

Designed  
for life



# Life.

Is there anything  
more precious?

# Each minute of each day 250 new lives arrive in the world

## **We support life.**

**We believe** every life is precious and deserves the chance to evolve to its fullest potential which is why we place significant importance on personalized experiences.

**We are passionate** about raising the standards of care in bio-sourced therapies and ensuring the safest blood supply chain process.

## **A vital contribution.**

**We design and supply** products that meet the needs of donors, patients and caregivers - products that facilitate and save patients' lives, from blood donation to patient care.

**We offer** a wide range of therapeutic solutions for cellular and tissue therapies, and we have expanded our horizons to the field of sports medicine and articular pathologies.

**We develop** innovative, safe, reliable and high-performance solutions capable of improving and securing therapeutic practices everywhere and all the time.

## **An ecosystem bursting with vitality.**

**We improve** the wellbeing and comfort of patients, thanks to our collective strength and culture of innovation.

**We invest** in research & development and open collaboration partnerships with blood centers, universities and biotechnology institutes, to provide efficient solutions, guarantee optimal safety and always be at the forefront of innovation.

**We are committed** to social and environmental responsibility through concrete actions that contribute to making the world a better place.

*Your life is our life.*

This is us, Macopharma worldwide.

We  
support  
life.



FROM THEN TO NOW

KEY FIGURES

Every day since 1977,  
We give the best  
of ourselves.

80  
countries

4%  
of turnover  
dedicated  
to R&D

159M€  
turnover  
2019

2 260  
employees  
worldwide

4 production  
sites  
5 on  
continents



2020

Re-launch of  
Protective  
Masks activity

2019

Joint Venture in China  
Launch of products  
in Sports Medicine  
and Orthopaedics

2017

40 years  
supporting life

2012

New production  
site in Tunisia

2003

First sales in USA  
for Leucolab LGS2  
(dockable filter)

2002

New ISO 9001  
production  
site in Poland

1995

First affiliate  
in Germany

1977

Foundation  
of Macopharma

## OUR AMBITION

To be the world's most  
trusted healthcare partner  
in bio-sourced therapies.

Trusted because we **share** the same purpose as our partners and customers: **together**, raising the standards of care in **bio-sourced therapies** to ensure the best possible quality of life for all.

Trusted because our philosophy, “designed for life”, is founded on continually building strong **empathy for all stakeholders**.

Trusted because we believe **open collaboration** is the best way to ensure our innovations are both transformative and safe as well as globally accessible and sustainable.

Trusted



## **From donor collection to patient delivery,**

**we are dedicated to raising the standard of  
care with bio-sourced therapies.**

**Our know-how and our open mindset enable  
us to design solutions that contribute to  
better health outcomes.**

**A vital  
contribution.**





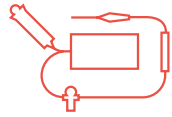
OUR SERVICES

# Transfusion

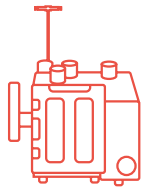


We believe in making  
the best out of every  
drop of blood that  
flows from a donor  
to a patient.

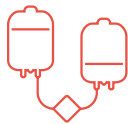
## OUR SERVICES



Blood Collection



Blood Processing



Blood Safety

## From blood donation to patient treatment...

Macopharma, expert in blood filtration and storage, is a recognized world leader in offering blood transfusion products and services to collect, process, store and distribute blood components that meet the highest safety and quality standards for patient transfusion.

## Patient's words

Patrick Bérard, Executive Manager Foundation Héma-Quebec

### « Receiving so many transfusions, it's a gift of life!

In October 1997, I was diagnosed with widespread T-cell lymphoma that had reached my kidneys, my liver, my bone marrow and my spleen. I was severely affected psychologically and physically. **To survive, I required as much as 300 units of blood transfusions within 100 days.** In life, you must not remain alone. A series of human actions saved me... And, I am alive today thanks to blood donors and the devoted care of healthcare professionals whose lifesaving interventions were largely enabled by the products and solutions provided by Macopharma. Every person in the company, at every stage of the process, is devoted to ensuring that people in the world can live. Thank you. »

A hand holding a syringe with red liquid, injecting it into a red apple. The syringe is positioned diagonally from the top left, and the needle is inserted into the side of a ripe red apple at the bottom right. The background is a soft, out-of-focus white.

