COMPANY DIRECTORY

Herbal, homeopathic & anthroposophic medicines

Find your German partner
Dear Reader,

I am delighted to present our new “HERBAL, HOMEOPATHIC AND ANTHROPOSOPHIC MEDICINES” publication. HEALTH MADE IN GERMANY has compiled this directory in order to give you an overview of companies active in the country’s herbal, homeopathic and anthroposophic medicines sector. Germany is an established world leader in developing, testing and producing these medicines. The purpose of this directory is twofold: First, to provide a first point of orientation in the country’s herbal, homeopathic and anthroposophic medicines market. And secondly, to serve as an aid that allows you to quickly find products and services of interest to your business. As such, the directory is an invaluable resource that also provides the tools necessary for you to take the next step - establishing contact with the appropriate partners in your own medical area of activity.

Contact HEALTH MADE IN GERMANY to find out more about how we can help you grow your business in Germany’s thriving health economy.

Yours,

Marion Lükemann, Director
HEALTH MADE IN GERMANY
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Summary

Herbal, homeopathic and anthroposophic medicines are obtained mainly from natural sources. Herbal therapy uses plant-based medicines to prevent and treat disease. Homeopathic and anthroposophic medicines use natural raw materials, including salts and metals, for disease prevention and treatment. All three classes of medication may be used alone or to complement conventional therapy.

Germany is Europe's largest market for herbal medicines and the second largest for homeopathic and anthroposophic medicines. According to IMS Health findings, herbal medicines have a turnover of around EUR 1.6 billion, while homeopathic and anthroposophic medicines bring in EUR 597 million in revenues. They are popular with doctors and patients alike because natural remedies have few side effects.

Germany has decades of expertise in producing and regulating herbal, homeopathic and anthroposophic medicines. Established frameworks for quality assurance, regulation and testing make Germany a desirable location for finding partners and suppliers with the right know-how. These frameworks also ensure that consumers of German-made medicines in this class enjoy a high level of protection. Germany's expertise has made its system a model for the regulation of these medicines across the European Union.

German producers of medicines in this category have diverse profiles. Companies have experience in managing complex supply chains and highly differentiated portfolios. In the final analysis, the efficacy and positive clinical outcomes demonstrated by Germany's herbal, homeopathic and anthroposophic medicines make them highly competitive worldwide.
INTRODUCTION

Germany’s special therapeutic disciplines

Herbal, homeopathic and anthroposophic medicines are mainly obtained from natural sources. However, a clear distinction has to be made in terms of their respective areas of application. Phytotherapy uses plants, parts of plants or preparations thereof for the prevention and treatment of human diseases in the conventional medicine sense. Homeopathic and anthroposophic medicines use several natural raw materials e.g. plants and minerals as well as chemical substances (salts and metals) for prevention, treatment and regeneration. Homeopathic and anthroposophic medicines are used alone or in the context of a course of integrative medicine effectively completing conventional therapy. As such, it is not only the conventional diagnosis that is important but also the particular phase of the disease, the life situation, attitude, needs, and personality of the patient.
Areas of Application
Herbal, homeopathic and anthroposophic medicines are effective in treating both acute and chronic conditions, with the vast majority being non-prescription medicines. Self-medication for minor complaints and disease prevention has become increasingly popular thanks to long-term clinical experience.

The most common conditions include respiratory diseases such as cold and influenza infections, circulation problems, gastrointestinal symptoms, immune system support, headache, insomnia, cognitive impairment, nervousness, skin problems, sporting injuries, and allergies such as food allergies and hay fever.

Market Trendsetter Germany
Germany’s regulatory approach towards natural products with health purposes ensures a high level of consumer protection. Herbal, homeopathic and anthroposophic products have always been classified as medicines as a result of their medical use. They are classified as being “special therapeutic disciplines” in accordance with a principle of pluralism of science. The German Medicinal Product Law explicitly stipulates that the characteristics of these therapeutic disciplines are to be respected.

Expert committees for herbal, homeopathic and anthroposophic medicines (Commissions E, D and C) have been established in order to support the work of the German Federal Institute for Drugs and Medical Devices (Bundesinstitut für Arzneimittel und Medizinprodukte – BfArM) that governs market access of safe and effective medicines of good quality to the public. The expert committees provide medical expertise in their respective therapeutic areas. The Commission for herbal medicines elaborated 380 scientific monographs; the Commission for homeopathic medicines 1260 scientific monographs; and the Commission for anthroposophic medicines generated a total of 750 scientific monographs covering a broad variety of starting materials (herbal, animal and other origin). These monographs enjoyed a positive reception in their respective scientific communities and in a number of countries including the USA. The German model has also paved the way for EU market access for the different therapies.

Europe’s Biggest Market
Germany is Europe’s biggest herbal medicines market and second-largest homeopathic and anthroposophic medicine market. The main channel for the sale of herbal, homeopathic and anthroposophic medicines in Germany is pharmacies. The products account for a significant share of the domestic pharmaceutical market and, more specifically, the self-medication segment. According to IMS Health data of 2015, self-medication herbal medicinal products had a turnover of EUR 1.6 billion in pharmacies (retail prices) which is equivalent to a compound annual growth rate (CAGR) of 5.9 percent. Homeopathic and anthroposophic medicines had a further turnover of EUR 597 million (CAGR of 12.8 percent). The share of all three product groups equals around 31 percent of total expenditure for over-the-counter drugs in the pharmacy sector.
“Made in Germany”:
Eight Reasons to Choose German Herbal, Homeopathic and Anthroposophic Medicines

1. European Leader
   Germany is one of the leading centers of expertise for herbal, homeopathic and anthroposophic medicines in Europe. Around 150 German companies produce herbal, homeopathic and anthroposophic medicines. They are committed to manufacturing and marketing the highest quality as well as safe and effective products. Some companies already cooperate very successfully with sales partners in many countries around the world.

2. Diverse Profile
   The industry has a unique profile. It is characterized by its ability to manage the complex supply chain and a highly differentiated portfolio.

3. Long Tradition and Expertise
   Germany has a long tradition in the use of herbal, homeopathic and anthroposophic medicines and has, over the years, established considerable knowledge and expertise in the research, development and manufacture of these products.

4. Highest Quality Standards
   Herbal, homeopathic and anthroposophic medicines from Germany meet the highest quality standards and are supported by modern quality control procedures at each stage of the manufacturing process. All German companies in the sectors concerned operate according to pharmacopoeias and good manufacturing practice (GMP) standards. The quality of each raw material is ensured by internal quality control measures and by supplier qualification according to standard procedures.

5. Pre-market Approval
   Herbal, homeopathic and anthroposophic medicines from Germany undergo pharmaceutical quality examination as well as an extensive risk-benefit analysis by the competent authority before they can be placed on the market.

6. Acute and Chronic Condition Effectiveness
   Herbal, homeopathic and anthroposophic medicines are effective in treating both acute and chronic conditions. They are available in modern dosage forms and are easy to administer, leading to a high degree of patient satisfaction.

7. Medical Professional and Consumer Support
   Herbal, homeopathic and anthroposophic medicines from Germany have continually proven their efficacy and tolerability in daily use by many thousands of patients over a period of decades. That is why these therapies belong to the standard therapeutic spectrum of medical professionals and are strongly supported by pharmacists and consumers alike.

8. Good Clinical Outcomes
   Integration of herbal, homeopathic and anthroposophic medicines with conventional treatment is associated with good clinical outcomes for similar or lower costs. They are normally less expensive than conventional prescription drugs. They have the potential to offer significant cost savings to public health bodies and the wider economy.
Sources of information on efficacy and safety of herbal, homeopathic and anthroposophic medicines

**Medicine**

Herbal, Homeopathic and Anthroposophic Medicines

**Basic Scientific Research**

**Experience Reports and Individual Case Reports**

**Scientific Reports and Monographs**

**Studies** *

**Statements from Expert Associations and Government Agencies**

**Publications and Databases**

**Approval and Assessment**

by the German Federal Institute for Drugs and Medical Devices (Bundesinstitut für Arzneimittel und Medizinprodukte – BfArM)

* Placebo-Controlled Trials, Randomized Controlled Trials (RCTs), Non-Interventional Studies (NIS), Case-Controlled Studies, Observational Cohort Studies, Health Services Research
Phytotherapy and Herbal Medicines – What Are They?

