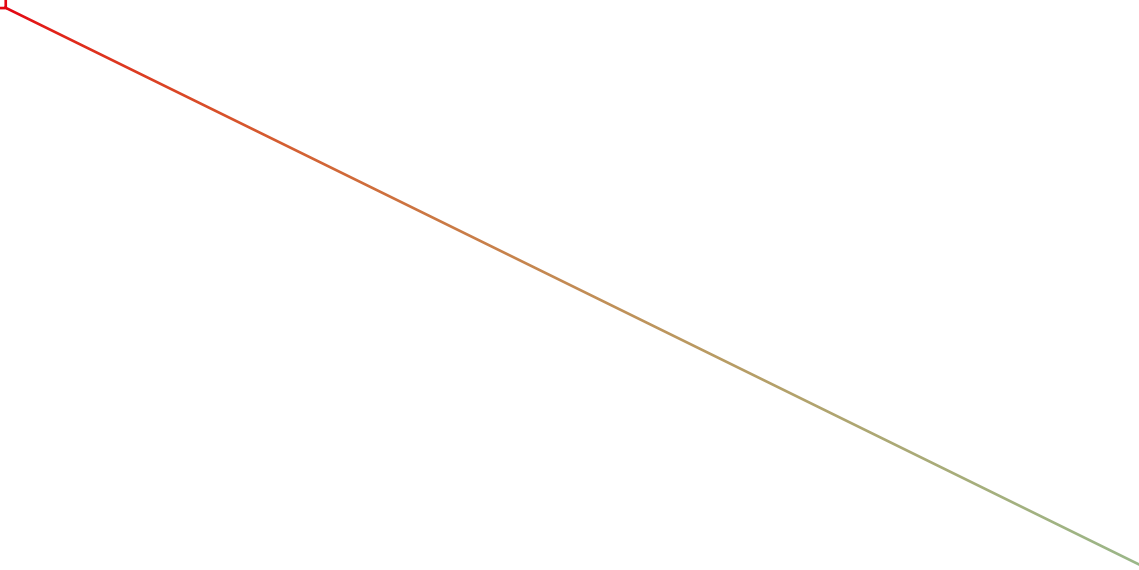




GENERICI PER *SCELTA*



GENERICI PER *SCELTA*





TREATING PATIENTS
AND BENEFITTING ALL.
THIS IS OUR AIM.



A MISSION THAT DESCRIBES WHO WE ARE.

“DOC Generici has a clear mission that can be summarised in a few simple points: producing high-quality medicinal products at a moderate cost, freeing up economic resources for the benefit of all, and being open to ongoing dialogue and constructive debate with Italian healthcare workers.”

Gualtiero Pasquarelli
Managing Director



We have chosen
to be generic
because we want to
be special.



WE HAVE
chosen
**TO COMBINE INNOVATION
AND EXPERIENCE.**



ALTHOUGH WE ARE YOUNG, WE HAVE EXTENSIVE EXPERIENCE.



A SUCCESSFUL VENTURE.

Over the last twenty years DOC Generici has been one of the leading companies in Italy in the field of generic pharmaceuticals. Our history is marked by a series of particularly important dates. Let's go over them together:

1996

DOC Generici was established by three major pharmaceutical groups: three major pharmaceutical groups: Chiesi Farmaceutici, Zambon and the Canadian company Apotex, leader on the North-American market in the production and distribution of generic pharmaceuticals;

1996/2001

This five-year period saw the establishment of the managerial, organisational and manufacturing platforms needed to enter the world of generic pharmaceuticals;

2001

Widespread distribution of the pharmaceuticals manufactured by DOC Generici got underway;

A deep-rooted history.



THANKS TO THEM.

—
 Approximately 70 members of staff work in the Head Office in Milan. An additional 140 collaborators, including Area Managers, Key Account/Public Affairs Managers and Pharmaceutical Representatives are spread throughout Italy and meet daily with physicians, pharmacists, sales partners and institutional representatives.



THE FIGURES SPEAK FOR THEMSELVES.

—
 With an ex-factory turnover in 2018 of approximately 227 million euros, DOC Generici is ranked twenty-first among Italian pharmaceutical companies in terms of value and eighth in terms of units sold (IQVIA data). Moreover, on the basis of turnover, DOC Generici is one of the top five companies in the generic pharmaceutical sector, with a market share of approx. 15.8%.

