



Nature and health



MEET ESENSA



Esensa is a pharmaceutical manufacturer and a wholesaler located in Belgrade, Serbia with more than 5000 m² of office, manufacturing and warehouse space.



Esensa was founded in **2002** withing Farmalogist and since **2007** functions as an independent, privately owned company.



We cover various regulatory product categories including: medical devices, dietary supplements, cosmetics and biocides.



Our portfolio contains more than 250 unique products and formulations, developed as a result of an inhouse R&D department and cutting-edge technology.

QUALITY AND SAFETY MANAGEMENT SYSTEMS IN ESENSA



World Registrar Group
ISO 9001

Since **March 2008**, Esensa has certified **QMS** according to ISO 9001.

WRG certification body (Certificate Q01-2602ESE) with the following scope: Development, production and sales of medical devices, dietetic products, consumer goods (cosmetics and biocides), salts and additives.



World Registrar Group
ISO 22000

Since **March 2011**, Esensa has certified **FSMS** according to **ISO 22000**. Also we have **HACCP** certified system.

WRG certification body (Certificate F01 – 2603ESE) with the following scope: Development and production of dietary products and dietary supplements (food supplements) in solid dosage form (tablets, capsules, powders), and liquid form (drops, spray, liquid), salts and additives (Sodium bicarbonate).



ISO 13485 M-220

Since **July 2014**, Esensa has certified **QMS Medical Devices** according to **ISO 13485**.

Since **March 2023**, our certification (for ISO 13485, Certificate No. M-220) and notified body (for **MDR**) is SIQ. The scope for our QMS MD is:

Development, manufacturing, storage and distribution of non-invasive medical devices for topical use, adhesive tape, isothermal blankets, invasive medical devices for use in the nasal and oral cavity, auditory canal and intimate area.

Procurement and distribution of sterile isotonic and hypertonic solutions, isotonic and hypertonic spray solutions, oral powders and drops, spray powder, condoms, adhesive tapes/patches, incontinence diapers.



CE marking of medical device according to EU MDR 2017/745 for class IIa and IIb - ongoing.



Since **November 2016**, Esensa has certified **GMP** according to **EU Guidelines to good manufacturing practice** by CERTOP certification body (Reg. Certificate No. 01-03474/25-12148), with the following scope:

Development and manufacturing of dietary products in solid form (tablets, capsules, powders), dietary products in liquid form, medical devices, general consumer goods (cosmetic and biocidal products), salts and additives.



Since **November 2023**, Esensa has certified **GMP Cosmetics** according to **ISO 22716**.

DQS certification body (Reg. No. 31200199 KGMP), with the following scope: Production of cosmetic products for the face, body and hair care, skin regeneration, oral and sun protection for babies, children and adults.



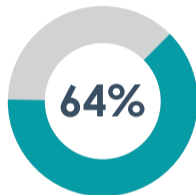
OUR TEAM



»» NUMBER OF EMPLOYEES



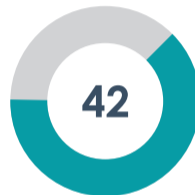
»» 58% OF FEMALE EMPLOYEES



»» 64% OF FEMALE MANAGERS



»» NUMBER OF EMPLOYEES WITH HIGHER EDUCATION



»» AVERAGE EMPLOYEE AGE



Manufacturing



PRODUCTION SITE

2 PRODUCTION SITES:

- Medical device production site (nose and ear sprays, gels and topical sprays)
- General production site for cosmetics and dietary supplements + a separate site for biocide production



PHYSICAL CHEMISTRY & MICROBIOLOGICAL LABORATORY

- input raw material analysis
- testing active components in finished products
- stability studies (accelerated and long-term)



MANUFACTURING FORMS AND CAPACITIES

SOLID FORMS:

Powders and granules: 4,000,000 sachets

Tablets: 8,000,000 tablets

Capsules: 4,000,000 blisters



SEMI-SOLID FORMS:

Ointments, creams, gels: 4,000,000 pieces



LIQUID FORMS:

Nasal sprays and ear sprays: 2,500,000 pieces

Solutions and syrups: 2,500,000 pieces





Distribution



DISTRIBUTION OF ESENSA PRODUCTS

Products from the ESENSA portfolio are widely distributed in the countries of the region such as Bosnia and Herzegovina, Montenegro and North Macedonia.

