

At the centre of **premium quality.**

We are a global company with worldwide operations, specialised in supplying premium quality raw materials and formulations according to individual requirements for the pharmaceutical, nutritional, biotechnology, veterinary and cosmetic industries.

Made-To-Measure **Quality.**



*"We stand for a fair,
trustful and reliable co-operation."*

Heinz-Jürgen Kirsch
Owner and Managing Director

Kirsch Pharma has been known for individual solutions in premium quality for over 35 years. As an independent, owner-operated company with flat hierarchies we are in a position to continuously meet your specific requirements. We are passionate experts in our business and relish challenges. That is why even the most special requirements are always welcome. Our employees, subsidiaries and representatives worldwide are always available for you and are prepared to advise you on site.

Our dedication and our reliable long-standing co-producers together with our own certified laboratory, are guarantees that you will always receive the quality you need for your application.

The success of our customer-oriented performance and the dedication of our team proves us right and makes our group of companies continue to grow.

We extended our office buildings in Salzgitter by creating about 800 m² additional office space for the further enlargement of our team.

Furthermore, our new company Kirsch Pharma HealthCare GmbH is developing very well. The construction of the new state-of-the-art production plant in Bissendorf / Hannover goes according to plan. We hope that we obtain the manufacturing approval in the fourth quarter of 2018.

Heinz-Jürgen Kirsch

Company **History.**

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- 2017** Set-up of a new innovative business field in Bissendorf near Hannover
 - 2016** More than 150 employees worldwide, approx. 800 m² additional office space in Salzgitter
 - 2015** Foundation of Kirsch Pharma HealthCare GmbH
 - 2013/14** ICH-GMP and GMP+ certification
 - 2011** Foundation of Kirsch Pharma Shanghai Co., Ltd. in Pudong, China
 - 2005** Foundation of Kirsch Pharma Australia Pty. Ltd. in Sydney, Australia
 - 2004** Implementation of SAP-R3
 - 2001** Foundation of Kirsch Pharma Asia Pacific Pte. Ltd. in Singapore
 - 1997** Foundation of a Chinese representative office in Wuxi, China
 - 1996** Foundation of a Russian representative office in Moscow, Russia
 - 1995** Certification of the company according to DIN ISO 9001 and later HACCP (2006) and FSSC 22000 (2016) by DQS
 - 1993** Foundation of Kirsch Pharma South Africa (Pty.) Ltd. in Johannesburg, South Africa
 - 1991** Foundation of Kirsch Pharma España S.L.U in Madrid, Spain, with a branch office in Barcelona
 - 1987** First manufacturing licence for drug production
 - 1985** Relocation to Salzgitter
 - 1980** Foundation of the company in Isernhagen near Hannover



Expansion Continues.

Our quality philosophy and our consistent service are reflected in a continuous growth of production and sales. The increasing volume of our orders goes along with the creation of additional jobs. At our site in Salzgitter, an additional space of 800 m² for ergonomically designed office rooms was created, providing prime working conditions for more efficient processes and the further expansion of our team. In particular, our sales, finance and logistics employees were provided with new office space.



Consultation on a Personal Level.

Heinz-Jürgen Kirsch
Owner and Managing Director



Anke Philipp
Managing Partner



Jens-Oliver Kirsch
Managing Director



Dr. Ralf Tiedemann
Managing Director Technical
Certified GMP and Quality Auditor



Prof. Dr. Robert Faurie
Director Quality Assurance
Managing Director Kirsch Pharma Shanghai Co. Ltd.
Certified GMP and Quality Auditor



Oliver Knak
Managing Director Commercial



Yofre Rodriguez
Global Procurement Director



Dr. Carsten Hempel
Managing Director Kirsch Pharma HealthCare



Holger Dombrowski
Director Finance





Nina Kirsch
Manager International Sales
and Key Account Manager



Ewa Krause
Sales Manager



Julia Kleemann
Sales and Marketing Manager



Alesja Avramova
Manager International Sales



Jan Wehner
Sales Manager



Michael Waschull
Sales Manager



Philippe Maisonneuve
Sales Director France and Belgium



Vivien Maisonneuve
Junior Sales Manager
France and Belgium



Listening and Providing **Solutions.**

The individual needs of our customers are the starting point and the goal of our activities. We are specialised in creating tailor-made product solutions that will help you make your production process more efficient, resulting in first-class products.

