



Ministry of Health
Government of Romania

National Company UNIFARM



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Health is life! Saving lives! For 90 years!

A legacy of care, innovation, and compassion



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UNIFARM is a national pharmaceutical company of strategic interest working in cooperation with the Romanian Government through the Ministry of Health and committed to providing high quality services and innovative products in the field of health, in order to ensure continuity of treatment and medication of patients in Romania, at the highest quality standards and at the most affordable costs.

The **National Company UNIFARM** represents the commercial interests of the Romanian State in the Romanian pharmaceutical market.

Through its strategic component and as a NATO supplier status, **UNIFARM** offers a significant contribution in all projects, actions and events that define the Romanian pharmaceutical market and the public health system.

With a long history of over 89 years in the pharmaceutical field, **UNIFARM** benefits from a team of professionals with extensive experience and solid technical skills, ensuring the quality and efficiency of the products and services offered.

National Company UNIFARM, *as a first line national pharmaceutical company*, offers the entire range of services in the pharmaceutical industry: import, authorization, promotion, distribution and marketing of medicines.

Beneficiating from a diversified portfolio, **UNIFARM** offers a wide range of pharmaceutical products, medicines, dietary supplements and medical devices, addressing the specific needs of customers and contributing to improving access to appropriate treatments and therapies.



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Through its own distribution and logistics capabilities, **UNIFARM** ensures an efficient and safe supply of medicines and pharmaceuticals throughout the entire country. Considering this aspect, collaborating with **UNIFARM** offers numerous advantages, including:

Authorized importer and distributor: The Company, as an authorized importer and distributor of medicines, meets a range of essential criteria and responsibilities to ensure patients have access to safe, effective and high-quality medicines. It holds all necessary permits and complies with local and international regulations regarding the import and distribution of medicines. This involves obtaining and maintaining operating licenses and certificates of good practice in medicines distribution ensuring that imported medicines come from trustworthy suppliers who comply with quality and safety standards through constant monitoring and periodic evaluation of suppliers and implementing a rigorous quality control system.





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The mission of the National Company UNIFARM is to ensure the continuity of treatment of patients in Romania. In respect of this mission, UNIFARM uses and manages all forms of authorization available and allowed by Romanian and European legislation.





- **Traceability:** UNIFARM attests that each imported and distributed medicine can be traced throughout the entire supply chain, from the manufacturer to the end recipient. This allows a quick identification of any potential issues and the withdrawal of affected products, if necessary.
- **Pharmacovigilance:** UNIFARM collaborates with competent authorities and suppliers to monitor and report any adverse reactions or issues related to the quality of medicines. This allows for the rapid identification of problems and the adoption of appropriate measures to protect the health of patients.
- **Access to discontinued products:** The Company's commitment is to provide access to medicines and pharmaceutical products that are no longer present in the market, thus contributing to the improvement of the quality of life for affected patients.



- **Patient's interest as a priority:** UNIFARM continuously monitors the demand for specific medicines and treatments, adjusting its stocks according to the needs of patients and anticipating potential market fluctuations. It focuses on the specific needs of patients and ensures that the necessary medicines and treatments are available as quickly as possible.
- **Ensuring the continuity of treatment for Romanian patients:** By maintaining an adequate stock of medicines and ensuring efficient distribution, UNIFARM contributes to the continuity of treatment for Romanian patients, reducing the risk of therapy interruption. **UNIFARM agrees and signs with the international producers with whom it develops partnerships a common declaration** regarding the assurance of continuity of the medicines, for the benefit of the Romanian patients.
- **Additional guarantee through the issuance of international bank guarantee letters:** To protect its partners and to provide them with security in commercial transactions, **UNIFARM** can issue international bank guarantee letters.
- **Significant role in public health in Romania:** By offering a diversified portfolio of medicines and pharmaceutical products, **UNIFARM** contributes to the improvement of public health in Romania and supports the healthcare system in the fight against diseases and conditions.



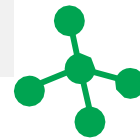
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The National pharmaceutical Company UNIFARM is defined by three main components:

- The commercial activity of the classic national distribution of medicines,
- Managing of medicine discontinuities of the pharmaceutical market in Romania,
- Special projects.





National Company UNIFARM : Commercial Details



Active contracts
with all public hospitals

Active contracts
with all significant
private hospitals and
clinics

Active contracts
with all independent
pharmacies and mini-
chains
*(registered by tax
identification number - CUI);

**Commercial
representatives**
(pharmacists and
doctors) in charge of
the promotion process

**Nationwide
distribution**
with excellent coverage

Distribution of medicines
+ ROVAC (all Romanian GP's + distribution
through the Emergency Channel);

24/7
Permanent working
program

Own fleet

**Dedicated
teams**
of pharmacists
correlated with
commercial teams
assigned to specific
areas



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The management of medicine discontinuities in an extremely dynamic pharmaceutical market is both an important and extremely challenging mission. In order to achieve this goal, UNIFARM has at its disposal all the forms of authorization allowed by the legislation in force, including the Special Needs Authorizations, both on the product and on the patient.

