



In accordance with Good Manufacturing Practice strict quality standards, Pohl-Boskamp manufactures drugs and pharmaceuticals on a production area of 20,000 square metres by now.



HISTORY



1835
Wilhelm Rose begins the first German production of capsules for medical uses in his Berlin chemist's shop 'Zum weißen Schwan', from which later the amalgamated gelatine capsule factories of G. Pohl and Johannes Lehmann were derived.



1921
Kurt Boskamp gets married to Helene Eisengarten and takes over the management of Pohl and later buys the Lehmann factory. He introduces the first nitrate compounds in capsule form as well as Myrtol Gelodurat.



1878
Georg Gustav Pohl sets up a production facility in Danzig and introduces the first capsule resistant to gastric juices.



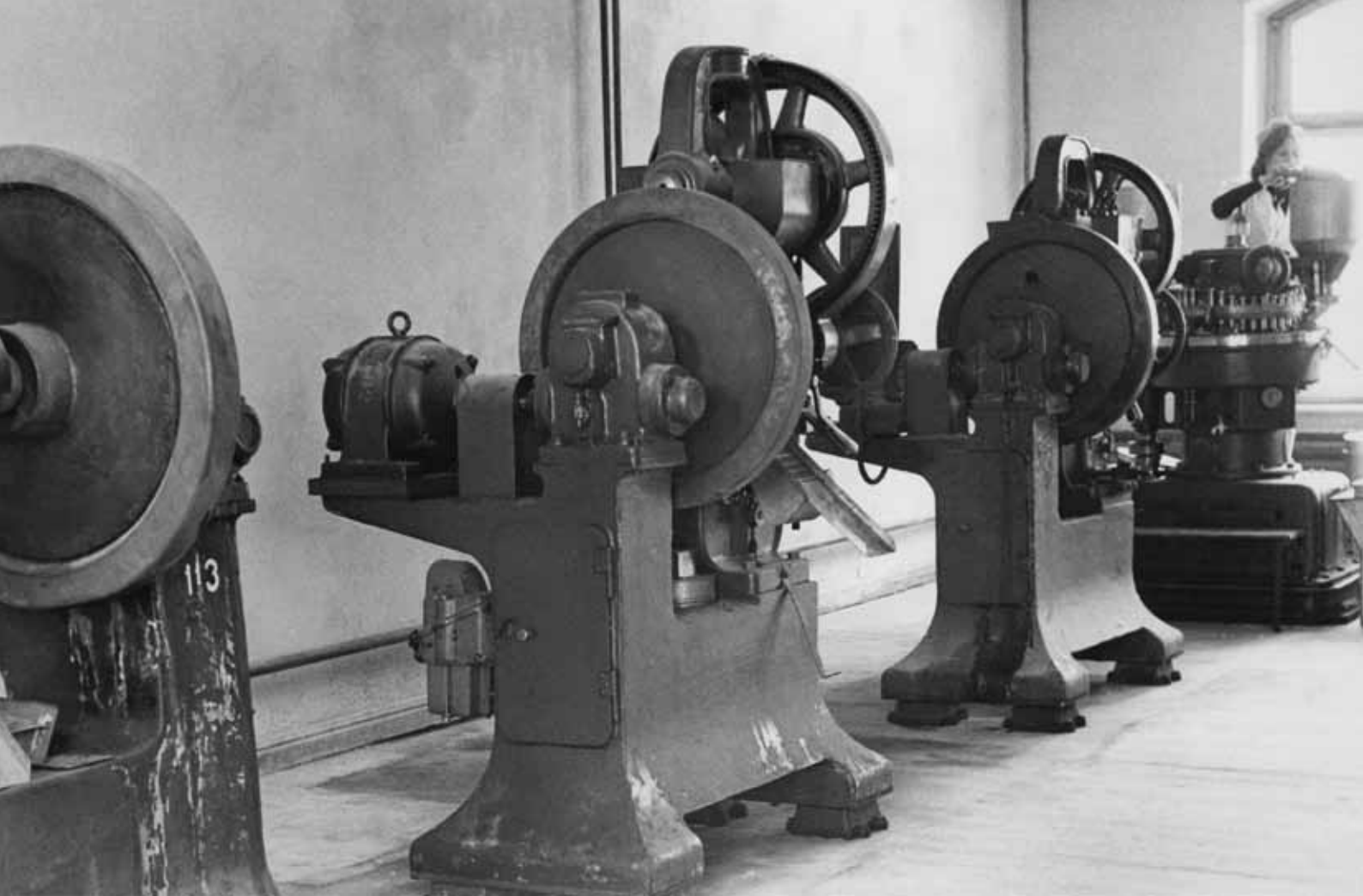
1945
Arthur Boskamp moves the company domicile to Hohenlockstedt, launches the first peroral penicillin compounds to the market and intensifies nitrate research.



