



ITALIAN PHARMACEUTICAL EXCELLENCE

Suppl. to XXV Ed. of "Guida FARMAFFARI" the Network and the guide to make PHARMA BUSINESS

ABI OGEN

PHARMA

Abiogen Pharma S.p.A.

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COMPANY OVERVIEW

Abiogen Pharma S.p.A. is an Italy based pharmaceutical company, with a great experience widespread in all the different areas of activity of the pharmaceutical sector, this thanks also to the strong interaction developed and existing among its Research, Manufacturing and Pharma sales areas.

Abiogen provides high quality standards pharmaceutical development and manufacturing services, including process R&D, analytical method development, scale-up, validation and commercial scale production.

Abiogen manufacturing capabilities cover many finished dosage forms, including solid, semi solid, liquid and aseptic filling formats.

The experienced team of specialists guarantee customers with their production and development needs.

FINANCIAL INFORMATION

Abiogen Pharma operates through two integrated Business Units: Manufacturing B.U., managing the production of its own and external products and Pharma B.U., which the marketing of its own products and those in license. Its goal is to obtain a real diversification of the activities both for their income and internally within the Business Units. The three-year period 2009 – 2011 shows a positive trend of the most significant eco-fin items. During this time, the Company faced a complex process of reorganization to meet the changing scenario of the Pharmaceutical Market.

The total turnovers amount to more than 80,5 mln € in 2011, showing a double-digit growth (+ 14,8%) in comparison to 2010. The turnover of the Pharma Division confirm the positive trend also in 2011 (+ 14%) thanks to the launch of new products, some of which from internal development hence allowing better profit margins. The Manufacturing Division as well showed a double digit rise in 2011, furthering the adoption of optimization process implemented in this period which resulted in interesting improvements in industrial profitability.

Representative Manager: Massimo Di Martino
Staff: : Fabrizia Stagni



WHAT WE OFFER: Contract Manufacturing, Pharmaceutical Development services and Clinical Trial supply

are the sectors of excellence of Abiogen Pharma's service contracts. The services offered vary from the production of oral-solids (tablets, pills, hard capsules) and blister packaging on three lines, injectables (aseptic or terminally sterilized ampoules), oral liquids (drops, syrups) and semi-solids (creams, ointments, emulsions).

The offer is developed through the provision of high-quality standards, significant and certified technical-scientific competence and the technological capacity available in the various strategic areas of Manufacturing, Pharmaceutical Development, Purchasing, Quality Unit, Patents and Trademarks, Regulatory Affairs, Licensing, Legal Affairs, Logistic and Customer Care and a network of suppliers specialized in quality. **The projects are evaluated** in their complexity and carefully analyzed according to the state of the art regulatory requirements and the value is sought for each project phase by ensuring competitive prices aligned to the European market.

OUR HISTORY / Abiogen Pharma's strategic choice to invest in a plant at the avant-garde of dimensions and technological solutions comes from the conviction that the outsourcing of products has become an opportunity for many pharmaceutical companies that have glimpsed the possibility to rationalize their facilities for the production of external products, thereby taking advantage of the greater competitiveness of those companies whose production site has become an authentic core business.

The activities developed and the successes obtained in the last decade confirm the vision of Abiogen Pharma towards a range of services aimed at creating a real value to the projects undertaken and building a synergistic partnership with its customers. Abiogen Pharma offers to the customers (which range from Italian to multinational companies) high industry standards and the guarantee of quality together with strong experience and an excellent know how of the sector.