



Innovators
every single day



ELPEN GROUP OF COMPANIES

PRIVATE COMPANY: Family-owned, not listed

ESTABLISHED: 1965

GROUP: ELPEN Pharmaceutical Co. Inc. | AENORASIS S.A. | WINMEDICA S.A. | ELPEN PHARMA GmbH

TURNOVER 2022:  **185** million € (ELPEN), **330** million € (Group)

EMPLOYEES:  **1.100** (ELPEN), **>1.350** (Group)

PRODUCTION FACILITIES:  **26.000** m² Keratea, Pikermi (Attica)

OFFICES:  **4.000** m² (Athens, Thessaloniki, Berlin)

RESEARCH FACILITIES:  **5.200** m² Keratea, Pikermi, Spata (Attica)

ACTIVITIES:  R&D | Clinical Development | Production | Logistics
Distribution | Regulatory Affairs | Medical Affairs
Market Access | Marketing & Sales | Public Relations
International Operations

GOALS



Establish leading position in local market

Expand international presence

Develop value added medicines (innovative formulations, alternative methods of administration, product repositioning)

ELPEN'S LEADING POSITION IN THE GREEK MARKET

ELPEN is the Leading Pharmaceutical Company in Greece, ranking 6th among more than 300 multinational and local companies. (IQVIA)

CORPORATION YTD	VALUES (mil €) total market 3,1 € bil Sales LC	M.S. %	UNITS (YTD 07/2023)	M.S. %
SELECTED MARKET	1.973.662.737	100,00	254.303.740	100,00
1 VIANEX	118.065.961	5,98	13.920.367	5,47
2 PHARMASERVE-LILLY	86.979.466	4,41	4.351.288	1,71
3 PFIZER	84.562.094	4,28	5.951.103	2,34
4 SANOFI	80.339.870	4,07	14.973.651	5,89
5 VIATRIS	79.696.574	4,04	15.054.859	5,92
6 ELPEN	79.406.719	4,02	10.629.925	4,18
7 BOEHRINGER INGELHEIM	76.399.136	3,87	3.610.815	1,42
8 ASTRAZENECA	70.255.151	3,56	4.426.509	1,74
9 NOVO NORDISK	69.065.544	3,50	1.055.834	0,42
10 MENARINI	65.666.411	3,33	6.060.837	2,38
11 BAYER HEALTH CARE	63.137.366	3,20	3.744.022	1,47
12 NOVARTIS	59.209.736	3,00	6.907.165	2,72
13 GSK PHARMA	54.636.712	2,77	7.632.110	3,00
14 INNOVIS	46.592.233	2,36	6.540.973	2,57
15 MERCK SHARP DOHME	39.042.396	1,98	585.496	0,23
16 WINMEDICA	36.089.780	1,83	4.478.967	1,76
17 RAFARM	33.703.806	1,71	3.997.955	1,57
18 HALEON	33.393.811	1,69	7.841.784	3,08
19 UNI PHARMA	33.267.835	1,69	17.115.256	6,73
20 VIAN	31.953.472	1,62	15.233.078	5,99

IQVIA, MAT 07/2023

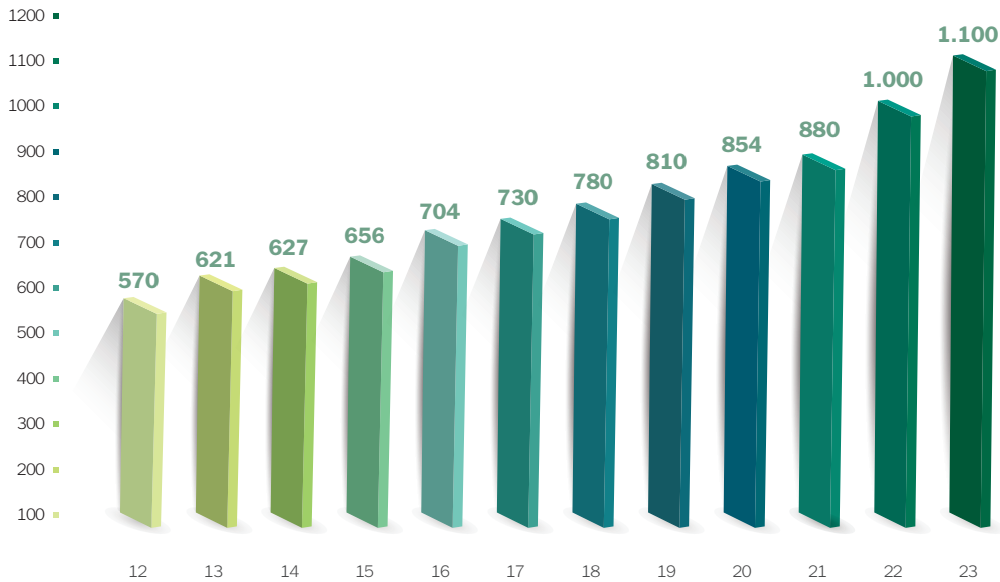
Efficient product selection and dedication to quality, by applying the highest production standards and efficient quality controls, are the determining factors for ELPEN's performance.



