

# Case Study

## Penn Pharmaceutical Services Limited



### The Business

Established in its current form following a management buy-out in December 2004. Penn offers a unique integrated pharmaceutical outsourcing service to small and medium sized drug companies who wish to bring their products to market but don't have the expertise or equipment in-house.



From their Tredegar offices, Penn's highly qualified staff take customers step by step through all the necessary processes involved in drug development, including formulation development, analytical development, the manufacture, packing and distribution of clinical trial supplies, custom manufacture, CMC consultancy and Qualified Person Release services.

In addition to their core services, Penn also guides clients through the process of certification and regulatory compliance worldwide.

In a growing pharmaceutical market, Penn's strategy has been to reinvest in the business, by maintaining investment spend, to increase their revenue. The existing plant was getting close to capacity and would be unable to maintain Penn's expansion rates. The company asked Broomfield & Alexander to help them review opportunities to fund the growth potential.

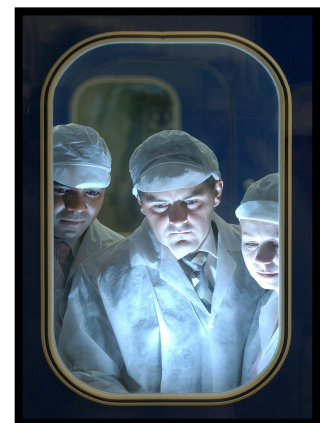
### How we helped

Broomfield & Alexander's corporate finance team worked closely with Penn Pharmaceuticals to help them achieve their three-year expansion plans to improve and expand their existing plant and equipment.

So far our team has:

- Helped with the Business plan and modelling for an RSA application
- Successfully negotiated a £250K RSA grant.

This funding was a major contributor to the £960K of capital expenditure that Penn have planned for their expansion project. This project will create the 30 new jobs and allow Penn to continue their strategic plans.



### What Penn Pharmaceutical Services said about us

*The involvement of Broomfield & Alexander in preparing and presenting a professionally argued case for the grant was fundamental to the successful outcome. Having the grant meant that the investment we could make gave us an opportunity to re-organise the inefficient historical layout of the factory space, create four new cleanrooms/packaging suites and upgrade the laboratory facilities. Their involvement has therefore contributed to a strategically important expansion for Penn as it allows us to continue to differentiate ourselves as a "one stop shop", without which we might have been facing fragmentation of our customer base.*

**Lee Mainwaring, Director of Finance, Penn Pharmaceutical Services Ltd**

To review the services that Penn Pharmaceuticals offer visit their website at [www.pennpharm.co.uk](http://www.pennpharm.co.uk).