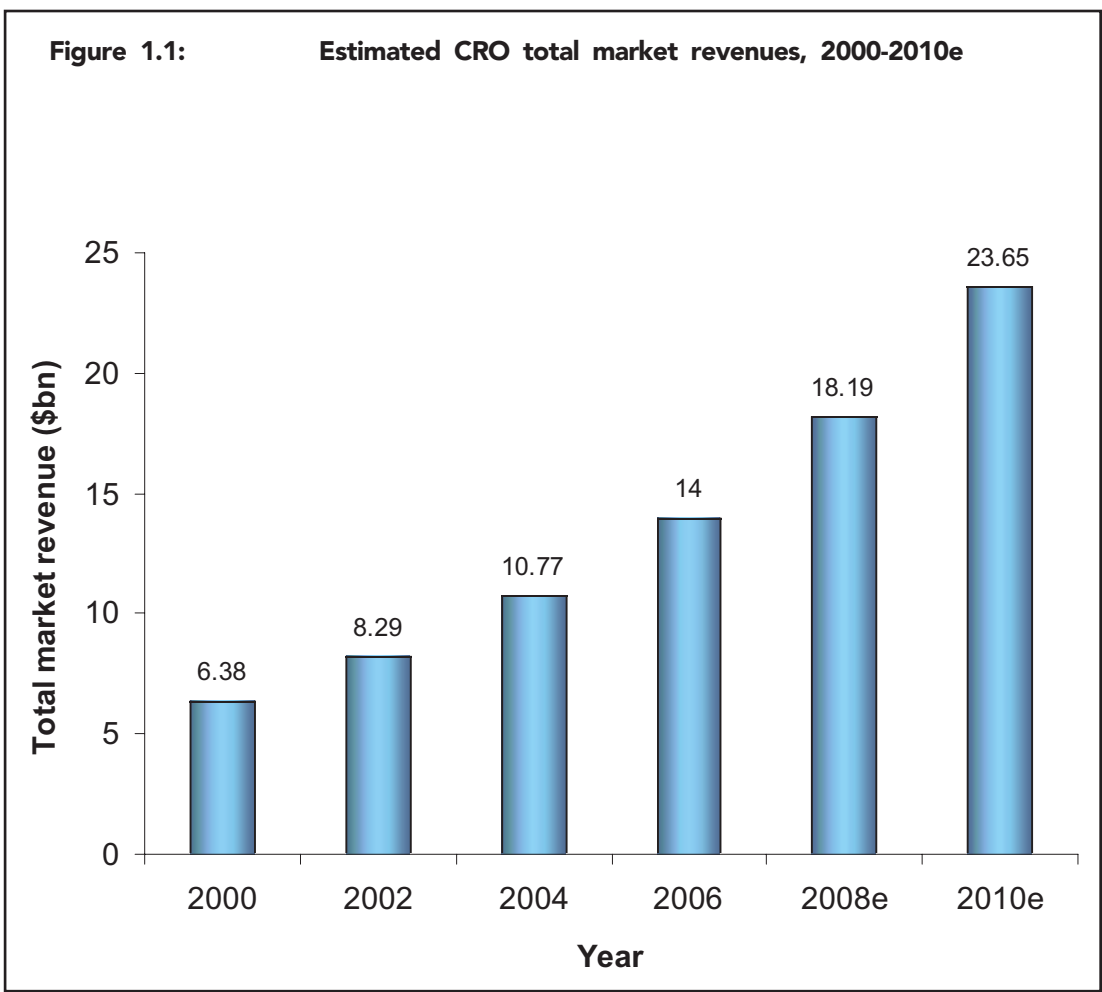


The CRO Market Outlook

Emerging markets, leading players and future trends



Implement the optimal outsourcing strategy for your company's needs with the help of this new report...

The CRO Market Outlook

Over the last decade rising pressure to reduce costs and time-to-market has led to a rapid expansion of the global Contract Research Organization (CRO) market. Pharmaceutical and biotechnology company spend on CRO services has shown double digit growth in the past years highlighting the importance of this fast growing market.

The CRO Market Outlook assesses the drivers and restraints of the global CRO market, highlighting key trends and identifying offshore outsourcing opportunities in fast-growing emerging markets such as China, India and Latin America. This report also profiles the major international CRO players providing market share data and detailed analysis on current and future R&D spend.