OUR SERVICES

# Biotherapy

**Every patient deserves  
a more fulfilled life.**

**This is why we believe in pushing the boundaries  
of treatment standards by seeking innovation  
from all sources and leveraging our knowledge  
& expertise to provide new therapeutic  
solutions.**



Cord blood



Photopheresis



Sports Medicine  
and Orthopaedics

## A 360° offering in bio-sourced therapies...

Our core knowledge in Transfusion devices (bags, conservation and illumination) serves in the constant development of a wide range of therapeutic solutions for cellular and tissue therapies that answer different clinical needs and specific medical contexts.

Our extensive expertise in blood processes and derivatives has also motivated us to seek other significant ways we can apply this knowledge to improve the quality of life for patients suffering life-altering disease.

By entering the field of sports medicine and articular pathologies, we continue to expand our horizons to improve donor/patient comfort and health.

## Patient's words

Lucie's story, from leukaemia to bone marrow transplant.

« **Every day after the transplant is a winning milestone!**

Since 2016, I have been fighting Leukaemia. I received 33 blood transfusions, half in red cells to limit anaemia and the other half in platelets to prevent bleeding... This is what saved my life, but it wasn't enough. I also had to have a bone marrow transplant. Some complications lead to the need for 17 photopheresis procedures to get rid of the cutaneous GVHD. The adventure continues, as I still require some regular bloodletting. **Macopharma has been with me from the beginning and that reassures me.** »

OUR SERVICES

# Protective Masks

**As an expert in non-woven materials,  
Macopharma manufactures FFP2  
respiratory protection masks in  
complete compliance with filtration  
efficiency requirements according  
to EN 149: 2009.**







## Committed to ensuring business continuity ...

**for our customers, employees, partners and regulatory organizations.**

Our policy is defined, and continues to evolve, in accordance with ISO 22301 referential and integrates multiple business continuity measures & precautions into the design of our products and services such as: reducing to an acceptable level the processes which have been identified as critical following an analysis of impacts and risks; training our teams to rigorously monitor and control processes for potential risks in order to ensure continuous improvement in our Business Continuity Management System. **All our production sites are ISO 22301 certified.**

We make every effort to maintain and preserve our business, respect our contractual commitments, comply with applicable regulations, maintain the company's financial position and minimize any risk of business interruption.

This means regularly testing our business continuity policy by carrying out simulation exercises to verify effectiveness, establishing and monitoring relevant performance indicators to identify areas for improvement, and communicating frequently with all parties concerned.



**« Even in times of global health crisis, we continue to operate, to serve, and fundamentally save lives.**

During the Covid-19 crisis, our 3 factories in France, Poland and Tunisia not only managed to maintain full operations, but also in just 42 days we reopened our production line for FFP2 masks which had been closed a year ago. At the same time, we put specific protective measures in place to ensure the health and safety of our employees. »

An ecosystem  
bursting  
with vitality.



