



# CORPORATE PRESENTATION

## **Unither Pharmaceuticals:**

Global Pharmaceutical CDMO specialized in single dosage forms to simplify the lives of patients

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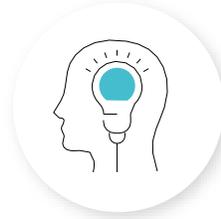
2021

# VISION, MISSION, PROMISE & VALUES



## Our vision

We want to be recognized as a **provider of affordable, innovative, and easy-to-use health products** that simplify the lives of patients around the world



## Our promise

To consider **patients needs** in order to make **successful products** for our pharmaceutical customers



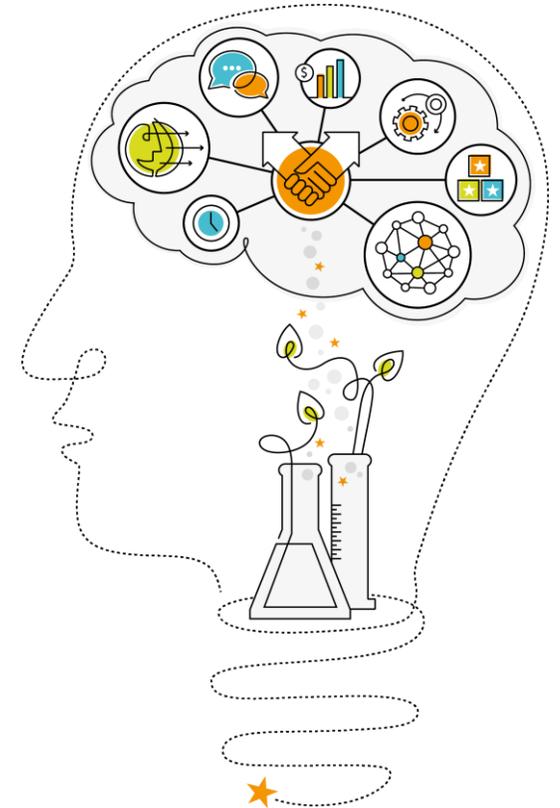
## Our mission

To deliver **innovative, sustainable and competitive** solutions to our customers

