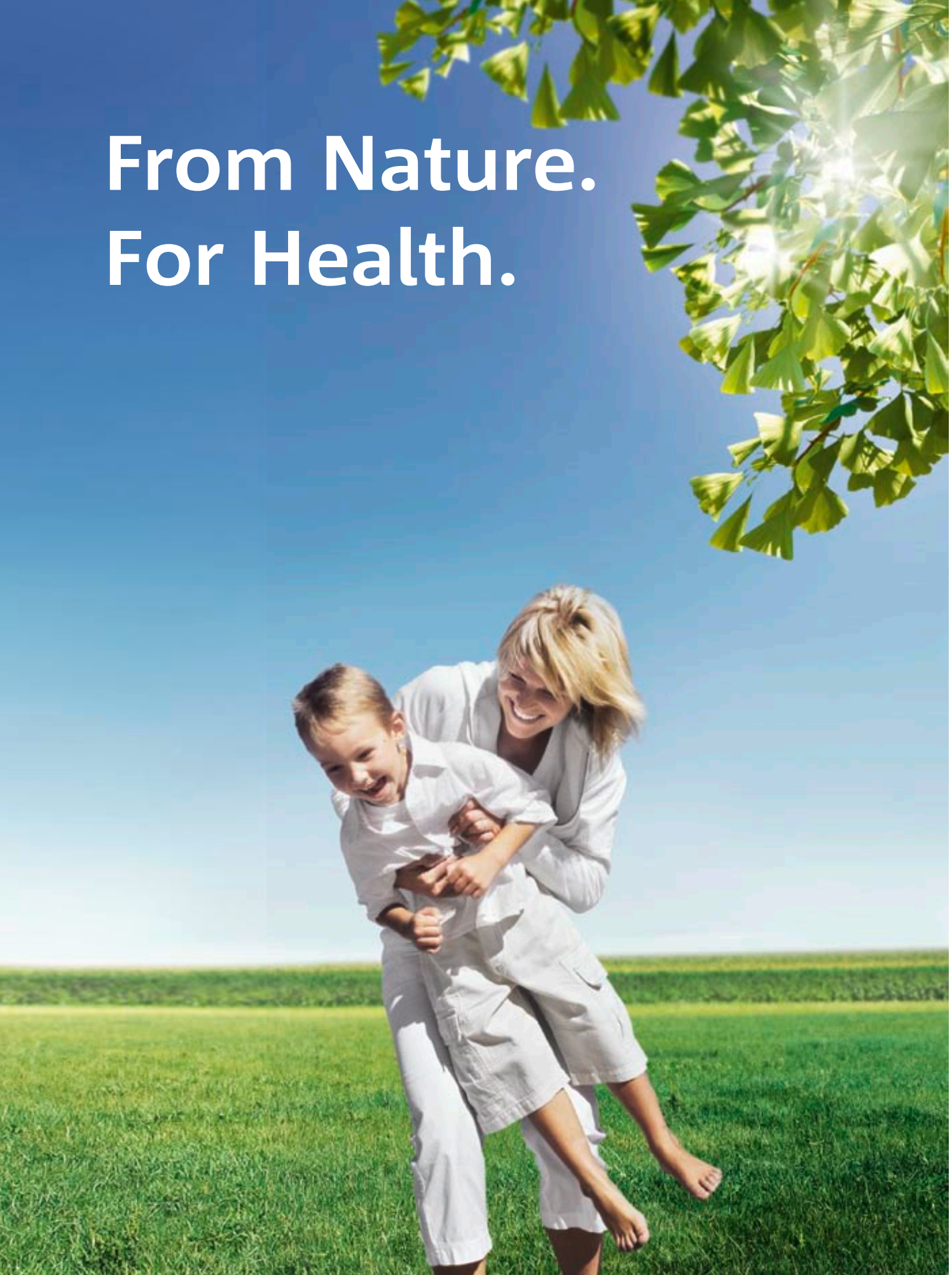


Dr. Willmar Schwabe  
Pharmaceuticals



From Nature.  
For Health.





