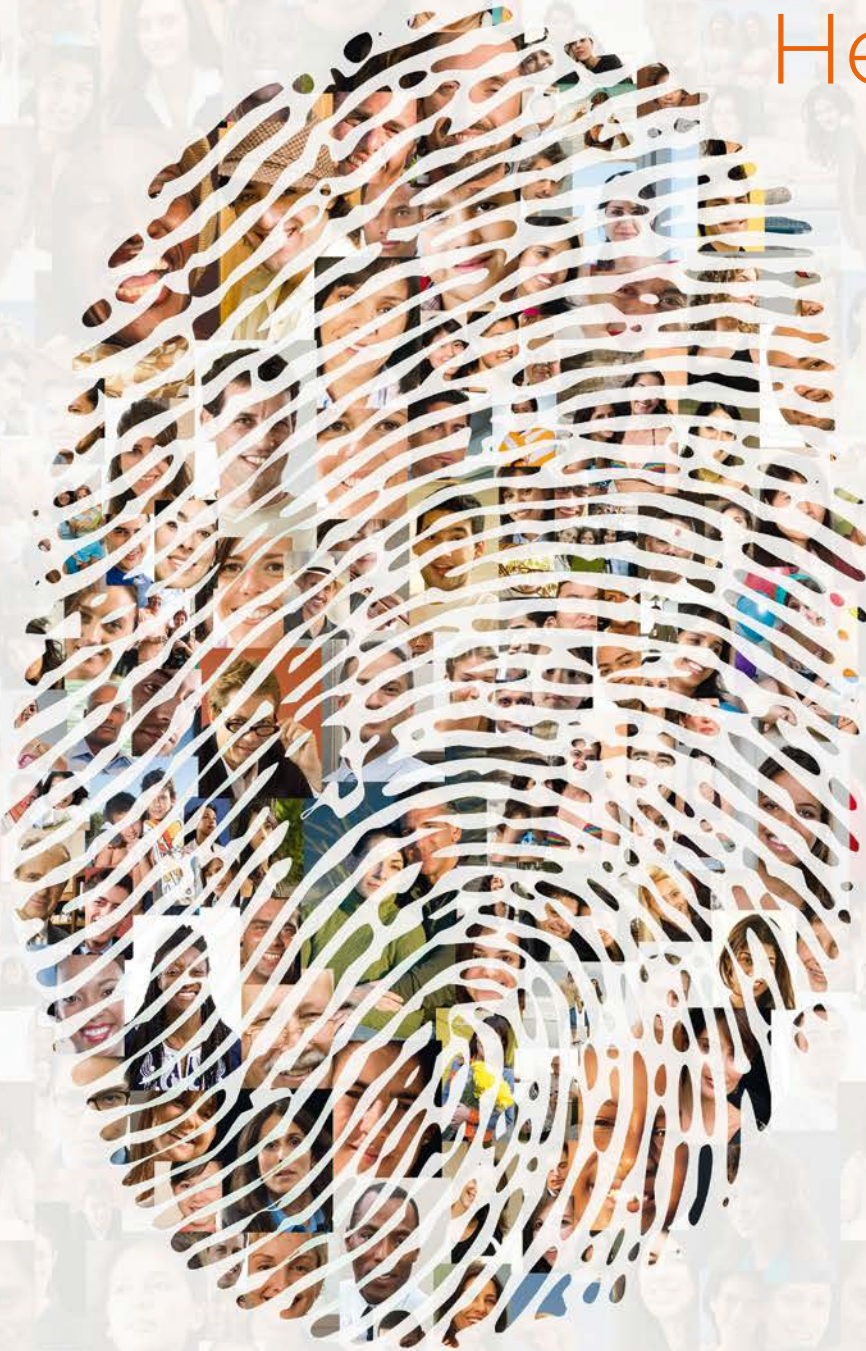


Health is a
matter of trust



Reliable partner for EU pharmaceuticals and OTC products

axicorp is a medium-sized pharmaceutical company based in Friedrichsdorf near Frankfurt am Main. axicorp GmbH was founded in 2002 and today employs around 260 people. Since 2012, the company and its subsidiaries have been owned by Dermapharm AG, based in Grünwald near Munich.

