

NOVEMBER 17, 2025

**AMERICAN PHARMA MANUFACTURING
& OUTSOURCING SUMMIT**

THE WESTIN BOSTON SEAPORT DISTRICT - BOSTON, MA

*Manufacturing Therapies with
Complex Modalities:* Seamless
Integration from Development Through
Commercial Scale-Up

sanofi

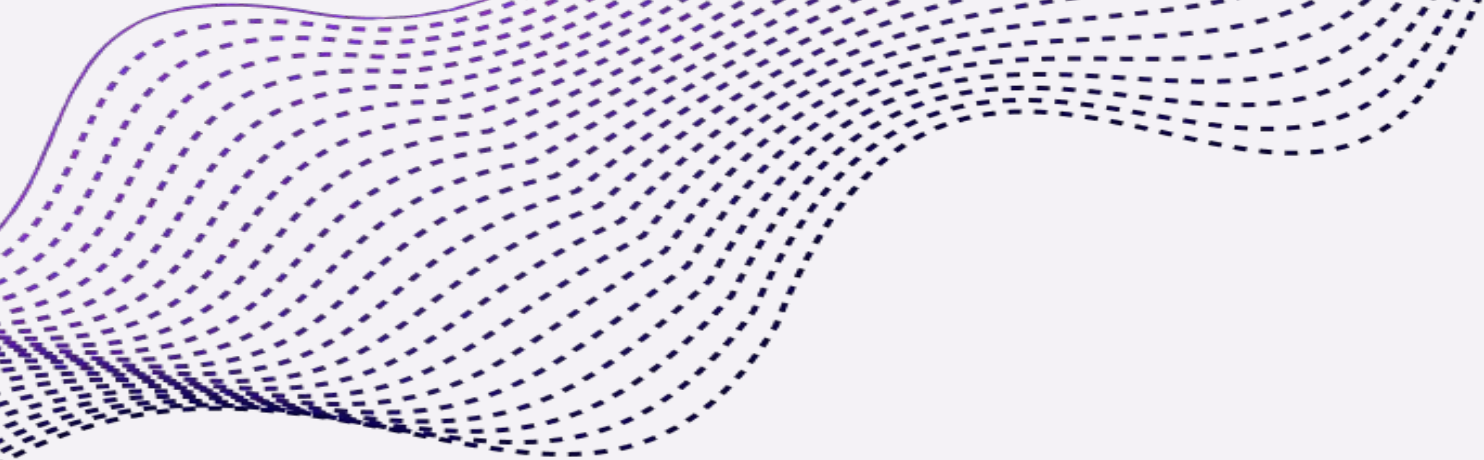


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AGENDA

- Introduction
- Case Study 1: Monoclonal Antibody (Scale-up)
- Case Study 2: Radioligand Therapy (Scale-out)
- Preparing for Regulatory Interaction
- Efficiency through Digitization
- Conclusions