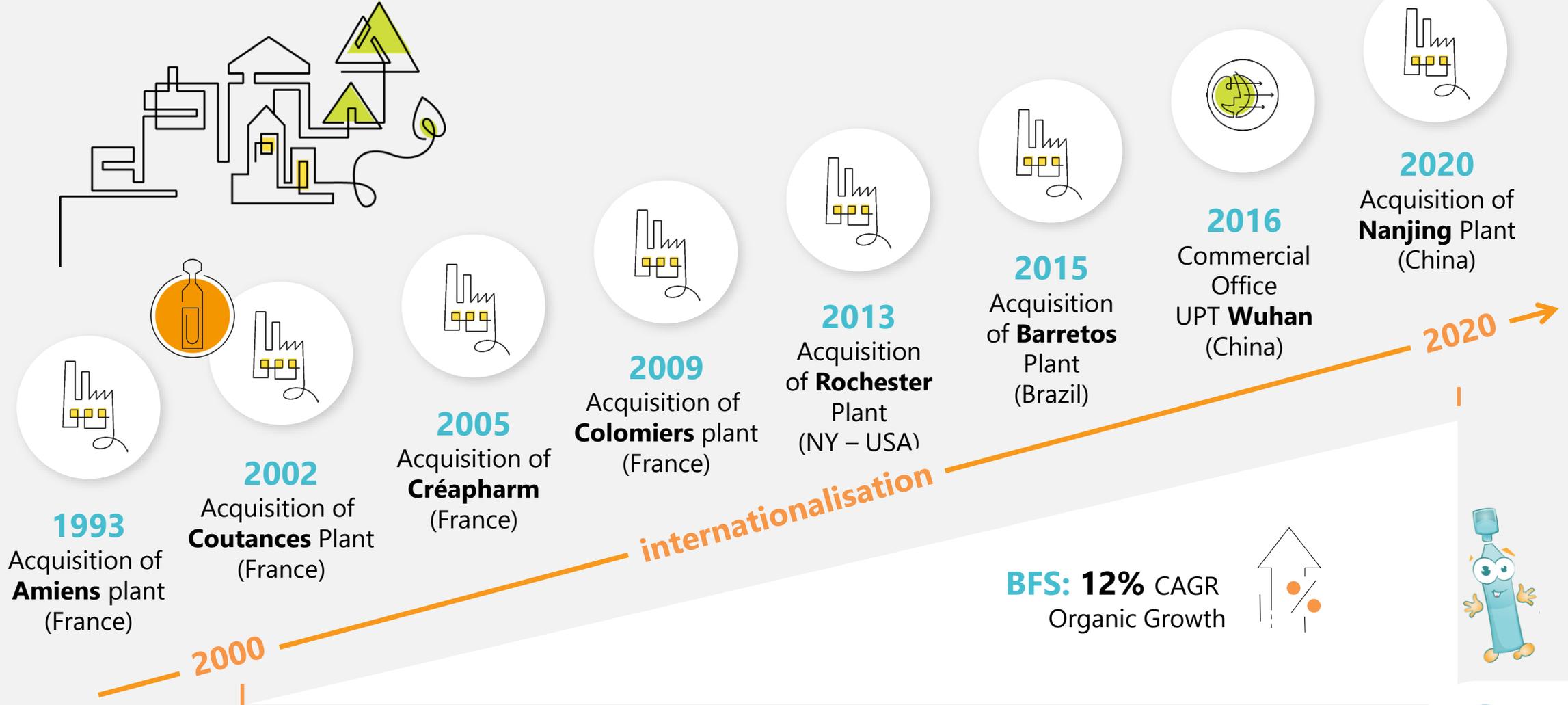


## Our values

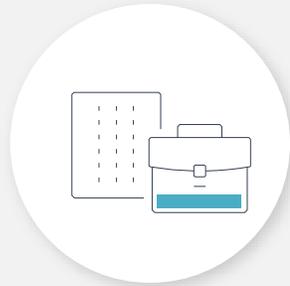
**Courage ;  
Innovation ;  
Respect ;  
Responsibility ;  
Trust**



# OUR HISTORY



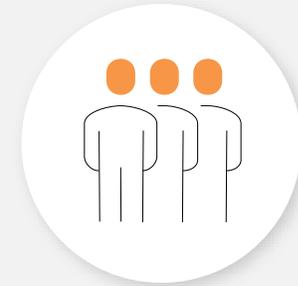
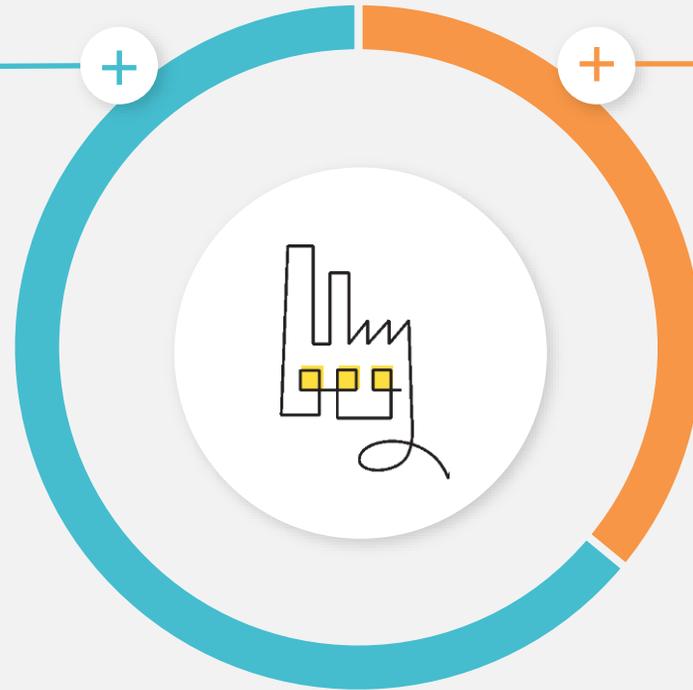
# INDEPENDANT COMPANY



