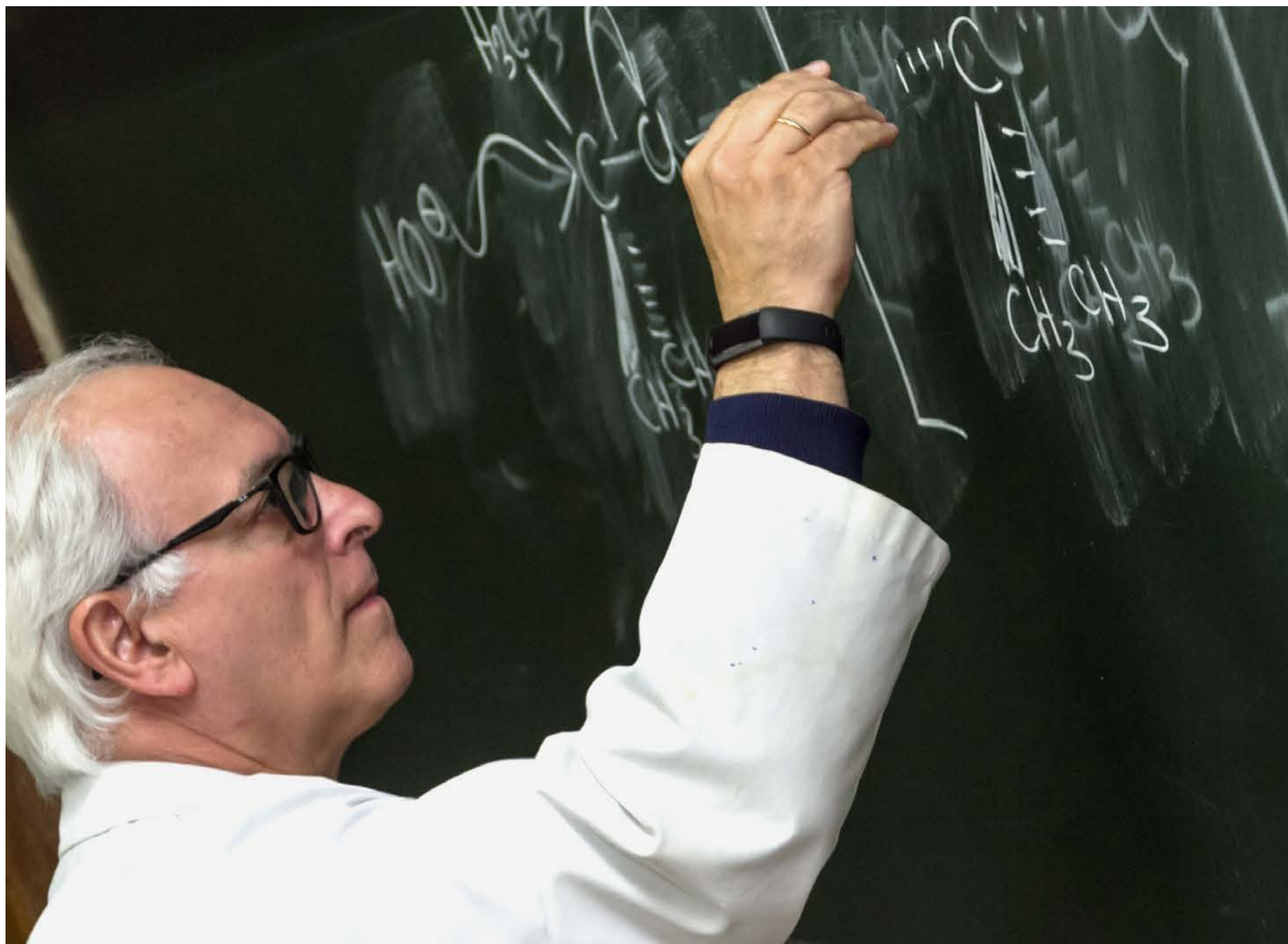


Passion
for Chemistry



How did
everything start?

