We know how important our medicines are to people. Safe and well tolerated, they provide proven effective relief.

We are proud of the fact that they are highly recommended by healthcare professionals and patients as well as their family and friends, all of whom know they can count on our products.

This is what drives our daily work and what motivates our passion to develop top international healthcare brands – a passion that has defined our company for more than 140 years and will continue to do so in the future.
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Oliver Karl Maximilian Engelhard

We at Engelhard understand what makes a high-quality medicine: a good risk-benefit ratio. While on one hand the medicine has to be effective, on the other hand it must also be well tolerated. This quality awareness underpins our corporate behaviour, guiding us each day in every issue we address and every decision we make. A commitment to quality is also apparent throughout our in-house divisions, from Research and Development to Production and Sales. Our vision is to offer each individual patient a medicine that is tailored to their specific needs, thereby promoting their long-term health. This is what drives us. And, for more than 140 years now, this is what the Engelhard family has been putting its heart and soul into working towards. We will continue to combine success and productivity with ethical and sustainable behaviour in the future.

Richard Mark Engelhard

Managing a family company engenders a very special sense of responsibility. But we want to do more than simply preserve our heritage and certain values. We are also committed to combining the old with the new and to connecting tradition with innovation. Our success in this regard means that we can lead our company and our employees to a healthy, modern future. As we do so, we take the word “partnership” very seriously. Not just in the way we treat our employees, but also in our dealings with pharmacists, doctors and our partners in other countries. By working with them, we have been able to secure a strong position for our company in more than 100 countries. We are determined to build on this success in the coming years.

Dr Rolf Engelhard

There can be no progress without research. That is why we are exceptionally proud of our Research and Development division, which ensures that Engelhard Arzneimittel always keeps up-to-date with the latest advances. Our involvement in diverse cooperative research projects demonstrates our far-sighted determination to share and increase our knowledge. This improves our innovative products and ultimately benefits our patients.

Best wishes,

Oliver Karl Maximilian Engelhard / Richard Mark Engelhard / Dr Rolf Engelhard
From left to right: Richard Mark Engelhard, Oliver Karl Maximilian Engelhard, Dr Rolf Engelhard
Who we are

We have been committed to caring for people’s health for more than 140 years – a commitment that continues to drive our work today. We are passionate about researching, developing and producing high-quality medicines for patients all over the world.

Despite our dramatic growth and international success, some things have not changed: we are still an independent family company, and partnership is still our top priority. Tradition and innovation are not mutually exclusive. Quite the opposite – when you are passionate about your work, combining these two values can be remarkably effective. Founded by the pharmacist Karl Philipp Engelhard in 1872, Engelhard Arzneimittel is now a modern international pharmaceutical company. Today we employ around 370 people, and we want to continue growing in the future. Despite all the success we have achieved, we have remained true to ourselves. Though we are a large global pharmaceutical manufacturer, we still see ourselves as a family company in which trust, partnership and accessibility are essential. We are a reliable partner for pharmacists, with whom we work closely – just like in the very early days of Engelhard Arzneimittel. Close, collaborative communication is also the defining feature of our dealings with all the various actors in the healthcare market: patients, pharmacists, doctors, sales partners and employees as well as universities and research institutes.

Our goal is to develop tailored products that promote the health of the entire family. This entails ensuring that all our medicines achieve the perfect balance between risks and benefits. For several years, we have been researching and developing medicines for children in particular – one of the few pharmaceutical companies in Germany to do so. Our aim is to develop effective yet gentle products for infants, children and young people. Few side effects and exceptional tolerability mean that our medicines

“Our goal is to strike the perfect balance between effectiveness and tolerability.”

“Working at Engelhard Arzneimittel is more than just a job.”

“I’m proud to work for the Engelhard family.”
Sylwester Baum,
Employee, Pharmaceutical Warehouse

“The company provides me with ongoing support for my professional development.”
Kieron Abraham,
Employee, Pharmaceutical Development

“Engelhard Arzneimittel’s social responsibility is especially impressive.”
Marcel Hoang Van,
Sales Representative
are suitable for older people too. Our product portfolio offers a range of medicines to relieve respiratory tract illnesses, skin conditions, attention deficit disorders and digestive problems. The effectiveness of all the medicines we have developed is scientifically proven. They are safe to use and have few side effects. In order to make sure that this remains the case, we continually check that our products meet the highest international quality standards. We are able to continuously monitor all processes because we manufacture our products in our own facilities. This affords us maximum flexibility.

Tried-and-tested products like Prospan®, isla® and Tyrosur® are known for their high quality

We have consistently demonstrated high quality awareness for decades. This awareness is reflected in famous, tried-and-tested brands such as Prospan®, isla® and Tyrosur®. Basic research on the medicinal plant ivy enabled us to make huge advances in decoding the mechanism of action of alpha-hederin. This achievement was a milestone in rational phytotherapy. Ethical behaviour is fundamental to all the processes that make up our work. It begins with the sustainable procurement of raw materials and guides the entire manufacturing process, right up to the creation of the finished product. We aim to learn all we can about our patients’ requirements so that we can meet them as precisely as possible. In doing so, we don’t follow trends. Instead, we believe in long-term cooperation characterised first and foremost by trust.

