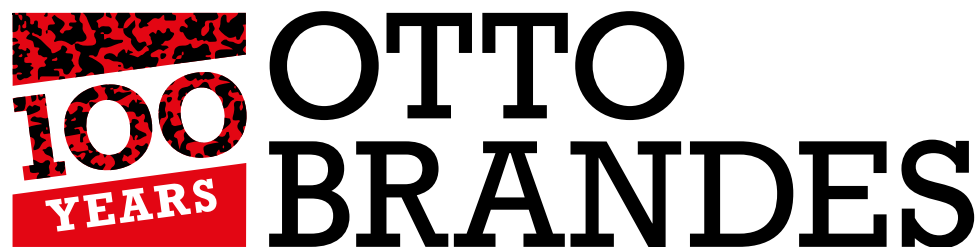


Welcome!



PHARMACEUTICAL INGREDIENTS • SINCE 1923

## Greetings.

” Dear Readers,

On the occasion of the 100th anniversary of Otto Brandes GmbH Hamburg, we are pleased to present you with our anniversary brochure.

For over a century we have stood for tradition and hanseatic merchant culture as an independent service provider, supplying active substances and ingredients for the pharmaceutical, food and animal feed industries.

As part of a growing medium-sized group of companies, we are proud that for generations we have provided reliable services to our customers. Our success is based on the high level of expertise of our employees and our ability to adapt to market requirements.

In this brochure we would like to give you an insight into our history and show you how we have grown from a small commodity broker to a modern medium-sized company.

Join us on a journey through 100 years Otto Brandes GmbH and discover the milestones in our living company history.

We hope you enjoy reading and thank you for your interest in our Company.

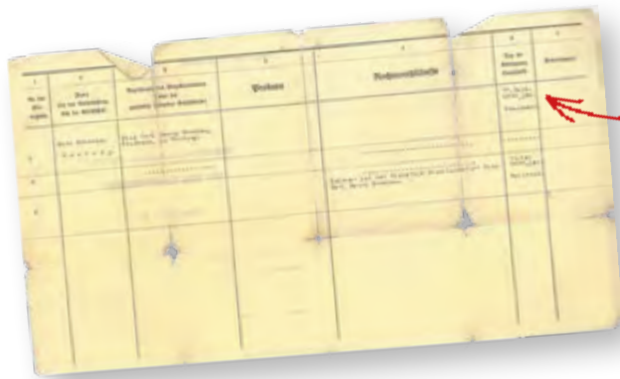
Yours sincerely,  
Sven Kahlbohm and your team  
at Otto Brandes GmbH, Hamburg



**SVEN KAHLBOHM**  
Managing Director

Healthy companies  
can also be recognized by the details...

Otto Brandes 1923:  
It began with steel  
cables and much  
more...



September 27, 1923:  
entry in the commercial register

## Our business areas.

### PHARMACEUTICAL ACTIVE INGREDIENTS

Our main business is worldwide Procurement and distribution of high quality substances used in the manufacture of medicines as active pharmaceutical ingredients. As a rule, the products we sell are used in combination with one or more pharmaceutical excipients, occasionally without excipients, processed by our customers into medicinal products

### FOOD/FEED/ NUTRACEUTICALS

Since 2022 we have expanded our business and supply raw materials for these industries. The necessary approvals and certifications were applied for and approved promptly.



**MARIUS MANNEK**  
Purchasing & Sales



Solution-oriented  
and competent



**DAVID ANTUNES**  
Purchasing & Sales

### BROKER BUSINESS

Mediation of commercial transactions on a commission basis is the cornerstone of the Otto Brandes GmbH. During the global economic crisis in 1923, Otto Brandes founded his company. Concentrating on urgent demands he mediated sales of everything from succinic acid to lignite tar, from honey aroma to hair braid holders, from steel cables to peppermint toothpaste. In the late 1940s and early 1950s, the company specialised in chemical and pharmaceutical raw materials.

### QUALITY

We are in a business with very high regulatory requirements and everyday we gladly face these challenges. In addition to maintaining and improving our own quality related processes, we also support our customers organizing supplier audits and the procurement of approval and Quality related documents.

