

«COMING TOGETHER  
IS A BEGINNING.

KEEPING TOGETHER  
IS PROGRESS.

WORKING TOGETHER  
IS SUCCESS.

HENRY FORD 

« WE ARE A SWISS  
**GMP- AND GDP-  
CERTIFIED AND  
FDA-AUDITED**  
MANUFACTURING AND  
TRADING COMPANY  
OPERATING IN THE  
PHARMACEUTICAL  
INDUSTRY »

HÄNSELER   
SWISS PHARMA



Dr. Dominik Hauser  
Managing Director CEO

# OUR MARKET SEGMENTS



# 60 YEARS

OF PROGRESS AND WE CONTINUE TO INVEST

**FOUNDATION**  
of Hänseler AG  
in Herisau

**EDWIN  
HÄNSELER**  
begins  
manufacturing &  
trading in  
pharmaceutical  
products

**EXCLUSIVE  
DISTRIBUTION  
RIGHTS FOR  
BACH®/RESCUE  
PRODUCTS**  
in Switzerland

**HÄNSELER  
ENTERS  
ASIAN  
MARKET** with  
Planox®

**GRANTED  
BIOCIDE  
AUTHORISA-  
TION**

Acquisition of  
**APOTHEKE  
ZUR EICHE AG**

**SUCCESSFUL  
FDA AUDIT**

**NEW BUILDING M:  
EXPANSION  
and  
MODERNISATION**  
of production

**AUTHORISATION  
TO PROCESS  
ANIMAL  
RAW MATERIALS**

**COMMIS-  
SIONING** of  
12,000-litre  
tanks in  
production

**COMMISSIONING  
OF MODERN FACILITIES**  
in the new building with  
strong efficiency gains and  
dedication of a new liquids  
filling machine

1964

1975

2003

2015

2020

2022

2023

2025

# WE ARE PROUD OF



OWNERSHIP:  
STEINEGG FOUNDATION IS  
MAJORITY SHAREHOLDER



WIDE-RANGING PRODUCT  
RANGE AND  
MANUFACTURING OPTIONS



**75,000**

TELEPHONE CONTACTS WITH  
CUSTOMERS ANNUALLY

PACKAGING OUTPUT:

**2,500,000 ITEMS**

(AV. 10,000 ITEMS/DAY)



GENDER EQUALITY AND  
EQUAL OPPORTUNITIES



ENVIRONMENTALLY  
COMPATIBLE CHEMICAL AND  
WASTE MANAGEMENT

PRODUCTION OUTPUT:

**500t**

**135**

EMPLOYEES



We are participants in the Swiss Triple Impact Program for sustainability.



