

TZF POLFA S.A.
200 YEARS OF EXPERIENCE
IN PHARMACEUTICAL INDUSTRY

OUR COMPANY

Established in 1823, TZF Polfa S.A. has been steadfastly committed to providing generic pharmaceutical solutions, using our rich history (one of the oldest pharmaceutical company in Europe) to drive innovation and meet the dynamic needs of the healthcare industry.

By manufacturing both active pharmaceutical ingredients and finished dosage forms (solid dosage forms, injectables, aerosols, and gels), we provide our customers with extensive expertise in cutting-edge pharmaceutical solutions in different therapy and production areas. The quality of our products has been confirmed by the obtained GMP certificates.





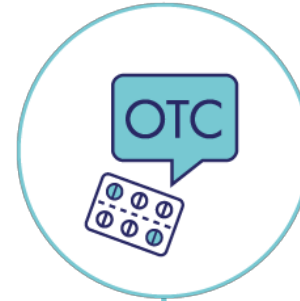
PRESCRIPTION DRUGS



DERMOCOSMETICS



MEDICAL SERVICES



OTC DRUGS



DIETARY
SUPPLEMENTS



PHARMACEUTICAL
SUBSTANCES API



OVER 200 YEARS
OF TRADITION



1 000 PEOPLE
ON BOARD



30 RESEARCH AND
DEVELOPMENT PROJECTS



30 PRODUCTION
LINES



25 MILLION
PACKAGES A YEAR



130 FORMS
AND DOSES



60 INTERNATIONAL
MARKETS



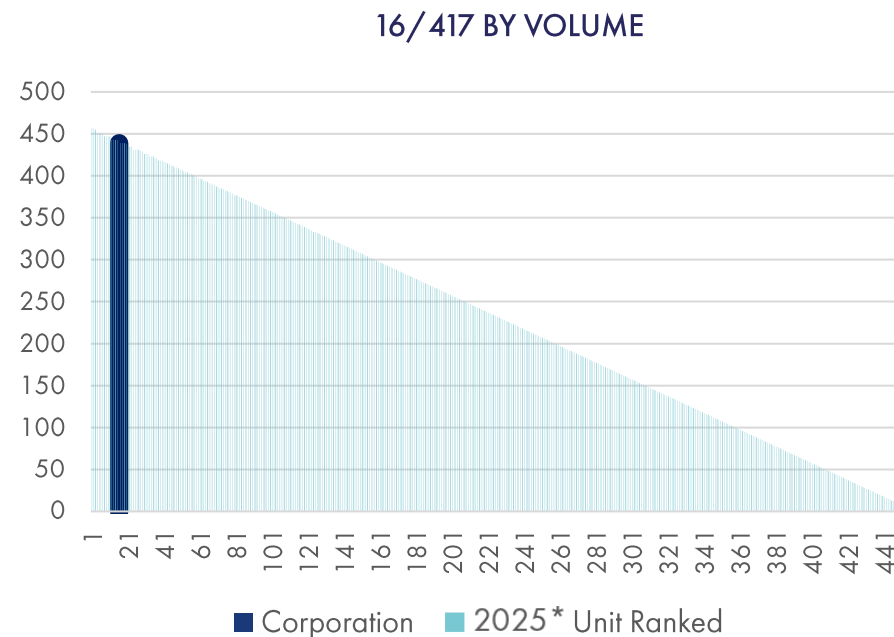
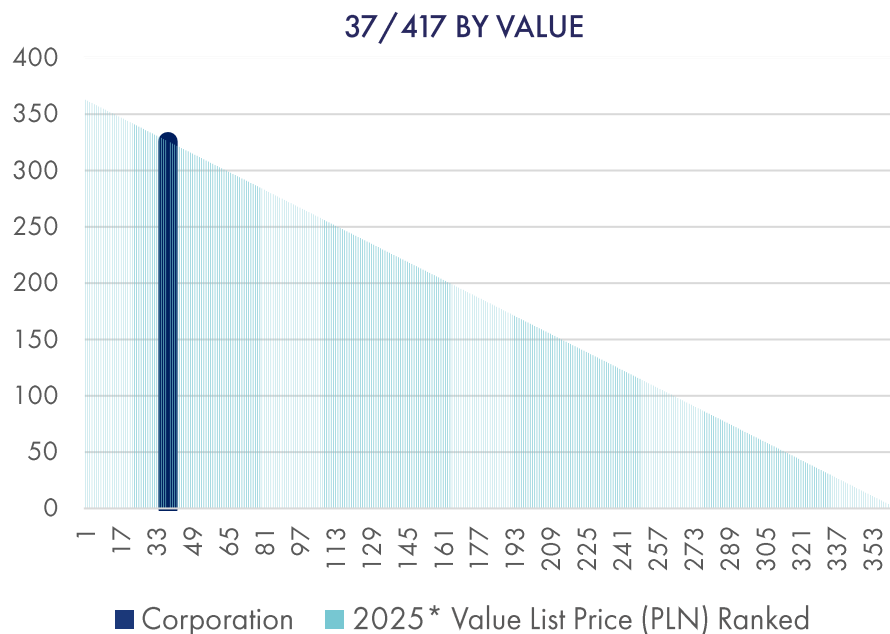
4 CONTINENTS:
ASIA, AFRICA, EUROPE,
SOUTH AMERICA



POLISH MARKET POSITION RX

There are over 400 significant pharmaceutical companies operating in Poland, with the top 50 companies accounting for about 80% of the total market turnover.