# Blood is what bonds us all.

## A strong sense of community ...

### brings us closer together.

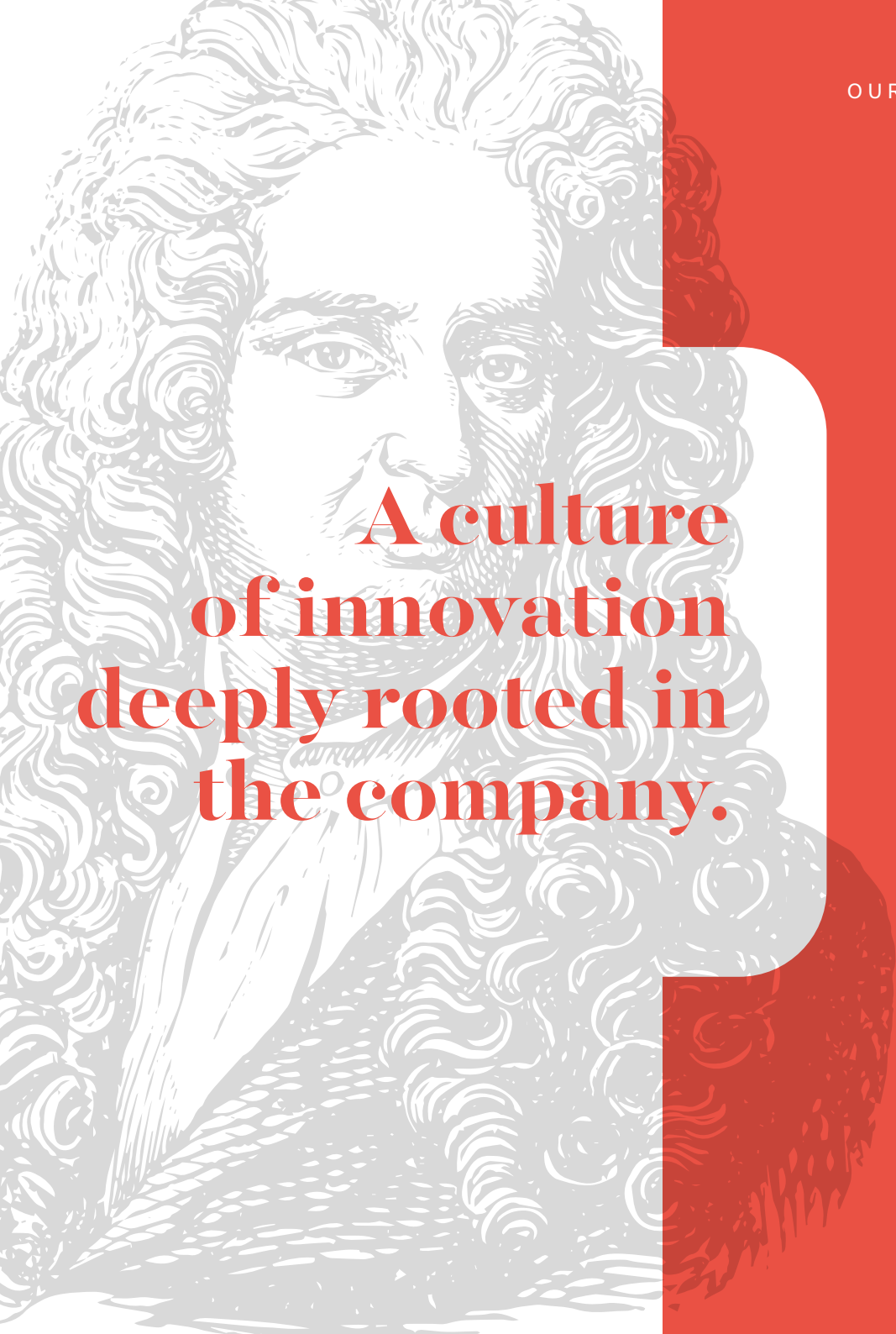
At Macopharma, it has always been our philosophy to promote diversity and multiculturalism within the company by bringing together people from all horizons. We nurture this corporate culture every day because we believe it fosters mutual aid, synergy and heightened performance through solidarity, commitment and team spirit.

### engages us.

Accountability, respect, recognition of individual and collective performance, adaptability, capacity for commitment and openness to change... These are the shared values of all our employees, and they embody who we are.







