“At PharmaZac we feel like a new firm but in reality we have been steadily growing a unique expertise on all areas of the pharma business. Our history is full of success stories and ambitious plans that always take the company to the next step”

George Pagalos, Chairman
PharmaZac has been characterized in media releases as one of the most dynamic pharmaceutical firms in Greece and is gradually becoming an important player in pharmaceutical manufacturing, exports and healthcare. Since 2008 the firm dedicates more than 15% of the annual turnover in investments and has developed a specialized workforce of more than 100 people.

Founded by Panagiotis Zakos in 1986 as a pharmaceutical wholesaler, the firm now operates a wide number of business units covering the full spectrum of pharma business, from development, manufacturing, promotion and trading to logistics, the distribution and exports of health products. PharmaZac also maintain partnerships with multinationals in Greece. It is the sole partner of GE on media contrast products, the exclusive distributor of TAKEDA and collaborator with ORKLA, Abbott and other companies on specific products. In 2015 PharmaZac kicked off a strategic co-promotion deal with SANDOZ for a series of diabetes and urology products.

PharmaZac develops innovative state-of-the-art generic products with some of them being unique. Our versions of Leuprolide, Amphotericin-B, Idarubicin are corporate success stories while the firm has been one of the first generic entrants in Valsartan (Zakodian®), Hyaluronic Acid (Arthryal®), Montelukast (Zakomoxit®) and is becoming the development champion on a number of CNS patent expiring molecules.

PharmaZac has also launched a number of large-scale infrastructure projects, including the set-up of a new R&D lab and a new manufacturing site of 10.200 sq.m at Keratea, Attikis.

Under a dynamic management team and based on the expertise of its team managers and leaders, PharmaZac is implementing an aggressive strategy to remain a leader in the regional market and a complete reliable partner for pharma services.
**CARING**

We care about our people, we care about our customers and respect the values of the medical and pharmaceutical community. We are a company of scientists addressing our solutions to healthcare experts and well-informed consumers. We want to return our profits to the society and the world of health, we want to invest in new solutions and develop products of the highest quality and effectiveness.

**GROWING**

We are constantly growing, learning and improving, as we set ambitious goals and plan for the future. We are growing our workforce and knowledge resources, our products portfolio and our business units aspiring to become the market leader in Greece and in the region.

**GLOBALIZING**

85% of our partners is outside Greece, we aim at becoming an international firm within a local traditional context. We apply the international standards in quality, marketing ethics, pharmacovigilance and customer support and we are exporting to many countries establishing our presence as developers, traders and manufacturers of top quality generic brands.

**DIVERSIFYING**

In 2011, PharmaZac has successfully diversified its operations, from distribution and medical trading to the in-house development and promotion of generic and on-patent products. In 2013 we launched more brands than any other company in Greece and in the years 2012-2014 our growth rate has placed us among the top performing healthcare firms in Southern Europe as we operate a wide set of business units.
It all started in 1986 as PharmaZac acquires legal entity as a wholesale company.

PharmaZac expands in medicine distribution and cooperates, with the companies Nycomed Hellas SA, Proel SA, GEHC, J&J.

PharmaZac moves towards to an in-house development strategy, it obtains its own products, and establishes new departments for Marketing and Sales.

PharmaZac receives the certifications of ISO 9001/2000 and 13485 ISO from TUV NORD CERT.

The ongoing quest for quality assurance of services / products leads to the acquisition of the Certificate of Authenticity for prescription products.

In September of 2007, PharmaZac moves to its state-of-the-art new owned building in Athens - Botanikos. The site of 6.000 sq. meters covers the needs of the firm.

New investment plan in ne products and relaunching of the products Axelan and Pilfood that are used as treatment for hair loss. Also launching of two new products: Linatox and Zakodronate.

The branding strategy of so many years is bearing fruit. - GE Healthcare partners with PharmaZac, with the aim not only to distribute but also to co-promote their contrast media products. - Exclusive distribution of the medical products Systagenix (Wound Management) - Launching of Zakofin®, Zacosteo®, Nozac®, Zaolin®

PharmaZac enters the market with 8 to 10 medicines are added in 5 therapeutic areas: CNS, Oncology, Dermatology, Gynecology, Rheumatology, Urology, Cardio - Respiratory.

PharmaZac achieves record sales, it receives the title of Excellent Partner from GE and implements a new investment plan focusing on in-house development and external partnerships.

PharmaZac completes a number of deals with Greek firms acquiring products and access to the manufacturing facilities of PROEL and NOVENDIA. The firm also kicks-off a 3 years investment plan in the development of a new manufacturing facility in Greece.
PharmaZac is investing in a new manufacturing unit of 10,200 sq.m in the industrial zone of KERATEA (ΒΕΠΕ), which will be operational by Q2/2017. The design of the factory incorporates three phases for the development of dry forms (tablets, capsules, sachets), soft gelatin capsules, liquids, ointments, suppositories, nasal sprays, packaging of cytotoxic and sterile products respectively. We are recruiting experts for the project and attract prospective contract manufacturing and development partners. The investment in this manufacturing site is currently the biggest pharma project in Greece.