# OUR VALUES



Agility

Responsibility



Respect

Enthusiasm



Solution-  
driven



# MANAGEMENT



**Dr. Dominik Hauser**  
Managing Director  
CEO



**Michael Fuhrer**  
Head of Finance  
CFO



**Dr. Christoph Titze**  
Head of Quality Management (RP)  
CQO

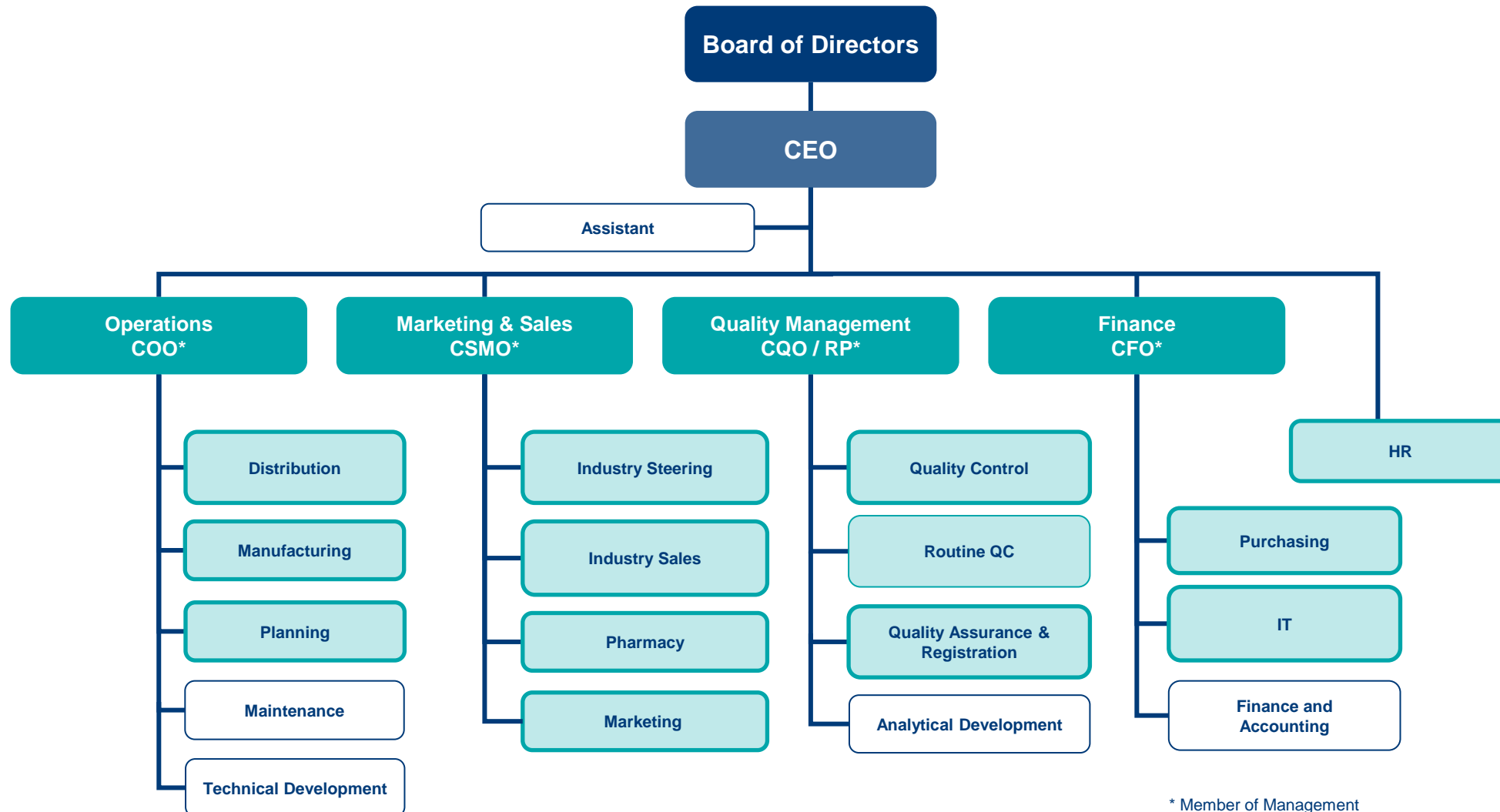


**Daniel Hirsbrunner**  
Head of Operations  
COO



**Michael Jäger-Rhomberg**  
Head of Marketing & Sales  
CSMO

# ORGANISATION





«GMP is  
in our DNA –  
we take your  
products from idea  
to market success.»

Dr. Dominik Hauser  
Managing Director CEO

# DEVELOPMENT

## REFINED TO TOP QUALITY

Our core competency is refining raw materials for your needs and finding extraction methods for plant-based starting materials.

Idea



# PROCUREMENT

## RELIABLE AND EXCLUSIVE

Hänseler Swiss Pharma has access to exclusive trade sources and a longstanding supplier network.



# MANUFACTURING

## AS INDIVIDUAL AS YOU ARE

We offer a wide range of options for liquid, semi-solid and solid products using modern, flexible manufacturing. We are also experts in processing hazardous substances.



# PACKAGING

## FLEXIBLE AND IN ANY SIZE

We offer GMP-compliant packaging in a wide range of primary and secondary containers, as well as industrial containers – all perfectly aligned with your needs.

Idea



# MARKET ACCESS

## 250,000 CUSTOMER CONTACTS A DAY WAITING FOR YOU

We assist you with authorisation, clarification of product status and all distribution- and market-side activities in the Swiss healthcare market.

Idea





# MARKET SUCCESS IS RELIABLY PREDICTABLE

All with enthusiasm and Swiss quality.  
And our name.

Idea



# OUR PRODUCT RANGE

FULFILLS OUR CUSTOMERS' HIGHEST REQUIREMENTS

We offer the following three galenic forms in GMP QUALITY:  
LIQUID, SOLID and SEMI SOLID SOLUTIONS



LIQUID  
SOLUTIONS



SOLID  
SOLUTIONS



SEMI SOLID  
SOLUTIONS

# PHARMACEUTICAL RAW MATERIALS

## OUR EXPERTISE, YOUR SUCCESS

Our wide range of pharmaceutical raw materials comprises more than 3'000 different products.

Available in different containers and with guaranteed identity per container.

