

30  
YEARS

# Remedia

Farmaceutica REMEDIA

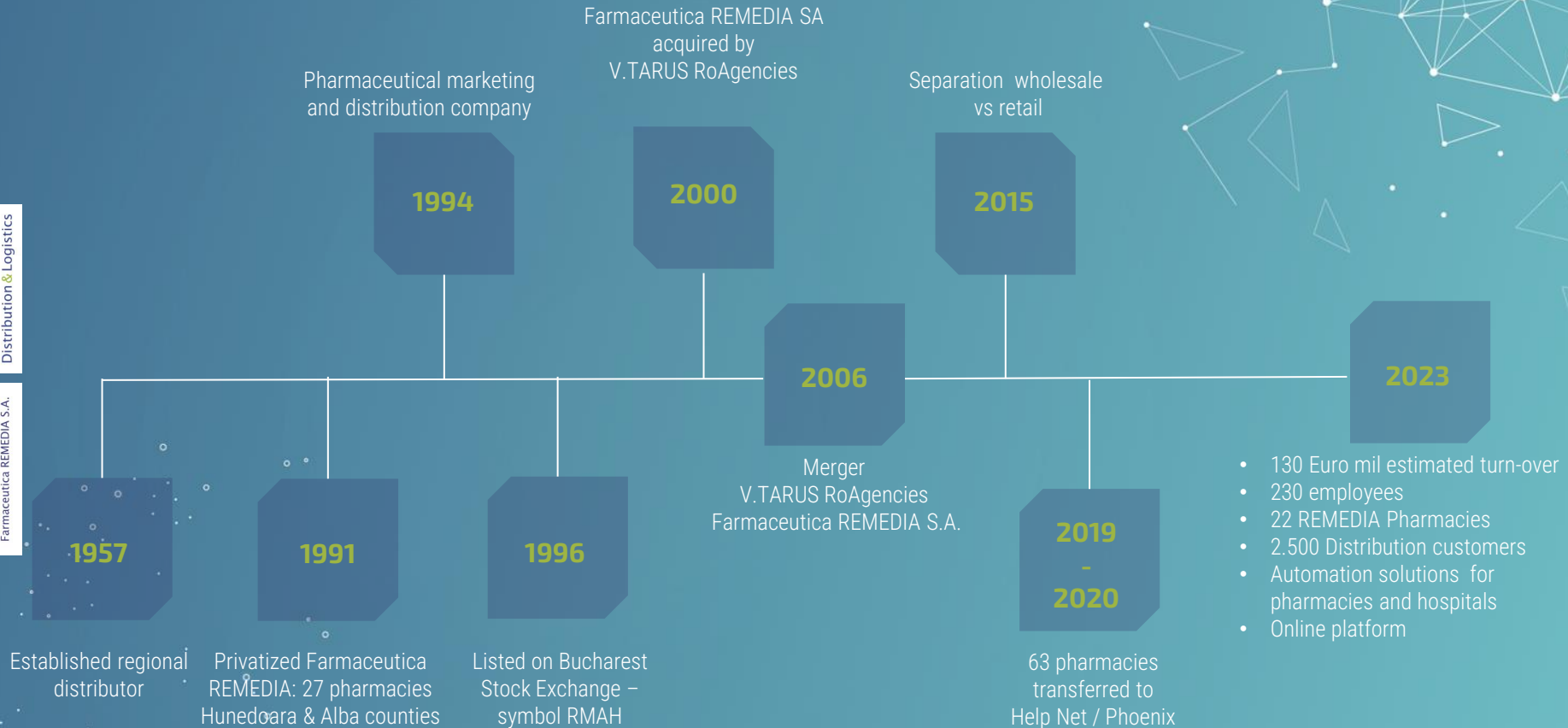
## COMPANY GROUP PROFILE

- October 2023 -



RMAH – symbol Bucharest Stock Exchange – [www.bvb.ro](http://www.bvb.ro)

# MILESTONES



# BUSINESS MODEL

**Remedia**  
Farmaceutica REMEDIA S.A.

- 22 REMEDIA Pharmacies
- Automation solutions for pharmacies & hospitals
- e-shop
- Healthcare Services

