



This is where Polish  
innovation begins



## Our mission

We respond to the key challenges of modern medicine

# The company's history 1/3

Establishment of Adamed  
by Marian Adamkiewicz,  
MD, PhD



1986

1991

Opening of the first  
manufacturing plant in  
Pieńskow near Warsaw

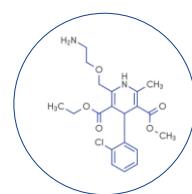


1994

Establishment of an R&D  
Division



1998



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



Initiation of research on  
innovative medications  
Launch of LUTEINA –  
a drug used for  
menstruation cycle  
disorders and infertility



2001



2000



2002

Opening of a second  
manufacturing plant in  
Ksawerów

# The company's history 2/3

Entry into European markets

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



2003



A scientific and industrial consortium is established

Establishment of a representative office in Ukraine

Initiation of sales via Adamed Laboratorios in Spain

Acquisition of Polfa Pabianice (125 years of tradition) and the Agropharm company



2010



Establishment of a representative office in Russia

Establishment of a representative office in Kazakhstan



2013



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

Construction of a modern Research and Development Centre



Opening of representative offices in the Czech Republic and Slovakia



2016



Purchase of a controlling stake in the Vietnamese Davipharm company

2017

# The company's history 3/3



Opening of the Pilot Plant in Pabianice



2018

2019

2020

2021

2022

2023



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



Conclusion of an exclusive global license agreement with Acadia Pharmaceuticals for further development work on the innovative Adamed molecule



Establishment of a representative office in Uzbekistan



Expansion of the Production and Logistics Center in Pabianice



Purchase of a laboratory in Kajetany

The world's first change in the category of Tadalafil 10 mg availability from RX to OTC



