

Partners for success.





Dr. Dietmar Kapl, General Manager of Goerlich Pharma GmbH

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Dear Readers,

Everyone has ideas. You in fact had an extremely good one by opening this brochure because: the best ideas are generated together.

This has been our belief at Goerlich Pharma since we were founded in 1984 and still is. It's the way we work together that makes our customers and us even better. By listening, being available at all times and advising our partners as equals. Because we identify developments and trends early through mutual exchange, we can respond proactively and are always one idea ahead in the dynamic food supplement market. This is our idea of success and we would like to share it with you.

In this brochure, during a personal conversation and in each of our products. As success needs partners.

On behalf of the entire Goerlich Pharma team, I hope you enjoy reading this brochure!

Kind regards,
Dr. Dietmar Kapl

This is Goerlich Pharma.

No one can take responsibility on their own. Taking responsibility for others requires courage and determination. Placing yourself in responsible hands requires openness and trust.

The Goerlich Pharma brand shoulders this responsibility. For our customers in Germany, Europe and worldwide. More than 150 highly qualified and experienced employees show their commitment to this responsibility with all their skills and dedication, every day anew. With high-quality food supplements.

We see ourselves as part of a big picture. Exemplary behaviour towards the environment and society is not an obligation for us, but a daily reality.

This includes resource-saving, energy-efficient production and the use of environmentally friendly materials, as well as decades of support for charitable organisations.

**This is our passion, our drive and our enthusiasm.
This is Goerlich Pharma.**

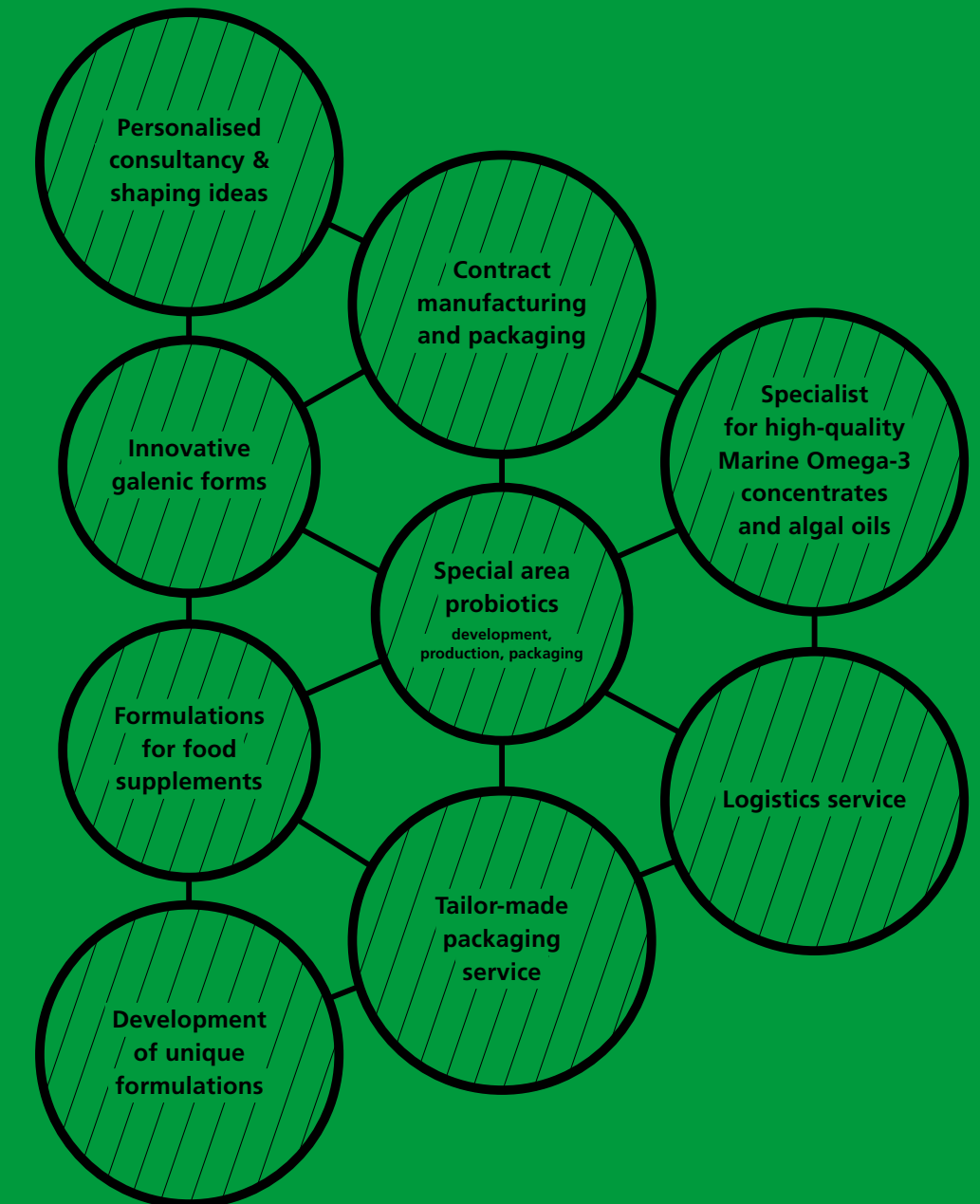
While working in the USA for several years, Franz Görlich becomes aware of special oils in food supplements at the beginning of the **1980s**. He is particularly interested in high-quality Omega-3 fish oils. In the USA already a hype, but still virtually unknown in Germany and Europe.

