



**PRESS KIT**



## Grupo Indukern in facts

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- ❖ **Multinational family-owned group.**
  
  - ❖ **Founded in 1962** by José Luis Díaz-Varela.
  
  - ❖ **Comprises three main companies:**
    - Indukern (1962) – chemical sector
    - Calier (1968) – veterinary laboratory
    - Kern Pharma (1999) – pharmaceutical laboratory
  
  - ❖ **Consolidated turnover of €720 million:**
    - Indukern: €425 million
    - Calier: €70 million
    - Kern Pharma: €239 million
  
  - ❖ **50%** of the business comes from **international markets** and **50%** from **Spain**.
  
  - ❖ More than **€70 million** investment in 2017.
  
  - ❖ **Subsidiaries in 16 countries.** Markets its products in over 80.
  
  - ❖ **A workforce of over 1,800 staff worldwide.**
  
  - ❖ **Headquarters in Barcelona.**
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## Grupo Indukern:

### A diversified and international group in continuous expansion

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**Grupo Indukern** was created in 1962 as a small, family-run business. Its founder José Luis Díaz-Varela, an entrepreneur with an international vision, chose to base the company in Barcelona, a port city, with considerable industrial infrastructure and a strong presence in the chemical, pharmaceutical and veterinary industries. The business originally focused on the distribution of chemical products with a clear mission to become a leading company thanks to its excellent production processes and prime quality products.



*Sede del Grupo Indukern en Barcelona*

Business diversification, international expansion and exploitation of opportunities in the countries where it currently operates have been the keys to the company's success and constant growth in markets and products.

Grupo Indukern currently comprises three main companies that operate primarily with basic necessity products: **Indukern**, dedicated to the distribution of chemicals and higher value-added activities including formulation, production and technical advice for

various industrial sectors; **Calier**, whose activity is focused on researching, developing, manufacturing and marketing pharmacological and biological products for veterinary use; and **Kern Pharma**, a pharmaceutical laboratory dedicated to generic medicine, biosimilar products, self-care products, women's health products, sports nutrition and health, and production for other companies.

Currently, the company bills **€720 million**, with 50% of sales pertaining to external markets and 50% to the Spanish market. With over 1,800 employees worldwide, the company has branches in 17 different countries and products marketed in over 80.

## **Indukern, world leader in chemical distribution**

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Indukern was the embryo of what is now Grupo Indukern. Today, Indukern is a leading supplier of chemical products and value-added services involving formulation, production and technical consultancy for various industrial sectors. The company has a turnover of 425 million euros, of which 60% comes from international operations, mainly in Europe (22%) and Latin America (32%) – where it is a market leader in countries such as Brazil and Mexico– and 40% from Spain.

Indukern's business activity is channelled into three business areas:

- Intermediation between suppliers of raw materials and manufacturers of finished products in various sectors: food, flavours and fragrances, animal health and welfare, animal nutrition, and industrial chemicals.
- Representation of some of the world's leading manufacturers in their sectors.
- Development of propriety products tailored to the needs of each client, using the company's in-depth knowledge of its sectors of operation and its technical consultancy services.

The company has five divisions: Food ingredients, Flavour and Fragrances (F&F), Animal Health and Welfare, Animal Nutrition, and Industrial Chemicals. All these business divisions are driven by the same philosophy – to go beyond supply chain intermediation and offer their clients proprietary products, supplementary services, and maximum penetration in their markets of operation.

This divisional commitment to higher added value, combined with conventional distribution and representation activities, are the keys to Indukern's growth. It is this approach that has allowed the company to penetrate new market segments and to continue growing and developing new business lines.

Indukern has subsidiaries in Brazil, China, Colombia, India, Mexico, Portugal, the Dominican Republic and Switzerland. The company has recently strengthened its position in Brazil and Mexico. In early 2016, it acquired 75% of Brazil's Hexus Food Ltda, and company that develops and markets ingredients and solutions for the food industry. In 2017, the company took over Cytecsa, a Mexican company that develops and markets pre-mixes and technical solutions for the milk, cheese and ice cream industry.

Today, the company has a team of more than 550 people, of whom more than 230 are based in Spain and the rest in the different international subsidiaries.



Good logistics are the key to achieving a competitive edge in the chemical distribution sector. Indukern has facilities in Asia, Europe and Latin America that give both its national and international clients global coverage. The strategic location of these infrastructures –logistics centres, warehouses, laboratories and pilot plants– maximises the company’s capacity to meet the demands of all its target markets.

