

AT THE
CORE
 OF A
**BETTER
LIFE**

| Corporate Presentation 2024

Our Philosophy

Suanfarma At a Glance

Suanfarma APIs / CDMO

R&D, Q&R and Sustainability

Key Insights

Annexes

Our philosophy At the Core of a Better Life

I Our Philosophy

Our active ingredients are the core of medicines

At Suanfarma, our active ingredients are the core of medications that improve countless lives of people and animals every day. Through science and innovation, we empower individuals to lead healthy lives, no matter their circumstances.



Our Mission

Foster healthier lives
in a sustainable world

Our Vision

A positive global impact



CREATE MORE VALUE FOR OUR COMMUNITY

- Contribute to a turnover of at least 5 billion in medicines from our client laboratories to end-customers.
- Generate 150 new job opportunities.



REDUCE OUR ENVIRONMENTAL FOOTPRINT

- Save 2GW of electricity consumption per year.
- Reducing our water consumption by 1.5 MM m³ per year.



DEVELOP OUR POTENTIAL

- Increase our fermentation production capacity by 50%.
- Generate intellectual property in the form of 9 proprietary APIs.

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Suanfarma at a Glance

A detailed outline and comprehensive overview of our global impact and innovations.

| A Comprehensive Overview

Your partner
throughout the
ingredient
value chain

As a leading B2B life science company, we aim to be your trusted partner in the development, production, and commercialization of ingredients for the pharmaceutical and veterinary industries.

I Our Essence

The closeness
to our customers
and partners is
our hallmark

Suanfarma was
born in Spain in
1993.

Our focus: the customer.
**CRM culture and services
that meet the real needs
of our partners.**

Our industrial
expertise:
**Fermentation &
Chemical
Synthesis.**

Extensive
catalogue of
more than
700 APIs.

Under the **highest quality standards
and certifications from the main
regulatory agencies in the world.**

Key Figures 2023



ECONOMIC

\$ 310 MM Total
\$ 261 MM International



MARKETS

75 Markets
+400 Customers



INDUSTRIAL PLANTS

Cipan (Portugal)
Rovereto (Italy)



INDUSTRIAL CAPABILITIES

Fermentation 2,000 m³
Chemical Synthesis 800m³



HUMAN TEAM

548 Total people



R&D

3 New developments/year
New laboratories in **Rovereto**
Flow Chemistry Capabilities
& **HPAPI**



PATRONAGE

Patrons of the **Arraigo** Foundation
Children Vaccination Alliance
collaborators