01

Introduction

EVOLUTIONARY CONTINUUM OF DRUG DEVELOPMENT

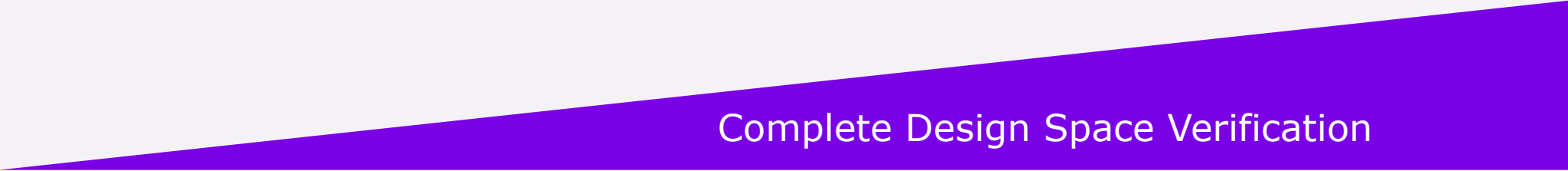


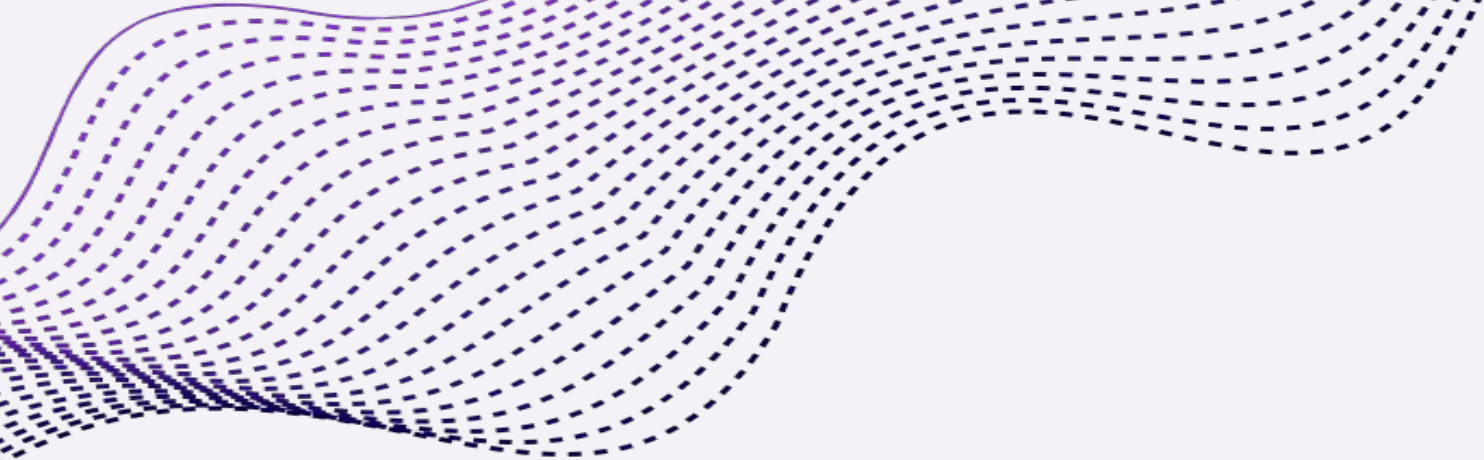
Process knowledge evolution through development lifecycle

Evolutionary Steps

- Initial QTPP
- Define CQA
- Establish Preliminary Control Strategy
- IND
- Refine CPPs
- Strengthen Analytical methods
- Supply clinical trials
- Expand process characterization
- Validate critical analytical methods
- Finalize formulation and delivery
- Commercial Scale
- Validate analytical methods and finalize specifications
- Finalize Process Control Strategy
- Validate process
- BLA/NDA
- Post-Approval Changes
- Continued Process Verification

Development Stages





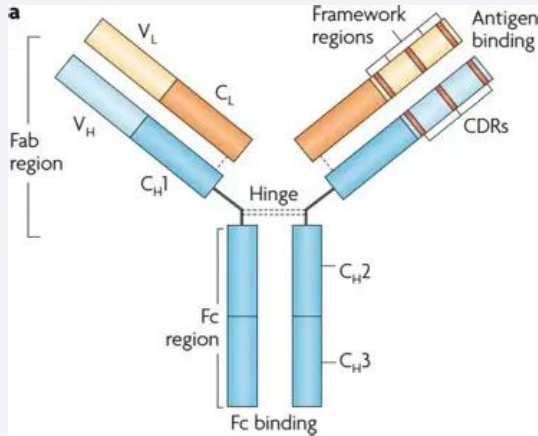
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Case Study 1 (Scale-Up)

