



Press Release

CEO Albrecht to modernize STADA – Biosimilars to focus on oncology, CNS, diabetes and ophthalmology

Bad Vilbel, March 8, 2018 – “We intend to restructure and modernize STADA. We have therefore resolved to realign our strategy,” said STADA CEO Claudio Albrecht at the release of the figures for the 2017 financial year.

“Moving ahead, we will be pursuing a three pillar strategy consisting of non-prescription OTC products, generics and specialty pharmaceuticals including biosimilars. The latter will focus on oncology, the central nervous system (CNS), diabetes and ophthalmology,” Albrecht announced. Successful branded products are to become more internationalized in the future. “As we already do, we will continue to offer a full portfolio in the generics segment.”

Spending on research and development (R&D) is to be increased significantly. From an average of 6 percent of sales in 2016/2017 to 8 percent of sales in 2018 through 2020. “We will invest in new technologies to get even those highly complex products that STADA has not had before. This applies to all three pillars of our new strategy,” explained Albrecht. Specialty pharmaceuticals will concentrate on expanding activities on selected markets, such as Germany, the emerging markets and the US. According to Albrecht’s plan, there will be investments of more than €100m in the next three years in the biosimilars segment alone.

“Changes have to be made in the scheduling of biosimilars development,” stated Albrecht. “We are no longer working on adalimumab because we would not have gotten this product to market on time.” By contrast, European Medicines Agency (EMA) approval for teriparatid has been in place since the start of 2017. The EMA is currently reviewing the application for the approval of a pegfilgrastim biosimilar for which STADA has entered into a licensing and sales agreement with Gedeon Richter.

The Middle East and North Africa (MENA) will play a key role in STADA’s future activities to tap new markets. “There are more than half a billion people living in North Africa and the Middle East in total – people we have barely reached so far. We would like to change this. We will also

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continue to expand our activities in Asia,” said Albrecht. On the markets within Europe already cultivated, STADA will focus on filling in gaps. “We are pursuing the goal of a strong presence for all three pillars of our business model in as many countries as possible through the greater internationalization of our existing product portfolio and acquisitions,” Albrecht continued. Growth in the US, Japan and Australia is mainly expected in the specialty pharmaceuticals segment.

About STADA Arzneimittel AG

STADA Arzneimittel AG is a publicly-listed company with headquarters in Bad Vilbel, Germany. STADA consistently focuses on a multi-pillar strategy of generics and branded products (OTC) with an increasingly international market orientation. Worldwide, STADA is represented in about 30 countries with roughly 50 subsidiaries. Branded products such as Grippostad and Ladival are among the highest selling in their product categories in Germany. In financial year 2017, STADA achieved adjusted Group sales of Euro 2,255.3 million, adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of Euro 433.9 million and adjusted net income of Euro 195.6 million. As of December 31, 2017, STADA employed 10,176 people worldwide.

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