1890
Otto Eisengarten, grandfather of the present proprietress, takes over the Pohl business and improves the quality of the capsule.



1991
Marianne Boskamp takes over the management of the company and continues to run the independent business together with her husband, Dr. Henning Ueck, and with Norbert Klapszus, Dr. Michael Schmidt, Dr. Thomas Höppner. They invest in mucosecretolytic research, establish new treatment options, for example, for children.



1. Pohl-Boskamp tablet press (first half of the 20th century)



Nitrolingual®



GeloMyrtol®



Chloraldurat®



Nitrolingual® Spray

1924

1935

1956

1967

FOR THE BENEFIT OF THE PATIENT

The mission of our operation is the human desire for medicinal products whose wholesome effect shows immediately. Wherever quick abatement can possibly be achieved by drugs and pharmaceuticals, we seize the chance and process them for product maturity.

It is our goal to always be aware of what patients need. We want to know their expectations and requirements in order to provide a lot more than just pharmaceutical agents.



GeloMyrtol® forte



Tetra-Gelomyrtol®



Nitrolingual®
pump spray



Baldurat®



Lacteol®

1972

1976

1991

2001

MILESTONES IN COMPANY HISTORY

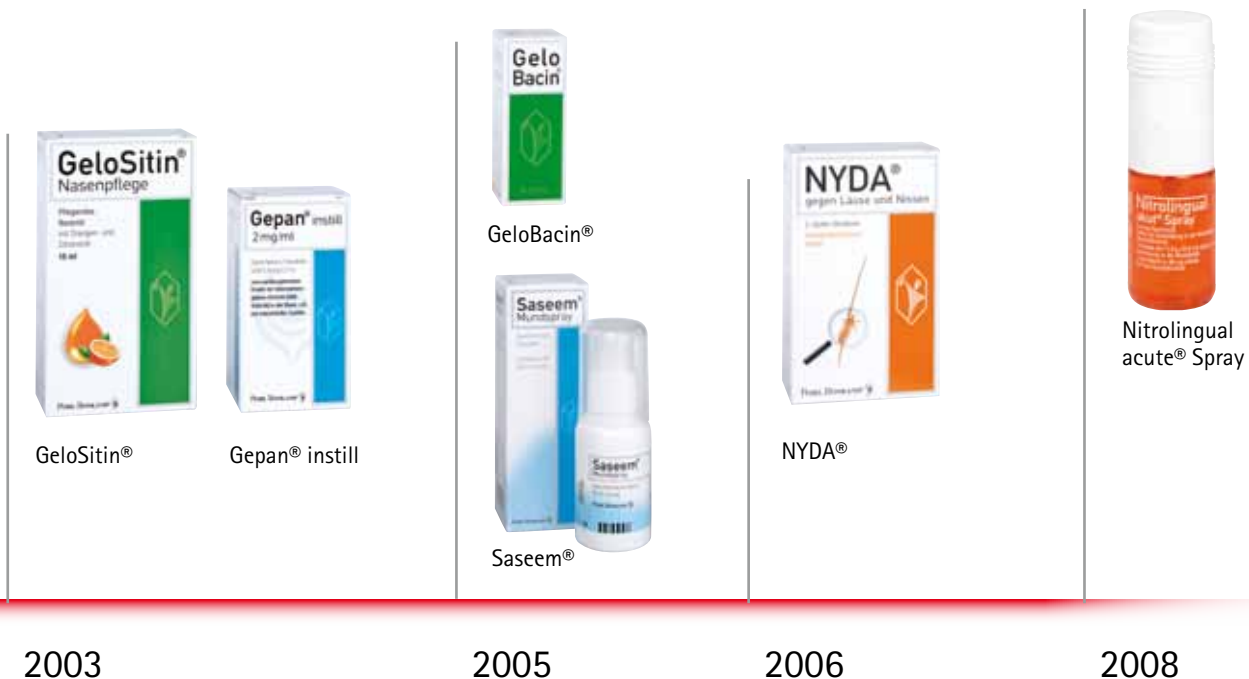
Innovations to the noticeable avail of the patient

Pohl-Boskamp improves the dosage form of well-proven drugs or develops new, effective therapeutical regimes, and we've been doing this since 1835, when Wilhelm Rose paved the way for drug manufacturing by industrial standards.

