

Farmaceutica REMEDIA

www.remedia.ro

BVB/symbol RMAH





The company founder, Valentin-Norbert TARUS, with more than three decades of experience in the pharmaceutical market, has initiated, since 1990, in Vienna, sustainable partnerships with major international drug manufacturers from various countries, such as Austria, Germany, Russia, China and Korea.





Farmeceutica REMEDIA

Mission: promoting and launching innovative pharmaceutical business concepts; providing quality health services tailored to customer needs; compliance with international standards of ethics and professionalism.

1991



Farmaceutica REMEDIA S.A. was established as a company with full state capital, by the reorganization of the Pharmaceutical Office in Deva opened in 1957. The company operates as a regional distributor with its own chain of 27 pharmacies in Hunedoara and Alba counties.

1994



Valentin-Norbert TARUS set up the company V.TARUS RoAgencies S.R.L., for the development of strategic partnerships with large international manufacturers in the pharmaceutical industry, facilitating the success on the Romanian market of some companies or their business lines, such as : ASTELLAS, BAXTER, EVER, GEROT-LANNACHER, ROCHE, SANDOZ a.o. , partnerships that still work today.

pag 24: About the history of medicine în Deva

1998



Medical marketing and promotion activities are developed by participating to the national and international medical congresses and conferences, and the series of events and tournaments for launching and presenting new pharmaceutical and dental products in the main university centers continued throughout this period.



The marketing and promotion activities are also supported by the publication The British Medical Journal - the Romanian language edition, in the national top of the specialized magazines since 1998.



The Symposia DANUBIAN TRANSPLANT Viena, is part of the series of events of this kind, initiated in order to expand the access of health professionals in Romania to the latest developments in the field of organ transplantation.

The 12th edition of this international symposium took



The conferences for the promotion of eHealth projects of the health system were also organised in partnership with L.S.Z. Vienna

The latest information was disseminated through a weekly Newsletter sent to a group of over 5,000 people.

the e-Health conference reached its 8th edition in 2017 bringing together health professionals, who debated the Electronic Health File in Romania (EHF).

2000



The company V. TARUS RoAgencies acquires from FPS the majority stake (56%) of Farmaceutica REMEDIA - regional distributor with its own chain of pharmacies in Hunedoara and Alba counties, for the development of the retail business.

2006

Remedia

V.TARUS
RoAgencies SRL



Remedia
Farmaceutica REMEDIA S.A.

In the perspective of Romania's accession to the European Union and the alignment to the community operating standards, as well as to increase the profitability, Farmaceutica REMEDIA merges with V.TARUS RoAgencies.

2008



The new logistics center in Bucharest is inaugurated at the level of international GDP standards according to the ISO 9001 issued by RINA SIMTEX.

Farmaceutica REMEDIA specializes in integrated drug sales, marketing and promotion activities in the health sector. This business line includes partnerships with major international manufacturers of medicaments and co-marketing activities, based on high-performing teams of medical representatives.

2009



Farmaceutica REMEDIA is promoted and listed at the Bucharest Stock Exchange București (www.bvb.ro, Symbol RMAH).

2011



The company consolidates the structure by three divisions specialized in the sales of pharmaceutical products: REMEDIA pharmacies, Distribution and Hospital division, eight logistic centers and related services at the national level, integrated marketing and promotion services in the health sector, as well as registration and clinical studies monitoring services for the pharmaceutical market.

2015 Farmaceutica REMEDIA SA și Farmaceutica REMEDIA Distribution & Logistics SRL



Following to the legal regulations separating the wholesale from the retail activities of pharmaceutical products, Farmaceutica REMEDIA SA kept the retail activities, by operating its own pharmacies and transferred the wholesale distribution business line, together with the logistics and other ancillary services to Farmaceutica REMEDIA Distribution & Logistics SRL - 100% owned company.

The transfer process was completed in December 2015, and this separation of activities did not affect the rights of shareholders of Farmaceutica REMEDIA SA (BVB: RMAH) and the collaboration relations with the partners.



Pharmaceutical marketing
and distribution company

1994

V.TARUS RoAgencies
acquired main share
package of
Farmaceutica REMEDIA SA
2000

Merger between
V.TARUS RoAgencies S.R.L.
and Farmaceutica REMEDIA S.A
2006

Separation of wholesale activities
from the retail ones,
imposed by the legal regulation
2015

V.TARUS RoAgencies SRL

Farmaceutica REMEDIA S.A.



Farmaceutica REMEDIA S.A.

