

## Biomanufacturing

# Customer focus as a growth strategy



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One year ago, Rentschler Biopharma SE and Leukocare formed a strategic alliance. |transkript spoke with Federico Pollano, Senior Vice President Business Development at Rentschler Biopharma, about how the added benefit of Leukocare's formulation technology gives the company more traction in the US manufacturing market for recombinant proteins.

**transkript.** In April 2017, Rentschler Biopharma and Leukocare formed a strategic partnership. Since then, how has the extension in technological capabilities impacted Rentschler Biopharma's business in the North American and European markets?

**Pollano.** *The strategic alliance with Leukocare AG has developed very well. Not only European customers, but a growing number of customers in North America as well, are interested in our novel approach and integrate it quite early in their development process. We regard ourselves both as a partner and advisor for development programs of biologics in order to generate as much added value and first-in-class potential as possible for our customers. Innovation is an attractive feature in Europe and particularly in the US. Leukocare's SPS technology can keep therapeutic proteins stable at room temperature and significantly facilitate complex cold chains, both in manufacturing and distribution, from the supplier to the pharmacy and finally to the patient. Leukocare's proprietary formulation technologies ideally complement our aspirations to technological leadership. They offer another building block to provide innovative features to our customers.*

**transkript.** What is Rentschler Biopharma's strategy for further growth? Are there differ-

ent strategies for the North American and European markets?

**Pollano.** *Our business grows both through our projects with customers and strategic collaborations, which regularly target the global market. This way, more and more programs mature from the development stage into market supply and thus require biomanufacturing at commercial scale. Our strategy is to optimally serve the needs of both of these worlds, which often have very different requirements. Along with collaboration, focusing on customer needs is crucial for us. We establish close links to our customers in Europe and North America – in the US through our subsidiary Rentschler Inc. This way, experts in business development and project management are always in personal contact with our customers in a timely fashion. We have experienced experts on both the East and West Coast to take care of our customer's projects. Many customers, particularly in the US lead market for biologics, have confirmed that it is a huge benefit to have experts on site.*

**transkript.** What is your company's unique selling point in the CDMO market? And what is your company's strategy to expand it?

**Pollano.** *Rentschler Biopharma has pioneered biopharmaceutical manufacture. Since 1974, we have been working successfully in*

*the development and production of biopharmaceuticals; it makes a big difference if your team has developed 250 biologics for 130 different customers. This wealth of experience is simply vital to achieving success in our business. We see ourselves as a pure service player, one that can always provide the capacities required by our customers in a timely fashion. That differentiates us from our many competitors with mixed business models, whose proprietary development projects interfere and compete for manufacturing capacity with those of their customers. Flexibility, quality, and time to market are not merely buzzwords for us: they define our mission. Regarding the future, we will adapt our capacities step-by-step to the requirements of the market. Development and production of clinic-ware as well as projects in severe and orphan diseases will remain our core expertise. Furthermore, our strategic partner Rentschler Fill Solutions, will start the fill and finish of biopharmaceuticals soon. The state-of-the-art filling plant ideally complements our manufacturing capabilities. As a result,*



*we can offer all modules needed in biomanufacturing, from the compound to formulation to the end product. We seek to complete our capabilities through the addition of further innovations along and beyond our value chain.*

**transkript.** What is Rentschler Biopharma going to present at the BIO convention?

**Pollano.** *Rentschler Biopharma is preparing for the future. New therapeutic approaches, novel demands from healthcare systems, and socioeconomic development will challenge the whole CDMO market. Rentschler Biopharma will meet the challenge.* tg.