

# Press Kit

2023



**Salvat**

We are a private capital pharmaceutical company, established in Barcelona in 1955, today managed by the 3rd and 4th generation of the family.

As a Company we focus on organic growth, with a long term vision and the purpose of generate innovation and creating jobs. As a family, we manage the Company keeping ethics at its core.

Today, with more than 400 employees in Spain, three manufacturing plants in Barcelona, Madrid and Tamarac (Florida), two marketed products in the US and a broad international presence, we envision a great future for Salvat.

*Javier Peris, President*

**By always putting patients first,  
we can achieve our primary objective:  
contribution to a healthier and happier life**



# The Company

## Pharma, for the world

- Founded in 1955.
- 100% Privately owned.
- Headquartered in Barcelona.
- US subsidiary in Miami and production centers in Barcelona, Madrid and Tamarac in Florida.
- Strong R&D and Innovation using proprietary technology platforms.
- Strong commercial capabilities in Spain and Portugal.
- International Presence: extensive network of partners worldwide.

# Our history

## More than 60 years of innovation

### 1955: Founded Laboratorios SALVAT

Tomas Miarnau and Dr. Antonio Salvat founded the Company in Barcelona in 1955. Today Salvat is still a family business, led by the descendants of Jose Maria Peris Miarnau, lawyer and nephew of one of the founders, and Elvira Maria Teresa Musso Borrás.

### 1959: Launch of Salvacolina®

Salvacolina® became our first big brand. Dr. Montserrat invented the product, indicated for the symptomatic treatment of unspecific acute diarrhea.

### 1973: Establishment of the Research, Synthesis and Development Department

This expansion allowed Salvat to achieve full vertical integration at a time when basic research and organic chemistry were the differentiating factors for growing pharmaceutical companies.

### 1986: Cristalmina® (topical clorhexidine gluconate)

Cristalmina® is an OTC topical antiseptic, leader in the Spanish market and the flagship brand of Salvat.

### 1995: Cetraxal® Otic (worldwide innovation ciprofloxacin otic solution)

With the launch of Cetraxal® Otic in the 90s we expanded to dominate the Spanish topical antibiotic market, and became a referent in the treatment of ear infections.

### 1997: Monolitum® (Lansoprazole – own pellets technology)

Around our proprietary Orally Dispersible Tablet technology, we developed Monolitum®. Two decades later, it remains as the go-to product for acute treatment of duodenal ulcers, gastric ulcers and oesophagitis due to gastro-oesophageal reflux.

### 2000: New R&D Center

With the new millennium we launched a new Research and Development center, primarily focused on pharmaceutical technologies.

### 2002: Cetraxal® Plus (unique combination ciprofloxacin + fluocinolone otic solution)

Cetraxal® Plus became the first combination of this kind for the treatment of ear infections. With the launch of this product we were solidified as leaders in the otology field.

### 2005: Ebernet® (New chemical entity: Eberconazole)

Our first new chemical entity to reach the market, Ebernet® is sold in 3 continents and we continue to expand its use in alternative indications.

### 2006: SALVAT USA Inc. is founded. New offices in Miami, FL

With the opening of this wholly owned subsidiary we made a commitment to continue to grow and innovate in the US market.

### 2007: Blow-Fill-Seal technology is introduced at our production facility

A decade ago we identified Blow-Fill-Seal (BFS) as the technology of the future for aseptic and preservative manufacturing. BFS would soon become the basis of our innovation and would allow us to develop leading products for international markets.

### 2008: Malacur® launched in Africa

Malacur® has grown to be one of the go-to brands for the treatment of malaria in Africa. The product allowed us to expand our presence through various African territories.

### 2009: FDA approval and US launch of Cetraxal® Otic in single use vials

A new star was born in 2009 with the launch of Cetraxal® Otic in the US. In combination with our Blow-Fill-Seal technology, we led the full development of the product to become the first Spanish pharmaceutical company with a marketed Rx product in the US.