Our ancestors then succeeded in "wrapping" highly effective pharmaceuticals in gelatine capsules. The advantage was that taking medicine became easier and much more agreeable.

In 1967 nitro spray started its international career. Pohl-Boskamp was the first pharmaceutical company to provide its acute nitrate in the form of a sublingual spray. Administered under the tongue, nitroglycerin became an even faster, user-friendlier, and safer drug, turning the compound into a global brand.

At the beginning of the 21st century, new treatment principles for head lice and chronic cystitis determine our product policy. Likewise NYDA® fights head lice physically without employing neurotoxic insecticides, parasites become increasingly resistant to. NYDA® reliably chokes them, and makes parents feel safe about helping their children with a very well tolerated and effective product. Gepan® instill "repairs" deficiencies of the innermost protective layer in the bladder, which are scientifically acknowledged to be the common cause for chronic cystitis. Thus it was achieved for the first time to not only treat these impairments by their symptoms but to reliably eliminate their causes.





OUR MISSION



"Whoever stops to strive for the better, stops to be good. Investment into new products does not end in their successful commercial launch. Our future efforts need to aim at continually improving medicinal products for patients."

Dr Henning Ueck



"Pharmaceuticals are more than just chemistry. In our present information society, a pharmaceutical company, in addition to its reliable products, wants to offer a wide range of services, such as providing a communication platform for physicians, pharmacists, and patients."

Norbert Klapszus



"Our mission and commitment is quality. Flawless products are only the first step. Pohl-Boskamp represents comprehensive quality standards extending to all other business processes as well."

Dr Michael Schmidt



"Pohl-Boskamp started exports already in the 19th century. Today, with our products we are represented in over 40 countries worldwide generating one third of our company revenue abroad. We have established structures that make us a global player in marketing and sales."

Dr Thomas Höppner

WE ARE NITROLINGUAL

How this global brand shapes our whole company

There is no drug that would explain the uncompromising quality-focused product philosophy at Pohl-Boskamp better than Nitrolingual® as the gold standard for treating coronary heart disease. For centuries, people knew that nitroglycerin works. However, it was the expertise Pohl-Boskamp accomplished through capsule production that turned this knowledge into a remedy to be applied quickly, reliably, and in precise doses. Nowadays, angina pectoris patients prefer the innovative acute nitrate in spray form launched by Pohl-Boskamp as the first company worldwide.

The world renowned leading medicinal product on the German and international markets is distributed in more than 40 countries. And it is still improving: With our new concept of agent dissolution we are in a position to provide a nitroglycerin spray with the lowest alcohol portion worldwide. In addition, a sophisticated pump system makes sure that patients can rely on the correct dosage anytime. Therefore we equipped this lifesaver with a closing cap providing a safe grip.

A quick and reliable effect, an innovative administration mode for the benefit of the patient, and an international reputation: Superior quality standards are our mission and commitment, in product development and logistics as well as in toll manufacturing and customer service. Tradition, expertise, and a long history are the values we cherish for the future. Nationally and internationally. That's what we mean by saying we are "nitrolingual".



Marianne Boskamp
managing partner

FEEL HOW IT WORKS





RELIABLE
PRECISE
SAFE



NITROLINGUAL

The gold standard



With an acute angina pectoris attack every second counts: due to capillary coronary vessels being calcified or clogged by deposits, a coronary heart disease occurs, and the myocardial muscle does not receive sufficient blood and oxygen. Exertion and emotional stress in the first place cause discomfort, such as shortness of breath, unbearable pain in the chest, nausea, and profuse sweating.

This is when the agent glyceryl trinitrate, administered as scrunch capsule or spray, flashes into action and, by dilating the blood vessels, provides for an increased flow of oxygen to the heart. In 1998 this treatment principle was awarded the Nobel prize. Latest national health care directives highlight the importance of an "emergency doctor" like this in any heart patient's pocket. They recommend each patient suffering from coronary heart disease to hold a nitroglycerin compound and be trained for the use of it.

