

ABI O G E N

PHARMA

Pharmaceutical Company



A healthy company
for a healthier country

edition 30 May 2016



member of

FARMINDUSTRIA

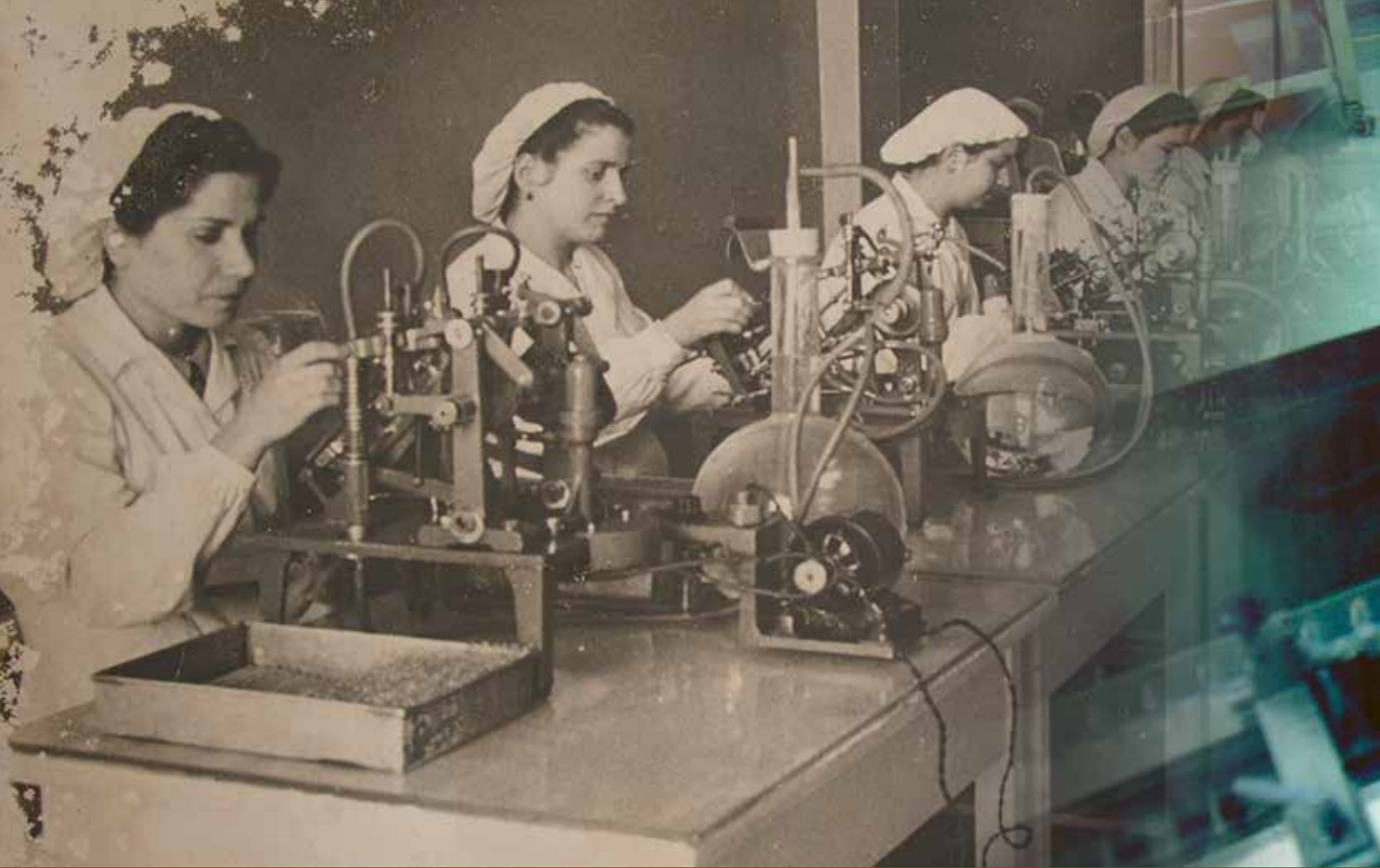


Associazione Farmaceutici Industria
Società Scientifica



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Tradition become future

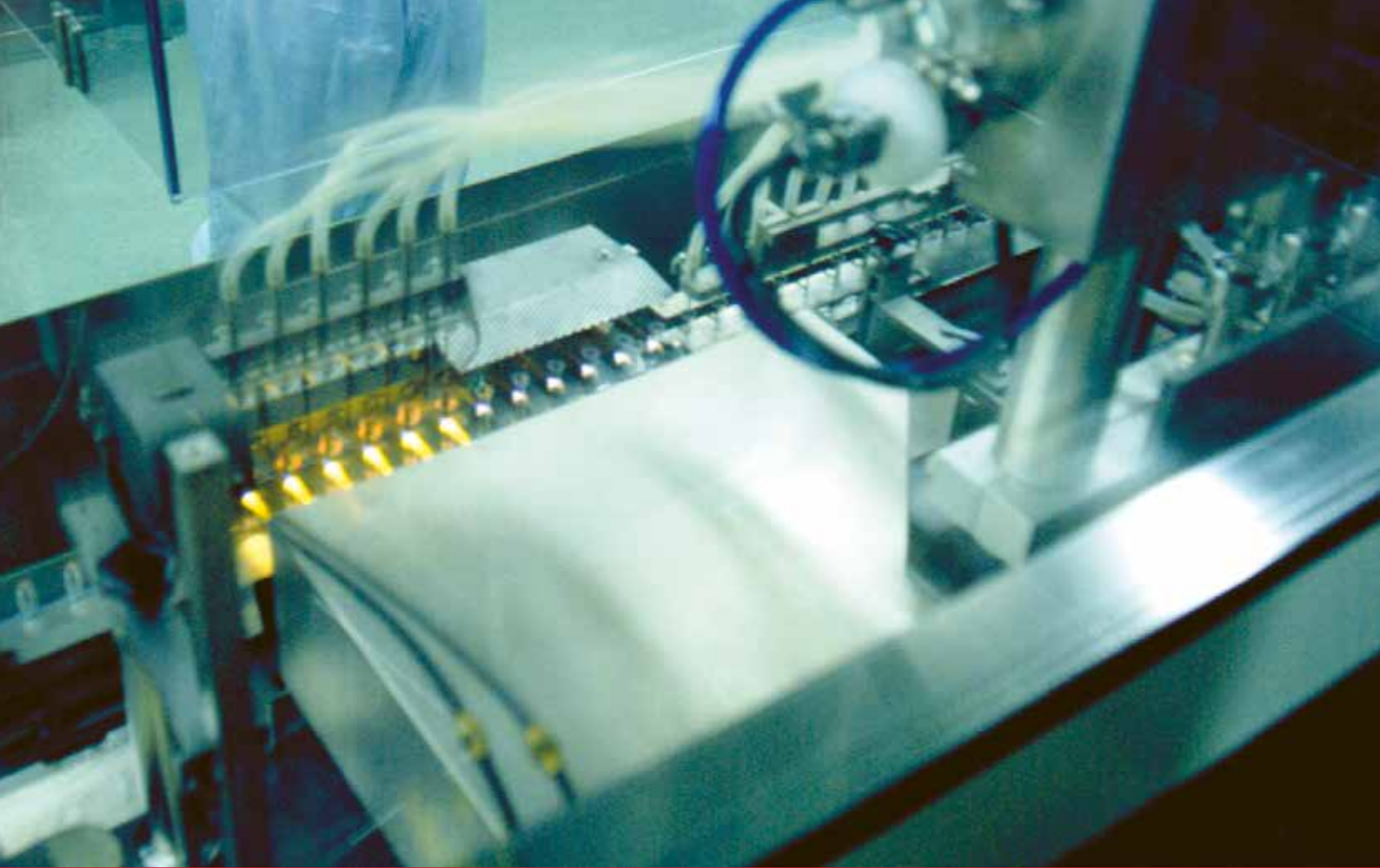
Few Italian companies can boast the successes of Abiogen Pharma in the Chemical and Pharmaceutical field.

The Company's roots lie in Pisa at the beginning of the last century when Commendatore Alfredo Gentili, my great-grandfather, founded Istituto Galenico which later became Istituto Gentili S.p.A..

The purchase of Istituto Gentili S.p.A. by the American multinational Company Merck Sharp & Dohme in 1997, opened a path for the creation of Abiogen Pharma, which having maintained most of the product list, staff and site of Istituto Gentili, was launched onto the Italian and international market with the skills and professionalism acquired in over ninety years of activity in the field.

