



BLANVER GROUP

AGENDA

- Our Profile
- Company History
- Pharmacovigilance and Quality
- Units
 - Active Pharmaceutical Ingredients – API
 - Pharmaceutical
 - Oncology & Hematology BU

OUR PROFILE

We develop, manufacture and commercialize APIs and medicines

Sales Forecast 2019: 74 MM USD

Net Revenues 2018: 73 MM USD

- 300 employees
- 35 years in the market
- **Segments:** HIV & Hepatitis, Oncology & Hematology
- Relevant expertise in the public market access
- **Compliance-driven:** follows Corporate Governance, rules, practices and processes (Board of Directores, third-party audit, etc.)



Global market experience



High R&D Investment



Modern Infrastructure & Labs



Social and Environment Responsibility

MISSION STATEMENT

INSTITUTIONAL COMPLIANCE

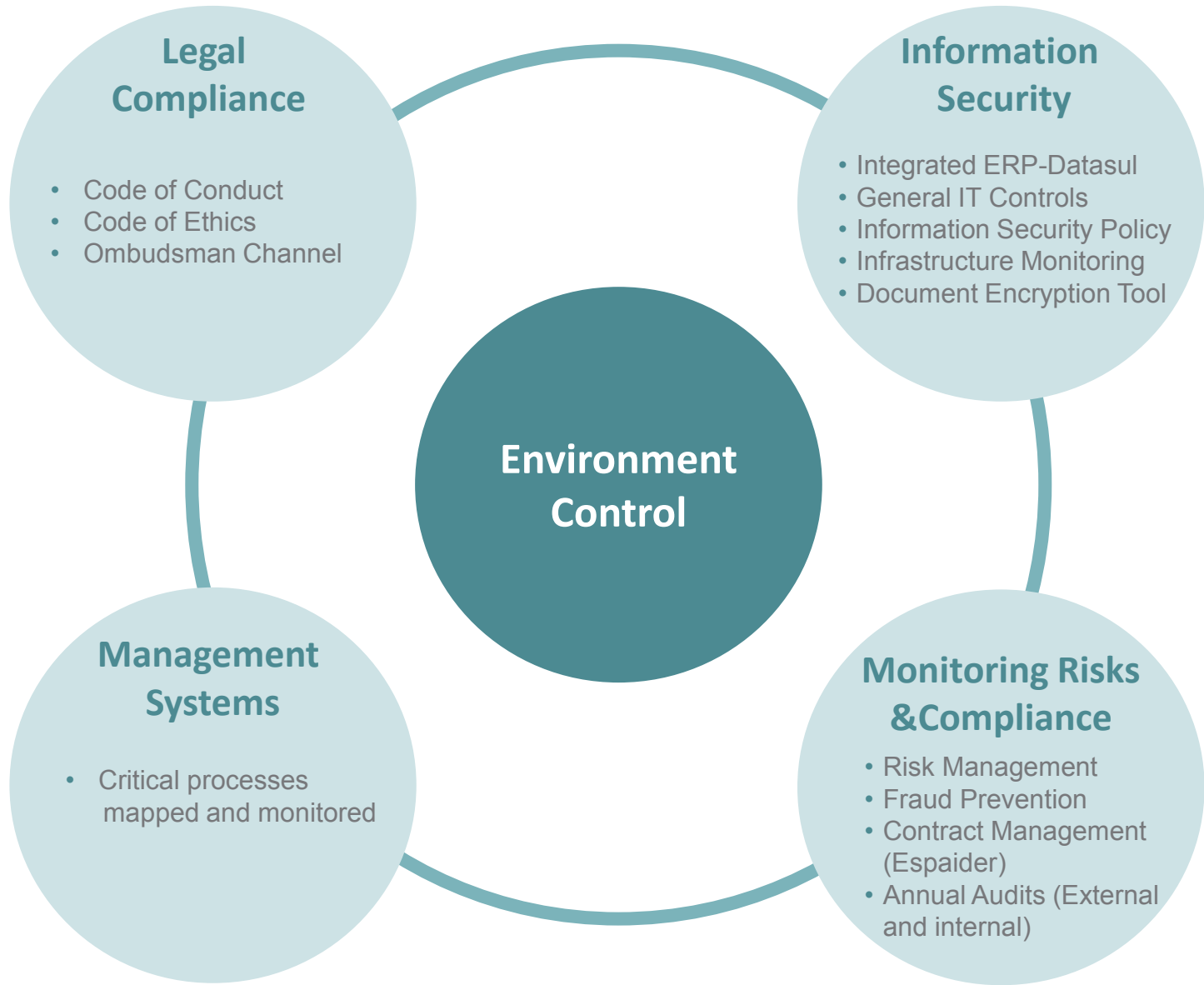
MISSION STATEMENT

Our Business

Finished Dosage Formulations and Raw Materials for Pharmaceutical Industry



← COMPANY PROFILE



INSTITUTIONAL COMPLIANCE

Compliance-driven with environment control

COMPANY

HISTORY



1984

BLANVER's
foundation

Beginning of
internationalization

1988

2011

1st Brazilian
PDP

Launched of
FDC in the
Brazilian
Market

2014

Duplivir

2017

- API Unit
expansion
- Oncology BU

- 1st Brazilian HCV
FDF generic
- 1st PrEP HIV FDF
similar
- Go to private market

2018

Binav
entricitabina + fumarato
de tenofovir disoproxila

2019

Export
Pharma
products

PHARMACOVIGILANCE AND QUALITY



ANVISA GMP Certified



Quality Assurance

Our system is designed in accordance with major official guidelines

Regulatory

Highly expertise team in compliance regulations

Pharmacovigilance

Our system is integrated with our partners

Pharma Compliance

Internal Audits, Corrective and Preventive Actions, Advice and Support, etc

Quality Control

Experienced team with modern labs

API

UNIT



INDAIATUBA - SP

- ICH and Pharmacopoeia
- Dedicated R&D team for new developments
- A decade of experience in the local market with synthetic niche products in the areas of HIV and CNS
- Launch of internationalization
- Adequate industrial plant - GMP ANVISA
- Excellence in the IFA development of technologies and production processes
- Plant with international quality standards