Separation of  
wholesale from  
retail activities  
– pursuant to  
legal  
regulations

**Remedia**  
Distribution & Logistics

- Distribution
- Hospital Business
- Logistic Services
- Regulatory Affairs
- Marketing & Promotion Activities



Medical Events  
Medical Publications

**TARUS**  
Media

the**bmj**

**MEDICA**  
ACADEMICA

**Mædica**  
a Journal of Clinical Medicine

# NATIONAL COVERAGE

## OUR NUMBERS



5 Logistic Centers  
ISO 9001 Certified



22 Remedia  
Pharmacies



# DISTRIBUTION & HOSPITALS

consolidated data

130 mil €



123 mil € TO (95%)

6% gross margin

2500

Customers

168

Employees

500

Hospitals



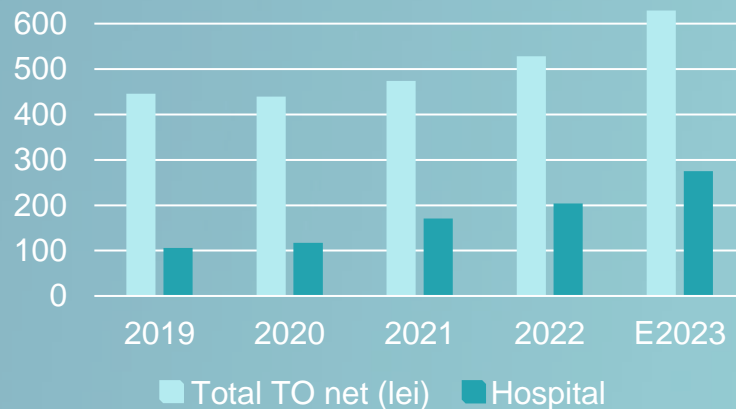
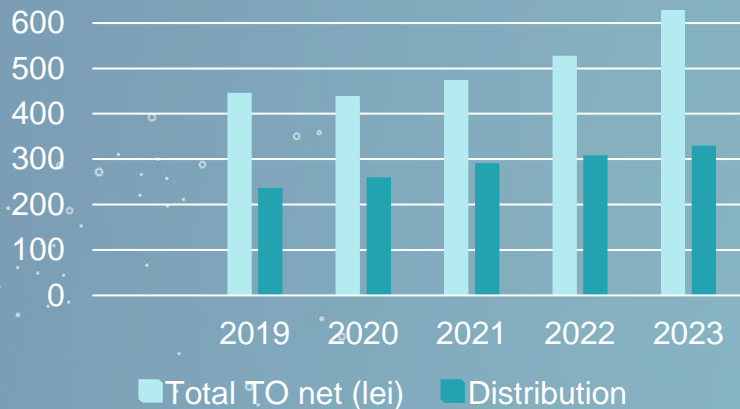
# DISTRIBUTION & HOSPITAL

**Deliveries : + 2.500 pharma customers**

**Sales force: + 50 people**

**+ 500 hospitals**

**+ 3.200 biddings/year**



# PHARMACIES & e-SHOP

consolidated data

2 mil € TO (2%)

**Remedia**  
Farmaceutica REMEDIA S.A.

22

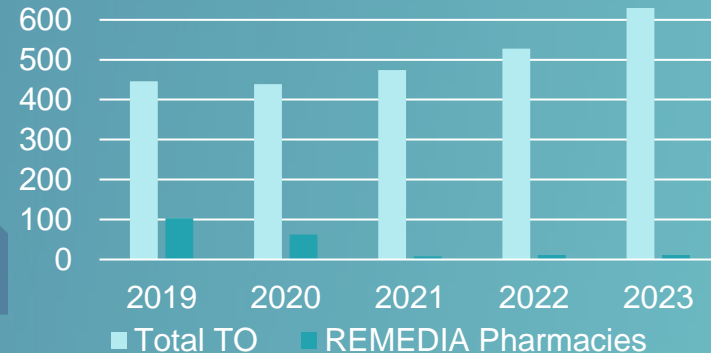
Remedia Pharmacies\*

62

Employees

21%

Gross margin



\*2019-2020: Farmaceutica REMEDIA S.A. transferred 63 pharmacies to Help Net / PHOENIX