In just a few years axicorp has become firmly established in the market and is one of the leading experts in parallel import and reimport of pharmaceuticals.

With its product quality and fair value for money, axicorp also focuses on manufacturing its own over-the-counter (OTC) brands under the umbrella brand axicur®. Its OTC pharmaceuticals are manufactured in Germany.





A healthy corporate structure as a foundation...



Production and marketing
of EU pharmaceuticals
and OTC own brands



Production of EU
pharmaceuticals in
the Netherlands

We are a rapidly growing company that consistently works towards sustainable solutions. By launching new pharmaceuticals in the EU and at the same time focusing strongly on OTC medicines, we aim to continue our successful development and healthy growth.

Year*	2012	2014	2016	2018	2020	2022	2024
Sales in € million**	184	225	240	261	292	285	286
Active agents	250	356	427	453	435	474	458
Dosage form (PZN)	804	1157	1546	1677	1492	1495	1300
Employees	300	270	267	284	275	266	258

* 2016-2022 incl. remedix GmbH

**Gross Sales, Insight Health.



Unlimited variety – our EU pharmaceuticals

At our Friedrichsdorf site, we package imported original pharmaceuticals for the German market under strict quality control in accordance with German pharmaceutical law. We purchase lower-priced originals exclusively from qualified and regularly inspected EU suppliers.

Our product portfolio of EU pharmaceuticals mainly comprises prescription drugs for a wide range of therapeutic areas. These include neurology and multiple sclerosis, diabetes, oncology, rheumatology, HIV, allergies, dermatology, gynaecology as well as vaccines.

What are EU pharmaceuticals?

EU pharmaceuticals are original branded medicines from international pharmaceutical companies that are purchased and imported at low cost from other European countries. The active ingredients and quality comply with German pharmaceutical law. The lower prices result from the difference in market prices between other EU countries and Germany.

Framework agreement on the supply of medicinal products (§129 SGB V)

This framework agreement requires pharmacies to fulfil a so-called „import quota“. If this quota is not met, the pharmacy must bear the cost difference itself.

There are essentially two forms of import: reimport and parallel import.



EU pharmaceuticals as reimports

Reimports are branded preparations produced by a pharmaceutical company in Germany and exported to an EU country. We purchase these medicines from a pharmaceutical wholesaler in an EU country and import them back to Germany.



EU pharmaceuticals as parallel imports

Parallel imports are also branded preparations from multinational pharmaceutical companies. They are originally manufactured in another EU country and are then imported into Germany.



Certified quality and secure processes

For the production and distribution of medicinal products, the companies of the axicorp Group are certified in accordance with the legal requirements of DIN EN ISO 9001:2015. Regular external and internal audits guarantee consistently high quality. In addition, there is the certification according to DIN EN ISO 13485 for the trade with medical products. These are based on modern technical standards and voluntary commitments.

We source our goods from qualified and regularly audited wholesalers from EU member states that are subject to continuous medicines supervision and control by their competent authorities.

Drug safety is our highest priority. As a pharmaceutical entrepreneur within the meaning of the German Medicines Act (AMG), axicorp is subject to the legally prescribed supervision by the competent federal and state authorities.

Every medicinal product distributed by axicorp is approved by the Federal Institute for Drugs and Medical Devices (BfArM), the Paul Ehrlich Institute (PEI) or the European Medicines Agency (EMA). A strict internal control system ensures compliance with all legal requirements.



