



Products People Passion

AUGUST 2019

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Company Overview

Company Overview

FOUNDED

1963 Tillotts Laboratories Ltd,
Great Britain

TOTAL REVENUE (2018)

CHF 160.8 Mio
12.5% CAGR 2000-2018

EMPLOYEES

331
As of 31 July 2019



LOCATION



**Rheinfelden AG,
Switzerland**
(Headquarters)

**Ziefen BL,
Switzerland**
(Contract Manufacturing)



AFFILIATES

2004* Ireland

2008* Sweden (Nordics & Baltics)

2010 UK & Czech Republic

2011* Spain

2013° Germany

2016 France

OUR PRODUCTS

ASACOL™
mesalazine

ASACOL™
mesalazine **1600 mg** OPTICORE™

Entocort®
budesonide

Colpermin™
SP-ING PEPERMINENT OIL

VistaPrep™
Powder for oral solution

BUSINESS MODEL

Sales in

Around 65 countries

through a network of own affiliates and
selected licensees and distributors

* Year of registration, promotional activities started in the following year

° Promotional activities started in 2017

Parent Company Overview

Zeria Pharmaceutical Co., Ltd.

ZERIA SHINYAKU KOGYO K.K.



ESTABLISHED

1955

REPRESENTATIVE

Mitsuhiro Ibe

President & COO

EMPLOYEES

1871 Employees

As of
July 1, 2018

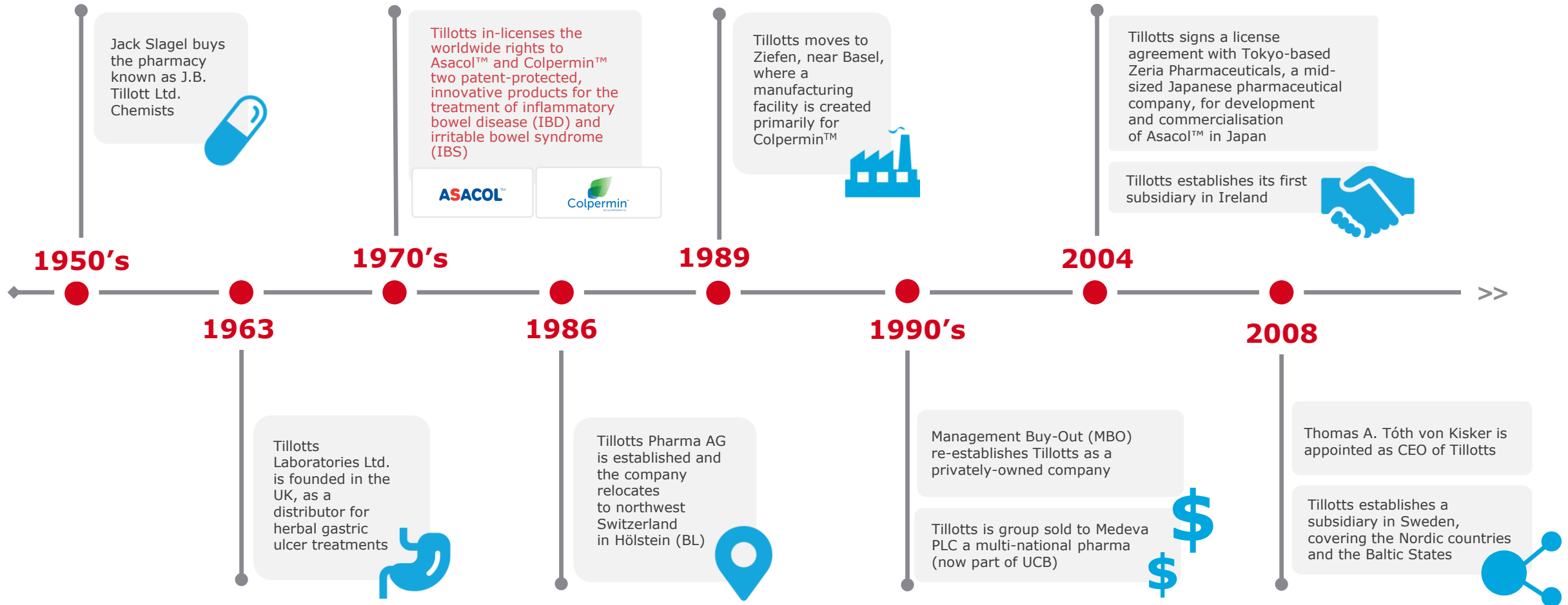


BUSINESS OPERATIONS

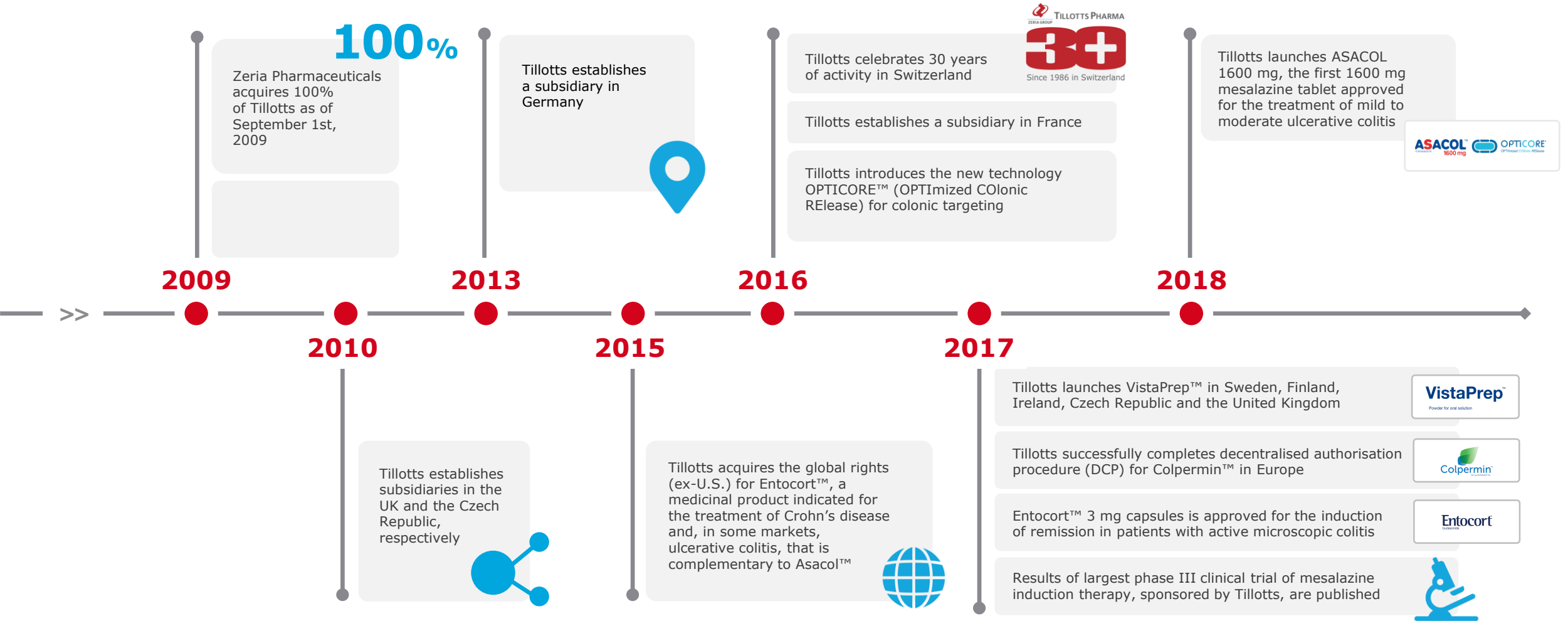
Manufacture, sales, import and export of

- Pharmaceuticals,
- Non-pharmaceuticals
- Veterinary pharmaceuticals
- Agricultural chemicals
- Industrial chemicals and reagents
- Cosmetics
- Health foods
- Alcoholic beverages
- Soft drinks
- Food additives
- Livestock feed
- Hygienic goods
- Medical devices
- Health equipment
- Hygiene facilities and equipment
- Beauty appliances
- Measuring equipment
- Analytical equipment

History



History



Our Mission

Tillotts' Mission

We support and collaborate with healthcare professionals around the world to continuously evolve the understanding **in the field of Gastroenterology and other specialist therapeutic areas.**

We deliver high quality medicines and educational support that improve **patient lives.**

We take pride in our **unique culture**, that is based on our **"Corporate Values"**, guiding us in our every day business and allowing our diverse workforce to develop and deliver their full potential. We treat our employees as well as our business partners with **fairness and respect**. In striving towards our **"Vision 2030"**, we always demonstrate **passion, rewarding entrepreneurial spirit and outstanding performance**. We encourage our employees to **see the bigger picture, challenge the status quo** and **embrace change**.

