

## The challenges of the mid-size CMOs

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Contract Manufacturing Organizations (CMOs) are a well-established industry dedicated to develop and manufacturing of pharmaceutical products for the Pharmaceutical industry. With the expansion of the Biotechnology industry, a number of CMOs dedicated to serve the manufacturing of biotechnological API has emerged. Some of the players in the field were already established conventional CMOs, but a larger number are a mid-size dedicated CMO specialized in the unique processes and standards required by the biotechnology industry.

The objective of this presentation is to elaborate on the unique challenges faced by these companies to remain competitive and adequately serve their customers on this space. An overview of the issues around quality, regulatory, capital investment and emerging disruptive technologies will be analyzed and recommendations on how to balance growth and a solid business model will be described. In addition, examples of key success factors for a mid-size CMO to play along in the market will be presented.

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