- Local independent partners

PORTFOLIO

- Tenofovir Fumarate Desoproxil
- Lamivudine
- Olanzapine
- Entricitabine (under development)



PHARMACEUTICAL

UNIT



TABOÃO DA SERRA - SP

- Dedicated structure and high R&D Investment
- **Focus in the segments:** Antiretroviral, Hepatitis and Oncology
- **Production:** Total capacity of 2 billion units/year
- Expertise in public market, with 7 PDPs – Productive Development Partnership, supplying strategic products to the population.
 - 1 PDP concluded + 6 PDP in progress
- Adequate industrial plant - GMP ANVISA
- **Internationalization Plan:** Licensing out of our HIV Platform in priority regions: Latin America and Europe, to increase production scale, enhance access to medicines, market diversification and knowledge exchange
- **International GMP Plan:** EU GMP, WHO, Health Canada and FDA

PRODUCTS

- Tenofovir Disoproxil Fumarate
- Tenofovir Disoproxil Fumarate + Lamivudine
- Raloxifene
- Tenofovir Disoproxil Fumarate + Emtricitabine
- Sofosbuvir

PIPELINE

- BVH0311 - **status:** Q1 2020
- BVH0616 - **status:** Q1 2020
- BVH1018 - **status:** prospection
- BVH1114 - **status:** prospection
- BCV1215 - **status:** prospection
- BCV1118 - **status:** prospection



ONCOLOGY & HEMATOLOGY

BUSINESS UNIT



- Our new frontier
- Innovation is part of Blanver's DNA
- Dedicated Business Unit
- High Investment
- Focus on innovative products
- Expert Commercial, Access and Marketing Teams in formation
- Recognized Scientific Advisory Board
- Close relationship with the main physicians and medical societies
- Deep know-how in marketing and market access
- High regulatory affairs expertise and Compliance Regulations

CURRENT PARTNERS



PIPELINE (in progress)

Innovative Products

- 03 molecules in Oncology
- 02 molecules in Hematology

Brand Generics

- 09 molecules in filing process
- 05 molecules in negotiation

COMMERCIAL & MEDICAL TEAM

total of 42 employees

Marketing (5): Product Mgr Partners and Local Products (2)
Support Business Team (3)

Sales Team (31):
3 Sales Manager + Sales Reps: 12 Hematology + 16 Oncology

Access Manager: 3 KAMs

Medical (3): Manager (1) + Oncology and Hematology MSL (2)