## Contents

<b>RELIABILITY IS IN OUR NATURE</b>	<b>6</b>
A COMPANY WITH TRADITION	8
GLOBALLY OPERATING	10
<b>INNOVATION IS IN OUR NATURE</b>	<b>12</b>
INNOVATIVE AND RESEARCH-DRIVEN	14
EXPERTS IN PHYTOMEDICINES	16
<b>QUALITY IS IN OUR NATURE</b>	<b>18</b>
DEVELOPING SAFE AND EFFECTIVE THERAPIES	20
A WIDE RANGE OF PHYTOMEDICINES	22
<b>RESPONSIBILITY IS IN OUR NATURE</b>	<b>24</b>
TAKING RESPONSIBILITY	26
A PROMISING FUTURE	28



Helping people to lead a sustainable, productive and healthy life.



The Ginkgo tree inhabits earth since 250 million years. Enough time to develop the most effective healing powers.



Dear Reader,  
Good health is one of today's most important challenges. For more than 140 years Schwabe Pharmaceuticals has been committed to improving people's health and quality of life. We do so by researching and developing plant-based medicines and health-care products. Our goal is to create value through innovation. We believe that innovative phytomedicines will become increasingly important over the next few decades. By influencing several target systems in the body at the same time, they may be more appropriate for patients suffering from complex or age-related diseases than is the "silver bullet" approach of synthetic medicines. In the future, phytomedicines will help people, worldwide, to lead a sustainable, productive and healthy life. We are actively shaping the company's international future

in a changing and challenging global market. Our goal is to maintain our market leadership in phytomedicines by introducing our products into new markets, expanding our network of affiliates and distribution partners, and providing more extensive access to our health-care solutions. Tapping these global growth potentials will provide our shareholders with an appropriate return on investment. This at the same time means job security for our employees. Their commitment, experience and creativity are the source of our success.

At Schwabe Pharmaceuticals we share a common vision:  
"From Nature. For Health."

I would like to invite you to learn more about this vision and our company on the following pages.

A handwritten signature in blue ink, appearing to read "Reischig". The signature is fluid and cursive, written in a professional style.

Dr. Dirk Reischig,  
Chairman and CEO

▷ **RELIABILITY**

- INNOVATION
- QUALITY
- RESPONSIBILITY





# Reliability is in our nature

We see ourselves as a partner in health care and are actively involved in integrated medical care concepts.

## A company with tradition

For more than 140 years, Schwabe Pharmaceuticals has been dedicated to providing innovative phytomedicines to patients and health care professionals. In 1866, Dr. Willmar Schwabe founded the company in Leipzig. He developed pharmaceutical standards for medicinal plant extracts, some of which are still valid today.

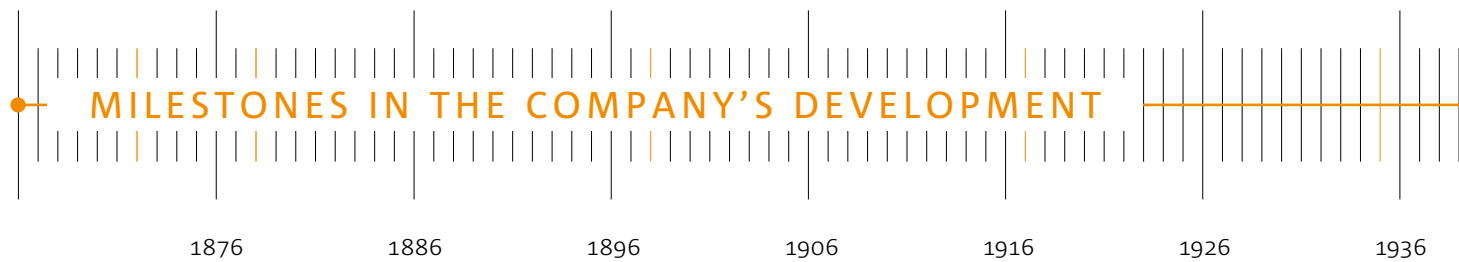
With each following generation, Schwabe Pharmaceuticals continued to grow. Today, Dr. Willmar Schwabe Pharmaceuticals is the leading manufacturer of phytomedicines worldwide but the values of the founder still guide the company's evolution:

RELIABILITY  
INNOVATION  
QUALITY  
RESPONSIBILITY

These are the principles on which our success is based.



# 1866



**1866**

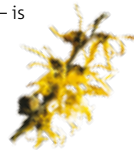
Dr. Willmar Schwabe founds the company in Leipzig.

