



# Tilman®

**BELGIAN REFERENCE  
LABORATORY**

FOR EVIDENCE-BASED HERBAL  
THERAPEUTICS

---

*since 1956*



**Discover our family business :**  
An innovative pharmaceutical laboratory,  
Belgian reference for healthcare professionals  
in the field of herbal medicines





# A pharmaceutical laboratory different from the others

We could produce chemical drugs like most pharmaceutical companies.

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 necessity and the requirements are greater every year. Excellence is a constant goal, both to meet regulations and to distinguish ourselves 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 and constantly more efficient products on 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  
over 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.

This is why 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 IS A PRIORITY

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

- The family of each of our employees is more important than the company
- Freedom : employees are free to express themselves and to take decision, with the right to make mistakes
- 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
- Shareholding : at least 80% of the shares will remain held by the Tilman family



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 everyone feels good in the workplace.



### Our 3 values

#### Confidence

Confidence transforms us positively. It allows us to get the best out of each one of us in a win-win environment.

#### Respect

Respect for 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 industrializes and expands 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

Opening 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, two leading products in their markets.  
Creation of a sales team of medical representatives .



2005

Start of international expansion



2004

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



## Industrial development

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





# 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 huge 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 supplements



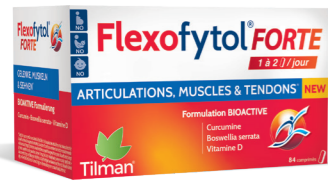
Organic infusions & teas



# 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.

## REGISTERED MEDICINES

In a competitive world where the majority of herbal 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.

**22 PUBLISHED STUDIES**   
in muscles and joints, cardiovascular, gastrointestinal and neurological fields

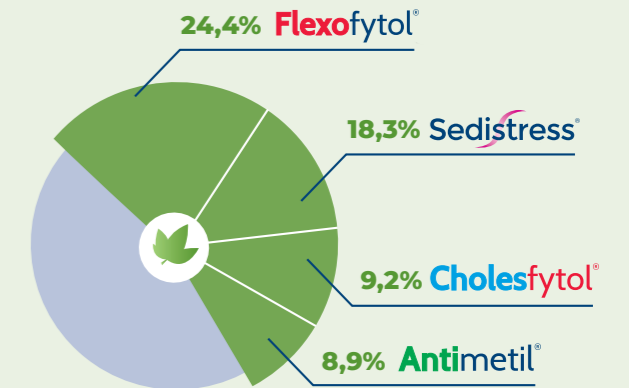


## TILMAN IS THE 8<sup>TH</sup> OTC LABORATORY in Belgium

Tilman's 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.

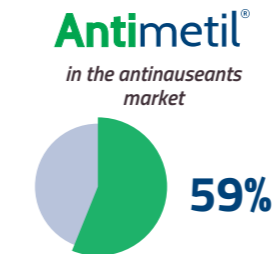
Today, the first 4 products developed since 2009 with this strategy vision already account for up to 60% in turnover on our domestic market with continuous double digit growth.

Turnover in Belgium :



## 4 PRODUCTS LEADERS in their market\*

These 4 Tilman brands are market leaders with large portions of their market :



\* Source IMS : SO values Mnf/EUR MAT/12/2021



# **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 in terms of 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.



## 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.



## REGULATORY

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

Our main product ranges 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 of international markets.



## 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 on humans.

 19 CLINICAL STUDIES

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

Thanks to the sound experience of the home market, 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 rely on our strong support to help you have the right positioning and succeed in your home market ?**

*Tilman is the partner 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 deal with regulatory and pharmacovigilance obligations 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 !*



# CONTACT

TILMAN S.A./N.V.  
Z.I. Sud 15 ■ B-5377 Baillonville  
BELGIUM

BCE 0458.493.759

---

 +32 84 320 360

 [international@tilman.be](mailto:international@tilman.be)

 [www.tilman.be](http://www.tilman.be)

 [/labotilman](https://www.facebook.com/labotilman)

 [/company/tilman](https://www.linkedin.com/company/tilman)

