



WELCOME



Pharmactive



*VALUES BEYOND CAPITAL
ON THE WAY TO SUCCESS*



History

- 1953 : SANCAK family started business activities
- 1987 : [HEDEF Group launched](#)
- 2001 : Strategic partnership with Alliance Boots
- 2006 : Founded SAYA Group
- 2006 : Founded FOLKART
- 2010 : Founded PHARMACTIVE
- 2011 : Acquired VOLT ELECTRIC & VOLTSAN
- 2011 : Founded LIVAMINE

Our Success Story - Hedef

- Established in 1987 as a wholesaler for pharmaceuticals and cosmetics
- Quickly became number 1 in Turkish market
- Reached \$3.5billion turnover – 45% market share
- Established partnership with Alliance Boots in 2001
- Entered international markets with Alliance – Egypt and Algeria
- Started operation in Russian market
- Sold shares to Alliance in 2011
- Hedef Alliance and Walgreens signed a strategic partnership

hedef
Eczacı Deposu Ticaret A.Ş.




HEDEF ALLIANCE



Walgreens

Our Companies

We started our activities in construction industry with FOLKART in 2006 with the slogan “**Life is Worth It**”; in order to improve the quality of life and provide our investors original concepts, which are continuously improving in value.



Our Companies

VOLT ELEKTRİK, which is one of the leading and most respectable companies that manufactures electrical motors was acquired in 2011.



Volt elektrik®
motorları
VOLT ELEKTRİK MOTOR SANAYİ VE TİC. A.Ş.

SAYA
GRUP

Our Companies

VOLTSAN, which is one of the leading and most respectable companies that manufactures moulds for various industries. **VOLTSAN**'s 66% of shares was acquired in 2011.



voltsan

ELEKTRİK MAKİNA KALIP SAN. TİC. LTD. ŞTİ



SAYA
GRUP

Our Companies

Activities in mining industry both in national and international markets with “**LIVAMINE**” with an environmentally-conscious technology and strong marketing network, in the fields of natural stones, metallic mines and energy raw materials.



Our Companies

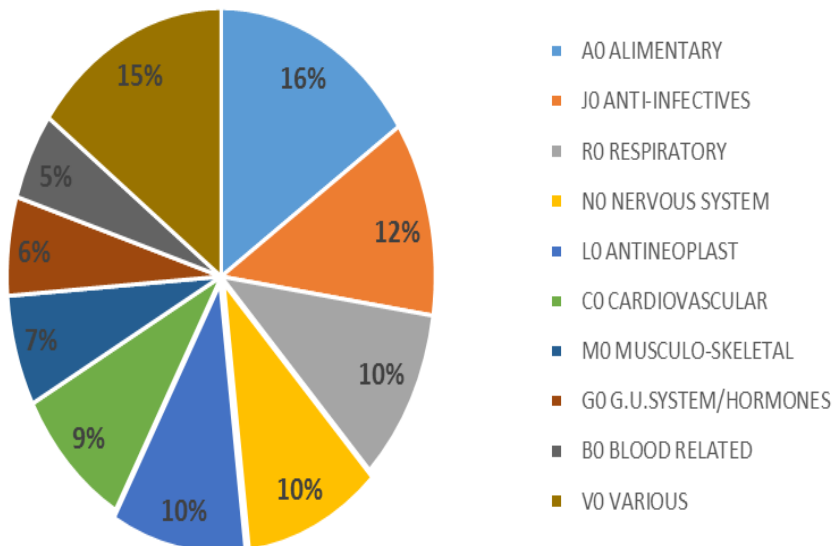
PHARMACTIVE, was founded in December 2010 with the brand promise of “**Active For Your Health**”.