**1872**

Dr. Schwabe's "Pharmacopoeia Homoeopathica Polyglotta" is published in several languages.

**1878**

Schwabe's first phytopharmaceutical product, "Schwabe's hamamelis ointment" – today's Hametum® – is launched.



**1898**

The first company abroad is founded in Amsterdam, the Netherlands.

**1917**

Pharmacist Dr. Willmar Schwabe II takes over the company management.

**1935**

The company management passes to Dr. Willmar Schwabe III, physician and pharmacist, and Dr. Wolfgang Schwabe, pharmacist and business executive.

**1943**

Crataegutt®, a phytomedicine for heart failure, is launched.

**1965**

Tebonin®, the first Ginkgo biloba drug, is launched in Germany.

**1975**

Venoplant® retard is introduced to the German market.

**1976**

Biochemist Dr. Klaus-Peter Schwabe becomes managing director.

**1982**

Tebonin® forte is launched.



The company sets up its own Ginkgo plantations in France and the United States.

**1985**

In Germany, Spitzner Pharmaceuticals is acquired.

**1985 - 1991**

Further companies are purchased in Italy, Switzerland, Spain, Germany and the US.

**1996 - 1999**

Schwabe invests in own companies in China and Russia.

**2000 - 2003**

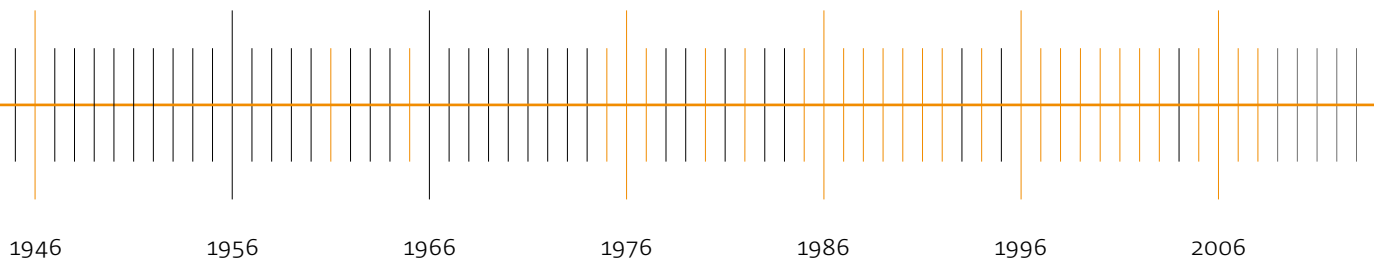
Subsidiaries are founded in the Czech Republic, Slovakia, and Hungary.

**2004**

Nature's Way of Canada Ltd. is founded.

**2005**

In Singapore, Schwabe Pharma Asia Pacific Pte. Ltd. starts operations.



1946

1956

1966

1976

1986

1996

2006

**1946**

After losing its headquarters in Leipzig Schwabe is re-established in Karlsruhe-Durlach.

**1961**

The Deutsche Homöopathie-Union (German Homoeopathic Union, DHU) is founded, manufacturing and distributing homoeopathic medicines, while the Schwabe parent company concentrates all its research and development activities on allopathic phytomedicines.

**1977**

Business executive Dr. Wolf-Dietrich Schwabe becomes managing director.

**1980**

The Schwabe group enters the Mexican market via the company Farmasa.

**1992**

The Schwabe Pharma AG is founded in Switzerland. Schwabe enters the US herbal medicine market via Nature's Way, Inc..

**1994**

In India Dr. Willmar Schwabe India Pvt. Ltd. is founded. Schwabe becomes stakeholder of Austroplant Arzneimittel GmbH, Austria.

**2006**

Abkit Inc. USA is purchased.

**2007**

ASI Romania starts operations.

**2008**

Schwabe acquires MH Pharma UK.





## Globally operating

From modest beginnings, our company has grown to be an enterprise of international standing. Dr. Willmar Schwabe Pharmaceuticals aims at further strengthening its leading position in the research, development and marketing of phytopharmaceuticals, ultimately benefiting customers and achieving commercial success.

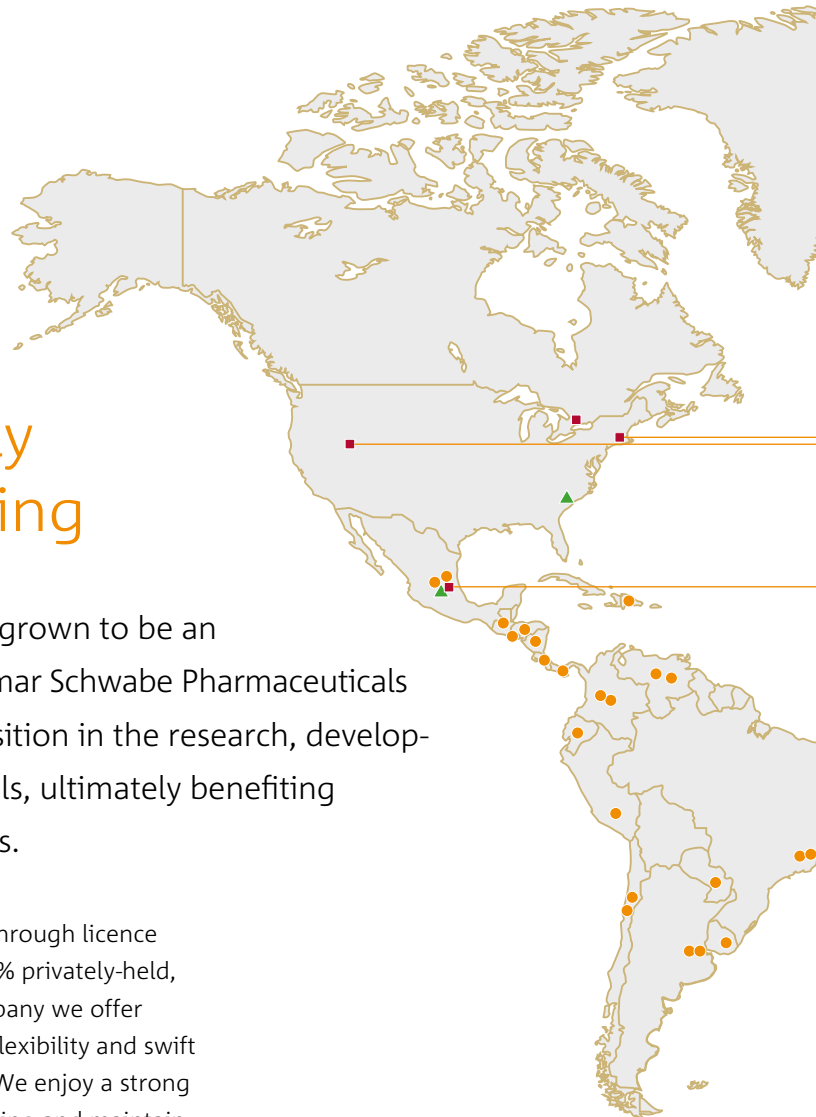
The group comprises several companies in Germany as well as more than 20 subsidiaries and joint ventures around the world. Our company's share in the European, Asian and American markets has been increasing since the 1980s. International business represents roughly half of the total group turnover and contributes significantly to the company's growth strategy. The Schwabe Group is presently expanding its marketing activities in five continents. Regulatory requirements are a major factor in determining the amount of time and expense related to the successful development and marketing of a product. We are experts at adapting to the changing regulatory needs and have achieved more than 800 drug registrations world-wide. Today, our products are available in over 60 countries either through Schwabe's own companies and

