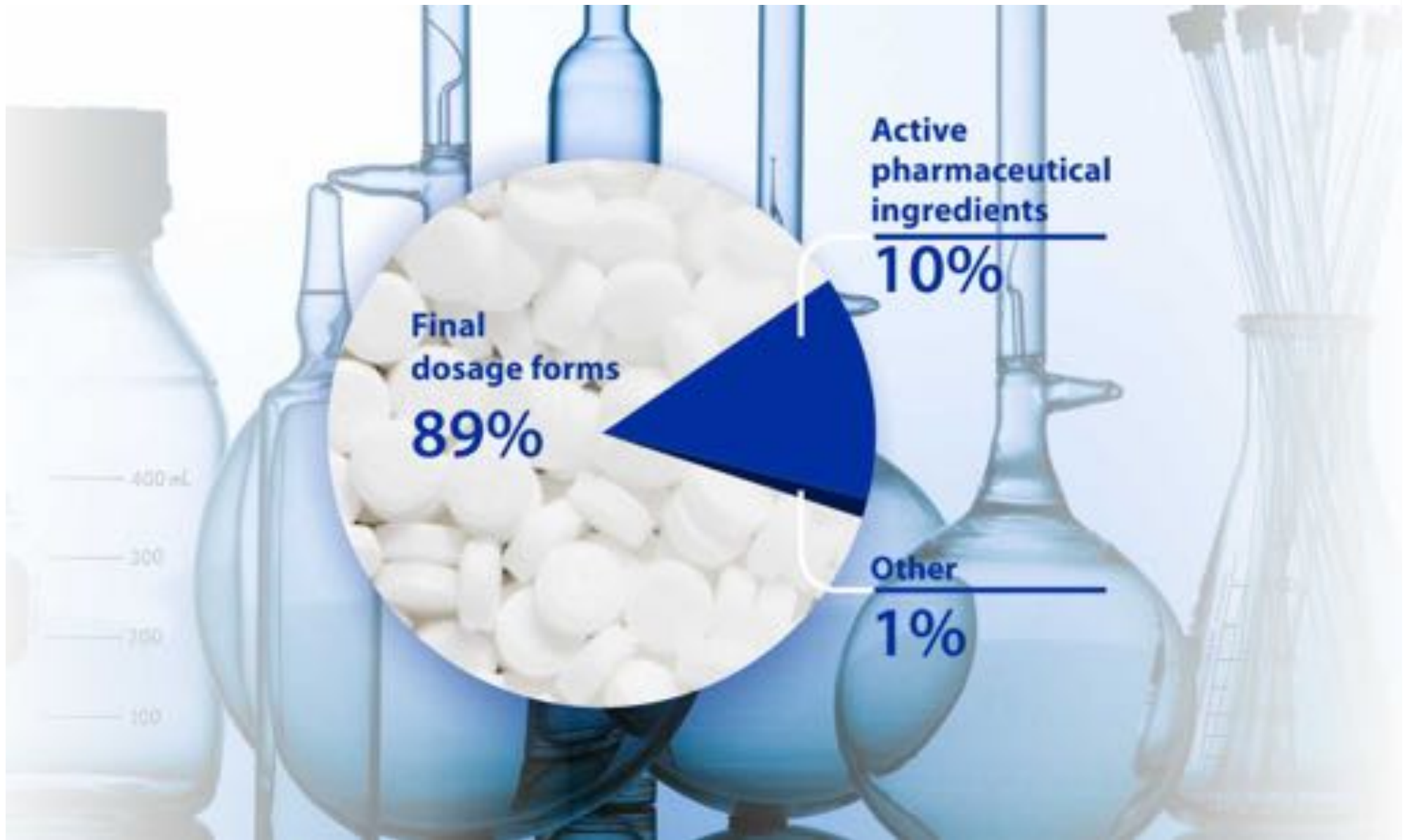
Lithuania, Estonia, Russia, Belarus, Ukraine,
Azerbaijan, Georgia, Uzbekistan, Moldova,
Kazakhstan, Armenia, Tajikistan, Kyrgyzstan



Focus of “Grindeks”



Business fields



Turnover and profit

Turnover million, EUR



Profit million, EUR



TOP products of “Grindeks”

Two brand products

MILDRONATE®

- leading cardiovascular medication
- comprises 46% from the total sales of the company
- one of the leading export products of Latvia



