✓ Sopharma – Who are we? Brief History, Corporate structure
✓ Key & Main markets
✓ Product portfolio
✓ Sopharma as a CMO
✓ Quality management System
✓ Manufacturing Sites & Spare Capacities
✓ QA/ QC/ R&D
✓ Distribution
✓ Summary
✓ Contacts
Who Are We?

✓ Company with more than 80 years tradition and modern approach for production of human medicines- modern production, European quality standards, corporate social responsibility

✓ The Group is a leading, vertically-integrated Bulgarian manufacturer, exporter and distributor of pharmaceuticals and other health related products with a strong presence in Southern and Eastern Europe, offering a wide range of prescription and OTC pharmaceutical products and other health related products and services

✓ The Group is active on over 40 markets, on 5 continents

✓ 39 subsidiaries, 7 joint-ventures and 2 associate companies in 7 countries
Brief History: The Roots, Rise and Fall

- Establishment and start of industrial pharmaceutical production in Bulgaria as a joint cooperative effort of the Union of Bulgarian Pharmacists
- From a small-scale production laboratory to first modern pharmaceutical factory on the Balkans (Galenus Pharma)
- Nationalization, restructuring; Pharmaceutical Enterprise

1933
- New solid forms, semi-solid forms, injectables facilities

1942
- Expansion of Exports to 50+ countries; Pharmachim set up as the export organization
- First original products (phytopharmaceuticals)

1953
- Expansion of Exports to 50+ countries; Pharmachim set up as the export organization
- First original products (phytopharmaceuticals)

1953 ÷ 1989
- Gradual decline and disintegration, after the collapse of the Eastern Bloc: export markets lost, loss of market share on the local market, R&D potential almost null
- Sopharma listed on BSE

1989 ÷ 1999
Brief History: A New Beginning

• Privatization – Sopharma becoming a privately held pharmaceutical company
• Clear targets set for transforming the company to a pharmaceutical manufacturer compliant with the internationally approved standards for quality and efficiency (EU cGMP)
• Modernization of existing production facilities
• Export markets rapidly recovered and growing, R&D potential regained
• Acquired five small producers
• New modern pharmaceutical plant Vrabevo opened for production of medicinal products
• Licensed its production facilities according to the European GMP
• Expansion in Bulgaria and on neighbor markets (acquisitions in Bulgaria, Ukraine, Russia, Serbia)

2000

2001 ÷ 2005

2006 ÷ 2008 – to date

2011 ÷ 2013

2013 ÷ 2015

• Listing on Warsaw Stock Exchange
• The Group opened a new additional production facility in Serbia with an annual capacity of 70 million tablets.

• The new state-of-the-art solid-forms factory of Sopharma is operational and won three awards in the construction sector
• The Bulgarian Rose Sevtopolis was delisted and became from a public company to plant which is part of Sopharma PLC
• Medica AD join Sopharma Group
Corporate structure

Board of Directors

Chairman of the Board of Directors and Executive Director

Deputy-chairman of the Board of Directors

Independent Members of the Board

Members of the Board of Directors

Independent Members of the Board

Director Business operations, Strategic and Organizational development

Director Advertising and Corporate Communications

Director Quality Management

Head of "Quality Assurance"

Representative office of Sopharma AD in:
- Russia
- Ukraine
- Poland
- Kazakhstan
- Baltic states and Belarus
- Turkey
- Azerbaidjan
- Georgia
- Armenia
- Tunisia
- USA
- Serbia
- China
- Israel & Palestinian territories

Director Cooperation and Licenses

Director Commercial Department

Division "Regulatory Affairs - Bulgaria and third markets"

Chief Financial Officer

Director Marketing

Division "Medical Affairs and Clinical Trials"

Deputy Chief Financial Officer

Director Security

Division "European Regulations"

Director Investor Relations

Director Technical matters

Division "Pharmaceutical Products Safety"

Director "Intellectual property"

Director Production matters

Human Resources

Director Commercial Department

Director Coordination of production

Chief of Production department

Chief Accountant

Chairman of the Board of Directors and Executive Director

Deputy-chairman of the Board of Directors

Independent Members of the Board

Members of the Board of Directors

Independent Members of the Board
The Group is active on over 40 markets, the key markets apart from Bulgaria are: Russia, Ukraine, Kazakhstan and Poland.

Bulgaria is the main market accounting for 73% of its sales revenues in 2016, increasing by 3% compared to the same period of 2015.

Russia and Ukraine being the most significant export markets of the Group representing respectively 6.4% and 5.9% of its revenue in 2016.

Looking ahead, expected sales of finished products growth due to stabilization in Russia and Ukraine markets.
More than 210 products in the portfolio mainly in the form of tablets and ampoules

The strength of Company’s product brands, both original products, including own phyto-based products, and branded generics supported by their quality and efficacy provide a competitive advantage as in the pharmaceutical sector recognition and a good reputation are of key importance

Very strong position in the domestic market

Leading position of the Group on the Bulgarian hospital market – high volume sales, liberal payment schedule, low risk

Partner of choice for cooperation with large international pharma companies (current relationships with GSK, Novartis, Janssen-Cilag, Wyeth)
Our company offers a large variety of CM services:
- EU-GMP compliant pharmaceutical contract manufacturing,
- EU primary and secondary packaging services for international markets
- Development of various dosage forms
- Technological transfer of customer-developed products
- Cleaning validation, Process validation
- EU batch release and batch control

Sopharma offers manufacturing of different dosage forms:
- solid dosage forms (both sugar and film-coating tablets, hard gelatin capsules
- semi-solid dosage forms (creams, gels, ointments, suppositories)
- sterile dosage forms (terminal sterilization and aseptic preparation, BFS technology)
- non sterile solutions (syrups, oral suspensions, ear drops, liquids for external use)
- CMO services of medical devices
Sopharma as a CMO

- Our quality management system provides the backbone of our contract manufacturing operations.
- Provide products manufactured to the highest quality standards backed by prompt storage and delivery.
- More than 210 different products are produced by Sopharma's pharmaceutical manufacturing plants and distributed to 40+ countries for various international partners.
- Sopharma provides customers with a dependable, experienced and trustworthy resource for the contract manufacturing services for more than 26 years.
- Established, trusted manufacturer with a 80+ year track record.
- The Company's cost structure enables Sopharma AD to offer high quality competitively priced products.
- The capability of our organization and its facilities capacity is a guarantee for a high quality affordable product in a timely manner.
How do we look?
How do we look?
Quality Management System
Manufacturing sites

A general draft of Bulgarian pharmaceutical cooperative association buildings, 24-26 Lomska Str., Todor Zlatev architect Sofia, 1933
Sopharma Group

Total headcount: 1834 employees

Revenue breakdown by Finished product sales, 2016

- Solid dosage forms: 65%
- Sterile dosage forms: 17%
- Non sterile solutions: 5%
- Medical devices: 4%
- Medical devices: 2%
- Medical devices: 7%
- Others: 17%

Manufacturing sites

- Solid Dosage Forms Plant
- Ampoule Plant
- Lyophilized products Plant
- Suppositories Plant
- Vrabevo Plant
- Kazanlak Plant
- Medica AD

Public companies

- Unipharm AD
- Biopharm Engineering

* 2016- Tender offering for the shareholders of Unipharm AD (pending approval from the BFSC)
# Manufacturing sites – production capabilities

## Solid Dosage Forms

<table>
<thead>
<tr>
<th>Plant Name</th>
<th>EU GMP certificate</th>
<th>Granulation</th>
<th>Compression</th>
<th>Film-coating</th>
<th>Sugar coating</th>
<th>Hard gelatin capsules (size 0 ÷ 4)</th>
<th>Primary packaging Material</th>
<th>IMP License</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solid Dosage Forms Plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>● (size 0 ÷ 4)</td>
<td>Al/Al</td>
<td>○</td>
</tr>
<tr>
<td>Vrabevo Plant</td>
<td>●</td>
<td>○</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>Al/Al/PVDC</td>
<td>○</td>
</tr>
<tr>
<td>Kazanlak Plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>Al/Al/PVDC</td>
<td>●</td>
</tr>
<tr>
<td>Unipharm</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>Al/Al/PVDC</td>
<td>○</td>
</tr>
<tr>
<td>Medica Plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>AL/PVDC</td>
<td>○</td>
</tr>
</tbody>
</table>

**Legend:**
- ● Available
- ○ Not available
## Sterile Dosage Forms

<table>
<thead>
<tr>
<th>Plant Name</th>
<th>EU GMP certificate</th>
<th>Depyrogenization</th>
<th>Terminal sterilization</th>
<th>Aseptic preparation</th>
<th>BFS</th>
<th>Filling volumes</th>
<th>Primary packaging Material</th>
<th>IMP License</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ampoule plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>1 ÷ 10 ml</td>
<td>○</td>
</tr>
<tr>
<td>Freeze-dried products plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>●</td>
<td>○</td>
<td>1 ÷ 10 ml</td>
<td>○</td>
</tr>
<tr>
<td>Biopharm Engineering</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>BFS 0.7 ÷ 500 ml</td>
<td>○</td>
</tr>
</tbody>
</table>

### Legend:
- ● Available
- ○ Not available

## Non sterile solutions

<table>
<thead>
<tr>
<th>Plant Name</th>
<th>EU GMP certificate</th>
<th>Syrups</th>
<th>Oral suspensions</th>
<th>Ear drops</th>
<th>Liquids for external use</th>
<th>Primary packaging Material</th>
<th>IMP License</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vrabevo Plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>○</td>
<td>PET and Glass bottles</td>
<td>○</td>
</tr>
<tr>
<td>Unipharm</td>
<td>●</td>
<td>○</td>
<td>○</td>
<td>●</td>
<td>○</td>
<td>Glass vials</td>
<td>○</td>
</tr>
<tr>
<td>Medica Plant</td>
<td>●</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>●</td>
<td>PET, HDPE, PETG and Glass bottles</td>
<td>○</td>
</tr>
</tbody>
</table>

### Legend:
- ● Available
- ○ Not available
### Semisolid Dosage Forms

<table>
<thead>
<tr>
<th>Plant Name</th>
<th>EU GMP certificate</th>
<th>Creams</th>
<th>Gels</th>
<th>Ointments</th>
<th>Suppositories</th>
<th>Primary packaging Material</th>
<th>IMP License</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vrabevo Plant</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>Al-tubes</td>
<td>○</td>
</tr>
<tr>
<td>Unipharm</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>○</td>
<td>Al-tubes</td>
<td>○</td>
</tr>
<tr>
<td>Suppositories plant</td>
<td>●</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>●</td>
<td>Bilayer PVC/ PE</td>
<td>○</td>
</tr>
</tbody>
</table>

**Legend:**
- ● Available
- ○ Not available

### Medical devices

|-----------------|------------------------------------|--------------------------------|----------|-----------------------|--------------------------|------------------------------------|------------------------------------------------|-----------------------------|------------------------------------------|

**Legend:**
- ● Available
- ○ Not available
## Solid Dosage Forms Plant

### Location
- Sofia – the capital of Bulgaria

### Total surface, m²
- 22,000 m²

### Employees
- 255

### Capacity, billion units
- 4bn tablets
* Main manufacturing equipment

- Fluid bed dryers:
  - BOSCH-HUETTLIN (nominal volume 527 l) with drying capacity 50÷240 kg/ granulation capacity 50÷210 kg
  - BOSCH-HUETTLIN (nominal volume 937 l) with drying capacity 100÷490 kg/ granulation capacity 100÷375 kg
- Blenders with capacities 306÷1300 l, 170÷720 l, 102÷433 l. All from L.B. Bohle Maschinen
- Film-coating drums with capacities 200÷400 kg; 90÷120 kg (Bohle and Manesty)
- High Shear Mixer (nominal volume 400 l) with capacity 65÷180 kg (BOSCH-HUETTLIN)
- Tablet presses – FETTE
- Packaging lines Uhlmann
- Capsule filling machine MG2 Planeta (capsule’s size 0÷4) with capacity 50 000 capsules per hour

We are a customer-focused organization!
# Ampoule (sterile dosage forms) Plant

<table>
<thead>
<tr>
<th>Location</th>
<th>Total surface, m²</th>
<th>Employees</th>
<th>Capacity, million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofia – the capital of Bulgaria</td>
<td>3 820 m²</td>
<td>219</td>
<td>80 m (two-shift regime)</td>
</tr>
</tbody>
</table>
Ampoule (sterile dosage forms) Plant