SCALE-UP AND CHARACTERIZATION OF A MONOCLONAL ANTIBODY

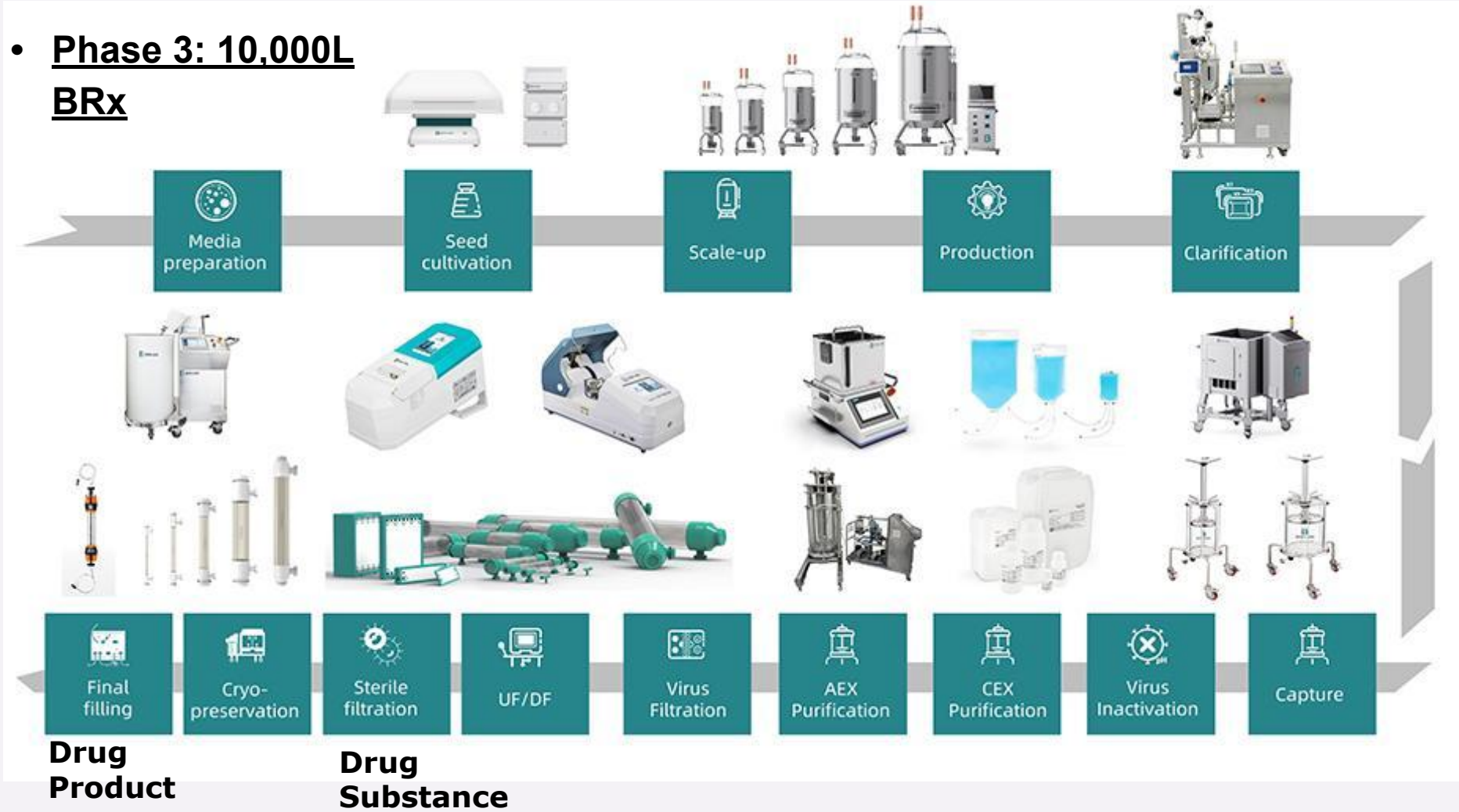


How do you manufacture Monoclonal Antibodies?



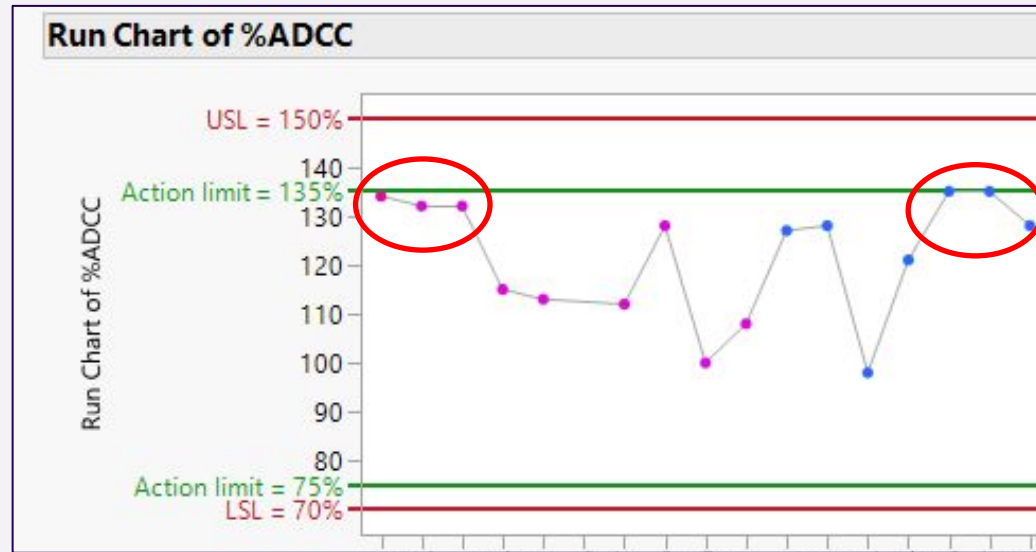
- **Phase 1: 1000L BRx**

- **Phase 3: 10,000L BRx**



- IgG1 mAb produced from recombinant Chinese Hamster Ovarian cell line
- A mechanism of action is by Antibody-Dependent Cellular Cytotoxicity

Why was the Antibody-Dependent Cellular Cytotoxicity (ADCC) Bioassay drifting high?



Structure Activity Knowledge

Quality Attribute	Impact on ADCC
Afucosylated species (G0, Man5 and G0-GN)	High
Galactosylated species (G1F and G2F)	High

Literature

Loebrich et al., Comprehensive manipulation of glycosylation profiles across development scales. *mAbs.* (2019) 11(2):335-349.

Feed Attribute	Quality Attribute
Manganese Level	Increased G1F
Copper Level	Decreased Man5

- Root Cause High [Mn] in media
- CAPA: Raw material metal testing strategy
- G1F most at risk of being OOS due to Mn impurities in process:
 - ❑ Timing of Mn addition ❑ significant impact on quality (more impact if added in basal media)
 - ❑ Model generated to predict G1F as a function of [Mn] in raw material

Now what happened?