FTORAFUR®

- anti-cancer agent
- successful export of the substance to Japan

Prescription medication



Somnols®



Rispaxol®



Venlaxor®

OTC products



Capsicam®



Viprosal B®



Sulfargin®

Food supplement



Apilak-Grindeks

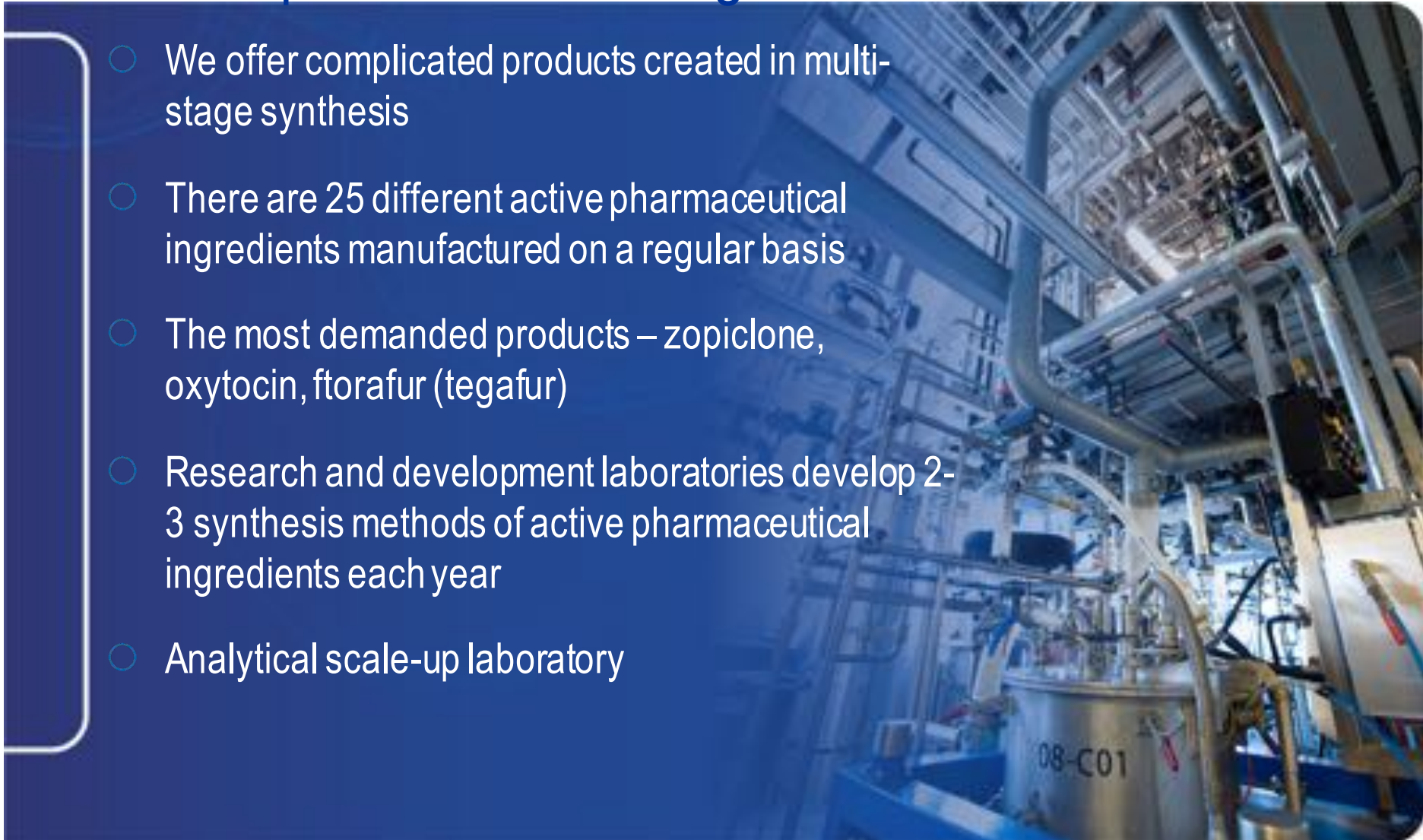
Manufacturing value – final dosage forms with high added value

- Main therapeutic groups of final dosage forms – heart and cardiovascular medications, anti-cancer agents, CNS drugs
- Forms of final dosage medications – tablets, capsules, injections, ointments, gels, syrups
- Manufacturing units in appliance with the “Good Manufacturing Practice” standards and state of the art technologies
- Manufacturing capacity – up to 1.5 billion tablets, 500 million capsules and 20 million tubes per year