* Main manufacturing equipment:

- PW Installation, Aqua PW System, capacity up to 6 t/h
- WFI Installation, Gettinge Kemiterm, capacity up to 1.5 t/h
- Lines for visual inspection + High Voltage Leak Detection (leak detection, pinhole and crack detection):
  - AIM 277+Convel: Bosch Eisai + Convel, 2014
  - AIM 296 + KLD: Eisai, 2015 + Bosch, 2015
- Labeling lines Newman 6VA and Newman VAL 550
- Secondary packaging lines:
  - Mediseal, 2015
  - Soteco, IMA Group
- Box coding UDA 150S, Metronic

2015: Reconstructed and refurbished to double the capacity!
Main manufacturing equipment

Terminal sterilization:

- Vessels, Schrader, capacity 20 l, 50 l, 100 l, 250 l
- Washing-depyrogenization-filling-sealing line ALF (RRU+HQL+ALF), Bosch 2015 for 1, 2, 5 and 10 ml glass ampoules; capacity 1&2 ml – 24 000 units/h
- Washing-depyrogenization-filling-sealing line AVR (RUR+TLQ+AVR), Bosch 2007; capacity 2 ml glass ampoules – 6 ÷ 16 000 units/h; 5 ml – up to 12 000 units/h; 10 ml – up to 9 000 units/h
- Steam sterilization module GEL 91425, Getinge, 3000 l
Ampoule (sterile dosage forms) Plant

* Main manufacturing equipment

Aseptic Preparation:

- Vessels, capacity 100 l, 300 l
- Washing-depyrogenization-filling-sealing line ALF (RRU+HQL+ALF), Bosch 2007, capacity 1&2ml glass ampoules – up to 24 000 units/ h, 5 ml -up to 15 000 units/ h; 10ml -up to 9 000 units/ h
- Aseptic sterilization module GE 6613, Getinge, 500 l & GEL 91425, Getinge, 3000 l
### Lyophilized Products Plant

<table>
<thead>
<tr>
<th>Location</th>
<th>Total surface , m²</th>
<th>Employees</th>
<th>Capacity, million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofia – the capital of Bulgaria</td>
<td>1 250 m²</td>
<td>50</td>
<td>7.2m ampoules, 4.3m lyophilic ampoules</td>
</tr>
</tbody>
</table>
Main manufacturing equipment

- PW Installation, Aqua PW System
- WFI Installation, Gettinge Kemiterm
- Vessel Buchi – 15 l, equipped with dosing device, cryostat, pH-meter, thermocouple
- Vessel, Steridose, capacity 50 l
- Lyophilizer, Leybold
- Autoclaves – Tuttnauer
## Suppositories Plant

<table>
<thead>
<tr>
<th>Location</th>
<th>Total surface, m²</th>
<th>Employees</th>
<th>Capacity, million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofia – the capital of Bulgaria</td>
<td>452 m²</td>
<td>19</td>
<td>15m suppositories</td>
</tr>
</tbody>
</table>
Suppositories Plant

* Main manufacturing equipment

- Homogenizer Fryma VME-400
- Vessel 120 l
- Filling and packaging line Sarong SAAS 15/AP
### Vrabevo Plant

<table>
<thead>
<tr>
<th>Location</th>
<th>Total surface, m²</th>
<th>Employees</th>
<th>Capacity, billion and million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lovech district – central part of Bulgaria; about 150 km from Sofia</td>
<td>6 987 m²</td>
<td>215</td>
<td>1bn tablets, 20m syrups, 30m ointments</td>
</tr>
</tbody>
</table>
Vrabevo Plant

Solid dosage forms manufacturing site

* Main manufacturing equipment

- Fluid bed dryer Glatt WSG-CD 60 with capacity 40÷120 l
- Blender Glatt KCM with capacity 40÷100 l
- Film-coating drum Glatt GCM 175 with capacity 80÷130 kg
Vrabevo Plant

Semisolid dosage forms manufacturing site

* Main manufacturing equipment

- Vessels ZOATEC 200 l, 500 l and 700 l
- Homogenizer up to 700 l
- Filling and packaging line NORDENPAC for Al and laminate tubes with filling head for 5 ÷ 150 ml and tube’s holders with diameter 20 mm
Non Sterile Liquids manufacturing site

