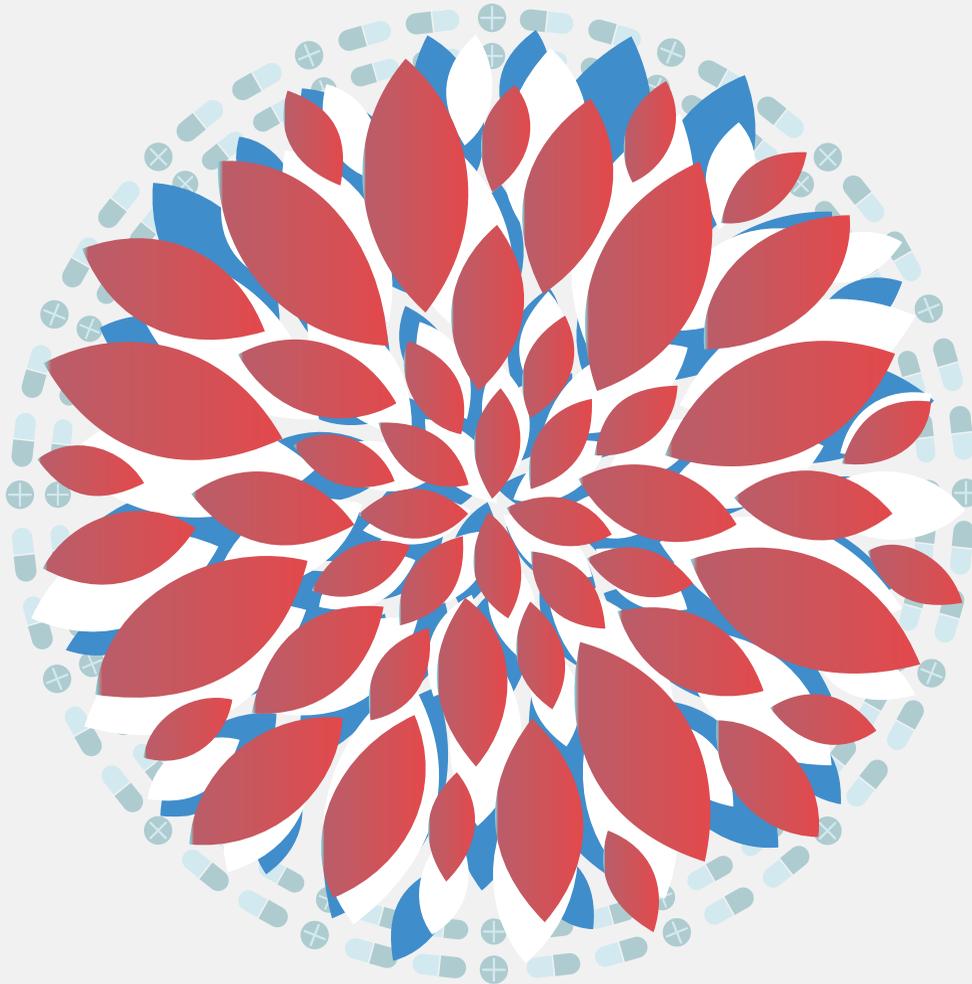




GLOBAL BUSINESS REPORTS

INDUSTRY EXPLORATIONS



UNITED STATES BIOPHARMACEUTICALS

2017



*Innovation – Hubs - Manufacturing
Contract Services – Logistics & Distribution*

Terry Herring & Peter Valko

TH: President of Commercial Operations
MISSION PHARMACAL
 PV: Chief Operating Officer
BIOCOMP PHARMA

Mission Pharmacal is a family of companies comprising wholly-owned subsidiaries that function independently and collectively to offer customizable solutions to customers



TH



PV

Could you give an overview of Mission Pharmacal in 2017?

TH: In addition to Mission Pharmacal proper, the Mission Family of Companies is comprised of Alamo Pharma Services, Inc. (“Alamo”), a contract sales and outsourced sales solutions company; BioComp Parma, Inc. (“BioComp”), the generic arm of the organization; ProSolutus, Inc. (“ProSolutus”), one of the industry leaders in transdermal patch technology; Espada Dermatology, Inc. (“Espada”), prescription and esthetic dermatology products; as well as BexR Logistix, LLC (“BexR”) and their subsidiary company, EPIC Fulfillment, Inc. (“EPIC”), the logistics and fulfillment arms of Mission. Specific to ProSolutus, we have our original facility in Miami as well as a newly completed facility in Boerne, Texas, outside of San Antonio. These are significant changes over the last six years for a company that, for most of its 70-year history, has been a specialty pharmaceutical company focused in urology and women's health, and we believe this sort of diversification will continue. Very few organizations, if any, can work with a partner company the way we can in terms of providing customizable solutions that can be scaled to meet their particular needs. This is especially true in an industry landscape in which most companies are increasingly focusing in one area. We have partner companies that work with two or three of the different Mission subsidiaries which is a winning combination for all included parties. That is the exciting part to us.

