

API PHARMA BENCHMARK

PURPOSE

Due to strategic choices and inhouse competences the approach to inhouse and outsourcing of engineering services is changing. The engineering tools and systems used in the markets are more and more combined into an one system approach. Due to these changes, this benchmark aimed at investigating the need for engineering services among producers of Active Pharmaceutical Ingredients (API) in the Netherlands and Belgium.



PARTICIPANTS



57%
Netherlands



29%
Belgium



14%
Other: Sweden,
Latvia, Switzerland

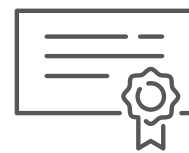


50%
Produces synthetic API



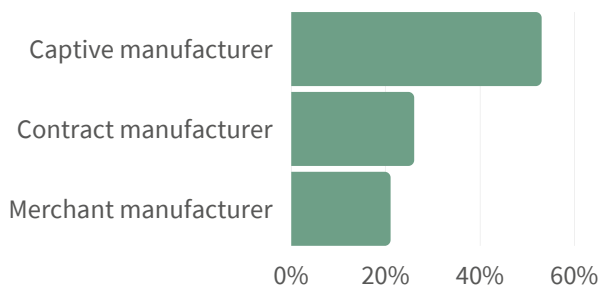
50%
Produces biological API

73%
Produces patented API

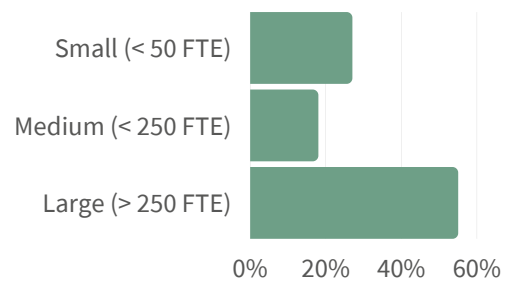


27%
Produces generic API

Type of producer



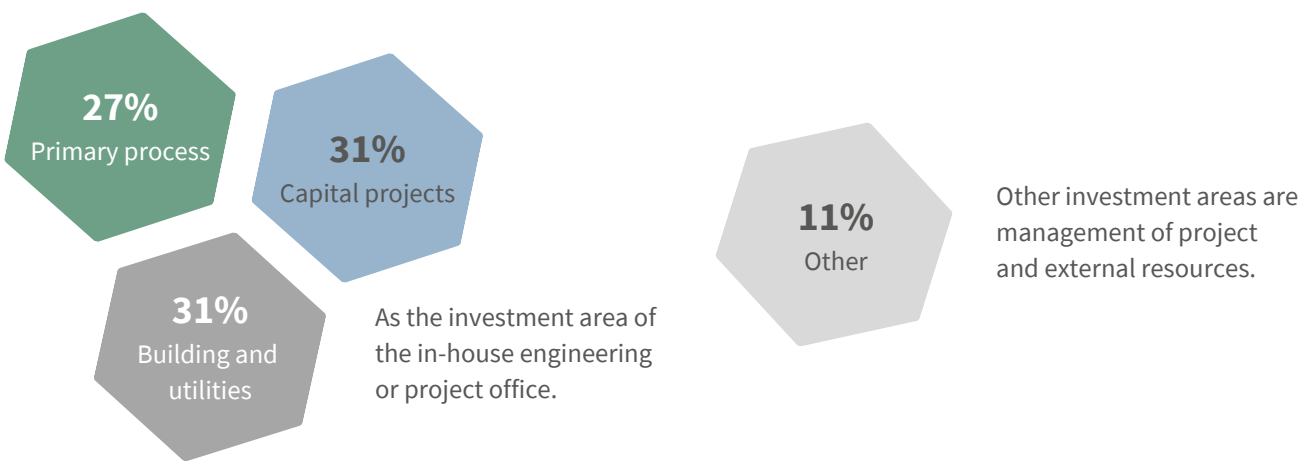
Organization size



ENGINEERING SERVICES



'The average percentage of external resources is 69%. 91% of producers use their own engineering or project office in combination with external resources.'

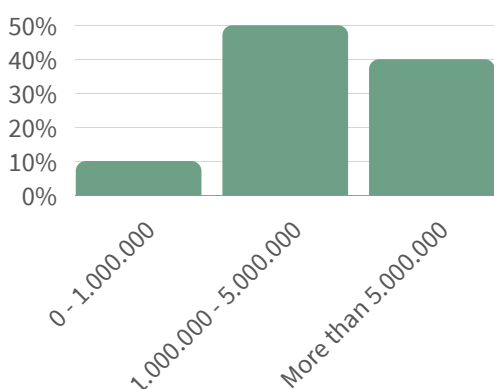


'External resources are mainly used for engineering, maintenance, project management, EPCM and technical disciplines.'

