



Press release

28 July 2020

3i-backed bioprocessing consumables platform acquires Sani-Tech West, Inc., significantly expanding the combined group's global footprint and market-leading product portfolio

3i Group plc (“3i Group”) announces that its single use bioprocessing platform has acquired Sani-Tech West, Inc. (Sani-Tech West and subsidiaries SaniSure[®] and SureTech), a leading US-based manufacturer, distributor and integrator of single-use bioprocessing systems and components. Sani-tech West’s founder-owners, including majority owner Richard Shor, will remain with and continue to serve as key leaders of the combined business.

Founded in 1991 and headquartered in California, SaniSure[®] designs, develops, and manufactures single-use solutions for the bioprocessing industry including customized bottle assemblies, aseptic transfer systems, caps, flasks, tubes and clamps. The business has c. 170 employees and operates two facilities in Southern California. Its bottle assemblies provide a means of transfer, storage and sampling for vaccines and biological drugs. The company has longstanding customer relationships including with leading pharma and biotech customers. In addition to its own manufactured products, and unique IP, Sani-Tech West also distributes a variety of other related single-use products to its customers.

SaniSure[®] has experienced strong growth over the last several years, supporting key customers in the fast-growing biologics market, and in particular customers working on the development and commercialisation of monoclonal antibody, vaccine, and cell and gene therapy modalities with single-use technologies.

With this transaction, the combined platform will have robust manufacturing and cleanroom assembly operations in both North America and Europe, and will offer enhanced supply chain assurance to its customers as a result of its increasingly vertically integrated product portfolio, including PharmaTainer[™] bottles and carboys, Cap2v8[®] solutions, aSURE[®] fittings, Bio-Ease[™] clamps and a wide range of silicone and thermoplastic tubing solutions including Cellgyn[®] TPE tubing. These products are offered independently and integrated into custom tube, bottle and bag assemblies that are used by customers in a variety of upstream and downstream applications. The company will also have unique portfolio of products designed to serve cell & gene therapy applications, such as Mixed4Sure[™] stirring solutions, cell perfusion products and other innovative products in development.

Richard Relyea, Partner, 3i commented: “We are excited to partner with Richard and his team, who have built a US market leader in single-use solutions for the biopharma industry. This represents a transformational combination for both companies, delivering immediate scale and global reach and enhancing our combined product offerings, capabilities and ability to serve our customers.”

Richard Shor, Founder and CEO, Sani-Tech West added: “The combination of Sani-Tech West and the Cellon, Silicone Altimex and TBL segments that make up 3i’s bioprocessing platform has been a goal of mine for years. The companies’ product offerings are highly complementary and together we will continue to bring more novel, innovative solutions to our customers, as well as offering greater supply chain assurance and faster lead times. I look forward to continuing this journey of expanding our combined international footprint and executing our global growth strategy.”

Importantly, the combination of the two businesses will enhance the ability to serve COVID-19 related vaccine and therapeutics production, for both new and existing customers, with global assembly production capabilities and a robust suite of leading products and components. With three key technology platforms – PharmaTainer bottles and caps, elastomeric and silicone tubing, and novel fittings products – the business offers customers end-to-end customised fluid management solutions, from planning and design through scaled production. The business looks forward to continuing to serve its customers in high criticality bioprocessing applications.

-Ends-

For further information, contact:

3i Group plc

Silvia Santoro
Investor enquiries

Tel: +44 20 7975 3258
Email: silvia.santoro@3i.com

Kathryn van der Kroft
Media enquiries

Tel: +44 7721 886 304
Email: kathryn.vanderkroft@3i.com

About 3i Group

3i is an investment company with two complementary businesses, Private Equity and Infrastructure, specialising in core investment markets in Northern Europe and North America.

3i’s Private Equity team provides investment solutions for growing companies, backing entrepreneurs and management teams of mid-market companies with an EV typically between €100m - €500m. We back international growth plans, providing access to our network and expertise to accelerate the growth of companies across the consumer, industrial, healthcare and business and technology services industries.

For further information, please visit: www.3i.com

About Sani-Tech West

Founded in 1991, Sani-Tech West, through its business units SaniSure® and SureTech, is a leading manufacturer, marketer and distributor of products and components used in the manufacture of pharmaceutical and biotech drugs. Based in Camarillo, CA, the Company operates out of two facilities: a 28,000 sq. foot manufacturing plant with 2,200 sq. foot ISO Class 7 validated clean room, which also houses the Company’s offices, and a 43,000 sq. foot facility with a 5,500 sq. foot ISO Class 7 validated clean room and 2,500 sq. foot controlled environment for fabrication.

Regulatory information

This transaction involved a recommendation of 3i Corporation, a US wholly owned subsidiary of 3i Group.