

Acquisition streamlines industry access to advanced processing solutions

With the acquisition of the Spanish manufacturer, STE Tecpharm, Romaco is strengthening its position as a turnkey supplier of processing technologies. In particular, Tecpharm's patented drum coaters will complement Romaco Innojet's granulation and fluid bed technologies.

From now on, Tecpharm will operate under the name Romaco Tecpharm. The initial purchase sees Romaco acquire a 75% share of Tecpharm, which was previously owner-managed. The remaining 25% will be transferred subsequently.

The acquisition of Tecpharm will further strengthen Romaco's processing business. Tecpharm's drum coaters, coupled with the company's conventional granulation lines and Wurster fluid bed systems, perfectly complement the Romaco range for processing pharmaceutical solids.

"With the takeover of Tecpharm and its patented high-tech tablet coating machines, we can decisively expand our portfolio," explains Jörg Pieper, CEO of Romaco Group. "Tecpharm manufactures drum coaters that embody economic efficiency, reliability and batch flexibility – and therefore perfectly fit the products and quality standards of Innojet and Kilian. This new constellation creates valuable synergies, which we intend to leverage systematically in order to offer our customers state-of-the-art processing solutions, from one source and cast from one mould. Our processing laboratories will serve as important points of contact worldwide."

COATING SYSTEMS AND LAB-SCALE TECHNOLOGY

Tecpharm was founded by its managing director, David Mateo along with Bárbara Jané and Pedro Cuadrado in 2013 as a spin-off of the STE Group. The company employs around 30 people at its present site in Rubí, Spain near Barcelona. Tecpharm's core competencies as a supplier of equipment to the pharmaceutical industry comprise the development, assembly and marketing of coating systems for tablets. In addition, the manufacturer provides various technologies for wet granulation on a laboratory and production scale.

Following the transaction, Tecpharm will operate as an independent, Spanish-based business unit of the Romaco Group. Romaco Tecpharm will be run by the founder, Mateo.

"I regard the exit to Romaco as a milestone in our relatively young company history," emphasises Mateo. "Our integration into such a



Jörg Pieper, CEO of the Romaco Group

successful global player will create major growth opportunities for Tecpharm. Our high-quality products are unique and represent real added value for the Romaco Group. The support we get from Romaco's worldwide sales and service network will allow us to expand the reach of these products enormously and shall boost our sales accordingly. Moreover, Romaco is a very decentralised organisation, which will ease our integration with our new sister companies at eye level."

PHARMA MACHINERY SPECIALIST

This latest addition to the Romaco family takes the total number of production sites to five in Germany, Italy and Spain. The European pharmaceutical machinery specialist covers the entire process chain with technologies for

manufacturing, processing and packing pharmaceutical solids. The processing segment will in future be made up of the Romaco Innojet, Romaco Kilian and Romaco Tecpharm product brands and the respective wet granulation, pellet coating, tableting and tablet coating technologies.

"The acquisition of Tecpharm is a great chance for us to sharpen the product profiles of our processing brands," says Pieper. "The aim is to establish Tecpharm as a dominant supplier of coating systems for tablets. Innojet will focus on granulating and coating fine solid particles. Tecpharm's complementary technologies in this area will be integrated into the Innojet portfolio. That way, we will be optimally positioned across the board." ■

Did you know?

More than 800 highly-skilled and committed Romaco employees are dedicated to the development of future product technologies and to the continuous implementation of internal improvement processes. Over 12 000 installations delivered by Romaco are currently in use at manufacturers located in more than 180 countries worldwide.



The founders of Tecpharm, Pedro Cuadrado, Bárbara Jané and David Mateo