

EXPERIENCE AND TECHNOLOGY
COMMITTED TO HEALTHCARE



NORMON



A Spanish pharmaceutical laboratory with more than 85 years of history and the most extensive vademecum of generic drugs in the global market.



Index

4	26
6	28
16	30
18	32
20	34
22	36
23	38
24	



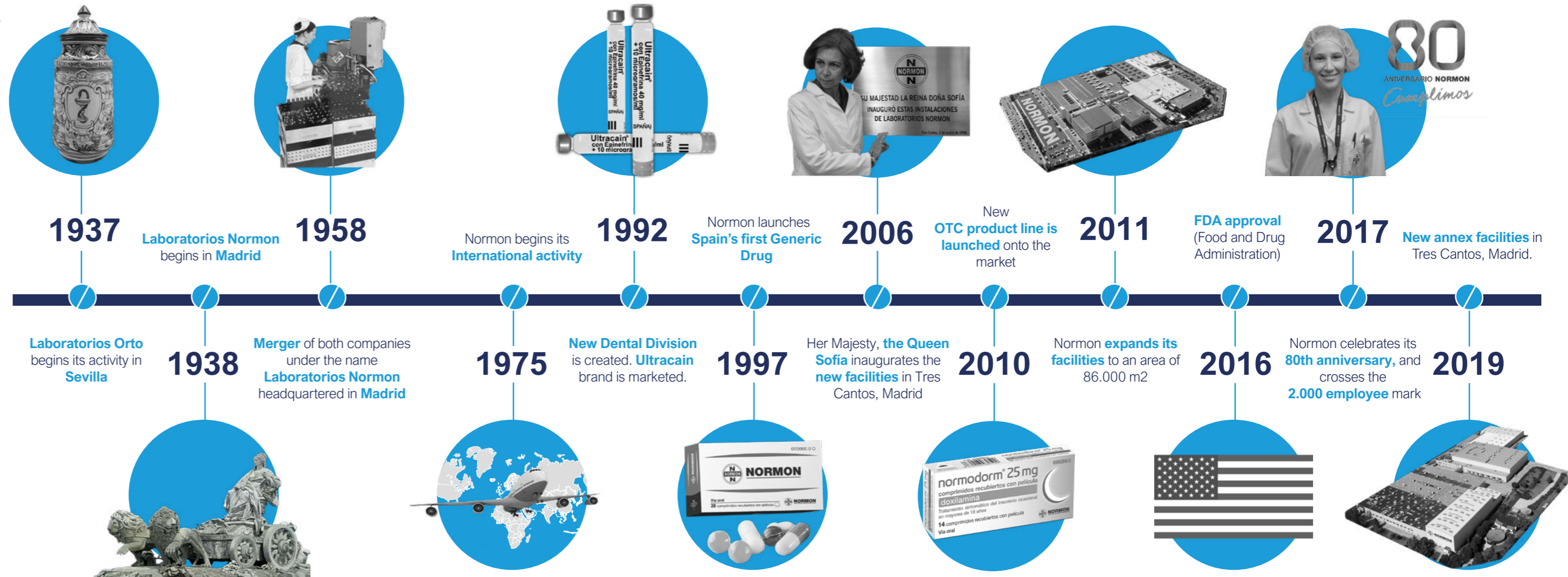
Our vocation for pharmaceuticals

In the late 1930s, two small laboratories were created almost simultaneously: **Orto in Seville (1937)** and **Normon in Madrid (1938)**. In 1958 both companies **merged** under the name of **Normon Laboratories, with headquarters in Madrid**. A new company that grew by leaps and bounds in its sector thanks to continuous development and constant innovation.

At the end of the 90s, **Normon launched onto the market the first Generic Pharmaceutical Specialty Drugs** ('EFG' is the Spanish acronym) to be authorized in Spain (1997), thus consolidating over the years its current **undisputed leadership position in the country's generics market**.

Today, Normon is a major Spanish business group, amongst the **largest and most modern drug manufacturing laboratories** in Europe. Its new premises in Tres Cantos, Madrid, were inaugurated in 2006 by Her Majesty Queen Sofía.

