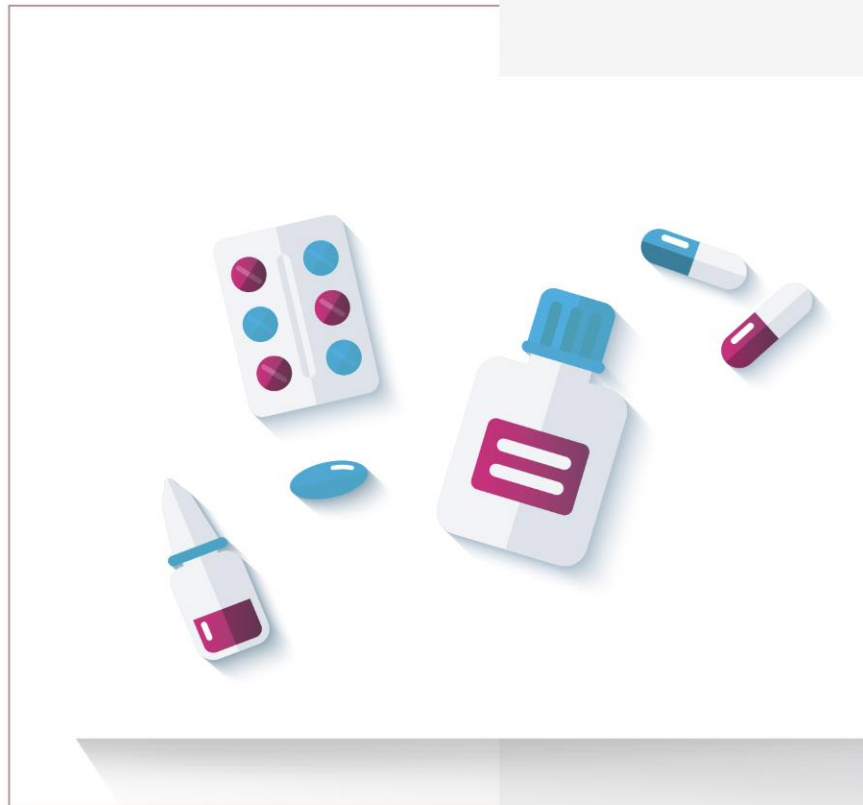




## What we do?

**Aflofarm** is one of the largest and most recognizable pharmaceutical companies in Poland (EU) and has been operating in the consumer healthcare sector for over 30 years.

We are a family company that has grown into **no. 1 in OTC sales** in Polish pharmacies\*.



# The Board

Aflofarm is a Family Company, founded by Andrzej and Grażyna Furman, who have been involved in the pharmaceutical industry since the early 1980s.

**In 2006 Mr. Furman handed the company over to his sons - Jacek, Wojciech and Tomasz.**



**Jacek Furman**  
Chief Executive Officer



**Wojciech Furman**  
Board Member



**Tomasz Furman**  
Board Member



**Bogumiła Ciszewska**  
Board Member



**Hanna Wahl**  
Board Member

## Where are we?

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1. Ksawerów
2. Pabianice - Headquarters
3. Rzgów
4. Kraków
5. Rzeszów