Our successful track record goes back decades and gives us a sense of confidence about the future. We want to keep growing, keep developing our brand and consolidate our international activities. We want to lead our company to a modern future and to preserve our independence. This is our responsibility to our patients, our partners and our employees.

Did you know ...

... that Engelhard Arzneimittel pays particular attention to promoting employees’ well-being? For example, we place special emphasis on helping employees maintain a good work-life balance by putting in place the necessary conditions, such as family-friendly HR policies and flexible working hours.

“We really like about Engelhard Arzneimittel is working with colleagues while also being given the scope to work independently.”

Siglinde Wittich, Employee, Logistics

“I discovered a very pleasant working environment, and I noticed that colleagues have a very constructive and friendly way of working together!”

Dr Markus Schäfermeyer, Head of Information Technology
Our therapeutic areas

The success story of Engelhard, a family company, began in 1868, when Karl Philipp Engelhard developed medicines using Iceland moss. Today, more than 140 years later, the therapeutic area of respiratory tract illnesses is still one of our core competencies, and isla® continues to be one of our top-selling products. Over the years we have developed other medicinal products, such as Prospan®, which is used in the successful treatment of coughs.

We have also successfully expanded our portfolio by developing products for the treatment of dermatological conditions, attention deficit disorders and digestive disorders.

Respiratory tract illnesses

Did you know that 10,000 litres of air flow through your respiratory tract every day? The body’s respiratory organs consist of the nose, the oral cavity, the trachea, the bronchi and the lungs. These transport essential oxygen from the air into our bodies and expel used air containing carbon dioxide.

Air is filtered by tiny hairs in the nostrils and warmed and moistened in the nose. Side effects of certain medication, heated and air-conditioned rooms, dust and other irritants can cause the nasal mucous membrane to dry out. This nasal dryness causes encrustations and scabs that are not only annoying but can also be very painful. Furthermore, nasal dryness has a higher risk of infection. Nisita® Nasal Ointment and Nasal Spray can be used to moisturise dry or damaged nasal mucous membranes. Inflammation of the gums and oral mucous membrane caused by bacteria can be treated with products containing chlorhexidine. The bronchi, meanwhile, are susceptible to attacks from cold...
viruses. During the damp and chilly flu season, in particular, our immune systems can be too weak to fight off viruses. By loosening mucus, helping you to breathe more freely and soothing the irritations that cause coughing, Prospan® uses the four powerful therapeutic benefits of ivy to relieve coughs. Iceland moss is another well-established preparation that helps alleviate coughs and hoarseness. The tried-and-trusted isla® range, which is available in a variety of different flavours, provides gentle relief from coughs, hoarseness and dryness of the mouth. The range is particularly suitable for people who want to keep their mucous membranes moisturised. isla® medic hydro® and isla® medic hydro® Cherry provide long-lasting relief from sore throats caused by colds, and they alleviate voice problems caused by strain and irritation of the vocal cords. Trachilid® Sore Throat Lozenges help relieve pain caused by throat inflammation. Citramin® Throat Lozenges alleviate mild inflammation of the mucous membranes in the mouth and throat.

Skin conditions

With a surface area of 2 square metres, the skin is our largest and most multifaceted organ. It affects our appearance, regulates our body’s temperature and water balance, provides defence from infection and enables us to feel and experience sensations. As it shields the interior of the body from the outside world, skin is more exposed to environmental influences than any other organ.

A sports accident, a small mishap when doing the gardening – we can easily damage our skin in our daily lives and at work. Tyrosur® – available in gel and powder form – can be used to treat small, superficial grazes, cuts and scratches, as it promotes the skin’s natural healing process. Fungi can also attack the skin of both children and adults. The Mykoderm® preparations Mykoderm® Healing Ointment, Mykoderm® Miconazole Cream and Mykoderm® Oral Gel combat a variety of fungal infections. Zinc Ointment Dialon® treats wounds by stimulating the skin’s natural regeneration process. Zinc oxide absorbs wound secretions and protects the skin from external factors. Zinc Ointment Dialon® also helps weeping and itchy wounds to heal. White Vaseline offers skin protection in cold and harsh weather conditions. Finally, the company offers a solution for cold sores in the form of muxan®. When used at the first sign of a cold sore, muxan® can speed up the recovery process and alleviate the unpleasant symptoms of oral herpes.

Attention deficit disorders

When we want to concentrate, we must consciously summon our full attention and direct it to a specific target. It is difficult to avoid getting distracted – especially for children, who face so many new challenges when they start school.

It is not just the lessons that take a while to get used to. The unfamiliar environment, meeting new people and sitting down for long periods of time require a huge adjustment for most children starting school.

No child is born with a natural ability to concentrate; concentration is rather the result of a process of learning and maturation. Many children experience temporary concentration problems. Factors such as stress, an unbalanced diet and a lack of exercise can all have a negative impact on children’s ability to concentrate. However, ADHD (attention deficit hyperactivity disorder) is not a temporary disorder; it lasts at least six months. Its symptoms include extremely distracted and impulsive behaviour, especially in group situations. It is also very often characterised by inner or external restlessness. Esprico® sea fish oil is a dietary supplement containing a high concentration of omega-3 and omega-6 fatty acids. In addition, it contains the minerals zinc and magnesium. Engelhard Arzneimittel developed Esprico® (which is available both as chewable capsules and as single-dose sachets) based on scientific knowledge about the dietary requirements of children with ADHD aged five years and older.

