

full screen



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## OUR MISSION



At Indena we believe that an in-depth knowledge in active ingredients derived from medicinal plants and the search for excellence at all times are crucial commitments to serving our customers in pharmaceuticals, health foods and cosmetics.

Research and production technologies are the main focus of our mission and the way we create a “value difference” for our partners. And we’ve got more than 80 years of experience to prove it.

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# COMPANY OVERVIEW

A privately owned Italian company founded in 1921, Indena originally focused on extracts from medicinal plants for galenic preparations.

## INDENA TODAY IN FIGURES

700  
700 employees

4  
4 sales branches in the world

6  
6 production sites in the world

40  
sales in over 40 countries

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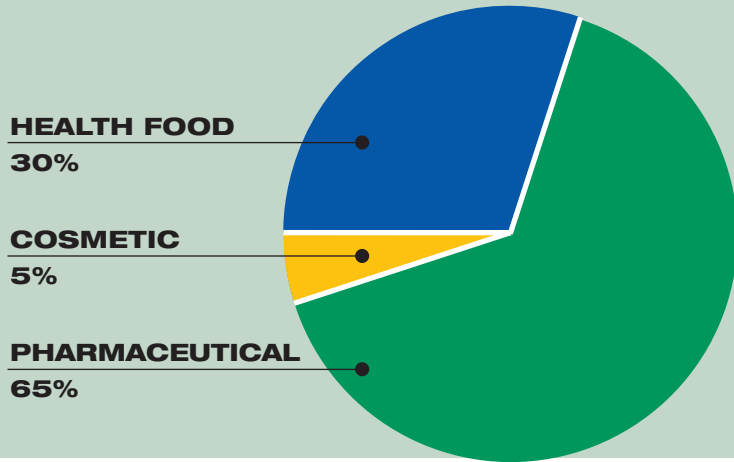


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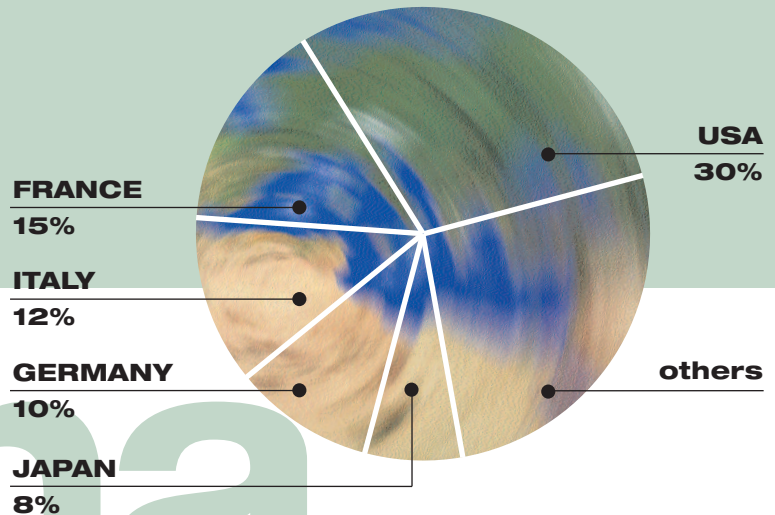
# THE INDENA MARKET

Indena pursues excellence with the goal of being recognised within the botanical derivatives sector as the partner of choice for companies offering their customers innovative products.

## THREE BUSINESS SECTORS



## MAJOR MARKETS



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# INDENA: A PROACTIVE VOICE



Indena's experts constantly communicate and interact with the major international