1957
Established
regional
distributor

1991
Privatized
Farmaceutica REMEDIA:
27 pharmacies in Hunedoara
and Alba counties

1996
Listed on Bucharest Stock Exchange
– symbol RMAH



2019-2020
63 pharmacies have
been transferred to
Help Net / Phoenix



2022 - budget consolidated
•125 Euro mil estimated turn-over
•240 employees
•21 REMEDIA Pharmacies
•2.500 Distribution customers
•Online platform
•BD Rowa™ – robots for
pharmacies
•Pharmaceutical and healthcare
services



2020 REMEDIA Pharmacies - transfer to Help Net-part of the PHOENIX



Farmaceutica REMEDIA S.A. has completed the transfer of 52 pharmacies to Help Net, the third largest pharmaceutical chain in Romania, part of the PHOENIX group, which is in full development on the Romanian and European market, with the vision of becoming the best performing group of integrated health services, actively present in 27 countries.

The transaction was approved by the Competition Council on 30.06.2020 for the total of 63 REMEDIA pharmacies sold on Help Net during 2019-2020 at a value of 10 million euros.

Through this transaction, Farmaceutica REMEDIA ensures investors' expectations to increase the company's profitability, as well as resources for consolidating and developing profitable business lines and innovative projects in the field of health services.

For the REMEDIA staff that joined Help Net, owned by the German group PHOENIX, the personal and professional development platform is thus provided.

2022 REMEDIA Pharmacies



Farmaceutica REMEDIA S.A. operates 21 own retail units in 7 counties, especially in Hunedoara, Alba and Sibiu, representing cca 2% out of the total consolidated turnover of company.

REMEDIA Pharmacies patients are guided by the specialised staff offering additional pharmaceutical services, tailored to the client needs, for the selection of necessary products (over 4,000 articles).



The company develops the online sales by implementing its own solution, in partnership with companies specialized in e-commerce.

The platform www.farmacileremedie.ro is focused on customer satisfaction providing an easy shopping experience allowing quick navigation.

The online platform offers a diverse range of para-pharmaceuticals, medical devices, food supplements, dermato-cosmetics, including OTC from December 2020, according to legal regulations.

2022

Farmaceutica REMEDIA Distribution & Logistics SRL



The Distribution Division having over 60% share of in the total consolidated turnover of the company, provides sales of pharmaceutical products and diversified services to more than 2.500 customers of pharmacies and other distributors,. Customer relations are developed daily by over 50 specialized people.

The company also addresses customers through online platforms - GoPharma.



The Hospital Division having over 37% share of the total consolidated turnover of the company, offers pharmaceutical products to more than 500 public hospitals and private clinics.

This business line aims the optimizing the activities carried out with the hospitals by participating in over 3,500 auctions yearly.

2022 Farmaceutica REMEDIA Distribution & Logistics SRL



Logistic services, through the 7 centers recertified in 2021 according to the GDP, SR EN ISO 9001:2015, environment ISO 14001:2015 standards, diversified at the national level, support the daily deliveries to the clients.

In order to reduce the company carbon footprint, the transport service was outsourced starting with 2021, excepting the fleet in Deva, Bucharest and Pitesti warehouses, equipped with TERMO King, KONVECTA, TESTO and GPS monitoring systems.

The daily operating capacity is over 290 m3 and 32 tons.

The additional services are also offered as warehousing, consignment, picking and packaging services, shipping and processing of documents, delivery to end customers, recall management for: BAYER, CHIESI, DESITIN, GEROT-LANNACHER, LEO, MONTAVIT, NOVARTIS, UCB PHARMA s.a.

2022 Farmaceutica REMEDIA Distribution & Logistics SRL

rowa wagner®

TRENKA
Chem.-pharm. Fabrik Ges.m.b.H.
Vienna/Austria

Gebro Pharma

**perlen
packaging**

BD Rowa™

ArôméliA
PARIS

ATNAHS

Aluberg

DR. F. KÖHLER CHEMIE
Arzneimittel

DG
DOETSCH GRETHER AG
BASEL

Capricorn
life sciences
Health Products with Valuable USP's

Prof. George Birkmayer
NADH®

KLOSTERFRAU
HEALTHCARE GROUP

Santen

The company offers also services for:

- marketing and medical promotion for pharmaceutical companies for various therapeutic areas: cardiovascular and diabetes GEBRO - PHARMA, oncology/ATNAHS, dermato-cosmetic / AROMELIA, BENOSTAN, MEDIMAR, family medicine and pediatrics / DOETSCH GRETHER, CAPRICORN, NADH, NANO-REPRO, ROWA-WAGNER, TRENKA, neo-natology / Alprostadil "REMEDIA" 500 mcg,
- transplant/ KOHLER CHEMIE
- Registration of pharmaceutical products for: G.L. PHARMA, KLOSTERFRAU, MERZ, SANTEN, ATNAHS
- Packaging materials from Perlen and Aluberg for the Romanian pharmaceutical producers
- Automation systems BD Rowa for pharmacies, warehouses and hospitals in Romania, Bulgaria and Moldova

2022 | The pharmacy of the future



As a digital solution towards automation and optimization of pharma processes, REMEDIA, in partnership with BD Rowa™, launched in October 2021 the first Smart robot installed at REMEDIA pharmacy 78, Metalurgiei, Bucharest and commissioned 4 robotic systems, including configurations of two robots each, during 2021 of about 5 million lei (o/w VAT).

