



Nature and health



MEET ESENSA



Esensa is a pharmaceutical manufacturer and a wholesaler located in Belgrade, Serbia with more than 5000 m2 of office, manufacturing and warehouse space.



Esensa was founded in **2002** withing Farmalogist and since **2007** functions as an independent, privately owned company.



We cover various regulatory product categories including: medical devices, dietary supplements, cosmetics and biocides.



Our portfolio contains more than 250 unique products and formulations, developed as a result of an inhouse R&D department and cutting-edge technology.

QUALITY AND SAFETY MANAGEMENT SYSTEMS IN ESENSA



Since March 2008, Esensa has certified **QMS** according to **ISO 9001** by SGS certification body (Certificate CH08/0344) with the following scope:

Development, production and sales of medical devices, consumer goods (cosmetics and biocides), dietetic products, salts and additives.



Since March 2011, Esensa has certified **FSMS** according to **ISO 22000** by SGS certification body (Certificate RS19/0025) with the following scope: Development and production of dietary products, salts and additives.



Since July 2014, Esensa has certified **QMS Medical Devices** according to **ISO 13485** by SGS certification body.

Since March 2023, our certification (for ISO 13485, Certificate No. M-220) and notified body (for **MDR**) is SIQ. The scope for our QMS MD is:

Development, manufacturing, storage and distribution of non-invasive medical devices for topical use, adhesive tape, isothermal blankets, invasive medical devices for use in the nasal and oral cavity, auditory canal and intimate area. Procurement and distribution of sterile isotonic and hypertonic solutions, isotonic and hypertonic spray solutions, oral powders and drops, spray powder, condoms, adhesive tapes/patches. **GMP** – We manufacture medical devices, food supplements, cosmetics and biocides according to international standard rules of Eudralex volume IV Guidelines to Good Manufacturing Practise (**GMP**).



CE marking of medical device according to EU MDR 2017/745 for class IIa and IIb - ongoing



Since November 2016, Esensa has certified **GMP** according to **EU Guidelines to good manufacturing practice** by CERTOP certification body (Reg. Certificate No. 01-03054/22-11750), with the following scope:

Development and manufacturing of dietary products in solid form (tablets, capsules, powders), dietary products in liquid form, medical devices, general consumer goods (cosmetic and biocidal products), salts and additives.



Since November 2023, Esensa has certified **GMP Cosmetics** according to **ISO 22716** by DQS certification body (Reg. No. 31200199 KGMP), with the following scope:

Production of cosmetic products for the face, body and hair care, skin regeneration, oral and sun protection for babies, children and adults.



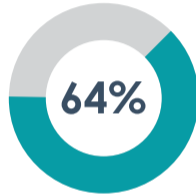
OUR TEAM



»» NUMBER OF EMPLOYEES



»» 55% OF FEMALE EMPLOYEES



»» 64% OF FEMALE MANAGERS

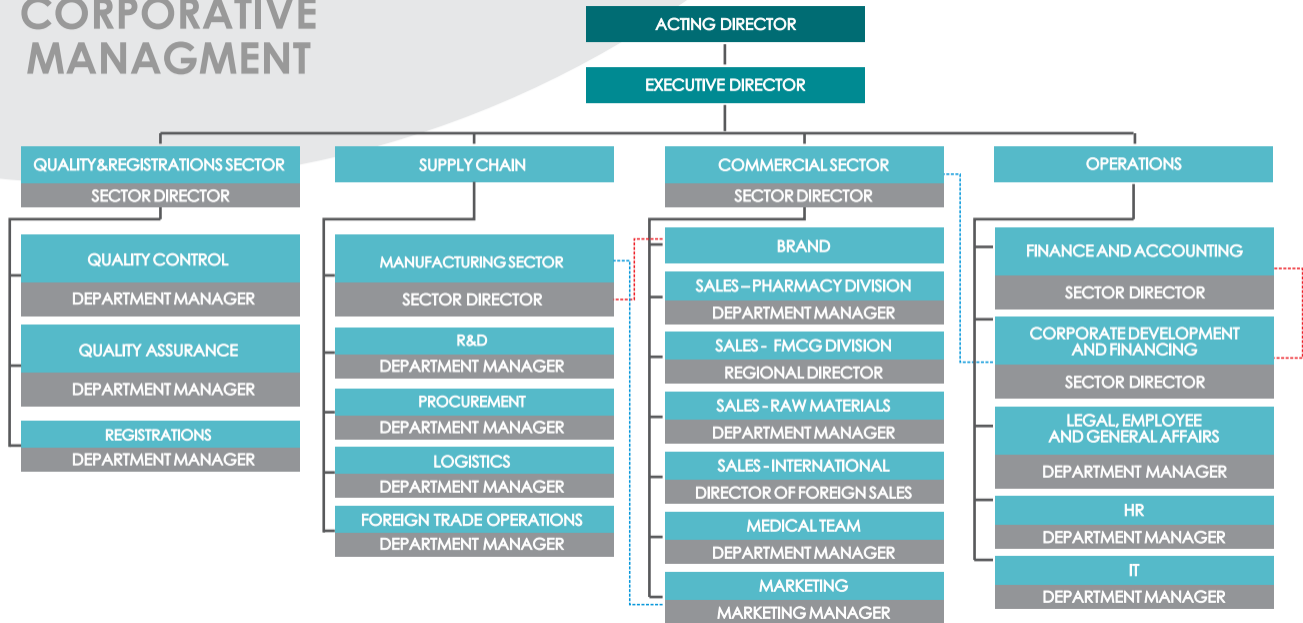


»» NUMBER OF EMPLOYEES WITH HIGHER EDUCATION



»» AVERAGE EMPLOYEE AGE

CORPORATIVE MANAGEMENT





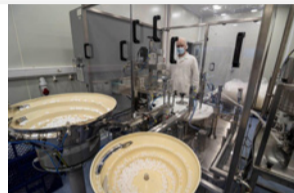
Manufacturing



PRODUCTION SITE

2 PRODUCTION SITES:

- Medical device production site (nose and ear sprays, gels and topical sprays)
- General production site for cosmetics and dietary supplements + a separate site for biocide production



PHYSICAL CHEMISTRY & MICROBIOLOGICAL LABORATORY

- input raw material analysis
- testing active components in finished products
- stability studies (accelerated and long-term)



MANUFACTURING FORMS AND CAPACITIES

SOLID FORMS:

Powders and granules: 4,000,000 sachets

Tablets: 8,000,000 tablets

Capsules: 4,000,000 blisters



SEMI-SOLID FORMS:

Ointments, creams, gels: 4,000,000 pieces



LIQUID FORMS:

Nasal sprays and ear sprays: 2,500,000 pieces

Solutions and syrups: 2,500,000 pieces





Distribution



DISTRIBUTION OF ESENSA PRODUCTS

Products from the ESENSA portfolio are widely distributed in the countries of the region such as Bosnia and Herzegovina, Montenegro and North Macedonia.

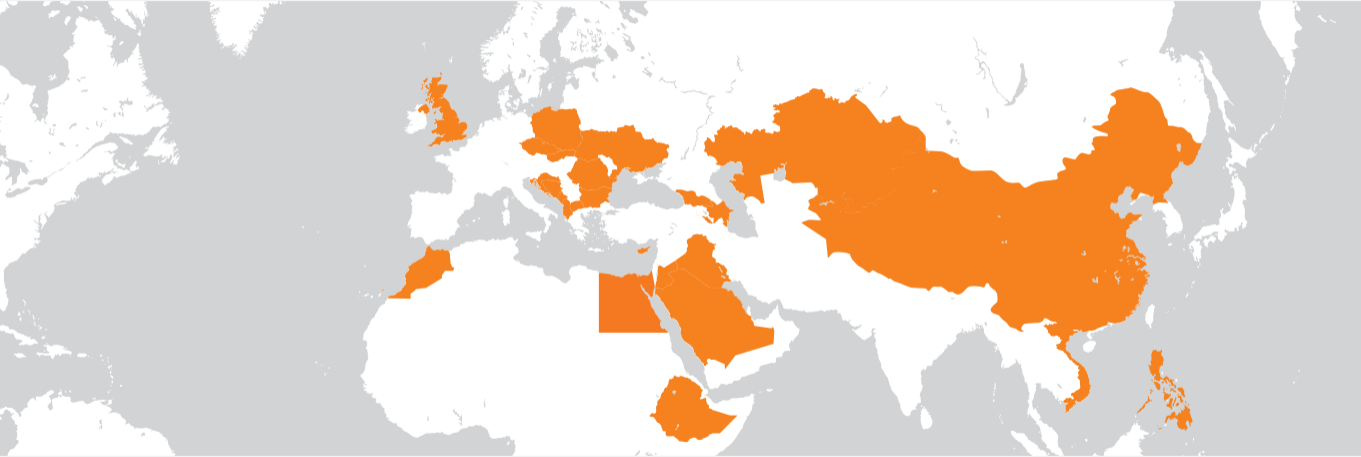


CONTRACT MANUFACTURING



ESENSA IS ALSO A CONTRACT MANUFACTURER AND MANUFACTURES PRODUCTS UNDER CUSTOMER BRANDS FOR COMPANIES from the Czech Republic, Slovakia, Poland, Romania, Croatia, Singapore, Saudi Arabia, Latvia, Lithuania, Philippines, Azerbaijan, Ukraine, Cyprus, Iraq, Libya, Georgia, Estonia, Moldova, Albania, Kenya, Ethiopia, England, Tajikistan, Armenia and many others.

EXPORTING IN OVER 40 COUNTRIES AROUND THE WORLD



PRODUCTS FROM ESENSA'S PORTFOLIO ARE SOLD AND DISTRIBUTED IN OVER 40 COUNTRIES AROUND THE WORLD INCLUDING:

Serbia, Montenegro, Bosnia and Herzegovina, North Macedonia, China, Kazakhstan, Sri Lanka, Vietnam, Egypt, Taiwan, Palestine, Kuwait, Jordan, Bahrain, Bulgaria and many others.



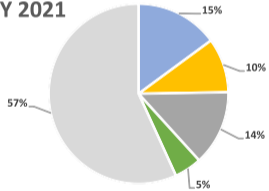
Sales

MARKET POSITION AND SALES

Market position	Manufacturer	VALUE (EUR)							VOLUME (pieces)								
		Y 2021	Market share	Y 2022	Market share	22 VS 21	Y 2023	Market share	23 VS 22	Y 2021	Market share	Y 2022	Market share	22 VS 21	Y 2023	Market share	23 VS 22
1	HEMOFARM	20,787,459.04	13%	20,392,631.02	11%	-2%	19,581,848.29	10%	-4%	6,052,765.23	15%	5,529,607.95	14%	-9%	5,159,602.00	13%	-7%
2	PROTON SYSTEM	14,931,389.44	9%	19,025,394.46	10%	27%	18,065,075.89	9%	-5%	3,977,216.06	10%	4,436,387.32	11%	12%	3,864,847.15	10%	-13%
3	GALENIKA	13,650,876.43	8%	16,128,651.00	9%	18%	17,990,347.96	9%	12%	5,481,325.25	14%	5,569,664.00	14%	2%	5,324,471.04	14%	-4%
4	ESENSA	5,888,841.95	4%	8,708,930.12	5%	48%	9,497,468.35	5%	9%	1,998,608.58	5%	2,600,188.40	6%	30%	2,547,592.00	7%	-2%
300	Total Market	163,241,832.57	100%	183,181,737.74	100%	12%	197,728,914.53	100%	8%	40,559,155.52	100%	40,120,937.87	100%	-1%	39,134,263.26	100%	-2%

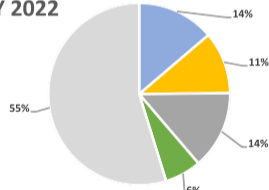


Y 2021



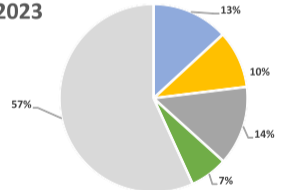
• HEMOFARM • PROTON SYSTEM • GALENIKA • ESENSA • OTHERS

