

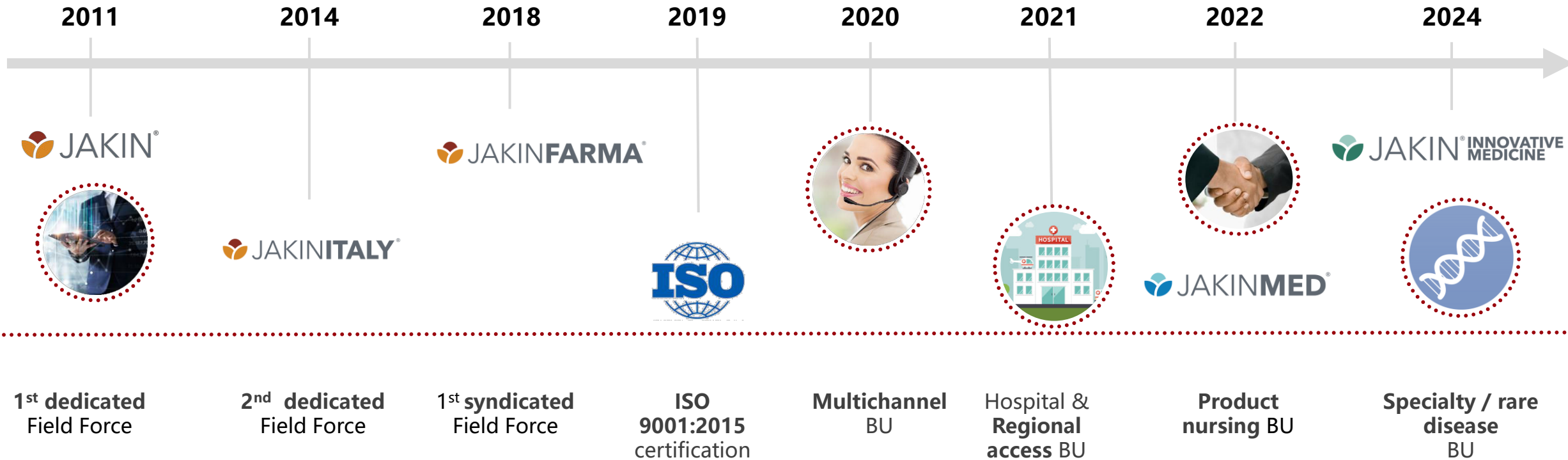


An intro

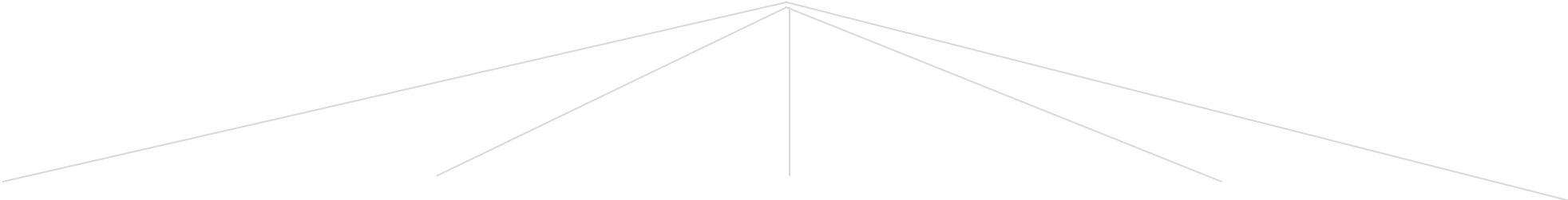
Looking forward to CPHI 2025

Frankfurt, October 28th-30th

Founded in 2011 in Lugano (Switzerland), the Jakin Group started by focusing on the **Contract Sales Organization business**, and quickly became the **leading player in the Italian market**



Today, the Jakin Group provides a wide variety of **tailor-made outsourcing commercial solutions for Pharma**



