



Rubió

Laboratorios Rubió 2021

Corporate Presentation



Rubió

We are pharmacy pathfinders

*Making a dream come true is a **big** thing, but helping others to get it done is even **better**. To achieve this, there is a way of being that characterizes us and also **moves us**.*

That's why we like to call ourselves:

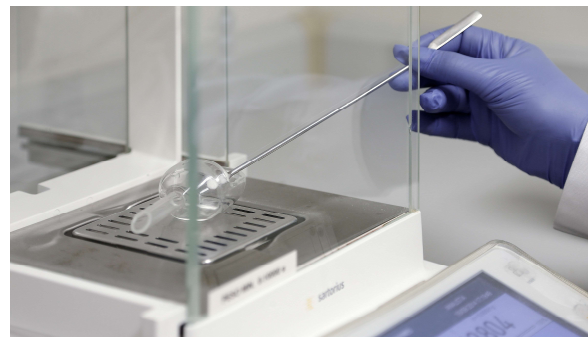
Pharmacy Pathfinders

And what is it?

In being where the patient is, regardless of its prevalence, providing solutions.

A way of being our own, because we are :

Pharmacy Pathfinders





Rubió

Our origins

A private company, founded in 1968 by the brothers Pelayo and Salvador Rubiό. Currently under the direction of the second generation, Carlos and Pelayo Rubiό, the sons of the founders.

The company began in a family pharmacy, located in Barcelona's Plaza Real, preparing compound formulas to meet the needs of doctors treating patients who suffered from uncommon diseases.

Some of these products are currently chosen as a first treatment option, still having a leading position over new drugs in both terms efficacy and safety, conforming the basis of the company's international strategy.



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Our values

Rubió is a global company that targets both professionals and patients. The values that drive our actions are **innovation, dynamism, professionalism and commitment**, working at all times with honesty and the highest degree of scientific rigor. Every one of our actions is driven by our sense of duty.



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Mission

We are committed to provide:

- Service to people who suffer from diseases of low prevalence/incidence.
- Innovative products to specialists to aid in the treatment management of their patients.

Vision

We are a solid-established specialist pharmaceutical company that is strengthening its presence in Spain and increasing its international activity:

- By a complete development of its current portfolio of products.
- By seeking out business opportunities with a high level of added value.
- By focusing our efforts on specific therapeutic areas.
- By having a focus mid and long term strategy.
- By having a professional team that is swift to make decisions.

Values



Rubió

Therapeutic Areas

Primary Areas

Rheumatology, Nephrology/Urology, Central Nervous System, Cardiovascular risk and Atherosclerosis and Nutrition with Food for Special Medical Purposes (FSMP)

Secondary Areas

Oncology, Radiotherapy and Gynecology





Rubió

Strategy

1

The strategic goal of the company is to focus on key therapeutic areas to provide “**global therapy options for the patients**”, encompassing a broad range of products, including medicines, medical devices, and diagnostic tests.

2

One of the axis for the growth of the company is the development of its exportation business, which was begun in 1982.

Current international business represents **more than 50%** of the total number of the company’s manufactured units, invested in expansion projects in new and existing markets, such as France, Scandinavia and the United States.

3

Research, both in terms of the development of new medicines as well improving our own formulations, plays a fundamental role in Rubió’s strategy.

Furthermore, so are the agreements with **Research Centres** of excellence for the development of cutting edge technology projects which serve to supplement our current work.



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Strategy

4

Rubió is at the **forefront in the treatment of Attention Deficit Hyperactivity Disorder (ADHD)** and our presence is significant in the fields of rheumatoid arthritis, lupus and chronic kidney disease.

5

In 2014, Rubió managed the expansion of the company. It acquired a percentage share in a newly created company called Biosfer Teslab and obtained the exclusive marketing rights for Liposcale®.

It is an advanced lipoprotein test based on 2D nuclear magnetic resonance (NMR).

6

Liposcale® the advanced test based on NMR spectroscopy state of the art technology, used to identify people with lipoprotein-related cardiovascular events. **It has proven to be more accurate for the determination of lipoproteins** than any of the alternatives currently available on the market. And 2018 Rubio started a new division focus on development of **Food for Especial Medical Purposes (FSMPs)**



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Production centre

Rubió has its own modern production plant with capacity to prepare more than 10 million units of finished product each year. **This centre, with an area of 2,900 square metres, is equipped with cutting edge technology for the preparation of oral solid dosage forms.**

At these facilities are also located the laboratories for quality control and development of pharmaceutical formulation techniques.