 **axicur**[®]

Over-the-counter health – made in Germany

With our OTC umbrella brand axicur®, we have responded to the rapidly growing demand from pharmacy customers, for whom quality and price are equally important. The axicur® range is attractive in terms of value for money and due to its clear and uniform packaging design.

axicur® OTC medicines are manufactured in Germany, a sign of their quality. axicur® products are prescription-free but can only be dispensed to patients by pharmacies. This means that pharmacists retain their important advisory function at the point of sale. The traditional ibutop® product range – a true classic in the diverse therapeutic areas we cover – will also be continued.

A selection from our axicur® range



Attractive prices and healthy profitability

Many patients rely on their pharmacist for qualified advice. Our over-the-counter medicines are therefore in high demand and are tailored to the requirements of pharmacy customers. Throughout the entire supply chain, we also strive for high profitability and healthy margins. This enables us to offer sound pricing for all parties, which ultimately also benefits patients in the form of attractive end-user prices.

Certified quality from Germany

Our expectations of axicur® are very high. We accept full responsibility for the quality of our products and guarantee our customers a consistently high standard. All axicur® products are manufactured in Germany. In doing so, we are deliberately resisting the trend towards production in low-wage countries.





Teamwork based on trust



Close cooperation with our business partners is particularly important to us. Good partnerships are based on regular dialogue and a shared sense of what patients want.

Such partnership is the key to ensuring a market-oriented, flexible product portfolio, quality and efficient logistics. We cultivate trust-based cooperation on an equal footing – with respect and mutual esteem. Assigning a personal contact for our business partners is one way we foster such trust, and has resulted in many long-term partnerships.

Beyond this, we offer our partners fair conditions. As a reliable and successful partner in the German healthcare sector, we serve a large number of major customers. Thanks to the numerous distribution centres and branches of our wholesale partners, we can offer nationwide coverage. For many years, axicorp has been working with certified and trusted suppliers from within the EU. Developing and maintaining strategic supplier relationships is a critical success factor for us. Our Europe-wide network allows us to guarantee delivery to all areas of the market. As a result, we can meet the demand of pharmacies quickly and flexibly at all times – and ensure a high degree of patient satisfaction.

All-round service package for our partners

We work closely with our pharmacies and cultivate individual customer care. This involves one of our priorities: a personal relationship with our customers. Every customer is assigned a designated contact to provide sound and swift advice. Our portfolio of products has been carefully thought out, with attractive pricing and a high unit value for pharmacies.

In addition, we offer a customer-friendly direct service. Pharmacies benefit from direct ordering in two significant ways. Firstly, direct ordering means that we can respond even more efficiently to the wishes and requirements of pharmacy teams. And secondly, we can provide them with tailored exclusive offers. We also supply our customers with a broad and up-to-date range of information via our newsletter and online service portals.



Health is a matter of trust

Trust is a significant factor in the healthcare industry. We establish this trust by maintaining high standards of professional processes and quality. The relationships we have with our business partners, customers and employees are straightforward and based on a spirit of partnership, mutual appreciation and mutual trust.

This positive approach also makes us sensitive to our responsibilities to the economy as a whole. With this in mind, we will continue to strive to offer high-quality health products to our customers – on the basis of sound pricing and a comprehensive service package.

Our guiding principle “health is a matter of trust” reflects this commitment.





Dedicated to our community

Regional and global aid

We regularly initiate fund-raising campaigns in the form of financial and material donations to support associations such as Hilfe für krebserkrankte Kinder e.V., the Tatjana Gerdes Retirement Home and the Bärenherz children's hospice. In recent years, we have regularly provided organisations such as humedica e.V. with extensive quantities of medicines for disaster-affected crisis areas.

Sport in the community

Our employees have participated in the J. P. Morgan Corporate Challenge in Frankfurt every year since 2006. The event aims to strengthen team spirit, communication, collegiality, fairness and health in companies. axicorp promotes these values together with its employees. The entry fee for each runner is donated to the Deutsche Sporthilfe and Deutsche Behindertensportjugend charitable foundations.



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