Living a healthy life.
Krka is one of the leading international generic pharmaceutical companies. We have been consolidating our global position with investments enabling progress, many research projects and profitability, as well as by achieving good results in our existing markets and entering new ones.

Our developmental strength is the result of clear strategies, development strategies and dedication to our common values: speed and flexibility, partnership and trust, creativity and efficiency. Numerous new products, investments and the knowledge of our employees around the world are the foundation on which we will continue to create added value in the future.

The results which we are achieving today will be important for the realisation of new plans. We would like to achieve even better results and help create a more pleasant and safer life in the environment in which we live. We set high standards in all areas of our work and business operations. This is also one of the reasons Krka is a successful Slovenian company offering products of European quality with which we can successfully compete in the global pharmaceutical market.

The respect of our partners and trust of our end-users commit us to continuing success in development, production and sales. So that people can live a healthy life.
WE ARE ONE OF THE LEADING GENERIC PHARMACEUTICAL COMPANIES WORLDWIDE
Over 60 years of experience

Our beginnings reach back to 1954, when Boris Andrijanič established the Krka pharmaceutical laboratory in Novo mesto. At first, only nine people worked in two small laboratories, production and packaging facilities equipped with a tablet press and a machine for mixing medicines.

Stable sales growth, investments, many research projects and the good results achieved under the leadership of the President of the Management Board and Chief Executive Miloš Kovačič contributed to the company becoming the largest public limited company in Slovenia.

In addition to the parent company, Krka, d. d., Novo mesto, the Krka Group comprises other subsidiaries in Slovenia and abroad with over 45 companies and representative offices.

Krka’s main activities are the development, production, marketing and sale of prescription products, non-prescription products and animal health products, as well as Terme Krka health resort and tourist services.

Today, Krka is internationally renowned and ranks among top generic pharmaceutical companies in the world.
A pharmaceutical laboratory named after the River Krka was established. The first medicines acquired marketing authorisations.

1962

A new production plant with laboratories was built in Lufisa. We began selling our products in foreign markets.

1962

1964

We expanded our marketing and sales network abroad and built new production plants.

1981

2001

The first production plant abroad was opened in Egypt.

1959

The first patent application was filed for diuretic hydrochlorothiazide.

1959

1964

The US Food and Drug Administration (FDA) granted marketing authorisations for the production of antibiotics.

1980s

1997

With the acquisition of the German company TAD Pharma, our marketing and sales network was expanded to Western European markets.

1994

2004

Krka shares were quoted on the Ljubljana Stock Exchange.

1994

2008

We opened Notol 2 solid dosage forms production plant, our largest investment to date.

2015

2007

2014

We opened a new plant for the production of active pharmaceutical ingredients, Sinteza 1, in Krško, Slovenia.

1990

2001

We expanded our marketing and sales network abroad and built new production plants.

1954

Over 60 years, Krka has developed into an international company employing more than 11,000 people.

1954

From a small laboratory to the world
We develop generic medicines with added value

Our generic medicines are based on:

- our own, innovative synthesis procedures,
- our own, innovative pharmaceutical forms and technologies,
- extensive studies, which ensure quality, safety and efficacy.

What are generic medicines?

- They contain the same active substances as the original medicines.
- They equal the originators’ medicines in quality, safety and efficacy.
More than 50% of all the Krka Group’s employees work outside Slovenia.

Our products are available in over 70 countries.

Over 90% of products are sold outside Slovenia.

17 million patients are treated with Krka’s medicines for the treatment of cardiovascular diseases every day.
Krka Group’s development strategy from 2016 to 2020

- To attain at least 5% average annual growth in sales in terms of volume.
- To ensure, in addition to organic growth, growth with acquisitions and long-term partnerships (including joint ventures). To allocate a few hundred million euros for take-overs of interesting and available companies in the five-year strategic period.
- To ensure that new products account for at least one third of total sales.
- To launch the selected product portfolio in our target markets as the first generic pharmaceutical company.
- To strengthen the competitive advantage of our product portfolio.
- To maintain the largest possible share of vertically integrated products.
- To improve the cost-effective use of all assets.
- To increase product cost-effectiveness.
- To improve all business functions in innovative ways.
- To maintain independence.

Mission
Living a healthy life.
Our main aim is to enable people to live a healthy and high-quality life.

Vision
We are continually consolidating our position as one of the leading generic pharmaceutical companies worldwide.
This is accomplished independently by strengthening long-term business connections and partnerships in the field of development, product supply and marketing.

Values
speed and flexibility partnership and trust creativity and efficiency
Living a healthy life.

WE MARKET OUR OWN BRANDS
The Krka Group sells over 1 billion euros worth of products and services every year.

We manufacture prescription pharmaceuticals, non-prescription products and animal health products. We market our products under our own brands, which are well-established across the vast area from Lisbon to Vladivostok. Our range of operations is further complemented by the health resort and tourist services of Terme Krka.

Our core products are prescription pharmaceuticals, which account for over 80% of Krka’s sales.
The most significant therapeutic groups of prescription pharmaceuticals are medicines for treating cardiovascular diseases, diseases of the central nervous system and gastrointestinal and metabolic diseases.

