





Our mission: We respond to the key challenges of modern medicine

Adamed Our history

Establishment of
Adamed
by Marian Adamkiewicz,
MD, PhD



1986

Opening
of the first manufacturing plant
in Pieńków near Warsaw



1991

1994

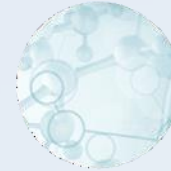
Establishment of an R&D
Division



1999

Initiation of researches on
innovative medications

Launch of LUTEINA – a drug used for
menstruation cycle disorders and
infertility



2000

2001

ENTRY INTO EUROPEAN
MARKETS

Registration of AMLOZEK in the
European Union, one year before
Poland's accession to the EU



2002

2003



FURAGINUM – launched to the
market
(treatment of urinary tract
infections)



**Registration of the first Polish
amlodipine – Launch of
AMLOZEK**

The first formulation
manufactured according to our
own patent



The GMP Certification –
Confirmation of manufacturing
according to the highest global
standards



Opening of a second
manufacturing plant in
Ksawerów

Adamed Our history

Establishment of the first consortium of science and industry



Beginning of work on AD-051.4 – an innovative anti-cancer molecule developed under the ONCO-3CLA project



Official opening of the Research and Development Centre



Acquisition of Davipharm In Vietnam



Establishment of strategic cooperation with Ecupharma and setting-up of a representative office in Italy.



2005-2009

2010

2011-2012

2013

2013-2015

2016

2017

2018

2019



Establishment of a representative office in Ukraine

Initiation of sales via Adamed Laboratorios in Spain



Acquisition of Polfa Pabianice (125 years of tradition) and Agropharm (currently Adamed Consumer Healthcare)
Consolidation of the Adamed Group

Establishment of a representative office in Russia

Start-up of the representative office in Kazakhstan



Construction of a modern Research and Development Centre



Opening of representative offices in the Czech Republic and Slovakia



Opening of the PILOT PLANT

Adamed International Company

Main office:

Poland

Foreign Offices:

 Spain

 The Czech Republic

 Ukraine

 Slovakia

 Russia

 Vietnam

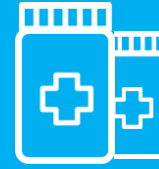
 Kazakhstan

 Uzbekistan

 Italy



Adamed Company Profile



~ **500 products** in
our portfolio



~ **2200**
employees



3 research platforms:

- Diabetology
- Oncology
- Neuropsychiatry



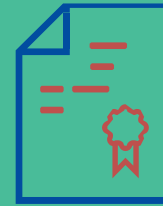
19 therapeutic areas

- Allergology
- Angiology
- Cardiology
- Dermatology
- Diabetology
- Gastrology
- Gynaecology
- Internal Medicine
- Laryngology
- Neurology
- Paediatrics
- Psychiatry
- Pulmonology
- Oncology
- Ophthalmology
- Orthopedia
- Rheumatology
- Urology
- Vascular surgery



**more than 75 foreign
markets**
where we operate

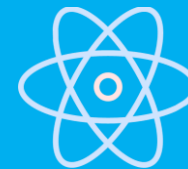
Adamed Research and Development Centre



199 patents



77 inventions



Drug Discovery and Development

Strategic partnership as part of the opening of an innovative field of study at the Jagiellonian University.



Over PLN 1,5 billion

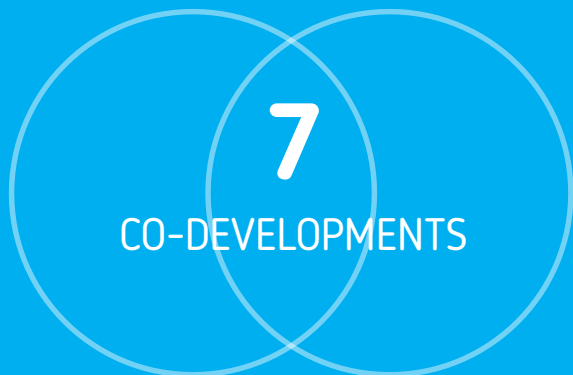
Investment and R&D expenditure since 1996