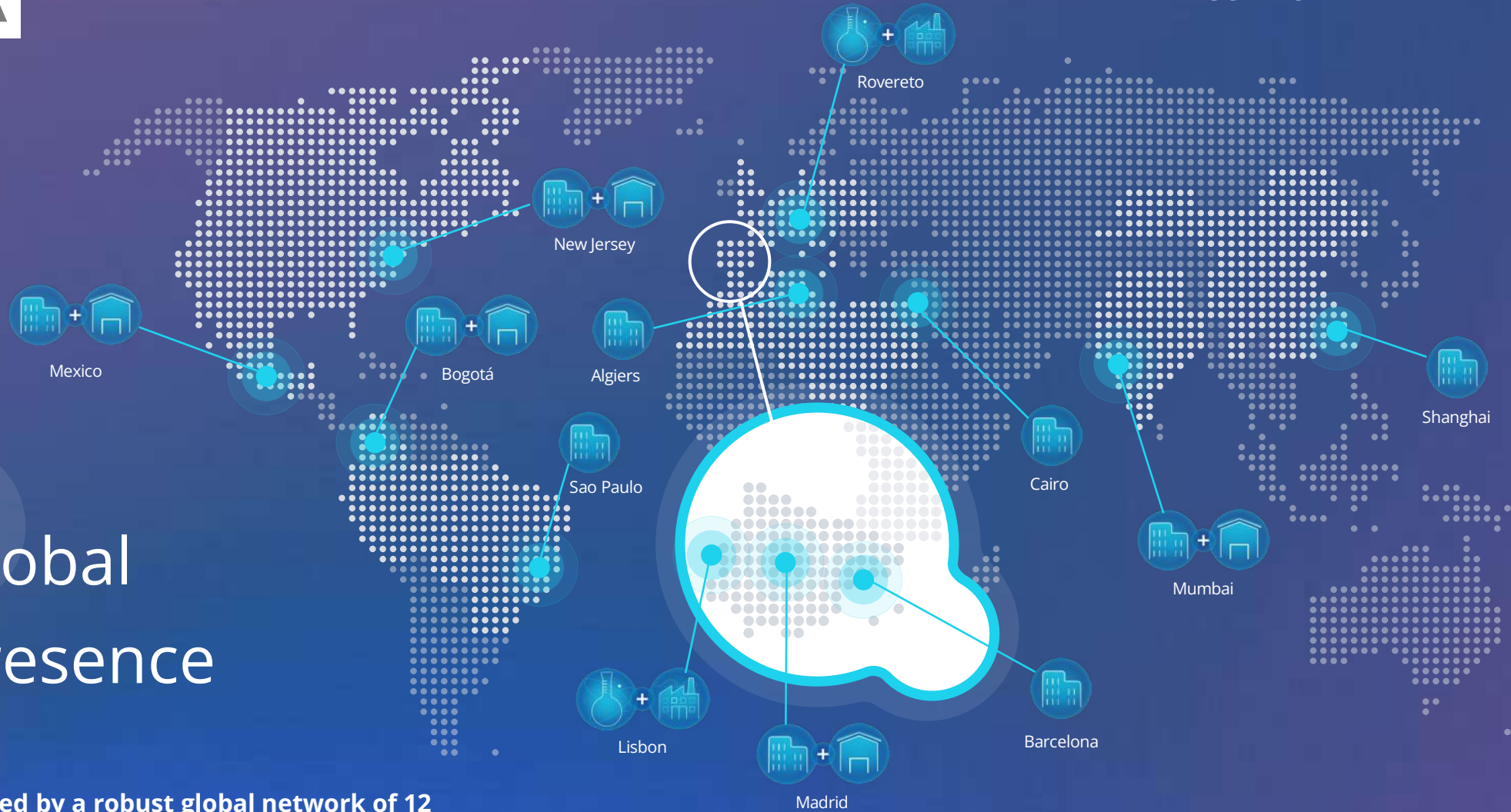


SUSTAINABILITY

Innovative waste treatment &
energy efficiency initiatives

Global Presence

Backed by a robust global network of 12 strategically located local offices, we cater to the needs of over 400 active customers in more than 70 countries.



