



# **CREATING VALUE**

**From Design to Production**

# INTRODUCTION

**GAP SA. is one of the oldest manufacturers of pharmaceuticals in Greece, which demonstrates a successful and an uninterrupted operation for more than a half of century.**

**The company was founded in 1949 by the brothers Georgios and Athanasios Papathanasiou, who continued the long family tradition of pharmacists, going back to the 19th Century.**

**From the first day of its operation until today, GAP remains undoubtedly committed to a basic code of principles, emphasizing quality, safety, efficacy and innovation of its products.**

1949

A close-up photograph of a hand holding a white, oval-shaped pill. The hand is positioned in the lower half of the frame, with the thumb and index finger gripping the pill. The background is a soft, out-of-focus light blue and white, suggesting a clean, clinical environment. The lighting is bright and even, highlighting the texture of the skin and the smooth surface of the pill.

# GAP TODAY

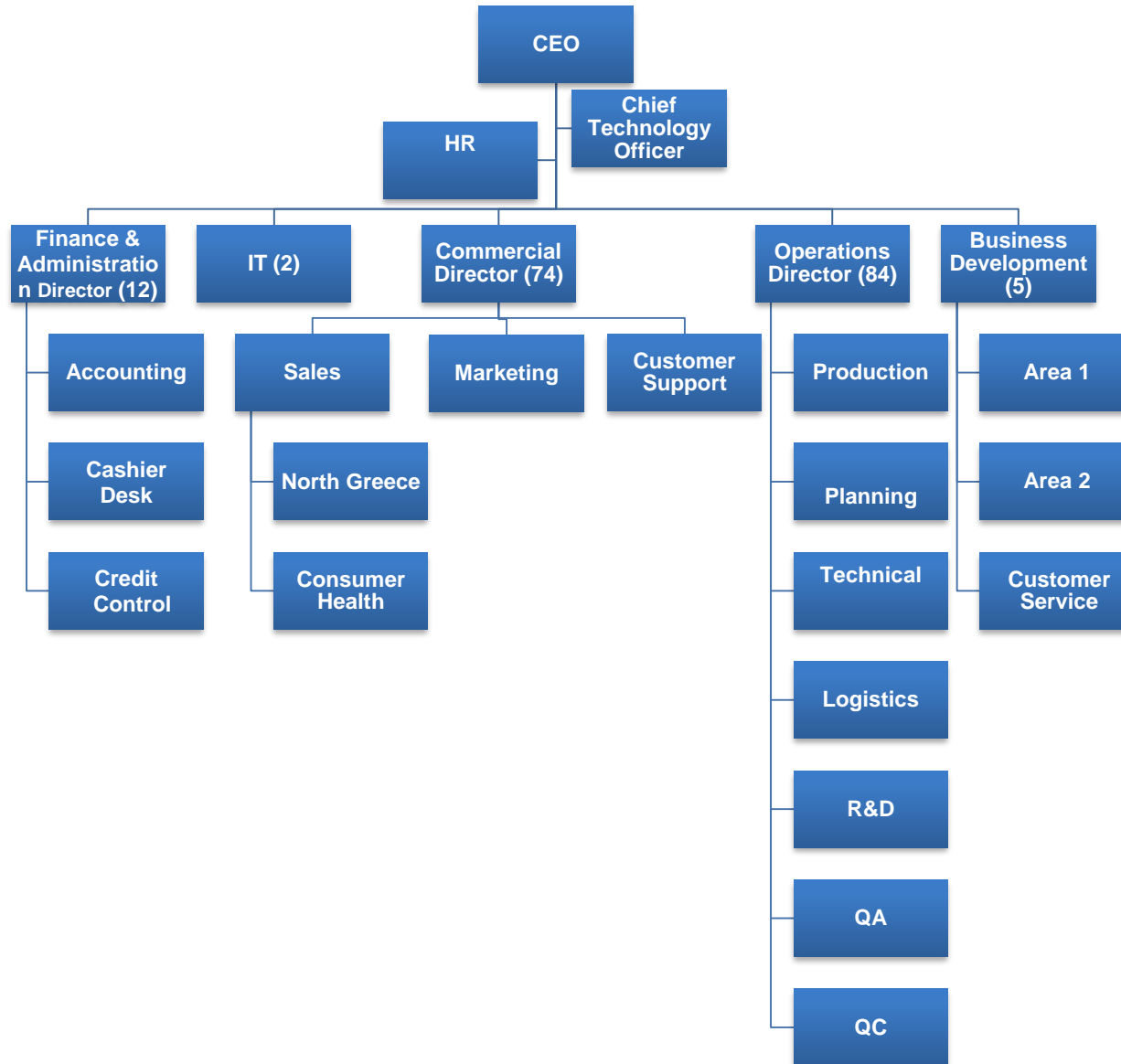
**GAP manufactures its products exclusively in privately owned facilities covering 5,800 m<sup>2</sup> in Athens, Greece founded in 1968.**

