



UNITHER Pharmaceuticals provides development and manufacturing services for various treatments, notably in ophthalmology, asthma, and ENT, on behalf of its clients.

Unither aligns with the growing trend among major pharmaceutical laboratories to increasingly outsource the manufacturing of their products. Within the subcontracting sector, Unither stands out from most players through two characteristics:

- A specialization in certain pharmaceutical forms, in particular sterile unit doses.
- A turnkey product offering that clients can market under their own brand.

Founded on 29 November 1993 following the acquisition of a Sanofi-owned facility, the company initially specialized in producing sterile polyethylene unit doses such as saline solution, asthma products, and eye drops. The technology used is Blow-Fill-Seal (BFS), which enables the production of a sterile unit dose in a single manufacturing step.

As the market was initially limited, UNITHER grew by implementing two simple ideas:

- Proactively offering new unit-dose products to clients and prospects.
- Allowing clients to benefit from economies of scale through pooled volumes and strong industrial competitiveness.

Starting in 1997, the company expanded internationally, first by exporting its products and then by acquiring a facility in Rochester (NY, USA) in 2013.

In 2015, Unither established a presence in Brazil by acquiring a facility in Barretos. Then in 2020, an acquisition in Nanjing, China, strengthened its global footprint.

In 2022, Unither further expanded its activities by acquiring a new ophthalmology-focused site in São Paulo. This international development strategy aims to support clients' global industrial strategies by moving closer to their target markets.

Today, **UNITHER Pharmaceuticals** is one of the leading French pharmaceutical contract manufacturers, with revenues close to **€475 million in 2023**. The company has become the **global leader** in manufacturing sterile unit doses, with a production capacity of **5 billion doses** and a presence on **four continents**.

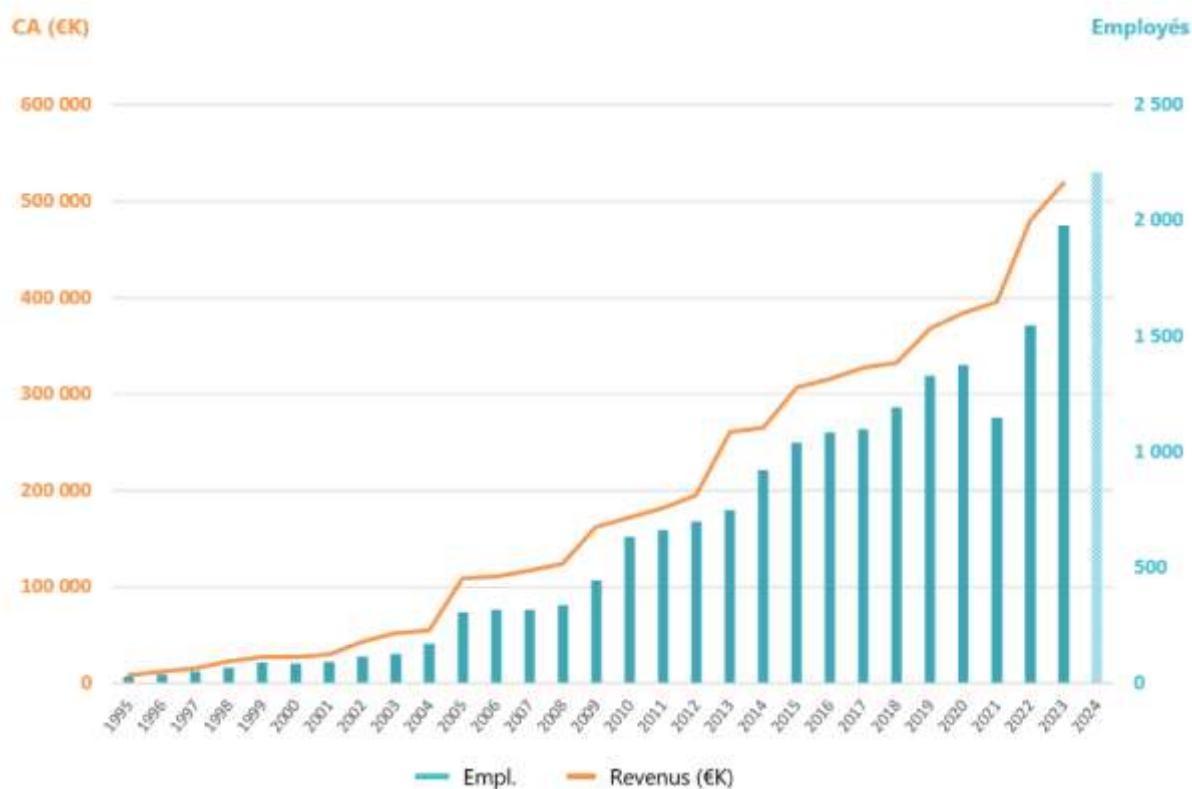
The Group includes **four production plants in France, one in the United States, two in Brazil, one in China, and one innovation and development center in Bordeaux**. Total staffing is close to **2,164 employees**.

Unither's vision is to make widely accessible healthcare products that improve and simplify patients' lives. To achieve this, Unither develops solutions based on recognized active

ingredients, presented in specific formats—packaging or dosage forms—that enhance patient benefits. This differentiation relies on industrial know-how and/or intellectual property.

Unither is a French company whose shareholders include investment funds led by **GIC, IK Partners, Keensight, Parquest, and Picardie Investissement**, holding **74% of the capital**, and the Group's senior managers, who collectively hold **26%**.

Historical evolution of revenue and staffing:



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