Acquisition of 100 percent shares of the Vietnamese company Davipharm



## DEVELOPMENT

through investments and  
innovations



9

representative offices



over 70 foreign  
markets where we are  
present



3

manufacturing plants



19

therapeutic areas



almost 448 M EUR

for investments and research  
and development works



~ 500

products

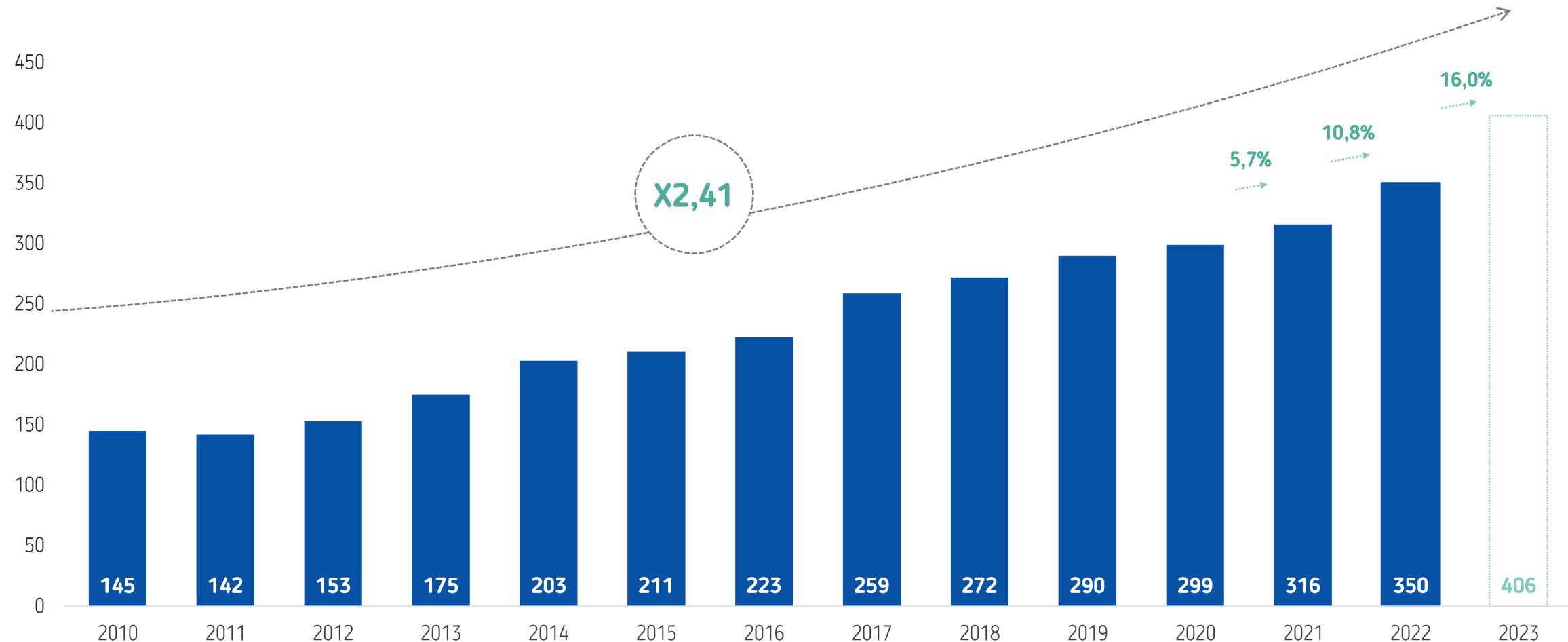


~ 2700

Coworkers

# Adamed Pharma's revenues, total (2010-2023)

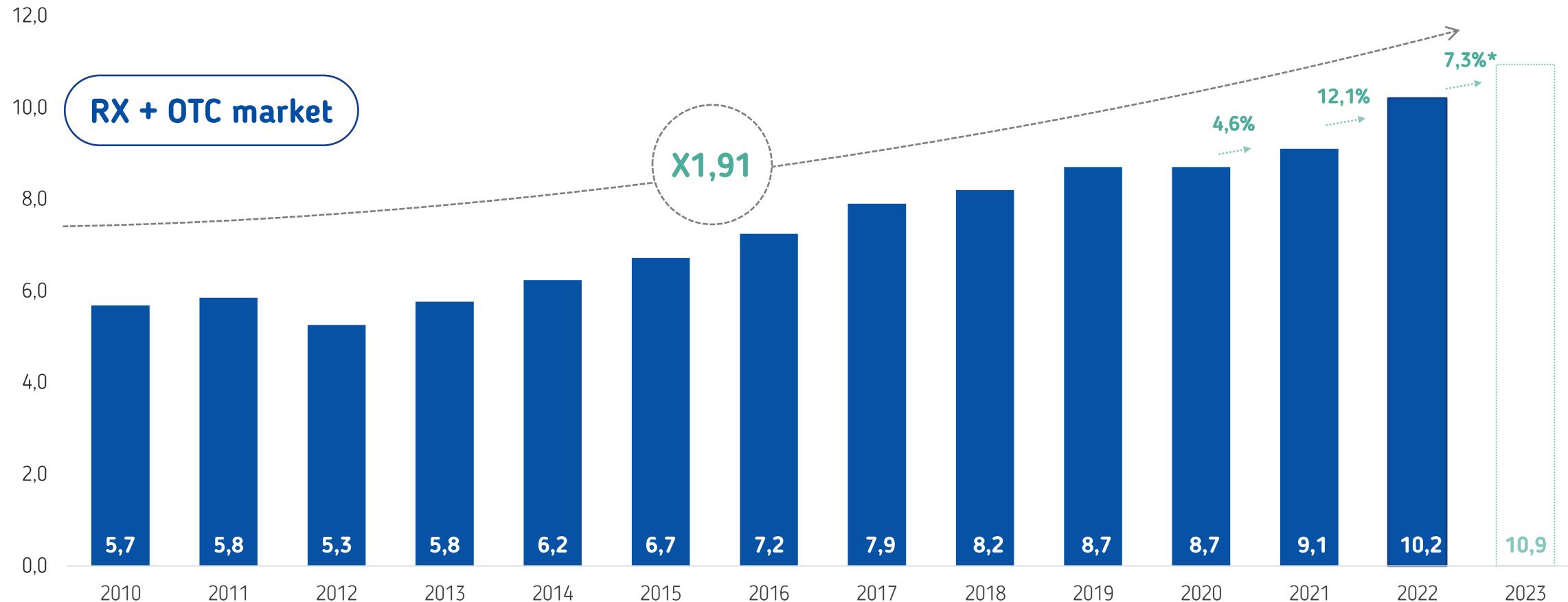
Gross sales, EUR mln



Source: internal data (Ex-factory) | Data corrected for the difference in price list and actual prices for oncological products, the so-called Onko discounts

