



Expanding Horizons
Elevating Lives



www.elpen.gr

ELPEN
GROUP OF
COMPANIES



PRIVATE COMPANY: Family-owned, not listed

ESTABLISHED: 1965

GROUP

ELPEN Pharmaceutical Co. Inc.

WINMEDICA S.A.

ELPEN PHARMA GmbH

ELPEN Middle East & Africa



TURNOVER 2023: 260 million € (ELPEN), 400 million € (Group)



EMPLOYEES: >1,400 (ELPEN), >1,600 (Group)



PRODUCTION FACILITIES: 26,000 m² Keratea, Pikermi (Attica)



OFFICES: 4,000 m² (Athens, Thessaloniki, Berlin, Dubai)



RESEARCH FACILITIES: 5,200 m² Keratea, Pikermi, Spata (Attica)

SUBSIDIARIES:



ELPEN PHARMA GmbH
in Berlin, Germany
(since 2012)



ELPEN Middle East & Africa
in Dubai, UAE
(since 2024)



EXPORTS: >90 countries worldwide



ACTIVITIES: R&D | Clinical Development | Production | Logistics | Distribution
Regulatory Affairs | Medical Affairs | Market Access | Marketing & Sales
Public Relations | International Operations



Establish leading position in local market

Expand international business

Develop value added medicines

(innovative formulations, alternative methods of administration, product repositioning)

ELPEN's LEADING POSITION IN THE GREEK MARKET

ELPEN is the Leading Pharmaceutical Company in Greece, ranking 2nd among more than 300 multinational and local companies.

	MANUFACTURER	SALES (mil €)	PPG (%)	MARKET SHARE (%)	MARKET SHARE GROWTH (%)	EVOLUTION
1	GSK PHARMA	101.093.551	26,41	4,40	0,81	123
2	ELPEN	94.394.863	6,13	4,10	0,12	103
3	NOVO NORDISK	93.476.029	16,45	4,06	0,47	113
4	BOEHRINGER	89.692.415	2,97	3,90	0,00	100
5	VIATRIS	88.385.452	-2,32	3,84	-0,21	95
6	LILLY	81.325.019	-6,50	3,54	-0,36	91
7	ASTRAZENECA	79.654.072	8,13	3,46	0,16	105
8	SANOFI	72.419.491	-3,70	3,15	-0,22	94
9	BRISTOL MYERS SQUI	71.783.431	9,52	3,12	0,19	106
10	NOVARTIS PHARMA	71.519.055	-11,43	3,11	-0,52	86
11	BAYER PHARMA	71.000.539	3,43	3,09	0,01	100
12	VIANEX	64.974.026	0,24	2,83	-0,08	97
13	MERCK SHARP DOHME	54.510.555	-11,43	2,37	-0,39	86
14	MENARINI	49.114.069	-5,41	2,14	-0,19	92
15	BENNETT	39.186.875	12,57	1,70	0,15	109
16	HALEON	38.074.266	0,83	1,66	-0,04	98
17	UNI PHARMA	37.983.706	2,98	1,65	0,00	100
18	INNOVIS	37.708.272	13,78	1,64	0,16	110
19	UPSA	37.213.950	24,59	1,62	0,28	121
20	RAFARM	36.400.223	-2,30	1,58	-0,09	95