Commercial office + warehouse



Commercial office



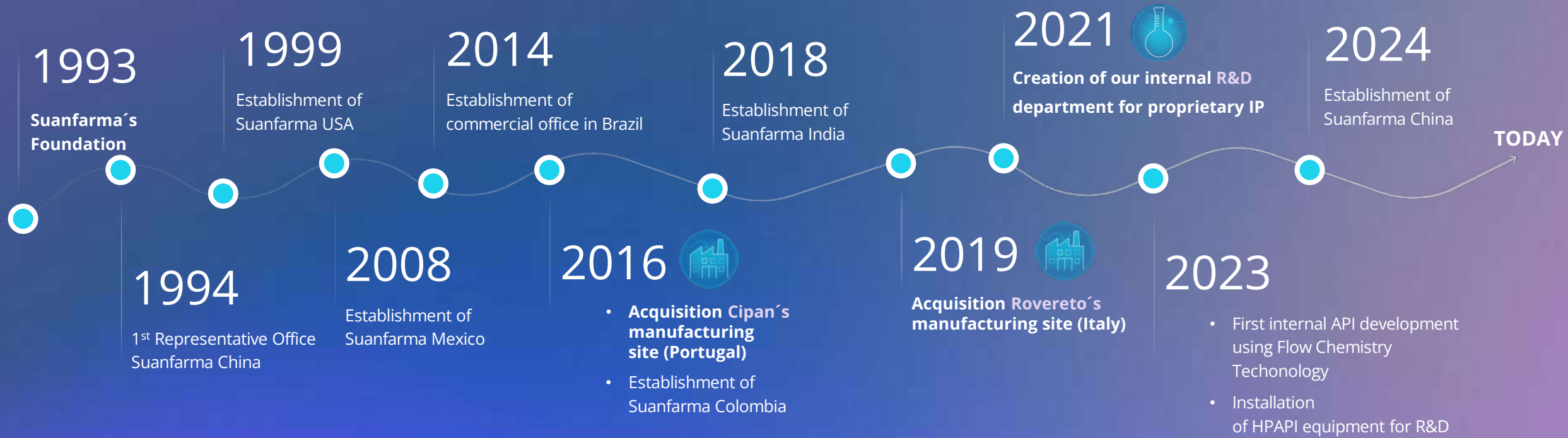
Factory



R+D

I Our Story

Since its founding, Suanfarma has been a project of continuous growth and internationalization: **Our mission becomes even more significant with each expansion.**



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Our solutions for customers: **APIs / CDMO**

Explore how our tailored solutions can drive your success.

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Suanfarma APIs

Ingredients at the core of medications that improve the lives of millions of people and animals every day.

Improving Human
& Animal Healthcare

We provide more
than 700 high
quality APIs for
human and
veterinary use

+450

**HUMAN
MOLECULES**

+250

**VETERINARY
MOLECULES**

We cover any
specific demand, from antibiotics
to treatments for heart diseases.

Our APIs are supported by our unwavering
commitment to quality and regulations and the
safe and effective development of products.

**PROPRIETARY APIS
STRATEGIC APIS
TOP DISTRIBUTION APIS**

At Suanfarma, we strive to ensure you will receive not only the highest quality ingredients but also the necessary support and advice to navigate today's complex regulatory and market environment, always aiming to improve your competitive stance and operational effectiveness.



**INNOVATIVE AND
EVOLVING PORTFOLIO**



REGULATORY SUPPORT



IP SUPPORT



SUPPLY RELIABILITY



**LOGISTICS
SIMPLIFICATION**



**NEW PRODUCT LAUNCH
SUPPORT**



**WORKING CAPITAL
FINANCING**

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Suanfarma CDMO

One stop-shop CDMO partner
to be at the core of your success.

Your Strategic Partner
to Success

Specialized in the
development &
manufacturing of
complex small
molecules with high
added value

We are a key partner with a solid track record and an expert team of professionals dedicated to managing the entire development, scale-up and manufacturing process of small innovative or generic molecules, **using both fermentation and chemical synthesis.**

With over 60 years of experience in the industry, we are ready to support you in every phase of your project.

| Our Sites

Rovereto

Trento - Italy

Established in 1969.

Has been part of Suanfarma since 2019.