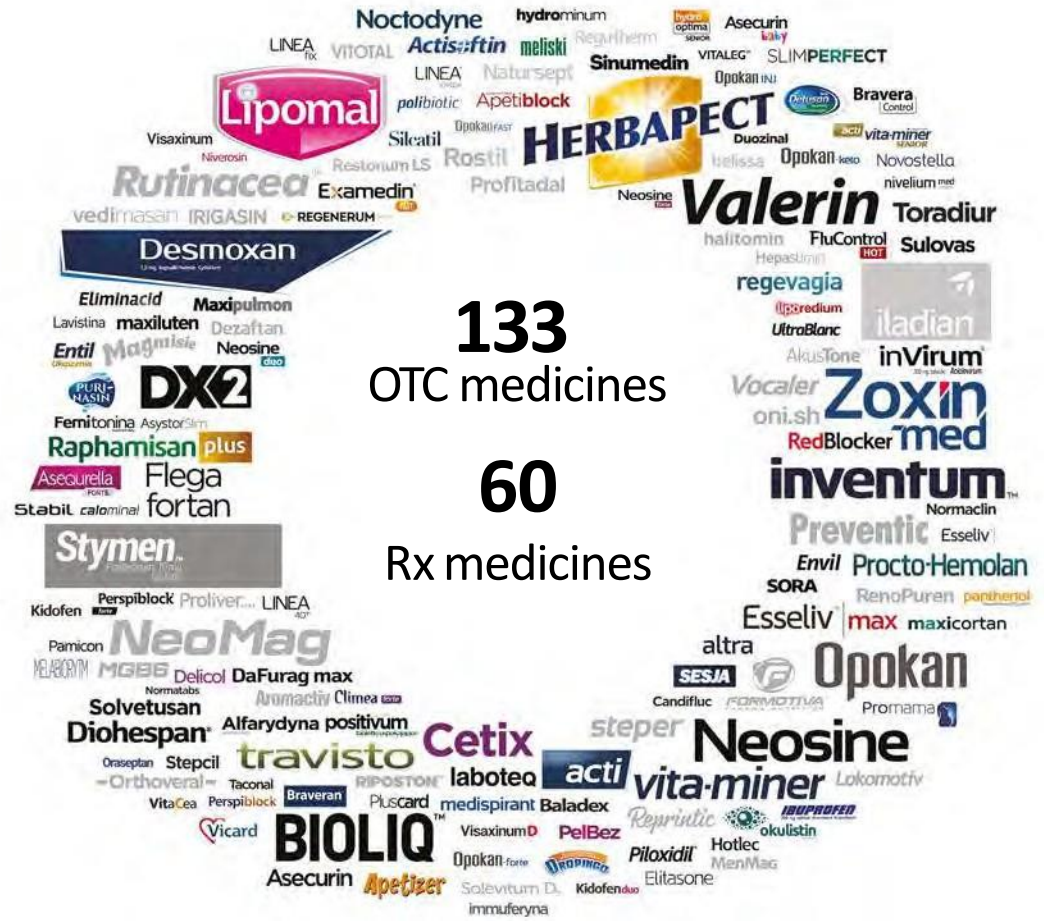




## Alofarm's portfolio includes:

over 700 products of every regulatory status in the most popular healthcare categories:

- Rx & OTC medicines
- medical devices
- food supplements
- cosmetics
- food for special medical purposes
- sport nutritions



## We are proud that:



We provide Patients with  
**133** OTC medicines  
and **60** Rx medicines\*



We employ approx.  
**1200**  
employees



We produce approx.  
**750 000** kg  
of tablet mass a year\*\*



We run  
**2** foundations  
• We love Pabianice  
• Aflofarm Foundation



We operate in  
**5** modern  
factories  
in different locations



We have  
**6** laboratories  
including: four quality control laboratories,  
one microbiology laboratory and a research  
and development laboratory

# History

Beginnings of activity

**1989**

The company starts as Aflopa

**1994**

New factory is launched in Rzgów

**1998**

The company launches the first prescription drug (Gastoren)

**1999**

The company opens a new factory in Pabianice

**2001**

The Ksawerów factory begins operations as Aflofarm Fabryka Leków



**2002**

Afropa changes its name to Aflofarm Farmacja Polska

**2005**

Aflofarm introduces GMP certificate in all its factories

**2010**

Aflofarm is the first company in the world to introduce meloxicam available without prescription (Opokan)

**2012**

Aflofarm becomes the leader in sales on the OTC market in Poland

**2018**

Aflofarm is growing faster year by year, strengthening its leadership on the OTC market

**2019**

Aflofarm launches 4 foreign affiliates (HU , RO, BG, CZ) and celebrates the company's 30th anniversary



# 2020 summary



**1**  
**OTC**  
**market leader**



**Eco initiatives:**  
Aflopark, eco flota



**10 new**  
products within  
portfolio




Platform  
**„With Pharmacist  
in mind”**



**7 actions**  
supporting  
the health service



**60** **133**



**Examedin** -  
the first glucometer on  
the Polish market  
with additional  
determining functions



**Innovative**  
**high-stock warehouse**

# We ensure top quality

The Quality Assurance Division currently employs over 140 people. The important elements of this division are the Quality Control Departments operating at the factories in Rzgów, Ksawerów, Pabianice and Kraków, where physical and chemical analyses of products and materials are performed. Microbiological analyses are also conducted by our own microbiological laboratory, located at the factory in Ksawerów.



