

New breakthrough in Southeast Asia

## The subsidiary Reig Jofre Europe begins the marketing of its products in Myanmar

- Reig Jofre Europe, a subsidiary of Reig Jofre established in Singapore to facilitate the company's expansion in Southeast Asia, launches two injectable products in Myanmar, with its own brand products VancoSala 500 mg and Salaclav 1.2
- After the opening of markets in Japan in 2016, the Philippines in 2017, Indonesia in 2018, and Korea in early 2019, Reig Jofre takes another step in its strategic internationalization plan with the commercialization of its products in Myanmar, a country with 54 million inhabitants located in Southeast Asia

**Barcelona (Spain), December, 18 2019**, Reig Jofre, a pharmaceutical company listed on the Spanish continuous market, launches **VancoSala** and **Salaclav**, two injectable antibiotics for hospital use to combat a broad spectrum of bacterial infections, in Myanmar (formerly Burma).

These pharmaceutical products represent successful cases of specialization in sterile injectables in the area of pharmaceutical technologies, in which the dominance of pharmaceutical platforms in the production of medicines provides an added value of safety with European quality.

Reig Jofre manufactures its products in dedicated facilities, currently the equivalent of 25% of the European consumption of the association of the beta-lactam antibiotic amoxicillin and clavulanic acid beta-lactamase inhibitor, the active ingredient of Salaclav; and the equivalent of 15% vancomycin, the active ingredient of the lyophilized injectable VancoSala.

Myanmar, a country with 54 million inhabitants located in Southeast Asia, is a very complex market that only allows the entry of medicines from local partners.

The Singapore-based Reig Jofre Europe subsidiary has become one of the first Spanish pharmaceutical companies to register not only pharmaceutical products in Myanmar, but also its own production plants, following a long registration process: the regulatory requirements are very specific for the ASEAN area in the field of injectable pharmaceutical products, which have made this process especially challenging.



The subsidiary *Reig Jofre Europe* was created with the aim of strengthening the company's commercial expansion in the four countries belonging to the Association of Southeast Asian Nations (ASEAN): Sri Lanka, Cambodia, Laos and Myanmar. The company begins its commercial operations in Myanmar with sales expectations of close to 200,000 vials in 2020, and with the forecast to open more neighbouring markets in 2021.

Asian markets are one of the main strategic growth areas for the company. After the opening of markets in Japan in 2016, the Philippines in 2017, Indonesia in 2018, and Korea in early 2019, Reig Jofre takes another step in its internationalization plan with the commercialization of its products in Myanmar.

Reig Jofre closed 2018 with a turnover of 181 million euros, of which Asian markets accounted for 7% of sales. Spain contributed 41%, the rest of Europe 48%. For the marketing of its developments, Reig Jofre has its own sales network in 7 countries in Europe and Southeast Asia and trade relations with more than 130 partners (distributors and licensees) in 70 countries on five continents.

### **About Reig Jofre**

Founded in 1929 in Barcelona, Reig Jofre is a pharmaceutical company listed on the Spanish Stock Exchange's continuous market and dedicated 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, above all, the areas of (i) skin, hair and nail health, (ii) joint health and pain, and (iii) women's health, as well as Consumer Healthcare, of which special mention may be made of 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 1000 employees, 4 development and production centres in Europe (2 in Toledo, 1 in Barcelona and 1 in Sweden), direct sales in 7 countries and more than 130 business partners in 70 countries around the world. The company closed 2018 with a turnover of 181 million euros. Reig Jofre is quoted on the Spanish stock exchange's continuous market under the ticker RJF. Share capital: 76,062,457 shares

### **Further information**

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