Our culturally diverse team will provide you in face-to-face meetings with comprehensive advice on site anywhere in the world and propose a sustainable solution for your request. Our laboratories and manufacturing facilities ensure that we can produce ingredients in exactly the special quality that you require. We process the raw materials by blending, milling, sieving, compacting and granulating them until they comply with your individual requirements.

We offer more than a thousand different packaging and product combinations ranging from small packaging up to big bags. In addition we are flexible regarding batch sizes.



"It is our philosophy to always satisfy the requirements of our customers in terms of product on an individual level. This flexibility distinguishes us and has been a success factor for our company right from the beginning."

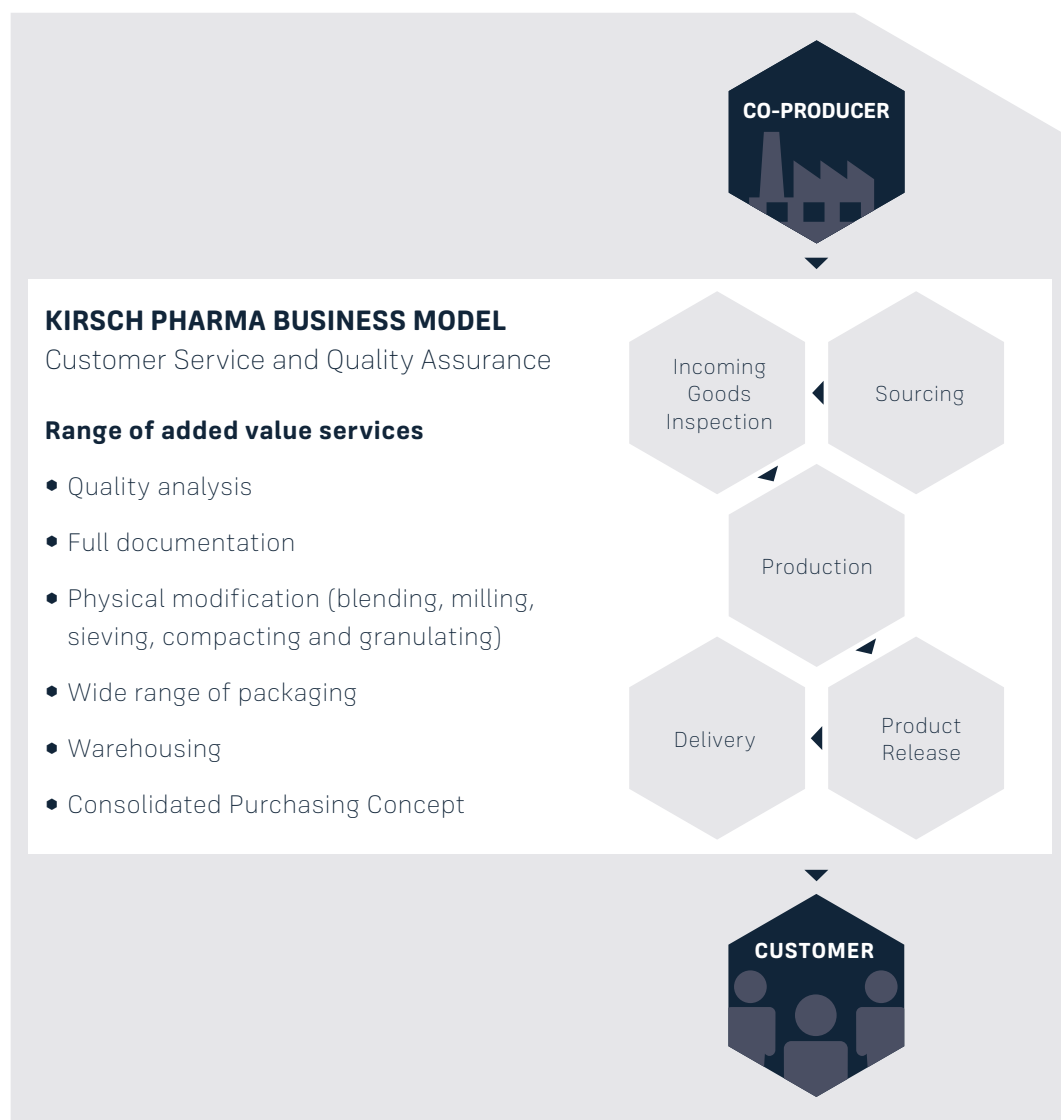
Anke Philipp
Managing Partner



Competent at Every Stage.

