



**NEOPHARMED**  
**GENTILI**

CORPORATE  
OVERVIEW

## Neopharmed Gentili (NG) is among the top 10 Italian players in the pharmaceutical sector

# 2011

## Foundation



**Neopharmed Gentili** was founded in Milan in 2011 as part of the Mediolanum Farmaceutici group following the merger of two former MSD companies (*Istituto Gentili S.p.A.* and *Neopharmed S.r.l.*)

# 510+

## Personnel



**Neopharmed Gentili** is today one of the major pharmaceutical groups in Italy

# 9+

## Therapeutic areas



**Neopharmed Gentili** has one of the largest and best balanced portfolios in Italy in terms of products and therapeutic areas

# 274

## M€



Thanks to acquisitions and in-licensing agreements, the group's total turnover has grown steadily over the past ten years

# Neopharmed is fully committed to adopt the best ESG practices



## Environmental

**Neopharmed** regularly monitors chemical emissions from its laboratories to avoid any pollution risks and is constantly active in reducing laboratory waste production

**Neopharmed** has also began to purchase Active Pharmaceutical ingredients with reduced environmental impacts



## Social

**NG** has initiated the 'NeoBenessere training', a program dedicated to foster employees health and wellbeing at work.

- **NG** believes in and is directly committed to promoting a culture of Corporate Social Responsibility (CSR) aimed at providing a service to the community by supporting initiatives and partnerships across the country. We adopt socially responsible behaviors, which translate into concrete initiatives as the implementation of the Super Job e-recruiting portal.
- NG fights the social exclusion (initiatives aimed at vulnerable populations)
- Promotes education and culture (initiatives aimed at young people)
- Constantly seeks to eliminate prejudices that leave people with disabilities behind by encouraging inclusion, changing perspectives on the potential that people with all different abilities bring to the workplace



## Governance

**Neopharmed** regularly hosts roundtables and debates on health topics with key stakeholders of the National Health System. In 2021 **NG** launched the NeoDigital Convention, a month-long online fair for Health Care Practitioners (HCPs) offering webinars, debate and trainings on the healthcare industry

# HISTORY

## Over the past ten years, NG has grown steadily thanks to partnerships and acquisitions



1972



Mediolanum Farmaceutici founded in Milan

2011

Istituto Gentili and Neopharmed are merged to form **Neopharmed Gentili** market, leader in Italy in the cardiovascular sector

2018

The entire Mediolanum portfolio is transferred to **NG**. A majority stake in **NG** passes to the **Ardian** private equity fund, while the **Del Bono** family remains as a minority shareholder

2020/21

**NG** acquires global rights to **Antrolin** from **NFD** in proctology and Italian rights to **Moduretic** from **MSD**

2023

The del Bono Family and Ardian renew their partnership in Neopharmed Gentili and welcome **Renaissance** as a new partner

2009

Under the leadership of **Alessandro Del Bono**, current CEO, **Istituto Gentili** and **Neopharmed**, are taken over by **MSD** (Merck Italia), bringing important brands in the cardio, metabolic, pain and osteoporosis sectors

2017



Partnership for the promotion and scientific development of **Teva's respiratory portfolio** in Italy. The Italian branch of the **Therabel group**, is acquired and since then merged into **NG**



2019

**NG** acquires 100% of **MDM S.p.A.**, pharmaceutical company active in neurology and othopedics



100%



2022

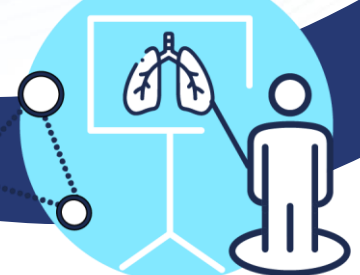
**TRANQUIRIT®**  
DIAZEPAM

**VALEAS**

**NG** takes over **Tranquirit** (Diazepam) in Italy from **Sanofi**, cementing its position as key player in CNS

**NG** acquires from **Bayer** the **Lormetazepam portfolio** (**Minias/Evamyl**) in Italy and Japan and the Italian company **Valeas**, mainly active in pediatric/respiratory fields