This is not supposed to be changed even by the achievements of modern cardiovascular medicine. Nowadays physicians know how to dilate narrowed coronary blood vessels by balloon dilatation and how to implant tiny stents, wire meshes, into the blood vessels, thus preventing another immediate bottleneck in the bloodstream. However, even

after such surgery not all patients are symptom-free. Many patients, the physically exercising in particular, will still be reliant on acutely effective Nitrolingual® spray. During rehabilitation too, nitro spray has a key role: with a lifesaver like this in any patient's pocket they will be able to continually increase their physical fitness. Our patients may lean back knowing: if anything happens to me, my spray will help.



FAST

**WELL-PROVEN
STRAIGHT**

GELOMYRTOL

The classic remedy



The respiratory tract is something to marvel at: millions of hairlike projections, so-called cilia, lining the mucous membrane in the nose, in the pharynx, and in the bronchia, are flexible as corn stalks in the wind, and with each wave action on their surface, they transport tiny dust particles and also pathogenic germs towards the pharynx. This is where we swallow up the secretion. However, this natural cleaning process is as brilliant as it is fragile. It may easily be destabilised by wet, cold conditions or common cold viruses. The cilia stop moving, the secretion accumulates in the paranasal sinuses or bronchia. The results are nasal congestion, aching head, and rattling bronchia. This is where Myrtol standardised (in GeloMyrtol® and GeloMyrtol® forte) unfolds the healing power it is famous for since generations.

The active ingredient enters directly into the mucous membrane where it activates the mucous glands to produce thin fluid secretion. It will dissolve compact mucus and reduce the swelling of inflamed mucous membranes caused by sinusitis or bronchitis. Superior efficacy of Myrtol standardized manifests itself in various additional effects: Myrtol standardized not only supports mucus dissolution (mucolysis), production of thin fluid mucus (secretolysis) and its eased removal, but also displays anti-inflammatory, antioxidant, and antimicrobial effects. These specific modes of action enable GeloMyrtol® forte to quickly and reliably resolve patient's illness symptoms and to allow his or her general condition to noticeably improve within a few days.



**HIGH QUALITY
RELIABLE**



FLAWLESS



MANUFACTURING AT THE HIGHEST LEVEL

Pohl-Boskamp packs almost 300 million capsules and tablets per year. Each year more than 20 million finished packs leave the Dägeling logistics and packaging centre for more than 40 countries worldwide. Thus over 200 different articles reach their patients.

Being a manufacturer of medicines and pharmaceuticals, Pohl-Boskamp accepts particular responsibility we intend to cope with by having implemented an all-embracing quality assurance system. Meticulous documentation is only one of its many constituents. Likewise we make sure that, once a new production line is in the planning phase, each single unit function and each single manufacturing step is measured by predefined target values. This enables us to later on carry out officially requested qualification or validation of our facilities and processes respectively.

During ongoing production, each manufacturing step is immediately followed by control. No sooner has the spray pump been mounted on the bottle than its function is already tested by an indicator. A blister has just been charged with capsules and is immediately checked by camera for correct contents. And this is being done with every single blister pack.

Once the manufacturing process is finished, we extract packages by large amounts from the freshly completed batch for final inspection. The checkpoint list is anything but short. With regard to Nitrolingual® spray, among other things, we want to know: does the bottle release the expected amount of spray puffs? And is the dosage always identical?



PROFICIENT

CUSTOMER-ORIENTED

TRUSTWORTHY

TRUST

A PROMISE EASILY VERIFIED


Patients very quickly become aware of whether or not the Pohl-Boskamp medicine keeps its promise. This explains the success of our medicines: Nitrolingual® Spray holds approximately 80% of the German market in Nitrate sprays. GeloMyrtol® forte is among the most frequently sold respiratory tract medicines in Germany. Both products are also much sought-after abroad and Nitrolingual® alone is sold in 45 different countries.

While expanding our range of goods we also enlarge our focus, traditionally on respiratory tract and coronary compounds, in order to consistently open up new markets. Having key skills crucial for the pharmaceutical industry at our command, we are in a position to set the benchmark high for moulding our product range.