Vocational expertise has been the powerful driving force behind what has become one of **Europe's leading drug manufacturers**. With **more than 85 years of history**, Normon develops, manufactures and sells **drugs of the highest quality**, thanks to innovative business strategies, a constant reinvestment of profits, diversification and internationalization.



Our essence

MISSION

To contribute to **improving people's health and well-being** around the world thanks to **cutting-edge technology** and through innovation, development, production and marketing of **high-quality medicines** at reasonable prices, on a sustainable basis and with marked social and environmental commitment.



VISION

To be a point of **reference within the national and international pharmaceutical industry**. To become a benchmark for combining solid experience, fervent innovation and avantgarde technology used in modern facilities by **skilled experts** who are committed to providing **high quality products** at competitive prices.



VALUES

Normon was created as a **family business** in 1937, and our company values reflect the moral principles and ethical code of conduct ingrained within that same family: **approachability, pride in what we do, and professional commitment to excellence.** Our deep roots from the past are what keep pushing us forward into the future.

 INNOVATION	 EXCELLENCE	 PEOPLE
 TRUST	 CONFIDENCE	 PROXIMITY



VALUES  NORMON

 INNOVATION	 EXCELLENCE	 PEOPLE
 TRUST	 CONFIDENCE	 PROXIMITY

INNOVATION

Innovation seeps from every pore of our company. From automated, **high-precision equipment** and **digitalization**, to **investments in R&D**, **analytical** and decision-making processes, our focus is on being at the forefront of business innovation.



VALUES  NORMON

 INNOVATION	 EXCELLENCE	 PEOPLE
 TRUST	 CONFIDENCE	 PROXIMITY

EXCELLENCE

Our duty is **to be the best that we can be**. With this always in mind, we can **take pride** in relentless efforts to ensure that the right tools and working procedures are in place, whilst creating a **working environment** which encourages healthy, positive interaction with each other inside Normon and with our surroundings outside.





PEOPLE

Our origins as a **family business** keep us acutely aware of how each of us at Normon should look out for our colleagues, our suppliers and our customers. At Normon we do not just want great workers, we want **great human beings**. We seek talented professionals who care about people and about their environment. The happier we make others, the happier we make ourselves.



TRUST

We believe that for a business to be truly successful, **it needs to be built on trust**. At Normon we promote **teamwork, communication** and constructive criticism whilst encouraging critical thinking and the opportunity to **share in decision making** whenever possible. Whether we are interacting within our company, or with our customers or others around us, we are confident that a respectful exchange of ideas, proposals and opinions will benefit everyone concerned.





CONFIDENCE

Confidence is one of the mainstays for our business strategy at Normon. **Responsibility** and the **search for a better future** are key in making decisions that will strengthen that pillar. With confidence, our **staff can feel secure in their day-to-day work** as well as in the long-term future which Normon holds out to them. With confidence, **our customers can be assured of the best guarantees** in terms of quality and service.







