

VALUE REPORT 100+7 2013



For all these years, you have been at our side and here we are now, together, at an important yet by no means final milestone, on a path that has taken us, one letter after another, through the story and history of Zambon.

We have come to **NOW**, where our community of business is steeped in the present and where the present inevitably leads to **CHANGE**. Our strength and force derive not only from our **PASSION FOR ALL THAT IS NEW**, looking towards a future focused on continuous renewal. The moment for **ACTION**, after all, is right **NOW**.

To cast our gaze so far over the years we have “stood on the shoulders of giants”, those “towering”, unattainable names and true legends of our times – Gandhi, Martin Luther King, Mother Teresa of Calcutta – whom we have recognised as icons and whose **SOLID REFERENCE VALUES GIVE US INSPIRATION**.

Thanks as well to Andy Warhol’s work, telling the story of contemporaneity with important names from the world of science, we just knew that we had to **LET OTHERS READ AND UNDERSTAND US FOR WHAT WE ARE**, respecting those deeply underlying values that form our identity.

Through this study into ourselves and our identity, **WE TRACED BACK TO OUR ORIGINS**, discovering the paths that have brought us to the here and now, helping us to build a **VALID SIGNIFICANT BRIDGE BETWEEN THE PAST AND THE PRESENT**, rather as if one could not exist and evolve without the other, a matrix for evolution and development.

TO BUILD OURSELVES A FUTURE, WE NEED TO KNOW WHO WE WERE, WHO WE ARE. It is then indispensable to

have values to believe in, to live and fight for, becoming involved and inspired by messages of value we manage to TRANSLATE ETHICS INTO TANGIBLE ACTIONS, inserting them into our daily lives, like a compass and guide leading us towards “goodness”.

All this sees us faced WITH OUR INDIVIDUAL AND COLLECTIVE RESPONSIBILITIES, making us reflect on the consequences our actions have on others.

The vision of the ETHICS OF RESPONSIBILITY is vital in our everyday organisational experience.

We discover who we are through the eyes of others – friends, colleagues, clients, suppliers: they show us who we are, in the conviction that TAKING CARE OF OTHERS, implies, first and foremost, an investment in ourselves. A series of experiences and a learning curve.

ORGANISATIONAL EXPERIENCE in the company is first and foremost RELATING FOR OTHERS. Others are a projection of ourselves, the mirror in which we see and recognise ourselves.

THIS YEAR'S PROPOSAL IS THEREFORE THE MIRROR, A “SYMBOL” THAT REORDERS, that cancels distances, a framework bringing subject and object closer, constructing a reworked image of the self. IT UNITES THE DIFFERENT, SEPARATE PARTS and allows us to look more clearly at the world and see ourselves as others see us.

We will always look different, infinite in a mirror, in the refraction of an image that gives back an often more hidden, less ostentatious part of us. Looking in the mirror, glimpsing in what we see an image of what we

are and what we want to be: PLAYERS OF OUR TIME, a time of change in which we are CALLED ON TO BE RESPONSIBLE FOR OURSELVES, but also all our colleagues, male and female.

The six-year journey that we have made together, now comes to an end SO YOU CAN START YOUR OWN: NOW YOU ARE THE REAL PLAYER OF THE PROJECT FOR CHANGE. Look within yourself, find and explore your identity to discover the future, find your way of changing and facing today. Here we are at the end of a journey, without, however, having reached our point of arrival. This is, rather, a NEW START, that affects each of us, at the SERVICE OF OTHERS, of humanity, EACH WITH OUR OWN ROLE, and skills, with our own responsibility and talent to cultivate and put at our own and others' disposal.

IT TAKES COURAGE AND EFFORT to secure a tomorrow filled with satisfaction.

And this reveals the real meaning of this, the last letter in the name Zambon:

N=NOW, IT'S UP TO YOU!

Good luck on this new journey towards your mission, your own contribution to improving things and LEAVING A MARK OF YOUR INDIVIDUAL AND COLLECTIVE PASSING.

LET'S START RIGHT NOW, let's make it soon,
NOW IS TODAY!



Elena Zambon

The path that we set out on five years ago continues, traversing the most significant stages in our itinerant Museum.

THE LETTER Z – HISTORY

the first letter in Zambon, namely the story of 108 years of business that we have told also thanks to the life of GANDHI, an example to all of us of HUMILITY, the fundamental requisite for curiosity and knowing how to LISTEN in order to create a story.

THE LETTER A – AUTHORS

all those people who, with their work and commitment, played and continue to play a part in the growth of this business. Our guide is the figure of MARTIN LUTHER KING, a symbol of the INTEGRATION OF DIVERSITY enabling us to live together in constructive harmony.

THE LETTER M – MAKE

creating quality that, like our values, finds its true expression in small, everyday gestures. MOTHER TERESA is the illuminating example that inspires our daily life and how to CREATE QUALITY.

THE LETTER B – BRAND

the heart of our way of being and communicating. Through our brand we speak of ourselves, we say who we are, what we believe in and what we do. On this journey we have chosen to be “inspired” by the works of one of the greatest communicators of our century, ANDY WARHOL, who thanks to his so very modern, contemporary way of COMMUNICATING reality, is a role model on how to be ourselves.

THE LETTER O – OPPORTUNITY

for Zambon this means innovation, OPENING, MULTIDISCIPLINARITY, cooperation, progress, and scientific research. In this complicated challenge to scientific progress, we elected to be guided by not just one person, but MANY SCIENTISTS AND INVENTORS from the world of chemistry and medicine as well as different sectors who have defined fundamental stages in human knowledge with their inventions.

THE LETTER N – NOW

The start of a new path that must begin with you. NOW is synonymous with CONTEMPORANEITY, with OPENNESS TO NEW THINGS AND CONTINUOUS RENEWAL: our today is the result of the solid roots of this centuries-old story, the lifeblood of our present life, preparing to boldly tackle the challenges of tomorrow. THE PERSON WE'VE CHOSEN THIS YEAR HAS AN IMPORTANT NAME. YOURS.

