



Our Business



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“Making **quality
healthcare an affordable
and accessible reality
throughout the world.”**



Hello,

Everyone should have access to high quality, cost effective medicines, no matter where they live in the world.

As a leading healthcare provider, based in the United Kingdom, we are experts in **manufacturing** and **supplying** quality **branded and generic medicines** to the UK and international markets.

Our experienced international teams speak over **20 languages** and provide a responsive, adaptable service that meets stringent regulatory standards.

We have over **30 years** experience of working in partnership with global customers and can provide **EU CTD dossiers** for fast track registration of products in international markets.

All of our products are delivered securely, including **temperature control** and **cold chain**, with short lead times, through a robust supply chain.

Quality and continuous improvement is at the heart of our business. This has allowed us to build satisfied long-term relationships with our customers.

We care, and our business is committed to bringing together communities and improving people's quality of life.

Above all, we're 100% committed to ensuring patient safety is paramount through stringent compliance with the **highest EU and UK regulatory standards**.

About Us

We're proud to be an award winning innovator, manufacturer and supplier of generic and branded medicines and healthcare products to the UK and international export markets.

Our company was founded and is guided by our mission, which is: "Making quality healthcare an affordable and accessible reality throughout the world."

The Morningside companies have grown through innovation and focus on difficult to develop, register, license and manufacture niche medicines.

Our product portfolio contains over 276 Marketing Authorisations for generic and branded licensed medicines in the UK and Globally.

In the United Kingdom, our licensed pharmaceutical products are distributed twice daily to NHS hospitals and pharmacies.

Since our inception we have exported to more than 120 countries. Globally, we work closely with public bodies and private sector customers in the different countries where we operate.

We are also one of the leading UK suppliers of a wide-range of quality medicines to international aid agencies, charities and NGOs.

Our export success has been recognised by many awards including the Queen's Award for Enterprise: International Trade 2012 and a Board of Trade Award, by the Department for International Trade (DIT), in 2018.



Dr Nik Kotecha OBE, Chairman of Morningside Pharmaceuticals, was among 30 captains of industry to join UK Prime Minister Theresa May on her first trade mission to India (2016).



Secretary of State for the Department for International Trade, Dr Liam Fox, awards Morningside Pharmaceuticals a Board of Trade Award (2018).



Innovation

Our business has been built and grown on a strategy focussed on improving the patient experience.

By taking an approach unique for a pharmaceuticals manufacturer and supplier, we're proud to be able to offer pharmacists and patients' greater choice.

Our strategy is to manage the entire end-to-end process from Research & Development, to registration, to sales, marketing and export within the Morningside companies.

We develop and launch a wide-range of niche generic medicines, which offer new novel ways for patients to take their medication.

Over the past 15 years the business has been the first to launch a generic product in the UK on over 63 occasions. This includes becoming the first to launch the generic version of the contraceptive pill (Microgynon) in the UK, in 2010.

Morningside were also the first in the UK to launch Diclodent Mouthwash and Glycopyrronium Bromide Tablets as licensed products. The latter has since been developed further, and can now be administered during percutaneous endoscopic gastrostomy (PEG) procedures.

Other examples include developing slow release and dissolve in the mouth 'buccal' tablets and capsules, to help patients who have difficulty swallowing.

In 2017 we were honoured to be recognised by the UK Pharmacy Business Awards, where we won the Innovation in Generics category. And in 2019 our Chairman, Dr Nik Kotecha OBE, won the Entrepreneur of the Year category at the UK National Business Awards.

Our Products

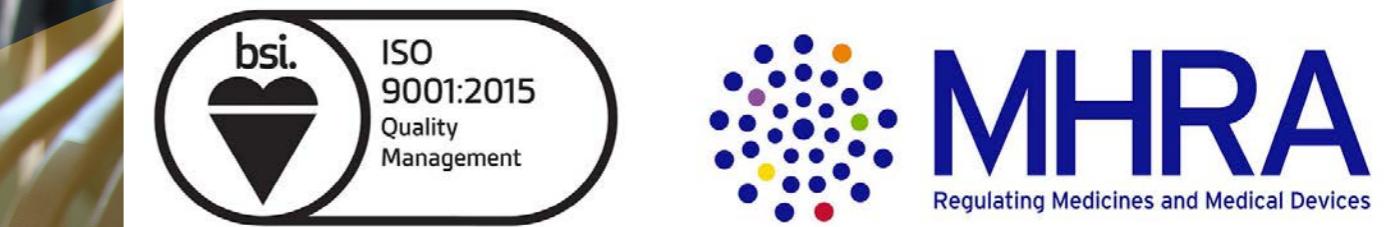
Quality without compromise is at the heart of everything we do.

All of our generic and branded pharmaceutical products carry a Marketing Authorisation issued by the **Medicines and Healthcare products Regulatory Agency (MHRA)**.

