

## **ANNUAL 2015 REPORT ON OPERATIONS**

PITC Pharma, Inc. (PPI) Gross Sales for 2015 has finally breached the P 1 Billion Mark. Sales net of VAT is P 941.258 Million which is 4% higher than its target of P900.006 Million and 68% higher than its 2014 Sales of P559.950 Million.

The DOH accounted for 96% of the total sales for the year. DOH sales came from the delivery of Digital Sphygmomanometer, Complete Treatment Pack, Anti-TB medicines, Oncology Medicines and various generic medicines for the Barangay Health Station Project totaling Php 906.906 Million. On the other hand, sales to other government agencies was accounted for by the vaccines, mainly influenza polyvalent and pneumococcal polyvalent vaccines and various medicines.

PPI also achieved its objective of providing access to affordable essential medicines through all PhilHealth Contracted and DOH Medicines Access Sites (25 Access Sites) and 1,615 Local Government Units.

PPI signed a Memorandum of Understanding with Bio Farma, a state-owned enterprise of the Republic of Indonesia involved in the manufacturing of vaccine, serum and other biological products for domestic and international markets as a possible source of Expanded Program on Immunization (EPI) vaccines that PPI can serve to the DOH for its national immunization programs. PPI has also been meeting with various government corporations i.e. PCSO and PAGCOR for possible sources of funds to finance its various health projects.

PPI institutionalized a Quality Management System in line with its commitment to continually provide products that meet customer requirements and to continually improve the effectiveness of its internal processes. TÜV SÜD PSB Philippines Inc. has certified that PPI has been audited in accordance to the requirements of ISO 9001:2008 and has been recommended for certification for the scope: Procurement, Sales, Supply and Delivery of Pharmaceutical Products. As of date, PPI is awaiting the release of its ISO 9001:2008 Certificate which is due by the end of February, 2016.