

The client and market

We are working with a major specialty chemicals company serving various industries, including the highly regulated pharmaceutical sector. The client is looking to expand their offerings to their established customer base, and wishes to better understand the requirements and issues associated with the **formulation and manufacture of injectable drug products** and engage with potential partners. They are keen to ensure the next generation of offerings are designed to meet the needs of the industry and enhance efficiencies, reduce development times and promote innovation.

The pharmaceutical market is experiencing rapid growth, and market drivers include the shorter term demand due to COVID vaccines, and the longer term demand for medicines addressing increasingly aging populations and prevalence of chronic diseases. However, growth of the market can be limited by a number of factors, not least the high cost and time requirement associated with the development of new specialty chemicals used in the formulation and manufacture of injectable drug products.

The search

Part 1

The client is specifically interested in **understanding the challenges / unmet needs associated with the formulation and manufacturing of injectable drug products (both small molecule and biologicals)**. Area of particular interest include: -

- **Challenges in the formulation of injectable drugs**
- **Satisfaction and/or frustration relating to current excipient offerings**
- **Factors impacting the market (e.g. new regulations, new therapeutic classes, etc)**
- **Possible future innovations, including novel excipients for injectable formulations**

We are therefore keen to **identify individuals with clear experience and understanding of injectables manufacture, and formulating with excipients**. We are not looking for any confidential information, but insights on where effort should be placed to best serve the market and individual users of such chemical products.

Part 2

We are additionally looking for **developers** (companies, academics, etc.) of **novel, speciality excipient technologies** relevant to injectables who may be looking to partner with an established player in this space (could include investment, licencing, joint development programs etc.).

SAL can arrange a brief telephone meeting at your convenience – please contact Diane Kolonko on diane@strategicallies.co.uk