Back in the year 2000, in the Department of Organic Chemistry at the University of Santiago de Compostela, two students - Carme Pampín and Jacobo Cruces - were about to get their doctorate.

They were so absorbed in their research that it seemed like nothing or nobody could ever distract them from what they were doing. However, two professors, Gabriel Tojo and Ramón Estévez, not only attracted their attention but also managed to seduce them with an idea that they loved even more than chemistry itself. With the help of Unirisco, Galician venture capital, they set up the project of GalChimia in 2001.

Locations

Founded in 2001, GalChimia has become the Spanish leader in synthetic organic chemistry.

Our expert, dedicated team of chemists has found a productive outlet for their passion for chemistry, providing services to clients worldwide.

1 Galicia Headquarters

Headquarters

2001

35 people

Services:

- › Discovery Chemistry
- › Process Chemistry
- › Analytical Chemistry
- › Chemical Catalog & Custom Synthesis

2 Madrid

Laboratory

2012

5 people

Services:

- › Discovery Chemistry

3 Barcelona

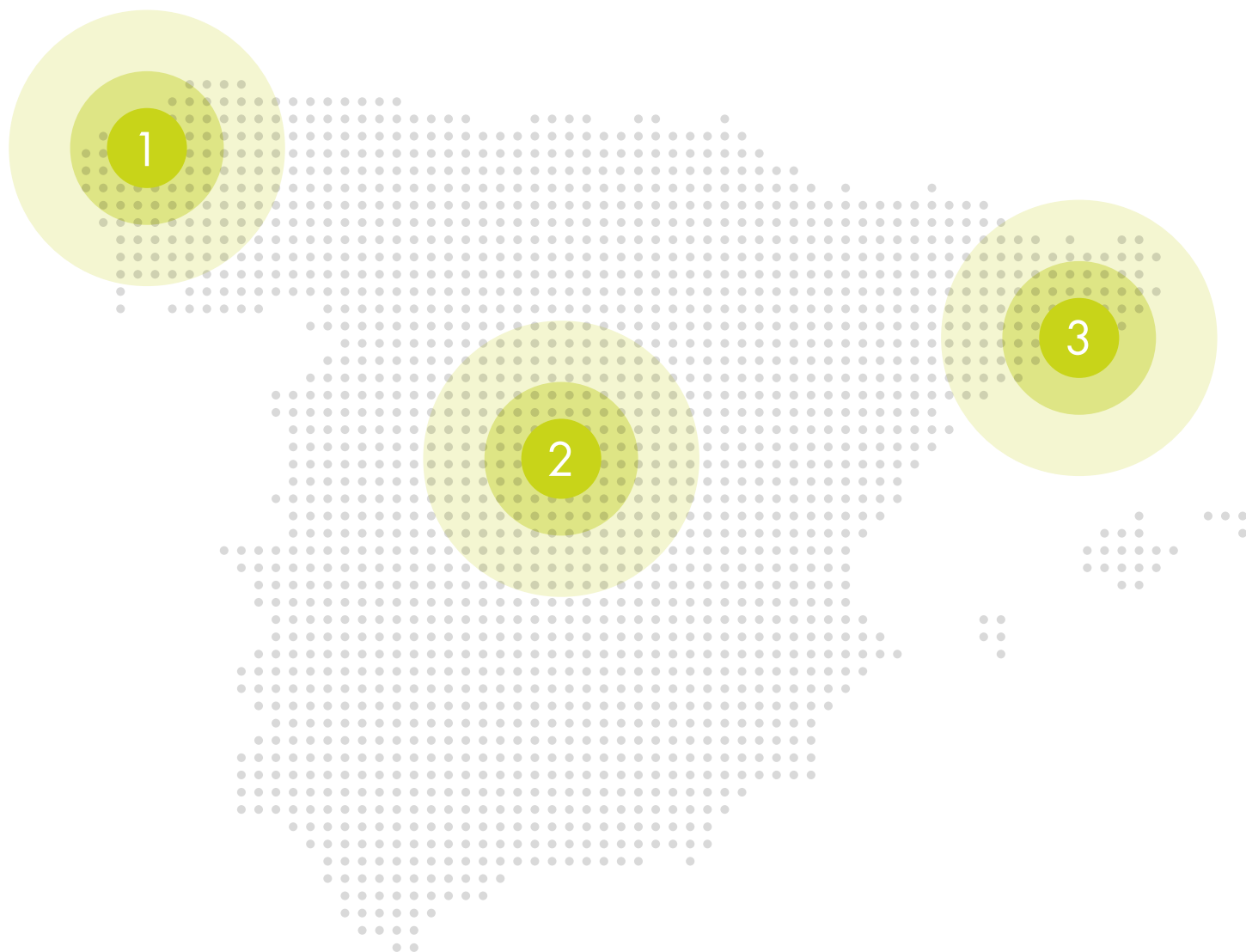
Laboratory

2018

7 people

Services:

- › Discovery Chemistry
- › Analytical Chemistry



Our Markets

Organic chemistry has many applications. GalChimia provides solutions for a wide variety of sectors, although the main industries are the following:



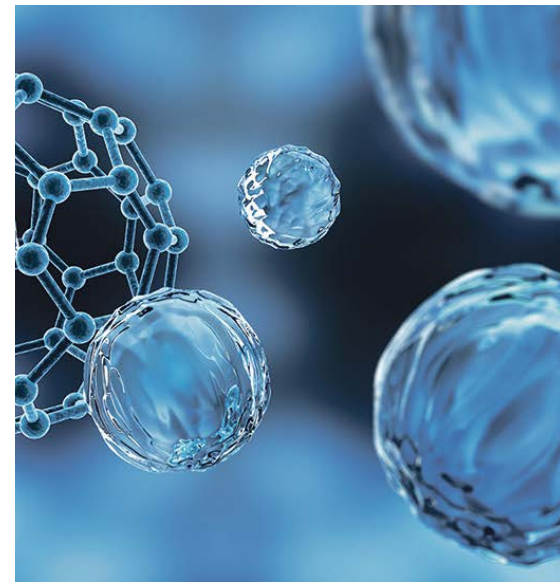
Pharmaceutical

We work mainly at the research stage, providing our customers with new chemical entities for evaluation as potential new drugs. We also work at the development level, where we optimize processes for the synthesis of drugs at large scale.



Agrochemical

Our work involves typically the synthesis of impurities and metabolites required during the development of agrochemicals. We also provide services for the development and optimization of new routes of synthesis.



Materials

We have been involved in projects in varied fields: optics, electronics and nanotechnology. In all cases, we provided chemical compounds that were employed to modify the properties of diverse end products.

Our Services

Organic chemistry is the specialty of GalChimia, our range of services covers all the stages of product development.



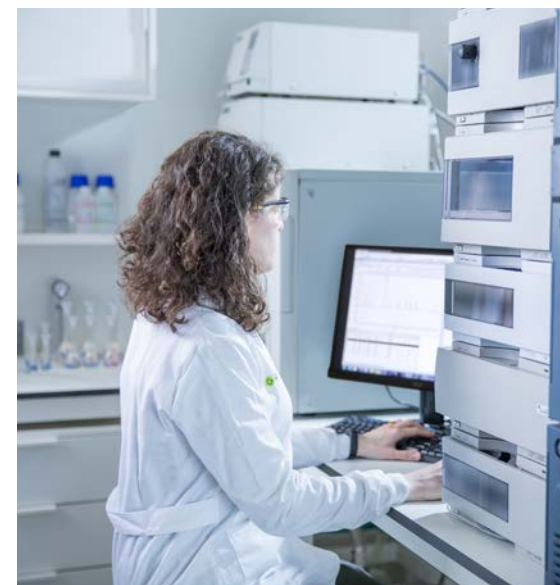
Discovery Chemistry

We design, evaluate and develop new routes of synthesis for the production of New Chemical Entities. GalChimia provides support for the Hit-To-Lead and Lead Optimization phases of Drug Development, but we also supply scaffolds, building blocks, focused libraries, reference standards, metabolites, and impurities that are not commercially available, in quantities from mg to hundreds of grams.



