



# Products People Passion

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**MAY 2024**

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# Company Overview

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# Company Overview

## FOUNDED

**1963** Tillotts Laboratories Ltd,  
Great Britain

## TOTAL INCOME (2023)

**CHF 263M**

Compound Annual Growth Rate 2010-2023: 10%

## EMPLOYEES

**400**  
As of May 2024

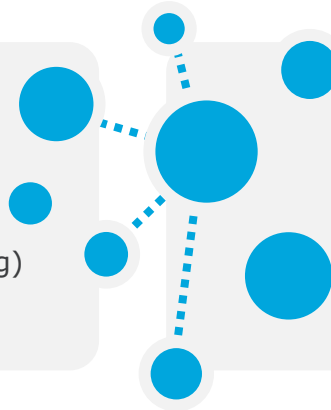


## LOCATION



**Rheinfelden AG,**  
**Switzerland**  
(Headquarters)

**Ziefen BL,**  
**Switzerland**  
(Contract Manufacturing)



## AFFILIATES covering 23 countries

**2004\*** Ireland

**2008\*** Sweden (Nordics & Baltics)

**2010** UK & Czech Republic

**2011§** Spain & Portugal

**2013°** Germany

**2016\*\*** France & Benelux

**2021** Italy, Greece,  
Switzerland,  
Austria

## OUR PRODUCTS

**ASACOL™**  
mesalazine

**Entocort®**  
budesonide

**DIFICLIR™**  
fidaxomicin

**Colpermin™**  
187 mg PEPERCIMIN OIL

**VistaPrep™**  
Powder for oral solution

## BUSINESS MODEL

Sales in

**Around 65 countries**

through a network of own affiliates and  
selected licensees and distributors

\* Year of registration, promotional activities started in the following year

° Promotional activities started in 2017

§ Portugal was added to the Spanish affiliate in 2020

\*\* Benelux was added to the French affiliate in 2021

# Parent Company Overview

## Zeria Pharmaceutical Co., Ltd.

ZERIA SHINYAKU KOGYO K.K.



