

# Siegfried at a glance

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more

# About us

Siegfried at a glance



# Siegfried at a glance – a globally leading CDMO

## PRODUCTION OF

Active Pharmaceutical Ingredients  
and Finished Dosage Forms



## HEADQUARTERED IN

Zofingen (CH)

## PUBLICLY LISTED

since **1973** 

## NUMBER OF SITES GLOBALLY



**13** 8 x API, 5x FDF  
thereof 2 in Spain

## EXPAND GLOBAL REVENUE 2023 (CHF)



**>1.2bn**

## GROWTH SINCE 2010



**>300%**



## CUSTOMERS

**>500**



## FTES

**~3.700**



## QUALITY

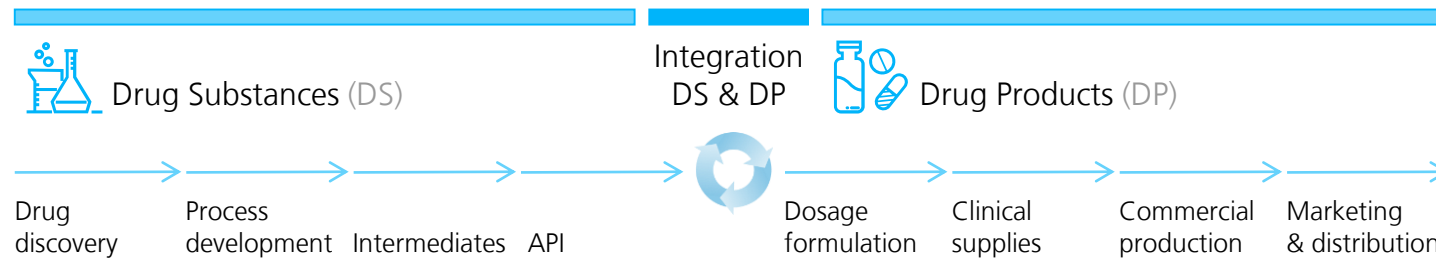
Impeccable  
track record

[Watch Corporate Movie](#)

Siegfried

# Our offering along the value chain

We offer integrated supply of **APIs and finished products**.



Bringing together more than 150 years **pharma and chemical heritage**, we offer as an integrated partner benefit to our customers with more synergy, expertise and value.



# Our production network offers a unique combination of flexibility and integration for both innovative and generic products



Our mission

Our vision

Our values

Siegfried at a glance





Our mission: We matter to customers, patients and society

«With mastery of science and technology, we take the precious innovations of our pharmaceutical customers to industrial scale and manufacture safe drugs for patients worldwide»

# Our vision: We aim for industry leadership

«Siegfried is the most trusted partner of the pharmaceutical industry and the global leader in the CDMO space – because...



...we are the strongest team running the most competitive network»



# Our values: We strive for outstanding performance

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«Our values and leadership principles are the basis to build the strongest team in the industry»



## Excellence

«We excel in everything we do»



## Passion

«We deeply care about what we do and how we do it»



## Integrity

«We act responsibly, reliably, respectfully and live up to our own standards»