TZF Polfa ranks **37/417** on the RX corporation market by value and **16/417** by volume.

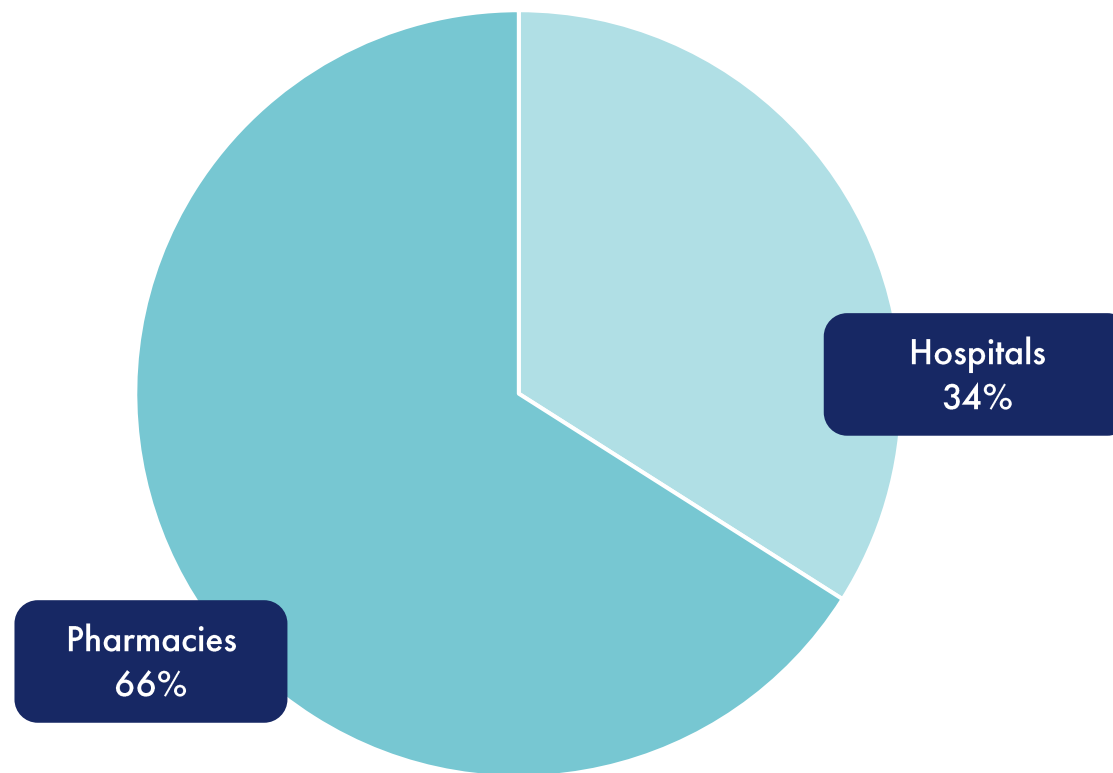


*Data source: IQVIA YTD 06, 2025

POLISH MARKET POSITION RX

TZF Polfa is a leading player in the polish pharmaceutical sector with a strong footprint in the european market.

