DARNITSA: continuous growth, innovation and care

Darnitsa Team
17-21 April 2023
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!
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 2016 production of ampoules, infusions, solid drugs
- 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

- **Solid dosage**
  - 4200 M pcs
  - EU-GMP certified.
  - Expandable to 4.5B tablets, sachets, hard gelatin capsules
  - 38% usage
  - 62% spare capacity available

- **Ampoules**
  - 460 M pcs
  - Fully renovated.
  - EU-GMP certified production.
  - CIP & SIP cleaning and sterilization systems
  - 40% usage
  - 60% spare capacity available

- **Drops**
  - 50 M pcs
  - 24% usage
  - 76% spare capacity available

- **Infusion solutions**
  - 15 M pcs
  - 59% usage
  - 41% spare capacity available

- **Semi-solid & liquid dosage**
  - 50 M pcs
  - 24% usage
  - 76% spare capacity available

- **Semi-solid & liquid dosage**
  - 50 M pcs
  - GMP certified production with CIP cleaning system

- **Sterile antibiotics**
  - 30 M pcs
  - GMP certified.
  - Corresponds to the strictest safety guidelines in respect to cross-contamination (separated building)
  - 20% usage
  - 80% spare capacity available

Capacity utilization 2022

Spare capacity available
# 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

### SOLID & LIQUID ORAL

- Tablets, including coated tablets
- Capsules
- Powders and granules in sachets
- Oral solutions and drops

### TOPICAL FORMS ETC.

- Solutions for external use
- Shampoos
- Eye/ear/nasal drops
- Sprays

### SOFT FORMS

- Ointments
- Creams
- Gels
PRODUCT LAUNCHES 2019 – 2027

- **2019-2021**
  - 42 Brands
  - 85 SKUs

- **2022**
  - 18 Brands
  - 32 SKUs

- **2023-2027**
  - 55 Brands
  - 82 SKUs

- **2019-2021**
  - 24 Brands Development
  - 46 SKUs

- **2022**
  - 15 Brands Development
  - 27 SKUs

- **2023-2027**
  - 44 Brands Development
  - 70 SKUs

- **2023-2027**
  - 55 Brands Licensing
  - 12 SKUs

- **2019-2021**
  - 3 Brands Licensing
  - 5 SKUs

- **2022**
  - 11 Brands Licensing
  - 12 SKUs
HIGHLIGHTS 2022

#1
Volume & Profit in UA
Mentions in UA media among pharmaceutical companies

#2
Sales Value in UA
#1 in Q3 2022

#3
Corporate Brand in UA
#1 in Pharma

Upgraded R&D, Regulatory, and Medical Departments

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

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

- **MENA region**
  - Iraq

- **EUROPE**
  - Lithuania
  - Georgia
  - Poland
  - Moldova

- **AFRICA**
  - Ghana
  - Republic of South Africa

- **AUSTRALIA**

- **EUROPE**
  - Bulgaria
  - Latvia
  - Croatia
  - Estonia

- **MENA region**
  - Libya

- **ASIA PACIFIC**
  - Malaysia
  - New Zealand
  - Singapore
  - Vietnam
WAR YEAR ACHIEVEMENTS

- mRNA technologies by WHO
- 18 brands/32 SKU launched
- 13 Products started development
- Double digit growth in Market +18%
- Hospital sales share 11% (vs 5% in 2021)
- Ampules production +21%
- Back to the pre-war manufacturing volume level - 173M drugs packs produced
- Infusion solutions +44%*
- Total sum of Humanitarian aid - 220 mln UA
- 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
- 40+ new jobs created
- 25 employees in UA Army
- Launched free-of-charge call center for consumers, employees service desk & chatbot
- Donated 10 mln doses PI-125
- #1
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 equipped 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**

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<td>PhD</td>
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<td>Doctoral</td>
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**Harvard medical school**

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<th>Group</th>
<th>Participants</th>
<th>Unique employees</th>
<th>Certificate of Achievement</th>
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<tr>
<td>09’21</td>
<td>1st</td>
<td>46</td>
<td>67</td>
<td>65%</td>
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<td>Q1’23</td>
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**2022 stats**

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<th>Category</th>
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<tr>
<td>Unique employees trained</td>
<td>730</td>
<td>60%</td>
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<td>Training hours per employee</td>
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<td>Training programs</td>
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<td>Online trainings</td>
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<tr>
<td>Internal</td>
<td>36%</td>
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# Partnering with Leaders

## Technologies
- Glatt
- Fette Compacting
- WIPOTEC OCS
- MARCHESINI GROUP
- KORSCH

## Digital Solutions
- SAP S/4 HANA
- Microsoft
- opentext
- Azure Synapse Analytics

## R&D
- Anapharm Bioanalytics
- QUINTA ANALYTICA
- ACDIMA BIOCENTER
- International Pharmaceutical Research Center

## Regulation
- RAPS
- World Health Organization
- EBA
- KPMG

## Audit
- Agilent OpenLab
Discover more about UA pharma with Darnitsa & Pharmaceutics of Ukraine!
Thank you

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