



This is where Polish
innovation begins



Our mission

We respond to the key challenges of modern medicine

The company's history 1/3

Establishment of Adamed by Marian Adamkiewicz, MD, PhD



1986

1991



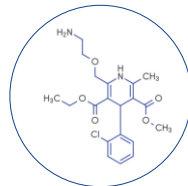
FURAGINUM – launched to the market (treatment of urinary tract infections)

Opening of the first manufacturing plant in Pieńków near Warsaw



1994

1998



Registration of the first Polish amlodipine – Launch of AMLOZEK
The first formulation manufactured according to our own patent

Establishment of an R&D Division



1999

2000



The GMP Certification – Confirmation of manufacturing according to the highest global standards

Initiation of research on innovative medications

Launch of LUTEINA – a drug used for menstruation cycle disorders and infertility



2001

2002



Opening of a second manufacturing plant in Ksawerów

The company's history 2/3

Entry into European markets

Registration of AMLOZEK in the European Union, one year before Poland's accession to the EU

Acquisition of Polfa Pabianice (125 years of tradition) and the Agropharm company

Establishment of a representative office in Kazakhstan

Official opening of the Research and Development Centre

Opening of representative offices in the Czech Republic and Slovakia



2003

2005-2009

2010

2011-2012

2013

2013-2015

2016

2017



A scientific and industrial consortium is established

Establishment of a representative office in Ukraine

Initiation of sales via Adamed Laboratorios in Spain

Establishment of a representative office in Russia

Beginning of work on AD-051.4 – an innovative anti-cancer molecule developed under the ONCO-3CLA project

Construction of a modern Research and Development Centre

Purchase of a controlling stake in the Vietnamese Davipharm company

The company's history 3/3


Opening of the Pilot Plant in Pabianice



2018

2019



 Establishment of strategic cooperation with Ecupharma and setting-up of a representative office in Italy

Conclusion of an exclusive global license agreement with Acadia Pharmaceuticals for further development work on the innovative Adamed molecule



Establishment of a representative office in Uzbekistan



2020

2021



Expansion of the Production and Logistics Center in Pabianice

Purchase of a laboratory in Kajetany


The world's first change in the category of Tadalafil 10 mg availability from RX to OTC