**GAP adheres to GMP and HACCP requirements.**

**GAP as vertically integrated, employs areas production, technical support, quality control, R&D, storage and distribution.**



# ORGANISATIONAL CHART





## **GAP MANUFACTURING CAPABILITY :**

- **soft gelatine capsules (Rx, OTC, hormonal, food supplements and cosmetics)**
- **tablets (film coated, gastro resistant)**
- **hard capsules (sustained release pellets)**
- **injectables (ampoules and prefilled syringes )**

# BUSINESS UNITS

GAP operates in 3 principal areas:

1. **Contract manufacturing of soft gelatin capsules** in its state-of-the-art equipped facilities
2. Development, production and marketing of **generic and innovative pharmaceuticals** in the Greek and international markets
3. Development, production and marketing of **nutraceuticals under EVIOL brand** or under private label

A dedicated personnel of 172 highly trained people, utilize their experience for the developing, manufacturing, marketing and exporting supreme quality of products and services.



# OUR ACHIEVEMENTS

- **GAP is one of the largest European contract manufacturers of Isotretinoin with an annual production of over 200 million gelatin capsules**
- **GAP is the regional leader in soft gel capsules manufacturing.**
- **GAP holds over 60% market share for Vitamin E soft gelatine capsules in Greece**
- **GAP Branded Food Supplements B Complex & Brain Function soft gelatine capsules rank as the fastest growing in their respective categories in Greece.**

