



Press Release

Strategic expansion of OTC portfolio continues – STADA acquires EMEA rights to global anti-dandruff brand Nizoral from Janssen Pharmaceutica

Bad Vilbel, June 28, 2018 – STADA Arzneimittel AG is further strengthening its position in branded over-the-counter healthcare products. The company has acquired the rights to the medicated anti-dandruff shampoo Nizoral from Janssen Pharmaceutica NV (a member of the Johnson & Johnson family of companies). The shampoo generated sales of approximately EUR 33 million in EMEA (Europe, Middle East, and Africa) in 2017.

“With Nizoral, STADA is adding a globally established brand to its portfolio that is highly recognized both by medical practitioners and customers, and which we believe has great potential for further growth. Together with head lice treatment Hedrin, Nizoral solidifies our competence in the hair and scalp product segment. The transaction is one of the largest in recent years and underlines our aspiration to be one of the leading providers of OTC products in Europe,” emphasized STADA CEO Dr. Claudio Albrecht.

Nizoral’s market share in the EMEA region is several times that of its nearest competitor, making it the clear market leader among medicated anti-dandruff shampoos. More than 50% of annual sales are generated in Russia, Italy, Great Britain, Poland, and the Middle East. In addition to the umbrella brand Nizoral, STADA is also acquiring the local brands Nizoril, Nizorelle, Terzolin, Fungarest, Ketoderm, Oranozol, and Triatop. Nizoral cream for skin infections will be part of the purchase in Italy and Denmark only; in all other countries the cream will remain with Janssen Pharmaceutica NV and its affiliates.

The anti-dandruff shampoo is marketed under the brand name Nizoral in Poland, Czech Republic, Slovakia and Hungary. “We are excited to add Nizoral into our portfolio and to further expand our presence in the consumer healthcare market. In 2017 Poland achieved sales of EUR 2.90 million, Hungary of EUR 570.000, Slovakia of EUR 350.000 and Czech Republic of EUR 300.000. In the

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next few months we will be working together very closely with the seller in order to ensure a smooth transition in distribution”, said Dr. Ronald Seeliger, General Manager of Hemofarm.

The medical ingredient Ketoconazole, which was developed by Janssen Pharmaceutica NV and its affiliates, is the most frequently prescribed active ingredient for the treatment of dandruff. It distinguishes Nizoral from purely cosmetic anti-dandruff shampoos and makes it substantially more effective for treating symptoms such as dandruff, redness and itchiness of the scalp and their causes. Nizoral’s long duration of effectiveness of up to seven days also makes it highly effective against persistent dandruff.

About STADA Arzneimittel AG

STADA Arzneimittel AG is a publicly-listed company with headquarters in Bad Vilbel, Germany. The company focuses on a three-pillar strategy consisting of generics, non-prescription OTC products and specialty pharmaceuticals, biosimilars in particular. Worldwide, STADA is represented in about 30 countries with roughly 50 subsidiaries. Branded products such as Grippostad and Ladival are among the highest selling in their product categories in Germany. In financial year 2017, STADA achieved adjusted Group sales of Euro 2,255.3 million, adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of Euro 433.9 million and adjusted net income of Euro 195.6 million. As of December 31, 2017, STADA employed 10,176 people worldwide.

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