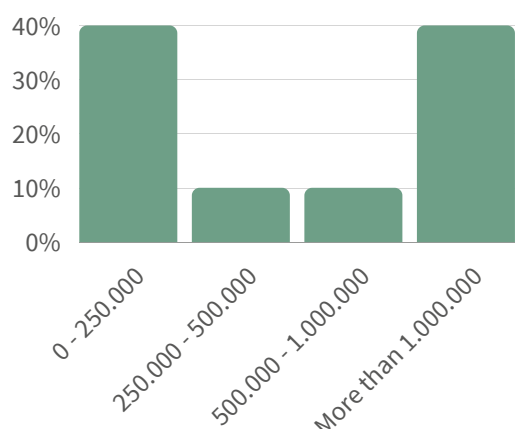


BUDGETS

Budget for engineering investment projects per year (in euros)



Budget for engineering in maintenance projects per year (in euros)



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TENDERING

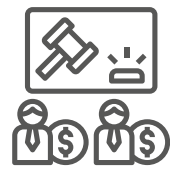


47%

Prefers hiring by secondment / assessment

82%

Is satisfied with the execution of engineering services



53%

Prefers tendering for project related engineering services

25%

Frame service agreement

25%

EPCm

45%

EPC

5%

Turnkey

SELECTING SUPPLIERS

'Suppliers of engineering services are usually selected on the basis of a tender, preferred suppliers or a network.'



Quality



Knowledge



Experience

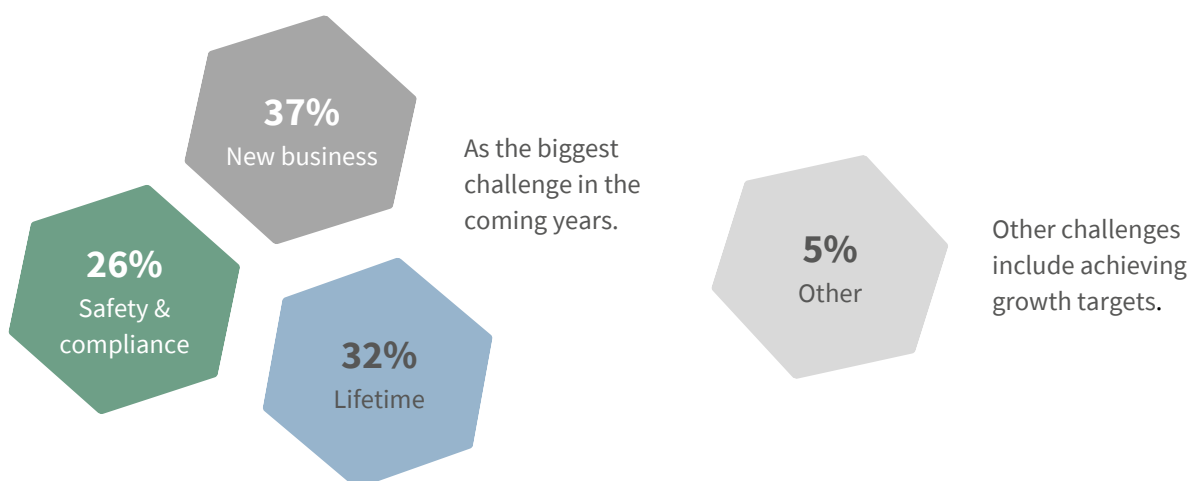


Flexibility

These are the most important aspects for selecting an engineering service provider.

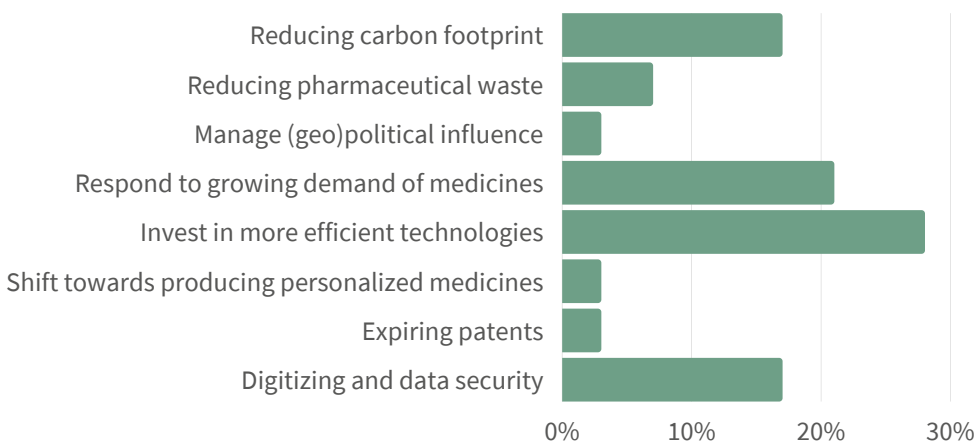
CHALLENGES

'Producers of synthetic APIs indicate that lifetime is the biggest challenge in the coming years.'



'Producers of biological APIs indicate that new business is the biggest challenge in the coming years.'

TRENDS AND DEVELOPMENTS



BENCHMARK

As a multidisciplinary full-service engineering firm, KH Engineering supports clients worldwide in the development of projects. We differentiate ourselves by our pragmatic approach, the broad technological knowledge of our colleagues and the realization of complete projects. These vary from front-end to engineering, procurement and construction management (EPCm) services for national and international clients. This benchmark is organized to get more insights into the need for engineering services among API producers. With the information we can adjust our current services and portfolio to the needs of the Pharma market.

For more information about this benchmark or the services KH Engineering can provide, please contact Kees Vonk for the Netherlands (kees.vonk@khe.eu) and Mark Senten for Belgium (mark.senten@khe.eu).