

PARTNERING AND M&A IN HEALTH CARE

InterPharmaLink is a leading provider of professional business development services to Pharma and Biotech companies. We are transaction-oriented and help our clients to create incremental value through Partnering and Mergers & Acquisitions on a global scale. Our Principals and Senior Advisors are experienced executives from within the pharmaceutical and management consulting industry.

>> WHAT WE DO

Partnering and Portfolio Optimization

- Initiate partnerships, joint ventures and alliances from strategy through implementation
 - Review strategy and identify partnering opportunities
 - Establish contacts with matching partners and facilitate negotiations
- Search for 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
- Search for development and marketing partners for out-licensing opportunities
 - Prepare information packages and attract potential partners
 - Develop and assess deal structures, facilitate discussions and provide post-closing assistance

Mergers & Acquisitions and Divestments

- Advise on M&A process for Pharma and Biotech companies on a global scale
 - Identify and assess appropriate targets
 - Establish contacts on shareholder level and support negotiations
 - Advise on deal structuring, valuation and post-merger integration
- Advise and manage divestment process for manufacturing facilities and other Pharma assets

Strategic Consultancy and Financing

- Develop value-adding strategies for
 - Geographical expansion and Market entry
 - Partnering, Business Development and Licensing
 - Marketing & Sales and Supply Chain Management
- Provide access to financing and selected health care investors

>> HOW WE WORK

Experienced with an extensive Network

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

Raimund Eckel, Ph.D.

- 25 years with Boehringer Mannheim and Roche
- Senior management positions in Marketing, International Product & Project Management, Corporate Strategy and Country Management in Japan
- CEO in Biotech: USA and Germany



Marc Neuschwander

- 32 years of working experience at Syntex, MSD, Schering and Bayer
- Senior positions included General Manager Northern Europe, General Manager Healthcare Switzerland, Managing Director Pharma, CEO / Country representative Switzerland
- Member of the Board SGCI, President of vips



Rudolf A. Meyer, MBA

- 32 years with 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



Jack J. Florio, B.S., MBA

- 28 years with Eli Lilly
- Senior management positions in Pricing, Marketing, