

DYNAMICS OF SUCCESS

Desitin Company Profile



Our Heritage: Medium-sized, Specialized Pharmaceutical Company

- Founded nearly 100 years ago in Berlin
- **Independent**, family-owned, profitable company, based in Hamburg
- About **300 employees** in development, production, sales, medicine, marketing and administration
- Established as a **specialist** in the fields of epilepsy and Parkinson's disease
- Addition of further **CNS** indications
- General managers **Karin Dethlefs** and **Martin Zentgraf MD**



Our Headquarters and Place of Production

Desitin Arzneimittel GmbH
Weg beim Jaeger 214
22335 Hamburg
Germany

Phone: +49 40 59101-0
Email: info@desitin.de

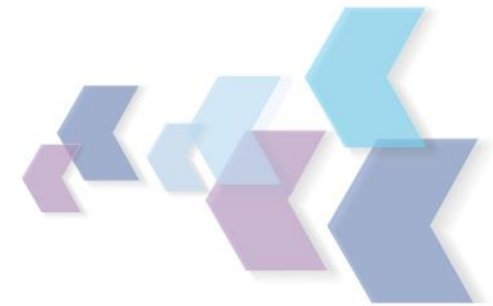


Our Strategy



Concentration on special
Rx products

in European countries with
**successful partnerships,
licensing agreements
and own R&D**



Our Expertise: CNS Indications

- In-depth knowledge in **epilepsy** and **Parkinson's disease**
- High **medical expertise** knowledge in dystonia, psychiatry, addiction, sleeping disorders
- Success stories in **scientific marketing** of own and in-licensed Rx-products
- Close networking with **key opinion leaders**
- Relationships to **patient organizations** in several indications



Our Expertise: Pan-European Distribution Network

- Product and target-group specific sales strategies
- Subsidiaries with sales teams in 11 European countries
- Distribution partners in further 15 European countries



Our Commercial Structure



DESITIN - A EUROPEAN CNS FORCE

■ KEY COUNTRIES (WITH OWN AFFILIATES)

Germany, Norway, Denmark, Sweden, Switzerland, Czech Republic, Slovakia, Romania, U. K., Estonia, Moldova

■ PARTNER COUNTRIES (WITH LOCAL DISTRIBUTORS)

Austria, Belgium, Croatia, Finland, France, Hungary, Iceland, Netherlands, Portugal, Spain, Turkey

