



Optimapharm Announces Acquisition of Qualitis SA

Optimapharm d.o.o. (“Optimapharm”), a leading European, mid-sized, full-service Clinical Research Organization (CRO), is pleased to announce the acquisition of Qualitis SA (“Qualitis”). This acquisition will complement Optimapharm’s geographic coverage and significantly strengthen Optimapharm’s presence in Southern Europe. With the acquisition of Qualitis, Optimapharm expands its operational team, providing best-in-class, tailor-made clinical research solutions to Biotech, Pharma, and Medical Device clients worldwide.

Optimapharm is a full-service CRO that manages clinical trials across Europe and currently conducts more than 310 trials in over 40 countries. The company was founded in 2006 in Zagreb and today operates through 26 offices in strategic locations across Europe and conducts operational activities in 14 additional countries. Optimapharm conducts phase I – IV studies in all therapeutic areas with a specific focus on Oncology, Neurosciences, Cardiology, Endocrinology, and Infectious diseases. The company possesses in-depth expertise and long-lasting experience combined with a flexible and collaborative approach to customise our services for each individual study.

Qualitis is a full-service Clinical Research and Medical Consulting Organization based in Greece offering a comprehensive portfolio of clinical development and medical consulting services to the Pharmaceutical, Biotechnology and Medical Device industries. Through a commitment to a Company culture of superior quality service, integrity and innovation, Qualitis strives to exceed its customers’ individual needs and expectations. The Qualitis Team possesses an in-depth and long-term expertise in clinical research and the medical-marketing environment, as well as in biomedical communications for industrial and academic affiliates and is strongly dedicated to constant learning and continuous improvement aspiring to create added value for customers and to become an integral part of their business success. With a strong focus on people and standards, Qualitis has built upon the 3 milestones of business success: Quality, Commitment and Customer Trust.

Optimapharm reinforces its position as a mid-sized European CRO market leader by acquiring Qualitis, and its geographical presence extends with an additional office located in Athens, Greece. The Optimapharm organization now consists of over 510 employees dedicated to providing service and expertise that delivers high-quality, cost-effective results, including deep local expertise across Europe.

“We are pleased to welcome Qualitis to the Optimapharm organization, and we are very proud of the growth that the Optimapharm team has achieved in recent months. We are expanding our operational capabilities and our geographic footprint in Southern Europe with a focus on Greece. The Qualitis organization is an excellent complement to Optimapharm. We share the same business approach of delivering customized, supreme solutions for our clients and we are looking forward to working with Qualitis’ dynamic group of clients developing unique therapies for unmet medical needs” said Ivana Waller, Chief Executive Officer of Optimapharm.



Konstantinos Haveles & Krinio Palli, Managing Directors of Qualitis, expressed their excitement about the future prospects of partnering with Optimapharm, adding that “We are happy to join the Optimapharm Team as we share common values and cultures with a focus on teamwork, employee retention and career development, and excellent customer service. We are passionate about continued growth and expansion for the sustained success of the Company, so this acquisition is a great fit for moving into the next phase of our development. The complementary synergies between Qualitis and Optimapharm will increase our capacity to serve our current and prospective clients with improved service delivery, while further enhancing our presence across Europe. We would like to extend our appreciation and sincere thanks to our dedicated employees and valued customers, who have made embarking on this exciting new journey possible.”

In recent times, Optimapharm has successfully acquired several companies across Europe. The addition of Qualitis comes after the recent acquisition of CTG (Clinical Trials Group), Romania, SSS International Clinical Research, Germany, and Crown CRO, Finland, performed over the past 12 months and the acquisition of Syntax for Science, Spain, in 2020. The Rohatyn Group (“TRG”), an asset management firm focused on emerging markets, continues to support Optimapharm’s strong development. Recent acquisitions and successful integrations follow a path started by Optimapharm’s co-founders, Gordana Gregurić Čičak and Igor Čičak, and continue the commitment to the company’s continuous growth.

Optimapharm maintains its development strategy of combined organic growth and strategic acquisitions of complementary organizations. The Company stays committed to providing premium professional services and competitive costs at high industry standards to clients and partners, leading Optimapharm to have a repeated business rate of over 95%.

Optimapharm - We deliver on Your promise