### 2016: Otovel® (ciprofloxacin + fluocinolone) partnerships and launches in multiple regions, including the USA

Shortly following the launch of our first product in the US, we launched the second, Otovel®. Its current and future indications have the potential to become the leading brand for the topical treatment of ear infections in the US.

### 2016: New Blow-Fill-Seal manufacturing line in the USA

With our growing presence in the US, we identified the opportunity to own our first FDA-approved manufacturing facility. This expanded facility in the US will increase efficiency and will assist us with local innovation while offering contract manufacturing services to third parties.

### 2017: Pharmaloop: Acquisition of new manufacturing site in Madrid

Acquisition of a new pharma plant in Madrid, origin of the creation of a new company in the group Salvat: Phamaloop, expanded our production capacity, and we established the foundation for the growth of our contract development and contract manufacturing businesses.

### 2019: Cristalmina market leader in Spain

Open a new, fully automated production line that will allow for the international development of Cristalmina.

# Salvat Worldwide

Our international presence



- Salvat Offices and manufacturing facilities
- Own Marketing and Sales structure
- Licensees

Salvat has offices in Barcelona, Madrid and Miami, where we also own manufacturing facilities. We have our own marketing and sales structure in Spain, Portugal, Central America and Sub-Saharan Africa, and partner with licensees to market our products in Europe, United States, Canada, Mexico, South America, North of Africa, Middle East, India, South East Asia, China and South Korea.

**“Our activities are defined by constant research and development. We innovate with a focus on our proprietary technology platforms. Our own EU and FDA approved manufacturing facilities in Spain and the US make us flexible and efficient”**

*Alberto Bueno, General manager*



# R+D

## Our strength

Innovation is the fuel that drives our business. Whether through projects stemming from the Company's in-house R&D, or by partnering with public and private research groups, our research is focused around three therapeutic areas: Otolaryngology, Ophthalmology and Gastroenterology.

All products developed by Salvat share a common goal: provide innovative solutions to improve people's quality of life. We call these new therapeutic entities.

Additionally, we put our R&D at the service of other companies interested in the potential of our proprietary technologies and the skills of our internal development team. We offer contract development services for products inside and outside our core therapeutic areas.



# Key therapeutic areas



## GASTROENTEROLOGY

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Gastroenterology has been one of Salvat's areas of focus since our foundation.

Our Orally Dispersible Tablets (ODT) is a leading technology that has been licensed-out worldwide.

Salvat's Multiparticulate platform is a technology platform with the capability of providing a drug delivery toolbox, with "on demand" oral drug release profiles through the digestive tract.

The result of our research in gastroenterology is present in Monolitum® Flas, the leading lansoprazole brand in Spain, Levogastrol and Nutira, an innovative range of products for patients with Lactose intolerance.



## OTOLARYNGOLOGY

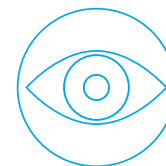
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Salvat is a world leader in the field of otolaryngology.

Our constant innovation has allowed us to lead the Spanish market and to achieve constant growth in other geographies.

Cetraxal®, Otovel®, Tinnitan® and Saletego® are a few of the many specialty brands we've built with an exclusive focus on otolaryngology.

In the US market, OTOVEL® is our flagship prescription product. With a unique formulation and the use of our Blow-Fill-Seal technology, we have achieved long-term IP protection that will allow us to grow for many years to come.