Thus, together with the National Agency of Medicines and Medical Devices in Romania (ANMDMR), the National Company UNIFARM can authorize essential and vital medicines to be distributed on the pharmaceutical market in Romania.





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SPECIAL PROJECTS

Coordinating logistics and actions of the World Health Organization (WHO) in Romania and the Republic of Moldova

Through its collaboration with **UNIFARM**, WHO benefits from the expertise and resources needed to ensure proper implementation of its protocols and strategies within both countries. This collaboration brings a series of significant advantages in ensuring the correct implementation of its Protocols and Strategies within the public health systems of both countries.

Through this collaboration with **UNIFARM**, the World Health Organization strengthens also its presence and visibility to Romania and as well as to the Republic of Moldova.



**World Health
Organization**



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SPECIAL PROJECTS

Supporting humanitarian operations for medicine distribution and donation

In 2023, the **National Pharmaceutical Center** was established within **UNIFARM**'s structures as a non-legal entity, created to collect, manage, and donate medicines in cases of force majeure, disasters and calamities. Through the National Pharmaceutical Center and the EU Civil Protection Mechanism, all humanitarian operations for medicine distribution and donation for the natural disaster in Turkey and Syria were carried out, dispatched from Romania.

UNIFARM has demonstrated its commitment to social and humanitarian responsibility through active involvement in the distribution and donation of medicines in the context of the natural disaster in Turkey and the conflict in Syria. This contribution has had a significant impact on international humanitarian assistance efforts.

National Company UNIFARM currently has the largest capillarity of the distribution system in Romania, distributing to all **public hospitals, all private hospitals and clinics and all independent pharmacies in active contracting.**

UNIFARM manages the pilot project of the **Ministry of Health, ROVAC** that involves the delivery of vaccines, within the National Programs, to the level of GPs **throughout the entire country.**





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SPECIAL PROJECTS

In moments of disaster, **UNIFARM** quickly mobilized the necessary resources to collect and donate essential medicines, medical equipment and sanitary materials to the affected areas in Turkey and Syria, working in partnership with all international humanitarian organizations such as the Red Cross, UNICEF and the EU Civil Protection Mechanism, in order to coordinate the distribution of medicines and guaranteeing that they reach the most vulnerable and affected individuals.

The Company has also a valid contract signed for secondary packaging. The Company consistently invests in research and development, collaborating with prestigious Research Institutes and Universities, in order to create and promote innovative products that address current and future challenges in public health such as hospitals, clinics, pharmacies and other healthcare entities, creating synergies and strengthening the connections between different parts of the healthcare system. These strategic partnerships have a positive impact on coordination and efficiency in the healthcare system and centered on patient needs.





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SPECIAL PROJECTS

UNIFARM is fully engaged in projects and programs that support Romanian citizens. Such an action is the protocol with the "Carol Davila" University of Medicine and Pharmacy from Bucharest focused on the career orientation of students enrolled in the Faculties of Medicine and Pharmacy. The working experience with hospitals, built on decades of collaboration, has allowed UNIFARM to promote innovative products among specialists and have a significant impact on the lives of the Romanian patients.

UNIFARM develops, together with the bilateral Chambers of Commerce and Industry, the foreign Embassies accredited to Romania and the international producers, an international network to be able to respond, at any time, to the discontinuities from medicines on the market, aiming to ensure patients' treatments and improve their quality of life.





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SPECIAL PROJECTS

THE EMERGENCY CHANNEL

- Established within UNIFARM, in compliance with legal provisions and free competition, is a concrete, pragmatic and concise way to ensure the continuity of treatment for the benefit of the Romanian patients.
- Operates throughout Romania and includes both the public and/or private hospitals area and the retail area (pharmacies), and Unifarm, legal entity of strategic interest of the Romanian State guarantees through this mechanism that each medicine reaches the patient to whom it is intended.
- Is intended only for those medicines that are not available to patients in sufficient quantities, for production or commercial reasons. Thus, the Emergency Channel is an optional additional channel made available to healthcare companies (manufacturers, pharmacies, hospitals) for the purpose of satisfying a public interest. This is an adjacent way of ensuring the need for medicines in case of shortage of molecules/treatments,.
- Delivers essential medicines to Romanian patients in a short term, based on justified orders (according to the provisions of art.1 letter b of the Ministry of Health Order no. 269/2017) in order to ensure adequate and continuous stockpiles of medicines and operating through a dedicated call-service and specialized staff.
- ❖ By means of justified orders, the identity of patients is not revealed, but only the prescribed medication and the diagnostic code.
- ❖ The distribution price of medicines is the one legislated, approved and published in CANAMED, without additional costs for the pharmacy, hospital or patient.



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OUR COMMITMENT

- Rooted in tradition and public service, we stand for the health of every Romanian patient.
 - Ready for what matters – on call, on point, always.
 - Investing today to build a healthier tomorrow.
 - Ensuring equal access to safe, effective, innovative and affordable treatments for all.
 - Acting with integrity, responsibility, and transparency in every partnership.
 - Delivering quick, effective and active response in every critical situation.
 - Guaranteeing product safety by rigorous quality standards and procedures.
 - Partnering with all hospitals across Romania with trust and commitment.
 - Because for us, *life always comes first.*
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and so many others



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