

## Unitatea de fabricație produse medicinale veterinare Delos Impex și evoluția pe piața internațională

### Delos Impex Veterinary Medicinal Products Manufacturing Unit and the evolution on the international market

Ing. Dan Schawlowski  
Business Developing Manager

[office@delosmedica.ro](mailto:office@delosmedica.ro)

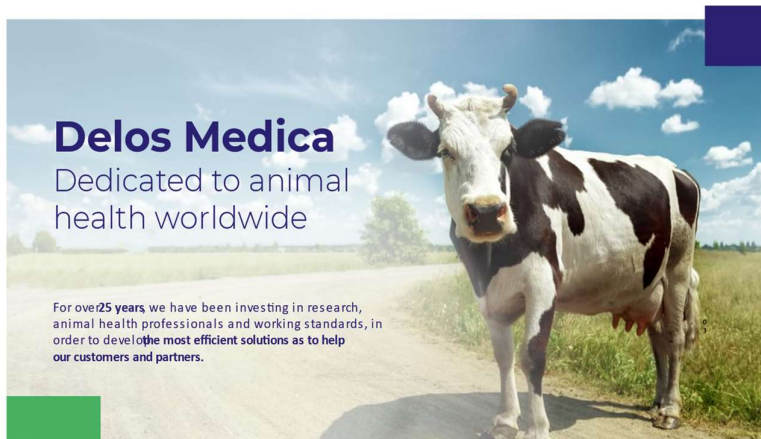
**Cuvinte cheie:** Delos Medica, evoluție, piața internațională.  
**Key words:** Delos medica, evolution, international market

#### Rezumat

În ultimii 26 de ani, Delos Medica a evoluat, s-a adaptat și a crescut, dar misiunea companiei a rămas aceeași - îmbunătățirea sănătății animalelor. La această oră Delos Medica este o marcă internațională de produse farmaceutice și de sănătate pentru animalele din lanțul alimentar, cu un portofoliu de peste 40 de produse produse și înregistrate, asigurând cu medicamentele sale unele dintre cele mai mari ferme de păsări din Europa, Asia și Orientul Mijlociu. Din dorința de a oferi clienților săi cele mai bune soluții, Delos Medica a început să își dezvolte și mai mult propriul portofoliu de produse medicale veterinare. Primele produse au fost premixuri medicamentoase și pulberi solubile în apă. Planurile de viitor ale companiei sunt legate de dezvoltarea armonioasă și în investițiile continue în cercetare, pe dezvoltarea de noi produse care să răspundă nevoilor pieței și pentru a deveni un partener de încredere.

#### Abstract

Over the past 26 years, Delos Medica has evolved, adapted and grown, but the company's mission has remained the same - improving animal health. Today, Delos Medica is an international pharmaceutical and animal health brand in the food chain, with a portfolio of over 40 manufactured and registered products, providing its medicines to some of the largest poultry farms in Europe, Asia and Middle east. Out of the desire to offer its customers the best solutions, Delos Medica began to further develop its own portfolio of veterinary medical products. The first products were drug premixes and water-soluble powders. The future plans of the company are related to the harmonious development and continuous investments in research, on the development of new products to meet the needs of the market and to become a reliable partner.



SLIDE  
1

© 2023 Delos Medica



For the past 26 years Delos Medica has evolved, adapted and grown, but the company's mission has remained the same to improve animal health.



SLIDE 2

ALL RIGHTS RESERVED © 2023 DELOS MEDICA

26 years

- More than 200 worldwide clients
- >25 years dedicated to animal health
- 40 products in our portfolio
- 14 countries where we distribute our medicines
- EU-based production facility



SLIDE 3

## Delos Medica



an international brand of pharmaceutical and health products for animals in the food chain



more than 40 products produced and registered in the EU help farmers in the day-to-day care of animals in the intensive livestock industry.



All products are produced and registered in the EU

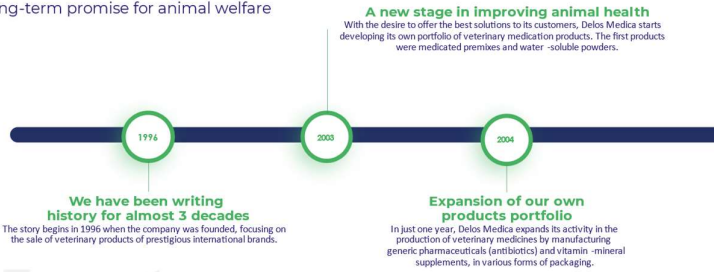


Catering to some of the biggest poultry farms in Europe, Asia and Middle East

Farmers and veterinarians work day in day out to ensure a healthy pack, herd or flock. Our DELOS MEDICA brand embraces products that are specially developed to offer them a trusted solution.

