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Uquifa
Chemistry for a better life

UQUIFA GROUP

Driving innovation in API Synthesis

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Q: Can you provide an overview of UQUIFA Group evolution as a leader in Contract Development and Manufacturing Organization (CDMO)/ fine chemical manufacturing within Europe, highlighting key milestones and developments?

A: With over 87 years in the industry, the UQUIFA Group has evolved in terms of its product offering, business positioning and its own internal capabilities. In the recent past the acquisition of SONEAS enhanced our R&D and manufacturing capabilities in Hungary. We have transitioned from being a CMO (contract manufacturing organization) to a full integrated Contract Development and Manufacturing Organization (CDMO) serving key markets in the USA, Japan, and Europe. Notable milestones include integrating our facilities in Spain, Hungary, and Mexico, focusing on strategic investments in people, products, and plants through substantial CAPEX initiatives since 2022. We have expanded our services to include discovery capabilities even as we brought to commercialization certain proprietary expertise like metathesis, hydroxyethylation, and chromatographic purification for our customer base.

Q: How does UQUIFA Group leverage its proprietary expertise and scientific capabilities (3P strategy) to differentiate itself in the competitive landscape of the European chemical industry?

A: UQUIFA Group sets itself apart with its 3P strategy: People, Products, and Plants, focusing on customer centricity, compliance, and scientific excellence.



Investments in digitization have centered around delivering manufacturing excellence enhancing compliance and organizational productivity. Recent CAPEX initiatives have expanded our toolbox and capacity, allowing us to offer a broader range of integrated services. This balanced approach and focus on internal improvements places us in a strong position to benefit from the trends of reshoring in the competitive European chemical industry.

Q: As a 'one-stop shop' in Europe and Mexico, what specific advantages does UQUIFA Group offer to its clients compared to other global competitors?

A: As a 'one-stop shop' in Europe and Mexico, UQUIFA Group offers integrated project management from R&D to large-scale manufacturing across our facilities in Spain, Hungary, and Mexico. This capability ensures our clients from the USA, Japan and Europe to benefit from seamless transitions between development stages, promoting efficiency and consistency. It is our objective to place the customer's program at the center of our priority universe; our optimal size as an organization makes us a nimble partner and delivers quick decision making to meet the customer's needs. Our chemistry expertise and understanding of the manufacturing process complements the agile project management which we bring to each program / project that we run. It is our belief that a combination of the above quantitative and qualitative factors brings value to our customers]



Qualified Mechanical Engineer with a Masters in Business Administration.

Leads the business from 2020. With the UQUIFA Group since 2015 and managed responsibilities across functions of Business Development, Procurement and Regulatory Affairs. Nine years of experience in the Investment Management industry prior to joining the Fine Chemistry & Pharmaceutical sectors.

Member of the Young Presidents Organization (YPO) & industry forums like DCAT, CEFIC & Trans Atlantic industry-government groups.



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Q: In what ways does UQUIFA Group smaller size facilitate faster decision-making processes and enhance its ability to prioritize customer needs over larger competitors?

A: UQUIFA Group's compact structure allows for quicker decision-making, making us more agile and responsive to customer needs. This agility helps us prioritize customer projects more effectively than larger competitors, ensuring timely and personalized solutions. Our recent expansions and increased capacity through CAPEX initiatives further enhance our ability to deliver customized services promptly.

Q: How does UQUIFA Group ensure that each client's project is treated as the number one priority, and what specific measures are in place to achieve this?

A: UQUIFA Group ensures that each client's project is treated as the number one priority through our commitment to "right-first-time" (RFT) execution.

We have consolidated our services into a one-stop-shop model, aligning with our

core values of compliance, customer centricity, and scientific excellence. Our strategic investments in digital transformation and automation, along with the expansion of our toolbox and increased capacity, enable high-quality and prioritized project management. This approach ensures that we consistently deliver exceptional results for our clients.

Q: What steps has UQUIFA Group taken to improve its environmental sustainability and reduce its carbon footprint?

A: UQUIFA Group is dedicated to advancing environmental sustainability through strategic initiatives. In alignment with the UN Global Compact and the UN Sustainable Development Goals (SDGs), we adhere to the Science Based Targets initiative (SBTi) to reduce our greenhouse gas emissions in line with climate science. We have adopted biological wastewater treatment plants, and emission control systems and enhanced energy efficiency through advanced lighting and bulk nitrogen systems. Our commitment to continuous improvement is exemplified by programs such as "Do it good, do it better," and we engage closely with suppliers to ensure sustainability throughout our supply chain. These efforts are aimed at reducing our environmental footprint by lowering energy use and waste by 2030, thereby promoting a more sustainable future.

