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News Release

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MilliporeSigma Announces Survey Results Exploring Biopharma Industry's Evolving Risk Model

- **Study highlights biopharma industry's current and future growth drivers**
- **New approaches for mitigating risk associated with new growth strategies**

Darmstadt, Germany, June 7, 2016 — [MilliporeSigma](#) today announced survey results of 250 global biopharmaceutical executives on how their companies will manage new risks associated with the changing biopharma landscape. The survey, sponsored by MilliporeSigma, was conducted by the Economist Intelligence Unit (EIU), a leading resource for economic and business research, forecasting and analysis. Findings will be presented on June 8 at the [2016 BIO International Convention in San Francisco, California](#).

"In response to the uncertainty and disruption facing the biopharmaceutical industry, MilliporeSigma has moved beyond old risk-management models and has adopted and is applying new strategies at the earliest stages of development and seeing them through to commercialization," said Udit Batra, Member, Executive Board, Merck KGaA, Darmstadt, Germany and CEO, MilliporeSigma.

Study highlights include:

- 48 percent of respondents are developing or will develop novel therapies, such as gene and cell therapies
- Biopharmas anticipate entering South Korea, Indonesia and Taiwan in the next five years



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- Regulatory uncertainty tops the list of risks that biopharma executives think might disrupt their company's strategy in the next five years (32 percent)
- 80 percent of respondents are highly optimistic about their company's ability to bring new drug products to market over the next five years

Manufacturers in the biopharma industry face unprecedented challenges as they enter unfamiliar geographies, aggressively replenish pipelines and expand into novel areas such as gene and cell therapies requiring more complex development and production. The EIU study, detailed in [The Changing Biopharma Risk Equation](#), examines how new growth strategies are creating exposure to different types of risk and explores options for successfully navigating this unexplored territory.

Survey respondents offered a global view with 31 percent from Europe, 30 percent from North America, 29 percent from Asia and 10 percent from the rest of the world. Responses also reflect the differences in view depending on company size, with 50 percent of participants coming from biopharmas with less than \$500 million in revenues and 50 percent from larger players.

To download the report, access additional content on the changing nature of biopharma and explore how MilliporeSigma can help companies go beyond the changes and challenges facing the industry, visit www.gobeyondbiopharma.com.

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About the Life Science Business of Merck KGaA, Darmstadt, Germany

The life science business of Merck KGaA, Darmstadt, Germany, which operates as MilliporeSigma in the U.S. and Canada, has 19,000 employees and 65 manufacturing sites worldwide, with a portfolio of more than 300,000 products enabling scientific discovery. Udit Batra is the global chief executive officer of MilliporeSigma.

Merck KGaA, Darmstadt, Germany completed its \$17 billion acquisition of Sigma-Aldrich in November 2015, creating a leader in the \$125 billion global life science industry.

Merck KGaA, Darmstadt, Germany is a leading company for innovative and top-quality high-tech products in healthcare, life science and performance materials. The company has six businesses – Biopharmaceuticals, Consumer Health, Allergopharma, Biosimilars, Life Science and Performance Materials

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– and generated sales of €12.85 billion in 2015. Around 50,000 employees work in 66 countries to improve the quality of life for patients, to foster the success of customers and to help meet global challenges.

Merck KGaA, Darmstadt, Germany is the world's oldest pharmaceutical and chemical company – since 1668, the company has stood for innovation, business success and responsible entrepreneurship. Holding an approximately 70 percent interest, the founding family remains the majority owner of the company to this day. Merck KGaA, Darmstadt, Germany operates as EMD Serono, MilliporeSigma and EMD Performance Materials in the U.S. and Canada.