...wake up call...

IT'S UP TO YOU

NOW

Zcube
Zambon Research Venture

page 28



Fondazione
ZOE

Zambon Open Education

page 34



page 36



page 30



**GROUP
RESULTS**

page 04



Zambon
1906

**PHARMACEUTICAL
BUSINESS**

page 10



Zach
Zambon Chemicals

**CHEMICAL
BUSINESS**

page 24

...wake up call...

IT'S UP TO YOU

NOW

COMPARING BUSINESS

PHARMACEUTICAL
BUSINESS



85%

CHEMICAL BUSINESS



15%

CHARACTERISTIC CONSOLIDATED GROUP TURNOVER



TOTAL NET REVENUES (in millions of €)

542 545 562 550 563

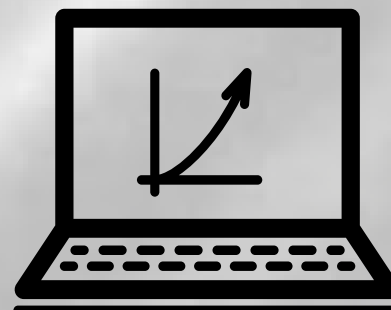


2009 2010 2011 2012 2013

EBITDA: €69m

Equity: €436m

Net financial position: €72m



COLLABORATORS AROUND THE WORLD

2,628*

923

OF WHOM IN ITALY



183

INNOVATION + MEDICAL SCIENCE

295

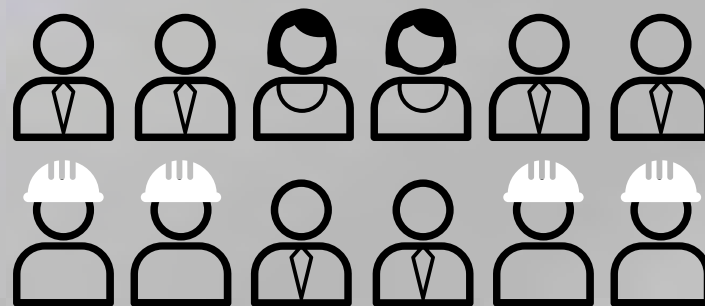
GENERAL & ADMINISTRATION

LOOKING AFTER PEOPLE MEANS CARING ABOUT QUALITY

47% WOMEN

53% COLLABORATORS WITH DEGREES

34% COLLABORATORS WITH
HIGH-SCHOOL DIPLOMAS



883

TECHNOLOGICAL MANUFACTURING

1,267

EFFECTIVE MARKETING & SALES

* TOTAL NUMBER OF EMPLOYEES FOR THE COMPANIES IN THE GROUP

REVENUES BY GEOGRAPHICAL AREA

7%

ASIA

15%

AMERICA

8%

EASTERN
EUROPE

21%

ITALY



INTERNATIONAL
PHARMACEUTICAL
MARKET
2013

€627bn

UNITED STATES
EUROPEAN MARKETS
EMERGING COUNTRIES
JAPAN

€239bn

€140bn

€126bn

€60bn

49%

EUROPE

PHARMACEUTICAL BUSINESS

“ZAMBON'S VALUES
FOR OFFERING
PRODUCTS,
SERVICES AND
SOLUTIONS FOR
BREATHING WELL
AND LIVING WELL”



COLLABORATORS

2,083

BY AREAS OF COMPETENCE

Innovation & Medical Science	126
Technological Manufacturing	507
Effective Marketing & Sales	1,252
General & Administration	198

REVENUES
2013
(sales and services)



€477m

NET PRODUCT SALES BY GEOGRAPHICAL AREA

Italy	24%
Spain	16%
France	13%
Brazil	9%
Russia	9%
Belgium	5%
China	4%
Switzerland	3%
Netherlands	3%
Colombia	2%
Portugal	2%
Indonesia	1%