Abiogen Pharma embodies the dreams, projects and targets that had been the inspiration of Alfredo Gentili since 1917. In today's national pharmaceutical panorama, it represents a family business tradition matured through four generations, with a wealth of scientific and technological knowledge that are the strengths of a Company whose ambition is to combine the Italian model of a medium-sized enterprise with a modern, flexible and innovative Company.

*Dr. Massimo Di Martino
President & Managing Director*



comes future

Abiogen Pharma Mission Statement

Enhancing its own know-how by specializing and partnering with other companies in the sector, in order to develop, manufacture and market targeting medical solutions in Primary Care and rare diseases, both in Italy and in the world, relying on a high level of competence and quality production to achieve excellence, pursuing a strategy aimed to guarantee that any developed therapeutic solution is broadly available so that most of the people might benefit of them.



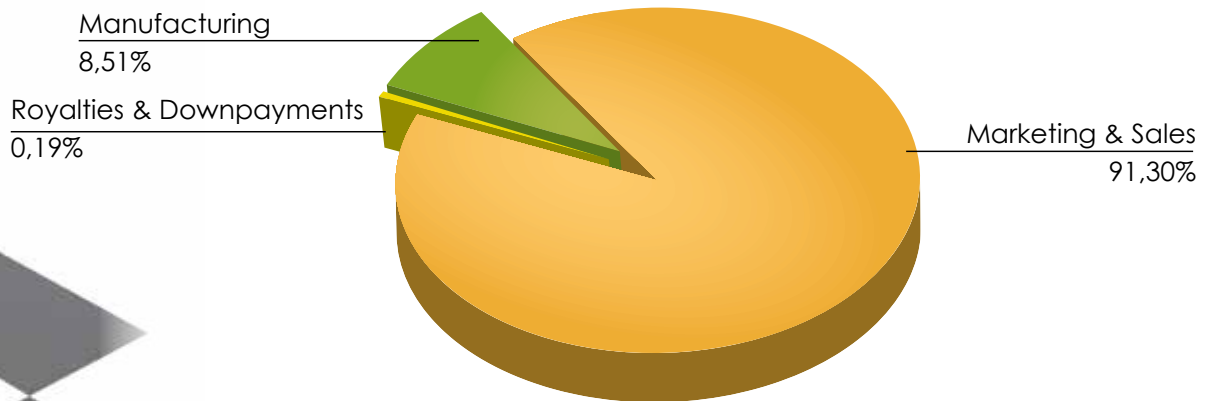
Strategic directives

In a scenario dominated by the processes of international concentration and integration, a Company strategy geared to change and flexibility is the most valid key to avoid a subordinate role to the globalizing policy of multinational groups.

Abiogen Pharma has decided to operate through three integrated units: research, the production of its own and external products and the marketing of its own products and those in license. Its goal is to obtain a real diversification of the activities both for their income and internally within the Business Units. The most important element to achieve the goal of a strong and independent Company identity is the ability to do research. Abiogen Pharma's success obtained in the past by the team of researchers that from 1975 were working in the Gentili Research Centre, culminated with the discovery of original molecules from the Bisphosphonates class, that have emerged as the most effective drugs for the therapy of bone disease. In the late 90's, the doors were opened to the pharmacological field where many medical needs are still to be met. Beyond the more traditional activities in the osteo-articular field and in the product pipeline renovation, tumors and the nervous system pathologies have been selected to be the future areas of interest. In order to be more adequate and conscious to face efficiently such perspective Galileo Research has been founded, as an Abiogen Research Centre spin-off. Galileo Research has been provided with a solid and skilled management also supported by a prestigious Scientific Board and will be entitled to achieve important results both in scientific or financial field. Innovation is also the key to flexibility and the pivot on which the Manufacturing activity operates at the technologically advanced production site opened in Europe in 2001. Under the ideal of diversification also lies the marketed product list divided into several therapeutic areas and the brand new Galileo Research, which represents the continuity of R&D activities.