### ESTABLISHED

1955

### REPRESENTATIVE

Mitsuhiro Ibe  
President & COO

### EMPLOYEES

1,729 Employees

As of 31st of March 2023

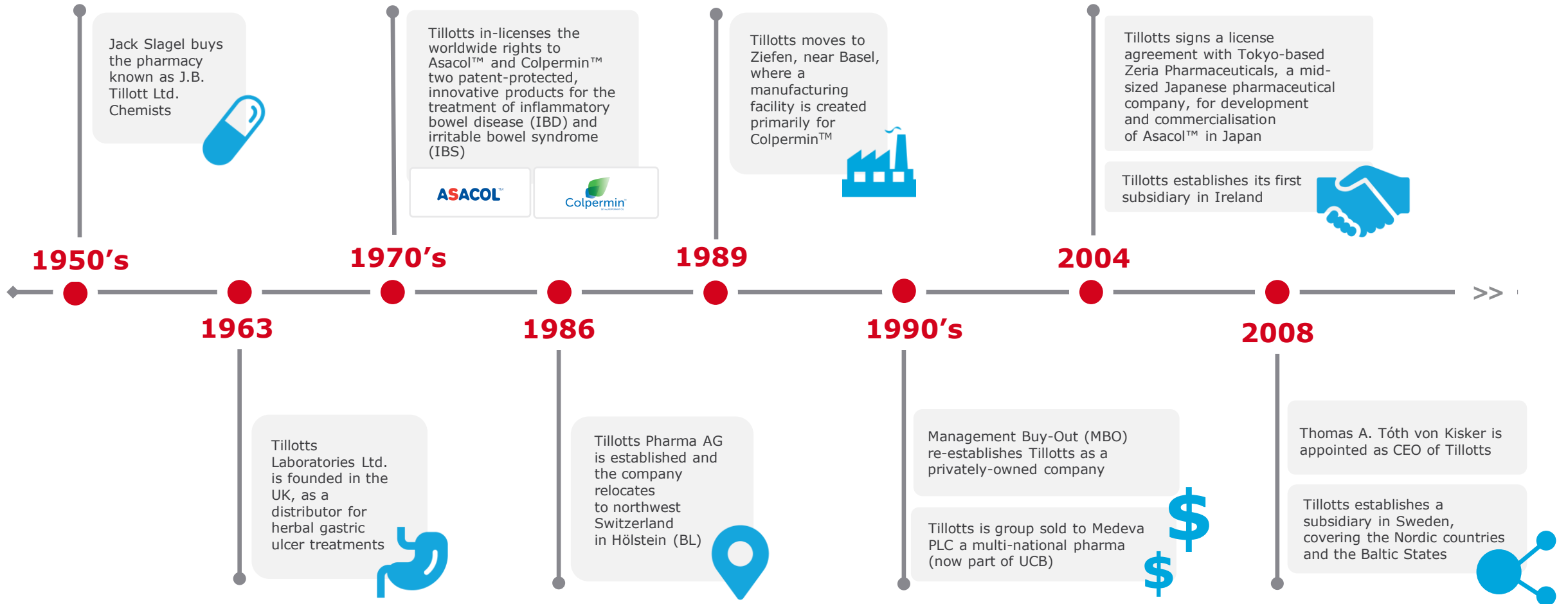


### BUSINESS OPERATIONS

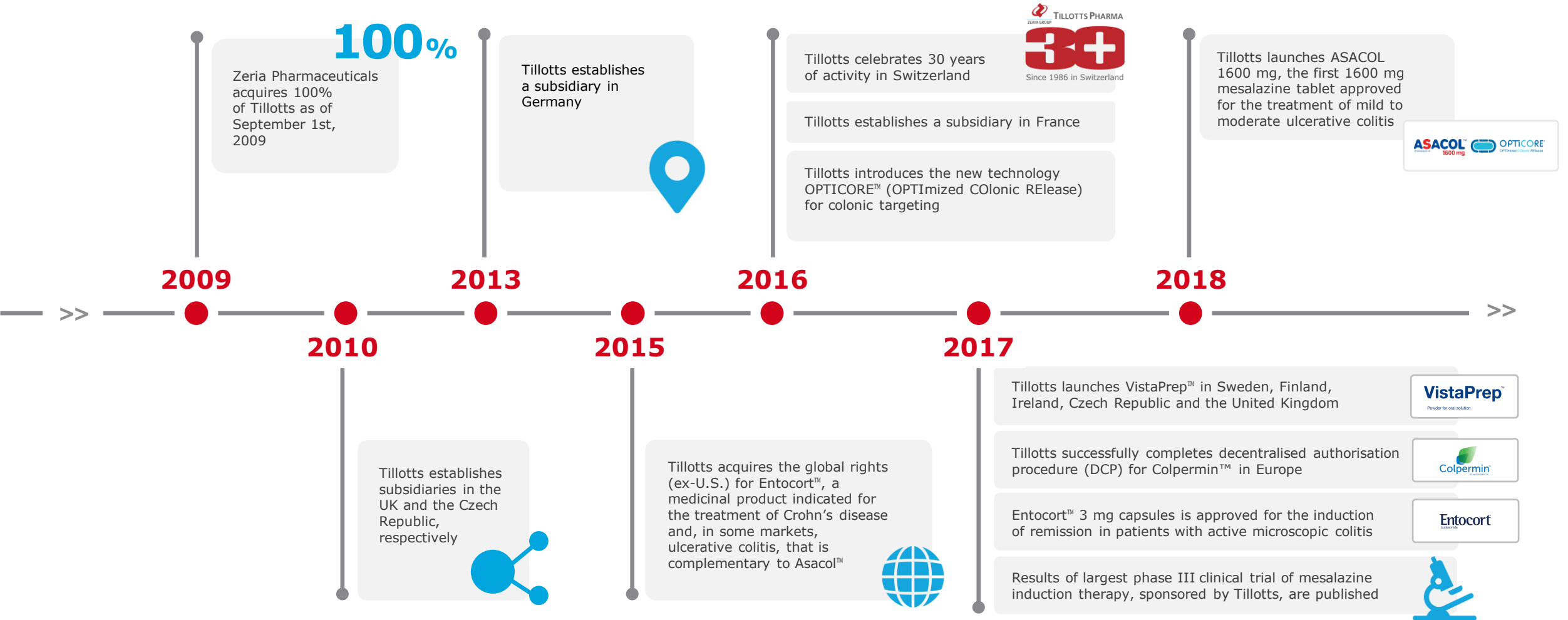
#### Manufacture, sales, import and export of

- Pharmaceuticals,
- Non-pharmaceuticals
- Veterinary pharmaceuticals
- Agricultural chemicals
- Industrial chemicals and reagents
- Cosmetics
- Health foods
- Alcoholic beverages
- Soft drinks
- Food additives
- Livestock feed
- Hygienic goods
- Medical devices
- Health equipment
- Hygiene facilities and equipment
- Beauty appliances
- Measuring equipment
- Analytical equipment

