5 QUICK QUESTIONS WITH

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Who are you?
My name is Chunfang Zhou, and I am Nanologica's Sales Manager in China. I am originally from China where I studied Chemical Engineering and did my PhD in Physical Chemistry. I also have a Post Doc from the University of Aveiro in Portugal. I have worked with nanoporous silica for more than 20 years, both within drug delivery and in chromatography.

What is your current focus?
My main focus right now is on the launch of our products for preparative chromatography in China. As it is still difficult to travel to China, I am collaborating intensely with our distribution partner in China, training the sales team, giving seminars to potential key account customers, and preparing marketing materials in Chinese, to name a few things.

What is your view on the development of the prep market in China?
We have seen a large growth in many areas that need the type of products we provide for purification such as insulin, peptides, herb extracts, and others. We expect these areas to continue growing, so the prep market in China has a huge potential for us. It is also quite competitive with local competitors emerging. Product quality, manufacturing capacity and delivery time are the factors that are the most important for our customers. As we are very confident of the quality of our silica and we are now building the delivery capacity, I definitely believe there is a place for us on the Chinese market.

What do you look forward to?
I am really looking forward to traveling to China again, visiting our customers face to face.

How does your work contribute to Nanologica's vision of better and cheaper medicine through porous silica?
High-performance products are demanded in China, at the same time as there is a large focus on reducing costs. If we can lower our customer's manufacturing costs by supplying high-performance products that make their purification processes more efficient, we can hopefully contribute to making medicine cheaper and available for more people in need.

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