

MassMEDIC

Massachusetts Medical Device Industry Council

Drug Delivery Devices (DDD): *Increasing role in patient outcome and future trends* *New England's global appeal to foster collaboration*

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An Integrated CDMO and Own-IP Player: a Chat With Nemer

Strategies Among DDD Industry Players

Interviewer Profiles



Marc Hämel
CEO
Nemer



Company Profile

Nemer is a world-leading drug-device combination solutions company and contract manufacturer with design and development capabilities as well as a full range of own-IP drug-delivery devices including asthma inhalers, insulin pens, autoinjectors, nasal pumps, and eye droppers.

Sales: ~ €436M (2020)

HQ: La Verpillière, France

Key Highlights in DDD:

- 2020**
 - Acquisition of Copernicus® to expand Nemer's proprietary product offering and manufacturing footprint in Eastern Europe
 - Strategic partnership with Noble to incorporate a training-platform program with the Safe'n'Sound® injection system.
- 2019**
 - Acquisition of Insight to strengthen Nemer's design and development capabilities.

Key Delivery Routes

Parenteral
(Injection)

Inhalation

Ophthalmic

ENT

Transdermal

Insights



How have you seen pharma needs and demands evolve in the DDD industry?

- Pharma companies are looking for **holistic service providers** to **refocus on their core business** and, therefore, device companies like Nemer invest in technologies and manufacturing capabilities adapted to small- and large-scale manufacturing.
- Traditionally, devices targeted a large set of patient populations; however, there is a **need for devices targeted to specific needs** within smaller patient groups.



What are Nemer's key differentiating factors to meet this demand ?

- The ability to always think of the end user and the purpose of **putting patients first** really motivates the firm to provide the most effective solutions to its customers and patients.
- The **size of the company** which allows Nemer to be very agile and react quickly to any existing or new customer needs.
- The **service portfolio** around the device journey from early-stage design through to regulatory support and ultimately filling so the customers can concentrate on their core mission of inventing new medicines.



What was the rationale behind the Copernicus acquisition?

- Nemer acquired the injection devices manufacturer Copernicus at the end of October. The rationale behind the Copernicus acquisition was three-fold:
 - **Bolstering the overall proprietary product portfolio** and extending the injectable product offering
 - **Complementing Nemer's large-scale manufacturing** with Copernicus' fast and agile small-scale manufacturing
 - **Establishing an operations footprint** in Eastern Europe in order to build a new state-of-the-art manufacturing facility in Szczecin, Poland.

Source: Primary interview; Alira Health analysis