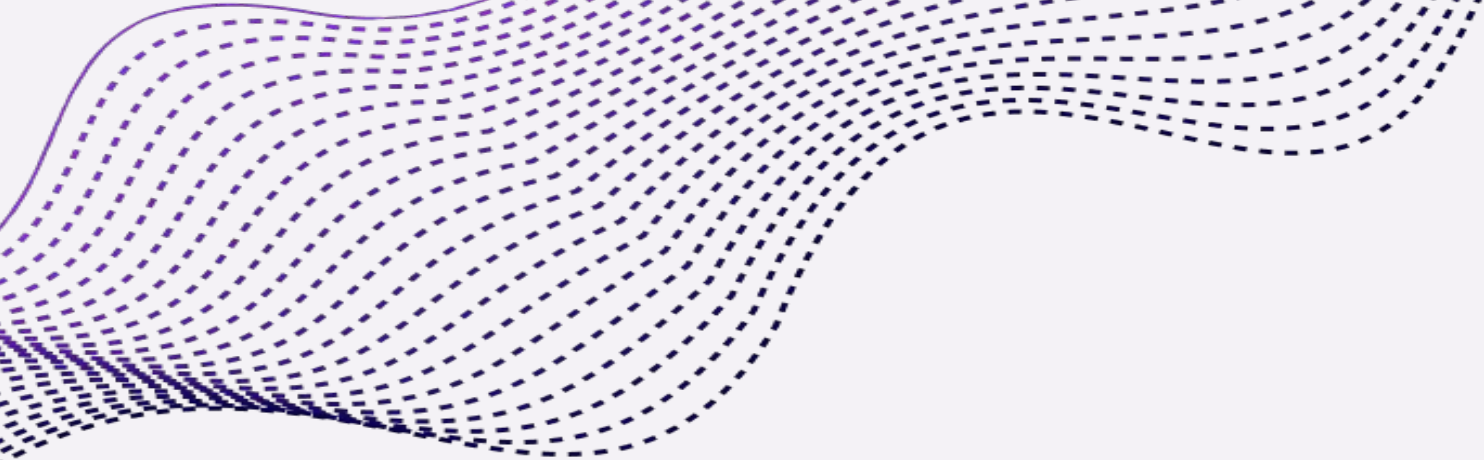
Feed Attribute	Quality Attribute
Manganese Level	Increased G1F
Copper Level	Decreased Man5

Copper Level in Feed was too low

Immediate CAPA: **Set interim low copper limit**
 Mid-term CAPAs: **Review metal control strategy**
 based on statistical multivariate analysis

Lessons:

1. Design space verification occurs well after PPQ
2. Scientifically investigate out of trends
3. CAPAs should be wholistic



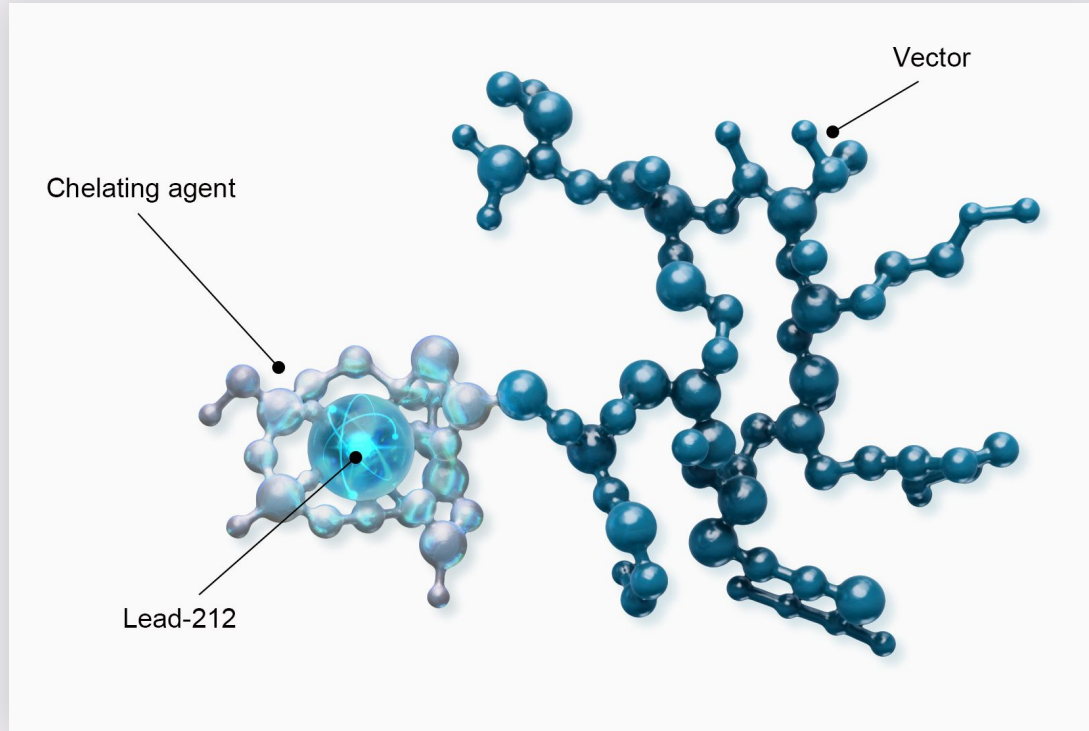
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Case Study 2 (Scale-Out)