Digestive problems

The human intestines are around 8 metres long and have a surface area of 300 square metres. Along with the mouth, pharynx, oesophagus and stomach, they work hard to break down the nutrients we consume and transport them to the rest of the body. If our intestines stop working properly, our natural digestive process is disrupted and our sense of well-being rapidly decreases.

Constipation is a common digestive problem that is particularly prevalent among older people; in fact, around 20 per cent of the population suffers regularly from constipation. In the case of babies and toddlers, malnutrition, changes in living conditions and psychological factors can be contributing factors. We can all look after our intestines by changing certain habits: drinking enough water, eating small, regular meals with wholegrain foods, fruit and vegetables, and getting plenty of exercise can get our digestive system back on track. If constipation persists nonetheless, Glycilax® can help. It contains the active ingredient glycercol, which softens the intestinal contents of the rectum and makes stools easier to pass. This promotes bowel movements and makes evacuation easier. Thanks to its gentle mode of action, Glycilax® is also suitable for children and babies. Glycilax® is available in special formulas for children and for adults.
The German pharmaceutical industry is no longer dominated by large corporations. Small- and medium-sized enterprises (SMEs) like Engelhard Arzneimittel and biotechnology companies now play an integral role. They form the backbone of this major industry, employing more than 100,000 people, and they face numerous challenges in a changing economy. We are responding to these challenges with innovativeness, vision, and a broad range of cooperative projects.

Mr Engelhard, what trends are currently shaping the pharmaceutical industry in Germany and how do you think this industry will develop in the future?

Competitive pressure has increased significantly in the market over the past few years, partly due to new laws and discount schemes. In addition, the role of patients has changed. They are now much better informed than they were just a few years ago, and they only want high quality medicines. These developments are placing growing demands on us pharmaceutical manufacturers. I believe that in the future, price pressure will continue to be as high as it is now. The trend towards self-medication will become more widespread, as the prescription drug coverage provided by health insurance companies will decrease. It is a complex situation, but companies that specialise or occupy a niche have a very good chance of maintaining a strong position on the market.

How significant is the German pharmaceutical industry in international terms?

The SME sector continues to be strong in Germany – fortunately, this is also true for the pharmaceutical industry. With regard to larger corporations, however, Germany has become less important as a location for industry over the past few decades. If you look back to the 1990s, you will see that many large corporations were still based
in Germany. Globalisation and increasing political pressure are partly responsible for the fact that Germany is no longer such an important location. Legal restrictions with regard to research and the generally low level of funding for research have also contributed to the current situation.

**How is Engelhard Arzneimittel responding to the globalisation of the pharmaceutical industry?**

Firstly, we ourselves are internationalising. Engelhard is now present in more than 100 countries, which gives us a very good foundation. The key to success is our excellent cooperation with our partners in other countries. Secondly, we are advancing at the internal level. Engelhard is focusing on a small but strong product portfolio. Whatever we do, we put our heart and soul into it – and we give it our full attention. This approach enables us to develop the core competencies and efficiency required to keep up with large companies in a fiercely competitive market such as the colds and flu market.

**What other strengths do you think pharmaceutical SMEs in general and Engelhard Arzneimittel in particular have over large corporations?**

One decisive advantage enjoyed by pharmaceutical SMEs is our great proximity to the market – in other words, our close contact with patients, doctors and pharmacists. This enables us to act and react quickly and flexibly. In addition, SMEs tend to be very open to cooperation. Learning and benefiting from cooperative arrangements with other companies and universities has always been an important part of Engelhard Arzneimittel’s philosophy. We work with several universities, for example. Another example is a biotech company that decided to work with us on developing a new medicine. Collaborations based on mutual respect are very important in this regard. Another great advantage is that we do everything ourselves, from research and development through production to sales. Unlike many companies these days, we do not outsource anything. Our highest priority is always to meet delivery deadlines and quality standards. Furthermore, we preserve our independence, as this enables us to think in terms of sustainability and maintain plenty of room for manoeuvre.

**What kind of political changes would you like to see?**

Austerity policies and mandatory discounts present a major challenge for pharmaceutical SMEs, because they often result in a lack of funding for research and development. I hope that we can find a way around this by securing support for research. Research incentives and grants could make a real difference, and they would offer the German pharmaceutical industry a considerable boost. Given the financial difficulties currently facing health insurance companies, our strategy of concentrating on the over-the-counter segment has turned out to be absolutely right, not to mention remarkably prescient. It provides us with the space we need to get closer to our patients and communicate with doctors and pharmacists.

