MINISTRY OF HEALTH
National Company UNIFARM

HERE WE GO...

UNIFARM

Strategic Healthcare Access Partner

CORPORATE PRESENTATION

2026



MINISTRY OF HEALTH
National Company UNIFARM

UNIFARM

Granting Access. Building Trust.

National pharmaceutical distributor ensuring nationwide market access, GDP-compliant logistics and continuity of treatment for Romanian patients.

Ensuring continuity of treatment and safety of patients nationwide



Bucharest, Romania | www.unifarm.gov.ro | GDP-Compliant Distribution | Nationwide Coverage | Strategic Healthcare Partner

MINISTRY OF HEALTH
National Company UNIFARM

WHY UNIFARM?

Strategic gateway to Romania's healthcare system

STRATEGIC NATIONAL PLATFORM
National healthcare access platform connecting manufacturers with critical healthcare channels.

STRATEGIC HEALTHCARE ROLE
Ensuring continuity of treatment and access to critical medicines.

GDP-COMPLIANT SUPPLY CHAIN
Qualified warehousing, cold chain logistics and nationwide delivery.

TRUSTED PUBLIC PARTNER
State-owned company under the authority of the Ministry of Health.



More than distribution.
Strategic healthcare platform.

MINISTRY OF HEALTH
National Company UNIFARM

CELEBRATING 90 YEARS OF TRUST

Nine decades of transformation.
One constant mission: ensuring patient access to healthcare products.



1935 — **General Pharmaceutical Directorate**
Birth of Romania's national pharmaceutical distribution system.

1953 — **Central Centrofarm Base**
National pharmaceutical logistics consolidated.

1957 — **Central Pharmaceutical Office**
Nationwide centralized medicine supply.

1990 — **UNIFARM Autonomous Administration**

1998 — **National Company UNIFARM S.A.**
Government-owned strategic pharmaceutical company.

2022 — **Management Change**
A fresh start for growth and development.

2024 — **Emergency Access Channel**
Rapid national mechanism for medicines with limited availability.

2025–2026 — **Transformation & Strategic Consolidation**
- Performance growth
- Quality & Compliance
- Operational growth
- 90 Years of Continuous Mission

→ The journey continues... • • •

TODAY

- Government-owned strategic healthcare company
- GDP-certified logistics
- Emergency Access Channel
- Special Needs Authorizations
- Nationwide distribution
- Patient-centered approach



90 years of experience. • Still evolving. • Always serving Romanian patients.

MINISTRY OF HEALTH
National Company UNIFARM

ACCESS TO THE ROMANIAN HEALTHCARE MARKET

Nationwide access across Romania's healthcare system, including strategic and specialized healthcare channels.

386
PUBLIC HEALTHCARE INSTITUTIONS

Over 2,000
PHARMACY CUSTOMERS
Multiple delivery locations nationwide

Up to
12,000
ACTIVE DELIVERY LOCATIONS



NATIONWIDE COVERAGE
ROMANIA

147
PRIVATE HEALTHCARE FACILITIES
Clinics, Medical Centers, Dialysis Centers and Blood Transfusion Centers

Over 9,000
HEALTHCARE PROFESSIONALS

42
PUBLIC HEALTH DIRECTORATES

Over 600
ANALYSIS LABORATORIES

UNIFARM provides access to public healthcare institutions, strategic healthcare programs and specialized treatment channels that are often inaccessible through traditional pharmaceutical distribution networks.

MARKET ACCESS CHANNELS

- Public Hospitals
- Healthcare Institutes
- Military Healthcare Units
- Penitentiary Healthcare Units
- Medical Centers
- Pharmacies
- National Healthcare Programs
- Personal Physicians

Connecting manufacturers and healthcare providers with patients, all across Romania.

MINISTRY OF HEALTH
National Company UNIFARM

SPECIALIZED HEALTHCARE EXPERTISE

Dedicated teams supporting market access, distribution and continuity of treatment.