Medicines and products are produced in various pharmaceutical forms: tablets, capsules, powders, syrups, ampoules, ointments etc. We develop and acquire marketing authorisations for new pharmaceutical forms of medicines, which are more suitable for use and offer new ways of administration.

Krka medicines and products can treat and prevent the majority of the most prevalent illnesses.

Atoris (atorvastatin) remained the leading prescription pharmaceutical in 2015 in terms of sales, followed by Lorista* (losartan), Nolpaza* (pantoprazole), Prenessa* (perindopril) and Enap (enalapril). Among the ten leading prescription pharmaceuticals in terms of sales were Emanera* (esomeprazole), Valsacor (valsartan), Roswera* (rosuvastatin), Emanera* (esomeprazole), Valsacor (valsartan), Roswera* (rosuvastatin).

Our leading non-prescription products are Herbion, Bilobil and Septolete.

The most significant therapeutic groups of non-prescription products are products for cold and cough relief, vitamins and minerals, products improving cerebral and peripheral circulation, products with effect on the oral cavity and pharynx, analgesics and products for the alimentary tract and metabolism.
Our presence in foreign markets and our market shares indicate that we are on the right track.

Krka is the leader in the Slovenian market and significantly present in the generic pharmaceutical markets of Eastern, Central and South-Eastern Europe, and in the past few years more and more in the markets of Western Europe. We have been strengthening our presence in overseas markets, as we wish to exploit further the sales potential in the Middle East, Far East, Africa and the Americas.

The most important therapeutic groups of animal health products are general systemic anti-infectives and antiparasitics for food-producing and companion animals.

Our leading animal health products are Floron®, Fypryst and Enroxil.

*Krka does not manufacture, offer for sale, or sell florfenicol manufactured following the process protected under the patent EP 922 040 in countries in which this patent is valid.
VERTICAL INTEGRATION ENABLES CONTROL OF THE ENTIRE PROCESS FROM DEVELOPING RAW MATERIALS TO PRODUCING FINISHED PRODUCTS.
Living a healthy life.
The quality, safety and efficacy of Krka’s products make them among the best in the world.

- the research and development process,
- pre-clinical and clinical testing,
- production, quality assurance and quality control,
- warehousing and distribution,
- sales and marketing.

Quality is an ongoing priority in:

The careful monitoring of modern illnesses triggers relevant research and development work in Krka’s laboratories.

On their way to consumers, our products are supported by a strong marketing and sales network, which ensures good cooperation with doctors and pharmacists.

Our products are manufactured in modern, technologically advanced production plants.

Our generic medicines are based on our own innovative synthesis procedures.

The quality of our products is further underlined by modern and attractive packaging.

70% of our products are vertically integrated. Our competitive advantage is a vertically integrated business model, which enables planning and control of the entire process from customer demands, research and development, raw material production, purchasing, production, warehousing, control, quality assurance, and distribution to marketing and monitoring customer satisfaction.

Medicines are developed from the active substance to the finished product, for which we acquire marketing authorisations for various markets. The results of our research work are protected by patent applications, which guarantee exclusive rights over the research results. Krka’s medicines are manufactured in almost any pharmaceutical form for a variety of conditions according to our own procedures. We control technologies for the preparation of solid, semi-solid and liquid pharmaceutical forms.

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Modern pharmaceutical production

Krka has production and distribution sites in Slovenia, the Russian Federation, Germany, Poland and Croatia.

In designing modern production plants, we follow good manufacturing practice procedures, as well as safety and ecological standards, and equip buildings with materials of the highest quality and cutting-edge technology.

In Slovenia, Croatia, and the Russian Federation, twenty investment projects are in progress with the aim of increasing our production capacities by more than one third.

The annual volume of tablets and capsules produced will increase from 13 billion tablets and capsules to more than 17 billion.
Integrated management and quality system

We are committed to the quality, safety and efficacy of our products and services, so our manufacturing procedures, quality control and quality assurance comply with the guidelines of good manufacturing practice.

In addition to good manufacturing practice and other good practices, the integrated management system comprises standards which cover the following areas:

- **Quality**, which is defined by good manufacturing practice, other good practices and the implementation of the ISO 9001 standard;
- **Care for the environment**, which is at the core of the Krka system, with the implementation of the ISO 14001 standard;
- **Health and safety at work**, which is defined by the BS OHSAS 18001 standard;
- **Food safety** as defined by HACCP;
- **Information protection system**, which is certified in accordance with ISO/IEC 27001;
- **Business continuity management system**, defined by ISO 22301.

Inspections carried out by regulatory bodies, internal audits and audits by our partners monitor the integrated management system.

The integrated management system determines our attitude to quality, environment, occupational safety, food safety, medicinal device safety, information security and uninterrupted operations.
Krka’s medicines are the result of our own knowledge and experience

Over 600 professionals are employed in R&D; they are responsible for the development of new products and technologies and for conducting research as the basis of development and obtaining marketing authorisation. Research and development are enabled by sound investments in knowledge, modern equipment and new laboratories. In 15 years, we have renovated and upgraded the entire research and development infrastructure and optimised development capabilities. Our trained team ensures the development of the most technically challenging projects. Here, continuous education is essential, as the life-cycle of technologies is becoming increasingly shorter.

