



www.rafarm.gr

We evolve beyond the obvious
and make a positive impact on people's lives



We are **RAFARM**, an innovation-driven, dynamically growing pharmaceutical company, and a **well-established European manufacturer** with an outward-looking orientation.



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RAFARM,
a well-established European manufacturer with an outward-looking orientation



1974



16,000 m²
Facilities



>100
Pharmaceutical products
own development



>1,100
Approved and active
product licenses
worldwide

We expand our exports worldwide



Exports
in **60** countries



>30%
growth in exports yearly

We open new markets



Presence in all 5
continents



6 products
marketed in US

We develop new partnerships



Global pharmaceutical
companies



Research centers



Universities

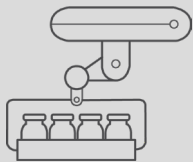
“We take a step forward, daily”



We constantly enhance our expertise in complex pharmaceutical products

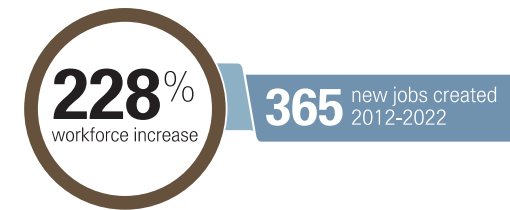


We invest in high-tech platforms for the development and production of ophthalmic and injectable pharmaceutical products



We introduce high technology in our state-of-the-art sterile manufacturing plant

We create new production units with cutting-edge technology and robotic equipment



Our >700 people is
our advantage



We inspire our people to action and
we grow together



We are a dynamic team that trusts people, supports interaction, empowers
talent and accelerates development



We evolve beyond the obvious

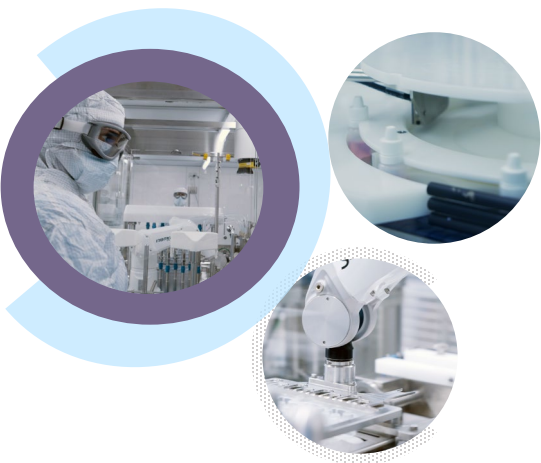
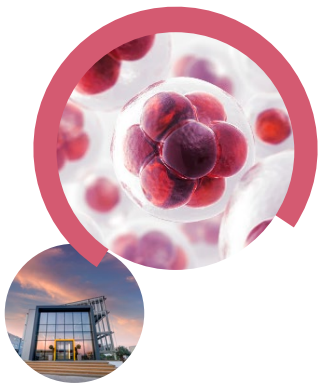
” We act with promptness and
agility ”

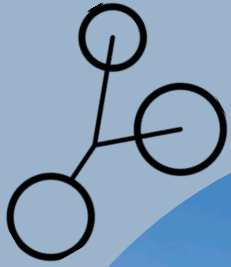
Business models

B2B: Licensing and Supply,
Co-development,
Distribution

Adaptive end-to-end
CDMO Solutions

B2C: Marketing and
promotion in local markets
(Greece and Cyprus)





R&D

We invest 13%

of net turnover
in Research and Development

” We are driven by knowledge,
that is turned into **power** ”

STERILE PHARMACEUTICAL PRODUCTS



Combinations of two active ingredients



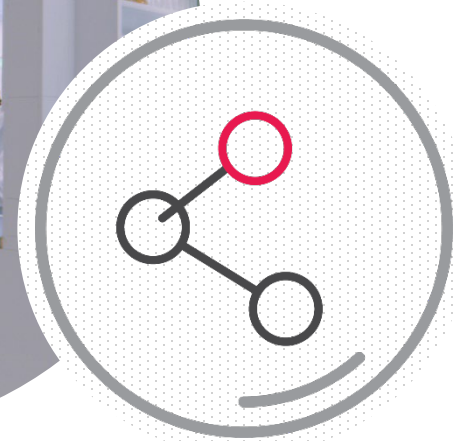
Complex ophthalmics

- New technology platforms
- Preservative Free
- Microsuspensions
- Nanoemulsions



