



Zambon Company S.p.A.

Company Profile

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COMPANY OVERVIEW

Zambon Company (Zambon) is a biotechnology company specialized in manufacturing pharmaceuticals and fine chemicals. The company, through its subsidiaries produces pharmaceuticals for respiratory, pain management and women healthcare; and fine chemicals such as custom synthesis and generics active pharma ingredients (APIs). The company primarily operates in Europe, South America and Asia. It is headquartered in Bresso, Italy and employs around 2,415 people.

The company recorded revenues of E545 million (approximately \$723.7 million) in the fiscal year ended December 2010, an increase of 0.6% over 2009.

KEY FACTS

Head Office	Zambon Company S.p.A. Via Lillo Del Duca 10 10-20091 Bresso ITA
Phone	39 02 665241
Fax	39 02 66501492
Web Address	http://www.zambongroup.com
Revenue / turnover (EUR Mn)	545.0
Financial Year End	December
Employees	2,415

BUSINESS DESCRIPTION

Zambon Company (Zambon), through its subsidiaries is engaged in manufacturing pharmaceuticals and fine chemicals. The company primarily operates in Europe, South America and Asia with production plants located in Italy, Switzerland, France and China.

The company operates through two segments: pharmaceuticals and fine chemicals.

Zambon's pharmaceuticals segment is operated through its subsidiary, Zambon Pharma. The company produces pharmaceuticals in three areas respiratory, pain management and women healthcare. It offers therapeutic solutions for treatment of main pathologies with products made of N-acetylcysteine or cloperastine. Zambon Pharma develops a range of medical devices studied for childrens' and adults' breath wellness. Fluirespira offers a range of products, mainly tailored to support cure, to sustain prevention, daily hygiene and for children' and all family breath protection.

Zambon Pharma develops the combination of ibuprofen and arginine for pain management. The company also offers a drug, analgesics, which is used in nervous transmission, blocking the connection between the epithelium and the brain. It develops an antibiotic made of fosfomicin trometamol, which is generally administered as one shot therapy for urinary infections. The company also produces a natural product, Monurelle, made of cranberry and vitamin C for Cystitis.

The company's fine chemicals segment comprises of ZaCh System, a subsidiary that manufactures fine chemicals. ZaCh System operates two manufacturing plants: Lonigo plant in Italy and Avrille plant in France. The company offers two products: custom synthesis and generics active pharma ingredients (APIs). Custom synthesis include chiral and asymmetric synthesis, metal hydride reduction, catalytic hydrogenation, aminoacids protection and derivatization, cryogenic carbanionic chemistry, cyanation, hofmann rearrangement and hofmann elimination, ozonolysis, organometallic chemistry, ion exchange chromatography, phosgene (g) free phosgenation, sulfur chemistry, heterocyclic chemistry, azide chemistry, epoxide synthesis and enzymatic chemistry.

ZaCh System's generic active pharmaceutical ingredients (APIs) include gabapentin, N-Acetyl-L-Cysteine, carvedilol, sulindac, carvedilol phosphate, diltiazem hydrochloride, nifedipine, levetiracetam, propofol, thiamphenicol, dorzolamide hydrochloride, trimebutine maleate, clopidogrel, nebivolol hydrochloride and olopatadine hydrochloride. The company's API's under development include Abiraterone Acetate for prostate cancer treatment; Alcaftadine, an anti-allergic ophthalmic agent; Cinacalcet for hyperparathyroidism; and Retigabine, an antipileptic drug for neuropathic pain.

HISTORY

Zambon Company (Zambon) was founded in 1906 in Vicenza, Italy as Magazzino medicinali Zambon together with Silvio Farina, for trading chemical products.

The company was named to Gaetano Zambon e c. in 1908.

In 1920, Gaetano Zambon began producing galenical preparations. In 1928, the company and Silvio Farina formed an industrial organisation under the trade name ZEF.

The company began synthesis of raw materials during 1932 to 1933. In 1938, the first Zambon research laboratory was opened in Vicenza.

In 1946, the company established Zambon plant in Vicenza, Italy. In 1956, the first branch of Zambon was opened in Brazil.

Zambon collaborated with Parke Davis in 1958.

During 1965-1975, the company expanded its operations in European countries, and Central and South America.

The company identified a new molecule (Fosfomicin Trometamol) in 1979. In 1983, Zambon acquired Milanese pharmaceutical firm SIMES.

In 1995, the Zambon Company expanded its operations in the East, and opened branches in Russia and Hong Kong and launched the first joint venture in China. In the same year, the company got approval from the US FDA for the production of fosfomicin trometamol for the US market.

The company made agreements with various international pharmaceutical companies for the marketing of molecules resulting from Zambon research, and for the production of raw materials and generic drugs in 2000. In the same year, Zambon established Chinese plant.

In 2002, the company acquired Laboratoires Laphal, the French pharmaceutical company. In the same year, Zambon opened its new branch in India.

The company formed a subsidiary Z-Cube to identify and support the validation of drug delivery technologies, in 2003.