“Phytotherapy” means the scientifically based prevention and treatment of human diseases using plants, parts of plants and preparations thereof. The term was introduced by the French physician Henri Leclerc. In 1922 he published a book entitled Précis de phytothérapie (“Handbook of phytotherapy”). In 1931, the term was introduced to Germany by Rudolf Fritz Weiss.
Bringing Herbal Medicines to Market in the EU

According to the European Community code relating to medicinal products for human use (Directive 2001/83/EC applicable to all EU member states including Germany), herbal medicinal products are subject to the same general market access requirements as conventional medicines. A full quality dossier is required for all herbal medicinal products as well as other fundamental principles including good manufacturing practice, pharmacovigilance and requirements on packaging and labelling. In terms of safety and efficacy data, there are some simplified partial requirements tailor-made for this distinct product category. This results in three main regulatory pathways for bringing a herbal medicinal product to market in the EU member states. Two procedures can be used to obtain a marketing authorization; either via a full (stand-alone) or a bibliographic (well-established use – WEU) application and one serves for registration as a traditional herbal medicinal product (THMP). The model for the registration procedure came from Germany where such a procedure had already put in place long before the respective European Union system was established. All market access procedures include detailed assessment procedures conducted by the competent authority. These ensure that all herbal medicinal products coming from Germany have a scientific and traditional foundation and conform to the current state of scientific knowledge.

**Herbal Medicinal Product**

Any medicinal product, exclusively containing as active ingredients one or more herbal substances or one or more herbal preparations, or one or more such herbal substances in combination with one or more such herbal preparations.

Source: Directive 2001/83/EC, German Medicinal Products Act (Section 4)

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<tr>
<th>Regulatory Pathway</th>
<th>Main Safety and Efficacy Requirements</th>
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<td>Stand-alone or mixed application</td>
<td>· Safety and efficacy data from the company’s own development or a combination of own studies and bibliographic data</td>
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<tr>
<td>Well-established use marketing authorization</td>
<td>· Scientific literature establishing that the active substances of the medicinal products have been in well-established medicinal use within the EU for at least ten years, with recognized efficacy and an acceptable level of safety</td>
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<td></td>
<td>· Involves assessment of mostly bibliographic safety and efficacy data</td>
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<tr>
<td>Traditional use registration</td>
<td>· No clinical tests and trials on safety and efficacy are required</td>
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<tr>
<td></td>
<td>· Sufficient safety data and plausible efficacy must be demonstrated</td>
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Source: www.ema.europa.eu
Highest Quality Standards
A high quality standard is imperative. The rules applied to the quality of herbal medicines in the European Union and in Germany do not fundamentally differ from the requirements applicable to chemically defined medicinal products (with some in fact going even further). A main prerequisite is a reproducible quality profile which is included in detailed specifications. Strict conformity to these standards ensures a consistent spectrum of active constituents as well as the safety and efficacy of the herbal medicine, the herbal drug preparation, and the finished herbal medicinal product.

The relevant quality requirements for a wide range of herbal substances and herbal preparations can be found in the European Pharmacopoeia. Beyond these requirements, further special purity criteria relating to potential contamination with heavy metals, aflatoxins, microorganisms or residues of plant protection products must be fulfilled. General quality matters are further addressed in scientific guidelines issued by the Committee on Herbal Medicinal Products (HMPC) at the European Medicines Agency (EMA). These are accomplished by the obligatory adherence to “good manufacturing practice” (GMP) as well as “good agricultural and collection practice” for starting materials of herbal origin (GACP).

Both the quantity and the composition of the extract which determine the quality of the final product in a decisive manner are influenced by a broad range of factors. The art of extract manufacture for the continual optimization, validation and monitoring of all of these factors during the production process has emerged as one of the key German producer competences.

The most important of the main herbal medicinal product safety and efficacy reference standards among EU member states are the EU herbal monographs.

The quality control of the herbal starting material is a highly sophisticated process.

A valuable basis for the elaboration of the harmonized criteria is the monographs of the German Commission E, of the European Scientific Cooperative on Phytotherapy (ESCP) and of the World Health Organization (WHO). The ESCOP has published more than 100 monographs (July 2016 status) based on scientific literature. Last but not least, the WHO has elaborated a series of four volumes comprising 116 single monographs of selected medicinal plants within its Traditional Medicine Program.

The scope of herbal preparations covered, the therapeutic indications and the posology, as well as all necessary safety information, (e.g. regarding undesirable effects, contraindications for use and interactions with other medicines). More than 152 European Union herbal monographs were finalized by July 2016.
The Art of Extract Manufacture

The art of extract manufacture starts with the quality control of the herbal starting material. In contrast to chemically defined substances, herbal starting materials are regularly subject to considerable natural variabilities. The qualitative and quantitative composition of the quality-relevant constituents may vary considerably from batch to batch and, even more, from harvest year to harvest year.

High-tech production of herbal extracts on an industrial scale gives rise to a number of factors that may also have an influence on the qualitative and quantitative composition of the extract. These factors comprise the nature of the extraction solvent, the type of extraction procedure e.g. maceration (steady-state extraction) and percolation (exhaustive extraction), the methods used for the evaporation of the initial eluate to the soft native extract, and in the case of dry extracts, subsequent drying procedures. Depending on the hydrophilic or lipophilic properties of the extraction solvent, the spectrum of constituents may vary considerably; resulting in diverging chemico-physical characteristics and differing pharmacological and clinical effects of the extract. During the evaporation process, thermolabile and/or steam-volatile therapeutically active or active substances such as essential oils may be reduced or completely lost.

Time-consuming and highly sophisticated development and optimization processes are necessary in order to overcome all of these imponderables. Finally, methods validation and quality assurance are the decisive tools that guarantee herbal extract adherence to predefined standards.
Homeopathy and Anthroposophic Medicine – What Are They?

Homeopathy and anthroposophic medicine improve health by stimulating the patient’s own natural self-healing potential. Treatment is individualised: different people receive different treatments even if they suffer from the same disease. These therapies offer a high degree of patient satisfaction.
The Origins and Significance of Homeopathy and Anthroposophic Medicine

Homeopathy was developed by a German physician named Christian Friedrich Samuel Hahnemann (1755-1843). The term is deduced from the Greek homoiós (“similar”) and pathos (“suffering”) and implies “similar complaints” (Similia similibus curentur meaning “Similar cures similar”). The principle of homeopathic therapy is treatment with substances in low concentrations that cause – when used in healthy individuals – symptoms similar to those of the ailment. This activates the body’s natural self-healing potential in a unique manner by giving it a treatment of stimulation of the body to activate the body’s own defenses and regulation.

Anthroposophy, derived from the Greek anthropós (“human”) and sophía (“wisdom”), was founded by the German Rudolf Steiner (1861-1925) and the Dutch physician Ita Wegman (1876-1943). Like homeopathy, anthroposophic medicine is also understood as a holistic therapy. Its aim is to improve health by restoring the balance of bodily functions and the activation of the body’s own defenses as opposed to solely relieving disease symptoms. Health is understood as being a state of equilibrium among the influences exerted by various processes, with any disturbances capable of causing disease/illness.

Both homeopathic and anthroposophic therapies represent individualized treatments. The complex individual approach meets a growing need for a more personalized way of healing.

Homeopathic and anthroposophic medicines are defined in the German Medicinal Products Act. They are characterized – in contrast to conventional pharmaceuticals – by their manufacturing procedure. They can contain one or more active substances and use a wide diversity of natural starting materials. The materials are mainly fresh and dried plants, minerals, chemical substances (salts and metals), and animal materials. Quality

Guaranteed Quality, Safety and Efficacy

Homeopathic and anthroposophic medicines have an established tradition and long-standing use and are characterized – in contrast to conventional pharmaceuticals – by their manufacturing procedure. They can contain one or more active substances and use a wide diversity of natural starting materials. The materials are mainly fresh and dried plants, minerals, chemical substances (salts and metals), and animal materials. Quality

Homeopathic Medicinal Product

Any medicinal product prepared in accordance with a homeopathic manufacturing procedure described in the European Pharmacopoeia or, in the absence thereof, in the pharmacopoeias currently used officially by the EU member states. A homeopathic medicinal product can also contain a number of principles (e.g. active substances).