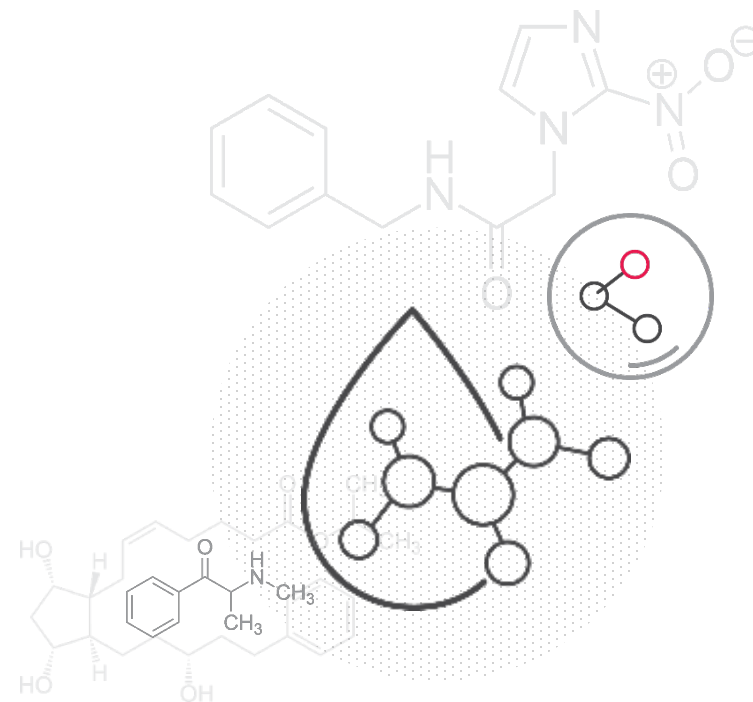
Injectables

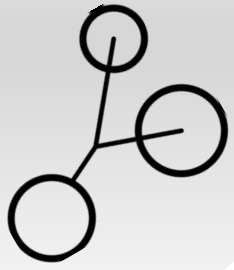
- Colloids



R&D

- Surface Area: 2,500 m²
- R&D and PharmTech employees: >100
- Functions
 - Finished Product Formulation Development
 - Finished Product Analytical Development
 - Active Pharmaceutical Ingredients Evaluation
 - Clinical Trial Supervision
 - Intellectual Property Investigation
 - Tech Transfer Activities





R&D

Operations

Pharmaceutical Forms

Sterile products (Ophthalmics and Injectables),

Oral solids, Semi solids, Oral Solutions

Technology Capabilities

Emulsions, Suspensions, Solutions, Multiparticulates,

IR Tablets, Delayed Release Systems, ODTs, Chewable

Tablets,

Focus on sterile

HG Capsules, Ointments, Creams

Ophthalmics and Injectables



Manufacturing-own & Third Party



We manufacture for more than **80** companies worldwide



20% CAGR the last 5 years



5 production lines for ophthalmic and injectable products



We evolve beyond the obvious



” Whether your product is an easy solution or a complex product, we assist you in the manufacturing scale-up, in the technology transfer and in all the analytical requirements to successfully bring the product to the market.

Annual Capacity (one shift)



300,000,000
tablets



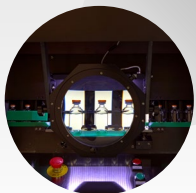
15,000,000
vials



10,000,000
ampoules



30,000,000
units of ophthalmic products



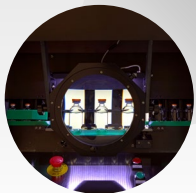
Quality is our
fundamental principle
for each process

15-20

successful annual
inspections



We evolve beyond the obvious



Approved

by authorities
worldwide

- EU GMP approved
- US FDA approved
- Russia FMBA approved
- Australia TGA approved
- Canada HC approved
- Taiwan authorities approved
- Tunisian authorities approved
- Korea authorities approved



150 sales & marketing highly qualified professionals



>15% growth rate in
domestic market for the last 10
years



21 new promoted
products the last 3 years



14 new product launches
until 2024



We evolve beyond the obvious



RAFARM **stands for:**



- Readiness to support your needs
- Expertise in developing and producing complex pharmaceutical products
- Reliability of our advanced R&D, Manufacturing and Regulatory capabilities
- Agility in business model partnerships worldwide