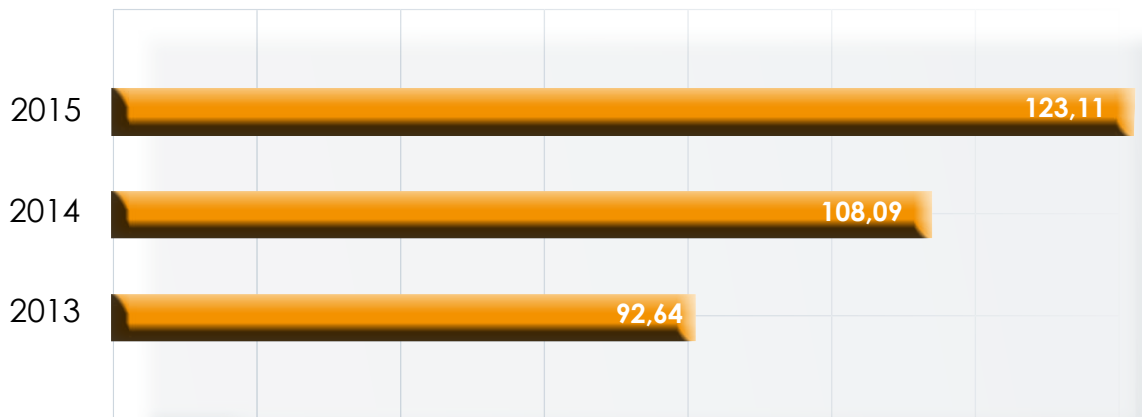
Billing 2015

Euro 134.839,00



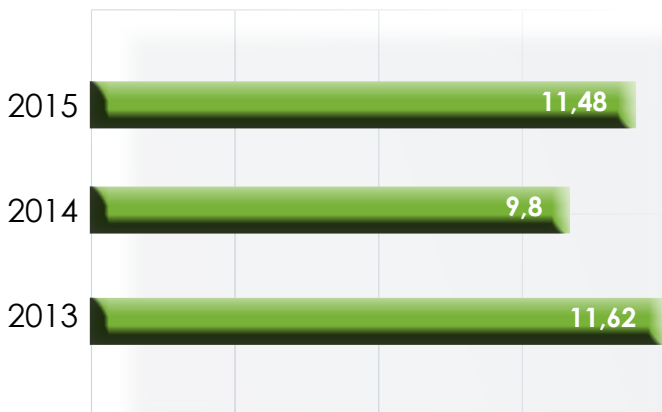
Marketing & Sales

Retail and hospital billing
Euro/million



Manufacturing

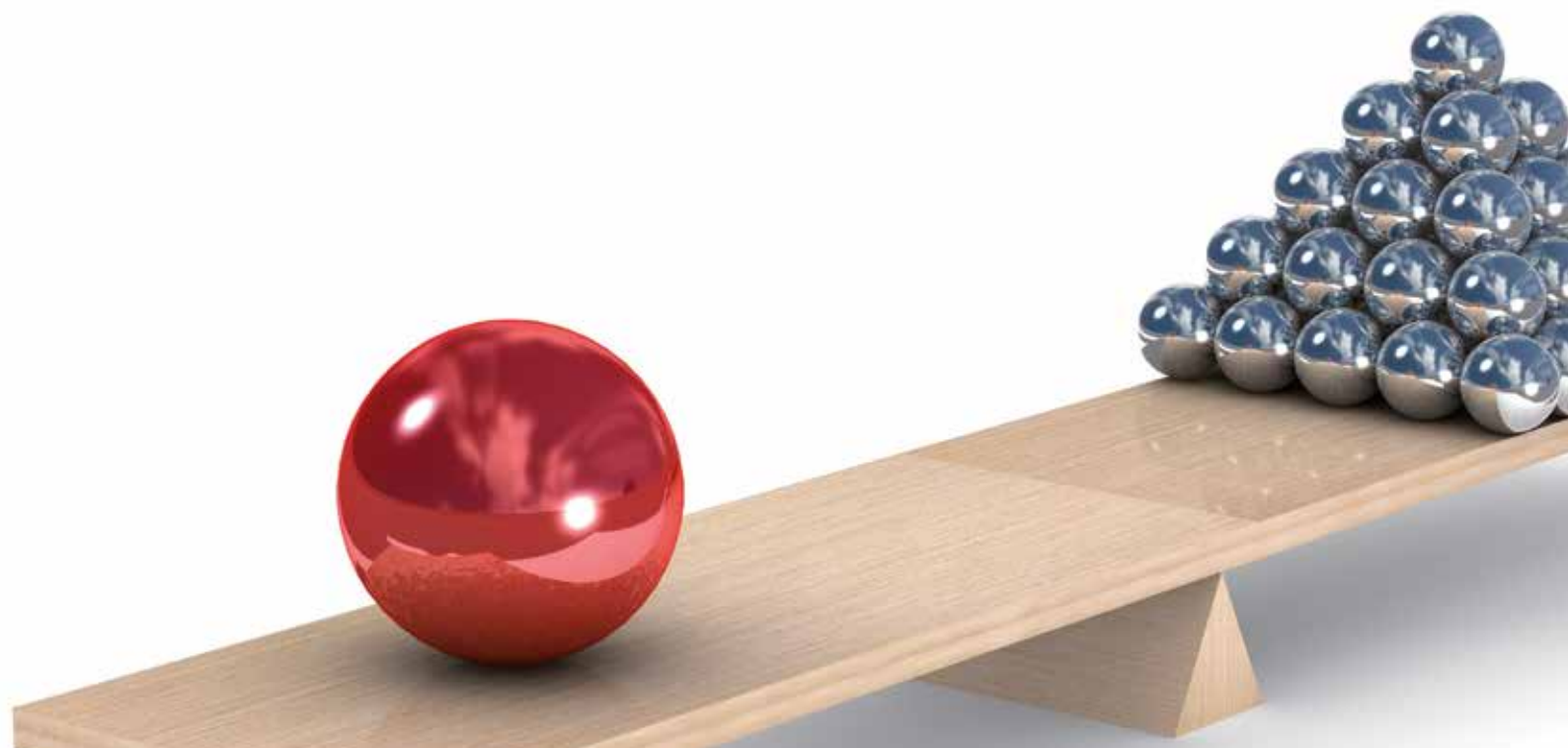
internal production & toll manufacturing
Euro/million



Royalties & Downpayments

Euro/million





Economic & Financial indicators

Buoyed by the measures taken by the company over the last few years to respond to the scenario changes in pharmaceutical markets, the most significant indicators in our Accounts show a positive trend in the three years 2012-2014. In 2014, total revenues continued their double-digit growth (+12.44%), thus consolidating 2013's exceptional result (+18.44%), though not spread uniformly over business areas. In 2014, revenues from the commercial area continued their growth (+16.68%) as they had already done in 2013 (+20.11%), thanks to consolidation and to the additional impetus provided by the product portfolio, particularly those products developed internally which carry higher margins. Income from the Manufacturing area dropped by 15.68% in 2014, in an industry in which revenues are dependent on the type of production (either full service or semi-processed) and the commercial dynamics of customers. In addition, in that period, process optimisation and continuous investments brought some interesting improvements in industrial profitability. Profits from on-going royalties or upfront payments for out-licensed projects/products saw a drop (-32.62%) from 2013 where a very positive change (+97.67%) had been experienced in this category.

The company's economic growth is best represented by the positive trend of the key indicators: in 2014 the EBITDA continued its performance, reaching over 46 million euros, equal to 38.22% of revenues, which is 30.52% more than in 2013. The economic results above are reflected in a cash flow position that, partly due to greater efficiencies in capital, has pulled the net financial position into the positive.

Finally, net worth continues to increase, supported by the results achieved and by the reinvestment of part of the profits back into the company.



Income

Euro/thousand

	2015	2014	2013
Manufacturing	11.477,00	9.803,58	11.627,00
Variation %	17,07%	-15,68%	3,66%
Marketing & Sales	123.110,00	108.093,75	92.643,00
Variation %	13,89%	16,68%	20,11%
Royalties & Downpayments	252,00	630,00	935,00
Variation %	-60,00%	-32,62%	97,67%
Total	134.829,00	118.527,33	105.205,00
Variation %	13,76%	12,66%	18,44%

Outcome

Euro/thousand

	2015	2014	2013
Turnover	134.839,00	118.527,33	105.205,00
Variation %	13,76%	12,66%	18,44%
Industrial margine	105.766,00	90.137,00	82.590,00
Variation %	17,34%	9,14%	29,15%
EBITDA	57.525,00	46.269,00	30.334,00
Variation %	24,33%	30,52%	74,96%
EBIT	52.387,00	40.256,00	35.541,00
Variation %	30,13%	32,71%	66,24%
Net profit (loss)	34.198,00	25.023,00	18.310,00
Variation %	36,67%	36,66%	79,74%
Net assets	85.823,00	61.313,00	50.938,00
Variation %	39,98%	20,37%	24,92%
Net capital Invested	57.358,00	57.105,00	54.133,00
Variation %	0,44%	5,49%	-12,75%
Net financial debits	18.135,00	4.209,00	-3.195,00
Variation %	330,86%	231,74%	84,98%



Business Development & Licensing

Collaborations with major national and international pharmaceutical companies have always represented the core of Abiogen Pharma's activities, and it is thanks to these relationships that the Company was established. Networking activity has permitted the optimization of Internal Research: Licensing Out partnerships have in fact the goal of strengthening the commercial impact of Abiogen Pharma's molecules in Italy, and of spreading its presence internationally on those markets where the Company is not directly involved. The Licensing Out activity is destined to grow in the near future thanks to the large number of projects already in Clinical Phase and the consequent need to offer them the opportunities for appropriate partnerships in Italy and abroad. Abiogen focuses its activities also in Licensing In, to ensure a dynamic development of the Company through the identification and implementation of business opportunities. Abiogen's vision and business commitment lead to the exploration of strategic opportunities that can advance its product portfolio in therapeutic areas such as the Muscoloskeletal, Diabetology, Dermatology and Respiratory areas.

Licensing In

USA

Merck & Co. - Whitehouse Station N.J. Alendronate / Alendros - Etoricoxib / Exinef

Switzerland

Vifor Pharma - Genève Lyophilised Bacterial Lysates / Broncho Munal

Trans Bussan - Genève Diacerein / Fisiodar

Effrx - Freienbach Alendronate / Binosto

Spain

Almirall - Barcellona Aceclofenac / Gladio

Belgium

SMB - Bruxelles Pravastatin - Fenofibrate / Pravafenix

Japan

Teijin - Osaka/Tokyo Tacalcitol / Vellutan

Italy

Farmaka - Como Octopirox / Sebomina / Norgel / Kouriles - Clotiazepam / Tienor

BGP Products S.r.l. - Roma Clarithromycin / Soriclar

Genzyme Italia - Modena Hyaluronic Acid / Jonexa

Sweden

Galenica AB - Malmö Mometasone Furoate-Ovixan

Licensing Out

Partnered Molecules

Vitamin D3	Clodronate	RRR- α -Tocoferol
Metformin	Glibenclamide + Metformin	Neridronate
Paracetamol	Paracetamol + Codeine	

Partnerships

Abbott Products - Grugliasco/Torino (IT)
 Kent Pharmaceuticals - Ashford (UK)
 Bioavenir - Herzlia Pituach (IL)
 Bristol Meyers Squibb - Princeton N.J. (USA)
 Chiesi Farmaceutici - Parma (IT)
 Fidia - Abano/Padova (IT)
 Gebro Pharma - Liestal (CH)
 Grunenthal GmbH - Aachen (DE)
 IBN Savio - Ronco Scrivia/Genova (IT)
 Italfarmaco - Cinisello Balsamo/Milano (IT)
 Lee's Pharmaceuticals - Hong Kong (HK)
 Mediport - Seoul (KR)
 Newbridge Pharmaceuticals - Dubai (UAE)
 Omikron - Roma (IT)
 Pharmacenter - Budapest (HU)
 Productos Farmaceuticos Collins - Zapopan, Jalisco (MX)
 Productos Maver - Città del Messico (MX)
 SPA - Milano (IT)
 Sunovion Pharmaceuticals Inc. - Ontario (CA)

Territories

Italy	Switzerland	United Arab Emirates
Europe	USA	Canada
Mexico	Iraq	Kuwait
Lybia	Israel	Lebanon
China	Hong Kong	Macau
Taiwan	South Korea	Kazakhstan
Saudi Arabia		



