



Press Release

STADA to establish logistics and distribution center in Dubai Growth region MENA receives its own supply hub

Bad Vilbel/Dubai, March 21, 2013 – STADA Arzneimittel AG will establish a logistics and distribution center for the Middle East and North Africa (MENA region) in Dubai within the current year. In the future, all countries of the region where STADA is active will be supplied with products from the German pharmaceutical manufacturer via the central supply hub. For this purpose, it is planned to found a subsidiary in Dubai. The new sales organization will be built up in the third and fourth quarters of 2013 in cooperation with a local partner. STADA will be able to draw on the already established infrastructure of the partner company.

“With this project, we are taking account of the increased sales in the MENA region and, at the same time, we are efficiently positioning ourselves for future developments in this growth market”, says Hartmut Retzlaff, Chairman of the Executive Board of STADA Arzneimittel AG. “We are bundling the previously locally organized sales activities of the respective countries in the region and thereby delivering our products cost-effectively and even quicker to the customers. We also expect significantly better regulatory framework conditions and advantages in the approval of new products as a result of a local logistics hub.” Due to the good economic framework conditions, Dubai is considered the ideal location for the project.

In addition to generics, branded products in particular are the sales drivers of the region for STADA. The strongest countries according to sales include Saudi Arabia and the United Arab Emirates, among others.

About STADA Arzneimittel AG:

STADA Arzneimittel AG is a publicly-listed company with headquarters in Bad Vilbel, Germany. STADA consistently focuses on a multi-pillar strategy of generics and branded products (OTC) with an increasingly international market orientation. The Group traditionally has a strong presence in Europe and is the only independent generics producer in Germany. Worldwide, STADA is one of the five leading companies in the generics industry and is represented in more than 30 countries with approximately 50 subsidiaries. Branded products such as Mobilat, Grippostad and Ladival are among the highest selling in their product category in Germany. In financial year 2012, STADA achieved Group sales of Euro 1,837.5 million, adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of Euro 367.5 million and adjusted net income of Euro 147.9 million. As of December 31, 2012, STADA employed 7,761 people worldwide.



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