We carry out the complete range of process stages for you; starting with the selection and qualification of raw materials, followed by the manufacturing of your products, up to packing and on-time delivery. The raw materials we use for physical modification are sourced from selected co-producers. Their quality is continually tested and compliant with the highest international standards.

We guarantee to supply products globally from the same manufacturers in consistent premium quality. We also offer comparable alternatives from pre-qualified second source suppliers if necessary. In this case the ensuing change control processes are managed efficiently and professionally by our competent employees. In this way we guarantee the delivery to you on-time and in full.





"Our complete supply chain management and our sustainable resource management ensure that you always receive our products consistently in the same high quality."

Yofre Rodriguez
Global Procurement Director

Discerning in **Quality** Matters.



Our employees, through their dedication and expertise, ensure that our high quality standards are met. This starts with the qualification of raw materials, extends to sustainable product development with modern production technology and ends with the monitoring and certification of our products in our own laboratory. In this way we can guarantee strict conformity with your individual requirements and compliance with the appropriate current monographs. We provide comprehensive product documentation to enable registration along with the necessary classification and designation of your products.

We see our comprehensive documentation and the continual improvement of our work processes as an essential quality factor. On this basis, the processes related to the production and deliveries of our products are executed smoothly and are completely traceable.



Certificates

DIN ISO 9001
FSSC 22000
ICH-GMP
GMP+
Kosher
MUI-Halal
AEO
SEDEX
EcoVadis



„We carry out stringent tests in our laboratories on the products ordered by you to guarantee their safety and reliability“.

Prof. Dr. Robert Faurie

Director Quality Assurance
Managing Director Kirsch Pharma Shanghai Co. Ltd.
Certified GMP and Quality Auditor



"Premium quality means for us that we always comply with your product requirements and at the same time act responsibly towards the end consumer."

Dr. Ralf Tiedemann
Managing Director Technical
Certified GMP and Quality Auditor

Always the Right **Solution.**

Kirsch Pharma offers ingredients for innovative formulations and individual solutions. To this end, our portfolio includes a comprehensive range of different products, ingredients and blends that we adapt to your current requirements. If you require a product which is not included in our delivery programme please feel free to contact us. We are spe-

cialized in meeting even the most unusual demands, in premium quality, promptly and reliably.

The following product examples give you a first impression of our product range. We will gladly send you a complete product overview upon request.

Pharma

For the pharmaceutical industry we produce active ingredients and excipients for oral and injection applications (e. g. for infusion and dialysis solutions, oral rehydration salts, tablets or capsules and many more).

- Organic and inorganic mineral salts
- APIs
- Organic compounds
(e. g. Dextrose and Urea)

Nutrition

In the field of special nutrition we offer ingredients and raw materials for the production of infant nutrition, nutraceuticals and dietary foods.

- Organic and Inorganic Mineral Salts
- Saccharides and Sweeteners
(Dextrose, Inositol, Sorbitol)
- Amino Acids and Choline Salts
- Nucleotides
- Mineral Mixtures
(e. g. Sodium reduced Salt Mixtures)



Biotechnology

We supply raw materials and mixtures for the biotechnological production of enzymes and for the production of monoclonal antibodies and different recombinant products.

- Mineral salts of trace elements and mixtures thereof
- Saccharides (Dextrose, Inositol)
- Amino Acids and Choline Salts
- Nucleotides as media components or in specific mixtures
- Ammonium Sulphate and Urea for protein purification
- Formates for enzyme stabilization
- pH-regulators and buffers

Cosmetics

We supply active ingredients, excipients and raw materials, among others for the production of ointments and creams for dermatological and dental applications.