Cipan

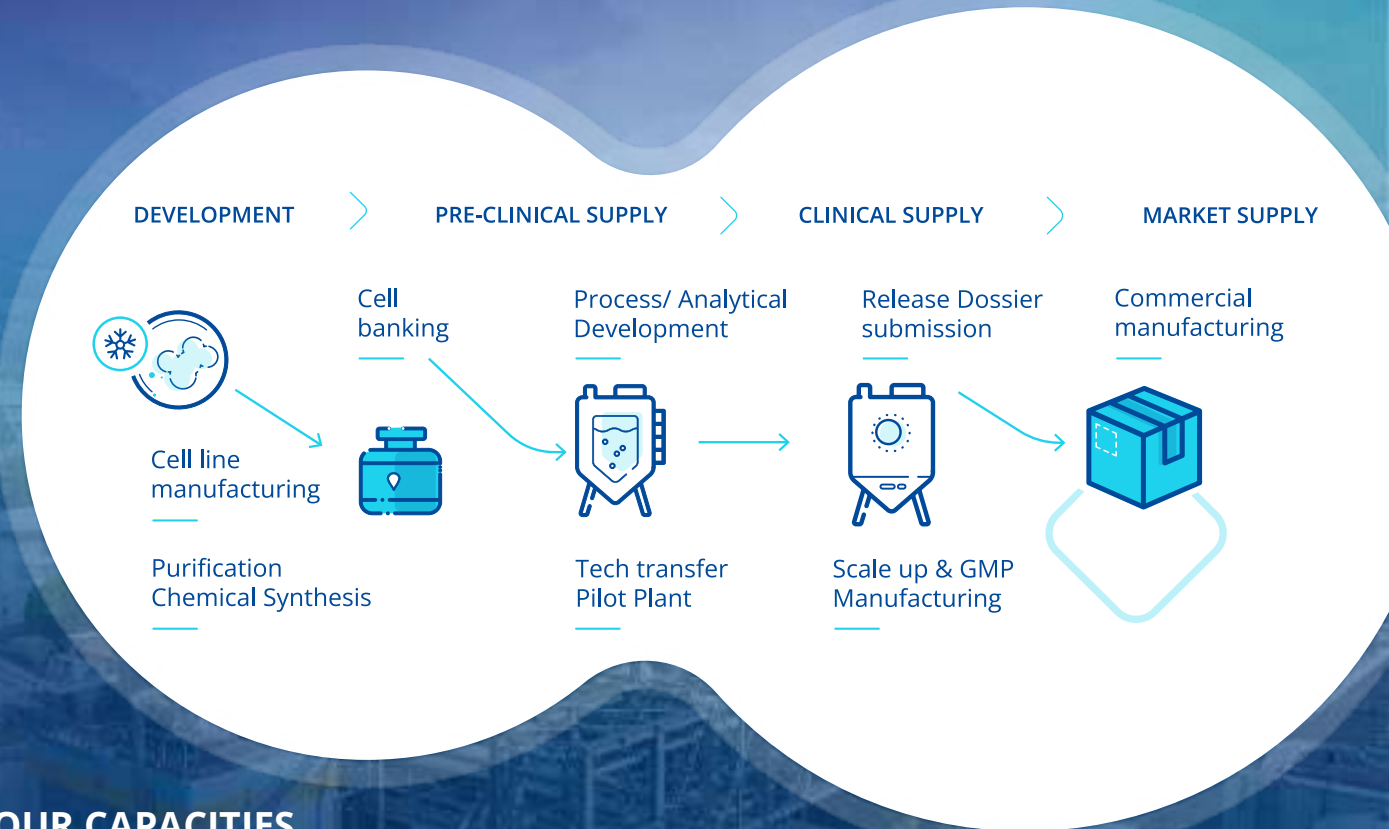
Lisbon - Portugal

Established in 1960.

Has been part of Suanfarma since 2016.

We cover the whole value chain

We are a leading supplier with a solid track record



OUR CAPACITIES

In the disciplines of fermentation and chemical synthesis, we offer comprehensive support from R&D to production, with facilities capable of fermenting over 2,000 m³ and conducting chemical reactions in more than 800 m³.

We have both pilot and production plants that are automated as well as flexible, and we possess the capability to handle various organisms and complex reactions.

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Committed to R&D, Q&R and Sustainability

Rely on our cross-functional services and trusted partnership to ensure your project success.

| R&D

We invest in the future through innovative technologies

Our R&D multidisciplinary team is composed of experts in Pharmacy, Chemistry, and Engineering, all with extensive experience in Development and Technology Transfer conforming to international standards.

We cover all areas of product development, from route of synthesis design and optimization, analytical services, to manufacturing and registration.

| R&D

**PRODUCT PORTFOLIO**

Suanfarma's product portfolio is cultivated through a selective and sophisticated analysis system involving a team of multidisciplinary experts in **Business Intelligence** and **Market Analysis**.

**API DEVELOPMENT**

We specialize in alternative Routes of Synthesis and in-house analytical methods, including conducting **MoA verifications** with same standards as in **GMP**. Leveraging the capabilities of **Flow Chemistry** and **AI for Design of Experiments**, even for HPAPI products, we concentrate on refining processes to achieve optimal efficiency at both lab and kilo-lab scales.