As an attractive employer, we invest in our people by offering **a state-of-the-art work environment**, and providing room for our employees to create a modern and flexible work-life-balance.

To our shareholders we provide both **value** and **attractive, sustainable returns.**



Our Leadership Team

Our Leadership Team

Executive Committee



**Thomas A. Tóth
von Kiskér**
CEO

Thomas A. Tóth von Kiskér has been with Tillotts for more than 20 years starting in Sales & Marketing.

In 2001 he was promoted to Director of Business Development & Licensing and in 2005 to Director of Corporate Development.

In January 2008 he was appointed CEO of Tillotts.



**Mattias
Norrman**
COO

Mattias Norrman joined Tillotts in late 2008 and set up the affiliate business in a number of European countries, a continuing process to strengthen Tillotts' presence in the market.

He has been in the pharmaceutical industry for 28 years in various senior management positions in companies such as J&J, Bayer and Schering.

Our Leadership Team

Management Committee



Marcel Portman, Head of Finance

Marcel Portmann joined Tillotts in October 2015. Prior to joining Tillotts, he worked as Head Group Reporting and Consolidation for a stock exchange listed Swiss energy company, before in different Swiss SME in various finance functions.



Harald Haubitz, Head of Technical Operations

Harald Haubitz joined Tillotts in January 2018. He is a pharmacist by training with over 25 years of experience in the pharmaceutical industry. Previously he held different management positions at Roche and acted as the COO of Acino for several years before he ran his own consultancy business.



Robert Hofmann, Head of Medicines Management

Robert Hofmann joined Tillotts in 2013. Since 2018, he leads the new Medicines Management Group (Drug Safety; Medical Affairs; Regulatory Affairs). Robert is a licensed physician in Germany with more than 30 years experience in various positions with companies such as Bayer, Merck/J&J and Johnson&Johnson.

Picture
coming
soon

Adrian Hill, Head of Commercial Operations

Adrian Hill joined Tillotts in January 2019. He has more than 25 years experience in commercial activities including experience in global marketing from several companies including Sanofi, GSK and most recently Kyowa Kirin.



Gabriella Schraner, Head of HR

Gabriella Schraner joined Tillotts in 2013. In February 2016, she transitioned into the role Head of HR. She is a Human Resources expert by training with specialization in International HR with more than 10 years experience. Prior to Tillotts, she mainly worked in the biotechnology industry.

Mattias Norrman, Head of MC, a.i.

Tillotts Locations

SWITZERLAND HEADQUARTERS

- **Rheinfelden AG** (B15 and Salmenpark)
– Tillotts Pharma AG
- **Ziefen BL**

AFFILIATES IN EUROPE

- **Nordics & Baltics** - Tillotts Pharma AB
- **Ireland** - Tillotts Pharma Limited
- **UK** - Tillotts Pharma UK Limited
- **Czech (incl. Slovakia)** - Tillotts Pharma Czech s.r.o.
- **Spain** - Tillotts Pharma Spain S.L.U.
- **Germany** - Tillotts Pharma GmbH
- **France** - Tillotts Pharma France SAS



Tillotts' Global Reach

AFFILIATE • DISTRIBUTOR • ZERIA/TILLOTTS PHARMA AG

Our products are currently present
in around **65 countries in Europe,
North and South America, Africa,
Asia and Oceania**


Our Products

Tillotts Products

ASACOLTM

ASACOLTM 
mesalazine 1600 mg OPTICORE[®]

EntocortTM
budesonide


ColperminTM
187 mg PEPPERMINT OIL

VistaPrepTM
Powder for oral solution

Asacol™ (mesalazine)

The logo for ASACOL, with 'ASACOL' in blue and 'TM' in red.