2013

After an important period of growth DOC Generici is acquired by British fund Charterhouse Capital Partners LLP, one of the most important private equity funds in Europe;

2016

In 2016, the acquisition by CVC Capital Partners, a leading global private investment firm, allows DOC Generici to maintain its independence, favoring Europe and especially Italy in the production of generic drugs;

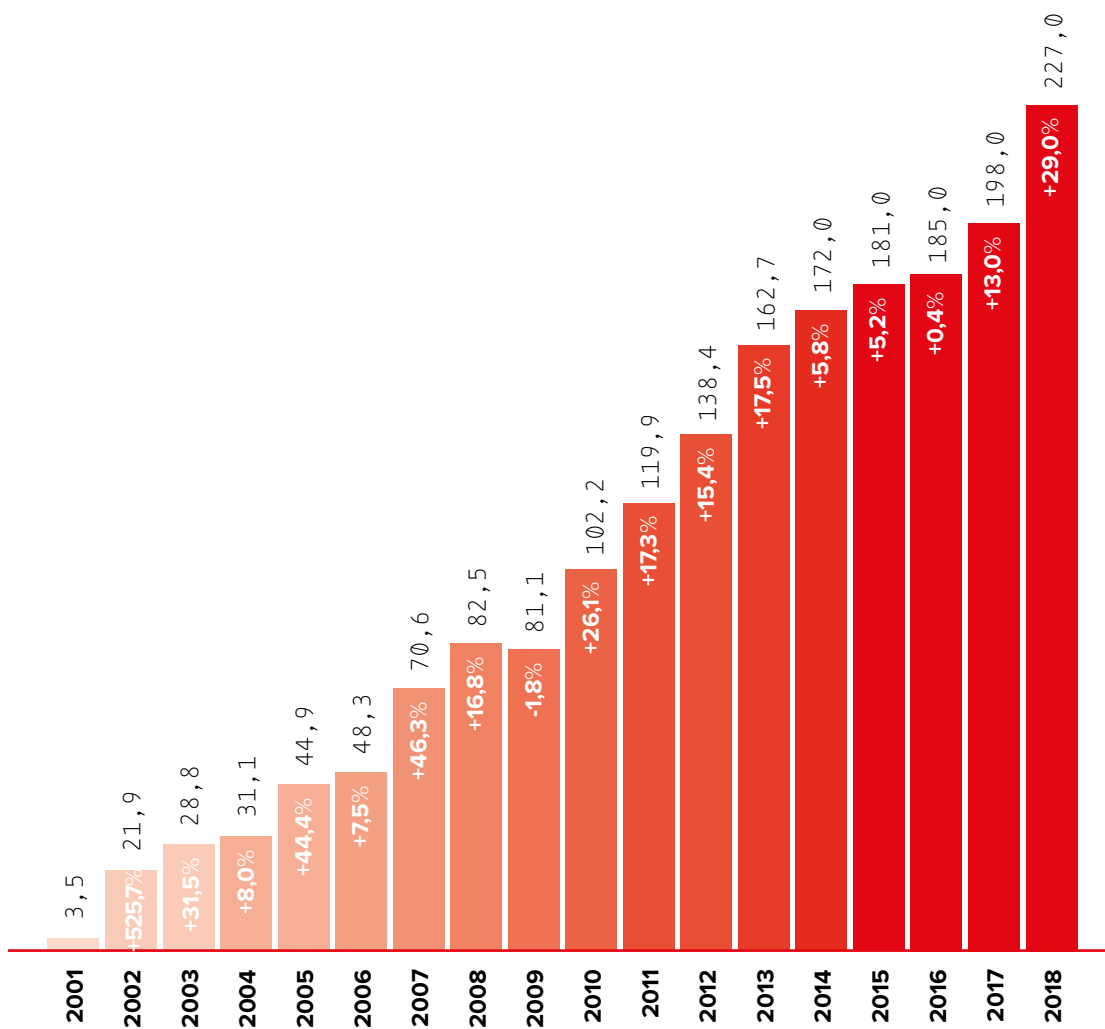
TODAY

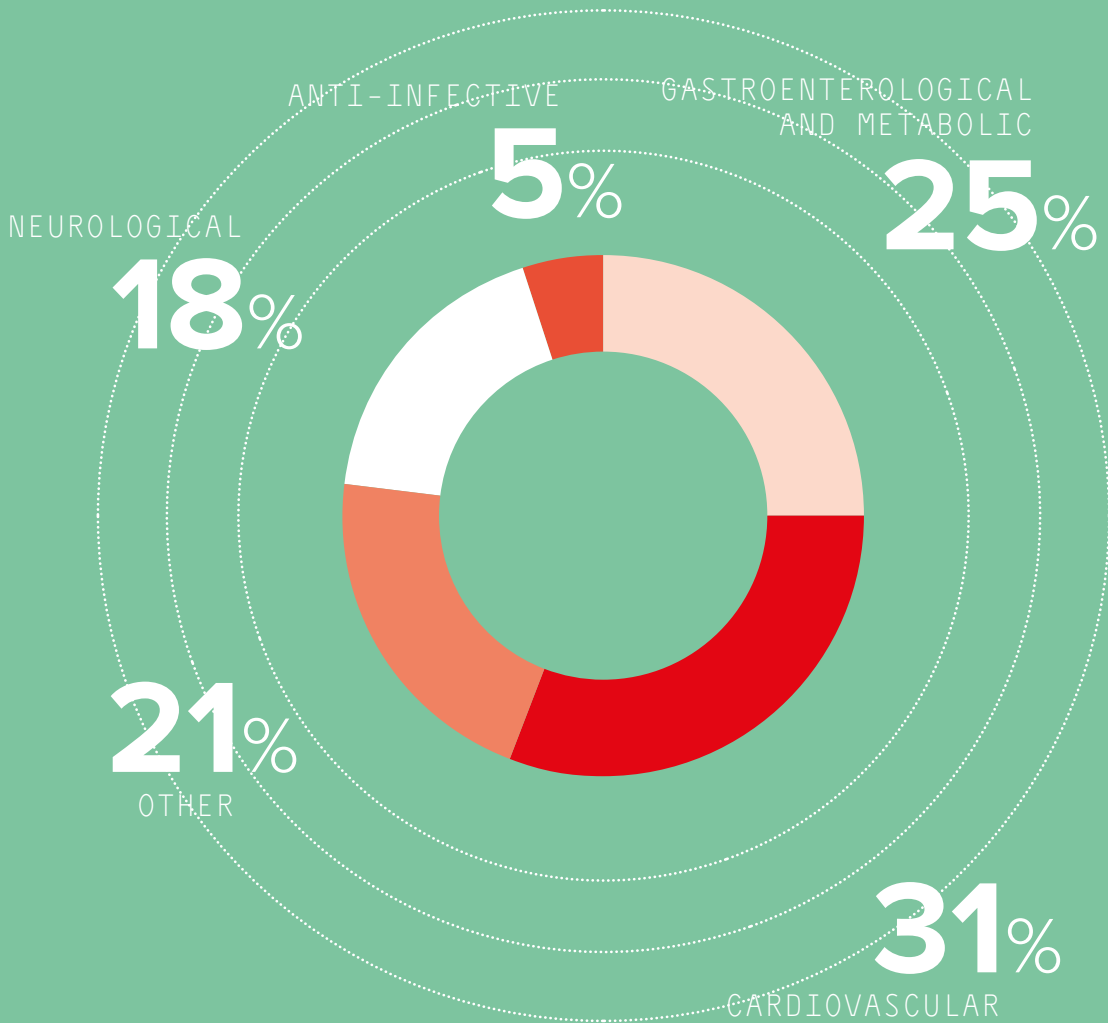
Today DOC Generici products can be found in all the main therapeutic areas.



DOC GENERICI EX-FACTORY TURNOVER

(IQVIA data)





BREAKDOWN OF **DOC** 2018 TURNOVER BY THERAPEUTIC AREA
(IQVIA data)



OUR KEY VALUES ARE QUALITY, SAFETY AND EFFICACY.

A **CLEAR** CODE.

—

We are firmly convinced that everyone operating in the pharmaceutical sector first and foremost has a social responsibility.

As a result, our operations, decisions and behaviour are based on ethical principles of correctness, transparency, protection of the population, and the quality of our services and products. These principles form an integral and essential part of our Code of Ethics and are our unfailing guide.



