



GETTING CLOSER

A people
company

HELPING BETTER





One of our greatest strengths is that for all our growth, we are still a family-owned company that takes on responsibility. Humanity, close contact and personal responsibility are the values lived up to by a big team that is willing to keep on changing and improving.

Our staff are required to make their own decisions and help shape our company. This is the best foundation for showing what we are capable of and developing products that serve to improve human well-being.



Our vision – our mission

Our actions are only strong and credible if we **keep our promises**. Our goal is to support our fellow human beings by serving them as partners. Partners who **are familiar with their needs** and know **how best to help** them.



We are responsible!



We are result-oriented!



We are customer-oriented!



We enjoy what we do!



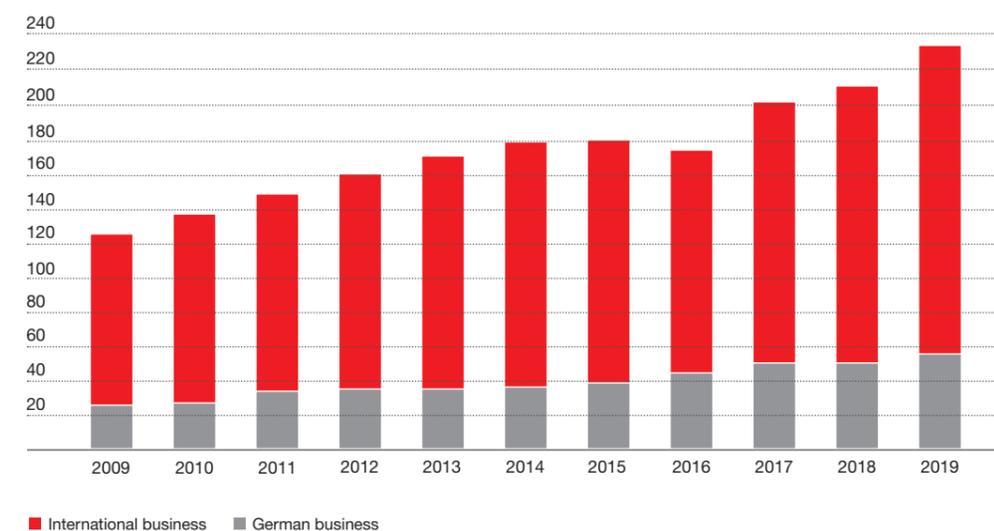


Our company – our performance

WÖRWAG Pharma also strives for **profitable growth** and **improved performance**. After all, a company is only strong if its performance is on track. At the same time, we want to do things our way. For us, growth is not just an end in itself; it also has to fit in with the way we see ourselves. International, but independent.

Globally active with a **large team**, but always **focusing on the individual**. Close to people’s needs, and consequently successful in the long term. Our **product range** is the basis of our success: products that treat diabetic comorbidities and pain/neuralgia.

Revenue development
2009 – 2019 (in EUR million)



Managing Directors Jochen Schlindwein,
Monika Wörwag, and Gerhard Mayer

Our company – our team

It's easy to **identify** with something when you have made a significant contribution to it. This is why we encourage personal responsibility and an entrepreneurial mindset among our staff. **Closeness, equality, team spirit** and the feeling of being **part of a family** are what make the cooperation among our large team so successful.

Flat hierarchies improve our efficiency when finding solutions, and together we tackle our challenges with **motivation** while remaining **conscious of our values**. The fact that we have not forgotten our **origins** and still adhere to this philosophy today makes us strong, even though we are now a globally active company.

60

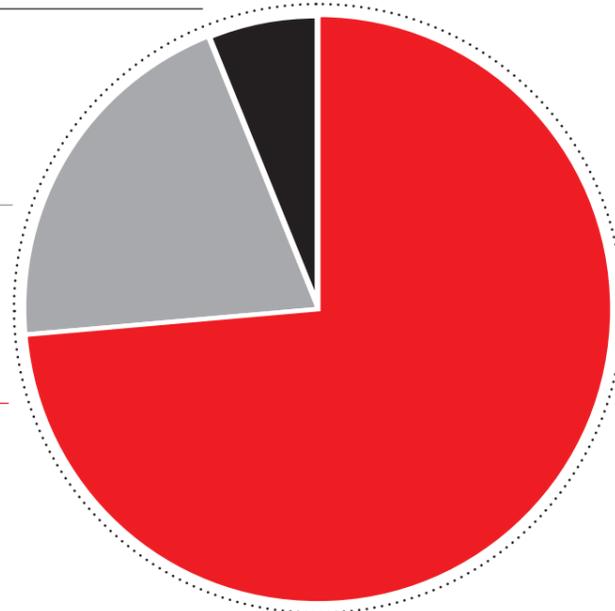
sales reps in Germany

220

staff at head office
in Böblingen

730

staff in the international
business segment





1965

City pharmacy opens in Zuffenhausen

1981

Company starts marketing **magnerot Classic** and **developing biofactors** in Germany

Since 1994

International markets developed in Eastern Europe and Central Asia



2001

The next generation: Monika Wörwag and Dr. Marcus Wörwag take over the company management

2015

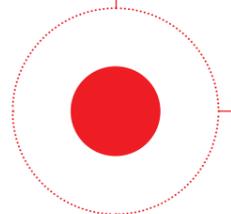
WÖRWAG Pharma's German generic products are **transferred** to spin-off **AAA Pharma GmbH**



2019

Dr. Marcus Wörwag becomes member of the Advisory Board.