Products under development

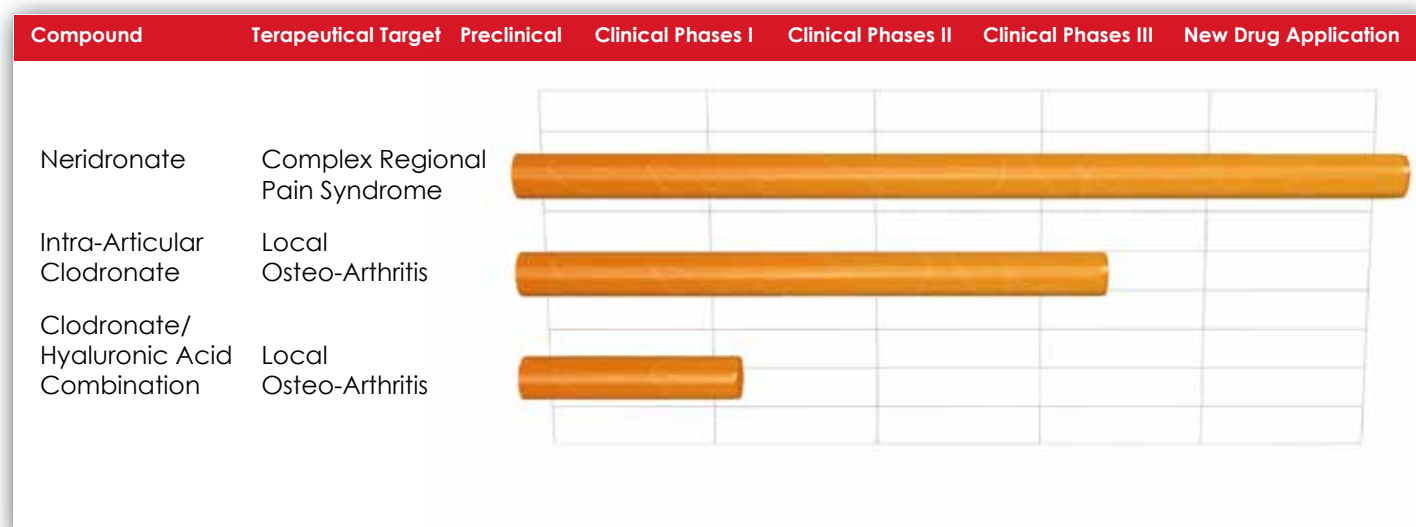
Abiogen Pharma inherited the results of many years of R&D activities since the late 70's in the field of osteoarticular metabolism, leading to the discovery of effective drugs for the treatment of bone pathologies: Bisphosphonates. This success culminated with the transfer of rights on Alendronate to Merck Sharp & Dohme, which then encouraged the Research Centre to look towards the fields of pharmacology where many needs are still to be met and where growing knowledge can create openings to new important achievements.

Today, three bisphosphonates are marketed by Abiogen Pharma: clodronate, alendronate and neridronate.

Especially Neridronate is an amino-bisphosphonate used in Metabolic Osteopathy and is the first drug to have obtained the Italian Health Authorities designation for a "rare disease" such as Osteogenesis Imperfecta. Clinical studies are currently being completed to support this drug in new therapeutic indications.

In the Osteoarticular field, studies are also underway for new products with a strong chondro-protective action to be used in Osteoarthritis. Specifically, an intra-articular formulation of Clodronate is in advanced clinical stage and a new formulation for intra-articular administration containing a combination of Clodronate and Hyaluronic Acid is under investigation.

Key Project Pipeline



Medical Affairs

The Medical Affairs Direction plays a crucial role in the Abiogen Pharma's operations. During these years, many clinical activities have been managed internally thanks to the supervision of the Medical Affairs team, which addresses the clinical development of Abiogen's products according to the guidelines, supports the internal Regulatory Office during the audits with the Health Authorities, accomplishes the relationships with the Ethical Committees and controls directly Abiogen Pharma's clinical trials. For this purpose, the Medical Affairs staff is continuously in touch with the University and the hospital sites in any phase of the clinical development. In the last period, we have to underline the cooperation with Vienna University, MD Anderson Cancer Center (Houston) and Modena University for important clinical activities in psychiatric and oncologic fields.

For historical reasons, the Medical Affairs team presents a special know-how in the development of drugs in the osteoarticular area: this is a clear competitive advantage and a strong contribution to Abiogen Marketing & Sales and Business Development in the value creation strategy definition for the proprietary assets of Abiogen's portfolio in Italy and abroad.

The clinical activities are performed according to GCP-ICH and are supported by an internal biostatistic section, which applies statistic and methodology knowledge to the data analysis and result interpretation of internal clinical trials. Moreover, this biostatic function allows to perform a correct planning of Abiogen Pharma's clinical trials, suggesting the most appropriate sample size and the consequent statistical analysis plans.



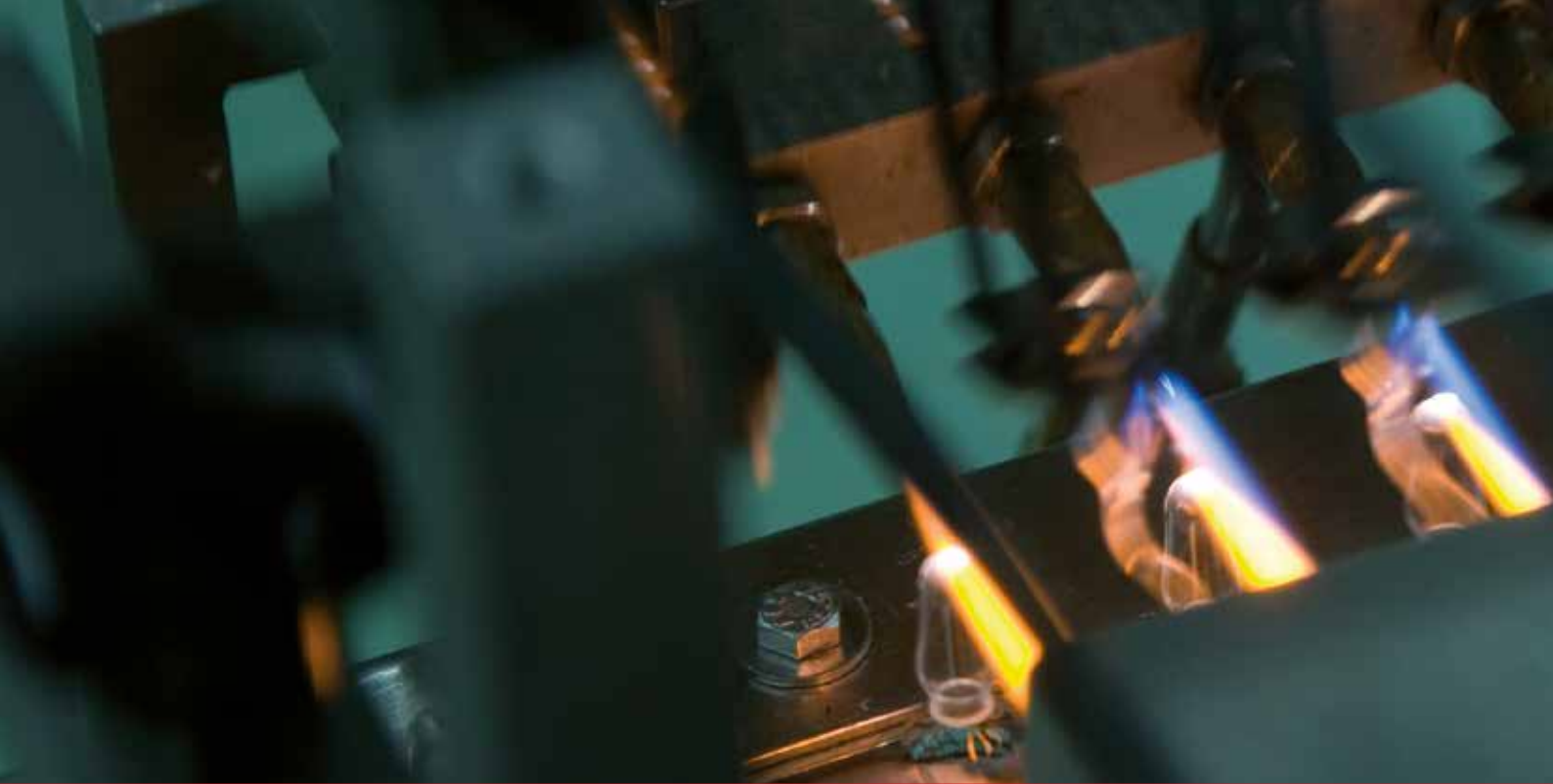
Manufacturing

Goals

Since the creation of Abiogen Pharma, the strategic choice has been to enhance and develop the know how gained through years of manufacturing and the skills acquired in pharmaceutical development.