Adamed Pilot Plant

- **THE INVESTMENT ALLOWING RAPID AND FLEXIBLE IMPLEMENTATION OF R&D PROJECTS AND PRODUCT DELIVERY FOR CLINICAL TRIALS**
- **GMP standard**
- Production of pilot and clinical batches on a scale up to 100 kg



- Powders, granules, pellets, liquids
- Single and multi-layer tablets
- ODT, IR, MR, SR tablets
- Hard gelatin capsules
- Multi-compartment capsules
- DPIs



- Combination drugs (FDC)
- New technology platforms

BIOEQUIVALENCE STUDY



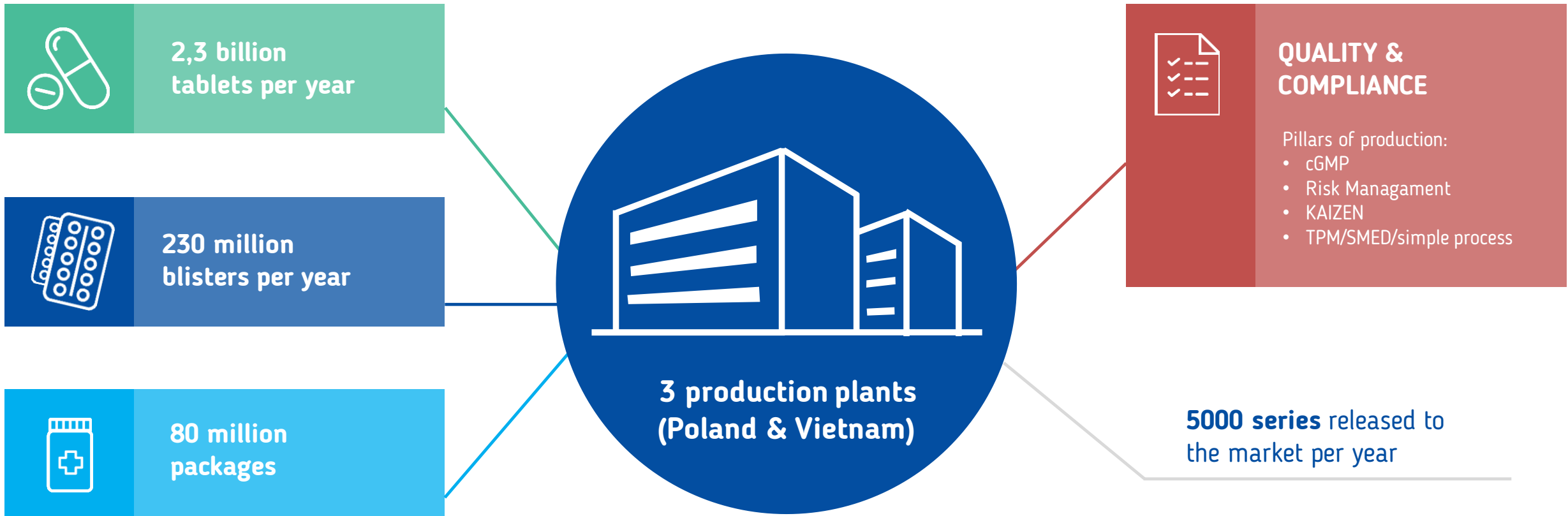
LATE STAGE CLINICAL TRIALS



Adamed Added value in drug-therapy

- Combination drugs (FDC)
- New routes of administration
- New dosage forms
- Reducing of adverts events