IQVIA: YTD 08/2024

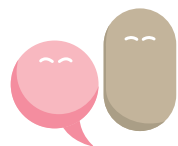
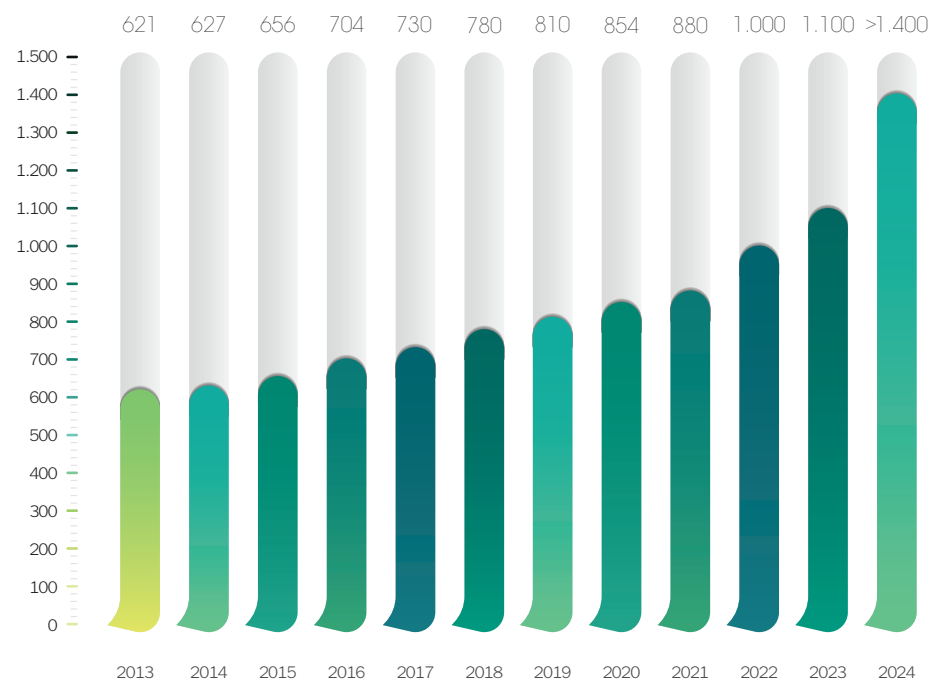
Efficient product selection and dedication to quality, by applying the highest production standards and efficient quality controls, are the determining factors for ELPEN's performance.


>1,400
 employees



ELPEN's EMPLOYEES INCREASE OVER THE YEARS

The successful transformation of ELPEN into the leading local player is due to our people, their commitment to ELPEN's business strategies and their dedication to customer's needs.



300
 Marketing & Sales

Marketing and Sales Force Teams comprise a significant section of ELPEN's employees (300 people).

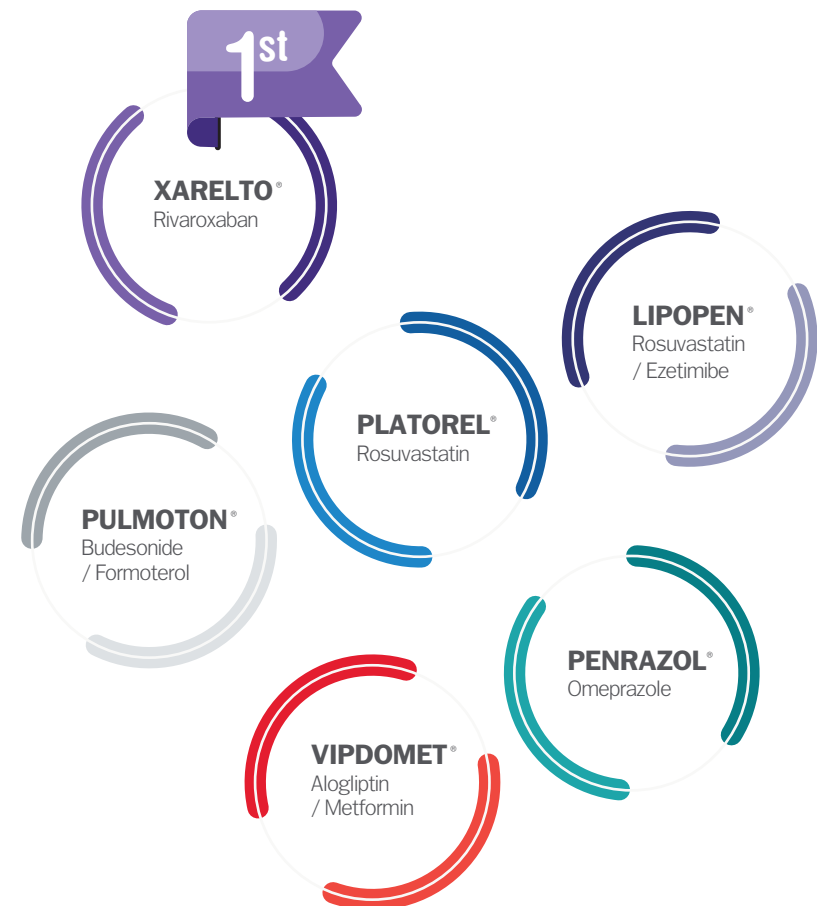
They are the largest and most effective pharmaceutical sales team in Greece, visiting more than 24,000 health care professionals in all major medical specialties and 6,500 pharmacies in Greece.

