

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 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 27 countries across Europe, Latin America, and the U.S. Our products are available in approx. 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 indications that are characterised by a high unmet medical need. Substantial in-house research including target identification and validation linked to disease understanding. Projects include all phases from research up to clinical development are potential interest:

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

Further indications of interest

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

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

Corporate Executive Board

- Gabriel Baertschi, Chief Executive Officer
- Jan Adams, M.D., Chief Commercial Officer
- Fabian Raschke, Chief Financial Officer
- Uli Brödl, M.D., Head of R&D, Chief Scientific 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.
- Leadership position in pain-related markets: **#1** in Latin America and Europe¹
- Longstanding commitment more than **75 years** of developing innovative medicines for patients
- Products sold in around **100 countries**
- Focus on innovation: **160 priority patent applications** filed in the last 10 years
- Strong and capable team: **around 4,400 employees** worldwide (2023)
- Production capacities: **5 manufacturing sites** in Europe and Latin America
- International R&D network: **2 R&D sites** – one R&D Unit in Aachen (Germany) and an Innovation Hub in Boston (US)
- Commercial presence in **28 countries** across Europe, Latin America and the US
- Solid revenue base: **€ 1.8 bn** in 2023
- Adjusted EBITDA more than tripled since 2017:

Adjusted EBITDA in € million

2023: **390** 

2017: **129** 

¹ Including Anti-Calcitonin Gene-Related Peptides (CGRPs). Defined Pain Market incl.: Strong opioids, weak opioids (Codeine, Dihydrocodeine, Hydrocodone, Meptamizol, Nalbuphine, Tilidine, Tramadol), NSAIDs & plain Cox2 Inhibitors, oral solid Rx, Antimigraine Triptans, Lidocaine & Capsaicine Patches, Anti-epileptics & Anti-depressants with their respective share in Localized Neuropathic Pain acc. Rx information (Pregabalin, Gabapentin, Carbamazepin, Amitriptylin & Duloxetine). Accumulated evaluation of countries where Grünenthal is present through its own sales force: Argentina, Brazil, Central America, Chile, Colombia, Ecuador, Mexico, Peru and Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, UK.