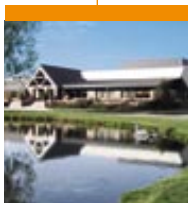
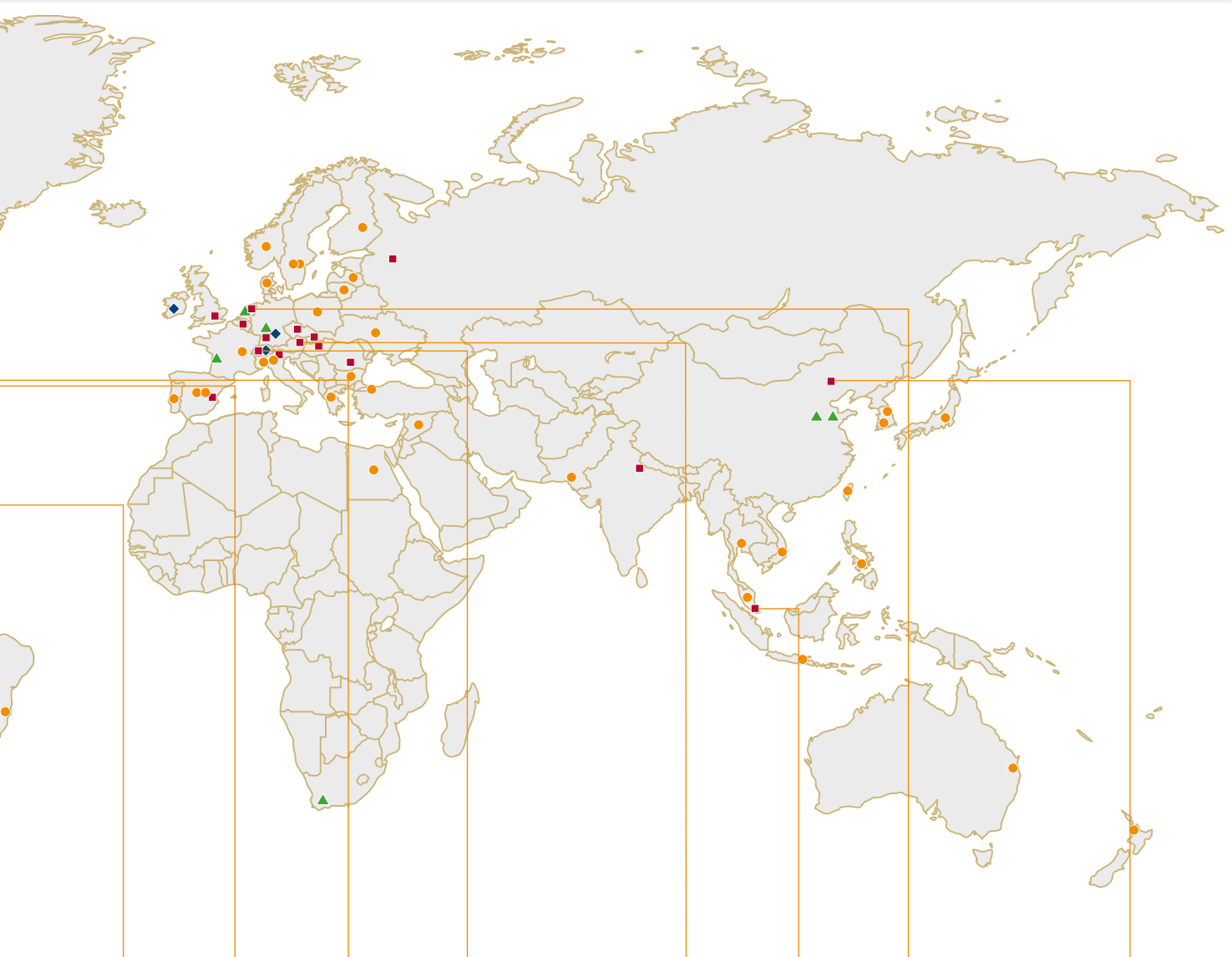
joint ventures or through licence partners. As a 100% privately-held, independent company we offer both exceptional flexibility and swift decision making. We enjoy a strong record in establishing and maintaining successful business relations with our partners.

We know that sharing of information is essential to maintaining people's confidence. Schwabe's International Division ensures reliable and fast communication of both business and scientific topics and serves as the primary point of contact for our international customers. We are delighted to work with our partners in healthcare around the world.

A handwritten signature in blue ink, appearing to read 'W. Busse'. The signature is fluid and cursive.

Dr. Werner R. Busse,  
Director International Division

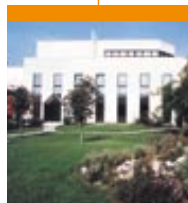




**Nature's Way**  
USA



**Schwabe Pharma**  
Switzerland



**Austroplant**  
Austria



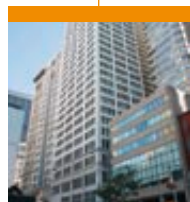
**VSM Geneesmiddelen**  
Netherlands



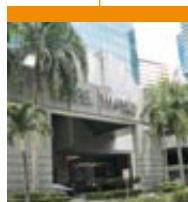
**Schwabe-Wenex**  
China



**Laboratorios Farmasa**  
Mexico



**Abkit**  
USA



**Schwabe Pharma Asia Pacific**  
Singapore



# Innovation is in our nature

We take people's needs  
seriously and research with  
passion to fulfil them.