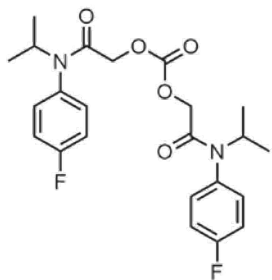
Process Chemistry

We design and optimize economical, reproducible and scalable synthetic routes for industrial production. This service includes a detailed examination of the state of the art, the development of non-infringement routes, evaluation of critical parameters, optimization of the reaction variables for each synthetic step, and the development of accurate analytical methods.



Analytical Chemistry

We provide full analytical support both internally and in response to external requests, such as: full characterization of chemical products, screening/development/validation of analytical methods, chiral and achiral separations, identification of impurities, accelerated stability studies (ICH guidelines), quality testing for solvent and chemical products.



Catalog & Custom Synthesis

Due to Intellectual Property sensitivity, the vast majority of the products we have prepared to date — many by multistage synthesis — are not included in our catalog. Nevertheless, it can be considered a small representation of our experience and capabilities in the pharmaceutical and agrochemical markets.

Experience with agrochemical substances

- | | |
|---------------------|----------------------|
| > Acetochlor | > Mesotrione |
| > Bifenazate | > Metalaxyl |
| > Chlorothalonil | > Metazachlor |
| > Clopyralid | > Metribuzin |
| > Cyhalothrin | > Napropamide |
| > Deltamethrin | > Nicosulfuron |
| > Diflufenican | > Penoxsulam |
| > Dimethomorph | > Prochloraz |
| > Diquat | > Pymetrozine |
| > Fenhexamid | > Quizalofop-P-Ethyl |
| > Florasulam | > Tebuconazole |
| > Fluazifop-P-butyl | > Thiamethoxam |
| > Fluazinam | > Trinexapac-Ethyl |
| > Flufenacet | |
| > Fluometuron | |
| > Glyphosate | |
| > Imazamox | |
| > Iodosulfuron | |
| > Iprodione | |
| > Isoxaflutole | |
| > Malathion | |
-

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All our products are characterized by at least ¹H-NMR and HPLC-MS analyses. Full characterization, including GC, IR spectroscopy, TGA, and KF titration, is also available on request.

.....

Experience with pharmaceutical substances

.....

- | | | |
|-------------------|------------------|----------------|
| > Amiloride | > Drospirenone | > Nebivolol |
| > Amlodipine | > Duloxetine | > Nitazoxanide |
| > Bicalutamide | > Ectoine | > Ofloxacin |
| > Brinzolamide | > Erlotinib | > Olanzapine |
| > Bupropion | > Eserine | > Olmesartan |
| > Capecitabine | > Eszopiclone | > Penicillin |
| > Carvedilol | > Florfenicol | > Pitavastatin |
| > Ceftriaxone | > Fluorescein | > Pravastatin |
| > Chlortalidone | > Formoterol | > Pregabalin |
| > Citrulline | > Gatifloxacin | > Quetiapine |
| > Clonazepam | > Glibenclamide | > Rabeprazole |
| > Cyclobenzaprine | > Ibuprofen | > Rosuvastatin |
| > Dapoxetine | > Ketoprofen | > Salmeterol |
| > Daptomycin | > Levothyroxine | > Serotonin |
| > Desloratadine | > Lovastatin | > Simvastatin |
| > Dexmedetomidine | > Melphalan | > Testosterone |
| > Diclofenac | > Metamizole | > Tixocortol |
| > Diltiazem | > Methylpyrazine | > Topiramate |
| > Diosmin | > Metoprolol | > Udenafil |
| > Donepezil | > Montelukast | > Valsartan |
| > Dropropizine | > Moxifloxacin | > Zopiclone |
-

Our Facilities

High efficiency synthesis equipment:

- › Parallel chemistry stations
 - › Automated microwave reactors
 - › Photochemistry setup
 - › Continuous flow reactor
 - › High pressure reactors (stainless steel and glass)
-