# We are growing faster than the pharmaceutical market in Poland

Pharmaceutical market in Poland (in EUR bln), 2010-2023



# Pharmaceutical market

TOP 15 companies ranking, sell-in



	2021			2022		
	Value List Price (PLN)	Value List Price (PLN) Growth % PY	Value List Price (PLN) Market Share	Value List Price (PLN)	Value List Price (PLN) Growth % PY	Value List Price (PLN) Market Share
<b>Total rynek</b>	<b>41 553 176 545</b>	<b>8,37%</b>	<b>100,00%</b>	<b>47 857 152 477</b>	<b>15,17%</b>	<b>100,00%</b>
1. <b>POLPHARMA GROUP</b>	2 406 283 138	10,43%	5,79%	2 753 269 231	14,42%	5,75%
2. <b>BAYER</b>	1 860 981 597	9,32%	4,48%	2 007 301 766	7,86%	4,19%
3. <b>ROCHE</b>	1 201 395 305	-4,02%	2,89%	1 399 469 256	16,49%	2,92%
4. <b>SANOFI</b>	1 157 208 548	9,02%	2,78%	1 313 190 222	13,48%	2,74%
5. <b>TEVA GROUP</b>	1 133 340 902	3,74%	2,73%	1 245 695 364	9,91%	2,60%
6. <b>NOVARTIS CORP.</b>	1 144 425 429	4,44%	2,75%	1 241 394 776	8,47%	2,59%
7. <b>BIOGEN</b>	1 096 044 197	-0,64%	2,64%	1 181 969 951	7,84%	2,47%
8. <b>SANDOZ CORP.</b>	1 000 760 779	7,93%	2,41%	1 100 790 808	10,00%	2,30%
9. <b>ADAMED GROUP</b>	963 977 540	6,76%	2,32%	1 097 469 982	13,85%	2,29%
10. <b>MERCK &amp; CO.</b>	798 257 090	28,66%	1,92%	1 074 661 051	34,63%	2,25%
11. <b>AFLOFARM</b>	952 955 403	5,47%	2,29%	1 065 578 163	11,82%	2,23%
12. <b>BOEHRINGER I</b>	931 660 193	1,48%	2,24%	1 051 816 508	12,90%	2,20%
13. <b>JOHNSON &amp; JOHNSON</b>	803 957 229	9,00%	1,93%	993 279 266	23,55%	2,08%
14. <b>USP ZDROWIE</b>	799 595 122	5,74%	1,92%	959 600 931	20,01%	2,01%
15. <b>PFIZER CORP.</b>	855 228 823	5,48%	2,06%	929 258 327	8,66%	1,94%