**64%**

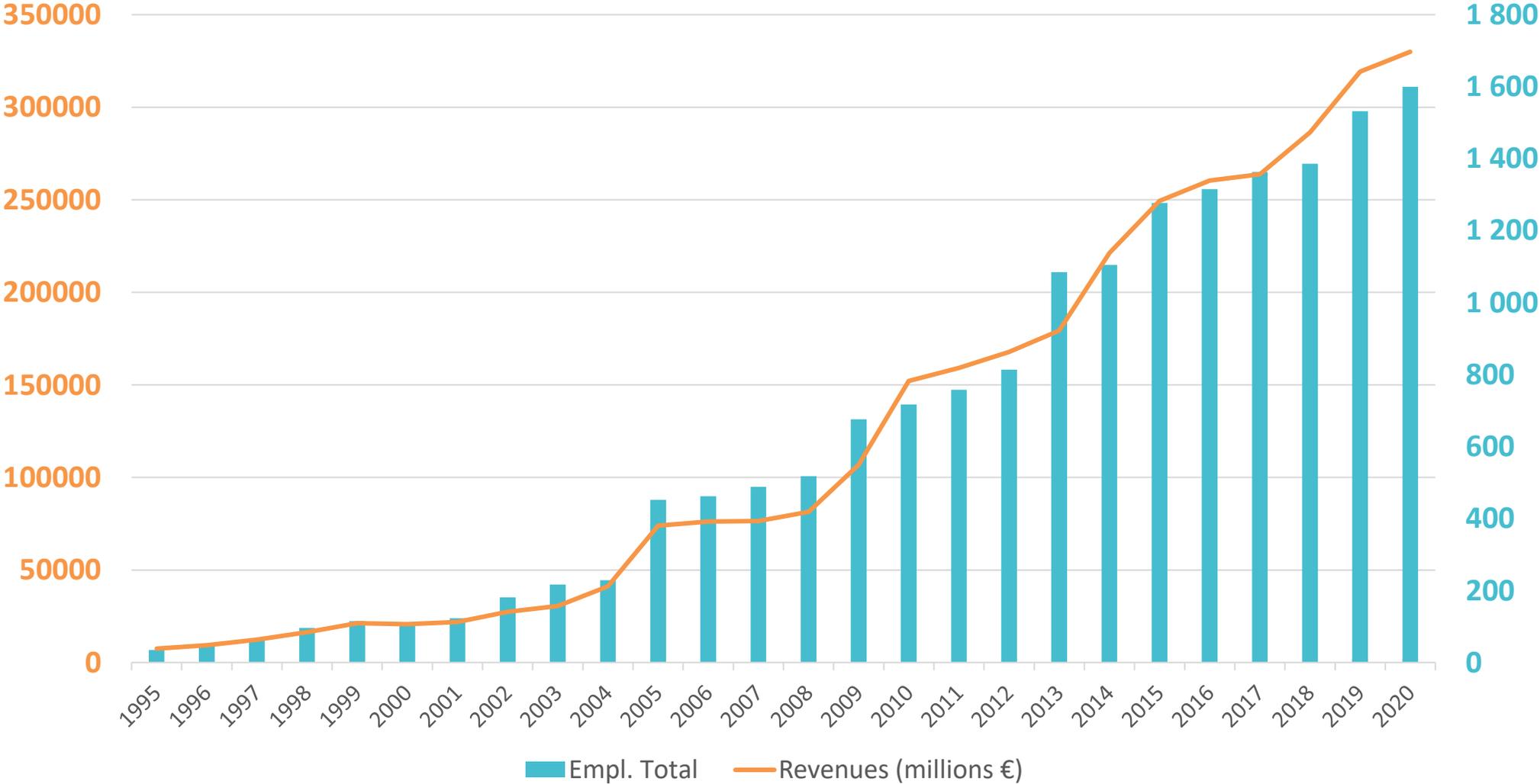
**Private  
equity funds**

- ★ Ardian (2017)
- Keensight (2017)
- ★ Parquest (2006)
- ★ Picardie Investissements (1993)



