PRESS KIT 2015
A different vision of the pharmaceutical industry

Galenicum is the story of three friends, entrepreneurs who dreamt about how to make the cost of medicine reasonable and accessible to everyone. With this as their starting point, after much hard work Alejandro Ollé, Joaquim Domingo and Erich Büchen founded a business that is now one of the most innovative and successful European pharmaceutical companies operating in the field of generic medicines.

With no previous involvement in the industry, the three founders brought a new way of doing business to the company, with a corporate culture based on innovation, initiative and commitment. Today Galenicum is a company with global ambitions rooted in friendship, entrepreneurship and a spirit of overcoming.

- Marketing agreement for the PBSerum cosmeceutical line in several Latin American countries
- New distribution agreements in Colombia, Hong Kong, Malaysia, Singapore and Vietnam
- Distribution agreements in the Dominican Republic and Panama
- Awarded the “Business of the Year 2013/2014” prize in the prestigious European Business Awards

2014

- Office in Chile
- Office in Peru

2013

- Office in Brazil

2012

- Project for extension of the Laboratory
- Launch of Olanzapine
- New office in Barcelona

2011

- Granting of the first patent to Galenicum
- Incorporation of the GSI subsidiary for food ingredients

2010

- Start of the first Contract Manufacturing project
- Commissioning of the Control laboratory and GMP approval

2009

- Granting of the first patent for Drug Substances
- Office in India
- Office in Malta

2008

- First authorization for generic products in Spain

2007

- Strategic advisory services for the entry of a generic product multinational in Spain
- Creation of the Regulatory Affairs Department

2006

- Start of the first development
- Office in Madrid

2005

- 1st formulation license
- Office in China
- Designation as agent for Dr. Reddy’s in Spain

2004

- Foundation of Galenicum in Barcelona, Spain

- Office in Indonesia

2003
The Galenicum project's solid reputation has translated into excellent financial results, reporting a turnover of 84 million euros in 2014. The forecast for the next two years is one of consolidation, thanks to major investments in strategic products. Turnover is expected to truly take off from 2017 as a result of the agreements reached with some of the biggest multinationals in the pharmaceutical sector.

The company has grown significantly in recent years, following success in our main activity - the development of our own products. Galenicum’s head office is in Barcelona and we have offices in Madrid, Malta, Brazil, Peru, Chile and China. The company also has a development laboratory in Esplugues de Llobregat (Barcelona), as well as R&D activities, and we also operate our own pharmaceutical production plant in San Agustín del Guadalix (Madrid) through the subsidiary SAG Manufacturing.

The company’s main market is Spain, which accounts for 70% of turnover. Our international operations focus mainly on European countries such as France, Germany, Italy, Poland, Portugal and the United Kingdom. Galenicum has a team of 86 professionals in the countries in which we operate and over 100 production staff at SAG Manufacturing.

The company is currently in a phase of intense international expansion. Our target is to generate 60% of turnover overseas by 2017, thereby reducing our dependence on the Spanish market.

Our business model, which was fully established in 2012, is focused on product development, strengthening processes and maintaining efficiency. We also began operating in Latin America in the same year, with the opening of our Brazilian subsidiary.

“Talent, innovation and the spirit of overcoming make up part of the Galenicum DNA”

ALEJANDRO OLLÉ
These factors formed the foundations for the company’s international expansion, with exports growing strongly from 2014. The next stage is to become a truly global company, with an expansion strategy that encompasses Latin America, the Middle East and Asia.

Recent milestones include the opening of new subsidiaries in Peru and Chile, and the signing of distribution agreements in Colombia, Panama and the Dominican Republic, in line with our plans to penetrate new markets in the Americas.

In the past year, we have also taken our first steps towards establishing a presence in the Asian market, with distribution agreements in Hong Kong, Malaysia, Singapore and Vietnam.

Our strategy with regard to products is to strike a balance between blockbuster products and specific developments, increasing the number of product launches and developing our own technologies.

We have therefore built up our Intellectual Property department in order to offer an added-value service to our customers. We applied for 12 patents in 2013, the number was up to 20 in 2014, and this year we plan to apply for 20 to 26 new patents.

In 2014 Galenicum spent almost 5 million euros on R&D, including investments in our own laboratory, the development of pharmaceutical formulations for new products and financing clinical trials. We are planning to invest a similar amount in 2015.

We have our own pharmaceutical production plant, which is operated through SAG Manufacturing, a new company created by Galenicum to take the business forward. The SAG Manufacturing plant allows us to make the best use of production capacity and gives us greater control over manufacturing processes so we can more easily ensure our products meet the highest quality standards.

The company is currently investing around 10 million euros in the refurbishment and modernization of the plant’s facilities. Following this investment, the production capacity of the 24,000 m² plant will be 2 billion pills, 20 million bottles of liquid and 43 million tubes of cream per year.