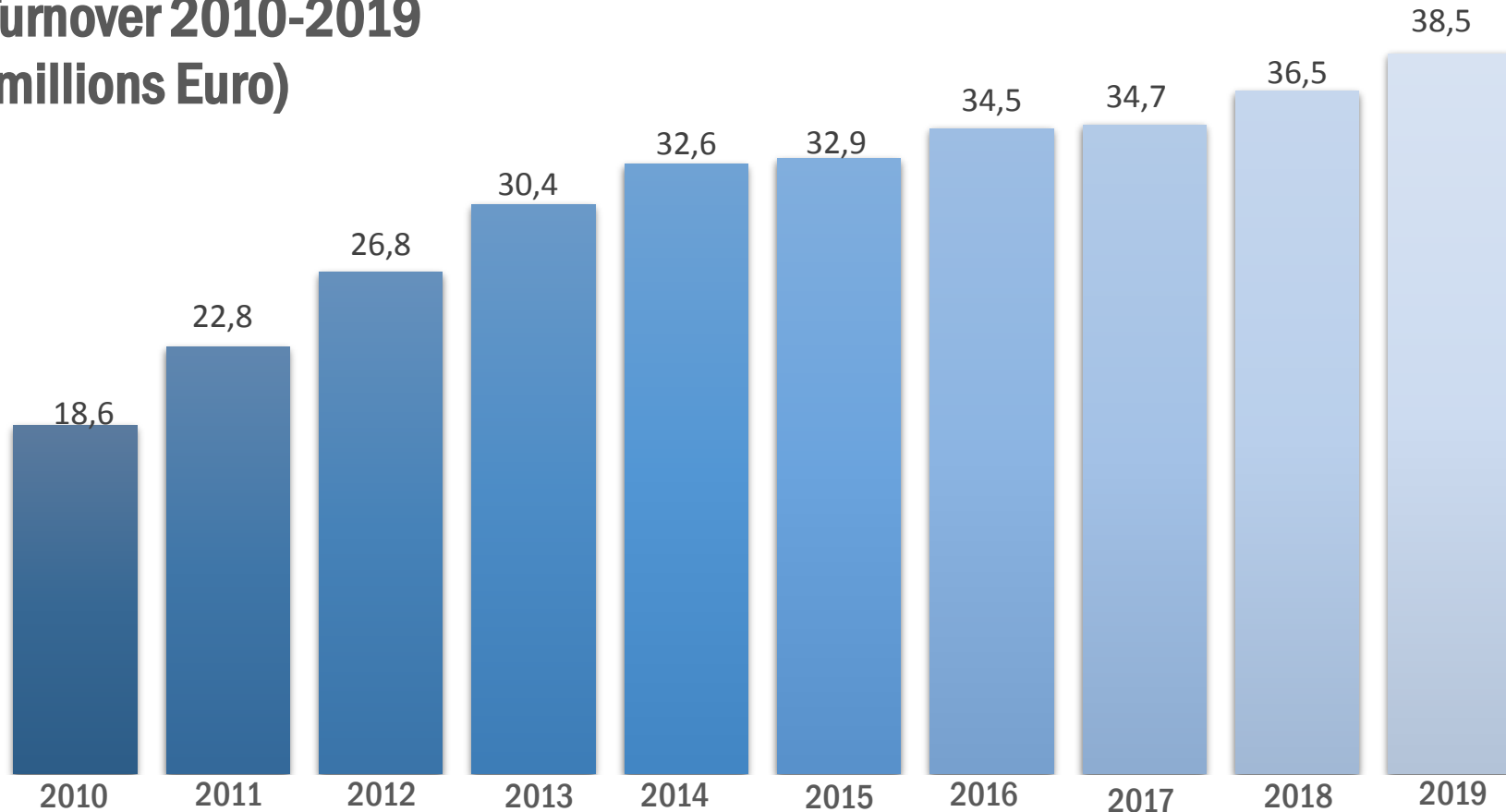


# OUR ACHIEVEMENTS

- **GAP, today is the No.3 healthcare doctor's choice in the TOTAL Greek Market of Generic Preparations**
- **GAP dominates CVS & CNS category of generics in Greece**
- **GAP ranks within the top 50 Greek companies, in terms of financial stability, development rate and employee satisfaction**
- **GAP is within the top 150 manufacturers of generics in Europe**

# ECONOMIC INDICATORS

## Turnover 2010-2019 (millions Euro)



GAP demonstrates constant economic growth over the years  
Period 2010-2019: **Turnover has increased by 107%**

# SUSTAINABLE GROWTH

Evolution defined by sustainable growth:

- **Expertise** on soft caps production
- **Flexibility** on client service
- Successful **penetration** of global markets
- **Continuity** in our quality standards

# **SOFT GELS CAPSULES**

GAP has been utilizing soft gel capsules technology  
**since the mid 70s.**

**GAP remains the only such manufacturer in Greece**  
and one of the few in Europe capable of offering flexible and cost-  
effective services under EUGMP and HACCP.

**GAP serves as CMO for numerous partners in**  
**Europe:** Austria, Bulgaria, Croatia, France, Germany, Italy, Spain  
and Switzerland

**MENA:** Iran, Kuwait, Saudi Arabia, Turkey and UAE

**Asia:** Hong Kong, Taiwan, Vietnam



# OUR CONTRACT MANUFACTURE SERVICES

## All services you need from your CMO: **One Stop Shop**

- **procurement:** raw materials purchased in compliance to the customer's specification & guidelines
- **tech transfer:** trial & validation batches are produced alongside with customer with no hidden costs
- **production flexibility:** different shapes, colors and sizes and gelatin sources
- **flexible lead times:** from 60 to 90 days
- **regulatory support:** provision of all necessary documentation & certificates
- **local conditions:** performing Stability tests covering all climatic Zones
- **R&D support:** experienced team can support you from design until production
- **quality control:** raw materials & final product analysis under EUGMP & HACCP
- **account management system:** dedicated Customer Service Dept with SPOC
- **terms of delivery:** from ExW to DDP under controlled temp carriage with GDP

# PRODUCTION CAPABILITIES & CAPACITIES

GAP soft gel caps production lines, operating under EUGMP/ HACCP guidelines.