**PROJECT MANAGEMENT & CDMO PARTNERSHIP**

We adeptly manage and secure API development partnerships, ensuring project milestones are met with comprehensive management and technical support.

I Quality

We are committed to excellence

API Distribution

First company with GDP distribution in Spain.

R&D

We provide customers with innovative solutions that meet the highest quality standards.

CDMO

Our factories are equipped to deliver comprehensive solutions with certifications from the main regulatory agencies in the world.

GMP

GDP



.m

agencia española de medicamentos y productos sanitarios



FDA



MHRA

CFDA

KFDA

| Regulatory

All our facilities meet the highest regulatory standards

Our facilities produce APIs with CEP and DMF certifications, ensuring steadfast commitment to stringent quality standards.

Our DMFs adhere to the highest quality standards set forth by EMA, FDA, and ICH guidelines, encompassing both human and veterinary applications.



FDA



| Sustainability

The core
of a better life is
taking care of
our planet

We believe that **'the core of a better life'** means that science should benefit both people and the planet.

We commit to minimizing and optimizing the use of resources, with a particular focus on water efficiency.

Our efforts extend to reducing our carbon footprint by increasing the utilization of green energy sources and reducing energy consumption across our operations.

We consciously limit the use of non-renewable resources and align with the principles of the circular economy to efficiently manage and recycle waste.

| Sustainability



MORE GREEN ENERGY

- A significant volume of energy is generated from renewable sources.
- Co and trigeneration plants to sustain our production.
- Our offices and laboratories run with photovoltaic panels.



LESS ENERGY CONSUMPTION

- Innovative water reduction solutions (- 45% water consumption in 2022).
- Sustainability and environmental protection projects to replace industrial equipment with more efficient ones.



POSITIVE IMPACT

- Community projects for the reduction and optimization of water and energy consumption.
- 10% reduction in waste generated and a decrease in the use of raw materials.

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Suanfarma: A growing group

Global presence, local response.

Sales

2023
SALES DISTRIBUTION

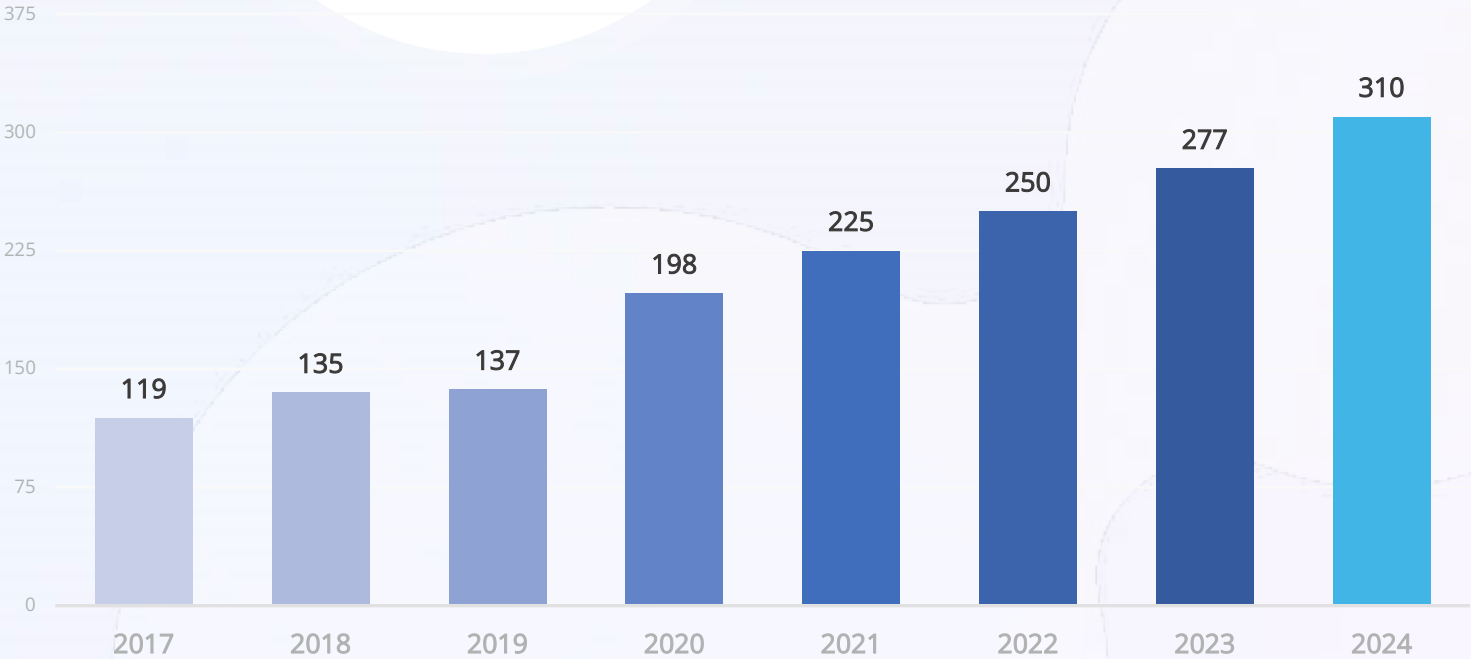
- 10 % USA & CANADA
- 12 % LATAM
- 74 % EUROPE
- 4 % OTHERS