## 140 specialists

working in our Quality Assurance team



## Quality systems

The Quality Assurance Division supervises maintenance and improvement of the implemented and functioning quality systems.



## GMP Certificates

Medicinal products



## ISO 13485:2016 Certificates

Medical devices



## ISO 22716:2007 Certificates

Cosmetic products



## ISO 22000:2018 Certificates

Food supplements



# Pharmaceutical quality system

We continuously improve the Integrated Quality Management System and maintain it at the highest level, which includes, among others:



## Good Manufacturing Practices (GMP)

System based on production, control and quality assurance procedures that guarantee that the manufactured medicinal products meet specific quality requirements.



## GMP also includes Quality Control (QC)

Concerning sampling, performing tests on certain characteristics and properties of products, comparing the results obtained with the requirements and specifications.



## Quality Risk Management (QRM)

Quality risk management, which is a systematic process for assessing, controlling, communicating, and reviewing risks to the quality of a drug product throughout its life cycle.

## Technology facilities



We have proper knowledge, technological facilities and machinery park to produce most of the available forms of drugs in our own factories, including: tablets, capsules, creams, ointments, gels, syrups, suspensions, powders, sachets.



## We focus on development

**Our Development Division team consists of over 90 people.**

It includes specialists in project management, planning and registration of medicinal products, medical devices, food supplements, cosmetics, pharmacovigilance, documentation, solid and liquid form technologies, analytical method development and licensing cooperation.



**90 specialists**  
working in our R&D team



**We have our own analytical and technological laboratories**  
equipped with state-of-the-art apparatus



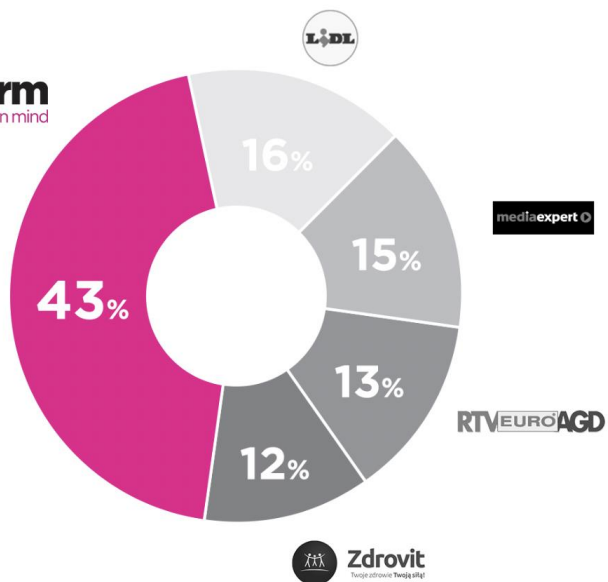
**100 projects**  
in the area of research and development performed each year



**We collaborate with the scientific community**  
and experts from the Jagiellonian University in Kraków, Poznań University of Technology, Warsaw University of Technology, Medical University of Łódź, Medical University of Gdańsk and Warsaw Medical University, and the Polish Academy of Sciences.

# Marketing state of mind

Aflofarm's expenditure accounts for **43% of the advertising expenditure of the five largest traditional media advertisers in Poland.**



**Our Marketing team consists of almost 70 people**

It includes marketing specialists, as well as graphic designers and media purchase specialists



**We also have our own advertising studio and film production department.**

We produce all commercials ourselves. We produce about 100 TV spots per year

# What makes us stand out?

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## Pharmaceutical quality

Aflofarm's products manufactured in our factories, including medical devices, cosmetics and food supplements, are produced in the same conditions as medicinal products, i.e. under the highest pharmaceutical quality standards.



## Safe storage and distribution

We guarantee safety at every stage of product manufacture: from the ordering of specified raw and packaging materials through manufacturing, storage and distribution.