OTHER COUNTRIES

Licensees, distributors, and production for third parties contribute 9%

Europa	70%
America	12%
Easter Europe	11%
Asia	7%

REVENUES BY THERAPEUTIC AREA

15%

PAIN

MAIN PRODUCTS INCLUDE

Spidifen
Spididol

17%

GASTRO & OTHERS

MAIN PRODUCTS INCLUDE

Codex
Ursachol

21%

WOMEN'S HEALTH CARE

MAIN PRODUCTS INCLUDE

Monuril
Monurelle
Prefolic

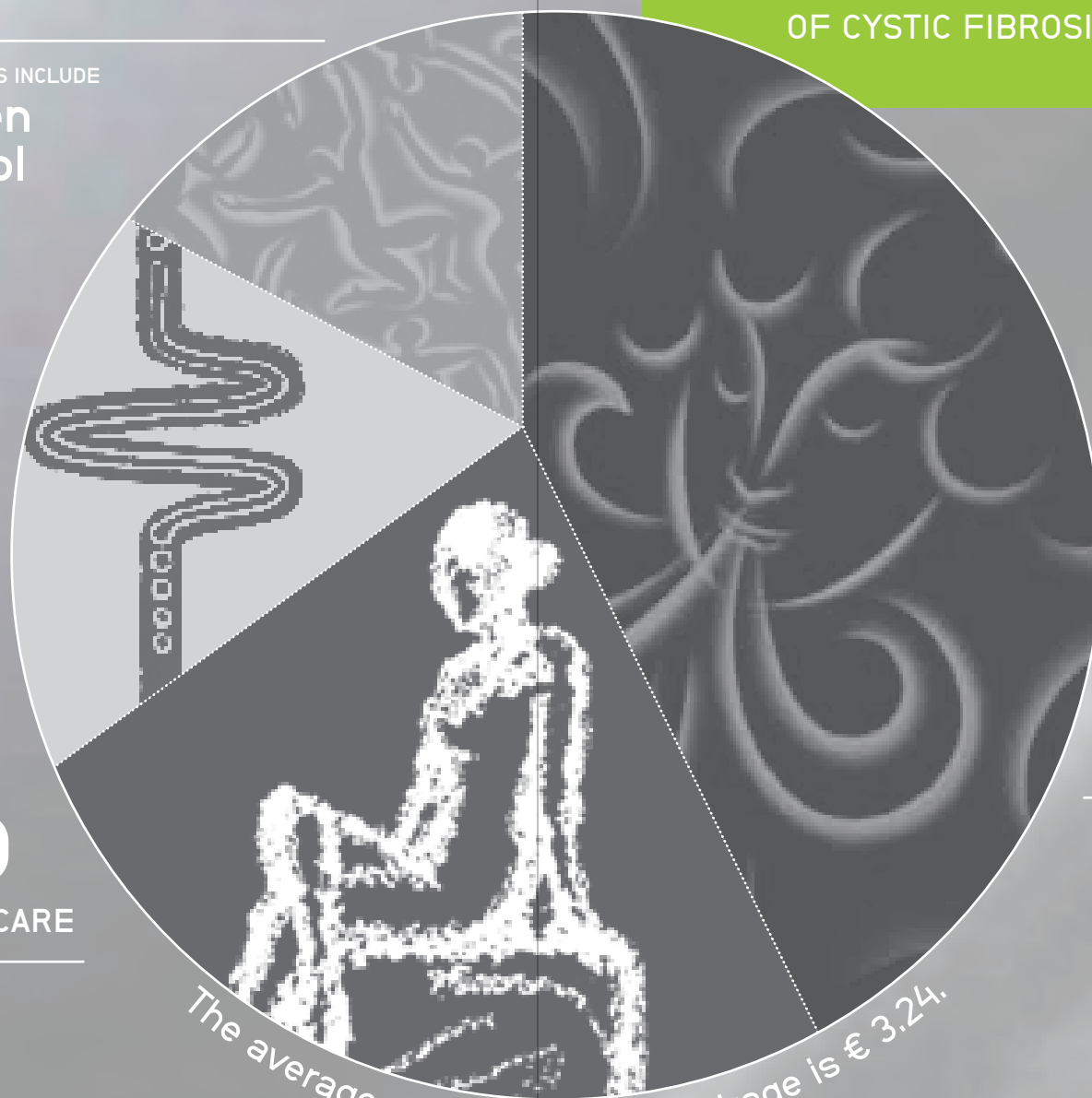
THE DEVELOPMENT STRATEGY
FOCUSES ON SPECIALITIES AND
RARE DISEASES. THE DESIRE TO
INVEST IN THIS LATTER SECTOR
LED TO THE ACQUISITION IN JUNE
2013 OF THE BRITISH COMPANY
PROFILE PHARMA: WE THEREFORE
ALSO INTEND TO TRANSFER THE
108 YEARS OF EXPERIENCE WE
HAVE ACQUIRED IN RESPIRATORY
AREAS TO RARE DISEASES, AND IN
PARTICULAR TO THE TREATMENT
OF CYSTIC FIBROSIS.

47%

RESPIRATORY

MAIN PRODUCTS INCLUDE

Fluimucil
Rinofluimucil
Seki-Flutox
Panotile
Anauran



The average sales price per package is € 3.24.

R&D OPEN INNOVATION

DEVELOPMENT OF
SPECIALIST INNOVATIVE
RESPIRATORY
AND NEUROLOGICAL
PRODUCTS FOR SEVERE
CHRONIC AND RARE
DISEASES

9 Projects currently
under way

6 New projects in
the pipeline

49 Projects
evaluated

300 Partnerships with
Research Centres
in Europe

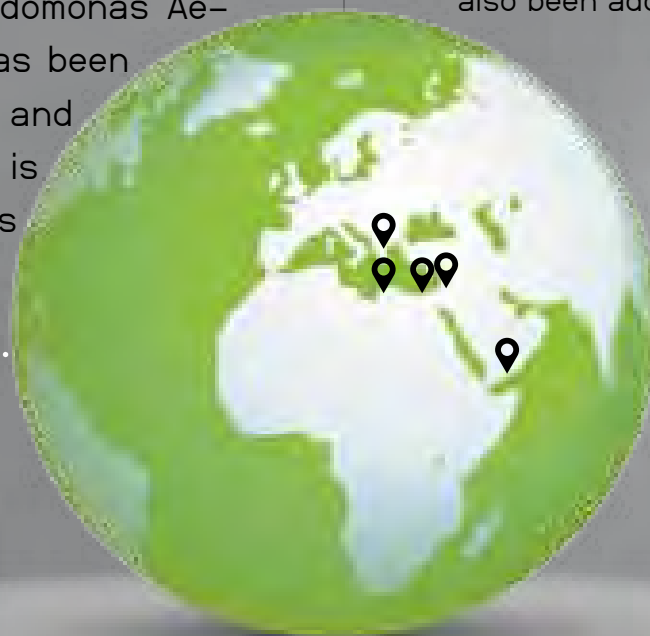


We forecast an investment of over **€ 154m** over a five-year period following our decision to dedicate ourselves to new therapeutic sectors - the **CENTRAL NERVOUS SYSTEM**, through the acquisition of **Safinamide**, a molecule for the treatment of Parkinson's disease, as well as **RARE DISEASES**.

LICENSING & BUSINESS DEVELOPMENT

ACQUISITION AND INTEGRATION OF PROFILE PHARMA LTD FROM PHILIPS UK

PROFILE PHARMA is a specialist pharmaceutical company operating in the **Orphan Diseases** sector, pathologies that affect a limited number of patients. Profile Pharma works in particular in the sector of **Cystic Fibrosis**, a rare genetic disease affecting various organs in the human body and especially the lungs. Profile Pharma has developed and markets Promixin-Tadim, an antibiotic for treating infections caused by *Pseudomonas Aeruginosa*. Promixin-Tadim has been registered in 17 countries and geographical expansion is forecast that will take this treatment worldwide.