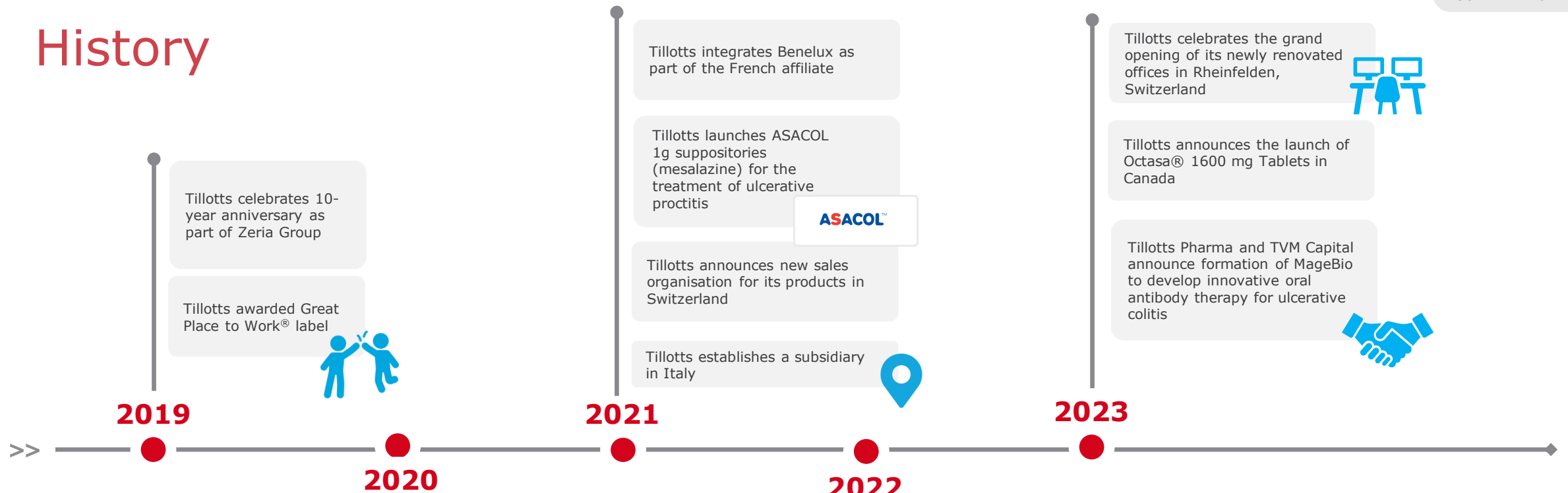
# History



# History



# History



Tillotts celebrates 10-year anniversary as part of Zeria Group

Tillotts awarded Great Place to Work® label



Tillotts integrates Benelux as part of the French affiliate

Tillotts launches ASACOL 1g suppositories (mesalazine) for the treatment of ulcerative proctitis



Tillotts announces new sales organisation for its products in Switzerland

Tillotts establishes a subsidiary in Italy



Tillotts celebrates the grand opening of its newly renovated offices in Rheinfelden, Switzerland



Tillotts announces the launch of Octasa® 1600 mg Tablets in Canada

Tillotts Pharma and TVM Capital announce formation of MageBio to develop innovative oral antibody therapy for ulcerative colitis



**Great Place To Work®**

Tillotts named one of best employers in Switzerland by GPTW®

Tillotts integrates Portugal as part of the Spanish affiliate

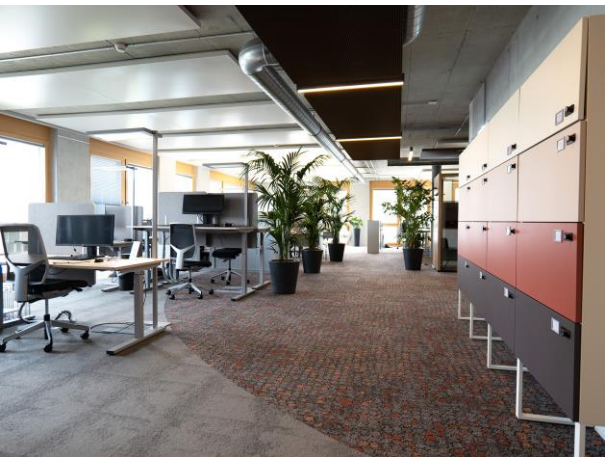
Tillotts acquires DIFICLIR™ from Astellas Pharma



Tillotts Pharma AG announces the launch of Octasa® 800mg Tablets in Canada



Office renovations start at the Tillotts head-quarters in Rheinfelden





# Our Mission

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# Our Mission

We support and collaborate with healthcare professionals around the world to continuously evolve the understanding **in the field of Gastroenterology and other specialist therapeutic areas**.

