

octapharma

Annual Report 2023



**Focused.
For the future.**



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Focused. For the future.

Health inequality is one of the greatest and most urgent challenges around the world today, with one-third of the global population unable to access essential medicines.¹ At Octapharma, we strive to address such challenges to improve the day-to-day lives of patients.

Read further to discover how we are working together to help meet unmet patient needs.



1. <https://www.frontiersin.org/articles/10.3389/fmed.2017.00218/full>

Octapharma **developing its Austrian** production site

Work began in September 2023 to expand Octapharma's Vienna production site, to allow us to match increasing demand and improve the global supply of vital plasma products to patients.

The enlargement of the Haberkornhalle building from 2,800m² to 6,300m², at a cost of €33 million, will support a projected increase in production of almost 50%, with an expected rise in the number of employees in the Visual Inspection & Packaging (VI&P) area from the current 160 to 220 by 2028.

The construction will also create space for other innovations and further improvements, including a planned fully automatic sifting system for liquid products, as well as a new, automated packaging machine for freeze-dried products.



“We are delighted to be able to further expand this historic Viennese site and to create the opportunity for further growth which will enable us to better and more extensively serve patients worldwide.”

Barbara Rangetiner

Managing Director, Octapharma Austria

Expansion of the Haberkornhalle building

2,800m²



6,300m²



Octapharma employee engagement
strengthens further in 2023

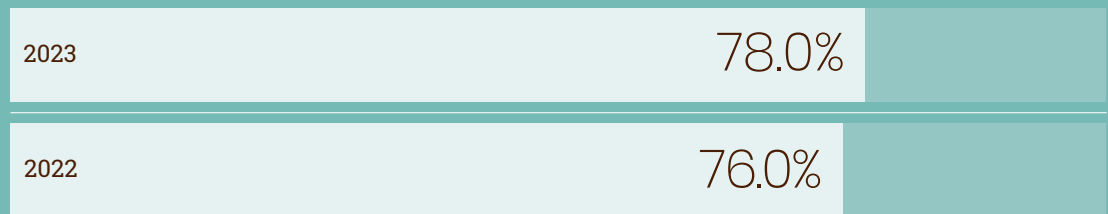


Employee engagement at Octapharma strengthened even further in 2023, according to a survey of employees in Europe conducted from November 7-22, 2023.

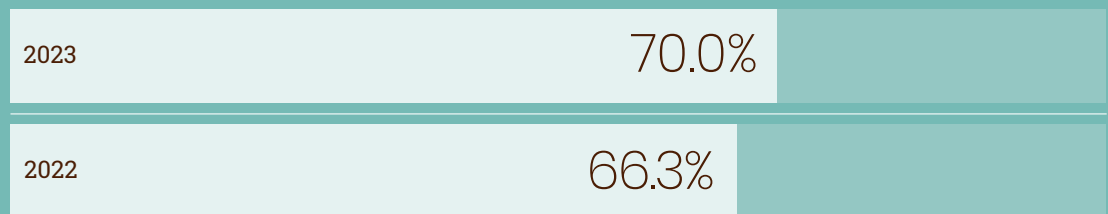
Nearly 90% of all questions received a more positive response than in the previous year's survey, with no result falling by more than 1%. Around 78% of respondents said they were happy to work at Octapharma, up 2% from 2022, and 70% said they would recommend the company to a friend, an improvement of 3.7%.

Employees remain extremely proud of the work the company does, with 94% agreeing that Octapharma makes important contributions to society through its products, up 2.9%, and 78% agreeing that they were proud to tell people where they work, also up 2.9%.

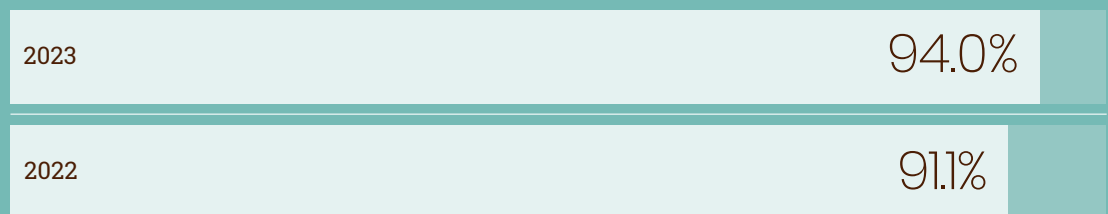
Are you happy to work at Octapharma?



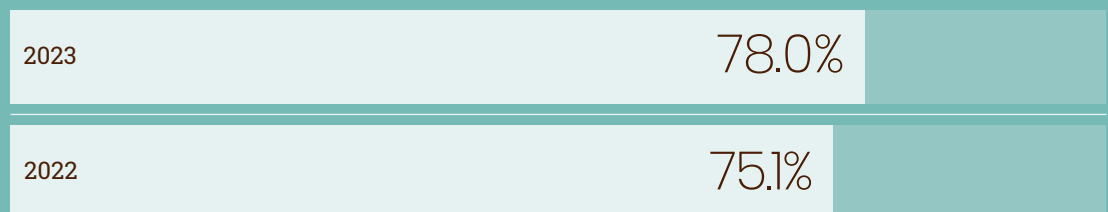
Would you recommend Octapharma to a friend?



Do you agree that Octapharma makes important contributions to society?



Are you proud to tell people where you work?



New strategy for R&D Plasma

A new R&D Plasma organisation was introduced in September 2023. This new structure aims to create greater accountability, streamlines existing functions and introduces two new units with a focus on developing new products and technologies to drive future growth.

R&D Plasma aims to deliver in three key areas:

- 1 Maintain and improve Octapharma's competitiveness and profitability in immunoglobulins
- 2 Add new plasma products to the portfolio
- 3 Explore new indications for existing products



Liane Hoefferer was appointed as Senior Vice President for R&D Plasma in April 2023. Under her leadership, a new R&D Plasma organisational structure was introduced in September 2023.

All Octapharma production sites **receive important FDA approvals**

Over the last 12 months, regulatory inspections by the US Food and Drug Administration (FDA) were successfully concluded at each of our production sites in Lingolsheim, Vienna, Springe and Stockholm. This was vital to our plans to grow our business in the world's largest market and is recognition that our production processes meet the highest standards.



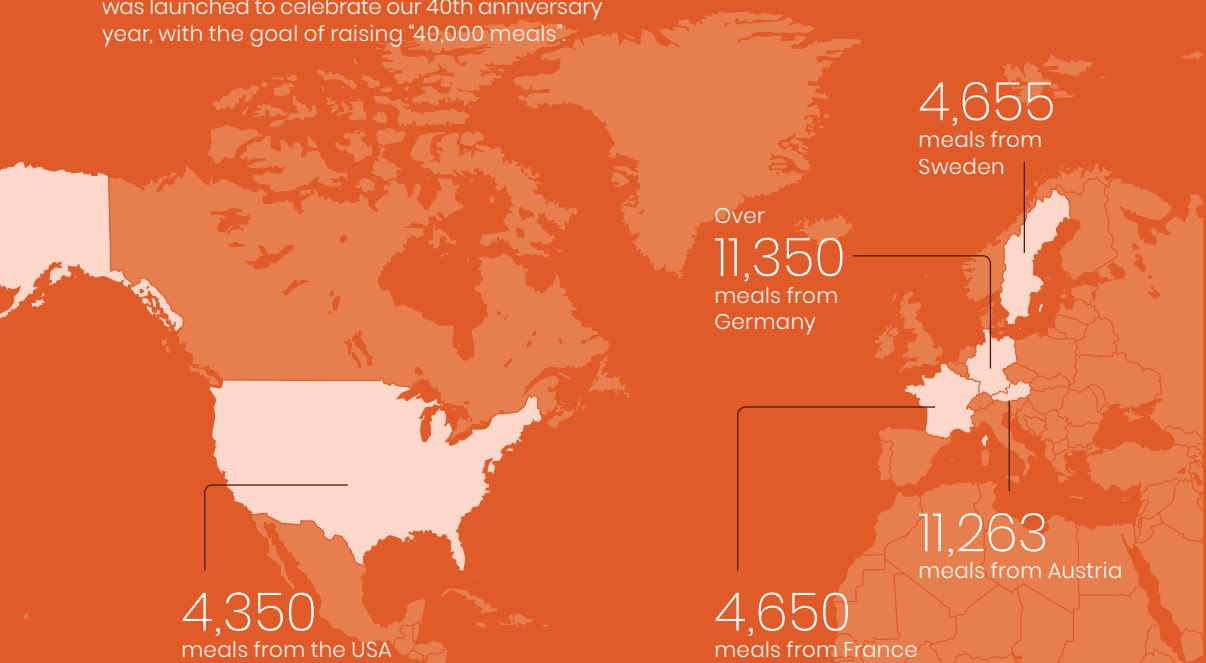
Helping people in need with the Octapharma 40-day challenge

In summer 2023, Octapharma employees came together to help feed families in need through our 40-day challenge. On behalf of these employees, Octapharma made a donation to CARE, a global non-governmental organisation.

An incredible

1,341

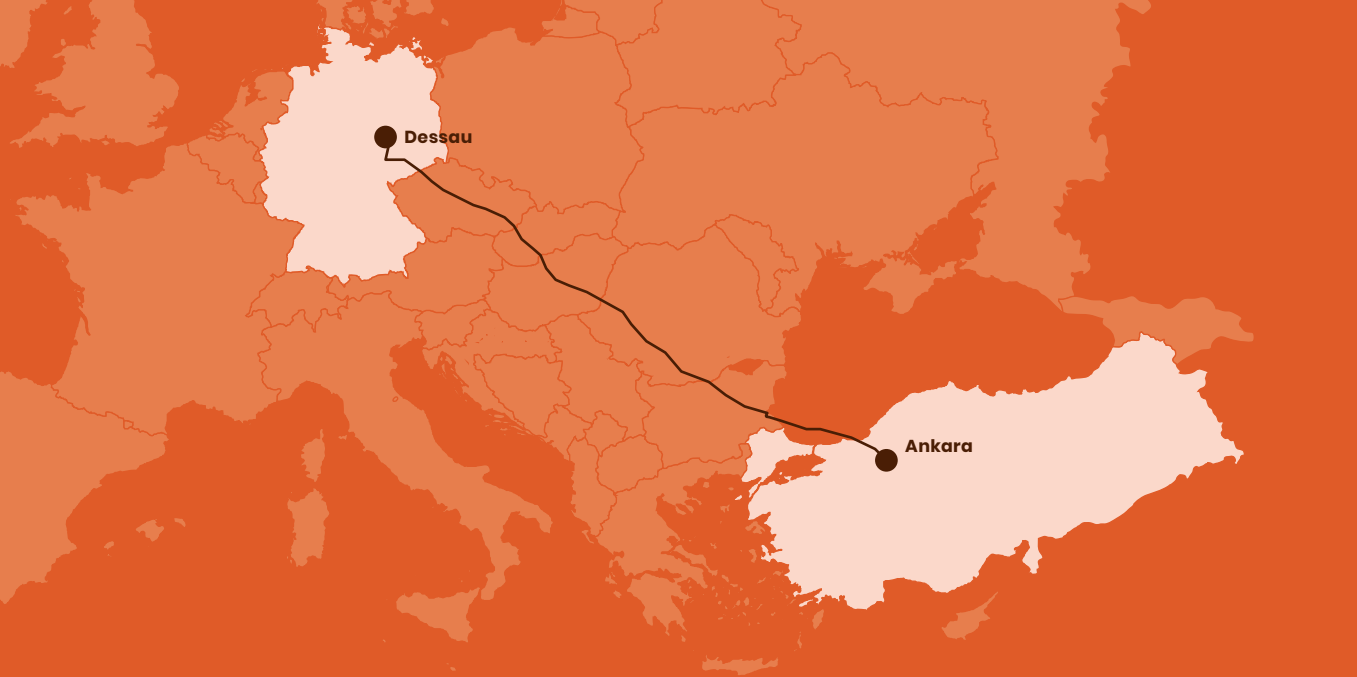
employees took part in the challenge, which was launched to celebrate our 40th anniversary year, with the goal of raising “40,000 meals”.



