

VALUE | 20 REPORT | 22



ntc



ntc

Novelty. Technology. Care.

Letter from the CEO



NTC is a fast-growing B2B pharmaceutical company specialized in the development, registration, and supply of finished products.

We have a network of about 200 licensees and distributors across the globe. Our focus is ophthalmology, intending to become a reference player on a global level, in selected therapeutic segments in this area.

NTC stands for **Novelty** and **Technology** to best take **Care** of our customers, partners, patients, and our employees.

In 2017 and 2018 we integrated the execution of our strategy with direct sales force organizations in Italy and Spain, entirely focused on ophthalmology. This move allowed us to unleash the potential of our ophthalmology offer in these two countries as well as to fine-tune the identification and engagement of clinical centers for our regulatory studies.

Additional areas of interest to NTC are gastroenterology, gynecology, and pediatrics given the heritage of our portfolio and selected innovative projects in our pipeline. Our effort is to develop innovative products supported by strong clinical evidence to respond to unmet medical needs: our offering is built around **simplified** therapies, and **technology**, declined in products favoring health **balance**, with an overall attention to **sustainability**.

Strategically, since 2019 NTC has been embracing an ESG execution: in 2021, for example, most of our pipeline offer complies with the green mandate.

In the last 5 years we have conducted clinical trials engaging nearly 3000 patients and published scientific papers involving over 1600 of them. The authors who have worked on publications on NTC products have been over 120, bringing a great scientific contribution and know-how. The main clinical studies have been published in international journals with significant impact factors. The scientific research methodology of NTC provides for systematic comparisons by advice with international regulatory authorities (over 10 scientific advices with European authorities in the last 3 years).

Since 2019 we reinforced our portfolio and pipeline developing better documented antibiotics for more correct use, and innovative products with antiseptics properties enlarging our offering in ophthalmology. Our core focus is made of therapeutic solutions for ocular surfaces, with a broad portfolio of dry-eye and anti-inflammatory products.

Our R&D efforts are also focused on: an innovative family of products with antibacterial properties in gynecology, advanced formulations promoting gastrointestinal well-being and transit, and a state-of-the-art drug for colonoscopy preparation in gastroenterology, several innovations, as a new drug for topical treatment of acute otitis media with spontaneous tympanic membrane perforation, in pediatrics.

Our vocation for relationships with the world of life sciences allows us to place ourselves as the central node of the therapeutic alliance between patient and doctor.

We foster Novelty in a never-ending effort to develop solutions for our customers to innovate the experience and the educational program of care.

Technology is a key element in our strategy. It's our own choice not to manage any production plant and instead partnering with about 35 qualified CMOs/CDMOs, primarily in the EU, in order to have the flexibility to select the best technology in the market for each product.

Technology is also applied to clinical studies. For example, we offer product solutions that leverage temperature and for many products we adopt preservative-free devices.

The intrinsic value of the NTC turnover is also represented by a growing share of IP protected sales, year after year.

We are a quality-driven company: we audit our suppliers and partners to ensure quality alignment (ISO 13485/GMP/GCP/ICH guidelines). A significant share of the NTC turnover is represented by innovative medical devices: they are facing a regulatory change under the new EU MDR in the window 2021/2024, and NTC is working ahead of schedule to align them to the new pre-requisites.

In creating sustainable value, NTC intends moreover to integrate social and environmental concerns in its business operations.

The effort of NTC is to favor diversity at all levels in the organization and transparency is a key value.

In a nutshell, we have a wide portfolio and a promising pipeline of early-stage development projects, that will serve to sustain a competitive growth in the long run, and further qualify our sales towards a growingly IP protected mix.

Riccardo Carbucicchio
Chief Executive Officer



ntc

Novelty. Technology. Care.

We focus on Novelty, Technology and we Care of our partners, customers, patients and of our people.

The following information is intended for healthcare professionals only.

OUR VALUES



PASSION



"I work with numbers every day and when I chose to join the Corporate Identity team, I followed my passion for marketing and communication. The team recognized this immediately, and I took on the role of team leader. Everyone is willing to bring in new ideas, and we have great projects to realise together!"

Filomena Facciorusso is Treasury & Credit Specialist.

SENSE OF URGENCY

"Although I had only recently joined NTC, I had to immediately prepare the promotional materials for the launch of Leviosa®. Continuous alignment with Miriam made it possible to overcome this challenge, where content review and tight deadlines were the factors to be kept under control. The synergetic work between the various departments allowed us to develop meaningful and insightful materials for our fieldforce in record time."

Simona Tagliabue, Marketing manager NTC Italia, worked with Miriam Alma on the Italian launch of Leviosa®.



"The launch of Leviosa® was one of the most exciting ones of my career. Even before the official launch, aware of the great innovation of the chemical composition and convinced that Leviosa® would be an epoch-making breakthrough in the use of antibiotics, I worked hard to make ophthalmologists aware of what I am sure will become a 'must' in modern post-cataract management."

Alfredo Montecatino, Area Manager NTC Italia.

"Leviosa® is a great opportunity for us to show the value of NTC Italia. It allows us to execute scientific information at the highest level, discuss with clinicians the results of the Leader-7 study, and educate on the correct use of antibiotics in cataract surgery prophylaxis. We want to make aware all the evidences to have the courage to change."

Fabrizio Lanzillotta, Area Manager NTC Italia.



ACCOUNTABILITY

"Feeling like a point of reference, invested with responsibility, charges us, makes us want to do well and, why not, have fun." Anna and Maria Chiara, who are part of the Research and Development team, are two managers who, on the one hand, feel the responsibility of working on a strategic project for the company, but, on the other, express great satisfaction and commitment in trying to achieve the desired results.

Anna Orsatti and Maria Chiara Gradimondo coordinate the SATISFACTION study.



PEOPLE

"Being an Influencer of therapeutic gestures is an opportunity to be closer to colleagues, answer their questions, and engage them. It is a challenge. Our role is to gather feedback and find the best way to spread the gesture culture and communicate the promise of NTC. The team's goal is to collaborate by getting everyone to recognize how our products manifest in therapeutic gestures and how unique this makes us."

The four influencers are Cristina Cantù, Claudia Dolcini, Silvio Bellissimo and Mirco Schiocchet.

TRUST AND TRANSPARENCY

"In the Madrid office, we breathe a positive atmosphere of collaboration, mutual esteem, and listening."

"Trust is about listening and welcoming the other people who may have different ideas, doubts and positions, becoming a point of reference and helping them to act with integrity. Transparency is the attitude of sharing, talking to each other in a clear, consistent, and continuous way without fear, because respect in the team is fundamental."

Sandra Uribe, María Vallhonrat, Mercedes Martinez and Michelle Pico work in the Madrid office supporting the commercial department.



OUR VISION

Novelty and Technology for Care

*“Our goal is to become the go-to company and standard-setter in the field of **Ophthalmology** and a **leading B2B partner** in the fields of **Gastroenterology**, **Gynecology**, and **Pediatrics**”*

Scientific research is the main strategic lever of our projects, through a methodology that seeks scientific advice from international regulatory authorities.

The publication of our research pathways and results responds to the interests and requests of our customers, patients, and medical professionals.

The products we develop are based on large clinical evidence, supporting faster registration processes and crisp marketing around the world.

Advanced scientific research and technology are the drivers of our innovation in care practices.

The backbone of our business is made of rigorous clinical experimentations, scientific advice, scientific publications, and transparent disclosure of results.

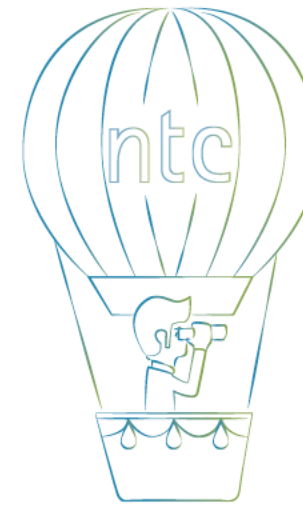
Our patient-oriented research makes innovation accessible to everyone and enhances product potential through a cognitive look at people's everyday care needs and application habits.

