



The Indukern Group in detail

- ❖ The Indukern Group is a multinational family-owned company that was **founded** in **1962** by José Luis Díaz-Varela
- ❖ The headquarters are in **Barcelona**
- ❖ The Group is made up of **three companies** that are **world leaders** in their respective fields:
 - **Indukern**: an international chemical products distributor.
 - **Calier**: research, development, production and marketing for animal health products.
 - **Kern Pharma**: development, manufacturing and marketing of pharmaceutical products (primarily generics, but also ethical, hospital, biosimilars and OTC products). The company also offers contract manufacturing to third parties, as well as chemical production.
- ❖ The company has **subsidiaries** in **19 different countries**, and sells products in **over 70**
- ❖ **It employs over 1,900 staff** around the world, **900** of them **in Spain**
- ❖ **The consolidated turnover** for the entire group was **677,691 million euros** in 2013 (438,122 millions from Indukern, 90,761 millions from Calier and 163,161 millions from Kern Pharma)
- ❖ **58%** of the Group's business comes from **international operations**, while the remaining **42%** comes from the **national market**

Over 50 years of international vision, leading the market

The Indukern Group started out in 1962 as a small, family-run business. The founder, José Luis Díaz-Varela, was a businessman with an international vision, and he chose Barcelona (Spain) for the company headquarters as it is a well-connected, industrial city with substantial pharmaceutical, veterinary and chemical industries. To start with, his focus for the business was on distributing chemical products, with the aim of becoming a leading company through excellent production processes and high-quality products.

Today, over 50 years later and with a **consolidated turnover of 678 million euros in 2013**, the Group, which is based in El Prat del Llobregat (Barcelona), has three main lines of business: distributing chemical products (**Indukern**), animal health (**Calier**) and generic drugs (**Kern Pharma**). With over **1,900 employees around the world**, the combination of constant growth combined with an international focus from the outset have developed the company into an important Spanish multinational, with **subsidiaries in 19 different countries** and **products sold in over 70**.



The headquarters of the Indukern Group in the Mas Blau Industrial Estate in El Prat de Llobregat (Barcelona).

The Indukern Group: a constantly growing enterprise

❖ 1962: The seed that would grow to be the Indukern Group was planted

When Indukern was founded in 1962, this was the beginning of what would become the Indukern Group. The company started out **distributing chemical products**, and is now dedicated to distributing and marketing raw pharmaceutical materials, ingredients for animal food, food in general, fragrances and industrial chemical products.

❖ 1968: Calier, dedicated to animal welfare

With the aim of continuing company growth, the business expanded into the **animal health** industry in 1968 with the foundation of Calier. With headquarters in Les Franqueses del Vallès (Barcelona), it is dedicated to developing, producing and marketing products for veterinary use, with the main focus on biotechnology for animal health. Antibacterial products, parasiticides, vaccines, hormone regulators, nutritional products, anti-inflammatory products and cosmetic products are all included in the range developed, manufactured and sold by the company.

❖ 1999: Kern Pharma, looking after your health

The Group took a step further in 1999 with the decision to consolidate the company's **human health department**. The Group bought a pharmaceutical factory in Terrassa (Barcelona), previously owned by the Swiss group Roche, and Kern Pharma was born. This was a decisive step for the growth of the Indukern Group, which decided to locate the majority of the technical and production team in the same factory, thereby making the most of the team's knowledge and experience in the sector.

INDUKERN

Indukern has its company headquarters in Barcelona, and is dedicated to the distribution of chemical products around the world. The business has logistical facilities in the Logistics Activity Area (ZAL, for its acronym in Spanish) in the Port of Barcelona, as well as in Sentmenat (Barcelona), Paterna (Valencia) and Fuenlabrada (Madrid). The company has subsidiaries in Brazil, China, Colombia, Germany, Mexico, Portugal, Russia, Switzerland, Turkey and USA. Five hundred employees work in these facilities, with the majority based in Spain.