Manufacturing value – active pharmaceutical ingredients

- We offer complicated products created in multi-stage synthesis
- There are 25 different active pharmaceutical ingredients manufactured on a regular basis
- The most demanded products – zopiclone, oxytocin, ftorafur (tegafur)
- Research and development laboratories develop 2-3 synthesis methods of active pharmaceutical ingredients each year
- Analytical scale-up laboratory



“Grindeks” worldwide

Products of the company are exported to 60 countries and export comprises 94% of the total turnover



Final dosage forms markets

- Registration, sales and promotion of “Grindeks” products is ensured by well-developed representative office sales network
- Russia and other CIS countries historically are significant market for “Grindeks” products
- Continuous registration process of the main medication in Eastern markets – China, Vietnam etc.

Turnover of the final dosage forms



Active pharmaceutical ingredients (API's) markets

- Main API's export markets – European Union, the U.S. and Japan
- Main cooperation partners – “DECHRA Pharmaceuticals Manufacturing”(the Netherlands), “Taiho Pharmaceutical” (Japan), “GDL International” (the U.S.), “Mylan” (France/Ireland), “Bayer Healthcare” (Germany), "Teva" (the Netherlands) "Daiichi-Sankyo" (Japan)
- Registration of API's according to the requirements of Europe Pharmacopeia (zopiclone, oxytocin, droperidol and xylazine hydrochloride) ensures export possibilities to the EU countries
- Approval of U.S. Food and Drug Administration (FDA) for veterinary and human API's ensures export possibilities to the U.S. market
- Ongoing work on entering into Japan and the U.S. markets of API's

Sales breakdown by markets



2014



2013

Investments 2007-2014

million, EUR

2014 3.5

2013 5.8

2012 4.9

2011 5.4

2010 9.4

2009 6.2

2008 12.4

Major investment projects

Investment project	Year	Million, EUR
API Analytical Scale-up Laboratory	2007	4.6
Mildronate® substance crystallization site	2008	3.3
Final dosage forms manufacturing unit	2009	13
Industrial wastewater treatment plant	2009	3.6
International clinical trial	2009	2.3
UDCA manufacturing unit	2011	9
Ointment and gel manufacturing unit	2012	3.6
Quality Control laboratory	2014	2.6

Research and development (R&D)

- Each year “Grindex” invests approximately 10% of the net sales in R&D
- Resources are mainly invested in new product development, clinical trials and development of new technologies
- Cooperation with local and foreign research institutions, universities etc. provides the opportunity to identify and implement latest technologies
- Investments into the latest technologies and innovative problem solutions lead to carrying out patients needs effectively



Contribution to quality

- Certificate ISO 9001
- Russian ГОСТ (GOST) certificate ISO 9001-2011
- Certificates of “Good Manufacturing Practice” (GMP) for manufacturing of final dosage forms and active pharmaceutical ingredients
- Computerized quality document management system
- In 2014 – successfully passed a number of important European clients’ audits and inspections by the State Agency of Medicines of Latvia.
- International Diamond Prize for Excellence in Quality



Commitment to the environment

- Environmental management system certified according to the international ISO 14001 standard
- Efficiency of the industrial wastewater treatment plant achieved the world's best available technology indicators – 94,32% in 2014
- Regular trainings for employees to raise awareness of environmental protection importance
- Ongoing work on reduction of the electricity consumption for manufacturing purposes



Contribution to work safety

- Environmental Control
Laboratory certified according to international standard of ISO 17025
- Work safety system certified according to international standard of OHSAS 18001
- Encouraging safe work culture
- Regular employee trainings on work safety



Personnel



- Well developed and stable personnel policy
- Average number of employees in the Group – 1000
- Employees with the university degree – 73.5%
- Average age of employees – 39 years
- Average length of service in the company – 8 years

*Highly qualified personnel –
greatest value of “Grindeks”!*

Corporate social responsibility (CSR)

- Since 2002 “Grindeks” is a member of UN Global Compact and a partner of the chemical industry's global initiative “Responsible Care”
- Main directions of the “Grindeks” CSR –
 - PATIENT
 - SOCIETY
 - EMPLOYEE
 - QUALITY and ENVIRONMENTAL PROTECTION
- The aim of the Support Policy – to promote development of educated, healthy and cultural society
- “Grindeks” fund “For the Support of Science and Education”



“Grindeks” and society



Contacts



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