



a Sandoz company

**Market**

Nowadays, Lek is a Sandoz company that is the #1 generic market player in Central and Eastern Europe and second largest generic pharmaceutical company in the world, holding one of the three leading positions on the key markets (e.g. USA, Germany, France, Russia etc.). Today, Sandoz offers its products to patients in more than 120 countries all over the world.

Lek is the first generic pharmaceutical company in former Eastern Europe to react to the demanding American market with an end product. It is present on the American market, successfully competing with other global generic companies. The merger with Sandoz meant an increase in the sales of Lek's products on the new markets with the Sandoz global sales network.

**Achievements**

Being a part of the Sandoz Group, Lek has become one of the pillars of the leading global generic company. It functions as a global development centre for products and technologies, as a global production centre for ingredients and medicines, as a competent



centre for the development of vertically integrated products and as a competent Sandoz centre for the development and production of biopharmaceutical products.

The health and safety of the employees and others affected by their production and the safety for the environment, are the priorities of Lek's operation.

**History**

"Lek - the factory of medicines in Ljubljana" was officially founded in October 31, 1946.

The 1960s were marked by a very rapid development of the company. At that time, Lek intensified its correlation with foreign pharmaceutical companies in order to ensure the latest products for the market. The license cooperation with Western innovative pharmaceutical companies enabled Lek a firm position on the home market and the development of export on the markets of Eastern Europe.

The second half of 1970s was marked by an important Lek's orientation to

developing its own ingredients. At this time, Lek first appeared on the markets of Western Europe and USA.

At the end of 1980s, Lek's operations were marked by the start of development and production of clavulanic acid in Lendava, an important ingredient of the antibiotic Amoxiclav. This is still the leading product of the company.

The 1990s were marked by the rapid internationalization of the marketing-sale network in Central & Eastern Europe and Former Yugoslavia. Lek entered the new millennium with more than 20 companies all over the world. Until 1991, Lek was present on Macedonian market



as a representative office of Lek Ljubljana. In 2000, Lek Skopje was established as a Ltd. company and a regional centre for Albania and Kosovo (Serbia). The year 2002 was a breaking point for Lek: in November it became a part of the business club Novartis. In May 2003, several national brands within Novartis Generics formed the global brand Sandoz, whose part today is Lek, as well.

The development of Lek in Macedonia continues within the group Sandoz in accordance with the role of Lek in the global organization.

In 2004, Lek took a decisive step on the way of pharmaceutical future, the way of biopharmaceuticals. A new plant was set up in Mengesh for the production of biopharmaceuticals, the first of its kind in Middle and Eastern Europe.

**Product**

Lek pays a special attention to the planning of modern and affordable medicines for improving health and quality of life of people all over the world, which sets Lek as one of the key pillars of development in the generic company Sandoz.

In its products Lek is focused on some leading indications of groups of medicines: anti-infection medicines, medicines for the cardiovascular system and medicines for gastrointestinal system. To this are added also medicines of other indication areas, depending



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