

# Market Position.

Magle Group: A Balanced Business Model



Magle Group is a prominent player in the Contract Development and Manufacturing Organization (CDMO) sector and a pioneer in Degradable Starch Microspheres (DSM) technology. We hold a substantial market share in Europe, with expanding reach into the Middle East, Asia, and Latin America. Our strategic acquisitions and organic growth have positioned us favorably relative to competitors.

## Unique Selling Proposition (USP)

Magle Group's unique selling proposition lies in its integrated service offering, which combines reliable CDMO services with groundbreaking DSM technology. Our competitive edge includes:

- **Proprietary DSM Technology:** Offering innovative products across various medical fields.
- **GMP Licenses and ISO Accreditation:** Ensuring the highest quality standards.
- **Niche Capabilities:** Specializing in small-scale and orphan drug production.

- **Supply Chain Control:**

Managing a significant portion of our supply chain to ensure reliability and efficiency.

- **Integrated Services:**

From pharmaceutical development to medical device manufacturing, providing comprehensive, high-quality solutions that meet critical market needs.

## Barriers to Entry

Magle Group benefits from significant barriers to entry, including:

- **Proprietary Technology:** Our patented DSM technology is difficult for competitors to replicate, creating a strong market moat.
- **Regulatory Approvals:** Established processes for obtaining regulatory approvals, such as CE marking and adherence to GMP standards, create high entry barriers for new competitors.
- **Operational Capabilities:** Advanced production and development facilities, a broad clinical network, and expertise in niche areas like small-scale and orphan drug manufacturing make

it challenging for new entrants to match our capabilities.

## Experience in Product Registrations and Product Development

Magle Group has extensive experience in product registrations and development, ensuring that our products meet stringent regulatory standards globally. Our track record includes obtaining CE markings and other critical approvals across various markets.

## Owned Facilities and Laboratories

Magle Group operates state-of-the-art facilities and laboratories equipped with the latest technology. Our advanced production lines and specialized cleanroom facilities support projects from early clinical phases to commercialization, ensuring that we meet the diverse needs of our partners with precision and reliability.