

Pharma Contract Manufacturing

26-27 March 2025 | Mecure Hotel MOA Berlin

PARTNERING FOR SUCCESS: THRIVING IN TURBULENT TIMES

OUR 2025 EXPERT SPEAKER PANEL INCLUDES:



Philip Coetzee,
Director CMO Management,
Daiichi Sankyo



Mohamed Fayez Monir,
Head of Third Party
Manufacturing,
Boehringer Ingelheim



Maik Talarczyk,
Head, PMO ESO,
Sandoz



Lucas Lucero Lopez,
Associate Director, Vendor
Management,
AstraZeneca



Ingrid Lux,
Director, Quality Disposition
Oncology and External
Supply Small Molecule
Europe,
Takeda



Maria Palha,
Associate Director, External
Manufacturing Operations,
UCB

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Welcome to Pharma Contract Manufacturing

Discover Strategies for Navigating Partnerships, Innovation and Compliance in Times of Uncertainty

In the fast-paced world of pharmaceuticals, effective partnerships between CMOs and pharmaceutical companies are crucial for swiftly producing life-saving drugs. As the global CMO market continues to grow, it's imperative for pharmaceutical companies to strategically select and collaborate with the right partners to optimise operations, minimise costs, and drive innovation.

However, the process of building and maintaining these partnerships is threatened by current global uncertainties. These include evolving regulations, sustainability pressures, digital transformation and pricing negotiations. To address these challenges and foster successful partnerships, industry professionals must come together for networking and open learning.

Pharma IQ's annual **Pharma Contract Manufacturing Conference** provides a platform for sharing best practice, building relationships and addressing common challenges collectively. From partner selection and cost management to digital transformation and sustainability, we will explore practical solutions and real-world case studies to help you build and sustain successful partnerships in today's uncertain environment.

Welcome aboard!



Nikki Kandola
Divisional Director - Pharma IQ
IQPC

WHAT MAKES PCM UNIQUE?

The Pharma Contract Manufacturing Conference is dedicated exclusively to enhancing CMO selection and partnerships. We understand the vital role pharma-CMO collaborations play in driving success for both organisations and patient outcomes. This year's event is designed for interactive learning, featuring thought-provoking opinion pieces, engaging roundtable discussions, and expert-led panel sessions. Attendees will explore the latest challenges in areas such as pricing, contract negotiation, sustainability, digital transformation, and evolving regulations.

PCM offers a unique opportunity for learning and networking, with insights from CMOs and pharmaceutical executives to help strengthen partnerships and improve collaboration. Don't miss this chance to gain valuable perspectives and best practices from industry leaders.

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WELCOME

2025 SPEAKERS

AGENDA DAY 1

AGENDA DAY 2

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Meet the Speakers



Philip Coetzee,
Director CMO Management,
Daiichi Sankyo



Matthias Horn,
External Supply Manager Steriles,
Bayer AG



Maik Talarczyk,
Head, PMO ESO,
Sandoz



Bhavin Makwana,
Senior Manager, Procurement &
Relationship Management,
Theramex



Olusegun Adetunji,
Global External Manufacturing
& Supplier Stream Lead,
Sanofi



Ulrich Rümenapp,
Senior Biotech Program Lead,
Bayer AG



George Ntortas,
Partner,
Fuliginous Management Consulting



Kyriakos Kansos,
Partner,
Fuliginous Management Consulting



Simone Kunze,
Supplier Relationship Manager
External Supply Organization
Sandoz



Marta Ferrer,
External Supply Quality Assurance
Manager,
Sandoz



Laure Bovet,
External Manufacturing Operations
Lead,
UCB



Marco Badiali,
Head of Contract Manufacturing
Operations,
Angelini Pharma



Olaf Peter Birkenmeier,
Head External Manufacturing,
Polpharma Biologics



Sam Badawy,
Quality Assurance Manager,
Bayer AG



Eduardo da Fonseca,
Head Of Supply Chain And External
Manufacturing,
Bioeq AG

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Meet the Speakers



Carlo Capobianco,
Global Head ESO MS&T Business
Development & Launch,
Sandoz



Matt Harris,
Supply Chain Director,
CNX Therapeutics



Yasir Hassan,
Board Member,
OVIBIO



**Mohamed
Fayez Monir,**
Head of Third Party Manufacturing,
Boehringer Ingelheim



Gil Roth,
President,
*Pharma and Biopharma
Outsourcing Association*



Patrick Frey,
Head of Contract Manufacturing,
Acino



Ingrid Lux,
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Maria Palha,
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Manufacturing Operations,
UCB