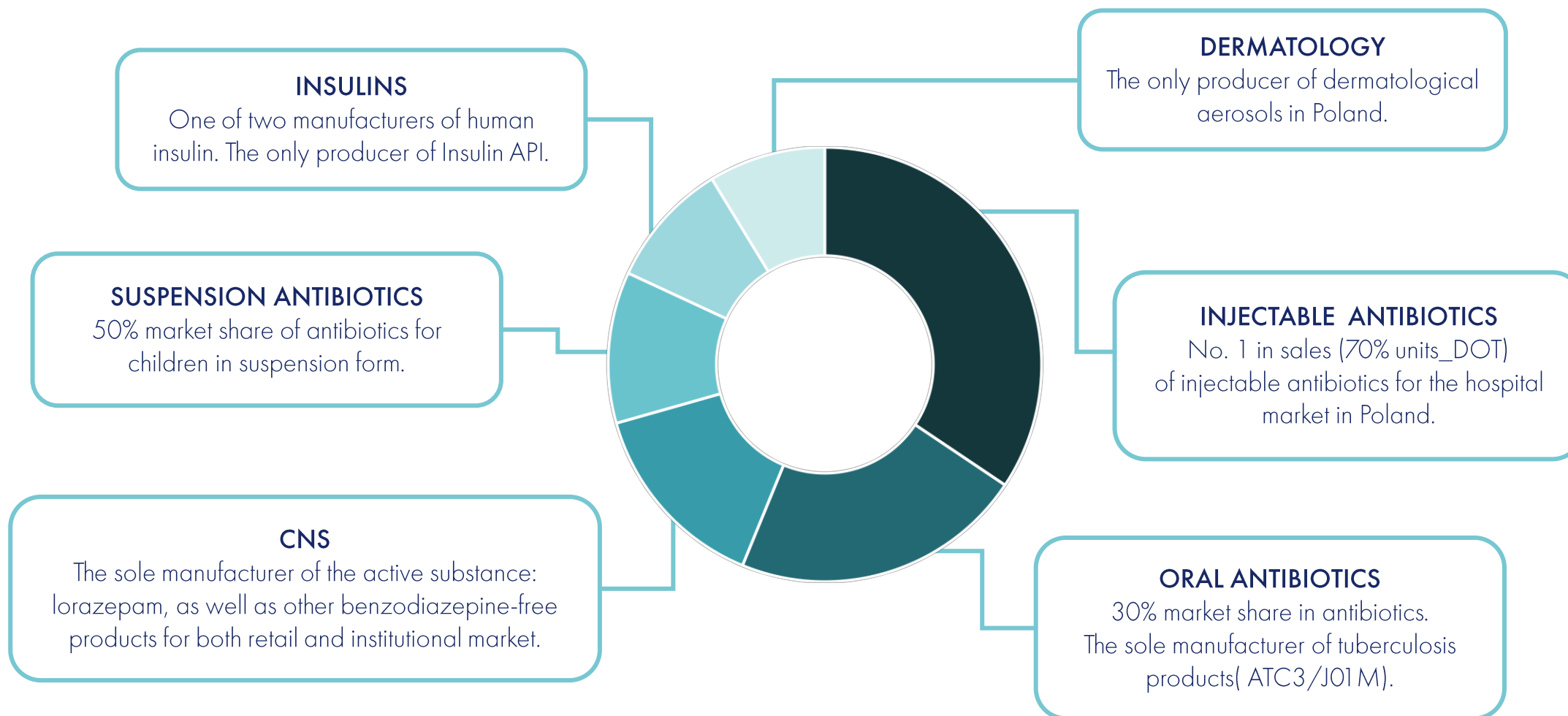
STRUCTURE OF SALES FOR 2024



LEADER IN THE INSTITUTIONAL AND RETAIL MARKET



WE MAKE A DIFFERENCE



*Data source: IQVIA YTD 06,2024 data units for institutional and retail market

TZF POLFA ENSURES THE DRUG SAFETY



Leading manufacturer providing polish hospitals with key antibiotics and CNS drugs. Poland's only manufacturer of penicillin drugs for adults and children. Poland's only manufacturer of the drug of last resort DoLR (colistin) for the treatment of sepsis.



Manufacturer of 10% of the critical drugs listed in the EU critical medicines list.



Collaboration with the Ministry of Health and the Governmental Strategic Reserves Agency to ensure the continuous availability of essential medicines, regardless of financial and logistical challenges.

SALES NETWORK

We supply hospitals and pharmacies through the network of wholesalers across the country.

Our medical representatives reach a diverse group of healthcare professionals.