# Pharmaceutical market

TOP 15 companies ranking, sell-out



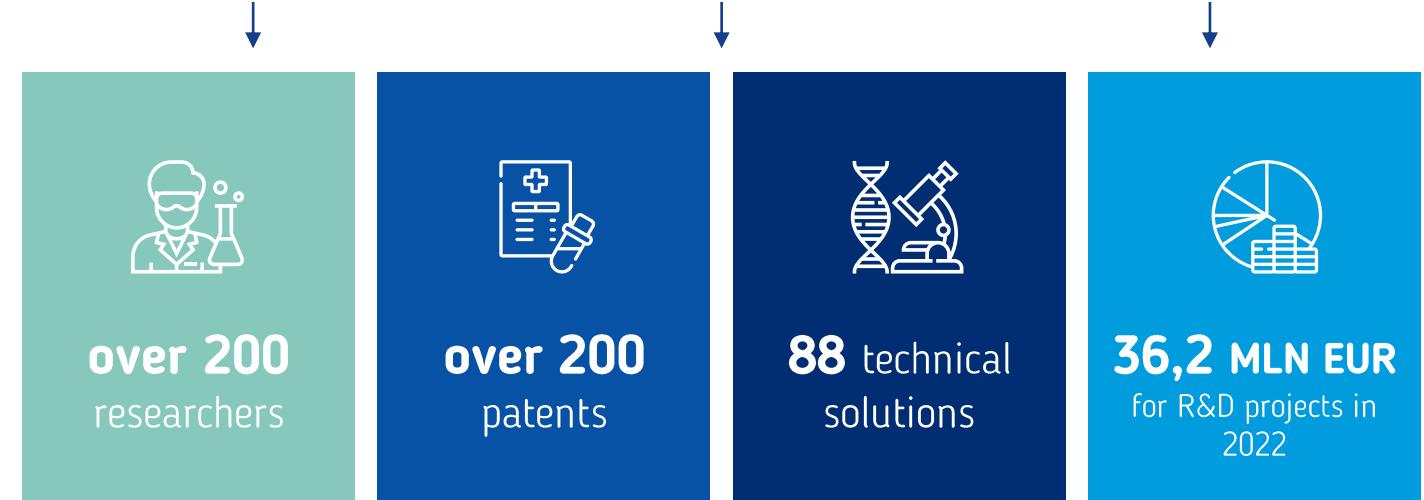
	2021			2022		
	Value (PLN) MLN	% PPG VALUE	Mshare Value	Value (PLN) MLN	% PPG VALUE	Mshare Value
<b>Total rynek</b>	<b>39 033 523 934</b>	<b>7,45%</b>	<b>100,00%</b>	<b>44 384 648 311</b>	<b>13,71%</b>	<b>100,00%</b>
1. <b>POLPHARMA</b>	2 703 449 344	9,19%	6,93%	3 138 460 160	16,09%	7,07%
2. <b>TEVA</b>	1 418 494 464	8,33%	3,63%	1 564 690 816	10,31%	3,53%
3. <b>AFLOFARM</b>	1 288 309 888	7,19%	3,30%	1 443 512 576	12,05%	3,25%
4. <b>ADAMED</b>	1 193 316 736	8,81%	3,06%	1 364 965 376	14,38%	3,08%
5. <b>USP ZDROWIE</b>	1 035 360 064	7,20%	2,65%	1 320 183 424	27,51%	2,97%
6. <b>BAYER</b>	1 118 377 728	4,85%	2,87%	1 187 801 472	6,21%	2,68%
7. <b>BAUSCH HEALTH</b>	1 037 183 872	10,45%	2,66%	1 162 230 656	12,06%	2,62%
8. <b>KRKA</b>	981 284 992	1,45%	2,51%	1 029 279 040	4,89%	2,32%
9. <b>BERLIN-CHEMIE</b>	902 070 464	6,99%	2,31%	1 016 240 896	12,66%	2,29%
10. <b>SANDOZ</b>	893 175 744	1,79%	2,29%	966 562 560	8,22%	2,18%
11. <b>SANOFI</b>	784 786 880	0,24%	2,01%	837 365 376	6,70%	1,89%
12. <b>HALEON</b>	683 786 112	1,39%	1,75%	794 931 136	16,25%	1,79%
13. <b>VIATRIS</b>	756 184 128	-1,53%	1,94%	770 216 896	1,86%	1,74%
14. <b>NOVO NORDISK</b>	494 128 512	20,43%	1,27%	749 572 288	51,70%	1,69%
15. <b>BOEHRINGER INGELHEIM</b>	602 298 048	7,90%	1,54%	706 208 576	17,25%	1,59%