TWO PRODUCTS THAT HELP IN THE TREATMENT OF CYSTIC FIBROSIS: LICENCE AGREEMENT SIGNED

NEBIAL is a saline solution containing hyaluronic acid, used as an expectorant. ADEK is a combined multivitamin registered as a "Food for Special Medical Purposes" that helps patients with Cystic Fibrosis absorb vitamins A, D, E, and K.

DISTRIBUTORS

17 million units have been shifted, an **increase of almost 20%** on the previous year. The range of products has been expanded and sales have been consolidated in countries in Eastern Europe, North America, the Far East, and the LATAM area. The following areas have also been added this year:



- ALBANIA
- EGYPT
- LIBYA
- YEMEN
- JORDAN

INDUSTRIAL BUSINESS OPERATION

With its €40m investment, Vicenza confirms its commitment to our production and quality development programme, maintaining and further enhancing a highly competitive edge. It hosts more than 2,000 stakeholders each year in its bid to promote training, information, and education.

A VITAL NEW SCIENTIFIC HUB FOR THE PROMOTION OF DIALOGUE BETWEEN UNIVERSITIES, THE WORLD OF RESEARCH, AND INDUSTRY. THE ARCHITECTURE OF OUR VAST HEALTH & QUALITY FACTORY COMPLEMENTS OUR HISTORIC PLANT AND REFORMULATES THE IDEA OF WORKPLACE AND OUR RELATIONSHIP WITH OUR COLLABORATORS, VISITORS, AND GUESTS.

43,000 M² WITH A 24-METRE HIGH FRONT DRAFTED BY THE ITALIAN ARCHITECT AND DESIGNER MICHELE DE LUCCHI.

THE COMPETITIVE EDGE THAT MAKES OUR HEALTH & QUALITY FACTORY THAT MUCH BETTER THAN THE REST DERIVES FROM OUR TECHNOLOGICAL INNOVATION, WITH ONE OF THE MOST ADVANCED STATE-OF-THE-ART FREEZE-DRYING PLANTS IN EUROPE.

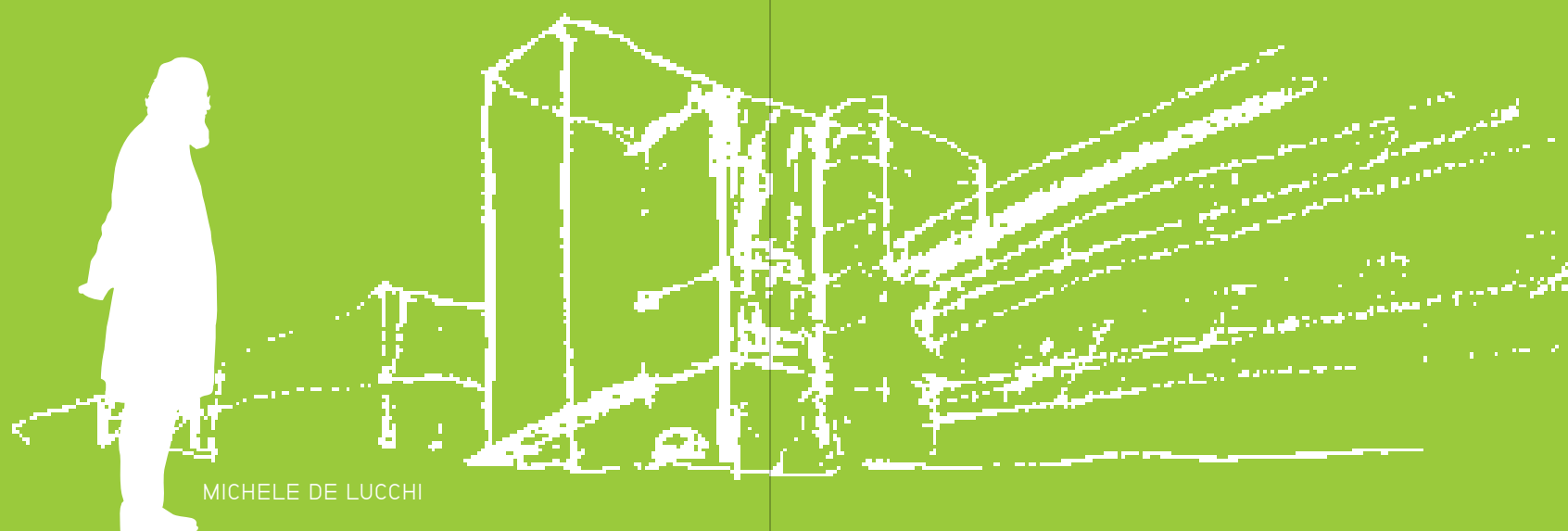
Health&Quality Factory
a tangible expression
of our values:

SOLIDITY = VOLUME AND SIZE

TRANSPARENCY = OUR WORK ETHIC

AGILITY = THE BREATH OF LIGHTNESS

GROWTH = OUR SCALE OF VALUES



MICHELE DE LUCCHI

Health & Quality Factory

Qualità per la salute

PHARMACEUTICAL BUSINESS | 20



“WE NEED TO RETHINK OUR PRODUCTION PLANTS AS PLACES OF QUALITY AND KNOWLEDGE, ENHANCING THE HUMAN SIDE OF BUSINESS”.

Elena Zambon

INDUSTRIAL BUSINESS OPERATION

CADEMPINO SWITZERLAND

61 MILLION UNITS PRODUCED



15 MILLION UNITS PRODUCED FOR THIRD PARTIES AND GENERIC MANUFACTURERS OF CARBAPENEMS

97% SUPPLY PERFORMANCE

192 PRODUCTION COLLABORATORS

FROM MONOCLIENT TO
MULTICLIENT

SUCCESSFULLY PASSED GENERAL REVIEW FDA INSPECTION. WCM (World Class Manufacturing) project initiated to create the Zambon Production System, a programme for continual improvement.

