



ZERIA GROUP

**TILLOTTS PHARMA**

Together for a Better Life

**Products | People | Passion**

Company presentation

## Legal Disclaimer

*These statements are based on current assumptions and involve known and unknown risks and uncertainties that may cause actual results to differ materially from those expressed or implied. Actual outcomes may differ if underlying assumptions prove inaccurate or if certain risks or uncertainties materialize.*

*Product information presented herein is provided for general informational purposes only and does not constitute promotional, medical, or regulatory advice reflects an overview of Tillotts Pharma AG's activities.*

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*\*The rights to Asacol are not owned by Tillotts in Switzerland, USA, United Kingdom, Canada, Italy, Belgium, the Netherlands and Luxembourg. The rights to Colpermin are not owned by Tillotts in United Kingdom and Ireland. The rights to Entocort are not owned by Tillotts in USA.*

OVERVIEW



**TILLOTTS PHARMA**

Together for a Better Life

# Company overview

Our long-term goal is to continue the successful expansion of our exciting specialty product portfolio with global reach. We achieve this by a combination of organic growth through in-house development, life cycle management as well as external growth through selective asset acquisitions and partnering. Our passion, expertise and dedication make the difference.

**Thomas A. Tóth von Kiskér**  
*CEO Tillotts Pharma AG,  
Vice Chairman of the Board*



ZERIA GROUP

**TILLOTTS PHARMA**

# Facts and Figures

## FOUNDED

**1963**

Tillotts Laboratories Ltd,  
Great Britain

## TOTAL INCOME (2024)

**CHF 294M**

Compound Annual  
Growth Rate 2010-2024:  
10.1%

## EMPLOYEES

**> 400**



## LOCATIONS

**Rheinfelden AG,  
Switzerland**  
(Headquarters)

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



## BUSINESS MODEL

**Sales in around  
52 countries**

through a network of own affiliates and  
selected licensees and distributors

### Our people – our most valuable

We form a diverse and dynamic team where everyone can achieve their full potential and learn from each other.

We foster a culture of camaraderie that is characterized by trust and openness, where we take pride in what we do.

Fairness and respect, loyalty and honesty, entrepreneurship and outstanding performance are firmly anchored in our company culture.



**>400**  
employees



**23**  
nationalities



**59%** 41%  
female male



**>100%**  
growth in the No.  
of employees over  
the last 10 years



**Dedicated**  
highly skilled  
talents

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# Who we are



**TILLOTTS PHARMA**

ZERIA GROUP

Tillotts is a Swiss-based, well-established and fast-growing pharmaceutical company with global reach and M&A expertise.

We generate sales of over a quarter billion USD and a sustainable double-digit average annual sales growth.

Tillotts has over 400 employees and is part of the Japanese Zeria Group.



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**TILLOTTS PHARMA**

# Parent Company Overview



**Zeria  
Pharmaceutical  
Co., Ltd.**

ZERIA SHINYAKU KOGYO K.K.

FOUNDED

**1955**

TOTAL INCOME (2024)

**Mitsuhiro  
Ibe**

President & COO

EMPLOYEES

As of 31st of March 2024

**1,777**



BUSINESS OPERATIONS

**Manufacture, sales, import and export**

Zeria Pharmaceutical is active in the manufacture and sale of pharmaceuticals, chemicals, cosmetics, medical devices, health foods, and hygiene-related products.

Tillotts plays an important role within the Zeria Group, combining a strong European presence with a clear strategic focus on specialty pharmaceuticals.

**President Ibe**

*President and COO,  
ZERIA Pharmaceutical Co.,Ltd.*

Through close collaboration and mutual trust, Zeria and Tillotts work together to share expertise, strengthen capabilities, and drive sustainable growth.

