

90
YEARS
OF TRUST

DARNITSA: continuous growth, innovation and care

Darnitsa Team
17-21 April 2023



Experience proven
in **16** countries worldwide





PRODUCTION FACILITY



1. Solid forms
2. Solid forms
3. Sterile antibiotics
4. Solid forms
5. Warehouse
6. Laboratory
7. Infusion solutions
8. Soft forms
9. Injectable solutions & drops

Total Area 11.5 ha

- 2.5 ha available for new facilities & projects
- Production complex: 75,000 m²
- Fully automated warehouse: 10,000 pallets
- 1200+ employees
- Certified QC and R&D laboratory



Discover more about us with our [3D tour!](#)

QUALITY



GMP SINCE 2006

- GMP UA harmonized with GMP EU
- Electronic system of documents of pharmaceutical quality system
- Management of production and quality processes in SAP ERP system



since 2014
all production



since 2016
production of ampoules,
infusions, solid drugs



2019
training inspection



since 2022
production
of ampoules,
infusions



since 2022
all production
EAEU



plan 2023-2024
production of solid drugs,
soft drugs ampoules,
infusions, drops

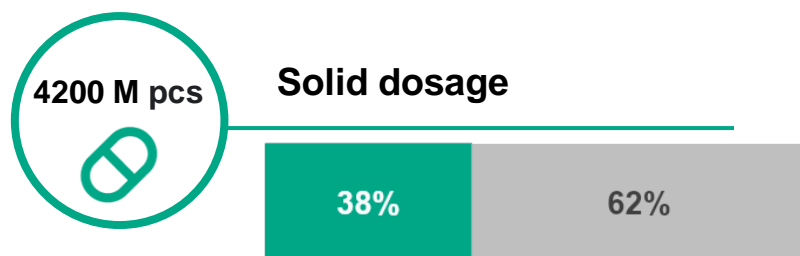
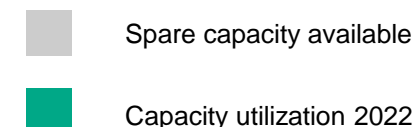
PRODUCTION FACILITY



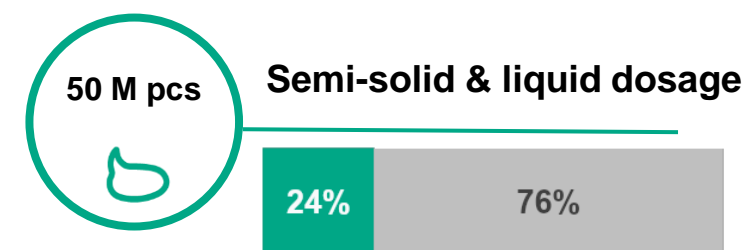
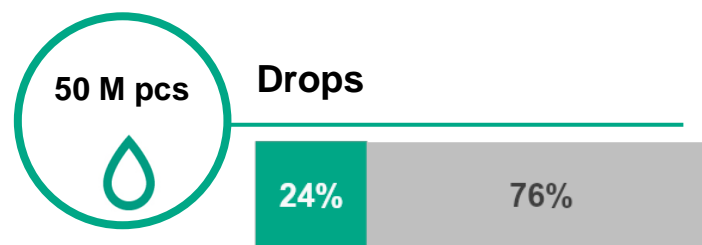
Modern and the largest in Ukraine manufacturing platform with potential of a double increase in production

Equipment from European manufacturers

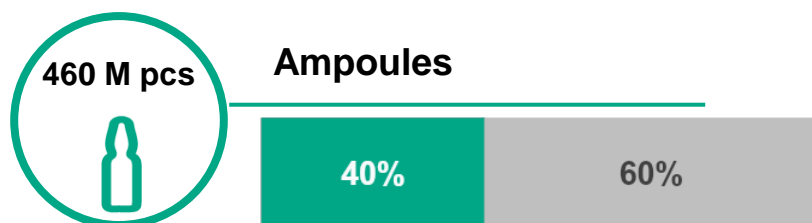
Modern automated warehouse



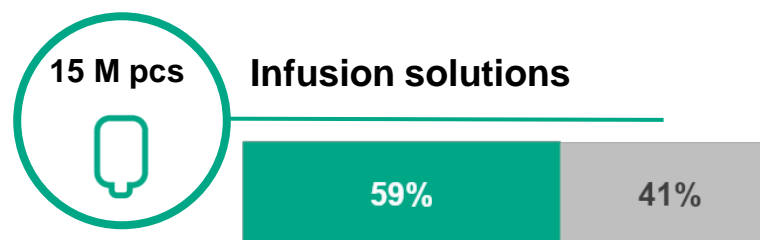
EU-GMP certified. Expandable to 4.5B tablets, sachets, hard gelatin capsules