Use this report to improve your understanding of the evolving CRO business models and ensure that you are able to implement the optimal outsourcing strategy for your company's needs.

Key findings of the report...

Table 2.3: SWOT analysis: the full service model

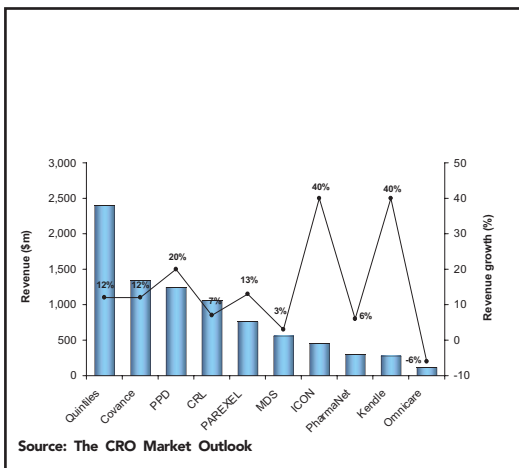
| Strengths | Weaknesses |
|---|---|
| <ul style="list-style-type: none"> Geographic coverage Large patient and investigator pools Wide range of service Technologically advanced Experienced in most therapeutic areas | <ul style="list-style-type: none"> High overhead costs Bureaucracy High staff turnover Standardized procedures → Low flexibility EDC global up-scaling / implementation issues |
| Opportunities | Threats |
| <ul style="list-style-type: none"> Cost savings through further expansion in emerging markets Strategic partnerships/alliances with pharmaceutical companies Vertical integration: acquisition of central labs / manufacturing sites Expanding services through acquisition of niche providers Higher efficiency through successful EDC implementation | <ul style="list-style-type: none"> Increased cost containment efforts by customers Growing competition including niche providers Competition with other EDC / software providers Merger and acquisition in pharma industry reduces outsourcing expenditures |

Source: The CRO Market Outlook

"The advantages of the typical full service providers are that they operate internationally, allowing the majority of services and geographical requirements to be met. They are usually technologically advanced and have standardized processes for all their services..."

- **The total CRO market size is estimated at \$14bn in 2006 and expected to grow at an annual rate of 14-16% to reach \$24bn through 2010.** The market is highly fragmented and the number of CROs worldwide has reached over 1,100 despite continued consolidation.
- **CROs provide substantial global capacity to drug developers and have become critical contributors to clinical trial activity.** Clinical trials conducted by CROs are completed up to 30% more quickly than those conducted in-house by pharma companies.
- **Of the large, global contract research providers, Quintiles is market leader, with 14% of the global market share, followed by Covance and PPD, holding 10% each.** The five largest CROs have increased their market share and now hold 45% of the total market.
- **The leading CROs are commodity full service providers operating on a global scale.** They act as one-stop shops for all services, from preclinical through marketing.
- **CROs and pharmaceutical companies are turning to strategic partnerships** to gain a competitive edge in the global business environment.

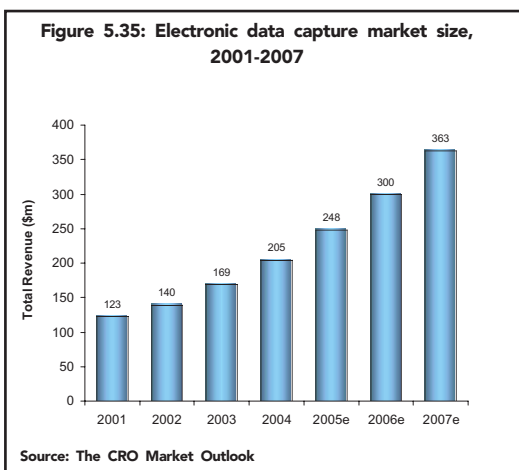
Key questions answered in this report



"The CRO market is consolidated with only four CROs with annual revenues exceeding \$1bn. These are privately owned Quintiles, Covance, PPD and Charles River Laboratories. Most of the service providers detailed in this chapter have grown considerably over the last five years by expanding their overall global presence through acquisition of small or medium sized providers particularly in emerging markets..."

- What will the size and growth of the global CRO market be through 2010?
- Which companies are current and future key players in the CRO market?
- What kind of business relationships will pharma companies and CRO establish in the future?
- Which business model approach will CROs adopt?
- Where will future CROs be based?
- What is limiting contract research in traditional markets?
- What impact will Electronic Data Capture have on the clinical trials industry?
- How will biomarkers influence the R&D work of CROs?

