

DESITIN ARZNEIMITTEL GMBH – COMPETENCE IN CNS

COMPANY PROFILE





High quality pharmaceuticals for therapy of neurological and psychiatric diseases – this is what DESITIN ARZNEIMITTEL GMBH has offered to doctors and patients in the past and aims to secure for the future.

Training courses and scientific information together with constant product improvement are of utmost importance in achieving long-term therapeutic success. Therefore, DESITIN supports doctors and patients in the treatment of epilepsy and Parkinson's disease. Co-operations play an eminent role for DESITIN. Apart from collaboration with medical and scientific societies and healthcare providers, building partnerships with major pharmaceutical companies is one of DESITIN's core competencies for optimising both treatment outcomes in our core indications and company performances.



Dieter Peitz



Martin Zentgraf, MD

HISTORY

DESITIN ARZNEIMITTEL GMBH looks back to a tradition of almost 100 years. It was founded in Berlin in 1919. The first major product was DESITIN® ointment, which is still frequently used today and which contributed to the reputation of the company as a dermatological business at that time.

In 1945, DESITIN moved its operations to Hamburg. It increasingly placed more focus on CNS products. This enabled the company to establish itself as a specialist supplier and competent partner in the field of epilepsy and also in the field of Parkinson's disease. Intensive co-operation with medical specialist centres for epilepsy and Parkinson's disease not only provides for appropriate scientific supervision for these top quality products, but also brings systematic improvement for the support of private doctors and patients.



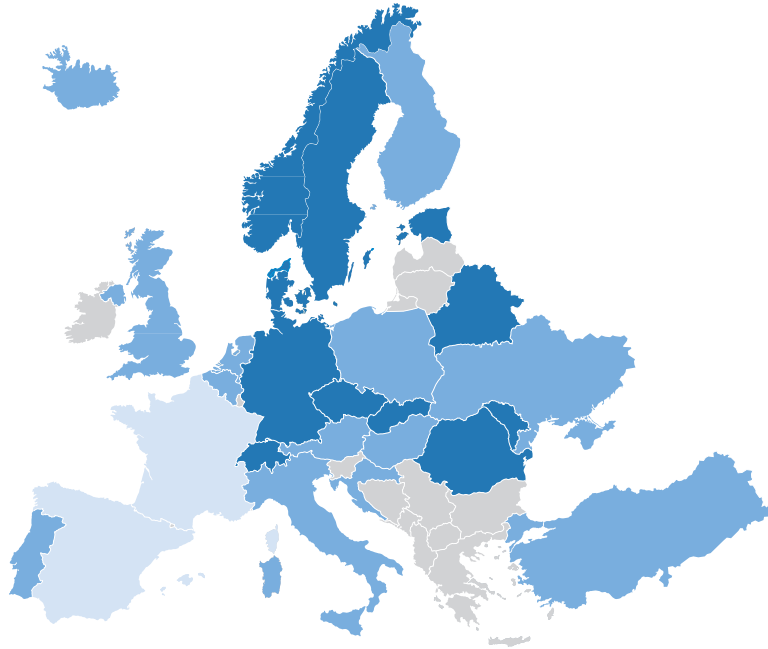
Today DESITIN is well established as a specialist in the field of epilepsy with a broad portfolio of other CNS products.



PROFILE

- Independent
- Medium-sized
- Family-owned
- Fully integrated
- Specialized
- Profitable





DESITIN – A EUROPEAN CNS FORCE

KEY COUNTRIES

Germany, Norway*, Denmark*, Sweden*, Switzerland*, Czech Republic*, Slovakia*, Romania, Estonia, Belarus, Moldova*

** Countries with own affiliate*

PARTNER COUNTRIES

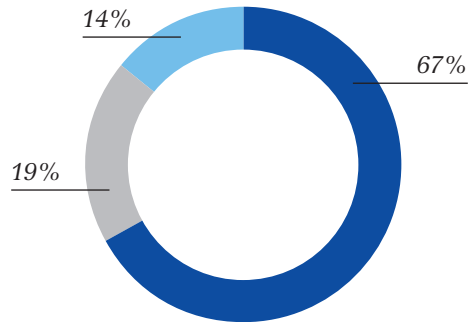
Austria, Belgium, Croatia, Finland, Hungary, Iceland, Italy, Netherlands, Poland, Portugal, Turkey, U.K., Ukraine

PARTNER COUNTRIES

(WITH ESTABLISHED BUSINESS RELATION)

France, Spain

BUSINESS ACCORDING TO EUROPEAN COUNTRIES



Total Sales: 72 Mio €*

Fiscal year 2007/2008

*** of total 77 Mio € including ROW**

- Germany
- Northwest Europe
- Eastern Europe





DESITIN ARZNEIMITTEL GMBH is linked to treatment of epilepsy. It is the only manufacturer that offers the entire spectrum of products recommended by the WHO for the treatment of epilepsy.