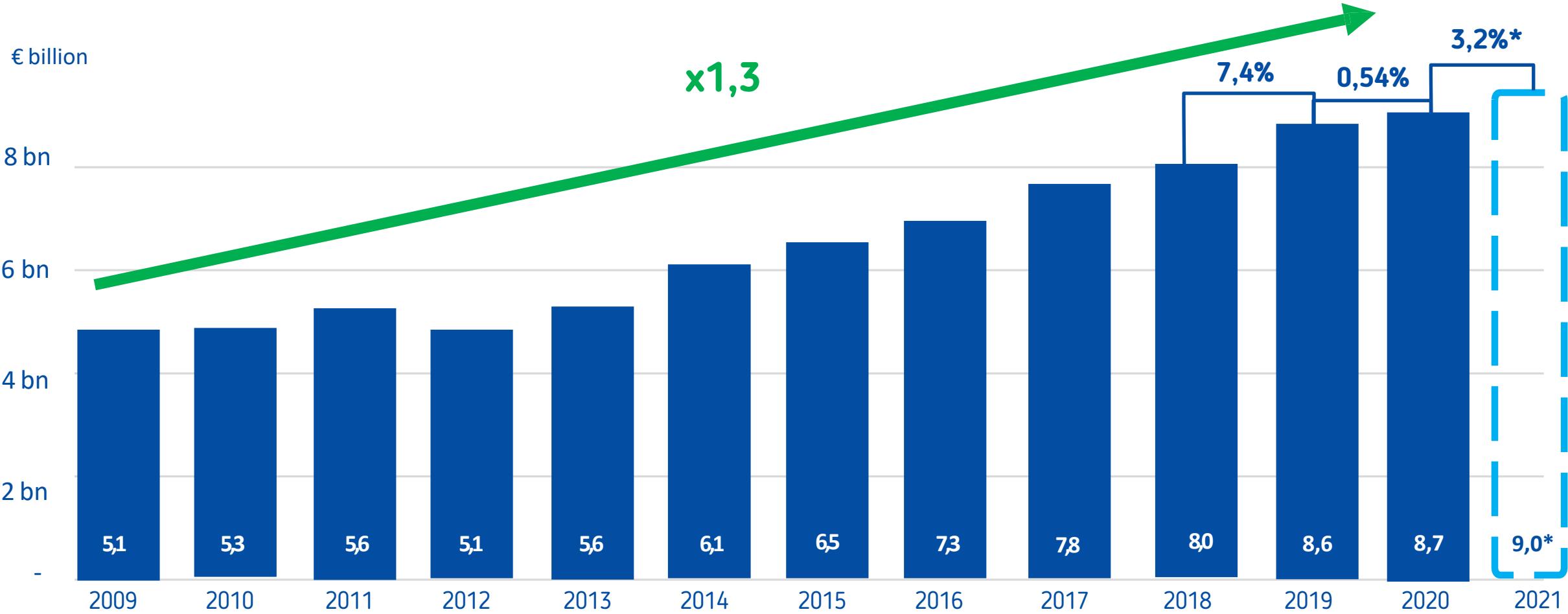
Adamed Production and Logistics Centre



Suppliers: Europe, Asia,
Australia, Oceania

Pharmaceutical market in Poland

2009 - 2020



Source: : IQVIA (PHARM + HOSP), December 2020

1 € = 4,3 PLN

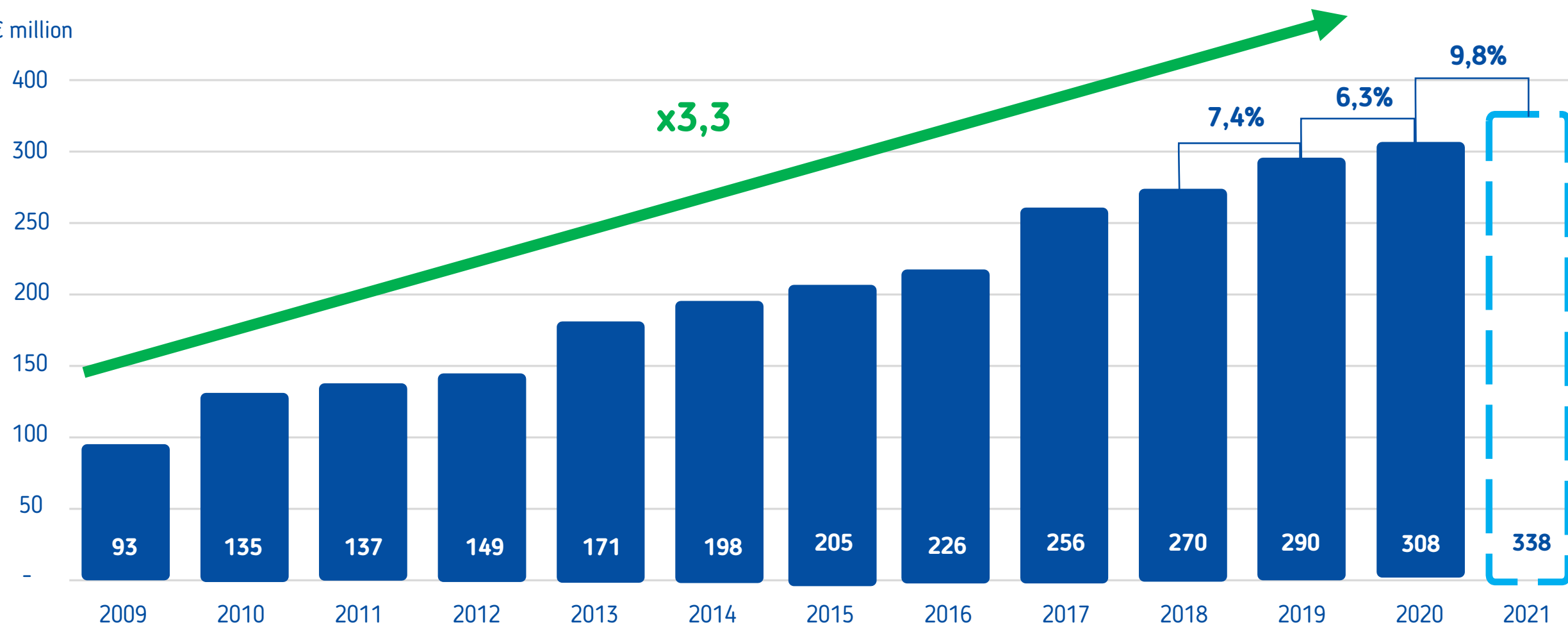
* IMS prognosis

■ RX + OTC

Adamed Revenue

2009 - 2020

€ million



Source: Int. Data (Ex-factory sales)
1 € = 4,3 PLN

Pharmaceutical market

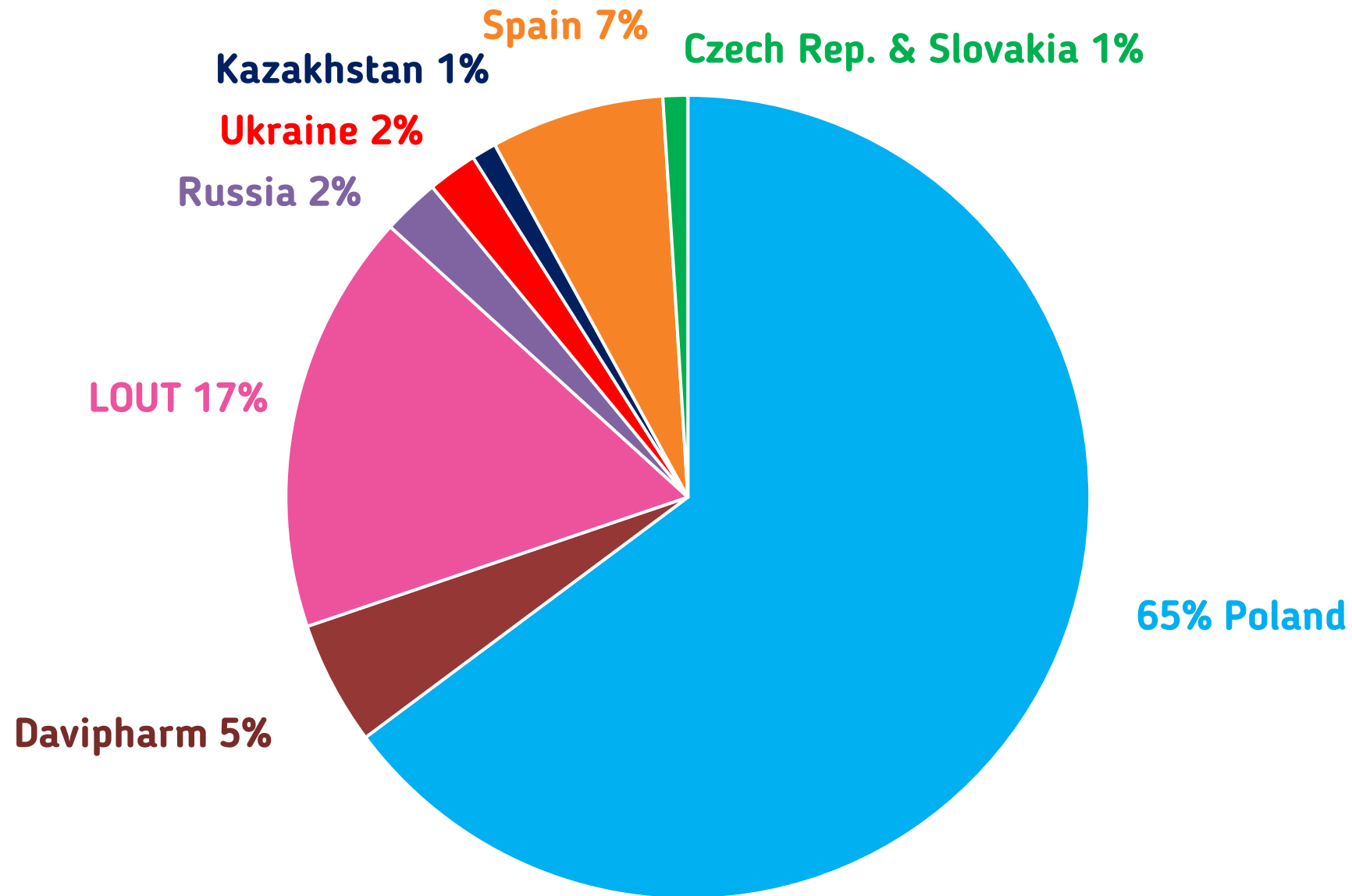
Ranking Top15

		YTD 2019			YTD 2020		
		Value (PLN) MLN YTD DEC 2019	% PPG VALUE YTD Dec 2019	Mshare Value YTD Dec 2019	Value (PLN) MLN YTD Dec 2020	% PPG VALUE YTD Dec 2020	Mshare Value YTD Dec 2020
Total Rynek		37 130	7,41%		37 317	0,50%	