We take an active part in the global exchange of ideas in order to develop new products. Accordingly, we are able to rapidly explore new possibilities. High working standards in the "research & development" department allow us to quickly and efficiently process patient-friendly dosage forms. The scientists in our medicinal department are experienced in the development of therapy conceptions and pre-clinical or clinical research as well. Our regulatory department experts guarantee smooth official licensing procedures. Pohl-Boskamp has invested in each of these departments in the past, so today we surely will benefit from our employees' proficiency.

OUT FOR UNCHARTED WATERS





New therapies being of vital use for any patient are our product engineering's supreme guideline.

INNOVATIVE



EFFECTIVE

PATIENT-FRIENDLY

NYDA

Lice? Just gone.



Head lice are on the advance. Head lice infestation, next to coughs and sneezes, is the second most common contagious infantile disease. The parasites are mainly to be found where children gather in confined spaces like kindergarten or school. While playing, the kids put their heads together, lice crawl from hair to hair, and soon the whole class will be affected.

Conventional therapies are based on products with insecticides as an ingredient with a neurotoxic action mode. Mothers were not happy, and doctors had to answer questions. Everybody was looking for a method to reliably extinguish head lice in all their development stages, plus the news from abroad about lice becoming resistant against conventional treatment are still an issue in Germany.

This is where NYDA® intelligently fits in. NYDA® is very well tolerated because it is based on a purely physical mode of action, where two dimethicone oils combine: one is of low viscosity, i.e. easily flowing, and the other one is a highly viscous, gooey dimethicone. The low viscosity

dimethicone endows NYDA® with the necessary creeping properties to deeply penetrate the finely branched breathing system of lice and larvae as well as the breathing holes of their nits. The air inside is quickly and completely replaced by NYDA®. Within seconds the lice are incapable to move. Once the easily flowing dimethicone clears away, the tough rest keeps sticking in there. Thus NYDA® will irreversibly block up the breathing system. As a result head lice in all their development stages will suffocate.

Scientific studies prove high efficacy and tolerability. Advantages that are convincing. In Germany, NYDA® is officially certified and registered in the "disinfestation agent - list". For children up to 12 years, public health insurance companies will re-imburse expenses for NYDA®.

NYDA® is a modern product with obvious avail to the patient. Because now lice are simply gone.

RELIABLE
EFFECTIVE

INTERNATIONAL



GEPAN INSTILL

The solution for chronic cystitis

On the inside, the urinary bladder is lined with a fine mucous layer preventing aggressive substances in the urine to find their way into the bladder inner surface. Due to chronic cystitis in its various manifestations, this preventive layer, also called glycosaminoglycan layer or GAG layer, may be impaired. It loses its barrier function and gets permeable for irritant substances from urine. Affected individuals suffer from a strong urge to urinate, frequent urination and for some part enduring aches and pains, substantially limiting their quality of life.

Opposed to many other medicinal products working merely on symptom level, Gepan® instill treats a possible cause for discomfort: the remedy starts reconstructing the protective layer in the bladder with highly purified and specially processed chondroitin sulfate. The ingredient specifically settles on the impaired parts of the bladder, like a plaster on a wound. Thus the protective layer regenerates. This prevents irritant substances from urine to invade deeper-seated tissues. Symptoms like frequent urination, the strong urge to urinate, and nagging pain in the abdomen resolve. Gepan® instill could establish its national and international good reputation by this causal treatment approach to a chronic problem.