Top five reasons to order your copy today



"The collection of clinical data, especially from remote sites, is a prime candidate for Internet applications. EDC technologies will experience a double-digit growth over the next five years. The upward trend is due, in part, to the increasing number of trials conducted outside the US and Western Europe, leading to growing acceptance and use of EDC technology for clinical trials around the globe..."

- Examine key trends which are currently affecting the market such as **globalization, consolidation, Electronic Data Capture, strategic partnerships with clients** and the future use of **biomarkers in clinical research**.
- Analyze of the most important challenges affecting the clinical research industry such as **growing competition, the shortage of clinical research personnel** and **patient recruitment**.
- Gain access to company analysis and market share for each of the major international players, including **Quintiles, Covance, PPD, Charles River Laboratories** and **PAREXEL**.
- **Evaluate outsourcing trends** including new technologies, novel contract alliances within the industry and emerging CRO markets.
- **Understand the evolving CRO business models** and ensure that you are able to implement the optimal outsourcing strategy for your company's needs.

Sample information from the report

Chapter 3: Overview of the global CRO market by regions

The CRO market in China

Overview

Home to 23% of the world's population, China has become the offshoring destination of choice for multinational biopharmaceutical companies. The country offers many benefits to make this emerging market appealing: vast numbers of treatment-naïve patients, low costs, shortened timelines for clinical trials and large centralized hospitals where most patients are treated, GCP-trained and Western educated doctors who are enthusiastic about learning how to conduct clinical trials and disease patterns that are beginning to resemble the Western world's. The country's market and infrastructure have grown rapidly in the past ten years. In a 2004 survey of senior executives at multinational companies across all industries, China

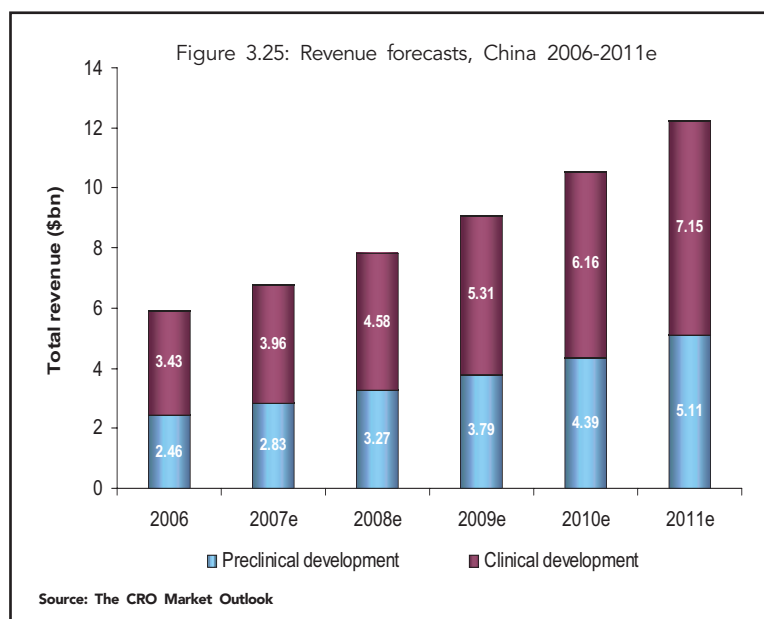
ranked first among the most favored offshore bases for R&D; India ranked third, just behind the US, but ahead of the United Kingdom. The size of China's pharmaceutical market in 2006 has been approximately \$14bn. China has maintained steady growth over the past few years and is now the eighth largest drug market according to IMS. It is forecasted that based on an average, steady growth of 13% it will become the world's fifth largest market by 2010.

The drug discovery outsourcing market (preclinical and clinical) in China was worth \$5.9bn in 2006, and is projected to reach \$12.3bn in 2011. In 2006, the preclinical development market was worth \$2.5bn. This market is expected to grow at a compound annual growth rate (CAGR) of 15.7% through the period 2006-2011, to reach \$5.1bn in 2011. As shown in Figure 3.25, the clinical development market was worth \$3.4bn in 2006 and is expected to grow at a CAGR of 15.8% through the period 2006-2011 to reach \$7.2bn in 2011.