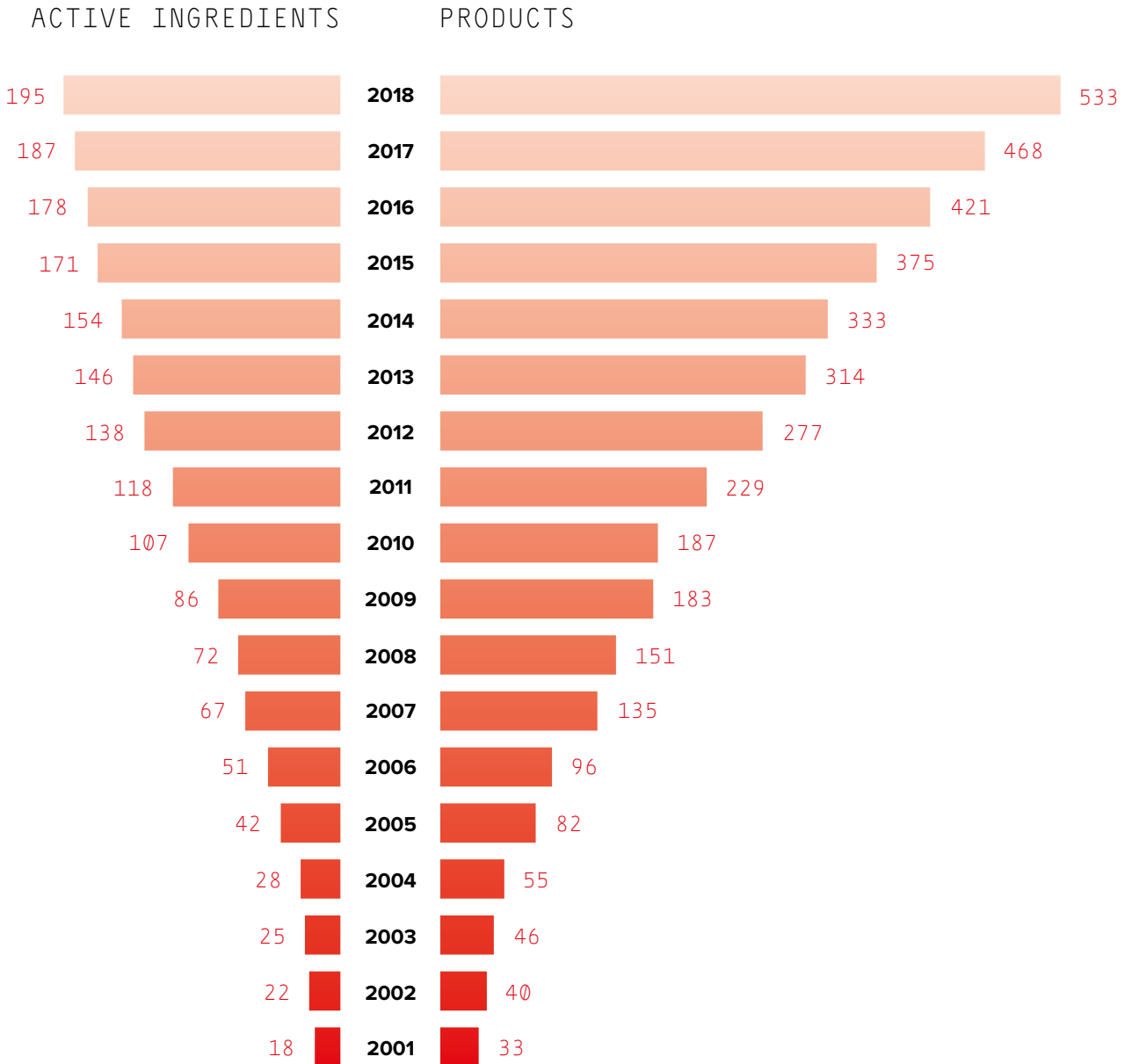
□ A commitment that benefits everyone.

MAKING COMMUNITY FEEL BETTER TOO.