ELPEN's PRODUCTS IN GREECE

ELPEN specializes in branded generics and originator pharmaceuticals through collaborations with multinational companies.

The quality of our products and our company's commitment to ethical standards have won over the trust and loyalty of the local medical and pharmaceutical communities, resulting in ELPEN's confidence in conducting business as a multinational pharmaceutical company.

Six (6) products promoted by ELPEN are within the **TOP 100 BEST SELLERS IN GREECE**



IQVIA: TOP 100 Products // YTD 08/2024

COLLABORATIONS IN THE GREEK MARKET

We proudly offer extensive experience in all types of partnerships including licensing-in, co-marketing, co-promotion, distribution, third-party services and contract manufacturing. ELPEN is the partner of choice for the Greek market as shown below:

COMPANY	COUNTRY	SINCE	PRODUCT (API)	ANNUAL SALES
Italfarmaco	IT	1990	Legofer® (iron proteinsuccinylate)	over 3,0M€
Bayer	DE	2012	Xarelto® (rivaroxaban)	72,5M€
Takeda	CH	2015	Vipidia® (alogliptin)	12,4M€
		2015	Vipdomet® (alogliptin + metformin)	
		2015	Incesync® (alogliptin + pioglitazone)	
Servier	FR	2018	Prestalia® (perindopril + amlodipine)	1,2M€

ELPEN offers significant experience in all required aspects for the dynamic introduction and promotion of pharmaceuticals in Greece.



RESEARCH & DEVELOPMENT

Pharmaceutical Development

The departments of Intellectual Property, Formulation, Analytical, Regulatory and Clinical/Medical Affairs focus on delivering Generic & Value Added hybrid pharmaceutical products for Greece, Europe and International markets.

INHALATION PRODUCTS

○ DPI's: Elpenhaler® Portfolio

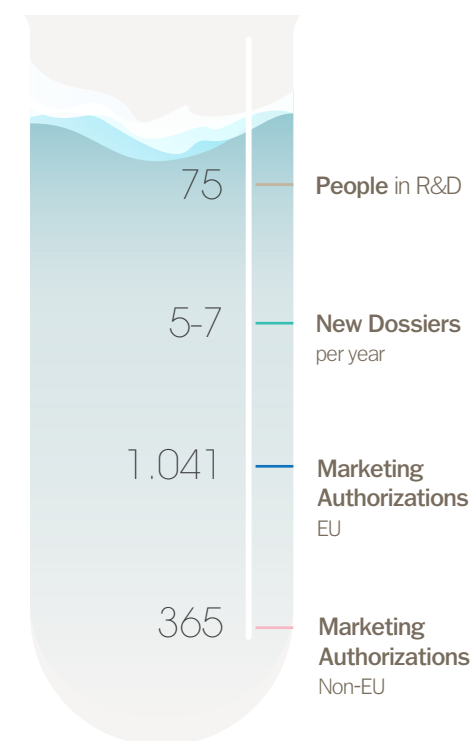


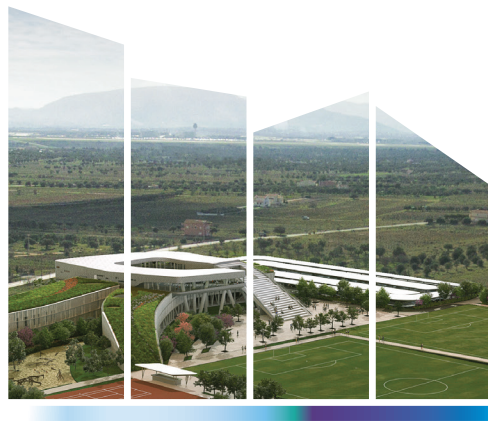
○ pMDi: (Beclomethasone / Formoterol) ○ Nasal sprays: (Azelastine / Fluticasone)