## REGULATORY AUTHORITIES:

**EMA** - European Agency for the Evaluation of Medicinal Products  
**European Pharmacopoeias**

**ESCOP** - European Scientific Cooperative on Phytotherapy

**Italian Pharmacopoeia**

**NCCAM** - National Centre for Complementary and Alternative Medicine

**NIH** - National Institutes of Health

**WHO** - World Health Organisation

**US Pharmacopoeia**

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# INDENA: A PROACTIVE VOICE



Indena is an active member of all the relevant

## SECTOR ASSOCIATIONS:

### **Assoerbe**

**AESGP** - Association Européenne des Spécialités Pharmaceutiques Grand Public

**CRN** - Council for Responsible Nutrition

**CRN Japan** - Council for Responsible Nutrition of Japan

**Federchimica/Gruppo Additivi Alimentari**

**Japan Health Food & Nutrition Food Association**

**JFAA** - Japan Food Additives Association

**Kooperation Phytopharmaka** - Germany

**HRF** - Herb Research Foundation

**NNFA Japan** - National Nutritional Foods Association Japan

**SIFIT** - Società Italiana di Fitoterapia

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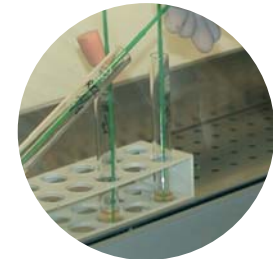
# A RESEARCH BASED COMPANY



There are three sectors of excellence in Indena research:

- Process research: original advanced industrial production processes are designed and engineered for work on existing or new molecules, often on behalf of our partner companies
- Identification of new active principles derived from plants for pharmaceuticals, health foods and cosmetics
- Set up of proprietary formulations based on the combination of botanical derivatives

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# NEW CHALLENGING GOALS



Our most recent research goal in the pharmaceutical sector is the licensing out of new patented molecules tested up to clinical phase I.

Once our researchers have identified a new active principle, Indena:

- develops original manufacturing procedures
- validates the bulk production according to the international regulatory systems
- produces assessment and documentation of preclinical studies
- may carry out clinical phase I trials

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# MAIN PRODUCT CATEGORIES



## **ISOLATED PURE PRODUCTS**

Pure molecules isolated from medicinal plants

## **SELECTED ACTIVE PRINCIPLES**

Whole of natural substances belonging to the same chemical class

## **STANDARDISED EXTRACTS**

Total extracts with a reproducible content of active or characteristic principles

## **FORMULATED PREMIXES**

Bulk formulations of active principles ready for use

## **FLUID EXTRACTS:**

Phytelene®: Hydroglycolic extracts which contain the totum of the plant

Cosmelene®: Extracts with butylene glycol or butylene glycol and water

## **PHYTOSOME®**

Complexes of active principles and phospholipids

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# PHARMACEUTICAL MAIN PRODUCTS CATEGORIES

- ISOLATED PURE PRODUCTS
- SELECTED ACTIVE PRINCIPLES
- STANDARDISED EXTRACTS
- PHYTOSOME®



## TYPICAL PRODUCTS

Isolated pure products are at the cutting edge of our research and technological know-how.

Isolated pure products are single highly purified molecules isolated from medicinal plants such as:

### **PACLITAXEL**

Anti-cancer

### **10-DAB III**

Intermediate for  
anti-cancers

### **ESCIN**

Antioedema

### **COLCHICINE**

Antigout

### **NICERGOLINE**

Nootropic

### **RESERPINE**

Antihypertensive

### **THIOCOLCHICOSIDE**

Muscle relaxant

*Indena is by far the major producer of FDA approved paclitaxel*

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# HEALTH FOOD

## MAIN PRODUCTS CATEGORIES

- SELECTED ACTIVE PRINCIPLES
- STANDARDISED EXTRACTS
- PHYTOSOME®



## TYPICAL PRODUCTS

Standardised extracts were introduced in the health food market by Indena more than 10 years ago.

Some of our most important standardised extracts:

### **BILBERRY**

(Mirtoselect®)

### **GINSENG**

(Ginselect®)

### **GRAPE SEED**

(Leucoselect®)

### **GREEN TEA**

(Greenselect®)

### **SAW PALMETTO**

(Sabalselect®)

### **SOYBEAN**

(Soyselect®)

Only Indena standardised extracts have full chemical characterization backed up by **quality, safety and efficacy tests**