PROXIMITY

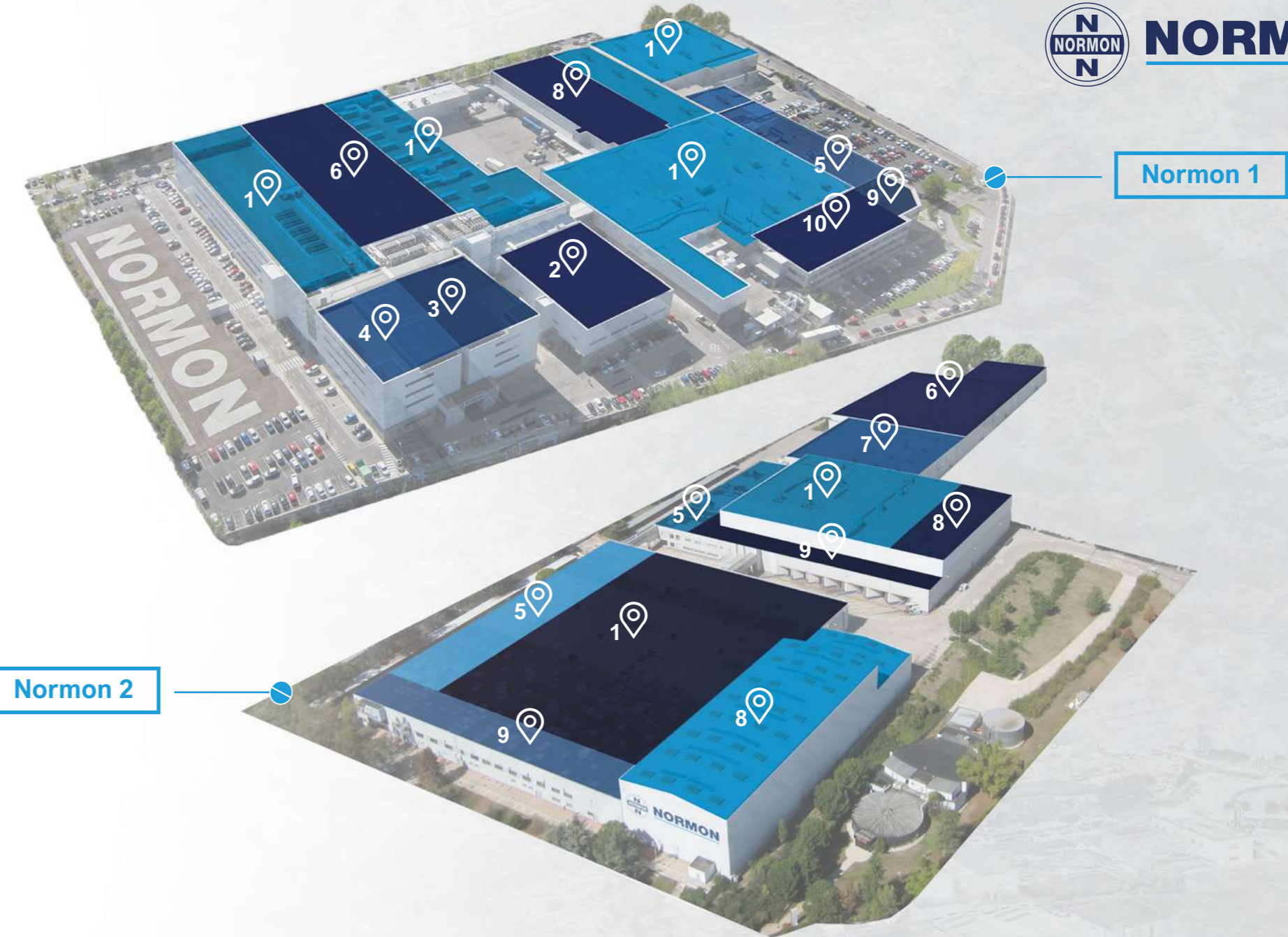
Normon is made up of professionals **who work with passion for excellence**, and that passion needs to be shared with everyone who connects with us. Outside of Normon our focus is on **nurturing customer relationships through a clear client-oriented approach**; within Normon we encourage **free-flowing interdepartmental communication, teamwork** and sense of belonging.



