Romanian Pharma & Biotech Company Seeking Investment and GMP Partnership for Laboratory Expansion

Summary

Profile type	Company's country	POD reference
Business request	**Romania**	**BRRO20260914006**
Profile status	**Type of partnership**	**Targeted countries**
PUBLISHED	**Commercial agreement** **Investment agreement**	**• All countries**
Contact Person	**Term of validity**	**Last update**
Enrico FRANZIN	**14 Sep 2026** **14 Sep 2027**	**14 Sep 2026**

General Information

Short summary

A Romanian pharmaceutical and biotechnology company is seeking an EU-based strategic partner to support the expansion of its laboratory and manufacturing capabilities in Romania. The partnership would combine existing equipment, pharmaceutical know-how, proprietary formulations, registered trademarks and traceability technology with GMP expertise, regulatory capabilities, manufacturing infrastructure and investment. The proposed cooperation would be structured through an investment agreement.

Full description

A Romanian pharmaceutical and biotechnology company is seeking an experienced European strategic partner to support the expansion of its laboratory and manufacturing capabilities in Romania. The cooperation will focus primarily on OTC pharmaceutical products and/or medical devices, while remaining open to selected biotechnology and bioprocessing applications.

The company brings practical know-how in pharmaceutical product development, biotechnology, laboratory processes and production-related activities, together with existing laboratory and pilot-scale equipment, formulations, registered trademarks, proprietary software and technical expertise. Its infrastructure includes bioreactors, incubators, biological safety equipment, centrifuges, -80°C storage, rotary evaporators, homogenisation equipment, mixers, pumps and semi-automated packaging systems, providing a solid basis for development, process optimisation and scale-up.

An additional strategic asset is proprietary software designed for pharmaceutical and laboratory workflows, with applications in traceability, production records, inventory management, process monitoring and related documentation.

The company is seeking an EU-based partner with GMP manufacturing and regulatory capabilities, or proven expertise in establishing and operating an appropriately authorised manufacturing framework. Experience in pharmaceutical/OTC manufacturing, medical devices, quality systems, validation, technology transfer and EU regulatory affairs would be highly valuable.

The partnership would combine the Romanian company's equipment, formulations, trademarks, know-how, software and local capabilities with the partner's GMP expertise, regulatory capabilities, qualified personnel, manufacturing infrastructure and potential financial investment.

The long-term objective is to establish a commercially viable, appropriately authorised development and manufacturing operation in Romania, serving the Romanian and wider EU markets. The cooperation is envisaged through an investment agreement, with the investment structure, product portfolio and regulatory pathway to be agreed with the selected partner.

Advantages and innovations

The proposed cooperation combines complementary assets and capabilities that are rarely available within a single small company. The Romanian company brings existing laboratory and bioprocessing infrastructure, pharmaceutical and biotechnology know-how, formulations, registered trademarks and proprietary traceability and process-management software.

The existing equipment provides a practical foundation for laboratory development, process optimisation and scale-up, covering key upstream and downstream bioprocessing activities. This allows a strategic partner to build on established technical capabilities rather than developing the entire laboratory infrastructure from the beginning.

A key innovation is the internally developed software, designed around real pharmaceutical and laboratory workflows. It can be adapted to support batch traceability, production documentation, laboratory workflows, inventory management and process monitoring, creating opportunities for improved operational efficiency and data management.

The partnership would combine these existing Romanian assets and local capabilities with the European partner's GMP manufacturing, quality and regulatory expertise. This creates a platform for establishing or expanding compliant development and manufacturing activities in Romania, with potential access to both the Romanian and wider EU markets.

The combination of ready-to-use technical infrastructure, proprietary technology, pharmaceutical know-how and a clear pathway toward GMP-compliant operations offers a flexible basis for joint development, investment and long-term commercial cooperation.

Technical specification or expertise sought

The preferred partner should have:
- Valid GMP manufacturing authorisation and proven experience in pharmaceutical and/or OTC manufacturing.
- Strong expertise in EU GMP, pharmaceutical quality systems, validation and regulatory affairs.
- Proven experience in technology transfer from laboratory or pilot scale to authorised commercial production.
- Qualified manufacturing, quality and regulatory personnel, with experience in obtaining and maintaining relevant manufacturing and product authorisations.
- Experience with medical device manufacturing and applicable EU quality and regulatory requirements is an advantage.
- The capability to support the regulatory qualification and establishment of compliant manufacturing activities in Romania.
- Willingness to contribute manufacturing infrastructure, technology, know-how, equipment and/or financial investment, depending on the selected project.
- Experience in biotechnology, fermentation and/or upstream and downstream bioprocessing would be an additional advantage.

Stage of development

Already on the market

Sustainable Development goals

• Goal 9: Industry, Innovation and Infrastructure

• Goal 3: Good Health and Well-being

IPR Status

IPR granted

IPR Notes

Partner Sought

Expected role of the partner

The partner is expected to provide the regulatory, manufacturing and industrial capabilities required to transform the Romanian company's existing technical and intellectual assets into an appropriately authorised commercial operation.

Depending on the selected project, the partner would contribute GMP-certified manufacturing premises or access to suitable GMP infrastructure, quality and validation systems, regulatory expertise, qualified personnel, technology-transfer capabilities and manufacturing know-how.

A key part of the cooperation would be the joint definition and implementation of the appropriate regulatory pathway, including quality requirements, process validation, equipment qualification, documentation and the authorisations required for the selected pharmaceutical, OTC and/or medical device activities.

The partner may also contribute additional production equipment, technology, formulations, products or manufacturing know-how that complement the company's existing capabilities. Financial investment may form part of the cooperation, but contributions in the form of GMP infrastructure, equipment, technology, regulatory resources and manufacturing capacity would also be considered.

The Romanian company would contribute its existing laboratory and bioprocessing equipment, technical infrastructure, pharmaceutical and biotechnology know-how, formulations, registered trademarks, proprietary traceability/process-management software and local operational capabilities.

The parties would jointly identify and develop selected products or technologies, with potential cooperation covering technology transfer, product development, process optimisation, scale-up, validation, authorised manufacturing, packaging and commercialisation in Romania and other EU markets.

The preferred partner should be willing to participate actively in establishing the technical, regulatory and commercial framework, rather than acting solely as a financial investor. The investment structure, responsibilities, ownership arrangements, product portfolio and commercial model would be agreed based on the selected project and the partner's capabilities.

Type of partnership

Type and size of the partner

Commercial agreement

Investment agreement

- **R&D Institution**
- **SME 50 - 249**
- **Big company**
- **SME 11-49**

Dissemination

Technology keywords

Market keywords

- **04005 - Biochemistry / Biophysics**
- **05004003 - Laboratory equipment**
- **05007002 - Pharmaceuticals/fine chemicals**

Targeted countries

- **All countries**

Sector groups involved