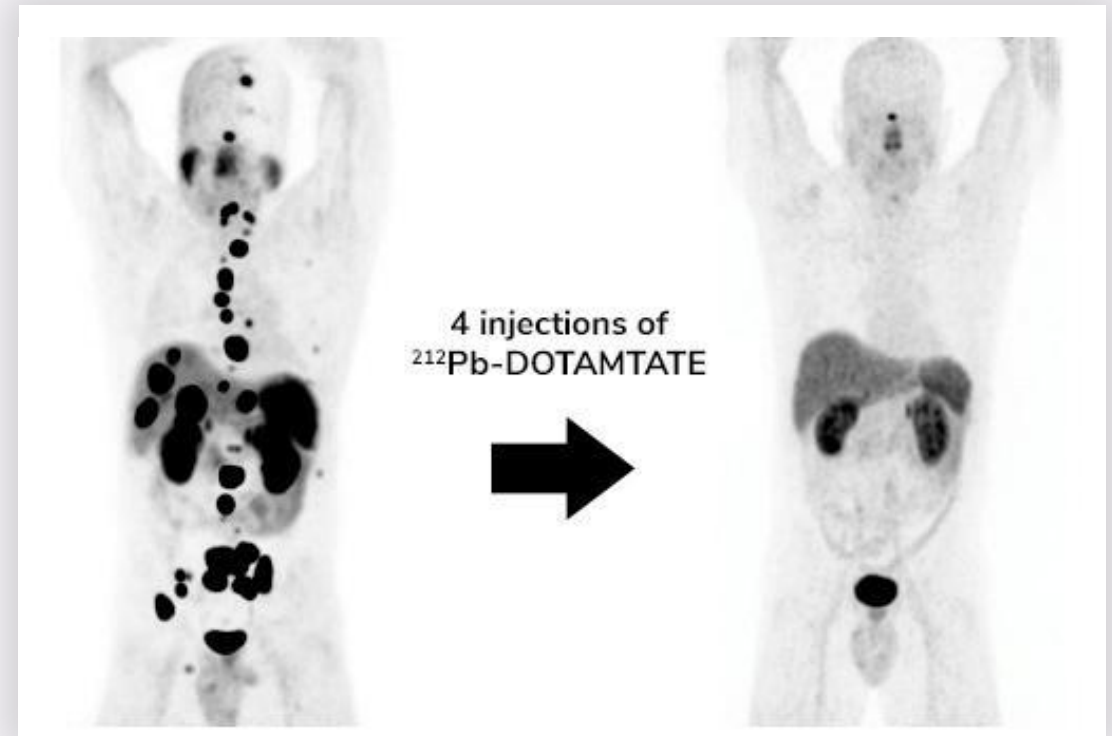
BUILDING SPEED OF DELIVERY: RADIOLIGAND THERAPY