In Spain, Indukern has facilities in the Logistics Activities Zone (ZAL) of the Port of Barcelona –the city’s largest logistics platform, in Sentmenat (Barcelona), and in Burgos. In the ZAL, the company has a Research and Development Centre consisting of two laboratories and two pilot plants that design and manufacture food solutions for dairy products, cheeses, beverages, processed meat, bread and pastries, and sauces for the Food Division. The Centre also has a state-of-the art laboratory where raw ingredients for the F&F Division are developed and quality tested.

Internationally, Indukern has its own infrastructures in Germany (Hamburg), Brazil (Jundiaí), Colombia (Bogotá), Mexico (Jalisco), Portugal (Pombal) and the Dominican Republic (Santo Domingo).



*Indukern centre in the Port of Barcelona’s Logistics Activity Zone (ZAL)*

## Calier, global commitment to animal health

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Calier is a Grupo Indukern company that researches, develops, registers and markets products for animal health and welfare and biological products for veterinary use. The company offers a wide range of products for pets and livestock. With a consolidated turnover of 70 million euros, 78% of its revenue comes from foreign markets, mainly Europe and Latin America (with 39% of its business), and 22% from Spain. The company currently has a workforce of over 380 professionals.

Calier's portfolio includes products for different therapeutic areas: acidifiers, analgesics, antibiotics, anti-inflammatories, antimastitics, antiparasitics, biologicals, shampoos and dermatological agents, disinfectants, hormone replacements, premixes, drugs for digestive, respiratory, and cardiovascular disorders, vitamins and minerals, among others.

After more than 50 years in the veterinary sector, Calier is now one of the leading laboratories for animal health products. The company will continue to expand its portfolio of pharmacological products in coming years, laying the foundations for the development of a complete portfolio of vaccines to meet the growing demand for biologicals expected in the near future. It will also continue to support veterinary professionals by providing them with tools that facilitate their daily work.

Calier currently has four production plants. In Spain, it has facilities in Les Franqueses del Vallès (Barcelona) and León. The Les Franqueses centre specialises in pharmacological and immunological medicines, biocides and food products. In 2017, the company invested over 3 million euros on the refurbishment the centre's pharmaceutical development, physical, chemical, and microbiological testing laboratories and offices.

The recently renovated Leon plant works with live and inactivated bacteria, and live and inactivated viruses. Calier allocated over 20 million euros, the largest investment in its history, to make the plant one of the leading producers of biological medicines in Europe. Both the Leon and Les Franqueses plants meet EU quality and manufacturing requirements: Good Manufacturing Practices (GMPs).

The company also has facilities in Latin America, specifically in Colombia and Uruguay. The Cali (Colombia) production plant develops and manufactures biological medicines, mainly freeze-dried live vaccines, inactivated vaccines and bacterins. This is the only plant in Colombia to be awarded the Good Manufacturing Practices seal by the Colombian Agricultural Institute (ICA), a distinction that guarantees that the laboratory

complies World Health Organization (WHO) regulation governing the use of vaccines. The Leon and Cali plants will spearhead the future growth of Calier in the field of biological drugs.

Finally, Calier also has a production plant in Uruguay (Montevideo), specialising in the production of biocides and antiectoparasitics destined for both domestic and international markets.

Since its creation in 1968, Calier's internationalisation strategy has been one of the keys to its continued growth. The company currently has subsidiaries in 11 countries: Argentina, Colombia, Dominican Republic, Germany, Italy, Mexico, Morocco, Poland, Portugal, Uruguay and Venezuela. Its products are also sold in China (Asia) which, since 2013, has been one of the most important markets for animal welfare products.

Calier's main market is Latin America, where it is among the top-ranking veterinary companies in many countries in the region. The company will continue to expand its international presence to achieve its corporate goal: to improve the quality and quantity of animal protein consumed by the population, as well as to ensure the welfare of pets, their owners and families.

To do this, it will focus on countries with high population growth - emerging markets with minimal penetration but considerable potential for growth. Other targets will include countries where per capita income is on the rise, and with it, the pet welfare market.



## **Kern Pharma, a diversified pharmaceutical company**

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Kern Pharma was founded on April 28, 1999 by the family-owned Grupo Indukern, a company with a large international presence, following the purchase of the production facilities operated by pharmaceutical giant Roche in Terrassa (Barcelona). It has grown into a dynamic, diversified pharmaceutical enterprise that provides patients with added value services that improve their health and quality of life; that provides healthcare professionals (doctors and pharmacists) with an extensive portfolio of products; and that contributes to the sustainability of the healthcare system.

With a portfolio of more than 230 products in more than 660 different presentations, Kern Pharma has developed the following business lines:

- **Generics and ethics**

Kern Pharma is a leading developer, manufacturer and distributor of generic medicines. Its generics portfolio currently includes more than 150 products in more than 470 different presentations, covering 90% of prescription needs in 17 therapeutic areas. Kern Pharma produces analgesics, contraceptives, oral antidiabetics, antifungals, antihistamines, anti-infectives, anti-inflammatories, cardiovascular and gastrointestinal medicines, immunosuppressive agents, and drugs for muscular system, ophthalmological, respiratory, central nervous system and urological disorders, among others. In 2017, the company sold over 47 million units, which is equivalent to 10% of the generic drugs market, in units. In addition, the company launches on average 25 new drugs per year (33 new products and 68 new presentations in 2017).