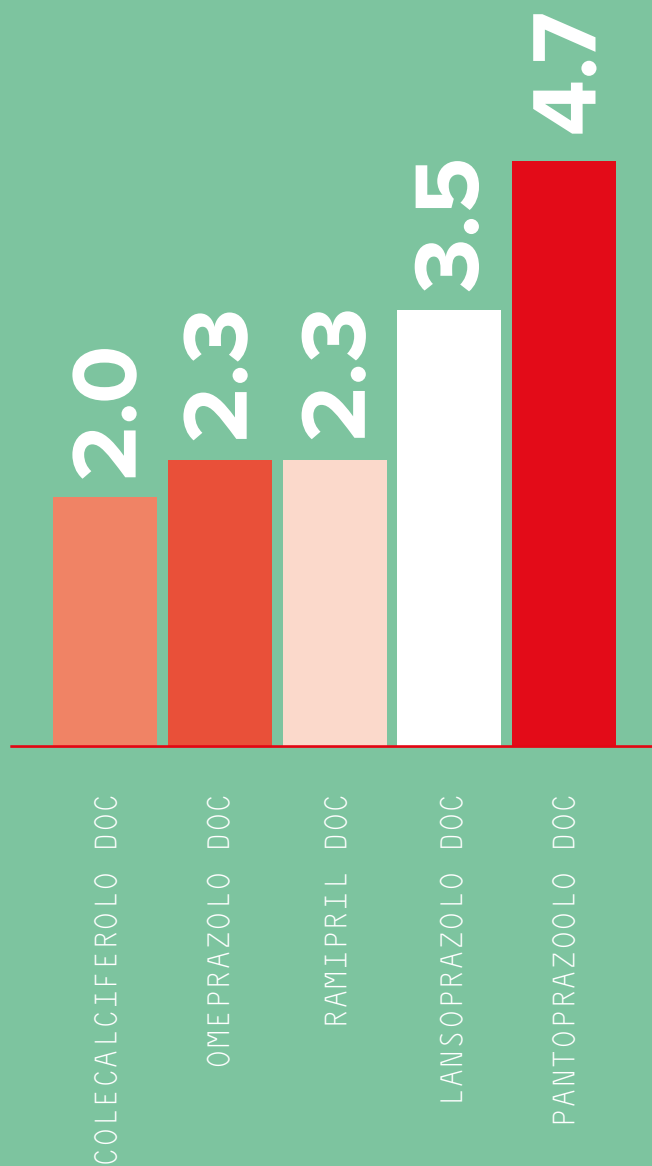
—
The very fact we have specialized in the production and sale of generic pharmaceuticals demonstrates the importance we attribute to the social aspects of our work, particularly as:

- the economic resources freed up by saving on pharmaceuticals can therefore be reallocated for use by the National Health System to support research;
- the lower cost of generic pharmaceuticals allows the National Health System to maintain a high level of performance;
- thanks to the wide range of products we offer, physicians and patients can count on an extensive choice of therapeutic options for the treatment of the most common conditions;
- thanks to their low cost, generic pharmaceuticals may prove to be of particular benefit in the treatment of chronic diseases;
- by opting for generic pharmaceuticals patients save money compared to the purchase of a brand name medication. A saving that helps to ensure better treatment compliance.





EVOLUTION OF THE NUMBER OF ACTIVE INGREDIENTS
AND **DOC** GENERICI PRODUCTS



THE TOP FIVE **DOC** GENERICI PRODUCTS
BY VOLUME IN 2018

(IQVIA data, million units)



OUR STRENGTH IS OUR SPECIALIZATION.

OUR THERAPEUTIC AREAS.

—
Our generic pharmaceuticals are divided into the following categories:

- **Anti-infective drugs**
- **Antineoplastic drugs**
- **Cardiovascular drugs**
- **Dermatological drugs**
- **Haematological drugs**
- **Gastroenterological and Metabolic drugs**
- **Genitourinary drugs**
- **Neurological drugs**
- **Drugs for the Sensory Organs**
- **Systemic Hormonal Preparations**
excluding sex hormones and insulin
- **Respiratory drugs**
- **Drugs for the Musculoskeletal System**



Più di una
risposta per
ogni domanda



We cover as many as 13 different therapeutic areas with more than 530 products. Physicians and pharmacists are always able to suggest the most appropriate solution to meet their patients' specific needs.



THE DOC GENERICI SUPPLY CHAIN: OUR STRONG LINK.

QUALITY FROM ACICLOVIR TO ZOLPIDEM.

—

DOC Generici quality can be traced back to the design phase and is embedded in each of our products from the point of development. Indeed, all our projects are created with the aim of marketing a generic pharmaceutical of proven efficacy, with characteristics that remain constant over time. Our products are also easy for the end user to handle.

We see the concept of quality as an operating procedure applied right from the start of each product's life, continuing throughout its entire duration, accompanied by constant monitoring of each stage of the process.





EVERY STAGE IS THE
MOST IMPORTANT.

—
Quality as a quest for excellence underpins the routine activities undertaken by DOC Generici to guarantee the availability of a quality pharmaceutical product to the end user.

This is why we focus on Europe, and Italy in particular, as production sites, selecting and utilizing raw materials, production plants and distribution chains of proven high standards.

