

Ireland's long tradition of pharmaceutical excellence

John Daly

Ireland has a long tradition of pharmaceutical operational excellence and has been attracting manufacturing facilities

from major Life Sciences companies for over fifty years. Over that time, the country has established a formidable cluster of global names in manufacturing, process development and high-value

services serving markets around the world. "Ireland is a globally recognised centre of excellence in life sciences due to the country's strong regulatory track record and talent availability,"

said Martin Shanahan, Chief Executive Officer of the Industrial Development Agency. "The pharmaceutical industry makes a huge contribution to the Irish economy in terms of the creation of skilled and

highly sought after positions. Certainty of access to the European Union is an increasingly important selling point, and we will continue to promote Ireland as an ideal location for companies from

a range of sectors including pharmaceuticals, IT and financial services that are looking to ensure that they have a presence in the European single market."



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Pharma sector continues to expand and attract new companies to Ireland

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In the first quarter of 2017, Ireland has continued to witness the ongoing expansion of established firms, as well as the arrival of new firms attracted by the proven benefits of having a base here.

Allergan marked 40 successful years of business in Ireland this month by confirming an additional investment of €42 million in its Irish operations in 2017. The company, which employs over 1,700 people here, also announced details of a new €50,000 Innovation Award Programme with a number of Irish colleges. Allergan operates three facilities in Ireland - two manufacturing operations at Clonsilla and Westport - as well as an international supply chain office in Dublin. The Westport and Clonsilla facilities develop and manufacture a range of branded medicines primarily for the export market. "As Allergan continues to grow its operations globally, Ireland continues to be a cornerstone of that growth," said Chairman, President and Chief Executive Officer, Brent Saunders. "Our success has been built on strong teams globally, including our highly talented team we have here in Ireland, operating at state-of-the-art manufacturing facilities producing pharmaceutical products for the global market."

Aralce Pharmaceuticals Inc., a global specialty pharmaceutical company which focuses on cardiovascular, pain and other specialty areas, plans to add more highly skilled jobs in Dublin by the end of 2017. CEO Adrian Adams, said: "The opening of our new Ireland headquarters is extremely im-

portant to Aralce. Ireland has an excellent reputation as a leading location for talented professionals in the pharmaceutical industry and will be essential to help us grow our operations over the next few years."

Almac Group, the Craigavon based global contract pharmaceutical development and manufacturing organisation, has secured new premises in Dundalk to support its ongoing global expansion plans in response to increased client demand. CEO Alan Armstrong commented: "This latest investment in Dundalk is a further example of Almac's ambitious global expansion plans and will deliver up to an additional 100 new jobs within the first two years. This news comes in addition to our recent announcement of a €27m investment at our global Headquarters in Craigavon, our US operations and our European facility in Athlone."

Aerie Pharmaceuticals, Inc. has entered into a lease agreement to establish a new manufacturing plant in the recently constructed IDA Advanced Technology Building in Athlone. The facility will house Aerie's first manufacturing plant, which is expected to produce commercial supplies for the company's current products for treatment of glaucoma. Estimated project-wide construction and equipment costs are expected to total approximately €25 million. The company will initially create up to 50 new jobs in sterile manufacturing, quality, engineering and other support capabilities.

"We have now achieved another milestone in executing our stated long-term strategy," said Vicente Amador Jr., Ph.D., Chief Execu-

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tive Officer and Chairman at Aerie. "As we prepare for commercialisation, it is increasingly important that we ensure greater independence regarding our finished product sourcing while also meaningfully reducing our future product costs."

BD (Becton, Dickinson and Company), a leading global medical technology company, announced its plans to open a new research and development Centre of Excellence in Limerick, creating 100 new jobs to the city. The €21 million investment includes an extensive renovation of the former UniGlobal facility in the National Technology Park. Once completed, it is planned to house more than 200 high-tech positions. Ellen Strahlman, Executive Vice President R&D and Chief Medical Officer for BD said: "Ireland is an important part of our growth plans, and

the Limerick Centre of Excellence is foundational in our objective to build an agile, world-class global organization to deliver an R&D portfolio that drives growth. This will require significant hiring of R&D associates, collaboration with local universities and the development of new technical capabilities. Areas served by activities and products arising from our new R&D Centre of Excellence will include the fields of microbiology and molecular biology, clinical and cellular research analysis, and industrial microbiology.

