

June 2017

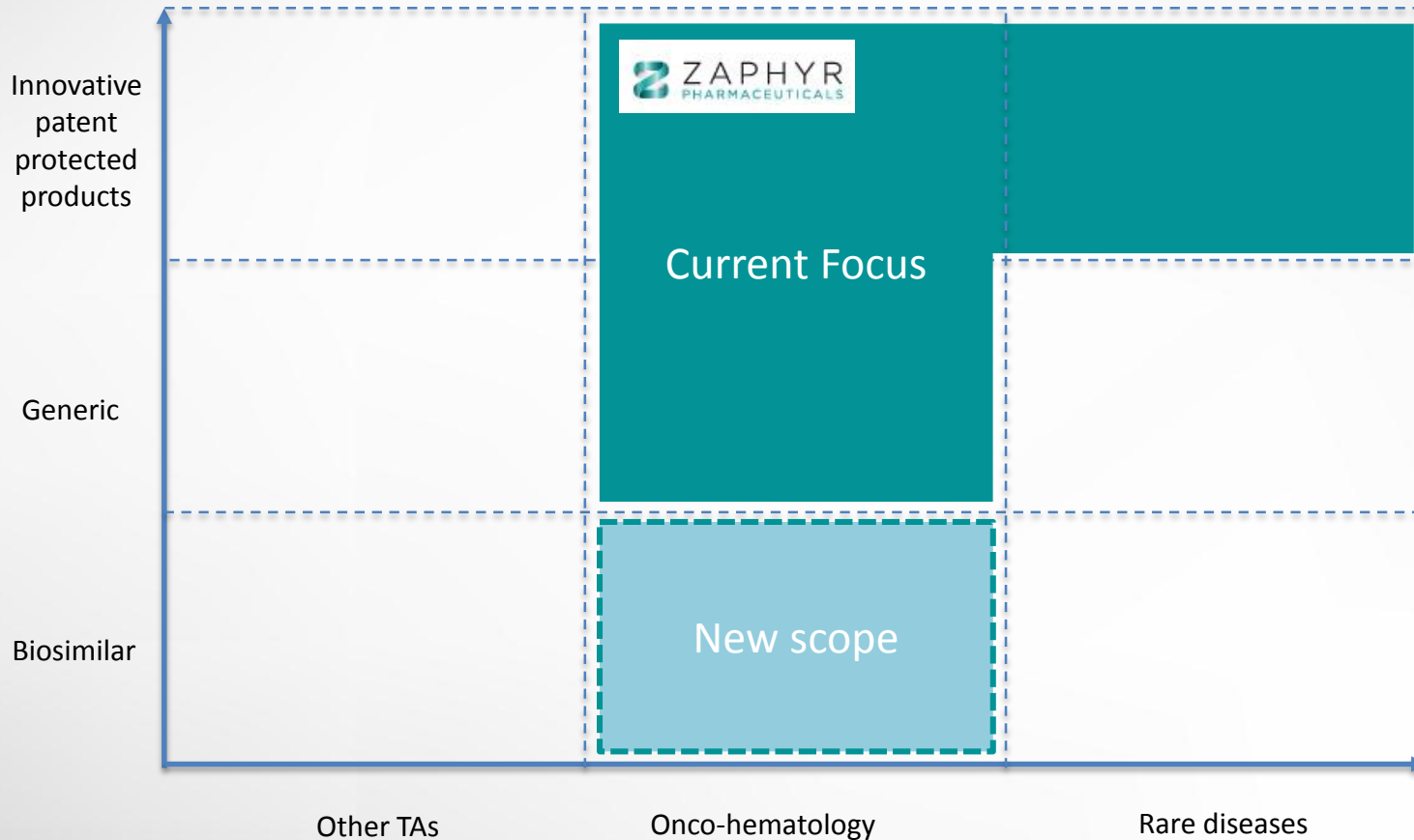
# Zaphyr company presentation

# Zaphyr Highlights

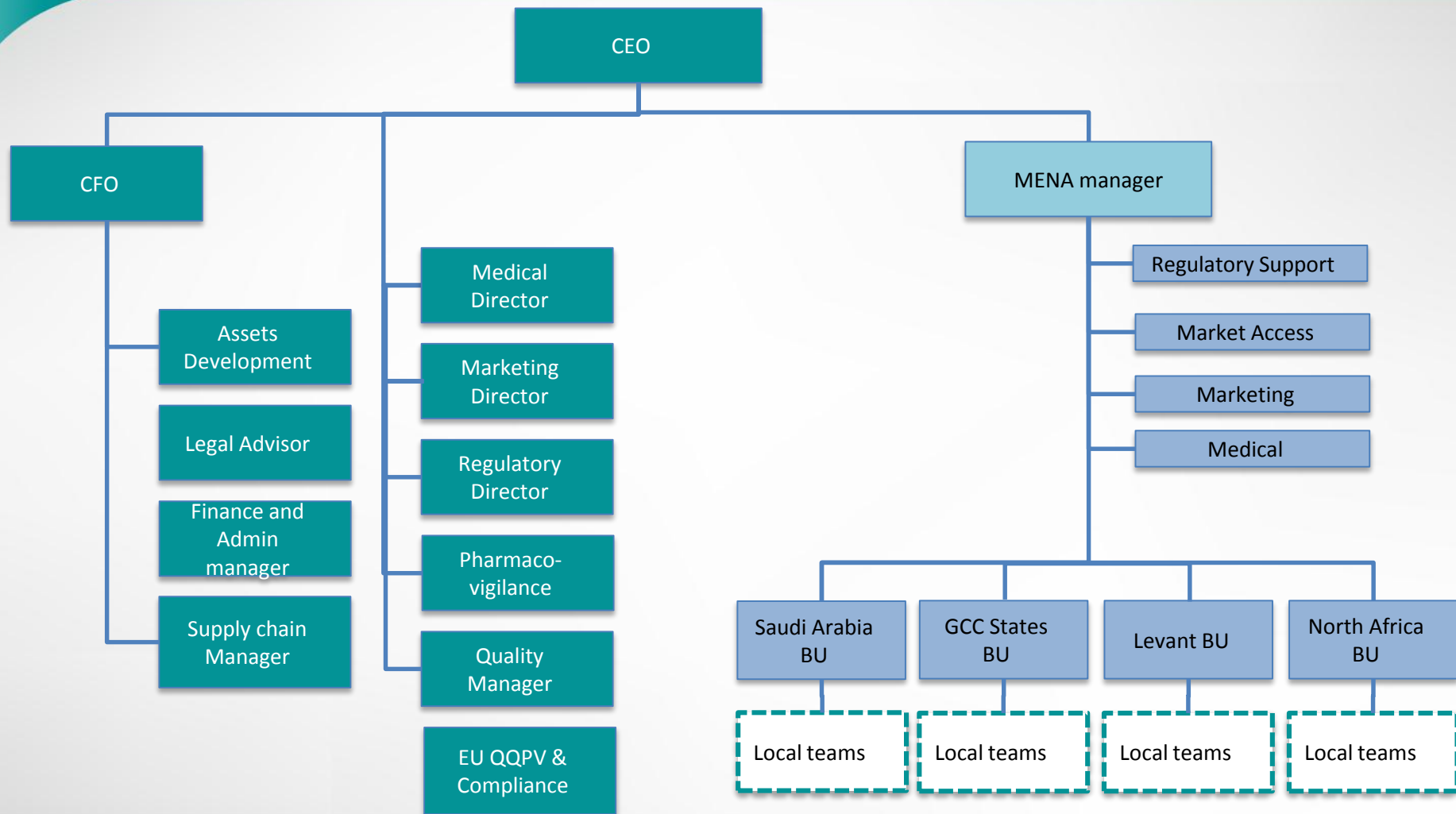
- ◎ We are a Swiss based, multinational pharmaceutical company that in-licenses and commercializes specialized therapies in the Middle East and North African. Our unique set up ensures Zaphyr is always close to our
  - ☑ Pharma partners: Headquarters in Switzerland (Zug); EU affiliate in Ireland
  - ☑ Customers: Regional office in Dubai; dedicated local teams / sub-distributors across the region
  
- ◎ Our mission is to successfully provide patients suffering cancers and rare diseases across the region with access to innovative medicine. Zaphyr is
  - ☑ The only MENA company dedicated to oncology with an existing, established portfolio
  - ☑ Flexible vis-à-vis commercialization models to ensure our Partner's optimize their license and supply agreements, regulatory service agreements, market access, marketing, sales and/or volume commitments
  
- ◎ Zaphyr maintains best-in-class capabilities across key corporate functions like Regulatory Affairs, Medical Affairs, Pharmacovigilance, Supply Chain, Sales and Marketing within a fully compliant, audited model. We have
  - ☑ A seasoned international team with strong MENA track record
  - ☑ Local teams (Medical liaison, sales manager, product specialists and Key account managers) and sub-distributors that are highly recognized by key stakeholders in the region and well connected within their specific countries
  - ☑ Compliant processes in place that fulfil all legal and regulatory EU (and local/national) frameworks
  
- ◎ Zaphyr is set up for today; building for tomorrow via its
  - ☑ Financial backing from European-based equity funds and private investors
  - ☑ Multinational, high profile executive Advisory Board