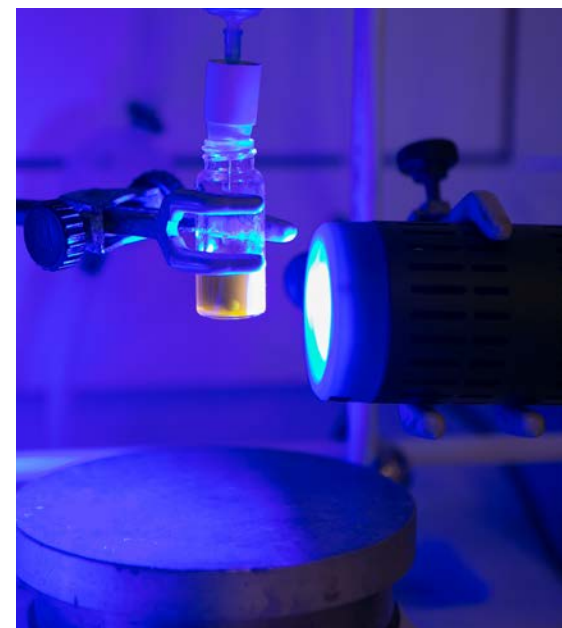
Automatic purification systems and analytical equipment:

- › Automated flash chromatography systems
 - › Preparative HPLC (including chiral)
 - › Analytical HPLC
 - › Analytical HPLC-MS
 - › Analytical GC-MS
 - › Analytical UPLC
-

Further equipment:

- › Karl Fischer titration system
 - › TGA
 - › NMR spectrometers up to 750 MHz*
(including qNMR)
 - › Freeze dryer
 - › Temperature control systems (cryogenic)
-

*A special agreement is in place with the University of Santiago de Compostela, providing us access to all their NMR facilities.



Our Quality



+3000 h
of training per year



+20 years
of experience



2014
Accredited by Crédit
d'Impôt Recherche



+1500
products delivered
each year



95%
consistent success rate



95%
recurring customers

GalChimia is a center of excellence for chemical research. Our company follows the ISO 9001:2015 guidelines as the pillar of our Quality Management processes.

Our Quality Manager is responsible for ensuring that all finished products are synthesized and analyzed with utmost respect to the relevant procedures, requirements and specifications.

Quality Control

The characterization of products is carried out by the analytical department, which is independent of the synthesis teams.

All our products are shipped with the corresponding CoA (with at least HPLC-MS and ¹H-NMR data) and SDS documentation.

No product leaves GalChimia's facilities until our Quality Manager has reviewed its CoA and verified the consistency of the data.



International presence

GalChimia works with clients from over 35 countries across four continents. Our international sales represent 60% of our annual revenue.



123	18	22	13
Spain	Germany	USA	France
16	9	9	7
UK	Italy	India	Portugal
6	6	6	6
Brazil	Belgium	Switzerland	Israel
4	4	3	3
Netherlands	Poland	Chile	Ireland
3	2	2	2
China	Bulgary	Finland	Sweden
2	2	1	1
Argentina	Korea	Austria	Australia
1	1	1	1
Bangladesh	Cape Verde	Croatia	Denmark
1	1	1	1
Estonia	Litvania	Singapore	Slovakia
1	1	1	1
Taiwan	Turkey	Emirates	Uruguay

Our People

GalChimia's most important asset is our human capital. We have a multidisciplinary team of over 50 professionals, with more than 50% of our scientists holding a PhD in Organic Chemistry. We provide a stable team with a very low staff turnover thanks to the talent retention policies we have in place.



Carme Pampín

Co-founder and Chief Executive Officer
PhD Organic Chemistry



Jacobo Cruces

Co-founder and Chief Scientific Officer
PhD Organic Chemistry



María José Varela

Chief Financial Officer
Master Degree in Banking and Finance
MSc Business Administration



Eva Codesido

Chief Quality Officer
PhD Organic Chemistry



Ramón Rodríguez

Laboratory Manager
PhD Organic Chemistry



Ana Sancho

Account Manager
Double Degree
Advertising & Marketing



Raúl Fernández

Site Manager – Madrid
PhD Organic Chemistry



Antía Blanco

Chief Human Resources Officer
Master Degree in Human Resources Management
MSc Psychology

Our Process

1 First contact with the Sales team

On request, a CDA is available prior to any information exchange. Our clients either need a partner to synthesize a library of small chemical entities, optimize a synthetic route, or develop a chemical process; or looking for a chemical compound that is not commercially available.

