

# Network capabilities at a glance



Since our founding by physician entrepreneurs in 1952, the Mundipharma network of independent associated pharmaceutical companies has served the needs of patients and healthcare providers around the globe by providing novel medicines that address unmet medical needs. Today, as a third generation family owned network, we continue to see ourselves as healthcare entrepreneurs.

Using our creativity and focus, we leverage our considerable scientific and technical resources to identify and develop medicines that deliver recognized value to key healthcare stakeholders. With a diversified portfolio, an operating presence in more than 120 countries, including 30 in Europe, and annual European sales exceeding €1 billion, we are significant and growing participants in the therapy areas we serve.



## Global reach

The Mundipharma network is active in Europe, North America, Australasia, Asia, the Middle East, Latin America and Africa. Global coverage of the Mundipharma network and its reliable distribution partners exceeds 120 markets, of which 30 are in Europe.

This includes experienced primary and secondary care salesforce teams of more than 1,000 FTEs in Europe.



## Global presence locally powered

The Mundipharma network of independent associated companies has the scale and professional resources equivalent to an integrated, mid-sized, multinational pharmaceutical company, with the focus and go-to market capabilities to deliver system value at both global and local levels.

This means that every company in the network is able to focus on the needs of their market, in particular the specific requirements of the patients and physicians in their country. It can also keep pace with local regulatory and healthcare sector developments.



## Adding commercial value

Our network's ability to address real-world patient needs is informed by leading-edge research, with direct input from patients and patient organizations, alongside physicians, payers and other healthcare providers. We ask different and challenging questions and work collaboratively with external experts to add value to our partners' assets.

The process of optimizing the potential of assets begins with their technical and formulation development. It then encompasses pre-launch activities, launch excellence and post-launch brand development, supported by effective marketing and sales.



## Market access & pricing

Market access and pricing are fundamental to successful medicines development. Across the network, we know the local and regional market systems in depth and understand what it takes for a medicine to meet payer needs in order to gain reimbursement. In particular, we have worked with input from payers to develop a proven, evidence-based, market access methodology that builds a compelling value case for key stakeholders.

Healthcare systems and our partners also benefit from our expertise in economic modeling, reimbursement, pricing and tendering.



## Research & development

Across the network, our research and development expertise comprises more than 250 R&D professionals committed to developing medicines that add value for patients. Through strong industrial and academic collaborations, they identify and evaluate project opportunities, drive products from clinical development to registration and reimbursement, and maximise their value through indication expansions and reformulations.

The company EDO (Mundipharma EDO GmbH) is engaged in accelerating early stage assets in oncology through pre-clinical and clinical development to approval.



## Diversified therapy areas

We have a proud heritage as a global leader in pain medicines and, through alliances, we are now building a broader pipeline of medicines that deliver clinical benefits for patients while demonstrating value to healthcare systems.

Currently, our core strategic therapeutic areas are pain, respiratory, oncology and biosimilars, but we are also looking for market entry platforms outside our core therapy areas.



## Navigating regulations

Expert regulatory teams within the network are able to both advance our internal drug development candidates and advise and guide alliance partners through regulatory legislation, from licence applications and variations, through to pharmacovigilance and safety reporting.



## Established brands

We recognize that commercialization of established brands requires a dedicated and experienced team. Therefore we have committed resources to actively manage this area of our portfolio. We are also looking to grow our established brands interests, including primary care medicines.



## Intellectual property protection

The intellectual property function within the Mundipharma network is resourced and structured to ensure our assets are protected and maintain a competitive advantage for our and our partners' mutual benefit.



## Manufacturing

The network's European, US and Asian manufacturing hubs have a proven track record in adherence to both national and international standards. We also offer the flexibility to work with partners' supply chains as desired.