

DANIELE GIAVINI

Managing Director, Indena (Aschimfarma)

What are your company's target markets? Can you please describe these markets in terms of their market size, segments and trends?

CDMO for new chemical entities/ fractions, Generic APIs and APIs and Pharmaceutical Botanical Extracts for Well Established Drugs.

What is your forecast in terms of market demand to the end of the year and beyond?

We can tentatively forecast a 5 to 10 % increase versus previous year for the applicable segments as described above; please note that this is not our only Field of Activity

Did the Corona virus outbreak affect your supply chains and target markets and if so in what way? Where do you see lasting effects and lessons from the Covid-19 lockdown?

It did, creating some delays in the delivery of certain starting materials and intermediates; some target markets have been affected due to local impacts in the general economy; the main impact still has to be evaluated and is relevant to the lack of human contacts (meetings in person) among stakeholders; please refer also to the cancellation of the major exhibition and networking events.

The coronavirus pandemic has shown us more than ever that we need a crisis-resistant system and the means to produce medicines within the EU to ensure timely access to essential medicines for citizens and hospitals in all circumstances. What do you think could be the strategies for Europe and Italy to guarantee economic accessibility, sustainability and security of supply?

Special incentives should be given to innovation and the increase in working capital for the critical supply chains. Regulatory bureaucracy and long time of interactions/approval from the Italian authority should be clearly improved, as certain supply chains and APIs have very long approval times.

What kind of innovation, technologies are you focusing your activity on to secure the supply chain and its quality?

We are differentiating our suppliers to diminish the risk of interruption and to provide alternatives to critical manufacturing steps; quality is paramount for us and we have always been investing more resources into quality.

Italy is an attractive destination for foreign-owned pharma companies, with 59% of the Italian pharma industry being formed by these companies. Italy also has a large number of pharma contract manufacturing organization (CMO) facilities. What are according to you the success factors of the Italian producers?

Excellent chemistry and technological competences, excellent and continuously reliable approach to Quality; excellent human skills

Italy has been able to establish itself in more severely controlled markets such as the American, European and Japanese thanks to its expertise and technology. But what about the obstacles that Italy needs to face, such as bureaucracy? How can Italy be successful against for example the fast-track USA model?

The interaction with authorities must become less bureaucratic and time consuming; reply time of authorities should also significantly decrease.



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