**36%**  
**Management**

# REVENUES & EMPLOYEES



# OUR MISSION



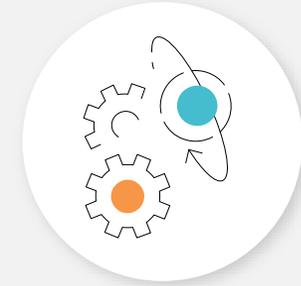
## Sustainable Solutions

Long-term Partnership



## Competitive Solutions

Niche Player



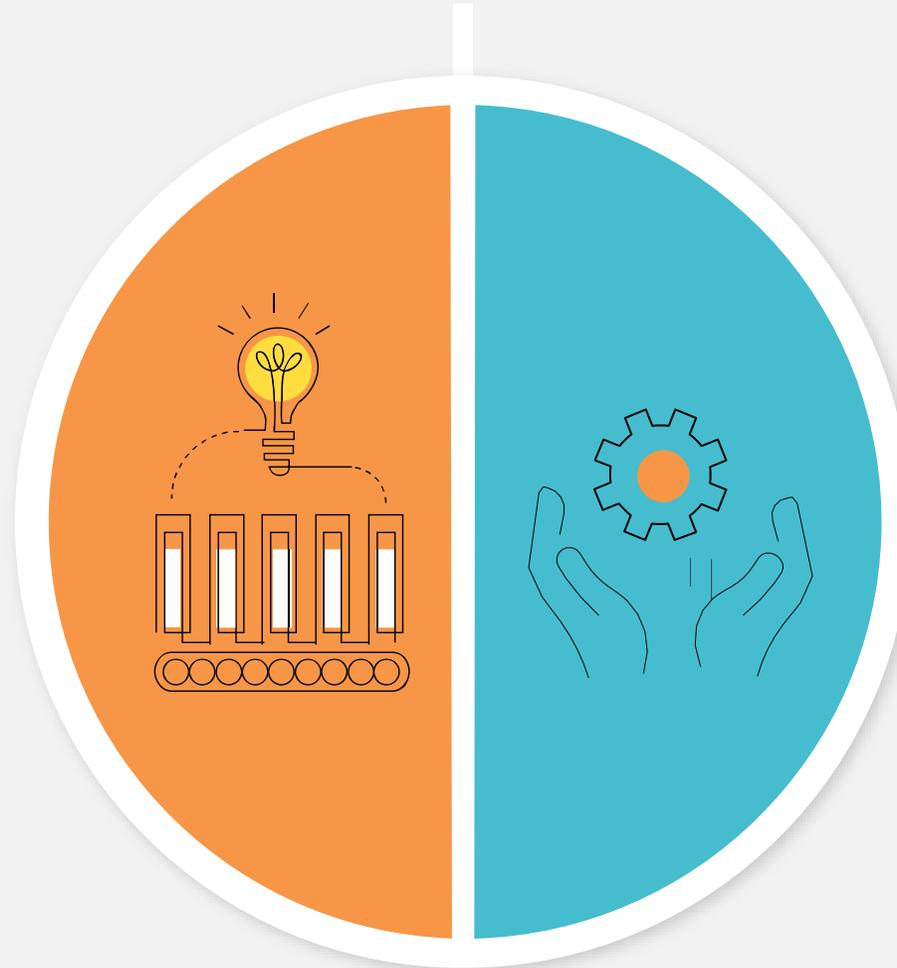
## Innovative Solutions

Dual Business Model

# COLLABORATION TYPE | DUAL BUSINESS MODEL

## Two types of collaboration:

**Contract  
Development  
& Manufacturing**  
for strategic outsourcing



**Turnkey  
products &  
Dossiers**  
for licensing-in

# NICHE PLAYER | BFS & LIQUID STICK-PACK

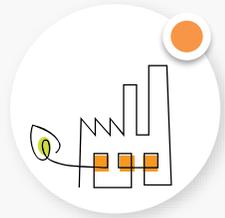


**Blow-Fill-Seal**  
**Worldwide**  
**Leader**  
**3.4 billion**  
Unit-doses in 2020



**Pioneer in Liquid**  
**Stick-Pack**  
**500 million**  
Unit-doses in 2020

# GLOBAL ORGANIZATION | PLANTS



Production



Commercial Office



Innovation & Development

**USA**  
Rochester, NY

**Brazil**  
Barretos  
São Paulo

**France**  
Amiens  
Bordeaux  
Colomiers  
Coutances  
Gannat  
Paris

**China**  
Wuhan  
Nanjing



# GLOBAL ORGANIZATION | TECHNOLOGIES

## Aseptic compounding & filling



### Blow-Fill-Seal

**Amiens** – France  
**Coutances** – France  
**Gannat** – France  
**Rochester** – USA  
**Nanjing** – China



### Preservative-free Multidoses

**Coutances** – France

## Non sterile liquids



### Bottles

**Colomiers** – France  
**Rochester** – USA  
**Barretos** – Brazil



### Liquid Stick-Packs

**Colomiers** – France  
**Rochester** – USA  
**Barretos** – Brazil

## Other



**Tablets & Capsules**  
**Rochester** – USA  
**Barretos** – Brazil  
**Nanjing** – China



**Suppositories & Ovulas**  
**Gannat** – France  
**Colomiers** – France



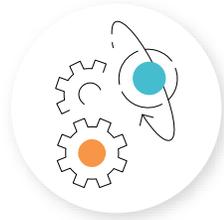
