

# Case Study: Pharma API Customer (RSM)



## Background

- Varsal has been supplying a Global Pharma API Manufacturer since 2015 in an increasingly meaningful capacity
- The relationship initially started with Varsal supplying methanesulfonyl chloride and methanesulfonic acid anhydrous after the customer's initial supplier proved unsatisfactory from a quality and service perspective
- After Varsal proved its commitment to quality and service, Varsal worked with the customer to provide a highly technical ingredient in the formulation of a drug for the enhanced treatment of elevated cholesterol
- Varsal is the only company in the world with the ability to make this highly technical ingredient, which is highly toxic, poisonous, and sensitive to temperature

## Varsal Value Proposition

- ✓ Technical manufacturing ability
- ✓ Pharma grade GMP level production
- ✓ Quality control excellence
- ✓ Problem solving mindset
- ✓ Research / formulation capabilities
- ✓ Customer service commitment
- ✓ Cold chain / hazmat logistics expertise
- ✓ Regulatory knowledge

## Growth Opportunity

- Cholesterol drug recently received FDA approval, and Varsal is the sole approved producer of the key ingredient
- Signed 5-year Master Supply Agreement with minimum purchase requirements
- Varsal is working with the customer to produce additional ingredients in the formulation to help the customer improve economics and quality stability