2022

2023



 Acquisition of 100 percent shares of the Vietnamese company Davipharm



DEVELOPMENT

through investments and innovations



9

representative offices



several dozen foreign markets

where we are present



3

manufacturing plants



19

therapeutic areas



~500 M EUR

for investments and research and development works



nearly 900

SKU in Poland and abroad

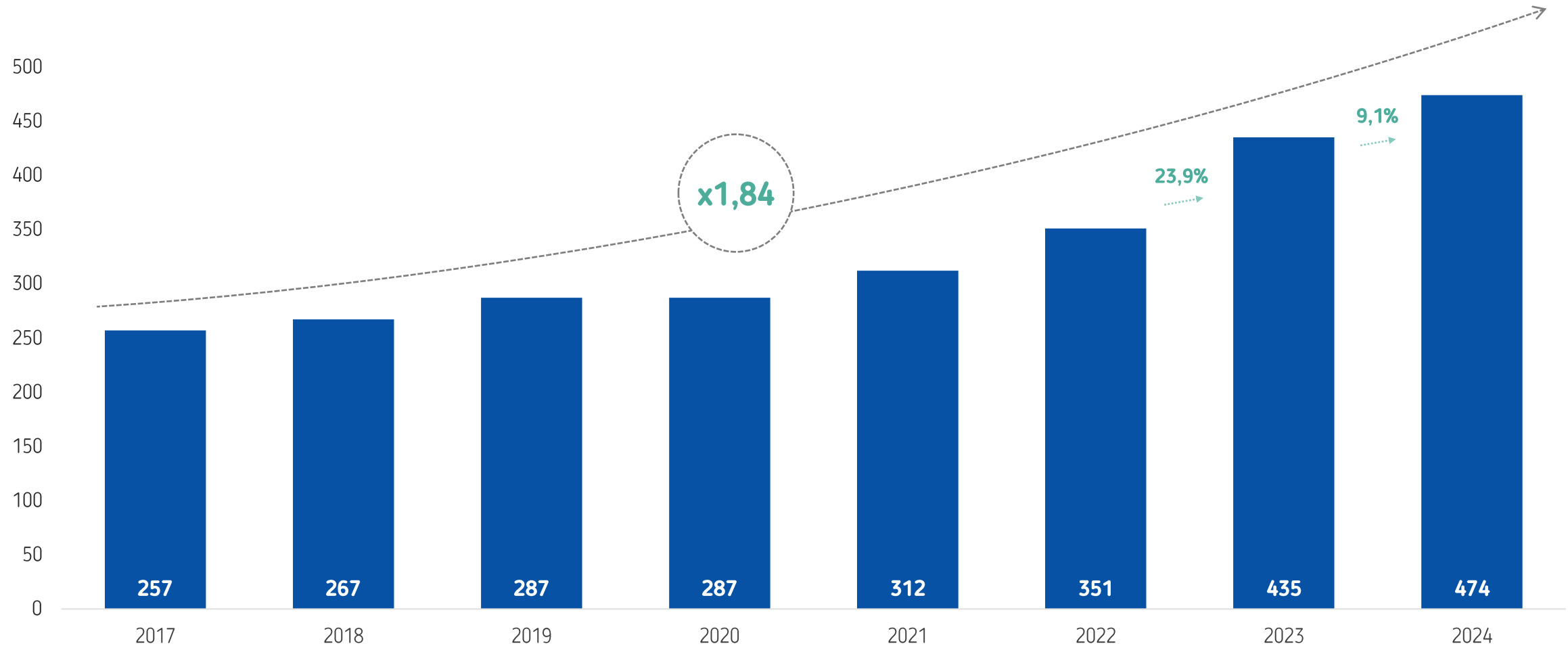


~ 2700

Coworkers

Revenues Adamed Group, 2017-2024

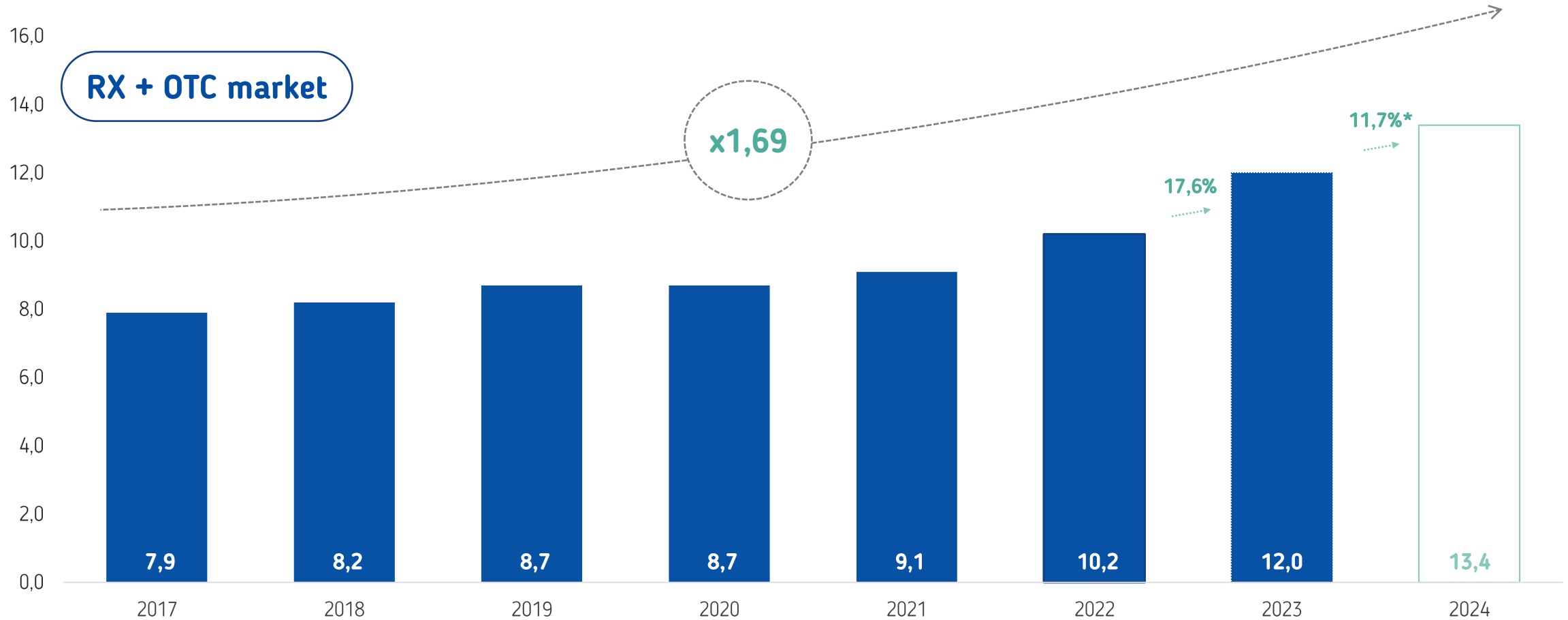
Net sales, EUR mln



Source: internal data (Ex-factory) | Data corrected for the difference in price list and actual prices for oncological products, the so-called Onko discounts
Adamed Group includes Adamed Pharma, Davipharm (shares from 2017) and Ecupharma (shares from 2019).

We are growing faster than the pharmaceutical market in Poland

Pharmaceutical market in Poland (in EUR bln), 2017-2024



Pharmaceutical market

TOP 15 companies ranking, sell-in



	2022			2023		
	Value List Price (PLN)	Value List Price (PLN) Growth % PY	Value List Price (PLN) Market Share	Value List Price (PLN)	Value List Price (PLN) Growth % PY	Value List Price (PLN) Market Share
Total market	48 150 794 724	15,7%	100,0%	54 943 227 456	14,1%	100,0%
1. POLPHARMA GROUP	2 755 181 027	14,4%	5,7%	3 085 824 479	12,0%	5,6%
2. BAYER	2 006 576 207	7,9%	4,2%	2 139 187 501	6,6%	3,9%
3. ROCHE	1 455 026 954	21,1%	3,0%	1 832 814 214	26,0%	3,3%
4. NOVARTIS CORP.	1 242 509 980	8,6%	2,6%	1 594 975 416	28,4%	2,9%
5. MERCK & CO.	1 071 017 257	34,6%	2,2%	1 465 465 272	36,8%	2,7%
6. JOHNSON & JOHNSON	993 309 565	23,6%	2,1%	1 444 931 459	45,5%	2,6%
7. SANOFI	1 313 046 822	13,5%	2,7%	1 394 705 554	6,2%	2,5%
