

ALFASIGMA 

Leveraging Branding and CDMO expertise



Alfasigma at a glance

 **2nd largest**

ITALIAN COMPANY IN THE
ITALIAN RETAIL MARKET



A PRODUCTION NETWORK
CONSISTING OF

6 Facilities

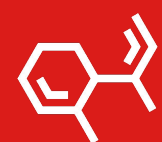
4 IN ITALY, 1 SPAIN, 1 US AND 2
PRESTIGIOUS RESEARCH CENTERS.



A PRESENCE IN

100+ Countries

THROUGH DIRECT SUBSIDIARIES
AND TOP DISTRIBUTORS



**5 Proprietary
Molecules**

Rifaximin, Sulodexide, Carnitine,
L-methylfolate, Parnaparin



A TOTAL WORKFORCE OF

~4,000



REVENUE AT


1.9 Bn€

+37% vs 2023 RESULTS

Capabilities




LYOPHILIZED PRODUCTS*


 Ampoules Manufacturing and Packaging


 Vials Manufacturing and Packaging

STERILE POWDERS

 Sterile Powder Vials filling and packaging


STERILE LIQUIDS*

 Small Volume Liquids Ampoules Manufacturing and Packaging (Terminally Sterilized & Aseptic Process)


 Small Volume Liquids Vials


ORAL SOLIDS


 Tablets * (incl. film coated) and Capsules

 Sachets

SEMI-SOLID DOSAGES AND NON-STERILE LIQUIDS

 Soft Gels

 Suppositories

 Syrups

SHREVEPORT

NUTRACEUTICAL & MEDICAL

ORAL SOLIDS

 Tablets * (incl. film coated)

 Granules in Sachets

SEMI-SOLID DOSAGES AND NON-STERILE LIQUIDS

 Creams & Gels

 Enemas

 Emulsions

 Suspensions *

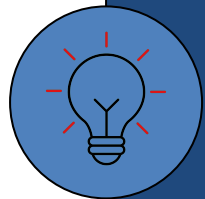
PRESSURIZED

Who we are

Morpho is a **dynamic, full-service CDMO** with a **robust heritage and a clear vision for the future**. With a network of state-of-the-art facilities in Europe—**specialized in complex pharmaceutical formulations**—and in the United States—focused on nutraceutical production—Morpho guarantees high standards of quality and reliability at every stage.

Morpho's capabilities span a wide range of pharmaceutical forms—including sterile injectables, vaccines, oral solids, semi-solids, and more—supported by **advanced formulation research, clinical batch preparation, and process validation services**.

Morpho delivers **end-to-end pharmaceutical and nutraceutical solutions**, tailored to the specific needs of partners worldwide.



Just as *Morpho* in **Ancient Greek** refers to shape and transformation, our CDMO is specialized in transforming raw materials into high quality Pharmaceutical products through innovative, precise, and flexible processes.

