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TARGET SCREENING REPORT

June 2018

SCOPE

NORDIC BIOPHARMACEUTICAL CONTRACT DEVELOPMENT & MANUFACTURING ORGANISATIONS

CREATED FOR

SHOWCASE REPORT

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NORDIC BIOPHARMACEUTICAL CONTRACT DEVELOPMENT & MANUFACTURING ORGANISATIONS (CDMO)

June 2018

Market overview

The drug industry's desire to tap emerging opportunities, combined with its focus on innovative therapies, is reshaping the Contract Development & Manufacturing Organisations sector (CDMO).

Key dynamics driving the growth for Nordic CDMO players:

- Regulatory support for 'breakthrough therapies' - developers recognize the value of making such medicines available to patients as quickly as possible, and therefore focus their R&D efforts on innovative, high value therapies
- Shortened new drug development timelines - in particular drugs targeting oncology
- New regulatory reforms - creating opportunities for more and more companies from other regions than US, such as China, Japan and Canada to develop new drugs for global markets
- Ageing global population - increasing elderly population is prompting drug companies to hike production volumes to cater for growing demand
- Emerging new markets - new markets are emerging as healthcare standards improve around the world
- Increasing demands for a full-service offering - to help manage the complexity of the drug development process drug companies seek to form long term strategic partnerships, share expertise and help along the entire life-cycle of the product
- Increase demand for outsourcing production - technically challenged drug companies are starting to outsource production to access external expertise, technology or capacity unavailable in-house
- However, significant R&D investment, capacity and market reach is needed to capture these opportunities and there is a growing price pressure in the marketplace

Part I - Finland

Biovian Oy

www.biovian.com

BIOVIAN

Company Profile	• Biovian is a one-stop-shop in GMP contract manufacturing of biopharmaceuticals covering services from early development to finished vial • Biovian's 3,400 m2 facilities are EMA certified and FDA inspected for cGMP production of investigational and commercial products • Extensive experience in biopharmaceutical process development, GMP-manufacturing and quality aspects • Founded in 2003 • HQ in Turku, Finland
Products/Services	• Biovians' GMP service portfolio includes Microbial fermentation, Mammalian cell culture, Viral vector production, Protein purification, Formulation, Aseptic Fill & Finish, Analytical Quality Control Services, Stability studies, MCB and WCB manufacture and storage and Drug product labelling, packaging, storage and QP release • Biovians' development service portfolio includes Process Development and Analytical Development
Key Customers	• Biovian's clients include companies specialising in developing new drugs • Large biotech & big pharma • Small biotech
Key Stats (company annual report)	• Turnover €13.0m (2017), net income €4.4m (2017) • The company has shown steadily grow in revenue, most of it coming from exports (70-80 %) • 42 FTEs • Privately owned
Key Stakeholders	• CEO – Knut Ringbom • Board of Directors -Pierre Remy • Director, Business Development and Projects – Antti Nieminen • Director, Manufacturing and Development – Pirkko Kortteinen

Fermion Oy

www.fermion.fi

fermion

Company Profile	• Fermion is a Finnish manufacturer of Active Pharmaceutical Ingredients (API) for both generic and proprietary drug products since 1970 • Fermion envisions being an integrated strategic supplier of value-added services and products to pharmaceutical companies by offering technically advanced products • Approved by the FDA since 1979 • R&D facilities and two manufacturing sites are located in Finland • Founded in 1970 • HQ Espoo, Finland
Products/Services	• Offering contract development and manufacturing solutions for APIs including oncology and highly potent compounds
Key Customers	• Long and successful history in the generic business with a strong position especially in the US market. Other major markets for Fermion are the EU and Japan but increasingly also fast-growing markets including the BRIC area • Customer base consists of +100 pharmaceutical companies including all major generic pharma players
Key Stats	• Revenue €81.8m (2017), net income €2.7m (2017) • 349 FTEs • 2 commercial productions sites - the Hanko Plant, including 3 production units with a total of 240 m3 reactor capacity and the Oulu Plant, with 10 production modules with a total of 75 m3 capacity • Private company, fully owned subsidiary of Orion Corporation
Key Stakeholders	• President – Arto Toivonen • VP, R&D – Arne Grumann • VP, Marketing & Sales – Marko Salo • Business Development Manager – Timo Suokonautio

Finvector Vision Therapies Oy

http://www.finvector.com/

Company Profile	• FinVector is a world leader in the research and development of Viral-Based Gene Therapy products • Authorised under EMA for the production of gene therapy products for clinical and commercial supply • Extensive experience in cGMP manufacturing and since FinVector was established more than 20 years ago, they have produced multiple cGMP batches for viral Gene Therapy products in adherent and suspension-based campaigns • Founded 1993, • HQ Kuopio, Finland
Products/Services	• FinVector offers services within cGMP Manufacturing and development of clinical and commercial viral vectors • Offer manufacturing solutions for viral based products such as: Cell line development and optimisation; Vector development; Process development in adherent or suspension-based culture; MOI and DOI studies, process optimization and scale-up; Assay development; cGMP Manufacture of drug substance and drug product; Automated and manual fill and finish capabilities; Stability studies; Regulatory Consulting, IND, CMC & BLA applications; Cold chain distribution
Key Customers	• FinVector collaborates with leading academic institutions and other research/technology organizations and Biotech companies for preclinical and clinical trials of gene therapy product candidates
Key Stats	• Turnover €16.7m (2016) • Net profit €0.2m (2016) • +58 FTE • 4 approved GMP suites and Development Pilot facility