# LOGISTIC ACTIVITIES

consolidated data

**Remedia**  
Farmaceutica REMEDIA S.A.

50%



1,5 mil € TO (1%)

5

Logistic centers

6

Distribution partners

11

Logistic centers

83

Employees

54

Vehicles

Our clients:



GEROT LANNACH  
a business unit of G.L. Pharma GmbH



NOVARTIS



ucb Pharma



# MARKETING & PROMOTIONAL ACTIVITIES

1996

1997

2002

2005

2007

2014

2023

 **TRENKA**

**DR. F. KÖHLER CHEMIE**  
Apotheken

 **AURIGA**  
INTERNATIONAL

 **Gebro Pharma**

 **Nano Repro**

 **MEDIMAR**  
GEBRO PHARMA

**Arômélia**  
PARIS

**ROWA WAGNER**



 **Pint-Pharma GmbH**

**DG**  
DOETSCH GREYER AG  
BEAUTY & BODY CARE - OTC - PHARMA

 **ATNAHS**

Prof. George Birkmayer  
**NADH**<sup>®</sup>

 **orthotech**

# REGULATORY AFFAIRS

Ongoing Registrations Agreements

GEROT  LANNACH  
a business unit of G.L. Pharma GmbH

 Gebro Pharma

 Santen

 KLOSTERFRAU  
HEALTHCARE GROUP

 MERZ

 International  
PharmaLex  
YOUR PARTNER IN  
REGULATORY AFFAIRS

 ROWA WAGNER

 PRO.MED.CS  
Praha a.s.

 TRENKA

pharmaselect.

ArôméliA  
PARIS

DR. F. KÖHLER CHEMIE  
Arzneimittel 

 Nano  
Repro

 ATNAHS

 ORGAN  
ASSIST

Prof. George Birkmayer  
**NADH**<sup>®</sup>

 IQVIA

 cassella  
med

 Diva farms

 Kappler<sup>®</sup>

# AUTOMATION SOLUTIONS for PHARMACIES

consolidated data

REMEDIA installed robots in :  
- 10 pharmacies in Romania  
- 8 in Slovakia, Austria, Italy,  
Germany



2,5 mil € TO (2%)

