

## GEA'S FIRST CONTAINED PHARMA LINE IN VIETNAM NEARS COMPLETION

A project that started with the signing a multimillion Euro deal and represented GEA's first sale of a contained manufacturing line in Vietnam is now approaching completion. STELLAPHARM J.V. CO., LTD. (formerly STADA-VN J.V.CO., LTD.) decided to invest in machinery to produce steroid/ hormonal drugs and, now, having recently completed a virtual Factory Acceptance Test (FAT), the equipment is currently being installed and commissioned.



STELLAPHARM, a Joint Venture Co., Ltd with a focus on the healthcare market, is a leading manufacturer of high-quality pharmaceuticals. With a core policy of high quality and patient focus, STELLAPHARM has developed for more than 20 years and achieved the breakthrough development to become one of the biggest pharmaceutical company in Vietnam in Pharmaceutical and Healthcare industry.



The order comprises a 300 L integrated granulation line, two MODUL P rotary tablet presses and a 150 L contained wet granulation line with material handling capabilities, which will be installed at STELLAPHARM's Binh Duong flagship facility. "An order of this magnitude involves a lot of effort from everyone involved and it's never a simple process. However, there's an almost tangible sense of immense satisfaction when both sides feel that they have the right partner, the right value proposition and a solution that will take their business forward," says **Rimal Patel**, Pharma Sales, Asia Pacific, GEA.

**Ms. Thai Ngoc Huynh**, Deputy General Director at STELLAPHARM, played an instrumental role in procuring the order. "It's GEA's price-performance leadership, coupled with an end-to-end solution and being a single-source supplier that differentiates them from others in the field of containment," she commented.

**Navin Lakhanpaul**, Vice President Solid Dosage BU Pharma & Health, added: "This deal represents a significant investment for GEA that enables us to utilize our high-end technology solutions, leverage our global supply chains and, at the same time, deliver added value at a regional level — a winning formula for both the company and the customer."

"The combination of trusted equipment and low-cost country footprint gives us access to previously inaccessible markets such as Vietnam," he said. "Being one of the least-developed pharmaceutical markets in Asia, with relatively low per capita spending on drugs, Vietnam has tremendous potential. Currently, the Vietnamese remain largely reliant on imported drugs, particularly when it comes to sophisticated, high technology products and active pharmaceutical ingredients, which represents a huge opportunity for growth for GEA."



“When it comes to containment, GEA is a well-recognized expert and a one-stop-shop solution provider in terms of designing and building top-of-the-range equipment that’s both flexible and modular”

**Rimal Patel** – Pharma Sales, Asia-Pacific, GEA

“Worldwide, STELLAPHARM is present in more than 50 countries. With our products and proven generics, we ensure that everyday health remains affordable. To our employees, we offer an attractive working environment in which they can develop personally. We look forward to a long and productive relationship with GEA within which we can capitalize on both these aspirations,” said **Mr. Ong Van Dung**, General Director of STELLAPHARM.

“Significant effort was put into the front end of the project to ensure that the design incorporated a modular approach. The process also became challenging when the COVID-19 lockdown threatened to prevent key milestones being achieved. Through it all, though, GEA’s project management, execution and workshop teams did an excellent job. They made everything

ready for the remote FAT and, even though we had to rely on video streaming, digital images and online communication, it went as well as could be expected,” noted **Rimal**.

“Of course, we were aware of GEA’s excellent credentials and reputation through our global network, so made an initial enquiry to the local representatives here in Vietnam. Because of the excellent technical specifications of the company’s equipment and exemplary service, GEA was an organization that we were keen to work with. Overall, it was an outstanding experience and we’re very satisfied with the outcome,” said **Ms. Thai Ngoc Huynh**.



[www.stellapharm.com](http://www.stellapharm.com)

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