OUR PLANTS AROUND THE WORLD PRODUCE FOR LOCAL MARKETS

BRAZIL

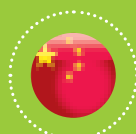


7.8 MILLION PIECES PRODUCED

23 PRODUCTION COLLABORATORS

SUCCESSFULLY PASSED 2 ANVISA AUDITS

HAIKOU CHINA



14.5 MILLION UNITS PRODUCED

80 PRODUCTION COLLABORATORS

OUR HIGHLY SPECIALISED PRODUCTION

— CARBAPENEM-BASED PRODUCTS —
CONTINUES WITH
SUPERLATIVE
PRODUCTION AND
QUALITY LEVELS.

VICENZA ITALY

49 MILLION UNITS PRODUCED

200 SKUS DEMONSTRATE THE SITE'S
EXTRAORDINARY COMPLEXITY

370 MILLION TABLETS
AND CAPSULES PRODUCED

80% OF WHICH EXPORTED

90% SUPPLY PERFORMANCE

188 PRODUCTION COLLABORATORS

WCM (World Class Manufacturing) project initiated to create the Zambon Production System, a programme for continual improvement.



CHEMICAL BUSINESS

Zach
Zambon Chemicals

“

WE ARE A PRIVILEGED
PARTNER FOR THE
PHARMACEUTICAL INDUSTRY,
OFFERING APIs AND
SERVICES WITH ELEVATED
ADDED VALUE DUE TO OUR
EXCELLENCE IN INNOVATION
AND ABILITY TO GUARANTEE
PERFECT EXECUTION

”

COLLABORATORS

470



BY AREA OF COMPETENCE

Technological Manufacturing	376
R&D	54
Effective Marketing & Sales	14
General & Administration	26

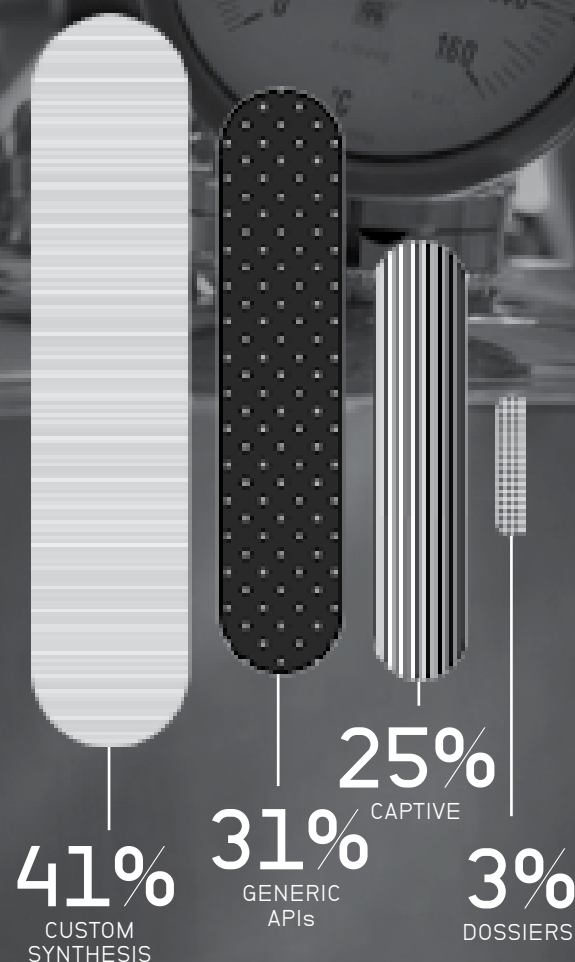
OUR 470 COLLABORATORS
INCLUDE 133 GRADUATES AND 9 PhDs