## Quality

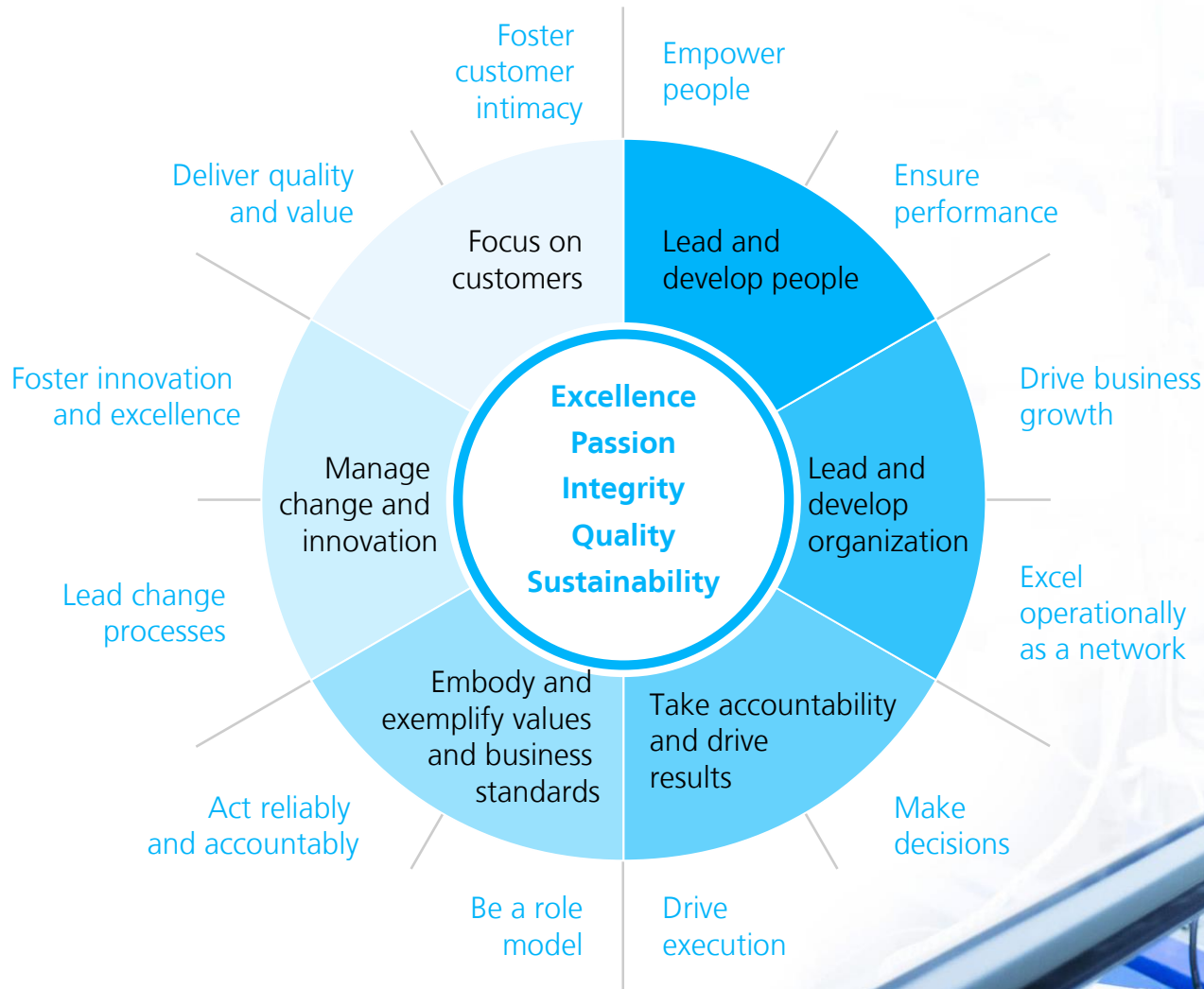
«We do things right the first time»



## Sustainability

«We think far beyond tomorrow»

# Our leadership values are the basis to build the strongest team in the industry



# Our history

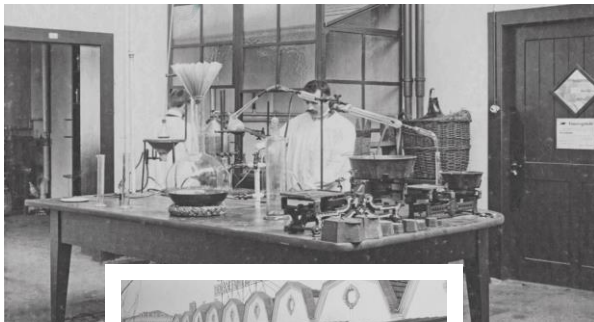
Siegfried at a glance



# Our history

1873

Pharmacist **Samuel Benoni Siegfried** founded a company with 12 employees as a supplier to pharmacies



1904

Conversion into a joint stock corporation

1928

Founding of Ganes Chemical Works, Inc. (NJ, USA)

1973

Quotation on the Swiss Stock Exchange (SWX) in Basel

1991

Focus on custom development and manufacturing

2001

Building of two core divisions:

- > Siegfried und Sidroga
- > Integration of Ganes into the Siegfried Group = Siegfried (USA) Inc.