 **JAKINITALY**

Primary care

Dedicated to one Client

 **JAKINFARMA**

Primary & specialty care

Dedicated and syndicated lines

 **JAKIN** INNOVATIVE MEDICINE

Specialty business

Hospital products

 **JAKINMED**

Licensing in

Own products

 **JAKIN**

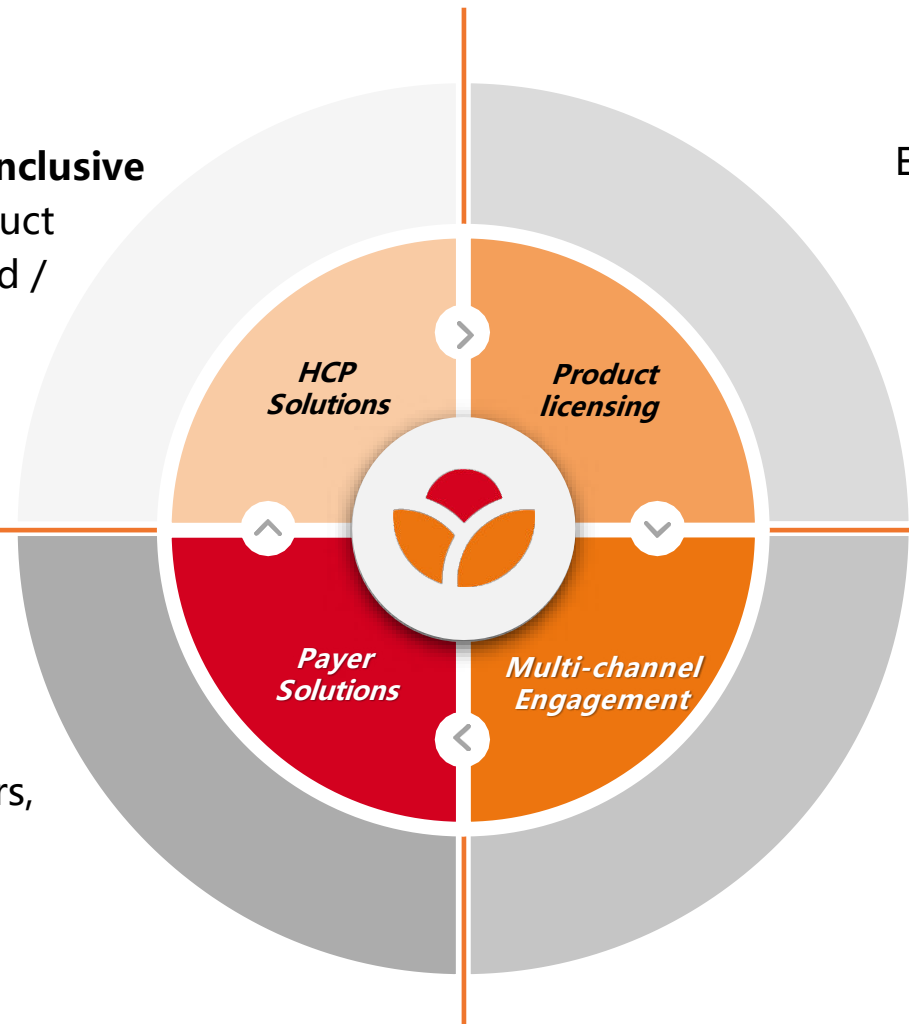
International projects



An innovative and all-inclusive model to promote product portfolios with dedicated / syndicated field forces



Outsourcing of **KAMs, RAMs, Market Access** Specialists and Managers, as well as **MSLs**