*"The business area of feed, food and food supplements that I am responsible for was introduced at Otto Brandes GmbH with the aim of expanding our product, customer and supplier portfolio for the future. My tasks are challenging and exciting. I look forward to participate actively in the development and expansion of these new business areas in the future and to be able to bring in positively my previous experience and networks."*

The founder:  
Otto Brandes, 1923



**27.09.1923 Foundation** of the company  
"Otto Brandes - Makler" by Otto Carl Georg Brandes  
(businessman, born 09.04.1876)  
Entry in the Commercial Register for a fee  
of one Reichsmark

Office: Bei den Mühlen 91 (Speicherstadt Hamburg)

Trade in saccharin from China, amongst other things,  
personally packed in 100 g bags by Otto Brandes

At the height of the hyperinflation in November 1923,  
the Reichsbank has a banknote for 100 trillion  
(100.000.000.000) marks printed as the highest value.  
Only the introduction of the Rentenmark on  
15 November 1923 ends the inflationary chaos

Start of the 2nd World War

End of the 2nd World War

1941

There was great hardship in Hamburg: economic  
crisis, housing shortage, lack of energy and raw materials.  
There was a shortage of everything, and at the same  
time the population of Hamburg grew to 1.4 million

Trade therefore included disinfectant,  
hair braid holders (price RM 0.25 per piece)  
Bottles and packaging, lavender perfume,  
cut heather (price RM 1.65 per kg)

20 June The Reichsmark is replaced by the new Deutsche  
Mark. The more than 1300 exchange offices in the Hanseatic  
city now have to be supplied with new money

**25th anniversary**  
Relocation to Caffamacherreihe 1-5  
(Hamburg city centre)

Commercial agency taken over for a Hamburg  
wholesale company for oils and fats

Trade in, amongst other things, barrels,  
shoe polish, ephedrine, bismuth,  
calcium carbonate

1948



**GÜLNAZ GÜR**  
Sales Support & Logistics

*"I like working at Otto Brandes GmbH because I simply feel at home here. My colleagues are very likeable and I enjoy working with everyone. The benefits in the company are great!"*

## PROCESSING/LOGISTICS

Order processing and just-in-time deliveries are an important part of our business. We are the logistical interface between the manufacturers and our customers. In addition to managing the sometimes very complex supply chains, we ensure the coordination of incoming and outgoing deliveries. Creation of relevant quality and shipping documentation is also part of our area of responsibility.



**KERSTIN KOHLMUS**  
Sales Support & Logistics



Energy reserves  
always within reach...



The founder's son:  
Harald Brandes, 1973

Move to Bohnenstrasse 12-14,  
(near Nikolaifleet - Hamburg city centre)

More and more trade in pharmaceutical raw materials such  
as caffeine, folic acid & 775,-/kg, codeine \$100,-/kg

Move to Humboldt Strasse 50  
(Hamburg-Winterhude)

**50th anniversary:**  
First telex machine purchased,  
before that enquiries and offers  
were sent by postcard or letter

Move to the 12th floor of  
Hamburger Strasse 23 (Hamburg-Mundsburg)

Channel Tower in  
Hamburg-Harburg:  
flat hierarchies on  
the seventh floor





**MOIRA TALLBOYS**  
Sales Manager  
Authorized Signatory

*"At the beginning of the 1980s orders were confirmed by telex using punched tapes, contracts – made up of 5 carbon copies – were typed, one mistake and everything had to be retyped."*

# 100 years in Hamburg.

## MERCHANT CULTURE

Otto Brandes GmbH has been a successful company for 100 years with many satisfied customers and motivated employees. As a link between the producing and processing industry our high flexibility enables us to optimally react to the changing needs of the markets and our customers. Tradition, hanseatic merchant culture, competence and worldwide networks – these are the keys to our success.

The secret of Otto Brandes GmbH's success also has to do with the people who not only founded this company, but also expanded it and made it successful. Those whose tireless efforts and inventiveness secured the continued existence of the company even in difficult times. The people behind the company, who have always done everything to ensure that the company is and will remain successful.

Their far-sightedness, recognizing the changing times and acting accordingly – with these virtues the owners, the managing directors and the employees have developed



**KARIN REYES**  
Sales Manager

Karin 1986 and 2023...



Otto Brandes GmbH from a small brokerage business to what it is today. A middle sized company, known and recognized in the industry. We stand for security of supply, competitiveness and quality. A reliable and strong partner for the supply of active ingredients and ingredients for the pharmaceutical, food and feed industries.

To celebrate the 100th anniversary, the company will thank its employees with a big celebration party.

## WHAT WE OFFER:

As an independent internationally operating distributor of raw and starting materials for ongoing production our services are not only limited to deliveries on specified dates, but also:

- Support and organization of necessary quality audits
- Accompanying new projects from start to commercial realization
- Evaluation of possible contract manufacturers
- Stockpiling within the scope of supply contracts
- Organization of joint meetings with manufacturers and customers at trade fairs and trips
- Support in regulatory and documentary topics
- Information about market and product changes



**OLE AKELBEIN**  
Sales/Purchase Department  
& Logistics

*"Otto Brandes GmbH is a trading company that is always looking for an optimized solution, protects resources and tries out sustainable ways. And it is defined by social commitment that is shared by all colleagues."*



Moira 1989 and 2023 ...

