

C.O.C. Farmaceutici acquires Tubilux Pharma

This creates an all-Italian CDMO in the ophthalmic field, with services, skills and technologies fully integrated

The acquisition of Tubilux Pharma was finalised today. Founded in 1941, this company, based in Pomezia (Rome, Italy) is a contract developer and manufacturer of eye care pharmaceuticals (liquids, gels or suspensions).

The acquisition generates complementarity within the offering and integration of the respective areas of expertise: it will reinforce both companies' ophthalmic market share, giving them a considerable competitive advantage, with promising opportunities for growth in Europe, in the M.E.N.A. market and in the United States. The common background in the ophthalmic field will simplify the integration of competences and the merge of the corporate culture. A glance at their respective markets also confirms the two companies' complementary nature, since C.O.C. Farmaceutici is stronger in Italy and is expanding in the M.E.N.A. market, while Tubilux Pharma is well established in Europe and has a small yet meaningful presence in the USA, thanks to the FDA approval held by the Pomezia plant.

Tubilux Pharma's excellence in R&D and scientific know-how together with the equipment of its state-of-the-art laboratories will help to make the new industrial group the Italian CDMO leader not only in the ophthalmic field but also in nasal, respiratory and topical applications. Thus, the union of the two companies gives birth to a relevant pharmaceutical partner, with approx. 500 employees, a consolidated turnover of 80 million Euro and 33 production lines (considering filling and packaging) in 3 plants, of which two authorised by AIFA and one of them also FDA approved.

Our objective for the next five years is to achieve a significant growth; we also intend to increase the two companies' market visibility, focus on R&D and introduction of new technologies and work to improve our industrial processes to satisfy customers' increasing demands.

C.O.C. Farmaceutici

Founded in 1990 at Sant'Agata Bolognese (Bologna, Italy), C.O.C. Farmaceutici is one of the leading partners in Italy and Europe for the contract manufacturing and filling of ophthalmic and respiratory medical devices, pharmaceuticals and cosmetics. The majority of the formulations is liquid and sterile, in volumes which make C.O.C. Farmaceutici the world's top user of preservative-free multidose bottles. Customers are not only multinationals and major industrial groups but also small and mid-sized pharmaceutical companies.

In 2016 it was acquired by the private equity fund Aksia Capital IV, which has played a fundamental role in its global growth, boosting annual turnover from 26 to over 41 million Euro in 2019. In the same year, C.O.C. Farmaceutici launched an ambitious investment plan for the renewal and expansion of its two production plants - Sant'Agata Bolognese (Bologna, Italy) and Rovereto sul Secchia (Modena, Italy) - which increased its production capacity of more than 70%.

Thanks to the recent acquisition of Tubilux Pharma, C.O.C. Farmaceutici also makes the transition from CMO to CDMO, gaining a considerable competitive advantage and enabling both companies to consolidate and increase their market share, with excellent growth prospects in Europe, in the M.E.N.A. region and in the United States.

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