Takeda Pharmaceutical Company Limited is to invest €40m in a new facility at their Grange Castle site in Dublin. The investment will expand the site's existing footprint, and create up to 40 new positions with the construction of a new standalone high containment production facility dedicated to manufacturing its oncology product for global markets. The largest pharmaceutical company in Japan and a global industry leader, Takeda first set up operations in Ireland in 1997 manufacturing products for global markets. Mr. Paul Keogh, Plant Director at Takeda Ireland Grange Castle said that the additional investment in Ireland demonstrates the confidence and commitment Takeda has in its Irish operation. "We are proud that we have been entrusted with the responsibility to produce and deliver this very important treatment for cancer patients worldwide. We have a great team here in Ireland and are committed to continuing to put patients first through the timely manufacture and supply of high quality products from our site."

Irish-owned recruitment company wins with UK and global contractors

PE Global, headquartered at Eastgate Avenue, Little Island, Cork and with offices in Dublin and London, has seen demand for its services on an upward trajectory with recent wins with UK entities and global blue-chip companies. The company offers tailored recruitment solutions to the pharmaceutical, biotechnology, medical device sectors as well as the healthcare, IT, finance and construction sectors in Ireland and internationally, placing contract and permanent staff.

Managing Director of PE Global, Michael O'Brien, lauded the opportunities for staff at home and abroad: "The world and Ireland has opened up for talented people, whether they are engineers, scientists, doctors, buyers, financiers or operatives," he said in announcing the new wins. "The opportunities are many, and the ability to move between different countries and cultures is an attractive option. We recruit and supply candidates all over the world, including

Ireland, the UK, Europe, the Middle East, Africa, Asia and Australia." PE Global is the preferred supplier of permanent and contract personnel to several large entities, including large

Managed Service Providers and the global leader in integrated workforce solution delivery.

Director of Operations at PE Global, Keith McDonagh, added: "Meanwhile, the home market is strengthening daily, and opportunities abound for the right people. We enjoy long-term partnerships with several multinational companies on our books and we have placed over 1,000 Contractors in Ireland alone and just under 1,000 permanent professionals both at home and abroad year to date in the Lifesciences, Healthcare, IT, Finance, Construction and Pharma sectors. Companies like ours are, therefore, the conduit for domestic and global players, providing a talent bank that is both relevant to their needs and cost-effective." Mr. McDonagh added that the rise in workplace opportunities in Ireland and abroad is surely a strong indicator of a global recovery, with its resultant benefits to people, services, and nations.

PHARMA: A LYNCHPIN OF IRELAND'S ECONOMY

- 120+ biopharmaceutical operations in Ireland (40 FDA approved)
- 29,000+ jobs directly employed in the biopharma FDI sector (2016)
- 9 of the top 10 biopharmaceutical companies have manufacturing in Ireland
- €39bn worth of exports from the pharmaceutical sector (2015)
- Ireland is the 7th largest exporter of medicinal and pharmaceutical products in the world (2015)
- The sector contributes more than €1 billion in corporation tax to the Irish Exchequer annually.

2016 marked second year of record growth

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IDA Ireland, the agency responsible for attracting foreign direct investment, began the year with the announcement of the highest level of employment in its history. Total employment at overseas companies now stands at 195,877 people, the highest level on record. IDA client companies created just under 19,000 jobs on the ground during 2016 across a range of sectors, with every region of Ireland posting

net gains in jobs.

The performance was produced against a backdrop of unprecedented geopolitical changes, an underperforming European economy and intense competition from other jurisdictions for foreign direct investment.

IDA CEO Martin Shanahan said: "That companies have continued to invest in Ireland is testament to the quality of the offering we have here. The contribution of the FDI sector has

always been important to Ireland, but the 2016 results show that the contribution has never been greater. It is particularly welcome to see such a broad-based performance and all regions growing. International Services, Pharmaceuticals & Medical Devices and Financial Services all showed significant employment increases in 2016. Many of the projects won in 2016 were capital intensive, with a huge knock-on effect for the Irish economy."

This capital investment is spread throughout Ireland, with 63% outside of Dublin and bringing a significant construction employment impact through all regions. "Sectors like pharmaceuticals, engineering and manufacturing are particularly capital intensive, often investing tens of million in developing their sites. For every ten jobs created by an IDA client company, there are seven knock-on jobs created in the wider economy."