**MINIAS®**  
lormetazepam



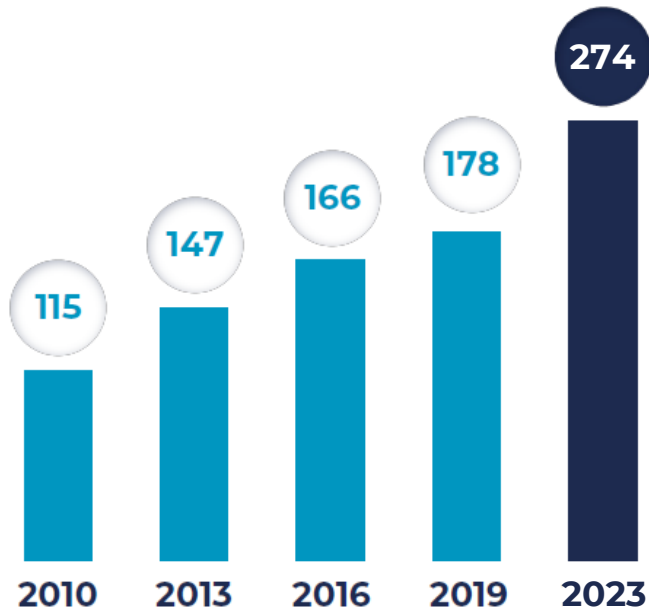
## TURNOVER

The 10+ year path has led to a constant growth and a continuous evolution of the portfolio

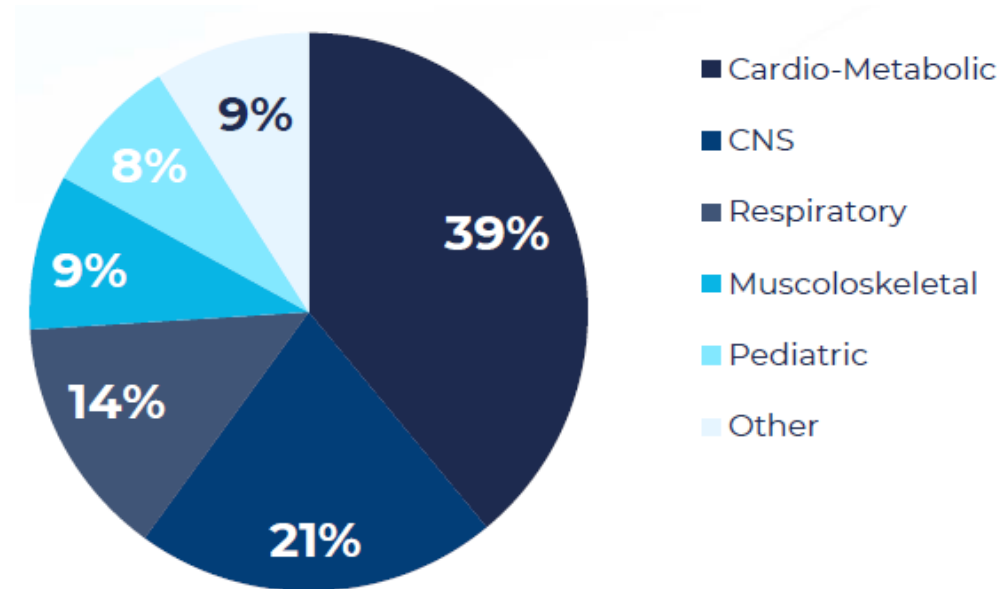
More than 130 M€ of sales have been added to the portfolio in the last ten years



2010/2023 Turnover (M€)



2023 Sales per Therap. Area



### Selected assets

THERABEL

**VALEAS**

**mdm**

**MINIAS<sup>®</sup>**  
lormetazepam

**MODURETIC<sup>®</sup>**  
AMILORIDE CLORIDRATO BIIDRATO  
+ IDROCLOROTIAZIDE

**ANTROLIN<sup>®</sup>**  
CREMA RETTALE  
nifedipina + lidocaina

**TRANQUIRIT<sup>®</sup>**  
DIAZEPAM

## KEY PILLARS

# NG combines a large scientific network with an aggressive inorganic growth strategy



## Strategy

**NG** aims to become an increasingly important player in the pharmaceutical sector, thanks to **organic and external growth**, and **in-licensing projects**



## Network

**NG** has an exceptional and numerous **scientific information structure**, experience in **market access**, a **KOL network** and a significant **coverage of pharmacies in Italy**

## Growth

Thanks to the joint effort of the **Del Bono family** and of the **Ardian and Renaissance** private equity funds, **NG** accelerates its **growth path** undertaken in the last decade

## Partnership

The growth of the last few years also derives from solid collaboration relationships with important players such as **MSD**, **Organon** and **Teva**, as well as from acquisitions of **rapidly integrated products and companies** (e.g. Therabel GN Pharma, MDM s.p.a. and Valeas)

## PARTNERS

**Neopharmed** is the partner of choice in Italy thanks to its experienced medical representatives and wide reach of the medical target



