COMPANY PROFILE
Menarini was founded in 1886. In 1915 its headquarters were established in Florence.
Milestones

1886
MENARINI FOUNDATION

1964
INTERNATIONAL PRESENCE

1978
RESEARCH & DEVELOPMENT

1992
CENTRAL AND EASTERN EUROPE

2003
MENARINI BIOTECH

The internationalisation of Menarini begins with the opening of Laboratorios Menarini in Spain, followed on by Greece, Portugal, Central America and France.

Menarini’s Research & Development department opened and patents on pharmaceuticals were introduced.

Menarini acquires ex-GDR company Berlin-Chemie thanks to which it makes its entry into Germany and Central and Eastern Europe.

Opening of Menarini Biotech, specialised in the research, development and manufacturing of biotech pharmaceuticals, from the lab to the patient.
Milestones

2011
ASIA PACIFIC
Menarini makes its entry into Asia Pacific thanks to the acquisition of a company based in Singapore and present in 13 countries throughout the region, from China to Australia.

2013
SILICON BIOSYSTEMS
Acquisition of Silicon Biosystems, a start-up of innovative technologies for liquid biopsies.

2016
CELLSEARCH
Acquisition of Cell Search, an FDA approved technology in the field of circulating tumour cells.

2020
U.S.A.
Menarini makes its entrance into the USA thanks to the acquisition of Stemline, biopharmaceutical company publicly listed on NASDAQ, and their product Elzonris, the only FDA approved therapy available for BPDCN, thus strengthening Menarini’s presence in oncology.
Consolidated turnover
Million euro

Menarini ranking:
32nd Global position
15th European position

Source: internal data.
*Source: Iqvia WRMP 12/2020 - Retail Market.
Consolidated turnover

Pharmaceutical 92%

Abroad 76%

Diagnostic 7%

Other 1%

Italy 24%

Source: internal data.
Menarini in the **WORLD**

Present in **140 countries** worldwide (with its affiliates, distributors and franchises).
Western Europe

9,400 employees

Presence

Florence - Italy (headquarters), Austria, Belgium, Cipro, France, Germany, Greece, Ireland, Luxembourg, Portugal, Spain, Sweden**, Switzerland, Netherlands**, Turkey and United Kingdom.

Source: internal data. **Menarini Diagnostics presence.
Central & Eastern Europe

3,400 employees

Presence

Berlin (headquarters), Albania, Armenia, Azerbaijan, Belarus, Bosnia&Herzegovina, Bulgaria, Czech Republic, Croatia, Estonia, Finland, Georgia, Hungary, Kazakhstan, Kyrgyzstan, Kosovo, Latvia, Lithuania, Moldova, Mongolia, Montenegro, North Macedonia, Poland, Romania, Russia, Serbia, Slovak Republic, Slovenia, Turkmenistan, Ukraine, Uzbekistan.

Source: internal data.
Asia Pacific

3,600 employees

Presence

Singapore (headquarters), China, India, Australia, South Korea, Taiwan, Thailand, the Philippines, Indonesia, Vietnam, New Zealand, Hong Kong and Malaysia.

Source: Internal data.
U.S.A.

**Stemline** acquisition June 2020

**ELZONRIS®** (tagraxofusp) For the treatment of blastic plasmacytoid dendritic cell neoplasm (BPDCN), commercially available in the US. In Europe, on January 2021 Elzonris has been approved by the EMA as monotherapy for the first-line treatment of adult patients with BPDCN. Tagraxofusp is also being evaluated in other CD123+ indications, including chronic myelomonocytic leukemia (CMML), and myelofibrosis (MF).

**Other products in Pipeline**

- **SL-701** Immunotherapy in phase II for patients with glioblastoma multiforme.
- **Felezonexor** XPO1 inhibitor in phase I for patients with advanced solid tumors.
- **SL-901** PI3K inhibitor in phase I for patients with solid tumors.
- **SL-1001** RET kinase inhibitor in preclinical development.

Location: New York, U.S.A.
North America

Menarini Group’s lead company in the high-tech diagnostics area.

The main instruments, **DEPAarray™**, **Ampli 1™** and **CELLSEARCH®** are used in personalized oncological therapies to find possible tumor mutations thoroughly and individually, and to determine the best therapy for the patient.

All this from a simple blood sample.
Number of employees

- 1964: 188 employees
- 1990: 3,600 employees
- 2000: 7,950 employees
- 2010: 12,900 employees
- 2020: 17,650 employees

Source: Internal data.
Employees % of graduates and technicians

- 10% in 1964
- 72% in 1990
- 91% in 2020
In 2020 these sites produced **572 million packs** of pharmaceuticals products.