Nicolas Puljic,
Head External Manufacturing
Biotech & Gene Therapy,
UCB



Tero Virtanen,
Sourcing manager,
Orion



Nicolo Orbello,
Head of Contract Development and
Manufacturing Partnerships,
Sandoz



Roeland Vandebrouck,
Head of External Supply Operations,
Grunenthal



Buket Işık Uzunoğlu,
Contract Manufacturing Service
Director,
Abdi Ibrahim Pharmaceuticals



Christian Simon,
Head of Technical Transfer External
Manufacturing,
Sanofi

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Meet the Speakers



Stefanie Wohl Bruhn,
Senior Technical Manager ESO,
Sandoz



Tom Wells,
Senior Director, Strategic
Sourcing & Procurement,
BMS

“PCM is the best conference for us in the contract manufacturing field. The combination of speeches, workshops, roundtables keeps the days interesting and everyone awake. Also appreciate the long networking breaks”.

Kaisa Kallio, Orion Oyj, External Manufacturing Manager

JOIN US FOR THIS UNIQUE NETWORKING FORUM!

“Great experience. Benchmarking and networking opportunities was great! Especially liked the What If scenarios and discussions around that.”

Strategy Lead, Novartis Pharma AG

“Good opportunity to meet and exchange with professionals around CMO management”

Head of Global Quality for Supply Chain Procurement
and External Manufacturing, Sanofi Gentilly

DAY ONE | WEDNESDAY 26 MARCH 2025

08:30 **NETWORKING BREAKFAST**

09:00 **WELCOME FROM PHARMA IQ**

09:10 **OPENING REMARKS: SETTING OUR CONFERENCE OBJECTIVES**

This year's conference will delve into the strategic business imperatives for fostering robust collaborations between CMOs and pharmaceutical companies in an ever evolving and uncertain landscape.

Key topics on the agenda include:

- ▶ **Partner Selection:** Learn how to choose the ideal CMO/CDMO partner in an ever-evolving market. Hear from pharmaceutical and CMO leaders about essential selection criteria and effective contract negotiation strategies.
- ▶ **Cost Management:** Discover strategies for managing costs efficiently while ensuring operational transparency in a fluctuating market environment.
- ▶ **Digital Transformation:** Examine how advancements in automation, AI, and data analytics are transforming contract manufacturing and partner relationships.
- ▶ **Sustainability:** Learn how to incorporate environmentally sustainable practices into your partnerships.
- ▶ **Regulatory Compliance:** Understand the European implications of the Biosecure Act and how to overcome regulatory challenges.
- ▶ **Conflict Zones:** Gain insights into best practices for collaborating on drug delivery in conflict-affected regions.

During the conference you'll gain invaluable insights into building enduring, successful partnerships that thrive in today's uncertain environment.

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**



09:20 **SPEED NETWORKING**



We begin this year's Pharma Contract Manufacturing Summit with two very simple questions:

- (1) What are the fundamental challenges we need to see addressed at this year's event?
- (2) Who do we have in the room to help solve those problems?

Using speed networking we will give you a clear sense of the industry makeup we have in the room and the challenges the audience want to see addressed during the course of the conference.

09:45 **CASE STUDY: ACINO'S KPI STRATEGY FOR OPTIMAL NETWORK UTILISATION**



Patrick Frey, Head of Contract Manufacturing, **Acino**



10:15 **LIVE DEBATE: PHARMA VS CMO - BENCHMARKING FOR SUCCESS**



What Criteria Should We Consider When Selecting a Partner?

In a rapidly evolving pharmaceutical landscape, collaboration between pharmaceutical companies and CMOs is essential for drug manufacturing success.

However, what are the key priorities and challenges for each side?

Join this live debate to hear directly from a CMO and a pharmaceutical executive. They'll discuss their organizations' priorities, identify areas of alignment, and explore opportunities for improvement. By understanding the unique perspectives and challenges of both pharmaceutical companies and CMOs, attendees will gain valuable insights into building successful partnerships and driving innovation in the pharmaceutical industry.

Maria Palha, Associate Director, External Manufacturing Operations, **UCB**

Lucas Lucero Lopez, Associate Director, Vendor Management, **AstraZeneca**

Buket Işık Uzunoğlu, Contract Manufacturing Service Director, **Abdi Ibrahim Pharmaceuticals**



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DAY ONE | WEDNESDAY 26 MARCH 2025

10:35 POLL YOUR PEERS: KEY INGREDIENTS FOR A WINNING PHARMA-CMO PARTNERSHIP

10:45



OPINION PIECE: PRIORITIZING PHARMA - MARKET NEEDS VS. INVENTORY

Join this session to discuss the challenges and opportunities facing pharmaceutical companies and contract manufacturing organizations in navigating the delicate equilibrium between market needs and inventory management. The session explores strategies for optimizing inventory levels, aligning production with market demand, and fostering effective partnerships between pharmaceutical companies and CMOs.