Anthroposophic Medicinal Product

Any medicinal product that has been developed according to the anthroposophic understanding of humans and nature, according to a European Pharmacopoeia or, in the absence thereof, in accordance with a homeopathic manufacturing practice described in the pharmacopoeias currently used officially in the EU member states, or according to a special anthroposophic manufacturing procedure, and which is intended for use according to the principles of the anthroposophic understanding of humans and nature.

Source: Directive 2001/83/EC, German Medicinal Products Act (Section 4)
assurance is as high as for other medicines and the manufacturing process represents a symbiosis of traditional operations and modern technology: hand-made processes are combined with ultra-modern high-tech equipment.

The key references for the quality of the starting materials and manufacture of homeopathic and anthroposophic medicines are the pharmacopoeias, above all the European Pharmacopoeia (Ph. Eur.) and specific national pharmacopoeias such as the German Homeopathic Pharmacopoeia (HAB) as well as the private Anthroposophic Pharmaceutical Codex (APC 2013). Today, the HAB is one of the most important homeopathic pharmacopoeias worldwide.

A valuable reference for the clinical applications are the monographs of the German expert Commissions for anthroposophic and homeopathic medicines. They do not only provide evidence of the broad use of the substances and preparations but also preserve the state of knowledge concerning their therapeutic indications and conditions of use, including e.g. target populations and posology.

Long-term experience shows that homeopathic and anthroposophic medicines have a high safety profile and show hardly any side effects. The modern German safety-monitoring project EvaMed (Evaluation of Anthroposophic Medicine), the largest network for complementary and alternative medicines (CAM) in Europe, demonstrates that the rate of serious adverse drug reactions (ADRs) due to homeopathic and anthroposophic medicines is particularly low. It is important to note that a short temporary worsening of symptoms (“homeopathic aggravation”) that may arise in the first twelve hours of patient treatment is not considered an adverse effect.

Homeopathic and anthroposophic medicines can be employed in any dosage form for oral, topical or parenteral use. Older dose forms include pilules (pills) and globules (granules).
More Information
Information on the current state of clinical research in the fields of homeopathic and anthroposophic medicine can be retrieved from the CAM-QUEST European-wide search portal (www.cam-quest.org), the Scientific Society for Homeopathy (WissHom) published Research Report Homeopathy (www.wisshom.de) and the CORE-Hom (“Clinical Outcome Research in Homeopathy”) scientific database recently set up by the German Carstens-Foundation.
COMPANY PROFILES

Find your German partner

The following pages provide detailed information about German companies active in the herbal, homeopathic and anthroposophic medicines sector.

The company overview on the opposite page will quickly help you identify the company with the products and services that are of most interest for your business.

For further information on your potential German partner please use the contact details provided in the company’s profile.
## Company overview

The table below gives an overview of the listed companies and their field of activity.

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ABNOBA GmbH is an independent, medium-sized, research-based pharmaceutical manufacturer based in Pforzheim, Germany. The partners of ABNOBA GmbH are exclusively non-profit organisations. The profits from our company are therefore particularly channelled into cancer research. Oncology patients are the focus of our activity.

ABNOBA GmbH is one of the world’s leading and most innovative companies in the field of herbal medicinal products for oncology.

Biologische Heilmittel Heel GmbH

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Heel. Healthcare designed by nature.

Experience:
Heel is a pharmaceutical company specialized in developing and manufacturing medicines made from natural ingredients. Heel manufactures almost all its products in Germany, in accordance with international pharmaceutical standards. Heel medicines are available through subsidiaries and partners in 50 countries around the world. Heel's sustained growth is a result of our long-term strategy of commitment and dependability. Heel has become a reliable partner for patients, clinicians, pharmacists and medicoscientific experts around the world.

Evidence:
As a pioneer in the field of scientific research in natural healthcare, Heel follows a strict evidence-based approach in accordance with highest scientific standards. Heel has introduced the gold standard for clinical research into natural medicine to establish the proof of efficacy, safety and clinical relevance for Heel pharmaceuticals.

Heel is convinced that the future belongs to a medicine, which is based on strengthening the capability of biological networks to regulate themselves. In cooperation with international academic institutions, Heel actively fosters the concept of integrative medicine to improve patient care and health.

Excellence:
Heel is the global market leader of homeopathic combination medicines. These multi-component medicines are made up of natural ingredients in low effective concentrations that are therefore also well tolerated. Whether Heel drugs are used in humans or in animals, the efficacy and good safety profile are the reasons why millions of doctors and patients trust Heel medicines when it comes to restoring health. Heel medicines are available in different pharmaceutical forms, such as tablets, ointments, gels, ampoules, drops, suppositories. Heel’s best known medicines are Traumeel, Neurexan and Vertigoheel.
Patients want effective and tolerable medications and so herbal medicines are the preferred option. Bionorica, located in Neumarkt in the Oberpfalz region, is one of the world’s leading manufacturers of scientifically researched herbal medicines. Doctors, pharmacists and patients in more than 50 countries trust in our effective products with few side effects. In 2016, Bionorica SE achieved a net turnover of EUR 253.7 million. The company’s equity ratio is around 77 per cent. Over 1,500 employees at 17 Bionorica locations worldwide work every day on the continuation of this success story, which began in Nuremberg more than 80 years ago.

Based on the ‘phytoneering’ strategy, Bionorica decodes the extensive active ingredient potential of plants (phytos) using state-of-the-art research and technology (engineering). The result: highly effective medicines with few side effects. Our research and development priorities are for the treatment of symptoms in the respiratory tract, urinary tract, immune system and also women’s health. Our range also includes products for the liver, rheumatism and sleep disorders.

The Bombastus-Werke AG is a traditional, mid-sized company, established in 1904. The company produces pharmaceuticals, which mobilize the self-healing power of the body, based on the tenets of "Theophrastus Bombastus von Hohenheim", known as Paracelsus. Honoring this person, the Bombastus-Werke uses his name since the foundation. Sage, salvia officinalis (lat.), is our significant medical plant, which is cultivated by our self since the year 1915. Sage has always been highly regarded and esteemed for all its parts. From the flowers to the leaves and roots it contains active agents that are the basis for many different preparations. Today our product range includes pharmaceuticals, herbal drugs, essential and native oils, homeopathic tablets, ointment materials for pharmacy or cosmetics.
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Founded in 1948, Cefak successfully develops, produces and distributes – in the meantime all over the world – products from natural materials (herbal and homeopathic pharmaceuticals, preparations with minerals, trace elements and vitamins), among others for the selenium supply, the gentle therapy and prevention of adiposity as well as for the treatment of cardiovascular diseases. Cefak products with the memorable prefix Cefa... support as effective, but with few side effects and well tolerable pharmaceuticals, the self-healing power of the body in the sense of a holistic view of the human being. Preparations for the food supplementation serve in all phases of life for the maintenance of the physical and mental health. All Cefak products are produced and tested according to respectively identical pharmaceutical quality standards (GMP – Good Manufacturing Practice).

Combustin pharmazeutische Präparate GmbH

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Combustin pharmazeutische Präparate GmbH is a German company headquartered in Hailtingen, which is located in the Southern part of Germany. Combustin offers a wide range of homeopathic products such as drops, injections and tablets. The family-run business combines two philosophies under one roof: the Presselin group which was founded in 1928 is specialized in complex-homeopathic products and phytotherapy and the Combustin group which sells local-anesthetic products (containing Lidocaine), acne gel and a Sucralfate-based product.
As much as 60 percent of the German population and at least 150 million people in Europe use homeopathic medicines. The global demand for established and proven complementary medicines such as homeopathic remedies rises steadily. In this segment, DHU (Deutsche Homöopathie-Union) ranks amongst the three world leaders, equipped with an impressive expertise fed from 150 years of experience. Almost a third of all manufactured medicinal products are intended for the global market. Besides Germany, DHU together with the affiliated companies of the Schwabe Group serves major markets such as Switzerland, Austria, Italy, Spain, Eastern Europe, India and Pakistan.