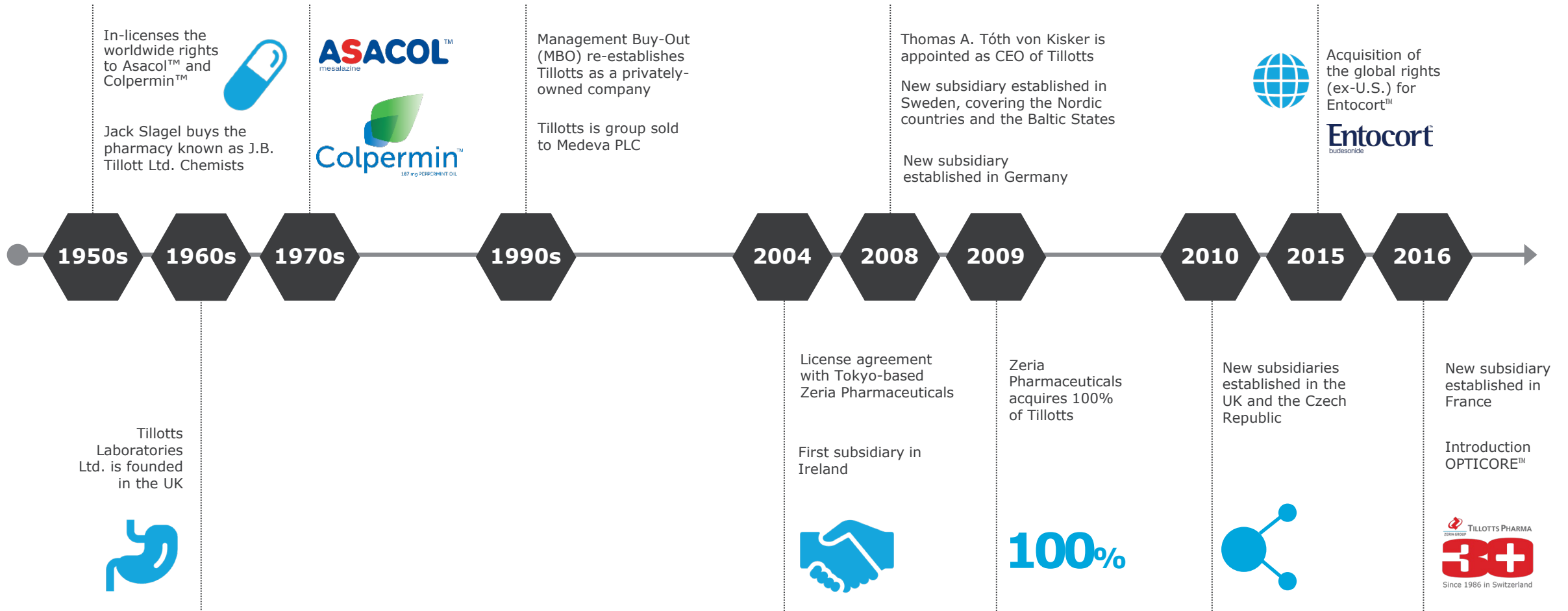
**Chairman Ibe**

*Chairman and CEO,  
ZERIA Pharmaceutical Co.,Ltd.*

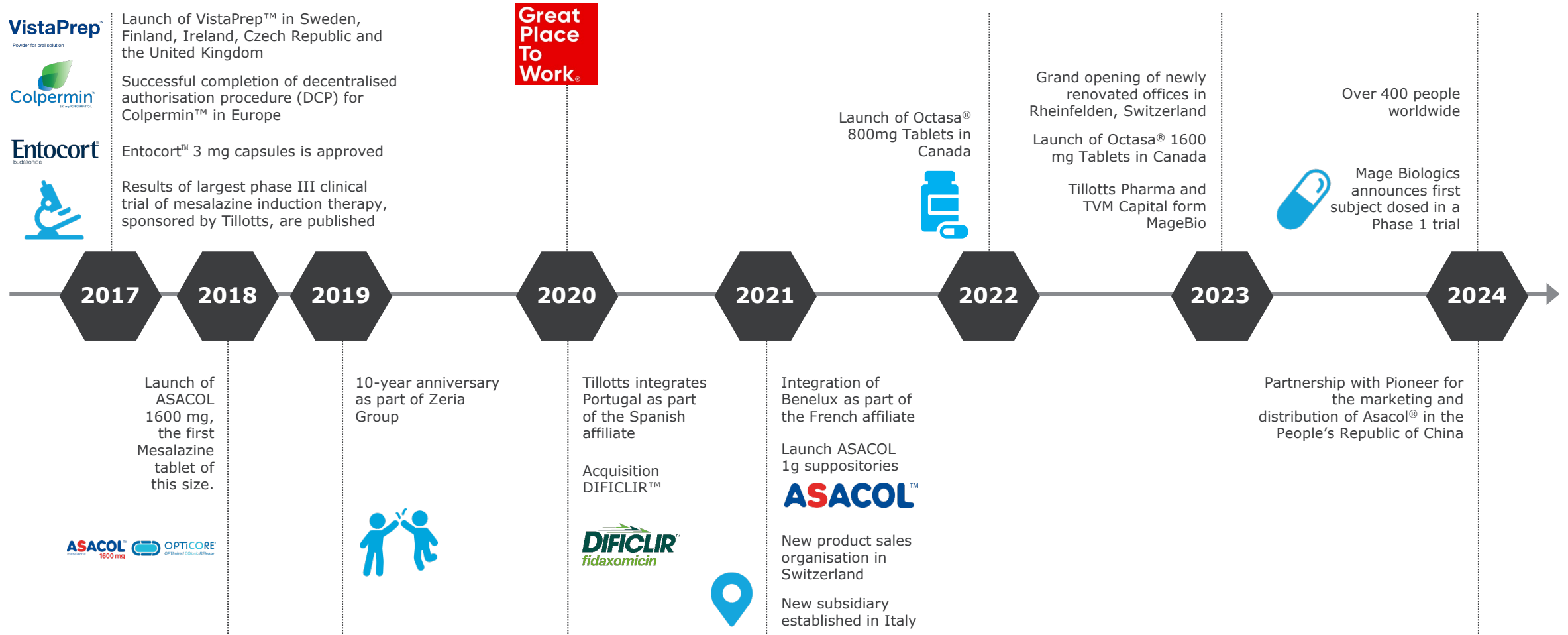


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# History



# History





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**TILLOTTS PHARMA**

Together for a Better Life

# **Our Mission**



# Our Mission

**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.

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

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**TILLOTTS PHARMA**