Value Added Products: ELPEN is highly appreciated by the Academic and Medical Societies and merits a close collaboration with esteemed KOLs

PHARMACEUTICAL FORMS DEVELOPED

-  ORAL SOLIDS
-  ORAL LIQUIDS
-  DRY POWDER INHALERS
-  INJECTABLES
-  LYOPHILIZED PRODUCTS
-  PRESSURISED METERED DOSE INHALERS
-  NASAL SPRAYS





The first health & life sciences ecosystem in Greece

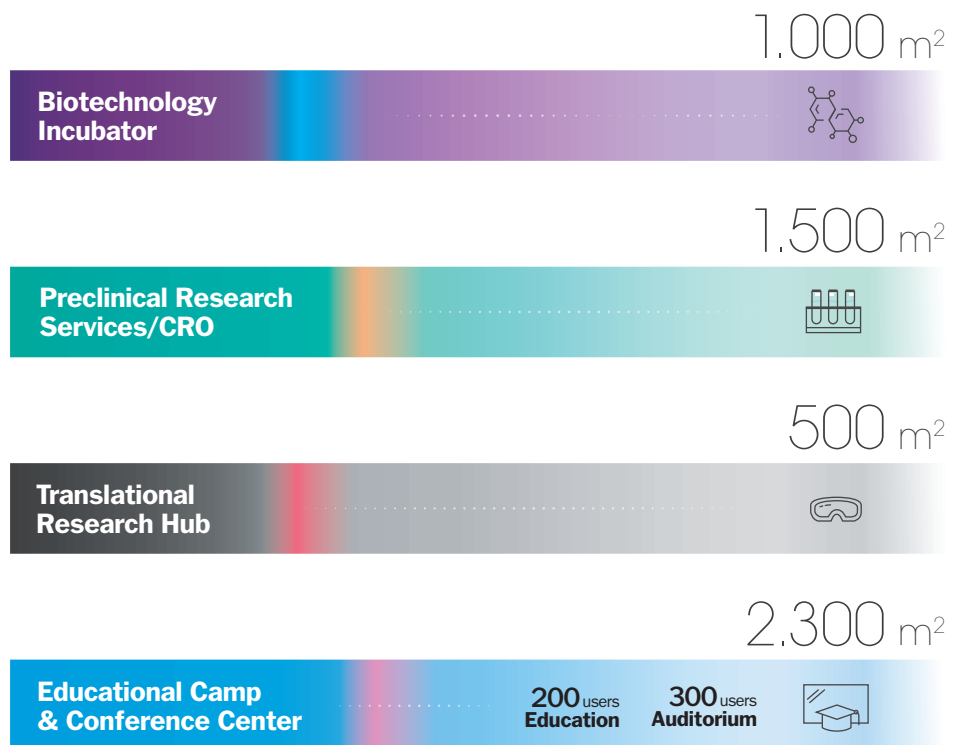
Our vision is to become a globally competitive biotechnology hub based in Greece

Our mission is to enhance innovation in the biopharmaceutical industry and create value through enabling collaborations between academia, start-up entrepreneurship, venture capitals and industry, with the aim of expediting the drug discovery and development process for the benefit of patients worldwide

Our goal is to advance drug discovery and development by providing a range of supporting services and the guidance of experienced pharma /biotech executives and entrepreneurs



A unique investment





pMDI DEVELOPMENT & MANUFACTURING FACILITY KERATEA - ATHENS - GREECE

CDO
services
Product Development

CDMO
services
Contract Manufacturing
(one stop shop/toll manufacturing)

CMO
services
Development & Contract Manufacturing



INTERNATIONAL BUSINESS DIVISION

ELPEN is always aiming towards establishing successful alliances and becoming the partner of choice for innovative and branded generics worldwide.