ESG, from vision to goals

We promote Corporate Social Responsibility initiatives through our actions. In 2021, we started a collaboration with the Francesca Rava Foundation - NPH Italia, a non-profit organisation that helps children in need in Italy and around the world: by sending medicines to Haiti, since the earthquake in August 2020, and by participating, from last autumn, in the initiative "In Farmacia per i bambini", through which we collect medicines and products for children in health poverty.

At NTC, we also pay special attention to environmental responsibility. In October 2021, Paola Dassié, Head of HR & Corporate Communication, participated in the Lugano Finance Forum. Her speech was included in the session "ESG in Private Equity: implementing a sustainable strategy seen from the perspective of the investment manager and portfolio companies - from 100 Women in Finance". She discussed the company's and its stakeholders' engagement in the ESG area and in particular the following topics:

- The search for scientific evidence on new therapeutic solutions to rationalise the use of antibiotics
- The creation of a portfolio of green products that, due to their intrinsic characteristics and packaging are more sustainable for patients and the environment
- The focus on people, especially through training and the promotion of work-life balance.



Gestures for everyone

Our entire offering testifies to NTC's historical vocation for innovation, aimed at improving the experience and practice of care.

We aim at discovering specific therapeutic approaches through innovation that result in more sustainable, simpler, more intuitive, healthier, and more appropriate products.

We strive to keep this innovation affordable for everyone, by expanding the performance capabilities of products.

Advanced patient-oriented research

Gestures for people

We offer products that increase people's participation and control, thus fostering more active compliance.

How, how much, and when the medicine is taken, naturally adapt to the patients' everyday rhythms and habits, whilst allowing comfort and effectiveness of therapeutic action.

Our offer leverages on patients' ability to pursue a consciously balanced relationship with their bodies, through simple and harmonious gestures.

The products pay heed to enhancing the sensory effects during dosage of the medicine and apply an innovative intake, starting with aspects that might influence the eyes as our 'precursor' organs, which then guide our hands in an anticipatory gesture of care.

We offer a precise and timely approach to the care of chronic and acute patients.

innovation
accessible to everyone



SIMPLIFICATION GESTURES

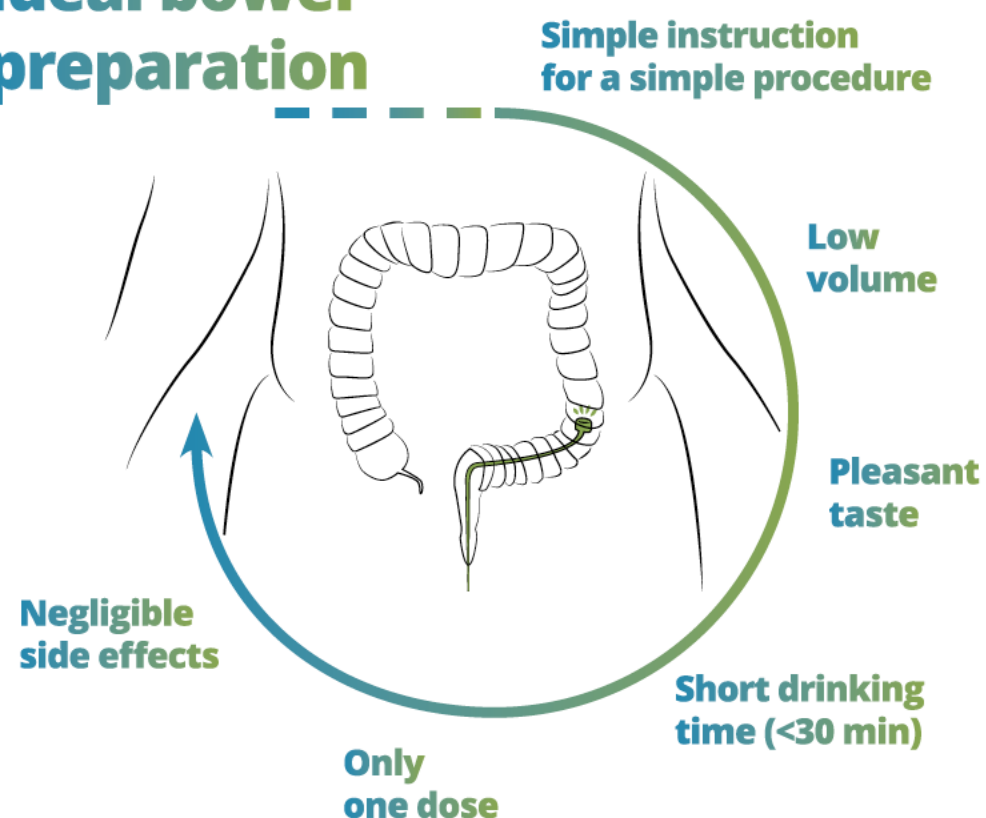


“ Gestures that **facilitate the intake** by easing the **frequency** and **duration** of the treatment pathway, thus **reducing the burden of repetitiveness** ”

NTC015

Successful preparation for the colonoscopy procedure can make a difference in the final outcome of the examination and facilitate patient adherence to regular screening over time.

Ideal bowel preparation



Reference: Tontini G.E. et al. The unmet needs for identifying the ideal bowel preparation. *JGH Open*. 2021 sep. 17; 5 (10): 1135-1141 doi: 10.1002/jgh.3.12653 - eCollection 2021oct

In this regard, the NTC SATISFACTION clinical trial demonstrated how NTC015 represents an innovative "therapeutic approach" in this field. Indeed, it turns out to be an easy-to-take, fast, safe, and patented formulation that aims to address the unmet medical need to improve the efficiency of colonoscopy procedures and increase the chance of detecting colorectal cancer in time with a clear benefit for GI specialists, patients and the healthcare system.

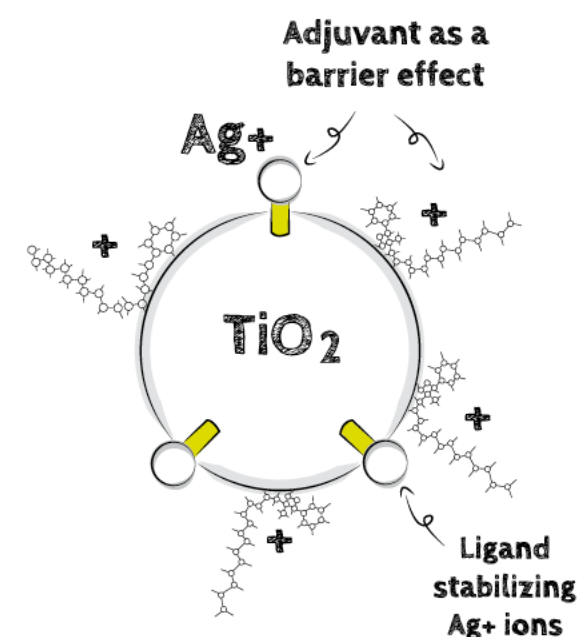
TiAHem

Hemorrhoidal disease is considered the fourth most common outpatient gastrointestinal diagnosis with a clear impact on patients' quality of life.

NTC has developed TiAHem to provide "simple" and rapid relief from the symptoms associated with the hemorrhoidal disease. Our NTC proctology cream-gel, containing hyaluronic acid, aloe vera whit emollient, soothing, and cooling properties and enriched with TiAB complex, helps to restore the physiological conditions that promote and accelerate normal repair and healing processes.

Softgel Caps

Vaginitis is the most common condition that drives women to visit a gynecologist. Triggers are most frequently bacteria, but also yeast, viruses, parasites, sexually transmitted infections (STIs). TiAB Softgel Caps can be applied at onset of first symptoms (itching, burning, discomforts etc.) protecting the area from external pathogen aggressions and forming a protective barrier to isolate and protect the tissues from external irritants and to facilitate a normal physiological cicatrization and the healing process. Soon available in a natural plant based formulation.