DESITIN not only offers a wide range of different therapeutics, but also a broad spectrum of presentations and dosage strengths for each preparation and thus an adequate solution for each individual patient.

BESIDES ITS FULL RANGE OF ANTIEPILEPTICS DESITIN PROMOTES THE FOLLOWING PROPRIETARY AND LICENSED PRODUCTS:

- | | | |
|----------------|---|---|
| M03AX | Xeomin®
Botulinum Toxin A | Indicated for the treatment of dystonia |
| N3A | Timox® , Apydan®
Oxcarbazepine | Innovative antiepileptics |
| N3A | Orfiril® long
Valproate | Innovative presentation of a proven antiepileptic |
| N4A | CLARIUM®
Piribedil | Antiparkinson drug (non-ergot dopamine agonist) |
| N3A/N4A | Broad range of standard therapeutics | |



N3A: Epilepsy · N4A: Parkinson's Disease · M03AX: Dystonia



AVAILABILITY OF LEADING DESITIN PRODUCTS

API	COUNTRIES
VPA	Germany, Belarus, Belgium, Czech Republic, Denmark, Estonia, Finland, Hungary, Iceland, Malaysia, Moldova, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, South Korea, Sweden, Switzerland, U.K., Ukraine
CBZ	Germany, Belarus, Czech Republic, Denmark, Estonia, Hungary, Moldova, Netherlands, Norway, Poland, Romania, Slovakia, South Korea, Sweden, Switzerland, Ukraine
OXC	Germany, Denmark, Estonia, Finland, Hungary, Poland

API: Active Pharmaceutical Ingredient

VPA: Valproate Sodium, 1st line Antiepileptic in various presentations

CBZ: Carbamazepine, 1st line Antiepileptic

OXC: Oxcarbazepine, 1st line Antiepileptic

REVENUE GROWTH OF RECENT LAUNCHES*

CLARIUM® + 423%

Xeomin® + 73%

*Sales increase November 2008 compared to November 2007

MARKET SHARE BY TERRITORY IN 2007

■ **N3A (EPILEPSY) MARKET (IN PACKS)**

NO. 1 Denmark, Norway

NO. 2-5 Germany, Czech Republic, Estonia, Slovakia, Switzerland

■ **VPA (VALPROATE SODIUM) MARKET (IN PACKS)**

NO. 1 Germany, Estonia, Norway

NO. 2-5 Czech Republic, Denmark, Slovakia, Sweden, Switzerland, Romania

PHARMACEUTICAL INNOVATIONS DEVELOPED BY DESITIN

1982

Diazepam Desitin®
rectal tubes

1996

First ready-to-use Valproate injection
solution (**Orfiril®** injection solution)

2006

Lamotrigine
Desitin® quadro

1984

First sustained-release
Carbamazepine (**Timonil®**)

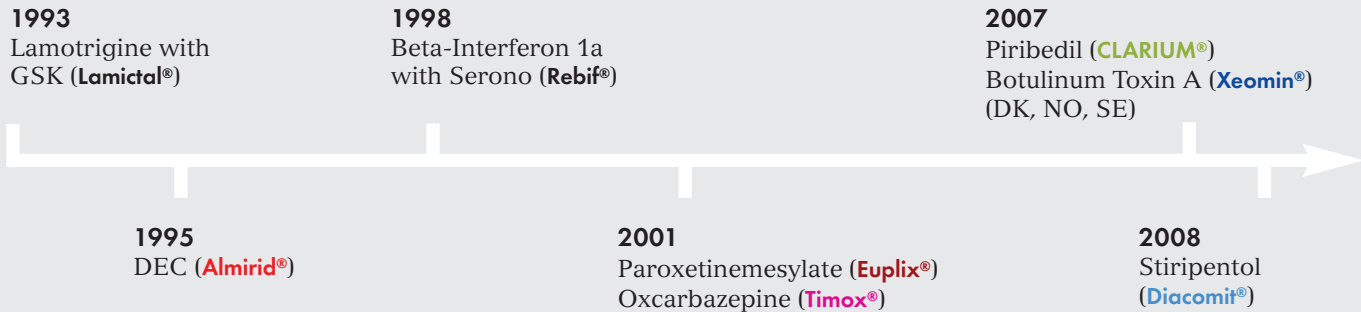
1998/1999

First mini-sustained-
release tablets
Valproate (**Orfiril® long**
150/300/500/1,000 mg)