**What for you constitutes innovation and development in pharmaceutics? And can pharmaceutical SMEs be a source of such innovation and development?**

Innovation is not necessarily always about inventing a new molecule. For me, innovation also takes place when an existing active ingredient is developed further. For example, we might develop a way of administering an active ingredient that is of greater benefit to the patient. If we create a smaller tablet which is easier to swallow, and which therefore improves therapeutic compliance, then this is a major benefit for the patient, in my opinion. This example demonstrates that SMEs have great potential to be a source of innovation. Take Prospan®: We are constantly looking for ways of improving this medicine. Feedback and close contact with pharmacists and patients are extremely important to us in this regard. Transforming the very bitter flavour of the dried ivy extract into a palatable liquid was an important innovation, for example, as was developing handy single-dose sachets especially for adults who are out and about all day.

**Looking ahead, what do you think the future holds for Engelhard Arzneimittel and the pharmaceutical SME industry as a whole?**

I think that pharmaceutical SMEs in Germany will continue to thrive. Companies that are well positioned and know what their core competencies are have very good prospects. Every day we work on making our products even more effective and tolerable for patients. We will continue to hold ourselves to these high standards and to work closely with pharmacists, doctors and international partners in the future.

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**Did you know …**

… that there are 817 pharmaceutical companies in Germany? In 2013, the German pharmaceutical industry manufactured pharmaceutical products valued at €29 billion in total. In the same year, 110,036 people were employed by companies that manufacture pharmaceutical products. The pharmaceutical industry is Germany’s most research-intensive industry, conducting even more research than the automotive and engineering industries.

Source: Pharma-Daten 2014, Bundesverband der Pharmazeutischen Industrie e.V. (German Pharmaceutical Industry Association)
Our journey: From the pharmacy to today

1826

The Rosen-Apotheke opens

Karl Philipp Engelhard’s entrepreneurial career begins in 1861 when his father, Georg Heinrich Engelhard, who had opened the Rosen-Apotheke back in 1826, passes the pharmacy on to his son. Due to time constraints, Karl Engelhard sells the pharmacy in 1901. However, he remains loyal to his profession as a pharmacist for the rest of his life. He is appointed as an honorary member of the German Pharmacists Association in 1922 in recognition of his commitment to the pharmacy profession.

1868

Iceland moss paste

Karl Philipp Engelhard develops a recipe for a paste made of the lichen Iceland moss. The paste soothes the vocal cords and alleviates sore throats. More than 140 years later, Isla® moss is one of Engelhard’s top-selling products, making Iceland moss paste one of the company’s unparalleled success stories.

1872

A pharmaceutical factory is established

At this point, Karl Philipp Engelhard can already look back on 10 successful years in business as a pharmacist. Thanks to his exceptional business acumen and talent for developing new products, his products are sold beyond his own pharmacy’s counter, beyond the city of Frankfurt and even beyond Germany.

1888

First gas engine

The pharmacy is receiving so many orders that it is no longer possible to prepare the products by hand. Karl Philipp Engelhard responds quickly to the increasing number of orders by installing machines to manufacture the products. This paves the pharmacy’s way for future expansion.

1891

Engelhard builds a manufacturing plant in the north-east of Frankfurt

Due to rising sales, the company needs to move to its own manufacturing plant. Karl Philipp Engelhard invests in the right site at the right time. Engelhard’s decision to build his own manufacturing plant proves to play a vital role in the creation of the company’s own business model and in the establishment of business strategies that continue to shape Engelhard Arzneimittel to this day.

1890s

Dialon® and custom packaging

A new business model emerges in the 1890s, when Karl Philipp Engelhard is one of the first companies to produce custom packaging. Engelhard gives pharmacies the option of individualising industrially manufactured products by having the pharmacy’s name printed on the packaging. In addition, Engelhard launches Dialon® powder, a skincare product suitable for children that becomes one of the company’s most successful products over the next few decades.

1859

Tyrosur®, which contains the active ingredient tyrothricin, is another product developed in-house by Engelhard Arzneimittel. The product is still a successful over-the-counter treatment for wounds today.

From 1971

Fourth generation

One by one, the founder’s great-grandsons – Dr Rolf Engelhard, Karl Michael Engelhard and Georg Maximilian Engelhard – join the family company. Together they manage to ensure that the company emerges stronger than ever from the difficult economic recession that hits Germany in the 1970s. The fourth generation successfully modernises the company without losing sight of the old traditions.
1980
Internationalisation: Beginnings and rapid expansion
From 1980 onwards, Engelhard builds on the initial international successes it enjoyed in the 1930s. At first, its development as an international company focuses on just a few countries, but the process of internationalisation rapidly increases in scope. This marks the beginning of a new chapter in the Engelhard success story – a chapter that the company continues to write today.

From 1996
Relocation to the outskirts of Frankfurt
The original manufacturing plant is now more than 100 years old and is no longer equipped to meet the demands of modern production processes. Furthermore, its facilities cannot handle the sheer number of orders the company receives. A building already owned by the company in north-east Frankfurt is renovated and equipped with state-of-the-art technology and production facilities.

2003
A breakthrough in phytotherapy research
Engelhard Arzneimittel conducts pioneering basic research on the medicinal plant ivy, decoding the alpha-hederin’s mechanism of action. This is a milestone in rational phytotherapy.