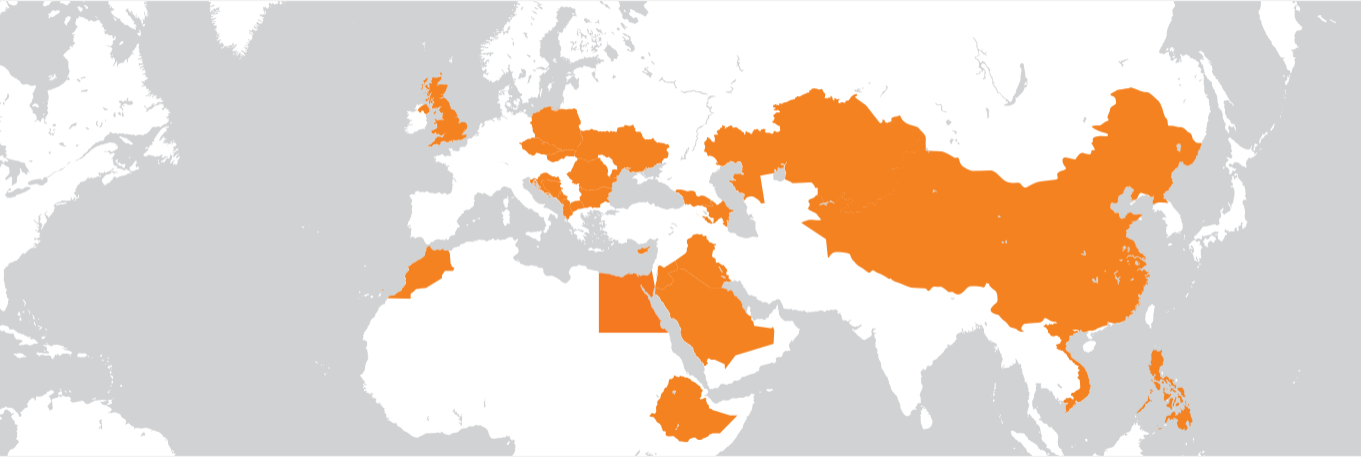


CONTRACT MANUFACTURING



ESENSA IS ALSO A CONTRACT MANUFACTURER AND MANUFACTURES PRODUCTS UNDER CUSTOMER BRANDS FOR COMPANIES from the Czech Republic, Slovakia, Poland, Romania, Croatia, Singapore, Saudi Arabia, Latvia, Lithuania, Philippines, Azerbaijan, Ukraine, Cyprus, Iraq, Libya, Georgia, Estonia, Moldova, Albania, Kenya, Ethiopia, England, Tajikistan, Armenia and many others.

EXPORTING IN OVER 40 COUNTRIES AROUND THE WORLD



PRODUCTS FROM ESENSA'S PORTFOLIO ARE SOLD AND DISTRIBUTED IN OVER 40 COUNTRIES AROUND THE WORLD INCLUDING:

Serbia, Montenegro, Bosnia and Herzegovina, North Macedonia, China, Kazakhstan, Sri Lanka, Vietnam, Egypt, Taiwan, Palestine, Kuwait, Jordan, Bahrain, Bulgaria and many others.