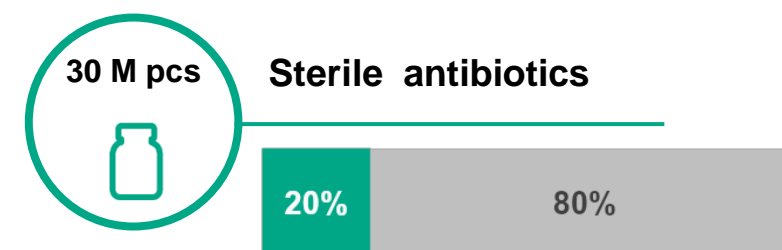
GMP certified production with CIP cleaning system



Fully renovated, EU-GMP certified production, CIP & SIP cleaning and sterilization systems



2015 – commissioned EU-GMP certified production, BFS Technology (polypropylene) for the aseptic production of sterile pharmaceuticals



GMP certified, corresponds to the strictest safety guidelines in respect to cross-contamination (separated building)

PRODUCT PORTFOLIO



181 BRANDS*, 416 SKUs

- **OTC**
25 brands, 75 SKUs
- **RX**
46 brands, 108 SKUs
- **Corporate Brand Generics**
113 brands, 233 SKUs

*3 brands have SKUs in different BUs

DOSAGES & FORMS

PARENTERAL LIQUID



Solutions for injections



Solutions for infusions



Sterile powders for injection solutions

TOPICAL FORMS ETC.