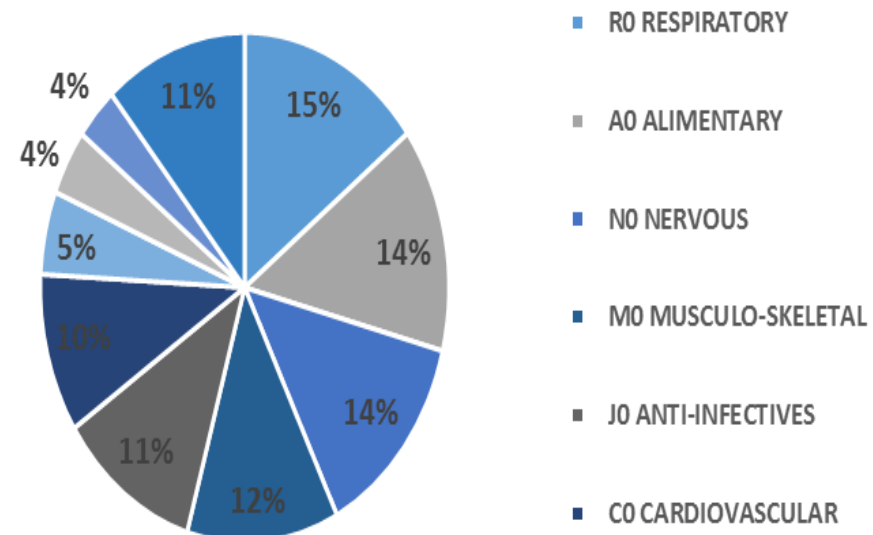
Turkish Market

- More than 400 companies – active sales according to IMS 2014
- Total market size – over 16billionTL (IMS 2014)
- Total units sold – over 2billion units (IMS 2014)

THERAPEUTIC AREA DISTRIBUTION BY VALUE



THERAPEUTIC AREA DISTRIBUTION BY UNIT



Turkish Market - Units

	SIRA 2014	Units Year/13	%V	Units Year/14	%V	PPG
TOTAL PAZAR		1.774.376.952	100,0	1.822.445.785	100,0	2,7
* IBRAHIM	1	124.621.458	7,0	140.679.151	7,7	12,9
* BILIM	2	118.355.423	6,7	116.432.589	6,4	-1,6
BAYER	3	114.191.570	6,4	107.903.702	5,9	-5,5
* EASTPHARMA	4	93.159.068	5,3	97.626.171	5,4	4,8
SANOFI	5	87.488.951	4,9	95.118.082	5,2	8,7
* ULAGAY	6	77.300.576	4,4	69.644.726	3,8	-9,9
GLAXOSMITHKLINE	7	68.946.956	3,9	65.299.252	3,6	-5,3
NOVARTIS	8	62.442.874	3,5	62.104.620	3,4	-0,5
* SANTA FARMA	9	54.373.562	3,1	57.770.654	3,2	6,2
ASTRAZENECA	10	49.048.268	2,8	50.795.627	2,8	3,6
* SANOVEL	11	52.020.639	2,9	50.367.822	2,8	-3,2
* NEVZAT	16	43.473.929	2,5	39.897.956	2,2	-8,2
* NOBEL	18	36.827.202	2,1	34.878.300	1,9	-5,3
* NEUTEC ILAC	20	29.843.550	1,7	33.052.429	1,8	10,8
* ALI RAIF	21	30.712.518	1,7	30.816.695	1,7	0,3
* KOCAK FARMA	23	24.440.291	1,4	24.827.136	1,4	1,6
* ZENTIVA	26	25.843.682	1,5	21.786.123	1,2	-15,7
* PHARMACTIVE	30	7.223.459	0,4	16.568.811	0,9	129,4
Total Others (412)	xxx	674.062.976	38,0	706.875.939	38,8	4,9

