



Tilman®

**BELGIAN REFERENCE
LABORATORY**

FOR EVIDENCE-BASED HERBAL
THERAPEUTICS

since 1956



Discover our family business :
an innovative pharmaceutical laboratory,
belgian benchmark for healthcare professionals
in the field of herbal medicines

A pharmaceutical laboratory different from others

We could, like most pharmaceutical companies, produce chemical drugs.

We have chosen to develop, produce and market medicines and preparations based on herbal active ingredients.

We want to offer to pharmacists and doctors, effective herbal remedies, that are reliable alternatives to classical chemical drugs.

IDENTITY · MISSION · PRIORITIES

HAPPINESS

“ Our existence only has meaning if it helps improve the lives of others. ”

Jean-Noël Tilman, pharmacist, CEO

We want to create happiness :

- Happiness of our employees, by offering them a fulfilling professional environment
- Happiness of our customers and patients, by offering them reliable products for their health and well-being
- Happiness of humanity as a whole, by acting responsibly for people and the environment



GROWTH IN THE SERVICE OF *excellence !*

In the world of pharmacy, quality is an absolute constraint, and the requirements are greater every year. Excellence is a constant goal, both to meet regulations and to distinguish in the pharmaceutical market.

Excellence has a price, which we can only assume through growth, because we want to remain completely independent, without the intervention of external investors in our capital.

TWO AREAS OF GROWTH :

1. INNOVATION

Our R&D department employs 14 people, who formulate and develop our future products. Every year, we bring new, ever more effective products to the market.

2. INTERNATIONAL

International expansion is essential, because Belgium is too small as a country to ensure permanent growth.



40 millions
TURNOVER



200
EMPLOYEES



**DOUBLE DIGIT
GROWTH**
the last 30 years

OUR PLANET IS OUR PRIORITY

Our growth can only exist in harmony with nature. We want to make an important contribution to the fight against global warming by limiting carbon emissions. We have chosen to consume only electrical energy and to produce it ourselves, using renewable sources. This is our goal for 2030.



CULTURE · VALUES

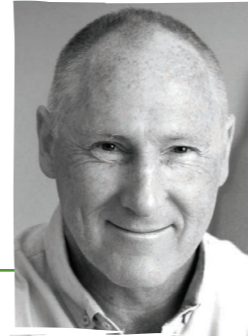
FAMILY PRIORITY

We want to preserve the *family dimension* of our company :

- The family of each of our employees is more important than the company
- Shareholding : at least 80% of the shares will remain held by the Tilman family
- Confidence is everywhere in our company, with a maximum of autonomy and responsibility for each one
- Relationships are simple and friendly, with no more than 4 hierarchical levels
- Freedom : employees are free to express themselves and to make decisions, with the right to make mistakes



Lucien



Jean-Noël



Manoël



Mikaël

OUR CULTURE

Flexibility

The ability to adapt quickly is an essential skill for us

Modesty

We can always do better, and we are aware of it

Kindness

We make sure to do well, so that everyone feels their best



Our 3 values

Confidence

To trust is to « play winning », get the best from everyone. Confidence transforms us positively.

Respect

People, the environment, our promises, our customers and our suppliers.

Social responsibility

We want to grow while respecting the environment and improving people's lives.



From the family pharmacy to an international pharmaceutical laboratory



Herbal remedies activity

Development of herbal infusions sold in bulk under the brand « Tisanes Ardennaises ».



1956

Creation of Tilman



1965

Tilman becomes a pharmaceutical laboratory



Diversification of the offer

Under the guidance of Jean-Noël Tilman, the laboratory is industrializing and expanding its range with several innovations. Tilman becomes an integrated business player by investing in the production site and the R&D department.



1985

Takeover of the family business by Jean-Noël Tilman



1998

Inauguration of the manufacturing site in Baillonville



2001

Creation of the R&D department : Tilman decides to invest in medicines development



Accelerating international expansion

The laboratory is increasing its international presence and developing its network of export partners.



