



pharma nobis

# RETAIL PRODUCT LIST

# MANAGEMENT TEAM

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# OVERVIEW

01 OTC/ Health & Wellness facility located in Texarkana, Texas

02 Began in 1872 as Hutchinson Medicine Company (HUMCO)

03 Pharma Nobis established in Q1 2022

04 CDMO (contract development/manufacturing) & Private Label (retail)

05 CDMO expertise in liquids and semi solids with multiple Brand Owners

06 Trusted product offerings with proven “staying-power” in multiple categories:

- **Digestive/GI**
- **External Pain**
- **Analgesics First Aid**
- **Ear Care**
- **Treatments/ Essential Oils**
- **Cosmetics**

07 Dosage forms include:  
**Liquids, Creams, Gels, Roll-Ons, Oils, Shampoos and more**



# YOUR GO-TO CDMO

## CDMO (CONTRACT DEVELOPMENT & MANUFACTURING) – OTC

01

**End-to-End Solutions** – formulation, packaging, regulatory, and supply chain under one roof

02

**Speed to Market** – fast-track development with proven OTC expertise

03

**Regulatory Confidence** – fully FDA-compliant facilities and processes

04

**Flexible Manufacturing** – small runs to national scale without disruption

05

**Innovation Pipeline** – access to novel delivery systems and liquid-first know-how

06

**Quality Assurance** – strict cGMP and testing standards to protect brand reputation

07

**Cost Efficiency** – streamlined operations that reduce total landed cost

08

**Retail Ready** – packaging and labeling optimized for retail compliance and appeal

# CDMO & PRIVATE BRAND DIVISIONS

1

**CDMO (custom development & manufacturing)** – multiple Brand Partners

2

**National Brand Equivalents (NBEs)** for Private Label (boasting a 98.7% OTIF)

3

**Category Differentiation** – exclusive items to strengthen shopper loyalty

4

**Higher Margins** – increased profitability versus national brands

5

**Domestic Manufacturing** – USA-based production ensures supply stability

6

**Speed & Agility** – fast response to retailer needs and trends

7

**Turnkey Support** – from formulation to packaging design to logistics

8

**Consistency & Trust** – proven reliability across multiple retail partners

9

**Innovation Beyond Me-Too** – products that drive the trip, not just fill the basket



# DIGESTIVE

- Digestive discomfort is one of the most common and recurring OTC needs, with consumers increasingly seeking fast, effective, easy-to-take solutions over pills
- Pharma Nobis' digestive portfolio builds on decades of liquid formulation expertise to deliver trusted relief for upset stomach, heartburn, indigestion, and constipation
- Our heritage in liquid Digestive Products positions us uniquely in a category dominated by tablets and powders. We formulate for fast onset, smooth dosing, and consumer-preferred delivery formats — making our products easier to use, easier to trust, and easier to repeat-purchase
- Backed by U.S. manufacturing, FDA-compliant production, and proven retail performance, our digestive solutions offer retailers a differentiated, high-turn category anchored in real consumer need, daily relevance, and strong replenishment behavior
- In a crowded digestive aisle, Pharma Nobis stands out by doing what we do best — liquids — and doing them better, with consistency, reliability, and heritage-driven trust.

# DIGESTIVE/GI

**NEW!**

NEWTROPICAL and  
PASSIONFRUIT Flavors

## MAGNESIUM CITRATE SALINE LAXATIVE / ORAL SOLUTION

- High volume, quick turn, steady sales
- Made in USA
- 10 oz bottle
- Flavor options: Lemon, Cherry, Grape





# EXTERNAL PAIN/ANALGESICS

- External analgesics are one of the fastest-growing OTC categories as consumers shift toward targeted, non-oral pain relief for everyday muscle and joint discomfort.
- Pharma Nobis' roll-on format delivers fast, localized relief with a clean, hands-free application consumers prefer over messy creams and sprays. Backed by U.S. manufacturing, trusted first-aid heritage, and proven shelf performance, our roll-ons offer retailers a high-velocity, high-margin solution that drives both incremental sales and category growth.
- Pharma Nobis external analgesic roll-ons combine fast-acting relief, mess-free convenience, and heritage first-aid expertise — driving growth in one of OTC's most in-demand categories.