* Plants dedicated to production for local markets. ** Diagnostic production. ***Biotech manufacturing with development and production processes also for third parties.
Research & Development centres

915 employees

New York
Philadelphia

Barcelona

Berlin

Florence
Pisa
Siena

Rome
Bologna

Singapore

* Rapolano. **Pomezia.
## Research & Development Projects

### ONCOLOGY

<table>
<thead>
<tr>
<th>Compound</th>
<th>Drug Class (Target)</th>
<th>Indication</th>
<th>Development Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tagraxofusp</td>
<td>TB (CD123)</td>
<td>Blastic plasmacytoid dendritic cell neoplasm</td>
<td>EMA and FDA: approved</td>
</tr>
<tr>
<td>Tagraxofusp</td>
<td>TB (CD123)</td>
<td>Chronic myelomonocytic leukemia</td>
<td>Phase II</td>
</tr>
<tr>
<td>Tagraxofusp</td>
<td>TB (CD123)</td>
<td>Myelofibrosis</td>
<td>Phase II</td>
</tr>
<tr>
<td>Elacestrant*</td>
<td>SERD (ER)</td>
<td>Breastfibrosis</td>
<td>Phase III</td>
</tr>
<tr>
<td>SL-701</td>
<td>IT (IL-13Rα2, EphA2, Survivin)</td>
<td>Glioblastoma Multiforme</td>
<td>Phase II</td>
</tr>
<tr>
<td>MEN1703</td>
<td>SME (PIM/FLT3i)</td>
<td>Acute myeloid leukaemia</td>
<td>Phase II</td>
</tr>
<tr>
<td>MEN1611</td>
<td>SME (PI3Ki)</td>
<td>Breast cancer</td>
<td>Phase Ib</td>
</tr>
<tr>
<td>MEN1611</td>
<td>SME (PI3Ki)</td>
<td>Colorectal cancer</td>
<td>Phase Ib</td>
</tr>
<tr>
<td>MEN1112</td>
<td>mAB (Anti-CD157)</td>
<td>Acute myeloid leukaemia</td>
<td>Phase Ib</td>
</tr>
<tr>
<td>MEN1309</td>
<td>ADC (Anti-CD205)</td>
<td>Solid tumours</td>
<td>Phase Ib</td>
</tr>
<tr>
<td>Felezonexor</td>
<td>SME (XP01i)</td>
<td>Solid tumours</td>
<td>Phase Ib</td>
</tr>
<tr>
<td>SL-901</td>
<td>SME (PI3Ki)</td>
<td>Solid tumours</td>
<td>Phase Ia</td>
</tr>
<tr>
<td>SL-1001</td>
<td>SME (RETi)</td>
<td>Solid tumours</td>
<td>Preclinical</td>
</tr>
</tbody>
</table>

*developed by Radius Health; TB, Targeted Biologic; SERD, Selective Estrogen Receptor Degrader; IT, Immunotherapy; SME, Small Molecule Entity; mAB, Monoclonal Antibody; ADC, Antibody Drug Conjugate.
### Research & Development Projects

**ANTI-INFECTIVES**

<table>
<thead>
<tr>
<th>COMPOUND</th>
<th>DRUG CLASS</th>
<th>INDICATION</th>
<th>DEVELOPMENT STAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meropenem + Vaborbactam</td>
<td>Carbapenem + β-lactamase inhibitor</td>
<td>Complicated urinary tract infections, Complicated Intra abdominal infections, Hospital acquired pneumonia, Ventilator associated pneumonia and Bacteremia</td>
<td>EMA and FDA: approved</td>
</tr>
<tr>
<td>Delafloxacin</td>
<td>Anionic fluoroquinolone</td>
<td>Acute Bacterial Skin and Skin Structure - ABSSSI</td>
<td>EMA and FDA: approved</td>
</tr>
<tr>
<td>Delafloxacin</td>
<td>Anionic fluoroquinolone</td>
<td>Community Acquired Bacterial Pneumonia - CABP</td>
<td>EMA and FDA: approved</td>
</tr>
<tr>
<td>Oritavancin</td>
<td>Semisynthetic glycopeptide</td>
<td>Acute Bacterial Skin and Skin Structure - ABSSSI</td>
<td>EMA and FDA: approved</td>
</tr>
<tr>
<td>Oritavancin</td>
<td>Semisynthetic glycopeptide</td>
<td>Acute Bacterial Skin and Skin Structure - ABSSSI</td>
<td>Phase Ib (new formulation)</td>
</tr>
</tbody>
</table>

*In April 2021, Delafloxacin has been approved in EU for the treatment of CABP.*