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Human Care
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Our goal is that RAFARM continues to strengthen and build on its already important role as a serious and recognized player in the international market.

Nikolaos Rassias
Pharmacist
President & CEO RAFARM Group

Health is extremely important in life. The term "health" is important to us, not only because our activities are in the healthcare industry, but also because we believe that productive relationships are synonymous with healthy relationships: with our employees, associates, clients and the society at large.

Since the very beginning of our operations we have incorporated “health principles” into our company business behavior, choosing tested, safe products with proven therapeutic value to offer the community the best possible care at the lowest cost. We listen to the needs of our clients and are by their side supporting them on a daily basis. We rely on our management and personnel and we provide all members of our staff with the possibility to develop their individual creativity in a professional yet human environment, where innovation and initiative are rewarded, keeping up to date with market trends whilst staying both focused and flexible.

In a few words, we strive to achieve a high standard of quality in our everyday lives, on all levels, professional and personal. I am personally much happier to see the smiling faces of satisfied staff around me than the reports of increased sales. However, it seems that one leads to another; achievement of a positive working environment attracts the most capable executives in the market who embrace the RAFARM vision and become members of our professional family. And, thanks to this, RAFARM continues on an upward spiraling course. Presently, we are one of the largest Greek pharmaceutical companies, with a strong direct presence as well as strategic alliances in the international marketplace. Our new factory, built with the most advanced technologies, allows us to serve the needs of different types of customers.

Our goal is that RAFARM continues to strengthen and build on its already important role as a serious and recognized player in the international market in terms of Research and Development, Quality, Production and Regulatory as well as Commercial capabilities, whilst keeping to its commitment of providing a happy, pleasant and creative working environment.
RAFARM began its activities in 1970. Nikolaos Rassias created a pharmaceutical company, putting his business beliefs into practice: high quality medicines at affordable prices, a people-oriented organizational structure and quick reflexes in the business arena.

Since then RAFARM has grown, expanded its activities, initiated international partnerships and created its own production facilities. Today, more than 150 different pharmaceutical products, an expanding presence in the domestic and international market - exports and partnerships with leading companies in Europe and all over the world - as well as a remarkable position in health professionals perception, are the result of RAFARM’s successful course.

Such development has been prompted by constant investments in technology and by the implementation of the strictest standards of quality in every phase of production. Through the extensive use of Greek capitals, RAFARM operates production facilities with a total expanse of 14,000 m² and employs more than 515 people, while its sales rank among the 5 largest Greek pharmaceutical companies.

Today, a large investment program is in progress that will enable RAFARM to produce medicines with highly advanced technological specifications and expand its partnerships with the largest multinational pharmaceutical companies.

Milestone in company’s history is considered the successful US FDA inspection, making RAFARM the first company to complete in Greece, expanding its growth horizons in the United States of America, one of the largest markets in the world.

In this way, the vision of its founder and all company’s management for a Greek interest pharmaceutical industry of multinational orientation - with innovative medicines, branded generics and total quality services - recognizable by all stakeholders in the field of health and primarily by the patients, becomes a reality.
Our research teams follow international guidelines with utmost care, in every phase of the development process, such as:

- Identification and evaluation of reliable Active Pharmaceutical Ingredients (API) suppliers
- Development and validation of analytical methods
- Development of specialized pharmaceutical forms, following Quality by Design (QbD) approach
- In-vitro studies implementation
- Design and execution of stability studies for drug products
- Manufacturing of laboratory, pilot and industrial scale batches
- Development and execution of stability studies for drug products

Our clinical studies are performed in cooperation with world-class CROs.

The result of this dynamic activity is the steady flow of state-of-the-art registration dossiers, which are used by us, our licensees and distributors to acquire marketing authorizations from the most demanding regulatory authorities worldwide.

Besides its own independent activity, RAFARM cooperates with University Foundations (Athens, Salonika, Patra, Crete, Ioannina), as well as with NCSR “Demokritos” and “National Hellenic Research Foundation” (N.H.R.F.), on joint research projects, since the 90’s.

Regulatory Affairs

As medicinal products are constantly subject to new and more stringent regulatory requirements, Regulatory Departments play an increasingly significant role in the overall activity of pharmaceutical companies.

In RAFARM highly experienced Regulatory Affairs professionals considerably contribute to the drug development process and are able to increasingly achieve an output of high quality, approvable Dossiers leading to timely approval of Marketing Authorizations worldwide.

Thanks to our overall high quality approach we have been able to secure hundreds of Regulatory Approvals for our products all over the world.
Our manufacturing facilities, located in Paiania, include 3 modern buildings covering 14.000 m²

The entire factory is GMP (Good Manufacturing Practice) approved and includes a BMS (Building Management System) which controls and maintains the stability of temperature, air pressure and humidity in the entire buildings. State of the art machinery combined with high standards of management ensures the utmost quality in our products.

Within the facility, there is a brand new 1.000 m² sterile area, with separate production lines for specialized injectable and ophthalmic products, equipped with the most advanced technology available.

