

bas<sup>i</sup>®

laboratórios

*your health, our world*



# Company snapshots

- Global, independent, Portuguese pharmaceutical company
- Almost 60 years of activity
- Manufacturing facilities in Portugal
- Sales of 24 million euros in 2013
- 401,2% compound annual growth rate since 2003

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# our mission

keep it simple!

Provide treatments at competitive cost, with a guarantee of excellence based in several decades of experience.

Provide new medicinal products and therapeutic solutions with the highest standards of quality, innovation, competitiveness and safety, addressing worldwide markets' needs and demands.



# your health, our world

Our business today is diverse in its product line and breadth of its market participation.

This diversification will ensure that we maintain our track record of strong growth.

# Highlights

- **Laboratórios Basi specialises in developing and manufacturing liquids and semi-solid formulations** – including syrups, solutions, suspensions, creams, gels, ointments, suppositories – having inaugurated in 2012 in Mortágua (center of Portugal) a **new Development and Manufacture Unit** with a capacity to produce about **45 million units/year**
- Therapeutic solutions in more than 50 different areas, meeting the **highest standards of quality with the most competitive cost possible**
- Basi has more than **200 pharmaceutical products registered** in more than 50 different therapeutic areas and a great amount in development and under registration
- Basi markets and distributes products in a **vast number of countries**, mainly in Europe, Middle East and Africa
- A **broad range of established and leading molecules** for the treatment of many conditions in the fields of Anti-Infectivity, Neurology, Cardiology, Respiratory, Oncology, Genitourinary, Gastroenterology, Allergy, Blood disorders, Bones, Muscles and Joints, and includes a vast list of other health products such as food supplements, biocides, medical devices and dermocosmetics
- Basi has a long tradition of operating as **Contract Manufacturer**, having been working, for over 50 years, with companies trading in pharmaceuticals and other health products around the globe, expanding their product lines and providing more **cost-effective alternatives** for manufacturing their products
- Basi offers a **comprehensive service from development through registration and maintenance** when out license to its partners, supporting and supplying our customers worldwide, allowing these to focus on successful marketing strategies for their products



## Our business

- Development and Manufacture of **Oral Liquids** and **Semi-solids**
- Pharmaceutical Development
- Quality Control
- Regulatory Support

## Pharmaceutical projects

- More than **200** pharmaceutical products registered

## Key markets

- **EMEA**  
Europe, Middle East and Africa

## Therapeutic areas

- More than **50** different therapeutic areas

## Investment in last 2 years

- Over than **15** million euros



# strong growth

An excellent performance evidence our  
successful strategy

# Financial overview

- We are developing our presence and **expanding our geographic reach** through organic growth.
- Therapeutic solutions in more than 50 different areas, meeting the **highest standards of quality** with the most **competitive cost** possible.
- **Revenue increased by 36%** to 23.814 k€ in 2013, compared to 17.506 k€ in 2012.
- Earnings before interest, tax, depreciation and amortisation (**EBITDA**) **increased by 65,3%** to 6.060,5 k€ in 2013, compared to 3.667 k€ in 2012.
- **EBITDA margin increased by 4,58 percentage points** to 25,3% in 2013, compared to 20,7% in 2012.
- **Operating profit increased by 117%** to 4.882 k€ in 2013, compared to 2.250 k€ in 2012.
- **Operating margin increased by 7,68 percentage points** to 20,4% in 2013, compared to 12,7% in 2012.



## Revenue (k€)

+ 36%

11	10.608
12	17.506
13	23.814

## EBITDA (k€)

+ 65,3%

11	1.782
12	3.667
13	6.060,5

## Operating profit (k€)

+ 117%

11	840
12	2.250
13	4.882



# pipeline

fast growing product portfolio!

More than 200 pharmaceutical products registered in more than 50 different therapeutic areas



# Broad product portfolio

Laboratórios Basi has been committed to counting in its portfolio the most required medicines by the health system but also other high-value formulations, pursuing both established as well as first-to-file opportunities. With more than 200 pharmaceutical products registered in 50 different therapeutic areas and a great amount in development and registration, Basi markets and distributes products in a vast number of countries, mainly in Europe, Middle East and Africa (EMEA).