2005

Acquisition der Penick Corporation in New Jersey (USA)



2007

- > Launch of a new pharmaceutical production facility in Malta
- > Sale of the Sidroga division
- > Sale of the biotech activities

2008

Sale of the pharmaceutical production site in Zofingen

# Our history

2012

Acquisition of Alliance Medical Products (AMP) in Irvine (CA, USA)



2013

Construction of a new production site in Nantong (CN) and a new production building in Zofingen (CH)



2014

Acquisition of Hameln Pharma in Hameln (DE)

2015

Acquisition of BASF sites in Minden (DE), Evionnaz (CH) und St. Vulbas (FR)

2021

Acquisition of two pharmaceutical production sites from Novartis in Barberà del Vallès and El Masnou (ES)



2023

Acquisition of a majority stake in DINAMIQS, a Swiss-based biotechnology company

2024

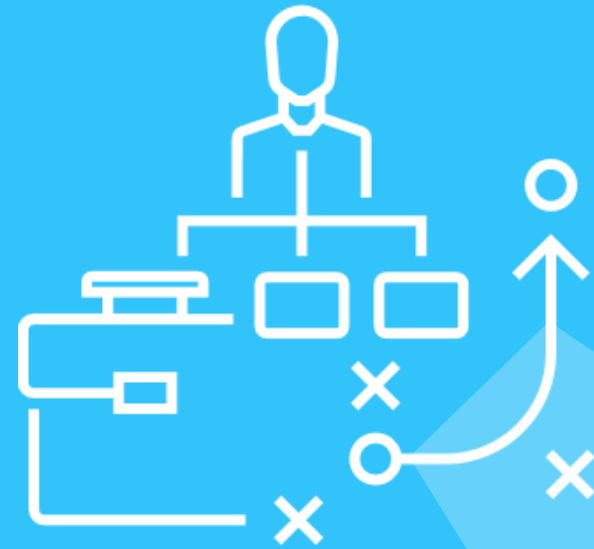
Acquisition of an early-phase development and manufacturing site in Grafton, Wisconsin from Curia Global

From 2010: «Transform» strategy

From 2016: «Evolve» strategy

# Our management

Siegfried at a glance





# Management – Board of Directors



Dr. Andreas Casutt  
CHAIRMAN



Dr. Alexandra Brand



Prof. Dr. Wolfram Carius



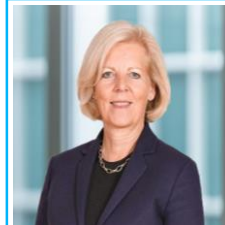
Elodie Carr-Cingari



Dr. Martin Schmid



Dr. Beat Walti



Isabelle Welton



# Management – Executive Committee

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**Marcel Imwinkelried**  
CHIEF EXECUTIVE OFFICER



**Dr. Reto Suter**  
CHIEF FINANCIAL OFFICER



**Henrik Krüpper**  
CHIEF OPERATING OFFICER  
DRUG SUBSTANCES



**Dr. Jürgen Roos**  
CHIEF SCIENTIFIC OFFICER



**Marianne Späne**  
CHIEF BUSINESS OFFICER DRUG  
SUBSTANCES AND DRUG PRODUCTS



**Irene Wosgien**  
CHIEF HUMAN RESOURCES OFFICER

# Our business model

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## Drug Substances

Chemical  
process  
development

Chemical  
production

APIs, intermediates  
controlled substances

Pharmaceutical  
development  
services

Pharmaceutical  
production

Solid dosage forms  
(including capsules for inhalation)

Semi-solid dosage forms  
(ophthalmic ointments)

Liquid dosage forms  
(sterile and non-sterile)