As a courageous young man, Franz Görlich takes the business idea back with him to Germany and founds the Görlich Handelsgesellschaft, a trading company, in 1984 in his own living room as a classic start-up. Despite the difficult beginnings, Franz Görlich has total faith in his idea. Demand is growing steadily and so is the company and its product portfolio. After years of company growth, the company moved into its first own building in Edling in the Munich Metropolitan Region in 1996. A milestone was reached in the company's history when a newly built state-of-the-art plant was put into operation in 2013.

Today, Goerlich Pharma GmbH develops and produces high-quality food supplements and supplies them to over 50 countries worldwide. Franz Görlich's one-man start-up has become a company with over 150 employees.

And the success story continues ...

Consulting. Supplying. Inspiring.



“We tell our customers how their idea can be a success. But also if we sometimes have doubts about a plan.”

REGINA WEILAND
SALES & PROJECT MANAGEMENT
TEAM LEADER



The most important ingredients for your products: consultancy and service.



1

INTENSIVE EXCHANGE
as equals makes the difference
and turns an idea into
sustainable success.





2

Everyone has ideas, you in fact had an extremely good one by contacting us. As an experienced producer and developer of high-quality food supplements, we know the opportunities and risks on the market very well. We identify new trends early on and delve deep into the market. We think about improving processes as well as your products. Asking questions and providing answers. Creating a constructive dialogue as equals. Together and actively with you.

Consulting, inspiring and above all: perfectly – as we want to be perfect! **Consultancy is the icing on our cake.**

Consultancy means continuous assistance. This guarantees that your product is on course at all times. It starts with a discussion about the target market together, continues with developing the formulation and finally leads to a sophisticated product that stands out from the crowd. Your personal contact person will support you throughout the entire project. Is that the end of consultancy? Not by a long shot. We even make sure that your idea is an all-round success in the areas of packaging and logistics. Our mutual success.

CONSULTANCY MEANS CONTINUOUS ASSISTANCE.

This process ultimately leads to a sophisticated product.

Service really rounds off consultancy. What you would have to organise yourself elsewhere, you can get from us: fully integrated. Your product is being created. There is a lot to consider. Many can produce products, but the service is what really matters.

We never stop thinking about the seemingly small, but very important details, be it research, the marketability of raw materials, support with registration for export markets, analyses, documentation and much more.

YOU CAN CHOOSE FROM A WIDE RANGE OF SERVICES
TAILORED TO YOUR REQUIREMENTS.

- Researching raw materials
- Purchasing and evaluating raw materials
- Marketability of raw materials
- Regulatory support
- Special documentation
- Analyses — stability data
- Formulation development

35

We have been successfully established as a specialist for contract manufacturing and packaging for more than 35 years.



“Our curiosity and passion turn our development tasks into first-class products.”

ENIKŐ MAROSVÖLGYI
DEVELOPMENT



Development is sometimes like running a marathon – and you can rely on us to the last metre.

DEVELOPING, TESTING, EVALUATING – reaching our goals together ...





Quality or speed?

The following applies to our product development: **quality AND speed**. The dynamics on the food supplement market require agile and flexible action. Trends therefore have to be identified early and new products often have to be brought to market in a very short time to be successful in the long term. We also implement long-term contract or initiative developments within a specified time frame though, always bearing our high quality standards and the jointly agreed time schedule in mind. This is how we provide security and satisfaction in all aspects: for your planning, for your product and therefore also for your customers.

Our approach is as simple as possible: **leave nothing to chance**.

Whether it's completely new developments or improving formulations: we see complex tasks as a challenge – where others might hesitate, we firmly stride forwards.

We draw up a clear project plan at the start to lay the foundation for success for your product development right from the start. We discuss a schedule, define the milestones and agree on a budget together.