Key talking points:

- **Strategic Partnerships with CMOs:** Strategies for leveraging the expertise and capabilities of CMOs for enhanced supply chain agility, reduce production lead times, and ensure a reliable supply of products.
- **Data-Driven Decision Making:** Discuss how leveraging data-driven insights can lead to pharma companies identifying trends, anticipating demand fluctuations, and making proactive adjustments to their inventory strategies.

Ingrid Lux, Director, Quality Disposition Oncology and External Supply Small Molecule Europe, **Takeda**



11:00

MORNING REFRESHMENT BREAK

11:30

ROUNDTABLE: INTEGRATING DIGITAL & DATA STRATEGIES

Join a roundtable and discuss the critical role of digital and data strategies in the future of pharma contract manufacturing. By embracing new technologies and leveraging data effectively, both pharma and CMOs can improve efficiency, reduce risks, and enhance their competitive advantage.

How does it work?

Choose a 30-minute discussion on a pressing topic. Interact with your peers, identifying contemporary challenges and novel approaches to confronting them. Each roundtable is led by a subject matter expert.

A 15-minute feedback session will follow the discussions, where the roundtable leaders will share the key findings with the audience

GROUP A: ARE LONG STANDING RELATIONSHIPS A BARRIER TO DIGITAL INNOVATION?

Marco Badiali, head of contract manufacturing operations,
Angelini Pharma



GROUP B: HOW DO WE PROTECT OUR DATA FROM CYBER THREATS?

Bhavin Makwana, Senior Manager, Procurement & Relationship Management, **Theramex**



GROUP C: DATA DRIVEN DECISION MAKING - HOW CAN WE LEVERAGE INTERNAL AND EXTERNAL DATA FOR BETTER PARTNER SELECTION?

Matt Harris, Supply Chain Director, **CNX Therapeutics**



GROUP D: WHAT CAN WE DO TO SIMPLIFY DATA TRANSFER?

Tero Virtanen, Sourcing manager,
Orion

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DAY ONE | WEDNESDAY 26 MARCH 2025

12:15



INTERACTIVE LEARNING: CDMO PRICING STRATEGIES

CMO pricing strategies have emerged as a critical determinant of successful Pharma-CMO partnerships. Effective pricing models are essential for optimizing revenue, fostering growth and building enduring relationships between pharmaceutical companies and CMOs. However, establishing competitive and profitable pricing models for CMO services presents numerous challenges, including complexity of pricing factors and a lack of standardization.

In this interactive role-play session, we address these challenges and discuss how to achieve optimal pricing outcomes by focusing on:

- ▶ Cost-Plus model
- ▶ Value-Based or Market-Minus model
- ▶ Benchmarking Analytics

George Ntortas, partner, **Fuliginous Management Consulting**

Kyriakos Kansos, partner, **Fuliginous Management Consulting**



13:00

NETWORKING LUNCH

14:00



OPINION PIECE: PHARMA'S ACQUISITION STRATEGY & IMPLICATIONS FOR THE CONTRACT MANUFACTURING LANDSCAPE

Join us to explore the growing trend of pharmaceutical companies acquiring contract manufacturing sites. We will delve into the motivations behind these acquisitions, their potential implications for the broader contract manufacturing landscape, and the challenges and opportunities that arise from this strategy.

Key Talking Points:

- ▶ **Strategic Advantages of Acquisitions:** Pharmaceutical companies are acquiring contract manufacturing sites to gain greater control over production capacity, ensure supply chain security, and reduce costs.
- ▶ **Impact on the Contract Manufacturing Market:** The trend of pharmaceutical company acquisitions is likely to lead to increased consolidation within the contract manufacturing market, potentially resulting in fewer, larger players.
- ▶ **Opportunities for Remaining CMOs:** Despite the trend of acquisitions, there will still be significant opportunities for independent contract manufacturing organizations to serve pharmaceutical companies, particularly those seeking specialized services or flexibility

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**



14:10



INTERACTIVE LEARNING: NAVIGATING THE RFQ PROCESS & DEVELOPING A TEMPLATE

A well-crafted Request For Quotation is the cornerstone of successful partnerships in the pharma contract manufacturing industry. This practical session will provide participants with the essential knowledge and skills to create effective RFQ documents. Attendees will gain a deep understanding of RFQ components, best practices, and negotiation strategies to ensure successful partnerships.

