

1 Market Perspective

Pharmaceutical excipients are used in combination with APIs in multiple medicinal products, including tablets, capsules, oral liquids, transdermal patches, implants and inhalers.¹ Traditionally, excipients were used to add bulk to formulations. However, they are increasingly used for functional reasons, such as improving the wetting and organoleptic properties of a drug or providing stability.

In 2017, pharmaceutical excipient and specialty chemical suppliers were delivering the bulk of the market, which Grand View Research predicts will demand 744,621 tons of stabilizers antiadherents, bulk fillers/diluents, lubricant, disintegrants, binders, coatings, polymers and other performance-enhancing ingredients by 2020.² Research and Markets projects the overall market for excipients will reach \$7.7 billion by 2022 with a compound annual growth rate (CAGR) of 7.3%.³ On the low end of recent estimates is IndustryARC's projected \$5.4 billion market, stemming from a 6.2% CAGR and considerably less than the robust growth projected by Mordor Intelligence,⁴ which expects the global pharmaceutical excipients market to reach \$9.9 billion by the end of 2021, sustained by a 7.2% CAGR that began in 2016.⁵

2 Demographics

A total of 541 respondents were included in the study, spread fairly evenly by geography (33% in North America, 29% Europe, 38% Asia) and size of company (35% large, 39% mid-sized, 19% small, 6% emerging and 1% contract development and manufacturing organizations).

EXCIPIENTS SURVEY RESPONDENTS PROFILE WITH INFO BY DEPARTMENT

29% Analytical

Manufacturing	24%
Corporate Management	23%
Formulation	15%
Contracting/Sourcing/Purchasing	9%



EXCIPIENTS SURVEY RESPONDENTS PROFILE BY JOB TITLE

27% Scientist/Chemist

Manager/Sr. Manager	26%
Analyst/Associate	15%
Director/Sr. Director	16%
Vice President/Sr. Vice President	6%
C-Level Executive	10%



Respondents were divided evenly among executive, professional and specialized positions in terms of their job titles, with 27% indicating they were scientists/chemists, 26% managers/senior managers, 15% analysts/associates, 16% director/senior director level, 6% vice president/senior vice president and 10% from the C-suite. Respondents by department were segmented similarly with 29% representing analytical staff; 24% manufacturing; 23% corporate management; 15% formulation; and 9% in contracting, sourcing and purchasing.

PURCHASING AUTHORITY

For Renewing Existent Supplier Contracts	87%
For Selecting and Approving New Supplier Contracts	87%

Respondents also have purchasing authority. For renewing existent supplier contracts, 87% indicated they have purchasing authority and 87% selected they are approved for selecting and approving new supplier contracts.

EXCIPIENTS SURVEY RESPONDENTS PROFILE BY REGION

38% Asia

North America	33%
Europe	29%