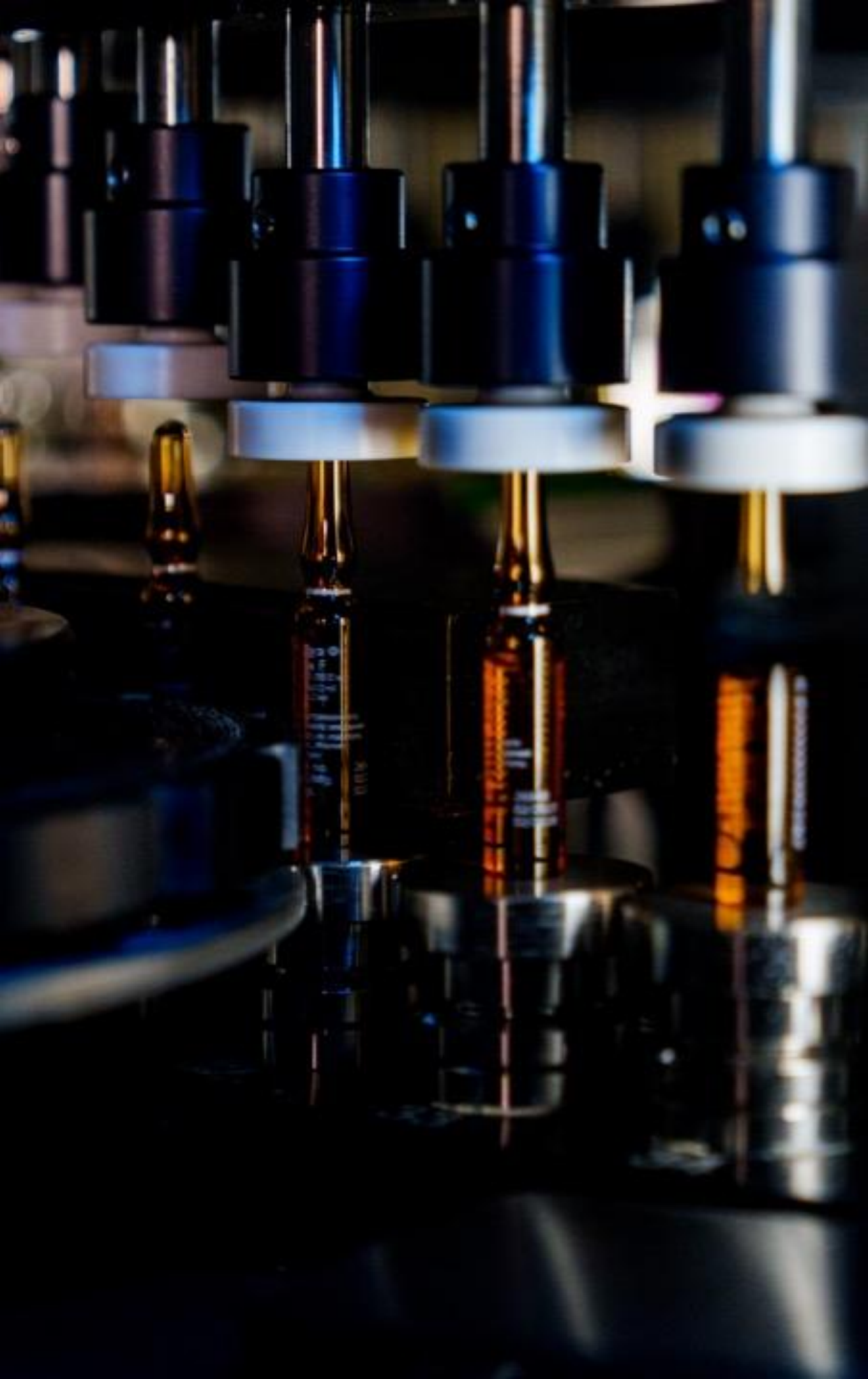
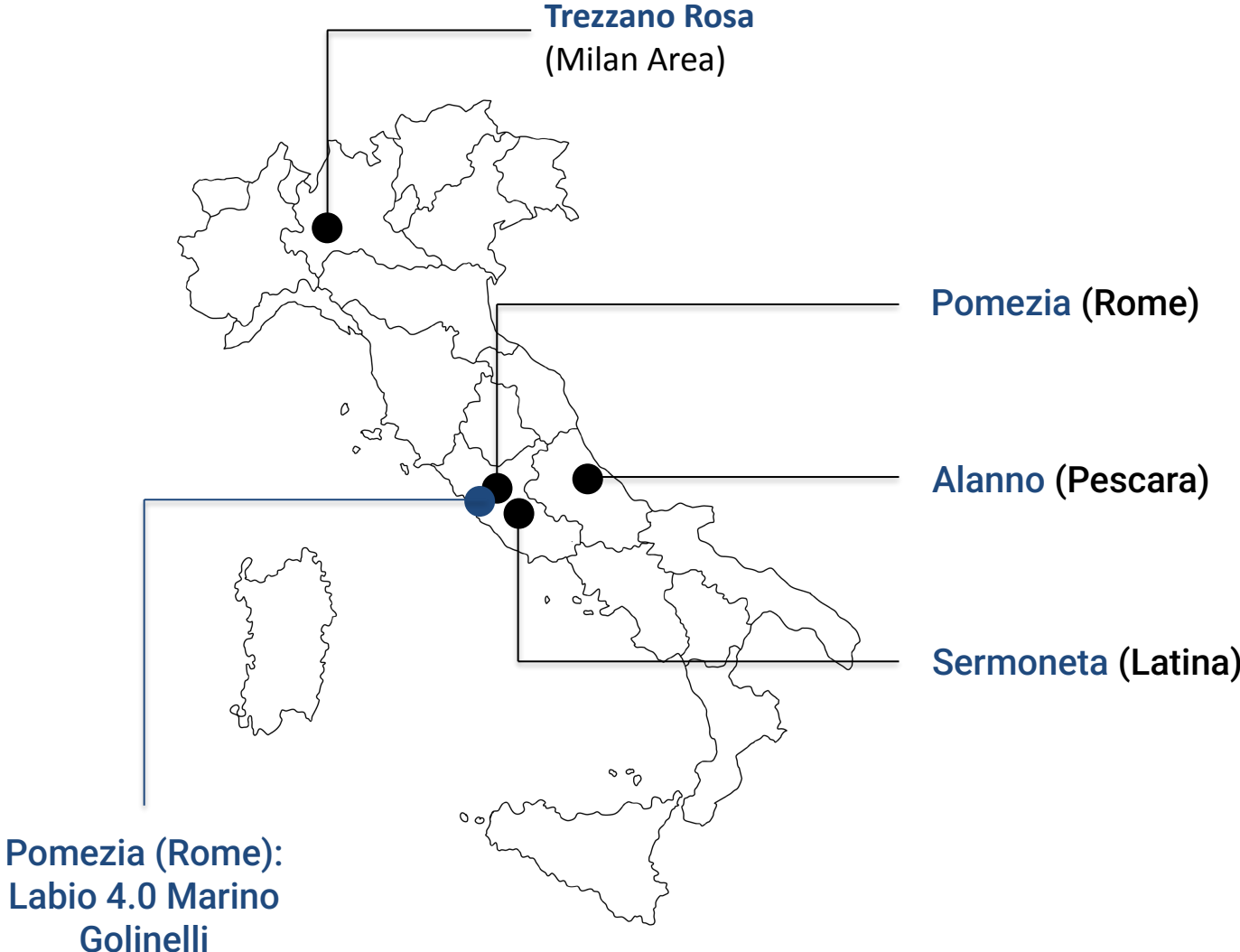