“Providing new health solutions to advance human life is a fundamental part of our culture and collective character. It makes me feel proud to have seen so many of my Octapharma colleagues participate in the challenge. Thank you to all those who stepped out of their comfort zone and challenged themselves. This is the core of what we do at Octapharma.”

Fany Chauvel

Corporate Head of People, Organisation and Culture



Providing humanitarian assistance in Türkiye

Octapharma made a substantial donation of our life-saving products to support people affected by the devastating earthquakes which struck southern and central Türkiye and parts of northern Syria on February 6, 2023.

Joining the global rescue effort

On February 9, 2023, the first truck loaded with human albumin® 20%, octaplex® and atenativ® left the Octapharma Logistics Centre in Dessau en route to Ankara, where it was distributed as needed by the Ministry of Health of Türkiye.



“Our logistics and support teams moved quickly to ensure that healthcare workers in the region have the plasma products and supplies needed to treat the many trauma victims on the ground.”

Tobias Marguerre

Managing Director, Octapharma Nordic AB



Octapharma's solar cell initiative: **Investing in a sustainable future**

In 2023, Octapharma installed solar panels at its facility in Arlandastad, Sweden. This project is one of several examples of how our company is implementing environmental improvements while re-investing in the business.

Under optimal conditions, our 2,700m² of solar panels can generate up to 493kWh of energy. In a single day, the solar panels generate what a normal house consumes in three months. This makes Octapharma's Logistics Centre completely self-sufficient in electricity during the summer months.

Under optimal conditions, our

2,700m²

of solar panels can generate up to

493kWh

of energy.



“By continuously reducing our energy consumption and at the same time moving to renewable energy, we can continue to reduce our environmental footprint.”

Johan Lindgren

Head of Corporate Technical Organisation



Chairman and CEO's introduction

“It was a year of extraordinary achievement in which we paved the way for future growth with new initiatives to attract donors, build our production capacity, improve productivity and efficiency across our organisation, grow our presence in new markets and position ourselves as one of the most attractive employers in our industry.”

Wolfgang Marguerre

Chairman and CEO, Octapharma Group





Building on our successes

Number of employees

11,908
(2022: 11,573)

Sales

€3.27bn
(2022: €2.85bn)

Operating income

€436m
(2022: €522m)

In 2023, Octapharma celebrated 40 years of innovation and success since our company was founded in 1983 by two men with a shared vision to provide haemophilia patients with a safe and efficacious factor VIII therapy.

It was also a year of extraordinary achievement in which we paved the way for future growth with new initiatives to attract donors, build our production capacity, improve productivity and efficiency across our organisation, grow our presence in new markets and position ourselves as one of the most attractive employers in our industry.

In this year's report, we explore some of the many initiatives currently under way to ensure that Octapharma will build on the successes of the past 40 years and remain a global leader in plasma proteins. This includes a look at how we are transforming our working environment to remain an employer of choice in our industry and are enhancing our operations to increase production and meet growing global demand for our products.

Maria Isabel from Mexico and Deni from Indonesia share their inspiring stories about how they overcame life-changing conditions, as Octapharma continues to build our presence in new markets. We also look at new initiatives to develop our critical care portfolio and at how our research and development (R&D) teams overcame significant challenges to provide new treatment options for patients with von Willebrand disease.

During the year, Octapharma exceeded €3 billion in sales for the first time over a cumulative 12-month period ended March 31, 2023. Regulatory inspections by the US Food and Drug Administration (FDA) were successfully concluded at each of our production sites in Lingolsheim, Vienna, Springe and Stockholm. This was vital to our plans to grow our business in the world's largest market and is recognition that our production processes meet the highest standards.

Our growth plans in the USA were boosted by the FDA approval in July of Balfaxar[®], our four-factor prothrombin complex concentrate marketed in other areas of the world as octaplex[®], and an expanded approval for wilate[®] in December to include prophylaxis.

As part of our ambitious plans to grow production to meet future demand, we broke ground on an important project to expand our Vienna site. This new construction will more than double the visual inspection and packaging area at the site, to support a planned production increase of almost 50% by 2028.

We also expanded our fleet of donor centres to more than 195 and have begun implementation of a new strategy to improve donor experience and loyalty.

These initiatives, and our continued focus on operational excellence and patient care, once again delivered strong growth in sales and profitability in 2023. Sales rose 14.4% in the year to €3.266 billion, while operating income was €436 million.

None of this would have been possible without the hard work and commitment of Octapharma's nearly 12,000 employees around the world. I would like to thank all of them for their dedication which has made our success possible. I am confident that, with their continuing support, our company is well positioned for future success.

Wolfgang Marguerre
Chairman and CEO, Octapharma Group



“By collaborating closely with local haemophilia and haematology societies, we are able to reach physicians and patients in the Indonesian provinces to promote disease awareness and help facilitate patient access to treatment.”

Kym Ching

Sales & Marketing Manager, Octapharma SEA



Indonesia sprawls over

17,000

islands and many patients live far from city hospitals.



There are

2,797

people diagnosed with haemophilia in Indonesia.

90%

of people with haemophilia in the country are estimated to remain undiagnosed.¹

1. 2021 World Federation of Hemophilia report



Access for everyone: Learning to live with haemophilia

“Treatment for the disease was not widely available in Indonesia and I didn’t get any proper medication.”

Deni
Jakarta, Indonesia

As a child growing up in Jakarta with haemophilia in the 1990s, Deni faced enormous challenges. “Treatment for the disease was not widely available in Indonesia and I didn’t get any proper medication,” he recalls. A great deal has changed since then but there are still significant gaps in the treatment of bleeding disorders, which is why Deni, now 32, devotes much of his spare time to raising awareness of these life-changing diseases.

Changing perceptions

Since the 1997 Asian financial crisis ravaged its economy, Indonesia has transformed from one of the poorest countries to a middle-income nation that is projected to become the world’s fourth largest economy by 2045. As a result, Indonesia has been able to roll out an impressive universal healthcare programme in recent years, covering more than 80% of its population of 270 million people.

Nevertheless, gaps remain, with the diagnosis and treatment of haemophilia being one of them. A 2021 World Federation of Hemophilia report recorded a total of 2,797 people diagnosed with haemophilia in Indonesia. However, 90% of people with haemophilia in the country are estimated to remain undiagnosed.¹

Geography plays a part. Indonesia sprawls over 17,000 islands and many patients live far from city hospitals. There is also a lack of understanding of haemophilia among patients, their relatives and even some healthcare providers.

Additionally, blood banks often struggle to maintain sufficient stocks of blood products, let alone the factor replacement products used to treat bleeding disorders. There are many reasons for this, including complex supply chains, logistics challenges and cultural factors across the country’s many ethnic groups, including a significant drop in donation during Ramadan.²

To address the challenges in haemophilia care, Octapharma and its local partner PT Satya Abadi Pharma work together to improve physicians’ awareness of the bleeding disorder through local engagement and educational initiatives.

“We attend the Indonesian Hemophilia Society’s Annual National Congress and support its campaigns,” says Kym Ching, Sales & Marketing Manager for Octapharma SEA. “By collaborating closely with local haemophilia and haematology societies, we are able to reach physicians and patients in the Indonesian provinces to promote disease awareness and help facilitate patient access to treatment.”

A difficult diagnosis

The first few months of Deni’s life were just like those of most children, filled with sleeping, nappy changes and bottle feeds. It wasn’t until he was 18 months old that he had his first muscle bleed and bruising on his legs. Learning to walk was hard and other bruises led to numerous trips to hospital. Luckily for Deni, his haemophilia was diagnosed early, but many other haemophilia patients in Indonesia are left with no diagnosis or inadequate care.

Haemophilia is a bleeding disorder in which the blood-clotting process does not work properly. As a result, people can bleed for longer than normal and can also bleed into joints, muscles or other parts of the body. Left untreated, haemophilia can lead to infection, arthritis or even the destruction of joints.

Recurrent bleeding into joints is one of the most severe consequences of this disease, as it reduces movement and causes both chronic pain and stiffness.

1. 2021 World Federation of Hemophilia report
2. Donor issues in Indonesia: A developing country in South East Asia – PubMed (nih.gov)





Finding support

When Deni was in elementary school, his mother tried her best to explain what the disease was, telling him that it was a blood disorder with no cure at that time. He remembers feeling like an outcast and was very sad and confused. His mother, however, continued to give him hope, and told him to be strong and patient. "When I wondered why God allowed me to have haemophilia or when the chronic illness left me exhausted and in pain, she was my rock," he recalls.

During these years, Deni often had to miss school to go to hospital to get his treatments. "Living in an area where knowledge about haemophilia and its diagnosis are uncommon made getting proper care difficult," he remembers.

Although Deni's school knew about his condition and hospital visits, he felt ashamed and preferred not to tell his friends, saying only that he was sick. He always wore long socks to cover the bruises on his legs. It was only when he was in junior high school that he began to understand his illness and stopped hiding it. To his surprise, people around him were very supportive and cared about him.

Staying strong, living his life

Today, Deni works as a digital business manager in the music industry in Jakarta. Despite his haemophilia, which has caused several physical limitations and some damage to his joints, he is getting on with his life.

"Haemophilia has taught me to be disciplined and responsible, of course. But so did my mother. She made me who I am today, and I am very grateful for that."



Since 2019, he has been treated with Octapharma's human coagulation FVIII concentrate, taken regularly at the Gatot Soebroto Army Hospital in Jakarta. When on business trips, he self-infuses. "It gets a bit challenging on a business trip, but I'm always able to bring my medication with me."