Solutions for external use



Shampoos



Eye/ear/nasal drops



Sprays

SOLID & LIQUID ORAL



Tablets, including coated tablets



Capsules



Powders and granules in sachets



Oral solutions and drops

SOFT FORMS



Ointments



Creams

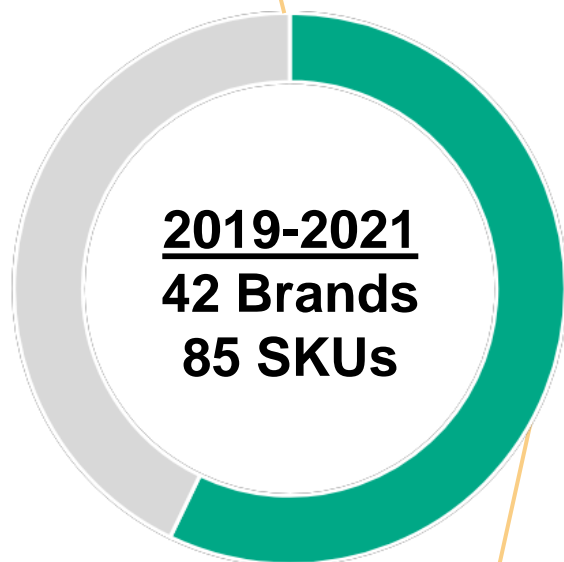


Gels

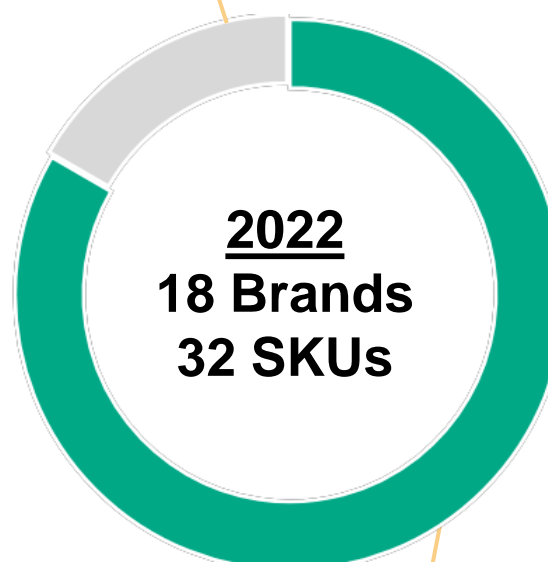
PRODUCT LAUNCHES 2019 – 2027



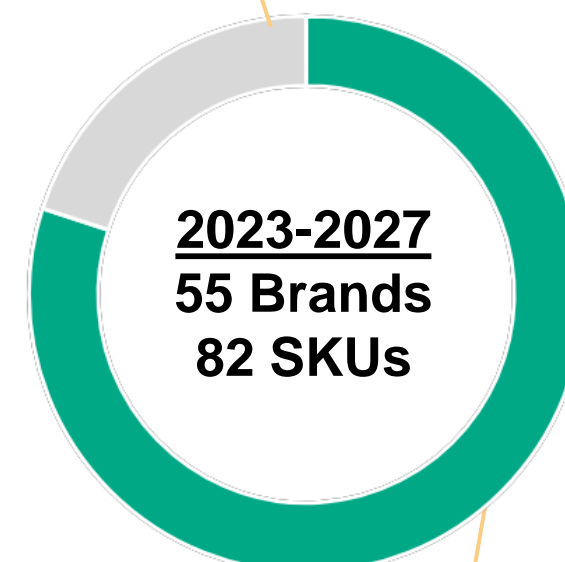
18 Brands Licensing
(39 SKUs)



3 Brands Licensing
(5 SKUs)



11 Brands Licensing
(12 SKUs)



24 Brands Development
(46 SKUs)

15 Brands Development
(27 SKUs)

44 Brands Development
(70 SKUs)

HIGHLIGHTS 2022



#1

Volume & Profit in UA
Mentions in UA media among
pharmaceutical companies



Upgraded R&D, Regulatory,
and Medical Departments

#2

Sales Value in UA
#1 in Q3 2022



18 brands/32 SKU launched in 2022
55 brands/82 SKU in pipeline 2023-2027

#3

Corporate Brand in UA
#1 in Pharma



New digital assets: DWH, BI,
Workplace, eWMS, eCom, etc.

DARNITSA: what we are and where we are?

 DARNITSA develops, manufactures and markets a broad portfolio, which includes more than 250 Products in the RX and OTC segment

Regular export destination

- **ASIA**

Armenia
Azerbaijan
Kazakhstan
Kyrgyzstan

- **EUROPE**

Mongolia
Turkmenistan
Tajikistan
Uzbekistan
Lithuania
Georgia
Poland
Moldova

- **MENA region**

Iraq

Yemen

Planned export destination

- **AUSTRALIA**

- **AFRICA**

Ghana Republic of South Africa

- **EUROPE**

Bulgaria
Latvia

Croatia
Estonia

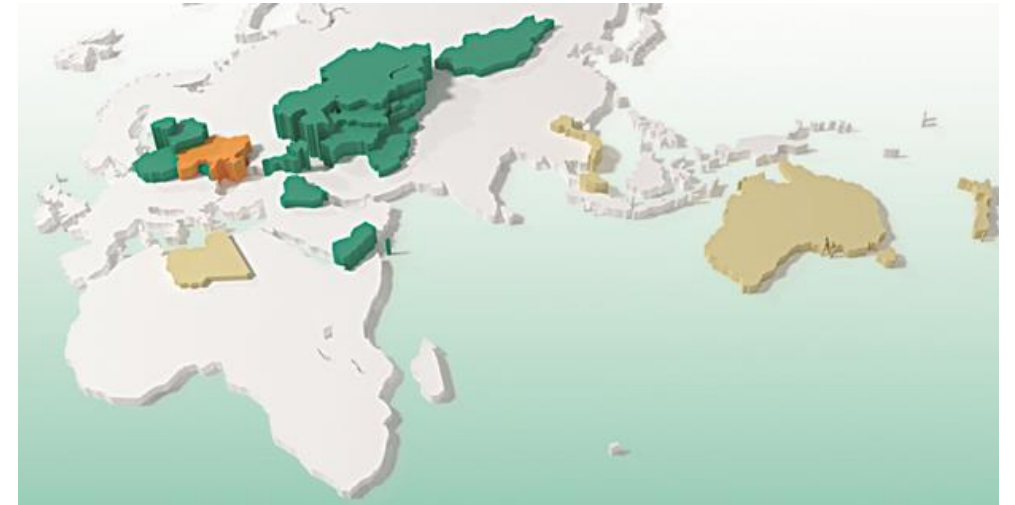
- **ASIA PACIFIC**

Malaysia
New Zealand

Singapore
Vietnam

- **MENA region**

Libya



WAR YEAR ACHIEVEMENTS



mRNA technologies by WHO

#1

Double digit growth in Market +18%
Biggest EI among Top 10 - 126



40+ new jobs created
25 employees in UA Army



18 brands/32 SKU launched
13 Products started development



Hospital sales share 11% (vs 5% in 2021)
Ampules production +21%
infusion solutions +44%*



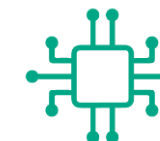
Total sum of Humanitarian aid - 220 mln UA
Donated 10 mln doses PI-125