1.	POLPHARMA GROUP	2 280	2,39%	6,14%	2 219	-2,65%	5,95%
2.	BAYER	1 629	16,28%	4,39%	1 703	4,54%	4,56%
3.	BIOGEN	790	249,62%	2,13%	1 103	39,56%	2,96%
4.	SANOFI	1088	7,80%	2,93%	1 095	0,66%	2,93%
5.	TEVA GROUP	1 125	-4,96%	3,03%	1092	-2,92%	2,93%
6.	ROCHE	1 254	-5,45%	3,38%	1084	-13,54%	2,90%
7.	NOVARTIS CORP.	886	11,51%	2,39%	994	12,14%	2,66%
8.	BOEHRINGER I	878	13,89%	2,36%	918	4,55%	2,46%
9.	ADAMED	897	6,34%	2,42%	901	0,44%	2,42%
10.	PFIZER CORP.	794	19,13%	2,14%	895	12,71%	2,40%
11.	AFLOFARM	814	5,90%	2,19%	894	9,78%	2,40%
12.	SANDOZ CORP.	841	2,93%	2,26%	893	6,20%	2,39%
13.	BAUSCH HEALTH	819	4,78%	2,21%	834	1,88%	2,24%
14.	JOHNSON & JOHNSON	665	24,85%	1,79%	757	13,82%	2,03%
15.	USP ZDROWIE	735	10,39%	1,98%	756	2,96%	2,03%

Total Revenues – Market share (%)

2020

13



Source: Int. Data (Ex-factory sales)

Adamed Contribution to Polish economy

- **We support the development and innovation of the Polish economy**
 - We invest in the development of Polish innovation – PLN 1,5 bilion for investments and R&D expenditure since 1996
 - We pay taxes in Poland (CIT, VAT, PIT)
- **We influence the labor market – we create jobs for highly qualified co-workers**



PLN 33,4 million
PIT for 2020



PLN 38,6 million
CIT for 2019



PLN 65 million
in social contributions for 2020



PLN 131,5 million
investments and R&D
expenditure for 2019



PLN 471,6 million
paid to Polish companies and entrepreneurs
(development of subcontracting companies)
for 2019