**06.08.1980:** New registration of Otto Brandes GmbH with a share capital of DM 300.000,- sole managing director Harald Brandes  
Entry into the Hamburg Chamber of Commerce

First computers acquired. Introduction of Unix data software, Tinyterms - "Rosi" programming language  
Harald Brandes retires from the company

Participation in the first CPHI (participated in every following year)  
Permission to trade in narcotics granted by the Federal Institute for Drugs and Medical Devices

**75th anniversary:** was celebrated in Grömitz  
01.09.1999: Sven Kahlbohm joins Otto Brandes GmbH  
Start of business on own account

Certified according to ISO 9001 (later ISO 9001:2015)  
Move to the Channel Tower Harburg, Karnapp 25 - first tenants in the newly built tower!



Sven Kahlbohm in India during an audit at our long standing business partner, the company Wanbury

Granting of the wholesale licence  
26.01.2015 Sven Kahlbohm is appointed managing director  
Permission obtained to trade in raw materials  
30.01.2015: Otto Brandes becomes part of the Alantana Group from Switzerland  
Registered as active ingredient trader in the EudraGMDP  
Introduction of an ERP system  
Largest conclusion of an individual contract in the history of Otto Brandes GmbH  
Corona home office scheme introduced  
20.10.2021 Tobias Schulte becomes authorised signatory  
The business unit "feed, food and nutritional supplements" is added  
Obtaining of the GMP+ certificate  
Dr. Tobias Schulte becomes a member of the management board - in addition to being head of quality management and internal sales - he is also a dangerous goods officer  
Audit by the Hamburg authority, attainment of the GDP certificate

**100-year anniversary:**  
... to another hundred years!

## The team.

What distinguishes us: A strong we-feeling based on solidarity and supportive, appreciative, supporting and ambitious personalities. We work with commitment and value harmonious coexistence. Our motto: together we are strong.

Open mind -  
united team





**DR. TOBIAS SCHULTE**  
Member of  
the Board of Directors,  
Head of Quality Management  
& Sales Administration,  
Hazardous Goods Officer

*“We are proud of our  
quality management  
system and the certificates  
we have achieved.  
Through the continu-  
ous improvement of our  
processes and procedures  
we maintain our quality  
management at  
a very high level.”*

Quality from  
the first to the  
last step

# Quality is essential.

## CERTIFIED SECURITY

The substances in our businesses are subject to comprehensive and strict regulations. With the help of our quality management system, its continuous development and our qualified employees, we can maintain a very high level of quality. This is reflected not least in the low level of claims and the very high level of customer satisfaction.

## CERTIFICATIONS AND MEMBERSHIPS

- Hamburg Chamber of Commerce
- ISO 9001: 2015
- Wholesale Permission
- Drug Precursor Permisson
- API registration EU
- GDP Certificate
- GMP+ Certificate
- BTM Permission
- VDC - Association of companies  
involved in wholesale and foreign  
trade in drugs and chemicals
- VCH - Chemical Trade Association  
(Alantana Group)



**AXEL HINSCH**  
Purchasing & Sales

*“At Otto Brandes GmbH  
the focus is on the  
customer. Our mission  
is clearly defined, to  
work only with the best  
drug suppliers worldwide  
to improve the lives of  
patients. With our know-  
how and network, we  
can achieve this goal.”*



## After work.



**CLAUDIA STEFFENS**  
Office Management

*"Since I joined the Otto Brandes GmbH as a feel-good manager, I am pleased that not only employee satisfaction is considered a most important point, but that also our social commitment is always in focus."*



**STEFANIE SCHRÖDER**  
Sales Support & Logistics

*"We get involved by regularly donating our birthday bonus to charity."*

### SOCIAL COMMITMENT

Since many years we committed ourselves to help other people by supporting regional and national projects, such as junior football and local historical organisations.

#### ANNUALLY SINCE OCTOBER 2016:

A coloring book for children on fire safety education.

#### NOVEMBER 2017:

Donation for the "Comedor" project in Tarija/Bolivia, providing lunch for children from socially disadvantaged families.

#### OCTOBER 2018:

Donation for the association "Dolle Deerns" e.V. in Harburg, a meeting place for girls from age 9 and young women up to age 27 for various activities such as help with homework and job applications, playing, cooking, creative art, excursions and much more.

#### NOVEMBER 2019:

Donation for the "Midnight Bus", a project organised by a christian welfare organisation, since more than 20 years out and about every evening in Hamburg's city center helping homeless people.



#### DECEMBER 2021:

Donation to support the riding and vaulting youth of the Bendestorf Riding Club Kleckerwald e.V.