War demand - "Atropine Darnitsa"
manufacturing increased in 6 times
Developed from scratch and registered
"Potassium-Iodide-125 Darnitsa" for 2 weeks

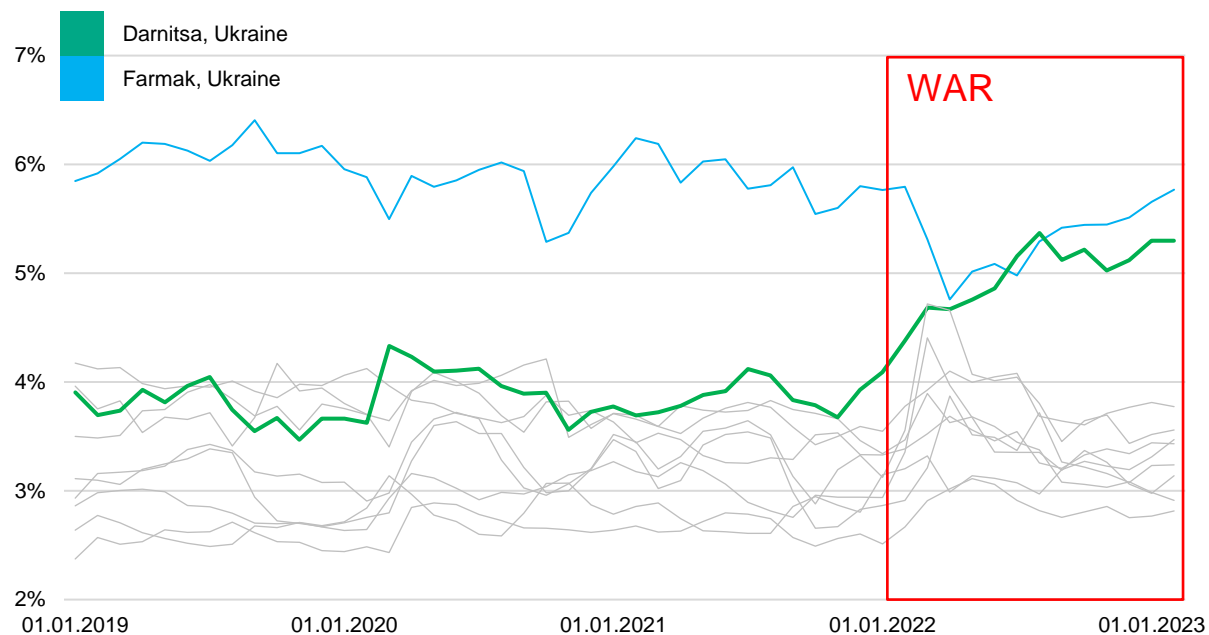


Back to the pre-war manufacturing volume
level - 173M drugs packs produced
3 GMPs inspection from different
Authorities completed

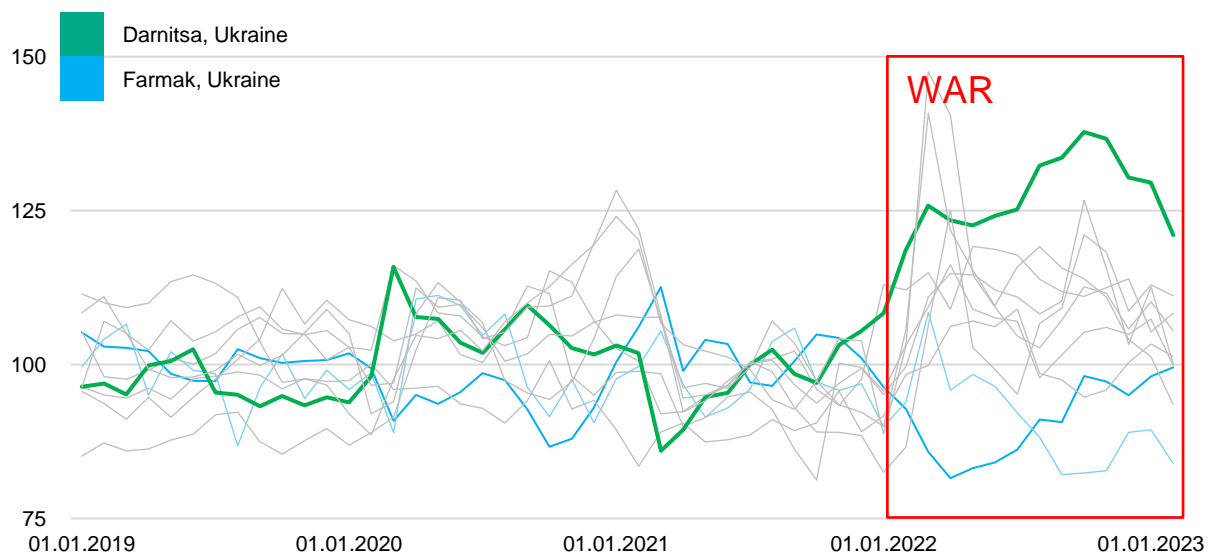


Launched free-of-charge call
center for consumers, employees
service desk & chatbot