2012
muxan®, a cream with a patented formula for treating cold sores, is launched. It contains docosanol, an active ingredient that shields healthy skin cells, preventing the herpes virus from penetrating them and continuing to replicate. As a result, the cream reduces the time it takes cold sores to heal and alleviates unpleasant symptoms. muxan® is therefore the perfect addition to Engelhard Arzneimittel’s range of products for treating skin conditions.

1991
Prospan® Cough Syrup
Prospan® is the result of several years of research by Engelhard Arzneimittel. When it is launched, it surpasses all expectations. The syrup, which contains the tried-and-tested active ingredient derived from ivy, has no alcohol or sugar, making it suitable for children. This dosage form is an important milestone that furthers the expansion of the company’s domestic business and export markets.

2001
Fifth generation
The company is around 130 years old when the fifth generation of managing directors take over. Oliver Karl Maximilian Engelhard and Richard Mark Engelhard are also committed to maintaining the values of the company’s founder, who defined entrepreneurship as striking a balance between tradition and innovation, who preferred steady growth to rash action, and who recognised early in his career the importance of establishing and maintaining a brand.

2012
140 years of Engelhard Arzneimittel
In 2012, Engelhard Arzneimittel celebrates its 140th anniversary. The independent family business now has more than 300 permanent employees and its products are sold in around 90 countries around the world.

2014
isla® medic hydro+
Engelhard Arzneimittel adds a new product to its trusted isla® range. isla® medic hydro+ offers effective relief to people suffering from severe sore throats and irritation of the vocal cords caused by colds. This medicinal product contains an innovative combination of ingredients offering long-lasting protection and moisture to irritated mucous membranes.
Even in its early days, Engelhard Arzneimittel realised that its products had great potential for the international market. The company’s export activities started out small, but have achieved enormous success in the intervening years. The company now exports to more than 100 countries and works closely with independent distribution partners across all continents.

Engelhard products are known around the world for their consistently high quality. However, international success requires more than strong brands. Thus the company also places great emphasis on maintaining close relationships with its partners all over the world. Mauricio Aravena, Director of the International Division, is convinced that “this is the key to our success”. Engelhard Arzneimittel’s global activities are therefore based on close, long-term partnerships, trust, mutual respect and professional yet friendly collaboration.

“The business relationship between our companies began in 2000 with the launch of Prospan® in the Latin American countries we operate in. Since then, we have successfully established the various Prospan® dosage forms in their markets. The success of Prospan® has formed a solid basis for our excellent working relationship.”

Sergio Fazio, Mega Pharma, Uruguay

“I associate Engelhard Arzneimittel with a pleasant, friendly and respectful business relationship. Engelhard Arzneimittel places great emphasis on friendliness. The company is a major source of professional support and inspiration for all its export partners.”

Jelena Golocorbin, Salveo, Serbia

Did you know …

... that Argentina’s population of 43 million is lower than the number of packets of Prospan® sold worldwide?
Prospan®: The internationally top-selling brand

Prospan® is one of the company’s most successful brands, both in Germany and abroad. In fact, it is the world’s top-selling plant-based cough syrup. Prospan® is the market leader in many countries, and in most of these countries its market share reaches the double digits. This is a huge success, especially given that at one time, the market environment in most countries was dominated by synthetic products. “Positioning an entirely plant-based product in such an environment was a huge challenge,” says Mauricio Aravena. But once the product managed to secure a place in the market, sales increased dramatically. This success made Prospan® a trailblazer for other plant-based medicines produced by both Engelhard Arzneimittel and other phytotherapy companies, whose products continue to benefit from the changed market conditions.

Other product ranges are enjoying international growth

Other Engelhard Arzneimittel products – such as the isla® range – have also achieved top positions in other countries. The double-digit growth enjoyed by the company in recent years is spurring it on even further. By stepping up its brand-building efforts and extending them to other products, Engelhard Arzneimittel is gradually augmenting existing structures and tapping new markets. The company’s export markets are currently concentrated in Central and Eastern Europe, the Middle East and Latin America. However, plans are under way to increase the company’s activities in Asia, Africa and Western Europe. Engelhard Arzneimittel’s goal in expanding is not just to achieve an international presence. The company also aims to become a leader in each market it enters. Engelhard products’ firm scientific basis gives sales and distribution partners an excellent foundation for positioning the products in local markets. To maximise success, the company offers its partners support in the form of marketing solutions tailored to the specific requirements of each country.
The best way for a company to achieve technological progress and competitiveness is by developing its own knowledge in-house. Our Research and Development division is responsible for ensuring that Engelhard Arzneimittel stays innovative and keeps producing top-quality products.

Medical progress relies on pharmaceutical research and development. And this is Engelhard Arzneimittel’s mission: to find new approaches to creating innovative medicines and to keep enhancing existing products. The company’s top priority is to develop effective medicines that have minimal side effects and are well tolerated. The highly qualified scientists in the Research and Development division work towards this goal. The journey from the initial idea to market authorisation for a new active ingredient is a long one, however. Every day, we oversee numerous studies on the effectiveness and tolerability of a medicine. Throughout this journey, our customers’ health always comes first.