GROWTH RATES
SINCE 2020

- 20% CAGR CDMO
- 12% CAGR APIs

MM \$

Aggregated
group sales



I Capex

Improving Suanfarma's offerings to our customers



R&D INVESTMENTS

During 2023 we have allocated a total of **2 million euros** to research and development projects aimed at promoting innovation in new products and technologies for the company by optimizing new synthesis routes. In 2024, we are going to invest **3 million euros**.

Flow chemistry technology is being implemented and facilities are being adapted to develop high potency projects.



IMPROVEMENTS

In 2023 we have dedicated **8 million euros** in investments aimed at improvements in our facilities and production processes.

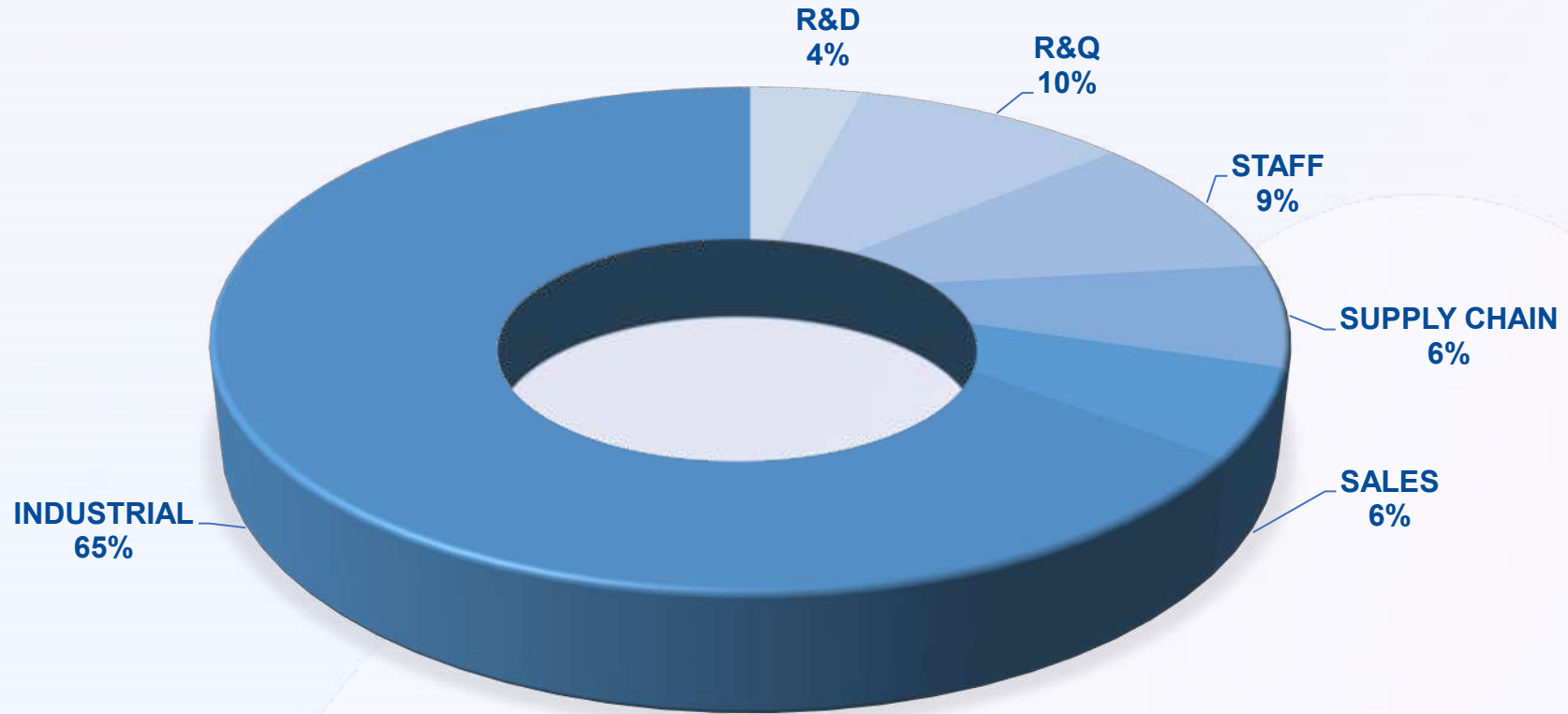
These improvements encompass areas such as the modernization of equipment, the implementation of more efficient & sustainable technologies, and the optimization of our operations to increase productivity and quality.



ENVIRONMENTAL

In terms of environmental Capex, the Group has invested **5.2 million euros** in environmental initiatives and projects aimed at reducing our environmental impact in 2023, complying with regulatory standards, and promoting sustainability in our operations.

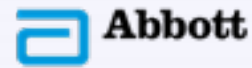
Human Team



Total:
548 people

Pharma
Customers

400+
pharma
customers



Trade Shows & Exhibitions



Algeria
5-7 Feb



18-21 Mar.



17-19 Apr.



“Visitors”
17-19 Apr.



7-9 May.



Morocco
5-6 Jun.



19-21 Jun.



8-10 Oct.



26-28 Nov.