Developed by Tillotts,
with a strong legacy of
more than 30 years in
treating patients with
ulcerative colitis

ABOUT

First-line treatment for mild to moderate ulcerative colitis and maintenance of remission in Crohn's ileo-colitis in adults and children as from age 6

AVAILABILITY

Tillotts' Asacol is available in tablets in 400 and 800mg strengths as well as enemas and suppositories^{1,2}

The trademark Asacol™ is registered in over 100 countries

MARKET

Market leader in 5-ASA market in the Nordic countries and in the UK (volumes)

Market share of 12.2% worldwide in 2018 (ex. U.S., in volumes)

1) Indications and formulation availability

2) Specific indications and instructions for use vary per country

Asacol™ 1600 mg (mesalazine)



Newly developed and launched by Tillotts in January 2019, ASACOL™ 1600 mg is the highest strength mesalazine tablet available on the market.

ABOUT

ASACOL™ 1600 mg is the first 1600 mg mesalazine tablet for the treatment of mild to moderate ulcerative colitis (UC)¹.

The first and only mesalazine tablet that allows one tablet, once daily maintenance² of mild to moderate UC¹.

The first mesalazine tablet with OPTICORE™ technology for targeted release.

OPTICORE™ technology uses a unique combination of two triggers to allow targeted mesalazine availability irrespective of gut pH variability^{2,3}

AVAILABILITY

Since January 2019, ASACOL™ 1600 mg (mesalazine) is available in Denmark, Iceland, Norway and the Netherlands (as YALDIGO™).

- 1) ASACOL 1600 mg, Prescribing Information
- 2) Varum FO, et al. Poster presented at AAPS National Biotechnology Conference 2016; [Poster number: 23M0100].
- 3) Ibekwe VC, et al. Aliment Pharmacol Ther;28:911-6.
- 4) Specific indications and instructions for use vary per country

Entocort™ (Budesonide)

Entocort™
budesonide

Anti-inflammatory agent
and locally acting
glucocorticosteroid

ABOUT

First-line for the treatment of mild to moderate ileocaecal Crohn's disease and microscopic colitis (capsules) and second-line for ulcerative colitis (enemas)

Only budesonide to have both forms of microscopic colitis on-label: **lympocytic colitis and collagenous colitis**

AVAILABILITY

Tillotts' Entocort is available in:

- Two formulations, capsule and enema¹
- More than 40 countries, within Europe, Japan, Canada, Middle East and LatAm

1) Indications and formulation availability

Colpermin™ (Peppermint oil)



Developed and
manufactured by Tillotts

Originally launched in
1981 in the UK as a
prescription product,
now OTC in most
countries

ABOUT

Peppermint oil based treatment for painful bowel cramps
and bloating in irritable bowel syndrome

AVAILABILITY

Distributed in around 20 countries

KEY FACTS

- Dual mode of action (antispasmodic and carminative)
- Intelligent galenics (targeted and prolonged release with disintegration at pH 6.8, hydrophobic gel matrix, low systemic absorption)
- Excellent safety profile

FOR MORE INFO: VISIT WWW.COLPERMIN.EU

VistaPrep™ (Polyethylene glycol (PEG))

VistaPrep™

Powder for oral solution

VistaPrep™ is a polyethylene glycol (PEG) based powder for preparing a solution indicated for bowel cleansing in preparation for a colonoscopy

ABOUT

With over 50,000 patient applications since launch in 2017, VistaPrep™ has been well received by patients for being sulphate free with citrus flavor, thereby enhancing patient compliance

AVAILABILITY

VistaPrep™, a powder to prepare a three to four liter solution for bowel cleansing, is available in split dosing in Germany, Sweden, Finland, Ireland, Czech Republic, and the United Kingdom