Key Stakeholders	• Director – Mark Docherty • Managing Director – Timo Ristola • Head of Business Development – Kassim Kolia • Group Finance Manager – Auli Harvima-Tiilikainen

Part II - Sweden

Qpharma AB

www.qpharma.com/

Company Profile	• QPharma is a complete contract developer and manufacturer of pharmaceuticals. By offering customers advanced product development, efficient production and fast, flexible project management, they help them reduce the cost and time to market of their products • Manufacturing plants and development labs are national, EU and FDA certified • HQ in Malmö, Sweden • Founded 1994
Products/Services	Core activities include: • Manufacturing of solid dosage products (tablets, gums, lozenges, granules, fast-melting (ODT) tablets and capsules with immediate or controlled release). • Manufacturing of polymeric controlled-release systems (intra-vaginal rings). • Development and transfer of the above delivery systems. • Development of other polymeric controlled-release delivery systems, including intra-uterine and subcutaneous implants. • Laboratory services (method development, routine QC testing and stability programs). • Quality testing of products originating outside the EU, thereby serving as a QA gateway to Europe.
Key Customers	• Service international customers ranging from top-10 pharmaceutical companies to small innovative start-ups

Key Stats (company annual report)	• 150 FTE • Revenue €26m (2016) • Net profit €1.9m (2016) • Total Assets €27m+ (2016) • Parent company: Nordic Group BV
Key Stakeholders	• Managing Director – David Segerberg • CFO – Jan Frykman

Bioglan AB

http://www.bioglan.se/

BIOGLAN

Company Profile	• Bioglan AB is a contract development and manufacturing organization with +30 years of experience in research, development, manufacturing and marketing of pharmaceuticals • Authorized by the Swedish Medical Products Agency allowing the company to produce non-sterile semi-solid and liquid products, both at pilot scale for clinical trials or at full-scale to supply a large commercial market • EU and FDA GMP (Good Manufacturing Practice) accredited as well as the ISO 13485 standard for Medical Devices • HQ in Malmö, Sweden • Founded – 2008
Products/Services	• Develop, produce and market pharmaceuticals and medical devices • Provide support for pharmaceutical, healthcare and life science companies in all aspects of development and manufacturing of semi-solid and liquid products
Key Customers	• Collaborate with companies of all sizes, from the smallest start-up to the leading pharmaceutical companies
Key Stats (company annual report)	• Revenue: €14.7m (2016) • Net profit: €0.4m (2016) • Profit margin: 5.48% • 64 FTE
Key Stakeholders	• CEO – Simon Björklund • CFO – Déspina Georgiadou

Unimedic Pharma AB

https://www.unimedic.se

Company Profile	• Unimedic Pharma is a contract developer and manufacturer of pharmaceuticals for areas such as anaesthesiology, gastroenterology, infection diseases, immunoglobulins and drug addiction treatments. • The Unimedic Group Consist of 4 different business units; UNIMEDIC Pharma (Specialist pharma), UNIMEDIC (CDMO), Cross Pharma (Pharma Trading) and PRODLEKPOL (repackaging Services) • CDMO plant is EU-GMP approved and located in Matfors, west of Sundsvall, Sweden • Founded – 1992 • HQ in Solna, Sweden
Products/Services	• Offer product development services and contract manufacturing of both sterile and non-sterile liquid pharmaceuticals and product development services within formulation development, method development and validation and stability studies at ICH-conditions
Key Customers	• The company provides formulation and quality assurance (QA) services for medicines and non-prescription medical products, as well as collaborates closely with academies, the pharmaceutical industry and the healthcare sector to ensure high-quality and innovative solutions
Key Stats (company annual report)	• Revenue: €16.9m (2017) • Net profit: €3.9m (2017) • Total Assets: €8.8m (2017) • Profit margin: 6.05% • 150 FTEs • Today one of the fastest growing pharmaceutical companies within the Nordic market and has, over the past three years, increased the turnover from MSEK 100 to MSEK 600 • b-organization of MedCap
Key Stakeholders	• CEO – Anders Edvell • CFO – Anders Söderberg • COO CDMO – Staffan Nordensson

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NORDIC KNOWLEDGE PARTNERS IN BRIEF

ABOUT

Based in Copenhagen, Denmark, Nordic Knowledge Partners (NKP) serves corporations, top-tier consulting firms and investment firms operating in and out of the Nordics. Leveraging a high-touch customized service, we help clients answer questions like:

- *What are the current dynamics and future outlook of this industry?*
- *How is the target perceived by its competitors and customers?*
- *How can I avoid any post-investment surprises?*

Our clients are professionals who find that evaluating new investment opportunities, doing due diligence work or exploring new markets with external support maximizes value, highlights potentially unseen pitfalls and saves many research hours.

HOW DO WE DO THIS

We connect you with subject-matter experts through direct confidential micro-consulting engagements - typically one hour on the phone, or through more packaged solutions like this expert-driven M&A Target Screening report.

Most of the experts we engage with are not working as consultants nor are they actively looking for consulting work. As a result, we operate a high-touch personalized service model to ensure that all engagements are meaningful, saving time for both our clients and expert advisors.

WHY OUR MODELS WORKS

Powered by today's online connectivity, virtually every senior professional can be reached through a variety of online channels, including social media, or through referrals from these channels. We have to date worked with experts from 91 different countries and we focus relentlessly on constantly refining our approach.

Andreas von Buchwald

CEO & FOUNDER