

Even if you don't see us,
we stand by you



2017



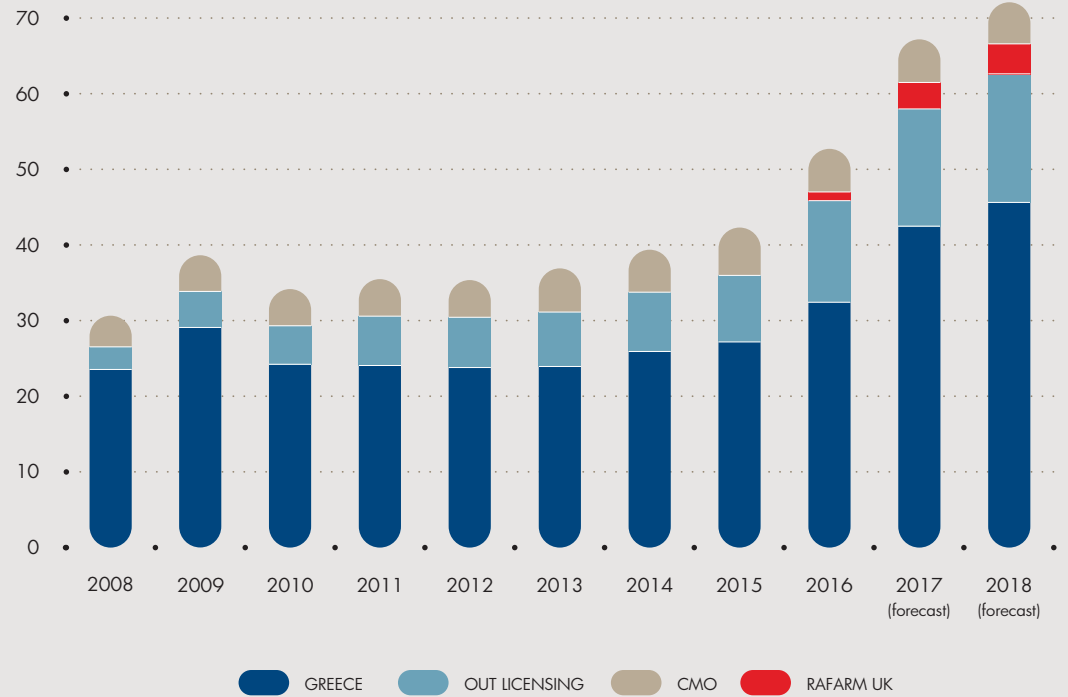
Company Identity

- Privately owned pharmaceutical company
- Established: 1970
- Company employees: 406
- Production facilities: Located in Athens covering 14.000 m²
- Headquarters: Athens, Greece

Business sectors

- Domestic sales of own and in-licensed products
- Development and licensing-out of generic & generic plus products
- Production of own products and contract manufacturing

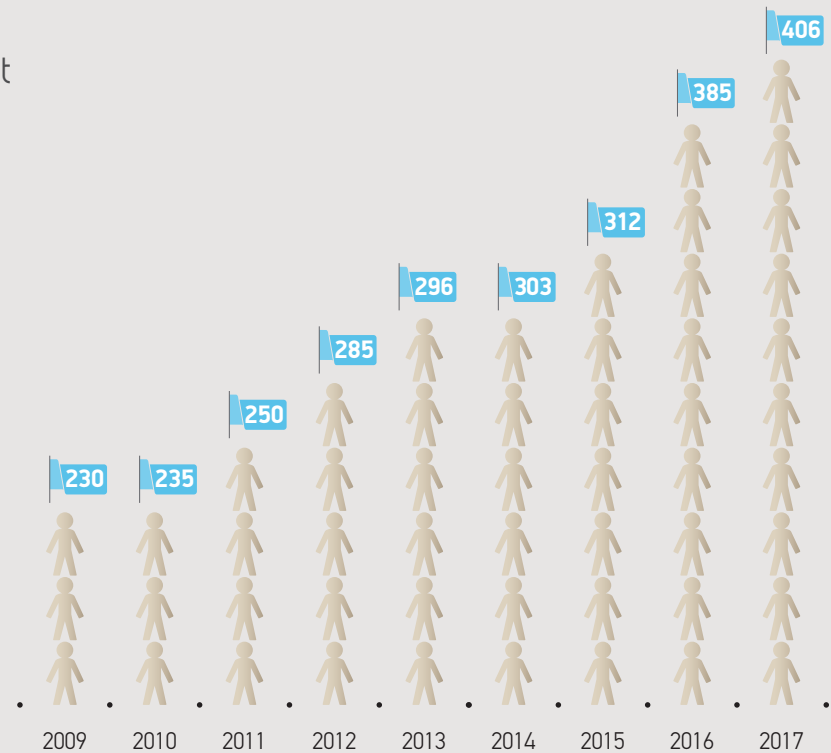
Rafarm group sales (in ml euro)



