

Η DEMO με μια ματιά



100% Ελληνική εταιρεία με πάνω από μισό αιώνα εξέλιξης στον ελληνικό κλάδο φαρμάκου



Εγκαταστάσεις 66.000 τ.μ.
4 Μονάδες Παραγωγής
>5.000 τ.μ. εργαστηριακοί χώροι



Εξαγωγή >80% του όγκου παραγωγής σε **85 χώρες**



Ο μεγαλύτερος προμηθευτής των Δημόσιων Νοσοκομείων της Ελλάδας σταθερά εδώ και 10 χρόνια



>1.800 Εργαζόμενοι >60% κάτω των 40 ετών



>3.000 Άδειες κυκλοφορίας παγκοσμίως



Δράσεις για στήριξη σε πολιτεία, ΜΚΟ και εργαζόμενους



€330 εκ. μεικτός κύκλος εργασιών και διαρκής πορεία ανάπτυξης

Η εταιρία την τελευταία 5-ετία έχει διπλασιάσει τα μεγέθη της: προσωπικό, εγκαταστάσεις, παραγωγή, τζίρο



Επενδυτικό πλάνο 2021-2027



ΦΕΡΝΟΥΜΕ
ΤΟ ΑΥΡΙΟ,
ΣΗΜΕΡΑ!

€356.000.000

- ▶ Το μεγαλύτερο επενδυτικό πλάνο στην ελληνική φαρμακοβιομηχανία

> 900 θέσεις εργασίας

- ▶ Διασφάλιση επάρκειας φαρμάκων για την Ελλάδα και την ΕΕ



**Αύξηση παραγωγικής
δυναμικότητας**



**Ανάπτυξη και παραγωγή
α' υλών φαρμάκων**



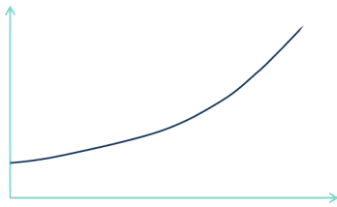
**Ε&Α και παραγωγή
βιοτεχνολογικών φαρμάκων**



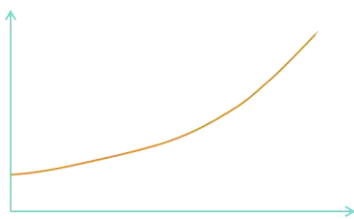
**Ερευνα & Ανάπτυξη
τελικών προϊόντων**

Smart Factory is not optional at this scale

Growth



Complexity



- ⇒ Rapid scale increases operational & quality complexity
- ⇒ Digital transformation is a **strategic enabler**, not an IT initiative
- ⇒ Smart Factory = scale **with Operational & Quality Excellence**

Ο Ψηφιακός Μετασχηματισμός δεν είναι ένα project του IT — Είναι υπόθεση επιχειρησιακής υπεροχής

Setting the roadmap for becoming Smart Pharma Industry: 6 priorities



Digitalize the core
build the unified "digital backbone" for
Supply Chain-
Production-Quality



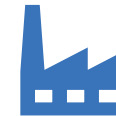
Modernize IT/OT Infrastructure
Smart Factory should be a
fully-interconnected plant &
leverage Cloud scalability



People
digital adoption &
modern workplace



Data as a Product
from Business Intelligence
to Artificial Intelligence



Intelligent Operations
Labs / Factory / Warehouse
Paperless Batch Record



**Governance, Validation,
CyberSecurity**
by Design



A hi-performing & engaged Digital Transformation team is the prerequisite for success

Where we stand today – Foundations are live.

	IT/OT Infrastructure	 	» Connected plants, labs, warehouses with 90% wireless coverage
	Supply Chain Core	 	» Core processes enabled on 11 ERP modules with end-to-end visibility
	People & Workplace	 	» Working anywhere, on any device, securely with single ID for c. 2000 users
	Data Estate	 	» Unified data estate enabling dashboards for Finance, Sales, HR, Operations
	Operations digitization	 	» Task management in Labs, Manufacturing & Warehouse digitized
	Governance & Security	 	» Cybersecurity (ISO 27001, NIS2) and GMP processes embedded from day one



"Hero" use cases – past Vision & Pilots

#1



- ✓ Industrial Wi-Fi at scale
- ✓ Mobile/RF execution integrated with SAP
- ✓ Operator adoption achieved

→ **AI-ready**

#2



- ✓ Factory & Lab Digital task management
- ✓ Environmental monitoring (EMS)
- ✓ Full GMP traceability

→ **AI-ready**

#3

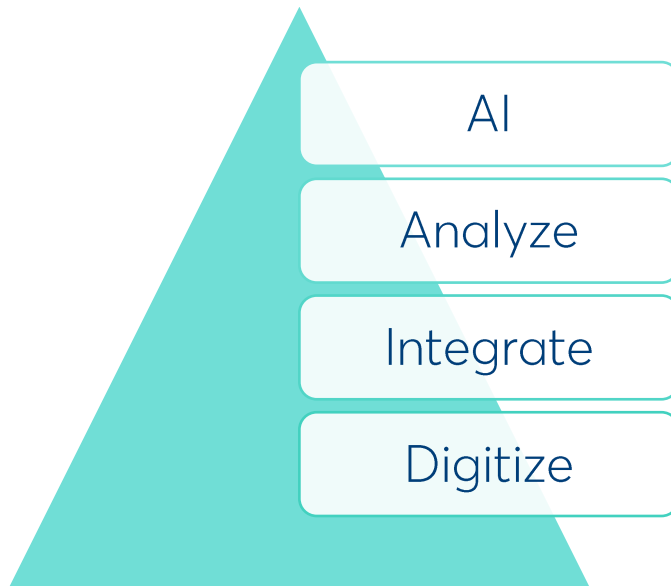


- ✓ Production & quality info unified into a single data estate,
- ✓ Operational dashboards such as OEE & Product Quality Review.
- ✓ Reduced decision latency and improved transparency

→ **AI-ready**

Smart Factory: from AI-ready to AI-enabled

Sequencing matters



- ▶ Most use cases deliberately **AI-ready first**
- ▶ AI fails without **clean data & governance**
- ▶ **Explainability** > black boxes
- ▶ AI must fit **QA** & shopfloor workflows
- ▶ **Trust** is non-negotiable in pharma

Foundations is what makes AI possible

You can't skip steps.

AI doesn't fix broken processes.

It amplifies what already works — or what already doesn't.

What we learned the hard way

Technology was never the hardest part



- **Skills & change capacity** are the bottleneck
- **Validation & compliance** take time — rightly so
- **Speed without structure** creates fragility
- Smart Factory is about **pace, not speed**



Advice to anyone starting today

Foundations first — intelligence follows



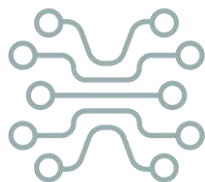
- ▶ Start with connectivity, security, data
- ▶ Digitize simple frontline processes first
- ▶ Embed governance early
- ▶ Invest in people before platforms
- ▶ Measure progress by adoption & trust



Smart Factory is a capability, not a project



Business Strategy



Technology



People

Continuous Improvement  Marathon, not sprint



Thank you!

Always