- **Essential oils**
- **Narcotics**
- **Liquid chemicals**
- **Ethanols**
- **Solutions**
- **Solvents**
- **Oils/oleochemicals/fats**
- **Acids and alkalis**
- **Various waters**
- **Solid chemicals**
- **Herbs**
- **Herbal blends**
- **Salt mixtures**
- **Vitamins**
- **Resins**
- **Basic components of creams**
- **Basic emulsions**
- **Extracts and tinctures**



# LIQUID MANUFACTURING

GMP-COMPLIANT USING MODERN EQUIPMENT

IN THE AREA OF  LIQUID SOLUTIONS WE ARE SPECIALISED IN:



## Chemical solutions (GMP-compliant):

- API & Excipients
- Hazardous substances (acids, alkalis, petrol, etc.)
- Modified atmosphere filling
- Explosive substances



## Special extracts and tinctures:

- Mother tinctures
- Boswellia extract
- Opium tincture
- Capsicum extract
- Henbane extract
- Cannabis extract

# PACKAGING

FLEXIBLE AND CUSTOMER-DRIVEN

We can also repackage liquid raw materials under GMP requirements.

## Individual packaging solutions



200-litre  
plastic or  
steel tighthead  
drums



Glass and  
plastic for 10 to  
1,000 ml



1,000-litre  
IBCs



Plastic  
for  
5 to 25 litres



Plastic and  
stainless steel  
for 25 litres plus



**Market  
access**

**«We know and  
supply all 2,200  
pharmacies and  
drugstores in  
Switzerland.»**



# MARKET ACCESS

FIRMLY LINKED INTO THE SWISS MARKET



# MARKET ACCESS

## FIRMLY LINKED INTO THE SWISS MARKET

We are proud of our longstanding memberships and cooperation partnerships:



pharmaSuisse:  
Official professional  
association for Swiss  
pharmacies



Member of  
pharmarena,  
the association of  
independent pharma  
and cosmetics  
companies in  
Switzerland



Swiss druggists  
association: Official  
professional  
association for Swiss  
drugstores



Association Suisse des Spécialités Pharmaceutiques Grand Public  
Schweizerischer Fachverband für Selbstmedikation  
Associazione Svizzera dell'Industria Farmaceutica per l'Automedicazione  
Association of the Swiss Self-Medication Industry

ASSGP:  
Association of the  
Swiss self-medication  
industry



Scienceindustries:  
Chemistry, pharma  
and life science  
business association

# MARKET ACCESS

## FIRMLY LINKED INTO THE SWISS MARKET

We are proud of our longstanding memberships and cooperation partnerships:



IGMedCann:  
Association of Swiss  
manufacturers of  
cannabis-based  
medicinal products



Dakomed:  
Complementary  
medicine  
professional  
association



SVKH:  
Swiss Association  
for complementary  
therapeutic  
products



NVS:  
Professional  
association for  
naturopathy and  
complementary  
therapy

# MARKET ACCESS

## OUR WOMEN'S HEALTH PORTFOLIO

Menstruation



Breastfeeding



Healthy  
bladder



Menopause



\* These are authorised medicinal products. Read the package insert.



# MARKET ACCESS

STRONG BRANDS WITH A STRONG PRESENCE IN SPECIALIST OUTLETS

Energy  
boosters and  
circulation  
stimulators



Cuts and  
scratches



Cold  
relief



\* These are authorised medicinal products. Read the package insert.

# MARKET ACCESS

EXCLUSIVE DISTRIBUTION PARTNER  
FOR INTERNATIONAL PARTNERS

Original  
Bach® / Rescue  
for positive  
physical  
wellbeing ...

... day  
and night





Quality &  
safety

«We produce  
quality.  
With no compromises.»



# QUALITY & SAFETY

## OUR TOP PRIORITY AT ALL STAGES

As a GMP- and GDP-certified and FDA-audited company, we put quality and safety first.



# QUALITY & SAFETY

## OUR TOP PRIORITY AT ALL STAGES

### At Hänseler, quality control means:

- Verifying the quality of raw materials, products manufactured in-house and finished products
- Ensuring consistent product quality
- Monitoring product stability
- Developing analytical procedures and verifying their suitability for the corresponding product matrices

13 employees  
release more than  
12,000 batches  
annually

CHF 5,000 to  
CHF 110,000  
invested in  
each analyser

# DOCUMENTATION

## QUALITY MARK AND SERVICE

Regulatory and customer requirements are increasing the significance of documentation.

**We offer the following documentation packages:**

Documentation  
packages for **active  
pharmaceutical  
ingredients**

Documentation  
package for  
**cosmetic products**

Documentation  
package for **finished  
pharmaceuticals**

Documentation  
package for  
**excipients**