With its wide range of more than 300,000 different products from more than 1,300 raw materials; DHU uses the diversity of nature. In fact, DHU extracts its raw materials from plants cultivated in-house in extensively maintained organic and ecological sustainable plant nurseries.

In this way, DHU meets the challenge to keep the equally diverse agrarian as well as the complex manufacturing processes in one single hand – from the seed to the finished product. During these processes, all preparations of homeopathic remedies are subject to the same safety and quality standards as they apply to the entire high-quality pharmaceutical production in Germany and Europe.

Furthermore, any product that is not readily available on stock is being handmade and shipped within a few days; DHU strives to offer a consistent full assortment of its homeopathic portfolio.

As a “Homeopathy” dedicated business, DHU contributes a high stake in preserving the existence and essence of the therapy especially in Germany.

Alongside the core portfolio of homeopathic single remedies, DHU also offers Schuessler Salts: in fact, it manufactures “the original since 1873”. Other products include brands such as Influcid®, Cinnabsin® and the international children’s portfolio “mama natura”.

The preparation of homeopathic remedies is subject to the same safety and quality standards as they apply to the entire high-quality pharmaceutical production in Germany and Europe.

DHU based in Karlsruhe employs approximately 500 staff members with annual sales of around 100 million euros in 2015.
Dr. Gustav Klein GmbH & Co.KG

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"Herbal medicines by tradition and conviction”
Located in the midst of the Black Forest we develop and produce natural medicine of the highest quality and proven effectiveness since 1946. Medicinal products by Dr. Gustav Klein often are unique combination preparations, particularly in the indications digestive system, urinary tract and cardiovascular system. Products, such as Gastritol Liquid (from 6 medicinal plants) and Solidagoren Liquid (from 3 medicinal plants) enable a comprehensive treatment of the complaints and offer an interesting alternative, which is low in side effects, to conventional preparations. Additionally, it is important to mention that Dr. Gustav Klein does contract manufacturing according to the latest GMP guidelines. We have the permission to produce pharmaceutical products, dietary supplements and veterinary drugs.

Dr. Loges + Co. GmbH

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Founded in 1958 in Germany the family-owned mid-sized company Dr. Loges + Co. GmbH has its focus in exploring nature’s principles and potentials in providing innovative natural health solutions/products for all requirements of modern people. The company is specialized in product innovation, production, regulatory/medical science work and marketing & sales of food supplements, vitamins + minerals, medicinal products in the area of phytotherapy and homeopathy in Germany. Since the company history started with research & development for a medicinal plant discovered by Dr. Werner Loges – the homeopathic product dystoLoges® well-known in Germany – the company’s product portfolio has constantly increased over the years and covers a wide range of therapeutic areas. Medical representatives are dedicated to promote the mainly umbrella-branded products exclusively to physicians, alternative practitioners and pharmacists relevant for the selected product category and the key account management is taking care of wholesalers and mail-order pharmacies. They will be supported by promotional activities to acc. product profile specified customers. Based on its expertise Dr. Loges + Co. GmbH belongs to the fastest growing OTC companies in Germany.
The company Dr. Willmar Schwabe GmbH & Co. KG belongs to the global operating Schwabe Group and is specialized in the field of herbal medicines (phytopharmaceuticals). These contain herbal special extracts as active ingredients that are comprehensively tested for quality, safety and efficacy. Well-known herbal medicines are for example, Tebonin®, Kaloba®, Prostagutt®, Crataegutt® and Lasea®. From the first idea to innovation, pre-clinical and clinical studies to approved drugs, through planting and harvesting, as well as from a multi-layered, complex manufacturing process to the finished drug; everything still lies in one hand. The Schwabe Group stands with its subsidiaries and partners in over 80 countries around the world, reaching a total turnover of 860 million euros in 2015. It is a family-owned business, world-leading in research, development, manufacturing and marketing of herbal and homeopathic medicines as well as food supplements. The foundation of the company’s success in these fields of expertise lies on one hand, in the high standard of quality that extends over the entire process chain – from the plant to the finished product; on the other hand, in the innovations: in fact, Schwabe is one of the few companies that actively do research in phytomedicine and launch brand new products in various markets, most recently in Germany: Lasea® (2010) and Carmenthin® (2015). Other large companies of the group include: – DHU standing for Deutsche Homöopathie-Union (based in Germany) with the largest range of homeopathic single remedies, combination products and DHU Schüssler Salts – Nature’s Way, which offers a broad portfolio of food supplements in the American market Founded in 1866 in Leipzig, the Schwabe Group has been operating across the world for 150 years and currently employs around 3,500 people worldwide, thereof 1,400 in Germany with the headquarters located in Karlsruhe.

Dreluso Pharmazeutika Dr. Elten & Sohn GmbH

Dreluso Pharmazeutika has dedicated itself to naturopathy and is one of the well-known traditional manufacturers of homeopathic remedies and natural health care products in Germany. Founded in 1938 by a pharmacist, Dreluso is still an owner managed company. Our focus is on products for diseases in the areas of respiratory, metabolism, immune system, kidneys and urinary tract, heart/circulatory system, musculoskeletal system and stress/nervousness/sleep disorder. We are specialized in homeopathic complex medicines which are unique and well-proven combinations. All the raw materials are tested at great expense for relevant environmental pollutant in our lab. We are certified according to GMP and we are manufacturing environmentally friendly. Furthermore, we are acting as a contract manufacturer with a portfolio from production of liquids through to the filling and packaging of the products. If required, our services also include the purchasing of raw materials and the distribution. Even if the batches are small, we offer a flexible and efficient solution!
COMPANY PROFILES

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Engelhard Arzneimittel has been researching, producing and distributing high-end, plant-based as well as chemically-defined medicines for more than 140 years. The medium-sized, family-managed pharmaceutical company is located in Niederdorfelden near Frankfurt am Main. With annual sales of around EUR 101 million, it is one of the leading brand manufacturers in the OTC sector. The therapeutic areas of the internationally operating company include therapeutic agents to treat respiratory tract diseases as well as skin conditions, attention deficit disorders and digestive problems.

The product portfolio includes mainly over-the-counter medicines that are required to be sold through pharmacies. The largely plant-based products are characterized by their high effectiveness and excellent tolerability. All medicines are continuously tested and produced based on the highest international quality standards. The constantly high product quality is reflected by the success of well-known brands such as Prospan®, Isla® or Tyrosur®.

The success of Engelhard Arzneimittel is based on tradition combined with a spirit of innovation. The company’s range of products is constantly expanded and optimized through basic research on established as well as new agents. In addition to the systematic further development of the product portfolio, innovative sales and marketing strategies contribute to the company’s success.

The corporate culture is based on partnership, not only with its 360 employees working at its headquarters, but also with pharmacists and in its approach to doctors, patients, research institutions and cooperation partners abroad. With this philosophy, Engelhard Arzneimittel has been able to establish itself in more than 100 countries, in some of them as the market leader.

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Finzelberg within the Martin Bauer Group is one of the world’s leading suppliers of high-quality plant extracts for the production of phytopharmaceuticals and nutritional supplements. Our expertise meets the demands of the health industry. Finzelberg’s wealth of experience comes from working with plants since 1875 as a result we enjoy an international reputation in phyto-medicine. Our portfolio includes more than 800 extracts derived from more than 100 different plants. Every extract is defined, optimized for an easy-to-process galenic and comes with a documentation package best suitable for the related market region. It goes without saying we guarantee certified facilities.
G. Pohl-Boskamp GmbH & Co. KG

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Pohl-Boskamp is known for uncompromising quality in manufacturing pharmaceutical products and medical devices since 1835: “The quality of our products is both a mission and an obligation for us” says CEO Marianne Boskamp. “The companies’ objective is to develop innovative products that benefit patients. We concentrate our activities in research and development to improve the forms of new and already well-proven substances, so that drugs are easier, more comfortable and safer to take”. Based in Northern Germany, the company exports its products to more than 40 countries worldwide.