Contract Manufacturing & Exports
RAFARM, with great manufacturing capabilities and fully equipped production units, represents the perfect partner for more than 70 domestic pharmaceutical companies as well as for most of our clients in Europe and the rest of the world.

Environment
We deeply respect nature and our environment and protect it at every stage of production.

We are very strict in applying the regulations relative to the use of water and gas emissions. All of our activities are conducted with the greatest respect for the environment and we continuously improve our methods in this direction. Even on our daily working practice, we care for the optimal use of recycled materials.

Pharmaceutical forms produced:
Solid
Semi-solid
Liquid
Creams
Sterile products (injectable and ophthalmic)

400.000.000 tablets
10.000.000 ampoules
10.000.000 ophthalmic products
annual production capacity

We produce more than 150 pharmaceutical products which are distributed throughout Europe, Asia, Middle East, Africa, Australia. Building on our worldwide success, RAFARM facilities are currently undergoing approval in the U.S.A. We provide all of our customers with added value services, through an effective and secured management of our controlled supply chain, reliable planning and consistent quality assurance.

Quality Assurance
At RAFARM, quality is a main priority, not only in production but in the process of decision-making at all levels.

We strive to satisfy our customers’ requirements for high quality products that fulfill the strictest international standards by consistently applying our integrated Quality Management System and by continuously improving it, in line with the evolution of cGMPs and modern industrial practices.

Quality control laboratories are constantly staffed and equipped to adequately cover the volumes produced and the corresponding release processes, stability studies and evaluations.

The effectiveness of the Quality System is confirmed by both the quality indicators and the success of numerous inspections. RAFARM annually receives about 15-20 inspections of facilities and procedures, from Multinational Pharmaceutical Companies and Health Authorities from all over the world.
With discretion and sensitivity, RAFARM remains faithful to the philosophy “Even if you don’t see us, we stand by you” and actually support vulnerable individuals or social groups.

We are proud of those of our employees who engage in social activities to improve the lives and welfare of others in the community and we support them and identify them as examples to be followed.
One of the reasons why RAFARM is at the forefront of Greek pharmaceutical companies is the high level of expertise and specialization of its human resources.

Since 2010, RAFARM has increased its workforce by 120%, reaching today 515 employees. This is the result of the company’s constant investments, creating new jobs and attracting highly-trained personnel.

The philosophy of RAFARM is the creation of a professional family that cooperates in a two-way communication environment that encourages initiative and personal development while enhances skills and knowledge of each employee.
Sales & Marketing department includes approximately 120 employees who combine high level education in sciences, with deep market knowledge.

They represent a “person-to-person advertisement”, not only of our products, but also of our company’s commitment and reliability.

They cover the whole of Greece visiting more than 15,000 doctors in both public and private sectors.

Pathology, Cardiology  Ophthalmology
Respiratory System  Central Nervous System
Oncology, Nephrology  OTC Products
Urology

Leading market position for 9 generic product brands (ATC5)
18 new promoted products in the last 3 years
12 scheduled new product launches in the next 18 months

RAFARM Group, turnover
(in m!. euro)

Greece  Exports  CMO

+32% exports increase in the last year
FDA inspectors focused on sterile injectable, developed by RAFARM, the production line and laboratories, while covered the entire quality control and quality assurance system. Next steps include the FDA’s inspection for the U.S. FDA approval.

RAFARM recently became the first Greek pharmaceutical industry to successfully complete an US FDA inspection, and get the final approval for United States market.

Approval by U.S. Food and Drug Administration is a prerequisite for any company targeting for exports in the U.S.A., one of the largest markets in the world.
The success and reputation of RAFARM in the domestic market has been recognized not only from all local health stakeholders, but also from many well-known international companies, which have entrusted their products to us.

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Our growth is based on partnerships focused on the development of innovative and effective medicines.
RAFARM UK was incorporated on the 1st December 2015 with registered office located in London and is a company of the RAFARM Group.

RAFARM UK is specialized in the research, development, and supply of a wide range of generics with a specific focus on sterile forms, in particular ophthalmic products (solutions, suspensions, emulsions) and complex injectable products.

Our commitment is to offer added value generics to customers through well timed development, highest level of quality and competitive price.

RAFARM UK is the licensing arm of RAFARM SA, offering a wide portfolio of products/CTD dossiers to customers interested in in-licensing business model.

VELKA Hellas S.A. started its commercial activity in the Greek Pharmaceutical Market in June 2014. It’s a member of RAFARM Group and operates as an independent company, providing pharmaceutical products for a variety of therapeutic categories.

VELKA’s strategic goal is to become the clear proof of a robust, healthy and constantly growing Greek company.

These characteristics will ensure high recognition from healthcare professionals and patients, and will corroborate VELKA as a perfect choice for partnership with multinational or local organizations.

VELKA’s workforce increased by 30% in the last year.
Even if you don’t see us, we stand by you