The Abiogen Manufacturing aim is to manage both the manufacturing and development of the projects and products of Abiogen Pharma, and the development of manufacturing for external clients. The primary goal is to demonstrate the remarkable level achieved in formulation development and the manufacturing for those clients who require high quality standards at competitive costs. This activity is complimentary, synergistic and integrated with the Business Development Management of the Company's Marketing & Sales. The Manufacturing activities are managed in the modern production site of Ospedaletto opened in 2001 on the outskirts of Pisa.



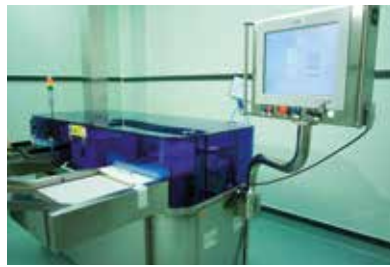


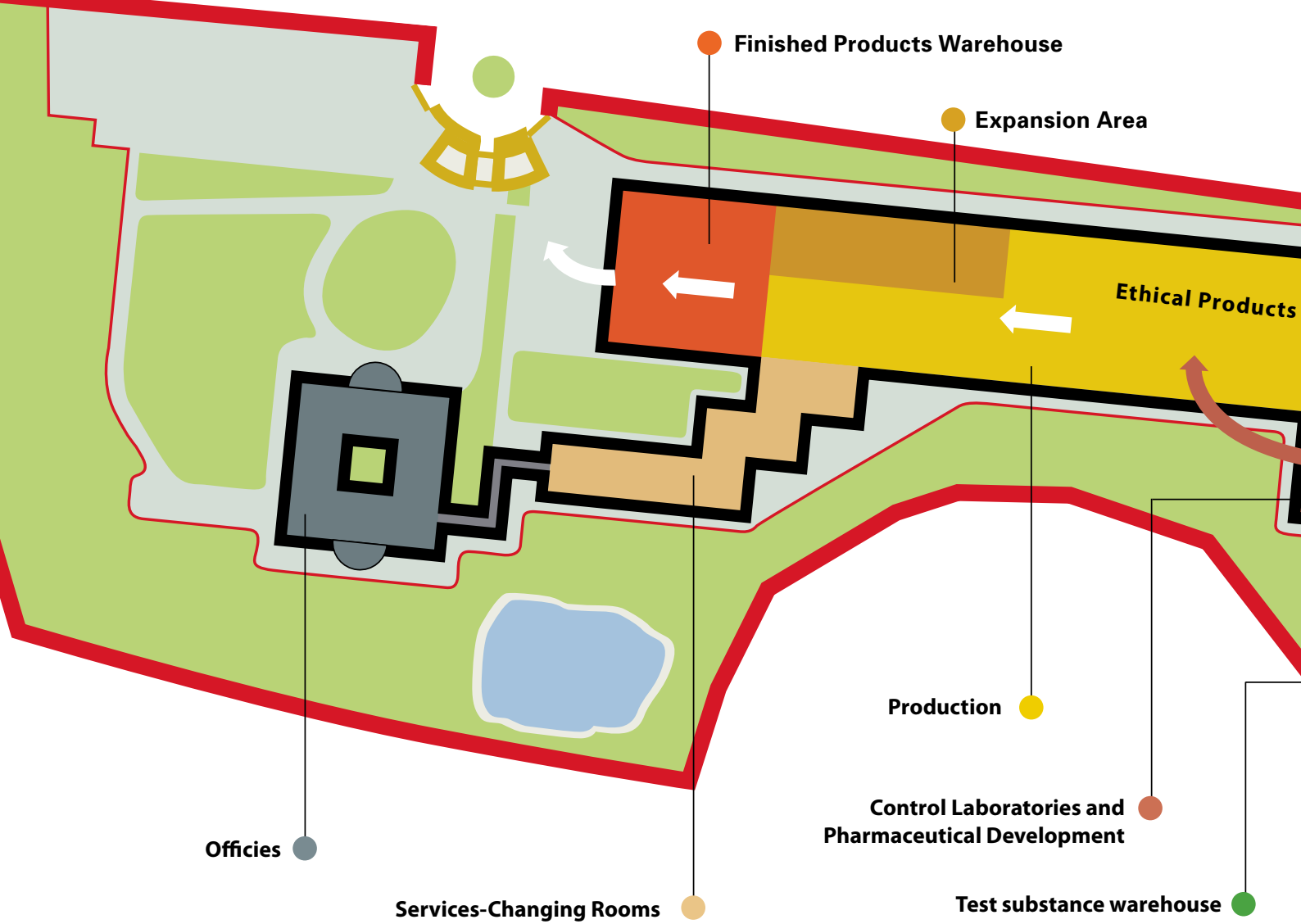
Manufacturing in Abiogen Pharma

The site located on the outskirts of Pisa in Ospedaletto is spread along an area of 120.000 m² and a covered area of 26.000 m². The premises were designed to align Abiogen Pharma Manufacturing to the state of the art in European pharmaceutical production and pharmaceutical development. The flows of materials and personnel meet the strict requirements of the G.M.P (Good Manufacturing Practices) in Europe. Particular attention was paid to the environmental impact of an industrial plant of such dimensions, equipped with its own electrical generator powered by methane, which through the co-generation plant, permits the simultaneous and constant production of hot and cold water, saving both energy and reducing toxic emissions. Two artificial lakes, built to avoid the use of tap water, secure the cooling of the industrial plants and irrigation of the green areas. Extreme attention was paid to structure rationalization with particular care of the production flows. The layout of the site was designed according to the concept of dedicated units per single formulation, each equipped with one or more independent HVAC systems and dedicated entrances for the personnel and materials. The units are spread across three main paths, consisting of two external corridors for the transfer of personnel and a central corridor for the movement of materials. The entire production activity is continuously monitored through an Emerson computerized system that can detect, and, if necessary, restore in real-time all key parameters of the production equipment through digital sensors and optic transmissions. This layout is considered to be at today's cutting edge of new pharmaceutical plant construction.