Current Main Partner in Pan-EU Network

France

Spain

Portugal

Netherlands

Belgium

Finland

Austria

Croatia

Hungary

Iceland

advicenne

Exeltis
Rethinking healthcare

TECNIFAR
FORMULAS PARA A VIDA

TEVA

Mylan

BIOCODEX

AOP ORPHAN
FOCUS ON RARE DISEASES

medical intertrade

ewo *pharma*

vistor

INRESA

APOTEX

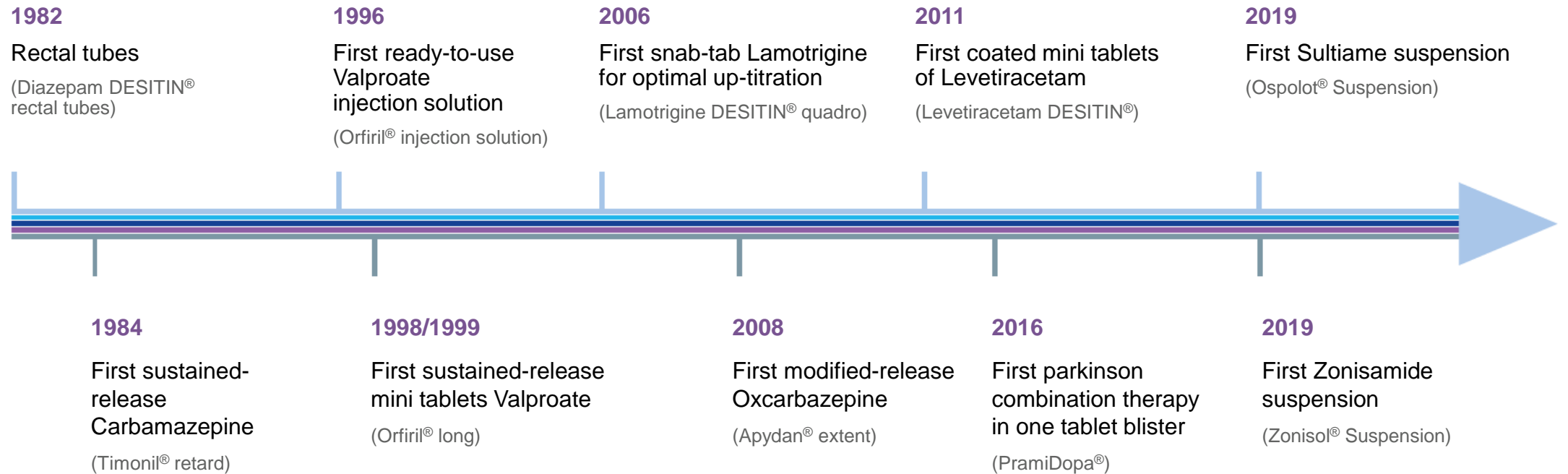


Our Expertise: Fully-Integrated Pharmaceutical Company

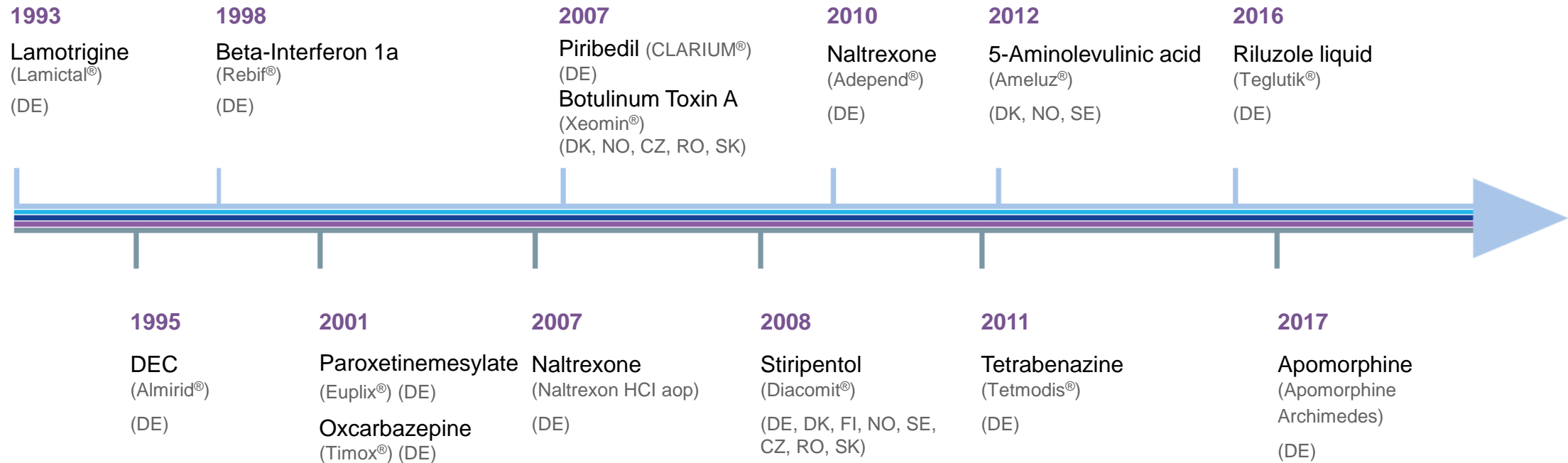
- Long experience in **development** of products with different application forms
- In-house **production** of pharmaceutical products
- Strong **regulatory know-how** for European markets



