

Durbin

Directions

September 2019



Part of the Uniphar Group

Uniphar Group acquire Durbin

Uniphar PLC have announced the successful completion of the acquisition of Durbin.

Durbin has been integrated into Uniphar's Product Access division, providing the Group with the opportunity to become a leading player in the provision of On-Demand and Exclusive Access services on a global basis. With offices in the UK and the US, Durbin has approximately 45 years' experience in shipping unlicensed and hard-to-find medicines and has built up significant global capability in managing access programmes for pharmaceutical manufacturers.

The Group's Product Access business will now comprise more than 170 employees, supplying in excess of 5 million units to over 160 countries on an annual basis and will manage access programmes for 36 global manufacturers from offices in Ireland, the UK and the US.



Commenting on the announcement,

Ger Rabbette, CEO of Uniphar said: "We are delighted to welcome our new colleagues from Durbin to the Uniphar Group. This acquisition is a key strategic milestone in expanding Uniphar's global footprint and is an important step towards achieving our ambition of becoming a global leader in the Product Access space.

Leslie Morgan, CEO of Durbin said: "We are delighted to be joining the Uniphar Group. Uniphar's e-Commerce platform and Patient Management System are highly complementary to our capabilities and were a key attraction for us in bringing the businesses together. Combining Durbin's global sourcing and distribution platform as well as its regulatory and compliance expertise with Uniphar's digital capabilities will greatly enhance the enlarged Group's global ambitions within its Product Access division."

For further information please contact Durbin's Public Affairs team: publicaffairs@DurbinGlobal.com

Meet Dan Piggott, Managing Director of Uniphar's Product Access division

Who is Uniphar?

Uniphar was set up over 50 years ago by community pharmacists to source medicines for their patients around Ireland. Today, we are a diversified healthcare services company with approximately 2000 staff located in Ireland, UK and throughout Europe.

We have 3 divisions: An Irish pharmaceutical supply business, a Clinical & Commercial division, and a Product Access division supplying unlicensed and hard to find pharmaceuticals to specialist customers located in many countries around the world. Durbin is an integral part of the Product Access division.



What attracted Uniphar to purchase Durbin?

Durbin have been a key supplier of medication to Uniphar's Product Access division for many years now and we know their organisation and importantly the people and the culture within the business very well. Strategically we wanted to expand our geographical reach and to be able supply unlicensed and hard to find medication to countries beyond the markets that we have been operating in to-date. We were very aware that Durbin have over 45 years of experience shipping unlicensed medicines to customers in over 160 countries and with this have significant regulatory and operational knowhow which was incredibly attractive to us.

Durbin are a great fit with what we are trying to achieve. We believe that there are significant synergies to be realised between the two companies and that together we are stronger, making us an even better partner for customers, and ultimately patients that we serve every day.

What benefits will the acquisition bring to Durbin's customers and suppliers?

Both Durbin and Uniphar have specialist sourcing capabilities that have been developed over 4 decades, so together, we have consistent access to many more product lines and increased buying power which, in turn, enables us to offer our customers the best possible prices.

The impressive systems and technology that Uniphar have developed also provide Durbin with stronger and more efficient business to business interactions, including e-commerce platforms from which customers can place orders. Together, the businesses have over 170,500m² of warehousing, more than 200 manufacturer contracts and over 500 suppliers, with facilities located within the UK, US and, importantly Europe.

What areas of the business will you be focussing on?

Durbin already supplies pharmaceuticals to over 160 countries, but our intention is to expand our reach into new markets, moving deeper into specific European markets whilst continuing to develop our Middle East and Asian customer bases. We will achieve this via a combination of investment in human resources and technology.

Do you see Brexit as a threat or an opportunity?

It is still a little unclear what the impact of Brexit will have, however we believe that for Uniphar and Durbin, it is very much an opportunity given the infrastructure that the new, combined organisation has, and if required, the ability to maintain storage and supply within the EU via our hub in Ireland. Although a significant proportion of our business is in the EU, we service 160 countries annually from the UK business and we also have a US operation that is providing products from the US to the rest of the world.

How can I arrange a meeting with you?

We welcome the opportunity to discuss how our organisation can work with you to meet your requirements. Please call us on +44 20 8869 6515 or email bd@DurbinGlobal.com to arrange a meeting.

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