SUSTAINABLE GESTURES



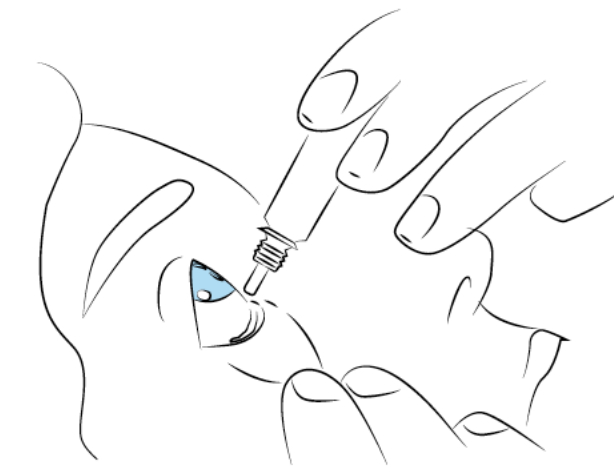
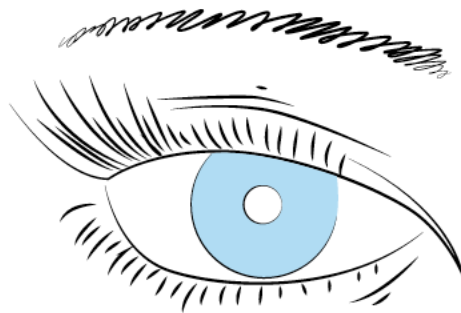
“ Gestures that reflect a **more ethical consumption** and **at prevention and greater sobriety** in the use of the drug ”

Leviosa®

Cataract surgery is one of the most frequently performed surgical procedure in the world. The evolution of surgical techniques over the last five decades has not been followed by an evolution of pharmacological treatments for patients.

Leviosa®, the first fixed combination of a steroid and quinolone with an approved indication for post-cataract surgery for only one week treatment course, responds to the clear unmet medical need for a modern and sustainable therapeutic approach that promotes patient compliance with a reduced dosage (only 28 drops over 7 days of treatment) and makes a concrete contribution to the fight against antibiotic resistance by reducing antibiotic exposure.

Find more at pages 14-15

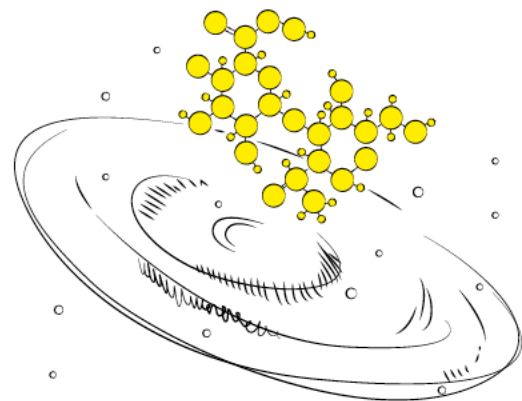


Puro Protect

Severe and/or chronic forms of dry eye risk serious damage to the eye tissues and cornea, causing blurred vision up to loss of vision.

Ointment formulations are the ideal treatment in cases of severe dry eye, because they enter the eye directly, remain on the affected area longer and protect the cornea, especially at night, restoring the normal physiological conditions of the eye.

Puro Protect has an innovative formulation gentle on the eyes and helps reduce the unpleasant sticky feeling by lasting up to 8 hours after application.

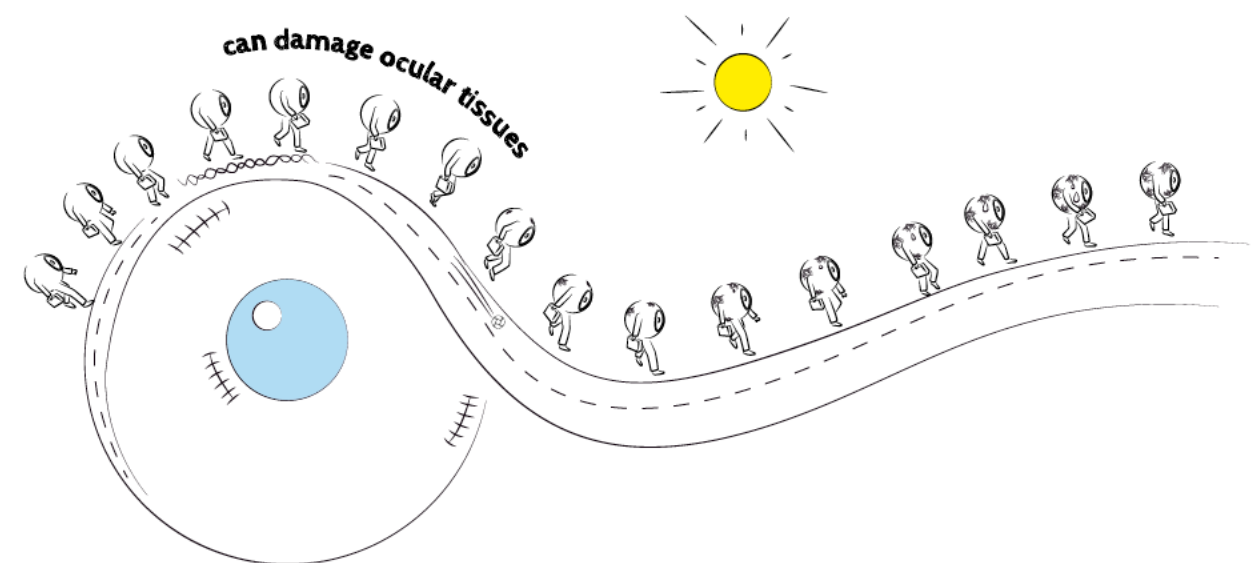


Allergix free

Environmental factors such as dust, allergens, pollution or exposure to air conditioning and wind are among the main causes of dry eye symptoms and ocular discomfort.

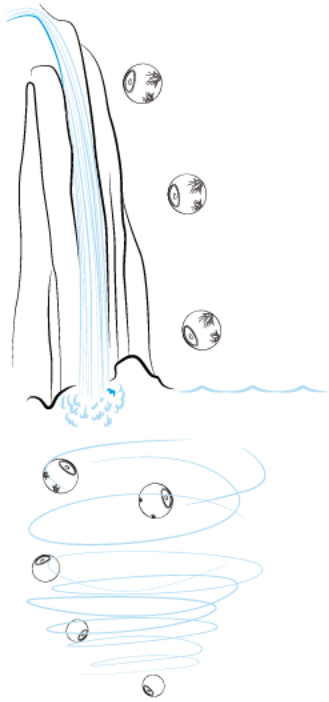
Allergix free is a preservative-free lubricating and soothing eye spray containing hyaluronic acid and PER-LIP® (Perilla combined with liposomes), which provides immediate relief from dry eye, also in the case of allergies.

The practical spray device facilitates application, especially for children and the elderly, with a simple puff without touching the eyes.



BALANCE GESTURES

“ Gestures that lead to **new perceptual experiences** of treatment and allowing conditions of **harmony** enhancing the **immediate feel-good** effects and **health** to be maintained over time ”



Sorgyva®

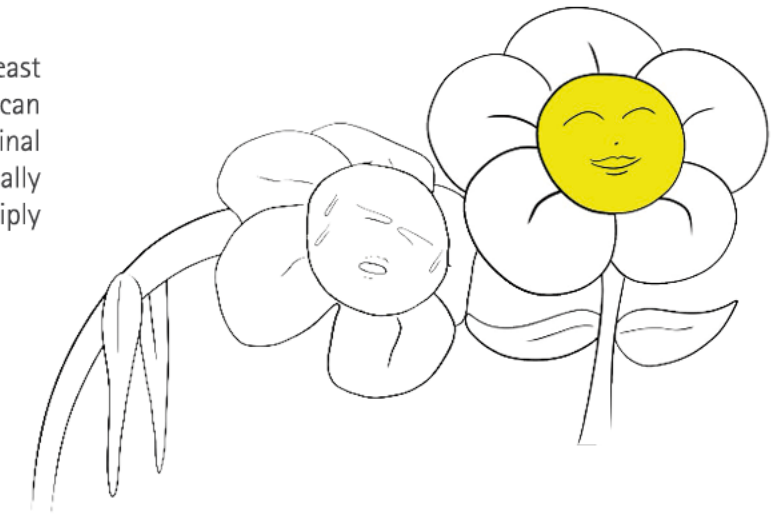
Immediate relief from foreign body sensation and irritation is what dry eye patients expect from a performing eye drop solution.

Sorgyva®, with its synergistic combination of hyaluronic acid and amino acids in a preservative- and phosphate-free formulation, can improve the signs and symptoms of dry eye. The presence of amino acids plays an important role in enabling a more even distribution of hyaluronic acid over the cornea, prolonging hydration, and a feeling of moisture in eyes stressed by daily exposure to laptop use or environmental factors.