GENERAL PRACTITIONERS



PAEDIATRICIANS



LARYNGOLOGIST



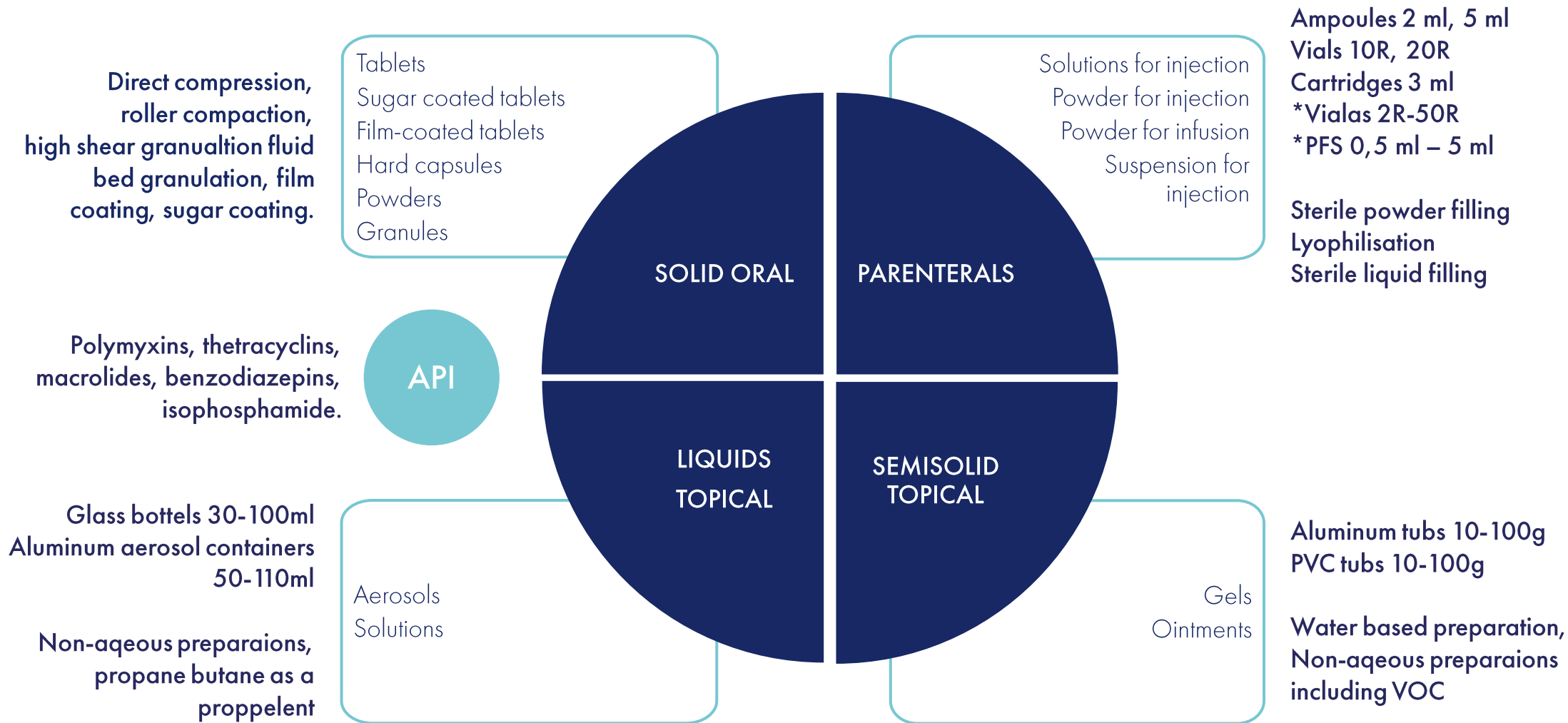
PSYCHIATRIST



DERMATOLOGIST



MANUFACTURING TECHNICAL CAPABILITIES



PHARMACEUTICAL MANUFACTURING FACILITIES – CMO/CDMO



Center for the Development and Production of Highly Active Drugs



New Ampules Filling Department



Sterile Dry Filling Facility

TZF POLFA is a significant player in the international arena offering our own products and partnership for: CMO/CDMO.



CENTER FOR THE DEVELOPMENT AND PRODUCTION OF HIGHLY ACTIVE DRUGS

- Greenfield construction of total area c.a. **12 000 m²** and cubature of **75 000 m³**, **4 floors**.
- Two separate production lines, dedicated to sterile manufacturing also toxic compounds up to **OEB 5**.
- Aseptic production condition in isolator technology, SUS possible.
- Separate R&D and QC laboratory space (high potency product).
- Facility compliant with cGMP (EU), FDA, EAEU.



COMBO LINE

Manufacturing of

- ✓ **liquid filled vials**, dosing accuracy < 1%, vials 2R – 50R;
- ✓ **powder filled vials** (80 to 1000 mg/vial), vials 10R – 50R;
- ✓ **Lyophilizates** (Lio shelves area 15 m²), vials 2R – 50R.

All in different volumes and variety of presentations.

- Isolator technology Class A, surrounded by class C.
- Possibility of product inertisation (nitrogen, argon).
- 100% of filling IPC.
- Aseptic filling or terminal sterilization possible.
- CIP/SIP in place or SUS preparation conditions possible.

Manufacturing capabilities up to **20 M vials/year**.



COMBO LINE

Production utilities:

- ✓ BMS/RMS – HVAC,
- ✓ Production data storage system, CCTV, SCADA system,
- ✓ Clean media installations (PW, WFI, CS, clean gases).

Fully equipped production line consists of:

- washer • sterilization tunnel • filler,
- lyo unit • capper • external washer
- coding station • labeler • cartoners
- autoclaves • VHP units.

Vol, ml/ vial type	Container type	Nominal line speed [pc/min]	LYO Capacity [pc/cycle]
2R	vial	150	NA
6R	vial	150	NA
10R	vial	100	30625
10R	vial	100	NA
30R	vial	100	19600
20R	vial	100	17108
20H	vial	100	NA
50R	vial	55	11025



WE MAKE A DIFFERENCE

HIGH-TECH HIGH-CONTAINMENT ROBOTIC LINE

- Operation with compounds defined as **OEB 5** class.
- Manufacturing of:
 - ✓ **liquid filled vials**,
vials 2R – 50R;
 - ✓ **liquid filled syringes**,
PFS 0,5 ml – 5,0 ml;
 - ✓ **lyophilisates** (Lio shelves area 5 m²),
vials 2R – 50R.