Turkish Market - Value

	SIRA 2014	TL Territory Year/13	%V	TL Territory Year/14	%V	PPG
TOTAL PAZAR	1	15.324.890.102	100,0	16.557.129.548	100,0	8,0
* IBRAHIM	1	882.078.962	5,8	966.166.350	5,8	9,5
NOVARTIS	2	800.442.544	5,2	870.613.932	5,3	8,8
* BILIM	3	759.582.776	5,0	728.964.414	4,4	-4,0
PFIZER	4	652.539.141	4,3	669.056.180	4,0	2,5
BAYER	5	612.144.160	4,0	639.744.573	3,9	4,5
SANOFI	6	575.322.769	3,8	639.305.574	3,9	11,1
* EASTPHARMA	7	579.634.239	3,8	608.982.037	3,7	5,1
GLAXOSMITHKLINE	8	551.477.581	3,6	547.552.956	3,3	-0,7
ASTRAZENECA	9	476.628.624	3,1	495.653.555	3,0	4,0
ROCHE	10	450.082.399	2,9	490.178.512	3,0	8,9
* NEUTEC ILAC	11	423.835.541	2,8	455.396.812	2,8	7,4
* SANOVEL	12	440.005.448	2,9	435.446.065	2,6	-1,0
* NOBEL	15	307.341.997	2,0	321.765.128	1,9	4,7
* ULAGAY	16	324.721.039	2,1	303.514.935	1,8	-6,5
* SANTA FARMA	17	267.618.423	1,7	290.864.324	1,8	8,7
* ALI RAIF	21	252.480.234	1,6	253.542.840	1,5	0,4
* NEVZAT	24	228.416.799	1,5	218.159.584	1,3	-4,5
* KOCAK FARMA	25	206.271.273	1,3	208.152.525	1,3	0,9
* ZENTIVA	28	223.396.808	1,5	189.166.877	1,1	-15,3
* PHARMACTIVE	37	43.227.603	0,3	115.392.184	0,7	166,9
Total Others (410)	xxx	6.267.641.743	40,9	7.109.510.193	42,9	13,4

VISION

To become among top 5 generic company in local market by 2018 and to generate 50% of turnover from international markets by 2020.

MISSION

Manufacture and develop generic drugs in highest quality based on our core values and be active for your health while making drugs accessible to everyone

MILESTONES



TARGET



1. To be within top 5 Turkish generic pharma companies by 2018
2. To generate 50% of revenues from international markets
3. To allocate 40% of manufacturing capacity to contract manufacturing
4. To become a fully reliable and efficient revenue generating CRO

Production Facility



Production Facility



- ☰ One of the largest facilities in Turkey with total closed area of **80.000 m²** (1st Phase **42.500 m²** completed)
- ☰ Capability to manufacture small and big batch sizes.
- ☰ Flexibility of the design for different production requirements.
- ☰ Various conditions (such as low humidity, exproof zones etc.).
- ☰ Facility control and management system (BMS/Honeywell)
- ☰ Integrated ERP System (SAP)

Pharmaceutical Forms



Tablet / Film Coated Tablet / Effervescent Tablets / Capsules



Ointment / Cream / Gel



Liquid & Powder Syrups



Lotions, Sprays



Production Capacity In 1st Phase



Unit Box / Year (Three Shifts)

PRODUCT	POTENTIAL CAPACITY	*AFTER EQUIPMENT INVESTMENT
Tablets / Capsule	196.000.000	268.000.000
Effervescent Tablets	22.000.000	26.000.000
Powder Suspension	12.000.000	13.000.000
Sachet	1.000.000	1.000.000
Liquids	43.000.000	71.000.000
Spray	11.000.000	11.000.000
Semi Solid	57.000.000	60.000.000
Total	342.000.000	450.000.000

* Calculation is based on the average equipment size.