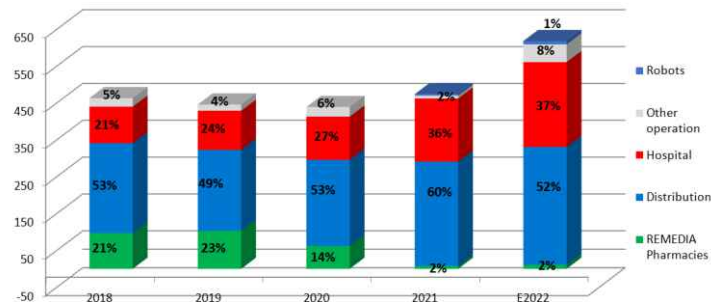
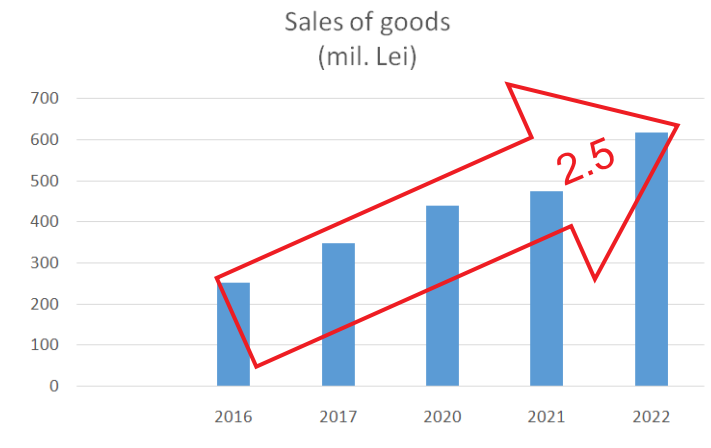
REMEDIA will continue the implementation of robots for pharmacies, hospitals and pharmaceutical warehouses in Romania, Bulgaria and Moldova.

BD Rowa™, with more than 11,000 robots installed in 55 countries and a market share of 60-65% globally, is currently the world leader in pharmacy, warehouse and hospital automation solutions.

REMEDIA develops a platform www.pharmacy-automation.ro to facilitate communication with both pharmacists and customers to answer questions about the benefits of robotic pharmacy.

*Rowa is a German manufacturer of automated warehouse for pharmacies, established in 1996, acquired by Becton Dickinson in 2015 to complete the medical solution portfolio of the group

2021 Farmaceutica REMEDIA



The company turn over budgeted (consolidated) for 2022 is of Euro125 mil.

The sustainability of REMEDIA is ensured by the development of the profitable business lines:

- Distribution
- Sales to the public and private hospitals
- Logistic services for pharma market nationwide
- Retail activities through Remedia pharmacies
- Online sales www.farmaciileremedia.ro
- Marketing and promotion activities
- Regulatory activities and clinical studies monitoring
- Automation systems BD Rowa for the pharmacies, warehouses and hospitals in Romania, Bulgaria and Moldova



Farmaceutica REMEDIA celebrates 26 years of presence at the Bucharest Stock Exchange (BSE) www.bvb.ro - RMAH symbol and over 30 years of activity on the pharma market.

Farmaceutica REMEDIA annually organizes the “Business at Home” and teleconference events to inform shareholders, investors and the press about quarterly, half-yearly and annually financial results as published on BSE platform.



Farmaceutica REMEDIA is in TOP 10 companies awarded with the highest score 10 for VEKTOR criteria compliance, based ARIR-BSE assessment for the adoption of good corporate governance and investor communication practices during 2021.

Farmaceutica REMEDIA supports the implementation of regulations aligned with international practices that facilitate communication with investors and business partners.