## Innovative and research-driven

Many plants have hidden healing power. We make them available for people.



Hawthorn provides the active ingredients for Crataegutt®, a heart failure medication.

Schwabe Pharmaceuticals reinvests a significant amount of annual sales in research and development of innovative phytomedicines. Drug development focuses on central nervous system and cardiovascular diseases as well as on respiratory and urological indications.



Increased blood flow following administration of Ginkgo biloba extract EGb 761®.

The research process starts with the screening of new plants. Subsequently, special extracts from the plants are developed. A sophisticated production technology finally leads to a product in which beneficial active principles are enriched. At the same time, harmful components are eliminated from the extract.

The derived plant extracts are thoroughly screened using relevant pharmacological and toxicological models to ensure optimal customer safety. The efficacy and safety of our products are investigated in clinical trials prior to their introduction into the markets. Such trials are performed and monitored by our own clinical research unit in accordance with the ICH-GCP guidelines. Schwabe's clinical research on phytomedicines derived from Ginkgo

biloba, Saw Palmetto, Hawthorn and St. John's Wort, to name but a few, has significantly contributed to the acceptance of science-based phytotherapy in the medical community. Looking back on the long in-house tradition of such studies, Schwabe Pharmaceuticals may be regarded as the inventor of evidence-based phytomedicine. Our dedication to proving the efficacy and safety of our phytomedicines through rigid pharmacological and clinical studies is unique. This commitment to research and development has fostered long-term academic and corporate partnerships.



## Experts in phytomedicines

We control the whole process from harvesting the plants to the production of the finished goods.



On our plantations the raw material is grown under controlled conditions.

High quality raw plant materials are mandatory for the production of our unique phytomedicines. We addressed this issue by establishing our own plantations in Europe, China, South Africa and the USA. Apart from the quality aspect, this also helps to avoid over-exploitation of wild populations of these medicinal plants and contributes to the conservation of biodiversity.



High-speed blistering machine

On our plantations, the raw materials for our products are grown under controlled conditions, following the guidelines of Good Agricultural Practice (GAP). During the growing period, changes in the levels of active compounds are monitored in order to harvest at the best possible time.

Our special extracts are prepared using modern pharmaceutical technology. From the experience derived in pilot plants, scaling-up to the industrial extraction process is performed in-house. The primary extracts go through further processing, which increases the concentration of active principles and reduces the quantity of non-desirable substances. The solvent, the type and number of purification and enrichment stages, and many other

processing steps determine the exact composition of our special plant extracts. Finally, the plant extract is processed into different pharmaceutical forms such as tablets, capsules or liquid preparations.

All manufacturing stages, from raw plant material testing to final release of the product, are carried out on our group's own premises and are documented in accordance with the international requirements of the Good Manufacturing Practice (GMP) guidelines.





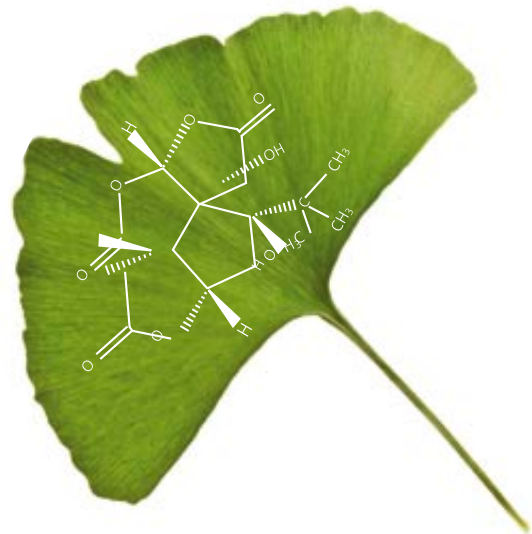
# Quality is in our nature

We want to guarantee pharmaceutical products that are as efficacious and well tolerated as possible and invest in complex production procedures to this end.



## Developing safe and effective therapies

EGb 761®: 14 billion daily  
doses of experience.



Bilobalide is one  
of the active  
compounds  
in the Ginkgo  
biloba extract  
EGb 761®.