2 Scientific assessment – Feasibility

A team of senior scientists evaluates your request and a proposal is drafted. After confirming the availability of our chemists, the most realistic delivery date is selected. With this methodology, we are able to maintain a >95% success rate for custom synthesis projects.

Based on the complexity of your request, we decide what type of contract will suit better your request: Full Time Equivalent (FTE) or Fee For Service (FSS).

3 Order validation

Our standard contract is provided with the proposal but you may also send us your own contract documentation or validate the agreement through a Purchase Order. Your point of contact from the Sales team becomes now your Account Manager (AM).

4 The project is transferred to the lab

The project is then transferred to a Project Manager (PM) and the assigned chemistry team. The starting materials are ordered and the project begins as soon as they arrive.

For FTE and/or complex projects, a kickoff meeting may be organized, where you will be able to discuss your needs with the PM of your project. All our PMs have a PhD in Organic Chemistry and >10 years of experience in this industry.



Customer support and other services

You may contact your AM or PM at any time if you need additional information. Our four lines of business (Discovery, Process, and Analytical Chemistry, and a Chemical Catalog) are complementary, allowing us to fulfill a wide range of requests and move forward projects across different services: from small scale synthesis, to process development and analytical development.

Product delivery and Invoicing

For FTE contracts, invoices are issued monthly/quarterly, or after receiving the final report in the case of short projects. For FFS contracts, we will invoice once you confirm the safe receipt of the product. For new clients, we request a pre-payment before shipping. In this case, the client approves the payment based on the CoA data.

Quality assessment

Our analytical department carries out the final analysis of the product, which typically includes HPLC-MS and ¹H-NMR spectra. Next, our Quality Department reviews and certifies the analysis. A CoA is then sent to the client for validation. Finally, the product is transferred into a vial clearly labeled with the product code, quantity, and purity.

Project follow-up

Your AM is included in all communication exchanges to ensure that your initial requirements are successfully met. In the case of simple/short projects, the AM informs you once the synthesis is completed. On the other hand, for long term collaborations or complex projects, your PM provides weekly reports on the advances of the project by email and/or TC. Any serious issue or deviation from the delivery date is reported immediately.

Five reasons to choose GalChimia

01

GalChimia is a family company and we like working closely with our customers.

Our main objective is to build a long term, strong relationship with our customers based on reliability, commitment, communication, and good chemistry!



02

We strive to make things possible: there is no need to put pressure on our team, they already demand a great deal of themselves to offer the best results.



03

We believe in transparency and establishing a good working relationship. That is easy with an accessible, flexible team that prepares comprehensive reports and takes full responsibility for the quality of their work.



04

We know what confidentiality represents and have implemented an efficient security system. We routinely carry out our duties with the utmost respect and professionalism taking into account the confidential character of your data.



05

We strongly believe that continuous training and innovation is key to provide the best service to our customers. By investing in new technologies and keeping our teams updated on the state of the art, we are able to push the boundaries of organic synthesis for the benefit of your project.



Scientific Excellence and Innovation

As any science, chemistry evolves quickly. To offer the best solutions to our clients, we need to keep up with the latest developments in the field.

We have a designated work team with the most experienced chemists that meets periodically to select topics of interest for internal R&D with a focus on service improvement.

In addition, our SIO and CSO perform weekly literature reviews and attend international conferences to remain up to date on the latest advances in chemical synthesis.

These efforts have several outputs, serving both to provide continuous training for our staff as well as a starting point from where to develop innovative R&D projects to challenge ourselves and push the boundaries of organic chemistry.

Internal Output - Training

- Training program called ChemClasses.
- Circulation of an internal newsletter with literature highlights.