8. BRISTOL MYERS SQUI	891 238 621	22,6%	1,9%	1 316 130 444	47,7%	2,4%
9. BOEHRINGER I	1 051 816 572	12,9%	2,2%	1 269 832 532	20,7%	2,3%
10. SANDOZ CORP.	1 100 790 808	10,0%	2,3%	1 253 712 163	13,9%	2,3%
11. TEVA GROUP	1 245 794 849	9,9%	2,6%	1 249 587 461	0,3%	2,3%
* 12. ADAMED	1 097 754 288	13,9%	2,3%	1 203 600 290	9,6%	2,2%
13. ASTRAZENECA	896 890 156	47,4%	1,9%	1 190 900 745	32,8%	2,2%
14. PFIZER CORP.	929 533 680	8,7%	1,9%	1 096 981 922	18,0%	2,0%
15. NOVO NORDISK	704 359 292	61,1%	1,5%	1 074 489 216	52,5%	2,0%

Pharmaceutical market

TOP 15 companies ranking, sell-out

	2022			2023		
	Value (PLN) MLN	% PPG VALUE	Mshare Value	Value (PLN) MLN	% PPG VALUE	Mshare Value
Total market	44 374 654 878	13,7%	100,0%	48 171 113 621	8,6%	100,0%
1. POLPHARMA	3 141 615 360	16,0%	7,1%	3 483 298 816	10,9%	7,2%
2. TEVA	1 564 604 288	10,3%	3,5%	1 579 530 624	1,0%	3,3%
* 3. ADAMED	1 364 905 984	14,4%	3,1%	1 508 088 704	10,5%	3,1%
4. AFLOFARM	1 443 735 808	12,0%	3,3%	1 465 792 768	1,5%	3,0%
5. USP ZDROWIE	1 316 435 072	27,2%	3,0%	1 375 758 592	4,5%	2,9%
6. BAUSCH HEALTH	1 134 390 528	12,6%	2,6%	1 252 851 968	10,4%	2,6%
7. BAYER	1 187 807 232	6,2%	2,7%	1 216 354 048	2,4%	2,5%
8. SANDOZ	1 093 332 736	9,2%	2,5%	1 185 945 216	8,5%	2,5%
9. NOVO NORDISK	749 577 344	51,7%	1,7%	1 160 400 128	54,8%	2,4%
10. BERLIN-CHEMIE	1 020 606 784	12,7%	2,3%	1 118 881 792	9,6%	2,3%
11. KRKA	1 029 270 080	4,9%	2,3%	1 109 316 736	7,8%	2,3%
12. BOEHRINGER INGELHEIM	706 208 384	17,3%	1,6%	900 962 240	27,6%	1,9%
13. SANOFI	818 980 992	6,9%	1,8%	868 244 544	6,0%	1,8%
14. VIATRIS	770 169 280	1,8%	1,7%	818 785 472	6,3%	1,7%
15. HALEON	795 124 992	16,3%	1,8%	815 091 456	2,5%	1,7%