Our product pipeline is filled by selections from internally developed medicines (oral liquids and semisolids), in-licensed products (all dosage forms), strategic partnerships with attentive portfolio acquisitions, sustaining a broad range of established and leading molecules for the treatment of many conditions in the fields of Anti-Infectivity, Neurology, Cardiology, Respiratory, Oncology, Genitourinary, Gastroenterology, Allergy, Blood disorders, Bones, Muscles and Joints, and includes a vast list of other health products such as food supplements, biocides, medical devices and dermocosmetics.

## 2013 Revenue (euros)

+ 36%

23.814 k€

## Number of units sold (million)

+ 41,4%



## Number of products sold (by molecule)

+ 6,8%



## Top products (value)

11

Sinvastatin  
Sodium chloride  
Omeprazole  
Para-aminosalicylic acid  
Glucose 5%

12

Sinvastatin  
Glucose 5%  
Ciprofloxacin  
Sodium chloride  
Olanzapine

13

Potassium chloride  
Sodium chloride  
Amantadine  
Sinvastatin  
Ceftriaxone

## Top products (units)

11

Sodium chloride  
Glucose 5%  
Paracetamol  
Ringer Lactate  
Vaseline

12

Glucose 5%  
Sodium chloride  
Glucose 10%  
Sinvastatin  
Ringer Lactate

13

Sodium chloride  
Ceftriaxone  
Ringer Lactate  
Vaseline  
Paracetamol

# Broad geographic coverage



**Europe**  
Portugal  
Albania  
Spain  
Holland  
Kosovo  
Sweden  
UK  
Ukraine  
Macedonia

**Asia**  
Iraq  
Lebanon  
Azerbaijan  
Macao  
Vietnam

**America**  
Venezuela  
Cuba

**Africa**  
Angola  
Cape Verde  
Guinea-Bissau  
Mozambique  
S. Tomé and Príncipe  
Libya

# Medicinal products & main therapeutic areas

## 5 Genitourinary apparatus

Clotrimazole  
Clotrimazole  
Isoconazole  
Sildenafil  
Tamsulosin

## 4 Blood and antineoplastic

Clopidogrel  
Folic Acid  
Iloprost  
Irinotecan

## 17 Anti-infective

Amoxicillin + Clavulanic acid  
Azithromycin  
Cefotaxime  
Ceftazidime  
Ceftriaxone  
Cefuroxime  
Ciprofloxacin  
Clarithromycin  
Clindamycin  
Flubendazole  
Fluconazole  
Levofloxacin  
Metronidazole  
Para-aminosalicylic acid  
Piperacillin + Tazobactam  
Piperazine  
Terbinafine

## 17 Central nervous system

Alprazolam  
Amantadine  
Atracurium besilate  
Escitalopram  
Fluoxetine  
Lamotrigine  
Midazolam  
Morphine  
Naltrexone  
Olanzapine  
Ondansetron  
Paracetamol  
Paracetamol + Caffeine  
Risperidone  
Sertraline  
Tramadol  
Tramadol + Paracetamol

## 2 Antiallergics

Desloratadine  
Loratadine

## 1 Endocrine system

Metformin

## 7 Digestive apparatus

Chenodeoxycholic acid  
Esomeprazole  
Glycerin suppositories  
Lansoprazole  
Omeprazole  
Pantoprazole  
Rabeprazole

## 8 Locomotor apparatus

Alendronic acid  
Chondroitin  
Diclofenac  
Etofenamate  
Ibuprofen  
Meloxicam  
Methyl salicylate  
Nimesulide