NET REVENUES FROM SALES AND SERVICES

€117m

NET REVENUES = SALES OF CODED MATERIAL + SALES OF SERVICES E.G. R&D

NET PRODUCT SALES BY BUSINESS



CHEMICAL BUSINESS



REGULATORY AND COMPLIANCE

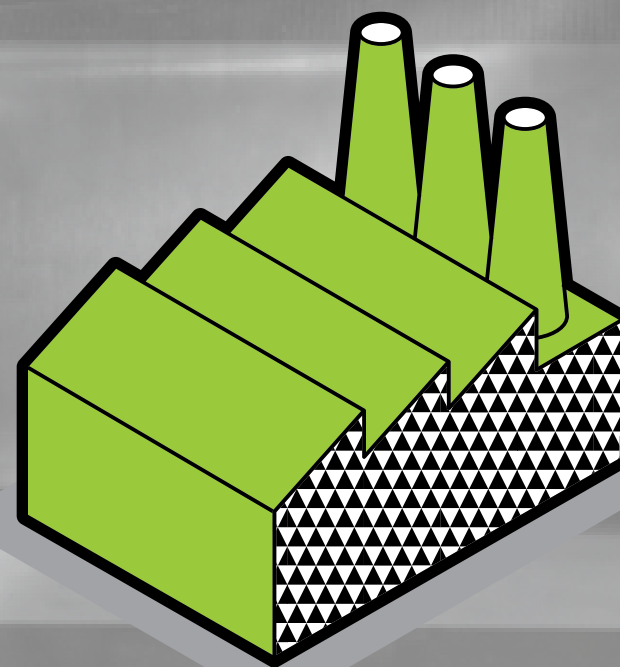
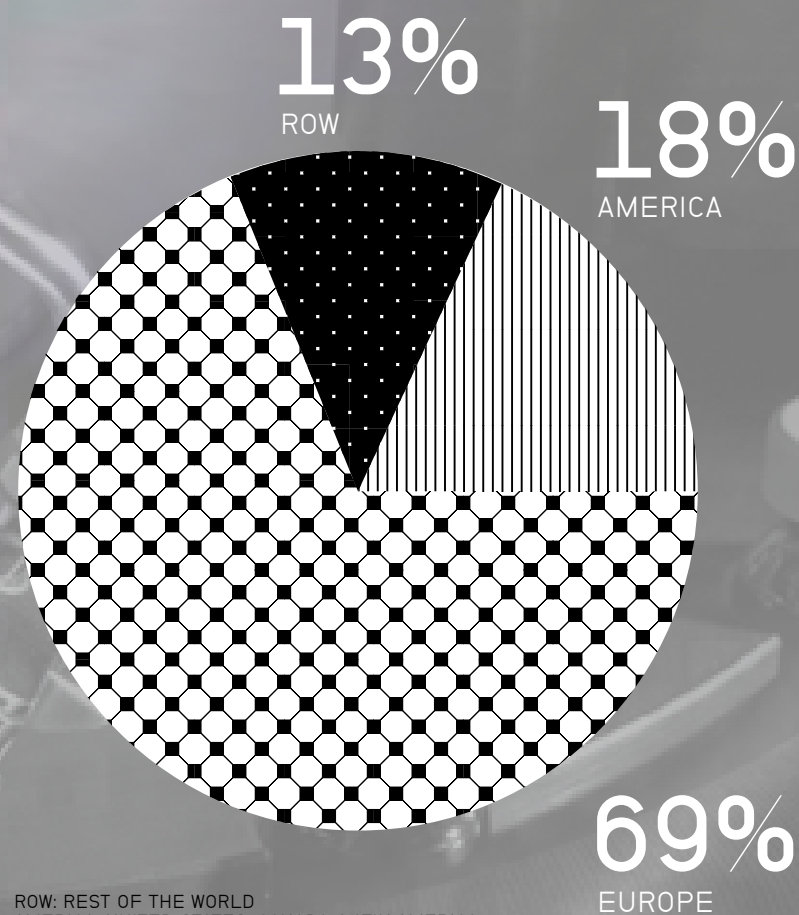
DMFs Worldwide		289
USA		22
Europe		200
Japan		7
ROW		60
CEPs		7

MT* of APIs / products sold	1,199 MT
Purchase of raw materials	€ 47.5 m
Number of clients worldwide	168
Number of suppliers	230

*DMFs: DRUG MASTER FILE
**CEPs: CERTIFICATE OF SUITABILITY TO THE MONOGRAPHS
OF THE EUROPEAN PHARMACOPOEIA

*1 METRIC TON = 1,000 KG

REVENUES BY GEOGRAPHICAL AREA



“ IDENTIFY AND SUPPORT
THE VALIDATION OF DRUG
DELIVERY TECHNOLOGIES
AND MEDICAL DEVICES
FOR THE GENERATION OF
INNOVATIVE PRODUCTS ”

Zcube has started its search for partners to complete development and marketing of its most advanced technologies, maintaining its strong commitment to the development and consolidation of an international network in the academic world as well as key opinion leaders in the medical device and drug delivery technology sectors.

INTERNATIONAL NETWORKING

ARIZONA STATE UNIVERSITY
CALIFORNIA INSTITUTE OF TECHNOLOGY
COLUMBIA UNIVERSITY
GEORGIA INSTITUTE OF TECHNOLOGY
HARVARD UNIVERSITY
JOHNS HOPKINS UNIVERSITY
LAWRENCE BERKELEY NATIONAL LABORATORY
MASSACHUSETTS INSTITUTE OF TECHNOLOGY
NEW YORK UNIVERSITY
PRINCETON UNIVERSITY
STANFORD UNIVERSITY
THE METHODIST HOSPITAL RESEARCH INSTITUTE
THE SCRIPPS RESEARCH INSTITUTE
THE UNIVERSITY OF CALIFORNIA
UNIVERSITY OF FLORIDA
UNIVERSITY OF HOUSTON
UNIVERSITY OF PENNSYLVANIA
UNIVERSITY OF PITTSBURGH
UNIVERSITY OF TEXAS AUSTIN
UNIVERSITY OF TEXAS SOUTHWESTERN

UNIVERSITY OF ARIZONA
UNIVERSITY OF UTAH
YALE UNIVERSITY
IMPERIAL COLLEGE LONDON
KINGS COLLEGE LONDON
QUEEN MARY HOSPITAL LONDON
UNIVERSITY OF STRATHCLYDE GLASGOW
UNIVERSITY OF ANGER
UNIVERSITY OF PARIS SUD
ITALIAN UNIVERSITY CLUSTER
CENTRE OF INVESTIGATION /
/ PRINCIPE FELIPE VALENCIA
UNIVERSITY OF COPENHAGEN
UNIVERSITY OF GENEVA
BEN GURION UNIVERSITY
HEBREW UNIVERSITY OF JERUSALEM
TEL AVIV UNIVERSITY
TECHNION - ISRAEL /
/ INSTITUTE OF TECHNOLOGY
WEIZMANN INSTITUTE OF SCIENCE

TECHNOLOGY PORTFOLIO 2013

BIOFARMITALIA MILAN (ITALY)		TECHNOLOGY							
		medical patch							
ADMIN	THERAPY	'08	'09	'10	'11	'12	'13	'14	'15
transdermal	local pain								
HEBREW UNIVERSITY OF JERUSALEM (ISRAEL)		TECHNOLOGY							
		increases nasal mucous absorption							
ADMIN	THERAPY	'08	'09	'10	'11	'12	'13	'14	'15
nasal	pain therapy, headache								
ARIZONA STATE UNIVERSITY PHOENIX (USA)		TECHNOLOGY							
		medical FeNo appraisal device							
ADMIN	THERAPY AREA	'08	'09	'10	'11	'12	'13	'14	'15
device	asthma diagnosis and monitoring								
UCSF SAN FRANCISCO (USA)		TECHNOLOGY							
		microtransporters							
ADMIN	THERAPY	'08	'09	'10	'11	'12	'13	'14	'15
oral	bioavailability increase for various pathologies								
CALTECH PASADENA (USA)		TECHNOLOGY							
		band-aid with nanoneedles							
ADMIN	THERAPY	'08	'09	'10	'11	'12	'13	'14	'15
transdermal	local/systemic treatment for various pathologies								
UNIVERSITY ANGERS (FRANCE)		TECHNOLOGY							
		nanoparticles							
ADMIN	AREA TERAP.	'08	'09	'10	'11	'12	'13	'14	'15
pulmonary	local/systemic treatment								