Prominent European manufacturing plant

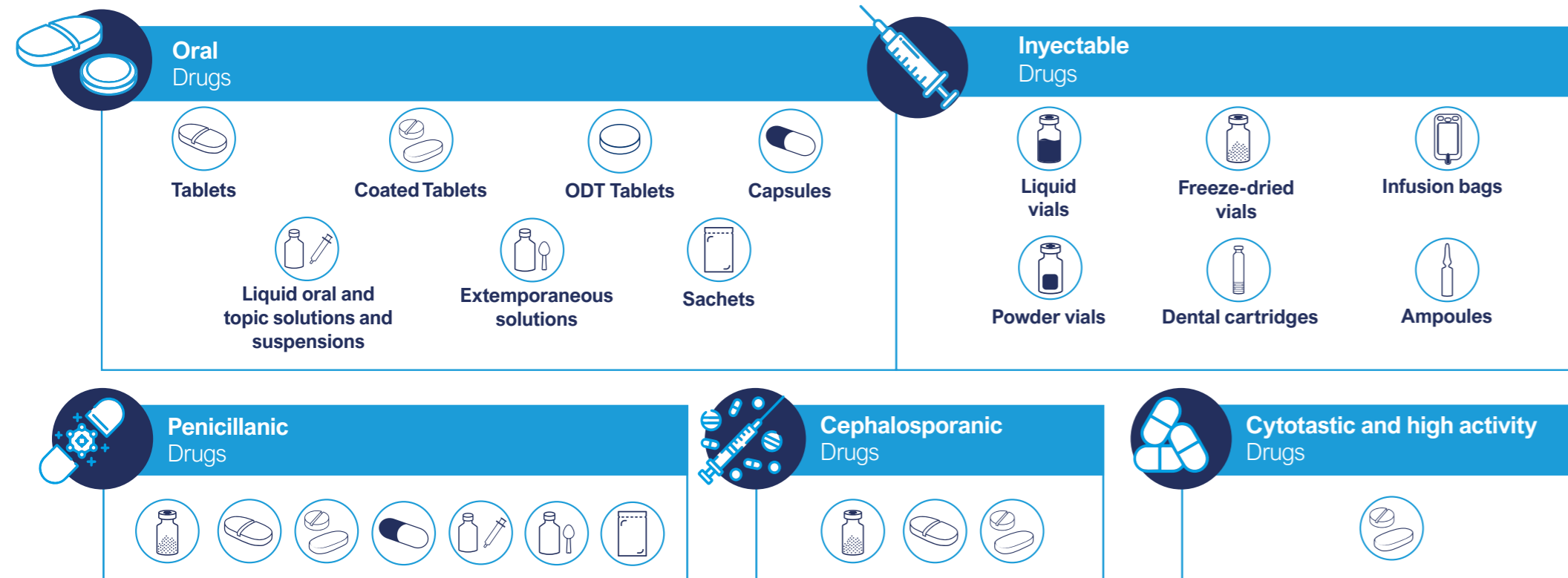
Equipped with the **most advanced technology**, Normon's facilities cover a built surface area of **100,000m²**, of which more than 65,000m² correspond to Normon 1 and more than 47,000m² to Normon 2. Located in Tres Cantos, in the north of Madrid, it is undoubtedly one of the **most modern drug manufacturing laboratories in Europe**.

- | | |
|---|--|
|  1. Manufacture of oral and injectable pharmaceutical products |  6. Automated warehouses |
|  2. Manufacture of penicillanic antibiotics |  7. Order picking and dispatch |
|  3. Manufacture of cephalosporanic antibiotics |  8. Raw materials warehouses |
|  4. Manufacture of cytotoxic & high activity pharmaceutical products |  9. Headquarter office |
|  5. Quality control |  10. R&D&I and headquarter office |



Technological efficiency at the service of health

The manufacturing plant has an **innovative design that is based on modular structures with independent zones within the plant**. This makes it possible to achieve maximum productivity, with great versatility in the manufacture of drugs, both in terms of the quantity of different pharmaceutical forms produced and the variety of presentations made. Our facilities contain **a plant for galenic developments, a quality control laboratory, and four independent manufacturing and control areas**:



Maximum production capacity and quality

The **major investments** made in infrastructure and in **facility upgrades** enable the Normon manufacturing plant to have a high and flexible production capacity that can be extended according to needs.

The new complex that was purchased in 2019 will make it possible to **increase the production of oral and injectable products** and to **extend the warehouses, offices, quality control and R&D laboratories**, and will guarantee manufacturing in the event of contingencies, thanks to the fact that it has two separate centers.



Manufacturing lines



Oral production

11 Granulation equipment (dry + wet)

16 Compression equipment

5 Sachet lines

9

Coating equipment

5

Capsule manufacturing equipment

1

Liquid line oral/topical

1

Suspension filling line (Powder)



Injectable production

2

Dental cartridge filling Lines

4

Filling lines liquid/lyophilized vials

2

Ampoule filling Lines

11

Freeze dryers

2

Powder vial filling lines

1

Infusion bag filling line

10

Injectables reviewers

Conditioning

41 Packaging lines



Automated warehouse

43.000 Pallets



The value of a great team

Throughout all its years of experience in the pharmaceutical sector, Normon's growth has been constant thanks to the **professionalism and effort of its qualified human team**. The company now has a workforce of more than **2,600 workers** who represent one of the **basic pillars of its exceptional development and growth**.

The Normon team is one of our company's greatest assets. Our highly qualified staff receive regular specialized refresher courses and use innovative technology with well established guidelines to ensure that each department complies with high standard requirements.



