

GLOBAL BUSINESS REPORT **CONNECT SERIES** WITH **ADARE CEO, TOM SELLIG ON USA LIFE SCIENCES**



“For every challenge, Adare has a set of tools we can leverage to create optimized solutions.”

Adare CEO Tom Sellig recently spoke with Global Business Reports about trends and challenges likely to drive the CDMO industry in the future. This interview and over 80 more are collected in GBR’s Life Science United States 2023 report, offering insightful and thought-provoking analysis from executive interviews from across the life sciences industry. **Click here to read the full report.**

What was the decision-making process behind selecting Veeva Vault Quality Suite to harmonize Adare’s quality systems?

Bringing in Veeva Vault Quality Suite gave us a world-class platform to harmonize our quality systems across the organization, streamline our processes, and allow us — both from a training and compliance standpoint and from a quality management standpoint — to up our game in a cloud-based system. Many of our pharma clients are already familiar with Veeva, and it provides much better access to faster reporting and better diagnostic tools to ensure we are staying ahead of the curve in terms of our quality systems.

Have any areas of product development prompted more demand than others in 2022?

We are seeing demand in several key areas. Pediatrics is one great example where unpleasant taste is a major barrier to adherence and, as many companies are looking to expand into pediatrics or looking to expand their patents, we have seen increasingly more requests to support taste masking using our microencapsulation and control-released technologies. We are also seeing demand

for traditional things like bioavailability and support for geriatric patients, and with the Frontida acquisition, we can leverage even more tools to support a wide range of capabilities. Pediatric and geriatric patients many times have difficulty swallowing drugs and we are using our technologies to come up with unique and creative solutions for this challenge.

What differentiates Adare’s proprietary tastes masking platforms and what is driving growth in the taste masking market?

We work on a wide range of APIs that have taste challenges such as bitterness or they need sweetening or flavoring. We have several microencapsulation technologies and capabilities to address these needs, from uniformly coating solid particles to creating a physical barrier for improving the taste or the release profile of a product.

For every challenge, we have a set of tools we can leverage to create optimized solutions beyond taste masking. For example, whether it is low solubility or high potency, we are seeing a range of different types of bioavailability challenges. Our solid-solution or solid-dispersion Diffucaps

technology platform enhances solubility by preserving a drug’s amorphous form, helping address the faster onset of action and minimizing food effects amongst others.





What are the challenges and opportunities for CDMOs in the US in 2023?

The changes in regulations around FDA inspections offer both challenges and opportunities. The agency is now able to do more unannounced inspections as well as more remote types of audits. We have already seen an increasing number of CDMOs, in particular in emerging markets like India, which are receiving warning letters and 483s, which is resulting in opportunities for onshoring and customers bringing back their production to US or Europe.

There continue to be general supply chain challenges, but fortunately, Adare has a global supply chain team which allowed us to continue to meet demand and not have too many difficulties along the way. In terms of funding, we have not seen any of our clients having major challenges, whether it is through IPOs, M&A, or additional fundraising. The decision-making might be slightly slower, but companies that have creative and breakthrough solutions can attain funding.

What are Adare's main goals for 2023?

2022 was another great year for Adare Pharma. In 2023, we look forward to both organic and inorganic growth. Adare has an active investment plan and strategy that encompasses all our sites, and the company continues to invest in new capacities and capabilities to offer an even broader suite of solutions to our customers. We are currently scaling our long-acting injectable capability at our Lenexa facility in Kansas. We are also currently going through a major operational excellence initiative which is helping us to reduce costs and operate more efficiently and are also spending significant time on our ESG strategy. As these initiatives come to fruition or get to a steady state, we will then start to look at our longer-term plan which includes several M&A targets as we continue to grow the business. The client experience journey is one of our important strategies for the year, and we are off to a great start in 2023 and are looking forward to continued growth and expanding our business.



Tom Sellig brings more than 30 years of global experience in the life sciences industry to Adare, including experience scaling organizations and driving growth in the CDMO and Pharma Services space.

From 2019 to 2021 Tom served as Chief Executive Officer of LabConnect, a clinical trial laboratory services organization. Under his leadership, the company more than doubled in revenue and underwent significant team expansion to meet the growing needs of the biopharma industry.

Prior to LabConnect, Tom was Chief Commercial Officer at ConnectiveRx, where he was responsible for all commercial and customer-facing activity at the patient support and patient access company. Earlier, Tom was Senior Vice President of Global Sales at Patheon, where he played an integral role in the company's sale to and integration with Thermo Fisher. Previously, he served as the Global Vice President of Sales and Client Services at Covance.



Adare Pharma Solutions is a global technology-driven CDMO providing end-to-end integrated services, from product development through commercial manufacturing and packaging, with small molecule expertise focusing on oral dosage forms for the Pharmaceutical industry. Adare's specialized technology platforms provide taste masking, controlled release, solubility enhancement, and patient-centric dosing solutions. With a proven history in drug delivery, Adare has developed and manufactures more than 65 products sold by customers worldwide.

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