

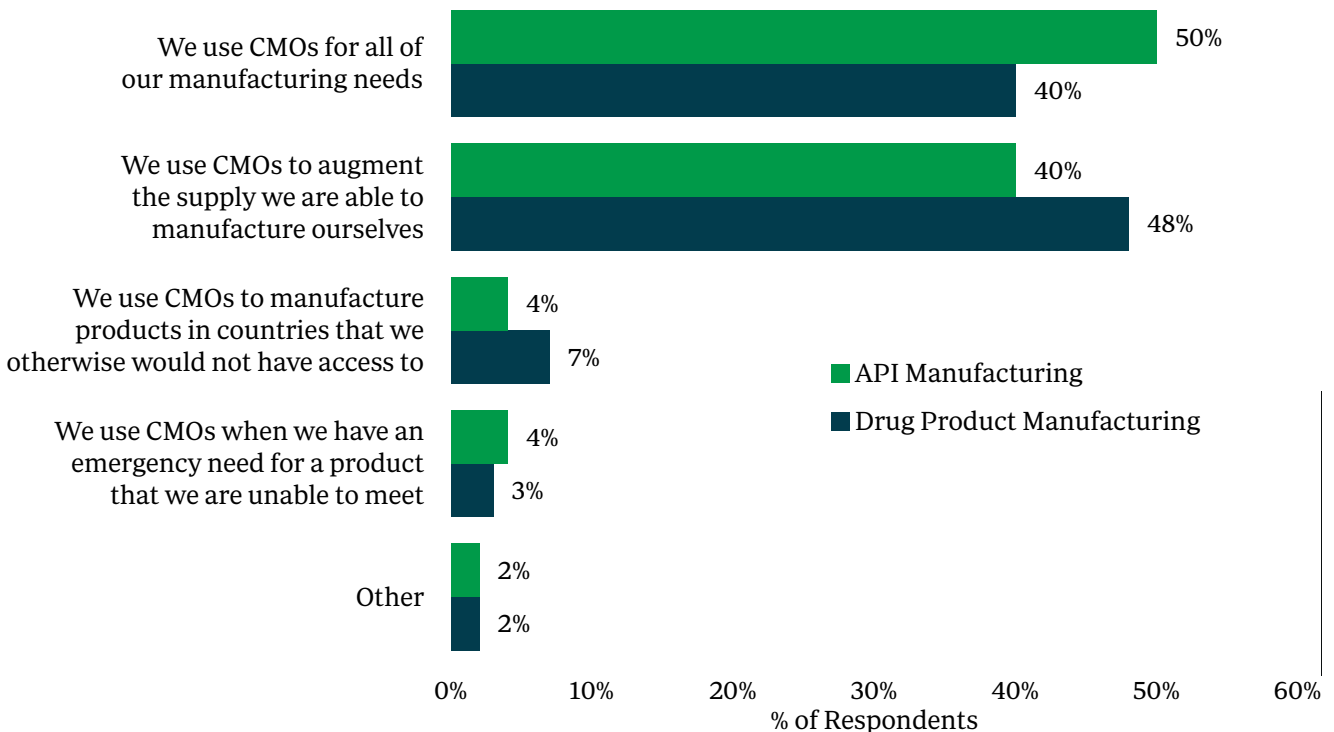
# Outsourcing Drivers For Small Molecule Manufacturing



ISR's recent survey of Small Molecule outsourcers found that the majority of respondents outsource for one of two reasons: for all of their manufacturing needs, or to augment their internal manufacturing capacity. However, API outsourcers are more likely to outsource for all of their needs, while drug product outsourcers conversely are more likely to outsource to increase internal capacity. Market access and emergency situations seem to be infrequent drivers for outsourcing across all small molecule manufacturing.

*"How would you characterize your company's main driver for working with CMOs for your small molecule API manufacturing needs? Please select one." (n=123)*

*"How would you characterize your company's main driver for working with CMOs for your small molecule drug product manufacturing needs? Please select one." (n=123)*



*Other API Responses:*

“We use CMOs for specific small molecules that we don't manufacture in house.”  
 “We use CMOs when we have production constraints.”  
 “We use CMOs for special requirements (e.g. explosive intermediates) and small molecule APIs at or near patent expiry or where there is a large generic market.”

*Other Drug Product Responses:*

“We use CMOs who have unique technology we don't have.”  
 “We use CMOs for technologies we don't have internally and for core business pharmaceutical forms (commodities).”  
 “We use CMOs to perform only certain aspects of our manufacturing.”