Goal: Lease Generation





# AUTOMATION SOLUTIONS for HOSPITALS

## Hospital pharmacy

## MEDICATION OF THE FUTURE

connected medication management from pharmacy to bedside



End-to-end medication  
safety & traceability



Advanced inventory  
optimisation



Improved efficiency



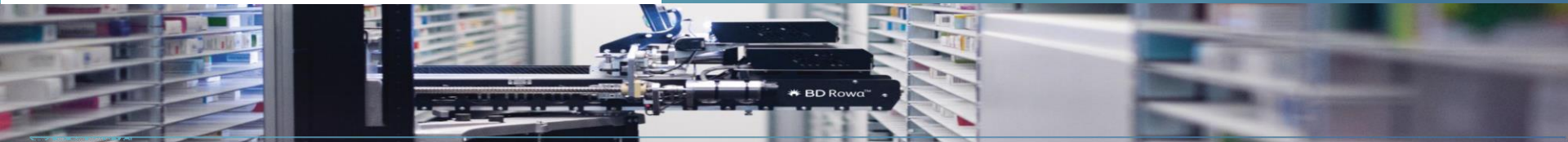
Pharmacy



Care areas



Patient

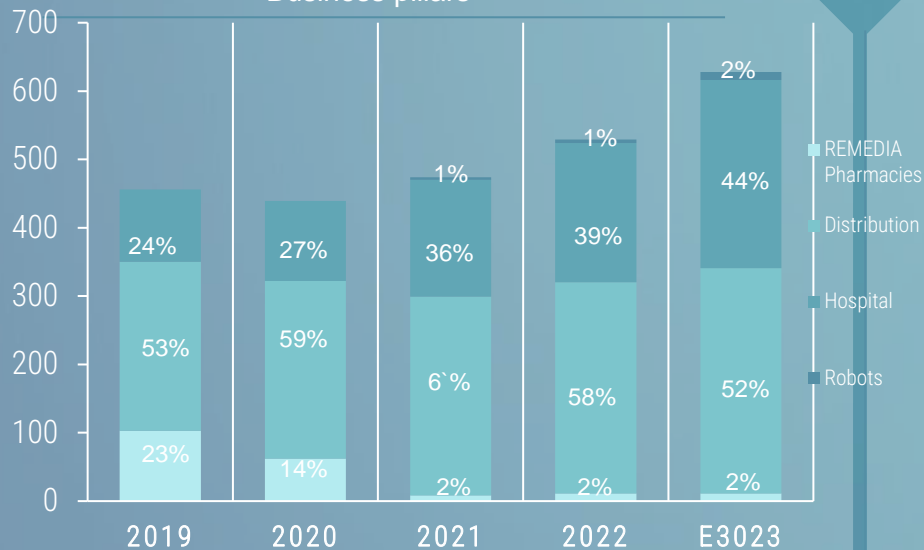


# GROWTH & PROFITABILITY

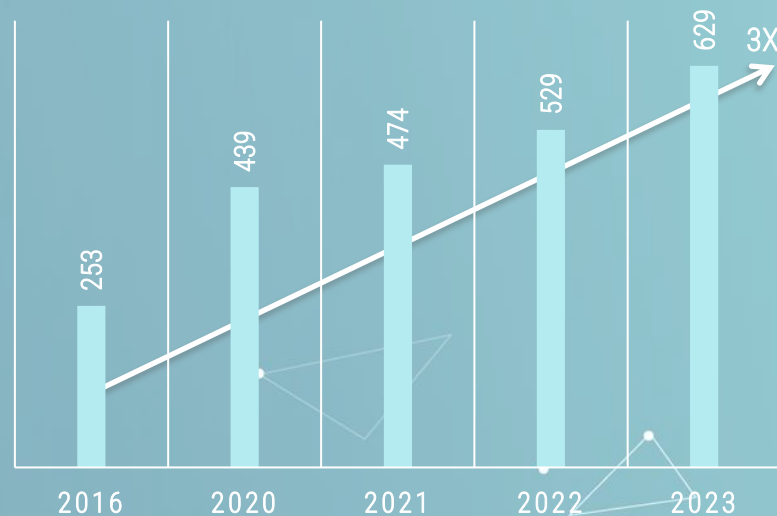


consolidated data

Business pillars



Sales of goods (mil. Lei)







# TOP 10 Distributors in Romania by TO \*



\*Newspapers publications



## TOP 10 DISTRIBUTORS in Romania by TO - 2022\*

No	Company
1	Fildas
2	Mediplus*
3	Alliance Healthcare
4	Farmexim
5	Dona Logistics
6	Ropharma Logistic
7	Europahrm Holding
8	Bioeel Distributie
9	<b>Farmaceutica Remedia Distribution &amp; Logistics</b>
10	Ducfarm Logistic



\*Pharmafarm transferred to Mediplus



\*Ziarul Financiar 21.06.2023

18,3 - 2020




16,7

2021

\* ESG risk rating published by BSE & Sustainalytics



## ENVIRONMENTAL POLICY

-  Annual carbon footprint reduction targets to approach the climate change
-  Waste management & carton boxes recycling
-  Conscious use of water & electricity



## SOCIAL RESPONSIBILITY

-  Respect and protection of human rights and health
-  Sustaining sport, education, scientific and artistic expression
-  Supporting voluntary community in green environment and climate protection



## GOVERNANCE

-  REMEDIA - TOP 10 companies for investor communication according to ARIR VEKTOR assessment in 2021 and 2022.
-  Health & Safety of our stakeholders – innovative solutions for the medication of the future for the patients benefit



SUSTAINABLE  
DEVELOPMENT

GOALS

# THANK YOU!

[www.remedia.ro](http://www.remedia.ro)

[www.remediadl.ro](http://www.remediadl.ro)

[www.farmacileremedia.ro](http://www.farmacileremedia.ro)



• Remedia.Romania



• Farmaceutica REMEDIA SA

• Farmaceutica REMEDIA Distribution & Logistics SRL