# Where Polish innovation comes into being

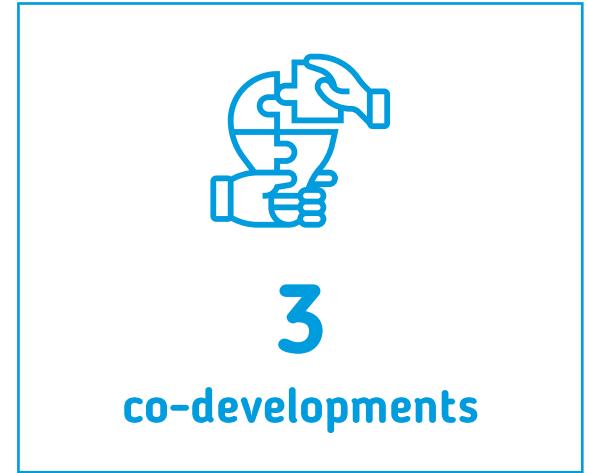
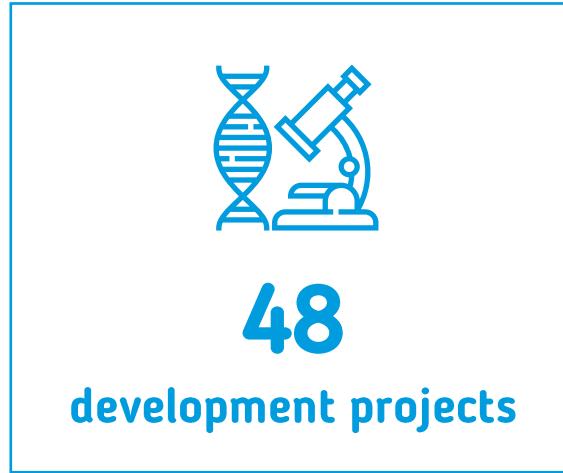


- We are improving existing therapies (drugs with added value)
- We are looking for new, original drugs



## Development of innovative generic drugs

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



Early phase clinical trials

Late phase clinical trials

2022

2023

24

19

6

6

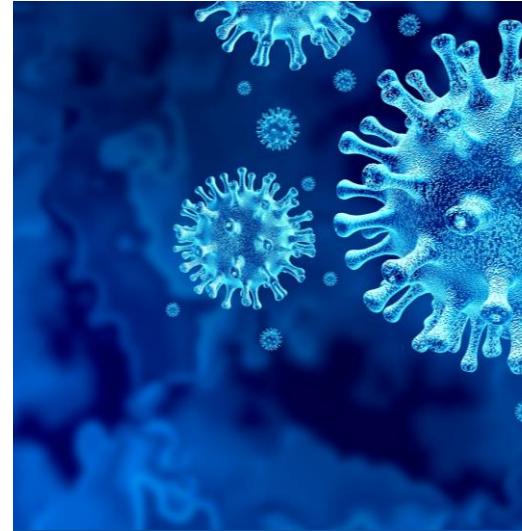
# Development of original drugs



**Modern Research  
and Development  
Center**



**3 research  
platforms**  
(neuropsychiatry,  
oncology, diabetology)



**Numerous  
collaborations with  
research centers**



**Conclusion of an exclusive global  
license agreement with Acadia  
Pharmaceuticals** for further  
development work on the original Adamed  
molecule with potential for use in the  
treatment of mental disorders (2020)

# Production and Logistics Centre in Poland

## Suppliers:

Europe, Asia, Australia, Oceania

 **2,5 bln**  
tablets per year

 **71 mln**  
packages per year



**2 production plants**

**6400 series**  
released to the market per year 

**Quality and Compliance**  
production pillars:

Risk Management

cGMP

KAIZEN

TPM/SMED





# Development of the Production and Logistics Center



A multi-stage investment



Increasing power and production possibilities



Digitization and robotization of logistics processes



Increasing storage capacity



## Pilot Plant

### R&D Pilot Plant Station in Pabianice

- + An investment that allows for quick and flexible implementation of R&D projects and delivery of products for conducting clinical trials
- + It enables the production of the so-called "Drugs with added value" and allows for the development of innovative forms of drugs
- + STANDARD – GMP
- + Production of pilot and clinical series up to 100 kg
- + Usable area 670 m<sup>2</sup>



## Asian investment

**In November 2017, Adamed Pharma acquired 70% of shares in Davipharm (Dat Vi Phu), one of the fastest-growing pharmaceutical manufacturers in Vietnam. In April 2023, Adamed confirmed its strong commitment towards the investment in Vietnam – the company became a 100% shareholder of Davipharm.**