Today, Deni has a family of his own, and loves playing basketball and being with his young daughter. "When I use octanate®, it really supports my daily activities and I can do sports any time." He has an extraordinary spirit which inspires others and he always lives his life enthusiastically, even in difficult times. "Haemophilia has taught me to be disciplined and responsible, of course," admits Deni. "But so did my mother. She made me who I am today, and I am very grateful for that."

Immunotherapy

The Opportune Diagnostic Center in Immunodeficiencies (ODICEI), is a project supported by Octapharma that seeks to improve the diagnosis, testing and treatment of primary and secondary immune deficiencies in Mexico. The project is currently running in Mexico City and will soon expand into Guadalajara and Monterrey.

“Our patients face significant challenges in obtaining a diagnosis and accessing the treatment they need, as well as social stigma around their conditions. ODICEI is helping to improve access to treatments such as subcutaneous immunoglobulin and understanding of these rare diseases.”

Dr Alejandro Gutiérrez
Mexico



Mexico has a population of almost

130 million¹

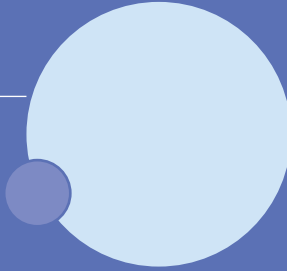
In recent years, the Mexican healthcare system has undergone major changes with the goal of offering universal, equitable, comprehensive, sustainable and effective services.



In Mexico it is estimated that each year more than

4,600 children are born with primary immunodeficiencies (PIDs) and

300 will present with severe forms.²



Around the world,

1/10,000

people are affected by PIDs³

among whom

70–90%

remain undiagnosed.⁴

1. <https://www.worldometers.info/world-population/population-by-country/> Accessed 2 February 2024

2. https://fumeni.org.mx/wp-content/uploads/2018/07/Dr.-Francisco-Espinosa.-_Las-Inmunodeficiencias-Primarias-en-Me%CC%81xico_.-pdf Accessed 2 February 2024

3. <https://www.frontiersin.org/articles/10.3389/fimmu.2019.03148/full> Accessed 2 February 2024

4. Papanastasiou G, et al. Large-scale deep learning analysis to identify adult patients at risk for combined and common variable immunodeficiencies. *Commun Med (Lond)*. 2023 Dec 20;3(1):189



A recipe for a good life

“I now have the freedom
and time to schedule my
own activities, to live my life,
without neglecting my health.”

Maria Isabel
Sahuayo, Mexico

Maria Isabel, a chef from Mexico, has lived with common variable immunodeficiency (CVID), a primary immunodeficiency disease (PID), for her entire life. Now, to help break the stigma of PIDs in Mexico and around the world, she wants other patients to know that it is possible to live a full life with proper treatment.

PIDs are associated with increased morbidity and mortality and are a significant public health burden. Diagnosis of these conditions is often delayed, or patients are misdiagnosed, as there is poor awareness of PID in low- and middle-income countries.

Health coverage in Mexico

With a population of almost 130 million, a rich cultural history and abundant natural resources, Mexico is the second-largest economy in Latin America and among the 15 largest economies in the world.

In recent years, the Mexican healthcare system has undergone major changes with the goal of offering universal, equitable, comprehensive, sustainable and effective services.

Efforts are being made to expand healthcare coverage and improve access to quality care, particularly through social security programmes such as IMSS-Bienestar.

The Mexican government has implemented policies to enhance healthcare infrastructure, promote health education, invest in medical research and provide state-of-the-art treatment options.

Special emphasis is being placed on increasing the number of qualified medical professionals to improve the timely diagnosis and treatment of complex medical conditions, such as PIDs.



“At the age of 11, I started with pneumonia, fever, weight loss, no appetite, anaemia.”

A difficult diagnosis

Maria Isabel had gastrointestinal infectious symptoms that persisted for eight days when she was just four months old. She then remained asymptomatic until she was three years old, after which she experienced frequent upper respiratory infections. “At the age of 11, I started with pneumonia, fever, weight loss, no appetite, anaemia,” explains Maria Isabel.

It took another two years, after many investigations by a team of doctors working with her immunologist, Dr Enriqueta Núñez, before Maria Isabel was diagnosed with CVID.

PIDs are a group of more than 400 rare, chronic disorders in which part of the immune system is missing or functions improperly. Some patients are more prone to recurrent infections while others have a deregulated inflammatory process which makes them prone to auto-inflammation and auto-immune diseases.

First described in 1953, CVID is rare, despite being the most common primary immunodeficiency in humans.¹ It is characterised by primary hypogammaglobulinemia, a disorder related to low serum immunoglobulin or antibody levels resulting in frequent infection.

1. Global Distribution of Common Variable Immunodeficiency (CVID) in the Light of the UNDP Human Development Index (HDI): A Preliminary Perspective of a Rare Disease – PMC (nih.gov)





Dreaming of becoming a chef

"It was not easy growing up with the disease, here in my hometown," recalls Maria Isabel, who lives in Sahuayo in the province of Michoacán. "People pointed at me and made cruel comments."

However, her family never let her down, encouraging her to ignore the comments and giving her the courage to feel confident in herself.

Dr Núñez explained that she could lead a normal life with proper treatment which, for PIDs, is lifelong intravenous or subcutaneous immunoglobulin infusions to replace the missing or defective antibodies.

To receive her treatment, Maria Isabel had to miss classes, causing her to fall behind in her education. Her teachers did not always understand or support her and, unfortunately, she had to drop out of school.

When a gastronomy school opened in her hometown, Maria Isabel knew she wanted to enrol, and her family encouraged her to do so. She had spent much of her childhood in the kitchen, watching and learning as her mother and grandmother cooked. "The kitchen has traditionally been a woman's space in Mexico," adds the talented chef with a smile. Today she holds a degree in Gastronomic Arts.

Starting with subcutaneous immunoglobulin treatment

It was not until 2015, when she was 24 years old, that Maria Isabel started using Octapharma's subcutaneous immunoglobulin. "Dr Núñez told me wonderful things about it," she recalls.

Before switching from intravenous immunoglobulin, she remembers feeling limp and weak at the end of each month as the effects of her treatment wore off. "Now the administration of my medication is one dose every week, and I always feel strong and have enough energy," she explains.

A taste for living

"Every recipe has its own story, a memory of some place, bringing nostalgia and affection for those who taste it," says Maria Isabel as she ties tamales, a traditional Mexican dish, ready to be steamed.

"These are Isabel Sosa tamales," she explains. "In Mexico we learn from the mother, from the grandmother, with women passing on knowledge. The recipes of my ancestors from Sahuayo are what interest me the most, but I love to personalise my own style."

Inspired by ancient Mexican food and by famous Mexican Chef Margarita Carrillo Arronte, Maria Isabel opened her own Mexican food business with her husband Paco, and it has been a great success. She's also participated in gastronomic contests, winning a first place in 2022 and representing Michoacán in a 2024 contest.

Despite her disease, her lifelong journey with CVID and the continued support of her husband and family have given her the strength to lead a normal life. "I know this would not have been possible without subcutaneous immunoglobulin treatment," she admits, humbly. "I now have the freedom and time to schedule my own activities, to live my life, without neglecting my health. That makes me proud, and I want other patients to know that the same life can be possible for them."

"Now the administration of my medication is one dose every week, and I always feel strong and have enough energy."



“Effectively managing bleeding in critically ill patients necessitates a patient-centric, multidisciplinary approach and a shared understanding among various medical specialties to guarantee the best-individualised care for each patient.”

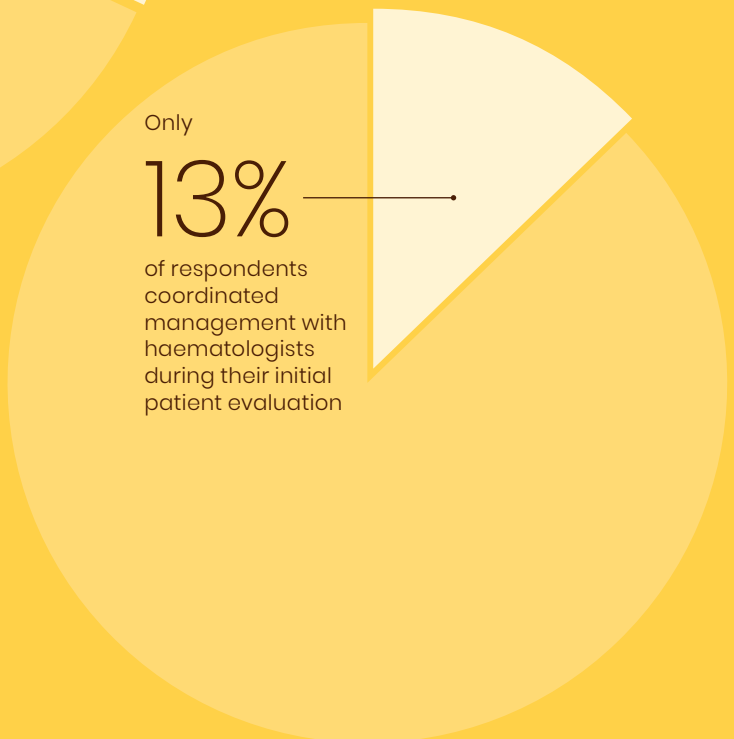
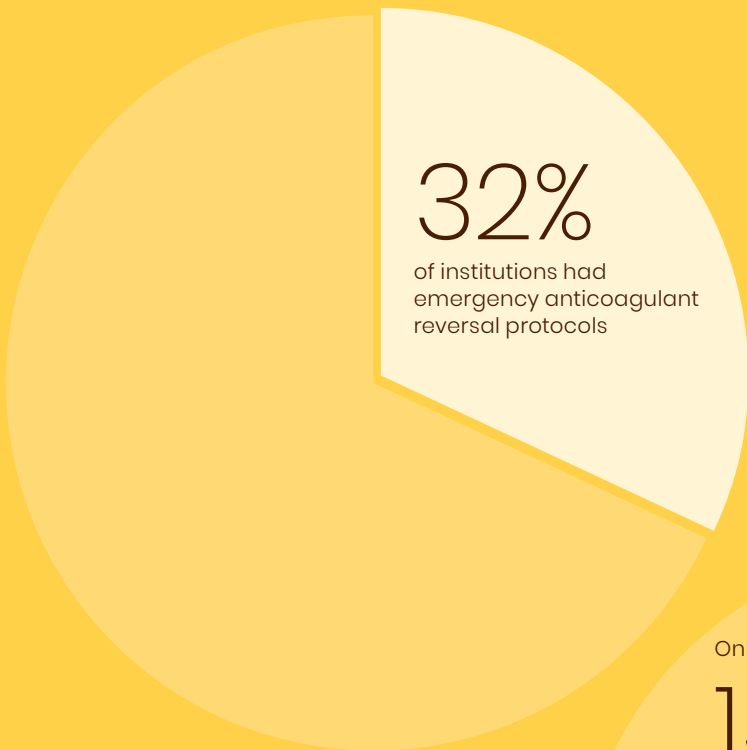
Oliver Hegener

Head of International Business Unit Critical Care, Octapharma

A questionnaire covering anticoagulants reversal prior emergency surgery was sent to American Society of Anesthesiology members¹

Key findings

- 1 Fresh frozen plasma is used more than Prothrombin complex concentrates
- 2 Unified guideline-based institutional algorithms and management protocols are needed



1. onlinelibrary.wiley.com/doi/full/10.1002/rth2.12320



Enabling innovation in bleeding management and critical care

“Critical medical conditions
in combination with life-
threatening bleeding in
trauma or surgery require
effective interventions
such as carefully managed
coagulation therapy.”