1100
employees

ELPEN's EMPLOYEES INCREASE OVER THE YEARS

The successful transformation of ELPEN into the leading local player is due to our people, their commitment to ELPEN's business goals and their dedication to customer's needs.



Marketing and Sales Force Teams comprise a significant section of ELPEN's employees (300 people). They are the largest and most effective pharmaceutical sales team in Greece, visiting more than 24,000 doctors in all major medical specialties and 6,500 pharmacies in Greece.

300
Marketing & Sales

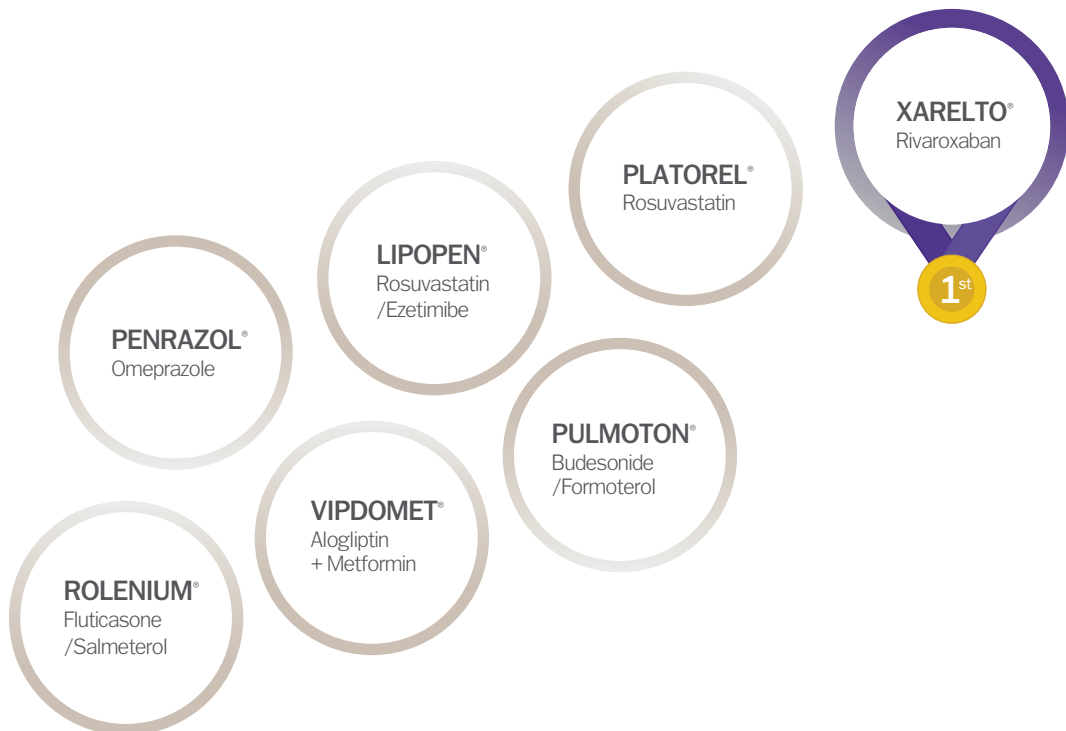


ELPEN's PRODUCTS IN GREECE

ELPEN specializes in branded generics and originator pharmaceuticals through collaborations with multinational companies.

The quality of our products and our company's commitment to ethical standards have won over the trust and loyalty of the local medical and pharmaceutical communities, resulting in ELPEN's confidence in conducting business as a multinational pharmaceutical company.