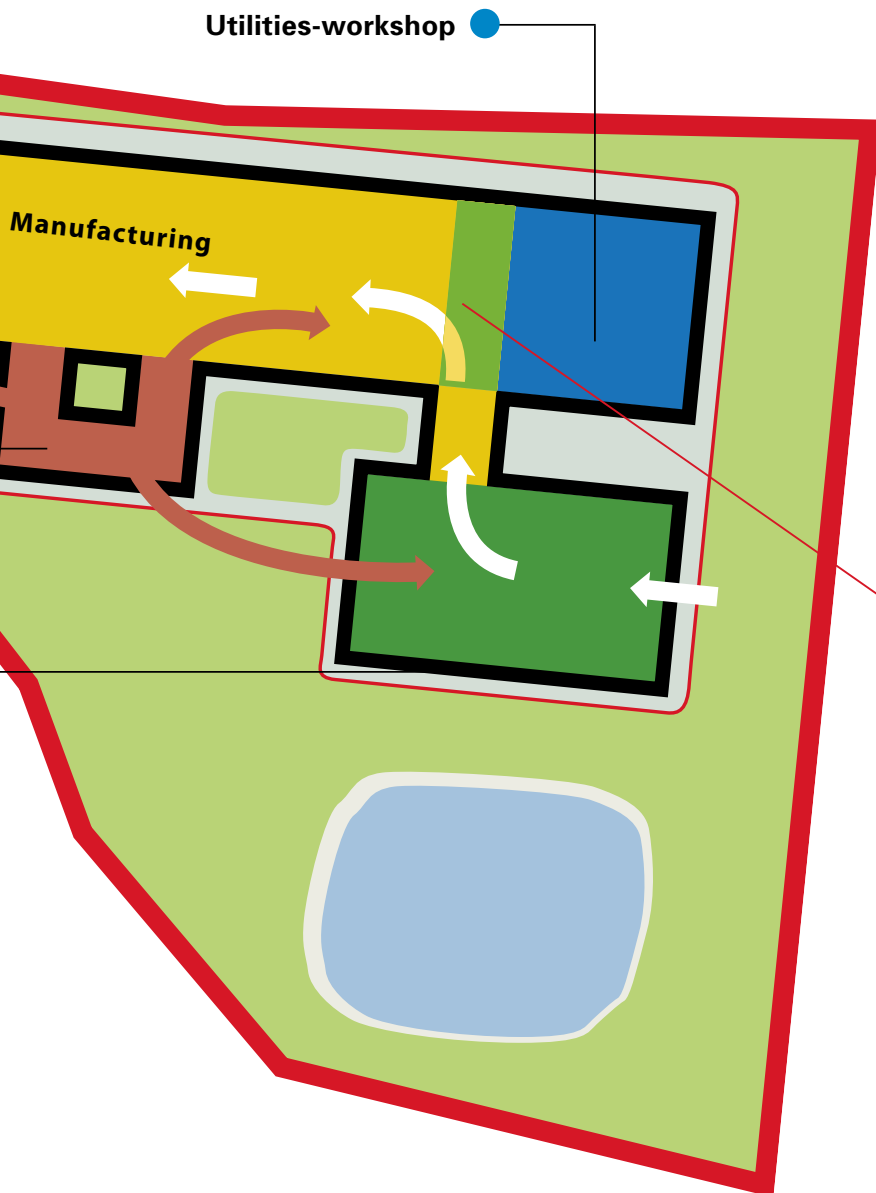
Abiogen Pharma





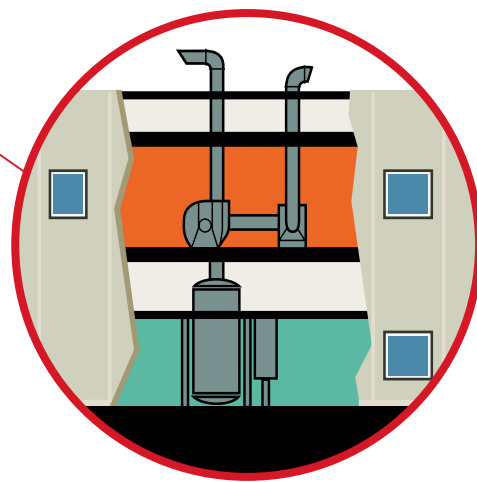
Industrial areas of Abiogen Pharma Manufacturing

Total plant surface	120.000 m²
Roofed surface	26.000 m ²
Raw materials warehouse	3.400 m ²
Finished product warehouse	3.000 m ²
Pharmaceutical manufacturing	10.000 m ²
Pharmaceutical development	1.080 m ²
Quality control laboratories	1.080 m ²
Services and Utilities	2.000 m ²
Offices	5.400 m ²



Technical area

Particular attention was paid to the functionality of the production area with the creation of a technical area of over 10.000 m² built on the upper floor of the production building, separating the utility machinery from the production area hence simplifying maintenance and repair.



- Production Area
- Technical Section

Plants and production capacity

AbiogenPharma Manufacturing uses the facilities available at the Ospedaletto site (Pisa) offering the production of oral solids, injectables, semi-solids, oral liquids and secondary packaging.

Technology	Productive capacity
Oral solids: naked and/or covered tablets, or hard capsule	350-400 tons/year
Injectables: sterile aseptic ampoules and terminal sterilization	35 million ampoules/year
Semisolids: ointments, creams, gels	8 million pieces/year
Oral liquids: drops, syrups, emulsions	25 million pieces/year
Secondary packaging: all formulations stated	55 million pieces/year

The production site also has a fully equipped area at hand to be allocated to the doubling of oral solids and an expansion area ready to take on new production technologies.



Contract Manufacturing, Pharmaceutical Deve

The activities developed and the successes obtained in the last decade confirm the vision of Abiogen Pharma towards a range of services aimed at creating a real value to the projects undertaken and building a synergistic partnership with its customers. The offer is developed through the provision of high-quality standards, significant and certified technical-scientific competence and the technological capacity available in the various strategic areas of Manufacturing, Pharmaceutical Development, Purchasing, Quality Unit, Legal Affairs, Logistic and Customer Care and a network of suppliers specialized in quality. The projects are evaluated in their complexity and carefully analyzed according to the state of the art regulatory requirements and the value is sought for each project phase by ensuring competitive prices aligned to the European market.

Contract Manufacturing, Pharmaceutical Development services and Clinical Supply are the sectors of excellence of Abiogen Pharma's service contracts.



Development & Clinical Supply e Package Services





Contract Manufacturing

Abiogen Pharma's strategic choice to invest in a plant at the avant-garde of dimensions and technological solutions comes from the conviction that the outsourcing of products has become an opportunity for many pharmaceutical companies that have glimpsed the possibility to rationalize their facilities for the production of external products, thereby taking advantage of the greater competitiveness of those companies whose production site has become an authentic core business. The services offered in this area vary from the production of oral-solids (tablets, pills, hard capsules) and blister packaging on three lines, injectables (aseptic or terminally sterilized ampoules), oral liquids (drops, syrups) and semi-solids (creams, ointments, emulsions). Abiogen Pharma offers high industry standards and the guarantee of quality together with strong experience and an excellent know how of the sector.



Contract manufacturing & services Euro/million





Pharmaceutical Development & Clinical Supply

The knowledge and expertise acquired over many years of activity supporting research in the development of products from Abiogen's product list, makes Pharmaceutical Development one of the strengths of the Business Manufacturing area. The GMP approved unit covers an area of 1500 m², divided into Pilot Scale Production, Secondary packaging, Stability, Analytical Development and Formulation Development Laboratories. Abiogen's services include pre-formulation and formulation development, analytical development, production and eventual quality control of experimental drugs, pilot scale production and the preparation of quality documents from clinical experimentation phase to the registration of drugs according to strict European standards. A complete range of studies offered go from Preformulation to Technology Transfer for industrial production, ranging from the new chemical entity (NCE) to Generic. Abiogen also specializes in the supply of samples for all phases of clinical experimentation (phases I to IV) across a wide range of pharmaceutical forms from production to secondary packaging including double-blind. The high quality standards and strong external pressures with demands for product development and studies at the facilities of Abiogen Pharma have helped to reinforce the Company's intention to share its know how with new partners.



Pharmaceutical development services

- ✓ **Analytical development and CQ (GMP) of experimental drugs**
- ✓ **Preformulation and Formulation Development**
- ✓ **Pilot production (GMP)**
- ✓ **Samples for Clinical Experimentation**





Quality Unit & Quality Assurance

Abiogen Pharma has always taken care in complying with new regulations and, in some cases anticipating them thanks to the numerous collaboration agreements with leading multinational companies. To achieve the best quality targets, Abiogen Pharma set-up its own Quality Assurance Service from the very beginning of its establishment. Compliance to the GCP for clinical studies and the GMP for production, is constantly monitored by periodic internal inspections to the studies and the production processes.

Maintenance, upgrading and continuous growth of know how is made possible by regular customer audits, representing a rare opportunity for analysis and comparison with the greatest representatives of the quality and manufacturing sector. The results of these audits are further evidence that Abiogen Pharma's Pharmaceutical Factory offers an adequate and consistent sphere of quality assurance.

Abiogen Pharma, through its quality system, ensures the certification in compliance with the DTR Farmindustria 2009 on the Scientific Information for Drugs and ensures, in accordance with the requirements of Good Pharmacovigilance Practice (GPvP), monitoring the safety of their drugs given to patients.



Technical analysis used in the Quality Control Service laboratories

- ✓ **Chemical and physical-chemical controls**
- ✓ **Biological and Microbiological controls**
- ✓ **Technical-pharmaceutical controls**
- ✓ **Process Validation**





Marketing & Sales

Goals

In the strategic viewpoint of diversification and functional specialization, the Abiogen Pharma Marketing & Sales has the task of maximizing the opportunities offered from the Abiogen portfolio, of its own products and those in license in the therapeutic areas of reference. The primary goal is achieved through the optimization of sound scientific information and marketing that permits the development and maintenance of market shares of the Company's products, compared to competing products particularly in the therapeutic areas that characterize Abiogen Pharma's activity: Bone Metabolism, Inflammation & Pain, Diabetology, Respiratory and Dermatological areas.