Biovaginil®

Most women experience vaginitis at least once in a lifetime and vaginal infections can occur when the natural balance of vaginal flora is compromised, allowing potentially pathogenic micro-organisms to multiply and prevail.



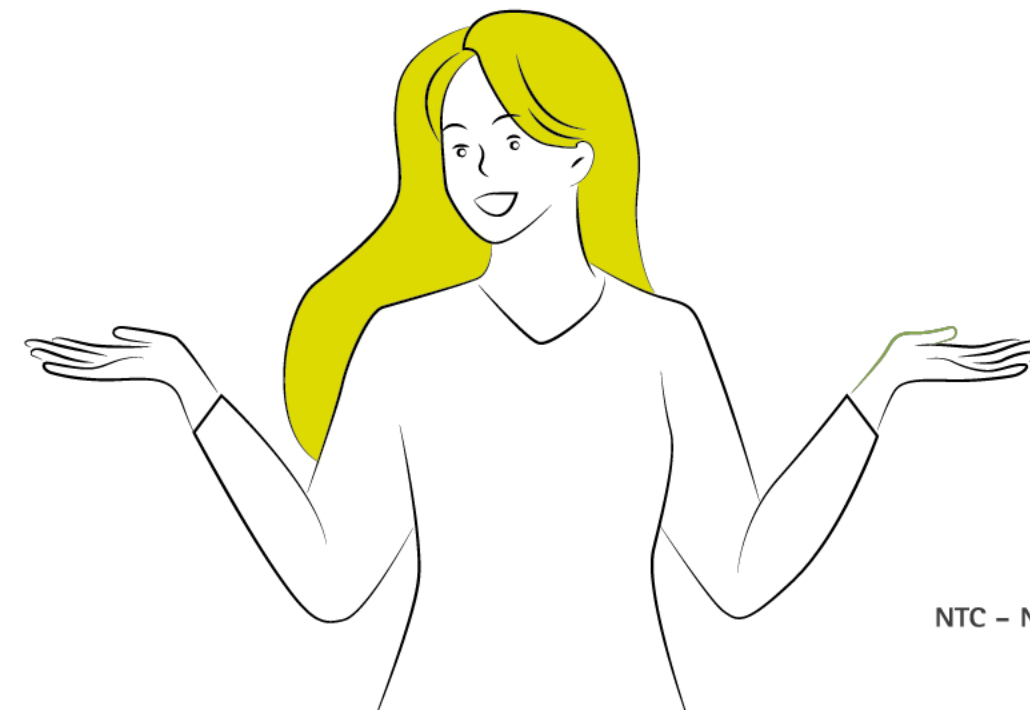
Istamunil

Istamunil is a food supplement, designed for the immune system, containing vitamin D₃, quercetin and dry extract of perilla embedded in a double-layer tablet. Istamunil exerts a dual-action activity: in the short term, it can enhance as adjuvant the standard therapy in controlling allergic rhinoconjunctivitis discomforts. In the long term, thanks to the presence of vitamin D₃, it contributes to the normal functioning of the immune system potentially preventing clinical relapses.

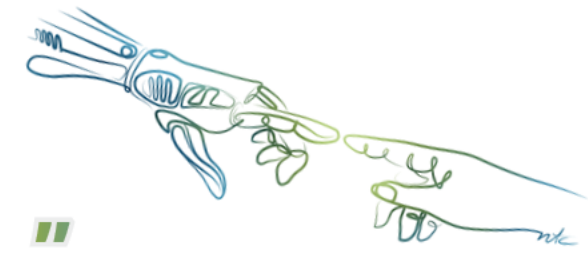
Biovaginil® is a probiotic containing NTCVAG04®, a strain of *Lactobacillus Crispatus*, proprietary to NTC, which helps to re-establish a healthy "balance" of vaginal microflora and can reduce the risk of developing bacterial vaginitis. This formulation also contains vitamin A, recognized by EFSA as contributing to maintain the structure and function of the vaginal mucous membranes.



Dual-action activity



TECHNOLOGICAL GESTURES



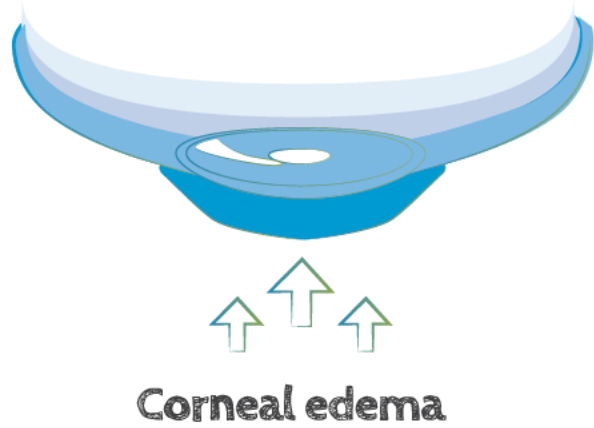
“ Technological gestures modify delivery by **easing the frequency and duration** of the treatment process and **lessening the burden of repetition** ”

Ededay®



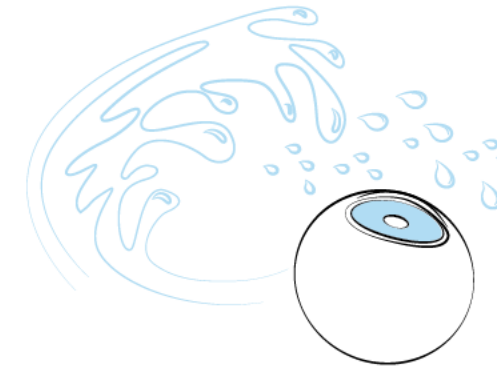
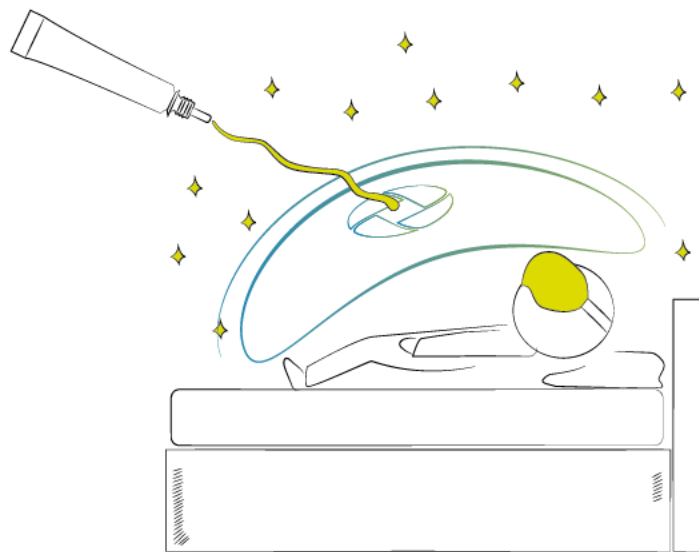
Ocular edema and dry eye are typical troublesome sub-clinical consequences of cataract surgery and can cause short-term visual disturbance. NTC has developed two hypertonic formulations, one for day and one for night, to help in the management of post-cataract patients, corneal disorders, and maximizing surgery outcomes.

- Ededay® is a sterile hypertonic, preservative, and phosphate-free, multidose ophthalmic **solution** containing 0.4% sodium hyaluronate and sorbitol.