By doing so, we are able to guarantee the efficacy and efficiency of the entire product manufacturing and distribution process. This system is monitored by means of constant checks carried out by highly qualified and specialized personnel.



A production chain
that yields
high values.



7% NORTH AMERICA

70

MANUFACTURERS AND
PHARMACEUTICAL PRODUCTION SITES
DOC PRODUCTION



3

LOGISTICS SITES

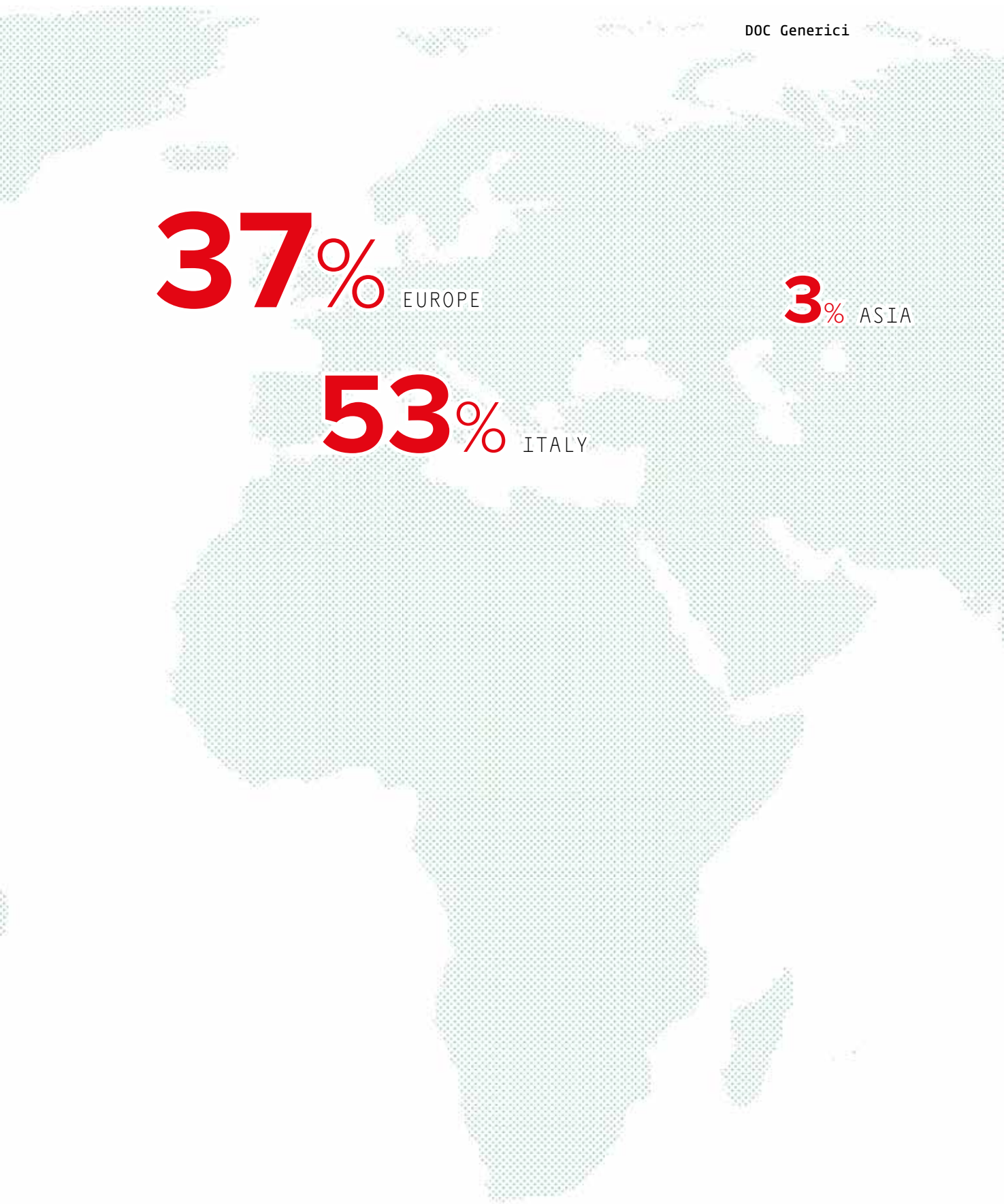


DISTRIBUTION

37% EUROPE

3% ASIA

53% ITALY





WE FIELD A TEAM OF PROFESSIONALS DEVOTED TO HEALTHCARE.

