

# Humanis

## Humanis, the Rising Star of the Pharmaceutical Industry, Expands into China:

### Humanis, manufacturing to European Union standards, becomes the first Turkish company to export pharmaceuticals to China.

Humanis exports products to 25 countries across 3 continents and is bolstering its global presence. As one of Türkiye's fastest growing pharmaceutical companies, Humanis has leveraged its competencies in manufacturing to European Union's quality standards to take the first step in exporting its products to the challenging market of China. Speaking about this key leap, Humanis CEO Yunus Sancak said "The Chinese market represents an important potential for Turkish manufacturers. And we, having demonstrated our capabilities on a global scale, both in terms of our manufacturing output and R&D investments, are ready to have a footprint in this market. It is of great value for our country and our industry that China, as a powerful country who themselves have the capabilities to manufacture to European Union standards, has picked Humanis. We are looking forward to expediting our steps to grow our investments and presence in China."

Having entered the pharmaceutical industry in 2010 with an impact, investing approximately USD 200 million, the company is working hard to expand access to its human-centered approach to healthcare around the world. Humanis, which managed to become one of the fastest growing pharmaceutical companies in Turkey with its investments and a production facility with a significant potential in Cerkezkoy, has become one of the influential players in the domestic and foreign markets in a short period by providing production services to global companies with its GMP (Good Manufacturing Practices) certificates. The company offers manufacturing services to global companies and has become an important player in both the domestic and international markets.

### YUNUS SANCAK: "WE HAVE ACHIEVED IMPORTANT MILESTONES IN OUR EXPORTS"

Discussing Humanis' manufacturing principles, Humanis CEO Yunus Sancak said "We continue growing our investments and acquisitions in line with our strategy, based on a human-centered approach to healthcare. Today, we have developed capabilities to manufacture medicines in various pharmaceutical forms, thanks to our team of experienced professionals, our manufacturing capabilities, and our technological infrastructure. As a rising star among indigenous manufacturers, we have achieved important milestones in our exports also."

"We are exporting our products to 25 countries across 3 continents, including Germany, UK, Italy and Spain. In our liaison office in Germany, we started our efforts to sell our products to the European market ourselves." Yunus Sancak said, and noted that Türkiye now enjoys a market share that can support export of products to hundreds of countries, thanks to its maturing pharmaceutical industry.

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## **YUNUS SANCAK: “WE ARE THE FIRST COMPANY TO EXPORT PHARMACEUTICALS FROM TURKEY TO CHINA”**

“With a population close to one and a half billion, China is compelled provide its population with affordable and accessible medicines while also promoting growth of its pharmaceutical industry, which is why generic medicines form the essential core of the Chinese pharmaceutical industry.” Yunus Sancak said, and continued his evaluations about the Chinese market as follows:

“The Chinese market represents an enormous potential for Turkish manufacturers. And we, having demonstrated our manufacturing and R&D capabilities on a global scale, are ready to have a presence in this market. We recently took the first step with one of our products and thus became the first company to export pharmaceuticals from Turkey to China. Going forward, we will be growing our investments and expedite our steps in China. As one of Türkiye’s largest manufacturers of generic medicinal products, we believe that the Chinese market represents a great opportunity.”

## **YUNUS SANCAK: “AS A FIRST STEP, WE ARE AIMING FOR USD 5 MILLION IN SALES”**

Yunus Sancak said they have taken a first step into the Chinese market with a product indicated for cardiology and thoracic conditions:

“We invested approximately USD 2.3 million for developing, registering and manufacturing on a commercial scale this product. As a first step, we are aiming for USD 5 million in sales in the Chinese market. We intend to continually reinvest our earnings back in growth and development and increase the number of our approved products in China.”

Humanis holds GMP certifications from Germany, Belgium, Canada and Russia, with several products pending marketing authorization in United Arab Emirates, Saudi Arabia, Kuwait, Jordan, Philippines, Kyrgyzstan, Ukraine and Russia, which are expected to be placed on the market in the near future. Going forward, Humanis intends to grow its exports to Europe and also started preparations to expand into the Latam and American markets.

### *About Humanis:*

*Established in 2010 under the name Pharmactive as a member of the Saya Group, the company was renamed to Humanis in 2023. Committed to a human-centered approach in every step, Humanis operates with a motto of “Sustainable health for all” and makes an important contribution as a healthcare company to both Türkiye and the Turkish pharmaceutical industry with a manufacturing facility and R&D center in Cerkezkoy representing an investment of USD 200 million. Humanis, having manufacturing partnerships with leading global pharmaceutical companies, underlining its competencies in the global market, aims to create value for humans and human life around the world, upholding innovation, reliability and ethics. Humanis’ portfolio of products encompass pediatrics, cardiology, chest disease, otorhinolaryngology, dermatology, physical therapy and rehabilitation, orthopedics and emergency care, as well as Consumer Health products in line with its innovative and human-centered approach to healthcare. Humanis is working for a healthier future through solutions that it offers across various therapy areas.*

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