In order to implement development projects and in-house manufacturing operations PharmaZac is in a strategic partnership agreement with Novendia, that gives access to 2,500 sq.m of GMP installations in Athens. Contract Manufacturing services are provided to more than twenty (20) clients and the production output for 2014 reached the volume of 6,1 million units.

PharmaZac is operating one of the best equipped and state of the art logistics building of 6,000 sq.m in Athens, including freeze conditions and red codes management systems, all monitored by a fully digitized monitoring system. PharmaZac has been undertaking distribution deals and contracts for large-scale clients and local firms. A full set of services (such as, Logistics Management, Distribution, Sticker Labelling, Warehousing, Order Management, Transactions, Payment Collection, Accounting Support, Customized Transport and Drugstores Hub) guarantees the clients’ satisfaction and regular inspections from multinational firms certifies the quality of installations, the robust procedures and the development of an excellence experience over the years.

PharmaZac currently promotes and distributes the contrast media products of GE Healthcare in Greece and achieves excellent results year after year. It has received a Partner Award and operates a national sales team managed by experts on this field of business development.
CARDIOLOGY/ PRIMARY CARE
(CVS, Myokkeletal, Rheumatology, General Practice)
The most vibrant and populated business unit of PharmaZac is the one of Primary care, including a wide range of products for cardiology, the myoskeletal diseases, gastro-protection and general care.
In 2014 PharmaZac absorbed the products of Velti-pharm and launched more than 5 new product codes, thus building one of the strongest portfolios for the Greek market including one of the first generics of Valsartan and Montelukast.

CENTRAL NERVOUS SYSTEM (CNS)
With a portfolio of ten (10) APIs, a pipeline of five (5) news generics until 2018 and ten (10) products in the market, CNS is the most dynamic part of the company. This BU also collaborates with Abbott for the product DUMYROX® (Fluvoxamine).
Among the BU’s achievements is the successful launch of Olanzapine (OLMYZEM®) and the dominant position in Topiramate as JADIX® is the top selling generic in Greece. Moreover, the CNS unit now enjoys top awareness from the medical community of psychiatrists and neurologists and regularly supports scholarly and professional events.

ONCOLOGY & HOSPITAL UNIT
A top earning performer, managed by an experienced team in oncology and hospital products, the business unit has been recently focusing on cancer treatment and hepatologic products, thus achieving record sales in the generic versions of Ribavirin (Ribatreli®) and Virelbine (Zaolin®).
2016 will be a year of important launches and expansion plans for this Business Unit as the circulation of Amphiprol (amphotericin-B) will be scaled up and launches of Capecitabine and Idarubicin are forthcoming.

UROLOGY
The Urology business unit is of the newest in PharmaZac, building on the successful development and launching of LEUPROL®, a unique generic version of Leuprolide in injectable retard form.
The product is now growing in the Greek market and is developed for exports leading to a turnover of more than 2 m euro (2014 est.). PharmaZac recently acquired a Bicalutamide brand and is expanding its range of products with new projects in Solifenacin and Oxybutinin.
In 2015 a deal with SANDOZ provided to the business unit the opportunity to promote the high quality generics of Bicalutamide, Alfuzosin, Tolderodine and Solifenacin.
DERMATOLOGY
The oldest business unit of PharmaZac, since its foundation, with a portfolio of four (4) generics and two (2) dermocosmetics. In 2015, PharmaZac has launched the generic form of Imuquimod (Modiwart).

HEALTHCARE (OTC AND FOOD SUPPLEMENTS)
PharmaZac has a long experience in OTC and healthcare products as a promoter and trader of Pill Food for more than 20 years and with a product line on dermatology and skincare, which is present in more than 6,000 selling points in Greece.

In 2014, NOVIA Health, a food supplements and natural products manufacturer and trader has been put under the PharmaZac umbrella and is now promoting OTC and expanding the range of natural products.

EXPORTS
PharmaZac has entered the export business in 2012 aiming to register its portfolio and develop partnerships in third world countries and later in Europe. Today the turnover in exports exceeds the targets set and we are working to expand our growing network of partners and distributors.

The focus of exports is on highly developed and unique generic brands, including Leuprol®, Oxaliprol® and Zakotax®. The exports department is always open to business proposals and ideas.

Exporting in more than 12 countries including stable partnerships in:

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PharmaZac invests in stable partnerships with multinational firms, selected regional clients and networks in the healthcare sector. Since 1986, the company has developed more than twenty (20) profitable contracts and constantly achieves top evaluations from its product and strategic partners. Other strategic partnerships include the exclusive distribution of products for foreign and Greek firms.

**KEY PARTNERS**

**Partner** - Exclusive commercial partner for the distribution, promotion and commercial management of the contrast media products.

Exclusive Distributor of TAKEDA’s products in Greece circulating, managing the logistics and handling all product codes.

Since 2015, PharmaZac co-promotes and distributes a series of SANDOZ products in urology and diabetes.