## Drug Products

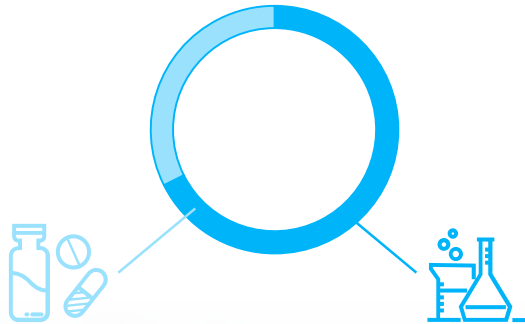
# Our financials

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# Net sales

## Net sales split 2023



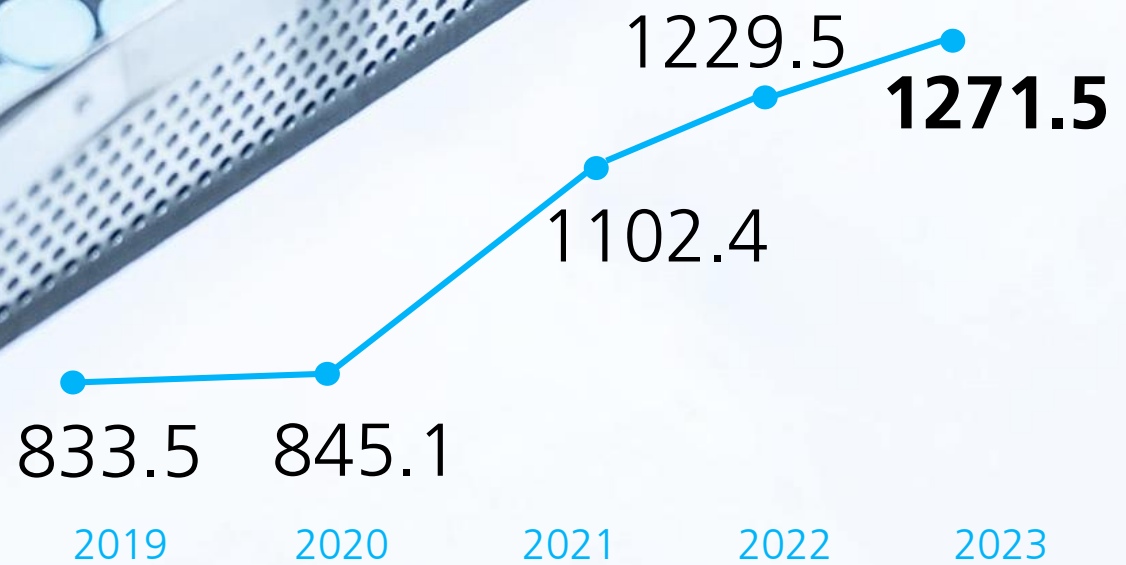
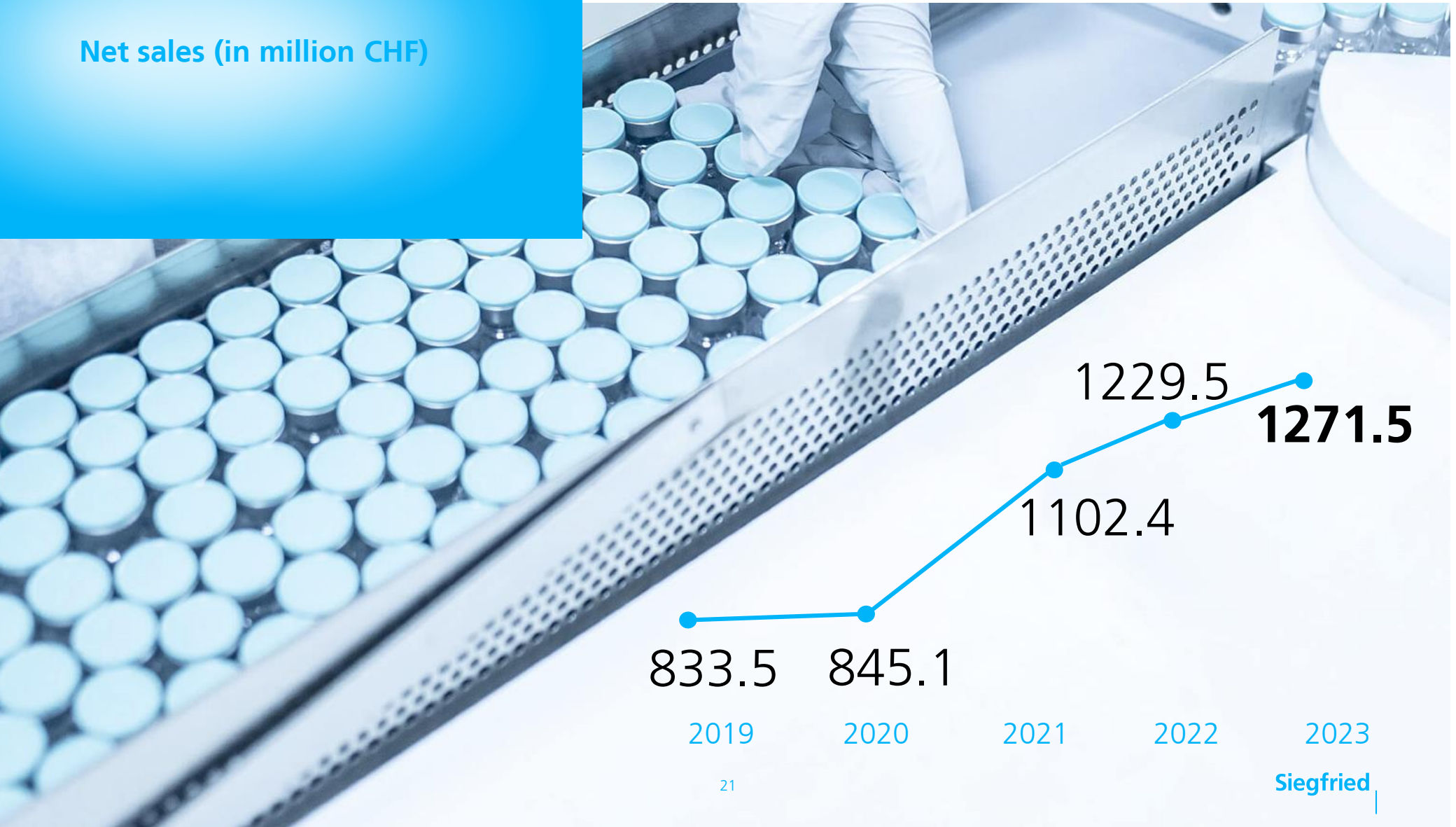
**32.4%**  
Drug Products