## OPHTHALMOLOGY

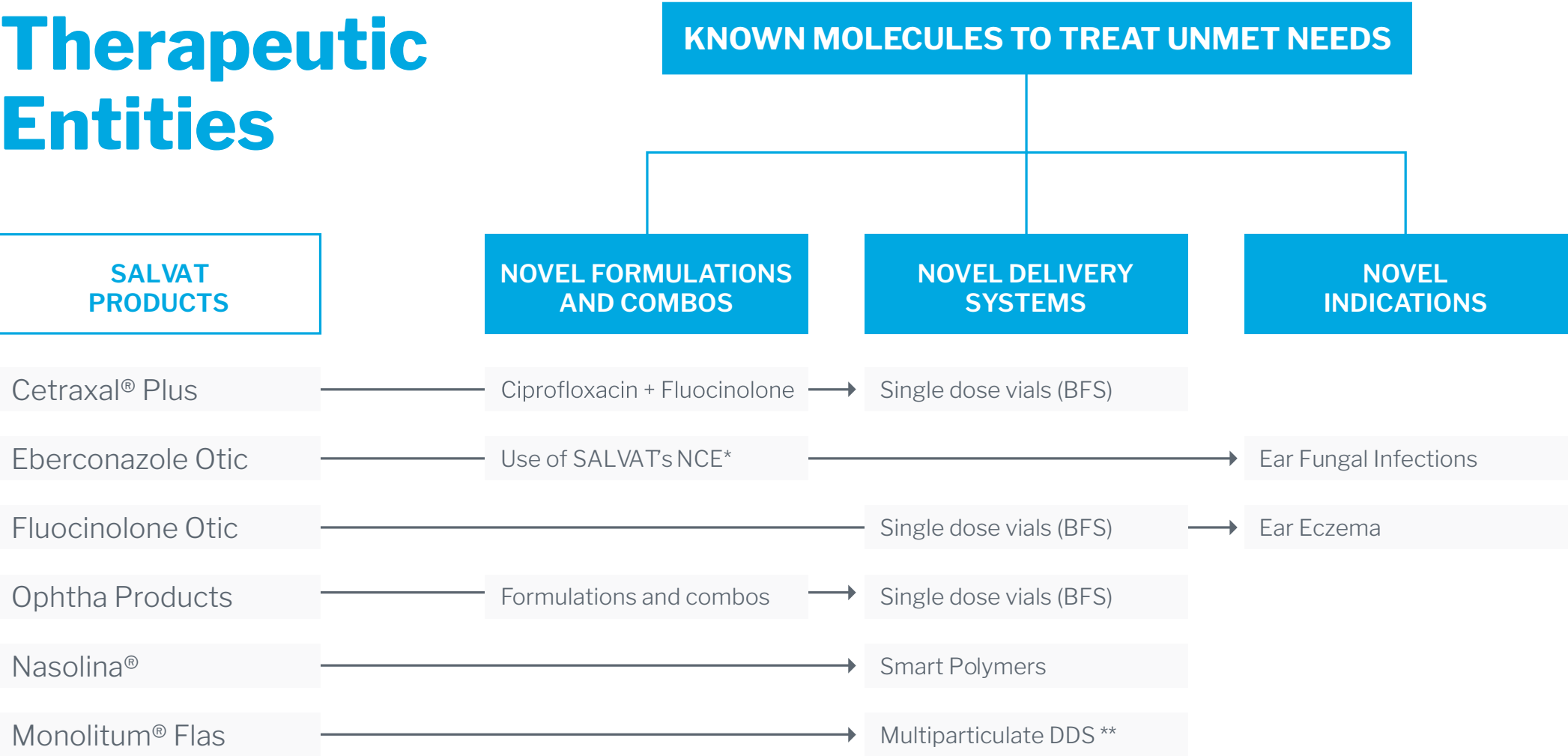
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Taking advantage of our existing technology platforms, in 2010 we ventured into ophthalmology.

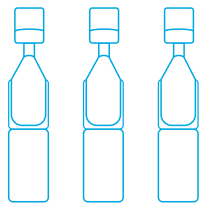
We use Blow-Fill-Seal technology for the development of sterile, preservative free ophthalmic solutions that improve convenience and compliance.

Our ophthalmic products include Tebarat®, Cetraflux®, Ursitan® and the umbrella brand Relive®, that includes food supplements, medical devices and drugs for the treatment of dry eye.