HR | Farmaceutica REMEDIA – Dezvoltare personală și profesională continuă



Through the human resources policy implemented at the company level, we pay attention to each employee, being aware of the role and importance of each member of the team. Farmaceutica REMEDIA team has over 240 members. The human resources strategy is integrated in the general business strategy of the company and has the following directions:

- Increasing the level of professional competence of all employees through training and permanent follow-up;
- Achieving a system of internal promotion of employees with potential and who achieve outstanding results;
- Building a staff motivation and retention system;
- Creating a pleasant work environment;
- Strengthening the organizational culture.

CSR | Farmaceutica REMEDIA – Social Responsibility in sport and art



Farmaceutica REMEDIA S.A. understood, at a higher level and before many companies operating in Romania, the innovative concept of Corporate Social Responsibility (CSR - Corporate Social Responsibility). Today, the projects sustained by the company over the years have gained the strength and consistency of tradition.

Farmaceutica REMEDIA S.A. has been supporting, for over 15 years, “Cetate Deva Sports Club”, sponsoring the sport and aerobic gymnastic teams, by offering a financial support of over 70.000 lei annually.

CSR | Farmaceutica REMEDIA – The involvement does not stop here



The company gives due importance to education and tries to sustain the outstanding young people. The school performances of the students of Cetate Deva National College and Sabin Drăgoi Theoretical High School are rewarded annually in a special event, students with outstanding results in various educational objects received awards from Deva City Hall and Farmaceutica REMEDIA.

Farmaceutica REMEDIA is a traditional supporter of patient associations, including the Romanian Hemophilia Association. This “soulful” partnerships aim to maximize access to treatment and contribute to increasing the quality of life of the patients.

Business and involvement in the society: dedicated to improving the community health level, it is operating in, Farmaceutica REMEDIA launched the project “Run for health” in Deva, in 2014.

REMEDIA promotes a healthy lifestyle, develop team spirit, increase individual and group performance, protect the environment and climate, encourage culture and active community involvement. The support consisting in the sponsorships was in total value of **118,080 lei over 2021.**

WHEN BUSINESS AND ART INTERFERES



A soul project, launched in Vienna in 2013 is FIVE Plus Art Gallery, dedicated to the promotion of artists from Romania and abroad. The gallery presents to Vienna public some of the most valuable contemporary artists.

Passionate about art, the initiator of this project, Valentin-Norbert TARUS invites you to enter the universe described by the works of art exhibited in the gallery, on Argentinier strasse 41, Vienna.



The President of Romania, Mr. Klaus Iohannis, signed the decoration decree of Mr. Valentin-Norbert TARUS, in June 2020.

Thus, as a sign of appreciation for the important activity put in the service of promoting Romanian artistic values and Romanian artists, in the cultural environment of the Republic of Austria, President Klaus Iohannis conferred the Order "Cultural Merit" in the rank of Knight, Category F - "Promoting culture", Mr. Valentin-Norbert TARUS.



17 years are celebrated in 2022 since the first edition of the International Art Symposium in the Retezat Massif, supported by the company.

The most valuable works made in Retezat, by students and professors of the Art Academies of Iasi and Chisinau, were awarded and integrated into the European artistic landscape by organizing, in 2013, an exhibition-event in Klosterneuburg, Vienna - Ausblicke painting gallery Perspectives. The event was organized within the bilateral cultural exchanges between the Romanian Cultural Institute in Vienna and the Abbey of Klosterneuburg.



Farmaceutica REMEDIA has proven its constant commitment to supporting culture by sponsoring and promoting the Johann Strauss International Festival, an annual event, reached its 18th edition in 2019.

Organized together with the Romanian Association of Waltz lovers, the Johann Strauss Festival brings a homage to the waltz and the era in which balls were the most awaited social events.



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Farmaceutica REMEDIA S.A.





Primele consemnări despre „Istoricul medicinei în localitatea Deva”



The existence of medical activities in Deva is recorded since the eighteenth century, but given the importance of the town, which was a military camp and the capital of Hunedoara county, it can be assumed that the area benefited in previous centuries from the services of a doctor or a hospital. The first document about a *babir* (meaning surgeon), which treated the wound of an army captain in Deva, dates from 1641. It is known that the first known doctor in the city was George Tallar, who worked in the regiments from Deva and Banat, starting from 1724. In 1884 he printed, in Vienna, a book which, in addition to his own scientific observations and the results of the autopsies made by him on the corpses of some Romanian peasants. (...)

The first known pharmacy in Deva was founded in 1772, by the pharmacist Ludovic Bruz, in the house with no. 14 from the country road. As, at that time, the right of private pharmacy was granted only in connection with a certain building in which it could be exercised, the pharmacy in that house continued to exist until 1965; in fact, the architecture, the thickness of the walls on the ground floor and the vaulted billboard suggest its construction over 200 years ago. (...) Source: Hunedoara County Forensic Medicine Service



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