2021

Presence in more than 30 countries



2017

Tilman decides to accelerate international expansion



2013

Tilman is awarded « Entrepreneur of the year » in Belgium



2010

Launch of Flexofytol and Antimetil.
Creation of a sales team of medical representatives



Industrial development

Development of the production site with several successive extensions. Tilman is experiencing strong growth and is starting to look for global expansion.



2005

Start of international expansion



2004

Publication of the first clinical trial with one of Tilman finished product



From organic infusions, to plant-based medicines

In addition to their active properties which have now been widely demonstrated through scientific studies, plants offer the immense advantage of acting smoothly, with a minimum of adverse effects. Thanks to these advantages, plant-based medicines can be privileged for many common diseases.



Herbal
medicines



Herbal food
supplement



Organic
infusions & teas

Our best-sellers

Registered medicines

Joints & muscles



Cardio-vascular



Cough & cold



Blood circulation



Gastro-intestinal



Skin



Mental health



Urinary infection





Jean-Noël Tilman
Pharmacist, CEO

The Belgian success story

A long-standing player in natural herbal solutions, Tilman is today the leader laboratory in herbal medicines and ranked 8th in the total OTC business in Belgium.

Proof of its know-how and operational excellence, Tilman was awarded the title of « Entrepreneur of the Year » in 2013, across all business sectors and company sizes.

Vainqueur
L'Entreprise de l'Année 2013

Our winning strategy

R&D AND INNOVATION

We want our products to be the best in their market segments. Our teams are constantly working to develop new products and make them more efficient.

REGISTRATED MEDICINES

In a competitive world where the majority of products have the status of food supplements or medical devices, we want to stand out by marketing registered herbal medicines, which offer a greater guarantee of quality and durability.

STRONG MEDICAL EVIDENCE

Our "best-selling" finished products are supported by their own specific clinical studies carried out on our initiative.

19 PUBLISHED STUDIES

in muscles and joints, cardiovascular, gastrointestinal and neurological fields



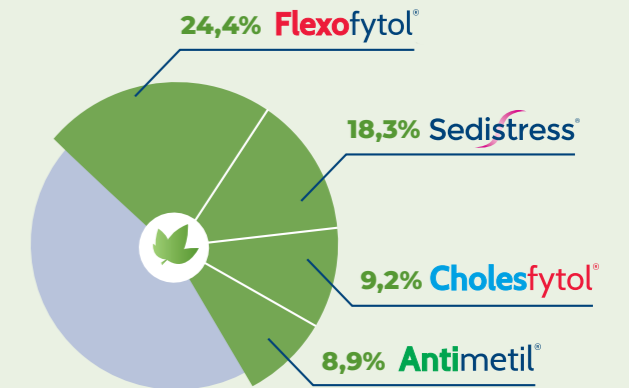
TILMAN IS THE 8TH OTC LABORATORY

in Belgium

Tilman strategy is to develop **herbal medicines and food supplements with strong clinical evidences** and **Unique Selling Propositions (USPs)**, in high potential markets with clear unmet needs.

Today, the first 4 products developed since 2009 with this strategy vision already account for up to 60% in turnover on our domestic market, with continuous double digit growth.

Turnover in Belgium :

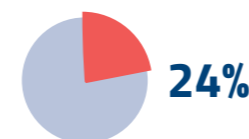


4 PRODUCTS LEADERS

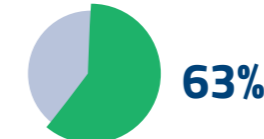
in their market*

These 4 Tilman brands are market leaders, with large market share in their markets ::

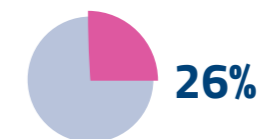
Flexofytol®
in the joint care market



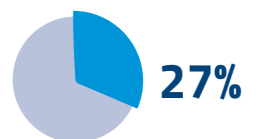
Antimetil®
in the antinauseants market



Sedistress®
in the relaxation and sleep market



Cholesfytol®
in the cholesterol market



* Source: IMS manufacturer price € MAT 04-2021

A woman in a white lab coat and blue gloves is looking through a microscope in a laboratory. The background is blurred, showing other people in lab coats and equipment. The text 'KNOW HOW' is in a dark blue box in the top right corner.