- Organic and inorganic mineral salts
- Urea
- Talcum

Veterinary

On behalf of the veterinary industry we produce active ingredients, excipients and special feed additives for oral and injection applications.

- Organic and inorganic mineral salts
- Mineral salt mixtures

Global Presence.

Customers in over 90 countries rely on the premium quality of our products and the individual solutions we provide. Our experts are available globally in order to strengthen this trust and to give the best advice at all times. This is the reason why we have founded five subsidiaries and numerous representations worldwide. We are gradually expanding this network so that we can be as close as possible to our customers. This is why we guarantee that you will always receive professional support on site through a competent representative.

Kirsch Pharma
España S. L. U.

Felix Liebrecht
Managing Director



Kirsch Pharma
España S. L. U.

Carlos Comanges
Sales Representative Catalonia



"In a continuously changing global environment we demonstrate our strengths by responding to customer requirements individually with local experts. We will always find a solution – that is what distinguishes us."

Heinz-Jürgen Kirsch
Owner and Managing Director



Kirsch Pharma
Anke Philipp
Managing Partner



Kirsch Pharma
Heinz-Jürgen Kirsch
Owner and Managing Director



Kirsch Pharma
Shanghai Co. Ltd.
Fabian Bieletzki
General Manager



Kirsch Pharma
Asia Pacific Pte. Ltd.
Weena Leck
Managing Director



Kirsch Pharma
South Africa (Pty.) Ltd.
Hermann Broschk
Managing Director



Kirsch Pharma
Australia Pty. Ltd.
Frank Schlueter
Managing Director

 **Headquarter**

 **Subsidiaries**

 **Global partners**

From raw materials to **finished pharmaceuticals.**

Kirsch Pharma HealthCare



The reason for Kirsch Pharma's impressive success is the continuous expansion into new markets and business sectors. In founding the subsidiary Kirsch Pharma HealthCare the company will expand the range of pharmaceutical products and services along the pharmaceutical value chain.

The new modern and flexible GMP production plant in Bissendorf near Hannover is dedicated to the production of solid dosage forms. Intermediates and finished pharmaceuticals will be produced.

The modular structure of the plant enables customer-specific setup of efficient process-steps like mixing, granulation, micronisation and tableting.

During the first phase we will producing Amino Acid and Vitamin mixtures, as well as providing sachet filling capacities for our customers.

Our modern building emphasizes our company's strive for high quality products and innovative approaches.

The construction project is subject to an ambitious schedule. Production is scheduled to start in the fourth quarter of 2018. A competent team of pharmaceutical experts is ready to support your business. Recruiting is underway for other employees who will find attractive working conditions here. The site also offers space for further buildings and an extension of the team.





Headquarter

Kirsch Pharma GmbH · Erzwäsche 2 · D-38229 Salzgitter
Telephone: +49 5341 87971 · Telefax: +49 5341 879787
E-Mail: meet.us@kirschpharma.de

Subsidiaries

Kirsch Pharma España S. L. U., Madrid
Telephone: +34 91 8837076 · Telefax: +34 91 8833103
E-Mail: meet.us@kirschpharma.com

Kirsch Pharma España S. L. U., Barcelona
Telephone: +34 93 2 41 47 11 · Telefax: +34 93 2 41 47 34
E-Mail: meet.us@kirschpharma.com

Kirsch Pharma South Africa (Pty.) Ltd., Johannesburg
Telephone: +27 11 3925171 · Telefax: +27 11 3925130
E-Mail: meet.us@kirschpharma.co.za

Kirsch Pharma Shanghai Co. Ltd.
Telephone: +86 21 2898 6188 · Telefax: +86 21 2898 6498
E-Mail: meet.us@kirschpharma.cn

Kirsch Pharma Asia Pacific Pte. Ltd., Singapore
Telephone: +65 68906666 · Telefax: +65 68906668
E-Mail: meet.us@kirschpharma.com.sg

Kirsch Pharma Australia Pty. Ltd., Sydney
Telephone: +61 2 99755666 · Telefax: +61 2 99755999
E-Mail: meet.us@kirschpharma.com.au