

Saltigo strives to focus more on business opportunities in India

LANXESS subsidiary showcases solutions at Chemspec India

Mumbai, April 7, 2016. “In 2016, Saltigo will participate for the sixth consecutive time at Chemspec India. This expresses the importance of the market potential, India has for Saltigo as a market and we will further expand our activities in the pharmaceutical and agrochemical segments and strengthen our business with selected multi-customer products. In October, Saltigo announced a 60 Mio€ investment in additional production capacity at its site in Leverkusen, Germany. We have also been successful in attracting customers from the specialty chemicals segment, where outsourcing is not yet a common practice, to our portfolio,” says Torsten Derr, Managing Director of Saltigo GmbH, summarizing the company's plans. At Chemspec India 2016, which is being held in Mumbai from April 7 to 8, the company will be presenting its comprehensive expertise and longstanding experience as a reliable custom manufacturing service provider and producer of multi-customer products.

Combining an exhibition and conferences, this tradeshow is an important event in India offering buyers and sellers of high-quality chemicals, based on complex synthesis requirements, the opportunity to develop new business partnerships further and to initiate new business. “This year is the sixth year we have participated. We are confident that this underlines the value we place on this important market and that our participation presents our company as a professional and reliable supplier of chemical intermediates and partner for custom synthesis and manufacturing with an

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efficient project management. Saltigo can be seen as a problem solver capable of shortening time to market, which is nowadays an important differentiation factor in the chemical industry seeking growth in India,” says Christoph Schaffrath, Head of Agro at Saltigo.

While in the past, India has been seen as a target for procurement and sourcing, the country is nowadays also a rapidly expanding market in the field of fine chemicals and active ingredients for pharmaceutical and crop protection applications. “We can support growth in custom manufacturing in particular, as this is our core competence,” says Dirk Sandri, Head of Fine Chemicals at Saltigo. Key areas of expertise here include phosgenation and halogenation – such as reactions involving hydrogen fluoride or phosphorus chlorides and the Halex reaction. Further examples are metal organic syntheses, e.g. by means of a Grignard reaction, which is run at Saltigo in a multi-1000 ton-scale including the production of the reagent.

“Also for our multi-customer products such as phosgene derivatives or 1,2,4-triazole, India is an important market. In addition, we are setting our sights in particular on innovative companies specializing in photovoltaics, polymers, lubricants, flavor and fragrances and biocides,” he adds.

In addition, Saltigo is awaiting the registration of its insect repellent Saltidin (chemical name Icaridin) in India. Insect repellents containing the active ingredient of Saltigo protect against infection with dangerous diseases, like the Zika virus or dengue fever, by keeping mosquitoes at bay. In Latin America’s largest country Brazil, for example, the Zika virus is currently causing great concern and led the Brazilian authorities to declare a health emergency at the end of 2015. Saltigo has reacted fast to the increased demand by increasing significantly the production capacity and has taken measures for additional capacity expansion.

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10th anniversary of Saltigo

Founded in 2006, the LANXESS subsidiary celebrated its 10th anniversary on April 1. The Leverkusen-based specialist in the exclusive synthesis (custom manufacturing) of chemical active ingredients and intermediates has kept on writing new chapters in its brief but successful history. “Our proven expertise has gained us an excellent standing in the world of fine chemicals and – thanks to the commitment and solidarity of all our staff – we have also overcome some difficult phases,” Derr said on the occasion of the anniversary. Saltigo supplies products to some 150 customers from the agrochemical, pharmaceutical and fine chemicals industries. These include active ingredients and intermediates for crop protection agents and medicines together with chemicals for numerous applications, such as the tried-and-tested insect repellent active ingredient Saltidin.

Saltigo offers manufacturing opportunities based on complex chemistry and technology needs having passed an FDA-audit. The extensive know-how in implementing technical customer requirements and developing and optimizing custom-made processes in extremely well structured chemical parks in Leverkusen and Dormagen is one of the reasons why high-profile companies in many countries around the world choose the LANXESS subsidiary, Saltigo, as a full-service supplier which shows a high commitment to quality, safety and environmental protection.

About LANXESS

LANXESS is a leading specialty chemicals company with sales of EUR 7.9 billion in 2015 and about 16,200 employees in 29 countries. The company is currently represented at 52 production sites worldwide. The core business of LANXESS is the development, manufacturing and marketing of chemical intermediates, specialty chemicals and plastics. Through ARLANXEO, the joint venture with Saudi Aramco, LANXESS is also a leading supplier of synthetic rubber. LANXESS is listed in the leading sustainability indices Dow Jones Sustainability Index (DJSI World) and FTSE4Good.

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You can find further information concerning LANXESS chemistry in our WebMagazine at <http://webmagazine.lanxess.com>.

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