# Zaphyr has a highly specialized product focus

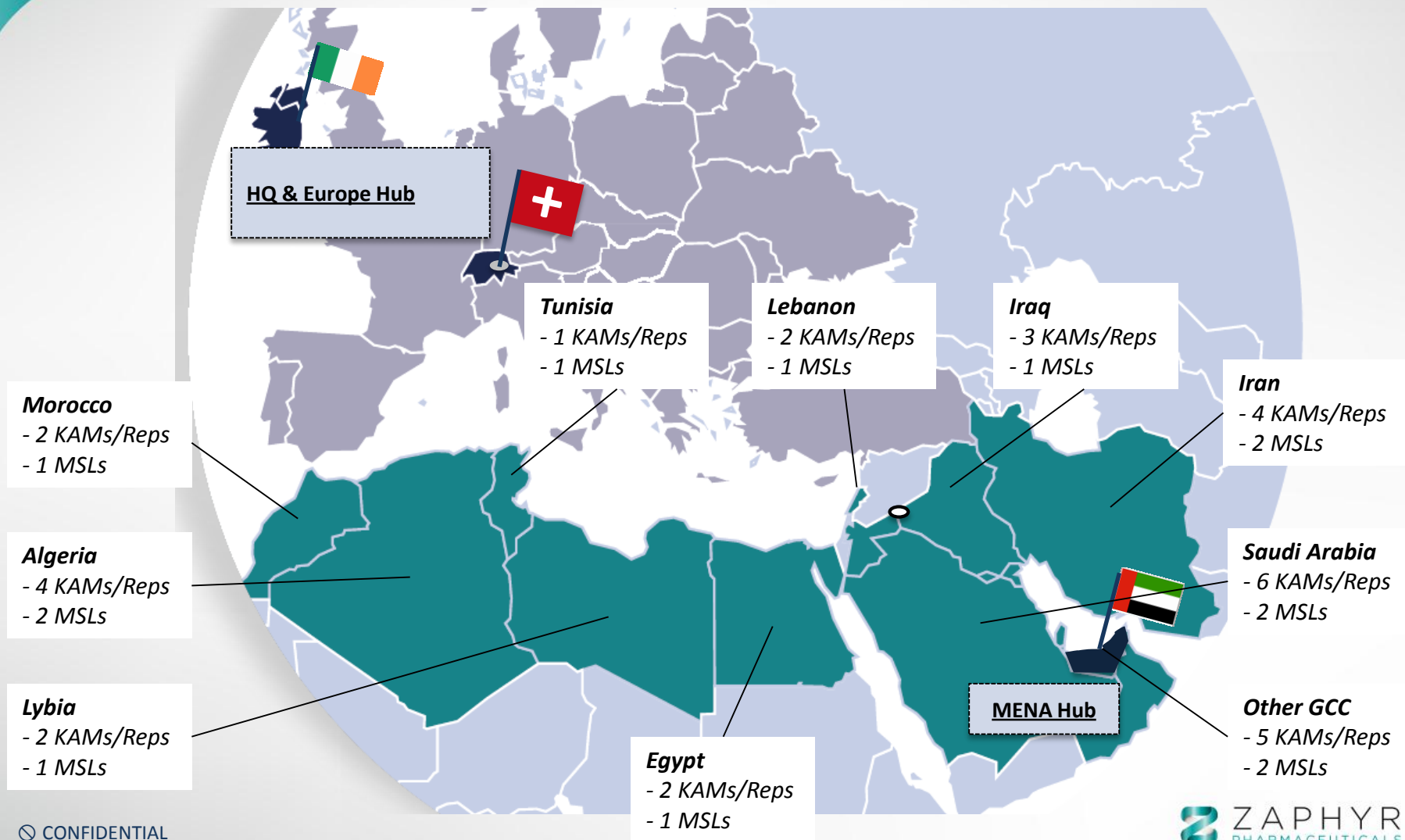
Increasing differentiation /  
increasing margin



# Zaphyr's professional, dedicated team is experienced and well connected across the region and internationally



# Zephyr presence in Europe and MENA countries



# A highly seasoned team from major global industry players

## Where we come from



## Products we worked on



# High profile advisory board with complementary expertise



**Marc de Garidel**

Chairman of the board at IPSEN



**Chris Van Den Broucke**

VP AMGEN, Head of Europe



**Pr. Serge Ferrari**

Key Opinion Leader  
Head of the Service of the Geneva  
University Hospital



**Samir Said**

Various leadership positions in  
MENA in major oncology  
pharmaceutical groups



**Gonzagues Issenman**

Founder and CEO, Stentys



**Maxime de Thomaz**

Founder of Labco  
Fund Manager