

Overview – The Grünenthal Group

Grünenthal is a global leader in pain management and related diseases. As a science-based, fully-integrated pharmaceutical company, we have a long track record of bringing innovative treatments and state-of-the-art technologies to patients worldwide. Our purpose is to change lives for the better – and innovation is our passion. We are focusing all of our activities and efforts on working towards our vision of a world free of pain.

Grünenthal is headquartered in Aachen, Germany, and has affiliates in 28 countries across Europe, Latin America and the US. Our products are available in more than 100 countries.

Research and Development (R&D)

As a science-driven company, we focus on developing novel non-opioid treatments for pain therapy. We develop promising candidates through proof of concept and beyond, and take a world-leading role in creating pain treatments that address unmet medical needs.

Therapeutic area strategy

We focus on four key indication that are characterised by a high unmet medical need. We conduct substantial in-house research including target identification and validation linked to disease understanding. Projects include all phases from research up to clinical development.

- Peripheral neuropathic pain
- Chronic post-surgical pain
- Chronic lower back pain
- Osteoarthritis

Further indications of interest

Alongside our four key indications, we are seeking to identify and establish collaborative partnerships for projects undergoing clinical development in:

- Fibromyalgia
- Complex regional pain syndrome (CRPS)
- Migraine
- Peri-surgical pain

Corporate Executive Board

- Gabriel Baertschi, Chief Executive Officer
- Jan Adams, MD, Chief Scientific Officer
- Mark Fladrich, Chief Commercial Officer
- Fabian Raschke, Chief Financial Officer

Supervisory Board

- Dr. Pär Johansson, Chairman of the Supervisory Board
- Dr. Petra Danielsohn-Weil, Member of the Supervisory Board
- Dr. Gotthard Kleine, Member of the Supervisory Board
- Dr. Martin Zügel, Member of the Supervisory Board
- Franz Wynands, Member of the Supervisory Board

Facts & Figures

- Corporate Strategy: We focus our R&D activities on the development of novel non-opioid treatments in the area of pain, while diversifying our portfolio and strengthening our EBITDA through a dedicated M&A strategy targeting highly profitable established brands.
- Leader in pain management: **#1** in Latin America and Europe¹
- Longstanding commitment: **75 years** of developing innovative medicines for patients and **50 years** in pain research
- Products sold in more than **100 countries**
- Focus on innovation: **200 priority patent applications** filed in the last 10 years
- Strong and capable team: **4,419 employees** worldwide (As of July 2022)
- Production capacities: **5 manufacturing sites** in Europe and Latin America
- International R&D network: **2 research centres**, our Research Unit in Aachen and our Innovation Hub in Boston
- Commercial presence in **28 countries** across Europe, Latin America and the US
- Solid revenue base: **1,467,363,000 euro** in 2021
- Adjusted EBITDA almost tripled since 2017:

Adjusted EBITDA in € million

2021: **370** 

2017: **129** 

¹Accumulated evaluation of countries where Grünenthal is present through its own sales force; Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, UK, US, Brazil, Central America, Chile, Colombia, Ecuador, Dominican Republic, Mexico, Peru. Source: IQVIA MIDAS, Retail+Hospital, Q4/2021, fixed EUR. Corporation based according to IQVIA definition for International Corporation. Defined Pain Market incl.: Strong opioids, weak opioids (Codeine, Dextropropoxyphene, Dihydrocodeine, Hydrocodone, Tilidine, Tramadol), NSAIDs & plain Cox2 Inhibitors, oral solid Rx, Antimigraine Triptans & Anti-CGRPs, Lidocaine & Capsaicin Patches, Anti-epileptics & Anti-depressants with their respective share in Localized Neuropathic Pain acc. Rx information (Pregabalin, Gabapentin, Carbamazepin, Amitriptylin & Duloxetine).