

Aksia Group acquires Tubilux Pharma through the portfolio company COC Farmaceutici

Creation of the 1st Italian group in the contract development and manufacturing of ophthalmic products

Milan, 30th September 2020 – Aksia Capital IV, a fund managed by Aksia Group SGR, announces the acquisition - through its portfolio company COC Farmaceutici – of Tubilux Pharma S.p.A., a premium player in the contract development and manufacturing of ophthalmic drugs. With the acquisition of Tubilux, recognized for the excellent R&D capabilities, has been created the first Italian group for the contract development and manufacturing of ophthalmic products.

Tubilux Pharma, founded in 1941 in Pomezia (Rome) and led in the last years by Emidio Fedeli, is one of the top Italian players active in the research, development and manufacturing (“CDMO”) of pharmaceutical ophthalmic products for blue-chip international pharmaceutical companies. The company has a specific focus on R&D and operates with a dedicated team, composed by more than 20 people working on several projects for European and US customers. Manufacturing activities are carried out in the proprietary production facility of about 7,700 sqm in compliance with current Good Manufacturing Practices (GMP), authorized by AIFA (Agenzia Italiana del Farmaco) and approved by FDA (Food and Drug Administration). In 2019 the company recorded a turnover in excess of Euro 30 million.

COC Farmaceutici is a leading player in contract manufacturing and filling of medical devices and pharmaceutical products mainly in the ophthalmic market, serving major pharmaceutical companies since 1990. The Company has a unique competitive positioning in the arena, being among the few European Contract Manufacturing Organization (“CMO”) dedicated to liquid formats. Since the acquisition in 2016 by Aksia Capital IV, COC Farmaceutici business grew by more than 60% with turnover passing from Euro 26 million to Euro 42 million in 2020. Moreover, COC Farmaceutici increased its production capacity by more than 70% due to the important investment plan for the renewal and expansion of the two manufacturing plants in Sant’Agata Bolognese (Bologna) and Rovereto sul Secchia (Modena).

*«This acquisition - says **Nicola Emanuele, Managing Partner of Aksia Group** - enables the creation of the first leading group in the Italian market and a relevant European CDMO in the ophthalmic and other liquids. With three production facilities of which two authorised by AIFA and one also FDA approved, 17 production lines and more than 500 employees, the Group is able to deliver a turnover in excess of 80 million Euro, with a further consolidation of its competitive positioning in the reference market».*

The Group will be led by the **CEO of COC Farmaceutici, Enrico Folchini**, who stated: *«Such union will lead to a significant strategic and competitive advantage for us and our partners. The industrial and commercial integration of the two companies will let us consolidate and develop our presence in Italy and abroad, with promising opportunities in Europe, in M.E.N.A market, and the US».*

Advisor:

Aksia Group and COC Farmaceutici were advised by Francesco Cartolano and Matteo Acerbi (Giliberti Triscornia e Associati) for the legal aspects, by Leo de Rosa, Andrea Bolletta and Luca Mainardi (Russo De Rosa Associati) for tax matters, by Alberto Galliani and Alessandro Saporoso (KPMG) for the financial due diligence and Quality Systems for GMP and regulatory aspects.

Tubilux has been assisted by the financial advisor Strategic Finance Partners and by Pietro Cavasola (CMS Adonnino Ascoli & Cavasola Scamoni) for the legal aspects.

Aksia Group is a private equity fund management company that invests mainly in medium-sized Italian companies, promoting their growth, international development and management contribution. Aksia, whose founding and Managing Partners Marco Rayneri and Nicola Emanuele have been working together since 1997, has carried out more than 40 operations in Italy and abroad, investing over Euro 450 million through five funds.

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