

Saltigo continuous to grow also in India

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Saltigo GmbH, a leading supplier in the field of custom synthesis, participated at this year's Chemspec India for the first time with an own booth. This engagement at the important chemical exhibition, which took place in Mumbai, India from April 11 to 12, underlines the company's plan to further grow in India. The wholly owned subsidiary of German specialty chemicals company LANXESS is in an optimistic mood as regards 2013 and is looking back on a highly satisfactory business performance in 2012.

"We have many projects in the pipeline for this year," said Saltigo Managing Director Wolfgang Schmitz in the run-up to this year's Chemspec India. "Customers in our key business area agrochemicals in particular are currently expecting the positive market trends to continue," added Schmitz.

Safeguarding food supplies for the growing world population and changes in eating habits in emerging markets are resulting in sustainable growth for both innovative and established active ingredients. Saltigo marketing manager Joerg Schneider therefore believes that agricultural active ingredients will also remain an increasingly interesting growth segment: "For instance, new combinations of well-known and tried-and-tested active ingredients in innovative formulations allow our customers to respond quickly and very flexibly to new challenges such as regional weather conditions or the emergence of resistances." For a custom manufacturer such as Saltigo, the ability to offer this flexibility provides an important competitive edge in this market segment.

Fine Chemicals for all industries

Saltigo's business in India is growing especially thanks to special fine chemicals, such as Benzothiazole, 1,2,4-Triazole and Chloroformates. The continued growth of the Indian industries leads to an increasing demand for special intermediates. Beside the service offerings in custom manufacturing Saltigo is also strengthening its position in the area of multi customer and multi-application intermediates.

Targeted investment in Leverkusen

Targeted investments will also ensure that Saltigo continues to enjoy an optimal position in the dynamic custom manufacturing market. The company plans to invest a total of around EUR 20 million through 2015 to create additional capacities for solids isolation at four facilities at its integrated site in Leverkusen. Technologies such as crystallization, filtration and drying play a key role in the manufacture of active ingredients and intermediates with similar properties to active ingredients, and demand for these looks set to rise. These investments will benefit Saltigo's technical capabilities.

At Chemspec India, the LANXESS' subsidiary will focus on presenting the company's comprehensive expertise and longstanding experience as a custom manufacturing service provider for the agrochemical and pharmaceutical industries. Saltigo also offers a wide range of non-exclusive synthesis modules as part of a portfolio that is characterized by consistently high quality, high delivery reliability and service packages that can be configured by the customer.

Saltigo GmbH is a leading supplier in the field of custom synthesis. The company of specialty chemicals group LANXESS belongs to the Advanced Intermediates segment, which achieved total sales in 2012 of EUR 1,674 million. Saltigo, headquartered in Langenfeld and with production facilities in Leverkusen and Dormagen, employs around 1,400 staff worldwide.