SUANFARMA

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Our API list

Proprietary APIs

HUMAN

ANASTROZOLE

Endocrine therapy; CEP available

BISOPROLOL FUMARATE

Beta blocking agents; CEP available

CLOBUTINOL HCl

Respiratory system; DMF available

CLOMIPHENE CITRATE

Ovulation stimulants; CEP available

LEVOSIMENDAN

Cardiac therapy; DMF available

LYMECYCLINE

Antibiotics; CEP available

MINOCYCLINE

Antibiotics; CEP available

OXYTETRACYCLINE Ca

Antibiotics; DMF available

TETRACYCLINE

Antibiotics; CEP available

VETERINARY

FLURALANER

Antiparasitics; DMF available

PYRANTEL PAMOATE

Antiparasitics; CEP 2026

TIAMULIN HF

Antibiotics; CEP available

Complete online list





Strategic distribution APIs

HUMAN

BIVALIRUDIN

Antithrombotic agents; US DMF available

CHLORHEXIDINE BASE

Antiinfectives; US DMF available

DEXTROMETHORPHAN

Respiratory system; DMF available

EPTIFIBATIDE

Antithrombotic agents; CN DMF available

FAMOTIDINE

Alimentary tract and metabolism; US DMF / CEP available

FULVESTRANT

Antineoplastic and immunomodulating agents; US DMF / CEP available

LANREOTIDE

Systemic hormonal preparations; US DMF available

LIRAGLUTIDE

Alimentary tract and metabolism; US DMF available

OCTREOTIDE

Systemic hormonal preparations; US DMF available

SEMAGLUTIDE

Alimentary tract and metabolism; US DMF available

THYROID POWDER

Thyroid hormones

VETERINARY

ALTRENOGEST

Hormonals; DMF available

BUTORPHANOL

Analgesics; DMF 2024

IMEPITOIN

Sedatives; DMF 2024

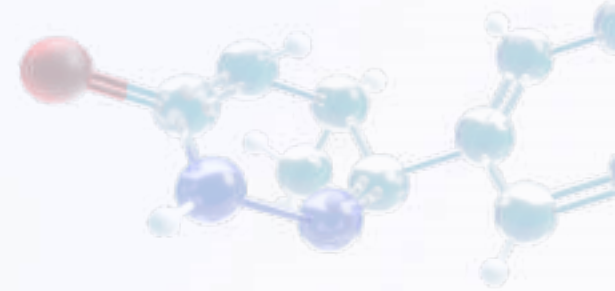
KETAMINE HCl

Antiepileptics; CEP available

PENTOBARBITAL SODIUM

Euthanasics; CEP 2025

Complete online list



Top products distribution - Human APIs

ALPHA LIPOIC ACID

Alimentary tract and metabolism;
DMF available

BEMPEDOIC ACID

Proton pump inhibitors

CITALOPRAM

Antidepressants;