Grüwalder Gesundheitsprodukte GmbH

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Grüwalder Gesundheitsprodukte GmbH is a small, independent and long-established pharmaceutical company focused on herbal OTC drugs, mainly in the field of gastrointestinal diseases. The company’s goal is to combine the traditions of phytotherapy with modern principles of drug development and discovery with emphasis on responsibility for personal health and best quality. Grüwalder has been certified from 2006 on according to different quality requirements and standards: DIN EN ISO 9001 (quality assurance system), DIN EN ISO 13485 (production of medical devices) and cGMP (for release of medicinal products). Besides the marketed product portfolio, Grüwalder has developed an additional, currently unexploited product portfolio for several indications.
Harras Pharma Curarina GmbH

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Harras Pharma Curarina GmbH in Munich develops and sells herbal medicinal products for both the domestic and the international market. They are well known, widely accepted internationally and comply with the requirements of modern phytotherapy. In the last twenty years Harras Pharma achieved to register and launch its products in over 25 countries abroad (out-licensing business). The export department always looks for business opportunities worldwide offering premium medicaments (unique USP’s!) with a broad range of indications. They are most appropriate for the ethical and OTC focus. Harras Pharma’s special strength lies within providing to its partners products with the highest scientific evidence and quality in order to guarantee their safety and efficacy. For this reason multicentre, double-blind and placebo-controlled clinical trials are commissioned by Harras Pharma to be carried out by experienced scientists/hospitals/universities. This scientific evidence is reflected in the relevant registration files requested by the national Health Authorities in the different countries and put at the disposal of our partner companies for registration and marketing purposes. A Harras Pharma principle is to split up the responsibilities between the license giving and the license taking partner company. The strength of our partner is marketing, distribution and sales whereas we give maximum support in form of the scientific background (clinical studies), registration files, GMP-approved quality products and support (free goods) in the launching period.
Helixor Heilmittel GmbH

Helixor Heilmittel GmbH is an international company in the field of integrative oncology. Our focus is on manufacturing and distributing remedies from mistletoe (Viscum album) and Christmas rose (Helleborus niger). Our Mission: improving the quality of life of cancer patients.

Helixor, currently having 100 employees, was founded over 40 years ago and is owned by the non-profit foundation Stiftung HELIXOR. Any earnings not re-invested in the company flow into this foundation.

The company’s headquarter is in Rosenfeld, on the edge of the Swabian Alb, south of Stuttgart. All of our activities take place here: harvesting and processing the medicinal plants, research, marketing and distribution. Helixor is active internationally with affiliates in Canada, Brazil and, most recently, India, and also works with distribution partners and customers in over 20 countries around the world.

Helixor medicinal products are produced in a unique manufacturing process in line with GMP regulations. Continuous clinical and preclinical research, as well as cooperation with university hospitals, physicians and scientists, demonstrate the efficacy and safety of our products.

The white berry mistletoe is the most commonly used – and most thoroughly tested – medical product in complementary oncology. To date, white berry mistletoe’s effects on various malignant diseases have been researched and proven in over 150 clinical trials, 30 of which used Helixor products.

Today, a great number of people (physicians and patients) are seeking natural remedies and therapies in addition to conventional treatments. Helixor see themselves as an ambassador of integrative oncology acting as an interface between conventional and complementary medicine.
COMPANY PROFILES

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The greatest wealth is health. Hevert has therefore dedicated itself to naturopathy and the development of natural medicines, and is one of the leading German manufacturers of homeopathic and herbal medicines, as well as micronutrient preparations. Worldwide, Hevert is one of the ten most important manufacturers of homeopathic medicines. Founded in 1956 by Dorothea and Emil Hevert, Hevert-Arzneimittel is an independent family-run company. After being led by Dr. Wolfgang Hevert, the company is being run today by Marcus and Mathias Hevert. They are the third generation to do so. As a family business in close touch with nature, Hevert-Arzneimittel is actively committed to naturopathy, environmental protection, sustainable business practices, and acting responsibly with respect to its employees and community. The success of many of our homeopathic remedies is based on the Hevertoplex range developed by doctors and alternative health practitioners. Unlike homeopathic single remedies, complex remedies contain several homeopathically prepared active substances and are easy to use because they have a broad spectrum of action and are clearly tailored to individual indications.

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Proven remedies made in Königsee
Medical remedies such as Hoffmannstropfen (one of the oldest german drugs), Dreierlei-Tropfen (fluid consisting of valerian roots, ethanol and mint oil), Melissegeist or Hingfong Essence (fluid consisting of various medicinal herbs) have a long-standing tradition and these ‘old acquaintances’ can be found at pharmacies all over Germany. Originally these medicines come from a small town called Königsee. Here, in the heart of Thuringia, they are produced by Hofmann & Sommer since more than one hundred years. Thanks to the commitment and proficiency of the managing director Dr. Ernst-J. Strätling, Hofmann & Sommer turned into the successful business it is today. The company is not only well-known in the Free State of Thuringia but also all over Germany. Our product range includes many big brand-names such as W-Tropfen (well-known for corn treatment), Sepso® (povidone iodine) or TATAR Lebens-Elixier. Our philosophy ‘We preserved it because it has proved to be worthwhile’ shows that one can strike a new path and be accompanied by ‘old acquaintances’.
Homöopathisches Laboratorium Alexander Pflüger GmbH & Co. KG

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The homeopathic laboratory Alexander Pflüger is a traditional family-run homeopathic company employing approximately 130 staff. The company was originally founded in 1949 by Alexander Pflüger in Wiedenbrück. Today it is led by two pharmacists, his son Horst Pflüger and Astrid Kipp. The production site is located in an industrial park in Rheda. Pflüger manufactures and distributes herbal and homeopathic medicinal products – the latter being homeopathic combination preparations and single remedies and Schüßler Salts. Most of our homeopathic medicinal products are homeopathic combination preparations so called complex homeopathy. It is a homeopathic treatment combining several single remedies in one homeopathic combination preparation. We offer the following dosage forms: tablets, oral drops and solution for injection. Schüßler Salts are also homeopathic medicinal products used according to the therapeutic method developed by Wilhelm Heinrich Schüßler. In the range of Schüßler Salts Pflüger is the only provider of powder of the numbers 1 – 12. Moreover our tablets are the best-selling Schüßler tablets in 2015 in Germany (INSIGHT HEALTH NPI 2.QRT. 3+4/2015). All our products stand for a constantly high quality. Generally Pflüger produces the following dosage forms: powder, tablets, oral drops and mother tinctures. We have foreign distributors and partners in the Netherlands, Italy, Switzerland, Austria, Pakistan and Australia.

Krewel Meuselbach GmbH

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Krewel Meuselbach is a privately owned, medium-sized German pharmaceutical company with a long tradition. Our products are manufactured exclusively in Germany, where we operate two state-of-the-art manufacturing plants in Eitorf and Gehren. We have 230 employees and generated a revenue approx. EUR 50 million in 2015. Though major investments in product portfolio, clinical studies, and sales & marketing, we are in the process of transforming into a successful OTC company. Our main indication is cough & cold, with a strong focus on phytopharmaceuticals. The herbal cough & cold product ranges Hedelix® and Aspecton® include products for the whole family, starting with infants from 0 years of age. We have more than 20 years of experience in the export business and are currently active in over 35 countries worldwide, with the goal of establishing top international brands in the treatment of colds.
For nearly 200 years Klosterfrau Healthcare Group has been developing, manufacturing and selling pharmaceutical products. Our company can now offer an attractive portfolio of over 30 brands and nearly 220 products in Germany. Initially established in Austria and Central Europe, the Klosterfrau Export sales network now also includes Eastern Europe as well as countries in North America and Asia. Our portfolio ranges from well-known and established brands, such as Melisengeist/ Melisana, neo-angin and nasic, to niche products for very specific indications. Klosterfrau relies above all on the healing power of nature, for this is what our company is based on. Klosterfrau continuously develops and improves its products as well as customises the product line to new trends, research results or changing social landscapes. Klosterfrau also conducts research to bring entirely new brands and products onto the market in order to make use of its potentials.

