



Zuellig Pharma becomes STADA Philippines' exclusive distribution partner

- Leading healthcare solutions company Zuellig Pharma to exclusively distribute STADA Philippines' range of consumer healthcare and prescription products in the local market
- Brands benefiting from extended support and distribution include the FERN-C vitamin C range, the Oilatum skincare line, and Hyabak eye drops

Manila, Philippines – 09 January 2024 – Zuellig Pharma, a leading healthcare solutions company, has been appointed as the exclusive distribution partner of STADA Philippines Inc., a fast-growing supplier of high-quality pharmaceuticals and an affiliate of Germany's STADA Arzneimittel AG.

Effective 1 January 2024, Zuellig Pharma is the sole partner for distributing STADA's portfolio in the Philippines, leveraging its heritage and reach as a local market leader across pharmacies, supermarkets, hospitals and clinics. This partnership will play a pivotal role in expanding access to STADA's flagship brands in the over-the-counter (OTC) and consumer brand categories, as well to prescription medicines, particularly in ophthalmology, with more than 70 stock-keeping units (SKUs) being distributed as a start.

In particular, the partnership is expected to broaden distribution and promotion of established consumer healthcare brands such as the FERN-C vitamin C range and the Oilatum skincare line. It will also support ophthalmic brands including Hyabak eye drops and make available to the market essential generic medicines in categories such as antibiotics and cardiovascular therapies within STADA's portfolio.

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Chairman of the Supervisory Board: Dr. Günter von Au



“We are excited to partner with STADA to make quality medicines across all segments of healthcare more accessible for Filipinos across the country. As a leading healthcare solutions company, we are confident that our longstanding presence in the Philippines and our strong in-market capabilities will enable us to continue to meet the needs of the population,” said Jannette A. Jakosalem, Zuellig Pharma’s Managing Director for the Philippines.

Stéphane Jacqmin, STADA’s Head of Emerging Markets, explained: “The Philippines is a key strategic market within STADA’s ambitious growth plans in South-East Asia. This partnership with Zuellig Pharma will substantially drive the growth of our portfolio in the Philippines and will enable greater access for our products in the market.”

Paolo Valenzuela, General Manager of STADA Philippines, expressed his confidence in the agreement, stating: “STADA is a trusted partner in the pharmaceutical industry with a legacy spanning more than 125 years. We are confident that Zuellig Pharma’s extensive network and its proven track record in pharmaceutical distribution and healthcare services will be pivotal in helping us enhance our reach and capabilities within the Philippines. This alliance will elevate our business to the next level and enable us to deliver on our growth ambition as a key player in the market.”

Founded by German pharmacists more than 125 years ago, STADA has grown to become a leading supplier of medicines and healthcare products in Europe, as well as a fast-growing player in emerging markets such as the Middle East and North Africa (MENA) region, Vietnam, China and the Philippines.

Through strong local brands, STADA has become Europe’s fourth-largest consumer healthcare company by sales, including as market leader in Germany. With almost 20 production sites, predominantly in Europe, STADA is also Europe’s fourth-largest provider of prescription generic medicines and a pioneer in biosimilars, with a growing Specialty

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portfolio in therapeutic areas such as dermatology, nephrology, ophthalmology, rheumatology and Parkinson's disease.

About Zuellig Pharma

Zuellig Pharma is a leading healthcare solutions company in Asia, and our mission is to make healthcare more accessible to the communities we serve. We provide world-class distribution, digital and commercial services to support the growing healthcare needs in this region. The company was started a hundred years ago and has grown to become a multi-billion dollar business covering 16 markets with over 12,000 employees. Our people serve more than 200,000 medical facilities and work with over 450 clients, including the top 20 pharmaceutical companies in the world.

About STADA Philippines and STADA Arzneimittel AG

STADA Philippines is an affiliate of STADA Arzneimittel AG, a trusted and reliable partner in Europe for more than 125 years. It is a leading manufacturer of high-quality pharmaceuticals with a long-standing heritage rooted in pharmacies. STADA Arzneimittel AG is headquartered in Bad Vilbel, Germany. The company focuses on a three-pillar strategy consisting of consumer healthcare products, generics and specialty pharma. Worldwide, STADA Arzneimittel AG sells its products in approximately 120 countries. In financial year 2022, STADA achieved group sales of EUR 3,797.2 million and reported earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 884.7 million. As of 31 December 2022, STADA employed 13,183 people worldwide.

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