And our Quality Management System complies with a number of international accreditations and standards including **Good Manufacturing Practice (EU GMP)**, **Good Distribution Practice (EU GDP)** and **ISO 9001:2015 Quality Management**.

Our medicines cover a range of therapeutic areas, including:

- Cardiology
- Dentistry
- Dermatology
- Gastroenterology
- Gynaecology
- Haematology
- Immunology
- Infectious Diseases
- Metabolism & Endocrinology
- Neurology
- Oncology
- Pain Relief
- Psychiatry
- Rheumatology
- Urology





Supply Chain

From our UK distribution centre we supply millions of tablets, capsules, and liquids to meet our customers' requirements; and deliver daily and weekly shipments to international public and private sector customers.

We strive to deliver the highest possible quality, both in terms of products and service, wherever in the world you may be.

You can be assured that our storage and deliveries will be **secure** and **temperature controlled**, including **cold chain**.

All administrative procedures, such as purchasing, customer service and quality management, are coordinated from our Leicestershire headquarters in the UK.

Our depot is centrally located in Loughborough, in the East Midlands, with close proximity to the UK's busiest pure cargo airport (East Midlands).

Internationally, we work in partnership with distributors and agents whose values match our own. We qualify all partners to ensure they meet the highest customer care standards and most stringent quality controls for handling medicines and medical devices.

In 2020 we became an Authorised Economic Operator (AEO-F) after receiving the Customs and Security accreditations from HM Revenue & Customs (HMRC). This confirms that our supply chain is safe and secure and is recognised by the UK, European Union and many countries internationally.

United Kingdom

Morningside has over 276 Marketing Authorisations, for generic and branded licensed medicines in the UK and Globally, within our portfolio.

Each year our competitive pricing saves the National Health Service (NHS) millions of pounds.

Through our Headline Brands and female contraceptive ranges, we guarantee to deliver significant cost savings, while ensuring patient safety is paramount.

Our customers include NHS Trusts, pharmacy chains, pharmaceutical wholesalers, as well as clinics and dispensing doctors.

We pride ourselves on providing customers with cost-effective solutions, as well as a responsive, adaptable and ethical service that meets the highest UK regulatory standards.

Our approach to continuous improvement has allowed us to build satisfied long-term relationships with our customers and much of our new business comes from referrals from existing customers.

This is demonstrated through our exceptional retention rate, where over 90% of our business comes from repeat customers who value the outstanding service we provide.





International

Our company has over 30 years' experience of providing quality, affordable and accessible healthcare to communities around the world.

International customers choose us because of the assured quality of our products, outstanding customer service, advanced logistics and dedicated warehousing for export.

We register our UK licensed Morningside products in existing and new markets with competent national authorities, and we are proud to supply quality, cost effective medicines to international public bodies and private sector customers.

As a global business, we are always looking to build new partnerships with reputable distributors of pharmaceuticals, whose products and services complement our new and existing range.

We are also one of the largest UK suppliers of a wide range of quality medicines and medical devices to UN organisations, NGOs, aid agencies and charities; which in turn provide essential medical supplies to developing countries.

Through our UK distribution centre we deliver global aid to crisis-hit states in Africa, Asia, the Middle East and the Americas, having reached over 120 countries world-wide since our inception.



Global Partnerships

Morningside's International Sales Department are looking to connect with importers, manufacturers and wholesalers.

We are growing into new international markets, where product registrations in individual countries offer an opportunity to work with the public and private sectors. These include MENA, Europe and Nordic region, China, Canada, Australia, New Zealand and Commonwealth of Independent States (CIS) countries.

We are also a global distribution partner to international public bodies and private sector importers.

Our International Sales Team aims to build long-term local partnerships and our teams put quality without compromise, customer service excellence and building strong long-lasting relationships at the centre of their robust approach.

Their expertise spans 30 years and between them our team of professionals speak over 20 languages. They are also highly experienced in handling and distributing Controlled Medicines.

Working in partnership with Morningside offers a wide range of benefits, including the availability of UK/ EU eCTD Product Registration Dossiers for fast track registration of products in global markets.

Contact the team by email at **intl@
morningsidepharm.com**

Community

We are committed to bringing communities together and improving the quality of life of the people living there.

We're proud to support a wide range of UK and international good causes connected to skills & education; healthy living & sport; community, health & mental health; and innovation, science & R&D.

Examples include providing fundraising space to charities through our named sponsorship of the 3,000 capacity Morningside Arena, Leicester.

We have also sponsored one of the UK's largest careers speed networking events, which sees 300 students from 20 local schools gain careers advice from 150 employers.

Other support includes sponsoring Leicestershire County Cricket Club's medical centre, a mini-bus to help save vulnerable older people from loneliness and a hospice's annual memorial event attended by more than 1,000 people.

Internationally, we regularly donate our quality medicines to charities and have funded a brand new stock control system for one aid organisation.

Our people also pride themselves on raising money for a number of good causes, through regular fundraising events at our sites.





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