



# AROUND **THE WORLD**

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Corporate strategy and business overview

# THE **PREFERRED PARTNER**

Alvogen is a global, privately owned pharmaceutical company focused on developing, manufacturing and selling generic, brand, over-the counter brands (OTC's) and biosimilar products for patients around the world. The company has commercial operations in 35 countries with 2,800 employees and operates five manufacturing and development hubs in the U.S., Romania, Korea and Taiwan.

Alvogen has an innate passion for performance and growth and has become a major player driving change in this ever-changing industry. Our passionate team is committed to continue growing our business around the world and build a leading generic pharmaceuticals player. A unique portfolio of high quality and difficult-to-make pharmaceutical products fuels our targeted growth strategy.

The world is constantly changing all around us and the traditional generics models are being challenged. Alvogen is ready to move swiftly and react to a rapidly changing environment and tough competitors.

We are determined to become the Preferred Partner in all our markets and have a clear vision on how we want our company to develop and grow, which is outlined in our strategic roadmap: The Alvogen STARMAP.



Robert Wessman, Chairman and CEO

# ALVOGEN **IN NUMBERS**



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**35**

COMMERCIAL  
NETWORK

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**200+**

GENERIC PROJECTS  
IN PIPELINE

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**75**

PIPELINE  
ANDA'S

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**2800**

PASSIONATE  
EMPLOYEES

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**5**

MANUFACTURING  
AND R&D CENTERS

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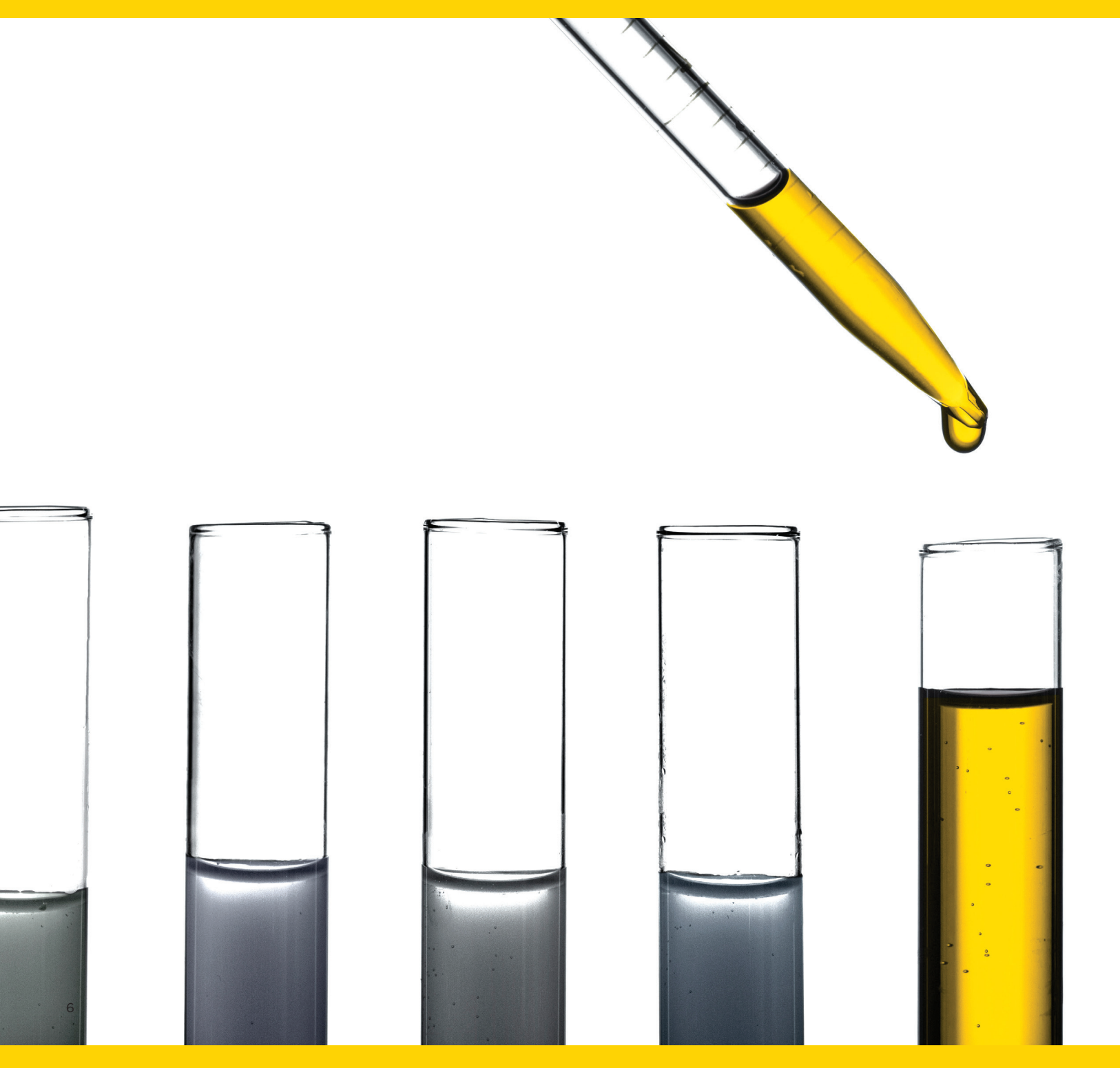
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**59%**