We deliver high quality medicines and educational support that improve **patient lives**.

We take pride in our **unique culture**, that is based on our **“Corporate Values”**, guiding us in our every day business and allowing our diverse workforce to develop and deliver their full potential. We treat our employees as well as our business partners with **fairness and respect**. In striving towards our **“Vision 2030”**, we always demonstrate **passion, rewarding entrepreneurial spirit and outstanding performance**. We encourage our employees to **see the bigger picture, challenge the status quo and embrace change**.

As an attractive employer, we invest in our people by offering a **state-of-the-art work environment**, and providing room for our employees to create a modern and flexible work-life-balance.

To our shareholders we provide both **value and attractive, sustainable returns**.



# Our Leadership Team

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# Tillotts Board of Directors



**MR SACHIAKI IBE**  
Chairman



**THOMAS A. TÓTH VON KISKÉR**  
Chief Executive Officer, Vice Chairman



**MR MITSUHIRO IBE**  
Director, Non-Executive



**MR MASAKAZU-SAKURAI**  
Director, Non-Executive



**MR MATTIAS NORMAN**  
Director, Non-Executive

# Our Leadership Team



## **Thomas A. Tóth von Kiskér**

CEO, Vice Chairman

Thomas A. Tóth von Kiskér has been with Tillotts for more than 20 years starting in Sales & Marketing.

In 2001 he was promoted to Director of Business Development & Licensing and in 2005 to Director of Corporate Development.

In January 2008 he was appointed CEO of Tillotts.

# Our Leadership Team

## Senior Management Committee



### **Harald Haubitz, Head of Technical Operations**

Harald Haubitz joined Tillotts in January 2018. He is a pharmacist by training with over 25 years of experience in the pharmaceutical industry. Previously he held different management positions at Roche and acted as the COO of Acino for several years before he ran his own consultancy business.



### **Marcel Portmann, Head of Finance**

Marcel Portmann joined Tillotts in October 2015. Prior to joining Tillotts, he worked as Head Group Reporting and Consolidation for a stock exchange listed Swiss energy company, before in different Swiss SME in various finance functions.



### **Ragip Ziyal, Head of BD&L**

Ragip Ziyal joined Tillotts in April 2014. He has 25 years of experience in global Business, Corporate Development and Licensing functions working for Merz Pharmaceuticals, Fujisawa (now Astellas), Altana/Nycomed/Takeda. He is a licensed pharmacist by training, has a PhD degree in pharmacology in Germany and holds an MBA from Warwick Business School, UK.



### **Adrian Hill, Global Head of Commercial Operations**

Adrian Hill joined Tillotts in January 2019. He has more than 25 years of experience in commercial activities including experience in global marketing from several companies including Sanofi, GSK and most recently Kyowa Kirin.



### **Gabriella Schraner, Head of HR**

Gabriella Schraner joined Tillotts in 2013. In February 2016, she transitioned into the role Head of HR. She is a Human Resources expert by training with specialization in International HR with more than 10 years of experience. Prior to Tillotts, she mainly worked in the biotechnology industry.



### **Johannes Spleiss, Head of Scientific Affairs**

Johannes Spleiss joined Tillotts in November 1998. He took on positions of increasing responsibility and is now leading R&D, Medical Affairs, Drug Safety and Regulatory Affairs. A chemist by training, he has 30 years of experience in the pharmaceutical industry.



### **Jeremy Thorpe, Affiliate UK**

Jeremy joined Tillotts in July 2012 to establish the UK affiliate bringing with him over 25 years of experience in pharmaceuticals and healthcare working in a variety of commercially focused roles in well-known and smaller / start-up companies. Jeremy has a strong entrepreneurial spirit and has a background in business and economics.