The value of R+D+I

Both research and our innovative commitment constitute **Normon's business strategy** basis, allowing it to offer products and services that meet the highest expectations of users and society in general.

The company reinforces its constant search for innovation thanks to its ongoing relationship with institutions such as the Higher Council for Scientific Research (CSIC), Hospitals and Universities from where it draws up numerous development plans. Our scientific profile and innovation in the 90s led Normon to **become** the first **Spanish** company **to make a high-stakes commitment to invest in its vision for generic medicines**.

Since then, it has **led the Spanish generic drug market, both in bioequivalence studies carried out and in the number of active ingredients developed**. Normon has an Industrial Property R&D Department, providing the company with the secure market placement of its new pharmaceutical specialities.

Normon has the **certification of Good Laboratory Practices, GLP**, in accordance with Directive 2004/9/CE, applicable to the development of new products and the certification of **Good Manufacturing Practices (GMP/BPF)**.



The value of quality

The Quality Assurance Department is another crucial pillar. It carefully monitors and ensures the quality of our products **throughout the production process**, from the purchase of raw materials to their packaging and shipment.

It ensures quality by **controlling each drug manufacturing phase**, employing highly qualified professionals, and applying the most advanced work resources.

Normon has obtained the **ISO 9001 Quality Management and ISO 14001 Environmental Management Certificates** for its design, manufacture and distribution of pharmaceutical products. Normon accredits the quality, safety and reliability of its pharmaceutical products with the **ISO 9001:2008 seal**. This accreditation is an acknowledgement of its efforts and determination to satisfy the needs and expectations of its customers and professionals, as well as its firm and decisive commitment to planning, control and continuous improvement in its quality management.

Furthermore, **ISO 14001:2004** certifies Normon's responsibility in **implementing and maintaining an adequate environmental management system** aimed at correctly monitoring the environmental impact of its activities and actions in the design, manufacture and distribution of its pharmaceutical products. It also has the ISO 13485:2003 certification for the production, sale and distribution of medical devices.



FDA approval

In 2016, the **U.S. FDA (Food and Drug Administration)** granted Normon authorization to manufacture sterile liquid vials in its facilities in Spain for use in the USA.



Our commitment to society

Normon is a company that has been **committed to the society it has served** since its origins. The preparation of **high-quality drugs at accessible prices**, its solidarity with those most in need and care for the environment are the company's primary objectives.

Acts of solidarity

Normon signed an agreement with the Queen Sofia Foundation more than 15 years ago, through which it channels its **humanitarian aid by supplying first-line drugs free-of-charge** to those who need them most, mainly in Spain and in Central America and the Caribbean.

It also collaborates with other charities such as the Juan XXIII Foundation (since 2005), which is dedicated to **integrating people with intellectual disabilities into the workplace and society in general**; with the Numen Foundation (since 2011), which is dedicated to people affected by cerebral palsy and neurological damage; with the Acoger y Compartir (Welcome and Share) Association, a non-profit organization that carries out **development projects in the most disadvantaged countries**, and with Infancia Solidaria (Solidarity for Children), an NGO focused on **helping the youngest members of society**.



Commitment to the environment

Normon has an **Integrated Quality and Environmental Management System** in place. (ISO 14001 Environmental Management Certificate)

Permanent controls ensure constant compliance with environmental legislation and regulations. Normon promotes environmentally friendly behavior among its workers and prevents and reduces pollution in order to minimize any potential environmental impact.










An example of this would be our manufacturing plant, which has a sophisticated **water recycling system in place that enables more than 24,000 liters of water to be reused every day**.



