

## EXPANDING PATIENT ACCESS TO INNOVATIVE TREATMENTS



PHARMACEUTICAL UNIT



Dear Partners,

Over the past 33 years, our company has continuously sought innovative products, economies of scale and high quality, initially in raw materials and more recently in medicines and APIs.

In recent years we have focused our efforts particularly on the HIV, Hepatitis C and Oncology areas.

With a team of doctors and specialists in each area of operation, we have developed a portfolio of medicines essential for treatment of each of these pathologies.

In order to speed up and minimize the critical stages of development, ensuring quality and supply, we acquired an API unit early in 2016.

Our experience supplying medicines for treating HIV in Brazil makes us confident of our ability to expand our operations into other countries.

We are also looking for partners with innovative products in the area of oncology for the Latin American market.

We at Blanver live our mission intensively, that is to develop, produce and incorporate quality, competitive and innovative products in our portfolio, always striving to promote patient health, quality of life and well-being.

**Sérgio Frangioni**  
Blanver Group

## TIMELINE



**1984**

BLANVER is founded by Giuseppe Frangioni with an Excipients Unit

Production of antiretroviral drugs (through outsourcing)

**2005**

## MAIN HIGHLIGHTS

### 1996-2000

Foundation of the Pharmaceutical Contract Manufacturing Unit

Offices opened in Europe and the USA

## COMPANY PROFILE



**Blanver is a Brazilian multinational company that develops and manufactures medicines and APIs.**

In our pharmaceutical unit, we currently manufacture HIV & Hepatitis solid oral forms for patients in Brazil through partnerships with the Ministry of Health and official laboratories.

Blanver develops, produces and incorporates quality, competitive and innovative products in its portfolio, always striving to promote people's health, quality of life and well-being.

We currently have two manufacturing plants in São Paulo, Brazil.



**Brazilian  
Pharmaceutical  
Company**



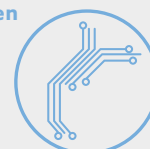
**High R&D  
Investment**



**Compliance-driven**



**Modern  
Infrastructure &  
Labs**



**Cutting-edge  
Technology**

1<sup>st</sup> dose combination:  
tenofovir + lamivudine  
for HIV in the PDP  
model

**2013-2014**

**2009-2011**

1<sup>st</sup> PDP\* in Brazil: tenofovir

New pharmaceutical plant

**2015-2017**

Contract manufacturing and  
excipients divestment

Focus on the development and  
production of own medicines

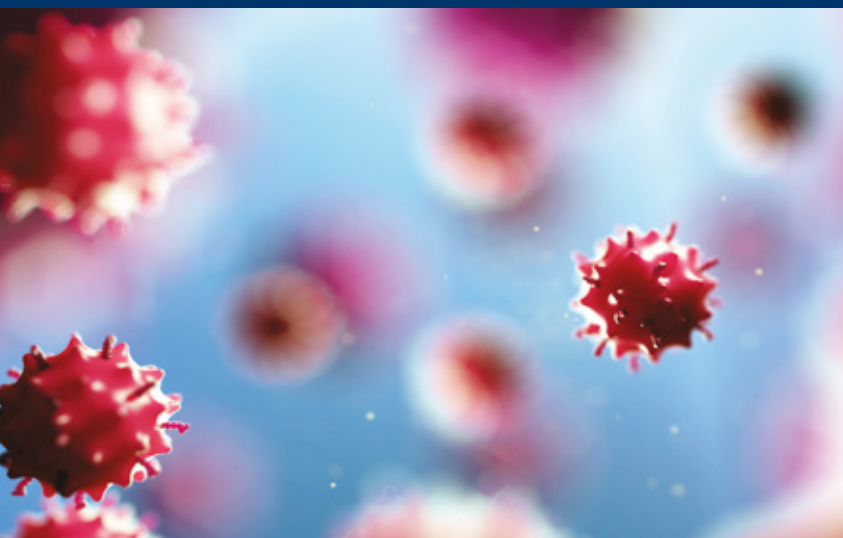
API Unit acquisition

Internationalization plan for  
our Pharmaceutical Unit

Oncology Business Unit

\*PDP: Productive Development Partnership, for the development, transfer and absorption of technology and production from private to public laboratories. Established by the Brazilian government in 2009 with a focus on distribution of strategic medicines to the Brazilian population. This policy stimulates local production of high-cost drugs and guarantees these producers a long-term contracts with the government.

## GROWTH STRATEGY



# HIV and Hepatitis Care

## PDP - Productive Development Partnerships

1<sup>st</sup> Pharma company in Brazil to have a PDP approved by the Brazilian government for supply of strategic products. We are committed to promoting health and well-being and are working continuously to increase patient access to innovative treatments.