* 2010 Incorporates 30% Price drop in Greece

Human resources

- Although Rafarm is a company of state-of-the-art technologies, we value highly the well-being of our people
- We attract and develop top talent employees and we strive to provide them with all the means for a balanced and full professional and personal life



Representation in Greece

Sandoz

Austria



SSI Statens Serum Institut

Denmark



SBL

Sweden



Health Watch Swiss

Switzerland



SMB

Belgium



Rosemont Pharmaceuticals

UK



Lallemand Pharma Int.

France



Medice

Germany



Apotex

Canada



Out licensing worldwide



 Rafarm presence

US Market

- Rafarm is developing a number of sterile injectable and ophthalmic dossiers to be submitted to FDA in order to trigger the agency's inspection and get approval
- First two products already filled in June 2015
- New developments for US market 3-4/year

Manufacturing-own and third party

- 20% CAGR the last 5 years
- Manufacturing for more than 50 companies in EU
- Expertise on sterile ophthalmic and injectable products



Production facilities



Production facilities

— Covering 14.000 m²

— Pharmaceutical forms produced

Solids — Liquid-semi solid — Creams — Sterile products



Production facilities

— Annual capacity (one shift)

400.000.000 tablets

10.000.000 ampoules

10.000.000 vials

10.000.000 ophthalmic solutions



Quality control

- EU GMP approved
- TGA approved
- The company is implementing a large investment program in production facilities and quality control and is preparing for the FDA inspection during 2017



Research & Development Operations

— Current Surface Area	600 m ²
— Total employees	38
— Educational status	10 BScs, 17 MScs, 11 Ph.D
— Functions	Finished Product Formulation Development Finished Product Analytical Development Active Pharmaceutical Ingredients Evaluation Clinical Studies Monitoring Intellectual Property Investigation Tech Transfer Activities

Research & Development Operations

— Pharmaceutical Forms

— Technology Capabilities

— Focus

Sterile products (Ophthalmics and Injectables),
Oral solids, Semi solids, Oral Solutions, Nasal sprays
Solutions, Suspensions, Multiparticulates, IR Tablets,
Delayed Release Systems, ODTs, Chewable Tablets,
HG Capsules, Ointments, Creams
Ophthalmics and Injectables



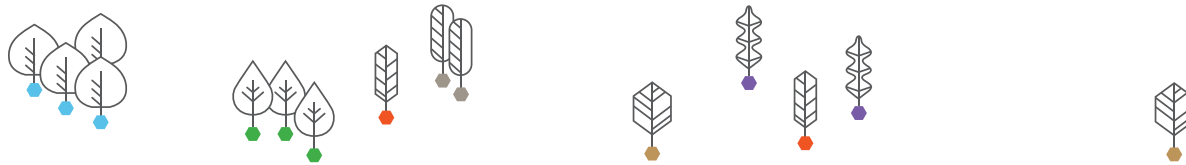
New sterile area

- Total surface 900 m²
- Investment 15.000.000 \$
- Three independent lines: **ophthalmic vials | ampoules | vials (up to 15 ml)**
- Yearly production capacity (one shift): **10 mil ophthalmic vials | 10 mil ampoules | 10 mil vials**



Environment

- Environment protection is a main concern at Rafarm
- We are very strict in applying the regulations relative to the use of water and gas emissions.
All of our activities are conducted with the greatest respect for the environment



Strategy for growth

- Focusing on selected production areas with high technological content (sterile products)
- Strengthening our presence in the local market through expansion of our product portfolio and partnerships with strong international players. Readiness to invest on special projects for the Greek market
- Expanding presence in foreign market by means of wider geographical coverage and wider product portfolio
- Focus on US generics market with products characterized by high entry barriers and challenging IP

Excellence in generics



Thank you
for your attention