Where Polish innovation comes into being

- We are improving existing therapies (drugs with added value)
- We are looking for new, original drugs



over 200
researchers



250
patents



90 technical
solutions



37,5 MLN EUR
for R&D projects in
2023

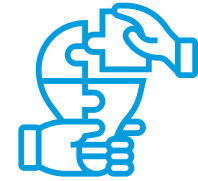
Development of innovative generic drugs

- Combination drugs (FDC)
- New routes of administration
- New dosage forms
- Reducing of adverse events



49

development projects



3

co-developments

Early phase clinical trials

2022

24

2023

19

2024

16

Late phase clinical trials

6

6

7

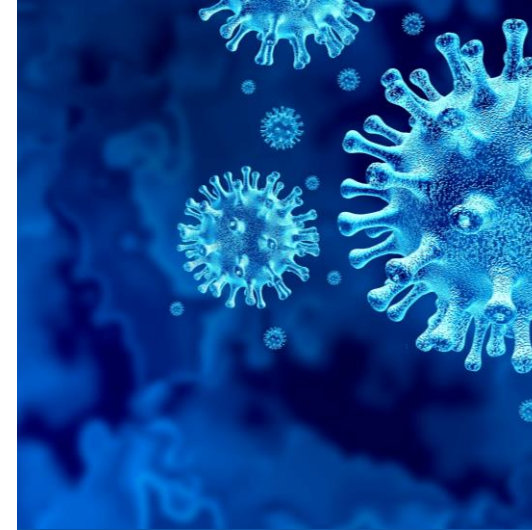
Development of original drugs



**Modern Research
and Development
Center**



**3 research
platforms**
(neuropsychiatry,
oncology, diabetology)



**Numerous
collaborations with
research centers**




**Conclusion of an exclusive global
license agreement with Acadia
Pharmaceuticals** for further
development work on the original Adamed
molecule with potential for use in the
treatment of mental disorders (2020)

Production and Logistics Centre in Poland

Suppliers:

Europe, Asia, Australia, Oceania

 **2,6 bln**
tablets per year

 **71 mln**
packages per year



2 production plants

7000 series 
released to the market per year

Quality and Compliance 
production pillars:

Risk Management

cGMP

KAIZEN

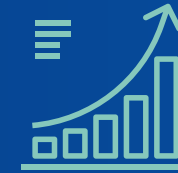
TPM/SMED



Development of the Production and Logistics Center



A multi-stage investment



Increasing power and production possibilities



Digitization and robotization of logistics processes



Increasing storage capacity

Pilot Plant

R&D Pilot Plant Station in Pabianice

- + An investment that allows for quick and flexible implementation of R&D projects and delivery of products for conducting clinical trials
- + It enables the production of the so-called "Drugs with added value" and allows for the development of innovative forms of drugs
- + STANDARD - GMP
- + Production of pilot and clinical series up to 100 kg
- + Usable area 670 m²





Asian investment

In November 2017, Adamed Pharma acquired 70% of shares in Davipharm (Dat Vi Phu), one of the fastest-growing pharmaceutical manufacturers in Vietnam. In April 2023, Adamed confirmed its strong commitment towards the investment in Vietnam – the company became a 100% shareholder of Davipharm.