Since its launch in 1977, our unique Ginkgo biloba extract EGb 761® has been an outstanding product and is widely accepted to be the best-researched phytomedicine worldwide. It is approved for the treatment of Alzheimer's disease and for vascular disorders such as tinnitus and vertigo.

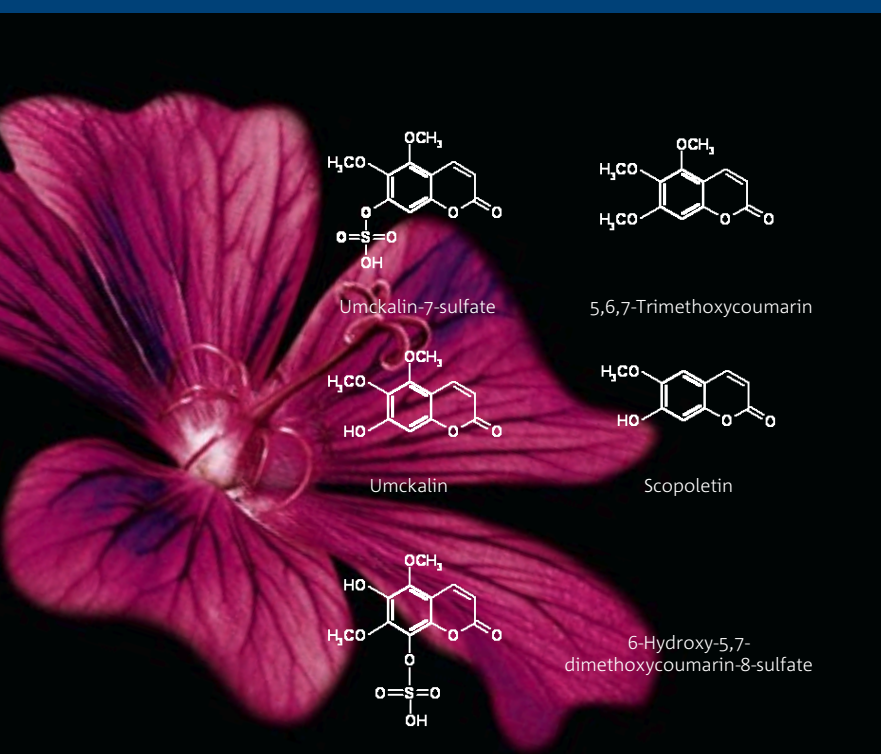
EGb 761® is manufactured in a patented multi-stage process. One ton (1,000 kg) of the dried leaves yields only 20 kg of EGb 761®.

During the production process, the concentrations of active principles are increased by a factor of up to 100. In addition, potentially harmful ingredients are eliminated from the final product.

The efficacy of EGb 761® has been demonstrated in more than 60 controlled clinical studies. Together with an excellent safety profile, this makes EGb 761® a major success in over 60 countries. Over 14 billion daily doses have been placed on the world markets so far.

Currently, more than 8.000 patients are participating worldwide in dementia or dementia prevention trials with EGb 761®. This is the most important clinical development programme for dementia in the early 21<sup>st</sup> century.





## A wide range of phytomedicines

The unique extract EPs® 7630, contained in the preparation Umckaloabo®, is manufactured from *Pelargonium sidoides*.



The raw material for this drug is produced using advanced cultivation methods. This helps to ensure optimal yields of plants with appropriate quantities of active compounds. Schwabe researched and developed an extract of *Pelargonium sidoides* into a unique, clinically and pharmacologically well documented modern medicine for upper respiratory tract infections.

Unlike other cough and cold remedies, Umckaloabo® not only relieves symptoms, but also shortens the duration of the illness itself. It has a unique pharmacological profile which is ideal for the treatment of respiratory tract infections: It activates anti-viral defence, fights bacteria and is mucolytic.



St. John's Wort (*Hypericum perforatum*)

Our research into the properties of St. John's Wort led to the development of WS® 5570, indicated for the treatment of depression. Several controlled clinical trials published in prestigious medical journals have shown that WS® 5570 effectively treats depression in a unique and novel way and is much better tolerated than standard synthetic antidepressants.

In addition to this, Schwabe Pharmaceuticals produces a wide range of phytomedicines indicated for diseases such as decreasing heart performance, venous insufficiency, benign prostatic hyperplasia or sleep disturbances.