COMMERCIAL & CUSTOMER RELATIONS
Customer Relations • Public Procurement
Market access, customer relationship management and public procurement expertise.

PROCUREMENT TEAM
Strategic sourcing and product availability.

QUALITY MANAGEMENT
GDP compliance, quality assurance and continuous improvement.

SPECIALIZED CALL CENTER FOR EMERGENCY CHANNEL
Dedicated support for emergency patient access requests and urgent treatment continuity.

SHORTAGE AND CRISIS DEPARTMENT
Management of medicine shortages, supply disruptions and continuity-of-treatment solutions.

UNIFARM
Integrated healthcare expertise

WAREHOUSING & PHARMACISTS
Dedicated pharmaceutical professionals
GDP-qualified warehousing, inventory management and nationwide distribution, with pharmacists in key operational roles.

LOGISTICS
Nationwide distribution operations, transport management and supply chain excellence.

MINISTRY OF HEALTH PROGRAMS
Support for national healthcare priorities and strategic healthcare initiatives.

REGULATORY AND PHARMACOVIGILANCE TEAM
Regulatory support, market access activities and pharmacovigilance coordination.

SPECIAL PROJECTS DEPARTMENT
Support for strategic healthcare initiatives and public health projects.

MEDICAL & PHARMACEUTICAL PROMOTION TEAM
Professional engagement and support for healthcare stakeholders and awareness programs.

Integrated healthcare expertise from procurement to patient delivery.

- Commercial Specialists
- Procurement Specialists
- Dedicated Pharmacists
- GDP-Compliant Quality System
- Nationwide Logistics Network

MINISTRY OF HEALTH
National Company UNIFARM

OPERATIONAL CAPACITY

Nationwide capabilities ensuring continuity of treatment



OPERATIONAL PERFORMANCE | **Over 40%**
average annual growth over the last 4 years

65,711
ORDER LINES DELIVERED
2025 RESULTS

OVER 1,000,000 km
COVERED NATIONWIDE
2025 RESULTS

Over 12,000
DELIVERY LOCATIONS
2025 RESULTS

Over 1,000,000
PHARMACEUTICAL UNITS
Already delivered through the Emergency Channel in 2026.

Over 19,000,000
PHARMACEUTICAL UNITS
Delivered through Special Needs Authorizations since 2022.

SPECIALIZED HEALTHCARE TEAMS
Supporting market access, emergency access programs, quality and nationwide distribution.

OVER 120
PRODUCT AUTHORIZATIONS
Authorizations obtained in 2025.

Proven operational capacity supporting nationwide pharmaceutical distribution and continuity of treatment across Romania.

Nationwide distribution | Operational excellence | Reliable execution

DELIVERING HEALTHCARE SOLUTIONS
ALL ACROSS ROMANIA - ALWAYS, ALL THE TIME

MINISTRY OF HEALTH
National Company UNIFARM

GDP LOGISTICS INFRASTRUCTURE

GDP-compliant infrastructure supporting nationwide distribution



AMBIENT STORAGE
15–25°C



COLD CHAIN STORAGE
2–8°C



FROZEN STORAGE
–25°C

GDP-certified warehousing and transport infrastructure supporting the secure storage and distribution of pharmaceutical products across Romania.

GDP INFRASTRUCTURE

- Qualified Storage
- Cold Chain
- Emergency Response
- Expansion Capacity

WAREHOUSING

Qualified GDP Facilities

- Ambient Storage (15–25°C)
- Cold Chain Storage (2–8°C)
- Frozen Storage (–25°C)
- Specialized Storage Areas
- Continuous Temperature Monitoring
- Qualified Storage Areas and Equipment

FLEET & TRANSPORT

GDP-Compliant Fleet

- 24/7 Emergency Program
- GDP-qualified vehicles
- Temperature-controlled transport
- Radioactive Product Transport Capability
- Nationwide distribution coverage
- Real-time temperature monitoring

GDP-qualified vehicles

supporting nationwide delivery



GDP COMPLIANT | TEMPERATURE CONTROLLED | SECURE & RELIABLE | RELIABLE TRANSPORT | NATIONWIDE COVERAGE

MINISTRY OF HEALTH
National Company UNIFARM

QUALITY, COMPLIANCE & AUTHORIZATIONS

Comprehensive regulatory framework supporting complex healthcare products.