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# SKIN & HAIR CARE

## MAIN PRODUCTS CATEGORIES

- ISOLATED PURE PRODUCTS
- SELECTED ACTIVE PRINCIPLES
- STANDARDISED EXTRACTS
- FORMULATED PREMIXES
- FLUID EXTRACTS (Phytelene®- Cosmelene®)
- PHYTOSOME®

## TYPICAL PRODUCTS

Indena leverages its solid pharmaceutical background for the cosmetic field, developing functional ingredients with a wide range of applications for “high” skin & hair care products, such as the following lines:

### **PHYTOSOME®**

A complex of active principles and purified soybean phospholipids

### **COSMELENE®**

A new generation of functional, concentrated and standardised fluid extracts

each designed to provide a specific benefit to the skin

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# BOTANICAL SOURCES



In addition to the widespread traditional harvesting system of wild plants, Indena has established a world-wide network of plantations to provide its factories with high quality officinal plants.

- Internationally recognised botanical experts control more than 6,000 acres of Good Agricultural Practices (GAP) compliant plantations.
- Today more than 60% of the botanical raw material we use is grown in plantations.
- In their pursuit of the highest botanical standards and with maximum respect for the environment, our specialists conduct plant breeding operations on certain product lines.
- Plant tissue culture is used in the clonal propagation of high producing plants. This micropropagation offers an opportunity to achieve safe, high-quality plant stock, which is free from viral disease.

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# INDENA PRODUCTION FACTS & FIGURES

Advanced and highly flexible state of the art technology is used throughout the entire Indena manufacturing cycle, guaranteeing:

- Compliance with Good Manufacturing Practices (GMP)
- Scale-up of new active principles, including those patented and licensed by clients
- Oncology units fully dedicated to the production of cytotoxic compounds
  - Controlled area for final purification steps, HEPA filtered, fully validated
  - Drying, finishing and packaging operations using glove box units
- Huge extraction capacity up to 20,000 metric tons of botanicals per year
- Health food pre-mixed formats (blending, granulation, capsule filling, tableting, coating and packaging)

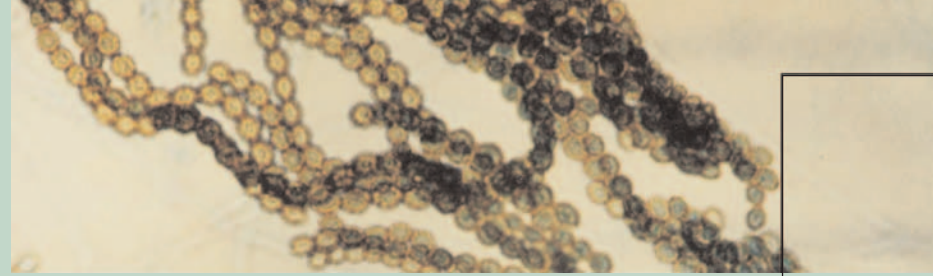
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# THE BIOTECHNOLOGY CHALLENGE



Indena resources are dedicated to research and development in the following fields:

- microbial fermentation and biotransformation
- enzyme conversion
- plant cell and tissue culture (fermentation and micropropagation)
- protein technology
- recombinant DNA

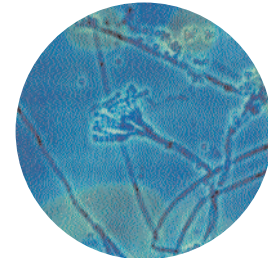
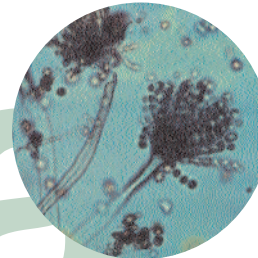
Indena production expertise is focused on:

- plant and microbial secondary metabolites
- plant proteins and peptides

This has led to the development of:

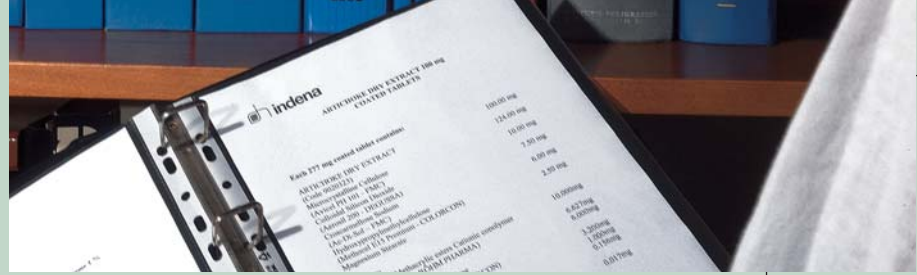
- active pharmaceutical ingredients
- active principles for generics
- functional ingredients for nutraceuticals and cosmeceuticals

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# INDENA QUALITY SYSTEM



The Indena Quality System is based on:

## QUALITY ASSURANCE QUALITY CONTROL

The Indena Quality System ensures that all manufacturing, control and packaging processes comply with current Good Manufacturing Practices (GMP).

Indena is approved by the FDA and by the Italian Ministry of Health. Customers such as international pharmaceutical companies may also conduct their own audits.

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# CUSTOMER ADVISORY SERVICE



Indena develops a real partnership with its clients during all phases of a project:

## **RESEARCH**

Co-development of new active principles

## **FORMULATION DEVELOPMENT**

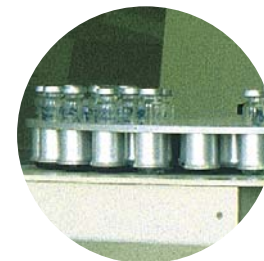
From high level consultancy to implementation :

- written formulation advice
- pre-mix sample preparations
- tablets, capsules, granules, creams, lotions and drink solutions samples

## **PRE AND POST-SALE ASSISTANCE**

- pre-sale consultancy and long term after-sale assistance
- analytical methods supply

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# MARKETING & COMMUNICATION



- Market trend analysis to launch and position new products
- New project selection based on R.O.I. (Return Of Investments)
- Scientific communication through:
  - Partnership with universities to create and support post-graduate education in phytotherapy
  - Participation in major scientific events and trade exhibitions
  - Regular contributions to scientific, corporate and trade publications
  - Fitoterapia, a journal founded in 1929 and today recognised world-wide as a premier source for the latest research on medicinal plants, now distributed by Elsevier

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# THE INDENA ORGANISATION



## HEADQUARTERS

Indena S.p.A. - Milan - Italy

## SALES BRANCHES

Indena France S.A.S. - Paris, France

Indena S.A. - Barcelona, Spain

Indena USA Inc. - Seattle, WA, USA

Indena Japan Co. Ltd. - Tokyo, Japan

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# THE INDENA ORGANISATION



## PRODUCTION SITES

Indena S.p.A. - Milan, Italy

Indena S.p.A. - Settala (MI), Italy

Bernett S.r.l. - Palestro (PV), Italy

Indena S.A.S. - Tours, France

Indena India Pvt. Ltd. - Bangalore, India

Indena Madagascar S.A. - Fianarantsoa, Madagascar

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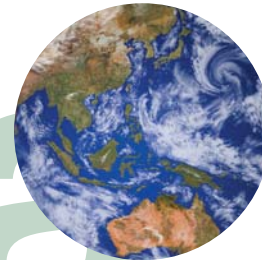


# SALES

Worldwide Sales Network through Area Managers, Branches, Agents and Distributors in:

- ARGENTINA
- AUSTRALIA
- AUSTRIA
- BELGIUM
- BRAZIL
- CANADA
- CHILE
- COLOMBIA
- DENMARK
- EGYPT
- FINLAND
- FRANCE
- GERMANY
- GREECE
- INDIA
- INDONESIA
- IRELAND
- ISRAEL
- JAPAN
- JORDAN
- MALAYSIA
- MEXICO
- NORWAY
- POLAND
- PORTUGAL
- RUMANIA
- RUSSIA
- SOUTH AFRICA
- SOUTH KOREA
- SPAIN
- SWEDEN
- SWITZERLAND
- TAIWAN
- THAILAND
- UKRAINE
- UNITED KINGDOM
- USA
- VENEZUELA

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