Through engaging discussions and a collaborative exercise, participants will develop a customized RFQ template tailored to their specific needs. By the end of this session, you will be well-prepared to navigate the complexities of RFQ processes and secure the most advantageous contracts for your pharmaceutical manufacturing requirements.

Carlo Capobianco Global Head ESO MS&T Business Development & Launch, **Sandoz**

Nicolo Orbelli, Head of Contract Development and Manufacturing Partnerships, **Sandoz**

SANDOZ

DAY ONE | WEDNESDAY 26 MARCH 2025

14:45



OPINION PIECE: EMPOWERING CMOs

How Can Pharma Drive Success Through Strategic Support?

By providing strategic support, pharmaceutical companies can foster long-term successful CMO collaborations which drive innovation and ensure a reliable supply chain. The session discusses the key strategies and best practices for pharmaceutical companies to effectively support their CMOs.

Key Talking Points:

- ▶ **Think Long-Term Partnerships:** Building strong, long-term partnerships with CMOs is essential for both parties. Pharmaceutical companies can foster trust and collaboration by providing clear communication, shared goals, and a commitment to mutual success.
- ▶ **Investment in CMO Capabilities:** Supporting CMOs with investments in technology, training, and infrastructure can enhance their capabilities and ensure they remain competitive in the market. By investing in their CMO partners, pharmaceutical companies can benefit from improved quality, efficiency, and innovation.
- ▶ **Open Communication and Collaboration:** Open and transparent communication is crucial for successful pharma-CMO partnerships. By fostering a collaborative environment, pharmaceutical companies can address challenges proactively, share knowledge, and drive continuous improvement.

Eduardo da Fonseca, Head of supply chain and external manufacturing, **Bioeq AG**



15:00

AFTERNOON REFRESHMENTS

15:30



CASE STUDY: EXTERNAL SOURCING OR IN-HOUSE MANUFACTURING OF GENE EDITING REAGENTS?

Gene editing reagents are essential for the development of cell and gene therapies, but ensuring their quality and consistency is paramount. The decision to manufacture these reagents in-house or source them externally is a strategic one, influenced by factors such as cost, control, scalability, and expertise. By carefully evaluating these factors and considering the specific needs of their organization, businesses can make informed decisions to support their growth in the cell and gene therapy market.

Key talking points:

- ▶ **Quality is paramount:** Gene editing reagents must meet stringent quality standards to ensure the safety and efficacy of cell and gene therapies.
- ▶ **Strategic decision-making:** The choice between in-house manufacturing and external sourcing depends on various factors, including cost, control, scalability, and expertise.
- ▶ **Informed decision-making:** Businesses should carefully evaluate the options and consider their specific needs to make informed decisions that support their growth in the cell and gene therapy market.

Dr. Ulrich Rümenapp, Senior Biotech Program Lead, **Bayer AG, Germany**



15:40



OPINION PIECE: THE BIOSECURE ACT & NAVIGATING A NEW LANDSCAPE FOR PHARMA CONTRACT MANUFACTURING

The BIOSECURE Act has ushered in a new era for the pharma contract manufacturing industry. This session will explore the key implications of the Act, focusing on its impact on European pharma and CMOs. We will delve into the specific provisions of the Act, assess its potential influence on global supply chains.

Key Talking Points:

- ▶ **Headline Implications:** A deep dive into the most significant headlines of the BIOSECURE Act and their direct relevance to European pharma and CMOs.
- ▶ **Supply Chain Impacts:** An examination of how the Act will disrupt global supply chains for pharma contract manufacturers, with a particular focus on sourcing, equipment, and services.
- ▶ **Business Implications:** A discussion of the financial and operational consequences of the Act for European pharma and CMOs, including increased costs, potential delays, and necessary changes to business models.

Yasir Hassan, Board Member, **IVOBIO**



DAY ONE | WEDNESDAY 26 MARCH 2025

15:50



OPINION PIECE: THE CURRENT GEOPOLITICAL AND CDMO LANDSCAPE

Understanding the current geopolitical landscape and its implications for the CMO industry is essential for pharmaceutical companies to make informed decisions and mitigate risks. This session will provide a snapshot of valuable insights into the current geopolitical and CDMO landscape, enabling attendees to identify potential risks, develop strategies to mitigate challenges, and capitalize on emerging opportunities.

Key Talking Points:

- ▶ **Geopolitical Risks and Disruptions:** Explore the impact of geopolitical events, such as trade wars, sanctions, and regional conflicts, on the CMO industry. Discuss the potential disruptions to supply chains, raw materials, and manufacturing operations.
- ▶ **Regulatory and Policy Changes:** Analyze the evolving regulatory landscape in different regions, including changes in data privacy laws, quality standards, and intellectual property protection.
- ▶ **Emerging Markets and Opportunities:** Examine the growth potential of emerging markets for contract manufacturing services. Discuss the challenges and opportunities associated with operating in these regions.