Oliver Hegener

Head of International Business Unit Critical Care

Bleeding remains the leading cause of preventable death following major trauma and is a significant challenge in surgical and post-operative care.¹ Octapharma has made significant contributions to improving standards of critical care and developing new treatments for coagulation management.



Oliver Hegener, Head of International Business Unit Critical Care

“Critical medical conditions in combination with life-threatening bleeding in trauma or surgery require effective interventions such as carefully managed coagulation therapy,” explains Oliver Hegener, Critical Care. “Yet, the level of evidence and accepted standards are limited in this field, and patient outcomes can vary significantly.”

Bridging the treatment gap

Octapharma is partnering with leading medical centres across the USA and around the world to bridge this treatment gap and enhance the understanding and implementation of personalised approaches to manage bleeding.

“Our goal is to empower healthcare professionals to better manage life-threatening bleeding more effectively,” Oliver explains. “This involves enriching the interventional toolkit with customised treatment options and generating the required evidence for refining strategies for administering blood products.”

“Effectively managing bleeding in critically ill patients necessitates a patient-centric, multi-disciplinary approach and a shared understanding among various medical specialties to guarantee the best-individualised care for each patient.”

The right diagnostic tools

New diagnostic tools that enable the close monitoring of critical clotting factors, such as fibrinogen levels in a patient’s blood, are revolutionising bleeding management. These technological advancements make it possible for healthcare professionals to tailor patient care with specific coagulation factor agents.

In combination, improved diagnostics and specific coagulation factor concentrates have the potential to amend or even replace traditional blood products in transfusions, allowing for more customised care that maximises the efficient use of resources.

Enhanced accessibility to diagnostics, the required interventions and training is crucial for the implementation of modern, goal-directed therapies in the management of bleeding. To stimulate this development, Octapharma is collaborating with innovative providers of diagnostic technologies, the relevant authorities and medical experts with the mutual goal of routine implementation for every patient in need.

Expanding treatment options

Octapharma is committed to investing in R&D to enhance our established portfolio of factor replacement products and to widen the approved applications of these products.

Most recently, on August 27, 2023, Octapharma USA announced that the US FDA had given approval for the use of Balfaxar[®], Octapharma’s four-factor prothrombin complex concentrate (4F-PCC) marketed in Europe and Canada as octaplex[®]. This product is specifically designed to reverse the effects of anticoagulants such as warfarin in adult patients who are undergoing surgery or invasive procedures.

1. Cannon JW. Hemorrhagic Shock. N Engl J Med. 2018;378(4):370-379. doi:10.1056/NEJMr1705649 – PubMed

Warfarin is a common anticoagulant prescribed to over 2.4 million patients in the USA alone. It is used to prevent blood clots following conditions such as heart attacks, strokes, deep vein thrombosis, pulmonary embolism, after heart valve surgery, or with certain types of irregular heartbeats, like atrial fibrillation.

"The FDA approval of Balfaxar® expands the therapy options for medical providers when their patients require a 4F-PCC product," said Flemming Nielsen, President of Octapharma USA.

Enhancing paediatric care

Earlier in 2023, the FDA approved two supplements to Octapharma's Biological License Applications. These approvals led to new labelling for two of its products: octaplas™, a pooled plasma (human) solvent/detergent (S/D) treated solution for intravenous infusion, and fibryga®, a fibrinogen (human) lyophilised powder for reconstitution. This notably broadens the range of critical care options available for children.

The new labelling for octaplas™ incorporates the findings from two post-marketing studies, LAS-212 and LAS-213. These studies evaluated the product's efficacy, safety and tolerability in a paediatric population ranging from newborns to 20-year-olds. Furthermore, the FDA granted Octapharma's request to extend the use of fibryga®, a human fibrinogen concentrate. The product can now be used for on-demand treatment of acute bleeding episodes in patients under 12 years old who have congenital fibrinogen deficiency (CFD), also known as factor I deficiency.

Improving emergency response

In February 2023, European medical authorities approved a freeze-dried formulation of Octapharma's well-established, pharmaceutically licensed and virally inactivated plasma for transfusion, octaplasLG®. This new line extension, set to be marketed in Europe as a powder and solvent for solution for infusion, introduces innovative and potentially life-saving treatment options for use in pre-hospital and emergency settings.

This innovative powder form of octaplasLG® represents a breakthrough in addressing logistical challenges in emergency care. The ability to store the treatment at room temperature and reconstitute it on-site in early and pre-hospital settings allows a very early access to transfusion and significantly decreases the reaction time. It effectively overcomes the barriers posed by the lack of frozen storage facilities or cold chain infrastructure, which is needed for the storage and administration of frozen plasma products.

Vision for the future

Octapharma remains firmly focused on the future, continuously pioneering in the field of bleeding management.

Fibrinogen, the first factor to be depleted in massive bleeding scenarios, typically seen in trauma and surgery, is one of our key areas of interest. Octapharma introduced fibryga®, highly purified fibrinogen concentrate for use in both congenital and acquired fibrinogen deficiencies. This product has become increasingly vital in routine bleeding management interventions, aligning with global guideline recommendations. It offers patients a crucial factor replacement option, addressing a significant need in medical care.

To expand the accessibility of fibryga®, Octapharma has conducted landmark trials in cardiac surgery. The encouraging results from these studies are currently in discussions with global regulators. The goal is to integrate fibryga® more routinely into major surgical procedures, particularly in cardiovascular operations.

Octapharma is also actively engaged in initiatives related to anticoagulation management, trauma care and congenital factor deficiencies. Through ongoing R&D, we aim to bring about substantial improvements in bleeding management for critically ill patients. The company's focus is on enhancing the overall quality of care, aiming to reduce mortality rates and striving to minimise the complications associated with massive bleeding.

Reducing our environmental impact

Octapharma is committed to being a responsible corporate citizen and strives to reduce the impact of our activities on the environment and the communities in which we operate.

In 2023, this commitment was reflected in numerous initiatives to:

- Reduce greenhouse gas (GHG) emissions, mainly through refrigerant management and increased use of renewable energy
- Save energy through systems improvement and heat recovery
- Lower utilities consumption by optimising processes
- Better manage waste water and other effluents

Cleaner and more efficient production

These initiatives resulted in a 28% reduction in CO₂e emissions in 2023 over the prior year, largely due to increased use of eco gas and our continued focus on refrigerant management. Total energy consumption at our production facilities increased by 3% to 228,452 MWh, while production volumes increased by 14%. As a result, energy usage per tonne of plasma fell 10% to 26.14 MWh/tonne.

Several initiatives to improve municipal water use were initiated during the year, including changes in cleaning processes and avoiding the use of municipal water for cooling purposes. As a result, municipal water usage fell approximately 8%.

Waste water volumes are also slightly lower than in previous years, due to ongoing efforts to reduce effluent and optimise water management processes.

As we look to the future and implement our ambitious strategy to grow production volumes, Octapharma will continue to place efficiency and sustainability at the heart of our business activities.

Fossil free electrical energy

99%

% of electrical energy reported by site

Energy use

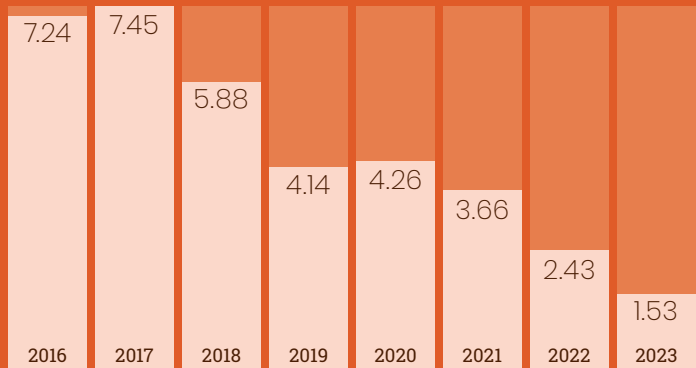
26.14

MWh/tonne plasma

Emissions

1.53

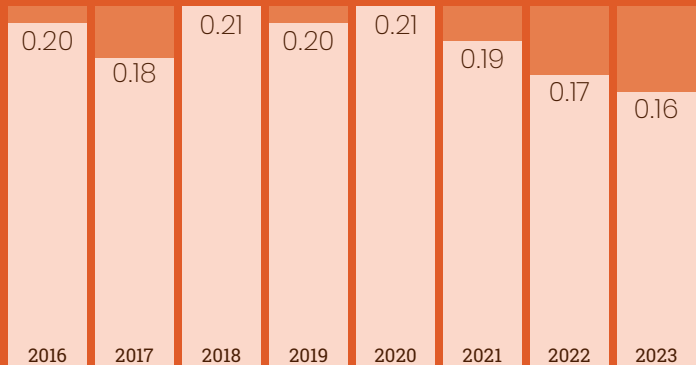
tonne CO₂e/tonne plasma



Municipal water use

0.16

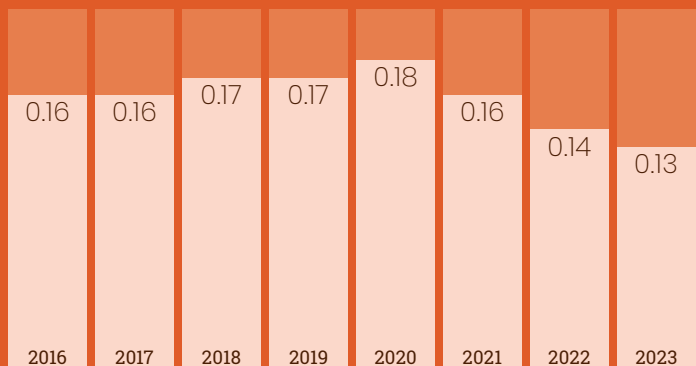
kCbm/tonne plasma



Waste water

0.13

kCbm/tonne plasma





octapharma

Building the organisation of tomorrow

“We can only reach our full
potential if we can create safe and
stimulating work environments.”

