

## **Impressions CPhI Worldwide 2017 in Frankfurt:**

The pharma chem sector is enjoying further growth. Many players continue to invest in capacity expansion and new technologies.

Significant acquisitions have been or will be completed in 2017 such as Lonza/Capsugel & Micro-Macinazione (Switzerland), Cambrex/Pharmacore NJ, Corden Pharma/Pfizers API plant in Boulder, CO, to name a few.

More players plan to enter the pharma chem field starting from their technology platforms or available cash to invest. The «ecosystem» of pharma providers is highly diversified for product type, technologies, level of manufacturing capacity or geographical locations. Annual sales vary from the low Million up to approx. 500 Mio \$ in CMO business. Although it is a Billion Dollar business, the market share of single players is relatively small and not a good indicator for market leadership. The expectations of new competitors should therefore be allocated in this range and not to be measured on the total market. For sure, this will lead to further M&A activity.

Interestingly, a survey on behalf of CPhI about the country ranking for quality, innovation and competitiveness shows that Germany, the USA and Japan are top for quality and innovation, while Germany, India, China and the USA score for competitiveness.

Frankly, I wonder why Switzerland is not listed in the scores, since our country is continuously taking merits for highest quality, leadership in innovation and competitiveness within this frame?

Although the distances between exhibition halls was a bit long, the overall climate was vibrant, and everybody said, they were «busy busy» (The second day, I changed my shirt twice....). In some way, the arrangement of the halls and the diversity of exhibitors represent the complexity and high sophistication of the pharmaceutical supply network.

Also this show proves that B2B is a face2face business, and that, although our smart phones, tablets, Apps and other supports make our work easier and our briefcases lighter, human interaction is key for success.

I am looking forward already today for 2018 in Madrid to reflect about another challenging year. See you before during DCAT week 2018 mid-March in the Big Apple!

Roger Laforce