2008

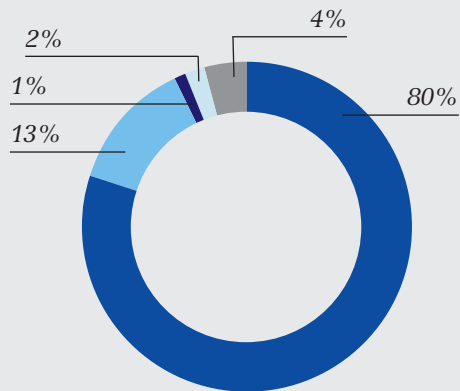
Apydan® extent
(Oxcarbazepine
modified release)

LAUNCH OF NEW CHEMICAL ENTITIES IN GERMANY



DESITIN – THE CNS COMPANY

BUSINESS ACCORDING TO THERAPEUTIC AREAS



Total: 77 Mio €*

Fiscal year 2007/2008

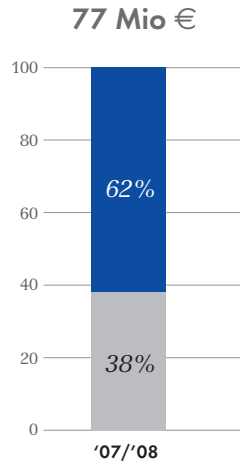
*** Europe and ROW**

- Antiepileptics
- Antiparkinson drugs
- Dystonia
- Psychiatric drugs
- Others



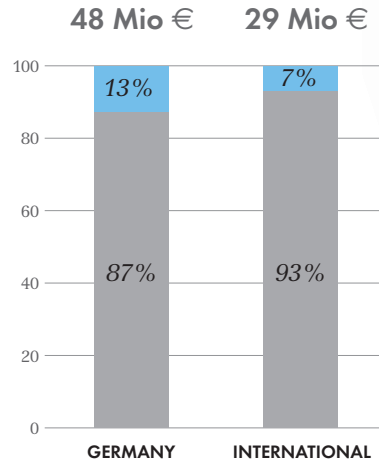
DESITIN WITH DOUBLE DIGIT GROWTH DUE TO SUCCESSFUL LAUNCHES

SALES FISCAL YEAR
2007/2008 (+10%)



■ Germany
■ International

SALES OF NEW PRODUCTS
2007/2008



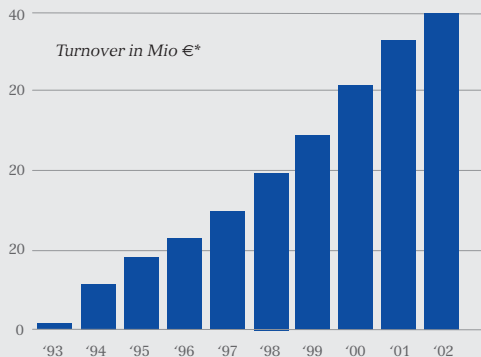
■ New (< 1 year marketed)
■ Well known (> 1 year marketed)