## 5 Skin disorders

Betamethasone  
Clotrimazole  
Hydrocortisone  
Terbinafine  
Tioconazole

## 4 Respiratory apparatus

Ambroxol  
Bromhexine  
Carbocisteine  
Ephedrine

## 12 Cardiovascular apparatus

Amlodipine  
Atorvastatine  
Dopamine  
Furosemide  
Irbesartan  
Irbesartan + Hydrochlorothiazide  
Lercanidipine  
Lisinopril  
Lisinopril + Hydrochlorothiazide  
Losartan  
Losartan + Hydrochlorothiazide  
Sinvastatin

## 9 Dilution, irrig. & lubri.

Glucose 5%, 10%, 30%  
Polyelectrolyte solution  
Polyelectrolyte sol. + Glucose  
Potassium chloride  
Ringer Lactate  
Saline solution  
Sodium chloride  
Sodium chloride + Glucose  
Water for injections

# Dermocosmethics - skin care



## Hydrating and Protecting

- Basiderma Ointment
- Basiderma Powder
- Hidrolact Emollient
- Hidrolact Body Milk
- Hidrolact Facial Cream
- Hidrolact Shower Gel
- Hidrolact Oat/Corn Shower Gel
- Hidrolact Ointment
- Hidrolact Soap

- Hidrolact Hand Cream
- Hidrolact Lipstick
- Grise Hydrating Body Lotion
- Grise Ultra Rich
- Grise Vitamin Enriched Cream

## Special Care

- Luminux

## Antiperspirant Care

- Anidrosan Cream
- Anidrosan Roll On

## Hair Care

- Savorix
- Savorix F
- Savorix T
- Cesol



# capacity

state of art  
pharmaceutical  
production unit

15 million euros of investment in a new production site dedicated to the Development and Manufacture of Oral Liquids and Semi-solids coupled with a new Quality Control Unit

5.000m<sup>2</sup> with a capacity to manufacture 45 million units per year



# Business review

## Decades of commitment and experience

Basi is a leading privately-owned Portuguese Pharmaceutical company, which **initiated its activity in 1956**, dedicated to the development, manufacture and marketing of medicines and other health products that have had the opportunity to register a **strong growth since 2007**, coupled with profound organisational restructuring and **new strategic direction** which aimed, among other objectives, the broadening of its product portfolio, offering today to its partners, the medical community and general population, therapeutic solutions in more than 50 different areas, meeting the **highest standards of quality** with the **most competitive cost possible**.

Basi recently solidified its position in the field of own production with the construction of a new Unit with of approximately **5.000m<sup>2</sup>** dedicated to the **Development and Manufacture of Oral liquids and Semi-solids** with a capacity to produce about **45 million of units/year**, combined with a new Quality Control Unit, employing cutting edge technology and a team of excellent professionals, in order to improve their offer of high quality products at an affordable cost, meeting the growing needs and demands of the global pharmaceutical market.

## Contract Manufacturing

Basi has a long tradition of operating as Contract Manufacturer for both originators as well as companies dealing in the generic industry. For over 50 years, we have been working with companies trading in pharmaceuticals and other health products around the globe, expanding their product lines and providing more **cost-effective alternatives** for manufacturing their products.

Basi works with customers as best suiting their intentions, from co-developing brand-new products to licensing products that Basi develops in-house.

## Basi specialises in the development and manufacturing of:

**Liquid** formulations  
*solutions, suspensions, syrups*

**Semisolid** formulations  
*gels, creams, ointments, lotions, solutions, sprays and suppositories*

In addition to these dosage forms, Basi has fully autonomous and complete manufacturing lines for outer packaging other dosage forms.

## Growing capacity

The **Liquid Production** Department has currently an installed capacity for annual production of **21.000.000 units per year**.

The **Creams and Ointments Production** Department has currently an installed capacity to produce **24.000.000 units per year**.

## Sourcing the best for our partners

Basi has a robust network of **specialised suppliers** providing **APIs and excipients of the highest quality**.

Basi sources its materials primarily in **Europe**, which keeps delivery routes short and requires no intercontinental shipping. As a result, **we can flex to meet demand and guarantee continuous supply**.