Gil Roth, President, **Pharma and Biopharma Outsourcing Association**



16:10

ROUNDTABLES: A GLOBAL PERSPECTIVE HOW CAN WE WORK TOGETHER IN AREAS OF CONFLICT?

Join this interactive roundtable discussion to explore how pharmaceutical companies and CMOs can collaborate effectively to ensure the delivery of essential medicines to those in need in conflict-affected regions.

How does it work?

Choose a 30-minute discussion on a pressing topic. Interact with your peers, identifying contemporary challenges and novel approaches to confronting them. Each roundtable is led by a subject matter expert.

A 20-minute feedback session will follow the discussions, where the roundtable leaders will share the key findings with the audience

GROUP A: MANAGING SUPPLY CHAIN DISRUPTIONS

Address challenges related to supply chain disruptions in conflict zones, such as raw material shortages, transportation difficulties, and infrastructure damage.

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**

GROUP B: ENSURING QUALITY AND SAFETY

Explore measures to maintain quality standards and ensure employee safety in conflict-affected areas.

GROUP C: BUILDING TRUST WITH LOCAL COMMUNITIES

Discuss strategies for fostering positive relationships with local communities and mitigating social tensions.

Nicolo Orbello, Head SGD CDMO External Partnerships, **Sandoz**

17:00

SUMMARY OF THE DAYS LEARNING

This concluding session will provide a comprehensive summary of the key learnings and takeaways from the first day of the conference. By revisiting the most impactful presentations, discussions, and networking opportunities, attendees will gain a deeper understanding of the industry trends, challenges, and solutions presented throughout the day.

Philip Coetzee, Director CMO Management, **Daiichi Sankyo**



DAY ONE | WEDNESDAY 26 MARCH 2025

17:15

NETWORKING DRINKS RECEPTION & GAMES EVENING



18:00

CLOSE OF PHARMA CONTRACT MANUFACTURING CONFERENCE DAY ONE

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DAY TWO | THURSDAY 27 MARCH 2025

08:00 **PRIVATE BREAKFAST**
HOSTED BY EVENT PARTNER ACINO



08:30 **NETWORKING BREAKFAST FOR ALL ATTENDEES**

09:00 **WELCOME ADDRESS**
Welcome to day two of Pharma IQ's conference on Pharma Contract Manufacturing! .
Maik Talarczyk, Head, PMO ESO, **Sandoz**

SANDOZ

09:15 **SPEED NETWORKING**



As we dive deeper into the Pharma Contract Manufacturing Summit, let's revisit our focus: **What are the key challenges still facing our industry, and who in this room can help us overcome them?**

Today's speed networking session offers a unique opportunity to connect with your peers, share insights, and identify potential solutions. Let's make the most of this time together

09:45 **CASE STUDY: SUSTAINABLE STRATEGIES FOR PHARMA MANUFACTURING**



The pharmaceutical industry is facing mounting pressure to adopt sustainable practices and reduce its environmental impact. CMOs play a pivotal role in this transition. This session will explore strategies to enhance energy efficiency and integrate renewable energy sources into pharma manufacturing facilities.

Key Talking Points:

- ▶ **Implementing energy-saving measures:** Discover innovative techniques to optimize energy consumption.
- ▶ **Exploring renewable energy options:** Learn about the feasibility and benefits of incorporating solar, wind, and other renewable energy sources into pharma manufacturing operations.
- ▶ **Addressing challenges and opportunities:** Understand the potential barriers to adopting sustainable energy practices and explore strategies to overcome them.

Nicolas Puljic, Head External Manufacturing
Biotech & Gene Therapy, **UCB**



DAY TWO | THURSDAY 27 MARCH 2025

10:00

A GREENER FUTURE: ROUNDTABLE ON SUSTAINABLE PRACTICES

As the industry continues to evolve, it's imperative that we prioritize environmental responsibility and social impact. In these roundtable discussions, we'll explore strategies to reduce our carbon footprint, promote ethical sourcing, and ensure sustainable practices throughout our supply chains.

Join this interactive roundtable discussion to explore how pharmaceutical companies and CMOs can collaborate effectively to ensure the delivery of essential medicines to those in need in conflict-affected regions.

How does it work?

Choose a 40-minute discussion on a pressing topic. Interact with your peers, identifying contemporary challenges and novel approaches to confronting them. Each roundtable is led by a subject matter expert.