SUCCESSFUL PARTNERSHIPS

CO-PROMOTION IN GERMANY

1993 LAMICTAL® (LAMOTRIGINE) WITH

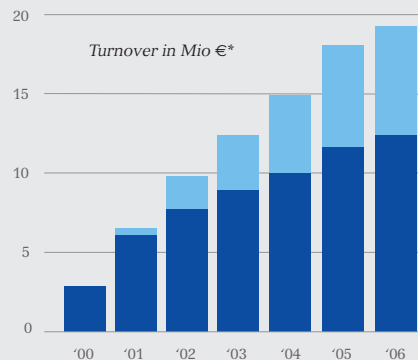


■ Lamictal®: GSK Brand, jointly promoted by DESITIN and GSK

* Source: DPM and NPI

CO-MARKETING IN GERMANY

2001 TIMOX® (OXCARBAZEPINE) WITH

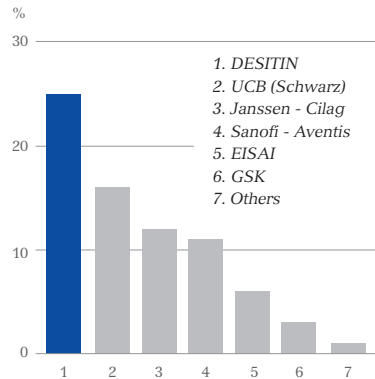


■ Trileptal®: Novartis Brand

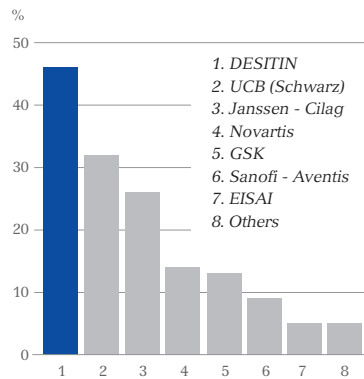
■ Timox®: DESITIN's Brand (license from Novartis)

* Source: NPI

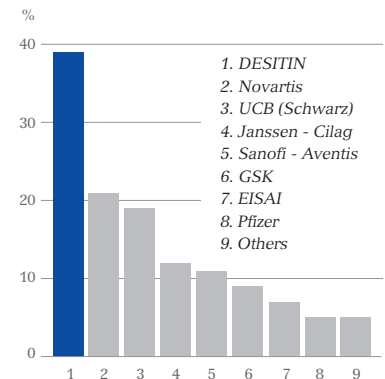
COMPANIES WITH THE HIGHEST COMPETENCE IN EPILEPSY



COMPANIES WITH BEST SERVICE FOR THE PHYSICIAN



COMPANIES WITH BEST SERVICE FOR EPILEPSY PATIENTS



Source: Medupha, 2008 (n=100 neurologists)





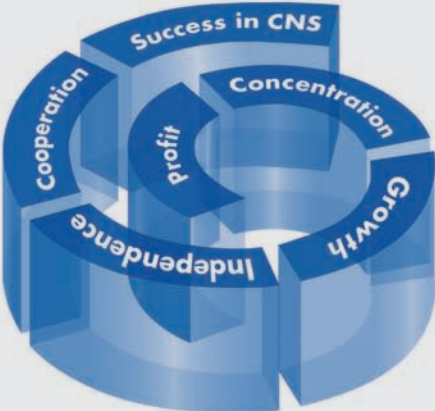
CORE STRATEGY

- Concentration on CNS products in European countries with profitable market environment
- Leader in the field of CNS with a proven record of successful partnerships and licensing agreements

MAIN TARGETS

- To expand our market share and sales in the field of CNS in Germany, Scandinavia and Eastern European countries
- To keep the company profitable and independent
- To build strategic alliances for development and distribution

TO BE A LEADING CNS COMPANY
IN OUR MARKETS





WE OFFER

- Strong reputation in CNS
- Distribution network throughout Europe
- Success-oriented scientific marketing and distribution
- History of successful product launches
- Development and manufacturing capabilities
- Strong regulatory expertise and know-how in Europe
- Fast internal decision-making procedures
- Security and flexibility of being a privately held independent company

WE SEEK

- Opportunities in the innovative segment of CNS (epilepsy, Parkinson's disease, orphans and CNS niche disorders)
- Late-stage clinical projects (for co-development and commercialisation)
- Branded pharmaceuticals
- Innovative technologies
- Marketing collaborations either pan-European or within select European territories



WE HAVE

PIRIBEDIL (CLARIUM®)

LICENSED FROM SERVIER (DE)

- Non-ergoline dopamine agonist
- Indicated for Parkinson's disease (mono therapy, add-on, early and late stage patients)

BOTULINUM TOXIN A (XEOMIN®)

LICENSED FROM MERZ (DK, NO, SE)

- Indicated for the symptomatic treatment of blepharospasm and cervical dystonia of a predominantly rotational form (spasmodic torticollis)

SUMATRIPTAN (DOSEPRO™)

LICENSED FROM ZOGEXIX, INC. (EUROPE)

- Indicated for the treatment of migraine and cluster headache

STIRIPENTOL (DIACOMIT®)

LICENSED FROM BIOCOCODEX (DE, DK, NO, SE, FI)

- Orphan drug with EMEA approval
- Indicated for the treatment of severe myoclonic epilepsy (Dravet's Syndrome)





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