

## China's Apelo Pharmaceutical spotlights its therapeutics at CPHI China

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**Unravels wide portfolio with cardiovascular, anti-infection, psychotropic and anti-cancer treatments**



Apelo Pharmaceutical, a subsidiary of Hengdian Group, is a leading Chinese and global pharmaceutical firm and a key exhibitor at CPHI China.

Apelo's business spans four main areas: active pharmaceutical ingredients (APIs), contract development and manufacturing organization (CDMO), finished dosage form (FDF) and aesthetics & care ingredients (ACI). In 2024, Apelo achieved sales revenue of RMB 11.97 billion (USD 1.7 billion). Apelo invests over 5% of its annual revenue into R&D each year.

Apelo Pharmaceutical's core mission is to use technology for health, to bring innovation and cost efficiency to all clients. Apelo's team comprises over 7000 employees, including 1300 scientists. It ranks top 2 API exporters and top 5 CDMO companies in China. Apelo offers integrated services across branches in Shanghai, Boston, Frankfurt and Tokyo, with sites certified by global regulators including NMPA, FDA, EDQM, EMEA, PDMA and KFDA.

In conversation with **Brian Zhu, Chairman and CEO, Apelo Pharmaceutical, Senior engineer and economist and Dr. Johannes Platzek, Chief Scientific Officer, Apelo CDMO BU**

What products does Apelo make?

Our products include cardiovascular, anti-infection, psychotropic and anti-cancer treatments. We have established several well-

known domestic brands and received product approvals for entry into regulated markets in the EU and US. We also provide end-to-end CDMO services to advance customer molecules to market.

## 2. How do global issues affect Apeloa?

Today's global situation is more complex and dynamic than prior years. Geopolitical conflicts and trade barriers push global customers to shift supply chains or diversify sourcing, affecting our business management and necessitating greater flexibility and speed.

## 3. What challenges does Apeloa face? What are its strengths?

Challenges: Increased competition, product homogenization, and pressure from downstream customers. Strengths: Over the past 30 years, we've developed a robust product portfolio and significantly boosted our technological innovation as well as upstream/downstream advantages. Together, these strengths help bring improved convenience and competitiveness to our clients worldwide.

## 4. How does environmental responsibility factor into Apeloa's operations and strategy?

This year, Apeloa released its first ESG report, highlighting its strategies to reduce resource and energy consumption and boost renewable tech use. Measures include increasing green tech investment, employing precise formulas based on reaction data, and developing flow chemistry and biocatalysis alternatives to traditional synthesis methods.

Leadership.