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Brexit offers opportunities

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The planned exit of Britain from the European Union has led to a significant volume of specific queries to IDA offices from across the world. The queries have originated in the UK, the US and Asia, with companies seeking to mitigate risk and ensure access to the European market post Brexit. Feedback from investors suggests that

companies are currently undertaking detailed due diligence of a small number of locations within Europe - Ireland is amongst those locations. IDA Ireland's level of engagement intensified in the second six months of 2016 as both existing and potential investors consider their options in a post-Brexit world. The agency has launched a communications campaign led by a new on-line film

which uses the theme of numbers as a way of reminding its target audience of some of Ireland's most relevant and compelling features as an FDI location, emphasising our 100% commitment to the EU, our talent demographics and the 12.5% corporation tax rate. "Our membership of the European Union has become an even more important selling point since European referendum in the

UK," says Martin Shanahan. "Our membership gives us all important access to the European market, but it also gives us access to a European labour pool which allows talented people to come and work in Ireland. Given that it is access to talent that will dictate which jurisdictions win investment in the future, access to the European labour market is a significant positive for Ireland."

Ireland rises to 7th place in global competitiveness rankings

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Ireland has been ranked 7th of the 61 countries benchmarked in the 2016 IMD World Competitiveness Yearbook - moving up nine places in overall competitiveness from the previous year's ranking. Published since 1989, the IMD World Competitiveness Yearbook is reputed as being the worldwide reference point on the competitiveness of nations, ranking and analysing how an economy manages the totality of its resources and competencies to increase the prosper-

Ireland achieved top ranking position in a number of important sub factors:

- 1st for Real GDP Growth
- 1st for Flexibility and adaptability of people
- 1st for Real GDP Growth per capita
- 1st for Investment Incentives
- 1st National Culture
- 1st for Finance Skills

ity of its population. Commenting on the results, the IDA's Martin Shanahan said: "International competition for investment has never been more intense. Major global companies continue to set up operations and expand in significant numbers here. In recent years Ireland has regained valuable competitiveness, while continuing to offer a strong skills base to prospective companies looking to invest here. This has helped to deliver a very strong FDI performance by Ireland."

Enva - An industry leader with 40 years hazardous waste experience

Enva is a leading hazardous waste, water services and laboratory services provider that works in close partnership with their customers in the pharmaceutical, medical devices and diagnostics industries. The company has a highly experienced team of engineers, operatives and scientists focused on customer service, safety and excellence - complete with ISO 9001, 14001 and 18001 accreditations. Enva specialises in accurately diagnosing waste water operating problems or inefficiencies and producing the most appropriate and cost effective solution to remedy the problem. Through a sequence of on-site field analyses and labora-

tory studies, the company designs operational programmes to optimise system performance in the areas of compliance, volume reduction, recovery/recycle and cost. They also provide a comprehensive range of waste water treatment products. In addition, Enva offers a range of sludge dewatering methods for dealing with wastewater treatment, settling pond, and filter-bed waste, including the use of AVC dewatering units, mobile decanters, and mobile centrifuge plants. They can also assist with the treatment and disposal of waste solids. Enva offer their clients a turnkey solution including ancillary services such as drain and sewer cleaning services to meet EPA

licence requirements, CCTV surveys and any required rehabilitation works such as patch repairs, relining of pipes, lateral cutting and pressure testing of lines. The company also offers a range of unique and specialised 'flow & load survey' services. Founded over 40 years ago, Enva has developed into Ireland's leading waste recovery provider. Operating from 4 EPA licensed facilities they also work with clients to identify comprehensive chemical and biological treatments and/or disposal options for any hazardous wastes generated. They are also partner with industry leader Curium, for specialised chemical decontamination works.

Hovione Cork: A unique combination of capacity and high quality people

The Hovione Cork site was acquired in 2009 and now employs over 180 highly qualified professionals who strive to deliver high levels of customer service and customer satisfaction. The Cork site is always on the lookout to acquire talented individuals who share the same beliefs and values of the company - Integrity, Honesty and Transparency.

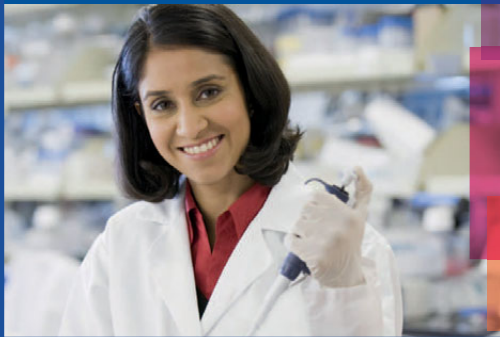
Hovione has over 57 years of experience as a CDMO and is currently a fully integrated supplier offering from drug substance to drug product intermediate to drug product. With four FDA inspected sites located in the U.S., Ireland, China and Portugal, the company prides itself in doing well what is difficult and provides customers with

what they cannot get elsewhere. On site, Hovione Cork has extensive facilities for drug substance manufacturing and the ability to run up to 12 discrete process trains at any one time. It also houses the largest pharmaceutical spray dryer available on the market (Niro PSD-5) which is particularly suited for large volumes of product.



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