FOR MORE INFO: VISIT WWW.VISTAPREP.INFO

Our Vision

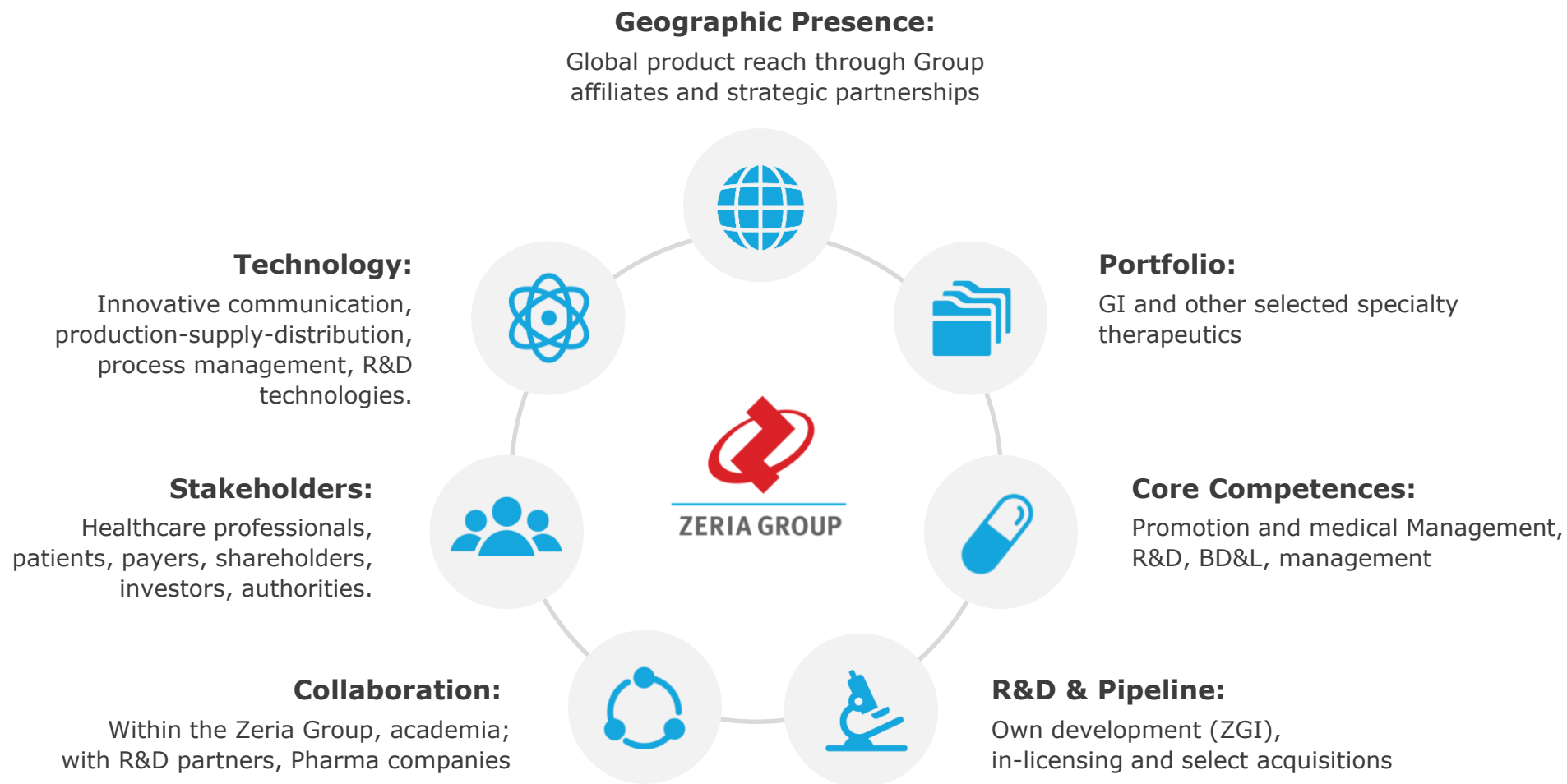
Tillotts' Vision 2030

TILLOTTS

- 1. Geographic Presence :** **Global product reach.** Promotion predominantly via **Group affiliates** in strategic markets. In other markets through selected strategic partnerships.
- 2. Portfolio:** GI and other selected **speciality therapeutics**.
- 3. Core Competences:** **Promotion and medical Management:** strong network efficiently reaching stakeholders. **R&D:** identifying and meeting medical needs. **BD&L:** trusted business partner in the global life science community. **Management:** entrepreneurial and focused, fast and efficient decision making.
- 4. R&D & Pipeline (ZGI):** **Research** focused on **anti-inflammatory** and **anti-fibrotic** targets. Builds pipeline through own development (ZGI*) as well as through in-licensing and select acquisitions.
- 5. Collaboration:** Close collaboration within the **Zeria Group**. **Strategic collaborations** with **R&D partners:** for sharing know-how, risk and cost. Within **academia:** for accessing innovation. With other **pharma companies:** for marketing and medical management outside the Group's reach.
- 6. Stakeholders:** Close collaboration with healthcare professionals, patients, payers, shareholders & investors. Effective collaboration with authorities. Always following **strict ethical guidelines**.
- 7. Technology:** **Innovative** communication, production-supply-distribution, process management and R&D technologies.

*Zeria Group Innovation

Tillotts' Vision 2030



Working at Tillotts

OUR COMMITMENT TO OUR PEOPLE

We treat our employees and business partners with **fairness and respect, rewarding loyalty, honesty, entrepreneurship and outstanding performance.**



Our Values

The guiding principles of our internal conduct, our values provide the basis for cooperation with our customers, partners, employees and stakeholders. They serve as a compass for our actions and describe how we behave in business.

AS A TILLOTTS EMPLOYEE YOU ARE



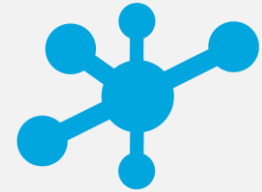
Making a
difference to
GI patients
worldwide



Contributing to
the strong and
ambitious
company we
work in



A valuable
member of a
future-focused
healthcare
company



Part of an
international
organisation with
a network of
affiliates



Magdalena K.,
Managing Director
Tillotts Pharma Germany

Passion is a human source of energy. At Tillotts it can be felt every day. It is the driving force with which we work together to help doctors improve the quality of life of their patients. And I love that Tillotts brings up the passion inside you to do your best in every situation.



Sebastian S.,
Associate Supply Chain Management

At Tillotts, no day is like the other. There are so many possibilities to contribute with your own ideas to Tillotts' daily business and this is what makes it so exciting to work here.