# Our Locations

## SWITZERLAND HEADQUARTERS

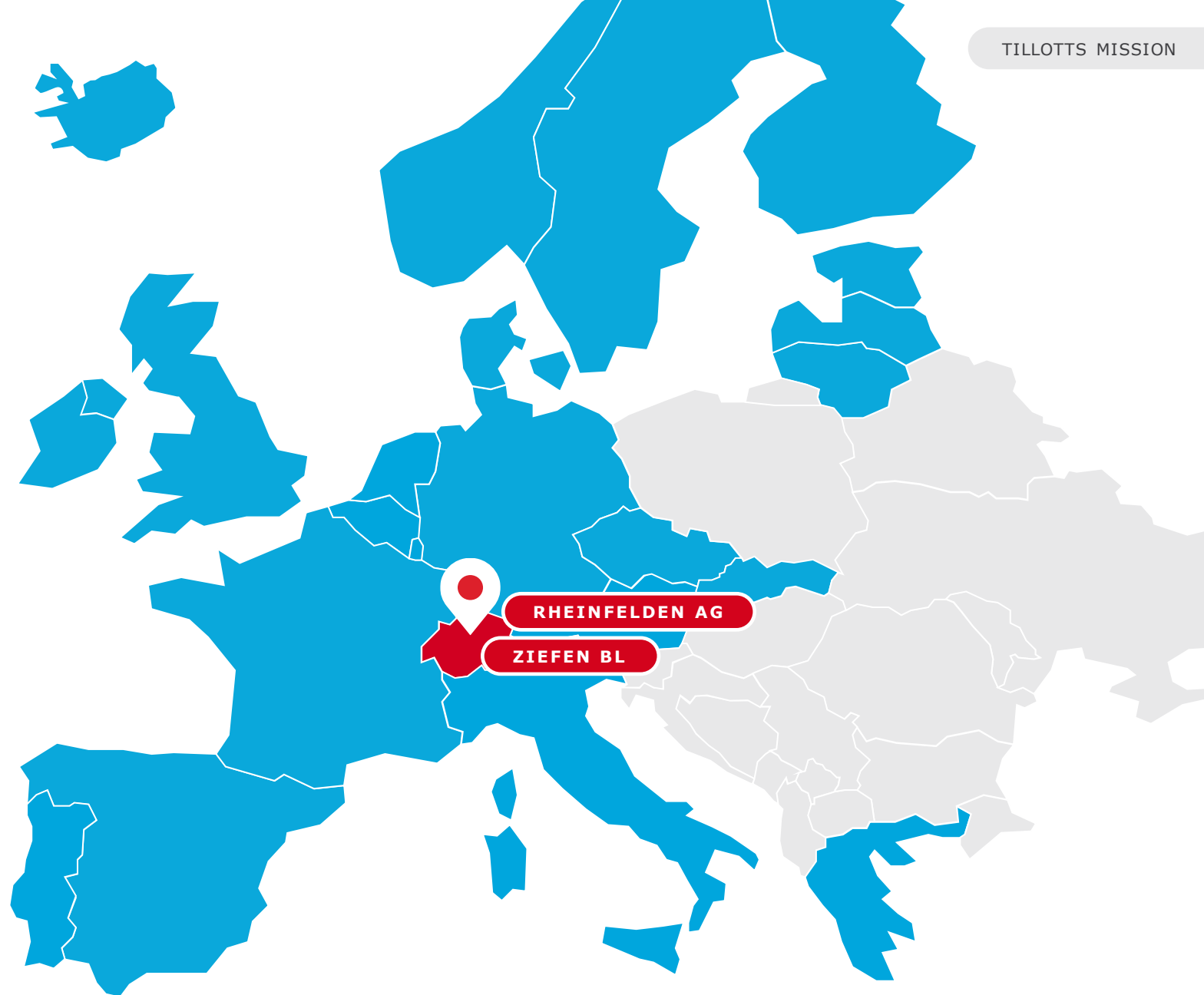
- **Rheinfelden AG** (B15 and Salmenpark)  
– Tillotts Pharma AG

## CONTRACT MANUFACTURING

- **Ziefen BL**

## AFFILIATES IN EUROPE

- **Nordics & Baltics** - Tillotts Pharma AB
- **Ireland** - Tillotts Pharma Limited
- **UK** - Tillotts Pharma UK Limited
- **Czech (incl. Slovakia)** - Tillotts Pharma Czech s.r.o.
- **Spain & Portugal** - Tillotts Pharma Spain S.L.U.
- **Germany** - Tillotts Pharma GmbH
- **France & Benelux** - Tillotts Pharma France SAS
- **Italy (incl. Greece)** – Tillotts Pharma Italy Srl
- **Switzerland (incl. Austria)** - Tillotts Pharma AG