All of these products share the common features of our drugs: Outstanding and reliable quality, documented efficacy proven in our own clinical studies and excellent tolerability.







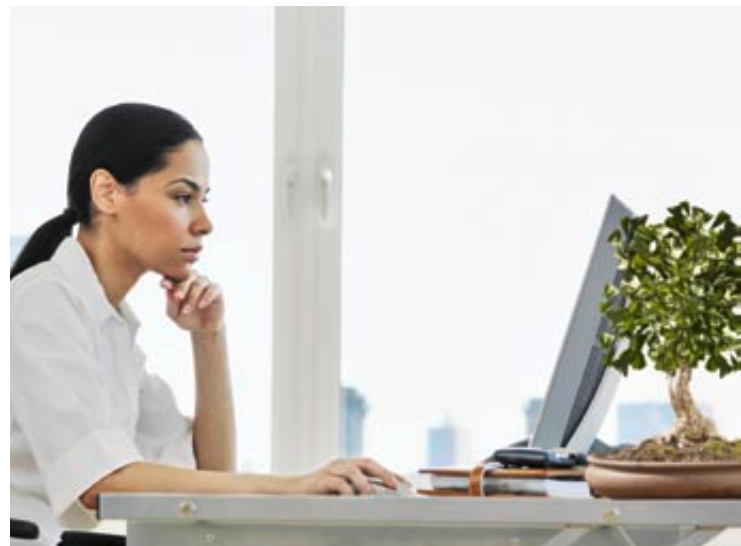
# Responsibility is in our nature

We protect our  
environment and respect  
nature and the communities  
in which we work.



## Taking responsibility

We take responsibility  
and follow a path of  
sustainable development.





Our most important task is to help patients throughout the world achieve the best possible health and quality of life. We supply physicians, pharmacists, patients and caregivers with phytomedicines of highest quality and also provide comprehensive information and training services on these products. Together with recognised experts, we support integrated concepts for the treatment of severe illnesses such as Alzheimer's disease.

We are committed to environmental protection and conservation of natural resources. Our large-scale cultivation of medicinal plants assists in the preservation of natural habitats and protects native plants from further decimation.

The Schwabe Group is one of the phytopharmaceutical industry's most competitive companies. We aim for economical and financial

success not only as an end in itself, but also in order to provide employment for the people working with us, as well as security for their families.

The excellent teamwork and commitment of our staff is fundamental to our company's success; their expertise, drive and creativity is our most valuable asset.

Remembering this, and by making therapeutic advances and providing new solutions for health problems, the Dr. Willmar Schwabe Group is actively shaping the future and caring for the health of both present and future generations.



## A promising future

Our investigations of medicinally active plants take place on a global scale.





The immense biological diversity of plant species in tropical and subtropical regions suggests an almost inexhaustible source of pharmaceutical substances. In this context, close collaboration with local experts is highly important for the success of these research efforts. Our co-operation contracts are based on the guidelines of the Bio-diversity Agreement of Rio de Janeiro (1992), according to the principles of a fair partnership with developing countries.

In several projects we are exploring new paths in plant research, taking local knowledge into account. The underlying concept includes fair benefit sharing between all the parties involved. Newly identified medicinal plants are subsequently tested with regard to their therapeutic action by means of high performance screening systems.

- We operate in an ethical and trustworthy manner
- We listen and respond to people's needs and concerns
- We respect the communities in which we work
- And we care for the protection of the environment.

This is, and will always be, a fundamental part of what and who we are.

Welcome to Schwabe Pharmaceuticals.  
From Nature. For Health.

**Copyright:**

© Dr. Willmar Schwabe GmbH & Co. KG, 2008

All rights reserved. No part of this corporate brochure may be reproduced or transmitted in any form or by any means, electronic or photocopy, without permission in writing from Dr. Willmar Schwabe GmbH & Co. KG, Marketing Information Management.



Dr. Willmar Schwabe GmbH & Co. KG

Willmar-Schwabe-Straße 4

76227 Karlsruhe

Germany

Phone +49 (0) 721 40 05 0 | Fax +49 (0) 721 40 05 202

[www.schwabepharma.com](http://www.schwabepharma.com)



From Nature.  
For Health.

Dr. Willmar Schwabe Pharmaceuticals

182493/47/9898/5000/860001395

DauthKaun Werbeagentur · Karlsruhe, Berlin