

# LIPHATECH has secured a key position in the market thanks to its unique investment dynamic.

Each year, Liphatech allocates between 12 and 15% of its turnover into the search for innovations. A subsidiary of De Sangosse, whose original shareholding model is a strength, the company has just opened its very first Fablab dedicated to the design of new equipment. This impressively functional space, like a start-up, is backed by the existing applied research laboratory.

Here are 4 encounters to discover in a few lines what makes Liphatech unique on the market.



**75% of the company's shares are owned by its employees.**



*I am convinced that the financial independence of De Sangosse, and therefore of Liphatech, makes us unique on the market!" says Patricia. "Whatever the economic situation, we maintain a policy of significant investment in our industrial facilities and in our research into innovations.*

*We have the freedom to operate and the ability to act and react quickly. The recent opening of the very first Fablab is proof of this," she explains. "The teams work closely with customers who have made us aware of the market's new expectations for mechanical solutions that complement bait. With the project group, we designed the Fablab in just a few months and released the budget to get it up and running!" enthuses Patricia.*

**Patricia Mora Matel**  
Chief operating officer



**The fablab « WEFOUND! », open space, open mind, co-working space dedicated to equipment innovations**



*Open space, open mind, collaborative environment perfectly sum up what a Fablab is," explains Richard. "Open to all the group's employees, whatever their job or field of activity. It's a chance for each of us to propose ideas or participate in new projects. This dedicated space encourages collective intelligence and values personal experiences. It encourages us to go beyond the specific framework of our profession to finally come up with more innovative solutions and ideas!" he stresses.*

*"This type of operation is unprecedented in the company. Everything is made available for us to design, test and develop hardware prototypes in record time. We apply the empirical method: at each key stage, we experiment with the prototypes in order to improve, modify and adjust them according to our observations. Being flexible is the key to the Fablab!" adds Richard.*

**Richard Desluz**  
Fablab facilitator



**Applied research into anticoagulants, the DNA of Liphatech... but we're more than that!**



*It was in the early 1960s that Liphatech, an offshoot of LIPHA (Lyonnaise Industrielle Pharmaceutique), discovered the interest in using anti-coagulants in the fight against harmful rodents" Hervé recalls. Liphatech will have filed patents for 3 of the 8 active anti-vitamin K substances used in the world ; and it doesn't stop there. "The latest active substance from our research is currently being evaluated by the competent European authorities. This process can take 3 to 5 years. Obviously, this seems like a long time to us, but it is necessary to ensure the sustainable use of the products. In the end, this is a project that will have taken us 15 years and more than 10 million euros in investments" he concludes. "We are convinced of the value of anticoagulant-based products and we will continue our research efforts to improve their environmental profile. The fight against rodent damage is a major challenge for the protection of human health. However, the proximity that we have with public health professionals has made us aware of the changing expectations of society. Together with our American colleagues at Liphatech Inc., we are currently investigating new formulated product solutions. Anticoagulants are our DNA, but we're more than that!" says Hervé.*

**Hervé Caruel**  
R&D Manager - Liphatech



**The Liphatech formulation centre, an exclusive know-how**



*At De Sangosse, the expertise acquired in the formulation of baits is at the origin of the success of the slug pellets range. "It's the same for Liphatech," comments Céline. "We have strong skills in the development of baits that combine palatability, physico-chemical characteristics adapted to the places of use, texturing and shape adjusted to the feeding habits of rodents. Creating a new recipe might sound simple." she says with a smile. "And yet there are many criteria to consider: the choice of ingredients, their compatibility and interaction, industrial constraints, cost..." explains Céline. "One thing is certain, Liphatech's know-how sets us apart in the market," she concludes.*

**Céline Demoulin**  
Head of the R&D centre of Pont du Casse (including formulation centre)

**Before the end of 2021, the company is preparing to launch on the market its new multi-purpose baiting station and its multi-capture trap.**



*"We have no shortage of projects, the dynamic of innovations carried by the entire Liphatech team is not about to stop!" says Patricia*