PEOPLE: OUR MOST EFFECTIVE ACTIVE INGREDIENT.

—
DOC Generici's most valuable asset is its collaborators. The company comprises a multidisciplinary team of professionals with extensive experience and specialization in the fields of chemistry and pharmaceuticals.

Each individual covers a specific fundamental role, starting with the Managing Director who, based in the Head Office in Milan, coordinates Sales Management, Administration and Finance, Industrial Operations, Regulatory Affairs, as well as Business Development & Licensing.



INFORMATION THROUGH TRAINING.

—
Training and refresher courses for human resources have long been viewed as crucial to the corporate growth of DOC Generici. Skills and experience must develop from within in order to succeed in effectively transmitting them to operators in the pharmaceutical network. In carrying out scientific educational activities, we rely on the constant presence of our highly-qualified collaborators who, over the years, have come to represent an important reference point for physicians, pharmacists and sales partners.

Our Pharmaceutical Representatives therefore operate throughout Italy, making daily contact with a network of pharmacies and numerous physicians. The quality of our products is thus combined with the day-to-day efforts, resulting in accurate scientific information and efficient sales management.



A strength
unique to us.



General Management

General Services
Legal Affairs

Marketing Department

Marketing
Business Analysis
Customer Management
Key Account Manager/Public Affairs
Sales Management
Area Manager
Pharmaceutical Representatives

Regulatory Affairs

Regulatory Affairs
Pharmacovigilance
Scientific Information

**Business Development
& Licensing**

Planning and Development
New Investment dossiers
Acquisition Contract dossiers

Administration and Finance

Administration
Treasurer's Office
Business Management
Human Resources
Information Services