CAGR  
SINCE 2009

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## TARGETED PORTFOLIO

A unique portfolio of high quality and difficult-to-make pharmaceutical products fuels our targeted growth strategy. Alvogen has over 200 strategically selected pharmaceutical projects in development and registrations and over 350 marketed products.

The group's product portfolio consists of a broad range of leading molecules for the treatment of conditions in the fields of oncology, cardiology, respiratory, neurology and gastroenterology.

We offer high quality, affordable generic and brand medications that help reduce healthcare costs around the world.

Alvogen also sells and markets a growing portfolio of OTC (over-the-counter) medicines and medical devices.

# GENERICS

Exceptional teams with proven track records are building the next generation generics company

An experienced team of professionals from the generics industry with proven track records has built a strong profitable base and infrastructure for our generic business in the U.S., Central Eastern Europe and the Asia Pacific region. We have teams in 35 countries and a world class regulatory team.

Product formulations manufactured and sold by Alvogen include solid oral dosage, soft gelatin capsules, modified release tablets, transdermals, creams, ointments and injectables.









# BIO PHARMACEUTICALS

Alvotech is a differentiated specialty  
Biogenerics company

Alvotech, an independent sister company of Alvogen, is a uniquely positioned biopharmaceutical company focusing exclusively on the biosimilar market. With complete vertical-integration, Alvotech controls every value adding development step from cell line development to commercial manufacturing of the product. This in-house development and manufacturing platform, located at four sites across Europe, drives timely development of a strong and differentiated portfolio. Alvotech's state-of-the-art, flexible manufacturing facility ensures high quality and cost-effective production

CEO Rasmus Rojkjaer leads Alvotech's 250 professionals, each and every one passionate about transforming patients' lives and bringing high quality biopharmaceuticals to market.





## OTC

Tailor-made portfolio for each market based on local expertise and regional characteristics

Alvogen currently has an extensive OTC portfolio offering an innovative approach to everyday health problems. Our range covers the main OTC categories: Food supplements, OTC medicines, cosmetics and medical devices.

We seek out products that offer something new to the consumer, focusing on patented technology with clinically proven efficacy; along with staple OTC products necessary in every household, such as painkillers, antihistamines and ointments. Our OTC strategy centers around comprehensive solutions based on unique target market segmentation and value added properties, such as taste, delivery form or ingredient composition.



## USA

Fully integrated brand and generics business

Generics and brand portfolios; commercial, operational and product development infrastructure; pharmaceutical contract services.

75 pipeline ANDAs, of which around half are FTF/FTM opportunities.

Strategic acquisitions in 2016 of County line and Fera, providing Alvogen with a solid pipeline of under-appreciated generic assets and specialty generic products.

Portfolio of difficult to produce generics and selected brands.

Diana awards recognition six years in a row.

One of the fastest growing companies in the industry with an excellent commercial reputation and deep customer relationships.

Passionate team supported by a positive and energetic culture.



**Lisa Graver**  
President of Alvogen America

*"Despite an amazing history of growth, this business is poised for even greater success. With fantastic people, a well targeted portfolio and high service level, we have the right formula. The industry has taken notice.*

*We are well positioned to continue to grow and expand our product offering."*





## **Petar Vazharov**

EVP of Sales in APAC region

*"In a short period of time, we have built a strong platform for growth in Asia. We have made significant investments in high quality manufacturing and the successful integrations of aquired businesses in the region."*

*"Our strong regional management team will drive our business forward and leverage on our growing global pipeline and geographical reach. We aim to continue to lead consolidation in the APAC region"*



## ASIA

Building a pan regional platform

Generic sales and marketing, product development, manufacturing and a growing portfolio of OTC products and clinical research.