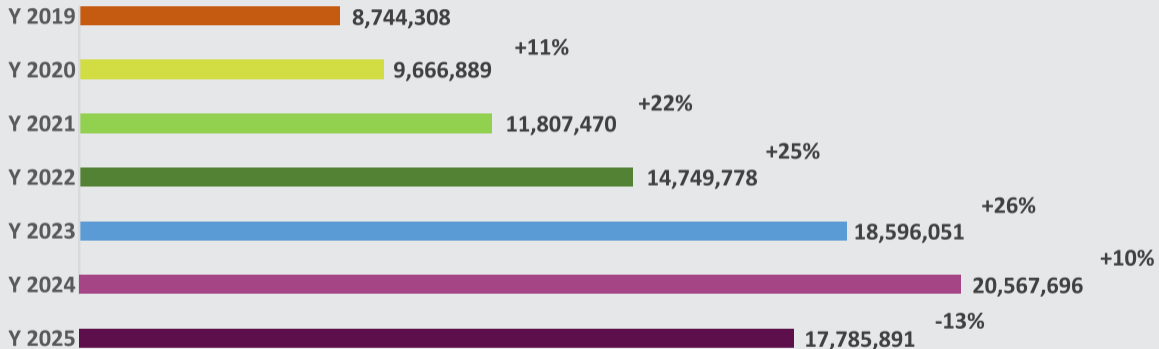


Sales

ESENSA - ALL SALES CHANNELS

REVENUE

EUR



8,036,611 sold pieces in Y 2025 +1,4%

OUR LEADING BRANDS



In 2011 Marisol spray won prestigious award "Best of Serbia"

www.esensa.rs



MARISOL®

Feel the Power of the Sea

MARISOL® nasal sprays are specially designed to meet the needs of every individual nose.

The mucosa is the nose's first line of defense and is essential for the normal functioning of the entire respiratory system.

MARISOL® nasal sprays restore the natural moisture of the nasal lining, providing relief in cases of nasal and sinus congestion.

The range of 10 products offers unique value due to highly efficient formulas based on natural ingredients and sea salt solutions.



MARISOL SPRAYS
MARKET SHARE

MEDICAL
DEVICE



Oto Perfect

Be All Ears!

The Oto Perfect product line provides everything you need for complete ear care and hygiene- from earwax removal to prevention and treatment of a „swimmer’s ear“.

Oto Perfect products are formulated using the most effective ingredients, such as hydrogen peroxide, olive oil, tea tree oil, vitamin E, vitamin A, acetic acid, isopropyl alcohol and D-panthenol. Specially designed spray pump makes Oto ear spray a perfect on-the-go solution.



OTO PERFECT
EAR SPRAYS
MARKET SHARE



XibiZzz[®]

Choose an efficient and safe repellent that protects the whole family!

Xibiz offers a whole range of repellents to fulfil your needs: protects from mosquitoes, ticks and flies, is fully natural, has proven efficiency for many hours and is suitable for small children. If the bite still happens, there are afterbite gels to quickly relieve the pain and regenerate skin.



35%

SERBIA MARKET SHARE
REPELENTS

XIBIZ REPELENTS
MARKET SHARE

POWERFUL
PROTECTION
IN NATURE



PARABEN • PERFUM •
FREE
ALCOHOL

INSECT
ICARIDINE 20%
REPELENT

6m+

Propomint®

**Bee Happy,
Bee Strong,
Bee Healthy**

Propomint® offers all the health benefits of propolis and more.

High quality, standardized propolis extract is combined with more than 10 natural herbal extracts in Propomint® sprays, syrups and lozenges, in order to create the best solutions for healthy throat and respiratory system for both children and adults.



54%

SERBIA MARKET SHARE
THROAT SPRAY

PROPOMINT SPRAY
FOR ADULTS

STANDARDIZED
PROPOLIS



Pulmint®

A natural solution to every cough

Pulmint syrups contain a combination of herbal ingredients which contribute to the normal function of the respiratory and immune system.

Each syrup in Pulmint collection is formulated with unique blend of natural extracts like thyme, ivy leaf, marshmallow, primrose, and propolis. These natural components work in synergy to soothe both productive and dry coughs. Pulmint syrups perform antimicrobial, anti-inflammatory and calming effect to provide an effective approach to cough relief and respiratory health.



PULMINT SYRUPS
MARKETSHARE





Thank you for your attention