

Multinational Pharmaceutical Company Surplus Asset Disposal

Liquidity Services Delivers Swift, Compliant Solutions for Specialized Pharmaceutical Equipment

Background

Our client, a leading player in the global pharmaceutical industry, faced a surplus asset challenge in its China operations. Following a reallocation of resources, the company reevaluated existing assets and decided to dispose of surplus manufacturing equipment.

Challenges

The client's primary concern was managing the disposal process swiftly while ensuring high returns. The equipment, while valuable, was specialized and catered to a niche market. Finding buyers and achieving a high return also needed to dovetail with the pharmaceutical sector's stringent compliance requirements.

The client's strict adherence to regulatory standards and adherence to compliance meant the surplus disposal process needed to be transparent, auditable, efficient, and financially beneficial. They required a partner with a reputable commitment to compliance who would prioritize the timely and efficient management of asset disposal while securing high returns on the sale.

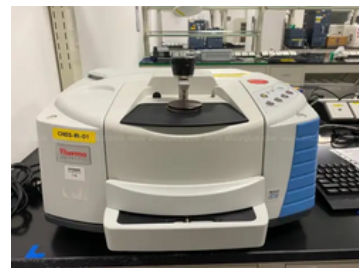
Solution

In response to their requirements, the client agreed with Liquidity Services' recommended hybrid sales method.

Items in the client's hybrid sale included:



Glatt GPCG 2 Lab Systems Fluid Bed Dryer



ThermoFisher Scientific Nicolet iS10 Spectrometer



Waters H-Class Acquity UPLC with Waters SQD2 Mass

Liquidity Services combined private negotiated sales and online auctions to maximize returns from high-value, niche market assets while facilitating rapid sales. Examples of Liquidity Services' sales methods can be found on the following page.

- **Private Negotiated Sale and Online Auction:** This dual approach balanced the need for quick disposition with the goal of achieving substantial returns. Private treaty sales were targeted at high-value, specialized equipment, while online auctions were utilized for assets that could be rapidly liquidated.
- **Time-Sensitive Execution:** Understanding the client's urgency, Liquidity Services crafted a carefully designed schedule, aligning seamlessly with the client's timelines. This planning ensured that the disposal process was efficient and met the client's expectations in terms of speed.
- **Regular Communication and Market Feedback:** Liquidity Services communicated consistently with the client to maintain transparency and facilitate informed decision-making. These communications included updates on progress, offers received, and critical market feedback, ensuring the client was well-informed throughout the process.

This case exemplifies Liquidity Services' ability to navigate complex challenges in asset disposition, particularly in specialized industries like pharmaceuticals, where compliance, market knowledge, and speed are crucial.

Sale Items of Note:



Phenom-World - ProX
Desktop SEM



SYMPATEC-
GmbH-SYSTEM



Romaco Kilian
Tablet Press Machine

Liquidityservices.com

Ready to power the circular economy? Contact us today!



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A Better Future for Surplus

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