Seven (7) products promoted by ELPEN are within the **TOP 100 BEST SELLERS** in Greece



COLLABORATIONS IN THE GREEK MARKET

We proudly offer extensive experience in all types of partnerships including licensing-in, co-marketing, co-promotion, distribution, third-party services and contract manufacturing. ELPEN is the partner of choice for the Greek market as shown below:

COMPANY	COUNTRY	SINCE	PRODUCT (API)	ANNUAL SALES
Italfarmaco	IT	1990	Legofer [®] (iron proteinsuccinylate)	over 3,2M€
Bayer	DE	2012	Xarelto [®] (rivaroxaban)	68,3M€
Ferring	CH	2012	Tractocile [®] (atosiban)	1,6M€
Takeda Pharma	CH	2015	Vipidia [®] (alogliptin)	14,3M€
		2015	Vipdomet [®] (alogliptin + metformin)	
		2015	Incesync [®] (alogliptin + pioglitazone)	
Servier	FR	2018	Prestalia [®] (perindopril + amlodipine)	1,2M€

ELPEN offers significant experience in all required aspects for the dynamic introduction and promotion of pharmaceuticals in Greece.



RESEARCH & DEVELOPMENT

Pharmaceutical Development

The departments of Intellectual Property, Formulation, Analytical, Regulatory and Clinical/Medical Affairs focus on delivering Generic & Value Added hybrid pharmaceutical products for Greece, Europe and International markets.

DRY POWDER INHALERS

PRODUCTS

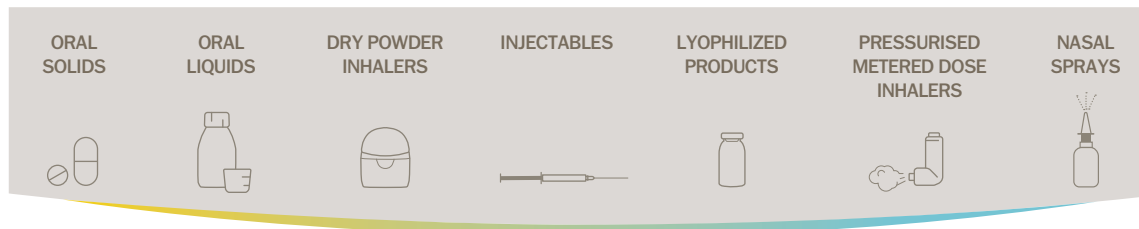
Device
Elpenhaler® Main indication
Asthma, COPD



NEW pMDi: (Beclomethasone / Formoterol): **under development**
Nasals: (Azelastine / Fluticasone): **under registration**

Value Added Products: ELPEN maintains continuous contact with KOLs.

PHARMACEUTICAL FORMS DEVELOPED



66
People
in R&D

5-7
New Dossiers
per year

850
Marketing
Authorizations EU

276
Marketing
Authorizations Non-EU



NEW STATE OF THE ART
pMDI DEVELOPMENT & MANUFACTURING FACILITY IN GREECE





EXPERIMENTAL BIOMEDICAL RESEARCH & TRAINING

Experimental Biomedical (Translational) Research and Training in Greece

In 1500 m² facilities at Pikermi, equipped with state-of-the-art instrumentation, ELPEN's Experimental, Educational and Research Center counts 26 years of operation.

The Center is recognized today as the **biggest privately owned Experimental and Applied Biomedical Research laboratory for education and translational research in Greece**, and among the ten most prominent in Europe.

ELPEN's center operates under two pillars:

Research: Partnering with Medical/Scientific Societies, Universities and Hospital Clinics to perform research on innovative ideas.

Education: Developing and offering a series of accredited educational programs for Greek and foreign qualified specialists, young doctors and other scientists.

RESEARCH FIGURES

Over
380
research
protocols

Over
20
areas of
research

Over
30
medical
specialties

Around
13.500
researchers have visited
our facilities

Over
760
presentations in
international congresses



THE FIRST BIOTECHNOLOGY PARK IN GREECE



Athens
LifeTech
Park

ELPEN is investing approximately €35 m. in the Athens LifeTech Park (ALTP), a modern Biotechnology Research & Innovation Hub, the first of its kind established in Greece, which aims to bring Greece to the forefront of health and life sciences.