Edenight®

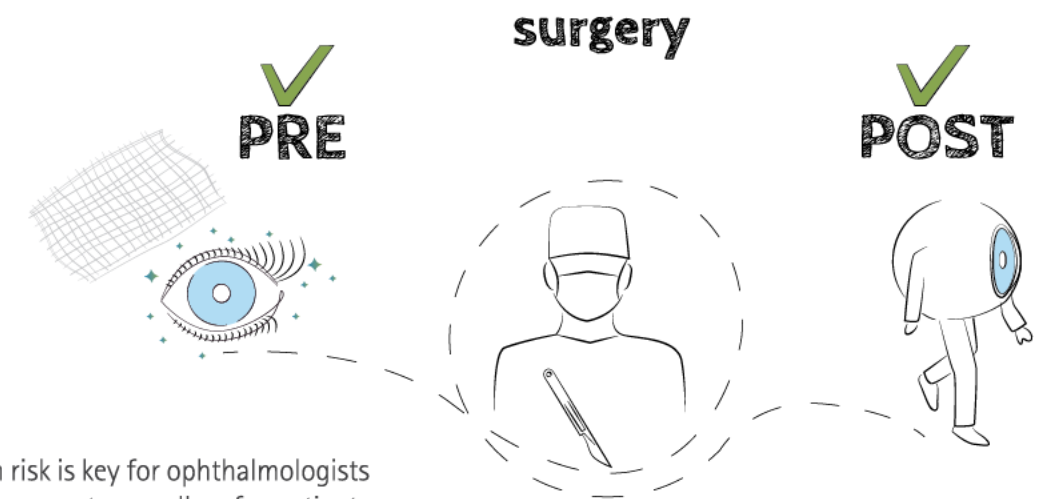
- Edenight® is a sterile hypertonic ophthalmic **ointment** containing 4.5% sodium chloride and 0.4% sodium hyaluronate. Sodium hyaluronate reduces the eyelid tension required to open the eye after overnight treatment and makes application more comfortable.



Waterfall

Dry eye disease, in its moderate/severe form, heavily affects patients' quality of life because in addition to all the classic symptoms – i.e.: fatigue, itchiness, burning, irritation – force them to frequent instillations throughout the day.

Waterfall is an eye drop gel that, thanks to the bio transforming technology embedded into the formulation, combines the advantage of long-lasting permanence on the cornea of gel formulations with the comfort of instilling preservative-free eye drops, providing patients with extra protection of the ocular surface.



TiABLO®

Prevention of ocular infection risk is key for ophthalmologists in post-surgical patient management, as well as for patients suffering from recurrent conjunctivitis. TiABLO® Ophtha Wipes is a disposable cotton wipe specifically designed for daily cleaning of eyelids and eyelashes, which contributes to protect the entire periocular region from external microbial aggression thanks to TiAB technology.



A SUCCESS STORY

Leviosa®: A Turning Point in Post Cataract Surgery Patient Management

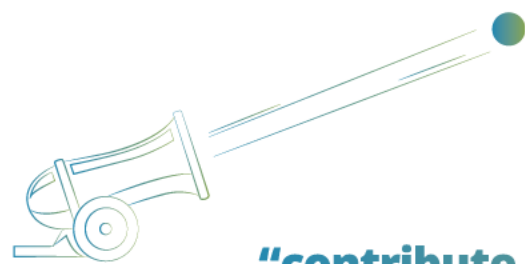
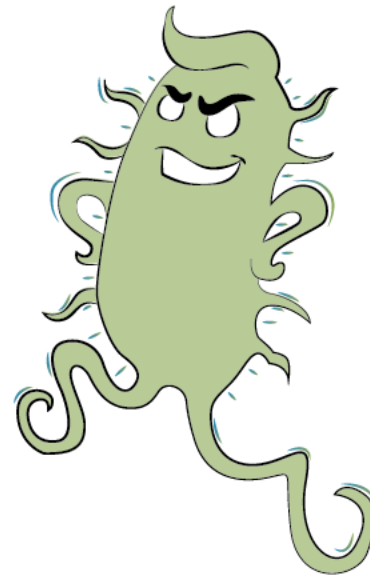
1

Cataract accounts for 51% of all cases of blindness worldwide and, with more than 20 million procedures performed every year, cataract surgery can be considered **the most common surgical intervention performed in the world**. Despite updated guidelines, many ophthalmologists keep on employing protocols based on personal experience and using drugs or adopting duration treatments that are not evidence-based.

“the most common surgical intervention performed in the world”

2

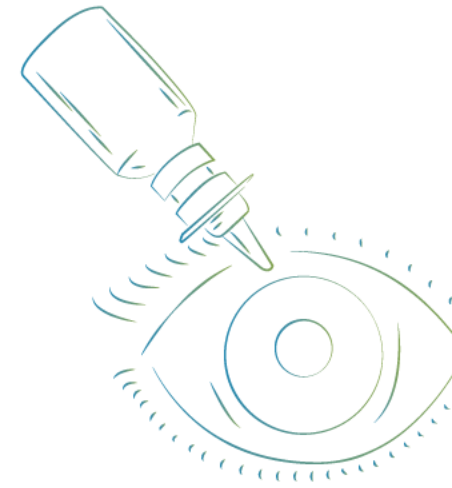
According to the World Health Organization (WHO), antibiotic resistance is a major threat to public health due to the epidemiologic and economic impacts of this phenomenon. A recent report estimated that, by 2050, **the lives of 10 million people will be at risk each year due to antibiotic resistance**. Over the past decade, the ophthalmic literature has highlighted inappropriate antibiotic use and increasing rates of resistance to antibiotics of all classes.



“contribute to limiting the incidence of new antibiotic resistance”

3

Leviosa® is the first eye drop that reduces treatment time to only **7 days**. It combines the power of one of the most active corticosteroids and a modern antibiotic of the fluoroquinolone class that is characterized by a broad spectrum of action, with activity on bacteria (Gram+ and Gram-) most frequently implicated in the pathogenesis of post-surgical eye infections.



“28 drops over 7 days of treatment”

4

The Leader-7 study has provided for the first time the evidence that 7 days levofloxacin–dexamethasone eye drops were effective as 2-week tobramycin–dexamethasone eye drops for local prophylaxis of ocular infection. Moreover, 7 days of levofloxacin–dexamethasone eye drops was able to control completely ocular inflammation in 85% of patients in one week, showing that it is not necessary to prolong the corticosteroid treatment beyond the 1st week after surgery for the vast majority of the patients.

5

An effective and safe **7 days treatment** course with a fixed dose combination may significantly improve patient compliance. Recent studies highlighted the negative impact of multiple prescriptions in patients undergoing cataract surgery, resulting in poor adherence. As a consequence, the prescription of a single fixed-dose combination treatment course for only 7 days may undoubtedly improve compliance and fulfill patient preference.

6

Moreover, a short antibiotic treatment course, i.e. 7 days, with **50% fewer drops per day** in the first two days than for the treatment of an infection, may indeed contribute to limiting the incidence of new antibiotic resistance.

7

The inappropriate widespread use of antibiotics has emerged as one of the leading causes of antibiotic resistance, whose adverse outcomes call for the development of antibiotic stewardship programs and global surveillance networks. Leviosa® will be the first combo approved for **7 days post cataract treatment**, limiting the development of bacterial resistance.



NOVELTY

"We believe that investing in **Research & Development** is key to **growth**. This is why we conduct first class clinical research projects and cooperate with specialists and other organizations"

Pipeline

One of NTC's efforts is to continue in-house product development but also to start in-licensing in areas complementary to ours.

CODE	TARGET THERAPEUTIC INDICATION	BEFORE GALENIC FORMULATION	POST GALENIC FORMULATION/ PHASE II	PHASE III	REG/ LAUNCH
NTC041 Quinolone + steroid preservative free	POST CATARACT SURGERY	[Progress bar]			
NTC014 Quinolone + NSAID	BACTERIAL CONJUNCTIVITIS	[Progress bar]			
NTC011 Quinolone + steroid	ACUTE OTITIS MEDIA WITH STMP	[Progress bar]			
NTC012 Quinolone slow release	OCULAR INFECTIONS	[Progress bar]			
NTC013 Steroid high dose	OCULAR INFLAMMATION	[Progress bar]			

Available products



Ophthalmology

- NTC 010 LEVIOSA®, levofloxacin + dexamethasone sodium phosphate (post cataract surgery)
- NTC018 TiABLO®, eye wipe (various indication)
- NTC 020 WATERFALL, HA drop gel hypotonic biotransformer (moderate-severe dry eye)
- NTC 021 PURO PROTECT®, HA ointment isotonic (moderate-severe dry eye)
- NTC 022 EDENIGHT®, HA ointment hypertonic (corneal edema)
- NTC 023 EDEDAY®, HA eye drops hypertonic (corneal edema)
- NTC 024 SORGYVA®, HA L-lis, L-leuc MDPF (mild to moderate dry eye)
- NTC 026 ALLERGIX FREE, HA + perilla PF eye spray PF (dry eye, eye allergy)
- NTC 027 FRIDEX, dexamethasone MDPF (ocular inflammation)
- NTC 030 ZGEL®, carbomer + dexpanthenol gel (dry eye)
- NTC 040 ACETAZOLAMIDE (glaucoma)