Management: Jochen Schlindwein, Monika Wörwag, and Gerhard Mayer



1971

WÖRWAG Pharma **founded** in Stuttgart

1993

First **international location** in Hungary and launch of generic product line

1996

Relocation to **new head office** in **Böblingen**



Since 2010

Expansion to South America and Asia

2016

Sales companies **established** in Russia, Poland and Peru

Our origins – our targets

Present in more than 35 countries.

Our goal: expansion to new markets



1971 Foundation of WÖRWAG Pharma	1999 Slovakia (Bratislava) Poland (Warsaw)	2006 Slovenia (Ljubljana) Belarus (Minsk) Serbia (Belgrade) Armenia	2010 Brazil (São Paulo)
1993 Hungary (Budapest)	2001 Azerbaijan (Baku)	2007 Kyrgyzstan Bosnia	2012 Vietnam (Ho Chi Minh City)
1995 Bulgaria (Sofia)	2003 Georgia (Tiflis)	2008 Montenegro Macedonia	2014 Peru (Lima)
1996 Russia (Moscow) Czech Republic (Hradec Králové)	2004 Ukraine (Kiev)	2009 Uzbekistan (Tashkent) Turkmenistan Tajikistan	2018 Thailand (Bangkok)
1998 Romania (Cluj-Napoca) Baltic States (Riga)	2005 Kazakhstan (Almaty) Moldova (Chisinau) Hong Kong		



Our focal areas

Our biofactors are setting new standards.

Diabetic comorbidities and secondary diseases



Pain/neuralgia



Strengthening the metabolism with biofactors:
vitamins, minerals, trace elements
Lifestyle diseases: treatment and prevention



Our aspirations – our quality

WÖRWAG Pharma develops innovative approaches to treatment. We focus on the consequences of **diabetes** such as **diabetic neuropathies** by organising international clinical studies, expert meetings and symposiums and cooperating closely with research laboratories.

Particularly the active ingredient benfotiamine, which was developed further by company founder Dr. Fritz Wörwag and became a **milestone** in the treatment of **diabetic comorbidities**, is more important today than ever. It provides protection against the vitamin B1 deficiency common among the ever-increasing number of diabetes patients.

Our commitment is shaping the future.

The Fritz Wörwag Research Prize is awarded to scientists and researchers who are working on clinical applications for biofactors.



Company founder
Dr. Fritz Wörwag

The Fritz Wörwag Research Prize – the prize winners



1988

Prof. Dr. Klaus-Henning Krause
Friedrich Bauer Institute, Munich

1991

Prof. Dr. Roland Bitsch
Institute for Nutritional Science
at the University of Jena

1994

Prof. Dr. Hans Konrad Biesalsk
University of Hohenheim
Prof. Dr. Walter Zidek
Polyclinic of the University of
Münster

1996

Prof. Dr. med. Hilmar Stracke
Medical Clinic and Polyclinic of the
University of Giessen

2007

Prof. Dr. Paul Thornalley
University of Warwick, UK
Award for young scientists:
Dr. Nicole Schupp, Institute for Phar-
macology and Toxicology, Würzburg

2014

Dr. Alin Stirban, Profile Institute for
Metabolic Research, Neuss
Award for young scientists:
Ms. Chune Liu, University Medical
Centre Freiburg

1999

Prof. Dr. med. Hans-Peter Hammes
University Hospital Mannheim

2009

Prof. Dr. med. Vedat Schwenger
University Hospital Heidelberg

2018

Prof. Dan Ziegler
Institute for Clinical Diabetology at
the German Diabetes Centre,
Heinrich Heine University, Düsseldorf



Our responsibility – our customers

We treat our partners, the doctors and pharmacists, in the same way as we treat individual patients – **on a one-to-one basis** and always on an **equal footing**. We want our partners not only to count on the powerful, effective medicines produced by Wörwag Pharma but also to rely on our **personal support, expert advice** and **dedicated service**.

What's more, there's one thing that is particularly important to us: mutual exchange. With the goal of furthering our common interest: the **well-being of our patients**.

Active ingredient benfotiamine:
protects diabetic patients from
vitamin B1 deficiency.





Our responsibility – our commitment

We take more responsibility – beyond supplying patients with effective medication. Since 1997, we have been supporting various humanitarian aid projects organised by the Herrnhuter Missionshilfe (Moravian Church) in Tanzania and Zambia.

We take a special interest in projects to construct vocational schools: WÖRWAG Pharma has already covered most of the costs of building and equipping four vocational training centres. Here young people can train as tailors, joiners, electricians or computer specialists – thus giving them the chance to lead independent lives.



Students' residence in Namtumbo



Opening ceremony of new school with Dr. Marcus Wörwag in December 2018



New vocational training centre in Ndola, Zambia



Teachers and pupils in Kakozi



Do you have any
questions or requests?

Do you have questions about specific topics,
or do you need more detailed information?

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