US DMF / CEP available

COATED ALPHA LIPOIC ACID

Alimentary tract and metabolism;
DMF available

ESCITALOPRAM

Antihypertensives;
US DMF available

ESOMEPRAZOLE

Proton pump inhibitors;
US DMF / CEP available

HEPARIN SODIUM CRUDE

Intermediate (Enoxaparin and
Bemiparin)

OMEPRAZOLE

Proton pump inhibitors;
US DMF / CEP available

PANTOPRAZOLE

Proton pump inhibitors; CEP
available

QUETIAPINE FUMARATE

Antipsychotics; CEP available

URSODEOXYCHOLIC ACID

Gallstones. Bile therapy;
US DMF / CEP available

Complete online list

Top products distribution- Veterinary APIs

AMOXICILLIN TRIHYDRATE

Antibiotics; CEP available

ATIPAMEZOLE

Reversal of sedation, DMF available

CEFTIOFUR SODIUM / HCl

Antibiotics; DMF available

DETOMIDINE HCl

Sedatives; DMF available

DEXMEDETOMIDINE HCl

Sedatives; DMF available

DOXYCYCLINE HYCLATE / HCl

Antibiotics; DMF/CEP available

ENROFLOXACIN BASE / HCl

Antibiotics; DMF/CEP available

FLORFENICOL

Antibiotics; DMF/CVP available

GENTAMICIN SULFATE

Antibiotics; DMF available

ISOFLURANE

Sedatives; CEP available

IVERMECTIN

Antiparasitics; CEP available

KETOPROFEN

Anti-inflammatories; CEP available

LINCOMYCIN HCl

Antibiotics; CEP available

MARBOFLOXACIN

Antibiotics; CEP available

MEDETOMIDINE HCl

Sedatives; DMF available

MELOXICAM

Anti-inflammatories; CEP available

OXYTETRACYCLINE BASE / DIHYDRATE / HCl

Antibiotics; DMF/CEP available

PARACETAMOL

Analgesics; CEP available

PYRANTEL PAMOATE

Antiparasitics; DMF available

SEVOFLURANE

Sedatives; CEP available

STREPTOMYCIN SULFATE

Antibiotics; DMF available

TIAMULIN HF

Antibiotics; CEP available

TILMICOSIN BASE / PHOSPHATE

Antibiotics; DMF available

TOLTRAZURIL

Antibiotics; DMF available

TULATHROMYCIN

Antibiotics; DMF available

TYLOSIN BASE / PHOSPHATE / TARTRATE

Antibiotics; DMF/CEP available

Complete online list