We have the capacity to encapsulate any formulation in our **Class D facilities** : Rx, OTC, Hormonal, Food Supplements and Cosmetic Formulations.

## **Utilized capacity:**

The plant today operates on an average of 46 weeks/year, 1-2 shifts with an annual production of **over 400 million soft gelatin capsules**

## **Maximum capacity:**

**3 billion soft gelatin capsules per year**



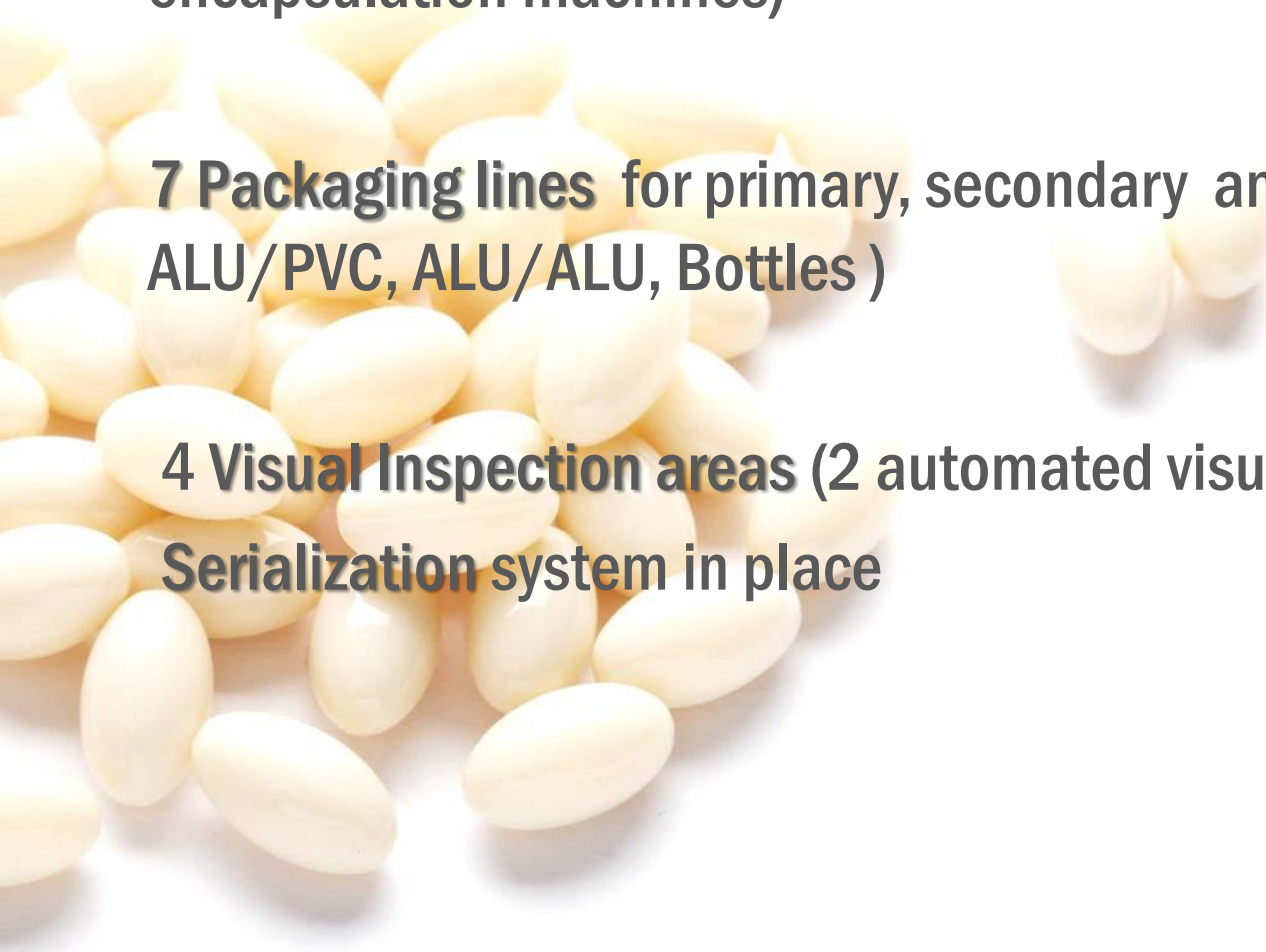
# PRODUCTION CAPABILITIES & CAPACITIES

**5 Production lines of soft capsules (4 encapsulation areas/ 5 encapsulation machines)**

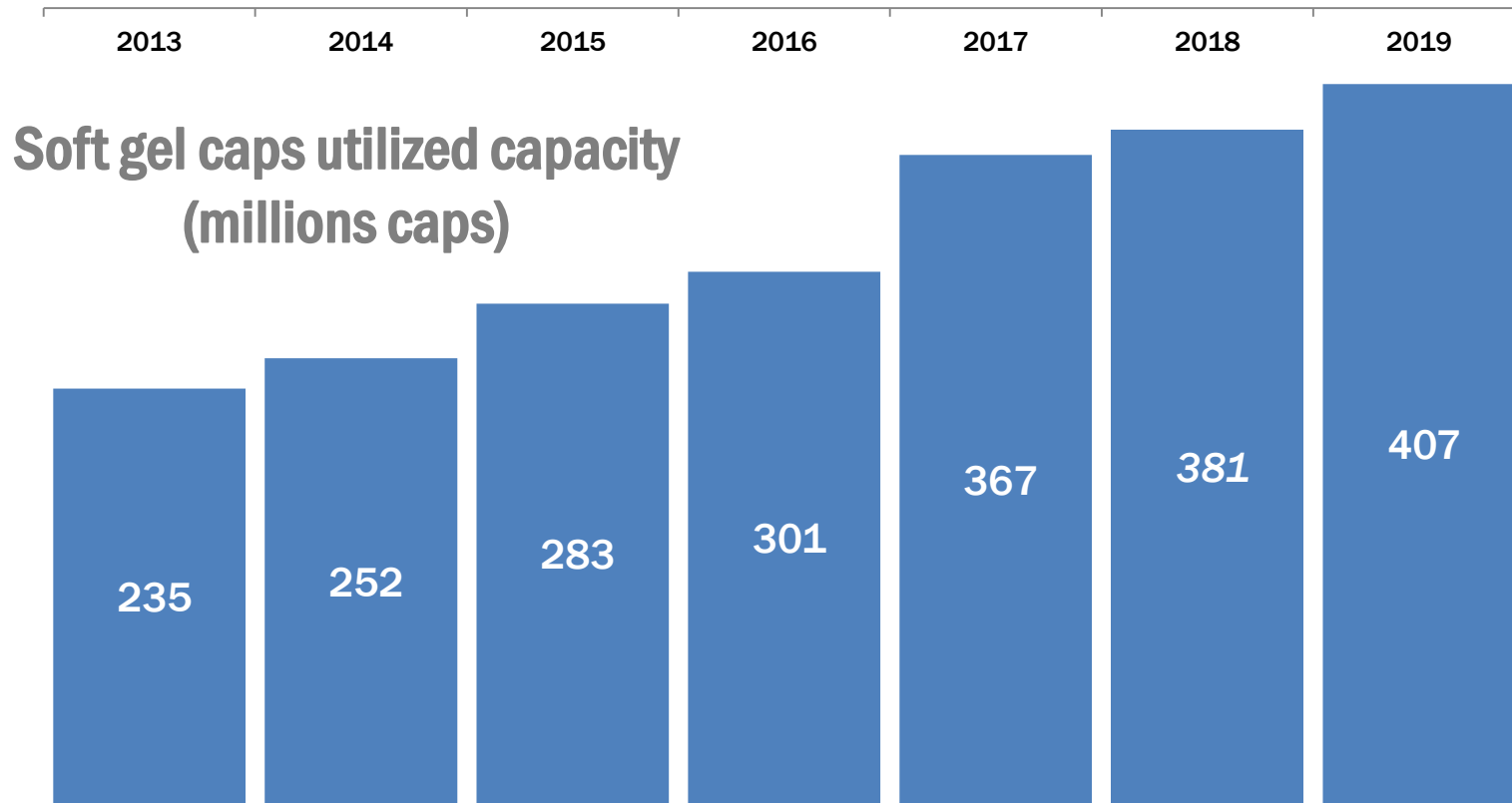
**7 Packaging lines for primary, secondary and bulk packaging, (blister ALU/PVC, ALU/ALU, Bottles )**