Infrastructure and local regulations

Until 2001, the global biopharmaceutical industry remained static, largely because the regulatory and competitive environment in China was not conducive to globally operating companies. Since then the market has changed considerably. Drug discovery and clinical research capabilities are more widespread and more sophisticated – both driving and being driven by the steady increase in R&D work arriving from abroad. Investment, both governmental and private, is soaring and new service providers are attracted by China's increasingly favorable research environment. Contract research is both a vehicle for China's pharmaceutical sector to expand R&D expertise and a bridge to enter global markets.

Order this report today to find out more...





The CRO Market Outlook

TABLE OF CONTENTS

CHAPTER 1: THE GLOBAL CONTRACT RESEARCH ORGANIZATION MARKET

- Summary
- Introduction
 - The CRO contribution to drug development
 - Market overview
 - Key market drivers
 - Key market restraints
 - Conclusions and key findings
- Overview of the global CRO market
 - Total revenue forecasts
 - Global R&D expenditure and CRO market size
 - Global clinical development outsourcing
 - Global Clinical Outsourcing Market by Phase
 - The contribution of CRO to drug development
- Current market drivers
 - Growth of R&D expenditure from biotech and pharma
 - Cost pressures encourage R&D outsourcing
 - Strong growth and R&D expenditure of biotechnology companies
 - Growing regulatory burden and safety concerns
 - US
 - EU
 - Patient recruitment
 - Strong demand for early development services
 - The development of biomarkers
- Current market restraints
 - Growing competition and customer consolidation
 - New financial realities alter biopharmaceutical outsourcing landscape
 - Shortage of clinical research personnel
 - Electronic data capture: a threat to CRO revenue
- Key market trends
 - Globalization
 - EDC evolution
 - Strategic partnerships

CHAPTER 2: CRO MARKET ANALYSIS

- Summary
- Introduction
- Competitive analysis
 - Market share analysis
 - Competitive dynamics
 - Academic Medical Centers
 - Site management organizations
 - Laboratory analytical services
 - Non-CRO niche service providers

- Conclusions
- CRO service models
 - Introduction
 - The full service model
 - SWOT analysis
 - The niche model
 - SWOT analysis
- Industry strategies
 - Consolidation: Mergers & acquisitions in the CRO industry
 - Expanding the continuum of services: vertical integration
 - Forward integration
 - Backward integration
- Industry challenges
 - Consolidation within the CRO industry: a threat to close customer relationships
 - Strategic outsourcing: demonstrating clear value to clients
 - Co-Development: sharing the risk

CHAPTER 3: REGIONAL ANALYSIS OF THE CRO MARKET

- Summary
- Introduction
- The US CRO Market
 - Overview
 - Drivers of the US CRO Market
 - Strong R&D development
 - Robust biotech funding
 - Increasing cost pressure
 - Aging population
 - Increased regulatory environment
 - Challenges of the US CRO Market
 - Patient recruitment
 - Local clinical trial costs
 - Competitive dynamics
- The CRO Market in Western Europe
 - Overview
 - Infrastructure and local regulations
 - Drivers of the CRO market in Western Europe
 - Challenges of the CRO Market in Western Europe
 - Competitive dynamics
- The Central and Eastern European CRO market
 - Overview
 - Infrastructure and local regulations
 - The benefits of the CEE CRO market
 - Challenges of the CEE CRO market
 - Competitive dynamics



The CRO Market Outlook

- The CRO market in China
 - Overview
 - Infrastructure and local regulations
 - The benefits of outsourcing to China
 - The challenges of outsourcing to China
 - Competitive dynamics
- The CRO market in India
 - Overview
 - Infrastructure and local regulations
 - Intellectual property
 - Legislative reforms
 - The benefits of outsourcing to India
 - The challenges of outsourcing to India
 - Competitive dynamics
- The CRO market in Latin America
 - Overview
 - Infrastructure and local regulations
 - Argentina
 - Brazil
 - Mexico
 - The benefits of outsourcing to Latin America
 - The challenges of outsourcing to Latin America
 - Competitive dynamics

CHAPTER 4: LEADING PLAYERS IN THE GLOBAL THE CRO MARKET

- Summary
- Introduction
 - The client perspective
 - Capabilities of leading CROs
 - Company profile
 - Business description
 - Global operations and recent deals
- Covance
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- PPD Inc.
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- Charles River Laboratories
 - Company Profile
 - Business description
 - Partnering collaborations and recent deals
- PAREXEL International
 - Company profile
 - Business description