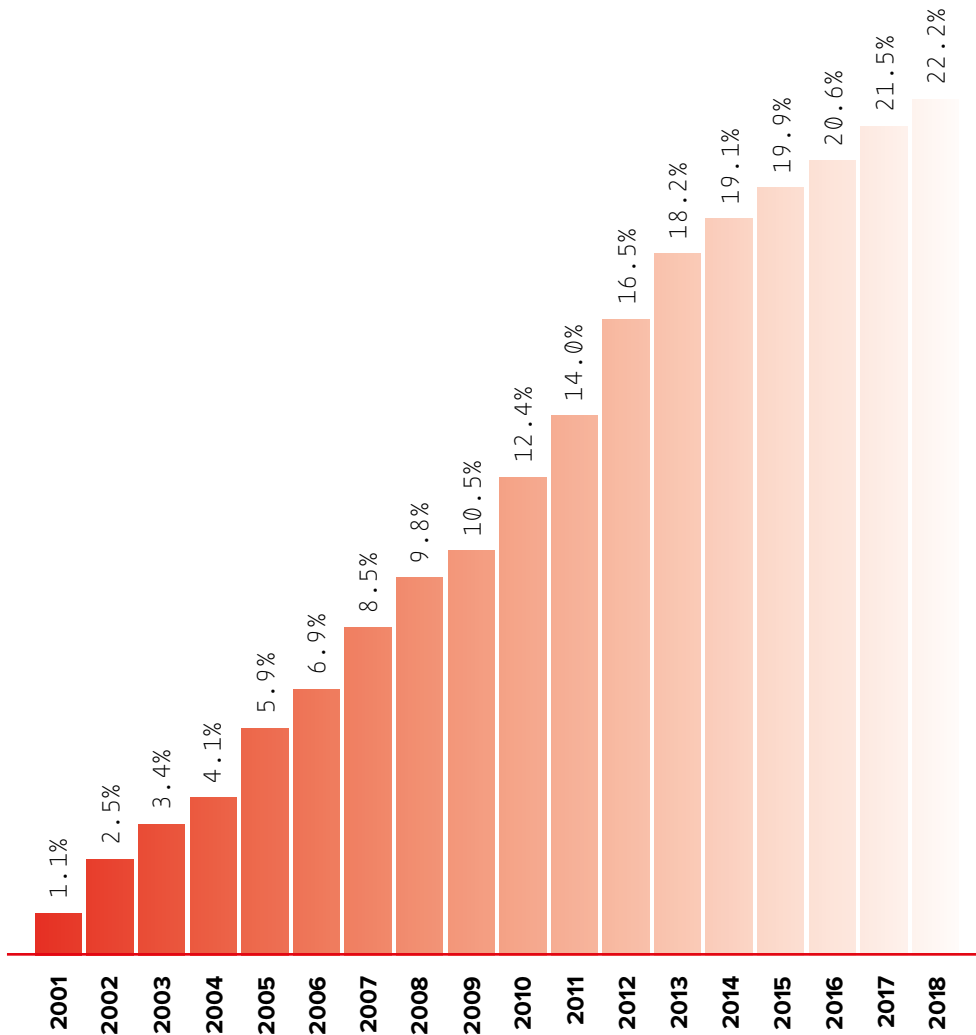
Industrial Operations

Quality Assurance (GMP Compliance)
Supply Chain



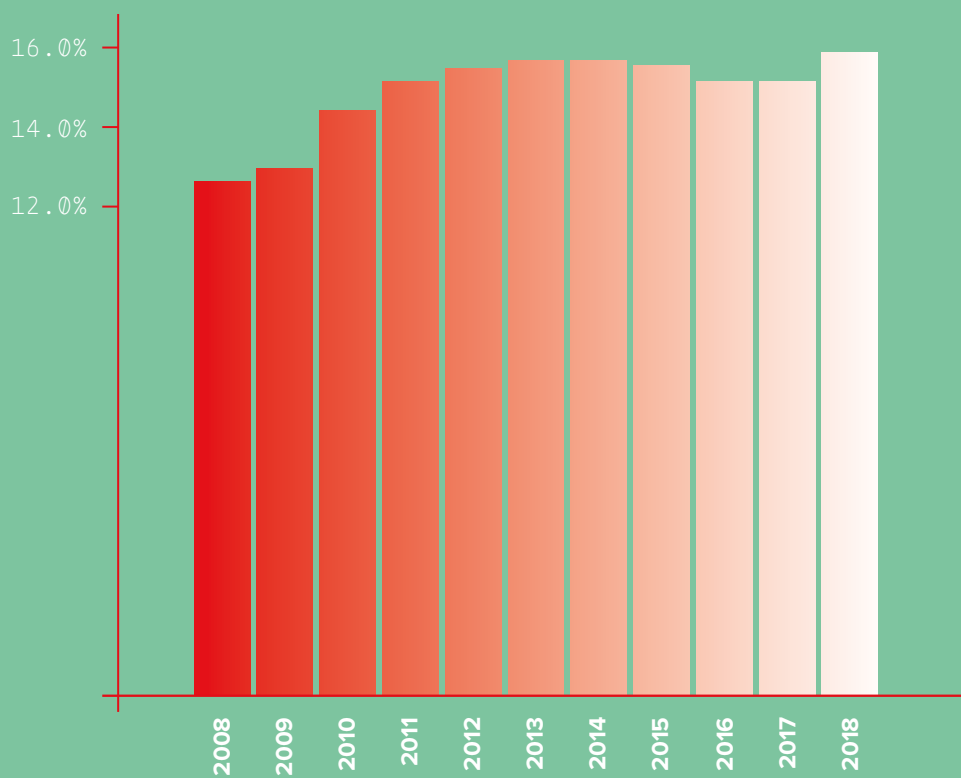
EVOLUTION OF THE MARKET SHARE OF GENERIC PHARMACEUTICALS ON THE ITALIAN RETAIL MARKET

(IQVIA data, unit)



EVOLUTION OF DOC'S MARKET SHARE ON THE GENERIC PHARMACEUTICALS MARKET

(IQVIA data, ex-factory)





**AN IDEA
THAT WILL GO
FAR.**





An idea
that will go
far.

LOOK **AHEAD**, AIM HIGH.

—

We have a vision of a growing future. This vision is based on figures: figures relating to trends in our turnover; figures describing the number of products we are already able to offer; figures relating to Italy's generic pharmaceutical sector.

We intend to play an active leading role in this growth, placing our **SPECIALIZATION** and **EXPERIENCE** at the disposal of an informed use of generic pharmaceuticals that benefits the community.

GROWTH IS EASIER WHEN WE GROW **TOGETHER**.

—

However, for us growth means establishing a reliable **PARTNERSHIP** with healthcare sector representatives. We will therefore always remain open to discussion, to encounters and to constructive debate with Physicians, we will continue to ensure a widespread presence, rapid distribution and wide choice of formulas to Pharmacists, and we will make it possible for Local Health Authorities to reduce prescription costs, thus ensuring a better service and allowing more money to be allocated to Research and Development.

WE HAVE
chosen
TO KEEP
GROWING.

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