* Main manufacturing equipment

- Vessel Steridose 2 800 l
- Vessel Rotamil 1 000 l
- Homogenizer ROMACO FrymaKoruma with capacity 100 l/min suspension
- Primary packaging line Marchesini ML 661
- Secondary packaging line Marchesini MA100
Kazanlak Plant: Solid dosage forms, Phyto-APIs & Synthetic products

<table>
<thead>
<tr>
<th>Location</th>
<th>Dosage form</th>
<th>Total surface, m²</th>
<th>Employees</th>
<th>Capacity, billion and million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kazanlak district – central part of Bulgaria; about 260 km from Sofia</td>
<td>Ointments</td>
<td>1 022 m²</td>
<td>234</td>
<td>30 m ointments</td>
</tr>
<tr>
<td></td>
<td>Tablets</td>
<td>2 400 m²</td>
<td></td>
<td>exp. 4bn tablets</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100t of substance</td>
</tr>
</tbody>
</table>
Kazanlak Plant: Solid dosage forms, Phyto-APIs & Synthetic products

Solid dosage forms manufacturing site

* Main manufacturing equipment

✓ Fluid bed dryer Glatt WSG-UDP 60 with capacity 40÷100 l
✓ Blenders with capacities 40÷100 l, 80÷200 l, 225÷600 l
✓ Film-coating drums:
  ↗ Glatt GC 1250 with capacity 80÷150 kg
  ↗ Glatt GC 1500 with capacity 200÷340 kg
  ↗ Technicota 400 with capacity 200÷340 kg
✓ High Shear Mixer Fielder RMA 400/261 VAC with capacity 80÷140 kg
✓ Capsule filling machine Macofar MT 80 (capsule’s size 0 ÷ 4)
Kazanlak Plant: Solid dosage forms, Phyto-APIs & Synthetic products

Phyto-APIs manufacturing site

* The plant is equipped with a production line for manufacturing of APIs

Silymarin

Galantamine
<table>
<thead>
<tr>
<th>Location</th>
<th>Facilities Area (production + QC + warehouses)</th>
<th>Employees</th>
<th>Capacity, Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sandanski – southwest part of Bulgaria; about 160 km from Sofia</td>
<td>9 700 sq. m.</td>
<td>198</td>
<td>Find the slides below; depends on the product</td>
</tr>
</tbody>
</table>
Medical devices manufacturing site

* Main manufacturing equipment

- Gauze Compress folding machines Bouda with capacity 5 000÷ 7000 pcs/hr
- Blister machines for sterile products Hammerle with capacity 1 000÷ 1500 pcs/hr
- Flat Packing machine for sterile products Holweg RV with capacity 1 000÷ 1500 pcs/hr
- Flow packing machine Tevofarm for bandages with capacity 1000-1200 pcs/hr
- Weaving machines Jakob Muler
- Knitting machine Rius Medical 1000
- Circular knitting machines Lonati
- Rolling machines for bandages
- Steam autoclave for medical devices – TBM with capacity 10 m³
Solid dosage forms manufacturing site

* Main manufacturing equipment

- Fluid bed dryer Aeromatic with capacity 60÷100 l
- High Shear Mixer Lodige MGT 400P with capacity 100÷150 l
- Blender Fucs Tip B with capacity 100÷200 l
- Film-coating drums:
  - Manesty Acela cota 150 with capacity 90÷120 kg
  - GS HT/M300 with capacity 100÷250 kg
- Tablet presses – Fette, Ronchi
- Primary and secondary packaging line Noack
- Capsule filling machine Zanassi AZ40 (capsule’s size 0÷1)
Non Sterile Liquids manufacturing site

* Main manufacturing equipment

- Vessels with capacities 100 l, 250 l, 800 l
- Filling machine semiautomatic, with filling volume from 15 to 500 ml and capacity, up to 1000pcs/hr
Unipharm

<table>
<thead>
<tr>
<th>Location</th>
<th>Total surface , m²</th>
<th>Employees</th>
<th>Capacity, million units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sofia – the capital of Bulgaria</td>
<td>846 m²</td>
<td>168</td>
<td>750m tablets</td>
</tr>
</tbody>
</table>
* Main manufacturing equipment