# New Therapeutic Entities



SINGLE DOSE VIALS (BFS)



SALVAT'S TECHNOLOGY PLATFORMS

- Smart Nano-emulsions
- Smart Polymers
- Multiparticulate Drug Delivery Systems

\*NCE: New Chemical Entity \*\*DDS: Drug Delivery System

**“All our products are unique in one way or another. We have rarely acquired developments from third parties in our more than six decades of history. Almost all of our products are developed in-house”**

*Jörg Behrendt, Commercial Director*



# Partnering

## Our entry to the world

The Company's sustainability depends on our ability to develop truly innovative products targeting important unmet needs. Our constant growth wouldn't be possible without a large network of top-tier international partners. They assist us in identifying market needs and they know the key to success in every region.

Thanks to our partners, international sales already represent 40% of our business.

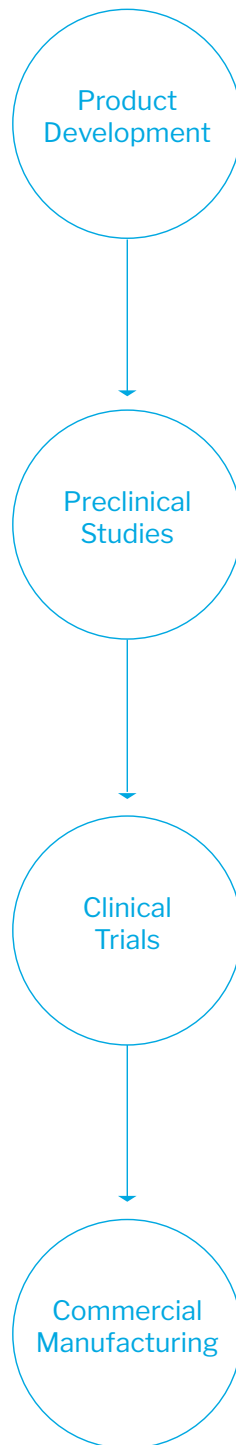
# Contract development

Salvat offers leading contract development services in ophthalmic, otic, nasal and oral formulations for pre-clinical, clinical and registration purposes.

- Pre-Formulation
- Formulation Development
- Analytical Development
- Clinical Supplies (including BFS)

## SALVAT'S PROPRIETARY TECHNOLOGY PLATFORMS

- Ophthalmic and Otic Smart Nano-emulsions
- Nasal Smart Polymers
- Oral Multiparticulate Drug Delivery Systems



# Contract manufacturing

In addition to manufacturing for our own needs, we offer complete contract manufacturing services. Our contract manufacturing services are best suited for companies requiring support with the production of clinical and small commercial batches. As a privately-owned company we can ensure flexibility, adaptability, and operational excellence.

## BLOW-FILL-SEAL TECHNOLOGY EXPERTISE

We have over 10 years of experience in Blow-Fill-Seal technology, developing and manufacturing sterile products.