Fully authorised and certified for pharmaceutical distribution, specialized healthcare products and national healthcare programs.

REGULATORY AUTHORIZATIONS

- GDP Certificate
- Wholesale Distribution Authorization
- Medical Devices Distribution Authorization
- Controlled Substances Authorization
- Radioactive Materials Transport Authorization
- Veterinary Distribution Authorization

MANAGEMENT SYSTEMS

- ISO 9001: Quality Management System
- ISO 37001: Anti-Bribery Management System



ROMÂNIA
MINISTERUL SĂNĂTĂȚII
AGENȚIA NAȚIONALĂ A MEDICAMENTULUI ȘI A DISPOZITIVELOR MEDICALE DIN ROMÂNIA

AVIZ DE FUNCȚIONARE
Nr. 208 din 23.03.2018

Se autorizează distribuirea angro de medicamente în condițiile corespunzătoare de depozitare și distribuție, în conformitate cu legislația în vigoare.

COMPANIA NAȚIONALĂ UNIFARM S.A.

ACTIVITATE AUTORIZATĂ
Distribuție de produse medicale

Valabil până la 22.03.2029

VICEPREȘEDINTE
Dr. Farm. Cristina IUGA



ROMÂNIA
MINISTERUL SĂNĂTĂȚII
DIRECȚIA DE SĂNĂTATE PUBLICĂ A MUNICIPIULUI BUCUREȘTI

CERTIFICAT DE GDP COMPLIANCE OF A WHOLESALE DISTRIBUTOR

Certificate No. 106/2025/RO
Issued on 07.11.2025

Se certifică faptul că depozitele și activitățile de distribuție ale Companiei Naționale UNIFARM S.A. sunt conforme cu cerințele Ghidului de bune practici de distribuție (GDP), recomandările UE și OMS.

UNIFARM S.A.
Bucharest, Romania
Issued on 07.11.2025



ROMÂNIA
MINISTERUL SĂNĂTĂȚII
DIRECȚIA DE SĂNĂTATE PUBLICĂ A MUNICIPIULUI BUCUREȘTI

AUTORIZAȚIE
PENTRU IMPORTUL/DISTRIBUȚIA PREPARATELOR CU SUBSTANȚE DE UZ RESTRICȚIONAT ȘI STUPEFIANTE
Nr. 75/18.09.2025

În temeiul prevederilor legale în vigoare, în temeiul documentației prezentate, se autorizează activitatea înscrisă.

ACTIVITATE AUTORIZATĂ
Importator și distribuitor preparate stupefiante și psihotrope

Data emiterii: 18.09.2025
Valabilitate: până la 18.09.2030

DIRECTOR
Dr. Farm. MARIUS STOICA

OUR PARTNERS BENEFIT FROM

- Full regulatory compliance
- Secure and traceable supply chain
- Continuous quality assurance
- Controlled and monitored distribution processes
- Reliable access to the Romanian healthcare market
- Government-owned strategic healthcare company

GDP CERTIFICATE
Certificate No. 106/2025/RO
Issued on 07.11.2025

WHOLESALE DISTRIBUTION
No. 153D/07.11.2025

CONTROLLED SUBSTANCES AUTHORIZATION
No. 159/D/18/2025

MEDICAL DEVICES DISTRIBUTION AUTHORIZATION
No. 208 din 23.03.2018

VETERINARY DISTRIBUTION AUTHORIZATION (ANSVSA)
No. 6462 din 23.03.2023

RADIOACTIVE MATERIALS TRANSPORT AUTHORIZATION (CNCAN)
No. UNIFARM TRANSPORT_19/2022

ISO 9001 QUALITY MANAGEMENT SYSTEM
TÜV Austria
Certificate No. 20100233017291

ISO 37001 ANTI-BRIBERY MANAGEMENT SYSTEM
TÜV Austria
Certificate No. TAR 112 25 002

MINISTRY OF HEALTH
National Company UNIFARM

EXPERTISE IN CRITICAL AND VITAL HEALTHCARE PRODUCTS

We handle the medicines that really matter, when patients need them the most.

