



SALF
LABORATORIO FARMACOLOGICO



"OUR HISTORY,
YOUR HEALTH."

100 years of our history

- **S.A.L.F. S.p.A. Laboratorio Farmacologico** was established in 1921 in Bergamo
- A family business which has been supplying hospitals, nursing homes and clinics for over 100 years with a continuous propensity to progress, both in terms of products offered and in terms of production processes and technologies, by meeting the highest quality standards
- In 2008 S.A.L.F. also began to be present abroad, rapidly developing its presence in the world
- Today S.A.L.F. covers an area of 17,000 square meters of production departments, labs, warehouse and offices



Our Mission: Quality and Innovation

“Development and production of drugs and medical devices in sterile solutions through ongoing research, also customized according to customer needs, meeting the highest quality standards and ensuring a timely and accurate service to meet the needs of our customers.”

Our strengths:

- Quality of products
- Ongoing development of new solutions
- Production flexibility
- Speed of response
- Customer satisfaction
- Experience over 100 years
- Professionalism and courtesy



From water to solutions for injection and infusion

- The essential substance for the production of S.A.L.F. solutions is obviously water, used for solutions for injection, solutions for infusion for hypodermoclysis and phleboclysis and solutions for irrigation
- These solutions are produced in different production lines:
 - Glass ampoules
 - Glass and polypropylene bottles
 - Polyvinyl chloride (PVC), polypropylene (PP), PVC-free bags
- All S.A.L.F. solutions are developed and produced in-house with advanced machinery and processes and they are tested and controlled in S.A.L.F. laboratories
- Only the logistics of finished products is entrusted to external operators who have been collaborating with S.A.L.F. for years with mutual satisfaction and shared goals



Human resources

- Today S.A.L.F. is composed of about **200 people** and continues to grow not only in number, but also in skills
- 110 workers who work in two shifts
- 10 employees in the Logistics Department
- 7 employees in the Regulatory Office and Pharmacovigilance
- 10 employees in the Sales Department
- 20 employees in other offices
- 35 employees in the Technical Department, R&D and Labs



More than half of the employees holds a diploma obtained in specialized schools or a first or second level university degree

Safety and continuous improvement

- S.A.L.F. periodically organizes training courses to ensure that quality comes first from the people involved every day
- S.A.L.F. pays great attention to safety conditions at work to protect its employees from risks and injuries, by ensuring an effective and rapid response to internal or external emergencies



S.A.L.F.: technological and eco-friendly by

- Since 2011 S.A.L.F. has had a photovoltaic plant that covers 20% of the energy needs of the factory
- The plant reaches a peak of 625 kW
- The manufacturing department is provided with a LED lighting system which drastically reduces energy consumption
- S.A.L.F. packages reduce to the minimum the use of plastic, favoring the use of cardboard, a highly available and recyclable material



A constantly growing turnover:

- **Turnover 2019: 27,6 Mio €**
- **Turnover 2020: 33,5 Mio €**
- Widespread presence throughout Italy
- Present in over 40 countries worldwide and steadily expanding
- **Exports** have an increasingly significant portion of sales (approximately 45%)



A wide-ranging and diversified offer in

- **DRUGS – HUMAN PHARMACEUTICALS**
 - Solution for infusion and injection
- **MEDICAL DEVICES**
 - Solutions for organ preservation and perfusion
 - Markers
 - Solutions for blood treatment
- **DRUGS – VETERINARY PHARMACEUTICALS**
 - Solution for infusion and injection
- **THIRD PARTIES – CONTRACT MANUFACTURING**
 - Third party products
 - Development and submission of files
 - Process and analysis validations, stability studies
 - Specialist products at highly qualified companies and workshops



Authorisations and Certificates

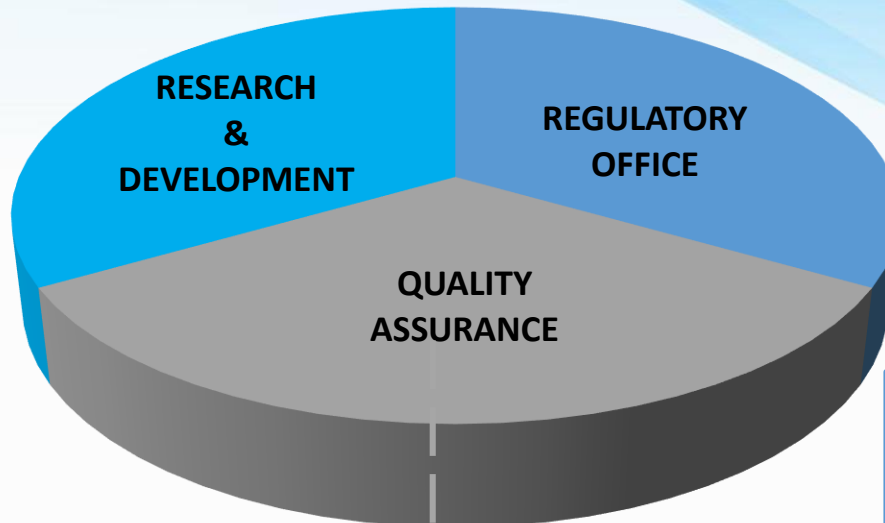
S.A.L.F. holds several authorisations and certificates recognized nationally and internationally:

- Certificate of Compliance with Good Manufacturing Practices - GMP Certificate - issued by AIFA
- UNI EN ISO 9001:2015 Company Quality Management System
- UNI EN ISO 13485:2016 Company Quality Management System for Medical Devices
- UNI EN ISO 14001: 2015 Environmental Management issued by CISQ/CERTIQUALITY
- CE certification issued by the Institute of Health Notified Body 0373 for the production of Medical Devices
- Authorisation for possession of drugs
- Authorisation for the production of pre-packaged drugs for veterinary use
- Authorisation for the production, packaging and control of solutions for injection sterilized in their final container
- MDSAP for medical devices in the following territories: Canada, US, Brasil, Australia, Japan.



Additional services

360-degree coverage



- Customization and development of ad hoc products
- Development and validation of analytical methods
- Development of new processes
- Validation of sterilization processes

- Quality Management System in accordance with GMP, GDP, GVP
- Process validation
- Independent monitoring of the entire Quality System
- Technical support for the management of ministerial files

- Dossier development in accordance with European guidelines (in CTD or e-CTD format)
- File Management (Drugs) for national and international registrations
- Development of Technical files (Medical Devices) in accordance with European guidelines
- Technical support



Thanks for your kind attention

Visit our website:

www.salfspa.it