Driving Growth by Own Developments



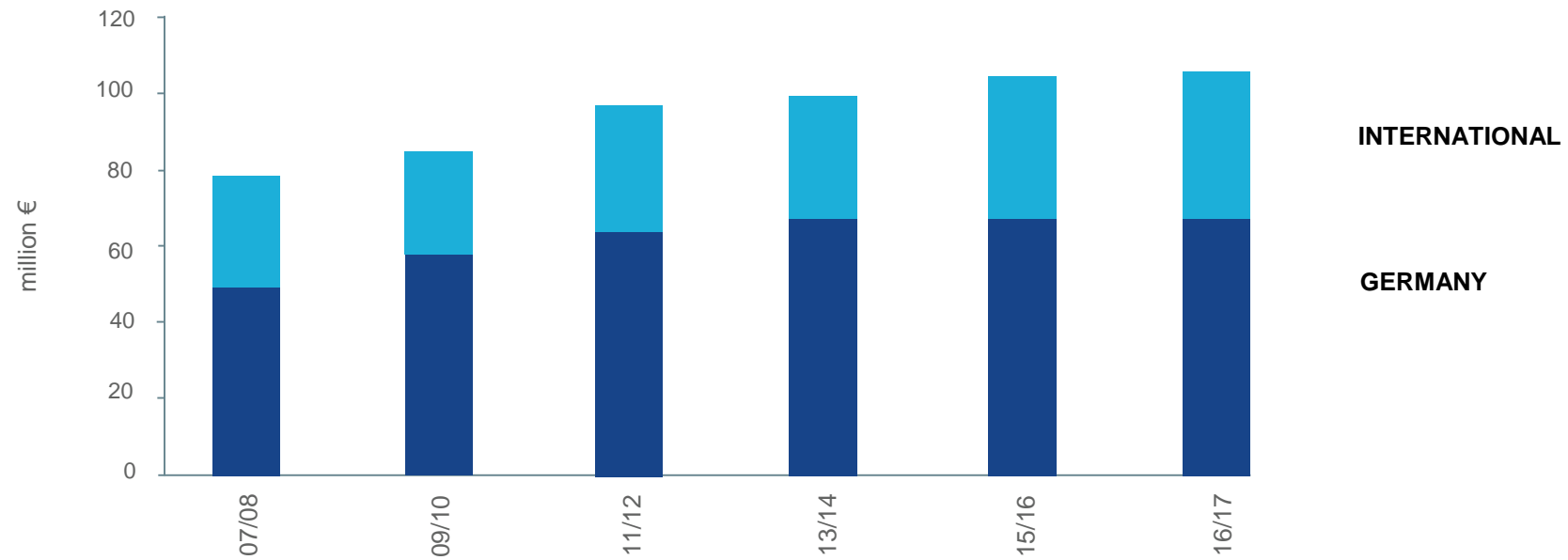
Driving Growth with Marketing Licences



Our Performance at a Glance

Total Turnover

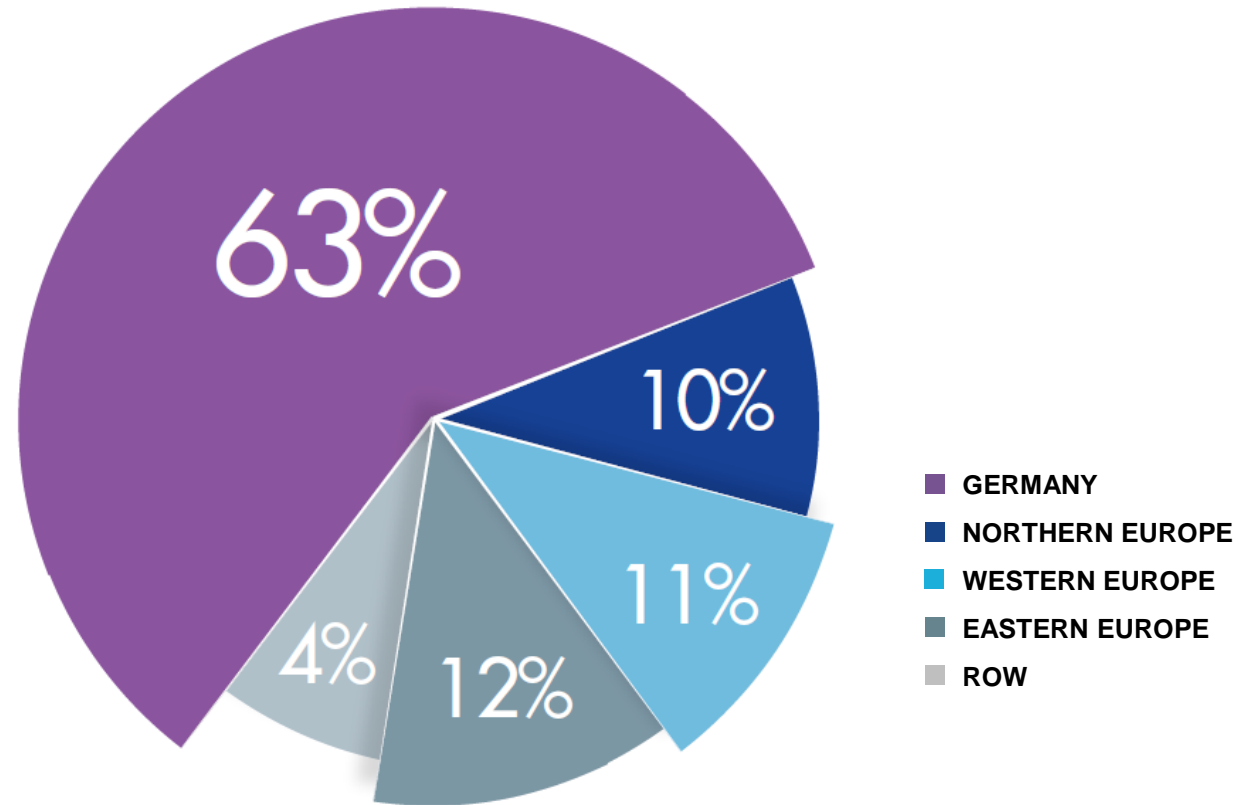
in millions of EUR (Business Year: Oct 1st to Sept 30th)