Together for a Better Life

**Our Values**

**OUR  
VALUES**



Passion



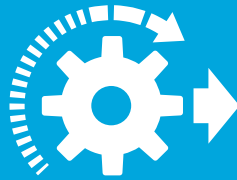
Integrity



Performance



Collaboration



Progress

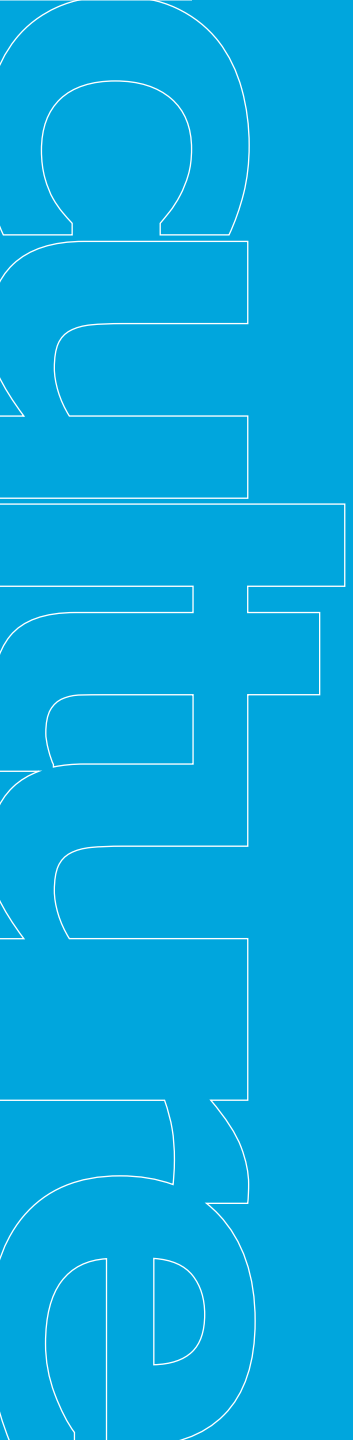


Accountability



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Together for a Better Life

# **Our Culture**



# Our Culture

**We are searching for the best – supporting the future growth of our company**

*"It is our strong belief that the success of any company lies in its capability 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."*



