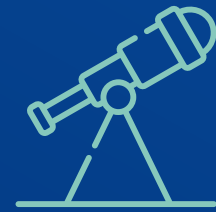




This is where Polish  
innovation begins



## Our mission

We respond to the key challenges of modern medicine

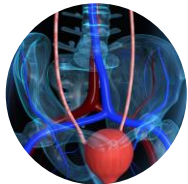
# The company's history 1/3

Establishment of Adamed by Marian Adamkiewicz, MD, PhD



1986

1991

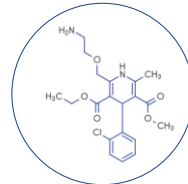


FURAGINUM – launched to the market (treatment of urinary tract infections)

Opening of the first manufacturing plant in Pieńków near Warsaw



1994



Registration of the first Polish amlodipine – Launch of AMLOZEK  
The first formulation manufactured according to our own patent

Establishment of an R&D Division



1999



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

2000

Initiation of research on innovative medications

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



2001



Opening of a second manufacturing plant in Ksawerów

2002

# 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

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

Establishment of a representative office in Kazakhstan

Official opening of the Research and Development Centre

Opening of representative offices in the Czech Republic and Slovakia



2003

2005-2009

2010

2011-2012

2013

2013-2015

2016

2017



A scientific and industrial consortium is established

Establishment of a representative office in Ukraine

Initiation of sales via Adamed Laboratorios in Spain

Establishment of a representative office in Russia

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

Purchase of a controlling stake in the Vietnamese Davipharm company

# The company's history 3/3


Opening of the Pilot Plant in Pabianice



2018

2019



 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



2020

2021



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



2022

2023



 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



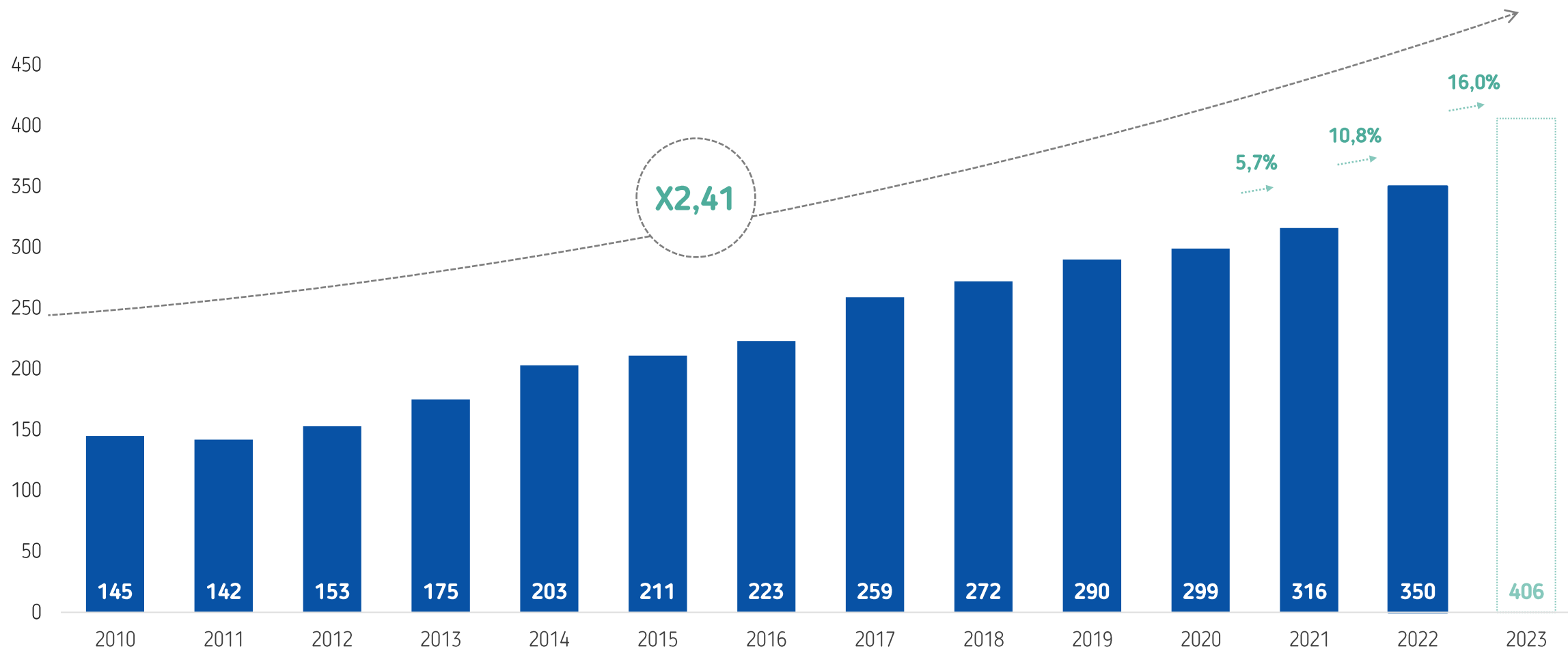
**~ 500**  
products



**~ 2700**  
Coworkers

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

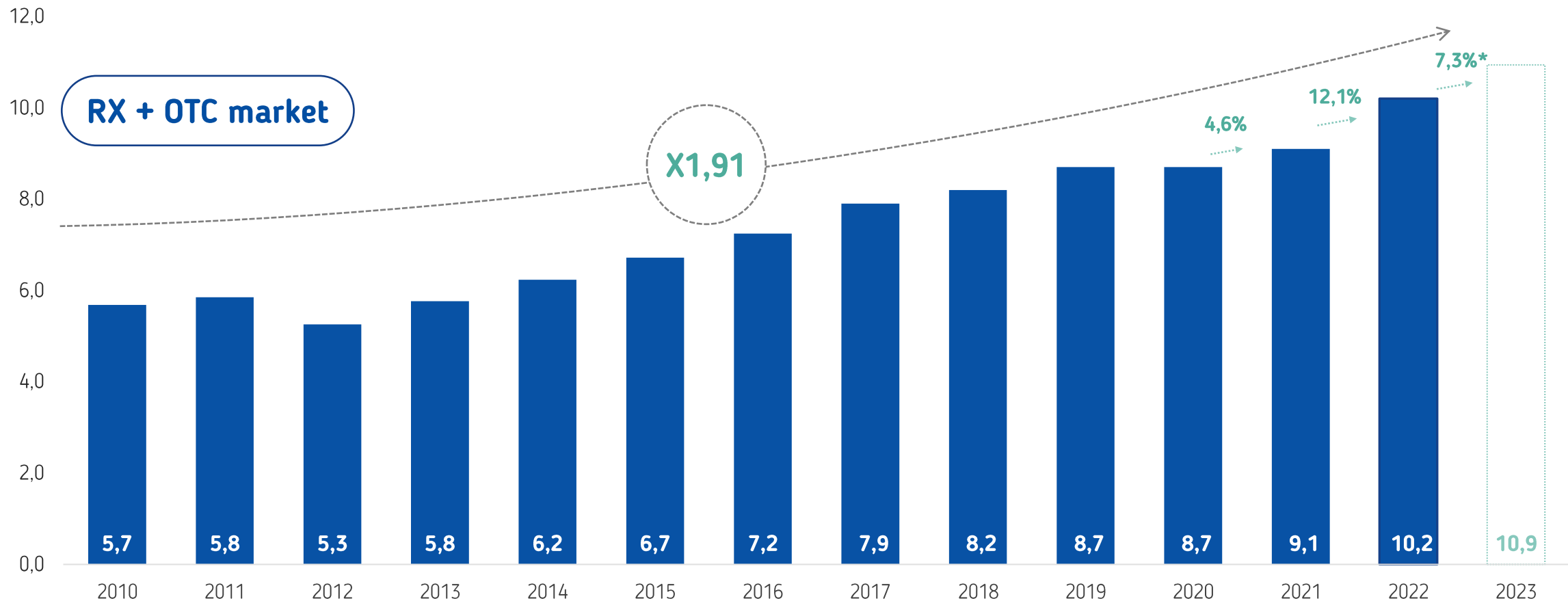
Gross sales, EUR mln



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

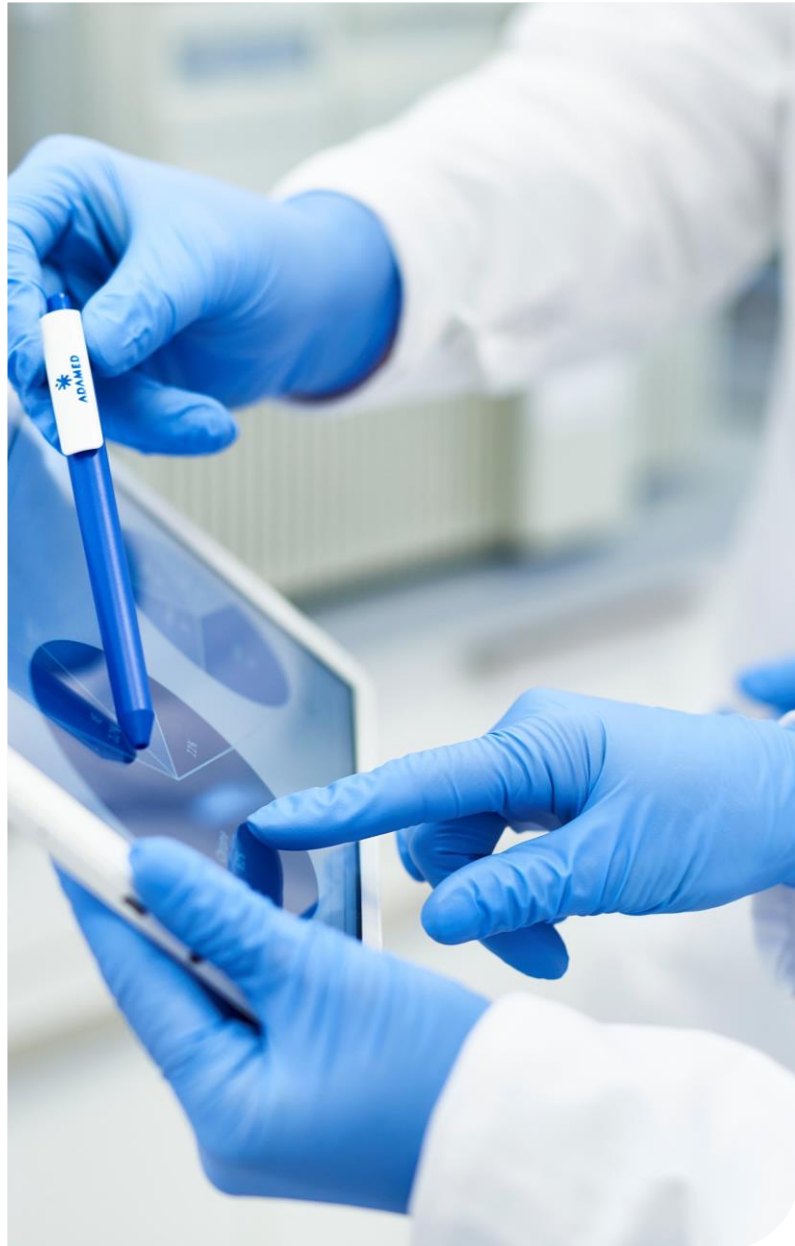
TOP 15 companies ranking, sell-in

	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



**over 200**  
researchers



**over 200**  
patents