Starting with MSD in the nineties, over the years **Neopharmed** proved to be a reliable and successful ally for multinational companies willing to maximize their products in Italy

**Neopharmed** is always ready to include and explore new markets within its portfolio thanks to its strong roots in the Italian pharma market



# The product portfolio is diversified and well balanced in the various therapeutic areas



## CNS

**Delecit** (Choline Alph./ $\alpha$ -lipoic acid)  
**Minias** (Lormetazepam)  
**Mutabon** (Amitriptiline)  
**Quertal** (Quercetine et al.)  
**Songar** (Triazolam)  
**Tranquirit** (Diazepam)  
**Trilafon** (Amitriptiline/Perfenazine)  
**Valmood** (Affron et al.)



## Respiratory

**Biwind** (Salbutamol/Ipratropium)  
**Breva** (Bromuro/Salbutamol)  
**Broncovaleas** (Salbutamol)  
**Cerchio** (Cetirizine)  
**Duoresp** (Budesonide/Formoterol)  
**Forbest** (Flunisolide)  
**Montegen** (Montelukast)  
**Safubref** (Salmeterol/Fluticason)  
**Zhekort** (Mometasone)



## Pediatrics

**Axil** (Pidotimod)  
**Neoduplamox** (Amoxicillin/Clavulanic Ac.)



## Vascular

**Prisma** (Mesoglycan)



## Metabolic

**Xelevia** (Sitagliptin)  
**Velmetia** (Sita./Metformin)



## Cardio

**Blumeg** (Omega 3)  
**Himavat** (Ezetimibe/Atorvastatin)  
**Luvion** (Canrenon)  
**Maoris** (Ezetimibe/Rosuvastatin)  
**Moduretic** (Amiloride/HCT)  
**Neo Lotan** (Losartan)  
**Parvati** (Ramipril/Amlodipine)  
**Sarasvati** (Ramipril/Amlodipine/HCT)  
**Vytorin** (Ezetimibe)  
**Zetia** (Ezetimibe/Simvastatin)  
**Zocor** (Simvastatin)



## Muscoloskeletal

**Adronat** (Alendronic Ac.)  
**Algix** (Etoricoxib)  
**Dolaut** (Diclofenac)  
**Patride** (Teriparatide)  
**Reumilase** (Glucosamine/Chondr./Collag.)  
**Seractil** (Dexibuprofen)  
**Supartz** (Hyaluronic Acid)  
**Vantavo** (Alendronic Ac./Colecalcif.)  
**Xioglican** (Galactosaminoglycan, hyalur. ac.)  
**Velamox** (Amoxicillin)



## Urologic

**Azurvig** (Sildenafil)  
**Finastid** (Finasteride)  
**Juflus** (Serenoa/Nettle)  
**Olanix** (Dutasteride/Tamsulosine)



## Gastro

**Antrolin** (Nifedipine/Lidocaine)



## Other

**Vertigoval** (Citicoline et al.)



# NG has an important presence in the territory and an important network among GP/specialists



Pharma  
salesforce

FTEs

400

Focus on  
GP/SPECIALIST

27.720

**GP**  
62% universe

5.280

**CNS Specialists**  
31% universe

2.640

**Othorin**  
57% universe

9.240

**Pediatrist**  
56% universe

4.620

**Vascular**  
92% universe

1.980

**Diabetes  
& Endocrinologist**  
50% universe

8.580

**Cardiologist**  
43% universe

3.300

**Pulmonologist  
& Allergist**  
63% universe

1.980

**Gastroenterologist  
& Proctologist**  
47% universe

6.600

**Orthopedic**  
41% universe

2.640

**Urologist**  
63% universe

GLOBAL

Neopharmed already relies on a wide number of partners worldwide to promote its products abroad...



**Partners:**

Kazakistan  
Azerbaijan  
Kyrgyzstan  
Uzbekistan  
Georgia

Kosovo  
Macedonia  
Bosnia  
Albania  
Israel +  
Palestine

Iraq  
Lebanon  
EAU  
Libia  
Korea

Canada  
France  
Ukraine  
Malta  
UK  
Hungary

Spain  
Portugal  
Czech Rep.  
Slovakia  
Germany  
Switzerland

KSA  
Qatar  
Bahrain  
Kuwait  
Yemen  
Poland

...and has now the ambition to become a full-fledged European player and be the partner of choice to bring innovation in the EU

two steps approach

**1** Creation of a European platform in the major EU markets via local/regional M&A operations



**2** Leverage on the platform to in-license/acquire innovative products to be promoted and commercialized in EU



CONTACT US

# CONTACT

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GENTILI



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