

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*

March 2021



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

Source: Primary interview; Alira Health analysis

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.