

TESTIMONIAL

Professionalism and openness in partnership with Dr. Falk Pharma

We have been working together with Ewopharma for over twenty years now. What initially began with Salofalk® and Ursofalk® in a few select countries has now grown to become a long-term collaboration, whereby we trust Ewopharma with the marketing, sales, and regulatory support of an extensive portfolio of Dr. Falk products across Eastern Europe.

Ewopharma's large and well-established network in the region has enabled us to expand our reach. A trusted partner, our work with Ewopharma has always been characterized by professionalism and openness.

We recommend Ewopharma to other pharmaceutical companies looking to access the Central Eastern European markets and look forward to continuing this fruitful partnership in the future.

At Dr. Falk Pharma, we specialize in the development and sales of pharmaceuticals in the areas of gastroenterology and hepatology. Our mostly Rx products are sold in 66 countries whereby we often work together with local partners such as Ewopharma.

Having started out with a small range of products in the markets Poland, Czech Republic, Slovakia, Bulgaria, and Romania, the portfolio of Dr. Falk products on the Central Eastern European market has grown continuously since our partnership began in the late 1990s.

These markets present a number of challenges for pharmaceutical vendors including competitive pressure from other vendors. We were impressed by the broad presence Ewopharma has built up across many countries in the region with a large established network of medical representatives. They are well known in the individual markets and key market segments, which has proved decisive in successfully accessing the Central Eastern European region.

We trust Ewopharma with the marketing and sales of our products in the Central Eastern European markets whereby their expertise and network amongst doctors and hospitals have been highly beneficial. Furthermore, Ewopharma has provided valuable support with regulatory affairs in these markets. Their knowledge of the legal systems and registration processes has also proved very valuable.

The Ewopharma team has always been highly professional in our work together with experienced specialists in their headquarters as well as local specialists in the individual markets. Our partnership is one that is based on trust – we can rely on them with an extensive portfolio of our products in these key markets. Another key factor that characterizes our work with Ewopharma is their openness and responsiveness, which is of great importance in our industry.

We look to the future of our collaboration with Ewopharma with great optimism. They are an important partner in furthering our business, and we look forward to continuing our cooperation.