Radioligand Therapy



Journal of Nuclear Medicine 2022 Sep;63(9):1326–1333

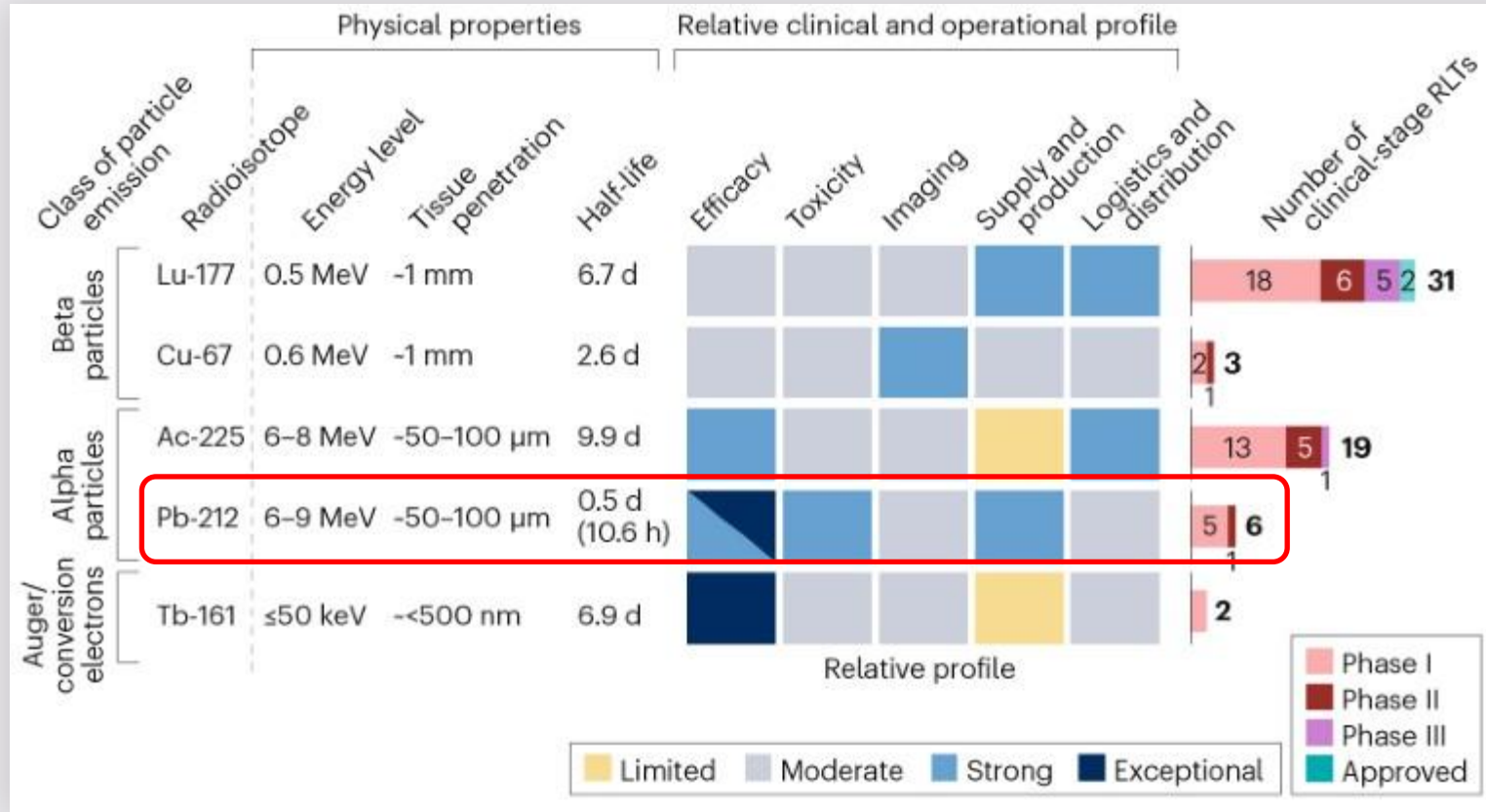


Volume-rendered images of ^{68}Ga -DOTATATE PET/CT scans from patient MAD4-02 before treatment with 4 cycles of ^{212}Pb -DOTAMTATE at dose of 2.50 MBq/kg (67.6 $\mu\text{Ci}/\text{kg}$) for each cycle

How fast can you get it to the patient?

Challenges

- Short half-life requires just in time manufacturing and logistics
- Radioactive Safety
- Aseptic process
- Scale-out not Scale-up increases cost
- High degree of personalization (manufacturing dose maybe dependent on time to patient vein)
- Manufacturing complexity
 - Vector peptide/mAb
 - Linked to Chelating agent
 - Alpha or Beta particle emitting element



Nature Reviews Drug Discovery Volume 24 | 03 June 2025 | 584-585 | Jerrick To *et al*

How to test, release, transport and deliver sterile, radioactive drugs in 24hours?

Vector + Chelator - **1 year**
Radio Pb 212 - **28 h**

Drug Substance

- **Vector standard pharm production**
- **Radioisotope production is complex**
- **Final step in chemical hot cell**

-24h

Drug Product

- **Precise Demand**
- **Integrated Suite**
- **Fully automated formulation, filling inspection and labeling pharma hot cell**

QC Testing/QA Release **-18h**

Testing & Quality Release

- **Rapid chemical testing, filter integrity testing**
- **Sterility testing post-release**

At hospital- **4h**

Transport & Delivery

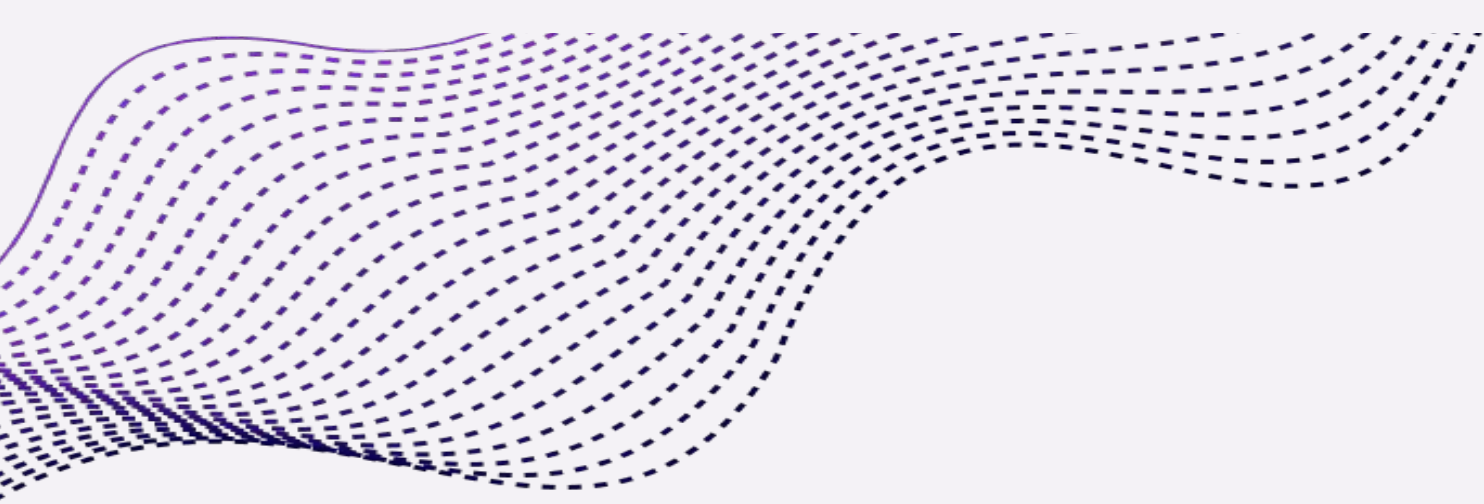
- **Location near hub**
- **Integrate shipping into plant**
- **Radiation dose check before and after delivering to patient**

Lessons Learned

- **Custom equipment (delays in C&Q)**
- **Keep process flows simple for easier scale-out**
- **Talent and resource management key**

Can we translate these efficiencies into other modalities?