IN MARKET PERFORMANCE Feb 2023



- #2 in MS,% in UA
- MS 5.3% by Feb'23
- #1 in RX Market YTD'2023
- #2 in OTC Market YTD'2023



- #1 in UA by EI in last 10 month
- EI 121 in Feb'23
- EI in RX Market 136 YTD'2023
- EI in OTC Market 116 YTD'2023

LIFE GOES ON



The equiped shelter hosted employees and their families



DarSchool: digital education in the war time for employees' kids



Our spirit is high



We produce...



...And we support



TO LEAD IN A KNOWLEDGE-INTENSIVE INDUSTRY WE CONTINUE TO INVEST INTO L&D DESPITE WAR



education

646 (53%)

Higher education

5

PhD

3

Doctoral



Harvard medical school

09'21

1st group enrolled

46

Unique employees

67

participants

65%

Certificate of Achievement

Q1'23

5th group enrolled



2022 stats

730 (60%)

Unique employees trained

5.7

Training hours per employee

144

Training programs

51%

Online trainings

36%

Internal

PARTNERING WITH LEADERS



TECHNOLOGIES



DIGITAL SOLUTIONS



R&D



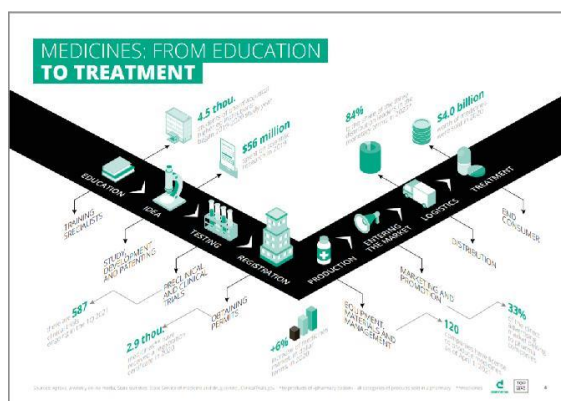
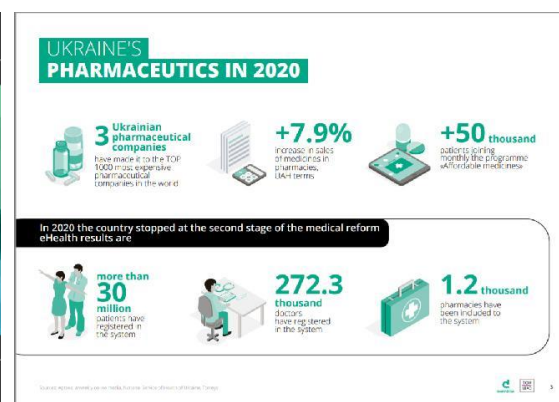
REGULATION



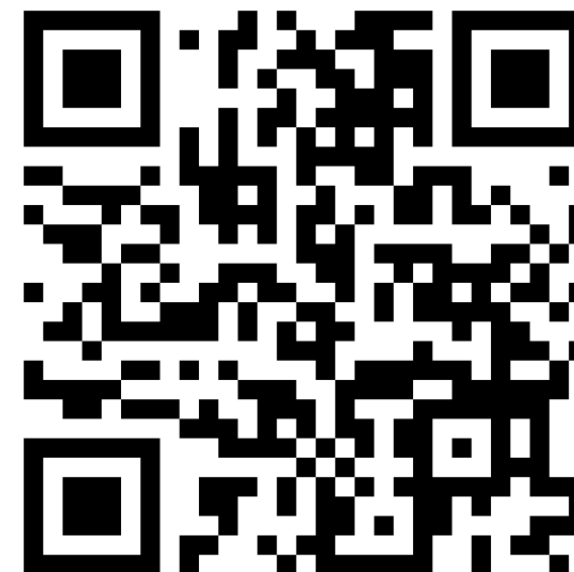
AUDIT



PHARMACEUTICS OF UKRAINE 2021



Discover more about UA pharma with Darnitsa & Pharmaceuticals of Ukraine!



Thank you

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