

AT A GLANCE



1998

Pharma manager Kurt Teubner establishes CHEPLAPHARM in Freiburg, Germany. The company's name originates from one of the first products in our portfolio: **CHEPLAREN®**.

2003

The BRAUN family acquires the business with an annual turnover of 600k EURO. The firm's headquarter is relocated to Mesekenhagen close to the Baltic Sea.

Sebastian F. Braun succeeds as Chief Executive Officer (CEO) of CHEPLAPHARM. Strategy realignment expressed by the phrase *Specialty pharma meets M&A competence*.

2004

The products **Caye®** and **Talidat®** are acquired from **Medopharm** and **Merck Gruppe**.

2006

Acquisition of **ALDACTONE®**, **LANITOP®** and **ISOMONAT®** in Austria from **F. Hoffmann-La Roche Basel**.

In April, CHEPLAPHARM takes over **Ky-Cor F Dragees**, **Ky-Cor Novo film-coated tablets** and **Ky-Thermopack** from **Merck-Gruppe**.

2007

CHEPLAPHARM achieves an annual turnover of 3 million EURO, thus doubles the previous year's result.

Takeover of **Aponal®** in Germany from **F. Hoffmann-La Roche Basel**.

2008

In May, CHEPLAPHARM purchases **Aquaphor®** from **Eli Lilly**.

In June, CHEPLAPHARM obtains the rights for **Gelusil Lac®** from the globally operating pharmaceutical manufacturer **Johnson & Johnson**.

CHEPLAPHARM acquires the traditional Hamburg-based company **Walter Ritter GmbH & Co. KG**. Consequently, the product portfolio expands with the integration of ice sprays applied especially in the treatment of sports injuries.

The generated sales of nearly 8 million EURO exceed all expectations. So far, this has been the most striking increase in turnover, thus the most successful fiscal year in CHEPLAPHARM's history.

2009

CHEPLAPHARM continues its growth strategy. Six additional products are integrated into the portfolio: the PC 30® product line from **Terra Bio Chemie GmbH**, **Baldrian Dispert®**, one of the most famous German Baldrian brands, applied for sedation and in insomnia treatment, from **Vemedi Manufacturing BV (Netherlands)**, the mineral supplements **CalciAPS D3**, **Magnesium Tonil® Mono** as well as **Magnesium Tonil® plus Vitamin E** from **ProStrakan** and the pharmaceutical product **Apsomol® N** from **Dr. Willmar Schwabe GmbH & Co. KG**, Karlsruhe, Germany.

2010

September - With the acquisition of **DISTRANEURIN®/HEMINEVRIN®** from the Swedish-British pharmaceutical company **AstraZeneca**, CHEPLAPHARM expands its presence in numerous European countries. The product generates revenues in the double-digit million range and is a crucial milestone for further internationalization projects of the company.

2011

In July, CHEPLAPHARM attains the rights for a range of products of long-established company **Klosterfrau GmbH**: **Bactisubtil®** complex, **Enelbin®** Paste, **Eryfer® 100** and **Eryfer® comp** as well as **Thüringer Kräutertinkturen**. By means of this acquisition, CHEPLAPHARM further diversifies its portfolio.

Through our successful merger and acquisition strategy, CHEPLAPHARM has achieved annual double-digit growth rates since 2003. Our export ratio accounts for more than 50 percent.

2012

100 percent takeover of company shares of the in Werne-based **Sanavita Pharmaceuticals**.

In March, CHEPLAPHARM inaugurates its new logistics center in Neukenkirchen close to Greifswald.

With the takeover of **VESANOID®** and **ROHYPNOL®** from **F. Hoffmann-La Roche Basel** in December, CHEPLAPHARM further maintains its internationalization strategy. Consequently, we further strengthen our position as provider of branded niche products and expand our territorial presence in more than 100 countries worldwide.

2013

Bianca Y. Juha, sister of CEO Sebastian F. Braun, assumes the position of Chief Scientific Officer (CSO).

In September, CHEPLAPHARM acquires **Reisegold®**, applied in the treatment of travel sickness, as well as **Halbmond®** tablets for the short-term treatment of insomnia for the German market from **Teva GmbH**.

Along with its subsidiaries, CHEPLAPHARM attains an annual turnover of 60 million EURO. Moreover, the number of employees increases to more than 70, thus CHEPLAPHARM contributes significantly to the regional development.

2014

The takeover of all company shares from **New York-based Glenwood LLC** and the purchase of the US-rights for the urology product **POTABA®** in January represents another Milestone for CHEPLAPHARM. This acquisition is a decisive step towards the further expansion and internationalization of our branded niche products.

CHEPLAPHARM acquires the worldwide rights for **POTABA®**.