Y 2022



• HEMOFARM • PROTON SYSTEM • GALENIKA • ESENSA • OTHERS

Y 2023

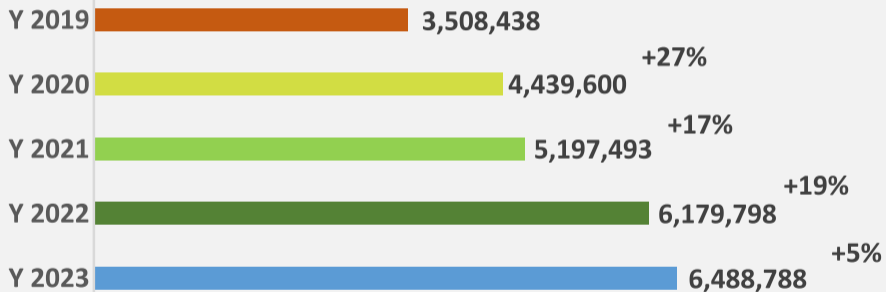


• HEMOFARM • PROTON SYSTEM • GALENIKA • ESENSA • OTHERS

Esensa Serbia sales pharmacy channel market position in 2021 VS 2022 VS 2023 direct competition
 (the same product registration status as a medical devices, dietary supplements and cosmetics)

ESENSA - ALL SALES CHANNELS

VOLUME
pieces



OUR LEADING BRANDS



In 2011 Marisol spray won prestigious award "Best of Serbia"

www.esensa.rs



Propomint®

Bee Happy,
Bee Strong,
Bee Healthy

Propomint® offers all the health benefits of propolis and more.

High quality, standardized propolis extract is combined with more than 10 natural herbal extracts in Propomint® sprays, syrups and lozenges, in order to create the best solutions for healthy throat and respiratory system for both children and adults.



3.174.225 €

THROAT SPRAY
TOTAL MARKET
VALUE

PROPOMINT SPRAY
FOR ADULTS
MARKET SHARE

25%

STANDARDIZED
PROPOLIS



MARISOL®

Feel the Power of the Sea

MARISOL® nasal sprays are specially designed to meet the needs of every individual nose.

The mucosa is the nose's first line of defense and is essential for the normal functioning of the entire respiratory system.

MARISOL® nasal sprays restore the natural moisture of the nasal lining, providing relief in cases of nasal and sinus congestion. The range of 10 products offers unique value due to highly efficient formulas based on natural ingredients and sea salt solutions.



MARISOL SPRAYS
MARKET SHARE

67%

MEDICAL
DEVICE

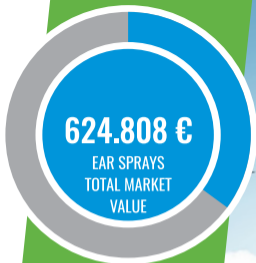


Oto Perfect

Be All Ears!

The Oto Perfect product line provides everything you need for complete ear care and hygiene- from earwax removal to prevention and treatment of a „swimmer’s ear“.

Oto Perfect products are formulated using the most effective ingredients, such as hydrogen peroxide, olive oil, tea tree oil, vitamin E, vitamin A, acetic acid, isopropyl alcohol and D-panthenol. Specially designed spray pump makes Oto ear spray a perfect on-the-go solution.



OTO PERFECT
EAR SPRAYS
MARKET SHARE

32%



XibiZzz[®]

Choose an efficient and safe repellent
that protects the whole family!

Xibiz offers a whole range of repellents to fulfil your needs:
protects from mosquitoes, ticks and flies, is fully natural,
has proven efficiency for many hours
and is suitable for small children.

If the bite still happens, there are afterbite gels to quickly
relieve the pain and regenerate skin.



3.174.225 €

REPELENTS
TOTAL MARKET
VALUE

XIBIZ REPELENTS
MARKET SHARE

20%

POWERFUL
PROTECTION
IN NATURE



PARABEN • PERUK •
FREE
ALCOHOL

INSECT
ICARIDINE 20%
REPELENT

6m+



Thank you for your attention