Medphano is an independent medium-size pharmaceutical company with company headquarters in Ruedersdorf near Berlin. The company was founded in 1991. Medphano employs under the direction of one managing director at present 30 employees. As pharmaceutical company medphano places different medicaments on the market. These medications which cover indication groups like analgesic/antiinflammatory, dermatologicals, diuretics, stomach intestine drugs and vitamins, are established and well known by doctors and patients. The medicaments are predominantly supplied to pharmaceutical wholesalers and in addition also to pharmacies and hospitals. The production of the dosage forms such as tablets, capsules, ampoules and ointments and the primary packaging are outsourced to contract manufacturers. These are traditional German GMP certified manufacturers (e.g. the Spreewälder Arzneimittel GmbH). The production includes all necessary processes and quality controls from the basic materials to the finished product. Medphano is owner of a manufacturing authorization for secondary packaging and labelling of medicinal products. Primary package dosage forms (e.g. tubes or blisters) are manually packed with the patient information leaflet in folding boxes. All medicinal products placed on the market by medphano are carefully controlled and monitored by the contract manufacturer, and the evaluation of the quality data by the Qualified Person of medphano is the basis for market release. The logistic is processed in a modern warehouse with altogether 1.000 pallet workstations. The distribution to the customers is implemented by DIN EN ISO 9001 certified external carriers. The managing director of medphano bought 2008 the S & K Pharma Schumann and Kohl GmbH. The S & K Pharma Schumann and Kohl GmbH is a wholly-owned subsidiary. The company is a specialist for dermatics and ophthalmics. In 2016 Medphano celebrated its 25th anniversary and the company continues with its positive development.
meta Fackler Arzneimittel GmbH

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"Nature at work" According to this motto the family enterprise meta Fackler Arzneimittel GmbH, a manufacturer of a range of naturopathic medicines, places a large value on patient care with effectiveness, safety and tested quality in harmony with nature. In 1966 Erich Fackler, a naturopathic interested pharmacist, founded together with his wife Dr. Rosemarie Fackler the „meta Biologische Heilmittel Fackler KG“. Today – after the rebranding in 2007 – the meta Fackler Arzneimittel GmbH is a medium-sized pharmaceutical company which develops and sells homeopathic products. Now the family enterprise is led in the second generation by the daughter and medical doctor Ricarda Fackler. The site of productions is still in Germany, although there is a selection of metaproducts which has been well established in other European countries. Quality is our business. Our products are subject to the high quality requirements of GMP (Good Manufacturing Practice). The basic concept underlying the GMP-guidelines consists of the continuous monitoring of manufacturing processes, the strict quality standards for raw materials and also the requirements for premises and equipment. This is valid in particular for nosodes. Nosodes are made from inactivated and highly diluted pathogens that according to homeopathic understanding can support the immune system in the early detection and elimination of pathological agents. We have taken up this special challenge and guarantee the compliance with the high quality GMP-standards of our nosode preparations metabiarex® N and metavirulent®. Manual Potentiation: The dynamization of the homeopathic dilutions is carried out as described in the „Book of Homeopathic Pharmaceuticals“ (HAB), which follows in terms of both the number of succussions as well as the filling level of the bottles the demands of Hahnemann. The HAB permits – as established in most companies – the succussion by machines, at meta the potensation proceeds exclusively by hand.
COMPANY PROFILES

Pascoe pharmazeutische Präparate

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PASCOE Naturmedizin is one of Germany’s most innovative medium-sized enterprises. The success story of this family-run company, which specialises in natural medicine, began more than 120 years ago when Friedrich H. Pascoe’s first pharmacy successfully completed a year of trading in 1895.

Working together with the naturopath Emanuel Felke, pharmacist Friedrich H. Pascoe researched the effects of herbal and homeopathic medicines. They went on to jointly develop homeopathic complex remedies. In 1918 Pascoe founded "Apotheke Friedrich Pascoe – Pharmazeutische Präparate" in Giessen, the birthplace of the modern company. And the founder’s grandson, Jürgen F. Pascoe, is the head of the company today. It employs 200 members of staff and manufactures approximately 200 naturopathic medicines. These include herbal medicines, (high-dose) vitamin products, homeopathic complex remedies and dietary supplements which are exported to 30 different countries around the world. Pascoe Canada was founded in Toronto in 2005, and Pascoe has had a branch in Austria since 2006.

Research and development

The research department was founded as long ago as 1961. Pascoe has also been participating in international research projects for the last decade, and it maintains numerous partnerships with universities and the wider scientific community.

A pioneer in sustainability

Pascoe has a special relationship with Nature as the supplier of its high-quality raw materials, so taking responsible care of natural resources is of key concern to the company. For example, Pascoe was the first pharmaceutical company anywhere in the world to introduce paperless record-keeping in 2005 and it was thus able to reduce its overall consumption of paper by 65 percent in just five years.

Award-winning

Pascoe has already received the “Top 100” seal of approval, the innovation prize for medium-sized enterprises, five times – most recently in 2016. Pascoe was also the first pharmaceutical company to be globally FSC®-certified (Forest Stewardship Council®). In 2016, PASCOE was distinguished with the “Great Place To Work” award for the fifth time as one of Germany’s best employers. In both 2015 and 2016, the company was acknowledged as one of Europe’s best employers. Pascoe also received a special award for “Workplace Health Promotion” this year.
PEKANA® Spagyrics and Quality Standards
PEKANA® owns more than 35 years of experience in the manufacture and sales of homeopathic-spagyric remedies. PEKANA® Spagyrics is a unique possibility to transfer the wholeness of the healing principle as completely as possible into a remedy. Based on the requirements posed by Paracelsus the manufacture of spagyric remedies is traditionally done in four steps: 1. Separation (Separatio), 2. Purification (Purificatio), 3. Incineration (Calcificatio), 4. Unification (Conjugatio). In PEKANA® Spagyrics according to Dr. Beyersdorff these four steps have been modernized. In 1991 PEKANA spagyrics was included in the first German Homeopathic Pharmacopoeia and in 1995 awarded for exemplary performance within the scope of the Innovation Prize of the State of Baden-Württemberg. Manufacture and sales of PEKANA® remedies are guided by cutting-edge quality standards. PEKANA® has been certified in compliance with the guidelines of Good Manufacturing Practice (GMP). Furthermore, we have been inspected successfully by the American Food and Drug Administration (FDA). The AEO F certificate provides us with the status of Authorized Economic Operator. From the delivery of raw materials up to the shipping of remedies each PEKANA® product undergoes extensive lab tests before, during and after manufacture. So it is warranted that all PEKANA® remedies offer a continuously high quality as well as safety in application. PEKANA® remedies, exclusively manufactured at Kisslegg in Southern Germany, are distributed globally via selected partners. Around the globe more and more therapists and patients trust in the efficacy of our homeopathic-spagyric complex remedies. The remedy range comprising more than 70 homeopathic-spagyric complex remedies is available in more than 20 countries worldwide.

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Medium sized company with a more than 50 years history. Pharma Liebermann GmbH focuses on homeopathic pharmaceuticals and products for personal care and fitness.
COMPANY PROFILES

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Pharma Schwörer GmbH was founded in 1948 and produces and distributes homeopathic, phyto-therapeutic and synthetic drugs.