With more than 25 years of experience in the pharmaceutical business, Edeltraud Lafer joins CHEPLAPHARM as Chief Operating Officer (COO) and perfectly complements the management team.

Especially our European presence is notably reinforced by acquiring the UDCA products **DEURSIL®/URSOLVAN®** and a number of well-established OTC products from **Sanofi**.

At the end of the year, CHEPLAPHARM opens the doors to its representative and modern office facilities located in the business park of the Hanseatic town of Greifswald. The well-being and the related intensification of teamwork of our currently 74 employees is thus ensured.

2015

At the beginning of the year, CHEPLAPHARM purchases the logistics center from **RIEMSER Arzneimittel GmbH** in Greifswald.

In January, we expand our product portfolio in Italy by acquiring the product **Streptosil®** from **Boehringer Ingelheim**. Also, CHEPLAPHARM secures the German-wide rights for the antihypertensive agents **Dopegyt®** and **Pertenso®**, the painkiller **Octadon®** and the product **Cotazym®**, applied against digestive disorders, from **UCB Pharma GmbH**.

In November, CHEPLAPHARM strengthens its presence on the Italian market by the successful acquisition of the prescription drug **ALDACTONE®** from **Sanofi**. Thereby, we repeatedly reinforce our international growth strategy.

2016

At the very beginning of the year, CHEPLAPHARM takes over the product rights for **ANEXATE®** from

F. Hoffmann-La Roche Basel. The acquisition of the product **ANEXATE®** allows CHEPLAPHARM to create strategically important synergies with **ROHYPNOL®**. This product has already been acquired in 2012, consequently, **ANEXATE®** perfectly supplements CHEPLAPHARM's product portfolio in the field of sedatives. The share of exports is thus increased to approximately 80 percent.

End of September, contracts for the worldwide Rights of the Antiadiposium **XENICAL®** and the Betablocker **DILATREND®** have been signed. The contract for **XENICAL®** came into immediate force with day of signature on September 30th. The completion of the contract for **DILATREND®**, in short: The Closing will take place beginning of January 2017. This transaction, worth of 340 million EURO, is the most significant one since CHEPLAPHARM was established and it is the largest privately-owned investment in the Mecklenburg-Vorpommern region.

CHEPLAPHARM concludes with an annual turnover of 121 million EURO, making it one of the largest medium-sized pharmaceutical companies within Germany. The number of employees increases to 120.

2017

The Closing for **DILATREND®** was completed in mid-January.

Based on a marketing and distribution agreement with **Orexigen Therapeutics Ltd.**, CHEPLAPHARM markets the product **MYSIMBA®** in Germany, France and Austria from August 2017. This prescription drug perfectly complements the anti-obesity drug **XENICAL®**, which was acquired in 2016.

September - More than 150 employees from twelve different nations are currently working at CHEPLAPHARM. The company thus makes an important contribution to strengthening the economic power in the region and securing valuable jobs in Mecklenburg-Vorpommern.

2017

Per 01.12.2017, CHEPLAPHARM includes the OTC product range **Calcivit D®/Calcivit D® Forte** of the German generics company **Hexal AG** in its portfolio.

With annual sales of 223 million euros, CHEPLAPHARM achieved another significant increase in sales in 2017.

2018

The Closing for the antiviral agent **CYMEVENE®** took place on 02.01.2018 with **F. Hoffmann-La Roche Ltd.**

Per 03.01.2018, CHEPLAPHARM takes over the products **KONAKION® MM**, **LARIAM®** and **INHIBACE®/Plus** from **F. Hoffmann-La Roche Ltd.** Thus, CHEPLAPHARM continues its expansion course.

By acquiring the worldwide rights (except USA) for the product **VISUDYNE®** of the **Swiss Novartis Pharma AG** by 15.02.2018, CHEPLAPHARM is now active in the Ophthalmology Area.

Since its foundation, CHEPLAPHARM has pursued a successful and sustainable growth strategy. As this development continues in 2018, the CHEPLAPHARM team already consists of 200 employees by June.

CHEPLAPHARM secures the products rights for **ATACAND®** and **ATACAND® Plus** in 28 European markets from AstraZeneca. Contract signing took place in July, Closing is determined for end of September this year.

Per August, CHEPLAPHARM takes over the global rights for **QUESTRAN®**. With this acquisition, the company intensifies the successful cooperation with Bristol-Myers Squibb.

September - CHEPLAPHARM continues its successful expansion strategy by purchasing three more global niche products: **FUNGIZONE®**, **VEPESID®** and **ETOPHOS®**. This further strengthens the partnership and the professional cooperation with Bristol-Myers Squibb.