A 20-minute feedback session will follow the discussions, where the roundtable leaders will share the key findings with the audience

GROUP A: SHARED SUSTAINABILITY GOALS

Discuss how pharma and CMOs can collaborate to set shared sustainability goals and develop joint strategies to achieve them.

Simone Kunze, Supplier Relationship Manager External Supply Organization,
Sandoz SANDOZ

GROUP B: GREEN CONTRACTUAL AGREEMENTS

Explore the potential for incorporating sustainability-related clauses into contracts between pharma and CMOs to incentivize sustainable practices.

Roeland Vandebrouck, Head of External Supply Operations,
Grunenthal



GROUP C: JOINT SUSTAINABILITY INITIATIVES

Discuss opportunities for pharma and CMOs to collaborate on joint sustainability projects, such as research and development of sustainable technologies or community outreach programs.

Olaf Peter Birkenmeier, Head External Manufacturing,
Polpharma Biologics



GROUP D: PERFORMANCE METRICS AND INCENTIVES

Examine how sustainability performance can be measured and incentivized in pharma-CMO relationships

Tom Wells, Senior Director, Strategic Sourcing & Procurement, **BMS**



GROUP F: REGULATIONS

How do you prepare for the change in sustainability regulations, with over 20 new regulations set to come into effect within the next 2 years?

Laure Bovet, External Manufacturing Operations Lead,
UCB



11:00

MORNING REFRESHMENTS

11:30



OPINION PIECE: BREAKING DOWN SILOS

This session explores the critical importance of fostering collaboration and breaking down silos within pharmaceutical companies (between departments i.e. Pharmaceuticals and Consumer Health) to enhance their interactions with CMOs.

By examining the challenges and benefits of a more unified approach (despite different technologies and volumes), attendees will gain valuable insights into how to optimize their CMO relationships and drive successful outcomes.

Key Talking Points:

- ▶ **The Power of Internal Alignment:** Highlight the detrimental effects of departmental silos within pharmaceutical companies, such as miscommunication, delays, and suboptimal decision-making.
- ▶ **Shared Goals and Objectives:** Discuss the importance of establishing clear and shared goals and objectives between pharmaceutical companies and their CMOs.
- ▶ **Open Communication and Transparency:** Explore how effective communication can help build trust, strengthen relationships, and mitigate risks.

Matthias Horn, External Supply Manager Steriles, **Bayer AG**



DAY TWO | THURSDAY 27 MARCH 2025

11:45

GROUP ACTIVITY - A CONTROVERSIAL CHALLENGE

Join us for a lively and interactive conference-wide game that will spark debate and discussion on key industry topics.

How it Works:

- 1. Controversial Statement:** Pharma IQ will present a thought-provoking or controversial statement related to one of the event's themes.
- 2. Choose Your Stance:** Move to the clearly marked area in the room labeled "Agree," "Disagree," or "Undecided."
- 3. Share Your Perspective:** Join a group discussion and share your reasons for choosing your stance.
- 4. Revisit the Statement:** After the discussion, we will re-ask the original statement and invite participants to reconsider their position based on the insights gained.

This interactive game is a fun and engaging way to explore different viewpoints, challenge your assumptions, and learn from your peers.

12:45

NETWORKING LUNCH

13:45

PRIZE GIVING CEREMONY

14:30



CASE STUDY: SANOFI'S CMO PARTNERSHIP STRATEGIES DURING SUPPLY CHAIN TRANSFORMATION

Sanofi has embarked on a significant supply chain transformation journey, relying heavily on CMOs to support their strategic goals. This session delves into Sanofi's experiences in collaborating with CMOs during this transformative period, highlighting both the successes and challenges encountered.

Key Talking Points:

- **Strategic CMO Partnerships:** By forging strategic partnerships with CMOs, Sanofi has been able to enhance its manufacturing capacity, improve operational efficiency, and mitigate risks associated with internal production.
- **Navigating Challenges:** The collaboration between Sanofi and its CMOs has not been without its challenges. Issues such as quality control, intellectual property protection, and supply chain disruptions have required careful management and mitigation strategies.
- **Continuous Improvement:** Sanofi's journey of supply chain transformation is ongoing. The company has emphasized the importance of continuous improvement and adaptation to evolving market dynamics. By fostering open communication and collaboration with its CMO partners, Sanofi aims to overcome challenges and drive sustainable growth.

Olusegun Adetunji, External Manufacturing, **Sanofi**



14:30



PANEL DISCUSSION: THE POWER SHIFT

VIEWING EACH OTHER AS EQUAL PARTNERS IN CONTRACT NEGOTIATIONS

In the dynamic landscape of pharmaceutical contract manufacturing, the relationship between pharmaceutical companies and CMOs has evolved significantly. Traditionally, a hierarchical power dynamic often prevailed, with pharmaceutical companies dictating terms and CMOs playing a more subservient role. However, recent trends have highlighted the need for a paradigm shift towards a more collaborative and equitable partnership. This session will explore the factors driving this power shift.