All in different volumes and variety of forms.



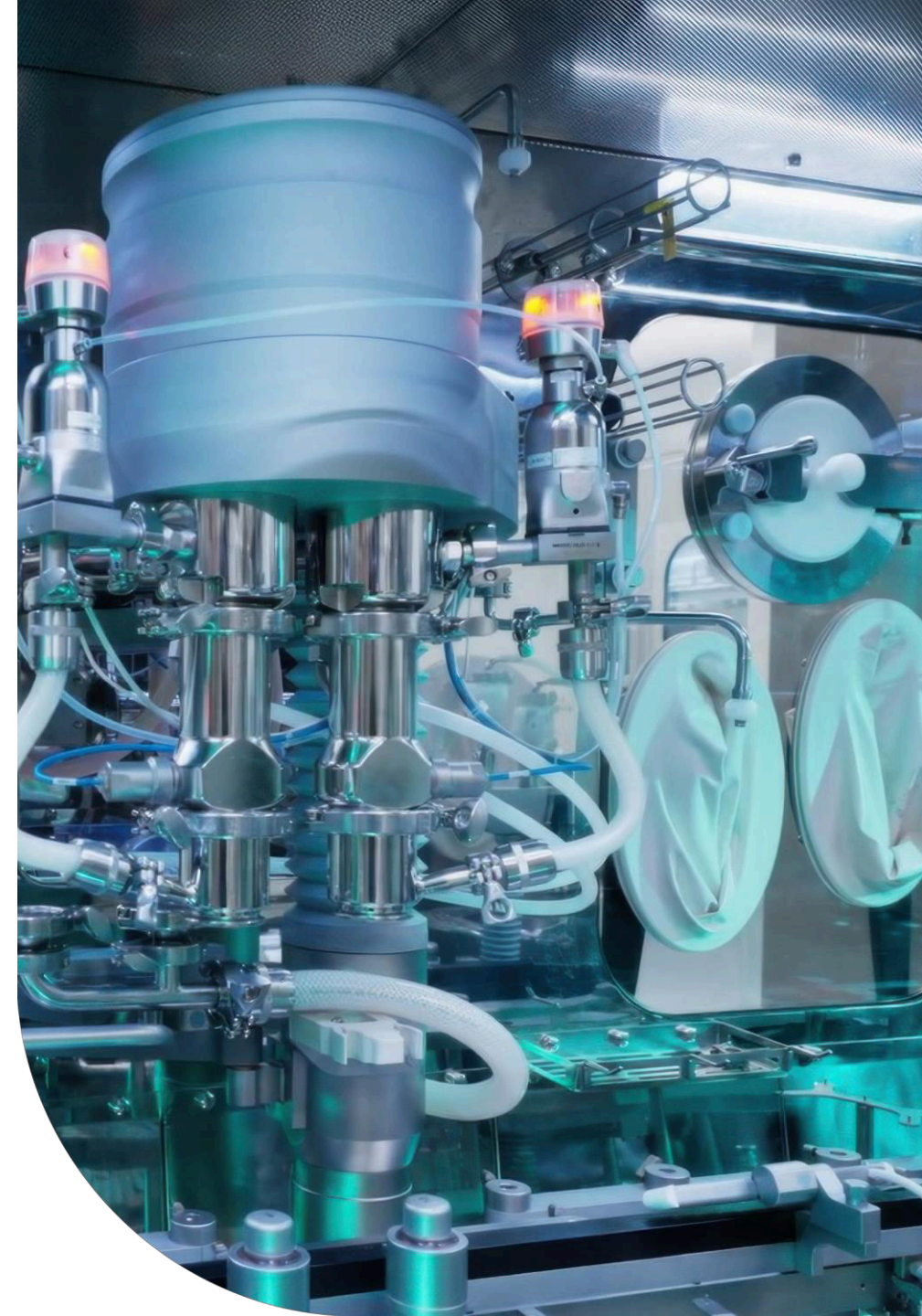
HIGH-TECH HIGH-CONTAINMENT ROBOTIC LINE

- Isolator technology (Class A) surrounded by class C.
- 100% IPC control.
- Possibility of product inertisation (nitrogen, argon).
- Dedicated for RTU primary packagings.
- CIP/SIP in place or SUS preparation conditions possible.
- Dedicated waste treatment system.
- Manufacturing capabilities up to **6 M packaging/year**.