Galenicum received important recognition as Business of the Year at the prestigious 2013/2014 European Business Awards, which promote success, innovation and ethics. Galenicum was ranked in the top 10 companies that were deemed to be the most innovative firms on the continent.
Offering value with an emphasis on efficiency

Galenicum offers products and services to pharmaceutical laboratories. We focus on developing medications and added-value services that help our customers optimise their efficiency. The company offers a broad portfolio of over 200 products across every therapeutic category.

- **Drug products**: The company produces drugs for its customers in finished dosage forms. Over the last few years, the company has invested in the development of many of its own generic products and has enhanced the line of natural products through Galenicum Special Ingredients, a division dedicated to the food, supplement and cosmetic industry.

- **Registration services**: Continuous support for customers via a dedicated department with vast experience in Spanish and international registration procedures. We have wide ranging experience in registering products in Spain and multi-country registrations in Europe (decentralised procedures), as well as experience in Latin America and Asia.

- **Quality control**: The company's in-house laboratory performs quality control testing and launch documentation, stability studies and analysis work. With this service, Galenicum can offer a complete solution to third parties in negotiations with companies outside the European Union.

- **Intellectual property**: Galenicum advises customers on the intellectual property status of the products offered. One of our main lines of activity is new product development, with the number of projects per year up from 4 to 10 in 2015.

- **Supply chain management**: The company offers an advanced logistics model that simplifies the management of efficient production at multiple sites, guaranteeing the direct delivery of products from the production site to the customer’s warehouse. Galenicum also offers its own warehouse to prevent problems with products being out of stock.

- **Contract Manufacturing Organization (CMO)**: At our own production plant we can offer outsourced manufacturing services for companies that do not have their own facilities or the necessary technology.
Social commitment

“Believe in overcoming, believe in life” is the creed shared by all of those who participate in the Galenicum project, a company that strives to be different in the pharmaceutical industry and carry forward its own style in an effort to be close to patients, reinforcing the warmth, proximity and experience of a brand dedicated to patients and to life.

This commitment to people is reflected in the company’s Corporate Social Responsibility programs, which are jointly developed by the whole team. The members of the Galenicum team are responsible for suggesting projects that are in line with the company’s values, fostering social involvement and active participation.

- **Hospital Without Pain**: Galenicum is working with the Hospital de Sant Joan de Déu in Barcelona on an innovative pilot project. A group of professionals is developing measures to minimize the pain and discomfort that children suffer while in hospital. This long-term project will continue for another three years.

- **Summer Outings for the Elderly**: Galenicum contributes to a program for elderly people with reduced mobility and who cannot travel by providing transport and companionship during summer outings to different places.

- **University Collaboration**: The company collaborates with universities in the development of various molecules, thus enabling them to reduce their infrastructure and generate additional resources, while at the same time providing students and lecturers with the opportunity to work in a professional environment outside the university setting.

- **Grants to Pharma/Chemistry Students**: Galenicum offers the opportunity for temporary employment in the company, with the possibility of financing post-graduate studies should the student decide to continue working for the company.

- **Ivory Coast Health Campaign**: Galenicum is collaborating with the NGO Association pour le Développement Social et Culturel (ADESC) to alleviate the dangerous health situation that affects the Ivory Coast’s population brought about by the civil war that broke out in the country in 2002. The project is focused on the prevention of disease and strengthening health education in the Bingerville region, as well as the promotion of a health care campaign in the suburbs of Abidjan.
Professional trajectory of the founders

**Erich Büchen**, is partner and co-founder of Galenicum, is the company’s Operations Manager in charge of manufacturing, the supply chain, quality control and quality assurance. Before joining the Galenicum project he was manager of business development for Eurocontal, a family-owned company that distributes chemical products. Prior to that, he founded Overmet España, a metal trading company that developed from a startup into a company handling more than 80,000 tons of iron ore a year before the company was acquired by an Italian consortium.

**Joaquim Domingo**, partner and co-founder of Galenicum, acts as General Sales Manager and Chief Scientist with complete responsibility for research and development projects. He previously worked as a consultant in Cluster Consulting management advisory services, where he participated in projects in Brazil, India, Portugal and Spain, living in each of these countries, as well as in the United States. He holds a position in Luton, a family-owned company dedicated to marketing agricultural products.

**Alejandro Ollé**, partner and co-founder of Galenicum, is the company’s Financial Manager and is also responsible for Human Resources and Communications. Before founding Galenicum, he worked as a consultant in Cluster Consulting, where he participated in international projects in Brazil, France, India and the EMEA region. He is member of the board of various family-owned companies in the gas distribution industry and real-estate.
Life is about overcoming; and so is the pharmaceutical industry: providing patients with the most effective medicine is the key to helping them overcome disease. Receiving the right medical treatment is imperative, and, in the case of serious pathologies, it is important that the patient believes he will overcome the disease.

Thus, the spirit of overcoming is essential to a team striving for excellence in the health sector. At Galenicum we work hard every day to offer the highest-quality products and services to our clients in both the innovative and generic industries, because we believe they deserve only the best.

Believe in overcoming. Believe in life.