Adamed

Patients awareness initiatives



„A brand new heart” 110 000 patients

Free cardiac consultations, hypercholesterolemia prevention and distribution of educational materials

**We support patients
in managing their own
health**



„Finding yourself” 25 000 patients

Distribution of educational materials which support the treatment process

**We raise awareness about
diseases
and their prevention**



„Deep breath” 143 000 patients

COPD prevention - free spirometry tests

**We cooperate with the medical
community and patient
organisations**

EDUCATIONAL PLATFORM:



1 474 258

views of scientific videos



499 412

unique users

1 583 912

website visits



31 228

Facebook fans



2 334

Instagram followers

FIVE EDITIONS OF THE SCHOLARSHIP PROGRAMME:



40 598

registered participants

250

participants of the innovative science camp



50

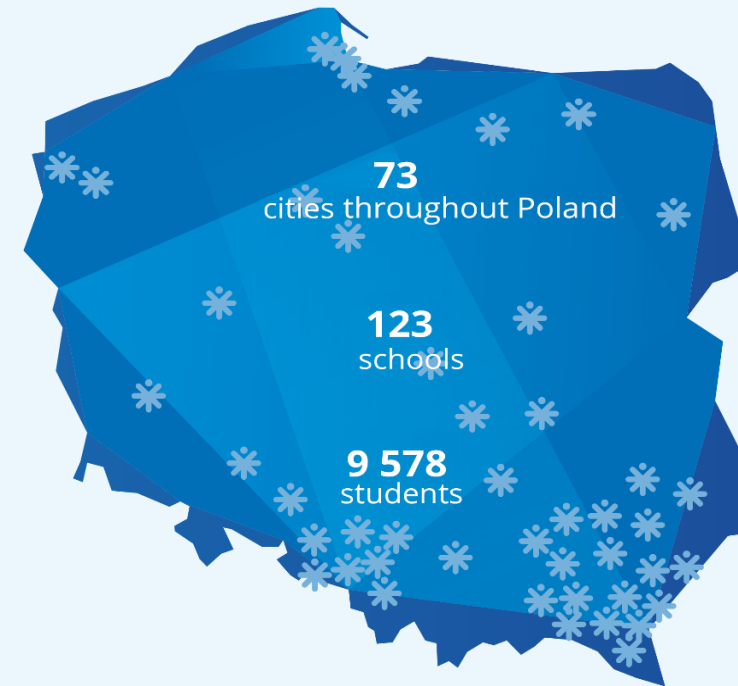
main prize laureates

12

scholarships

POPULARISING SCIENCE:

Roadshow



ADAMED SmartUP Academy



1 222

participants of the free scientific workshops


SmartUP
ADAMED


ADAMED
For the Family

Adamed

Key Foundations of our organizational culture

- Think like a Company Founder
- Take responsibility
- Solve challenges quickly
- Be cost-aware
- Have a broad outlook
- Communicate
- Cooperate

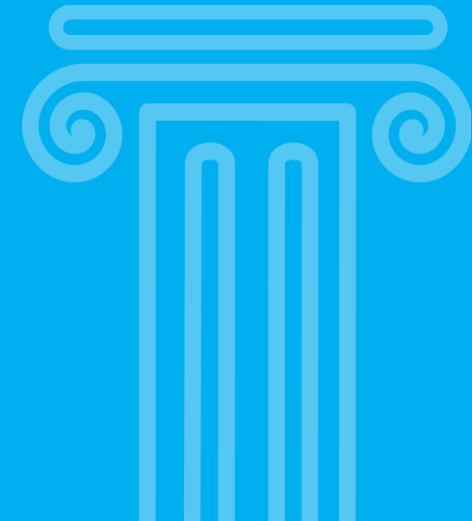
Founder's Mentality



Empowerment



Company Values



- FLEXIBILITY AND SWIFT ACTION

- OPERATIONAL EXCELLENCE

- MUTUAL RESPECT
- QUALITY

- OPENNESS AND INNOVATION

OUR TEAM
IS OUR
SUCCESS



TOGETHER
WE
CAN DO
MORE!



www.adamed.com

