It is our vision to become the most admired, trusted and innovative Aesthetics and Neurotoxin Company.
Merz has developed into a leading aesthetic medicine and neurotoxin company with an attractive product portfolio, sound finances, and the right strategy for sustainable growth and business success.

Our market position in aesthetics and neurotoxins is the result of our drive for innovation, well-chosen acquisitions and divestitures. A combination of vitality and agility has been a Merz hallmark from the start. With respect to product development, our company founder, Friedrich Merz, attached great importance to the question: What do people really need? He then proceeded to respond to those needs and differentiated his products from those of his competitors.

Our focus on aesthetic medicine can be traced back to our company’s roots. As early as 1953, Friedrich Merz brought the first anti-wrinkle preparation to the German market. Today, with our expanding portfolio of innovative products and services for physicians, Merz reaches customers around the world. Our portfolio covers a broad spectrum including neurotoxins, dermal fillers, topical skin care and medical devices. With this portfolio, physicians can offer their patients a wide range of aesthetic treatment that produce optimal, natural looking results.

We continue our efforts to enhance and expand our portfolio by adding new and innovative offerings through in-house development and strategic acquisitions.

From a geographic perspective, our business in the U.S. continues to be the number one revenue driver. We are also experiencing vigorous growth in a number of markets in Asia, Latin America, Eastern Europe and the Middle East, and we continue to expand our global footprint by establishing new affiliates.

In the neurotoxin category, our expertise in both research and development and production has resulted in the success of our botulinum neurotoxin for treating neurologically induced movement disorders. Moreover, our regional products have experienced success in many countries around the world and are a key part of our business strategy.

While we continue to build on our legacy, we never lose sight of the future. We are forging ahead in new directions thanks to a clear strategy, an excellent portfolio, in-house research and development capabilities, targeted acquisitions, a global footprint, and committed employees and shareholders who support us. In whatever we do, our overriding goal is to make a powerful contribution to the wellbeing of patients, in keeping with our motto “Live Better. Feel Better. Look Better.”

Philip Burchard
“Sales of € 994 million in 2013/14 with particularly strong growth in the U.S. and Asia.”
“An increase of 30.2% in R&D investment.”

Research and development investment (EUR m)

Employees by region - 1st quarter 2015 (in %)
Aesthetic medicine satisfies far more than the human quest for beauty – it also has the power to create a sense of well-being and rejuvenation and to enhance quality of life.

Merz has a long and successful heritage in aesthetics and in recent years has once again emerged as a driver of innovation in this field. The current portfolio that is trusted by patients and expert practitioners around the world includes a botulinum neurotoxin that is free of complexing proteins, a variety of dermal fillers, scientifically advanced topical skin care and a revolutionary ultrasound skin-tightening procedure.

Merz has continued to expand and strengthen its aesthetics business, through both internal R&D and a focused, purposeful corporate development strategy. In July 2014, it completed the largest acquisition in its history: the purchase of Ulthera for up to US$ 600 million. This U.S. company has developed and commercialized the only ultrasound medical device platform with FDA clearance for non-invasive aesthetic skin-tightening applications. The differentiated portfolio and proven results offered by this technology clearly establishes Merz as an innovative, outcome-focused partner in the aesthetics space.

Merz Aesthetics supports its product portfolio with best-in-class clinical training and education programs. The Merz Institute of Advanced Aesthetics has set new standards in enhancing the skills of doctors, with the ultimate goal of ensuring better patients outcomes. The Merz Aesthetics Expert Summit provides an international forum for scientific discussion, bringing together leading physicians from around the world. Our team of highly skilled Field clinical specialists provides physicians with specialized clinical training in a variety of techniques.
“We have the scientific expertise to shape the future of aesthetic medicine.”
Neurotoxins: Made for Individualized Therapy

For many patients with neurologically induced movement disorders, botulinum neurotoxin is often the treatment of choice. Botulinum neurotoxin is a highly complex substance with extraordinary muscle-weakening properties that can be harnessed to treat a wide variety of movement disorders, conditions caused by abnormal muscular contraction. One of these is cervical dystonia, also known as spasmodic torticollis. This condition involves an involuntary and frequently painful position of the head and neck. Another application is the treatment of post-stroke spasticity, a condition characterized by muscle cramps in the extremities. Botulinum neurotoxin injections offer patients experiencing these symptoms a much better quality of life.

“Treatment with botulinum neurotoxin is highly effective.”
Dwing to a highly specialized manufacturing process, Merz has developed the only botulinum neurotoxin free of complexing proteins. It is well tolerated and allows for treatment at flexible intervals matching the requirements of the individual patient.

Neurotoxin production is a complex biotechnological process that is performed at Merz’s dedicated production facility in Dessau, Germany. State-of-the-art technology is used to ensure that all production processes meet the highest international standards.