WELL-PROVEN

**RELIABLE
PROMISING**

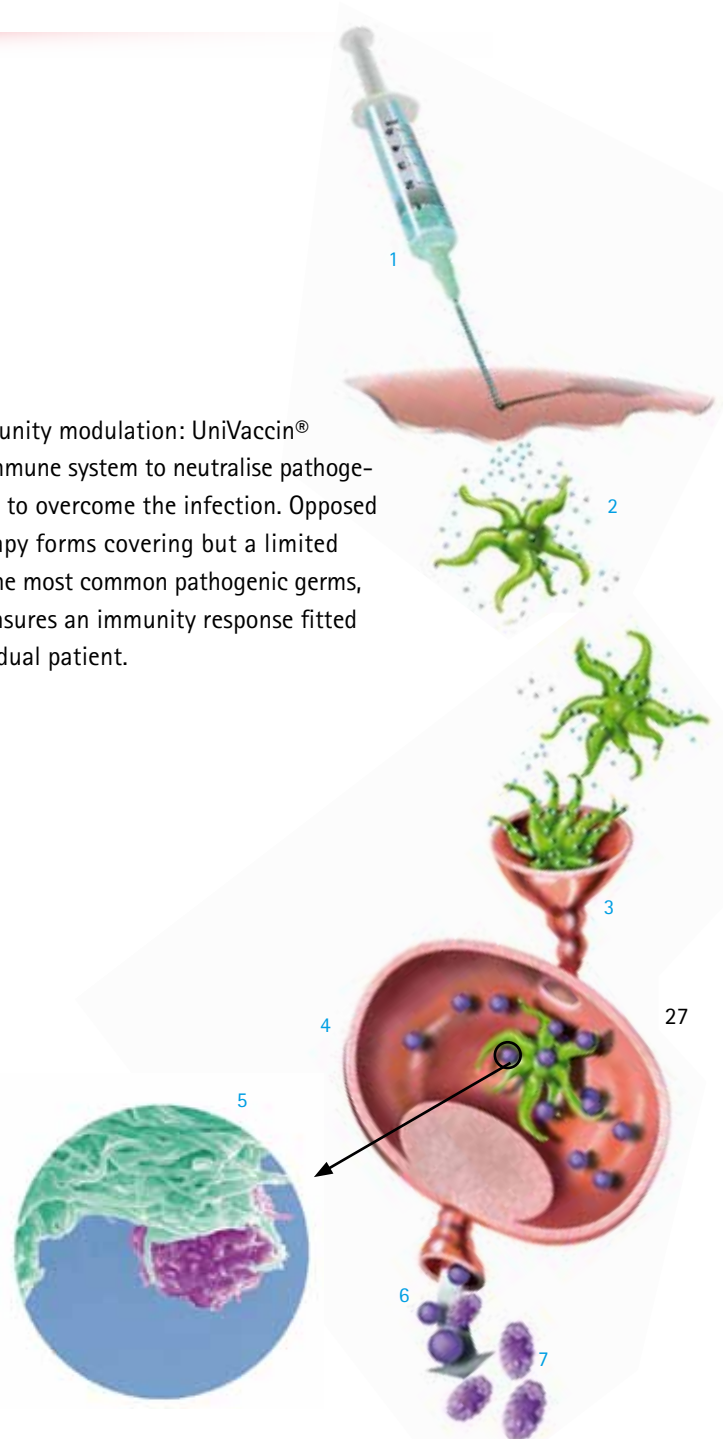
UNIVACCIN

Individual immunotherapy revival

65 years after the discovery of antibiotics like penicillin as a wonder weapon against contagious diseases, these drugs start meeting their limits. Whereas in 1948 only three percent of staphylococcus aureus strains were penicillin-resistant, up to 80 percent of them are nowadays. Amoxicillin, erythromycin, ciprofloxacin, and many other antibiotics as well show a tendency towards ineffectiveness.

In the meantime, there are voices claiming the end of the antibiotal era and the beginning of a new immunity modulation age. A leading representative of this therapy principle is the UniVaccin® immunotherapy fitted to each individual patient. The therapeutic principle consists in isolating the virus, which elicits the infection, and using it as a basis for an individually tailored treatment. For this purpose, the physician takes samples from the infected area. In the UniVaccin® laboratory pathogenic agents of each individual patient are cultivated as pure cultures under clean room conditions. The pathogenic agent will be gently in-activated afterwards, without toxic or potentially allergenic additives like formaldehyde or phenol.

Effective immunity modulation: UniVaccin® enables the immune system to neutralise pathogenic germs and to overcome the infection. Opposed to other therapy forms covering but a limited spectrum of the most common pathogenic germs, UniVaccin® ensures an immunity response fitted to each individual patient.



1. UNIVACCIN
2. DENDRITIC CELL
3. LYMPHATIC VESSEL
4. LYMPH NODE
5. LYMPHOCYTES
6. ACTIVATED KILLER CELLS SWARMING
7. PLASMA CELL

FAST-GROWING



FAIR
INNOVATIVE

THE MAKERS OF BRANDS. WORLDWIDE

The world is fascinated by innovations: this is the motto for Pohl-Boskamp's export operation. Whenever an angina pectoris attack has to be treated rapidly and efficiently, Nitrolingual® is the remedy of choice not only in Germany but in more than 40 countries worldwide. Six million acute spray bottles per year are being sold internationally. The remedy is market leader in Canada, Australia, Great Britain, Greece, the Netherlands, Norway, Austria, and New Zealand. GeloMyrtol® forte also developed into a world brand: Pohl-Boskamp international sales of Myrtol standardized amount to more than 250 million capsules.

