

# CREATING VALUE

## FOR OUR CUSTOMERS AND SHAREHOLDERS

Recipharm’s way of doing business aims to deliver customised solutions that meet the unique needs of each customer. By drawing on our extensive pharmaceutical expertise, full service offering and global presence, we offer services that allow customers to focus on what they do best. This creates long-term value for our customers, partners and stakeholders.

### Our way of doing business

The Recipharm business model is designed for success. Our decentralised organisation promotes entrepreneurship with stand-alone operating companies that are guided by a central management team. This decentralised approach enables local flexibility and decision making, putting the customer and their unique needs at its core.

### Comprehensive expertise

Over many years and through numerous acquisitions, Recipharm has developed comprehensive pharmaceutical expertise and advanced skills that allow us to manage complexity.

Our full-service offering means we can speed up time to market and mitigate the risks associated with supply chain management. Our seamlessly integrated services help us to be efficient, meaning our customer can be sure they get good value for money.

## OUR VALUE PROPOSITION

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### PHARMACEUTICAL EXPERTISE

#### WE OFFER ACCESS TO:

- A broad range of technologies including special areas like lyophilisation and blow-fill-seal technology (BFS)
  - Proprietary technologies
- Efficient technical transfers
- CMC regulatory support

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### MANAGING COMPLEXITY

#### WE SIMPLIFY AND IMPROVE EFFICIENCY THROUGH OUR:

- Geographic footprint i.e. manufacturing options beyond Europe, e.g India
  - Global compliance including Brazil, Japan and the US
- Technical experience and supply chain routines

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### FULL SERVICE OFFERING

#### WE REDUCE OUR CUSTOMERS' SUPPLIER BASE BY PROVIDING:

- Project management
- Supply of drug substance through to finished product
- Drug development through to marketing authorisation
- Product maintenance

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### RISK CONTROL

#### WE MANAGE OUR CUSTOMERS RISK BY:

- Delivering on promises
- Maintaining a financially robust company
  - Meeting and maintaining quality and compliance standards
- Offering dual sourcing options

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### GOOD VALUE FOR MONEY

#### WE PROVIDE EXCELLENT VALUE BY:

- Driving innovation
- Managing serialisation requirements
- Adjusting performance to customer needs