Strategic Milestones and Expansion



Our Network

Morpho's development and manufacturing network offers specialized capabilities to meet a wide range of pharmaceutical needs, with strategic locations across **Europe** and the **USA**.



Morpho 4 pillars for customers success



Customer-centric approach

Morpho adopts a **customer-centric approach**, managing third-party production with the **same care** and **high standards** applied to Alfasigma's own branded products.



Integrated tech approach

It is characterized by an **integrated approach** combining both **development and manufacturing capabilities**, ensuring **flexibility, efficiency**, and **innovation** throughout the entire pharmaceutical value chain.



Tailored high quality services

This comprehensive model allows Morpho to support customers **from formulation development to the production of commercial batches**, for almost all pharmaceutical forms, providing tailored, high-quality services that meet specific client needs.

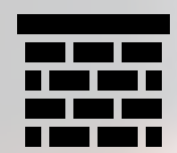


Firewall and IP Segregation

Morpho employs a pragmatic **IP & Know How segregation approach** to ensure maximum protection of client data, via constitution of "Chinese walls".

More-for-you is our brand promise, firmly rooted in building lasting relationships with companies that share our dedication to innovation and quality.

Strive for Efficiency



Segregation

Chinese walls are secured to **ensure full segregation** between CDMO customers and across CDMO and captive business...