## Verticalization

We manufacture APIs for our medicines. By producing strategic APIs, we gain better knowledge of our final products, since we have vertical control of the critical production stages.

## Internationalization

With the objective of expanding our presence in Brazil and internationally, our strategy is to increase our operations in the international market through partnerships to export our medicines in the HIV and Hepatitis segments.

In HIV and Hepatitis, our focus is on building a portfolio with the main treatment lines recommended by the World Health Organization and the Brazilian Ministry of Health, thus meeting the needs of both the local market and our internationalization plan.

We are certified by ANVISA and are in the process of receiving certification from the main international regulatory agencies, such as the WHO, EMA, FDA, and Health Canada, in order to support our internationalization strategy.

## Quality



### International GMP certification plan

- **EMA:** 2018
- **WHO:** 2018
- **Health Canada:** 2018
- **FDA:** 2019

# Oncology

## A new frontier for Blanver

With a dedicated oncology unit, our focus is on providing access to the main cancer treatments: prostate, breast, lung, among others.

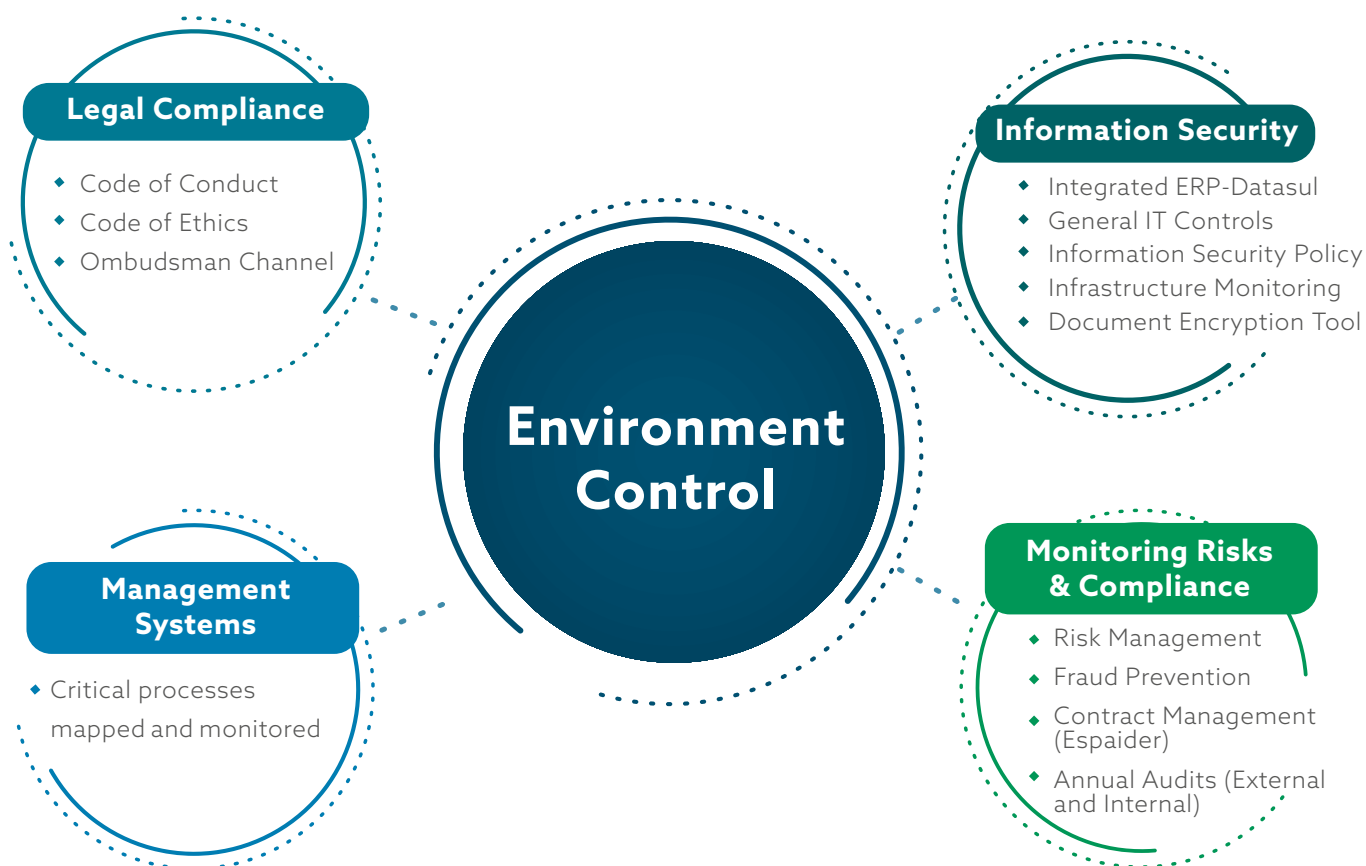
We are looking for strategic alliances with partners of recognized international quality who share our values in order to promote patient health and well-being.