#### FEBRUARY 2022:

Donation for "Die Arche" children's foundation, for the children in the Phoenix district of Harburg. Financed by all of us, by donating our birthday money collected in 2020 and 2021.

#### JUNE 2022:

With the support of our suppliers and customers packed and donated parcels for the Ukraine refugees.

#### ANNUALLY SINCE OCTOBER 2022:

We supported the "Police children's coloring book". This is aimed at children of kindergarten and early primary school age, their parents, educators and teachers staff. To convey early crime prevention topics in a playful way.

Managing Director Sven Kahlbohm not only lends a hand himself, he also supports through private engagement – facilities such as hospices and the children's cancer ward of the Hamburg UKE hospital.



# Team spirit is our recipe.

## THE INGREDIENTS

Respect and recognition are balm for the soul! With regular events such as cooking and adventure events, company and Christmas parties as well as trips we celebrate successes and show appreciation of our teams and employees work. It's great fun for everyone and much appreciated.

Joint activities such as boat tours, yoga in the park or even massages, which are offered by external service providers in the office and ensure that employees can relax and strengthen team spirit.



**DAGMAR PAPENTHIN**  
Finance Manager

*"I like the flat hierarchies. My colleagues value me and I value them, I notice this everyday in my dealings and to be honest, everyday I look forward to one more exciting day at work."*



*We share knowledge and skills*



*Weekend in Schwerin*



*Yoga in the park*



**CHRISTINA FECHNER**  
Sales Support & Logistics

*"Our annual company outings offer a welcome change from everyday work. You grow closer together – and get to know each other in a different way. The good atmosphere and the fun time we have during every company outing is unique."*



**100 YEARS OTTO BRANDES**  
PHARMACEUTICAL INGREDIENTS • SINCE 1923

# The gate to the world.

## GLOBALIZATION AND INTERNATIONALIZATION: THE OTTO BRANDES NETWORK

Our worldwide network helps with the identification of competitive raw materials and substances for current production and future projects. Our global positioning, lean structure and, in particular, our independence make it possible to work cost-consciously and supply high-quality raw materials and substances for use in human and veterinary medicine, nutritional and animal feed, giving us a sustainable and successful market position.

This is another reason why we are represented at important trade fairs worldwide every year. First and foremost the CPHI's, the world's most important and largest trade fairs for pharmaceuticals industry. For the business areas feed/food e.g. FI Europe and the Vitafoods Europe.

These fairs take place in different countries and cities such as Madrid, Barcelona, Frankfurt, Shanghai, Milan, Hyderabad, Paris and Geneva. There we meet existing and new suppliers, customers and cooperation partners, to strengthen existing business, gain market knowledge and evaluate new business opportunities.



Present worldwide at important trade fairs



**ARNE JUNCK**  
Sales/Purchase & Logistics

## WAREHOUSE LOGISTICS

Active pharmaceutical ingredients and additives for food and feed are subject to various regulatory requirements during transport and storage. In order to meet these requirements we have been working for many years with selected warehousing and logistics service providers. Our partners support us in a wide variety of tasks and thus ensure a smooth process. This ensures that the goods reach our customers punctually and correctly. Our GDP certificate (Good Distribution Practice) certifies the legal conformity and thus the very good cooperation with the various service providers in this area.



# Challenges make you strong.



**ANETTE KAUFMANN**  
Finance Manager

## GROW IN CRISES

In 100 years of company history there have not always only been successes, but also many challenges that had to be mastered, to be able to survive on the market. So that after so many years and despite all the global economic challenges, Otto Brandes GmbH can ultimately look back positively at the past 100 years.

Otto Brandes GmbH has always stood for security of supply, competitiveness and quality. A reliable and strong partner for the supply of active ingredients and ingredients for the pharmaceutical, food and feed industries.

Otto Brandes GmbH would like to thank their long-standing customers, suppliers, service providers, business partners and friends for the good cooperation. Thanks also go to the team that made the company what it is today. We look forward to successful future together.



**ASTRID HENKE-BIEL**  
Marketing

*"Within the Alantana Group, I am responsible for marketing. The tasks are diverse and varied and range from business cards and digital media to trade fair planning."*



Otto Brandes GmbH belongs since 2015 to the Alantana Group, a medium-sized Swiss group of companies



## THE WAY TO US:

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This brochure was manufactured carbon-neutral. With this we support the sustainable project „Rehabilitation of well systems in Eritrea“.

HAPPY  
B-DAY!

100 YEARS  
OTTO  
BRANDES  
PHARMACEUTICAL INGREDIENTS • SINCE 1923

Herzlichen  
Glückwunschi!

100 YEARS  
OTTO  
BRANDES  
PHARMACEUTICAL INGREDIENTS • SINCE 1923