Combining new ideas with tried-and-tested ones

Being innovative entails keeping up to date with the latest developments while learning from the past. That is why the Research and Development division believes in combining new ideas with tried-and-tested ones. Engelhard Arzneimittel conducts basic research into both its traditional therapeutic areas and therapeutic areas it is not so familiar with, working with both familiar and unexplored substances. This broad approach enables the company to keep optimising its product portfolio and discover new trends. Engelhard Arzneimittel always adheres to strict ethical principles and the highest quality standards, as these are the cornerstones of objective research. Prospan® is the result of a commitment to high quality standards and intensive research into the product’s active ingredient, which is derived from ivy leaves. The development of Prospan® saw Engelhard Arzneimittel set
new standards in rational phytotherapy and unequivocally prove its effectiveness for respiratory tract illnesses. This was a huge step forward for research on plant-based medicines. Aside from Prospan®, the company mainly produces other medicines for respiratory illnesses as well as treatments for dermatological conditions, with a focus on pharmacy-only products. In addition to medicines, Engelhard researches and develops other medical products, cosmetics and special dietary foods for medical purposes. For several years, Engelhard has been one of the few German companies to conduct intensive research on medicines that meet the special requirements of children and infants. Engelhard Arzneimittel also devotes special attention to older people, who often suffer from several illnesses at once, and who therefore require exceptionally gentle and well-tolerated medicines. For these and indeed for all patients, the company’s objective is to find patient-friendly solutions that respond to specific requirements.

Cooperative research products are creating synergies

If you want to keep moving forward, you need plenty of input and impetus. This is why it is so important that Research and Development maintains a close relationship with other internal divisions such as Production and Sales. Cooperation with external partners plays an equally important role in our daily work. Engelhard Arzneimittel has been drawing on the experience and expertise of scientists, universities and institutions for several years, because sharing knowledge with experts is the only way to maintain the vision needed to develop innovative insights. Cooperative projects with outstanding scientists from all over Germany are the source of a diverse range of synergies. They are also helping to ensure that Engelhard Arzneimittel will continue to thrive into the future, when tailored medicines that meet the specific needs of the individual will become increasingly important. In addition, preventive medicine is set to become increasingly important. Engelhard Arzneimittel is already exploring the relationship between nutrition and immunology with a view to helping prevent illnesses in the future and offering patients better-tolerated medicines tailored to their requirements.

Did you know ...

... that Engelhard Arzneimittel invests significantly more than average in studies of its products? For example, data on 65,000 patients who participated in clinical trials and observational studies confirming the effectiveness and tolerability of dried ivy extract has been analysed to date.

For mandatory information on these medicines, please see page 26.
Creating top-quality products in our own facilities
The little brown glass bottles are lined up tightly as they move down the conveyor belt. The filling nozzle moves up and down continuously, injecting the exact same quantity of liquid into each bottle. In the blink of an eye, a screw cap is affixed to the opening. As they continue down the conveyor belt, the bottles are scrutinised by a production line employee. Finally, their distinctive green labels featuring the familiar picture of an ivy leaf are attached in seconds flat. At the company’s plant in Niederdorfelden, Hesse, Engelhard Arzneimittel products – including Prospan® – are manufactured in accordance with the highest quality standards.

It is a long journey from ivy leaves to the finished product in its packaging on the pharmacy shelf – a journey that requires detailed logistical planning, numerous quality controls and the expertise of many employees. The company’s commitment to delivering consistently high-quality products defines every step of the production process. Yet Engelhard Arzneimittel also produces an enormous volume of products each year. If you were to line up the tablets the company produces each year, they would stretch from Frankfurt to Barcelona, while enough Prospan® Syrup is manufactured to fill six large swimming pools. “You have to take many things into account if you want to produce high-quality medicines,” says Dr Oliver Schmidt, Pharmaceutical Director at Engelhard Arzneimittel. “But one thing is absolutely crucial: a commitment to quality must be firmly anchored in the company’s philosophy and policies, and this commitment must be put into practice by all members of staff.” Based on this commitment, the company has developed a comprehensive quality management system which ensures that processes are transparent and that the facilities and equipment are suitable for manufacturing medicines. But while the system is finely honed by now, Dr Schmidt believes in the importance of constantly re-examining the processes. “We want to keep improving, which is why we critically examine questions such as ‘What is the real value of the processes?’ and ‘What aspects are worth changing’,“ he explains.

Thorough quality controls are performed before the raw materials are even sourced