**88** technical  
solutions

**36,2 MLN EUR**  
for R&D projects in  
2022

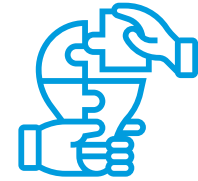
# Development of innovative generic drugs

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



**48**

**development projects**



**3**

**co-developments**

Early phase clinical trials

2022

24

2023

19

Late phase clinical trials

6

6

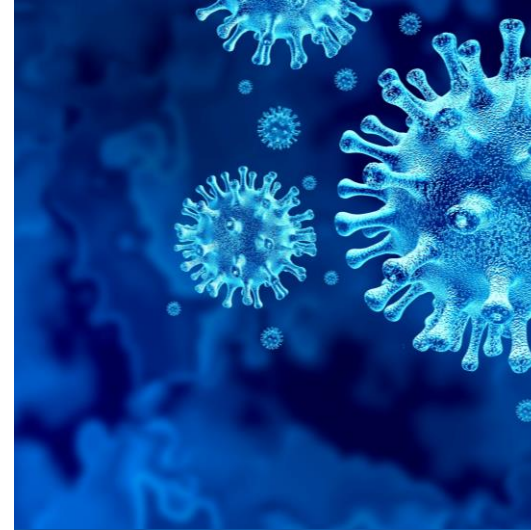
# Development of original drugs



**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

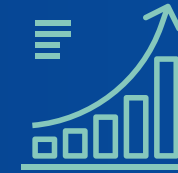
TPM/SMED



# 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

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



## Responsible partner of the economy

We influence economic and social development globally



## 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



# Adamed Expert – expert health portal

## 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



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

→ 8 editions in Poland:

**approx. 70 000**  
registered students

**400 participants**  
of science camps

→ 4 editions in Vietnam



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!**