We are ready to take on your project



We evolve beyond the obvious

Investment plan of 65 million €, 2021-2025

New state-of-the-art
R&D center



New production line for
ophthalmics



New production line for
injectables



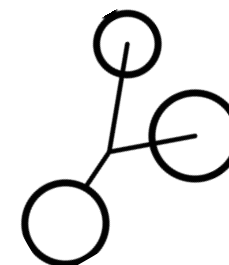
New independent
warehouse





RAFARM Campus

New state-of-the-art R&D center



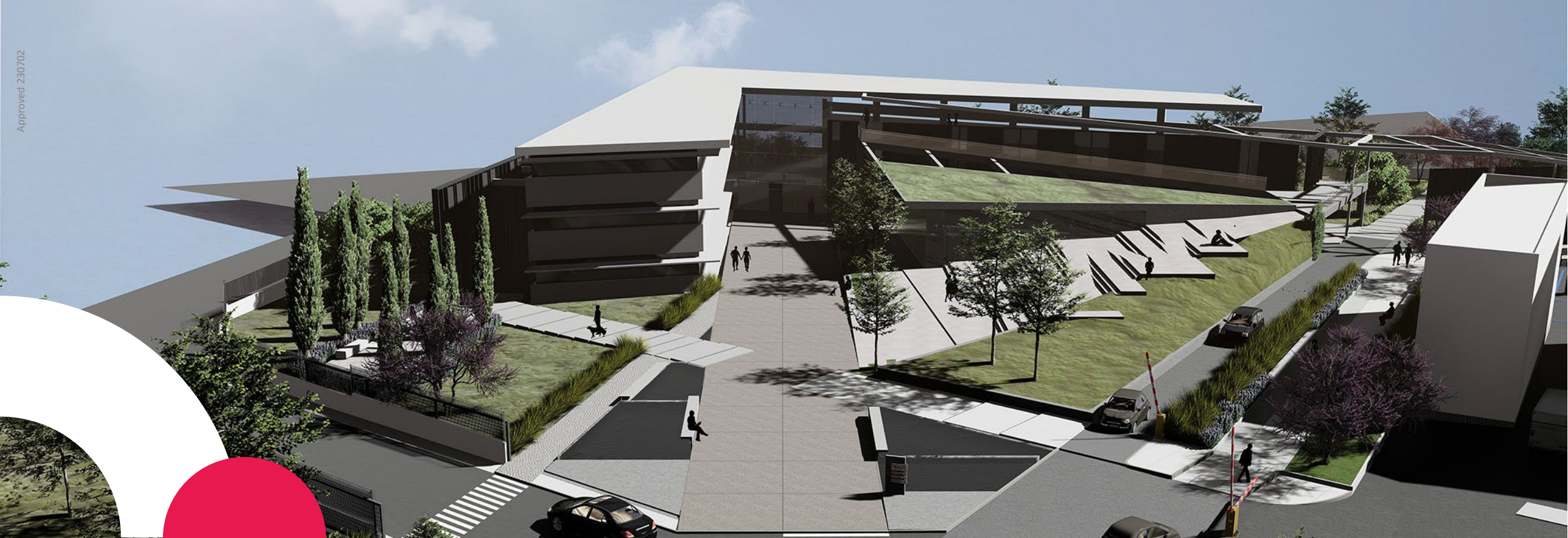


RAFARM Campus

New sterile lines

with cutting edge equipment

- New ultra-modern ophthalmic filling machine from the Italian company IMA
- New robotic filling machine for plastic vials and prefilled syringes for injectable products from the Swiss company Zellwag



2024: New office building facilities



Strategy for growth

More innovation in all stages (development, production and distribution)

- Strategic partnerships with companies working on innovative technological platforms
- New advanced technology platforms and incremental innovation in the development and production of complex sterile drug treatments
- Digitize management, quality and supply systems





How far can we get?

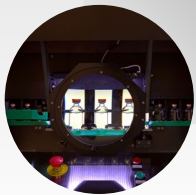
The answer is that every day we take a step forward. Every day we build new paths, beyond what is obvious. Our starting point is not visible at first glance. We come up with what is inspiring and different.

We constantly evolve and improve, aiming to lead the way and enhance the quality of people's lives; for the people, society, our planet.

We go beyond the obvious, aiming at a healthier future



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and make a positive impact on people's lives



Thank you



We evolve beyond the obvious