## Our history

a long-term promise for animal welfare



SLIDE 4

ALL RIGHTS RESERVED © 2023 DELOS MEDICA





## Food safety starts in our laboratory

High quality animal health products that are in full compliance with EU-GMP guidelines and regulations.

**Delos Medica production facility:**

- located in Iotopeni, Romania
- green field investment
- operates three production units for pharmaceutical products:
  - WSP powders,
  - Oral liquids,
  - antiparasitic products (powders, suspensions).
- A fourth unit is dedicated to the production of complementary feeds.



SLIDE 6

## Services & production

We are dedicated to supporting the progress of veterinary medicine with the purpose of improving animal health and the environment.

Thus, we respect:



strict safety standards in the entire supply and production chain in order to meet the highest levels of market efficacy from our production spaces and our technological processes



modern warehouses and means of transport, which ensure that the quality standards of our products are met from production to the end client.



Food safety begins in our lab



SLIDE 7


In addition to the production of Delos Medica own brands, we offer extensive toll manufacturing services.



**Product development**  
Formulation development of safe, effective and qualitative veterinary medicinal products: selection of appropriate dosage forms, excipients and container-closure systems



**Stability studies**  
Design and execution of stability studies to establish the product's shelf life and in-use shelf life, as well as maintenance of an adequate ongoing stability programme.



**Analytical development and method validation**  
Development of analytical methods to demonstrate the stability of the products and validation of these methods: specificity, linearity, accuracy and robustness.

In addition to the production of Delos Medica own brands, we offer extensive toll manufacturing services.



**Process development**  
Process development and optimisation: from laboratory and pilot scale to production scale batches.



**Routine manufacturing**  
Toll manufacture of veterinary medicinal products: oral liquids, oral powders, oral suspension, medicated premises



**Process validation**  
Demonstrating the capability of consistently producing a finished product of the required quality.



**Regulatory support**  
Regulatory support throughout the product's entire life cycle: pre-approval (validation studies, stability studies, etc...) as well as post-approval.




**The resilience of our business model is multi-faceted, making it flexible too.**

Our vertically integrated business model is pivotal to versatile resilience and flexibility. Delos controls all key business processes: the development, production, well-developed supply chain, quality management, distribution, marketing, and sales. This allows for external issues to be resolved in a quick and orchestrated manner.

Flexibility is integral to all planning and management stages of business processes

- 01 Customer Requirements
- 02 Research and Development
- 03 Purchasing
- 04 Product Manufacturing
- 05 Warehousing
- 06 Quality Management
- 07 Distribution
- 08 Marketing and Sales
- 09 Customer Satisfaction Monitoring

SLIDE 10



**Agility**

Scenario analysis, Speed and flexibility, Partnership and trust, Responsiveness, Creativity and efficiency, Continuous improvement, Digitalisation, Verically integrated processes.

**Resilience**

The organisational culture and implementation of business principles help us achieve the flexibility and resilience necessary for quick adaptation.

SLIDE 11



The company has become a trusted partner for many customers around the world. Millions of animals are being currently treated with our products in 14 countries from Europe, Asia, Africa, Central America, South America and the Middle East.



Over the years, we have invested in research and development. The core of the multidisciplinary research team that works every day as to help our customers in caring for animals more effectively and running their businesses more productively.

**Our next chapter**

Delos Medica wants to develop and to continuously invest in research.

An important goal for our company is to expand the portfolio with more than 5 products per year.





### Focused on delivering innovative animal health solutions

We are focused on innovation and

- we invest over 5 % of our turnover in R&D in order to provide the most effective solutions.
- pride of our complex multidisciplinary team of chemists, chemical engineers and veterinarians.

The hard work of our team and the top technologies used in the research, are the basis of all our laboratory studies.

- constantly focused on developing new products to meet the market needs and on improving current medication formulas, in order to become a trusted partner for customers around the world.



SLIDE 14



Creating a wide range of products for our clients is one of the main priorities in our business. At Delos Medica we focus on the **continuous professional development of our employees** and we are always **up to date with the latest veterinary scientific discoveries**. Only through research can we find the best solutions for our clients, helping them to take care of their animals in a safe and efficient way. **We have innovated and will continue to innovate for the sole purpose of improving animal health.**



CompanyName: Delos Medica  
 HQ: Str. Horia, Cișca și Crișan, nr. 81, Otopeni, Jud. Ilfov, Cod 075100  
 Web: [www.delosmedica.ro](http://www.delosmedica.ro)  
 eMail: [office@delosmedica.ro](mailto:office@delosmedica.ro)

COMPANY PROFILE