Fany Chauvel

Corporate Head of People, Organisation and Culture

The pharmaceutical industry is growing and evolving fast, making it increasingly important for companies to attract and retain talent. In 2023, Octapharma responded to this challenge with new strategies to ensure it has the skills, technology and expertise around the world to continue our mission to provide new health solutions advancing human life.

“The pharmaceutical industry is highly skilled and, with an expected growth of around 5% a year, rare talent is in strong demand,” says Fany Chauvel, Corporate Head of People, Organisation and Culture, a role created in 2022 to spearhead Octapharma’s employee recruitment and retention programme. “To remain at the leading edge of our industry, we need to continue to attract motivated, talented people and give them a reason to stay with us for the long term. We want people to feel valued from the moment they first engage with us to the day they retire.”

Octapharma’s ambition is to provide an environment for our employees that engages and develops talent, providing an inclusive and healthy workplace where people feel valued, and where they are provided with innovative tools and ways of working together.

To that end, in 2023 Fany and her team rolled out a new global strategy for managing human resources and skills, with a strong emphasis on optimising employees’ experience throughout their career within the company.

“We can only reach our full potential if we can create safe and stimulating work environments. To achieve this, we are flipping the traditional pyramid hierarchy, meaning that we want to create a culture in which leaders serve their people from the bottom up, by setting clear goals, removing obstacles and empowering their teams,” explains Fany.



“We want people to feel valued from the moment they first engage with us to the day they retire.”

Fany Chauvel

Corporate Head of People, Organisation and Culture

In practical terms, this ambition is reflected in a wide range of initiatives that will be rolled out over the next few years, starting with the harmonisation of job advertisements to ensure messaging consistency and that the right expectations are set from the very beginning.

Other changes include:

- New onboarding processes to quickly connect employees to Octapharma’s global values and purpose
- Career mapping and lifelong learning to help develop relevant skills and career journeys, to help retain our talent
- New training and empowerment for managers, ensuring that they can drive performance while ensuring the wellbeing of their teams at work
- Standardisation and digitalisation of HR processes to facilitate work and processes across teams

What do Octapharma teams value?

To facilitate this transformation, Octapharma was eager to discover why employees chose to join the company and why they have stayed.

“We interviewed 353 people in 30 workshops across every part of our business, from our corporate headquarters in Lachen to our research facilities, production sites, donor centres in the USA and Germany, and sales offices around the world,” says Per Eriksson, Head of Market Communication, who led the project. “What we found is overwhelming pride in the work we do on behalf of our patients and very strong appreciation of our working culture and environment. People particularly liked our stability, continuing growth and the many opportunities available for personal development and for taking on new responsibilities. We will use these findings to shape our strategy for attracting and retaining talent, as well as to drive engagement across the organisation and ensure that our people feel more valued, more empowered and prouder than ever.”



“We interviewed 353 people in 30 workshops across every part of our business, from our corporate headquarters in Lachen to our research facilities, production sites, donor centres in the USA and Germany, and sales offices around the world.”

Per Eriksson

Head of Market Communication



The right tools

Octapharma’s drive to introduce simplified processes has been reflected not only in HR, but also in Production and IT. The global IT team introduced its new IT strategy in 2023 which, as Håkan Berggren, Vice President Corporate IT, explains, is more a response to business demand than merely a new IT initiative.

“In the past, we focused on building a strong tech foundation and streamlining our processes to prepare for rapid growth,” says Håkan. “Today, we’re using that foundation to elevate the way we do business. We’re deploying technology and data to improve productivity and drive growth across various parts of our business, from plasma collection through production to sales.”



Key elements of the new IT strategy

- 1 Creating a company powered by data and digital tools
- 2 Octapharma is committed to investing in digital tools and upskilling the wider organisation
- 3 Accelerating our manufacturing and production, and strengthening our digital connections to the wider healthcare ecosystem

Empowering digital data

As well as continuing to support daily operations, Octapharma IT is also investing heavily in three major areas:

- **Production IT**, where the main goal is digital transformation in manufacturing.
- **Data and Analytics**, where one example is the new Octapharma Data Platform. Jointly implemented with Production, this new initiative uses artificial intelligence (AI) to increase production yield.
- **Security**, where the company is working closely with all departments, to improve protection against cyber risks. The new security scorecard allows IT and Business to track progress.

“The new strategy provides opportunities for our team members to grow and develop to be part of a larger community,” says Håkan. “I believe this is a positive development which will help to retain and attract talent.”





The new IT strategy aims to generate value from data and digital projects across Octapharma

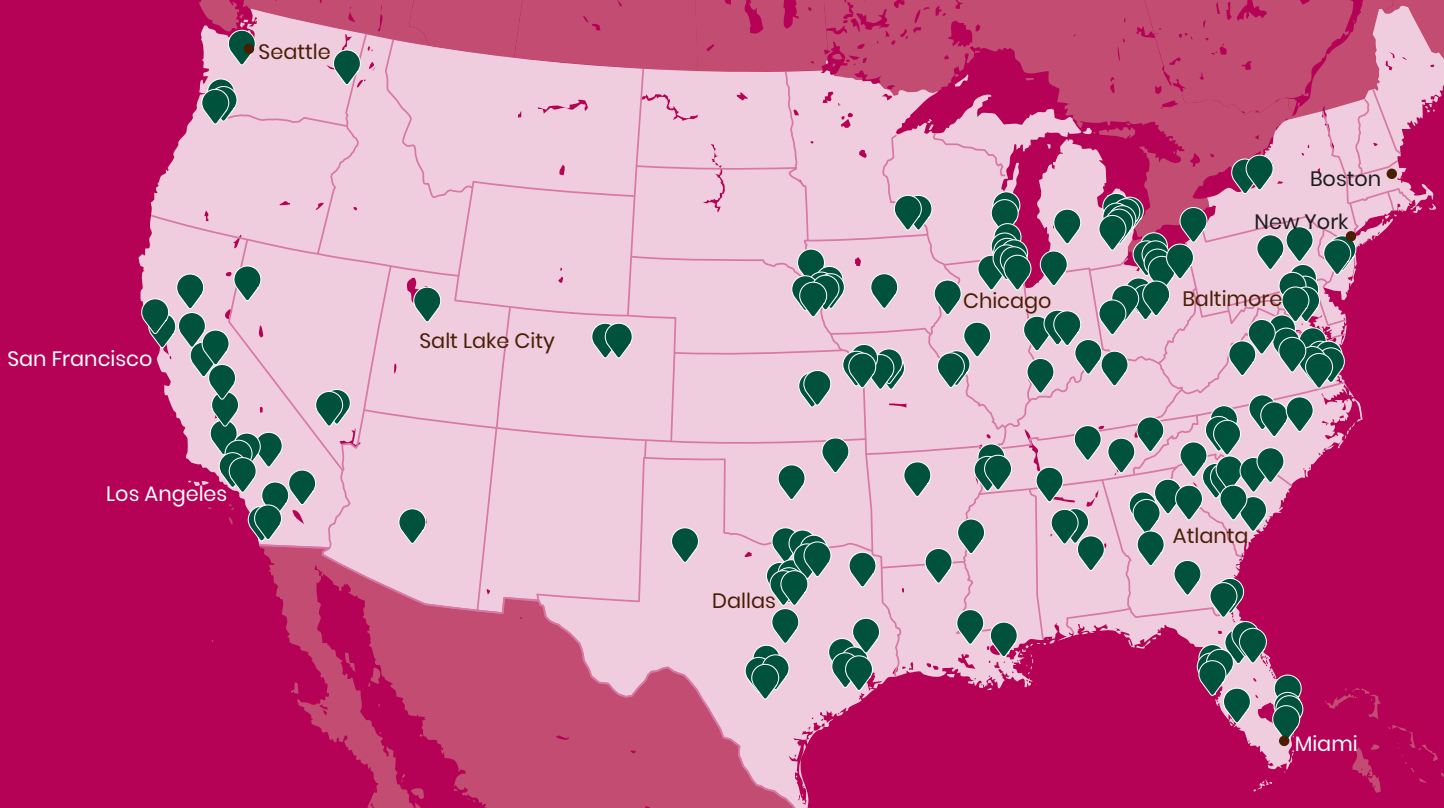
“The new strategy provides opportunities for our team members to grow and develop to be part of a larger community.”

Håkan Berggren
Vice President Corporate IT

The need for plasma

Reaching new heights in plasma collection

Octapharma Plasma, Inc. (OPI) collected record volumes of plasma in 2023, as it began to implement a new strategy to improve donor experience and employee engagement. OPI added eight donor centres during the year, bringing the total to 175, while a strong focus on cost management reduced the total cost per litre of plasma.



In 2023 OPI added

8

new donor centres
bringing the total to

175

donor centres.

The journey of plasma from the USA to Europe

Once donations are collected, they are frozen and begin their journey to Europe.

▼ **Days 1–3**
Collected samples are sent for pathogen testing.

▼ **Days 10–13**
Pallets are transported by truck to a central warehouse.

▼ **Day 25**
After a documentation check, the plasma pallets are sent by truck to a port on the East coast.

–25°C

The temperature plasma has to be kept at throughout its journey.

13 days

Length of sea journey from USA to Bremerhaven and Hamburg ports in Germany.

▼ **Days 45–46**
The container is transferred to a truck bound for the Vienna, Lingolsheim or Stockholm Octapharma sites.

11

containers on average are transferred every week.

▼ **Days 54–58**
After plasma has arrived at each site, single donation control is performed.

▼ **Days 61–65**
In production, the plasma bottles are cut open and put into the thawing tank.

Once all donations are thawed together to form a plasma pool, samples are taken for additional virus testing at the pool level.

▶ More information on our production process can be viewed in the 2017 Annual Report: [annualreport2017.octapharma.com](https://www.octapharma.com/annualreport2017)

Donor stories: Mike



Just an
ordinary lifesaver



“Hopefully my plasma has prolonged the lives of many.”

“I would like to think of myself as a ‘lifesaver’,” says Mike, an Octapharma Plasma donor. “Hopefully my plasma has prolonged the lives of many.” He started donating plasma more than a decade ago, mostly to help out when he and his family relocated and to earn a little extra cash for Christmas. “I donated at a competitor agency for three years before coming to Octapharma in June of 2010,” he recalls.

One donation can save lives in various ways

Plasma in our bodies helps protect us from infection and blood disorders. It also plays a vital role in coagulation. In their many medical applications, plasma-derived therapies help millions of people around the world every year with life-threatening conditions, including primary immunodeficiency and bleeding disorders, as well as in critical care and emergency settings.

These therapies are genuinely life-saving, but they rely on donations which is why, at Octapharma, our plasma donors are as important to us as our patients.