**R&D**  
**Bordeaux** – France



# FOCUS ON BFS

Plants	Amiens (FRANCE)	Coutances (FRANCE)	Gannat (FRANCE)	Rochester (NY, USA)	Nanjing (CHINA)
BFS lines	13 Rotary + 1 Alternative	10 Rotary + 1 in progress (+PFMD)	5 Rotary 1 in progress	1 Alternative + 2 Rotary + 1 in progress	2 Alternatives + 2 Rotary in progress
Formats	0.25 mL 3 mL 5 mL 10 mL	0.25 mL 1 mL 3 mL	5 mL	0.25 mL 3 mL	0.25 mL 3 mL
Other dosage forms	BFS only	Aseptic filling	Tablets, Semi-liquid	Liquids, Solids	Solids
Specialization	Center of excellence for asthma	Center of excellence for eyedrops	0.9% saline solution	Ophthalmic & Asthma	Ophthalmic & Asthma
FDA approved		✓		✓	
Other authorizations	ANSM, EMEA	ANSM, ANVISA, Korean MFDS, Health Canada, Australia, Russia, MHRA, Turkey, Libya, Belarus, Saudi Arabia, Iran, ...	ANSM, GMED, Russia	ANVISA, Turkey, Mexico, EMEA, Health Canada,	China
Room for expansion	✓	✓	✓	✓	✓

# TO SUMMARIZE



## Contract development & manufacturing organization

Focused on key pharmaceuticals niches



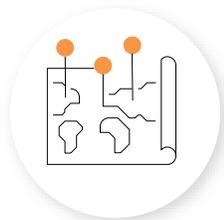
## Worldwide leader on BFS technology

**3.4 billion** manufactured doses in **2020**



## Liquid stick pack pioneer

**500 million** manufactured doses in **2020**



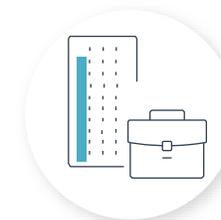
## Global CDMO

Industrial Footprint on **4 continents**  
Products sold in more **than 100 countries**  
(France, USA, Brazil, China)



## Growing business

**€330 million** in **2020** and  
**1,600 employees**



## Private

**36% owned** by management  
**64%** private equity fund

# Thank you for your attention

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