Marketing & Sales

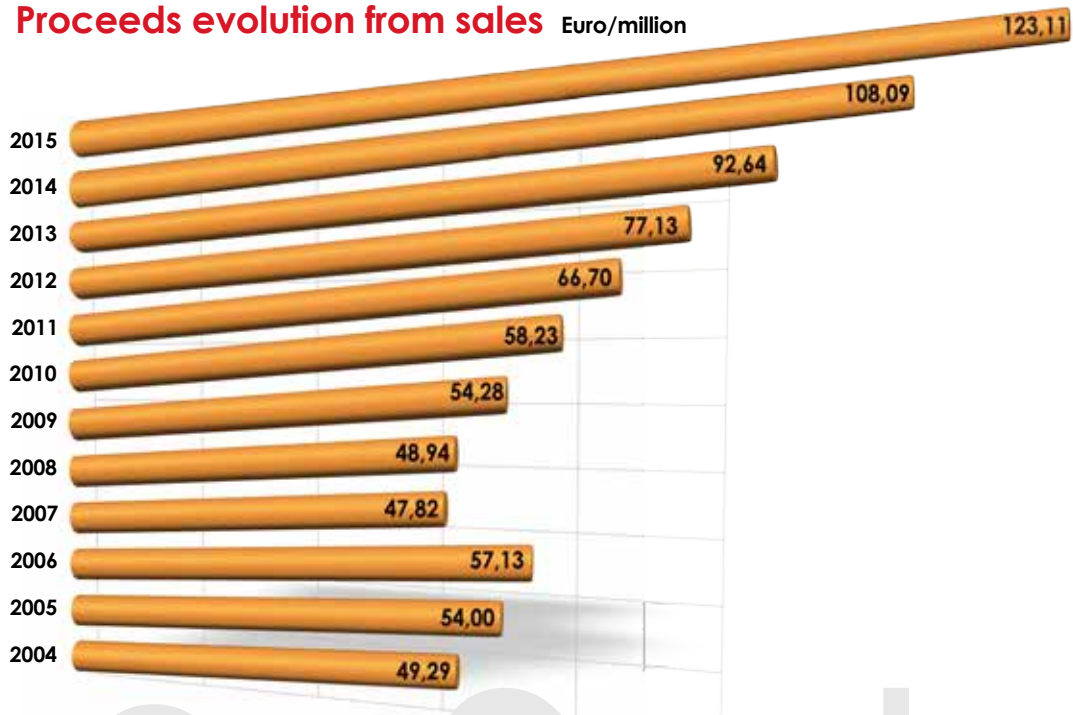
Abiogen Pharma is traditionally present in the “ Bone Metabolism market “, thanks to the marketing of three bisphosphonates developed in its own Research Center.

Bisphosphonates were discovered at the end of the 60s and are used in the treatment of osteoporosis and other metabolic bone diseases such as Paget's disease, osteogenesis imperfecta, bone metastases and multiple myeloma osteolysis. In 2006, together with bisphosphonates, a Vitamin D3-cholecalciferol has been launched in various formulations,. Abiogen Pharma is present in the therapeutic “Inflammatory Painkillers” first with the launch of a combination of acetaminophen and codeine that was accompanied by the full line of formulations based on paracetamol and then with two innovative anti-inflammatory molecules. Abiogen distributes the more recent cross-linked hyaluronic acid, owned by Genzyme-Sanofi, Jonexa (Hylastan SGL-80): a proprietary blend mix of cross-linked and native hyaluronic acid called “soft-gel”.

From its start-up Abiogen Pharma has been also present in the Respiratory area with a bacterial lysate, a thixotropic gel spray to the oral mucosa and an antibiotic clarithromycin-based. These products have enabled the company to develop a close collaboration with general practitioners with specialists such as pulmonologist and pediatrician.

Abiogen Pharma has provided specialists in diabetology established therapies for the treatment of type 2 diabetes and Therapeutic Area Dermatology has gained visibility on the national scene thanks to tacalcitol in the market for topical antipsoriatic and a Vitamin E in high doses. The Department of Dermatology is completed with the marketing of a cosmetics line Kouriles characterized by innovative formulations, based on natural ingredients, specifically designed for the treatment of seborrheic dermatitis.

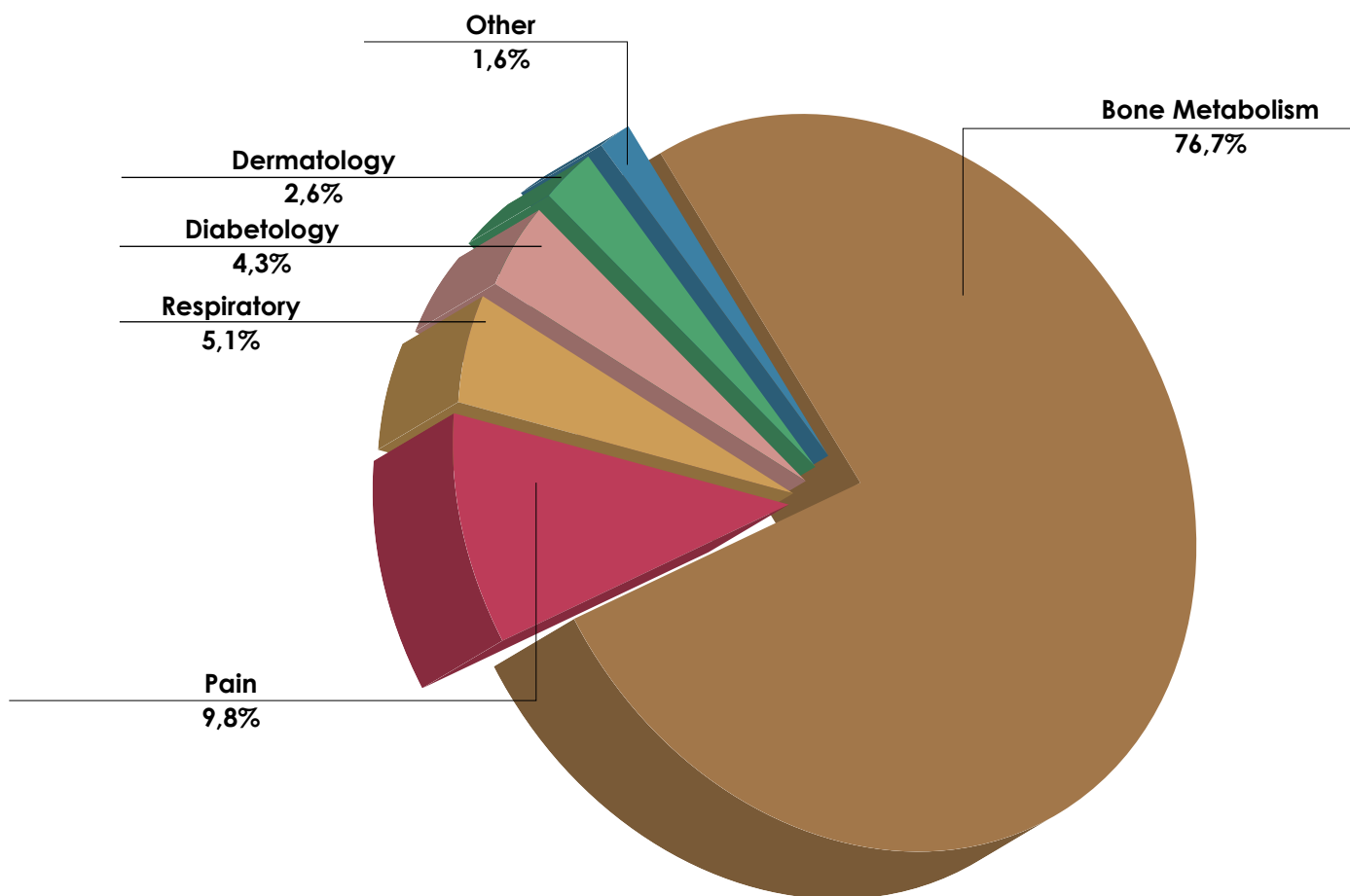
Proceeds evolution from sales Euro/million