The production process begins with numerous procedures and controls that are performed before the raw materials are even sourced. For example, it is essential to check whether the suppliers are qualified to manufacture their products. A wide range of raw materials are delivered to our plant every day. These are inspected thoroughly before being put into storage. The next step is to prepare for production. Our production staff allocate all the required materials to the planned production batches, check the volumes needed, and double-check that all the raw materials have been tested. Another control takes place when materials that haven’t been thoroughly inspected are automatically blocked. Once the batch has been opened, a transport order is generated for the warehouse and all the necessary materials are brought to the production area. A further visual inspection of the raw materials is conducted before they are weighed by two employees. Dr Oliver Schmidt believes that having in-house production facilities is a crucial advantage. “All our expertise is in one place, which ensures complete transparency,” he explains. “Furthermore, it enables us to intervene in a direct and flexible manner, and to guarantee maximum safety.”
Our plant produces solid, semi-solid and liquid medicines. Thus after they have been weighed, the raw materials are sent in different directions according to the intended dosage form. They are sent either to be granulated and turned into tablets, or to be processed into ointments and syrups. Liquid and semi-solid medicines are produced by mixing together and stirring individual elements. Three massive vats with a capacity of 5,000 litres each are used to produce Prospan® and other liquid medicines. Producing tablets is a little more complex. Firstly, granulate is produced. This intermediary product is created by mixing together a few fixed ingredients. Secondy, the dissolved active ingredients and liquid ingredients are sprayed onto the granulate, which is then pressed into tablets. The tablets are then ready to be packaged.

Manufacturing Esprico® is particularly complex

To manufacture Prospan® Cough Syrup, for example, it takes around two weeks from the start of production to release of the finished product for sale. Each one of our products passes through the hands of around 50 employees in total. However, some products are more complex than others. “At the moment, Esprico® is the most complex product to manufacture,” says Dr Oliver Schmidt. “The omega-3 and omega-6 fatty acids in the fish oil make it extremely sensitive to oxygen and light, so we have to work under oxygen-free conditions right from the start.” It is worth the effort: suspension has a pleasant fruity flavour in spite of the fish oil. Several inspections – or what are called “in-process controls” – take place during the production process itself. For example, when tablets are being manufactured, their mass, diameter and hardness are checked every 30 minutes to ensure they consistently meet the highest quality standards. One sample of the finished products goes to the lab, which must inspect and approve the medicine before the packaging process can begin. With more than 100 export countries to cater for, packaging is very complex, as almost every country has its own special packaging.

Finally, more samples are checked to see if all the information and packaging materials are correct. There is then one last quality control of these samples. Once they have been released for sale, the finished products go to the Dispatch division, which sends them to destinations all over the world.

Did you know…

... that if you were to line up all the ivy leaves that Engelhard Arzneimittel uses in its products in one year, they would circle the globe?
Stepping up to responsibility

Engelhard Arzneimittel has been supporting social causes – whether they take the form of major initiatives or small associations – since it was founded. We believe in stepping up to our responsibilities at regional, national and international levels. Our success at Engelhard Arzneimittel has made us even more aware of the plight of those members of society who are not so fortunate. Indeed, the company’s founders recognised that commercial success brings with it enormous responsibility, not just to employees, customers and partners, but also to society and the environment. Social engagement has therefore been deeply rooted in Engelhard Arzneimittel’s philosophy right from the start.

Engelhard Arzneimittel is committed to supporting many different projects around the world, throughout Germany and in the local area. The company does not only assist major, well-known projects; it has also been supporting and investing in long-term cooperation with smaller initiatives at the local level for many years. One of the main beneficiaries of our support is Plan, an international children’s development organisation that runs a child sponsorship programme. Plan protects children and their rights in developing countries in Africa, Asia and Latin America. Its diverse projects aim to lead to a long-lasting improvement in the living conditions of children, their families and their communities. The organisation works independently of politics, religion and the state. Since 2010, Engelhard Arzneimittel has been supporting Plan’s outstanding work by sponsoring children. The company has helped 44 children to date – and plans to help many more in the future.

This project has also benefited from Engelhard Arzneimittel’s close cooperation with companies in other countries, as Engelhard employees and partners all over the world are working together to sponsor as many children as possible. Engelhard Arzneimittel has been supporting smaller projects for many years, too. The company is particularly interested in promoting team spirit and a sense of community across a broad social spectrum. Thus the company provides assistance to various sports teams and schools as well as the English Theatre in Frankfurt am Main. The company intends to continue supporting these local initiatives in order to give something back to its region.

Source: Plan
**Facts and figures**

Located in the Rhine-Main region of Germany, Engelhard Arzneimittel is a medium-sized research-based pharmaceutical company. Founded by the pharmacist Karl Philipp Engelhard in 1872, this family company can now draw on more than 140 years of experience. Its product ranges, which focus mainly on treating respiratory illness and dermatological conditions, include phytopharmaceuticals. The company's medicines are market leaders both in Germany and internationally. At present, around 370 employees are involved in producing innovative, high-quality medicines.