- **Kern Pharma Biologics**

This division focusses on the development of biosimilar medicines. Kern Pharma is a pioneer in this field, and is currently the only Spanish laboratory marketing three biosimilar monoclonal antibodies in Spain and Portugal, thanks to its agreement with the North Korean company Celltrion Healthcare: Remsima<sup>®</sup> (infliximab), Truxima<sup>®</sup> (rituximab) and Herzuma<sup>®</sup> (trastuzumab).

- **Kern Pharma Consumer**

The company's consumer business line markets non-prescription medicines, prescription drugs, non-subsidised prescription drugs and personal care products, and reinforces its presence in the pharmacy with over the counter (OTC) formulations. One of its leading OTC medicines is Ibudol<sup>®</sup>, the first soluble ibuprofen marketed in stick pack format in Spain. In 2017, as part of its strategy to expand its range of self-care products, Kern Pharma acquired Actafarma, a company specialising in natural healthcare products.

- **Gynea**

This is Kern Pharma's women's health line, which includes a range of products for personal hygiene, pregnancy, menopause, contraception, fertility and dietary supplements. Gynea is a leading range of gynaecological products that are aimed exclusively at improving the health of women at all stages of their lives: reproduction, maternity and maturity. Gynea, with its ground-breaking formulations, is one of the most respected brands among both healthcare professionals and patients.

- **Finisher®**

Specialising in sports nutrition and health, this range has been developed to guarantee health and high performance. It includes products for before, during and after training, and formulations to improve joint mobility and boost energy and vitality.

- **Export and production for third parties**

Since its inception, Kern Pharma has been entrusted with manufacturing the products of other major pharmaceutical companies. Its plant in Terrassa (Barcelona) is the third largest manufacturer, by volume, of medicinal units in Spain (solid, liquid and semi-solid), and adheres to the highest standards of quality and safety. Kern Pharma manufactures products for both Spanish and international pharmaceutical companies that then distribute their products in different markets.

Thanks to its pioneering spirit, diversification and drive, Kern Pharma has experienced non-stop growth in pharmaceutical forms, sales and markets. In 2017, the company had a turnover of 239 million euros, 76% from Spanish and 24% from international markets.

The company has subsidiaries in Portugal (Pharma Kern) and the United States, the world's leading pharmaceutical market, where in 2015, it acquired Granard Pharmaceuticals, a marketer of "niche" generic drugs through leading US distributors. It also sells, to a lesser extent, both proprietary and exclusive products. Kern Pharma is also a major exporter of products to Europe, Asia and Latin America. In 2017, it registered 66 new products outside Spain.

At its headquarters in Terrassa (Barcelona), the company is involved the entire pharmaceutical value chain, from the development to the commercialization of medicinal products. The facilities include several laboratories, a production plant, a chemical plant, a logistics centre and offices. Kern Pharma is currently finalizing the start-up of a new suite of laboratories and office areas to meet its future challenges.



All its facilities meet EU quality and manufacturing requirements: Good Manufacturing Practices (GMPs). Kern Pharma is also ISO 14001 certified, a distinction awarded to companies that demonstrate their commitment to implementing a comprehensive environmental management system.



Kern Pharma facilities in Terrassa (Barcelona)



## Representatives

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### **Raúl Díaz-Varela**

**Executive Vice President of Grupo  
Indukern  
CEO of Kern Pharma**

A degree in Business Science, MBA from ESADE and Master in Foreign Trade from the Community of European Management Schools (CEMS) in St. Gallen, Switzerland.

He has dedicated his entire career to the family business, within the chemical-pharmaceutical industries at Grupo Indukern, in managerial positions in Industrial Kern Spain, and Indukern in Asia, Switzerland and Hong Kong.

Since 1999, the year Kern Pharma was founded, he has directed the pharmaceutical side of the Group. He is also a member of board of directors of AESEG, the official representative body of the generic pharmaceutical industry in Spain.



### **For further information, please contact:**

Mercè Mascarell  
Atrevia  
Press Office at Grupo Indukern

☎ 93 419 06 30  
✉ [mmascarell@atrevia.com](mailto:mmascarell@atrevia.com)

Lara Guirao  
Communications Coordinator of Grupo Indukern

☎ 93 700 25 25  
✉ [lguirao@grupointdukern.com](mailto:lguirao@grupointdukern.com)