PARTNERSHIP WITH PHARMA



READY FOR COLLABORATION



OPEN ZONE IN M²

WHERE SCIENCE OXYGENATES BUSINESS

THIS IS WHERE STUDY AND INNOVATION ENABLE RESEARCHERS, MANAGERS, AND SECTOR OPERATORS TO EXCHANGE KNOWLEDGE, EXPERIENCE, AND DESIGN MEDIA.

AN AUTHENTIC 11,000 + M² SCIENTIFIC CAMPUS WHICH HAS DEVELOPED AROUND ZAMBON TO THE NORTH OF MILAN WHERE BIOTECH COMPANIES IN THE HEALTH SECTOR SHARE SPACES, EXPERIENCE, AND INTERESTS, LAYING THE FOUNDATIONS FOR BUSINESS PROJECTS WITH HIGH ADDED VALUE.

OPEN ZONE TODAY

Research labs 7,500

Canteen 750

Offices 15,500

Shared areas 800

OPEN ZONE COMING SOON

The Gardens of Science:
park and facilities 47,000

OPEN ZONE TOMORROW

Accommodation 8,500

Business Centre 1,350

Production: 10,000



OUR COMMITMENT TO DEVELOPMENT, WHICH INVOLVES SHARING AREAS, SERVICES, AND PROGRAMMES FOR CULTURAL, SCIENTIFIC, AND TEACHING ANALYSIS, ALSO INCLUDES THE ZAMBON MUSEUM. 2014 WILL SEE THE INAUGURATION OF OXYGEN, A FLOATING STRUCTURE CONCEIVED BY THE ARCHITECT MICHELE DE LUCCHI IN THE SHAPE OF AN AIR BUBBLE, SUGGESTING A NEW MODEL FOR COMMUNICATING HEALTH BASED ON AWARENESS AND SCIENTIFIC RIGOUR.

OXYGEN IS THE OUTCOME OF A COLLABORATION BETWEEN ZAMBON AND THE LOMBARDY REGIONAL AUTHORITY, BRESCO MUNICIPAL AUTHORITY, AND PARCO NORD. IT ILLUSTRATES THE IMPORTANCE OF BREATHING, DEPLOYING SCIENTIFIC EXHIBITS, PUBLIC MEETINGS, AND TEACHING MODULES. THE GARDENS OF SCIENCE ALSO INCLUDES ANOTHER 5-HECTARE GREEN ZONE DONATED BY ZAMBON TO THE BRESCO COMMUNITY, AS PART OF A PROJECT TO REDESIGN OPEN PUBLIC SPACES, ENHANCING THE CONNECTION BETWEEN THE LOCAL COMMUNITY AND OPEN ZONE.



Fondazione



Zambon Open Education

PUBLICATIONS



“UN INTRECCIO DI RESPIRI”

Three years of activity and research into BREATHING told in a book that is a collection of ideas and additional information deriving from work undertaken by the Foundation between 2010 and 2012. From the first INTERNATIONAL PHOTOGRAPHY CONTEST en-

titled BREATHING, with some of its photos included in the book, through to the three editions of LIVE HEALTHY, LIVE WELL. The issues covered include: breathing and speech, breathing and the mind, breathing and the other, breathing and life.

EVENTS IN 2013

2ND INTERNATIONAL PHOTOGRAPHY CONTEST on the theme of **RELATIONSHIPS** with **1,054 contestants** and a total of more than **4,000 photos** from all over the world.

VOICE DONORS, reading and social workshop: **40 volunteers** donated their time and voice for children's and oncology wards.

SERIES OF MEETINGS “ZOÉ REFLECTS WITH” AND “BODY TO BODY: WRITING MEETS HEALTH”

Seminars, conventions, exhibitions, voluntary work, book presentations, and meetings with the author.



DISSEMINATING KNOWLEDGE
IN THE FIELD OF
HEALTH AND WELLBEING
PROMOTING APPROPRIATE
COMMUNICATION



LA SALUTE DELLE RELAZIONI

VIVERE SANI, VIVERE BENE

VICENZA

14/20 OTTOBRE 2013

5^a EDIZIONE



THE 5TH EDITION
OF “LIVE HEALTHY,
LIVE WELL”
INAUGURATES THE
3-YEAR CYCLE
DEDICATED TO THE
HEALTH OF
RELATIONSHIPS

44 SPEAKERS

Joaquín Navarro-Valls | Alessandra Graziottin |
Paolo Fresu | Alessandro Bergonzoni |
Flavio Soriga | Daniela Lucangeli | Sergio Della
Sala | Tizano Treu | Annalisa Minetti |
MariaPia Garavaglia | Bruno Gambarotta

22 EVENTS (18 FULLY BOOKED)

20 ORGANISATION PARTNERS

9 SPONSORS



HOW WE ARE
AND HOW WE SEE
OUR WORK



BENVIVERE

OUR PATH OF CONTINUITY
PROCEEDS WITH THE AIM OF
FUELLING A PARTICIPATORY
SPIRIT CONSIDERING THE
BUSINESS COMMUNITY AS A
SPECIFIC PLACE FOR PERSONAL
AND PROFESSIONAL GROWTH.

MILAN CITY MARATHON

Fundraising "Running for Good" marathon: producing quality to support others. A relay race of "reflection" set up with the aim of encouraging a sense of belonging to the group, reflecting on the significance of our daily commitment to the service of a shared project.