We are open to in-licensing opportunities for Brazil and other Latin America countries.

Become one of our partners!



## Strongly Compliance-driven







## R&D AND CATALOG



### R&D Structure

Blanver understands that innovation is essential for business success and growth, therefore it invests constantly in research and development to offer innovative products.

With a modern infrastructure, labs and cutting-edge technology, our R&D sector is ready to meet the most varied and challenging demands.

We have a highly qualified team, composed of engineers, chemists and pharmacists, many with PhD and Masters degrees.



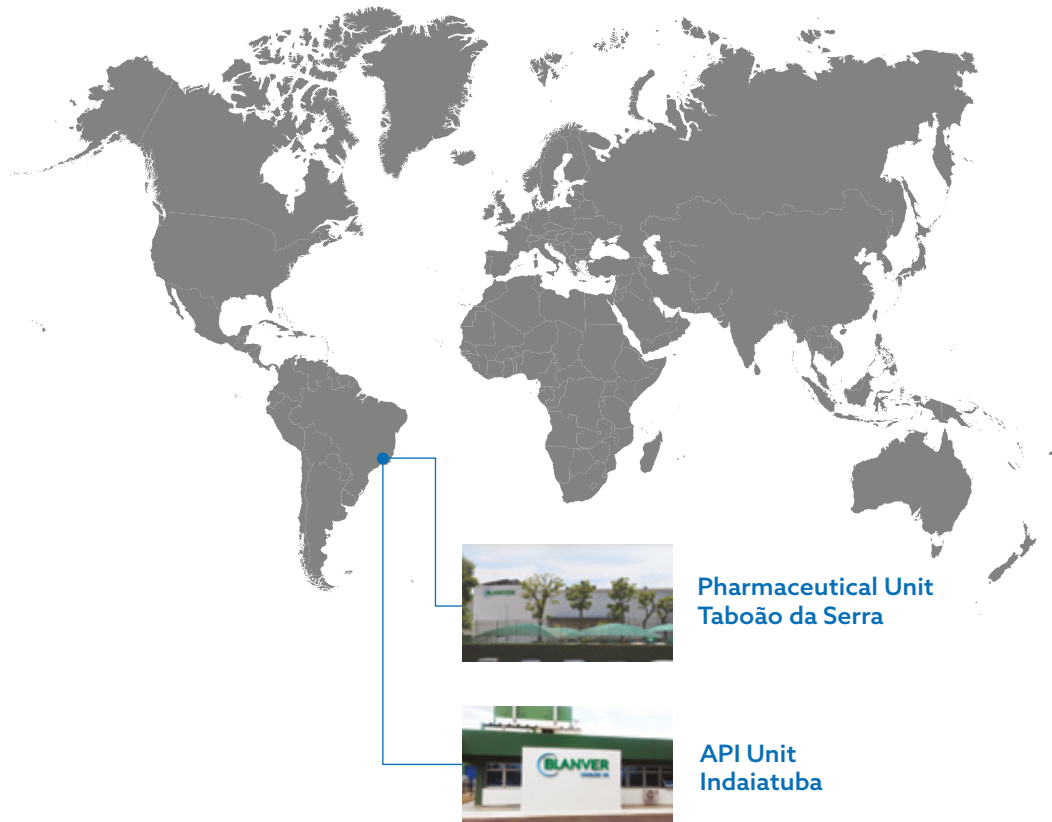
### Catalog Products

Our catalog offers HIV and Hepatitis products.

We also have a dedicated R&D committee for HIV.

# WORKING FOR OVER 30 YEARS WITH PASSION AND A COMMITMENT TO QUALITY

- ◆ HIV & Hepatitis
- ◆ Oncology & Hematology



PHARMACEUTICAL UNIT





## BLANVER GROUP

### Morumbi Office

Rua Francisco Tramontano, 101 - 5º andar - salas 507 a 512  
São Paulo - São Paulo - Brazil  
05686-010  
+55 (11) 4862-0077  
contatobr@blanver.com.br

### Business Development

bd@blanver.com.br  
+55 (11) 4862-0077

### Pharmaceutical Unit

Rua Joaquim Faustino de Camargo, 201  
Taboão da Serra - São Paulo - Brazil  
06767-385  
+55 (11) 4138-8200  
contatobr@blanver.com.br

### API Unit

Rua Hermínio de Mello, 311  
Indaiatuba - São Paulo - Brazil  
13347-330  
+55 (19) 3936-5040  
contatobr@blanver.com.br