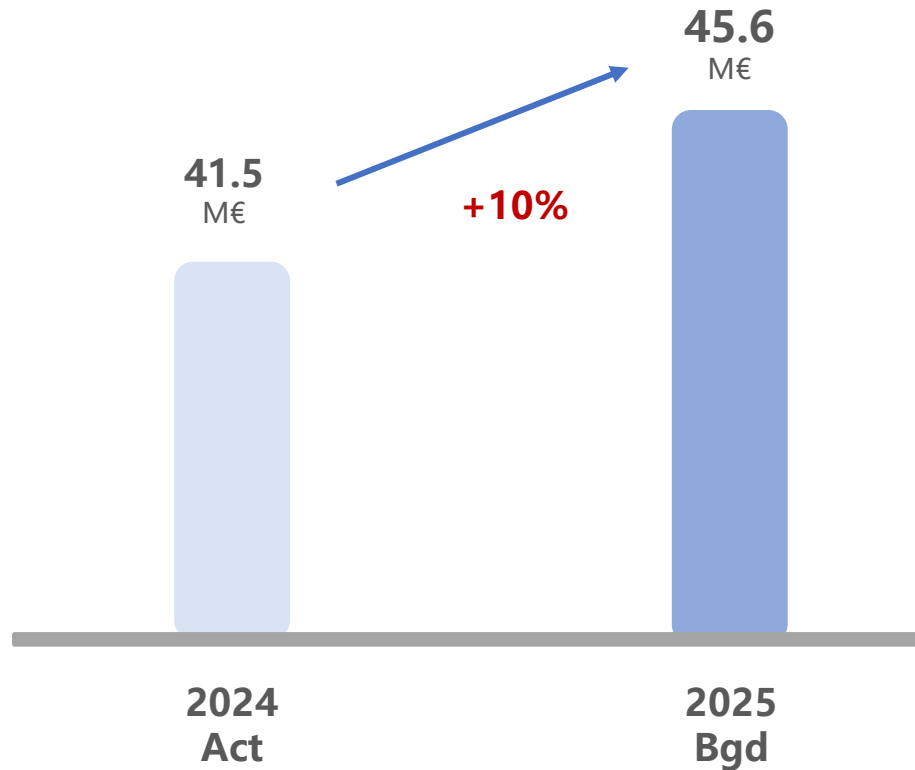
Evolution of the CSO offering to address full outsourcing solutions including also **logistic & distribution + product mgmt.**



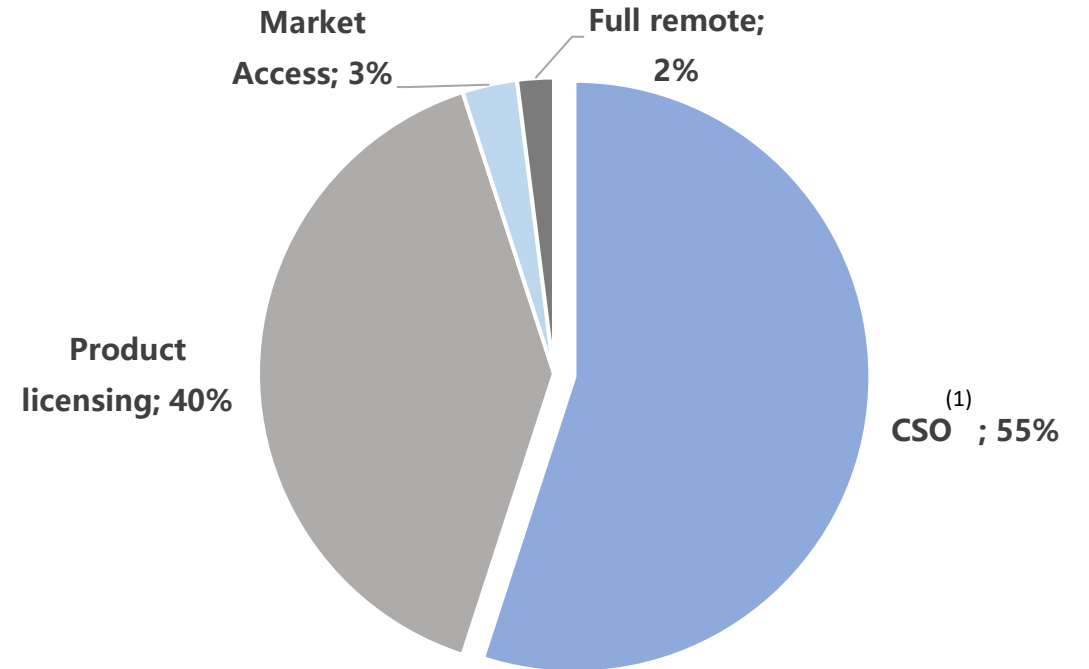
Remote and digital promotional activities, executed through internally dedicated ad hoc e-Rep profiles