Synergetic approach

...however, it's our belief to **leverage synergies** as much as possible to share “gains” with all our customers, both internal and external...



Innovation

...with innovation being one of these, covering **materials, process technologies and manufacturing expertise**

Comprehensive set of KPIs to monitor risks



ESG | SUSTAINABILITY

The risk associated with misconduct of the Supplier with reference to Environment, Social and Governance. (Overall Score)

2021

ESG RISK LEVEL

ESG RISK SCORE: 80

THEMES SUMMARY

- ENVIRONMENT: 5
- BUSINESS BEHAVIOUR: 25
- HUMAN RESOURCES: 19
- HUMAN RIGHTS: 17
- CORPORATE GOVERNANCE: 31
- COMMUNITY INVOLVEMENT: 12

ENVIRONMENT

- Respect for the environment: 37
- Environmental strategy and eco-design: 8
- Pollution prevention and control (soil, accident): 20
- Development of green products and services: 8
- Protection of biodiversity: 8

BUSINESS BEHAVIOUR

- Relations with customer: 27
- Product safety (process and use): 15
- Information to customers: 25
- Responsible customer relations: 13
- Supply chain: 13

CYBERSECURITY

Risks related to cybersecurity threats and vulnerabilities that can disrupt or compromise the Supplier Operations.

CYBERSECURITY RISK RATING

CYBERSECURITY RISK SCORE: 730

CYBERSECURITY RISK SCORE: 5

BvD CYBERSECURITY RATING: Intermediate

COMPROMISED SYSTEMS

- Botnet Infections: A
- Spam Propagation: A
- Malware Servers: A
- Unsolicited Com...: A
- Potentially Explo...: A

FINANCIAL STABILITY

Risks related to financial factors that can impact the Supplier.

2022

FINANCIAL STABILITY SCORE

PROBABILITY OF DEFAULT TREND: 1.48%

ON TIME IN FULL

The KPIs are calculated on closed purchase order items. The dates in each time axis represent the last entry date for each order item.

OTIF % with target threshold: 39%

ESG | SUSTAINABILITY: 4

FINANCIAL STABILITY: AA

BvD RATING: Balanced Company

ON TIME IN FULL

The KPIs are calculated on closed purchase order items. The dates in each time axis represent the last entry date for each order item.