Athens LifeTech Park's goal is to advance drug discovery & development in Greece by providing a range of supporting services and the guidance of experienced pharma/biotech executives and entrepreneurs. It will host an ecosystem of activities, including Preclinical Research Services, a plug-n-play Biotech Incubator for new startup ventures, and a Translational Research Center along with a modern Conference Center.

Athens LifeTech Park will be hosted in a nearly **10,000 m²** capacity facility equipped with state-of-the-art research equipment. The new building is expected to be completed and operational within 2025, with the aim of creating a vibrant life sciences environment within its premises and further advance the Biotechnology ecosystem within Greece.



INTERNATIONAL BUSINESS DIVISION

ELPEN is always aiming towards establishing successful alliances and becoming the partner of choice for innovative and branded generics worldwide.

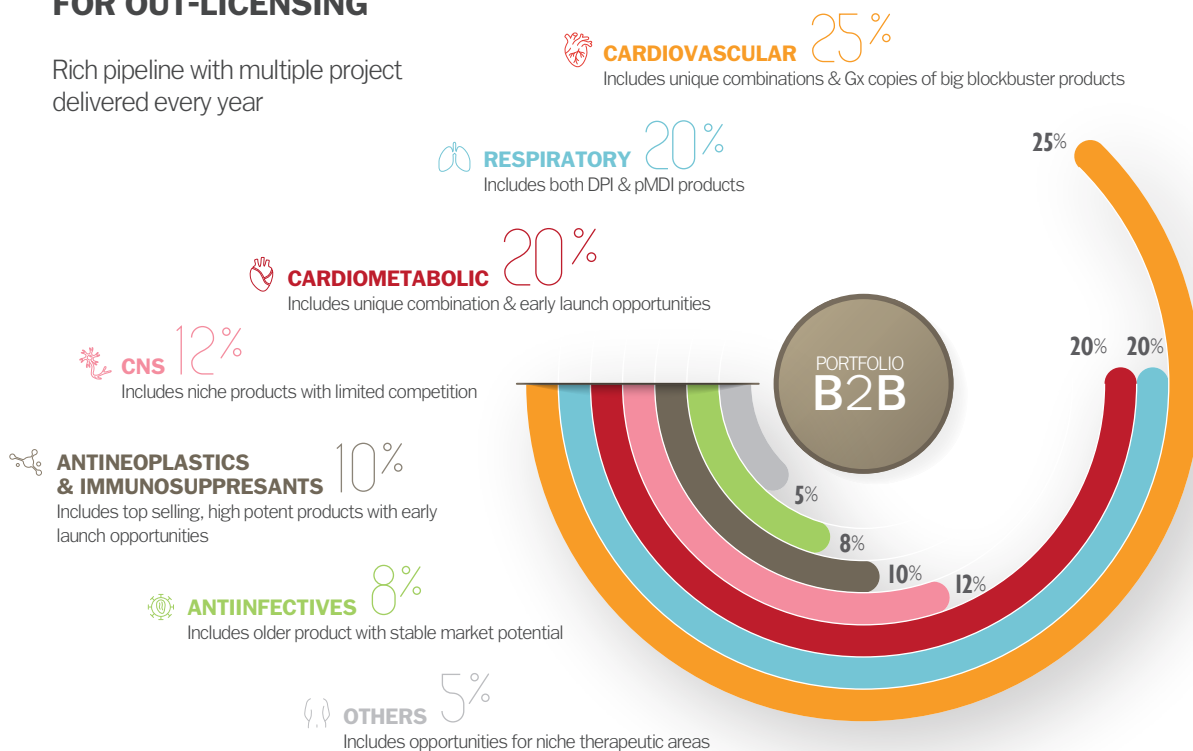
In order to achieve this, the goal of our International Business Division is to explore all possible collaborations related to ELPEN's products through flexible business models and always supported by ELPEN's departments of R&D, Production, Quality Assurance, Patents, Regulatory Affairs and Customer Service.

TOTAL QUALITY MANAGEMENT

- ELPEN implements a product quality policy as instructed by the standards required by the law.
- ELPEN is committed to operate in accordance to ISO standards, the Good Manufacturing & Laboratory Practices and the Good Storage & Distribution Practices.

PRODUCTS AVAILABLE FOR OUT-LICENSING

Rich pipeline with multiple project delivered every year





www.elpen.gr

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