## Our support services

*Basi offers expert advice and practical customised solutions at every point along the pharmaceutical value chain, including new product and formulation development, quality control and stability testing, manufacturing and regulatory support.*

### Quality Control

Laboratórios Basi's Quality Control has gained international reference, being sourced by numerous international companies for its services.

Basi's **Quality Control Unit** has a total area of 1.500m<sup>2</sup> and is equipped with all the necessary resources to perform any kind of analysis, to any type of product, material or dosage form.

The QC Unit conducts the complete range of Stability studies such as long term, intermediate and accelerated conditions; Ongoing Stability; Photo Stability studies; In-use Stability.

Basi's **Physicochemical Laboratory** is furnished with all the necessary equipment to perform any kind of testing, including: Analysis by **HPLC** (UV-VIS, DAD, refractive index); **Gas chromatography** coupled with headspace (FID, ECD); **Disintegration and dissolution** tests with fractions collector and associated spectrophotometer; UV-VIS **spectroscopy and infrared titration**.

The **Microbiology Laboratory** is also prepared with the necessary equipment and resources to perform any kind of testing to sterile and non-sterile dosage forms, including **sterility** testing, **endotoxin** testing, total **viable aerobic** count, **yeasts and moulds** count, test for **specified micro-organisms**, **preservative efficacy** testing, among others.

### Pharmaceutical Development

Basi develops products to complete its own portfolio and as per Customer's requests intending to complete their own portfolios.

Basi ensures efficient product development since the first laboratory formulation until reaching full-scale production. Our Development and Production processes are fully integrated. We involve our Regulatory Affairs team during the Research & Development phase to ensure that regulatory aspects are considered since the beginning of each project, ensuring that the registration processes run as smoothly and as swiftly as possible.

Our Pharmaceutical Development Department actively operates in different areas:

#### ■ New formulations and products development

■ Development of techniques for the **improvement of the manufacturing processes**

#### ■ Technology transfer and scale-up production

Basi continually invests in research and development. **We collaborate closely with universities and renowned institutes, which ensures that our clients benefit from the latest scientific developments and techniques.**

### Regulatory Support

Our Regulatory Affairs team helps our customers to clear all of the hurdles on the journey to regulatory approval. We advise on the most effective regulatory approval strategy for each individual product – be it a medicinal product or any health product.

Our **highly experienced pharmaceutical professionals**:

■ **Compile up-to-date application dossiers** and registration documents according to the latest EU directives and specifications in eCTD / Nees

■ Plan and manage **National and EU registration procedures** (such as MRPs or DCPs), as best suiting customer's intentions

■ **Address assessment reports and deficiency letters from registration authorities**

■ **Compile CMC** (Chemistry Manufacture Control) data packages for variations

■ **Plan and organize bioequivalence studies** in collaboration with Contract Research Organisations (CROs).

# partnerships

at Basi, we value  
partnerships and active  
collaboration



Active collaboration with other companies in our industry is of paramount importance to our strategic priorities of growing a diversified, global business and delivering a wide range of value added products.

Our future strategy relies deeply on considered selection of successful partnerships around the world. We believe that by **working together, we can discover, develop, and deliver the best value for our partners and customers.**

## Basi provides to its partners broad services for successful market entrance

**Innovative licensing** and collaboration are at the center of Basi's business, enabling companies to build their drug portfolios in partnership with a **leading specialist.**

Basi works hand in hand with customers to identify new product opportunities for these, developing successful strategies to ensure long-term growth in local and global markets.

Basi provides a **profitable, secure and flexible framework** for the customers, taking into consideration all requirements.

Basi offers a **comprehensive service from development through registration and maintenance**, supporting and supplying our customers worldwide, allowing these to focus on successful marketing strategies for their products.



**your health, our world**



# Main Group companies

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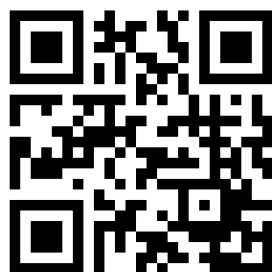


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