

# AT A GLANCE



**1998**

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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**

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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**

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

**2006**

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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**

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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

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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

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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

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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

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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

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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

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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

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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

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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

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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 30<sup>th</sup>. 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

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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

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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

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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 **ETOPOPHOS®**. This further strengthens the partnership and the professional cooperation with **Bristol-Myers Squibb**.

From October, the company headquarters is officially relocated from Mesekenhagen to Greifswald. Constructed in 2014, CHEPLAPHARM's representative and modern office facilities situated in the business park Ziegelhof are at present further extended with state-of-the-art office facilities. As a result, by the end of 2019, the company has enough space for its 250 employees (per December 2018).

CHEPLAPHARM concludes the very successful fiscal year 2018 with the start of another large project: With the Closing in January 2019, the two products **DORMICUM®** and **LEXOTAN®** from **F. Hoffmann-La Roche** will be integrated into the already well-diversified CHEPLAPHARM portfolio.

## 2019

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March - Just in time with the arrival of spring, CHEPLAPHARM celebrates the traditional topping-out ceremony at the company headquarters in the Hanseatic town of Greifswald (Ziegelhof). The rapidly growing company thus creates space for new offices on around 5,300 square meters. The new building is both a symbol of our company's success and a clear commitment to the company's business location.

In May, CHEPLAPHARM received the "Axia Best Managed Companies Award" (Axia BMC Award) 2019, honouring best managed medium-sized companies in Germany.

By the end of September, CHEPLAPHARM acquires the worldwide commercial rights - except China, Japan, the USA and Mexico - for the well-known branded product **LOSEC®**. With this investment we continue to strengthen our relationship with AstraZeneca and to pursue our internationally oriented business model.

In the fourth quarter, AstraZeneca and CHEPLAPHARM agree to transfer the commercial rights for **SEROQUEL® / SEROQUEL XR®** and other related brands in Europe (excluding the United Kingdom) and North America. CHEPLAPHARM thereby expands its product portfolio with another established global branded product.

## 2020

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At the beginning of the year, CHEPLAPHARM places a High Yield Bond on the international bond market for the first time. This ensures the long-term financing in a sustainable and flexible manner.

February - The extension at the company headquarters in Greifswald (Ziegelhof) has been completed. The functionally elegant new building of around 5,300 square meters offers CHEPLAPHARM's more than 320 employees optimally equipped office- and work spaces.

Being honoured with the highly coveted "Axia Best Managed Companies Award" in May, CHEPLAPHARM gets awarded as one of the best managed companies in Germany for the second time in a row.

New acquisitions - With the purchase of a total of 25 different branded products in October 2019 and at the end of May 2020, we further enhance the diversification of our product portfolio.

October - CHEPLAPHARM places 1 billion euros (equivalent) with institutional investors. With the help of this high-yield bond, several product portfolios in the therapeutic areas of cardiology, epilepsy, dermatology and hypertension were financed in the following months.

In the fourth quarter of the year, CHEPLAPHARM demonstrates élan by concluding further attractive projects. These, among others, include 12 branded products that focus on the treatment of cardiological diseases and are mainly marketed in European countries.

CHEPLAPHARM also closes its first project with a new partner, the Danish pharmaceutical company **LEO Pharma**. The project includes four very well-established, off-patent branded products in the therapeutic areas dermatology, gynaecology and calcium metabolism.

CHEPLAPHARM has already held the rights for **Atacand®** and **Atacand® Plus** in 28 European markets since 2018. In 2020, the company also acquired the global rights (excluding the USA) for these two products from **AstraZeneca**.

At the end of the year, CHEPLAPHARM successfully concluded its largest acquisition to date with the Japanese company **Takeda Pharmaceutical**. This comprises a variety of branded products, aimed at the treatment of gastrointestinal diseases, sleep disorders and many others. The products will mainly be distributed in the European markets.

This is an impressive continuation of CHEPLAPHARM's success in previous years.

## 2021

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CHEPLAPHARM starts the new year with the transfer of the commercial rights for **Rivotril®** from **F. Hoffmann-La Roche**.

With effect from 1<sup>st</sup> March 2021, Edeltraud Lafer, COO (Chief Operating Officer) since 2014, hands her position to Patrick König, previously Director Global Sales. At the same time, Edeltraud Lafer as Co-CEO (Chief Executive Officer) and CEO Sebastian F. Braun will lead the company in the form of a dual leadership, clearly placing business development in the focus of the company's future.

An expansion of the Executive Board comes into force from 1<sup>st</sup> April 2021. As an additional member, Dr Keyarasch "Kia" Parssanedjad, M.D., joins the company's Executive Board as Chief Corporate Investment Officer (CIO).