What are some of the main areas of focus in the transdermal space?

TH: Transdermals are a high-tech area with a high barrier to entry. At this point, there are very few transdermal products available to patients—somewhere in the teens—out there as transdermal brands. ProSolutus is developing transdermal patches that can be taken off and put back on while maintaining the pharmacological integrity of the product. Customers can expect to see next-generation products working more like consumer adhesive bandages than others in the market in terms of size and flexibility. Aside from the work at ProSolutus, Mission is currently bringing in several different products that will improve our ability to manufacture creams, liquids, and semi-solids. Our Dr. Smith's® spray utilizes the Greentek™ Spray System powered by Honeywell Solstice® Propellant and was recognized by the White House for its earth-friendly characteristics due to the product expelling no fluorocar-

bons. This product feature applies to both our diaper rash spray and our adult barrier spray. Through our relationship with Honeywell, we are looking to introduce this technology to other companies worldwide that utilize spray technology. Our motto is that these sprays are “Mother Nature and Mom friendly.”

What is the strategy for the ProSolutus business segment?

TH: There is a great opportunity in private-label manufacturing of transdermals in the retail world. We have the capacity to do that at a great price. Secondly, we plan to continue our Abbreviated New Drug Application (ANDA) development. Transdermal ANDA development is a great place to take generic products and put them into a transdermal delivery that increases patient compliance. Then, there is the New Drug Application (NDA) portion. We provide for our own generic companies, but we are also making transdermals for other generic companies via strategic partnerships. Finally, we have a partnership with a consumer-transdermal company targeting branded consumers with consumer private label, consumer brands, and generics. Our facilities in Miami will focus on generics and branded NDA products. The newly configured ProSolutus manufacturing site in Boerne, Texas, has a bigger footprint with bigger equipment than what is currently at the Miami location. With the added capacity, the Texas site will focus on higher volume private label and consumer products that have lower-margin requirements.

What are the strategies and the outlook for the family of companies as a whole?

PV: Each of these companies has the support, direction and push from corporate, but each component is a self-sourcing energy center. Together, we are strong and can continue to create solutions where there are needs. In two years, we hope that the legacy of each of these new businesses becomes something that can spin out on its own.

TH: The broad outlook is that within five years we will have a better-defined services group and the leadership required to drive the business development process. We are already moving into the early stages of a client manufacturing and formulation development group. Furthermore, we hope that Mission Pharmacal will have its own international pharmaceutical and consumer companies, and our dermatology business will be its own standalone business. —

The Mission Family of Companies Customized Solutions To Meet Your Needs

Partnering with Mission offers exceptional healthcare solutions to meet today's consumer demands. From product development and clinical trials through manufacturing, packaging, warehousing, marketing, sales, and distribution, we have turnkey capabilities.



Family of Companies

The logo for Alamo PHARMA SERVICES, featuring a red square with a white stylized 'A' shape inside, followed by the word 'Alamo' in a bold, black, sans-serif font, and 'PHARMA SERVICES' in a smaller, black, sans-serif font below it.	The logo for BioComp Pharma., featuring a green stylized 'B' shape followed by the text 'BioComp Pharma.' in a black, sans-serif font.	The logo for PRO SOLUS, featuring a blue and yellow stylized 'P' shape followed by the text 'PRO SOLUS' in a black, sans-serif font.	The logo for espada DERMATOLOGY, featuring the word 'espada' in a blue, lowercase, sans-serif font, and 'DERMATOLOGY' in a smaller, blue, uppercase, sans-serif font below it.	The logo for BEXR logistix, featuring the text 'BEXR' in a bold, black, sans-serif font, and 'logistix' in a smaller, black, lowercase, sans-serif font below it.	The logo for EPIC FULFILLMENT, featuring a colorful circular icon with a grid pattern, followed by the text 'EPIC' in a bold, black, sans-serif font, and 'FULFILLMENT' in a smaller, black, uppercase, sans-serif font below it.
Vital Experience, a Top-Flight Support Team, Smart Solutions, and Superior Training	Generic Pharmaceuticals Provider	Industry Leader In Transdermal Technology	Prescription and Esthetic Dermatology	Third-Party Logistics and Telesales Experts	Integrated Logistics Support

For more information, visit missionfamilyofcompanies.com

We welcome the opportunity to discuss:

- Our complete suite of service offerings by wholly-owned subsidiaries
- In-licensing of new technologies for existing products
- Acquisition opportunities
- Out-licensing of Mission Pharmacal brands
- Co-promotion sales detailing
- Our expansive U.S.-based manufacturing facilities

*To learn more, please mention
this ad when contacting:*

Bennett Kennedy
Sr. Vice President
Corporate Development/Strategy
bennett.kennedy@missionpharmacal.com
210.581.0617