- Fluid bed dryer Bohle BSF-60 with capacity 40÷100 l
- Blenders with capacities 60÷160 l, 90÷240 l, 102÷433 l
- Film-coating drums Bohle with capacities 50÷100 kg
- High Shear Mixer Pivot P25 with capacity 15÷40 kg
- Primary packaging line Romaco Noack 623 with capacity 250 blisters per minute
- Secondary packaging line Romaco Promatic P 91 with online batch number and expired date coding
<table>
<thead>
<tr>
<th>Location</th>
<th>Facilities Area (production +QC + warehouses)</th>
<th>Employees</th>
<th>Capacity, Units (ampoules, vial)/hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sliven– eastern part of Bulgaria; about 300 km from Sofia</td>
<td>2 000 sq. m.</td>
<td>114</td>
<td>BFS vials: 12 000 BFS bottles: from 2500 to 3500</td>
</tr>
</tbody>
</table>
* Main manufacturing equipment

✓ Line for large volumes i.v. terminally sterilized solutions
✓ The new Blow-Fill-Seal Line, Weiler 640 (series ASEP-TECH) is fully operational from 2015 year

✓ Capacity:
  • 1ml, 2 ml and 3 ml BFS vials:
    ~12 000 ampoules/ hour
  • BFS 100 ml bottles:
    ~ 3000 ÷ 3500 bottles/ hour
  • BFS 250 ml bottles:
    ~ 3000 bottles/ hour
  • BFS 500 ml bottles:
    ~ 2500 bottles/ hour

*All volumes are approximate and should be discussed case by case
**Spare Capacities** - flexible

- **Solid dosage forms:** 1.4 ÷ 1.6 billion units/ year
- **Semi-solid dosage forms** - 10 million units/ year
- **Sterile dosage forms:**
  - **Small volumes**
    - Terminal sterilization: 16 000 000 units/ year
    - Aseptically prepared: 19 000 000 units/ year
  - **Large BFS volumes:**
    - 20 million units/ year (BFS bottles 100 ml; 2 mode shift)
    - 12 million units/ year (BFS bottles 250 ml; 2 mode shift)
    - 7 million units/ year (BFS bottles 500 ml; 2 mode shift)
  - **Small BFS volumes:**
    - 120 million units/ year (BFS vials 1 ml, 2 ml and 3 ml; 2 mode shift)

*All volumes are approximate and should be discussed case by case*
QC/ R&D/ QA
Sopharma’s logistic services benefit 40+ countries

- 30+ countries receive Sopharma’s goods by air transport
  - Georgia, Austria, Albania, Germany, USA, Serbia, Poland, Macedonia, Rumania, Sweden and many others
- 20+ countries receive Sopharma’s goods by land transport
  - Russia, Ukraine, Albania, UK, Greece, Turkey, Latvia, Holland, Czech Republic, Azerbaijan and many others.
- Sopharma’s goods to Korea, Mongolia, Malta by sea transport

40+ countries benefit from Sopharma’s logistic services
Logistic Facilities

Potential

- 4 distribution centers
- 17 500 sq. m. warehouse area
- 170 sq. m. storage area for thermo susceptible products

New logistic center in Varna

- Total area: 7 400 sq. m.
- Warehouse area: 2 800 sq. m.
- Capacity: 10 000 items
Distribution and wholesaling

- Main distributor of Sopharma products in Bulgaria, mainly by pre-wholesaling
- Number one in hospital segment
- Number one medical equipment supplier
- Top position in the retail market
Summary

✓ More than 80 years tradition and modern approach for production of human medicines
✓ Sopharma offers manufacturing of tablets, film-coated tablets, sugar-coated tablets, capsules, injectables (terminally sterilized or aseptically prepared), lyophilized products, infusions, syrups, oral suspensions, ointments, cream, gels, suppositories, medical devices, phyto-APIs
✓ We provide products manufactured to the highest quality standards backed by prompt storage and delivery
✓ Our quality management system provide the backbone of our manufacturing operations
✓ Our packaging are designed and printed in our own printing house
✓ All of our manufacturing sites are EU GMP
✓ The Company’s cost structure coupled with the know how and GMP certifications of the majority of its productions facilities enables the Company to offer high quality competitively priced products
Thank you for your time and attention!

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