Since the business was founded in **1962**, the group's growth has been based on strategically creating subsidiary companies as well as local contacts, and expanding different product lines.

Currently, the main business sectors at Indukern include: **distributing and marketing raw products for pharmaceutical and veterinary use, animal nutrition products, fragrances and industrial chemical products.**

This is why Indukern is one of the leading companies in Europe and Latin America today. The company's strategy is focused on representing and/or distributing large multinational suppliers. In addition, the group's presence in China, India and other developing markets means the company has access to certain raw materials, enabling it to create a range of products and services for local and international clients.

The distribution policy at Indukern has always been to offer more value than competitors, which means that any work carried out in the supply chain goes beyond that of an intermediary, and extends to providing technical services and penetrating the different markets where the company works. The company's commitment to offering high quality in terms of service and products is reflecting in the ISO quality certificates it holds.



Indukern facilities in the Logistics Activities Area (ZAL) in the Port of Barcelona.

CALIER

Calier is dedicated to researching, developing, manufacturing and marketing products for veterinary use and for animal health. Founded in 1968, the company has seen progressive and continuous growth, and has become one of the leading businesses in the industry in Spain.

The company's activities are focused on **research, development, manufacturing and marketing veterinary products** for livestock, as well as specialist products aimed at pets, with an entire range aimed at horses. The range of products includes everything from oral medicine to injections.

Antibacterial products, parasiticides, vaccines, hormone regulators, nutritional products, anti-inflammatory products and cosmetic products are all included in the portfolio developed, manufactured and sold by Calier to veterinarians to help them look after the well-being of animals. Currently, the range contains over 100 different products, which are manufactured following the Good Manufacturing Practices (GMPs), with certification awarded in 1995.

The efforts on the part of Calier in terms of manufacturing, development and innovation have allowed the company to create an impressive R+D department, located in Les Franqueses del Vallès (Barcelona), where around 25 technicians work to develop new ranges, in collaboration with the 20 public research centres with whom they have signed collaboration agreements.

Another of the objectives at Calier is to maintain a strong presence on the international market. Today, it is the **sixth largest company in the Veterindustria (Spanish business association of the industry of animal health and nutrition) overall ranking and the second Spanish company in the same ranking**. Besides, Calier occupies a prominent position in the rankings of veterinary companies in several countries. In Uruguay and Venezuela, for instance, it occupies the eighth position for turnover volume and, in Argentina, the ninth in the segment of medicines.

Calier has subsidiaries in Argentina, Colombia, Dominican Republic, Germany, Italy, Mexico, Poland, Portugal, Uruguay and Venezuela. In addition, the company has its own factories in Les Franqueses del Vallès (Barcelona), León (Spain), Morocco and Uruguay. The company has clients that include veterinarians and large companies within the animal food industry.

The growth strategy at Calier over the coming years has gone from maintaining the company's current portfolio to focusing on developing new vaccines for veterinary use. This strategy was already started in 2013 with the acquisition of facilities within the

European Centre for Enterprise and Innovation in León (Spain), for around 2.7 million euros. With this purchase, Calier increased the manufacturing capacity of the biological product department, which already held some space in the Centre, in order to develop new vaccines for veterinary use.

In total, during 2013, Calier presented 49 new registration dossiers worldwide, 29 of them in Europe, including its first poultry biological product. At the regulatory level, ended the year with 1,400 products registered in more than 70 countries.



Calier facilities at the European Centre for Enterprise and Innovation in León (Spain).

KERN PHARMA

Kern Pharma, the pharmaceutical company within the Indukern Group, was founded on 28 April, 1999 with the acquisition of the Roche pharmaceutical plant in Terrassa (Barcelona).

A year later, in 2000, the first four medicine products were launched, and in 2001 Kern Pharma followed up by releasing Ibuprofen, which meant the company was taking an important step forwards in the generic drug market in Spain.

