

## Cerbios confirmed by D&B in the top 500 Swiss companies with Risk Indicator 1

In June 2011, Cerbios received from Dun & Bradstreet the newly issued **Rating Certificate** confirming Cerbios as a company with **Risk Indicator of 1** (D&B Risk Indicators range from 1, minimum risk, to 4, high risk). As a result, Cerbios now appears in the updated Swiss top 500 companies published by D&B ([www.top-rating.ch](http://www.top-rating.ch)). Top rating companies are characterized by financial stability and a top or high credit standing (irrespective of the size of their company).

*"It is a satisfaction to receive this external certification which confirms the robust financial situation and success of the company strategy decided by the board several years ago. In these difficult times, the financial stability of a supplier is of great importance, because it provides the confidence that the supply of APIs from the qualified source will continue in the coming years without putting in trouble the registration's owner"* says Dr. Gabriel Haering, Cerbios' CEO.

In fact, the bankruptcy of an API supplier (single source) could have a dramatic impact on losing the market for 3-4 years, with no guarantee of full recovery once a new source has been approved. This takes into consideration the fact that the timeline for approving a new source of API from the actual authorities is getting longer and longer (estimates of > 2 years) and this on top of all the required regulatory activities (1-2 years work).

Medium-large pharma companies are already applying a risk assessment approach when choosing an API supplier (asking for all relevant financial indicators). Biotech and small pharma companies have not evolved this far and are working more on "price" than on "value", where financial stability would enter into account.

Considering the fact that the majority of biotech companies have as an exit strategy the "licensing-out" of their NCE or NBE, choosing the cheaper supplier could in fact lower the value of the licensing deal (identifying risk in the assessment of the CMC) or even put the licensing deal in danger (poorly performed work could require a complete re-engineering of the CMC, creating a delay in the launch of a project therefore costing millions of dollars in loss of interest).



### About Cerbios-Pharma SA

Cerbios is a privately held company located in Barbengo (Switzerland) specialized in the development and manufacturing of chemical and biological APIs for our partners world-wide. APIs made by Cerbios cover small molecules (Chemical Division), large molecules and Probiotics (Biological Division).

Services for third parties under exclusive manufacturing are offered in the area of HPAIs for the Chemical Division and Recombinant Proteins for the Biological Division. Full CMC support is provided to our partners in order to supply them with cGMP clinical batches, registration/validation material, and APIs from commercial manufacturing. Paramount to this is the ability to supply all the documentation required for a successful registration.

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