In 2007, Zambon signed a distribution agreement with Pierre Fabre Medicament to produce several products including the antibiotic Monuril, the mucolytic Fluimucil, the antibiotic Lorafem and the anti-infective Panotile Cipro. In the same year, the company acquired PPG Fine Chemicals, to expand the chemical division of Zambon.

The company's subsidiary, Z-Cube Srl and Yissum Research Development Company Ltd., the technology transfer company of the Hebrew University of Jerusalem, entered into a license agreement, to develop and commercialize a nanotechnology drug delivery system for the treatment of pain, in 2009. In the same year, Zambon Spa and Indena Spa, a company engaged in the research and production of plant-derived pharmaceutical active ingredients entered into a licensing and cooperation agreement for a new semi-synthetic molecule in pain therapeutic area.

In 2010, Zcube, a subsidiary of the company and Arizona Technology Enterprises (AzTE) entered into a licensing agreement, enabling Zcube to use ASU technology to develop and commercialize medical devices and to monitor and treat chronic respiratory diseases like asthma.

In March 2011, ZCube and UCSF (University of California San Francisco) signed an agreement, enabling ZCube use microtechnology developed by the UCSF to administer oral medications.

KEY EMPLOYEES

Name	Job Title	Board
Margherita Zambon	Chairman	Non Executive Board

MAJOR PRODUCTS AND SERVICES

Zambon Company (Zambon) is an Italy-based biotechnology company that specializes in producing pharmaceuticals and fine chemicals. The company's key products include the following:

Products:

Pharmaceuticals:

Products for respiratory problems
Pain management products
Women healthcare products

Fluimicil
Monuril
Spidifen
Espidifen
Monural
Monurol
Spidufen
Spididol
Spedifen
Espididol
Faspic
Rinofluimucil
Seki
Anauran
Panotile
Ursacol
Ursochol

Fine chemicals:

Custom synthesis:

Chiral and asymmetric synthesis
Metal hydride reduction
Catalytic hydrogenation
Aminoacids protection and derivatization
Cryogenic carbanionic chemistry
Cyanation
Hofmann rearrangement and hofmann elimination
Ozonolysis
Organometallic chemistry

Ion exchange chromatography
Phosgene (g) free phosgenation
Sulfur chemistry
Heterocyclic chemistry
Azide chemistry
Epoxide synthesis
Enzymatic chemistry

Generic active pharmaceutical ingredients (APIs):

Gabapentin
N-Acetyl-L-Cysteine
Carvedilol
Sulindac
Carvedilol phosphate
Diltiazem hydrochloride
Nifedipine
Levetiracetam
Propofol
Thiamphenicol
Dorzolamide hydrochloride
Trimebutine maleate
Clopidogrel
Nebivolol hydrochloride
Olopatadine hydrochloride

Products pipeline (APIs):

Abiraterone Acetate (for prostate cancer treatment)
Alcaftadine (anti-allergic ophthalmic agent)
Cinacalcet (for hyperparathyroidism)
Retigabine (antipileptic drug for neuropathic pain)

TOP COMPETITORS

The following companies are the major competitors of Zambon Company S.p.A.

Recordati S.p.A.
Chiesi Farmaceutici S.p.A.
sigma-tau s.p.a.
Cambrex Profarmaco

LOCATIONS AND SUBSIDIARIES

Head Office

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10-20091 Bresso
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P:39 02 665241
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<http://www.zambongroup.com>

Other Locations and Subsidiaries

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Zcube S.r.l. Via Lillo del Duca 10 20091 Bresso Milan ITA	Zambon Italia Srl Via Lillo del Duca 10 20091 Bresso Milan ITA
Zambon Switzerland Ltd. Via Industria 13 6814 Cadempino CHE	Zambon France S.A. 13 Rue Rene Jacques 92138 Issy Les Moulinaux Cedex FRA
Zambon S.A./N.V. Avenue E Demunterlaan 1/9 1090 Bruxelles BEL	Zambon Nederland B.V. Basicweg 14b 3821 BR Amersfoort NLD
Zambon Laboratorios Farmaceuticos Ltda. Avenida Ibirapuera 2332-12 piano Torre 1 Moema San Paolo BRA	Zambon Pharma Ltd. Glazovsky per Building 7 Office 17 119002 Mosca RUS

<p>P.T. Zambon Indonesia Graha Fatmawati Jalan R.S. Fatmawati Raja Blok A N.1C Jakarta Selatan IDN</p>	<p>Hainan Zambon Pharmaceutical Co., Ltd. Haikou National Hi-tech Industrial Development Zone Haikou Hainan 570314 CHN</p>
<p>Zambon (India) Pvt. Ltd. Main Mehrauli Gurgaon Road Suite No. 301 3rd Floor JMD - Regent Square Gurgaon 122001 Haryana IND</p>	<p>Zambon Company (Chemical Plant) Via Dovaro 36045 Almisano di Lonigo Vicenz ITA</p>