Headquartered in Hungary, Gedeon Richter Plc. is a European innovation-driven specialty pharmaceutical company. The activities of the Hungarian-directed multinational company are vertically integrated and involve pharmaceutical manufacturing, research and development, sales and marketing. Richter’s goal is to help the public fight off illnesses with innovative products and, by doing so, help improve the quality of human life.

Richter attaches great importance to corporate social responsibility since environmental protection and sustainable economic and social development are fundamental aspects of the company’s strategy.

Richter is more than 115 years old. It has manufacturing subsidiaries in five countries and markets its products in nearly one hundred countries around the world through its own marketing network. The company has more than 11,000 employees and posted sales of EUR 1.1 billion in 2015.
Long-standing traditions

One of the reasons for the company’s success is its century of experience and valuable know-how. The company’s founder, pharmacist Gedeon Richter obtained a licence to manufacture drugs in 1901. He bought the “Sas” (Eagle) Pharmacy, which is still operating and still owned by the company, and began to manufacture medicines in its laboratory. He later decided to manufacture drugs on an industrial basis and in 1907 built a modern pharmaceutical factory in the Kőbánya district of Budapest. The young pharmacist was always looking for and seizing new opportunities and put great emphasis on international relations and the quality of products. Success was founded on professionalism and Richter’s relentless dedication to research and innovation, which are now integral parts of the company. Thanks to unparalleled expertise and outstanding employees and managers, the company was able to overcome great losses and weather the historical storms of the twentieth century. Richter has not only held on to its position in Hungary; it has become the predominant pharmaceutical company in Central Eastern Europe while at the same time greatly expanding its market participation the world over. Richter is devoted to strengthening its role in both Europe and the rest of the world and to continuously expanding its product line. This requires immense investment; and by expanding its strategic collaborations in research and development, marketing and sales, the Richter Group is ensuring its dynamic development in the future.
Global presence

Richter is the biggest Hungarian pharmaceutical manufacturer. The company has a marketing network that spreads over five continents and has 29 representative offices and 38 commercial and marketing companies. The company’s activities are supported by six production and development subsidiaries and joint ventures. Richter markets active ingredients and finished products in Hungary and more than a hundred other countries. The company has a widely known brand name and well-established sales network in Hungary, Central Eastern Europe and the CIS countries. By the end of 2011 the Group had set up its medical sales representative and marketing network in Western Europe while in 2013 the company started further expansion in Latin America in order to support the presence of the company’s gynaecological products in this region as well.

Acting under strategic cooperation contracts and long-term supply agreements, Richter supplies products to its partners in the United States.

Russia

Gedeon Richter RUS (Yegoryevsk)
1996
Activities: pharmaceutical manufacturing, packaging
Main therapeutic areas: central nervous system, cardiovascular system
Number of employees: 420
Romania

Gedeon Richter Romania (Târgu Mures) 1998
Activities: pharmaceutical manufacturing, product development, packaging, logistics centre
Main therapeutic areas: central nervous system, cardiovascular system, urology
Number of employees: 535

India

Richter-Themis Medicare (Vapi) 2004
Activities: manufacturing active ingredients and intermediates
Number of employees: 272

Poland

Gedeon Richter Polska (Grodzisk) 2002
Activities: pharmaceutical manufacturing, packaging and research and development
Main therapeutic areas: cardiovascular system, internal medicine
Number of employees: 455

Germany

Richter-Helm Biologics (Hamburg, Hanover and Bovenau) 2007
Activities: in-house and third party biotechnological development and manufacturing
Product portfolio: recombinant proteins, plasmid DNA and microbial vaccines
Number of employees: 155
Richter Group

Subsidiaries and joint ventures in development and production

India, Navi Mumbai — Gedeon Richter India Pvt. Ltd.

Poland, Zielona Góra — Gedeon Richter Polska Sp. z o.o.

Switzerland, Geneva — Pregnum SA

Representative offices

Armenia, Yerevan — SP OOO Richter-Apexia

Brazil, São Paulo — Gedeon Richter Do Brasil Importadora, Exportadora E Distribuidora S.A.