Proven expertise
in managing shortages, emergency procurement, special access mechanisms and continuity of treatment for **Romanian patients.**

UNIFARM

1 VACCINES & SERA
National immunization programs, strategic vaccine and antitoxins supply.

2 BIOLOGICAL MEDICINES
Special handling and cold-chain distribution.

3 IMMUNOGLOBULINS & ALBUMIN
Ensuring continuity of treatment during shortage situations.

4 ONCOLOGY PRODUCTS
Distribution of life-saving oncology therapies.

5 RARE DISEASE THERAPIES & ORPHAN PRODUCTS
Access to specialized therapies for rare diseases.

6 INTENSIVE CARE MEDICINES
Support for critical care units and emergency needs.

7 RADIOPHARMACEUTICALS
Authorized transport and specialized logistics for radiopharmaceuticals.

8 PUBLIC HEALTH AUTHORIZATIONS
Authorization and distribution of critical products necessary for public health.

9 REAGENTS
Storage and transport of reagents to Analysis Laboratories.





Shortage medicines | Emergency healthcare programs | Support for national healthcare priorities | Special access mechanisms | Continuity of treatment

MINISTRY OF HEALTH
National Company UNIFARM

MORE THAN DISTRIBUTION

Healthcare Pharmaceutical System

Supporting manufacturers through regulatory, operational and public healthcare solutions.

REGULATORY AFFAIRS
Support for medicines, food supplements and medical devices.

SPECIAL NEEDS AUTHORIZATIONS
Patient-specific and nationwide access mechanisms.

PUBLIC HEALTH AUTHORIZATIONS
Authorization and distribution of critical healthcare products supporting public health priorities.

EMERGENCY PATIENT ACCESS
Direct patient supply through Romania's unique emergency access channel.

UNIFARM

Strategic Healthcare System

NATIONAL HEALTHCARE PROGRAMS
Implementation and operational support for strategic healthcare initiatives.

CUSTODY SERVICES
Qualified storage, inventory management and dedicated handling.

DEDICATED TRANSPORT SOLUTIONS
GDP-compliant distribution, cold chain and specialized transport.

PUBLIC HEALTH CAMPAIGNS
Nationwide vaccine and healthcare product deployment programs.

More than distribution — a trusted partner for regulatory access, emergency patient supply, healthcare programs and specialized pharmaceutical services.

MINISTRY OF HEALTH
National Company UNIFARM

PATIENT FIRST.

Every process. Every decision. Every delivery.

Everything we do is designed around one objective:
ensuring safe, continuous and reliable patient access
to healthcare products across Romania.

QUALITY
- ✓ GDP Compliance
- ✓ Product Integrity
- ✓ Continuous Improvement
- ✓ Reliable Processes

MARKET ACCESS
- ✓ Shortage Management
- ✓ Emergency Supply
- ✓ Special Access Mechanisms
- ✓ Strategic Distribution

PATIENT
The final beneficiary of everything we do.
- Safe access
- Continuity of treatment
- Public health

SUSTAINABILITY
- ✓ Environmental Protection
- ✓ Efficient Resources
- ✓ Waste Reduction
- ✓ Long-Term Resilience

OPERATIONAL EXCELLENCE
- ✓ Nationwide Logistics
- ✓ Cold Chain
- ✓ Qualified Teams
- ✓ Fast Response

ETHICS & INTEGRITY
- ✓ Transparency
- ✓ Anti-Bribery
- ✓ Responsible Partnerships
- ✓ Public Trust

OUR COMMITMENT
- Safe products.
- Reliable access.
- Responsible partnerships.
- Continuous improvement.