## Tillotts' Global Reach

AFFILIATE • DISTRIBUTOR • ZERIA/TILLOTT'S PHARMA AG

Our products are currently present in around **65 countries in Europe, North and South America, Africa, Asia and Oceania**



# Our Products

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# Tillotts Products

**ASACOL**™

**Entocort**™  
budesonide

**DIFICLIR**™  
*fidaxomicin*

  
**Colpermin**™  
187 mg PEPPERMINT OIL

**VistaPrep**™  
Powder for oral solution

# Asacol™ (mesalazine)



Developed by Tillotts, with a strong legacy of more than 30 years in treating patients with ulcerative colitis

## ABOUT

First-line treatment for mild to moderate ulcerative colitis in adults and children as from age 6

## AVAILABILITY

Tillotts' Asacol is available in tablets in 400, 800 and 1600mg strengths as well as enemas and suppositories<sup>1,2</sup>

Asacol 1600mg is the highest strength mesalazine tablet available on the market, allowing for once daily dosing with one tablet

Asacol 1g suppositories have been launched in February 2021. Tillotts offers a new patient-centric treatment with one single dose a day.

## MARKET

Asacol is value market leader in most affiliates within the mesalazine tablet market<sup>3</sup>

Market share of 11.8% worldwide in 2020 (ex. U.S., in volumes)

The trademark Asacol™ is registered in over 100 countries

# Entocort™

Budesonide



Entocort™  
budesonide

Anti-inflammatory agent  
and locally acting  
glucocorticosteroid

## ABOUT

First-line treatment of mild to moderate ileocaecal Crohn's disease and microscopic colitis (capsules) and second-line for ulcerative colitis (enemas)

Only budesonide to have both forms of microscopic colitis on-label:  
**lymphocytic colitis and collagenous colitis**

## AVAILABILITY

Tillotts' Entocort is available in two formulations: capsule and enema

## MARKETS

Entocort™ is available under different brand names in over 40 markets world-wide, hereunder Europe, Japan, Canada, Middle East and Latin America

# DIFICLIR™

Fidaxomicin



Patent-protected until 2027, fidaxomicin has targeted bacteriocidal activity against *C.difficile*, and is available as a convenient twice daily dosing regime<sup>1</sup>.

## ABOUT

DIFICLIR™ is a macrocyclic anti-bacterial agent, indicated for the treatment of *Clostridioides difficile* infections (CDI) also known as *C.difficile*-associated diarrhoea (CDAD) in adult and paediatric patients with a body weight of at least 12.5 kg

## AVAILABILITY

DIFICLIR™ tablets and granules are registered in 32 and 31 countries in Europe, Middle East and Africa respectively. DIFICLIR™ is available as film coated tablets and has gained approval of granules for oral suspension.

## KEY FACTS

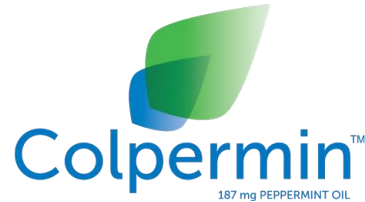
- DIFICLIR™ is well tolerated being minimally absorbed in the gut
- Offering a narrow spectrum of activity
- Inhibiting spore production in vitro<sup>2</sup>

1) DIFICLIR SmPC

2) Aldape 2017: Fidaxomicin reduces early toxin A and B production and sporulation in *Clostridium difficile* in vitro

# Colpermin™

Peppermint oil



Developed and  
manufactured by Tillotts

Originally launched in  
1981 in the UK as a  
prescription product,  
now OTC in most  
countries

## ABOUT

Peppermint oil based treatment for painful bowel cramps  
and bloating in irritable bowel syndrome

## AVAILABILITY

Distributed in around 20 countries

## KEY FACTS

- Dual mode of action (antispasmodic and carminative)
- Intelligent galenics (targeted and prolonged release with disintegration at pH 6.8, hydrophobic gel matrix, low systemic absorption)
- Excellent safety profile

**FOR MORE INFO: VISIT [WWW.COLPERMIN.EU](http://WWW.COLPERMIN.EU)**

# VistaPrep™

Polyethylene glycol (PEG)

## VistaPrep™

Powder for oral solution

VistaPrep™ is a polyethylene glycol (PEG) based powder for preparing a solution indicated for bowel cleansing in preparation for a colonoscopy

### ABOUT

With over 50,000 patient applications since launch in 2017, VistaPrep™ has been well received by patients for being sulphate free with citrus flavor, thereby enhancing patient compliance