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Interannual
growth of
18,57%

International
National

Global turnover

Turnover by market

Gross sales (in thousands of Euros)





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Business in Spain

Commercial Network

Rubió's sales force in Spain is compounded of two teams:

Rx Business Unit:

- 29 Sales Representatives who visit specialist doctors
- 2 Territory Sales Managers
- 1 Marketing Manager
- 4 Therapeutic Area Managers
- 1 Ftes BD Manager
- 1 Fte Business Intelligence Manager
- 1 Business Unit Director

Dx and Hospital Products B.U.:

- 4 Hospital Key account Mangers
- 1 Brand Manager
- 1 Medical Advisor
- 1 Business Unit Director



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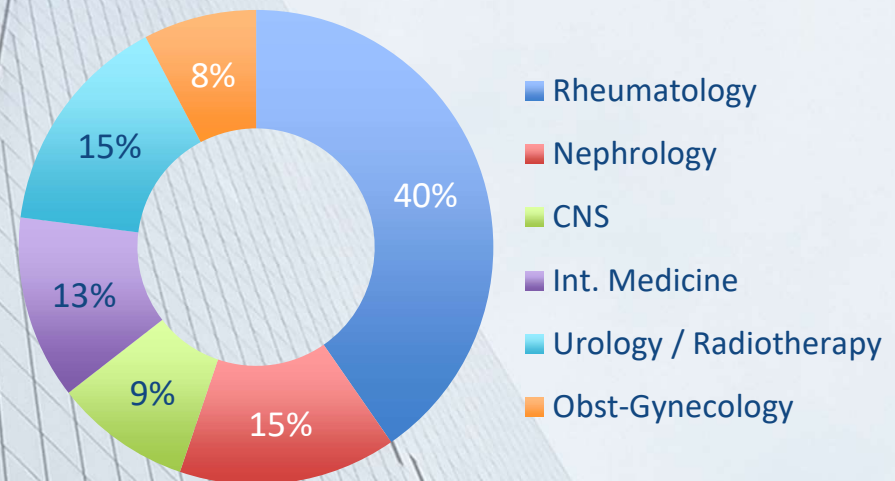
Business in Spain

Pharmacy Network

We make direct visits to more than 8600 doctors and nurses from various medical specialties.

National turnover

2020 split according to therapeutic area





Rubió

International Business

Commercial strategy

Presence in more than 60 countries,
through distributors or laboratories with product license.

The international portfolio strategy is built around the company's internally-produced strategic products: **Rubifen** (methylphenidate), **Resincalcio/Resinsodio** (calcium/sodium polystyrene sulfonate) and **Resincolestiramina** (cholestyramine).

The international sales plan anticipates the marketing of our products through select specialist laboratories in each country that guarantee us the best entry into the market by sharing our knowledge and broad experience.

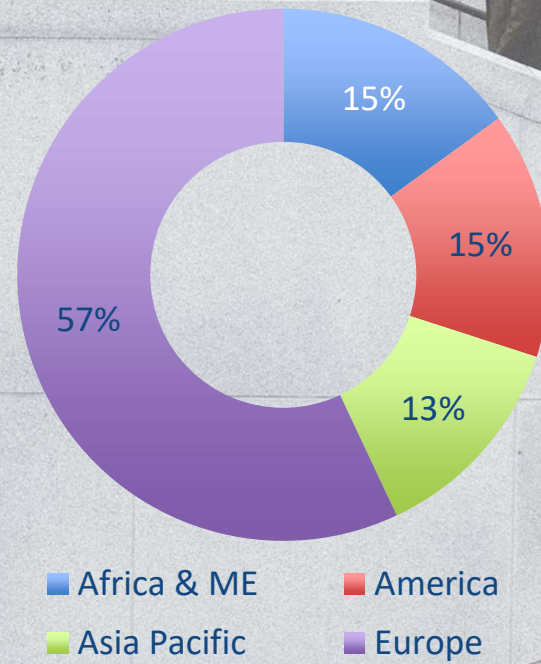


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International Business

Turnover

2020 split according to geographic areas





Rubió

International Business

Countries where currently a sales relationship exists (60 countries)

Albania, Algeria, Andorra, Argentina, Canada, Chile, Colombia, Costa Rica, Croatia, Cuba, Cyprus, Denmark, Dominican Republic, Egypt, El Salvador, Finland, France, Georgia, Germany, Greece, Guatemala, Guinea, Honduras, Hong Kong, Hungary, Iran, Iraq, Israel, Kosovo, Lebanon, Lithuania, Malaysia, Malta, Mauritius, Mexico, Morocco, Netherlands, New Zealand, Nicaragua, Norway, Pakistan, Panama, Portugal, Romania, Saudi Arabia, Serbia, Singapore, Slovenia, South Africa, Sri Lanka, Sudan, Suriname, Sweden, Thailand, The Philippines, Tunisia, UAE, UK, Uruguay, US, Vietnam

Countries where licensing/distribution agreements are currently in the registration phase (4 countries)

Australia, China, Estonia, Kuwait



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R&D+i

With the creation of Products & Technology, in 2014, Rubió decisively boosted the area of R&D+i, **turning focus towards innovation** in order to develop new medicines and improve its own formulations.

Within this area, the strategy is based on expanding the lifecycle of their own products, collaborating in new research programmes, and establishing strategic alliances.



Rubió

**Where
we are**

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thank you



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