Our Share of Sales by Regions

Fiscal Year 2016/17

Total Turnover: 107 million €

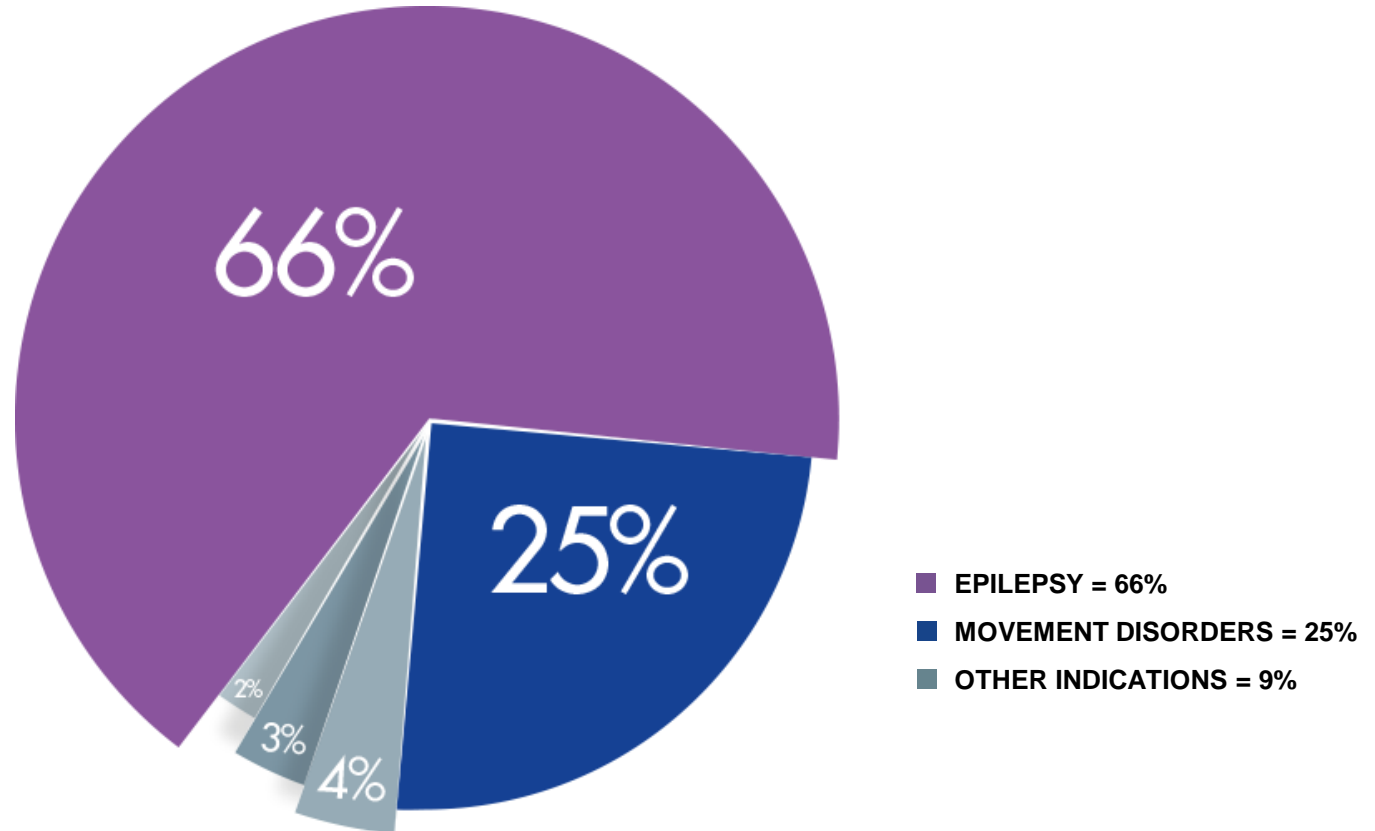


Our Share of Sales by Therapeutic Areas

Fiscal Year 2016/17

Total Turnover: 107 million €

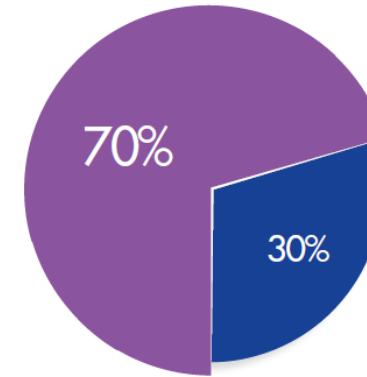
CNS Products: > 90 %



Our Production Output



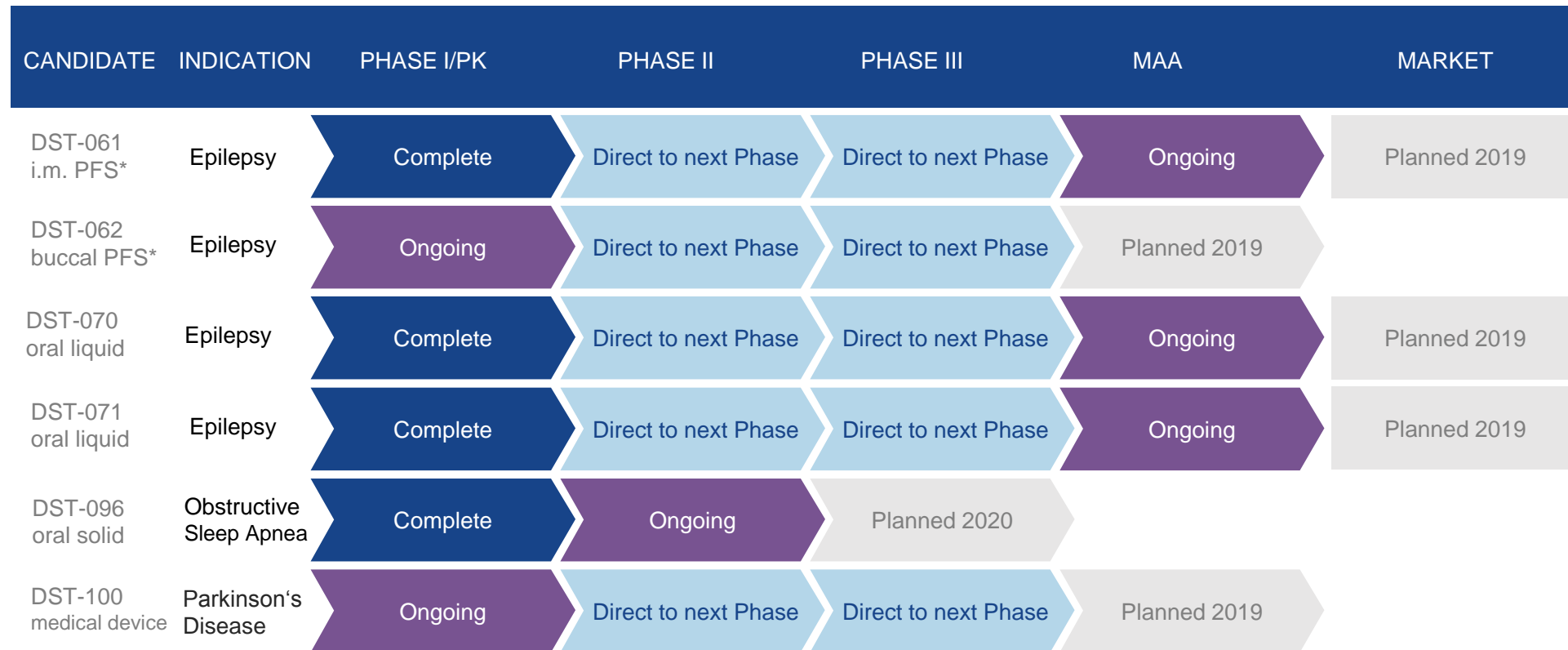
1 Billion
semi-finished goods



FINISHED GOODS

- IN HOUSE PRODUCTIONS
- SUBCONTRACTED

Our Development Pipeline 2018



*PFS = pre-filled syringe



Our Strong Commitment in Partnering

- Policy of open books: complete transparency in activities and figures
- Passion for close co-operations
- High flexibility of a privately held independent company
- Fast decision-making procedures
- Share of knowledge and experience