**4 Visual Inspection areas (2 automated visual inspection systems)**

**Serialization system in place**



# SOFT GEL CAPS PRODUCTION



Soft gel caps Production has **augmented by 73%** in the past 6 years

# SUSTAINABLE GROWTH

The overall increase in our production in soft gel capsules does not only mirror our industrial capacity and our determination to invest in growth, it also manifests a **success story in meeting the most demanding needs of our clients.**



**PHARMACEUTICALS**

# LEADERS IN GENERIC MARKET

GAP is third largest generic drug company in Greece and **No.1 in the Cardiovascular and Central Nervous System** therapeutic drug categories.

GAP pharmaceutical portfolio is compiled of **formulations developed and manufactured in-house** and formulations acquired through distribution or Licensing Agreements.

Our marketing and sales department employs **over 70 dedicated professionals**





Our pharmaceutical brands are defined by the values of  
**quality, efficacy and reliability**

# **NUTRACEUTICALS**



# GAP BRANDED NUTRACEUTICALS

**EVIOL**

**Brain Function**

Μνήμη & πνευματική απόδοση  
 Με Ginkgo biloba, φωσφατιδική σερίνη  
 Συμπλήρωμα διατροφής

30 μαλακές κάψουλες

---

30 παγακέρ κρυστάλλοι

Συμπληρώματα διατροφής φαρμακευτική αγωγή με θιμικό ριζοειδές αμόρφο  
 Μνήμη & πνευματική

**ΒΡΑΙΝ ΞΥΝΧΤΙΟΝ**

**EVIOL**



# THE LEADING BRAND EVIOL



**EVIOL brand has become synonymous with GAP's growth, gaining the trust of consumers worldwide, promoting an integrated health care and beauty system.**

# RESEARCH & DEVELOPMENT



Our R&D department consists of **highly qualified people** with expertise in:

**Drug formulation**

**Organic chemistry**

**Analytical chemistry**

**Biochemistry**

**Drug technology**

Our R&D department is constantly working on developing formulae on pharmaceutical & nutraceuticals specializing in soft gel caps technology