g & Sales

Turnover % for the Therapeutic Areas

2015 Euro 123.110,00





The Abiogen Pharma's Products

MEDICINAL PRODUCTS

Name	Active Substance	Package
ACETAMOL (N02BE01)	Paracetamol	Adults 500 mg Tablets - 20 Tab Adults 1 g suppositories - 10 sup 500 mg suppositories - 10 sup Children 250 mg suppositories - 10 sup Early infancy 125 mg suppositories - 10 sup Early infancy 25 mg/ml syrup - 100 ml bottle Early infancy 100 mg/ml oral drops, solution - 30 ml bottle Adults 1000 mg effervescent tablets - 16 tab
ADISTEROLO (A11CB)	Cholecalciferol (vit. D₃) + Vitamin A concentrate (oily form), synthetic (vitamin A acetate)	300.000 IU/ml + 20.000 UI/ml oral and injectable solution for i.m. use - 2 ampoules 100.000 IU/ml + 20.000 UI/ml oral and injectable solution for i.m. use - 10 ampoules 10.000 IU/ml + 10.000 UI/ml oral drops, solution - 10 ml bottle
ALENDROS (M05BA04)	Sodium Alendronate	10 mg tablets - 14 tab 70 mg tablets - 4 tab
BINOSTO (M05BA04)	Sodium Alendronate	70 mg effervescent tablets - 4 tab
BORNILENE (R02AA20)	Xibornol	30 mg/ml spray suspension for oral mucosa - 30 ml atomizer bottle
BRONCHO MUNAL (J07AX)	Lyophilized bacterial lysates	Adults 7 mg hard capsules - 30 caps Children 3,5 mg hard capsules - 30 caps Children 3,5 mg granulate for oral suspension - 30 sachets
CLASTEON (M05BA02)	Disodium clodronate + Lidocaine hydrochloride Disodium clodronate	100 mg/3,3 ml solution for injection for i.m. use with lidocaine 1% - 6 ampoules 200 mg/4 ml solution for injection for i.m. use with lidocaine 1% - 3 ampoules 300mg/10 ml concentrate for solution for infusion - 6 ampoules 400 mg hard capsules -10 cap
CODAMOL (N02AA59)	Paracetamol + codeine phopshate	500 mg + 30 mg effervescent tablets -16 divisible tab 500 mg + 30 mg film-coated tablets -16 divisible tab
DIBASE (A11CC05)	Cholecalciferol (vitamin D₃)	10.000 IU/ml oral drops, solution - 10 ml bottle 25.000 IU/2,5 ml oral solution - 1 vial 25.000 IU/2,5 ml oral solution - 4 vials 50.000 IU/2,5 ml oral solution - 1 vial 50.000 IU/2,5 ml oral solution - 2 vials 100.000 IU/1 ml solution for injection - 6 ampoules 300.000 IU/1 ml solution for injection - 2 ampoules

Name	Main component	Package
EXINEF (M01AH05)	Etoricoxib	60 mg film-coated tablets -20 tab 90 mg film-coated tablets -20 tab 120 mg film-coated tablets - 5 tab
FISIODAR (M01AX21)	Diacerein	50 mg hard capsules - 30 caps
GINAIKOS (G03CA03)	Estradiol	1,5 mg gel - 28 sachets
GLADIO (M01AB16) GLADIO (M02AA)	Aceclofenac	100 mg coated tablets - 40 tab 100 mg powder for oral suspension - 30 sachets 1,5 g/100 g cream - 50 g tube
GLIBEN (A10BB01)	Glibenclamide	5 mg tablets - 30 tab
GLICONORM (A10BD02)	Glibenclamide + Metformin hydrochloride	5 mg+500 mg film-coated tablets -36 tab
METFONORM (A10BA02)	Metformin hydrochloride	500 mg film-coated tablets - 30 tab 850 mg film-coated tablets - 40 tab 1000 mg film-coated tablets - 60 divisible tab
NERIXIA (M05BA)	Sodium neridronate	25 mg solution for injection - 1 ampoule 100 mg concentrate for solution for infusion -2 ampoules
SORICLAR (J01FA09)	Clarithromycin	250 mg coated tablets -12 tab 500 mg coated tablets -14 tab 125 mg/5 ml granulate for oral suspension -100 ml bottle 250 mg/5 ml granulate for oral suspension -100 ml bottle RM 500 mg modified release tablets -7 tab
SURSUM (A11HA03)	RRR-α-Tocopherol solution (Vitamin E)	400 IU soft capsules - 30 caps
TIENOR (N05BA21)	Clotiazepam	5 mg tablets -40 tab 10 mg tablets - 30 tab 10 mg/ml oral drops, solution - 20 ml bottle
VELLUTAN (D05AX04)	Tacalcitol Monohydrate	4 micrograms/g ointment - 20 g tube 4 micrograms/g cutaneous emulsion - 20 ml bottle 4 micrograms/g cutaneous emulsion - 50 ml bottle

MEDICAL DEVICES

Name	Main component	Package
JONEXA	Hylastan SGL-80	5 ml glass syringe containing approximately 4 ml Jonexa

COSMETICS

Name	Main component	Package
KOURILES FLUID EMULSION	Octopirox, Hyaluronic acid, Sebomina and Norgel. Without preservatives or fragrances	30 ml bottle
KOURILES SHAMPOO	Climbazole, Phlorogine, hyaluronic acid, Tocopherol, cocamide dea, wash base	100 ml bottle



Sales Representative Net



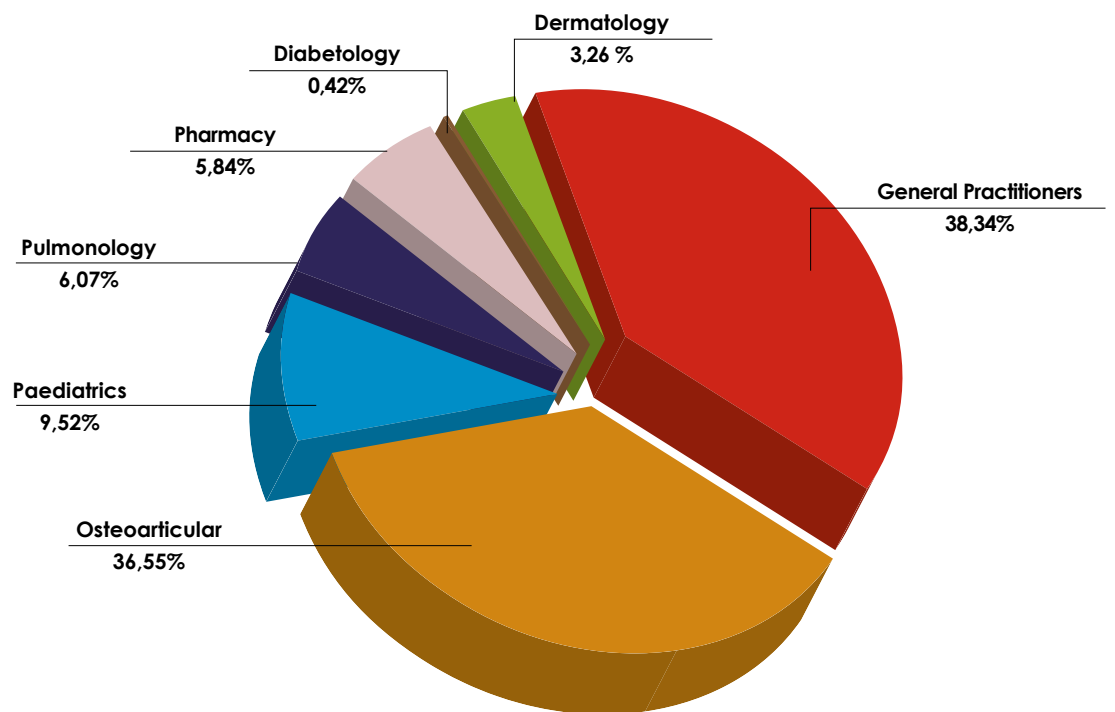
In the pharmaceutical industry, the cornerstone of the relationship between a Company and a General Practitioner is represented by the organization of the medical-scientific information. Abiogen Pharma interprets this relationship as a continuous service of correct information to the medical profession, and devotes its utmost attention to the training of personnel responsible for medical-scientific information. The Scientific Representative Organization is strictly in compliance to the regulations for Scientific Information (D. Leg.vo 219/06). To best meet the needs of a list that has been enriched with new products, the structure of the Medical Representatives has gradually been reinforced. In 1998, the Organization was comprised of 80 external Medical Representatives and 7 Area Managers. Today it counts 118 Medical Representatives spread throughout the country and coordinated by 15 Area Managers and a Sales Director. The Organization is characterized by a very low average age and a strong presence of female workers, above the average of the Italian pharmaceutical market. The Medical Representative Organization operates in several market segments and contacts around 55.000 Italian doctors (General Practitioners and Specialists) at least four times a year. The use of the scientific equipment certified by the guidelines of Farmindustria ensures continuous and detailed updates to the doctors contacted.

Visits 2015

General Practitioners:
n. 92.293

Specialists:
n. 148.416

Total visits
n. 240.709



Map of Italy with distribution
of the Medical Representatives
and Area Managers



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