<table>
<thead>
<tr>
<th>Established</th>
<th>31 October 1872</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location</td>
<td>Niederdorfelden, Germany</td>
</tr>
<tr>
<td>Therapeutic areas</td>
<td>Respiratory tract illnesses, skin conditions, attention deficit disorders, digestive problems</td>
</tr>
<tr>
<td>Portfolio</td>
<td>Medicines, medical products, dietary foods for special medical purposes, cosmetics</td>
</tr>
<tr>
<td>Managing Directors</td>
<td>Oliver Karl Maximilian Engelhard, Richard Mark Engelhard, Dr Rolf Engelhard</td>
</tr>
<tr>
<td>Brands/products</td>
<td>Prospan®, isla® moos, isla® cassis, isla® mint, isla® ginger, isla® medic hydro⁺, isla® medic hydro⁺ Cherry, Tyrosur®, muxan®, Trachilid®, Esprico®, Nisita®, Mykoderm®, Glycilax®, Citramin®, chlorhexidin preparations, Zinc Ointment Dialon®, White vaseline</td>
</tr>
<tr>
<td>Total sales in 2015</td>
<td>€101 million</td>
</tr>
<tr>
<td>Number of employees</td>
<td>Approx. 370</td>
</tr>
<tr>
<td>Of which apprentices</td>
<td>10</td>
</tr>
<tr>
<td>Apprenticeships</td>
<td>Industrial Business Management, Pharmaceutical Technology, Bachelor of Arts – Industry (BA)</td>
</tr>
<tr>
<td>Number of export countries</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Quality management and certification</td>
<td>GMP (Good Manufacturing Practice) standards, DIN ISO 9001 standards and 13485 certificate</td>
</tr>
</tbody>
</table>

Information last updated: August 2016
Our products at a glance

**PROSPAN**
With the four powerful benefits of ivy

**isla**
Loving care can bring the greatest comfort
For sore throats and coughs, there’s isla®

**Tyrosur®**
Wounds need love and Tyrosur®

**muxan**
Doubly effective against cold sore infections

**Trachilid**
For rapid relief from sore throats

**ESPRICO®**
Effective nutrition therapy for treating ADHD, learning difficulties and concentration problems

**Nisita®**
Moisture and care for the nose

**Mykoderm®**
Mycosis treatment from top to toe

**Glycilax.**
The gentle laxative

**Citramin®**
For mild inflammation of mucous membranes in the mouth and throat

**Chlorhexidine preparations**
Recommended for treating inflammation of the gums and oral mucous membrane caused by bacteria

**Zinc Ointment Dialon®**
For treating wounds

**White vaseline**
Protection and care for stressed skin

For mandatory information on these medicines, please see page 26.
Mandatory information

Chlorhexidine digluconate ready-to-use solution 0.2%; for use in the oral cavity.
Chlorhexidine digluconate solution 2%; concentrate for producing a solution for use in the oral cavity; active ingredient: chlorhexidine (digluconate); uses: to temporarily reduce the bacterial count in the oral cavity; to support the healing process following periodontal surgery; as a temporary treatment to support mechanical cleaning where inflammation of the gums and oral mucous membrane has been caused by bacteria; where the patient’s ability to maintain oral hygiene is reduced.
Warning: Chlorhexidine digluconate ready-to-use solution 0.2% contains 7.9% alcohol. *Information last updated: January 2014

Glycilax® for Adults; Glycilax® for Children; suppositories; active ingredient: glycerol 85%;
uses: as a laxative in cases of constipation and painful stool evacuation. *Information last updated: March 2014

muxan® 100 mg/g Cream; active ingredient: docosanol; uses: to treat the early stage of recurring cold sores; suitable for immunocompetent adults and children over the age of 12.
NB: contains propylene glycol. *Information last updated: March 2013

Mykoderm® Healing Ointment; active ingredients: nystatine, zinc oxide; uses: to treat yeast infections of the skin. These may appear in folds in the body such as around the groin and take the form of nappy rash.
Mykoderm® Miconazole Cream; active ingredient: micanozole nitrate; uses: to treat interdigital mycosis (yeast infections between the fingers and toes), mycosis (fungal infections) of the skin and skinfolds, superficial candidiasis (fungal skin infections caused by any form of candida).
Warning: contains benzoic acid.
Mykoderm® Oral Gel; gel for use in the oral cavity; active ingredient: miconazole; uses: to treat yeast infections of the oral mucous membrane (oral candidiasis) *Information last updated: July 2014

Prospan® Cough Liquid, liquid;
Prospan® Cough Lozenges; Prospan® Cough Syrup, liquid;
Prospan® Cough Drops, liquid; active ingredient: dried ivy extract; uses: to treat the symptoms of chronic inflammatory bronchial diseases; to treat acute inflammation of the respiratory tract with coughing symptoms. NB: please consult a doctor immediately if symptoms persist or if the patient suffers from shortness of breath, fever or purulent or bloody discharge.
Warning: Prospan® Effervescent Cough Tablets contain lactose and sodium compounds.
Prospan® Cough Drops contain 47% alcohol. *Information last updated: August 2015

Trachilid® Sore Throat Lozenges; lozenges; active ingredient: lidocaine hydrochloride 1 H_2O;

Tyrosur® Gel/Tyrosur® Powder; powder for use on the skin; active ingredient: tyrothricin;
uses: to alleviate small, superficial wounds with minimal weeping and bacterial superinfection involving pathogens that are sensitive to tyrothricin, such as tears, scratches and grazes.
Warning: Tyrosur® Gel contains propylene glycol. *Information last updated: January 2014

Zinc Ointment Dialon®; active ingredient: zinc oxide; uses: to promote wound healing, including weeping or itchy wounds and cracked skin; to cover wounds.
Warning: contains lanolin alcohol and cetostearyl alcohol. *Information last updated: April 2014

*For risks and side effects, please read the package insert and consult your doctor or pharmacist.

This information refers to the German registration. Please refer to the package leaflet for the country of interest.