

The client

We are working with a major specialty chemicals company serving various industries, including the highly regulated (bio)pharmaceutical sector. The client is looking to expand their offerings to their established customer base, and wishes to better understand the requirements and issues relevant to **upstream manufacturing of biologicals** and the **associated chemical ingredients** used (in particular high value / specialty ingredients), and to 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 biopharmaceutical 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. The need for more 'personalised' treatments is also fuelling the emergence of new types of therapeutics such as cell and gene therapies. 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 biologics, and the regulatory hurdles associated with the approval of new biopharmaceuticals.

The search

Part 1

The client is specifically interested in **understanding the challenges / unmet needs associated with the upstream manufacturing of biologicals** (including but not limited to recombinant proteins, antibodies, cell therapies, etc). Areas of particular interest include: -

- **Challenges in upstream biological processing**
- **Use of chemical consumables (e.g. reagents, media, cell culture solutions, etc.)**
- **Factors impacting the market (e.g. new regulations, new therapeutic classes, etc)**
- **Possible future innovations**
- *Commodity chemicals and hardware/software based innovations are not in scope unless requiring associated chemical consumable*

We are therefore keen to **identify individuals with clear experience and understanding of upstream manufacturing**. 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 ingredients** relevant to upstream biomanufacturing keen 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