Later on, in 2003, an agreement was reached with Bayer in order to be the sole supplier of a range of creams, which would be marketed around the world. The company's clients include national and multinational businesses, both in the generic and brand name medicine market, which are then distributed throughout Europe, Asia, Australia and Canada.

Kern Pharma's facilities in Terrassa are the centre of greater mechanized production within the Indukern Group. Every year, **100,000,000 units** are produced, thanks to improved technology and sophisticated automated machinery used to produce and distribute products.

Since the plant was bought in 1999, the Group has invested over **70 million euros** in improving the production capacity of the centre. The company inaugurated in 2014 the enlargement of its logistic facilities in Terrassa (Barcelona) what has allowed the company to double warehouse capacity from 10,000 to 20,000 pallets and to free up a further 2,000m² of warehouse space, as well as an extra picking area measuring 3,000m².

With a surface area of 54,000m² and over 600 employees, the Kern Pharma plant focuses on developing, manufacturing and marketing pharmaceutical products (with a heavy emphasis on generic drugs, but also in ethical, hospital, biosimilar and OTC products). The plant also offers services to third parties, such as product development, contract manufacturing and chemical production.

The company has 150 products in the market, commercialized in 400 different presentations. In 2013, it beat its record with 50 new launches and started the renewal of all of its packaging in order to make easier the prescription to the doctors, the storage and dispensation to the pharmacists and the take of medicines to the patients.



The Kern Pharma plant in Terrassa (Barcelona).

Currently, Kern Pharma occupies **third place in terms of units produced**, and **fifth place in terms of turnover** within the **Spanish market for generic drugs**. Some of these generic drugs, including ranges of Paracetamol, Ibuprofeno, Metformina and Diazepam are among the top 22 best-selling medication in Spain.

The aim of Kern Pharma is to maintain its leadership in the generic drugs market, and to offer valued-added new products to cover the needs of more patients.

In this business strategy of diversification we frame the most recent steps of Kern Pharma. Firstly, the acquisition of the 100% of **Gynea Laboratorios**, a Spanish pharmaceutical company founded in 1999 specialized in the area of women's health. With this operation, Kern Pharma bets on the development and growth and expands its range of products in the area of gynecology. Secondly, the launch of a new business line, **Consumer Healthcare**, which includes non-prescription medicines, non-financed prescription drugs and personal care products. And more recently, the agreement reached with the Korean company **Celltrion Healthcare** that will become Kern Pharma in the first Spanish company to market the first monoclonal antibody (Mab) in Spain.

Fifteen years after Kern Pharma was founded, the company distributes medicine on a national level, focus of 76% of its business, and an international level, 24% of the business. The company has launched an internationalization project in order to expand business overseas market in the coming years. The market has already experienced a high rate of growth over recent years through subsidiaries in Portugal, and trade agreements to allow the company to have a presence in almost all EU countries, as well as in Russia, Venezuela or Colombia.

Representatives



Vice-president of the Indukern Group

CEO of Kern Pharma

Raúl Díaz-Varela



General Management

Daniel Díaz-Varela



General Management

Francisco Díaz-Varela



General Management

Manuel Garrido

Raúl Díaz-Varela

**Vice-president of the Indukern Group
CEO of Kern Pharma**

Degree in Business Studies, MBA from ESADE and Master's in Foreign Trade from the Community of European Management Schools (CEMS) in St. Gallen, Switzerland.

He has spent his entire career working with the family business, within the chemical-pharmaceutical industries in the Indukern Group, which included occupying positions in Industrial Kern in Spain, and with Indukern in Asia, Switzerland and Hong Kong.

Since 1999, when Kern Pharma was founded, he has managed the pharmaceutical side of the Group. He is president of the AESEG, which governs the generic drug industry in Spain.



For more information, please contact:

Ricard Franco
Inforpress

☎ (+34) 93 419 06 30
✉ rfranco@inforpress.es

Susana Vilas
Head of Communications. Indukern Group

☎ (+34) 93 700 25 25
✉ svilas@grupoindukern.com