

New progress in Southeast Asia

## Reig Jofre starts marketing its products in South Korea

- Agreement signed for the license and supply in South Korea of remifentanil, a state-of-the-art anesthetic for hospital use. Reig Jofre is one of the largest producers of remifentanil worldwide
- Following the opening of the markets of Japan in 2016, the Philippines in 2017 and Indonesia in 2018, Reig Jofre goes one step further in its strategic internationalization plan with the start of marketing in Korea in 2019, a country with a long pharmaceutical tradition, thanks to its important industrial network and governmental initiatives

**Barcelona (Spain), March 20, 2019.** The stock-quoted pharmaceutical company Reig Jofre starts marketing in Korea the injectable remifentanil, a state-of-the-art anesthetic for hospital use, which has been very well received among specialist doctors.

The marketing of remifentanil has been possible following a rigorous registration process lasting more than two years, subject to complex regulatory requirements for the manufacture, importation and distribution of controlled substances and after approval of the production plant by the Korean Food and Drug Administration (KFDA).

Korea, with a population of 51 million inhabitants, is the third largest market in Asia and thirteenth worldwide, with an important pharmaceutical tradition thanks to its large industrial network and governmental initiatives.

Reig Jofre manufactures at the plant of sterile and lyophilized injectable products of Barcelona 30% of the world's supply of injectable vials of remifentanil, ultra-short-acting anesthetic that provides the hemodynamic stability necessary for optimal control of anesthesia in surgical procedures that does not accumulate, which allows rapid recovery of the patient in the post-operative period. The development of this finished product in vial formulated and stabilized by the lyophilization process was carried out by the company's R&D team and has now been launched in more than 30 countries.



Sales prospects for this sterile and lyophilized injectable product in the Korean market are 200,000 vials per year.

The specialization in sterile injectable products for hospital use, belonging to the area of pharmaceutical technologies (54% of total turnover), developed mostly by Reig Jofre's R&D teams, has been along with antibiotics derived from penicillin, the spearhead of the internationalization of the quoted company Reig Jofre.

The Asian markets, which represented 7% of total sales in 2018, are of special interest to the company due to their size and growth potential. Result of Reig Jofre expansion strategy in Asia is in addition to the start of marketing in Korea in 2019; the establishment of Reig Jofre Europe in 2015, joint venture in Singapore for the marketing of Reig Jofre products in Southeast Asia; the agreement formalized in 2016 with Japanese Maruishi Pharma to market state-of-the-art injectables for hospital use in Japan; and the agreement signed with the state-owned pharmaceutical company Kimia Farma to import and distribute controlled substances in Indonesia.

Reig Jofre closed 2018 with a turnover of 181 million euros, of which Spain accounted 41%, rest of Europe 48% and rest of the world 11%. To market its developments, Reig Jofre has its own sales network in 7 countries of Europe and Southeast Asia, and commercial relations with more than 130 partners (distributors and licensees) in near 70 countries on the five continents.

Receive Reig Jofre's news by registering in the company's **subscription center** of the new corporate website: **[www.reigjofre.com](http://www.reigjofre.com)**

### **About Reig Jofre**

Founded in 1929 in Barcelona, Reig Jofre is a pharmaceutical company publicly listed on the Spanish stock exchange, devoted to the research, development, manufacture and marketing of pharmaceutical products and nutritional supplements. Reig Jofre structures its product development activity in three business areas: pharmaceutical technologies specialized in the development and manufacture of sterile and lyophilized injectable pharmaceutical products, as well as antibiotics derived from penicillin. Specialty products focused on the research, development, manufacture and commercialization of specialties in dermatology (skin, hair and nails) and gynecology (women's health), mainly. And, Consumer Healthcare in which highlights the line of nutritional supplements marketed under the brand Forté Pharma mostly in France, Belgium, Spain and Portugal, as well as other OTC products. Reig Jofre has more than 1,000 employees, 4 development and manufacturing centers in Europe (2 in Toledo, 1 in Barcelona and 1 in Sweden), direct sales in 7 countries and over 130 commercial partners in 70 countries worldwide. The company reached sales of €181 M in 2018. Reig Jofre trades on the Spanish stock exchange under the ticker RJF. Total outstanding shares: 65,050,067 shares

### **For further information**

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