Exclusive Partner for the product DUMYROX® in Greece undertaking the promotion and distribution of the product in the territory.

Exclusive marketing holder, promoter and distributor of the product Litozin® in Greece.

Strategic Partnership for the promotion, development and manufacturing of generic drugs and exports.
DEVELOPMENT

PharmaZac is investing more than 15% of its annual income on new products, technologies and infrastructure in order to secure sustainable and constant growth rates for the next five (5) years. An aggressive development plan is divided in four (4) key directions:

NEW PARTNERSHIPS
We are licensing-in a wide number of products in order to strengthen our range of generics brands in cardiology, oncology, CNS and urology while also attracting business projects in collaboration with multinational firms and international companies. In 2016 and 2017 PharmaZac will announce a series of collaborations that will grow its turnover by 17% (est.).

PRODUCT DEVELOPMENT LAB
Following an investment of 1.3m euro PharmaZac has recently kicked-off operations of its new state-of-the-art EU-GMP development lab consisting of a 500 sq. m Class D pilot batches manufacturing space suitable for the test production of solid, liquid, sterile and other forms. The R&D lab now hosts partner projects and in-house development new formulations and generic versions.

NEW MANUFACTURING SITE
At the heart of PharmaZac’s development strategy lays the ‘greenfield’ project of a new manufacturing unit of 10.200 sq.m at the industrial zone of KERATEA in Attika, Greece. The development team is working on the completion of this project by Q2/2017 and the fully modern FDA standards unit will include manufacturing capacity on solid forms, soft gelatin capsules and sterile formulations.

INNOVATIVE TREATMENTS
PharmaZac is a generic firms investing in original treatments and added-value products that enhance and improve the therapeutic results. Our ‘better society’ development plan focuses on addiction treatment, cheap medication for HIV and socially responsible ways of developing health solutions for all.
## CONTRASTS MEDIA

**PRODUCTS**
- OMNISCAN® (Gadodiamide)
- OMNIPAQUE® (Iohexol)
- VISISCAN® (Iodixanol)

## CARDIOLOGY/PRIMARY CARE

(CVS, Myok settleal, Rheumatology, General Practice)

**PRODUCTS**
- ATORZEM® (Atorvastatine)
- NITASTIN LIP-DOWN® (Simvastatine)
- PRESS-DOWN PRESS-DOWN PLUS® (Losartan/HTCZ)
- ZAKODIAN ZAKODIAN PLUS® (Valsartan/HTCZ)
- ZAOFER® (Ferrous Gluconate)
- ZAKOGREL® (Clopigigrel)
- NOZAC® (Nebivolol)
- CEFUROPOL® (Cefuroxime Axetyl)
- ZAKOMOXIT® (Montelukast)
- REINOST® (Diacephalin)
- ZAKODRONATE AXENDRONATE® (Alendronate, Risendronate)
- QPAIN® (Diclofenac Solution)
- ARTHRYAL® (Hualuronic Acid PF Syringe)
- PRONZEK® (Pantoprazole)
- UFONITREN® (Omeprazole)

## CENTRAL NERVOUS SYSTEM (CNS)

**PRODUCTS**
- ALMERZAC® (Memantine)
- ZACALEN® (Venlafaxine)
- OLMYZEM® (Olanzapine)
- JADIX® (Topiramate)
- MIRTAZAFER® (Mirtazapine)
- KEPRICET® (Levetiracetam)
- MENTAZAC® (Rivastigmine)
- FRODIX® (Pramipexole)
- PHARMARIDOX® (Risperidone)
- CITALOPRO®L (Citalopram)
- FRODIX® (Pramipexole)

Co-promoted for SANDOZ
- PIOGLITAZONE® / SANDOZ
- GLIRID® (glimepiride)
PRODUCTS

ONCOLOGY & HOSPITAL UNIT

PRODUCTS

AMPHIPROL® (Amphotericin-B)
ZAKOTAX® (Docetaxel)
ZAOLIN® (Vinorelbine)
RIBATREL® (Ribavirin)
AROMESTAN® (Exemestane)
OXALIPROL® (Oxaliplatin)
ZACORIST® (Idarubicin)
DOXIPROL® (Doxorubicin)
PREVELODA® (Capecitabine)

UROLOGY

PRODUCTS

LEUPROL® (Leuprolide)
BICAPROL® (Bicalutamide)
CEFUROPROL® (Cefuroxime)
Co-promoted for SANDOZ
OMIDEX® (Bicalutamide)
ZOPROST® (Alfuzosin)
TOLDERODINE® / SANDOZ

DERMATOLOGY

The oldest business unit of PharmaZac, since its foundation, with a portfolio of four (4) generics and two (2) dermocosmetics. In 2015, PharmaZac has launched the generic form of Imuquimod (Modiwart).

PRODUCTS

AXELAN® (Minoxidil)
ZAONAIL® (Amorolfine)
ZAKOFIN® (Terbinafine)
MODIWART® (Imuquimod)
PILL-FOOD®
LINATOX®

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