In order to achieve this, the goal of our International Business Division is to explore all possible collaborations related to ELPEN's products through flexible business models and always supported by ELPEN's departments of R&D, Production, Quality Assurance, Patents, Regulatory Affairs and Customer Service.

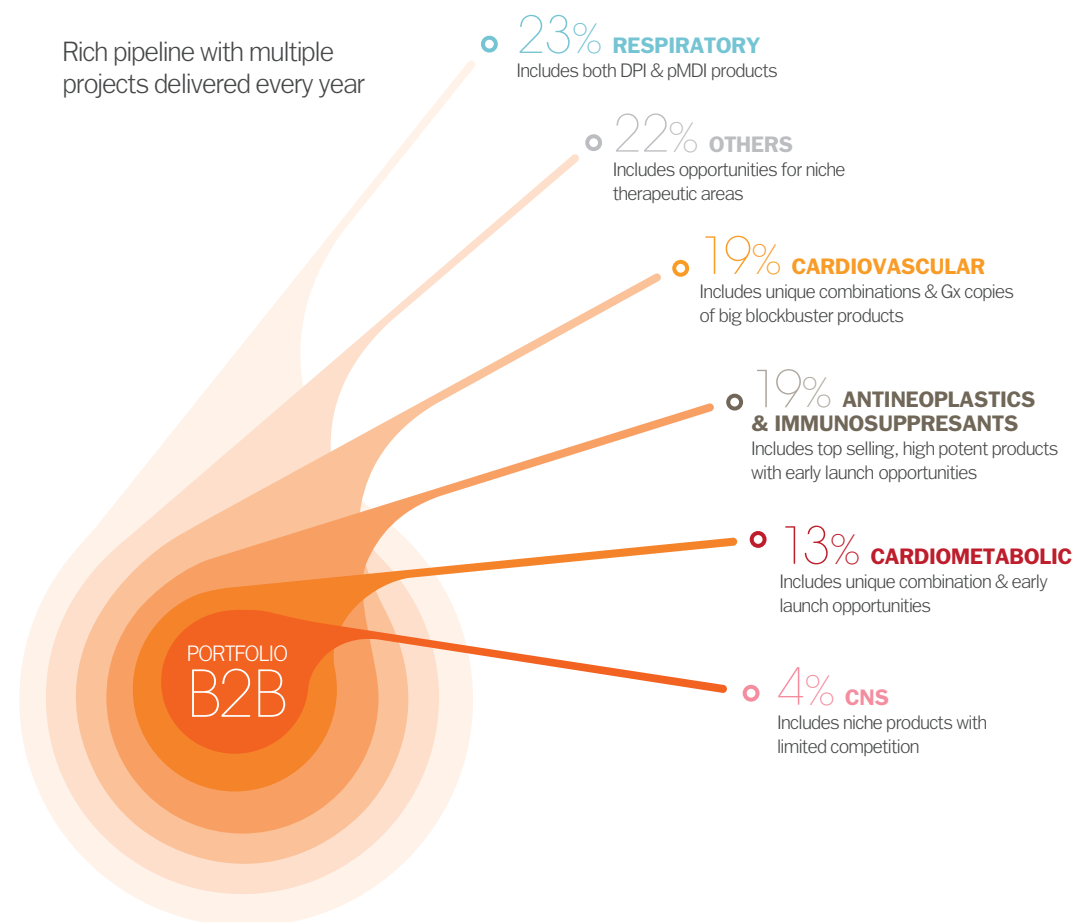
TOTAL QUALITY MANAGEMENT

ELPEN implements a product quality policy as instructed by the standards required by the law.

ELPEN is committed to operate in accordance to ISO standards, the Good Manufacturing & Laboratory Practices and the Good Storage & Distribution Practices.

PRODUCTS AVAILABLE FOR OUT-LICENSING

Rich pipeline with multiple projects delivered every year





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