Changing motivation

Times have changed for Mike since he first donated. His kids have graduated college and moved out on their own. “I can honestly say that I don’t donate for the money any more,” he says.

Originally, donating for Mike was a race with a friend to reach 1,000 donations. Unfortunately, his friend became ill and is now unable to donate. “But when I was at donation 700, that goal of mine to hit 1,000 donations came back strong,” remembers Mike, with a laugh.

There are two reasons Mike still donates regularly. “The first reason is knowing that I am doing good for so many other people around the world.” The second reason is more personal: Mike’s wife had a liver transplant in 1997. “We didn’t meet until June of 2004, but I know she’s been the recipient of plasma, so that keeps me going – knowing I am making a difference to people just like her,” he proudly explains.

A community on a mission

Octapharma Plasma, Inc. (OPI) is not just a place for Mike to donate; it’s a community, where everyone understands the importance of their mission. That’s another reason why Mike continues to donate at OPI. “During these 13 years, I have got to know all of the employees there, as well as the other donors”, he says. “I have seen a lot of people come and go and have even spent more hours there than some of the newer staff. Seeing them weekly makes it feel as though they are a part of my extended family. They are great people.”

Mike is committed to donating twice a week. He has no plans to stop any time soon. “I am currently over 1,200 donations, and I am looking forward to continuing to donate for as long as I can.”





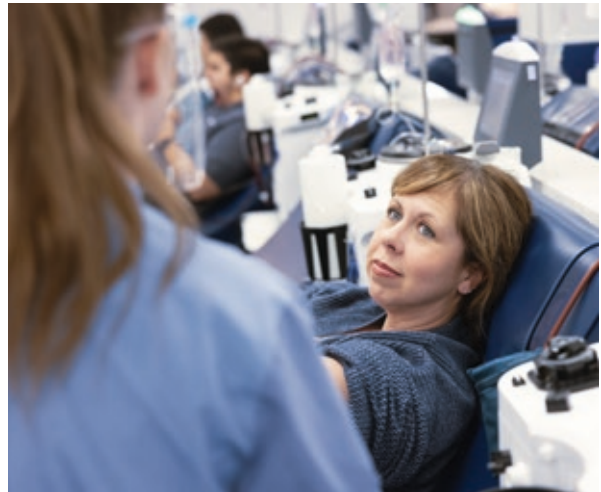
Loyalty and
community

Karin first donated plasma in college but stopped when she graduated. It was only after she married and had a family of her own that she remembered how easy the process was and how big an impact it could have. In 2010, Karin began donating regularly at Octapharma Plasma. Today, she ranks among the top active donors with more than 1,400 donations.

While altruism is a big motivator for Karin, it is the people at her donation centre who keep her coming back to Octapharma Plasma, Inc. (OPI).

“Going somewhere else does not fit in my equation at all,” she says. “It’s nice when you feel as if you are a part of something. I feel attached to some of the employees there. I know them well. The management knows me when I come in. They come out of their offices to say hello, and of course the phlebotomists – I honestly think I would miss them. I feel like we are friends.”

For Karin, a former journalist turned higher education administrator, donating was also therapeutic. It was a short escape from her busy days as a career-driven professional, a wife and a mother. “It was me time,” Karin explains. When she began donating again, she had three small children. Her centre visits gave her an opportunity to relax and decompress for an hour.



“When I think about the grand scope of things, how many people I have helped over the last 13 years, I just let my imagination run wild. I like to think that I’ve helped a lot.”

Donating to create lasting family memories

Her donations have also helped provide many memories for her family over the years, including two road trip vacations across the USA. “Now that two of my kids are out of the nest, I’ll cherish those memories forever,” says Karin.

One of her children had the privilege of marching in the 2023 Macy’s Thanksgiving Day Parade in New York City. Karin used funds she earned from donating to make it a family trip. “It was the opportunity of a lifetime for her. As a family, we always believe in showing up for each other. It was awesome just to be there to support her.”

Advocating for a greater good

As a donor and advocate, Karin’s family and friends began to follow her lead. Her oldest children became donors. She sometimes donates during her lunch break and her co-workers ask her for information about the process. She has converted neighbours into donors as well.

Donating plasma has done more for Karin than provide another revenue stream. It gives her discipline and a sense of pride. She says: “When I think about the grand scope of things, how many people I have helped over the last 13 years, I just let my imagination run wild. I like to think that I’ve helped a lot.”





Two decades of pioneering patient-centred care

“We were virtually unknown in the USA and our early partners showed significant trust in Octapharma and our team. We were determined to prioritise their needs and worked hard to nurture these early relationships through solid communication and delivery.”

Flemming Nielsen
President Octapharma USA Inc.

In 2003, Octapharma obtained approval from the US FDA for octagam® 5% intravenous immunoglobulin (IVIg) to treat PID in the USA and began to explore growing its presence in the world's largest market.

The following year, as part of its expansion strategy, the company launched Octapharma USA Inc. Shortly afterwards, Tobias Marguerre, then responsible for establishing an American subsidiary, sent Flemming Nielsen to the USA to set up operations, finance and logistics functions. Within six months, he was promoted to General Manager and later became President Octapharma USA Inc. and a member of the Octapharma Board. Under his leadership and through the steadfast commitment of the US team, the subsidiary now contributes roughly half of Octapharma's global sales and continues to experience robust growth.

"My father and I had no hesitation in promoting Flemming to General Manager in April 2005," says Tobias Marguerre. "His leadership has helped Octapharma become an important and influential player in the US market. We continue to work very closely together, and I look forward to continuing to do so in the future."

Early challenges

With only one FDA-approved product and negligible brand recognition, the company faced many challenges in those early days. "To say that we faced an uphill climb was an understatement," explains Tanya Keller, Octapharma USA Senior Key Account Manager. "Back then, we had a skeleton crew out in the field and in the office, nobody knew who we were and sales were really slow. Thankfully, times have changed."

"Back then, we had a skeleton crew out in the field and in the office, nobody knew who we were and sales were really slow. Thankfully, times have changed."

Tanya Keller

Octapharma USA Senior Key Account Manager

Octapharma USA's fortunes began to change when, in 2005, the team secured its first major contract to distribute octagam® with US Oncology, which has been a key customer ever since.

"We were virtually unknown in the USA and our early partners showed significant trust in Octapharma and our team," says Flemming. "We were determined to prioritise their needs and worked hard to nurture these early relationships through solid communication and delivery."

This focus built the solid foundations for Octapharma USA's growth and underpinned a strong reputation for reliability and integrity. Since then, the business has expanded its portfolio of treatments and continues to build strategic partnerships with patient and professional organisations.

Continuous growth and achievements

In the last 20 years, Octapharma USA has achieved many milestones, securing multiple FDA approvals and successfully passing inspections of all Octapharma production sites.

Today, Octapharma offers a portfolio of 10 FDA-registered products in the USA: albumin®, Balfaxar®, cutaquig®, fibryga®, Nuwiq®, octagam® 5%, octagam® 10%, octaplas®, panzyga® and wilate®.

Octapharma USA is actively pursuing ambitious growth strategies to increase demand for our current portfolio of FDA-approved products and further grow our pipeline through R&D investments in our three therapeutic areas: haematology, immunotherapy and critical care.

A recent notable example is the July 2023 approval for Octapharma's four-factor prothrombin complex concentrate, Balfaxar®, for the urgent reversal of acquired coagulation factor deficiency induced by vitamin K antagonist therapy.



Patient-centred mission

At the heart of these strategies is a strong focus on providing patient-centred care through close collaborations with patient advocacy organisations such as the Immune Deficiency Foundation, The Myositis Association, Hemophilia Federation of America and Hope Charities to ensure patients get access to needed treatments and support throughout their health journey.

Factor My Way® and IgCares® showcase Octapharma USA's dedication to comprehensive care for patients and caregivers living with bleeding disorders such as haemophilia A and von Willebrand disease as well as PID. These dynamic, complementary, multi-dimensional programmes aim to enhance their healthcare journey by providing tailored resources, a supportive online community, virtual events, and personalised support that focuses on their unique needs and challenges.

Octapharma USA envisions a future not only marked by market growth but also by a broader impact on patients. R&D remain central to these aspirations, with numerous clinical studies under way for FDA approval of ground-breaking therapies in haematology, immunology and critical care.

Industry recognition:

A testament to excellence

The company's commitment to patient-centred care has earned Octapharma USA broad industry recognition – notably the R&D Award for Outstanding Innovation in Myositis Research at The Myositis Association 2023 Annual Patient Conference, which acknowledges its remarkable achievement of being the only pharmaceutical company to obtain FDA approval in adult dermatomyositis.

Special Projects team:

Innovating together

The Special Projects team drives innovation at Octapharma USA by exploring new business development opportunities through strategic partnerships. The team is responsible for supplying and supporting the use of Octapharma's plasma proteins in the manufacturing of next-generation biotech and diagnostic products. The team also identifies business development opportunities through strategic research partnerships. One result of these efforts is the partnership with Akron, Inc., which has led to a growing opportunity to supply plasma-based serum for cell and gene therapy manufacturing derived from octaplas®.

"Our focus on strategic partnerships has allowed us to explore new horizons in the pharmaceutical industry, ensuring Octapharma USA's position as a trailblazer," says Vijay Nair, Octapharma USA Senior Director, Special Projects.





WIL-31: Expanding treatment options for VWD

“The approval of wilate[®] for VWD prophylaxis could improve the quality of life for many patients and I’m proud to have led the team that achieved that.”

Sylvia Werner

Senior Director Clinical R&D, Haematology

On December 1, 2023 the US Food & Drug Administration (FDA) granted expanded approval to wilate[®], making it the first von Willebrand factor (VWF) concentrate indicated for prophylactic treatment across all forms of von Willebrand disease (VWD).

The expanded indication is the product of WIL-31, the largest ever prospective prophylaxis study in VWD. Launched by Octapharma in 2020 and completed in November 2022, WIL-31 was a prospective, non-controlled, international, multi-centre phase III trial that investigated the efficacy and safety of wilate[®] prophylaxis over 12 months in people aged six and older with severe VWD of any type.

VWD is a rare bleeding disorder that affects up to 1% of the US population, around 3.3 million people. While prophylactic treatment is the standard of care in some bleeding disorders, such as haemophilia A, that is not currently the case for VWD. The label expansion thus offers an invaluable new treatment option for a significant number of patients.¹

Exceptional challenges

The rarity of VWD made it particularly difficult for Sylvia Werner, Senior Director Clinical R&D, Haematology, who led the study, and her team to recruit patients who met the inclusion criteria for the study. The team had to identify and enrol patients across various age groups and with various types of VWD to receive a broad indication for the product label.

To overcome this, the project team expanded the study to include patients from around the world, including from Lebanon, Ukraine, Russia, Belarus, Hungary, Bulgaria, Croatia and the USA.