Pioneers in launching generic drugs

Normon Laboratories began to develop **Generic Drugs** in 1990. Seven years later, it became the **first laboratory to market the first three generic drugs ever authorized in Spain.**

Today, Normon is the **leading pharmaceutical company in the production of generic drugs** and has the **most extensive vademecum** in the Spanish pharmaceutical market, no less than **225 active ingredients** sold in more than **1,000 presentations.** We are present in the most important therapeutic areas of the market, such as:

-  **Alimentary Canal and Metabolism**
-  **Blood and Blood-Forming Organs**
-  **Cardiovascular System**
-  **Genitourinary System**
-  **Systemic Hormonal Preparations**
-  **Anti-infective Drugs**
-  **Antineoplastic Drugs and Immunomodulators**
-  **Musculoskeletal System**
-  **Nervous System**
-  **Respiratory System**



Leaders in the Spanish hospital market



Normon's Hospitals division is present in practically **every clinic and hospital in Spain**. We currently offer the **widest range of oral and parenteral products** in these healthcare centers. Normon was **a pioneer** in adapting its drugs to hospital use by manufacturing its products in **unit doses**, thus facilitating the work of healthcare professionals in the hospital environment.

Today, it has consolidated its **leadership position in the Spanish market, supplying more than 18.7%** of the total number of doses for the hospital market in our country. (Source: IMS data).



More than 40 years of experience in international business



At Normon, we started **marketing our products outside Spain more than 40 years ago**. Our international division is essential for the company's long-term growth and sustainability.

Our products are manufactured at our Madrid plant under the strictest standards of quality, safety and efficiency. As well as these facilities, we have offices in Lisbon, from where we centralize part of our international activity.

From the outset, we have always invested in the most modern technology. We invest heavily in order to meet the new productive capacity challenges facing the pharmaceutical industry.

We have **agreements with more than 85 countries on 5 continents**. Our commercial activity currently extends to the United States, Europe, GCC, Australia and Mexico, among other markets. That is why our plant is regularly subjected to the relevant inspections imposed by each country or region (e.g. GMP, FDA, etc.), which successfully certify that we can continue to supply these territories thanks to our excellent facilities and exhaustive procedures. Our international business focuses on the following business models:

- 1. Internationalization of proprietary NORMON[®] products.**
- 2. Licensing and supply agreements with leading companies in their respective markets.**
- 3. Contract manufacturing.**

To achieve our expansion goals, it is essential that we continue to enjoy the **commitment and support of our subsidiaries and all our global and local partners**.

Each day, we continue to consolidate our internationalization project, seeking and securing new markets and collaborators for our different business models



More than 150 references available to dentists

Normon's Dental Division was set up in 1992 when we started to manufacture and market **Ultracain®, the most prestigious anesthetic** in the field of dentistry. Today, with a complete line of dental anesthetics, Normon is **the leader in this sector**, with a **market share of more than 52%**.

(Source: Keystone)

The **manufacture of these specialties in cartridges (cylindrical vials)** requires facilities with cutting-edge technology that have recently been extended to increase production and respond to a growing demand from abroad, where Normon has a strong presence.

In addition to anesthetics and prescription specialties (primarily antibiotics, analgesics and anti-inflammatories), Normon makes a **wide range of top-quality products** available to dental professionals.



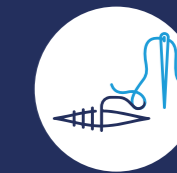
Dental anaesthetics



Impression materials



Dental whitening



Sutures



Luting cements and posts



Needles and syringes



Disinfection



Restorative materials



Biomaterials



Oral health



Committed to people's wellbeing

Self-care has become more important than ever to modern day society. It allows people to enjoy a good quality of life, acquire healthy habits and prevent disease. Today, **the general public at large is more aware of the benefits of a healthy lifestyle.**

Normon works to **promote responsible self-care** by offering a **wide range of OTC products.** For Normon, **healthcare professionals play a key role** in providing information and the best solutions in an accessible manner, advising on how to use them responsibly. Present in different OTC categories, Normon has an extensive portfolio with **more than 100 references.**