KNOW HOW

An integrated laboratory, with expertise in the whole development and production chain

One of Tilman's strengths is to master the entire production chain. The laboratory is one of the most modern and best equipped in Europe for the development and production of herbal pharmaceutical products. At our production site in Baillonville, Belgium, there are also many integrated departments with expertise that serves both national and international markets.

Our expertise in the service of international partners



R&D

Over the years, Tilman has created, developed, and commercialised a very wide range of evidence-based healthcare products, with unique bio-active formulation.

Our strong R&D department assures continuous innovation in major health domains with latest technology and allows the launch of new products every year.



REGULATORY

Tilman's partners can count on a Quality and Regulatory department sized to adapt and comply to your market standard.

Our main product range are supported by complete common technical documents (CTD) format files as well as stability studies (including in zone IV).



QUALITY CONTROL

As a GMP-certified pharmaceutical company, the quality of our products is our top priority. Extensive quality controls are performed along the entire production process and we strive for the continuous adjustment of our product range to the specificities in international markets.



PRODUCTION

Tilman's expertise in manufacturing and quality control of herbal medicines and food supplements, meets the most stringent international Good Manufacturing Practices (GMP) standards of the pharmaceutical industry.

We specialize in plant-based medicines and food supplements. We therefore have a strong expertise in plant extract selection, and we can guarantee applied standardization of every extract used in our products.



EXPORT

With many years of experience in manufacturing clinically proven herbal OTC medicines and Food Supplements worldwide, Tilman enjoys a firmly established international presence not only in Europe but also overseas (e.g. Middle East, America, Africa, Asia...).

Selling Tilman's branded products is therefore a guarantee of quality and excellence, offering to your customers alternative highly effective plant-based solutions.



SCIENTIFIC MARKETING

We are investing heavily to build broad scientific and well documented supports to prove the efficacy and safety of our products and support the needs of our partners. Our finished products despite being OTC medicines or Food Supplements, benefit from their own clinical trials to prove their efficacy and safety in humans.

 19 CLINICAL STUDIES

Our partners can count on that sound base as well as solid trainings of their sales force to build their position on local market.

Thanks to sound experiences in home market also, with several products being market leaders in OTC therapeutic category in Belgium, Tilman's marketing and sales team can share insights about successful campaign on our reference market and help you build a strong marketing strategy. We can offer well-designed inhouse promotional materials ready to adapt by our partners for their own market.



**Will you be
one of our partners ?**





You want to distribute high quality, effective and innovative plant-based products ?

You also want to count on our strong support to help you have the right positioning and succeed in your home market ?

Tilman is the partner that you need.

Having the right structure locally is also key to success. Our partners commit to provide the following services :



✓ Authorized Pharmaceutical distribution (OTC, food supplements) with sufficient coverage of local pharmacies and wholesalers.



✓ Ability to cope with regulatory and pharmacovigilance obligation in the local market.



✓ Ability to create a strong promotion of products throughout your market.



✓ Centralised warehouse with storage space under temperature control if necessary to store and distribute our herbal medicines.



✓ Sales & Marketing strategy also carrying :

- Merchandising : to ensure correct product placement and the maintenance of shelf space within key pharmacies.
- A strong sales team of pharmaceutical and medical representatives, assuring a wide coverage of the local market, for the promotion of Tilman products.
- Influencers and resellers of your market are continuously informed and get sufficient knowledge on the products.
- Investing continuously in promotional campaigns and advertising, targeting doctors, pharmacists and consumers.

Come and join forces with us !

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Tilman[®]

Visiteurs
Bezoekers
Visitors



Tilman