Beyond the standard recruitment challenges, the study was impacted by world events that were neither predictable nor controllable. “The start of the WIL-31 study coincided with the start of the COVID-19 pandemic, which posed particular challenges for logistics and operations in all of the countries involved,” recalls Sylvia.

The team also had to ensure that patients were able to make regular visits to the clinic, that blood sampling kits were sent to study sites in time for these visits, and that blood samples were returned quickly to central laboratories in the USA and Germany for testing. During this period, logistical supply chains broke down and shipments were extremely delayed. Sourcing material needed for building blood sampling kits was a particular challenge.

“In addition, the majority of our patients were enrolled in Lebanon, which was hit hard by a financial crisis and fuel shortages, making it difficult for patients to visit the clinics,” explains Sylvia. “Taxi rides from patients’ homes to hospitals cost up to \$800 during that time.”

“Last but not least,” remembers Sylvia, “the study was still ongoing in Ukraine when the war broke out and for a short period of time it was unclear what had happened to our patients, our investigators, the study documents and the study drug that was still stored in the country.”

Collaboration is key

Looking back, Sylvia notes that good communication, flexibility and perseverance, as well as motivating her team in times of crisis and recognising their strengths, were the most effective ways of overcoming these unprecedented challenges and bringing the project to a successful conclusion.



1. Centers for Disease Control and Prevention website, What is von Willebrand Disease?, accessed Nov. 27, 2023

“The FDA inspections and data review went smoothly, and we received a broad indication for prophylaxis treatment in VWD that puts us ahead of our competitors, which is very exciting,” explains Sylvia. “And knowing from the outset that we are working to improve the quality of life of our patients is especially rewarding.”

Real hope

“Long-term prophylaxis with VWF concentrate, as compared with on-demand treatment for bleeding, is recommended for patients with severe VWD. The findings from WIL-31 provide strong evidence to support the use of VWF prophylaxis and have led to the recent addition of wilate® prophylaxis as a therapeutic indication for VWD in the USA, widening its access to the US patient population,” explains Shveta Gupta MD, a specialist in paediatric haematology and oncology at the Haley Center for Children’s Cancer and Blood Disorders at Orlando Health Arnold Palmer Hospital for Children, Orlando, Florida.

Efficacy was assessed in 33 adult and paediatric VWD patients aged six years and older from 14 centres in eight countries, with patients receiving wilate® prophylaxis two or three times weekly for 12 months. All patients had taken part in a prospective six-month run-in study (WIL-29) during which they received on-demand treatment with any available VWF concentrate, allowing assessment of the efficacy of prophylaxis at an intra-individual level.

The primary endpoint of the study, a greater than 50% reduction in mean total annualised bleeding rate (ABR) during wilate® prophylaxis compared with prior on-demand treatment, was met.

In fact, the primary endpoint of the study was met with an 84% reduction in the mean total annual bleeding rate (ABR) compared with on-demand treatment during the previous study. The median spontaneous ABR decreased by 95%. Importantly, no serious drug-related adverse events or thrombotic events were observed during the study.



“The FDA inspections and data review went smoothly, and we received a broad indication for prophylaxis treatment in VWD that puts us ahead of our competitors, which is very exciting.”

Sylvia Werner

Senior Director Clinical R&D, Haematology

Empowering patients

Putting patients at the centre of its activities has always been a top priority for Octapharma, where clinical trials and studies have long been directed towards reducing high levels of unmet patient need.

Looking back after the FDA approval, Sylvia says that the most motivating part for her personally was working with a team and with colleagues who enjoy what they are doing as much as she does. “Never give up, even and especially in difficult times. The greater the challenges that are being overcome, the more rewarding the outcome is,” she says.

“The approval of wilate® for VWD prophylaxis could improve the quality of life for many patients and I’m proud to have led the team that achieved that.”



OPS: Transforming production to meet rising demand

“The goal of OPS is to increase efficiency and contribute to our goal of increasing output from our current production facilities.”

Mads Andersen

Head of Corporate Operational Excellence

Octapharma is constantly seeking to increase production to meet the rapidly growing demand for our products. One way it is achieving this is through the Octapharma Production System (OPS), a global initiative launched at the beginning of 2020 to ensure the company's production facilities remain at the cutting edge of our industry.

"The goal of OPS is to increase efficiency and contribute to our goal of increasing output from our current production facilities," says Mads Andersen, Head of Corporate Operational Excellence, who is overseeing the OPS transformation.

"Since launching OPS, many of the value stream areas on our production sites have been transformed to become more efficient and we are constantly seeking new ways to simplify workflows and reduce work so that our people can focus their attention where it matters: on meeting the needs of our patients," explains Mads. "What we are seeing as we are going through the OPS transformation is that the operational changes are also making a serious difference in the way people work and how much satisfaction they get out of their jobs."

Mads Andersen, Head of Corporate Operational Excellence



"With application and the right mindset, we can deliver fantastic results across the whole company."

Paul Mucha

Operational Excellence Manager
and Change Leader, Vienna

A better structured work environment

The Lingolsheim, France production site was one of the first to implement OPS, at the beginning of 2020. "The aim of OPS here is clear and straightforward – to organise processes and introduce new ways of working across the site," says Delphine Vivier, Change Agent, Operational Excellence (OE) team.

For example, since its implementation the site has seen significant improvement in equipment monitoring and preventative maintenance, resulting in a 50% drop in corrective maintenance. "We have also improved the work life of our employees by reducing stress levels and encouraging more capability building," adds Delphine.

Establishing new approaches

“We started OPS in areas where workplace and working routines had been established for decades,” explains Paul Mucha, Operational Excellence Manager and Change Leader for the production site in Vienna. “This workplace is already well organised and efficient, but we want OPS to increase efficiency even further. That means asking people to be open to changing well-established behaviours that often work well to try something new, so it is fortunate that we have a culture that is open to this approach and in which people are willing to try new things as we constantly strive to be even better.”

Within the framework of OPS, the Vienna site standardised its pulse meetings at shift handovers, enhancing the efficiency of the process to allow a seamless transfer between shifts and enable early identification of process deviations.

The Quality Control team at the Vienna site introduced a new database and automated workflow to reduce the administrative load associated with non-routine tests, as part of an OPS initiative to reduce waste and increase efficiency.

“With the development of more robust processes, we have increased capacity, improved efficiency and reduced waste, and as a site we are now able to meet the growing demand for our products and thereby support people in need of our medicines.”

Diana Wedenlid

Head of Operational Excellence and Change Leader



Diana Wedenlid, Head of Operational Excellence and Change Leader

Stable production

In Stockholm, Octapharma Sweden (OAB) began its OPS roll out in September 2020, focusing on Quality Control operations, before addressing Basic Fractionation in February 2021.

“With the development of more robust processes, we have increased capacity, improved efficiency and reduced waste, and as a site we are now able to meet the growing demand for our products and thereby support people in need of our medicines,” says Diana Wedenlid, Head of Operational Excellence and Change Leader.

Production stability has improved throughout the OPS journey at the Stockholm site with a notable increase in volumes.

“The different OPS transformations have further improved our processes but also highlighted the importance of collaboration between different departments, making us ‘step out of our silos’ in a very positive way,” says Mattias van Dinther, Change Agent, OE team.

Increasing predictability

OPS was launched in the Basic Fractionation department at the Springe site in mid-2023, and early results show that it has been transformational, increasing production throughput while simplifying work processes and improving communication, information sharing and collaboration.

This process helped identify a handful of critical activities that needed special attention and an optimal production schedule was developed. "As a result, process variability has been drastically reduced making our Fractionation II process more manageable, more robust and predictable," explains Ruslan Yuryev, Operational Excellence Manager and Change Leader.

"Capacity models for both the Quality Control and Operations departments were introduced for Visual Inspection & Packaging in Vienna," explains Dilan Adlim, Change Leader for VI&P. "This tool allows us to plan ahead and forecast resources required for upcoming workloads."

The packaging processes and line changeovers were also standardised. "This made our processes more consistent, reliable and repeatable. Process confirmations are regularly performed to determine if these standards are adhered to and, in the long run, to see if the standards and thus the processes themselves need optimisation," adds Dilan.

"The aim of OPS here is clear and straightforward – to organise processes and introduce new ways of working across the site."

Delphine Vivier

Change Agent, Operational Excellence (OE) Team

The Operational Excellence team has built a holistic value proposition around four dimensions:

- 1** Execute step changes in performance
- 2** Act as strategic counsellor for the Chief Production Officer and site leads
- 3** Standardise best practices across sites
- 4** Offer on-demand support to the site

Furthermore, the foundations for data collection, data analysis and reporting of key performance indicators were laid during the first OPS initiative and have since been further developed. This helped the VI&P teams to measure and evaluate current processes and make planning and forecasting more reliable.

Continuous improvement

Although many OPS initiatives have already been implemented and the rewards are being felt, OPS is a continuous, ongoing improvement process. At Lingsheim, Delphine and the team find that OPS has helped the site to optimise output and quality, while at the same time securing an improved work environment.

In Vienna, Paul agrees, believing that through continued implementation of OPS the entire organisation can expect further efficiency and increased throughput. As he puts it: "With application and the right mindset, we can deliver fantastic results across the whole company."



Celebrating our first 40 years

Coming together to celebrate our achievements and plan our future

Lingolsheim

In June 2023, the Lingolsheim site celebrated the Group's 40th anniversary at the Strasbourg-Hoerdts Racecourse. The theme: bohemian chic. The evening's programme included giant darts games, equestrian performances and a drone show. More than 750 people came together to share an unforgettable moment.



Stockholm

In line with our company's family values, the Stockholm site invited all employees and their families for a day of fun at Gröna Lund, an amusement park located on the Royal Island in Stockholm. Later in the evening, employees attended a private party filled with activities.



Springe

In June 2023, the Springe production site celebrated the company's 40th anniversary at Herrenhausen Palace in Hanover. Highlights of the summer event included music, delicious food and laser show artwork depicting the history of Octapharma and the Springe site, which was screened on the outside wall of the palace.



Vienna

More than 800 employees enjoyed a gala dinner and party at the Marx Halle in Vienna.



USA

At a gala evening to celebrate 40 years of Octapharma, 20 employees were recognised for more than 10 years of service at Octapharma.



OPI

OPI's 170+ donation centres across the USA each hosted unique local celebrations throughout the year.



Dessau

On September 22, 2023, the Dessau team celebrated 40 years of Octapharma with all colleagues and their partners at a grand gala evening at the Anhaltisches Theater Dessau.



In March, more than 450 employees attended a 40th anniversary celebration during OPI's annual OctaCon Leadership Conference in Charlotte, North Carolina.



Read more: [octapharma.com/news/corporate-news/2023/it-started-with-a-belief](https://www.octapharma.com/news/corporate-news/2023/it-started-with-a-belief)

Board of Directors

Looking to the future to make sure we are here for more patients

“I am confident that, with our employees’ continuing support, our company is well positioned for future success.”

