Angelini Group

Angelini is a private international group, a leader in the wellness and health area in the pharmaceutical and mass consumption goods sectors. Founded in Italy in 1919, it now operates directly in 20 countries with 6,000 people and has a turnover of over 1.600 million euro. Pharma is the group’s core business: in 2016 it accounted for 50% of the consolidated turnover and employed about 3,000 people.

Turnover of the Angelini group 2016

- 50% Pharma
- 30% Personal Care
- 12% Machinery
- 6.5% Perfumery
- 1.5% Wine Growing

Pharma

Angelini is an integrated company working on the research, development, production and marketing of active principles, branded medicaments and equivalents, medical products, food supplements and cosmetics. The 2016 turnover is 837 million euro.

It has establishments in Italy, Spain, Portugal, Austria, Poland, Czech Republic, Slovak Republic, Hungary, Romania, Bulgaria, Slovenia, Croatia, Greece, Turkey, Russia, USA, and Pakistan. In recent years it implemented an internalisation strategy in countries with a high potential for growth, through selective purchasing or by developing facilities already existing abroad: the percentage of turnover achieved abroad has been steadily increasing since 2000 and was close to 50% in 2016. Angelini products are marketed in more than 60 countries in the world, thanks to agreements with local firms.
Pharma Turnover by country 2016

Therapeutic areas and brands
Internationally the firm is specialised in the following therapeutic areas: pain and inflammation, nervous system diseases and disorders, infection control and infectious diseases. The international brands include Trittico (trazodone), Tantum (benzydamine), Aulin (nimesulide), Vellofent (fentanyl), Xydalba (dalbavancin).

In Italy Angelini is one of the leading pharmaceutical companies in sales turnover, one of the companies with the highest growth rate on the prescription drugs market – especially in analgesia with the Tachipirina line – and a leader in self-medication with brands like Moment, Tantum Verde and Amuchina.
Research and Development
Angelini has more than 50 years of research and development experience in the pharmaceutical sector, as demonstrated by the full development of a number of drugs. Two of them, the topical anti-inflammatory benzydamine and the antidepressant trazodone, are worldwide distributed and commercialized in more than 60 Countries. Angelini in-licensed the fluoroquinolone prulifloxacin in the ’90, and carried out its full preclinical and clinical development in Europe, following the registration and commercializing the product in several European countries. More recently, Angelini strengthened the efforts in the anti-infective area by in-licensing dalbavancin, a semi-synthetic second-generation lipoglycopeptide antibiotic, in use for the treatment of ABSSSI (acute bacterial skin and skin-structure infections). Last year, the first ever in Europe combination of paracetamol and ibuprofen entered the Angelini portfolio.

Presently, the main research programs focus on the core therapeutic areas:

- **PAIN & INFLAMMATION DISORDERS**: Currently, the research activities focus on either new products or well-known drugs, to be used in monotherapy or in combination, aimed to increase the efficacy and to reduce the side effects. These studies also include formulation approaches to optimize drugs bioavailability and dose regimen.
NERVOUS SYSTEM DISEASES & DISORDERS: The R&D is leading studies on the mechanism of action of trazodone and of new chemical entities showing activity on different molecular targets in neuropsychiatric diseases, allowing the development of considerable expertise in the biochemistry, physiology and pharmacology of the neural mechanisms involved in major depression and in other mood disorders. The studies mainly deal with the problem of the mechanism responsible for the antidepressant activities following their effects on neurotransmission. The R&D is further carrying on research activities on new molecular targets responsible for relevant pathologies of the nervous system, such as bipolar disorder, schizophrenia, and multiple sclerosis.

INFECTION CONTROL & INFECTIOUS DISEASES
Starting with the experience of the development of prulifloxacin, the Angelini R&D strengthened the interest in the anti-infectives area, a field of global concern where pharmacological research has become a priority to solve the serious problem of antibiotic resistance. At present, the activities focus on the evaluation of the antimicrobial efficacy of new products, being used either as monotherapy or in combination, and medical devices made with advanced antibiotic-resistance technologies. Furthermore, the Angelini RR&D is more and more interested in the role of gut, vaginal and dermal microbiota.
Manufacturing Plants
All the Manufacturing Plants are in Italy.
The Fine Chemicals di Aprilia (LT) plant manufactures active principles and advanced intermediates destined for the Italian market and the international markets (especially the USA); it covers an area of 70,000 sq.m, has a production capacity of 140,000 litres and employs 160 people.
The Ancona factory makes Finished Products (medicinal products, medical devices and medical-surgical aids) in the form of solids (powders, granulates, tablets, film-coated tablets and pills) also effervescents (granulates and tablets), sterile liquids (phial), non-sterile liquids (gargles, syrups, nebulizers, vaginal douches, drops, vials, bottles, micro-enemas), semisolids (suppositories, ovules, ointments). It covers an area of 177,000 sq.m and has a production capacity of 150 million articles/year; it employs 590 people.
Amuchina brand disinfectant and hygienization products are manufactured in the Casella (GE) plant for the Italian and international markets. Covering an area of 17,000 sq.m, it has a production capacity of 6 million litres /8 million articles/year and employs 33 people.

The diversification of the Angelini group
In the Personal Care sector, Fater, an on equal terms joint venture between Angelini and Procter & Gamble, produces and markets in Italy baby napkins, sanitary towels and incontinence pads with the Pampers, Lines, Lines Specialist and Tampax brands. It produces and markets in 39 countries (Europe and Ceemea) Ace, Neoblanc and Comet brands. The branch is in Pescara, Italy; production plants are placed in Italy (Pescara and Campochiaro-CB), Portugal (Porto) and Marocco (Mohammeda).

With regard to Machinery, Fameccanica, an on equal terms joint-venture with Procter & Gamble, is world leader in the design, construction and installation of integrated production lines for the disposable absorbent hygiene products industry. The company operates in Italy, Brazil, China and North America.

In the Perfumery sector, the Angelini Beauty business unit operates in Spain, Italy and Germany creating and distributing in 85 countries in the world lines of fragrances and cosmetics under licence for fashion brands and luxury Made in Italy labels like Trussardi, Gianfranco Ferrè, DSquared and Laura Biagiotti.
Bertani Domains is the group’s company that operates in the field of Vine Growing and Winemaking with 6 cellars, 800 hectares of land, of which 500 cultivated with vines and a total production of about 4 million bottles a year. The best known wines include: Brunello di Montalcino, Nobile di Montepulciano, Chianti Classico, Amarone and the famous DOCs from Collio and Isonzo. In 2015 it bought Fazi Battaglia, the historic firm in The Marches, famous for its Verdicchio.