04

Preparing for Regulatory Interaction

FOCUS ON RISK MANAGEMENT AND STORYBOARDS



Why create a White Book: A compilation of position papers

White Book

- **Anticipated questions** from regulatory inspectors and investigators
- **Prepared responses** to these questions
- **Supporting documentation** for these responses

Purpose

- **A preparation tool** for potential regulatory questions
- **A reference document** ensuring consistent responses
- **A training resource** for personnel interacting with inspectors
- **A risk mitigation strategy** for addressing known issues proactively

Sources

- Regulatory questions **generated during development** phases
- **Quality events, Trends** encountered during project development
- **Findings** from previous audits

Outcomes

- **Dynamic** Document
- **Updated** with new data and after information requests
- Use for **training** SMEs

How to prepare for inspections

- Strategize on manufacturing dates to maximize time between inspection and PDUFA date
- Technical Assessments to review all source documents
- Walkthroughs
- Mock Inspections (practice and feedback)

Internal Sites

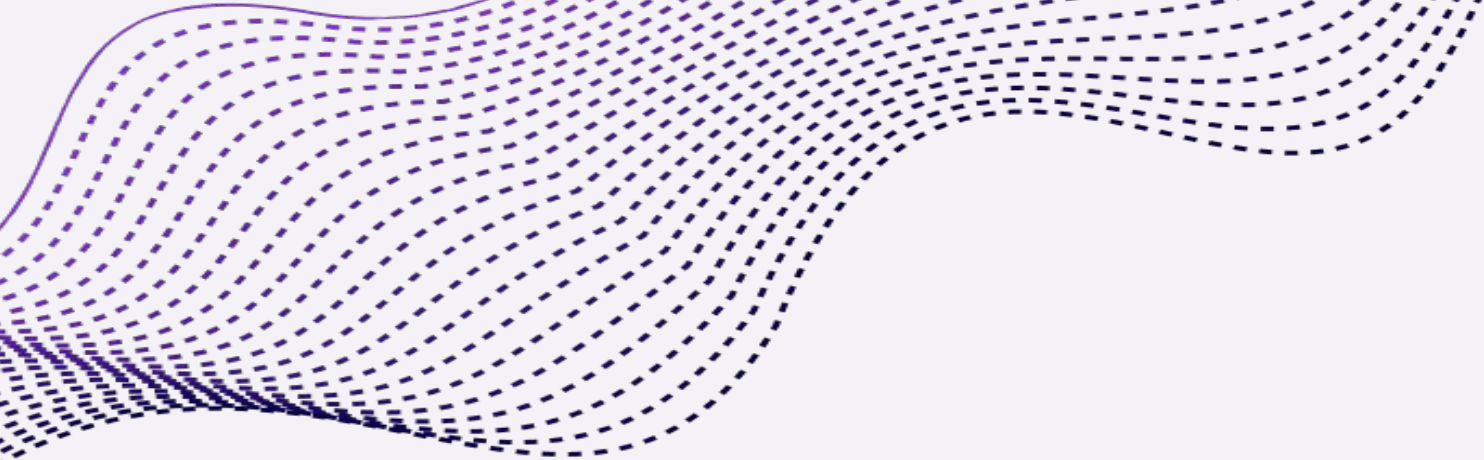
Upfront

- Establish Organization for Inspection Readiness
- Identify and Mitigate Gaps and Potential Inspection Risks
- Prepare, Review and Rehearse for Inspection
- Prepare Inspection Logistics (Front Room, Back Room, IT)

External: CMOs and contract testing labs

- Workshop to address product related risks as well as general GMP risks at CMO
- Review Sponsor SMEs and CMO SMEs
- Share White Book items
- Build clear and transparent communication lines

Key Attribute: Access to the data from cell line to finished doses



05

Efficiency through Digitization

COMPILING AND INTEGRATING THE DATA

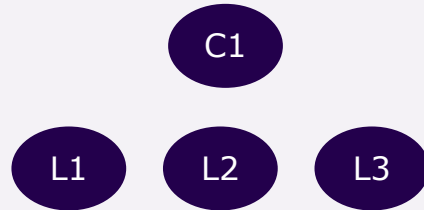


Why an integrated solution (example of a biologics product)

Internal



Contract



Systems

- 4 manufacturing plants
- 8 testing labs
- Multiple data historians
- 2 LIMS
- 2 SAP systems
- Paper Batch Records (all)
- Paper Testing Records (all)
- Veeva QMS (deviations, change controls, risk management)