Key Talking Points:

- **Regulatory Changes and Their Impact:** How have recent regulatory changes, such as the Drug Supply Chain Security Act (DSCSA) or the Quality Use of Medicines (QUM) regulations, influenced the power dynamic between pharmaceutical companies and CMOs?
- **Technological Advancements and Innovation:** How have technological advancements impacted the power dynamic between pharmaceutical companies and CMOs?
- **Increasing Complexity of Pharmaceutical Manufacturing:** How has the increasing complexity of pharmaceutical manufacturing, including the development of biologics, personalized medicines, and complex drug delivery systems, affected the power dynamic between pharmaceutical companies and CMOs?

Marta Ferrer, external supply quality assurance manager, **Sandoz**

Eduardo da Fonseca, Head of supply chain and external manufacturing, **Bioeq AG**

Stefanie Wohl Bruhn, Senior Technical Manager ESO, **Sandoz**

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DAY TWO | THURSDAY 27 MARCH 2025

15:00 AFTERNOON REFRESHMENTS

15:30 **OPINION PIECE: HOW DO YOU MANAGE & MONITOR QUALITY PERFORMANCE?**



Quality assurance is a cornerstone of pharmaceutical contract manufacturing. Ensuring the safety, efficacy, and compliance of products is paramount to protecting public health. Statistics show that a significant portion of product recalls and regulatory actions are linked to quality deficiencies. This session will delve into strategies for effectively managing and monitoring quality performance throughout the manufacturing process.

Key Talking Points:

- ▶ **Risk-based Quality Management (RBQM):** Implementing a proactive approach to identify and mitigate potential quality risks.
- ▶ **Data Integrity and Traceability:** Ensuring data accuracy, reliability, and traceability throughout the manufacturing lifecycle.
- ▶ **Regulatory Compliance and Auditing:** Staying abreast of evolving regulatory requirements and preparing for audits to demonstrate quality compliance.

Sam Badawy, Quality Assurance Manager, **Bayer**



15:40 **CASE STUDY: STRENGTHENING INSULIN MANUFACTURING IN SAUDI ARABIA**



In this session, we delve into the innovative partnership between Sanofi and Saudi biopharmaceutical companies. This case study explores how their collaboration is advancing Saudi Arabia's insulin localization strategy and contributing to the nation's Vision 2030 goals. The discussion will focus on the strategic Memorandum of Understanding that Sanofi and Sudair have signed, enabling technology transfer, skill development, and the establishment of state-of-the-art manufacturing facilities in Saudi Arabia.

Key Discussion Points:

- ▶ **Technology Transfer and Workforce Development:** Explore how Sanofi and Sudair are facilitating knowledge sharing and technology transfer to build a skilled biopharma workforce.
- ▶ **Building Biopharmaceutical Capacity in Saudi Arabia:** Learn how establishing cGMP-compliant manufacturing capabilities ensures reliable and high-quality insulin production for local markets.
- ▶ **Impact on Public Health and National Resilience:** Understand the broader implications of this partnership on public health, including improved insulin accessibility, reduced pharmaceutical imports, and enhanced national preparedness for health emergencies.

Christian Simon, Head of Technical Transfer External Manufacturing, **Sanofi**



15:50 **OPINION PIECE: NAVIGATING CMO-PHARMA RELATIONSHIPS: 5 TOP TIPS FOR SUCCESS**



This session will delve into five key factors that contribute to a thriving Pharma-CMO partnership. By fostering open dialogue, planning ahead, facilitating knowledge transfer, and cultivating mutual respect and independence, both parties can maximize the benefits of their collaboration.

Key Talking Points:

- ▶ The importance of open communication and negotiation in establishing clear expectations and resolving issues.
- ▶ The value of proactive planning and risk mitigation in ensuring a smooth and efficient partnership.
- ▶ The significance of knowledge transfer and collaboration in optimizing processes and driving innovation.

Mohamed Fayez Monir, Head of Third Party Manufacturing, **Boehringer Ingelheim**



DAY TWO | THURSDAY 27 MARCH 2025

16:00



PANEL DISCUSSION: A GLIMPSE INTO FUTURE TRENDS HOW DO WE EXTEND BUSINESS RELATIONSHIPS AND EXPLORE NEW MARKETS?

With the pharmaceutical industry undergoing rapid evolution, CMOs have a vital role to play in advancing innovation, optimizing operations, and ensuring patient safety. This panel will discuss emerging trends and explore how CMOs can cultivate enduring relationships with pharmaceutical companies to achieve sustained success.