Strategic acquisitions made in South Korea and Taiwan to build a regional platform.

Growth driven by a dynamic product pipeline and further geographical expansion.

Significant investments are made in high quality standards, training and consolidation of acquired businesses.

### **Sales in:**

South Korea	Taiwan	Singapore
China	Vietnam	Malaysia
Thailand	Philippines	Hong Kong

### **Manufacturing and R&D:**

South Korea  
Taiwan

### **Clinical Research:**

India



**Hacho Hatchikian**  
EVP of Sales in CEE region

*"We are rapidly moving towards becoming one of the leading generic players in the CEE region where we already have a strong geographical reach and a solid pipeline of generic products and biosimilars. Thanks to its high rate of generic penetration, Central & Eastern Europe remains one of the most attractive regions for generics. We've had successful product launches in all markets and our special focus is now on areas with the potential to catalyze growth even further, such as Russia, Ukraine, Poland and CIS countries."*



# CENTRAL & EASTERN EUROPE

## Strong platform for growth

Generic products marketed and sold via hospital and retail channels.

Robust portfolio of biosimilars consists of leading molecules for the treatment of conditions in the fields of oncology, rheumatoid arthritis and anemia.

Excellent manufacturing platform in Romania, serving the entire CEE region.

Growing portfolio of OTC's.

Centralized supply chain and product launch coordination.

Exceptional regulatory team with a solid track record.

### Sales in:

Croatia	Hungary	Albania	Montenegro	Kazakhstan
Bulgaria	Lithuania	Bosnia Herzegovina	Serbia	Ukraine
Romania	Estonia	Kosovo	Malta	Moldova
Poland	Latvia	Macedonia	Russia	Belarus
				Azerbaijan

# STRATEGY FUNDAMENTALS

Our vision is to be a leading global company and the Preferred Partner in all our markets.

Five main pillars support our growth strategy and serve as the framework for our focus areas and actions that are needed to become a global leader.

Our positioning in the marketplace is demonstrated in the Alvogen STARMAP.

## THE ALVOGEN STARMAP



# OUR CULTURE

Life at Alvogen is both challenging and fun. The secrets to our sauce are the talented people, who have dedicated themselves to embarking on the journey to build a leading global generic pharmaceuticals company, and the way we collaborate seamlessly across regions and business units.

A culture of unity and strength. A culture of passion and fun. A culture of caring about our customers, communities and each other is reflected in our actions, our brand and our color – yellow.

We are Alvogen.





**WE are on an exciting journey to create a leading global pharmaceutical company**



**WE are bound by a common vision, and a strong, colorful culture**



**WE play well together and think it's cool to be a part of a winning team**



**WE have a big heart and care deeply about producing the highest quality work**





## BETTER PLANET

At Alvogen, we constantly strive to make a difference, not only in our work, but in our communities around the world as well. Better Planet is the name of our global charity fund which was created to take on tough challenges in the global community. It involves the Alvogen family in over 30 countries and has successfully touched the lives of thousands of children in the last seven years.

Once a year, we hold the Alvogen Day of Service, for example, where our colleagues around the world reach out to their local communities by providing support. These projects range from looking after children at the Timothy Children Care Center in Seoul when parents are still at work after regular school hours, volunteering time and expertise in Norwich in the U.S. during the Day of Caring with United Way, or leading a kayaking adventure on the Adriatic Coast to support a cancer campaign in Croatia.

Learn more about our CSR programs on [csr.alvogen.com](http://csr.alvogen.com)



# OPEN FOR COLLABORATION

Collaboration with other companies in our industry, academia, government and non-government organizations is fundamental to our strategic priorities of growing a diversified global business and delivering a wide range of valuable products.

At Alvogen, we value partnerships and collaboration. Our future strategy relies heavily on a strategic selection of people and successful partnerships around the world. We believe that, by working together, we can discover, develop and deliver the best value for our customers. That will help us to set new standards in our industry and improve the quality of life of our customers.

Having excellent in-house talent and resources is one of our main strategic pillars, but at the same time, our business model encourages outsourcing of services where feasible in order to achieve the best results. Alvogen is looking for new business partners and suppliers in the field of research and development, manufacturing and development of API and other raw materials. We are also open to new ideas and collaboration with other companies in our industry.

**Visit [www.alvogen.com/partnerships](http://www.alvogen.com/partnerships)**





[alvogen.com](http://alvogen.com)