### AVAILABILITY

VistaPrep™, a powder to prepare a three to four liter solution for bowel cleansing, is available in split dosing in Germany, Sweden, Finland, Ireland, Czech Republic, and the United Kingdom

**FOR MORE INFO: VISIT [WWW.VISTAPREP.INFO](http://WWW.VISTAPREP.INFO)**

# Our Vision

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**VISION 20  
30**

We stand strong on an exciting portfolio in  
speciality pharmaceuticals with global reach  
Our passion, expertise and quality  
make the difference



ZERIA GROUP

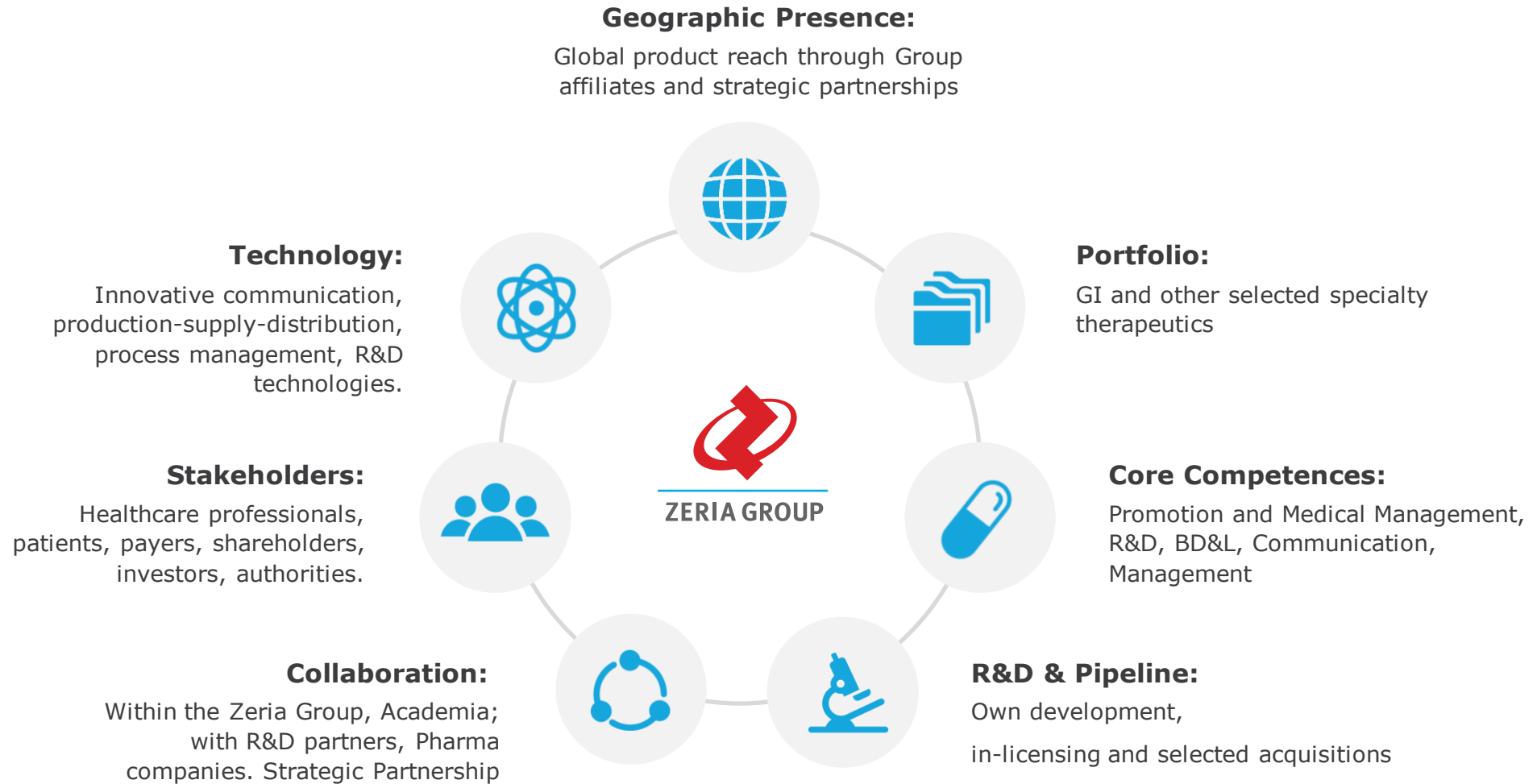
TILLOTTS PHARMA

# Tillotts' Vision 2030

## TILLOTTS

- 1. Geographic Presence :** **Global product reach.** Promotion predominantly via **Group affiliates** in strategic markets. In other markets through selected strategic partnerships.
- 2. Portfolio:** GI and other selected **Speciality Pharmaceuticals.**
- 3. Core Competences:** **Promotion and medical Management:** strong network efficiently reaching stakeholders. **R&D:** identifying and meeting medical needs. **BD&L:** trusted business partner in the global life science community. **Management:** entrepreneurial and focused, fast and efficient decision making.
- 4. R&D & Pipeline:** Leverage existing projects and products through **Life Cycle Management** activities. Builds **pipeline** through **own development** as well as through **in-licensing and select acquisitions.**
- 5. Collaboration:** Close collaboration within the **Zeria Group.** **Strategic collaborations** with **R&D partners:** for sharing know-how, risk and cost. Within **academia:** for accessing innovation. With other **pharma companies:** for marketing and medical management outside the Group's reach.
- 6. Stakeholders:** Close collaboration with healthcare professionals, patients, payers, shareholders & investors. Effective collaboration with authorities. Always following **strict ethical guidelines.**
- 7. Technology:** **Innovative** communication, production-supply-distribution, process management and R&D technologies.

# Tillotts' Vision 2030



# Working at Tillotts

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OUR COMMITMENT TO OUR PEOPLE

We treat our employees and business partners with **fairness and respect, rewarding loyalty, honesty, entrepreneurship and outstanding performance.**



# Our Values

The guiding principles of our internal conduct, our values provide the basis for cooperation with our customers, partners, employees and stakeholders. They serve as a compass for our actions and describe how we behave in business.



## Our Leadership Principles

The 12 Leadership Principles provide the foundation for how we wish to guide and motivate our employees. The management in collaboration with the Human Resources Department inspired them. Serving as compass for both line managers and employees, they should provide orientation and transparency for all. Putting them into practice will shape a healthy and safe working environment.

TILLOTTS EMPLOYEES ARE



Making a difference to GI patients worldwide



Contributing to the strong and ambitious company