A stable concept of our own business units with local sales partners, who are recognised experts on their respective pharmaceutical markets, is the mainstay of international sales.

Short-term economical success is what Pohl-Boskamp does not focus on, but trustful cooperation with our partners abroad in the long term. At the same time, Pohl-Boskamp provides for comprehensive support with strategy, marketing, sales force training, and approval procedures. This is a forward-looking concept. In the long run, Pohl-Boskamp wants to generate half of its company sales volume internationally.



COMMUNICATIVE

COMMITTED
COOPERATIVE

LOOKING FOR TEAM PLAYERS

For Pohl-Boskamp communication is a management principle, the ideal basis for which is the general set-up: a flat hierarchy with everybody calling each other by their first names prevents any fear of contact with the executive suite from arising in the first place. Meetings on a regular basis provide for a free flow of information. For this purpose, on each office floor there are actually several conference rooms and cosily furnished coffee bars. This is where we Pohl-Boskamps meet to informally exchange ideas, to orchestrate our projects, to streamline activities without hierarchy being of any importance. This is where we say things plain-spoken and argue constructively, in order to collectively achieve the best result for the benefit of the company. Whenever a bunch of highly qualified co-workers comes together, it's the best argument that counts, and not the position somebody holds. The style of a company is built up by this.

Our employees are no subordinates but "entrepreneurs in the enterprise". They are individuals with far-reaching development potential, who are welcome to put their ideas into practice. Pohl-Boskamp provides the platform. Unfolding of one's own potential, collective search for challenge, setting of goals, the freedom for innovation, and the synergies in the interaction

between anything new and the approved: here is what we understand by promoting and demanding. Everybody in the company, apprentice or director, knows that all team members are pulling in the same direction!

Pohl-Boskamp will be in the future what it has been since 1835 – an independent family business, independent from shareholder value principles and unhampered by investor relationship. "I'm not thinking in terms of weeks or months, but in terms of years and decades", says Marianne Boskamp.

This attitude makes developments and investments possible that do not have to prove successful in the next quarterly report but will pay over a long period of time. This serenity is what grants employees a clear outlook on life. Because here the sentence "If my company's in good shape, so am I" is definitely valid.



Pharmaceutical manufacturer
MARIANNE BOSKAMP
in portrait

"Having spoken to as many as possible co-workers is what makes me happy at the end of a busy day", says Marianne Boskamp. She isn't only saying this, but it is her day-to-day practice. You will hardly ever come across the company boss at her desk, more often than not she is somewhere on the premises spontaneously discussing new ideas, strategies, or projects with her colleagues. Information, a few exceptions notwithstanding, is not knowledge for the sake of domination but widely communicated at Pohl-Boskamp. Because only someone being well aware of the company's goals will efficiently help to achieve them.

Being a mother of four children, the businesswoman by passion has a particular concern for her colleagues to be able to combine job and family without any difficulties. To that avail, Pohl-Boskamp offers its employees flexible working hours and about 30 different part-time options which are used by executive staff as well. With a smile in her eyes Marianne Boskamp lets us know that in the meantime even her male colleagues took off for parental leave too.