WHY IT MATTERS

Every UNIFARM decision is evaluated based on a simple question:

"Does it improve or save patient's life?"

Patient needs drive every decision we make.

TÜV AUSTRIA ISO 9001 QUALITY CERTIFIED

ISO 14001 ENVIRONMENTAL MANAGEMENT IN PROGRESS

TÜV AUSTRIA ISO 37001 ANTI-BRIBERY CERTIFIED

MINISTRY OF HEALTH
National Company UNIFARM

ENSURING PATIENT ACCESS

A structured distribution model ensuring continuity of treatment when medicine availability becomes critical.

WHY IS THIS MODEL ACTIVATED?

Supply shortages
Reduced manufacturer availability

Market volatility
Rapid fluctuations in demand and supply

Limited stock availability
Critical products requiring controlled allocation

Public health priorities
Protection of essential healthcare needs

Continuity of treatment
Maintaining uninterrupted patient access

MARKET CONDITIONS

↓ Supply | ↑ Demand | ↓ Stock | ↑ Volatility

UNIFARM
Strategic Distribution Decision Engine

Limited Availability Assessment

Distribution Strategy Decision

Direct Supply to Pharmacies

Standard Distribution

Continuous Market Monitoring

Return to Standard Distribution once conditions stabilize

BENEFITS

Protecting patient access
Patients receive the medicines they need when they need them.

Flexible distribution strategy
Adapted response to unpredictable market conditions.

Efficient allocation of available stock
Optimal use of limited quantities to maximize patient reach.

Prevention of unnecessary stock concentration
Reducing risks of stockpiling and unequal access.

Continuity of treatment
Supporting uninterrupted therapy for patients.

Rapid return to normal distribution
Once market conditions stabilize.

Turning supply uncertainty into secure patient access.

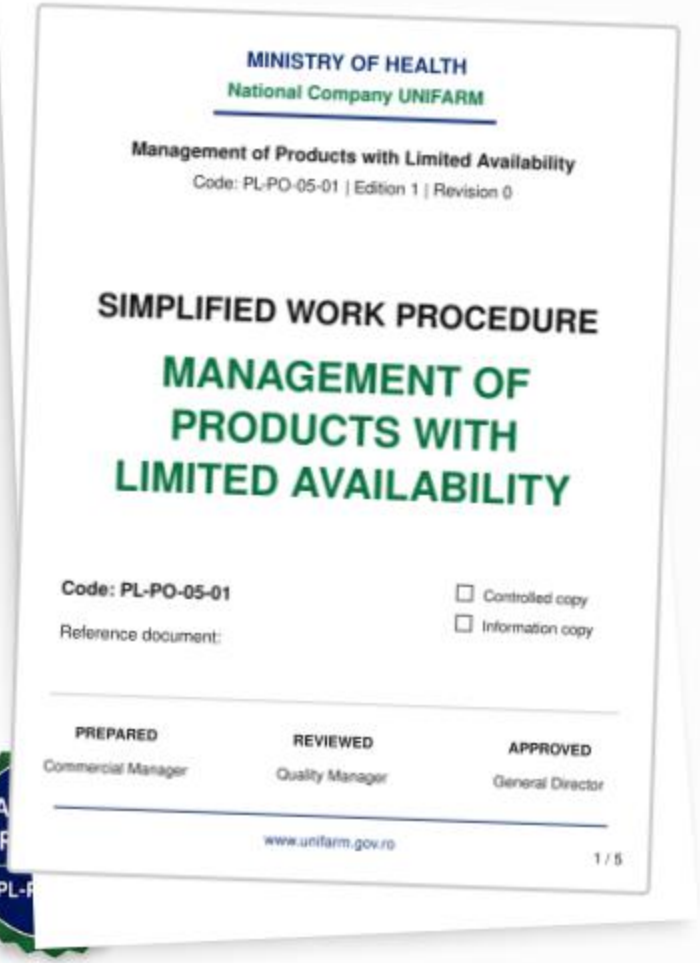
UNIFARM
Strategic Healthcare Access Partner

MINISTRY OF HEALTH
National Company UNIFARM

BUILDING AGILITY. ENSURING CONTINUITY.