- A platform for further dynamic expansion in the Asia-Pacific area
- EU-GMP certification for manufacturing operations (production and packaging) of non-sterile products in capsules, hard casings, and tablets
- Certified zone for High Potent (HP) drugs in solid forms, i.e. hard capsules, tablets, and coated tablets

**USD 60 mln** - Adamed's capital commitment in Vietnam

It is one of the largest Polish direct investments in this part of the world

- + Davipharm manufactures over 300 pharmaceutical products and offers drugs in 12 therapeutic areas to patients from Vietnam, Cambodia, Philippines and Myanmar
- + The capacity of the production plant allows for the production of 1.2 billion tablets per year
- + The Davipharm production plant was the first in Vietnam to obtain zone certification to produce High Potent (HP) drugs in solid forms, including high-quality cancer drugs
- + One of only a few pharmaceutical companies in Vietnam with the European EU-GMP manufacturing certificate



**2700 series**

released to the market per year

**563 mln**  
tablets per year



**15 mln**  
packages per year



**Quality and Compliance**  
production pillars:



-Continuous improvement

cGMP

-Error and waste free

-Product robustness

**production plant in Binh Duong,  
office in Ho Chi Minh City**

# Adamed are people who are guided by common values

2,700 Co-workers in 10 countries



FLEXIBILITY AND FAST ACTION

INNOVATION

OPERATING EXCELLENCE

QUALITY

OPENNESS

MUTUAL RESPECT



## Together we can do more!

# Adamed's responsibility



## Responsible partner of the economy

We influence economic and social development globally



- We conduct our activities in accordance with the idea of corporate social responsibility
- Our goal is balanced and stable growth, respecting our environment



## Responsible producer

We provide the highest quality products, act with care for the natural environment and follow good practices



## Responsible employer

We shape a friendly and engaging work environment



## Innovations

We introduce new solutions responding to the needs of patients in the face of civilization diseases

## CURRENT MEDICAL KNOWLEDGE IN ONE PLACE



[www.adamed.expert](http://www.adamed.expert)



Physician

Pharmacist

Patient

- Reliable medical information based on global standards
- Content developed by outstanding Polish experts
- Compendium of current and verified knowledge available in one place
- Convenient and user-friendly layout



# Adamed supports startups



- We focus on innovation, which is why we are constantly looking for an innovative solutions
- A special team for cooperation with the environment of young technology companies - Adamed Technology - is actively working in Adamed



**8**

Acceleration programs under the patronage of Adamed



**13**

Editions of the MIT Enterprise Forum Poland / CEE program with the participation of Adamed



**37**

Healthtech teams supported by Adamed



**21**

Adamed mentors helping teams

# CSR: Social programs



## GOALS

- We support patients in managing their own health
- We increase awareness of diseases and health prevention
- We cooperate with the medical community and patient organizations



### „New Heart”

Free cardiology consultations, prevention of hypercholesterolaemia and distribution of educational materials



### „Find Yourself”

Raising awareness of diseases of the nervous system



### „Deep Breath”

Free spirometry tests, patient education



### „Adamed for Senior”

Support for senior organizations, education, free research, increasing awareness of the situation of Seniors in Poland

# Adamed Foundation



→ 8 editions in Poland:

approx. 70 000  
registered students

400 participants  
of science camps

→ 4 editions in Vietnam



ADAMED SmartUP – a scientific and educational program  
aimed at teenagers interested in exact and natural  
sciences



Adamed Expert Foundation – a program whose goal is to create, deliver  
and popularize reliable, based on expert knowledge, information on  
medicine and preventive healthcare.

# Help for Ukraine



## Adamed Pharma

- + Donation of support, including drugs and medical aid with a total value of over EUR 3 million
- + Donation to the Polish Medical Mission

## Adamed Foundation

- + 2,100 school kits for Ukrainian children who started their education in Polish schools
- + Development of Ukrainian language versions of ADAMED SmartUP educational films
- + Donation to the SOS Children's Villages Association in Poland

## Coworkers at Adamed Pharma

- + material and psychological assistance for Ukrainian Associates and their families
- + Grassroots volunteering campaigns of Associates



Delivery of school kits for 2,100 Ukrainian children.



**Thank you!**