Pharmazeutische Fabrik Dr. Reckeweg & Co. GmbH
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The pharmaceutical company Dr. Reckeweg & Co. GmbH was founded in 1947 has a long tradition in manufacturing well-tolerated homeopathic combinations and single remedies in all pharmaceutical forms. Dynamization, the decisive production step in homeopathy is performed manually as matter of principle. Our product range covers a broad range of uses, as well as homeopathic veterinary products. Traditional production methods combined with modern technology, along with ambitious fundamental research, unwavering quality and highly qualified and motivated staff, are what set our company apart. We produce our Dr. Reckeweg products according to the highest industry standards of GMP (good manufacturing practice). The family-owned company distributes its products worldwide with more than 40 international partners and daughter companies. Our track record for developing homeopathic combination remedies on the basis of our own research has made us a reliable choice for therapists, patients and consumers around the world. For more information, please contact your in-country representative at www.reckeweg.de/international
PhytoLab GmbH & Co. KG

PhytoLab GmbH & Co. KG PhytoLab is an independent service laboratory that specializes in the analysis, quality control, regulatory affairs and development of herbal raw materials, herbal preparations and finished herbal products for customers in the pharmaceutical, food/food supplement and cosmetics industries. In its capacity as one of the leading international service laboratories for herbal products, PhytoLab has been accredited in accordance with DIN EN 17025, officially recognized in accordance with § 14 AMG (German Drug Law) and GMP certified. We employ 200 excellently qualified people at our ultramodern laboratory and service centre – with 3,500 m² of laboratory space – including numerous specialists with international reputations in their fields. Equipped with the most advanced technical facilities and a highly developed quality management system, we provide an extensive range of targeted services that are tailored to the requirements of our customers. Being part of the nature network® we have acquired an outstanding, in-depth knowledge of herbal products over the years and an excellent understanding of their specificities regarding analytical, technical, regulatory and medical/toxicological aspects. Trace analysis of contaminants and residues is one of the main pillars of PhytoLab’s activities, including the capacity to handle large numbers of samples (phytrace®). Our phycheck® service spectrum covers all of the pharmacopoeial methods for herbal products, as well as the development and validation of new methods, stability testing (ICH) and microbiological tests. Our phyreg® team embodies the most comprehensive expert knowledge in regulatory affairs for herbal products acquired in the course of developing and filing hundreds of marketing authorisation dossiers over the last 25 years at both national and international level. Armed with experience acquired over a similarly long period of time, our phyguard® team is responsible for dealing with any questions relating to the safety and efficacy/function of herbal medicinal products or herbal food/food supplements. And last but not least, the last 10 years have seen PhytoLab becoming a leading international supplier of highly qualified and fully documented reference standards for the quality control, analysis and biological testing of herbal products all over the world, with a portfolio of more than 1200 herbal substances available under the phyproof® brand name. We are pleased to be at your service.

red otc development GmbH

red otc is an expert in development of ready to market OTC products together with competent technology providers and manufacturing partners. We particularly focus on herbal medicinal products, a strong trend in consumer health care (CHC) markets worldwide. We offer access to our state of the art CTD dossiers, via flexible license approach to marketing partners, competently outperforming in local CHC markets. We can show a very successful track record regarding registration and out-licensing. Among our customers/licensees there are leading global CHC companies, as well as a number of local stars in particular markets.
COMPANY PROFILES

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ROBUGEN – PHARMACEUTICAL- FACTORY Ltd. run by the Family and pharmacists Dr. Mauz’, who developed the cultivation of plants and new technologies for the extraction of natural derived pharmaceuticals, made with Chinese rhubarb and camphor, and also German hawthorn and camomile to manufacture concentrated and long-lasting – mainly – herbal pharmaceuticals. Most products are OTC’s and supplied only in pharmacies, further homeopathics and cosmetics are developed and distributed only by pharmacies a special range of Hydrocortison topical creams and cough calming Synthetics are manufactured for third parties. ROBUGEN – PHARMACEUTICAL – FACTORY Ltd. was founded in 1927 by the pharmacists Dr. Theodor Mauz and his sons Ernst and Jörg Mauz, out of their nearly 500 years old pharmacy “Rats-Apotheke”. The old pharmacy is still located in the center of medieval Esslingen. Today the family company is run by the sons Pharmacist Jörg A. Mauz and Dr. Matthias Mauz, always in their independent family tradition. Esslingen is nearby Stuttgart, the industrial and technology town in the south of Germany. The company’s name ROBUGEN derives from an old-Grecian wording “Robustos genaios” and means „made by a strong gender”.

roha Arzneimittel GmbH

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Made in Bremen/Germany
“Made in Germany” – a label with iconic status that has developed enormous international appeal for decades. For products from almost all sectors, Germany as the country of origin is regarded as a guarantee of the highest quality and innovation – a leading position which roha continues to uphold in the pharmaceutical sector. Impetus for the pharmaceutical market has originated from the Bremen-Oberneuland location for decades.

Everything from one source ...
The principle of “everything from one source” has been alive here right from the outset: working by hand still plays an important role at roha when working with high-tech automation mainly in the numerous levels of control that each roha product undergoes – essential when it comes to consistently high quality.

... all from one company
In addition, roha continues to rely on holistic local production: from the raw material provided to the finished product. A complete value chain in-house, which roha also makes available to other producers in whole or in part.
SANUM-Kehlbeck GmbH & Co. KG

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SANUM-Kehlbeck GmbH & Co. KG is a medium sized, family-run, internationally operating pharmaceutical company based in Lower Saxony, with a naturopathically oriented remedy portfolio.

SANUM-Kehlbeck GmbH & Co. KG is the sole manufacturer of very special pharmaceuticals according to GMP in Germany and markets them in many countries around the world. There are various subcategories among the produced homeopathic remedies, which provide a unique basis in a holistic therapy. Isopathics: These are homeopathic remedies, manufactured in accordance with the original specifications of the German scientist Prof. Dr. Günther Enderlein. The rationale for the manufacturing and administration of these remedies is the mutability of microbial forms. A co-existence of higher developed multi-cellular organisms, e.g. mammals, with the smallest forms of microbes (endobionts) living in their fluids and cellular tissues, is vitally important for the macro-organism. If this symbiosis is disturbed, e.g. due to changes in the milieu, a pathogenic upward development of the endobiont into microbes can occur, with the respective symptoms of a disease. The administration of isopathics can restore the healthy balance. Immunomodulators: homeopathic remedies which regulate the body’s defenses by attenuating a hyperactive system and activating an exhausted one. Sanukehl preparations: By immunological definition, these are partial antigens, which only achieve their antigenicity through binding with a carrier (protein). The Sanukehl preparations are manufactured from the polysaccharides of specific bacteria and are used by the body as “contaminant collectors”, as they bind pathogenic foreign proteins and toxins. Plant and organ products: For the complementation and support of the isopathic therapy, homeopathic remedies are manufactured from the plant and animal kingdom as well as from physiological carbonic acids. These serve especially for the detoxification and rehabilitation of an undisturbed acid-base balance and energy metabolism or to support the immune system.
Schaper & Brümmer GmbH & Co. KG

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Experience and Innovation: Schaper & Brümmer was founded in 1923 and is a mediumsized pharmaceutical company in family ownership, currently in the fourth generation. It is dedicated to keep and further develop the knowledge of herbal medicine and human health in general. The company is located in Salzgitter, Germany. The roots of our success can be found in decades of know-how concerning natural materials and their processing into modern, highly effective herbal medicines. Nowadays, more and more people are looking for effective medical solutions with as few side effects as possible, and as a result phytotherapy is becoming increasingly important. Schaper & Brümmer has made it their task to make available to people today traditional herbal remedies, in some cases known and practised for centuries, in the form of effective medicines which satisfy the highest demands of quality – and this, of course, on the basis of the most up-to-date knowledge from the fields of natural materials research, medicine and ecological crop cultivation. Scientifically assured quality from seed to plant – cultivating our own plants allows us better control over the healing agents contained and any possible contaminations. Above all the emphasis at Schaper & Brümmer is to further develop and optimize existing compounds and the search for new manufacturing processes which conserve the active agents and ensure quality. Schaper & Brümmer today is a modern high-tech company with a strong tradition, which has become a valuable partner for doctors and pharmacists with products like Esberitox, Remifemin and Cystinol, as well as many other phytotherapeutic remedies and medicines.

WALA Heilmittel GmbH

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Nature’s treasures transformed for you – this has been WALA Heilmittel GmbH’s guiding principle ever since the company was founded back in 1935. By harnessing the rhythms of polarities such as warmth and cold, light and darkness or rest and movement, the company creates healthcare products based on natural substances that, wherever possible, are obtained from organic sources and under fair conditions. Today, with its three brands – WALA Medicines, Dr.Hauschka Skin Care and Dr.Hauschka Med – the company exports products to over 40 countries. WALA employs around 1000 people and generated sales of EUR 130 million in 2016.
Weber & Weber GmbH & Co. KG

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Founded in 1953, Weber & Weber is a manufacturer of combination homeopathic medicines, herbal and micronutrient products in Germany. Its flagship product Otovowen® indicated for otitis media enjoys no 1 position in the OTC earache market. Time tested formulations have been developed by naturopathic therapists based on experience over many years. We develop new preparations based on our wealth of therapeutic experience, the latest medical insights and modern technology. Quality is our top concern, fresh organically grown plants are immediately processed in our manufacturing facility. Clinical and pharmacology studies confirm the effectiveness and safety of products. Today “Weber & Weber Biologische Arzneimittel” represents numerous preparations in the fields of phytotherapy, homeopathy, macrobiotics and micronutrients.