- Partnering collaborations and recent deals
- MDS Inc.
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- ICON plc.
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- PharmaNet Development Group
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- Kendle International
 - Company profile
 - Business description
 - Partnering collaborations and recent deals
- Omnicare Clinical Research
 - Company profile
 - Business description
 - Partnering collaborations and recent deals

CHAPTER 5: THE FUTURE OF CONTRACT RESEARCH

- Summary
- Introduction
- The shift towards a strategic model
- Emerging markets and the future of CROs
 - Emerging markets
 - India
 - China
 - Central and Eastern Europe
 - Latin America
 - Africa
 - Conclusions
- Electronic Data Capture and the future eCRO
- Biomarkers
 - Conclusion
- Key findings and conclusions

FAX BACK TO: **+44 (0) 207 900 6688**

or scan and e-mail to
marketing@globalbusinessinsights.com

I would like to order the following report...

1

(Please use **BLOCK CAPITALS**)

Hard Copy (extra £50/€75/\$95)
Please allow 28 days for delivery

Interactivity (extra £50/€75/\$95)
Search, customize & translate content

Please select a license type:

2

| | GB£ | EUR€ | US\$ |
|---|------|------|-------|
| <input type="checkbox"/> Single User (eCopy) <small>Access permitted for one individual only</small> | 1495 | 2160 | 2875 |
| <input type="checkbox"/> Site License <small>Access permitted for every individual based at one location</small> | 2995 | 4330 | 5750 |
| <input type="checkbox"/> Company License <small>Global access for every individual member of staff at the company</small> | 5600 | 8100 | 10795 |

To ask a question about license types, email: marketing@globalbusinessinsights.com

Communications Feedback

Please let us know if any of the following factors influenced your purchase...

- | | |
|---|---|
| <input type="checkbox"/> Email/Fax/Postal promotion | <input type="checkbox"/> Trade Press |
| <input type="checkbox"/> Brochure | <input type="checkbox"/> My Account Manager |
| <input type="checkbox"/> Table of Contents | <input type="checkbox"/> Conference materials |
| <input type="checkbox"/> Colleague Recommendation | <input type="checkbox"/> Website/web search |

Recipient details (if different from Payor)

Title: Mr/Mrs/Ms **(Please use BLOCK CAPITALS)**

First Name: _____ Last Name: _____

Email _____

Job Title _____

Department _____

Address _____

City _____ State/Province _____

Country _____ Post Code/ZIP _____

Tel _____ Fax _____

Company details

3

Company name: _____

EU companies (except UK) must supply VAT / BTW / MOMS / MWST / IVA / FPA number:




Purchase Order Number (if required) _____

Payment method

4

Please indicate your preferred currency: GB£ EUR€ US\$

Total order value is _____

- I will forward a check payable to Business Insights Limited.
- Please invoice my company (please complete invoice address below)
- I would like to pay by bank transfer (email address required)
- Debit my credit/charge card:  Amex  Visa  Mastercard

Card No _____

Expiry Date ____ / ____ Signature _____

Payor details

5

Title: Mr/Mrs/Ms **(Please use BLOCK CAPITALS)**

First Name: _____ Last Name: _____

Email _____

Job Title _____

Department _____

Address _____

City _____ State/Province _____

Country _____ Post Code/ZIP _____

Tel _____

Fax _____

Sign here to confirm your order:

ORDERS WITHOUT A SIGNATURE CANNOT BE PROCESSED

By completing this form you agree that the data in the form will be used for the purpose of processing your order. We may also use your data to keep you informed of our products and services. As an international organization, Business Insights may need to process your data in countries which do not have data protection laws, or which have standards lower than the EU. Business Insights seeks to protect your personal data. You have a right to see and correct your data by writing to us. In case of queries, contact info@globalbusinessinsights.com. Please tick the relevant box(es) if you would not like Business Insights to contact you by:

Email Post Fax Phone

Occasionally, our client list is made available to other companies for carefully selected correspondence. Please check here if you do not wish to receive such correspondence by:

Email Post

This order is subject to our standard terms and conditions, a copy of which is available on request.



Marketing Department
marketing@globalbusinessinsights.com

Code Ref: Website



www.globalbusinessinsights.com



+44 (0) 20 7551 9700



Registered Office: Business Insights Ltd, Mortimer House,
37-41 Mortimer Street, London W1T 3JH.
UK Registered Number: 05006037