# R&D EXCELLENCE



# R&D EXAMPLES IN PHARMACEUTICALS

## Hormonal

Dutasteride 0.5mg soft gel caps – Avodart, Novartis

## Novel formulations

Tadalafil GAP 20mg, 10mg, 5mg soft gel caps – Cialis, Eli Lilly tab

## Gastro-resistant tablets

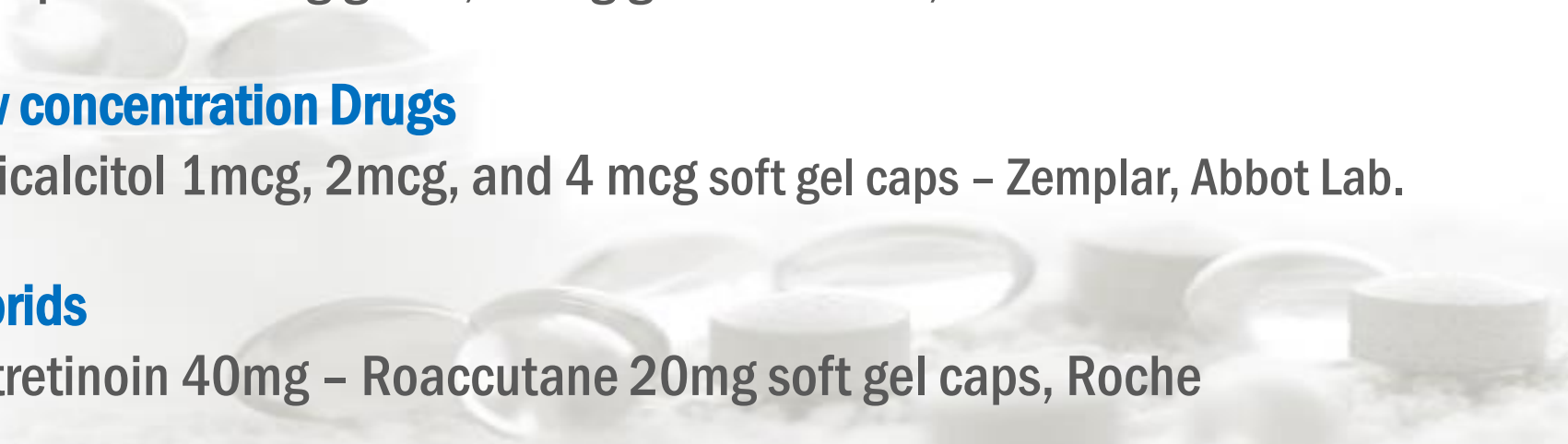
Rabeprazole 10mg gr tbs, 20mg gr tbs – Pariet, Eisai Ltd

## Low concentration Drugs

Paricalcitol 1mcg, 2mcg, and 4 mcg soft gel caps – Zemplar, Abbot Lab.

## Hybrids

Isotretinoin 40mg – Roaccutane 20mg soft gel caps, Roche



# FOOD SUPPLEMENTS

## **Product design**

The actives and the **quantity** selection in our Food supplement range is guided by EFSA **claims**.

## **Product production**

Wide range of formulation capabilities (suspensions with different materials) and a selection of any capsule shape, color and size.

## **Choice of gelatin**

Bovine, Pork, Fish and Vegetable (under development)

## **Soft-gelatin capsule coating**

(enteric, odor masking)

# R&D OVRERVIEW OF FOOD SUPPLEMENTS

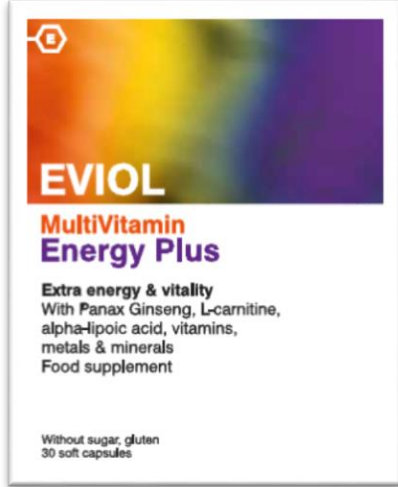
GAP is developing and producing numerous nutritional supplements that support areas of:

- **Central Nervous System**
- **Cardiovascular**
- **Sport nutrition**
- **Man & Woman wellbeing**
- **Immune system support**
- **Bones & Joints support**

that include Vitamins (fat-soluble/water-soluble), minerals, plant extracts, fish oils, seed oils, phospholipids, amino acids, carotenoids and ubiquinone in formulas based on **suspensions** or **solutions**