NEW AMPULES FILLING FACILITY

- Manufacturing of **liquid filled ampules**, sizes 2 ml and 5 ml, other sizes available upon special request.
- oRABS technology Class A, surrounded by class B
- 100% of filling IPC.
- Aseptic filling or terminal sterilization.
- Manufacturing capabilities up to **30 M ampules/year**.
- Toxic application possible up to **OEB 4**.
- Process inertisation by N2 purging.



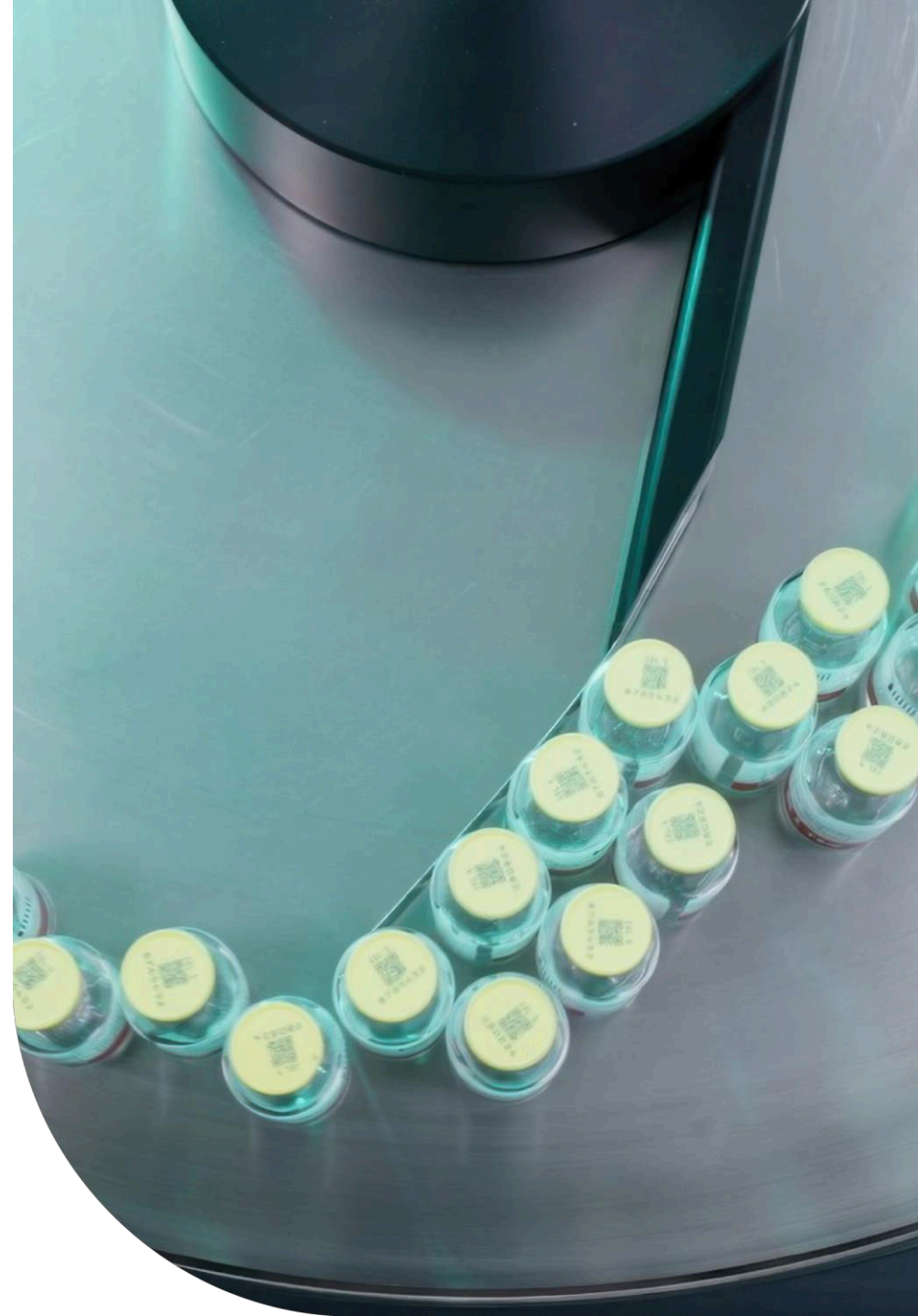
NEW AMPULES FILLING FACILITY

- Automatic visual inspection machine.
- Transparent and amber ampules.
- Validated for **2 ml and 5 ml ampules.**
- Location: Warsaw.



STERILE DRY FILLING FACILITY

- Manufacturing of **powder filled vials** (80 to 3000 mg/vial), vials 20H – 200H.
- Isolator technology Class A, surrounded by class C.
- 100% of filling IPC.
- Aseptic filling.
- CIP/SIP in place.
- Manufacturing capabilities up to **6 M vials/year**.
- Toxic application possible up to **OEB5**.
- Location: Lodz.