**67.6%**  
Drug Substances

CHF million	2023	2022	Change
Drug Substances	860.0	753.7	↗ +14.1% (+16.8% in LC)
Drug Products	411.5	475.8	↗ -13.5% (-10.4% in LC)
<b>Total</b>	<b>1 271.5</b>	<b>1 229.5</b>	↗ <b>+3.4%</b> (+6.3% in LC)

# Business development

Net sales (in million CHF)



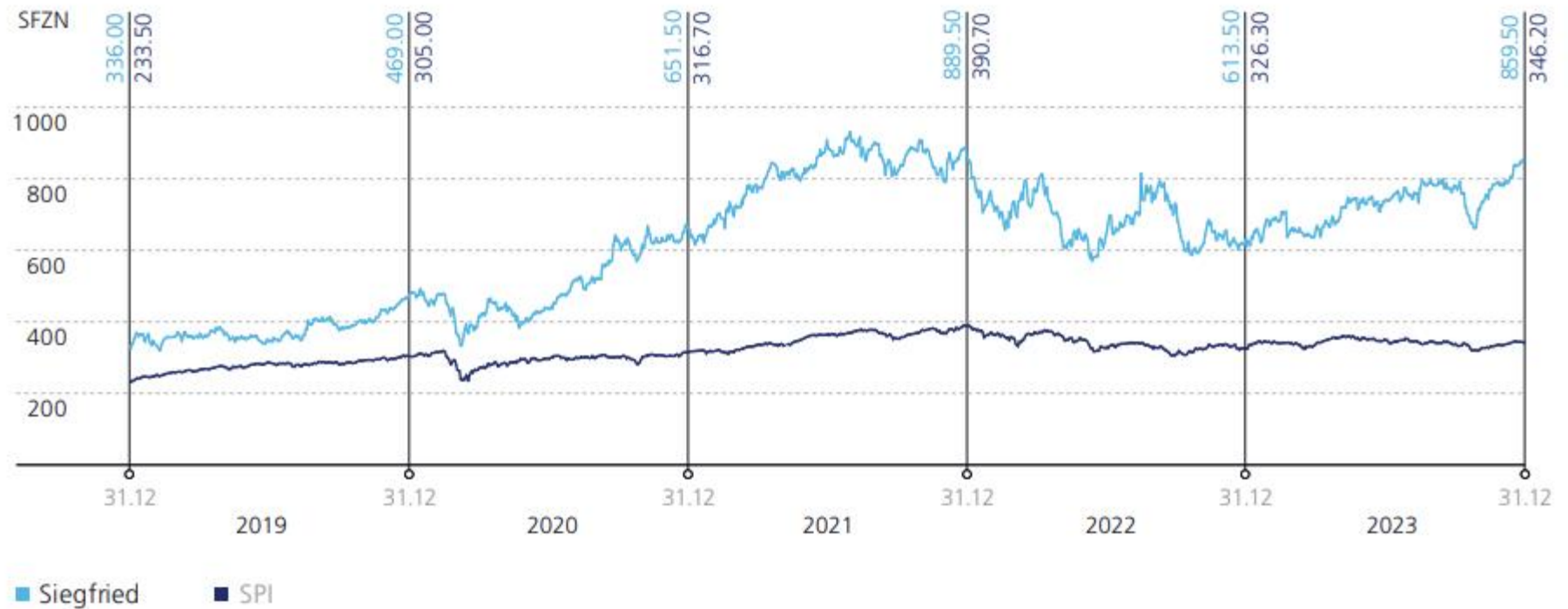


# Business development



## Share Price Development

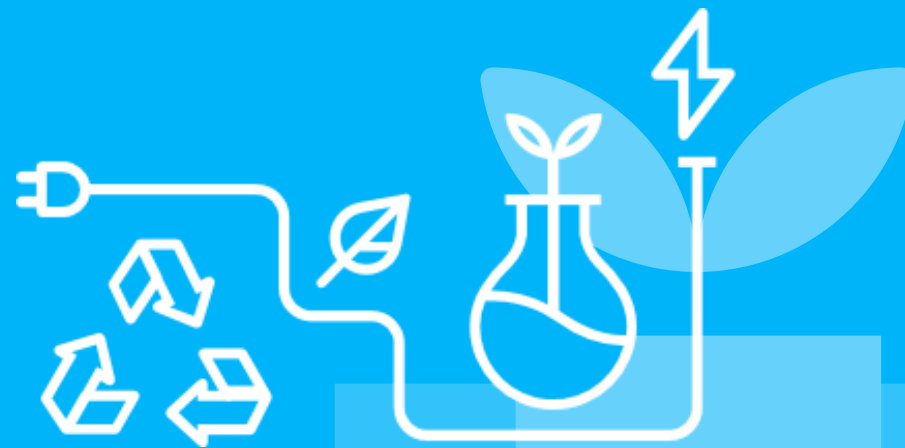
from January 1, 2019, to December 31, 2023





# Sustainability

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# We do not only think about tomorrow, but far beyond

Siegfried started its ESG journey years ago:

- > Code of Business Conduct
- > Global Quality Policy
- > Resource and waste management
- > Safety initiatives



Cross-functional ESG Governance Board sponsored by CEO and supervised by BoD



Commitment:

Siegfried's carbon footprint to be reduced by 50% until 2030 compared to 2020<sup>1</sup>



Global initiatives proliferating best practices



Introduction of Siegfried's supplier integrity commitment



<sup>1</sup> Normalized against Sales

# Our ambitions to be an ESG leader in the CDMO market

## Steps towards our ambition



Energy target

**-10%**

Target achieved: total energy consumption reduction in 2023<sup>1</sup>



Renewable electricity

**71%**

71% of our electricity comes from renewable energy sources



Lost time accidents

**-11%**

Lost time injuries rate was reduced by 11% compared to 2022



Carbon footprint commitment<sup>2</sup>

**-50%**

Carbon footprint to be reduced by 50% until 2030<sup>2</sup>

## Our most important distinctions

**MSCI**  
ESG RATINGS



CCC B BB BBB A AA AAA

Confirmed on  
12.2.23

Member of  
**Dow Jones**  
Sustainability Indices

Powered by the S&P Global CSA



Corporate ESG  
Performance  
RATED BY  
**ISS ESG** Prime



SCIENCE  
BASED  
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

## Further planned activities

Improve ESG audit and 3<sup>rd</sup> party recognition / scoring

Collaborate with customers to reduce the environmental footprint of the production process

Add strengthened KPIs for water, resources and waste

Verify scope 3 emissions in full detail as part of CDP reporting in 2024

<sup>1</sup> Compared to 2021

<sup>2</sup> Compared to 2020, CO<sub>2</sub> equivalents normalized against sales

<sup>3</sup> Scope 1, 2



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