Gynecology

- NTC 050 TIAHEM, TiAB proctologic gel
- NTC 052 GENIGEL, TiAB + genistein (adjuvant for vaginal infections)
- NTC 053 GELFEMME, ectoine + HA gel (adjuvant for vaginal atrophy)
- NTC 054 BIOVAGINIL®, NTCVAG04® Lb crispatus (restoring vaginal bioma)
- NTC 055 TIAFEMME, TiAB wipes (adjuvant for vaginal / vulvar infections)

Gastro-Metabolism

- NTC 060 FRICOL, manna extracted from fraxinus ornus, mannitol (IBS-C)
- NTC 062 STIPSIKING®, Bifidobacterium animalis ssp. lactis (BLC1), psyllium (IBS-C)
- NTC 065 ACTISIM, simethicone + active carbon (dyspepsia)
- NTC 015 KLEERKOL®, mannitol (preparation for colonoscopy)

Pediatrics

- NTC 017 LERTAL®, HA + perilla + PHMB eye spray (dry, irritated and red eyes)
- NTC 025 ISTAMUNIL, vitamin D3, quercetin, dry extract of perilla (enhances body's natural defence)
- NTC 061 FRICOLKID, manna extracted from fraxinus ornus, mannitol, (IBS-C)
- NTC 063 STIPSIKID®, Bifidobacterium lactis (BLC1), psyllium (IBS-C)
- NTC 066 ACTISIM, simethicone drops in olive-oil, vitamin A and E, Co10Q (dyspepsia)

Others

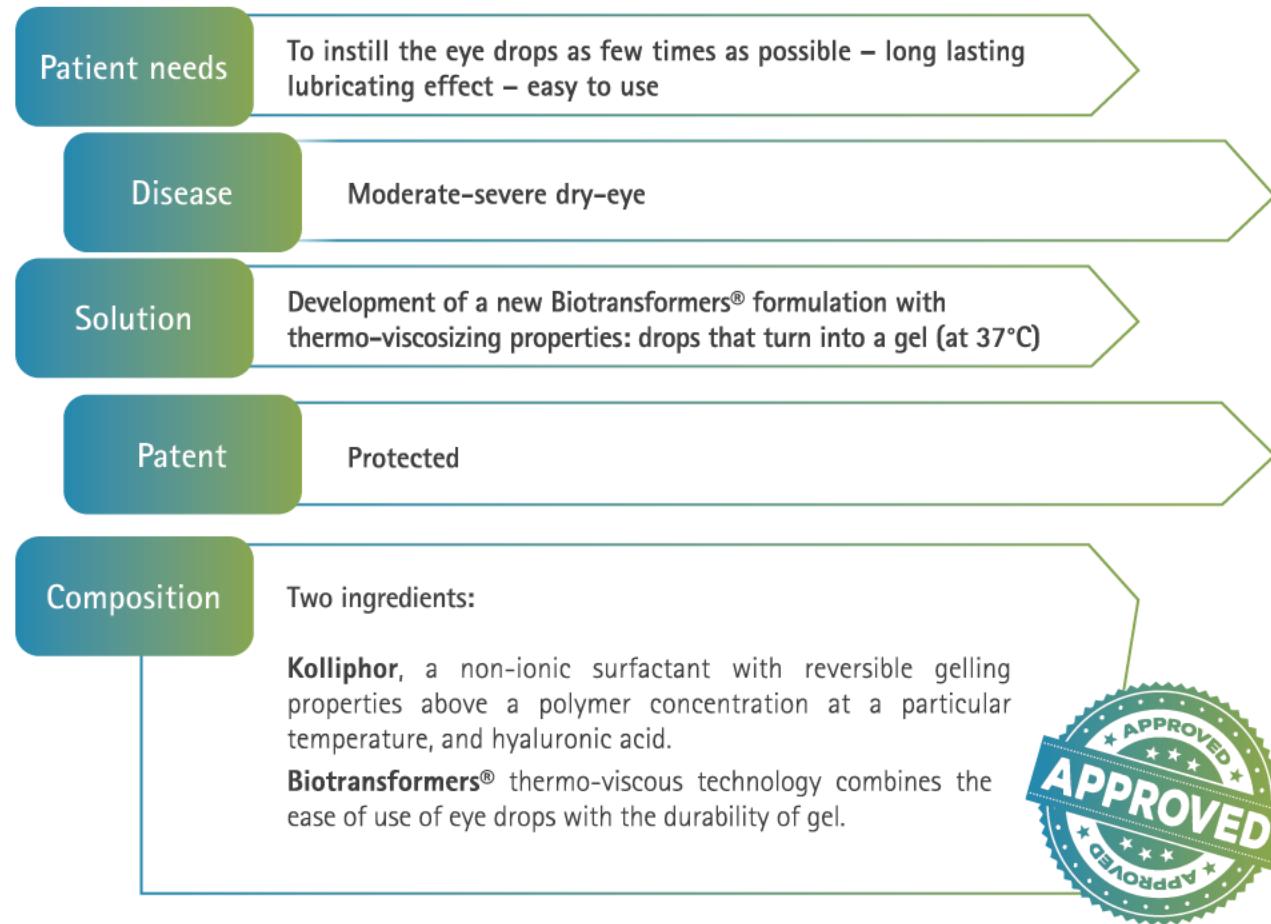
- NTC 051 TIAHEAL TiAB, powder spray, cream gel (wound healing)
- NTC 064 TURBOFER®, iron folic acid, vitamin B12 and C (iron deficiency)
- NTC 070 ITCH OFF, filagrinol, sensamone P5, Koko ML plus, evermild PGA (skin pruritus)
- NTC 071 ZGEL®, nasal gel, dexpanthenol, carbomer (helps the nose skin regeneration and reparation)
- NTC 072 RESPYAL®, HA L-lis, L-leuc MDPF (help to idrate and repair mucosal surfaces)

GREEN PRODUCTS

TECHNOLOGY

“Leveraging the best available technologies and protecting medical inventions will increase the value of our products”

Biotransformers® technology



What benefits does the Biotransformers® platform offer to patients

1. Free of EDTA , preservatives and phosphates
2. The evolution of drops and gel presentations that combine:
 - Longer lasting hydrating effect compared to "standard" eye drops
 - Easier to administer compared to classic gel in tube
3. High comfort: thermo-viscosization technology allows the solution to be evenly distributed over the ocular surface
4. Fewer daily administrations to address better compliance

Digital transformation and cutting-edge technology

Technology applied to product development:

- Use of global data and digital technology to activate research pathways more in line with patient needs
- Technological solutions enabling fast and slow-release products (Double Layer Technology)
- 'Preservative free' solutions to improve products for chronic use
- TiAB technology to keep silver particles in the product active at all times and prevent their absorption.

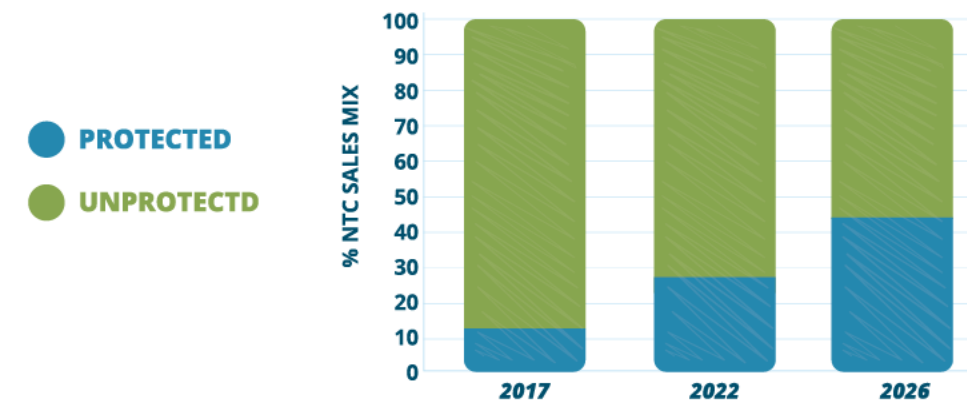
Technology applied to internal and external processes:

- Access and partnerships with over 35 CMOs to leverage multiple manufacturing technologies
- Intelligent procurement services platform, NTC4YOU, to track orders 24/7 in any time zone
- Italian Innovation App to enable digital support to our commercial team.

