

## PARTNERING AND M&A IN HEALTHCARE

InterPharmaLink is a leading transaction advisory and consulting firm with a clear focus on healthcare. We help our clients to maximize the value from their assets through Partnering and M&A on a truly global scale. Our Principals and Senior Advisors are seasoned professionals with in-depth strategic and operational experience along the value chain.

### >> WHAT WE DO

#### Partnering and Licensing

- Establish strategic partnerships and alliances from initiation through implementation
  - Validate business strategy and identify partnering opportunities
  - Establish contacts with suitable partners and facilitate negotiations
- Find pipeline projects and marketed products for in-licensing
  - Identify licensing opportunities, approach and bring to dialogue potential sellers
  - Evaluate opportunities, develop and assess deal structures and support negotiations
- Find development and marketing partners for out-licensing opportunities
  - Prepare information packages, identify and attract potential partners
  - Develop and assess deal structures, facilitate discussions and provide post-closing assistance

#### M&A and Corporate Finance

- Assess value potentials of alternative entry or exit options
- Advise and manage buy-side or sell-side process for healthcare assets
  - Identify and assess appropriate targets or potential partners
  - Prepare rationales for transaction and appropriate documents
  - Establish contacts on senior management or shareholder level and support negotiations
  - Advise on deal structuring, valuation and post-merger integration

#### Strategy and Supply Chain Consulting

- Develop and implement value-adding strategies for
  - Geographical expansion and Corporate Development
  - Portfolio optimization and Business Development
  - Commercialization and Supply Chain Management
- Develop and implement international supply chain concepts
  - Manufacturing network optimization and restructuring
  - Contract development and manufacturing partnerships
  - Set-up of outsourced supply chains and commercial operations

### >> HOW WE WORK

#### Experienced with an extensive Network

- We have extensive senior management experience along the Pharma value chain and have already successfully done what we advise to our clients.
- We have profound knowledge of the European, US and Japanese Pharma landscape and can draw on a significant contact base in those markets from long-term local senior management experience.
- We maintain close personal relationships across the Pharma industry on multiple levels and can establish contacts on operational, top management or shareholder level for our clients.
- We maintain an international network of experts and specialist for all key healthcare related topics from science to business.

#### Pragmatic, Result oriented and truly professional

- We work action and implementation oriented in order to ensure strong results.
- We provide senior level attention to all our clients and transactions.
- We represent our client's interests under strictest confidentiality.
- We align our incentives with those of our clients.

>> WHO WE ARE

**Rudolf A. Meyer, MBA**

- 32 years at Roche
- Senior management positions in Global Product Management, Country Management in Japan and Global Manufacturing and Supply Chain Management
- Several Board and Advisory Board Memberships



**Marc Müller, Ph.D.**

- Over 10 years experience in strategy consulting, M&A and partnering in pharma and biotech
- Senior management positions included Management Consultant at McKinsey
- Extensive experience in Corporate Finance, Marketing, Supply Chain Management and Operational Effectiveness



**Andreas Rummelt, Ph.D.**

- 25 years at Novartis
- Senior positions included Member of the Novartis Executive Committee; Group Head Quality Assurance & Technical Operations, Novartis International; CEO Sandoz (Generics Division of Novartis); Global Head Technical Operations, Novartis Pharma and Global Head Technical Research & Development, Novartis Pharma

- Member of the Boards of Directors of Alexion Pharmaceuticals (NASDAQ) and FAMAR Health Care Services and several international Advisory Boards
- Member of the Executive Council of the International Association for Pharmaceutical Technology (APV)
- Executive training in general management and leadership from the IMD in Lausanne, INSEAD in Fontainebleau, and Harvard Business School in Cambridge, USA
- M.Sc. degree and Ph.D. in Pharmacy from the Friedrich-Alexander-University Erlangen-Nuremberg, Germany



**Martina Weiss, M.Sc., MBA**

- Several years in BD&L
- Senior management positions included Licensing Executive at BTG International (UK) and Associate Director Business Development at Arpida (SWI)
- Extensive experience in BD&L, IP Management, and Technology Assessment



**Mary J. Boyd, Ph.D.**

- Over 20 years experience in business development in Big Pharma including GSK, Novartis and Roche
- Senior management positions included Director Asia WW BD R&D at GSK, Head of BD&L for Japan at Novartis and Head Licensing at Nippon Roche
- Extensive experience in target identification, due diligence, negotiation and development



**Yutaka Waki, DVM**

- Over 25 years of experience in Drug Development at Kyowa Hakko Kogyo, Shogoo Pharmaceuticals, with 6 years of US development experience at Kyowa Pharmaceutical, and 2 year EU development experience at Shogoo Pharmaceuticals
- International project leader, and executive positions held



**Prof. Ingo Lüderwald**

- 26 years with Fresenius and Boehringer Ingelheim
- Senior management positions in Corporate QA, Corporate Technology and Manufacturing
- Extensive experience in pharmaceutical site divestment and QA



**Joseph Mamie**

- Over 30 years experience in corporate finance and treasury at Novartis
- Senior management positions included Head Asia Corporate Finance and Head Operational Treasury at Novartis Pharma
- Extensive experience in deal structuring and negotiations of Biotech equity investments



**Jörg S. Zillies, Ph.D.**

- Over 30 years of experience in manufacturing at Rhône-Poulenc Rorer and Pharbil (now NextPharma)
- Senior management positions included Founder / CEO of Pharbil (now NextPharma) and Head of Industrial Operations Central Europe at Rhône-Poulenc Rorer
- Extensive experience in contract manufacturing and supply chain



>> WHOM WE HAVE SERVED

United States



Europe



Asia / Pacific



>> WHERE TO FIND US

Europe

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