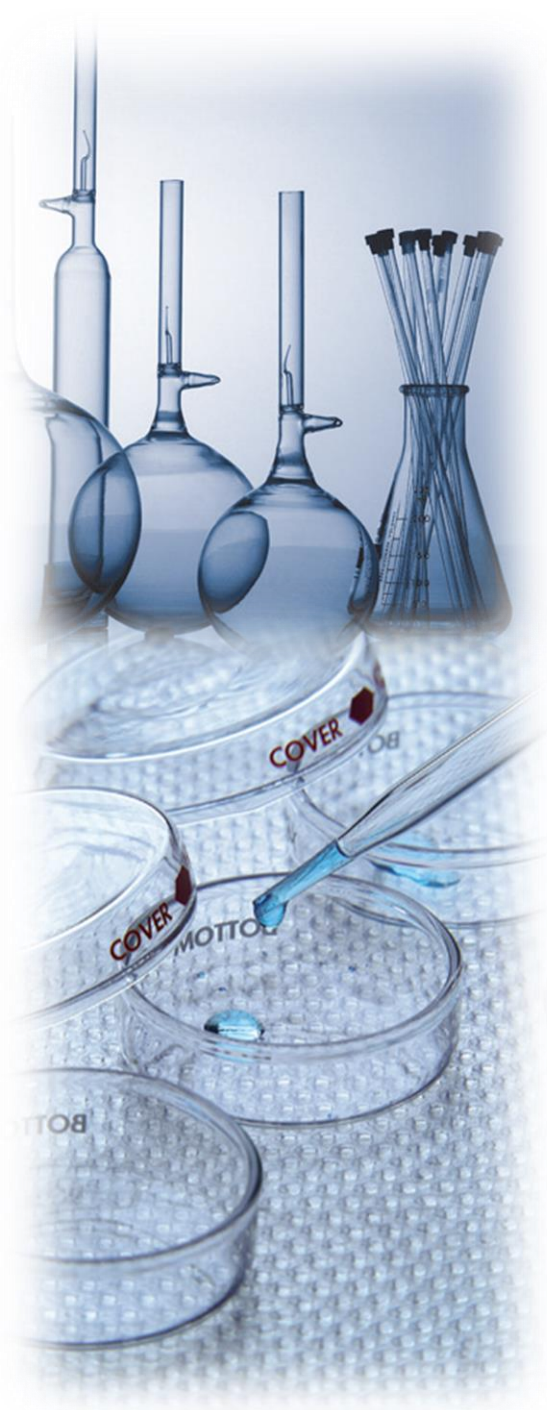


## EVIOL MultiVitamin Energy Plus

We are experienced and capable of developing complex formulations in soft gelatin capsules combining **26** ingredients of oils, minerals, vitamins

Ingredient	Label claim per capsule
Ginseng Panax extract	50,0 mg
Vitamin B1 (Thiamine)	4,3 mg
Vitamin B2 (Riboflavin)	5,0 mg
Vitamin B3 (Niacin)	24,0 mg
Vitamin B5 (Pantothenic acid)	18,0 mg
Vitamin B6 (Pyridoxine)	5,0 mg
Vitamin B12 (Cyanocobalamine)	20 µg
Vitamin C (Ascorbic acid)	140,0 mg
Folic acid	300 µg
Biotin	70 µg
Choline	42,0 mg
Magnesium	60,0 mg
Iron	14,0 mg
Zinc	8,0 mg
Manganese	2,0 mg
Chromium	60 µg
Molybdenum	75 µg
Copper	1,0 mg
Selenium	55 µg
Iodine	150 µg
L-Carnitine	20,0 mg
Alpha-lipoic acid	20,0 mg
Vitamin E	14,0 mg
Vitamin D (Cholecalciferol)	5 µg
Vitamin A	800 µg
Lutein	500 µg

# QUALITY CONTROL



## QUALITY CONTROL & ANALYTICAL DEVELOPMENT

Our quality control department consists of **highly qualified people** and are responsible for the testing of all incoming materials, intermediate and final products.

GAP employs **completely equipped Microbiology and Pharmaceutical laboratory** with state of the art equipment. (HPLCs, Near-IR, FT - IR, TOC, UV spectrophotometer, gas chromatographers, dissolution & disintegration testers and stability chambers for zones 2, 3, 4a & 4b).



**corporate headquarters**

99 Poseidonos Ave, 16674 Glyfada, Greece

**manufacturing site**

Agissilaou 46, 17341 Athens, Greece

**[www.gap.gr](http://www.gap.gr)**

for more information please contact

**email: [softgels@gap.gr](mailto:softgels@gap.gr)**

**tel: (+30)2109310980**