Expertise in neurotoxin production and R&D are essential for further neurotoxin development. Merz continues to conduct research in these areas and is dedicated to finding new applications for this substance, which possesses an extraordinary therapeutic versatility. The company’s biotechnology research teams in Germany are working to better understand and harness the potential of neurotoxin therapy, in order to bring better treatment options to people living with neurological conditions.

“Health is an extremely complex topic – it is good that there are experts to deal with it.”
Merz has earned a strong market position by developing successful therapeutic options in particular regions around the world. In Germany, Merz is the market leader in scar treatment with its product Contractubex® (marketed as Mederma® in North America). In Asia and Russia, Merz’s products for the treatment of liver disorders and diffuse hair loss are immensely popular. Our ongoing success has resulted in Merz’s ability to reinvest locally and effectively meet the varied needs of customers in many different regions.

In the U.S., medical dermatology is an established business area, and Merz holds a position at the forefront of the U.S. market for antifungicals with Naftin®, the #1 topical antifungal brand prescribed by dermatologists and podiatrists in the U.S. Merz in North America is constantly working to advance the quality of patient care in dermatology, and we have a strong reputation in the space of delivering excellent, effective medical products.

In the German-speaking regions of Europe, Merz Consumer Care is a leading supplier of innovative health, wellness and beauty products. The broad product portfolio of the tetesept® brand has made the company a frontrunner in the markets for therapeutic bath and shower products, cold remedies and other OTC medicines. Merz Special® is one of the best-known beauty brands in Germany and is steadily gaining ground in other international markets, including Eastern Europe and Asia-Pacific.

In emerging markets, Merz is attracting an increasing number of users with its products for the treatment of scars, hair loss and liver disorders including Pantogar® in Brazil and Hepa-Merz® in Russia and China.
“We make every effort to provide physicians and patients with innovative solutions for selected dermatological indications.”
New solutions for patients and physicians are the core of our business. Our aim is to generate innovation that translates into sustainable benefits to our customers. Therefore, we always place a high emphasis on research & development, and continue to invest more than 100 million EUR in this area each year.

More than 300 Merz employees around the world are engaged in R&D work in Frankfurt (Germany), Geneva (Switzerland), as well as Raleigh (North Carolina) and Mesa (Arizona) in the US. We have created an international research network to foster the transfer of scientific knowledge and expertise with key partners.

Our research and development work is aligned with our corporate strategy and is focused on three key areas: aesthetic medicine, neurotoxins and regional products. As a result of these efforts, Merz has brought to market a pure botulinum neurotoxin that contains no complexing proteins. Additional innovations include the ongoing development and international launch of dermal fillers such as Belotero® and Radiesse®. Furthermore, the addition of the aesthetic medical devices Ultherapy® and Cellfina™ to the Merz portfolio allows the company to provide clinically-relevant treatment options along the full continuum of care.

The company is also working on a new generation of botulinum neurotoxins which will enable it to offer innovative treatments for further indications.

Merz continues to develop promising new products and applications in the areas of aesthetic medicine, neurotoxins and key regional products. With this portfolio, we aim to make a lasting and powerful contribution to the wellbeing of our patients and customers worldwide.
“We reach our goals by addressing the needs of the people around us.”
Expanding Our Global Presence

Founded by Friedrich Merz in 1908, Merz Pharma Group’s headquarters are located in Frankfurt, Germany on the river Main. The company began to internationalize early in its history. Today, Merz has a truly global presence with affiliates in 24 countries across Europe, North America, Latin America and Asia-Pacific.

This global footprint is still an integral part of the company’s strategy for growth. In Asia-Pacific, Merz has established a regional headquarters in Singapore, along with affiliates in South Korea, Taiwan, China, Philippines, Malaysia, Vietnam, Australia, India and Indonesia.

The United States is an especially attractive market for Merz, and a key part of its strategy is to become a leader in this significant market for aesthetics. With the strategic acquisitions of the US companies BioForm Medical and Ulthera as well as the Swiss companies Neocutis and Anteis, Merz North America offers a unique product portfolio, experienced sales personnel and excellent service.

Today, approximately 63% of Merz’s employees are based outside of Germany, and our international business accounts for almost 90% of Merz’s revenue. Merz is also working with selected distribution partners and licensees who represent the company in more than 70 countries worldwide. In particular, the international success of Merz’s Alzheimer’s disease drug Memantine has been furthered by key partnerships with Actavis/Allergan (formerly Forest Laboratories) in the US, the Dutch pharmaceutical company Lundbeck and with Daiichi Sankyo in Japan.

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“Key to our international success is – to understand the regional markets.”
The strong growth seen in aesthetics, neurotoxins and regional products has compensated for the decline in revenue from Memantine royalties. In the view of the imminent expiration of the patent for its Alzheimer’s drug, Merz developed a new strategy focused on three global business pillars. The distribution of revenue has shifted accordingly when compared to the previous fiscal year. Simultaneously, the role of individual regions within the company has changed, with the US and Asia business now generating double-digit growth.