Patents are a key asset to NTC for our future success



Intellectual property rights throughout the world enable NTC to offer protected medical inventions, thereby increasing the value of our products.



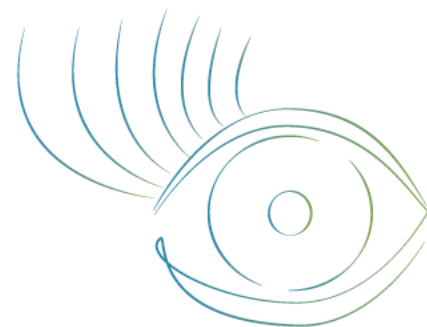
We largely invest to protect our products by patents and IP rights and this means creating value for our customers.

“NTC is a platform for growth based on our operational principles,, guided by high ESG standards”

Research

We provide our research know-how and expertise to exert innovative leadership for the treatment of chronic/semi-chronic diseases, acute diseases, and in the field of preventive medicine.

Antibiotic resistance is a major threat to public health due to the epidemiological and economic impacts of this phenomenon. At NTC we aim to research, develop, and distribute innovative solutions for a rational and sustainable use of antimicrobial agents, in particular for post-cataract surgery, innovative approach to bacterial conjunctivitis and acute otitis media with spontaneous tympanic membrane perforation.



Prevention

We advocate medical research that safeguards balance and counteracts the excessive consumption of drugs. Sustainable medicine needs to combine ethics and responsibility through the education of prevention.

Webinars on eye diseases conducted by experts, and communication campaigns such as #NTCforPrevention on social networks, are planned to raise awareness about the need for responsible use of medicines, and to emphasise how fundamental a correct lifestyle is to prevent different diseases.

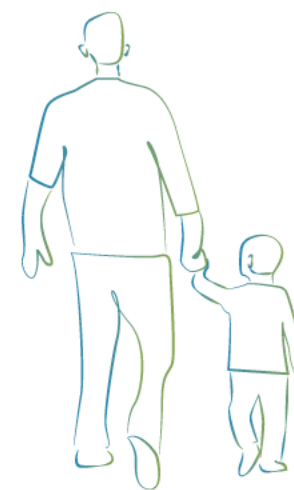


Dialogue

We foster dialogue, together with clinical competence and the use of the most advanced therapeutic technologies in the medical field, which respectfully embrace needs and guidelines and establishes careful and timely communication.

More than 120 expert authors have contributed to expanding scientific knowledge by publishing papers on NTC products. The main clinical studies have been published in international journals with significant impact factors.

Regarding the development of Leviosa®, our methodology has been recognized by several international regulatory authorities which have expressed positive opinions on the development programs presented, following the scientific advice procedures (NTC conducted more than 10 scientific advices with several European agencies in the last 3 years).



Health

We support the social value of health for a culture of care that places the value of the individual and the community at the centre and promotes the exchange of information and knowledge for more attentive and aware citizens.

The value of the community is reflected in our commitment to a national initiative dedicated to raising awareness about children's rights, and collecting over the counter drugs, baby food and pediatric products for children in health poverty. NTC colleagues volunteered during the "In Farmacia per i bambini" initiative organized by Francesca Rava Foundation - NPH Italia, which was born in 2000 and helps children and adolescence in discomfort in Italy and around the world.

Alliance

We take on a role as an interface between the scientific world, health institutions and industrial partners. Our vocation for relationships allows us to position ourselves as the central node of the therapeutic alliance between the patient and the doctor.

We listen to and learn from ophthalmologists, whose needs, and expectations we strive to fulfil. NTC's corporate development plan enhanced our credibility and standing with the ophthalmology community: the insights and experience of the patients and customers we invite to participate in our work have, we believe, done much to ensure the success of many of our products.

Through Alliance Management Team department, NTC nurtures long-term business partnerships with active management of commercial alliances.

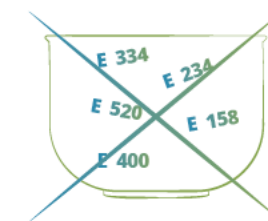
NTC is building its GREEN portfolio

We combine the ability to listen, pay attention, and look at people's needs, to respond by offering a wide range of products and services that differ in terms of intervention and delivery methods.

NTC is building its GREEN portfolio, focusing the research on new compositions and eco-friendly packaging solutions:

- **Preservative-free formulations**, as preservatives could be the cause of side effects and may alter ecosystem
- **Dye-free agents** because they are pollutants as they cling to living tissues
- **Chelating-free agents** because they alter the salt and biological balance
- **Secondary packaging** with FSC-certified paper, more sustainable varnish and clear, self-explanatory waste management instructions
- Certified **high quality manufacturing processes** that guarantee energy savings and production with the lowest environmental impact.

Needs



WE FOCUS ON PEOPLE

The success of a company depends especially on the competence, commitment, and motivation of its workforce. To recruit and retain qualified employees, NTC offers its staff a wide range of benefits:

- Occupational health and safety and fair working conditions
- Employee engagement and retention
- Employee development
- Gender equality, diversity, and inclusion.

Our **Values** are the essence of being part of NTC and they guide us in our daily challenges. At the beginning of 2022, we conducted a **Climate Survey** to evaluate employee engagement and satisfaction with very positive results.

Survey Employee Relationship

My colleagues and I work well together to achieve the objectives of our function



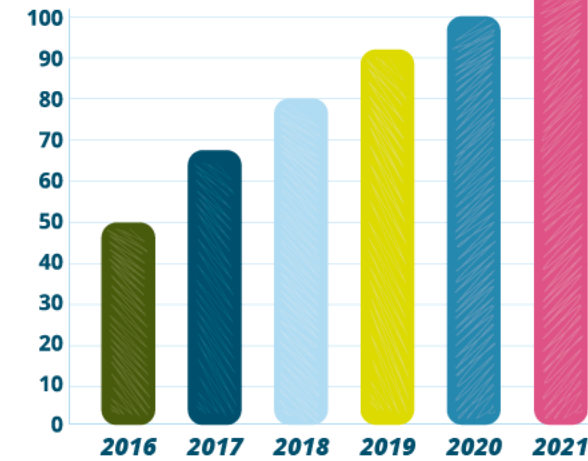
We strongly believe in teamworking and through interfunctional projects we foster cross fertilization among departments.

“In our Climate Survey 90% of our employees are committed to the principles of Diversity & Inclusion as a priority in our organization”

The Climate Survey showed that employees felt well informed and protected in the workplace. Especially in the context of the Covid-19 pandemic, mandatory operational measures and active and intensive communication were of utmost importance.

In addition, the process of creating and implementing the new SAP-based HR IT environment, which enables the standardisation and digitisation of HR processes, continued in 2022.

Workforce development 2016-2021



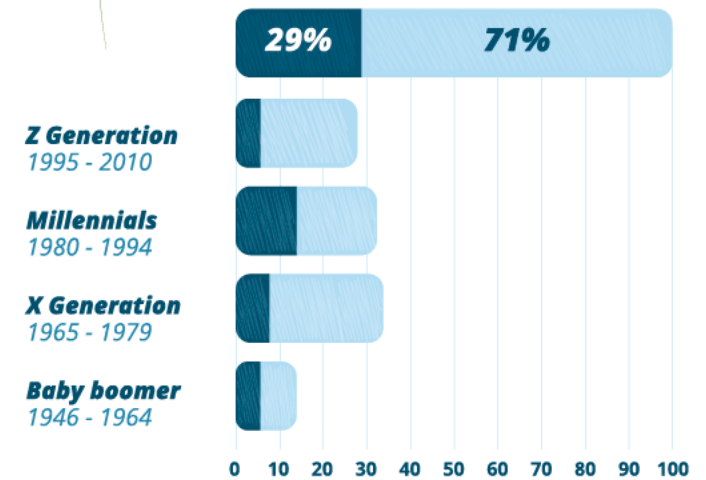
Employee engagement and retention: by promoting integrity, passion, and responsibility, we give each of our employees the possibility to express their potential and be part of something greater.