- A platform for further dynamic expansion in the Asia-Pacific area
- EU-GMP certification for manufacturing operations (production and packaging) of non-sterile products in capsules, hard casings, and tablets
- Certified zone for High Potent (HP) drugs in solid forms, i.e. hard capsules, tablets, and coated tablets


USD 60 mln - Adamed's capital commitment in Vietnam


It is one of the largest Polish direct investments in this part of the world

- + Davipharm manufactures over 300 pharmaceutical products and offers drugs in 12 therapeutic areas to patients from Vietnam, Cambodia, Philippines and Myanmar
- + The capacity of the production plant allows for the production of 1.2 billion tablets per year
- + The Davipharm production plant was the first in Vietnam to obtain zone certification to produce High Potent (HP) drugs in solid forms, including high-quality cancer drugs
- + One of only a few pharmaceutical companies in Vietnam with the European EU-GMP manufacturing certificate



2900 series 
released to the market per year

~650 mln 
tablets per year

~20 mln 
packages per year

Quality and Compliance 
production pillars:

-Continuous
improvement

cGMP

-Error and
waste free

-Product
robustness

**production plant in Binh Duong,
office in Ho Chi Minh City**

Adamed are people who are guided by common values

2,700 Co-workers in 10 countries

FLEXIBILITY AND FAST ACTION

INNOVATION

OPERATING EXCELLENCE



QUALITY

OPENNESS

MUTUAL RESPECT

Together we can do more!

Adamed's responsibility

- We conduct our activities in accordance with the idea of corporate social responsibility
- Our goal is balanced and stable growth, respecting our environment



Responsible partner of the economy

We influence economic and social development globally



Responsible producer

We provide the highest quality products, act with care for the natural environment and follow good practices



Responsible employer

We shape a friendly and engaging work environment



Innovations

We introduce new solutions responding to the needs of patients in the face of civilization diseases



Adamed Expert – expert health portal

CURRENT MEDICAL KNOWLEDGE IN ONE PLACE


www.adamed.expert

Physician

Pharmacist

Patient

Nurse



- Reliable medical information based on global standards
- Content developed by outstanding Polish experts
- Compendium of current and verified knowledge available in one place
- Convenient and user-friendly layout

Adamed supports startups

- We focus on innovation, which is why we are constantly looking for an innovative solutions
- A special team for cooperation with the environment of young technology companies - Adamed Technology - is actively working in Adamed



8

Acceleration programs under the patronage of Adamed



13

Editions of the MIT Enterprise Forum Poland / CEE program with the participation of Adamed



37

Healthtech teams supported by Adamed



21

Adamed mentors helping teams

ESG: Social programs

GOALS

- We support patients in managing their own health
- We increase awareness of diseases and health prevention
- We cooperate with the medical community and patient organizations



„New Heart”

Prevention of cardiovascular diseases, among other things, through the Slodka Kontrola program offering glycosylated hemoglobin testing



„Find Yourself”

Raising awareness of diseases of the nervous system



„Deep Breath”

Education of patients in the field of respiratory diseases



„Adamed for Senior”

Support for senior organizations, education, increasing awareness of the situation of seniors in Poland

Adamed Foundation



ADAMED SmartUP – a scientific and educational program aimed at teenagers interested in exact and natural sciences.

→ 10 editions in Poland:

approx. 80 000
registered students

500 participants
of science camps

- 5 editions in Vietnam, 750 participants
- 2 editions in Spain, almost 200 participants
- 1 edition in Uzbekistan, 20 participants



Adamed Expert Foundation – a program whose goal is to create, deliver and popularize reliable, based on expert knowledge, information on medicine and preventive healthcare.

Supportive School



Supportive School

ADAMED FOUNDATION

Inaugurated in the fall of 2023, the first comprehensive program in Poland aimed at preventing suicidal behavior among children and adolescents is being implemented in collaboration between the Adamed Foundation and leading experts in suicidology working within the framework of the 'Let's talk about life' service.

PATRONS:

Patronat honorowy



Minister
Edukacji

Polish
Association
of Suicidology



- we build awareness about mental well-being among children, adolescents, teachers, and parents
- we provide adults and youth with tools to prevent risky behaviors
- we teach adults how to be a support for young people in mental crisis, how to provide and where to look for help

By mid-2024, a total of 30 educational institutions were covered by educational activities.



wspierajacaszkola.pl

Help for Ukraine

Adamed Pharma

- + Donation of support, including drugs and medical aid with a total value of almost EUR 4 million
- + Donation to the Polish Medical Mission

Adamed Foundation

- + 2,100 school kits for Ukrainian children who started their education in Polish schools
- + Development of Ukrainian language versions of ADAMED SmartUP educational films
- + Donation to the SOS Children's Villages Association in Poland

Coworkers at Adamed Pharma

- + material and psychological assistance for Ukrainian Associates and their families
- + Grassroots volunteering campaigns of Associates



Delivery of school kits for 2,100 Ukrainian children.



Thank you!