External Output – Scientific Dissemination

- Dedicated sections in our website for scientific dissemination.
 - External Newsletter with highlights for the pharma and agro industries.
 - Publication of scientific articles, patents, white papers, and posters.
 - Presentations in national and international conferences.
-



DROUGHT⁴DRUGS



INLUNG

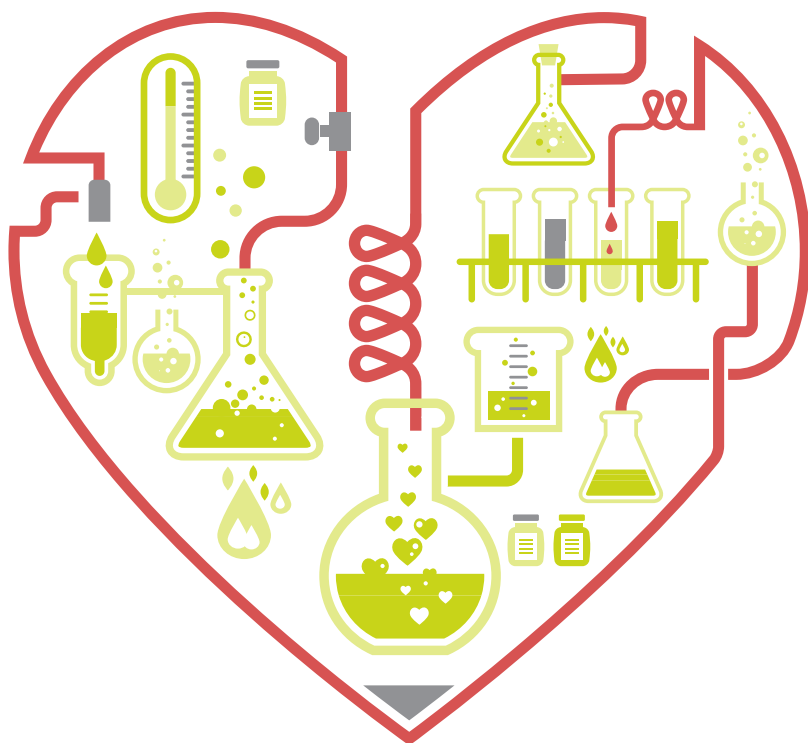


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We are also involved in several R&D projects in which we collaborate with national and international institutions and companies to bring new technologies or products to the market:

- > Discovery and development of new drugs for the pharmaceutical industry.
 - > Development of new sweeteners for the food industry.
 - > Discovery of new biostimulants for the agriculture sector.
-

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Gender equity

We make no distinction between male and female profiles: we hire professionals.

 25  27

Attraction and retention of talent

Spanish universities provide very good training and are well recognized worldwide. GalChimia works relentlessly to keep our precious talented chemists in our country.

27 Doctor of Philosophy 19 Graduate 6 Professional Training

International recognition



GalChimia's commitment with research excellence and innovation has been recognized by the Spanish and French governments.

Education for youngsters

GalChimia has several agreements in place with education centers to teach chemistry to youngsters.

We invite groups of students to visit our lab and organize practical lessons to demonstrate the importance of chemistry in our lives.

We also know how difficult it is to start a professional career. We offer internships to students and job opportunities to recent graduates providing them with the training they need to become part of our team.



Service is just the start

GalChimia comprises a team
of professionals able to push
the boundaries of Organic
Synthesis through their hard
work and dedication.

Motivation, perseverance, professionalism, trust,
satisfaction, success, results... It all comes down
to chemistry, to good chemistry.

And so here we are. It doesn't matter what we
are doing, where or when, our thoughts, actions
and language always reflect the same thing - our
passion for chemistry.

This is the spirit of GalChimia.







We are located near
Santiago de Compostela
(in the Northwest of Spain)

Parque Empresarial de Touro
Parcelas 26-27, Fonte Díaz
15822 Touro - A Coruña (Spain)

E: hello@galchimia.com
P: +34 981 814 506
F: +34 981 814 507

www.galchimia.com

