

# MANUFACTURING MEDICINE

Glenmark Pharmaceuticals is making its mark in Union County.



Glenmark Pharmaceuticals' first U.S. manufacturing facility is conveniently located in Monroe, providing the company with a good economy, strong workforce and welcoming environment. The 50-year-old pharmaceutical company, headquartered in India, settled in Union County in September 2014, marking the first pharmaceutical manufacturing company to locate in the area in two decades.

Glenmark produces ingredients for generic drugs and has about 80 million prescriptions. This represents approximately 2% of the market share in the U.S., according to Robert Matsuk, president of Glenmark's global and North American active pharmaceutical ingredients business.

The 100,000-square-foot manufacturing plant, located near the Charlotte-Monroe Executive Airport, employs about 160 people.

"Union County and the city of Monroe are great to work with, and it was important for us to be close to Charlotte," Matsuk says. "We are pleased that the investment we've made in our facility will continue to create new, high-quality jobs in the Monroe community where we have a commitment to long-term growth and expansion."

The publicly traded company was founded in Mumbai, India, in 1977 and launched its North American subsidiary in New Jersey in 2003. Last fiscal year, Glenmark reported annual revenue of \$1.4 billion.

It operates 17 manufacturing facilities and five research and development centers worldwide with 800 scientists. Glenmark employs more than 12,000 people worldwide. Its North American headquarters and distribution centers are in New Jersey.

According to published reports, Monroe, Union County and North Carolina offered a combined \$1 million in incentives when the manufacturing plant opened, which included a \$625,500 discount on the building, a county economic-development grant of \$340,000 and a state grant of \$61,500 for community-college training for employees. Glenmark's initial investment in Monroe was \$17 million.

Global pharmaceutical company Glenmark opened its first manufacturing facility in the U.S. in Monroe just a few years ago. Specializing in products that treat dermatological and hormonal conditions as well as oncology drugs, Glenmark received FDA approval for its first North Carolina-manufactured drug last year.

"We collaborate with South Piedmont Community College for training," Matsuk says. "Often, we hire employees straight out of college, and while most of our senior management is from outside the region, a vast majority of our employees are local."

Glenmark specializes in products that treat dermatological and hormonal conditions as well as oncology drugs. Typical customers for Glenmark's generic-branded drugs are big pharma wholesalers and retail chains such as CVS and Walgreens.

A year ago, Glenmark received its first U.S. Food and Drug Administration approval to market its North Carolina-manufactured anti-malaria drug, which is a generic version of GlaxoSmith-Kline's Malarone. Last April, the company received FDA approval to market its generic version of Novo Nordisk's Vagifem, a product designed to alleviate menopause symptoms.

The North Carolina Biotechnology Center's 2018 TEconomy report shows that the state's pharmaceutical sector is the nation's third-largest, generating \$56.4 billion in economic activity while supporting 132,507 jobs.

In Union County, Glenmark is doing its share to contribute to those numbers.

"Our investment in Monroe is a key priority for Glenmark, and contributing to the surrounding community through high-quality job creation and educational investments is a critical success factor as we expand our global manufacturing operations into the U.S.," Matsuk said in a news release. ■

— Teri Saylor is a freelance writer from Raleigh.