2025 BDG for the Jakin Group



2025 BDG by business



(1) Includes remote interaction and non-personal promotion as part of F2F HCP engagement projects

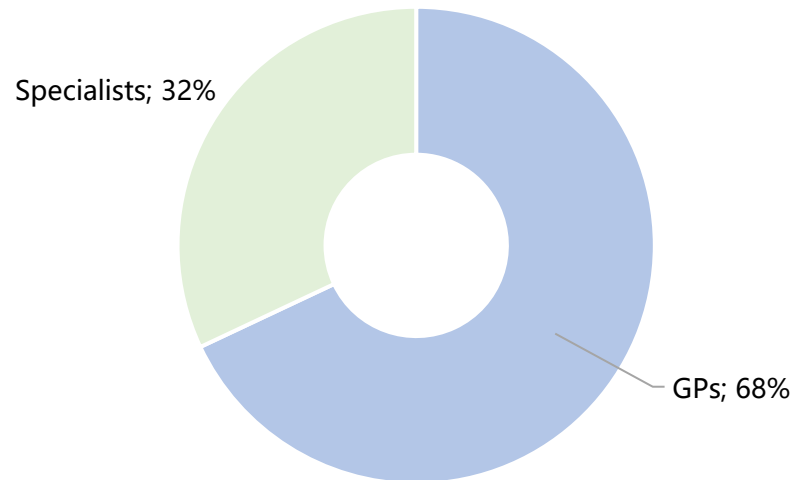
CSO business revenues (55% of total) is expected to **increase by 15%** in 2025

Current strength and activity split by target and by therapy area

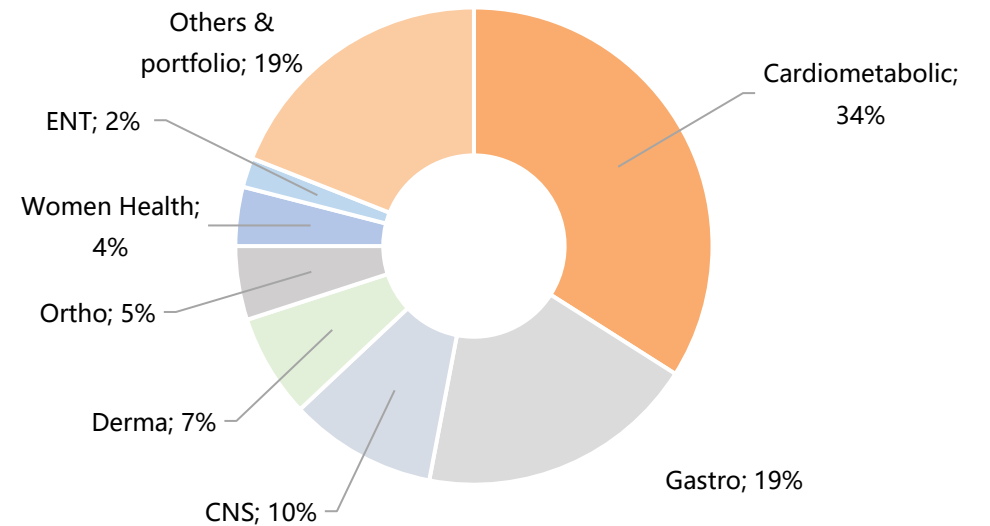


	6 Dedicated F2F lines	2 Syndicated F2F lines	1 syndicated remote line	TOTAL
Reps / e-reps	220	80	10	310
FLMs	19	6		25
Field / BU managers	3	2	1	6

