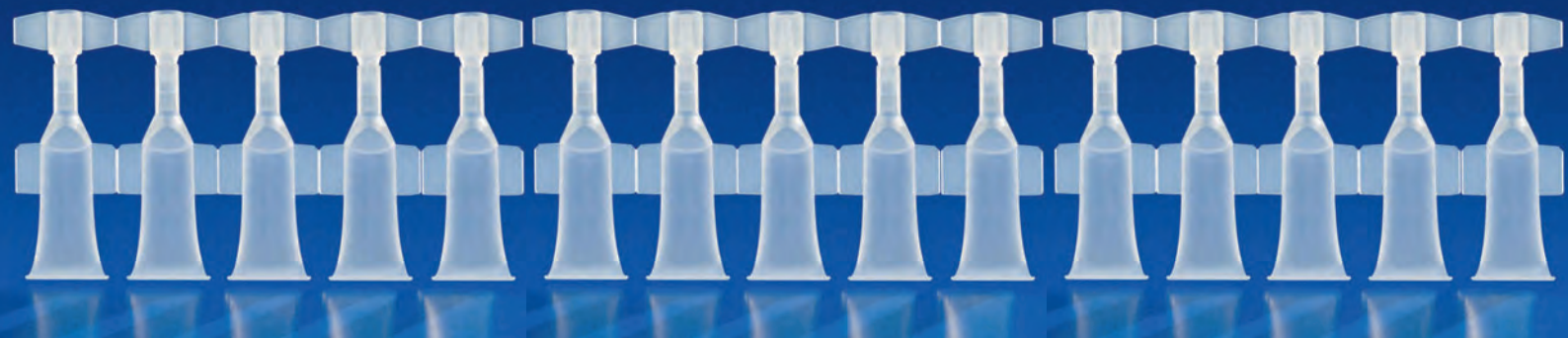


TUSCANY FOR OPTICS: FROM GALILEO'S TELESCOPE TO OPHTHALMOLOGY'S INNOVATIONS

FARMIGEA IS A PHARMACEUTICAL COMPANY THAT OVERSEES AND MANAGES THE MANUFACTURE OF ITS PRODUCTS FROM RESEARCH AND DEVELOPMENT TO PRODUCTION TO THE DISTRIBUTION OF ITS PRODUCTS TO ITS FINAL CUSTOMERS. FARMIGEA SPECIALIZES IN OPHTHALMIC PRODUCTS AND IN ITS NEAR 50 YEARS HAS BECOME THE SECOND LARGEST ITALIAN COMPANY PRESENT IN THE ITALIAN OPHTHALMIC MARKET. THE FIRM IS ALSO PRESENT IN MANY COUNTRIES WORLDWIDE: A DYNAMIC AND INNOVATIVE FIRM, FARMIGEA IS POISED FOR CONSIDERABLE GROWTH IN THE COMING YEARS.



Interview to Giuseppe Zalum

1. FARMIGEA IS ONE OF THE MOST ACTIVE ITALIAN REALITIES IN BIOMEDICAL RESEARCH, IN PARTICULAR, WE COULD DEFINE IT AS A LEADER COMPANY IN THE OPHTHALMIC SECTOR. IS IT POSSIBLE TO HAVE SOME FIGURES AND DATA OUTLINING ITS ROLE?

Being leader in Ophthalmology, for Farmigea means to be the second productive Italian reality in the national ophthalmic sector with a growth rate of the 18% in the last year and to prove to be an important manufacturer on commission at international level, with an yearly production of more than 100 million of single-dose eye drops.

2. WHAT ARE THE MOST INNOVATIVE PROJECTS AND PRODUCTS, THE ONES THAT MARK THE PRESENT DEVELOPMENT PHASE OF THE COMPANY?

The research and development of Farmigea can boast several patents in the artificial tears sector. In particular, our TSP® molecule (a molecule of natural extraction, entirely developed in Farmigea that can be considered as the last generation of artificial tears) is highly innovative both as a lachrymal substitute and as a spreading substance for other molecules, not only in the ophthalmologic sector.

3. IS FARMIGEA ACTIVE ON THE FOREIGN MARKET TOO? WITH WHICH LOGIC AND STRATEGIES?

To this day almost the 50% of our production is addressed to foreign markets. The development lines are mainly two, a direct presence with the Farmigea trademark in some strategic

countries and an indirect presence with our on commission products in the remaining countries.

4. WHICH ARE THE MOST FAVOURABLE FOREIGN MARKETS? WHICH ARE THE TOP PRODUCTS?

Our artificial tears are, at this point of time, present in all European countries and in the main global markets. With Europe, we mean the main EU markets, that is, Spain, Germany, France and the UK. The other major markets in the world where our products are present are Canada, Russia and Australia.

5. IS IT POSSIBLE TO HAVE AN IDENTIKIT OF YOUR FOREIGN CLIENTS?

We do not have a well defined profile of our foreign commercial partners, I would say that a strong point is our ability to interact both with big multinational companies and with small and medium, commercial and supply enterprises.

6. FINALLY, IS IT POSSIBLE TO DISCLOSE WHAT COULD THE DEVELOPMENT STRATEGIES BE IN THE FUTURE? WHAT IS THE FRONTIER, THE HORIZON YOU ARE LOOKING AT?

Our future strategies can be resumed in three concepts: diversification for strengthening our presence on the national market, internationalization with the consolidation of foreign activities and innovation for a production that would be always in the forefront and under cover from competitors in an increasingly globalized world.

