



MEDICAL DEVICES



PHARMACEUTICALS



CHEMICALS



FOOD & BEVERAGE



ELECTRONICS

# Top 10

## World's Leading LIFE SCIENCE INTERMEDIATES Companies

A THOUGHT-PROVOKING REPORT ON PERFORMANCE, CAPABILITIES, GOALS AND STRATEGIES OF THE MAJOR COMPETITORS IN THE WORLDWIDE LIFE SCIENCE INTERMEDIATES MARKET

- BASF
- Cambrex
- Clariant
- DowPharma
- DSM
- Evonik
- Lanxess
- Lonza
- Novasep
- Rhodia

Contains nearly 600 pages and 84 tables



VENTURE PLANNING GROUP

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INFORMATION • INTELLIGENCE • ANALYSIS • INSIGHT

## Worldwide Market Overview

A concise market analysis, including:

- Major U.S. and international trends with potentially significant impact on the life science intermediates industry during the next five years, including industry consolidation, market globalization, environmental regulations, etc.
- Analysis of major market segments.
- Review of key geographic regions, including North America, Europe, Asia, Latin America and others.
- Five-year worldwide market forecasts for:
  - Major market segments.
  - Key geographic regions.

## Company Strategic Assessments

For each of the **Top 10** companies, the report provides an approximately **55-page** strategic analysis, including the following information:

### SECTION I. EXECUTIVE SUMMARY

- A 3-5 page synopsis of main sections.

### SECTION II. BUSINESS ORGANIZATION

- History of the life science intermediates business evolution, important to the understanding of the corporate culture, management mentality and strategies.
- Recent acquisitions, divestitures and significant organizational changes.
- Current organizational structure.

### SECTION III. SENIOR MANAGEMENT

- Background of key executives.

### SECTION IV. FACILITIES AND EMPLOYEES

- Major administrative, manufacturing and R&D facilities in the U.S. and abroad.
- New plants under construction.
- U.S. and international work force size and distribution.

### SECTION V. TECHNOLOGICAL KNOW-HOW

- Internally developed and acquired technologies, and related capabilities.
- Proprietary technologies and patent litigations.

### SECTION VI. PRODUCT PORTFOLIO

- Extensive review of major product lines.
- New product introductions and line extensions.

### SECTION VII. MARKETING TACTICS

- Major promotional strategies.
- Distribution approaches.
- Product service and support.

### SECTION VIII. FINANCIAL ANALYSIS

- Sales and operating profit by division, product line, geographic region and country.
- Five-year sales and profit performance.

### SECTION IX. R&D EXPENDITURES AND MAJOR PROGRAMS

- Estimated R&D budget.
- Research facilities and staff.
- New technologies, products and applications in development.

### SECTION X. COLLABORATIVE ARRANGEMENTS

- Major joint venture, distribution, OEM and licensing partners, both industrial and academic.
- Terms of collaborative agreements and specific products involved.

### SECTION XI. STRATEGIC DIRECTION

- Specific business, new product development and marketing strategies.
- Strengths and weaknesses.
- Anticipated acquisitions, joint ventures and divestitures.

## Comparative Analysis

In this section of the report, the **Top 10** companies are ranked according to the following criteria:

- Estimated sales in Europe, North America, Asia,

and other geographic regions.

- Operating profit.
- R&D expenditures.

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# ABOUT THIS REPORT

## Rationale

A strategic assessment of the competitive environment is becoming widely recognized as one of the highest priority management responsibilities, the task crucial to business survival, growth and profitability. Timely and factual competitive intelligence is vital to the success of all business functions, particularly Planning, Marketing, R&D, and Manufacturing.

In a highly dynamic and fragmented life science intermediates market, besieged by intense competition and rapid pace of technological innovations, the ability to anticipate new competitive product introductions and marketing strategies is particularly important... and can spell the difference between success and failure.

## Objectives

**"THE TOP 10 WORLD'S LEADING LIFE SCIENCE INTERMEDIATES COMPANIES"** is a unique multi-client study prepared by VENTURE PLANNING GROUP in order to provide industry executives with strategically significant competitor information, analysis and insight crucial to the development and implementation of effective business, marketing and R&D programs. The study's major objectives include:

- To establish a comprehensive, factual and cost-effective

information base on performance, capabilities, goals and strategies of the world's leading life science intermediates companies.

- To help current suppliers realistically assess their financial, technological and marketing capabilities vis-a-vis leading competitors.
- To assist potential market entrants in evaluating prospective acquisitions and joint venture candidates.
- To complement organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.

## Methodology

The **Top 10** report is based on a combination of primary and secondary information sources, including experts from trade associations, and others knowledgeable of the companies' current operations and future strategic directions. The information generated at industry shows, marketing conferences and at industry shows, marketing conferences and scientific symposia was also included data retrieved from Venture Planning Group's proprietary information base, developed during the firm's continuous

monitoring of the industry, as well as over 100 syndicated multiclient studies and numerous proprietary single-client assignments. This database contains information on major chemical companies, technologies, products and executives worldwide.

Moreover, a comprehensive review of the **Top 10** companies' product and financial literature, business and technical periodicals, pertinent industry analyst reports was conducted.

## Special Features

- **560 pages** of vital market intelligence.
- **80 tables** containing estimates of the **Top 10** companies' sales and operating profit by division, geographic region and product line.
- **Worldwide Market Overview**, including sales forecasts for major

geographic regions and market segments.

- **Comparative Analysis** ranking the **Top 10** companies according to their sales, profit and R&D expenditures.