



## Gubra opens its first US office in Boston

**Gubra announces that it is opening its first US office on Kendall Square in Boston, the epicenter for the pharma and biotech community on the US East Coast. With more than half of the company's CRO revenue generated in the US, Gubra wishes to be close to this important customer segment. The new Boston office is part of Gubra's strategic ambition to expand its global footprint.**

In the first half of 2023, the US market constituted more than half of Gubra's CRO revenue. The company now sees an opportunity to strengthen and expand its ties to the US market and to be part of the flourishing scientific and technological hub in Boston.

"Boston offers a unique and strong biotech ecosystem. It is home to numerous pharma and biotech companies, as well as universities which not only provide access to cutting-edge research, but also offer opportunities for close collaborations. Therefore, Boston is an ideal location for a company like ours looking to expand in the United States," says Chief Business Officer at Gubra Trine Nygaard Hamann.

The US office will focus on promoting services and solutions within Gubra's business arm concerning contract research services, as well as engage in collaboration discussions related to the company's Discovery & Partnership business.

Trine Nygaard Hamann is heading Sales & Marketing at Gubra comprising a team of pre-clinical scientific experts in metabolic and fibrotic diseases and early-stage drug development. Today, the team has strong ties to the company's existing US-based customers, but there is still a lot of business potential for Gubra to capture in this vibrant and constantly developing ecosystem.

"Gubra's services within obesity, NASH, lung, and kidney diseases are in high demand, and having feet on the ground in the US enable us to be more accessible and adapt faster to the needs of our US-based customers and partners. Being a preferred provider of contract research services is all about building long lasting relationships and therefore proximity matters," Trine explains.

### Contacts at Gubra

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### **About Gubra**

Gubra, founded in 2008 in Denmark, listed on NASDAQ Copenhagen in 2023, is specialized in pre-clinical contract research services and peptide-based drug discovery within metabolic and fibrotic diseases. Gubra's activities are focused on the early stages of drug development and are organised in two business areas – CRO Services and Discovery & Partnerships (D&P). The two business areas are highly synergistic and create a unique entity capable of generating a steady cash flow from the CRO business while at the same time enjoying biotechnology upside in the form of potential development milestone payments and potential royalties from the D&P business. Gubra has approx. 200 employees and had annual revenue of approx. DKK 200 million in 2022. See [www.gubra.dk](http://www.gubra.dk) for more information.

### **Attachments**

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