

# BUSINESS PLATFORMS FOR PHARMA COMPANIES IN URUGUAY



LOGISTICS  
Regional  
Distribution



COMMERCIAL  
Trading &  
Procurement



INNOVATION  
Research &  
Development



PRODUCTION  
Manufacturing

 Megalabs

**MERCK**



 **CLAUSEN**

 **ROEMMERS**

**GBT** Grupo  
Biotoscana

 Adium Pharma

 **ERIOCHEM S.A.**

 **Farkel**

AstraZeneca 

 **Abbott**

 **Virbac**

 **MSD**

 **SHIMADZU**

 **Integer™**

## Success Stories



**Integer Montevideo** (formerly CCC Medical Devices) is dedicated to the design, development and manufacture of complete medical systems, with more than 35 years of experience in implantable medical devices that primarily service the United States market. Integer Montevideo has 250 employees, which includes 60 engineers (electrical, software, mechanical and chemical) in research and development. In August 2014, CCC was acquired by Greatbatch™, a medical device outsource company that provided components for implantable devices. In 2016, Greatbatch acquired Lake Region Medical™ and rebranded as Integer™. With the combination of CCC and Lake Region Medical, Integer has expanded its breadth of capabilities across the continuum from components to fully integrated systems to better meet the needs of the original device manufacturer (OEM).



**Megalabs** is a pharmaceutical company with a product portfolio commercialized in 18 Latin American countries and a total annual turnover exceeding US\$ 1 billion. With a current investment of over US\$ 100 million, in 2011 the Company began the process of establishing its new headquarters together with a state-of-the-art R+D Center and Manufacturing Site in the Free Zone Parque de las Ciencias which provides unique and redundant infrastructure capable of hosting industrial projects of such complexity. The new facilities located in Parque de las Ciencias will allow Mega Pharma to continue its consolidation and worldwide expansion with almost unlimited growth capacity and under a stable and trustworthy legal regime.



**Merck** set operations in Uruguay in 1996 through the acquisition of Serono, and from then on it has joined the company's growth in the region with a regional distribution center of biological products and the addition of regional support work positions. With approximately 80 employees and looming expansion projects, Merck Serono has based its investment decisions in Uruguay on the fact that the country has stable and long-term macroeconomic policies, a proactive foreign investment promotion, an attractive free trade zone regime, a high index of quality of life compared to other countries in the region, and especially very competitive HHRR. The company highlights some of the characteristics of the HHRR, such as the great level of motivation and service vocation, good knowledge of languages, especially English, and very good technical skills in the financial, information technology, and pharmaceutical industries.



**MSD** acquired a Montevideo Animal Health site in 2017. Since its foundation in 1992, the site has been specialized in the production and development of bacterial antigens and vaccines to prevent ruminant diseases. The site, employing 90 FTEs, manufactures a diverse combination of formulations and exports them to around 20 countries in the world. Its main products are 25 inactivated and live formulations combining 17 antigens including Clostridials, Anthrax and Pasteurellas.