

To sustain the leadership in the Turkish pharmaceutical industry



Market Share 2018



international markets

To expand in

Exportation to more than

countries as of the end of 2018

19%

Increase rate of net sales in international markets in 2018 compared to 2016



To protect the reputation of strong brand

Achievement of an above average

score compared to the sectoral

average in the general reputation index of the Corporate Image and

Reputation Survey that was

concluded in 2016

To invest with an innovative approach

In 2017, the foundations of the Sterile Ophthalmology and Sterile Inhalation Production Facility, and of the Hormone Production Facility were laid.

In 2018, AbdiBio, Turkey's largest biotechnological production facility, was inaugurated.

In 2018, the foundations of the Sterile Injectable and Oncology Production Facility were laid.

A strategic partnership agreement has been signed with Alvotech within the framework of production and marketing biotechnological products in Turkey



Number of products, the development of which have been completed in 2017 and 2018, and which have been forwarded to the regulatory affairs for the purpose of licensure

ISO 13485:2016 certificate was acquired for the wound care dressing that has been developed



Achieve sales performance to support future targets

Expand product portfolio with

Total turnover as of year-end 2018

usd 571,61

Total exports as of year-end 2018

usd 91,37 million

as of year-end 2018

brands

as of year-end 2018

products



Turkey's growth



Make investments to sustain competitive advantage



Boost value added through



ть 278,334 million Total taxes paid in 2017 and 2018 usd 116,19 million

Total amount of investment during 2017 and 2018

ть 122,19

2017 and 2018 R&D budget



Continuously supporting the development of its employees as a talent, and preparing them for the upper positions

Rate of intercorporate promotion among the people employed as manager or in senior positions:

Rate of rotation, which is considered an important development activity:



Improve employee competency through

training programs

Training period per employee in 2018:

28,6 HOURS

0



Eliminate risks by creating world class OHS practices at the production facilities and logistics center

> OHS rules training period per employee:

> > 2018

5,86



Promote female employment and equal opportunities

Rate of female employment at

Rate of female employment at Abdi İbrahim R&D Center



Retention of employees with high potential and high performance

Rate of loss in this target group, which is called as unwanted loss rate

2,9%

2018 3% Supporting participatory management

Number of employee suggestions received through AIDEA by the end of 2018:

ABDIIBRAHIM

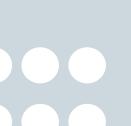


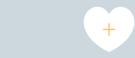
Report Sustainability

2017-2018









To support aid projects



To carry out studies for public health



To pioneer the studies on public health



To support the outreach projects organized by Non-Governmental Organizations (NGOs)



To conduct campaigns on social awareness days

Abdi İbrahim has provided its support for the "Grandmother Project" initiated by the Turkish Republic Ministry of Labor and Social Security in order to support women employment, and has

HBVIZYON PROJECT WAS LAUNCHED

against Hepatit B, which is a major health problem in Turkey.

Within the scope of the RATIONAL MEDICINE

USAGE CAMPAIGN,

launched in 2012 on unconscious use of medications, the second research was conducted in 2017 and the results were shared with the public and awareness activities were conducted on social media.

Abdi İbrahim employees ran with the Cancer Free Life Association in Istanbul Marathon to support the renovation project of the oncology service of Ümraniye Training and Research Hospital.

Abdi İbrahim employees participated in the Runatolia Marathon to provide free trained nurse visits to the homes of Alzheimer's patients.

Various projects have been carried out in certain days such as **World** Lymphoma Day, Breast Cancer Awareness and Consciousness-Raising Month, World Cancer Day, International Women's Day, World Parkinson's Day, Polycystic Kidney Patients' Day, World Alzheimer's Day, and Iron Deficiency Day.



To accomplish exemplary projects

Abdi İbrahim has created the "Umut (The Hope) Forest" with a project it has ndertaken for one of its products, by planting

5.000 SAPLINGS IN THE NAME OF PHYSICIANS IN

the forest land determined in the Canakkale-Lapseki region



To minimize the energy consumption with efficiency-focused projects

Amounts of savings achieved in 2017

Amounts of savings achieved in 2018



To reduce water consumption with efficient recovery methods

> In 2017, 47m³

of water was saved by increasing the number of campaigns for certain products and reducing microbiological tests at 7 water points

> In 2018, 1.050M³

of water was saved by reducing of certain products.



To reduce the amount of wastes

In 2018,

THE AMOUNT OF ALCOHOL USED DECREASED BY 1.819 KG

as a result of process improvement activities

AMOUNT OF MEDICAL WASTES WAS REDUCED BY 240 KG

as a result of reducing the number of microbiological controls of pressurized gases from two controls down to one



In 2017 and 2018,

12.283 KG

of paper was saved as a result of modifying the design of the boxes of certain products.

Thus.

204 TREES

were prevented from getting cut down.



To respond to the inquiries of patients and healthcare personnel about product use fully and rapidly

Total number of adverse reactions and medical information questions answered via product hotline or e-mail in



To fully comply with legal regulations in force in the area of product liability

Number of cases in violation of

the Pharmaceuticals Sector

Marketing Legislation



To establish an

Total number of audits carried out by Ministry of Health and licensing companies during

2017 and 2018:

internationally recognized

pharmacovigilance

system



To develop products through industry-university cooperation

Abdi İbrahim and Ege University Faculty of Pharmacy have collaboratively

DEVELOPED A WOUND CARE DRESSING.



In 2018, the license for Abdi İbrahim's first biosimilar product in Turkey was acquired.

In 2017 and 2018 a total of 53 licenses have been acquired for human medicinal products in Turkey in addition to the licenses acquired for 8 food supplements and 2 medical devices.

In 2017 and 2018, 287 licenses were acquired in international markets in 40 countries.

For more information about Abdi İbrahim Sustainability Report, and to send your comments and suggestions:

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