



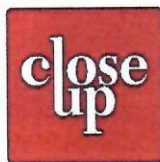
Carlo Minganti

The natural allies of healing

The journey and planning of Pharma Niche Products, a business ready for new pharmacological challenges

An experience in the section of pharmaceutical active ingredients rooted in the 1960s, with particular reference to heparin and heparinoids. It is a solid vision of the future, highlighting pharmaceuticals, food supplements, and medical devices of natural origins. This is the essence of Pharma Niche Products, with an age-old history, as Chairman Carlo Minganti narrates: "After earning

my degree in chemistry in 1966, I worked in Bayer and gained 41 years of experience before becoming the sales manager and then vice president at Laboratori Derivati Organici Spa, globally-known as a manufacturer of heparin and by-products. I founded Pharma Niche Products in 2013, with the approval of the owner of Ldo, together with my friend Cesare Caroli. We were both experts in the Japanese



market: when my partner passed away, I bought his shares and continued selling Ldo heparin in Japan, thanks to an exclusive contract with Ldo."

Heparin is a life-saving product obtained from porcine intestinal mucosa, often cited during this period of pandemic, because it is important as an anticoagulant in cases of interstitial pneumonia and is often used during surgical interventions. This is a life-saving product and can result in other by-products (heparinoids) commonly used in the pharmaceutical sector. During these eight years, the turnover of Pharma Niche Products has gone from 108,000 euro in 2014 to 10.8 million euro in 2020. "Everything evolves - observes Minganti - and, unfortunately, the exclusive contract with Ldo, which was recently acquired by another company, expires next year and is unlikely to be renewed. With a view to meeting this new challenge, my few collaborators (above all my brother Giorgio, and joined by Rita, Katia, and Simona), are responding promptly to follow up on this small entrepreneurial venture, signing exclusive agreements with companies highly qualified in the production of biological active ingredients that have always been our specialisation."

"In Pharma Niche we are focussed on identifying biological products of natural origins equivalent to heparin - so far with success. We have two exclusive agreements: one with a leading European manufacturer for the sale of hyaluronic acid in Japan and Vietnam and another for the sale of urokinase, an anti-thrombotic agent obtained from human urine." ■