# EXTERNAL PAIN/ANALGESICS

## LIDOCAINE 4% - PAIN RELIEF - ROLL-ON Compare to Aspercreme® Max Strength

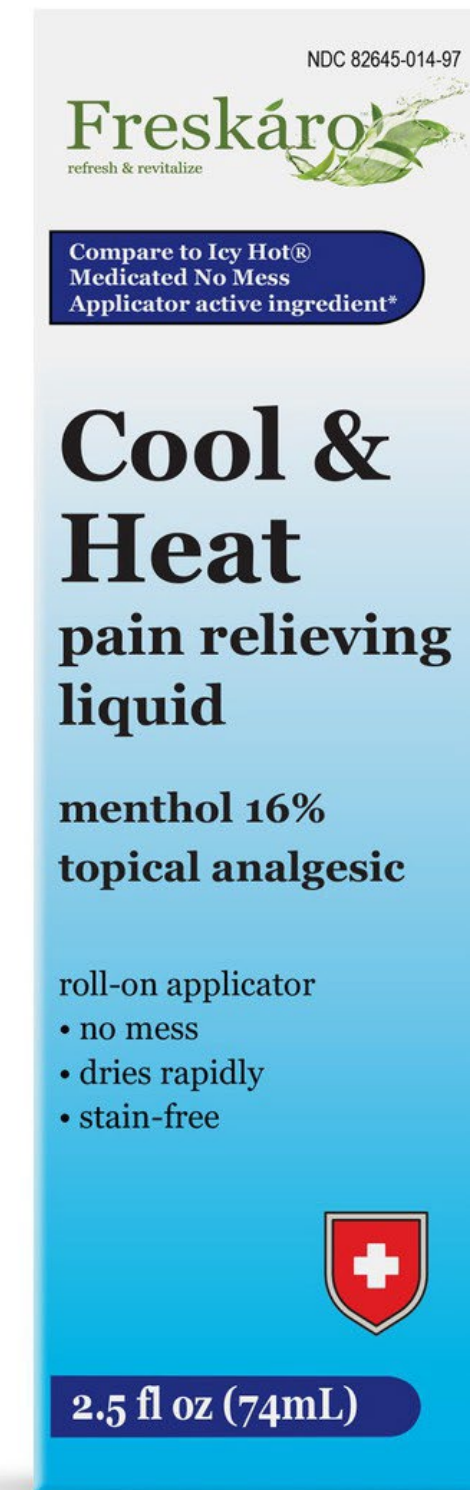
- Fast-acting, targeted pain relief
- Clean, mess-free application consumers prefer
- Roll-on pain options drive repeat usage, reduce product waste, and improve compliance compared to messy creams and sprays — making them both user-friendly and retail-friendly.



# EXTERNAL PAIN/ANALGESICS

**MENTHOL 16% - COOL  
& HOT PAIN RELIEF -  
ROLL-ON**  
Compare to Icy Hot® Max  
Strength

- Our formulas are manufactured in the USA to strict OTC standards, with proven actives consumers recognize and trust
- Packaged for strong shelf visibility in high-velocity pain relief sets
- Together, with our lidocaine roll-on, these SKUs capture both quick-relief and cooling segments, increasing basket size while offering a premium, private-label alternative to national brands.





# FIRST AID

We sell heritage first aid items that consumers have trusted for over a century — time-tested essentials with built-in consumer recognition, delivering consistent performance, strong repeat sales, and reliable shelf velocity in every first aid set.

Today's consumers don't just want pain relief — they want *control*. Control over when, where, and how they treat it. Topical analgesics give them exactly that. Unlike oral pain relievers that work systemically, our topical solutions target discomfort right at the source, providing fast-acting relief without unnecessary impact on the rest of the body.

- Pharma Nobis external analgesic roll-ons combine fast-acting relief, mess-free convenience, and heritage first-aid expertise — driving growth in one of OTC's most in-demand categories.

Pharma Nobis topical analgesics are built for modern lifestyles — from gym bags and travel kits to office drawers and bedside tables. Our roll-on format supports discreet, hands-free use anytime, anywhere, fitting seamlessly into consumers' daily routines. No mess. No pills. Just localized relief when and where it's needed.

And because these are built on both heritage formulations and modern delivery systems, they bring something rare to the aisle: trust from the past, convenience for today, and relevance for how people actually live now.

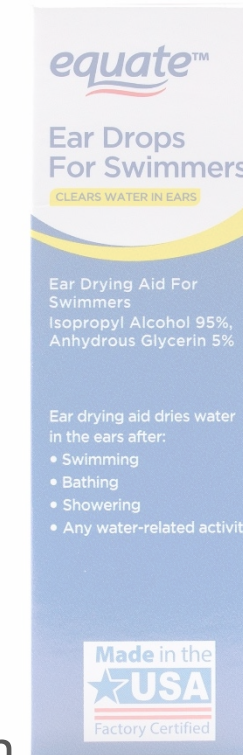
***Calamine, Calagesic, Castor Oil, Glycerin, Itch Relief Gel, Iodine Decolorized, Iodine Tincture, Iodine Povidone, Tea Tree Oil, and more***

# EAR CARE

## Why Ear Care Matters

- Ear care is not just a hygiene category — it's a daily function category tied directly to hearing, comfort, and quality of life. Wax buildup, trapped water, and irritation are among the most common — and most ignored — causes of temporary hearing loss, discomfort, and infection
- Swimmer's ear and ear wax removal products solve real, recurring problems that affect millions of consumers across all age groups, from children in swim season to older adults managing buildup and hearing aid use. These are not “nice to have” products — they are **problem-solving essentials** that drive repeat purchases.
- Ear care is a high-margin, low-space category with strong seasonality and consistent year-round demand.
- Effective ear care means fewer doctor visits, better hearing clarity, reduced irritation, and better performance of hearing devices — all at an accessible OTC price point.

*Ear Wax Kit – Ear Wax Drops – Swimmers Ear*





# TREATMENTS/ ESSENTIAL OILS/SKIN CARE

- Our skin care portfolio features time-honored essentials — glycerin, tea tree, and castor oil — ingredients trusted for skin care across generations.
- These heritage treatments have long been relied on to hydrate, soothe, protect, and restore skin naturally, making them staples in medicine cabinets for decades. Today, we bring these classics forward with modern quality standards, clean formulations, and U.S. manufacturing, ensuring the same dependable performance consumers trust, with the consistency you demand.
- In a category crowded with trends and short-lived “miracle” ingredients, these proven skin solutions stand apart because they’ve earned their place through years of real-world use — not hype, but heritage.



*Castor Oil, Glycerin, Tea Tree Oil and more!*

**THANK YOU**  
**FOR YOUR TIME**

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