Effective research and development and the launch of new products have a significant effect on competitiveness, so we will continue to invest in research and development. Krka has more than 170 new products in the pipeline.

More than one third of sales revenues is generated by new products, i.e. products launched in different markets in the past five years.

10% of sales revenue is invested in research and development.

Krka invests more in research and development than the average in Slovenia and the European Union.

Living a healthy life.

Slovenia*
EU*
KRKA**

* Gross domestic expenditure on R&D in 2012 (% of GDP)
** Share of Krka’s revenues allocated to R&D in 2012 (in %)
At Krka, knowledge is value

The knowledge, experience and motivation of every employee are essential factors in company growth. The employees of the Krka Group are highly qualified, as more than half have at least university level qualifications.

We offer scholarships for young people studying science and engineering, particularly pharmacists and chemists.

On average, every Krka employee attends more than 50 hours of professional development a year.

Krka Prizes

By encouraging young people to be creative and engage in research work, Krka Prizes have made an important contribution to Slovenian science. In more than 40 years, we have awarded more than 2500 Krka Prizes.

With the Krka Prizes, we would like to encourage new findings in science which will result in new products.

www.krkinenagrade.si
WE ARE SOCIALLY RESPONSIBLE

Living a Healthy Life.
Our strategy is based on the principles of sustainable development

Social responsibility is one of Krka’s main guidelines. The company’s progress has always been related to the advancement of a broader social community. Since we are a socially responsible company, our main mission of Living a healthy life is reflected in several areas.

Krka has been named an energy efficient company twice, as we are aware of the significance of efficient and cost-effective energy management. In 2010, we built the first photovoltaic (solar) power plant and bought an electric delivery vehicle. An electric vehicle charging station is located in front of Krka Headquarters.
Environmental Protection

At Krka, responsible treatment of the environment in everything we do is one of the key strategies. Krka’s environmental policy is based on the ISO 14001 international standard, which involves all areas of environmental protection: reducing emissions into the environment (water, waste, soil, air, noise, light pollution), use of natural resources, energy efficiency, identifying incidents and their management, and public relations. In April 2010, the Integrated Pollution Prevention and Control (IPPC) was acquired from the Slovenian Environment Agency, which is the most important national licence for the operation of equipment in the area of environmental protection.

4 to 5 million euros are spent on environmental protection each year. Our direct investments in environmental protection total up to 3 million euros annually.

Our own purification plant was built in 1992, being the first to introduce such technology in this part of Europe. Currently, this is the best available method for purifying pharmaceutical waste water.
At Krka, we care about responsible and ethical communication, focusing on employees, the professional public, business partners, buyers and end consumers, investors and other members of the public important to Krka.

We regularly inform the professional public – doctors, veterinarians and pharmacists – on medications and other products. We support and organise professional meetings and educational events and prepare various professional materials. With end users, we engage in responsible and professional communication. Texts on products and related information are presented in accordance with the legislation in several languages on corporate and product web pages, as well as on specialist web pages, including the educational web page in Slovenian, www.ezdravje.com, web page covering issues of erectile dysfunction, www.mrkca.com in seven languages, web page related to pets, www.klopi-bolhe.com, also in seven languages.

We have an open relationship with the local and broader community – we organise meetings with the local communities, invite recipients of Krka sponsorships, organise open days and welcome visits from different groups.

We communicate with the external public through the web pages www.krka.biz and press releases. We also organise press conferences and various events. We communicate with our investors through a publication called Utrip prihodnosti and the web portal of the Ljubljana Stock Exchange (SEO – net).
Sponsorship and grants

In line with our mission, Living a healthy life, we support projects and activities which contribute to the development of the social environment by means of sponsorship and grants.

Most of the funds are allocated to not-for-profit activities in local and national communities, but we also support projects outside Slovenia. We give priority to long-term projects that can contribute to improving the lives of as many people as possible. We support those whose actions contribute to protecting the natural environment.

The largest share of sponsorship and grants is used for health and sports, followed by science, education, humanitarian actions and culture.
Living a healthy life.
Terme Krka is the market leader among providers of health-resort services in Slovenia

Terme Krka is a Krka subsidiary. The company comprises the spa health resorts in Dolenjske and Šmarješke Toplice, the Talaso Strunjan coastal centre, Otočec Hotels - with one of the most famous Slovenian castles with a diverse golf course - and the business hotel Krka Hotel in Novo mesto.

Terme Krka prides itself on a long health-resort tradition. Our core business activity is medical rehabilitation. At our thermal spas in Dolenjske and Šmarješke Toplice and Strunjan, we offer professional rehabilitation after severe injuries and diseases of the motor system, cardiovascular and pulmonary diseases. All three resorts have modern diagnostic centres with several specialist clinics.

Our extensive medical knowledge is applied in prevention programmes. Terme Krka was the first spa in Slovenia to offer guests medically based relaxation programmes. Detoxification and healthy weight loss programmes with an individual approach, personal trainers, nutritionists and doctors ensure excellent results.