We communicate openly and transparently at all times. We also develop, test, evaluate and go the extra mile for you, because development sometimes resembles a marathon. The goal is always clear: a perfect product in perfect packaging.



3.538

customised formulations in
our portfolio (as of year 2019)



“Quality is teamwork.
We are all qualiteers.”

DR. MARKUS ZIMMER
HEAD OF QUALITY MANAGEMENT



Our identity:
robust processes
for consistently
reliable product
quality.



QUALITY FROM
CONSULTANCY
TO THE FINISHED
PRODUCT.
Analysing, testing,
manufacturing



3





4



Whether it's a capsule or tablet, also with coating, or an oil mixture or stick: we produce safety.

Our common approach: our consultancy and development have shaped the idea into the product.

Now we give your product its form: we take care of production and quality assurance with all our expertise.

With highly qualified and experienced specialists in every field. High quality awareness is practised every day anew. Production is carried out on state-of-the-art machinery. With high-quality raw materials from established and verified suppliers. This is how we achieve our consistently high product quality. And you achieve sustainable success.

There is no alternative to quality – our claim is to guarantee it without exception. Constant controls are therefore a crucial factor in our quality management, as is continuously monitoring the process chain:

- Constant spot checks
- Sampling and quality inspection at incoming goods
- Comprehensive analyses by internal and external laboratories
- Monitoring before, during and after production
- Storage of retain samples

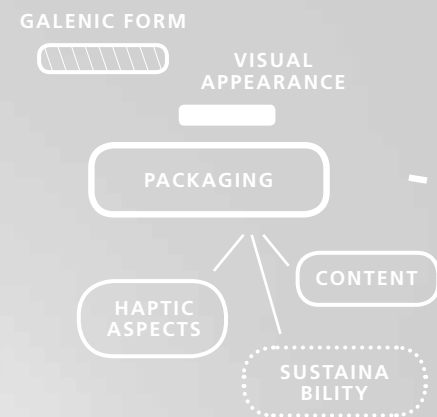
We are never satisfied with what we have already achieved. Our daily motivation is to continuously improve our products and services.

We obtain all raw materials, packaging materials and services from qualified and verified partners. And only if it meets our strict quality requirements can it be turned into the perfect product: your product.



“Everyone can do standard. We can wrap it up – highly individual and tailored to your product.”

MERTON MUHAXHERI
PRODUCTION PLANNING



Thrilling solutions from combi packs to marketing samples.



HIGH QUALITY
PACKAGING FOR
VALUABLE CONTENT –
We offer you the best
packaging for every
galenic form: that is part
of our complete solution





2

**YOUR COMPETITIVE
ADVANTAGE:
OUR PACKAGING**

We create the best packaging solution for you from our wide range of packaging solutions: differentiated and high-quality.



From the idea to success. From consultancy to packaging.

Filling and packaging are an important part of our creative complete solutions. After all, valuable content needs a high-quality and attractive appearance. With numerous blister sizes and over 60 different format tools for blister packaging alone, we offer a wide range of possible combinations. As a result, your product not only stands out from the competition in terms of content, but also in how it looks and feels.



3

The best packaging for every galenic form

TABLETS & CAPSULES

- Blisters and sample blisters, single-variety or combination blisters filled with various capsules or tablets
- Packaging in folding boxes, folding cards or as marketing samples
- Shrink wrapping / sleeving containers, jars, folding boxes and displays
- Product and tamper-proof protection through induction seal, tear-off thread or security seal

and much more ...

OIL MIXTURES

- Filling various volumes including
 - labelling
 - shrink-wrapping
 - sleeving
- UV and moisture-protecting glass bottles or pump containers
- Clean application and dosing with lid, cap, dropper or pipette closure

and much more ...

POWDERS & GRANULES

- Filling in portions in sticks or sachets
- Packaging in folding boxes or folding cards as marketing samples

OTHER PACKAGING SOLUTIONS

- Combination pack with blisters and sticks
- Folding box with various blisters
- Sales displays
- Banding pre-packages or containers
- Coding

3.000

SQUARE METRES production and packaging area thanks to our large new plant

“Service is a commonplace term. We always give our best to make it unique.”

SABINA LOFERER
CUSTOMER SERVICE & ORDER MANAGEMENT
TEAM LEADER



Our logistics service even delivers all-round carefree packages.



1

WE TAKE THE WEIGHT OFF YOUR SHOULDERS.
From optimal packaging to punctual delivery: we'll take care of it.

