

BOX 1: INTERVIEW WITH...

SERGIO MONTI, PLANT MANAGER, V.A.R.I

Sergio Monti holds a Mechanical Engineering degree from Politecnico di Milano (Italy), an MBA from Northumbria University (Newcastle-upon-Tyne, UK) and Executives Education courses at London Business School. He began his pharma career in the Technical Service Team of ACS Dobfar, a major antibiotics manufacturer, heading all new projects and investments. Mr Monti joined Lindal Group in 2008 as Sales Director, contributing to the growth of its V.A.R.I. respiratory division. In 2017, he was promoted to Plant Manager of Lindal's Italian pharmaceutical facility.



Q Mr Monti, could you briefly remind us what are the activities of Lindal Group?

A Lindal Group is specialised in the design, development, manufacture and supply of aerosol dispensing packaging solutions tailored to meet a broad spectrum of customer needs and market applications. Our product offering includes a comprehensive range of valves, actuators, barrier packs and associated accessories that address the technical and aesthetic dispensing requirements.

V.A.R.I. is Lindal's wholly owned subsidiary focusing on respiratory applications. V.A.R.I. has been supplying valves and actuators for MDIs for more than 30 years and today we are one of the world's leading manufacturers in this field. Our main markets are the EMEA regions, Central and Latin American countries and Russia. We are growing significantly in Asia.

Q Please describe the partnership you have in place with Biocorp?

A Our partnership with Biocorp enables V.A.R.I. to commercialise Inspair to all our inhalation market customers we are supplying today and in all countries where we have strong market presence. Together, Biocorp and V.A.R.I. additionally offer a comprehensive service taking care of all technical aspects relating to the MDI devices.

Q What are the benefits of this partnership for Lindal?

A This partnership with Biocorp enhances Lindal's product portfolio with a highly innovative offering in a context where connected health is becoming more and more popular. Patients are very keen on collecting their health data to actively manage their therapy by sharing it with their doctor. This technology is particularly interesting for people with chronic diseases, like asthma or COPD, helping them to adjust their treatment easily and accurately.

Q Do you see a strong demand for connected solutions among your key customers?

A Yes, pharma companies are well aware of issues with adherence and device use, which is one of the historical weaknesses for MDIs. Our customers are looking for innovative solutions to help patients during their self-care. Inspair will help patients to get the dose at the right time and in the right way, with the ultimate objective of improving their quality of life.

Q In your opinion, what are the key differentiators of Inspair versus competitive solutions?

A Beyond tracking medication use and sending reminders, Inspair assess the quality of administration and the proper use of the device. Inspair guides patients to all steps necessary for correct use of the medication, from shaking the MDI to improving co-ordination between firing and inhaling the product. This gives a strong advantage versus all other smart devices currently on the market which only record when patients fire the drug.

Being an add-on is another important advantage of Inspair. This can significantly reduce the cost of smart devices. Inspair has a shelf life of two years and it can be used for several inhalers during this period.

Q What made you choose Biocorp as your preferred partner to launch a connected offering?

A Biocorp is well known for its innovations. As a pioneer in the field of connected solutions for drug delivery devices and with in-depth experience of the diabetes market, Biocorp was the best partner for Lindal to explore these new smart technologies. Right from the first contact, Biocorp impressed us with their knowledge of respiratory applications. Their flexibility and reactivity made all communications very easy. It has been a pleasure to start this collaboration and I really look forward to the first projects together.