Colombia, Bogotá — Gedeon Richter Colombia S.A.

Croatia, Zagreb — Gedeon Richter Croatia d.o.o.

Curacao — Mediplus N.V.

Czech Republic, Prague — Gedeon Richter Pharma GmbH

Ecuador, Quito — Gedeon Richter Ecuador SA

France, Paris — Gedeon Richter Pharmaceutique France

Germany, Bovenau — Richter-Helm BioLogics GmbH & Co KG

Germany, Hamburg — Richter-Helm Biotec GmbH & Co. KG

Germany, Berlin — Gedeon Richter GmbH

Germany, Cologne — Gedeon Richter Pharma GmbH

Germany, Hamburg — Richter-Helm BioLogics GmbH & Co. KG

Germany, Munich — Gedeon Richter GmbH

Germany, Munich — Gedeon Richter GmbH

Germany, Munich — Gedeon Richter GmbH

India, Mumbai — Gedeon Richter India Pvt. Ltd.

Italy, Milan — Gedeon Richter Italia srl

Kazakhstan, Almaty — Gedeon Richter KZ

Korea, Seoul — Gedeon Richter Korea

Latvia, Riga — Gedeon Richter Latvia

Latvia, Riga — Gedeon Richter Latvia

Lithuania, Vilnius — Gedeon Richter Lithuania


Peru, Lima — Gedeon Richter Peru S.A.

Poland, Warsaw — Gedeon Richter Marketing Polska Sp. z o.o.

Portugal, Lisbon — Gedeon Richter Portugal, Unipessoal LDA

Romania, Conac — Gedeon Richter Farmacia S.A., S.C. Pharmaceutica Romania S.A.

Russia, Moscow — OOO Farmarichter

Slovakia, Bratislava — Gedeon Richter Slovakia, s.r.o.

Slovenia, Ljubljana — Gedeon Richter d.o.o.

Spain, Barcelona — Gedeon Richter Ibérica S.A.

Sweden, Stockholm — Gedeon Richter Scandinavia AB

Ukraine, Kiev — OOO Gedeon Richter Ukrfarm

United Kingdom, London — Gedeon Richter UK Ltd.

United States, Ridgewood — Gedeon Richter USA Inc.

Commercial and marketing companies

Armenia, Yerevan — SP OOO Richter-Apexia

Brazil, São Paulo — Gedeon Richter Do Brasil Importadora, Exportadora E Distribuidora S.A.

Chile, Santiago — Gedeon Richter (Chile) Ltda.

China, Shanghai — Ulnikas Pharmaceuticals Company Ltd., Gedeon Richter Pharmaceutical (China) Co. Ltd.

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Extensive product range

The Group manufactures more than 200 drugs, and its products include original, generic and licensed products which provide effective, modern and reasonably priced treatments in almost every therapeutic area. The company focuses on developing and manufacturing central nervous system, cardiovascular and gastroenterological products, muscle relaxants and gynaecological products.

Focus on gynaecology

Gynaecological therapy is an extremely important area for Richter. The company has several decades of unparalleled experience in this area. The company’s founder, Gedeon Richter conducted the first steroid experiments. Thanks to development and expansion, Richter currently offers one of the widest ranges of gynaecological products in the world, including oral contraceptives and contraceptive devices, emergency contraceptives, hormone replacement therapy, osteoporosis products and antifungal preparations. Offering therapeutic solutions for every age group, the product range was further extended in 2012 with an original product for the long term treatment of uterine fibroids that promises a chance to avoid surgery. The product was granted reimbursed status in various countries. Thanks to the geographical expansion of its gynaecology business (Western Europe, China and Latin America besides the company’s traditional markets), its original research capacity and century-old manufacturing expertise, Richter has become a global player in women’s healthcare.
Research of new chemical entities has always been of paramount importance to Richter’s corporate strategy. Richter’s R&D base, which employs 1,000 people, makes the company the most important pharmaceutical research centre in Central Eastern Europe. In addition to original research (central nervous system, gynaecology), the company develops generic (non-proprietary) and biosimilar products. In 2015 Richter spent EUR 112 million – 9.5% of its sales revenue – on research and development, more than any other company in Central Eastern Europe. The company’s outstanding innovation has frequently been acknowledged and honoured.

