

MENARINI GROUP



Founded
135+
years ago in Italy



140+
countries



17,000+
employees



580+
million products
produced annually



Manufacturing plants:
USA (x1), Central America (x1), Ireland (x1), Spain (x1),
Germany (x 3), Italy (x6), Turkey (x1), Russia (x1), Indonesia (x1)

R&D centres:
USA (x1), Spain (x1), Germany (x1), Italy (x2), Singapore(x1)

MENARINI ASIA-PACIFIC

Founded

10+
years ago

3,500+
employees

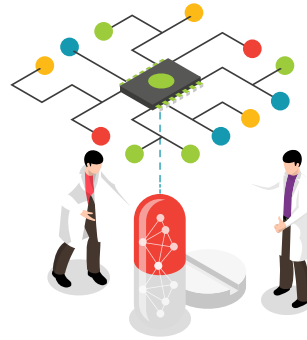
13
markets



OUR PARTNERS



OUR UNIQUE VALUE PROPOSITION



350
Brands across
10
Therapeutic areas

KEY THERAPEUTIC AREAS



Aesthetics



**Allergy/
Respiratory**



Anti-infectives



Cardio-metabolic



Consumer Health



Dermatology



Gastroenterology



Men's Healthcare



**Oncology/
Specialty Care**



Pain Management

CORE COMPETENCIES



Clinical Operations

- Experience in Phase I to III clinical trial management across different therapeutic areas
- Experience in managing local bridging studies for registrations in India, China, Korea and Taiwan
- Good partnerships with established ICH and GCP recognised CROs



Regulatory Affairs

- Extensive experience across 21 markets
- Successful market access through new registrations in pharma, device, cosmetics and supplement products
- Life cycle management of existing licenses
- In-country local regulatory teams
- Strong track record managing registrations in the dynamic APAC regulatory



Quality Affairs

- Strong QMS systems in place – GDP/MPDS and ISO 13485
- Regular audits of distribution partners
- Strong commercial QA support of supply chain and logistics



Medical Affairs

- Well-managed Pharmaco – Vigilance systems and processes
- Oversight on promotional material approvals
- Commercial team product training
- Management of medical information and customer queries
- Medical publications management



Commercialisation

- 2,200+ sales force
- Market Intelligence
- Evidence Based Medical Marketing
- Marketing Excellence and Launch Readiness
- Alliance Management
- Supply Chain / Logistics