Purpose (Data at your fingertips)

1. Data tables and charts for regulatory filings
2. Living, digital repository of all process and testing data including clinical supply lots for investigations
3. Batch genealogy (which RM, DS, DP went into finished lot)
4. Stability data
5. Process characterization data
6. Query with Gen AI tools

Process of Data Integration

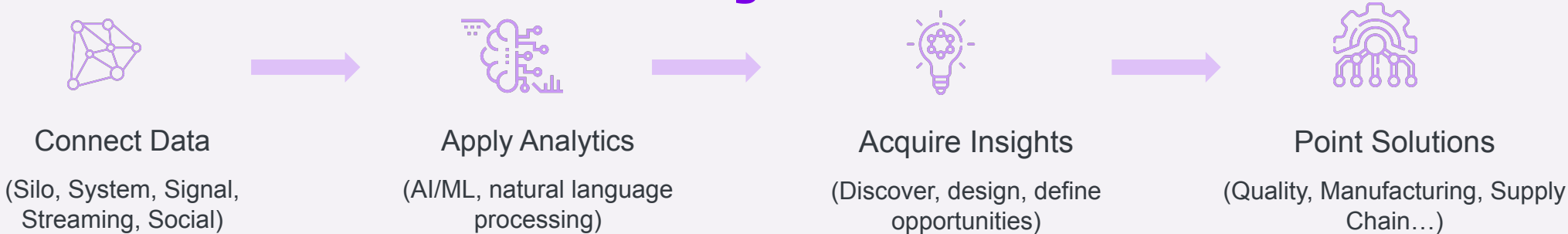
1. Convert paper data to digital(Contract and Internal Paper Records)
2. Connect and contextualize all digital data sources
3. Data Analysis and Visualization Tools
4. Custom Reports
5. Validateable
6. Lives with the lifecycle of the product

Why an Integrated Solution is so Difficult?

Key Challenges of an Integrated Solution



Current Workflow across all Challenges



Knowledge Graph for All Manufacturing Data

**Knowledge Graph makes
Manufacturing data AI ready**

Level 04 Business Planning & Logistics
ERP, QMS, SCM

Level 03 Manufacturing Operations
MES, LIMS, PBR

Level 02 Monitoring & Supervising
SCADA, PLC, DCS, PID

Level 01 Physical Equipment
IoT, Sensors, Valves

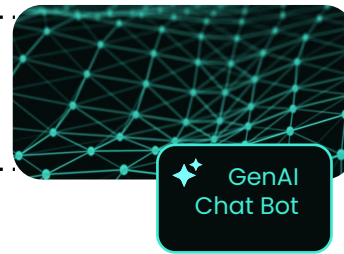


Mareana Platform

Synapse



Knowledge Graph



ML Algorithms & Rules: sort data into nodes and edges

1. Works for all modalities
2. Works with internal and external manufacturing
3. Works with system and paper data
4. CFR Part 11 Compliant and Secure

Outcomes

Supply Chain

- SC Knowledge graph as a data asset
- Ad-hoc analysis and insight generation
- OOB KPIs and Simulations

Commercial Manufacturing

- Continued Process Verification (CPV)
- DPMM Level 5.0 capabilities
- Improve Efficiency & Yield
- Method Performance monitoring

R&D Process Development/ Optimization

- Rapid Experimentation and feedback
- Structured Tech Transfer
- Structured historical knowledge repository

Quality

- Faster Batch release
- Faster/accurate investigations
- Global Batch Traceability

Conclusions

Objectives of PAI Inspection:	ACTIONS
Determine Readiness for Commercial Manufacturing	Comprehensive Process Performance Qualification Continue design space verification (characterization data from full and pilot scale, OOT, OOS, Quality Events addressed) GMP Quality Systems Check
Conformance to Application	Batch Record Alignment: Manufacturing records and test methods align with filing Specifications Management : Product and materials conform to filed specifications Change Control : Changes are approved before lot release
Data Integrity Audit	Raw data available and integral

- 1. Build efficiency into your initially filed process. Post-approval changes are cumbersome especially if product is marketed in multiple countries*
- 2. Ensure data is readily accessible with proper source attribution*

Why Knowledge Graph?

1

Future Proof

The Data fabric can adapt to new requirements and answer unanticipated questions. It reflects what you did yesterday, and what you are doing today.

2

Brings Meaning to Data

The Data fabric understand the relationships between entities and how those relationships change with time. It highlights the hidden relationships in data- making insight generation easy, fast and robust.

3

Change Resistant

Buying new business, switching ERPs – data fabric does not need to change. It auto adapts to these changes.

4

Extendable and Cross Functional

Data Fabric works across data silos and external sources, regardless of data structures. Extend the Supply Chain data fabric to R&D, Commercial or additional sources for enhanced cross functional insights.

5

Time Congruent

As business changes, rules and relationships change. Data Fabric structure is impervious to these changes. Your insights continue to remain relevant without needing a full redesign.

