

Reig Jofre and Kern Pharma enter the Japanese market

- Thanks to the agreement signed with Japanese Maruishi Pharma, both companies will enter together the second largest pharmaceutical market in the world.
- The first product is expected to be marketed in 2016, upon completion of the registration process currently underway.

Sant Joan Despi / Terrassa (Spain), March 8, 2015. The pharmaceutical companies Reig Jofre and Kern Pharma have signed an agreement with Maruishi Pharma to market state-of-the-art injectables for hospital use in Japan.

The products under this contract will be jointly developed by Reig Jofre and Kern Pharma, in order to combine the specialized technological capabilities of both companies. In this sense, Kern Pharma shall contribute the agreement with the synthesis of active principles while Reig Jofre will add value to the product by the lyophilization of these principles to ensure greater stability and their use in injectable form.

Internationalization is one of the strategic pillars of Reig Jofre and Kern Pharma and this is not the first time that the two companies join forces, as they have been collaborating since 2010 to penetrate in international markets such as Europe, Latin America and Canada.

The contract signed with Maruishi Pharma has an additional value to Reig Jofre and Kern Pharma because the project was particularly complex to meet both European and, especially, Japanese, regulations and that will open new business opportunities in the Japanese market.

Reig Jofre conveys its international presence through agreements with licensees in markets where it does not have a direct presence for the marketing of products developed by R & D team. Asia and Oceania, of particular interest to Reig Jofre due to its size and growth potential, represented 5% of the 152.5 million euro in sales achieved by Reig Jofre in 2014, after its merger with Natraceutical. In those markets, the company was mainly present in the Middle East and Oceania to date, so the new contract opens the presence of Reig Jofre in Eastern Asia.

Kern Pharma has got a subsidiary in Portugal and commercial structures in Russia and Venezuela, priority countries for the company. In 2013, 25% of its sales came from international markets and 75% from the Spanish market. Additionally, this Indukern Group's company also manufactures for other national and international pharma companies, being a reference as a producer for third parties and a strategic supplier for large companies worldwide.

Its chemical plant, located in Terrassa (Barcelona, Spain), is able to develop and manufacture very specific products in the area of fentanyl and derivatives, a very specialized market niche that is providing to Kern Pharma the access to markets as the Korean.

The agreement with Maruishi has taken place in the context of the business mission organized by the Government of the Generalitat de Catalunya in Japan and Korea, led by Secretary of Business and Competitiveness, Pere Torres, and which involved 57 companies and Catalan organizations from various sectors.

According to Ignasi Biosca, CEO of Reig Jofre, "we have been working since 2012 to enter Japan, a country with high levels of regulatory and quality requirements. Having a first family of products approved in the Japanese market, and specifically by a partner as Maruishi, will bring us new opportunities to introduce in the coming years other products resulting from our internal research. "

Raul Diaz-Varela, CEO of Kern Pharma highlights that "this agreement with Maruishi Pharma is especially important because Japan is the second largest pharmaceutical market in the world, with a relevant growth potential and very complex for foreign companies",

About Reig Jofre

After the merger between Laboratorio Reig Jofre and Natraceutical, the new Reig Jofre is a pharmaceutical company whose business is divided into two major areas: one main for the development, manufacture and marketing of own products (approximately 73% of sales) and one of specialized manufacturing for thirds (27% of sales). At its core activity, the company specializes in the development of prescription and non-prescription pharmaceutical products, generics based on specialized technologies, medical devices, nutritional supplements and cosmetics. The company directs its R&D to develop new indications and/or dosage forms of known active principles, generics with special focus on beta lactam and lyophilized injectable antibiotics, topical dermatological products, OTCs and nutritional supplements as well as the development of new innovative molecules in partnership with start-ups and research centers.

Reig Jofre trades on the Spanish stock exchange under the ticker RJF. Total outstanding shares: 1,264,284,408

About Kern Pharma

Kern Pharma is a company specializing in the development, manufacture and marketing of pharmaceuticals. It was created in 1999 by Indukern Group and along these 15 years it has become a reference in the production of generic medicines in Spain. From its beginnings, Kern Pharma based the development of its activities into two main strategic axes: the development, manufacture and marketing of pharmaceutical products under the brand Kern Pharma, and product development, contract manufacturing and chemical production to third parties. Kern Pharma has over 650 professionals and produces about 100 million units annually.

Indukern Group

Kern Pharma belongs to Indukern Group, a Spanish multinational group with subsidiaries in 18 countries and a commercial presence in more than 70. With a consolidated turnover of 676 million euros in 2012, the company has more than 1,800 employees. Its main business lines are chemistry and distribution of fine chemicals, developed by Indukern; animal health line by Laboratorios Calier; and pharmacy, by Kern Pharma.

For further information

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