STERILE DRY FILLING FACILITY

Fully equipped production line consists of:

- washer • sterilization tunnel • filler
- capper • external washer • coding station
- labeler • cartoners • VHP units

LINE OUTPUT

Vol, ml / vial type	Container type	Nominal line speed [pc/min]
20H	vial	100
50H	vial	50
100H	vial	22
200H	vial	18





WE ARE PRESENT
ON
OVER 60 MARKETS

TZF POLFA MARKET ENVIRONMENT

- Two sales channels - **distribution** (TZF MAH) and **licensing** (MAH client).
- Increase in the number of countries - distribution in 2017 – 25; in 2024 – 40.
- **New distribution markets:**
Western Europe (Netherlands, Germany, Austria) and Scandinavia).
- **New licensing markets:**
Australia and New Zealand, South Africa, Canada, United Kingdom, Hong Kong, Philippines, Singapore.



MODELS OF COOPERATION



NON-EXCLUSIVE
DISTRIBUTION WITH SALES
SUPPORT (“AGENT”)

Lithuania, Bulgaria, Latvia,
Hungary, Moldova



LICENCE-OUT WITH
EXCLUSIVITY FOR PRODUCT
AND TERRITORY

Nordics, Chile,
Germany



direct or
with broker



DIRECT SALES TO SPECIAL ENTITY
RESPONSIBLE FOR DIRECT SALES
TO HEALTH SYSTEM

Greece



EXCLUSIVE DISTRIBUTION FOR
CHOSEN PRODUCTS

Azerbaijan,
Saudi Arabia



LICENCE-OUT
SEMI EXCLUSIVE

South Africa,
Great Britain

REPRESENTATIVE
OFFICE WITH EXTERNAL
SALES SUPPORT

Hanoi,
Moscow

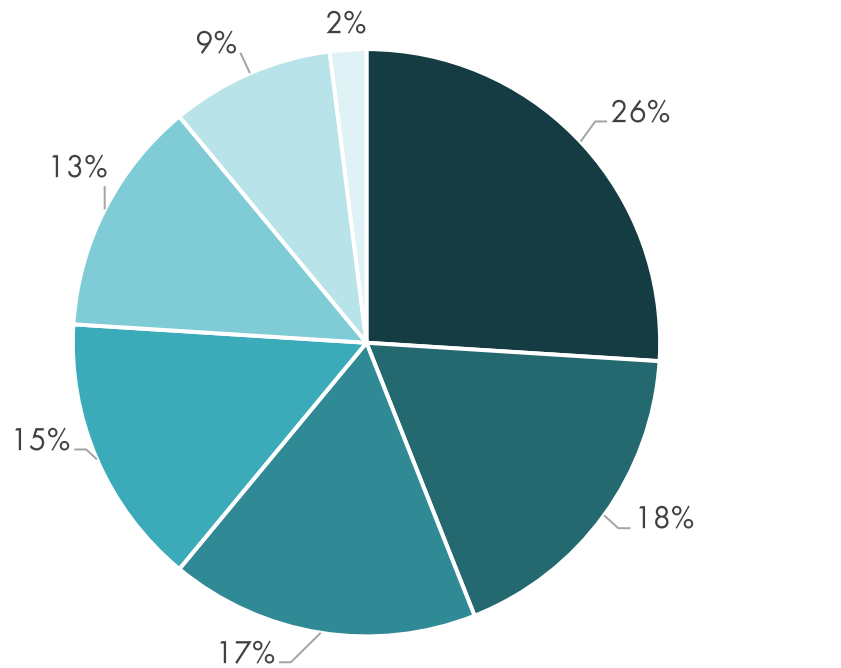


TZF POLFA IN NUMBERS

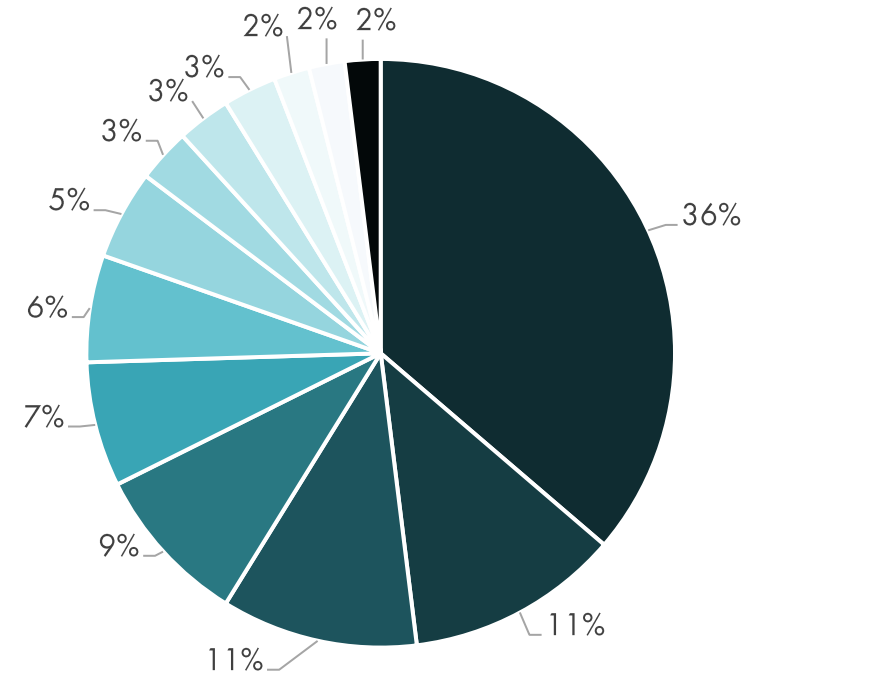


WE MAKE A DIFFERENCE

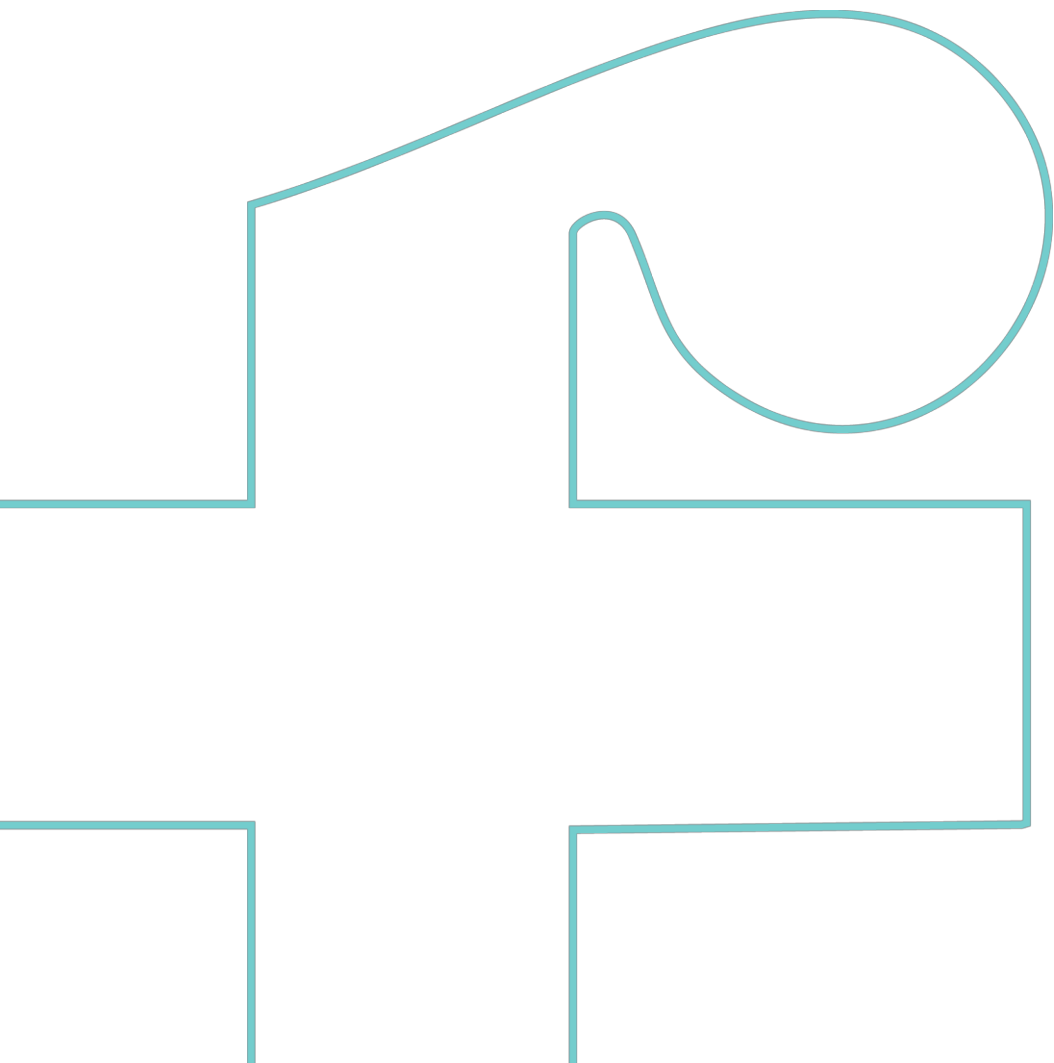
GROUP OF PRODUCTS



COUNTRIES



- CNS
- Antibiotics - injection
- Antibiotics - syrup
- Vietnam
- Bulgaria
- Other
- Lithuania
- Antibiotics - oral
- Dermatologicals
- Human Insulins
- Iraq
- Sweden
- Latvia
- Georgia
- Other
- Moldova
- Czech Republic
- Mongolia
- Kyrgyzstan



**THANK YOU
FOR YOUR ATTENTION**