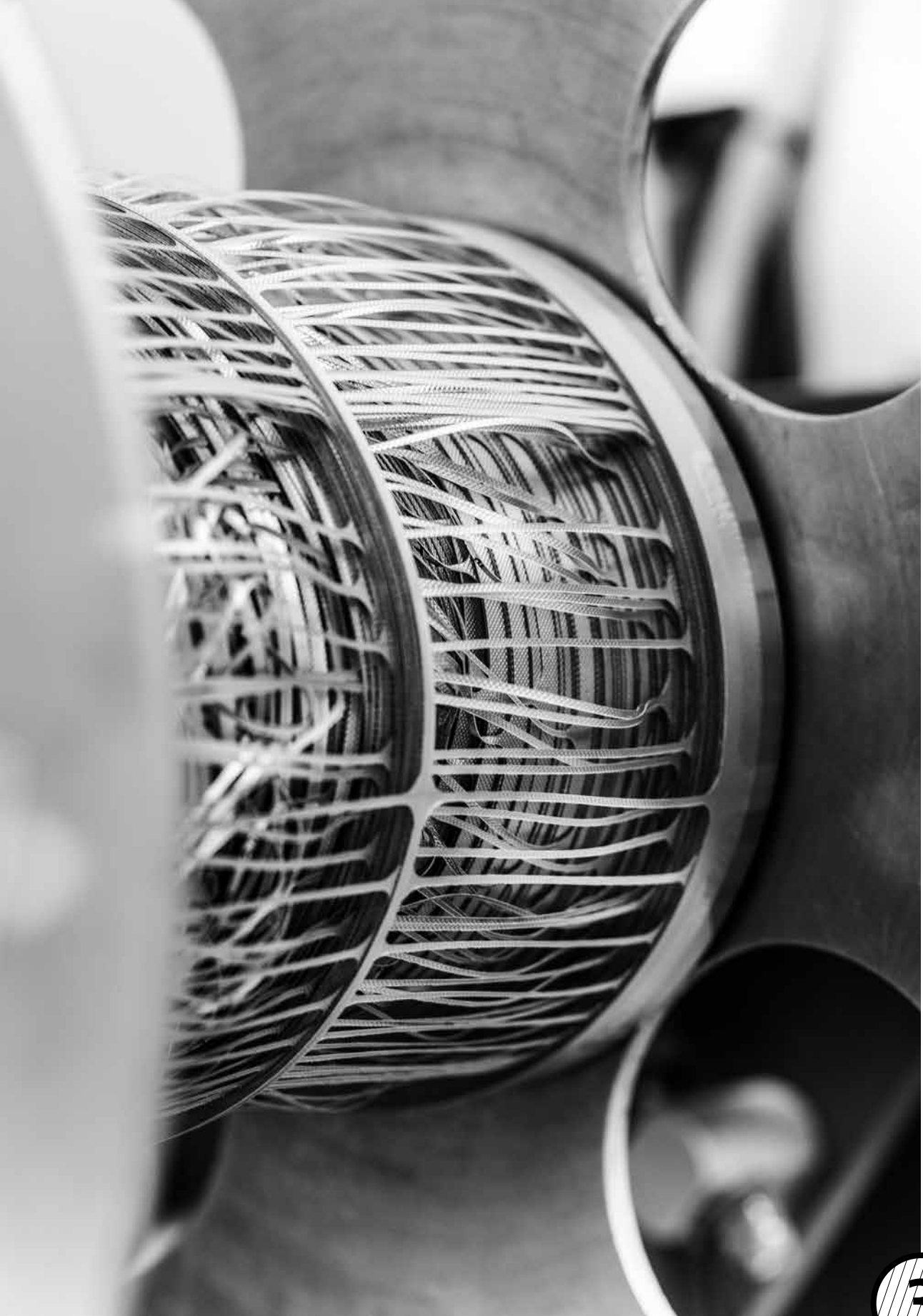
Logistics is when our customer has their product safely and punctually at their warehouse. We supply everything to take the weight off your shoulders. Your goods are stored under perfect conditions in our temperature and humidity controlled warehouse until they are shipped.

Then the goods are packaged ideally for safe transport and delivered at the requested time. Our logistics department sends pallets to our customer's warehouse or to any other requested storage location. Within Germany and, thanks to our extensive customs expertise, in over 50 countries worldwide. Also as per your preferred packaging scheme.

Full service at Goerlich Pharma also means removing any obstacles for you. Whether it's customer support, development, purchasing, quality management or logistics: quality is a promise, to us, to our partners! Everyone in our team is impressed by quality. We turn this passion into your advantage. By simplifying complex processes and thinking about even the smallest details. As we are always there for you, we give you the freedom you need to market your product. This is our understanding of a successful idea, because success needs partners.

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Goerlich Pharma
exports to over
50 countries



Partners for success.

Let us turn your idea
into a reality together.

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PAPER Munken® Polar

This brochure was printed on FSC-certified paper and climate neutrally.