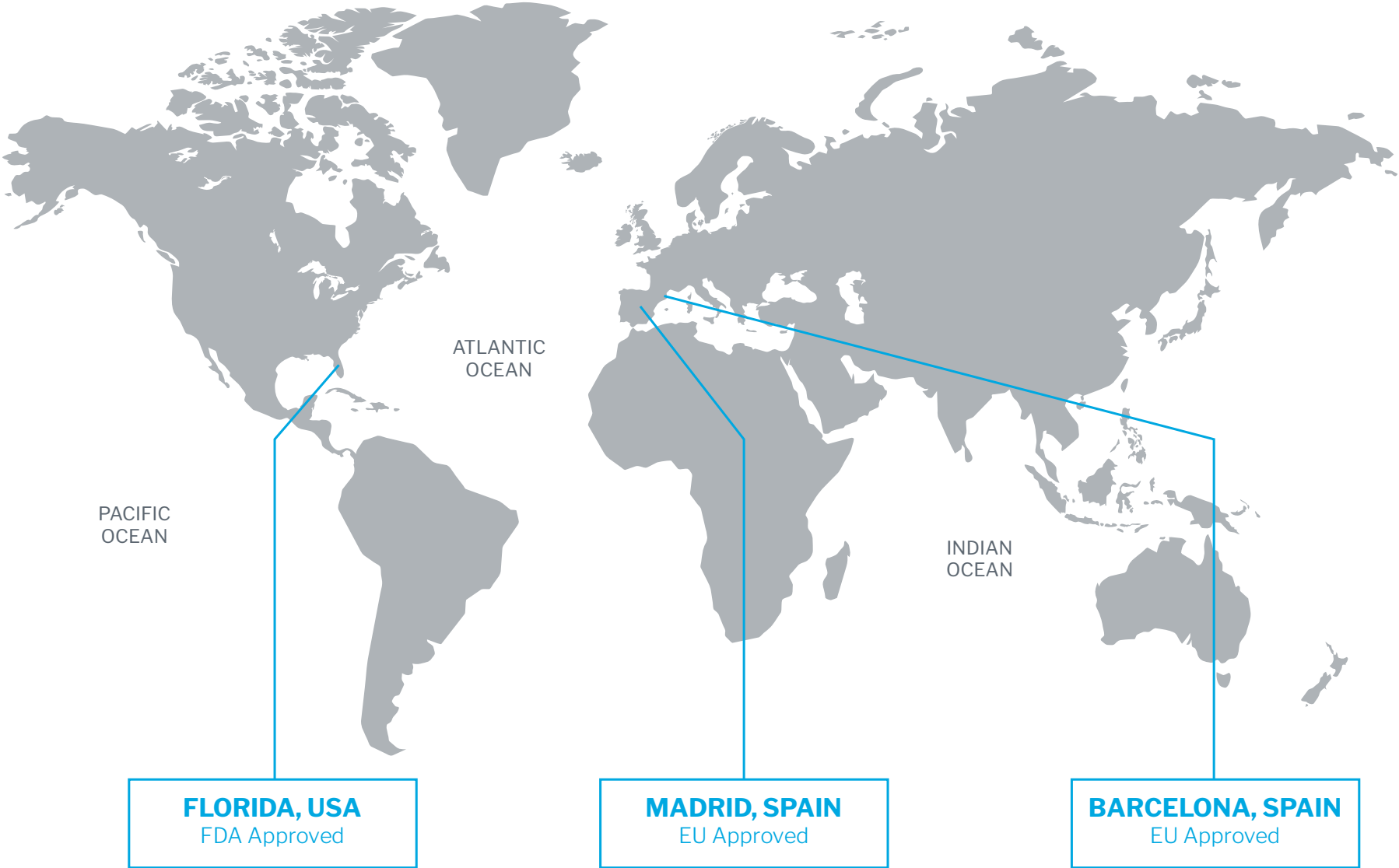
BOTTELPACK® Blow-Fill-Seal is a modern and established technology that allows manufacturing with high sterility levels. A LDPE container is formed, filled with a liquid product and sealed in a continuous process without human intervention. The entire process is in a sterile enclosed area inside a machine.



# Manufacturing

Operational excellence

We own three manufacturing sites. Our two Spanish sites are located in Esplugues de Llobregat (Barcelona) and Alcala de Henares (Madrid). Our US site, in partnership with Unipharma, is located in Tamarac, Florida and is FDA approved. Each of our sites is equipped with the latest technology and complies with GMP regulations.



# Current Partners Selection



**Our commitment isn't only rational; it is also personal and emotional. We have high respect for our values, that are based on ethics and trust”**

*Josep Martinez, Managing Director*





If you are a media professional and wish to receive more information, send us an email at [media@svt.com](mailto:media@svt.com)

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