**A culture  
of innovation  
deeply rooted in  
the company.**

## OUR CULTURE

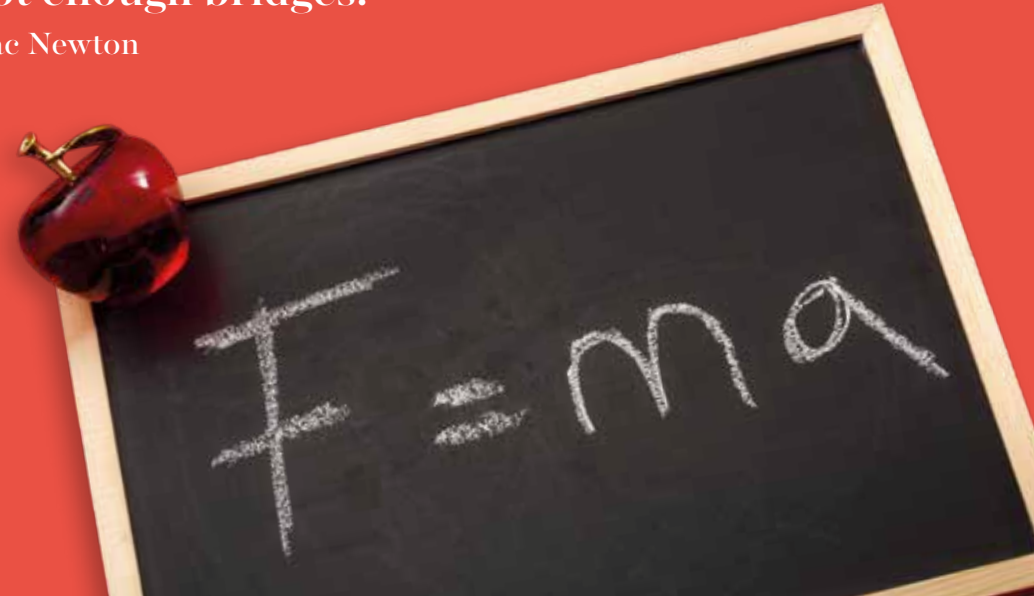
Throughout Macopharma's history, basic and applied research has always been a priority. Thanks to our commitment to research, we ensure a sustainable future for the company while reimagining the future of healthcare by always seeking to be a positive force supporting the work of medical professionals with one shared purpose: **to preserve and improve the lives of patients.**

We believe every person is part of the solution. In the spirit of "open innovation", everyone is encouraged to work collaboratively to come up with answers to challenges and imagine tomorrow's products and services.

**Our collective intelligence, founded on the principles of free-flowing information and the sharing of ideas & resources (technical and financial), enables us to create new opportunities.**

**"We build too many walls  
and not enough bridges."**

- Sir Isaac Newton



## A collaborative approach at the heart of our ecosystem.

To satisfy the needs of our customers and partners, it is essential that we include them at the earliest stages of our development process when designing our products and solutions for tomorrow.

Along the way, we have established connections that go beyond the standard framework of usual business relationships. Today, **these genuine partnerships are the pillars that support our number one ambition: Trust.**





**“ The key? It’s listening.  
We are included at every stage  
of the development process.**

**“ An ongoing dialogue enables  
numerous collaborations  
without which nothing would be  
possible.**

**“ We support Macopharma to  
be sure they can continue  
to support life.**

#### WHAT OUR CUSTOMERS SAY

By being flexible and listening to our customers’ specific needs, we are able to design tailor-made solutions for patients and healthcare professionals.

This collaborative approach gives us the agility required to ensure we meet the unique needs of different markets.

We think globally and act locally.

#### WHAT OUR PARTNERS SAY

We build our business relationships on dialogue and trust.

Thanks to this, many laboratories, medical institutions and universities work hand-in-hand with us, sharing their latest scientific conclusions, which ultimately accelerates our own research.

#### WHAT OUR SUPPLIERS SAY

Our strategic relationships with our selected suppliers ensure the smooth operation of daily services and constant product quality control. Our suppliers are key to helping us meet challenges and anticipate the ever-evolving needs of our customers.

## Committed to corporate social and environmental responsibility on all levels.

Macopharma's commitment to **sustainable development** encompasses the entire production chain. We are dedicated to reducing our energy and water consumption, limiting raw materials waste in our manufacturing processes and lowering the noise level at our industrial facilities, while increasing safety at storage sites.

We take particular care with selective **sorting of all waste**, hazardous or not, that is a result of our activities. We strongly **advocate for biodiversity** and have created quite a buzz by welcoming some sweet new (honey) production operators to some of our sites.



Paper reduction



Improvement of the working environment



Installation of beehives and honey harvesting at our sites in Tourcoing and Poland



Macopharma also takes part in the **fight against all forms of discrimination and inequality**. We are committed to ensuring equal opportunities and the protection of everyone's rights and safety everywhere we work.

Macopharma is dedicated to being a leader in improving the blood supply and providing healthcare solutions to local communities in developing countries while **collaborating with non-profit** organizations and involving our employees.





A close-up photograph showing a child's hands holding a brown teddy bear. A hand wearing a blue nitrile glove is holding a red apple, offering it to the bear. The background is blurred, showing a person in a white lab coat and another person in a red and black plaid shirt.

Your life is  
our life.

## MACOPHARMA WORLDWIDE