The successful US launch of Richter’s latest proprietary product, for the treatment of bipolar disorder and schizophrenia, can be considered as a historical event not only for the company but equally for the whole Hungarian pharmaceutical industry.

The segment that ensures the most effective therapy for the treatment of oncological and immunological diseases and exhibits the fastest growth in the world’s pharmaceutical markets is the use of biosimilar medicines produced by biotechnological methods. Biosimilar products can ensure the same efficiency in treatment as the original biotechnology products with the advantage of being more cost-effective and thereby improving patient access to these therapies as well as reducing the costs of health insurers.

As a company with long-term thinking, Gedeon Richter Plc attaches great importance in its business strategy to the development and manufacture of biosimilar products in Hungary. Consequently, the company established a biotechnology development laboratory at its Budapest headquarters back in 2005, and two years later it set up the joint venture Richter-Helm Biologics with Helm AG. The German unit specialises in the bacterial branch of biotechnology and manufactures recombinant proteins. In addition, in 2012 Richter completed a EUR 84 mn investment project in the Hungarian city of Debrecen. The new biotechnology plant is unique in Central Eastern Europe and has created over 200 jobs for highly qualified experts. The company intends to expand the facility in the near future, doubling its current manufacturing capacity and setting up an analytical capacity for product quality rating, thereby establishing 125 new jobs. Richter’s goal is to establish a comprehensive and internationally competitive product line that can help to expand its portfolio with high added value products.
R&D alliances

Richter attaches great importance to establishing international research collaborations aimed at developing and marketing new molecules. It cooperates with a number of renowned international pharmaceutical companies and research institutions in an effort to use international experiences to support domestic innovation. Richter supports the retention of talented young people not only in the company, but also in university and academic research institutions. It has joint research programmes with more than thirty leading university departments and academic research institutes in Hungary. The company is making large investments in order to achieve its goals, and it is setting up additional strategic cooperation programmes in both R&D and sales and marketing to ensure the continued dynamic development of the Richter Group and guarantee an ownership structure that will prolong its present independence.

Social responsibility

The company has a diverse commitment to society at large, hence it pays special attention to Corporate Social Responsibility. The social environment in which it operates has always been especially important for Richter. As a leading Hungarian pharmaceutical manufacturer and employer, the company is responsible for society and for maintaining a dialogue with the public. This means that Richter acts in accordance with its mission to improve health and the quality of life by supporting and organizing numerous health, scientific and educational initiatives. The company contributes to science education through its numerous foundations and grants supporting both talented students and outstanding teachers.

It provides considerable financial aid to healthcare institutions and patient organizations and plays a prominent role in safeguarding the public’s health. Richter has been cooperating with the “Life for the Years” National Association of Pensioners’ Clubs and Senior Citizens since 2005. Pensioners’ health is a priority for the company, therefore Richter has been supporting various programmes aimed at prevention and health education.

Richter’s Health City, launched in 2009, is a unique initiative to provide the public with a free, day-long preventative screening program. As a Hungarian-based multinational company, it has a unique perspective on the situation of Hungarian women. Besides safeguarding women’s health, Richter is committed to enhancing women’s psychological and social well-being as well. It is for this reason that the company created the Richter for Women programme whose major elements are the Richter Golden Mum Award and the Mum Theresa Club and competition.
Planning for the long term

The Hungarian pharmaceutical industry, including Richter, boasts a history going back more than 110 years. It deserves its global reputation and prestige, since Hungarian “grey matter” has made history in this industrial sector by inventing several brilliant technical solutions, chemical procedures and other innovations. It is the long generations of chemists, engineers, doctors, pharmacists and technological experts that provide a solid foundation for Richter’s long-term success.

Gedeon Richter makes every effort to provide the public everywhere in the world with innovative preparations by constantly renewing its product portfolio.