Wolfgang Marguerre
Chairman and CEO, Octapharma Group



Wolfgang Marguerre
Chairman and CEO,
Octapharma Group



Flemming Nielsen
President Octapharma USA Inc.



Norbert Müller
Board Member



Matt Riordan
Board Member



Tobias Marguerre
Managing Director,
Octapharma Nordic AB



Roger Mächler
Chief Financial Officer



Wolfgang Frenzel
Research and Development



Olaf Walter
Board Member



Josef Weinberger
Corporate Quality and
Compliance Officer



Olivier Clairotte
Chief Production Officer

“The Octapharma Group once again delivered impressive growth in 2023, with sales up 14.4% over the prior year to a new record of €3.266 billion. This growth was driven by a substantial increase in plasma collection and continuing strong demand for our products – most notably our immunoglobulin portfolio, albumin, octaplex[®], fibryga[®] and wilate[®]. Operating income was €436 million.”

Roger Mächler
Chief Financial Officer





“We are well capitalised, and will continue to invest in increasing plasma collection, streamlining and developing our operations, and growing production, and in our strategy to attract and retain talent by ensuring Octapharma remains an employer of choice in our industry.”

The Octapharma Group once again delivered impressive growth in 2023, with sales up 14.4% over the prior year to a new record of €3.266 billion. This growth was driven by a substantial increase in plasma collection and continuing strong demand for our products – most notably our immunoglobulin portfolio, albumin, octaplex®, fibryga®, and wilate®. Operating income was €436 million.

The cost of sales increased by 21.4% to €2.332 billion, reflecting substantially higher production and material costs. As a result, while gross profit for the year was €934 million, marginally higher than in 2022, gross margins declined to 28.6% from 32.7%.

Operating expenses for the year increased to €497 million from €412 million in 2022. Income before tax was €429 million compared with a record €503 million in 2022, while net income was €354 million. Net cash from operating activities was €260 million.

While some of the increase in costs is due to higher inflation, much of it is the result of increased investment in research and development, expanding into new markets and implementing our ambitious strategy to increase production by up to 50% by 2028, which is expected to drive future growth and profitability to new heights.

These results were robustly ahead of plan for 2023 and leave Octapharma well positioned to execute our strategy for long-term, sustainable growth. We are well capitalised, and will continue to invest in increasing plasma collection, streamlining and developing our operations, and growing production, and in our strategy to attract and retain talent by ensuring Octapharma remains an employer of choice in our industry.

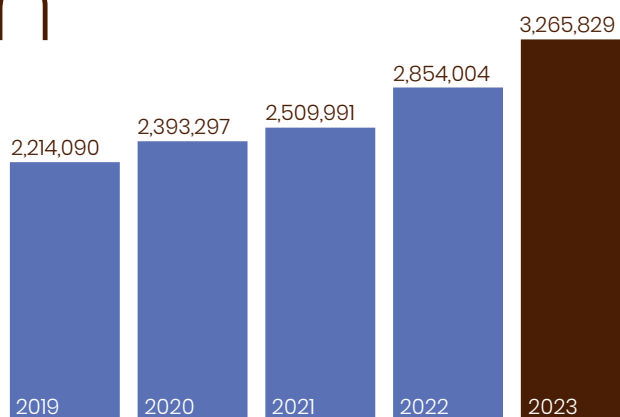
The benefits of these investments are already being reflected in our operations and that, combined with robust inventories of raw plasma, give us confidence that we will deliver another strong set of results in 2024.

This success would not have been possible without the commitment and support of Octapharma employees around the world. Together, we are on track to continue growing our company and helping even more patients in need around the world.

Roger Mächler
Chief Financial Officer

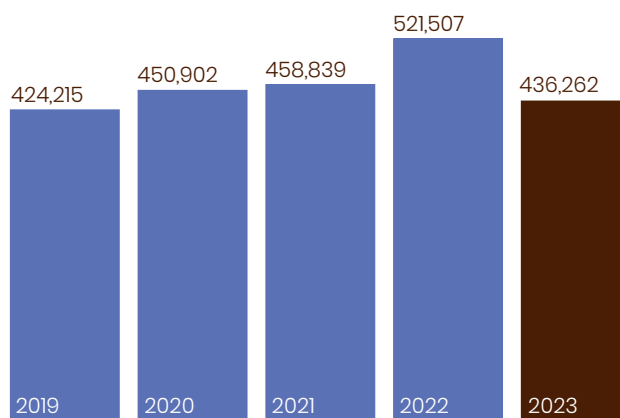
Sales in 1,000 EUR

€3.27bn



Operating income in 1,000 EUR

€436m



Key figures of the Octapharma Group

(Monetary figures are in 1,000 EUR)	2023	2022	2021	2020	2019
Operating income	436,262	521,507	458,839	450,902	424,215
Operating income margin*	13.4%	18.3%	18.3%	18.8%	19.2%
Net income	354,240	448,026	438,333	375,693	403,445
Year-end headcount	11,908	11,573	9,977	9,067	9,307
Return on investment*	8.1%	10.9%	11.8%	11.1%	13.5%
Income from operations per employee*	37	48	49	49	49
Cash ratio	126%	174%	188%	193%	120%
Return on capital employed (ROCE)*	10.5%	13.4%	13.1%	14.4%	15.5%
Days of sales in receivables*	117	114	133	117	141
Days of inventory range*	241	228	204	225	239
Cash flow from operations	259,758	323,738	480,859	600,496	257,180
Expenditures to ensure future prosperity	320,904	280,926	266,973	306,310	307,804
Research and development	92,552	75,339	77,915	79,471	75,748
Capital expenditures and investments in activities	228,352	205,587	189,058	226,839	232,056

* Key figures are determined as follows:

Operating income margin: Operating income/sales

Return on investment: (Net income + interest expense)/average total assets

Income from operations per employee: Operating income/average headcount

ROCE: Operating income/(average total assets - average total current liabilities)

Days of sales in receivables: Trade receivables/sales * 365

Days of inventory range: Average inventories/(material - and production cost) [part of cost of sales] * 365

Financial statements of the Octapharma Group*

Consolidated income statement of the Octapharma Group

(All figures in 1,000 EUR)	2023	2022
Sales	3,265,829	2,854,004
Cost of sales	-2,332,139	-1,920,513
Gross profit	933,690	933,491
Research and development	-92,552	-75,339
Selling and marketing	-293,533	-231,354
Regulatory affairs	-31,640	-29,166
General and administration	-87,930	-82,848
Other income	10,453	7,900
Other expenses	-2,226	-1,177
Total operating expenses	-497,428	-411,984
Operating income	436,262	521,507
Non-operating income and expenses	-6,838	-18,494
Income before tax	429,424	503,013
Income tax	-75,184	-54,987
Net income	354,240	448,026

* The following summary financial statements are derived from the consolidated financial statements of Octapharma Nordic AB, Stockholm and comprise the summary income statement for the period from January 1 to December 31, 2023, the summary balance sheet and the summary cash flow statement for the year then ended, aggregating non-material financial statement captions.

Consolidated statement of financial position of the Octapharma Group

(All figures in 1,000 EUR)	2023	2022
Assets		
Cash and cash equivalents	565,197	749,795
Trade receivables	1,049,517	891,360
Other receivables and current assets	111,589	78,742
Loans granted	27,135	37,597
Derivative financial instruments	4,421	2,423
Inventories	1,485,107	1,305,717
Total current assets	3,242,966	3,065,634
Financial investments	1,312	1,173
Deferred tax assets	170,313	182,164
Derivative financial instruments	497	940
Loans granted	62,286	691
Property, plant and equipment	1,249,051	1,252,137
Total non-current assets	1,483,459	1,437,105
Total assets	4,726,425	4,502,739

(All figures in 1,000 EUR)	2023	2022
Liabilities and equity		
Trade payables and other payables	173,765	149,322
Derivative financial instruments	681	3,636
Income tax payables	24,722	18,936
Short-term lease liabilities	17,044	15,638
Accruals	182,431	195,107
Current provisions	65,008	48,688
Total current liabilities	463,651	431,327
Non-current provisions	91,599	94,570
Derivative financial instruments	0	347
Long-term lease liabilities	295,524	284,761
Deferred tax liabilities	87,435	82,479
Other non-current liabilities	1,520	1,759
Total non-current liabilities	476,078	463,916
Total liabilities	939,729	895,243
Share capital	120	120
Retained earnings	3,781,480	3,569,537
Currency translation adjustments	5,096	37,839
Total equity	3,786,696	3,607,496
Total liabilities and equity	4,726,425	4,502,739

Consolidated statement of cash flows of the Octapharma Group

(All figures in 1,000 EUR)	2023	2022
Net income	354,240	448,026
Depreciation of property, plant and equipment	247,243	180,441
Change in fair value of non-current assets	987	-14,258
(Profit) loss on disposal of property, plant and equipment	624	3
Changes in long-term liabilities and provisions	23,414	29,945
Finance cost	19,170	18,961
Tax expense	75,184	54,987
Unrealised foreign currency (gain) loss	-998	23,518
Cash flow before changes in working capital	719,864	741,623
(Increase) decrease of working capital	-460,106	-417,885
Net cash from operating activities	259,758	323,738
Acquisition of property, plant and equipment	-228,352	-205,587
Change of financial investments and loans	-54,058	40,117
Proceeds from sales of property, plant and equipment	32	288
Interest received	18,151	3,091
Net cash used in investing activities	-264,227	-162,091
Financing activities	-140,511	-160,320
Payments of lease liabilities	-35,819	-34,197
Net cash used in financing activities	-176,330	-194,517
Net change in cash and cash equivalents	-180,799	-32,870
Cash and cash equivalents beginning of period	749,795	777,867
Effect of exchange rate fluctuation on cash held	-3,799	4,798
Cash and cash equivalents end of period	565,197	749,795

Report of the Independent Auditor on the summary financial statements



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REPORT OF THE INDEPENDENT AUDITOR ON THE SUMMARY FINANCIAL STATEMENTS

Octapharma Nordic AB, Stockholm

Opinion

The accompanying summary financial statements on pages 63 to 66, which comprise the summary balance sheet as at December 31, 2023, the summary income statement and summary cash flow statement for the year then ended, and related notes, are derived from the audited financial statements of Octapharma Nordic AB, Stockholm, for the year ended December 31, 2023.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, on the basis described on page 63 of the annual report 2023.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by International Financial Reporting Standards (IFRS). Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon.

The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated February 13, 2024.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements on the basis described on page 63 of the annual report 2023.

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (ISA) 810 (Revised), *Engagements to Report on Summary Financial Statements*.

KPMG AG

Toni Wattenhofer Zurich,

Raphael Gähwiler

13 February 2024

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 EXPERT Suisse Certified Company

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