NTC supports its employees in establishing a work-family balance by allowing for flexible work hours and smart working.

In 2021 we involved our employees in various projects (project NTC3.0) and initiatives to increase brand and service awareness helping them feel invested in their work.

Team by age

Gender equality, diversity, and inclusion: an exceptional mix of cultures is embedded in our history. NTC values the diversity of personal qualities, talent, and performance within its workforce. Cultural diversity is an important part of the company and with regard to equal opportunity between women and men, NTC ensures that female employees are adequately promote.



OUR B2C ORGANISATION

NTC Italia

NTC Italia is the operating company of NTC in the country, calling ophthalmologists and promoting a selection of the ophthalmic portfolio for NTC.

2021 was a year of great growth for NTC Italia, thanks to the launch of Leviosa®, the world's first eye drops combining a fluoroquinolone antibiotic, levofloxacin, with an anti-inflammatory principle, dexamethasone, indicated for a treatment course of only one week for post-cataract patients.

“Leviosa® is an example of how NTC has been able, on several occasions, to listen to the unmet needs of ophthalmologists and translate them into scientific innovation”

Marcello Selvaggio, General Manager NTC Italia

Leviosa® embodies a need for simplification: the post-operative use of a single eye drop and a shorter treatment time, resulting in improved therapeutic adherence, given that these are mostly elderly patients.

To demonstrate the efficacy of Leviosa®, NTC designed and conducted Leader-7 study, a phase 3, multicentre, randomized, blinded, parallel-group, international clinical trial involving more than 800 patients in more than 50 centers.

In its five years of activity, with 19 products launched on the Italian market, NTC Italia has strengthened its widespread presence and became an increasingly important player for Italian ophthalmologists.

Thanks to important training plans and to the implementation of a new Customer Relationship Management system, NTC's field force is systematically working to accelerate its performance, driven by a continuous improvement effort to better serve the medical community for the benefit of patients. This is part of NTC's efforts, where the growth of people is a top priority.

NTC Ophthalmics Iberica

NTC Ophthalmics Iberica is the Spanish subsidiary of NTC. Established three years ago, the company markets a compelling product portfolio with a robust commercial structure.

As a science-driven organization, NTC's main objective is to develop novelty products starting from unmet medical needs. In this way, NTC Ophthalmics Iberica provides relevant support to KOLs in Spain to focus their attention on offering the best possible practice of care to their patients, ensuring scientific rigor and customising treatments to achieve a higher level of patient satisfaction.

The NTC Spanish subsidiary expanded its business by increasing sales capacities with an external partnership focused on Cataluña.



NTC aims to maximize field execution through a CRM approach, enabling a multichannel deployment of execution to Spanish ophthalmologists, better tracking the performance of the field force, and enabling sales reps to improve their sales and marketing efforts in advance, so as to reach their business goals faster.

People are the key strength of NTC affiliates. In Spain our people are highly motivated, with a strong desire to improve their competencies and to increasingly be the reference point for ophthalmologists, giving them a high-level contribution to the management of their patients.

“With a complete range of products dedicated to patients undergoing surgery, NTC in Spain is driving the change in the patient experience”

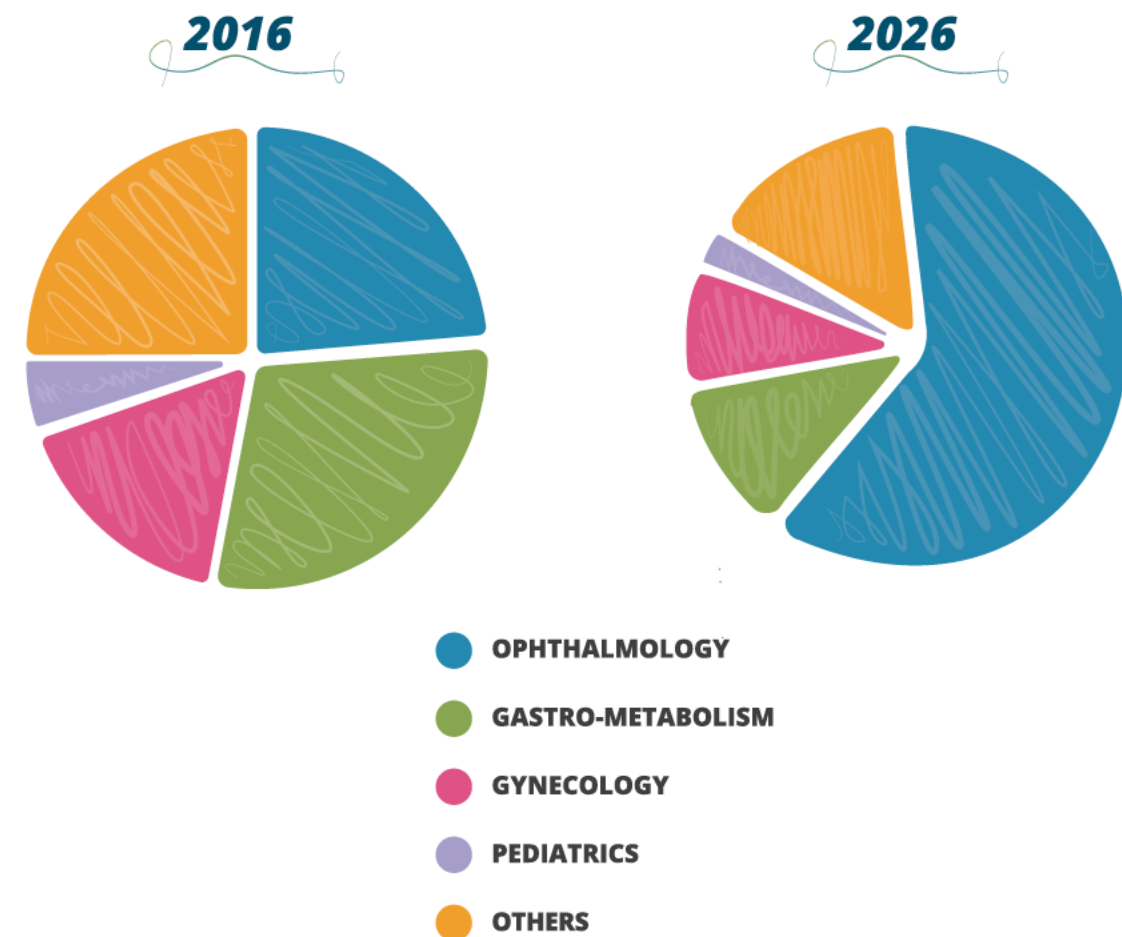
Pedro Zorita, General Manager NTC Ophthalmics Iberica

FACTS AND FIGURES

NTC's strategy is based on B2B worldwide and B2C operations in Italy and Spain.

The company's business focus is on:

- Maximizing the turnover of marketed products in the short term
- Maximizing the turnover of R&D pipeline products in the long term.



From 2016 to 2021, the NTC top and bottom lines registered double-digit growth, with CAGR rising by more than 10%.

Looking forward to the period 2022-2026, we expect continued double-digit growth in our top and bottom lines, and a CAGR significantly higher than 10%.

Ophthalmology is the core of our strategy, and its share of the total turnover increases over time. Gastroenterology is the second core leg of NTC built around the development product NTC015 (Kleerkol®) for bowel preparation for colonoscopy.

Our R&D efforts are driven by ophthalmology.

We invest in gynecology, gastroenterology and pediatrics to create innovative therapeutic solutions. We are transforming our business in the interest of the company and our partners through revenues deriving from products that are largely protected by IP rights and patents.

AROUND **€ 50 MILLION**
INVESTED IN
R&D
BY **2026**

Total Patents: 182



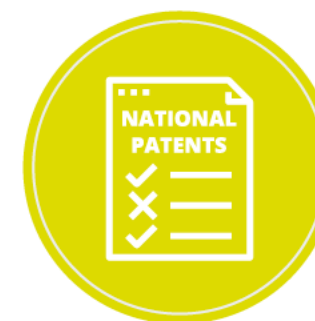
PATENT COOPERATION TREATY

12



EUROPEAN PATENT

10



NATIONAL PATENTS

160

Data up to June 2022



ntc



Printed with plant vegetal oil based ink
Varnished with food print FP190826 varnish



For more details visit
www.ntcpharma.com