Marcia C.,
Manager IT Projects

For a small company, Tillotts is big on diversity. There are employees from over 20 countries currently working at Tillotts. That is impressive. I enjoy working here and I have noticed that all employees possess and strive to live the Tillotts core values each day. Everyone does their best and is committed to Tillotts' success by collaborating well with others to achieve common goals. Tillotts provides an entrepreneurial environment that enables its employees to grow and achieve global and individual success.



Andreas T.,
Foreman Production & Packaging

I very much enjoy working at Tillotts. I really like the varied production environment where teamwork is a top priority. We help each other not only in our own team but also across departments. Here we all pull together to achieve high performance as a company. The management relies on the trust of the employees and rewards good performance with great ideas.



Maren T.,
Manager Demand Planning

At Tillotts, self-initiative is very important. Not only the interesting and challenging tasks, but also the chance to support the company's progress with own ideas and solutions are a strong motivation for me.



Alessandro F.,
HR Business Partner

I like working at Tillotts very much. All my colleagues are very friendly, open and helpful. Everyone is very committed and passionate about what they do. In spite of the many cultures, the interaction with each other is always professional, respectful and sociable. Our values are exemplified at every level, which I greatly appreciate. That's why I feel very comfortable in the company.



Thomas A. Tóth von Kiskér
CEO

As the CEO of a mid-size pharmaceutical company, it is my responsibility to create a company that is competitive, resilient and innovative, allowing us to successfully navigate in a complex and constantly changing environment.

In order to achieve this, we rely on being able to acquire, develop and retain dedicated and highly-skilled professionals, who work passionately together. We are doing this by offering our employees a climate of responsibility, accountability and respect where every employee has the opportunity to excel and develop to their full potential.

One of my main tasks as CEO is to ensure that everyone knows their role and how they contribute to the success of the company. Together with our top management, we develop strategies and communicate these to our employees so that everyone understands the long term goal of the company.

With over 300 dedicated and committed employees in Switzerland and abroad, I am confident that we will be able to reach our goals step by step and meet the expectations of our stakeholders because... whatever we do... **we do it with passion!**

GI-health is our passion™