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**TILLOTTS PHARMA**

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# **Our Leadership Team**

# Tillotts Board of Directors



**MR SACHIAKI IBE**  
Chairman



**MR MITSUHIRO IBE**  
Director, Non-Executive



**THOMAS A. TÓTH VON KISKÉR**  
Chief Executive Officer,  
Vice Chairman



**MR MASAKAZU-SAKURAI**  
Director, Non-Executive



**MR MATTIAS NORRMAN**  
Director, Non-Executive

# Our Leadership Team



**THOMAS A. TÓTH VON KISKÉR**  
Chief Executive Officer, Vice Chairman

Thomas A. Tóth von Kiskér has been with Tillotts for many 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.

# Executive Committee

## THOMAS A. TÓTH VON KISKÉR

**Chief Executive Officer**

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. Since January 2008, he has been the CEO of Tillotts.

## JOHANNES SPLEISS

**Chief Scientific Officer**

Johannes Spleiss joined Tillotts in November 1998. He took on positions of increasing responsibility and is now leading R&D, Medical Affairs, Drug Safety and Regulatory Affairs. A chemist by training, he has 30 years of experience in the pharmaceutical industry.



## ADRIAN HILL

**Chief Commercial Officer**

Adrian Hill joined Tillotts in January 2019. He has more than 30 years of experience in commercial activities including experience in global marketing from several companies including Sanofi, GSK and most recently Kyowa Kirin.

## MIRJAM VON ZEDTWITZ

**Secretary of the Board**

Mirjam von Zedtwitz joined Tillotts in July 2024. She is a German qualified attorney with more than 20 years of experience working as in-house counsel in the pharmaceutical, biotechnology and medical technology industry.

# Senior Management Committee

## **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.

## **SANDRA ANNANI**

### **Head of Business Initiatives**

Sandra Annani joined Tillotts in July 1997 and has since held a variety of commercially focused roles, including actively contributing to the establishment of affiliates across Europe.

## **JAN DERESIEWICZ**

### **Managing Director DACH & Nordics**

Jan Deresiewicz joined Tillotts in January 2012. With more than 25 years of pharma experience.



## **OLIVER ISCH**

### **Head of Finance**

Oliver Isch joined Tillotts in 2016. He is a Chartered Expert in Financial and Managerial Accounting and Reporting and has 20 years of experience in this field.

## **MIRJAM VON ZEDTWITZ**

### **General Counsel**

Mirjam von Zedtwitz joined Tillotts in July 2024. She is a German qualified attorney with more than 20 years of experience.

## **CHRISTIAN WEIDENFELLER**

### **Head of Scientific Affairs, Head of Medical Affairs Anti-Infectives**

Christian Weidenfeller joined Tillotts in April 2021. He holds a Ph.D. in Biochemistry and has 18 years of experience in the pharmaceutical industry.

# Our Global Presence



We cover **22 countries** with our own affiliates

We built a proven network of **dedicated commercial partners in 40+ markets**

Tilotts



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**TILLOTS PHARMA**


Together for a Better Life

**Our Products**

**ASACOL**<sup>TM</sup>

**Entocort**<sup>TM</sup>  
budesonide

**DIFICLIR**<sup>TM</sup>  
*fidaxomicin*

  
**Colpermin**<sup>TM</sup>  
187 mg PEPPERMINT OIL

**VistaPrep**<sup>TM</sup>

Powder for oral solution



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Together for a **Better Life**