

ROQUETTE EXTENDS ITS REACH

On 1 September 2017, Roquette completed an acquisition that will reinforce the company's position as a major supplier to the pharmaceutical industry and a global leader in natural-based pharmaceutical excipients solutions. The purchase of Itacel, the excipient division of Blanver, a leading player in the pharmaceutical excipients market in Brazil and Latin America, will contribute to Roquette's strategic growth plan in the health, food and nutrition markets, and will create new opportunities for Roquette and Itacel's customers and employees.

'Our growth ambitions are driven by the commitment of continuously addressing our customers' needs globally,' says Paul Smaltz, Vice President of Roquette's Pharmaceutical Global Business Unit. 'Over the last few months Roquette has made several announcements on major investments that will position the company for future growth. The acquisition of Itacel is part of this journey.'

Through the acquisition of Itacel and its plant in Itapevi, near São Paulo in Brazil, Roquette will now add an extensive range of binders, fillers and disintegrants to its large offering for major pharmaceutical and food

companies around the world. The more than 300 professionals working in this modern manufacturing plant and its Research and Development laboratory facilities have now joined Roquette's global workforce of over 8,000 employees.

'Itacel offers two major advantages to Roquette to help us better serve our customers – geographic reach in South America and an expansion of our excipients offering for oral dosages in both pharmaceutical and nutraceutical applications,' Smaltz explains. 'Up until now, Roquette serviced this fast growing market through our extensive distribution network. By localising our presence in Brazil we can provide even better supply and technical service to our customers.'

The global excipients market currently has annual sales of US\$6 billion and is growing at an estimated 6% compound annual growth rate¹. Itacel's global market position will allow Roquette to expand its footprint in North America, Brazil and Latin America. 'The acquisition of Itacel strengthens our presence in Latin America by adding manufacturing, a customer support laboratory and a commercial team in Brazil,' confirms Smaltz.



Another important aspect of the acquisition is that Roquette's deep knowledge and expertise in the pharmaceutical industry will be further enhanced by Itacel's long standing cellulose expertise, infrastructure and assets. Roquette is the market leader in orally dispensable technologies with fast dissolving fillers such as Pearlitol® mannitol and Neosorb® sorbitol, and taste masking agents like Kleptose® hydroxypropyl-beta-cyclodextrin. 'The addition of the Itacel excipients strengthens our oral dosage position even more,' Smaltz says. 'Itacel's disintegrant Explosol® sodium starch glycolate and superdisintegrant Solutab® croscarmellose complement Roquette's disintegrant line. Microcel® microcrystalline cellulose adds an additional filler and Tabulose® SC colloidal microcrystalline cellulose is a suspension agent that will be a great addition to our sugar-free sweeteners for syrup applications. The newly combined businesses will be in a strong position to grow in the excipients market and develop closer relationships with existing and new customers, anticipating their future needs through new and ever more innovative solutions.'

Roquette and Itacel have much in common when it comes to business culture, and this is expected to ensure a seamless integration of business



practices and activities in the pursuit of their long-term vision. Both companies share family roots, similar values, and a strong commitment to provide customers and end consumers with natural-based products that improve health and well-being.

'We think that these cultural affinities will contribute to a smooth and quick integration, where we can do more than any of us could have done alone and where we can better serve our customers,' says Smaltz.

However, the acquisition of Itacel is not the only step Roquette has taken recently to be closer to its customers: in October it will open a new facility in Singapore.

The addition of the new Pharmaceutical R&D and Customer Technical Service (CTS) facility will complement Roquette's deep expertise in formulation and application science, giving customers throughout Asia the ability to receive localised project support and in-depth application training. Thanks to its global presence, Roquette is already providing such localized service in Europe and in the Americas.

'Capabilities include the development of new products and new applications for existing products as well as pre-clinical research,' Smaltz explains. 'The Pharma Customer Technical Services are designed to develop new pharmaceutical ingredients, new applications and to provide technical support in formulating prototypes or new formulations to our customers thanks to modern characterization and lab scale production equipment.'

"This acquisition and the addition of the excellent people, facilities, and products from Itacel will enable Roquette to better serve our customers"

The state-of-the-art facility will occupy more than 1,100 square metres and will be home to world-class technical teams who will partner with customers to develop new innovations and formulations in the areas of pharmaceutical excipients and drug delivery systems for oral dosage forms and injectables.

The new R&D and CTS facility will be a key asset to support the Roquette's Pharma Business Unit growth ambitions, and there are expansion plans for a Biopharma lab. This will serve as Roquette's Global Biopharma Center of Excellence.

'Singapore has a unique position in the global economy and the country is very dynamic. It is a strategic geographical location to access Asia Pacific markets,

and it relies on a young, talented workforce where we can find the skills we need,' comments Smaltz. 'The exact location we have chosen in Singapore is Biopolis, which is known to be an international research and development hub for fast-growing areas in Asia Pacific such as biomedical sciences, bioengineering, medical technology (MedTech), personal care, food and nutrition.'

'I think these two investments clearly show that Roquette is more than ever a long-term partner on which our customers can rely for short-term and long-term developments and business opportunities globally. We clearly want to give our customers the confidence they need to be innovative and to produce perfect quality pharmaceuticals products for the patients, as well as to develop their business with a highly reliable supplier.'

'Roquette has strong ambitions for growth in the Health, Food and Nutrition markets where we operate. These ambitions will be fulfilled by aggressive organic growth and also through acquisitions. If we find new opportunities in these markets to address our customers' needs and matching our strategy, we could indeed acquire additional companies in the coming years,' Smaltz concludes.

To find out more about Roquette's pharma solutions, visit Hall 10, Stand 2A70 at CPhI Worldwide or visit www.roquette.com