16:30

CLOSING REMARKS

We conclude this year's summit with a goal-setting conference wide discussion, establishing what we see as the fundamental lessons from this year's event and how we ensure we leverage those lessons to get ahead on future challenges.

Maik Talarczyk, Head, PMO ESO, **Sandoz**

SANDOZ

17:00

END OF CONFERENCE DAY TWO AND THE PHARMA CONTRACT MANUFACTURING SUMMIT 2025

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- ▶ Targeted delegate acquisition campaigns
- ▶ Prospect listing
- ▶ On-site introductions
- ▶ Private lunches and breakfast briefings
- ▶ Evening networking sessions
- ▶ Email introductions
- ▶ LinkedIn introductions

"It has very valuable for me to meet and exchange with the people from the pharma industry be it originator, service provider, CMO and others. Seeing and understanding the issues we are all facing and being able to exchange on possible solutions is inspiring."

Key Account & Marketing Manager Contract Manufacturing, Acino International AG



BRAND AWARENESS

Our facilities for on-site branding and exposure are unbeatable. Our dedicated marketing team can help you to achieve your promotional goals in the months leading up to the event, with brochure drops and tailored website coverage. Included in the package:

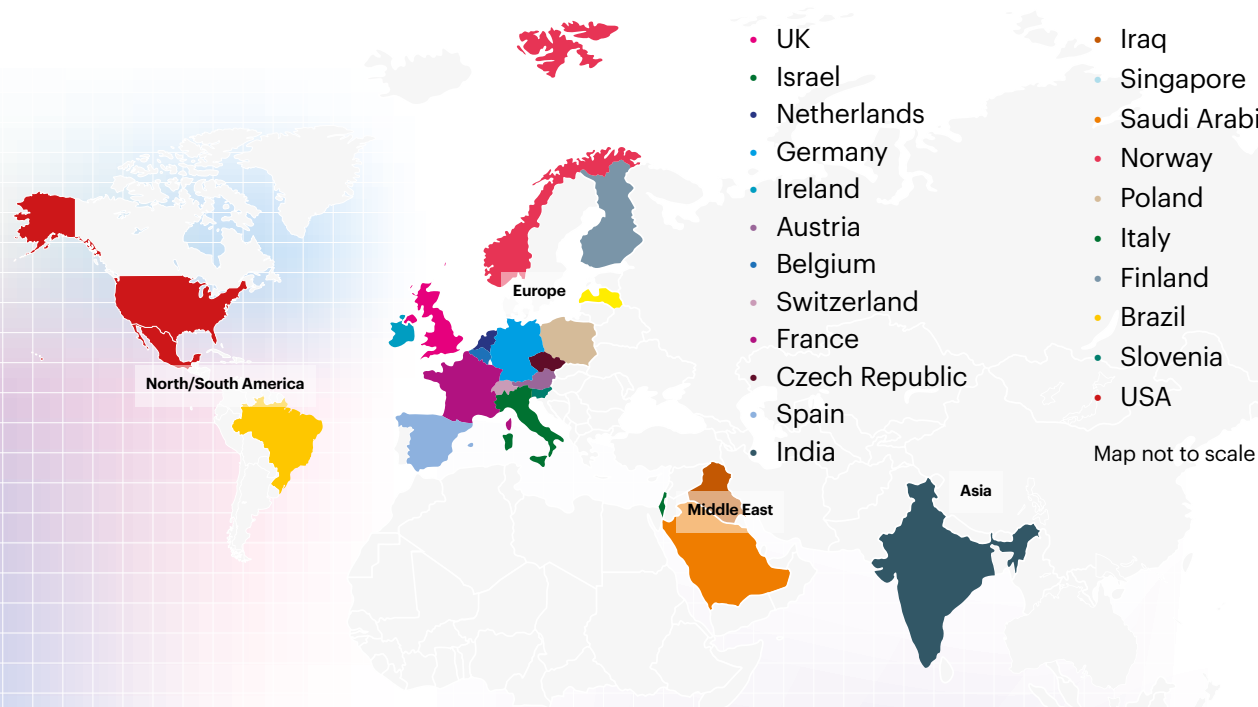
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Pharma IQ offers a unique multimedia platform for the community to engage through a series of high level pharma conferences, online events, training courses, articles, white papers, videos, podcasts, webinars and reports.

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CONFERENCE: 26TH – 27TH MARCH 2025
LOCATION: MECURE HOTEL, BERLIN, GERMANY

CONFERENCE CODE: 13596.016

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Director Global Network Strategy, Zoetis

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