Weleda AG

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Weleda started in 1921. Today, Weleda is the world’s leading manufacturer of certified natural and organic cosmetics and anthroposophic pharmaceuticals. The company’s goal is to play a part in enhancing and maintaining people’s health. The company also has 19 majority shareholdings in 17 countries. Quality products: The Weleda product range includes 120 natural cosmetics, and the company makes 1,000 pharmaceutical products too. More than 90 over-the-counter pharmaceuticals are available for indications such as colds, stress and tiredness, as well as for the eyes and skin. Weleda places the highest quality requirements on the entire manufacturing chain, starting with the raw material quality. The raw materials predominantly come from biodynamic cultivation or certified wild collection. Weleda products represent environmentally friendly raw materials and economical use of water and energy. As a partner of the German Federal Government’s “Business and Biodiversity” initiative and member of the Union for Ethical Biotrade (UEBT), Weleda is actively committed to the preservation of biodiversity. Production facilities in Germany, Switzerland and France: Almost all of Weleda’s overall range of pharmaceuticals is produced in Germany, Switzerland and France, with the production facility in Schwäbisch Gmünd being the largest. The countries have specialized in the manufacture of individual product groups since the 1990s. Weleda Germany has been certified to ISO 14001 since 1997 and has a comprehensive environmental management system. Weleda Group – key figures (2014 financial year) Sales: EUR 389.5 million (2014: EUR 364.3 million), Operating result (EBIT): EUR 32.9 million (2014: EUR 35.1 million), Profit for the year: EUR 10.7 million (2014: EUR 9.8 million), Employees: 2021 FTE (2014: 1965 FTE), Executive Board: Ralph Heinisch (CEO), Michael Brenner (CFO), Andreas Sommer (CCO).
Wörwag Pharma GmbH & Co. KG

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WÖRWAG Pharma GmbH & Co. KG is an internationally active pharmaceutical company that develops and markets biofactors and generics. The product range of WÖRWAG Pharma comprises prescription and OTC (over the counter) medications as well as dietary supplements. The company specializes in biofactors. These products are used in the treatment of secondary complications caused by diabetes such as neuropathy (nerve damage) and cardiovascular and neurological diseases. In 2015, the company with 900 employees in more than 35 sales offices achieved worldwide sales of approx. EUR 180 million. Markets are Germany, Eastern Europe, Russia, Latin America, and Asia. WÖRWAG Pharma is a family-owned company managed by the second generation (Dr. Marcus Wörwag and Monika Wörwag) as well as by Christian Stenske. Dr. Fritz Wörwag founded the company in Stuttgart in 1971. Headquarters are located in Böblingen.
OUR PARTNERS

Industry Associations

HEALTH MADE IN GERMANY works closely together with the German Industry associations to provide support to international companies seeking to establish partnerships or to settle in Germany. Together we provide you with all of the industry information you need.
BAH – German Medicines Manufacturers’ Association
The Bundesverband der Arzneimittel-Hersteller e.V. (BAH) represents the interests of the pharmaceutical industry in Germany comprising international companies as well as local small and medium-sized enterprises (SMEs). BAH covers the entire range of the industrial landscape from self-medication medicines (OTC) through to prescription drugs (Rx) and medical devices. BAH advocates for secure and responsible self-medication through professional medical and pharmaceutical advice. Therefore, BAH strongly supports the statutory protection of the owner-operated pharmacy as primary institution for distribution. BAH actively takes part in public health policy discussion. BAH represents its members on the European level through the Brussels-based AESGP, the association of the European Self-Medication Industry. Furthermore BAH is associated with WSMI, the World Self-Medication Industry, a federation of over 50 member associations from all continents.

www.bah-bonn.de

VfA – Association of Research based Pharmaceutical Companies
The vfa, the Association of Research based Pharmaceutical Companies, is the trade organization of research based pharmaceutical companies in Germany. Forty-three leading research-based pharmaceutical companies are organized in the vfa. Together with their more than 100 subsidiaries and affiliated companies, they employ nearly 76,000 people in Germany. The vfa member companies are among the leading research-based pharmaceutical companies worldwide. They guarantee therapeutic progress in pharmaceuticals and ensure high-quality pharmaceutical therapy. In Germany more than 16,000 of their employees work in the field of research and development of pharmaceuticals. Here, the research-based pharmaceutical companies invest EUR 4 billion per year in pharmaceutical research. The Association of Research-based Pharmaceutical Companies represents a German high-tech industry that is competitive in the international markets.

www.vfa.de

BPI – German Pharmaceutical Industry Association
Founded in 1951 and thus with 65 years of experience in drug research, development, authorization, manufacturing and marketing, BPI is the only national trade association which represents the pharmaceutical industry with all its variety. Our membership consists of 240 companies that cover classic pharmaceutical companies, businesses from biotechnology, phytopharmacy and homeopathy as well as companies with a small generic portfolio. The majority of our membership is family owned businesses and small and medium-sized enterprises that represent more than 11 percent of the pharmaceutical industry workforce in Europe. As an association representing the whole section of the pharmaceutical industry BPI’s goal is to ensure that patients receive the care and medicines they need. BPI is a political partner for decision-makers which contributes to the ongoing dialogue about the sustainability of healthcare systems.

www.bpi.de
HEALTH MADE IN GERMANY

Germany is one of the world’s most important providers and exporters of healthcare products and services. The country’s innovative medical products set international standards for quality, safety and reliability. German manufacturers and service providers in all health and life sciences segments attract overseas customers and partners and deliver leadership in healthcare innovation.

HEALTH MADE IN GERMANY is the export initiative for the German healthcare industry. It supports international companies and organizations that are interested in establishing contact with potential German partners and suppliers. Set up by the German Federal Ministry for Economic Affairs and Energy (BMWi), the initiative bundles expert market intelligence for easy market entry. One of the initiative’s main goals is to promote the German healthcare sector through international networking activities for the mutual benefit of international partners and German companies alike.

HEALTH MADE IN GERMANY does this by providing proactive support (including market and regulatory insight), introductory services, and networking platforms including trade events at home and abroad. The initiative serves four major industries active in the international medical market: pharmaceuticals, medical technology, medical biotechnology, and digital health care.

HEALTH MADE IN GERMANY also works closely with 16 major German industry trade associations and is part of the BMWi’s MITTELSTAND GLOBAL umbrella program for small and medium-sized enterprises. The initiative is ideally placed to provide access to German healthcare market information and to help overseas businesses identify potential German partners.

The HEALTH MADE IN GERMANY initiative is implemented by Germany Trade & Invest, the economic development agency of the Federal Republic of Germany, on behalf of the BMWi.

For more information:
www.health-made-in-germany.com

Our support for your business:

- We publish market briefs and in-depth market studies of the German healthcare industry and its different sectors.
- Our calendar is regularly updated with the latest industry events in Germany and overseas.
- We take part in leading healthcare trade fairs all over the world, organize networking events and enjoy ongoing dialogue and exchange with international health policy-makers.
- Our directories of German companies and research facilities with direct contact details help international businesses to identify contacts in Germany.
- Visit www.health-made-in-germany.com for more information about the German healthcare industry and all HEALTH MADE IN GERMANY activities.
CONTACT

Expert Advice

Axel Lohse is the manager responsible for the medical biotechnology and pharmaceutical industries at HEALTH MADE IN GERMANY. He is your point of contact for expert advice in those fields and looks forward to receiving your inquiries and requests.

Get in touch with us to learn more about what HEALTH MADE IN GERMANY can do for you.

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About Us
Germany Trade & Invest (GTAI) is the economic development agency of the Federal Republic of Germany. The company helps create and secure extra employment opportunities, strengthening Germany as a business location. With more than 50 offices in Germany and abroad and its network of partners throughout the world, GTAI supports German companies setting up in foreign markets, promotes Germany as a business location and assists foreign companies setting up in Germany. All investment services and related publications are free of charge.

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