Winter diseases



Pain



Nasal and otic care



Erectile dysfunction



Sleep



Digestive



Hair



Vision



First-aid kit



Energy and well-being



Oral health

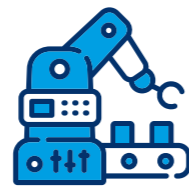


Normon in figures



223

million of **units produced**



3.512

million of **manufactured doses**



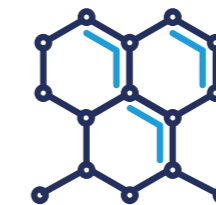
225

active ingredients



+1.000

different **sku** in ESP



15-18

new molecules developed per year



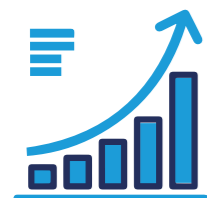
+100.000m²

facilities*



+2.600

professionals



331

million € sales **(2021)**



16,5%

Spain **retail MS**



52,1%

dental anaesthetic
Spain MS



18,7%

Spain **hospital MS**



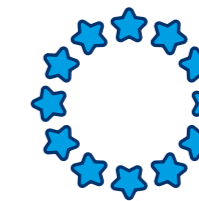
+100

OTC skus



+85

countries where we **market**



EU

GMP



US

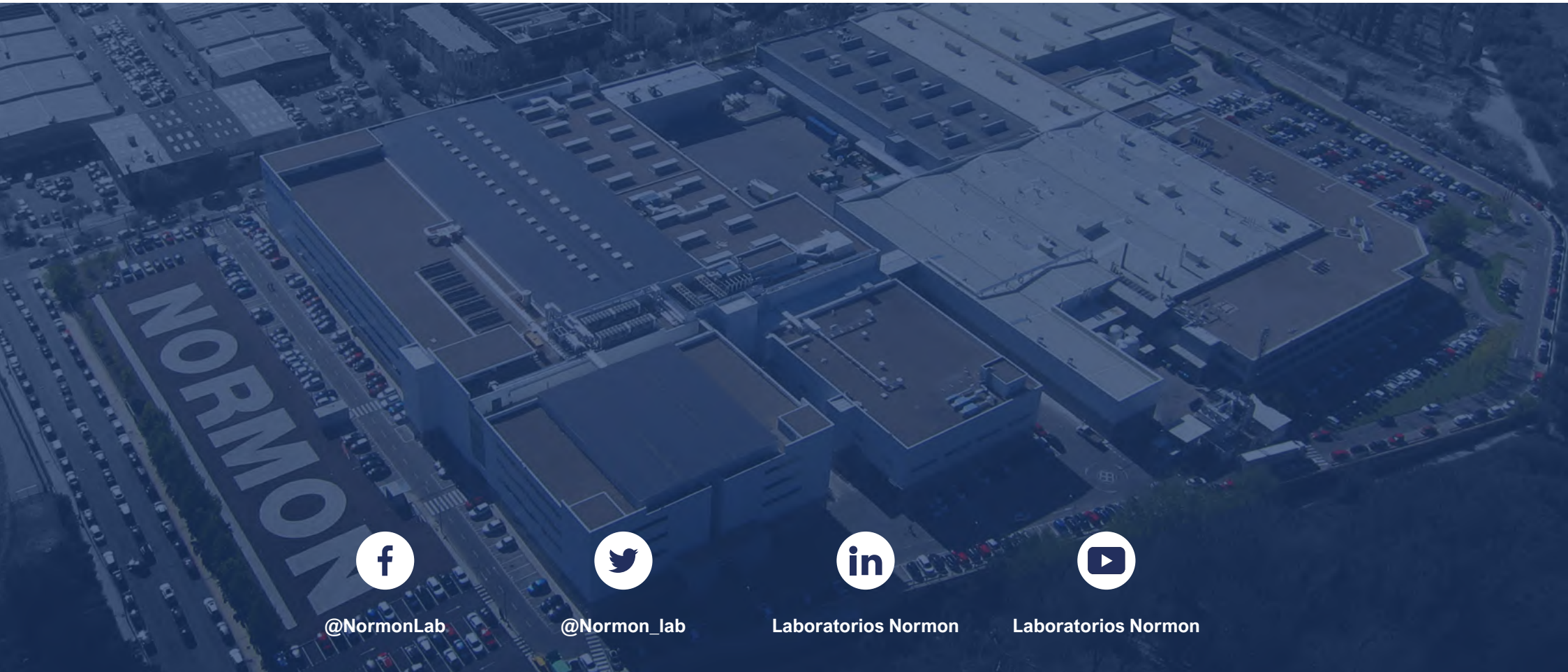
FDA



Laboratorios NORMON, S.A.
Ronda de Valdecarrizo, 6
28760 Tres Cantos, Madrid, España
www.normon.es



NORMON



@NormonLab



@Normon_lab



Laboratorios Normon



Laboratorios Normon