Warehouse

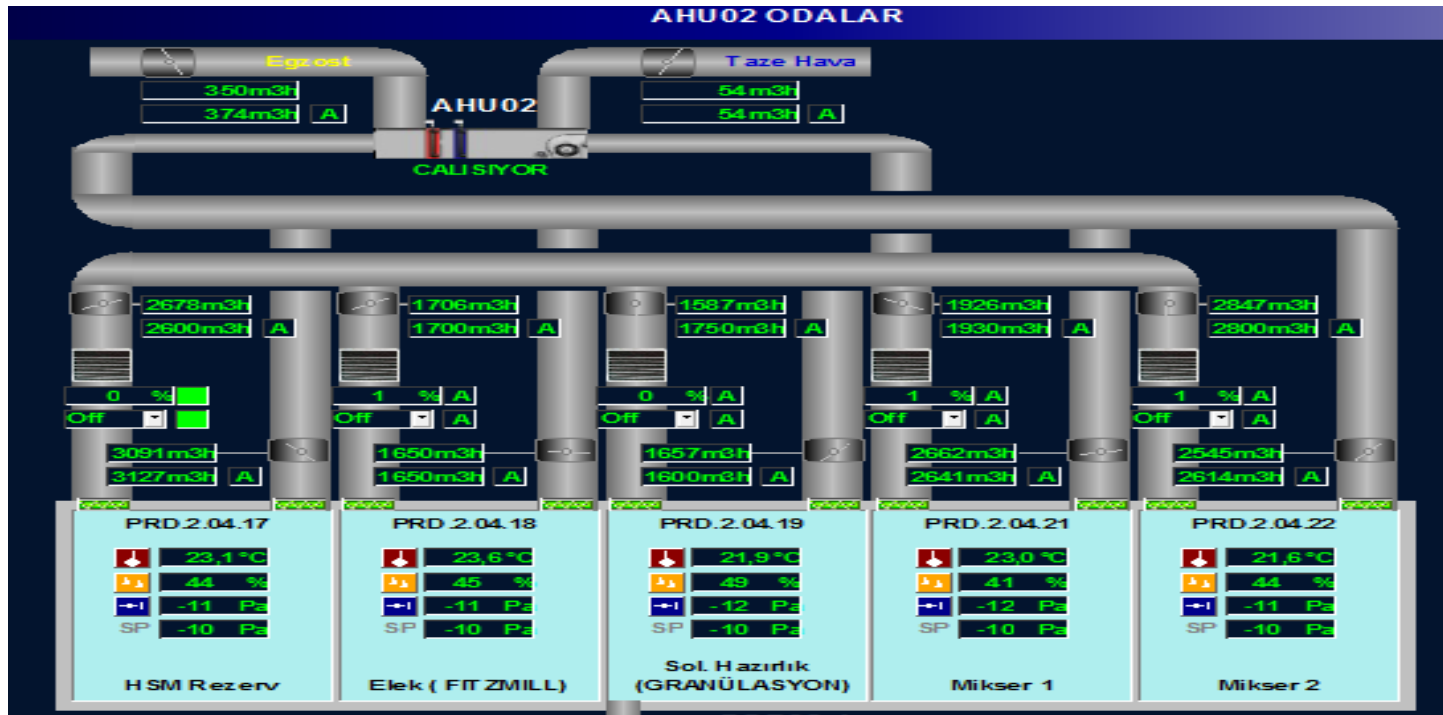
- ④ 11.700 m² warehouse
- ④ 11.000 pallets capacity
- ④ Separated areas for different requirements
- ④ Reserved area to increase the capacity up to 20.000 pallets



Building Management System

Building Management System

All AHUs ,cooling units , are operated by BMS system.
By this way ; temperature , humidity differential pressure for each room / area can be monitored and reported 24 hours .



Quality Control Laboratory



- ☰ 1.000 m² closed area
- ☰ Wesemann Furniture
- ☰ Microbiology Laboratory with cleanroom
- ☰ HPLC, GC, AAS, NIR, FTIR, UV, DISSOLUTION etc. analysis



PharmAr-Ge R&D Center



PharmAr-Ge got the “**R&D Center**” status in 2014.

- ☰ State of the art R&D equipments in line with the latest developments and scientific innovations
- ☰ Dedicated R&D Building consisting of four floors in total 3.200 m² closed area
- ☰ Each floor will be capable to develop different type of products
- ☰ Ability to develop value added super generics and combinations.



Business Development



- ☰ **Pharmactive** - contract manufacturing services to local and international companies for the local and foreign markets.
- ☰ **Pharmactive** - dedicates 40 % of its total capacity for the Contract Manufacturing Services.
- ☰ **Pharmactive** - open to discuss all possible collaboration types
 - in-licensing
 - out-licensing
 - co-development
 - contract manufacturing
 - technology transfer
 - joint venture
 - merger & acquisition
 - co-marketing & co-distribution

Partners



Authority Audits & Approvals



Authority	Date	Scope
Turkish MOH	07.05.2012	Manufacturing Licence and GMP
Turkish MOH	29-31.05.2013	Manufacturing Licence and GMP
Bfarm	17-19.02.2015	EU GMP

Partners Audits & Approvals



Customer	Year	Scope
ALİ RAİF	2013	GMP
SANDOZ / NOVARTIS	2014	GMP & HSE
BİLİM	2014	GMP
ACTAVIS	2014	GMP
ABBOTT	2014	GMP
TEVA	2015	GMP

Thank you !