"WELLNESS
AT ZAMBON"

PEOPLE AS THE DRIVING FORCE

"INSPIRATIONAL" MOMENTS FOR REFLECTION NOT JUST ON SCIENTIFIC CONTENT BUT ALSO THE VALUES THAT HELP STRENGTHEN OUR CORPORATE CULTURE, CREATING OPPORTUNITIES FOR GROWTH THAT GO BEYOND BUSINESS AND BECOME ONE WITH OUR DAILY WORK.

ZAMBON REFLECTS WITH...

Pietro Mennea
The cultural roots of Israel
Vittorio Dan Segre
Umberto Ambrosoli
The values of rugby
Fondazione Ricerca
Fibrosi Cistica
Salvatore Vella
Annalisa Minetti
Joaquin Navarro – Valls

OPEN ZONE MEETS ACADEMIA...

Cristina Alberini

One of the main Italian players in the world

Mauro Ferrari

Italy's scholars in ground-breaking US research

Rogerio Gaspàr

Nanopharmaceuticals & Drug Delivery System

AXXAM

First Italian Drug Discovery Summit

ZCube

Legal aspects of licensing and business development

ILARIA CAPUA

International virologist

OPEN ZONE DISCOVERS...

...OTHER BUSINESS

proactively interacting with our subsidiaries and other business communities

PROFILE PHARMA

PROMOTING
OPEN RESEARCH
AND CREATING
GROWTH
OPPORTUNITIES
FOR PEOPLE

ZAMBON IN THE WORLD

ITALY

Zambon Italia Srl

Zambon Company SpA

Zambon SpA (Pharmaceutical)

Zach System SpA (Zambon Chemicals)

ZCube S.r.l.

Zambon Immobiliare SpA

Zambon Group SpA

10 Via Lillo del Duca

20091 Bresso (Milano)

Telephone +39 02 665241

Fax +39 02 66501492

Zach System SpA

Chemical Plant

Via Dovaro

36045 Almisano di Lonigo (Vicenza)

Telephone +39 0444 433111

Fax +39 0444 831192

Zambon SpA (Pharmaceutical)

Pharmaceutical Plant

9 Via della Chimica

36100 Vicenza

Telephone +39 0444 968911

Fax +39 0444 348049

Fondazione Zoé (Zambon Open Education)

36 Corso Palladio

36100 Vicenza

Telephone +39 0444 325064

SWITZERLAND

Zambon Switzerland Ltd.

13 Via Industria

CH - 6814 Cadempino

Telephone +41 91 9604111

Fax +41 91 9664351



FRANCE

Zambon France S.A.

13 Rue René Jacques

92138 Issy Les Moulineaux Cedex

Telephone +33 1 58044141

Fax +33 1 58044100

Zach System S.A.

Production & R&D site

Z.I. La Croix Cadeau B.P. 10079

49240 Avrille Cedex

Telephone +33 241 96 61 61

Fax +33 241 42 76 55

BELGIUM

Zambon S.A./N.V.

1/9 Av. E. Demunterlaan

1090 Brussels

Telephone +32 2 7770200

Fax +32 2 7718570

ENGLAND

Profile Pharma Ltd.

Suite 3 Ground Floor Bicentennial Building

Southern Gate

Chichester

West Sussex

PO19 8EZ

GERMANY

Zambon GmbH

Frauenhoferstrasse, 18/b

82152 Planegg-Martinsried

München

NETHERLANDS

Zambon Nederland B.V.

Basicweg 14b
3821 BR Amersfoort
Telephone +31 33 4504370
Fax +31 33 4561233

SPAIN

Zambon S.A.U.

Maresme 5, P.I. Can Bernades Subirà (ex Urvasa)
08130 Sta. Perpetua de Mogoda (Barcelona)
Telephone +34 93 5446400
www.zambon.es

PORTUGAL

Zambon – Produtos Farmacêuticos Lda.

1 Rua Comandante Enrique Maya
1500 – 192 Lisbon
Telephone +351 21 7600952/54
Fax +351 21 7600975
www.zambon.pt

RUSSIA

Zambon Pharma Ltd.

Glazovsky per.,
119002 Moscow
Telephone +74 95 9333830/32
Fax +74 95 9333831

BRASIL

Zambon Laboratórios Farmacêuticos Ltda.

Avenida Ibirapuera, 2332
Moema São Paulo – SP
Telephone +55 11 30759300
Fax +55 11 30759322

COLOMBIA

Zambon Colombia S.A.

45–15 Calle 124
Autopista Norte – Paralela Occ.
Santa Fe de Bogotá
Telephone +57 1 6198558–47–69
Fax +57 1 6198669



CHINA

Hainan Zambon, Pharmaceutical Co., Ltd.

Hainan Haibon, Pharmaceutical Co., Ltd.

Pharmaceutical Plant

Haikou National Hi-tech Industrial Development Zone
Haikou, 570314 Hainan
Telephone +86 898 6863 1288
Fax +86 898 6863 6121

Offices

B 209, Cartelo Crocodile building
568, West Tian Shan Road
Shanghai – PR
Telephone +86 21 62387722

INDIA

Zambon (India) Pvt. Ltd.

Main Mehrauli – Gurgaon Road
JMD – Regent Square
Gurgaon – 122001 (Haryana)
Telephone +91 1242804021/2/3
Fax +91 1242804024

INDONESIA

P.T. Zambon Indonesia

Graha Fatmawati Jalan R.S. Fatmawati
Raja Blok A N.1C
Jakarta Selatan
Telephone +62 21 75903953
Fax +62 21 75903430

Graphismes: Rumore Bianco
Photos © Shutterstock

Zambon Company S.p.A. declares it is available to settle any matters with image rights holders it was unable to contact.

The Group's Consolidated Financial Statements up to 12.31.2013 are posted on our website – www.zambongroup.com