## Quality control

We control the production process at every stage. We verify the quality of products which then go to the patients. We use only raw materials from qualified suppliers.



## Certificates

We take full responsibility for meeting the requirements of European standards, as well as proven and widely used global systems (ISO, GMP). This is confirmed by the certificates we have obtained.

# Innovation is part of our DNA



## Kidofen duo

the unique combination of paracetamol and ibuprofen in a pediatric dose in Poland.\*



## Dafurag max

We are the first company in Poland to introduce a drug with furasidine in a dose of 100 mg in one tablet\*\*



## Neosine

Aflofarm was the first in Poland to introduce inosine pranobex, an active substance with antiviral and immunostimulating properties in the form of syrup, and changed its category to a medicine available without prescription.\*\*\*



## Neosine Plus

An innovative over-the-counter drug that expanded one of the company's key brands. In a tablet form, contains inosine pranobex and zinc ions (in the form of zinc gluconate) and is indicated for supportive use in immunocompromised individuals, in the case of recurrent upper respiratory tract infections and in the treatment of herpes labialis and facial skin herpes caused by Herpes simplex virus.

The medicinal product is used in conditions of increased demand for zinc occurring in the above mentioned indications.



### Duozinal

The unique combination of cetirizine and calcium in a syrup available in Poland.\*



### DaFurag

We are the first company in Poland to market a drug with furasidine in suspension form.\*\*\*



### Inventum

We were one of several companies to change the availability category of a drug containing the active ingredient, sildenafil, to a drug available without a prescription\*\*



### Desmoxan

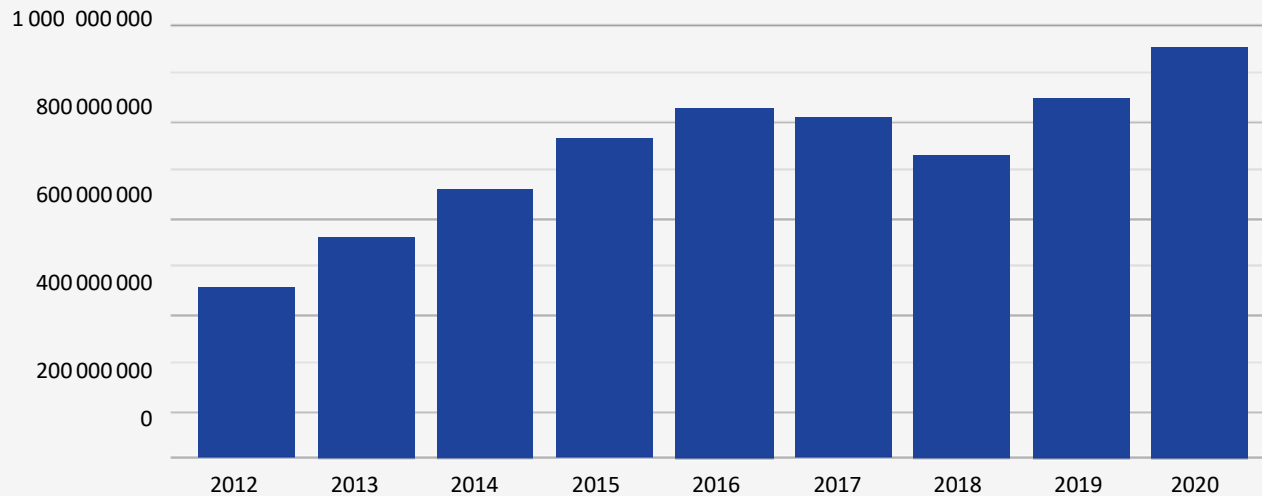
We were the first company in Poland to register cytisine in capsules without prescription. The formulation and manufacturing of Desmoxan is protected by patents in Poland and the USA.\*\*\*

\*the only drug containing Cetirizini dihydrochloridum and Calcii chloridum dihydricum according to <https://pub.rejestrmedyczne.csioz.gov.pl/>, as of 10/22/2021. \*\*For Inventum tablets, 25 mg. 1 Inventum tablet contains 25 mg of sildenafil (Sildenafilum). \*\*\*as recorded at <https://pub.rejestrmedyczne.csioz.gov.pl/> \*\*\*\*according to <https://pub.rejestrmedyczne.csioz.gov.pl/> the first medicinal product registered in Poland in the form of hard capsules, containing Cytisine is Desmoxan (authorization obtained on. 06.12.2012).