Split by target



Split by Therapy area



Jakin is ISO 9001:2015-certified and adopts a set of rigorous compliance rules



Book certification by Deloitte

Jakin's financial statements are independently audited and certified by Deloitte

This assurance is fully compliant with Italian legislation

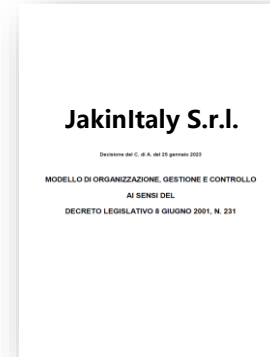
(«Relazione di revisione» ex Art. 14 D.Lgs 39/2010)



Formal Organization model (231 Law)

Jakin implements an Organization, Management and Control model (231/2001 law)

The model is regularly verified and maintained by an independent supervisory body (aka OdV)



ISO 9001:2015 certification

The group has developed an ISO 9001:2015 quality system to govern scientific detailing processes and activities

The certification has been issued and verified on an annual basis by TÜV



- JakinItaly S.r.l. complies with the **highest standards** of ethics and quality
- Contractually, Jakintaly is also required to **respect the Teva Codes of Conduct**
- To ensure the effective adoption of ethical and compliant behaviors, an **audit program is executed annually**, and the results of the audit sessions are **documented in a shared annual report**, submitted by Jakin to Teva within 30 days after year-end
- The report also covers pharmacovigilance and pathology training duties, according to the law

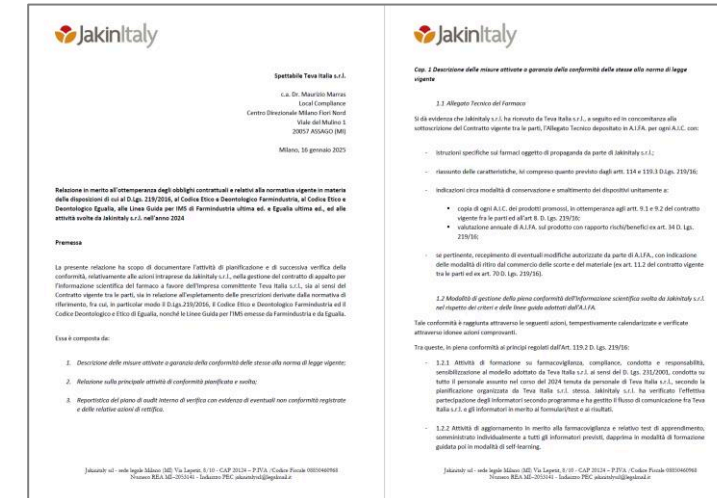
Compliance to Farmindustria code of conduct

Jakin Group complies with the Farmindustria (Italian association of Pharma companies) and Equalia code of conduct

Compliance is certified through annual independent audits conducted by multiple clients



Annual compliance report and audit log



We use our **tailor-made CRM system**

- **Medical file**

- HCPs
- Medical offices
- Complex HCOs

- **Data Privacy mgmt.**

- **Calendar management**

- **Document library**

- **Face to face calls**

- **Remote calls**

- Phone Call (1:1)
- Web- Call (1:1)
- Meeting- Call (1:n)

- **Emailing and KPIs**

- RTEs
- 1:1 + 1:n delivery
- OR / CR / CTOR

- **Samples & promo material**

- Delivery
- Tracking
- Rep to rep transfer
- Stock mgmt.



The Jakin CRM – a responsive, multi-device webapp

Meet us @CPHI 2025 in Frankfurt

Stand 3.1K106