DOCUMENTING OUR RESPONSE TO EXCEPTIONAL SITUATIONS.

UNIFARM continuously transforms operational experience into documented procedures, ensuring business continuity, transparency and patient-focused access – even in exceptional market situations.





PL-PO-05-01 – Management of Products with Limited Availability

A dedicated internal procedure that ensures consistent, transparent and controlled management of products with limited availability, safeguarding patient access and strengthening operational resilience.

KEY PRINCIPLES

Rapid adaptation
We quickly adapt to new, unforeseen or limited situations.

Patient-focused
Every decision aims to protect patient access to treatment.

Documented decisions
All exceptional measures are documented and approved.

Business continuity
We ensure the continuity of our operations and supply.

Transparency & accountability
Clear processes, traceable decisions, shared responsibility.

Continuous review
We review outcomes and return to standard distribution once conditions stabilize.

Every challenge becomes an opportunity to strengthen our processes.

MINISTRY OF HEALTH
National Company UNIFARM

PARTNERSHIP POTENTIAL

Nationwide access for specialized medicines

Connecting manufacturer innovation with reliable patient access across Romania.

01 Nationwide access for specialized medicines

02 Launch and market-access support

03 Shortage and emergency supply solutions

UNIFARM

STRATEGIC ACCESS PARTNER

04 GDP-compliant storage and distribution

05 Regulatory and pharmacovigilance coordination

06 Public health and patient-access programs

Building long-term partnerships that translate expertise into patient access.

MINISTRY OF HEALTH
National Company UNIFARM

Strategic Emergency Healthcare Partner

UNIQUE ACCESS CHANNELS
FOR CRITICAL HEALTHCARE PRODUCTS

Providing access to medicines and healthcare products beyond conventional distribution channels.

24/7 EMERGENCY ACCESS CHANNEL
Continuous access to urgently needed medicines for patients and healthcare institutions.

SPECIAL NEEDS AUTHORIZATIONS
Import and supply of patient-specific medicines through dedicated access mechanisms.

PUBLIC HEALTH AUTHORIZATIONS
Distribution of critical healthcare products required for national public health priorities.

CONTROLLED & SPECIALIZED PRODUCTS
Authorized distribution of psychotropic substances, radiopharmaceuticals and other regulated products.

DIRECT-TO-PHARMACY DISTRIBUTION
Dedicated distribution models for sensitive, critical and shortage medicines when direct pharmacy supply is required.

SPECIALIZED REGULATORY TEAMS
Regulatory, pharmaceutical and market access experts supporting product availability and patient access.

NATIONWIDE COVERAGE
Qualified GDP distribution network ensuring access throughout Romania.



Delivering critical healthcare products through specialized national access channels.
Ensuring patient access when conventional distribution is not enough.

Bucharest, Romania | www.unifarm.gov.ro | 24/7 Emergency Access Channel | National Coverage | Specialized Healthcare Solutions

MINISTRY OF HEALTH
National Company UNIFARM

OUR FORWARD FOCUS

Expanding access. Strengthening resilience. Building long-term partnerships.

1. Expanding access to specialized and innovative medicines
2. Strengthening nationwide and emergency distribution
3. Advancing digitalization and operational efficiency
4. Developing long-term partnerships with pharmaceutical manufacturers

Access. Resilience. Partnership. Impact.



Adding new chapters to healthcare access every day.

People. | Access. | Partnership. | Impact.