POHL-BOSKAMP

Our offices



Head Office in Hohenlockstedt

G. Pohl-Boskamp GmbH & Co. KG
Kieler Straße 11
D-25551 Hohenlockstedt



Production Plant in Dägeling

G. Pohl-Boskamp GmbH & Co. KG
Kaddenbusch 4
D-25578 Dägeling
(visitors please register at Kaddenbusch 11)



Logistics and Packaging Center in Dägeling

G. Pohl-Boskamp GmbH & Co. KG
Kaddenbusch 11
D-25578 Dägeling











GeloMyrtol® forte. Active substance: Myrtol standardized. One enteric-coated capsule contains 120/300 mg Myrtol standardized to at least 30/75 mg limonene, 30/75 mg cineole and 8/20 mg alpha-pinene. Excipients: GeloMyrtol®: gelatine, glycerol 85%, hypromellose phthalate, dibutyl phthalate, medium-chain triglycerides, sorbitol (dry substance). GeloMyrtol® forte: rapeseed oil (refined), gelatine, glycerol 85%, hypromellose phthalate, dibutyl phthalate, sorbitol liquid 70% non-crystallized (dry substance). Therapeutic indications: acute and chronic bronchitis and sinusitis. Contraindications: GeloMyrtol®/GeloMyrtol® forte may not be used in cases of hypersensitivity to any of the ingredients of the product. Undesirable effects: isolated cases of gastrointestinal disturbances, existing kidney stones and gallstones may start to move. Isolated reports of hypersensitivity reactions (e.g. rash, facial oedema, dyspnoea, or circulatory disturbances). Interactions: None known. G. Pohl-Boskamp GmbH & Co. KG, 25551 Hohenlockstedt, Germany. (Version 02/2005)

Nitrolingual® Spray. Active substance: nitroglycerin (glycerol trinitrate). Each spray dose contains 0.4 mg nitroglycerin. Other ingredients (excipients): medium-chain triglycerides and partial glycerides, ethanol 96%, oil of peppermint oil. Therapeutic indications: for the treatment and prevention of angina attacks, acute heart attack, acute left-heart failure, catheter-induced coronary spasms. Contraindications: hypersensitivity to any of the ingredients or other nitrate compounds, acute circulatory failure, cardiogenic shock, marked hypotension (RR systolic < 90 mmHg), use of phosphodiesterase inhibitors for the treatment of erectile dysfunction or pulmonary hypertension. This product should be used with caution in cases of hypertrophic obstructive cardiomyopathy, constrictive pericarditis, pericardial tamponade, low filling pressure (e.g. avoid in cases of acute heart attack, RR systolic < 90 mmHg), aortic and/or mitral stenosis, orthostatic circulatory dysregulation, increased intracranial pressure. During pregnancy and breastfeeding, this product may only be used on the instructions of a doctor. Undesirable effects: very common: headache at the start of treatment. Common: hypotension with reflex tachycardia, stupor, feelings of dizziness and weakness. Uncommon: nausea, vomiting, flushing, allergic skin reactions, severe fall in blood pressure with potentiated symptoms of angina pectoris, collapse with bradycardia and syncope. Very rare: exfoliative dermatitis. As tolerance and cross-tolerance may occur, continually high doses should be avoided. Hypoxaemia and ischaemia in patients with CHD may occur. The ability to drive and use machines may be impaired, particularly when used in combination with alcohol. Available on prescription only. G. Pohl-Boskamp GmbH & Co. KG, 25551 Hohenlockstedt, Germany. (Version 11/2004)

UniVaccin®. Active substance: inactivated patient-generated germs. Composition: 1 ml UniVaccin® contains inactivated patient-generated germs. A-strength: stock suspension (2-7 McF per germ type) dilution (1:703), B-strength: stock suspension (2-7 McF per germ type) dilution (1:19). Other ingredients (excipients): isotonic sodium chloride solution. Therapeutic indications: Prophylaxis and therapy of chronic or repeated infection of the urogenital tract (urinary tract infection, chronic bacterial prostatitis, bacterial vaginosis), the skin and boundary surface (acne, acne inversa, furuncle/carbuncle, wound healing disorder, osteomyelitis, superinfected neurodermatitis), the nasopharynx (tonsillitis, sinusitis, otitis media, gingivitis, periodontitis), the respiratory tract (bronchitis, acute exacerbation of chronic bronchitis with chronic obstructive pulmonary disease) with multi-resistant bacteria (MRSA, VRE, ESBL, pseudomonads etc.). Contraindications: Hypersensitivity to any of the ingredients, children < 1 year, limited immunocompetence (HIV, malignant tumour, cytostatic or immunosuppressive therapy), acute infections. Warnings/precautions: insufficient data for pregnancy. Therefore applicable after strict indication only. UniVaccin® must not be injected intravascularly. Discard after dose taking. Each charge is manufactured individually and therefore not suited for other patients. Undesirable effects: rarely a temporary initial exacerbation may occur. Very rarely the injection site will show local reaction (burning, redness). Available only on prescription. UniVaccin GmbH, 25525 Itzehoe. (1)



Pharmaceutical products since 1835
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