Valuable members of a future-focused healthcare company



Part of an international organization with a network of affiliates



# We are a Great Place to Work®



# We are a Great Place to Work®

*When you join the organisation, you are made to feel welcome*

95%

*People here are treated fairly regardless of sex, sexual orientation, disability, race or ethnic origin and age*

95%

*I am able to take time off from work when I think it's necessary*

87%

*Taking everything into account, I would say this is a great place to work*

86%





**Andreas T.,**  
Manager Manufacturing, Science and Technology

I very much enjoy working at Tillotts. I really like the varied production environment where teamwork is a top priority. We help each other not only in our own team but also across departments. Here we all pull together to achieve high performance as a company. The management relies on the trust of the employees and rewards good performance with great ideas.



**Lei W.,**  
Manager Market Access

I like working for Tillotts for various reasons. First, the modern offices and work-environment enable us to work efficiently and cover our individual needs. The open-minded and multicultural colleagues build a supportive network, where each voice is being heard. Last but not least, a diversity of tasks and projects makes daily work-life very versatile.



**Marcia C.,**  
Team Lead IT Project Management

For a small company, Tillotts is big on diversity. There are employees from over 20 countries currently working at Tillotts. That is impressive. I enjoy working here and I have noticed that all employees possess and strive to live the Tillotts core values each day. Everyone does their best and is committed to Tillotts' success by collaborating well with others to achieve common goals. Tillotts provides an entrepreneurial environment that enables its employees to grow and achieve global and individual success.



**Thomas A. Tóth von Kiskér**  
CEO

As the CEO of a mid-size pharmaceutical company, it is my responsibility to create a company that is competitive, resilient and innovative, allowing us to successfully navigate in a complex and constantly changing environment.

In order to achieve this, we rely on being able to acquire, develop and retain dedicated and highly-skilled professionals, who work passionately together. We are doing this by offering our employees a climate of responsibility, accountability and respect where every employee has the opportunity to excel and develop to their full potential.

One of my main tasks as CEO is to ensure that everyone knows their role and how they contribute to the success of the company. Together with our top management, we develop strategies and communicate these to our employees so that everyone understands the long term goal of the company.

With over 300 dedicated and committed employees in Switzerland and abroad, I am confident that we will be able to reach our goals step by step and meet the expectations of our stakeholders because... whatever we do... **we do it with passion!**

*GI-health is our passion™*