



Chesterford Research Park occupier focus: Arecor

Chesterford Research Park offers biotechnology and biopharmaceutical R & D companies modern, scalable, state-of-the-art facilities. Set in 250 acres of glorious parkland, Chesterford is easily accessible for South Cambridgeshire's biotech and technology-led cluster of businesses.

From prestigious, bespoke HQ buildings, such as the Robinson Building, to the fully fitted laboratory space of Science Village and unique office facilities available within the Mansion House, all areas of the Park have been designed to drive discovery, collaboration and innovation.

One organisation which has been thriving at Chesterford is Arecor Limited. A leading formulation technology company, Arecor is focused on both partnering with the world's leading pharmaceutical companies to develop differentiated, superior versions of their biopharmaceutical products that would not be achieved with their in-house or standard formulation approaches, as well as applying its proprietary formulation technology platform to the improved treatment of diabetes making use of off-patent products.

Arecor was founded in 2007 as a spin-out from Unilever and has spent the past ten years developing this platform within the fast-growing biologics therapeutic segment of the pharmaceutical market.

To find out more about Arecor, its history and its future ambitions, we spoke to Dr Sarah Howell, Chief Executive Officer.

Arecor moved to Chesterford from the Cambridge Science Park in 2016. What first attracted you to Chesterford and what would you say are the Park's best attributes from your perspective?

We needed to move from the Cambridge Science Park a couple of years ago because we had been experiencing significant growth and we required enhanced



Dr Sarah Howell, Chief Executive Officer at Arecor

facilities that could meet our expansion requirements, both then and into the future.

We selected Chesterford because of the quality of innovative companies already located there, the park's location within the Cambridge cluster, the region's access to scholarship and expertise and its international links to global big pharma.

Our office facilities met all our technical and admin needs and the fact that our office and laboratories are situated within our own building, close to shared collaborative spaces, yet set within the fantastic vista of mature parkland, is a significant bonus and attraction.

Both for attracting top talent and as a talking point for visiting clients from the US, Europe and elsewhere, Chesterford and its beautiful setting, both sets us apart from the crowd and is a very pleasant place in which to work.

Using its formulation technology platform, Arecor is developing a portfolio of proprietary products for diabetes care, as well as working with partners to deliver superior reformulations of their proprietary products. Could you expand on each and tell us a bit more about Arecor's current focus in these areas?

The Biologics or biological drugs market is becoming increasingly competitive due to rapidly expanding pipelines and



growing biosimilar or 'copycat' competition. Consequently, there are increasing demands by pharmaceutical companies for the differentiation of their products.

Arecor partners with leading pharmaceutical and biotech companies to deliver superior formulations of their exclusive products, which would otherwise not be possible using conventional formulation science, but is made possible through the application of Arecor's innovative formulation technology platform, Arestat™.

Many proteins and peptides are too unstable in liquid form to develop ready-to-use drugs or are unstable at high concentrations. Arecor has overcome these challenges to significantly enhance the delivery of superior formulations of existing therapeutic medicines to patients.

In combination with this, Arecor is also leveraging Arestat™ to develop an internal portfolio of proprietary products to enable improved treatments for diabetes care.

Arecor is in a unique position to leverage its innovative formulation approach to enable significant advancements in this area by delivering products such as: ultra-rapid acting insulin and ultra-concentrated insulin among other products.

enhance our own products.

How did we overcome this challenge? Lots of hard work from a brilliant team who believe in the company and its potential and want to make a difference to people's lives.

Success often fuels growth. Are you currently hiring and if so what particular skill sets are you looking for?

We have seen considerable expansion across both our technology partnering and proprietary product development divisions in recent months and we are currently looking to recruit bright and capable individuals, who are passionate about science, to fill a number of roles as scientists, senior scientists and toxicologists with experience in the management and coordination of trials.

What does the future hold for Arecor?

As a profitable and revenue generating biopharmaceutical company with proprietary technology, whose application can address significant unmet need, I believe the future for Arecor is extremely bright and exciting.

We have an excellent team at Chesterford and led by Dr Jan Jeseck, our CSO and the inventor of the Arestat™ technology, our scientific assets, patents and credentials are world-class.

I look forward to the increased rollout, expansion and profitability of our technology partnering business and in the immediate term, the entry of our proprietary products into clinical trials.

With the successful consummation of both these aims and if the timing is appropriate, Arecor may look to a stock market flotation as the means by which it can further accelerate its development and as a way of rewarding loyal staff and shareholders.

To discover more visit www.arecor.com and www.chesterfordresearchpark.com

Having joined Arecor in 2013 and been appointed CEO in 2015, what is it about the company that you are particularly proud of to date?

When I first joined Arecor as COO in 2013, the company had some great technology and was working with some of the major pharma companies, but it wasn't sure how to commercialise itself.

What I am probably most proud of is helping Arecor build meaningful revenues and profits across our technology partnering business, whilst at the same time, driving the development of Arecor's portfolio of wholly-owned products which enable improved treatments for diabetes.

We are now on the cusp of taking those products into first clinical trials and I am confident they will address significant unmet need as diabetes increasingly becomes the major health issue in society today.

What would you say has been Arecor's biggest challenge to date and how did you overcome it?

Referring to my earlier answer, Arecor's biggest challenge was to take a truly ground-breaking technology to key target partners who would benefit from it and commercialise it, whilst also applying our technology to