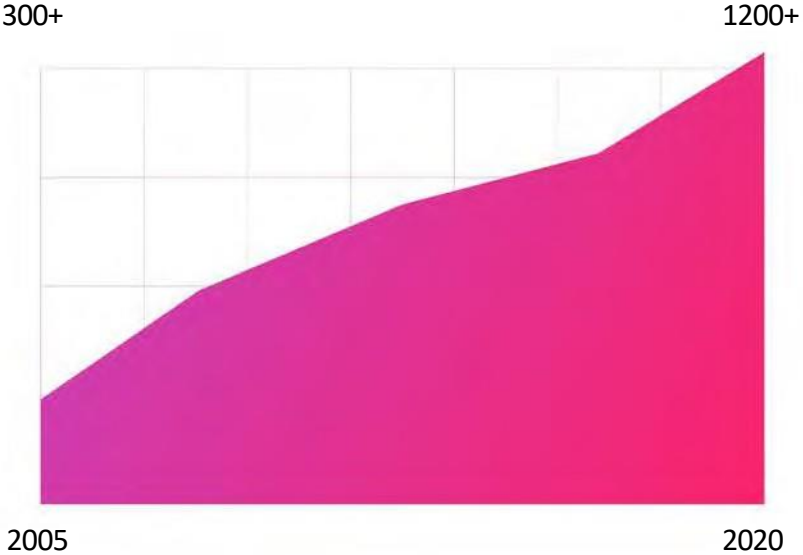


# Aflofarm sales dynamics

[in PLN]



**We are still growing**  
**1200+ employees**



## Foreign markets activity

Our products are available in over 30 countries, including:

### Europe

Belarus, Cyprus, Czech Republic, Georgia, Spain, The Netherlands, Ireland, Kosovo, North Macedonia, Malta, Ukraine, Hungary, United Kingdom

### Asia

Azerbaijan, Bangladesh, Hong Kong, Mongolia, Turkey, Turkmenistan, Vietnam

### As well as

Egypt, Iraq, United States and others



## Aflofarm Affiliates



**Czech  
Republic**



**Romania**



**Hungary**



**Bulgaria**





## Responsibility is the key

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Aflofarm is a company which pays special attention to social responsibility in its everyday business activities.

**We have established Aflofarm Foundation with the aim of promoting health and helping those in need.**

Our activities are implemented through, among others:

- implementation of campaigns aimed at health education of patients
- supporting medical and nursing care facilities
- supporting scientific initiatives in the field of medicine





## We fought with covid-19

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Aflofarm is actively involved in fighting COVID 19 pandemic and supports health care services by providing essential medical equipment and financial help.



## Supporting the image of pharmacists

We have conducted a campaign supporting the image and authority of the pharmacists:



**Pharmacist** first



Naczelna Izba Aptekarska



Fundacja  
**Aflofarm**



## We support local community

Aflofarm is a company which cares a lot about its local environment. For years we have been acting for the benefit of the city of Pabianice, which we chose as our headquarters.

We also conduct our CSR activities locally, through the "We Love Pabianice" Foundation, which takes care of monuments and city parks, funds scholarships for talented residents, donates funds for the purchase of medical equipment, and works to organize cultural events in the city.

One of our biggest projects was the revitalization of the city centre. The project included the construction of a modern hotel with a gym, swimming pool, conference and office space.





## We developed Aflopark

– two parks available for local residents and guests from outside our city

Aflopark Ksawerów: opened in 2020. Total area of 0.8 hectares.

Aflopark Pabianice: official opening scheduled for spring 2021. The area of this complex is over 4 hectares.

The parks are abundant in various flowers from the groups of lilacs, clematis and roses. We have nearly 3500 roses in 158 varieties.

In addition to the rich planting, Aflopark also has a pond, herb boxes, a concert arbour, and the only ravine in Pabianice.



# Thank you

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