OTIF % with target threshold: 39%

OTIF PO line items

In Full PO line items

On Time PO line items

PO items over/under lead time

MONTH BY MONTH ANALYSIS

OTIF %

In Full %

On Time %

On Time PO items over/under lead time%

CUMULATIVE MONTHLY ANALYSIS

OTIF PO line items cumulative trend

OTIF cumulative %

In Full PO line items cumulative trend

In Full cumulative %

On Time PO line items cumulative trend

On Time cumulative %

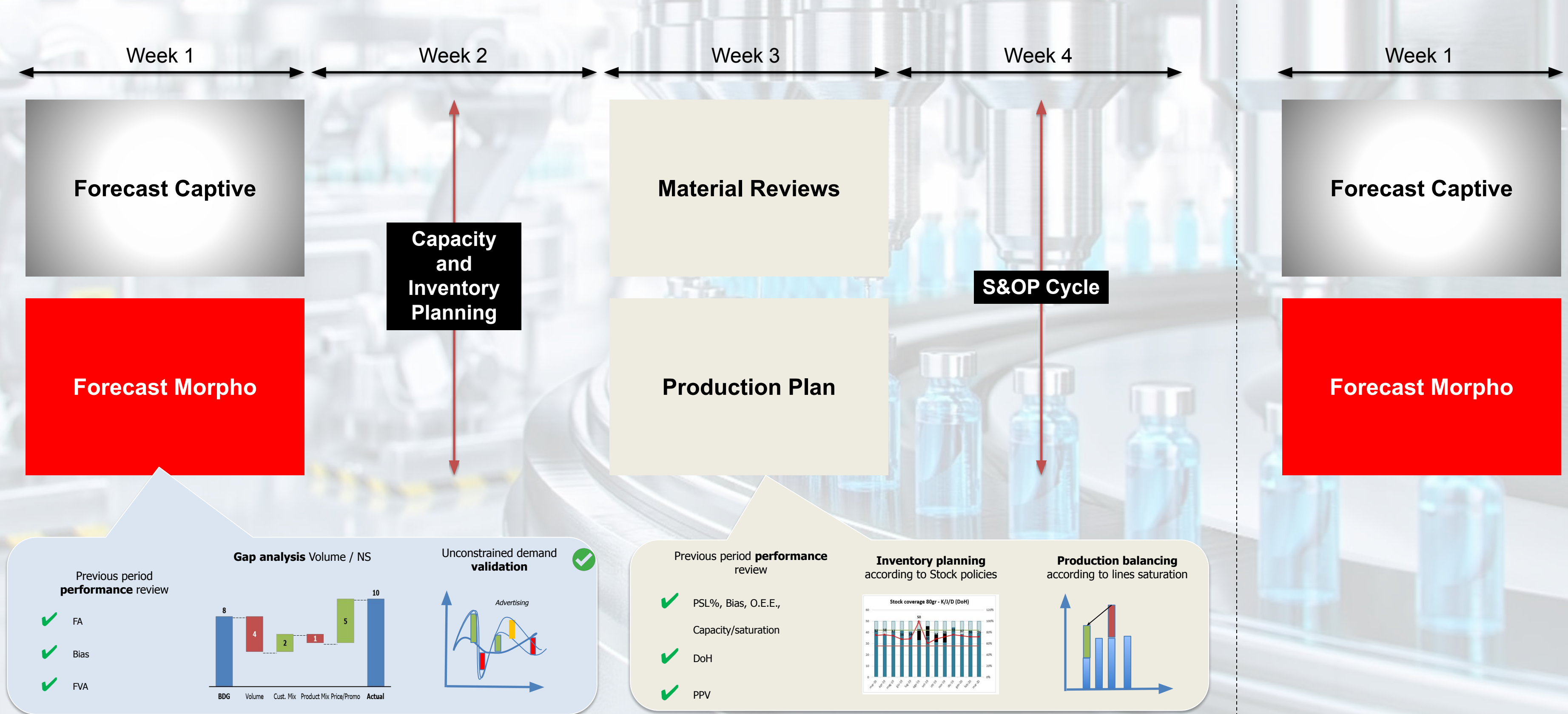
PO items over/under lead time cumulative

On Time PO items cumulative %

Summary Metrics:

- Total number of purchase orders: 2,004
- Total purchase order items: 4,191
- Total number of In Full PO items: 3,177
- In Full compliance rate: 76%
- Total number of On Time PO items: 2,225
- On Time compliance rate: 53%
- Total number of OTIF PO items: 1,629
- OTIF compliance rate: 39%

Fully integrated S&OP cycles



Challenges and opportunities ahead

- 1 Commodity Volatility Price**
- 2 Full control of strategic tiers**
- 3 Onshoring**
- 4 Competitive increase of nearby sources**
- 5 Lean and Continuous Improvement**

Securing business to all customers

Uncompromised.

- **Captive and CDMO business are customers** for our S&OP and sites
- **Specific set of KPIs** help steer captive and CDMO business
- **Technology investments are shared** across captive and CDMO and both parties can benefit out of it
- **Specific CDMO investments are possible** without involvement and utilization on captive

MAXIMIZATION.

- **Scheduling and production are optimized**, and capacity allocation is distributed to serve all requests and maximize output
- Optimization and **maximization of “buy”** activities leverage aggregated volumes – **benefits are shared across**
- **Continuous improvement** through **structured operational excellence** is set to deliver benefits across all business

IMPACT.

- **SERVICE LEVEL: A+**
- **Time to Market**
- **Quality Delivered**
- **OTIF**

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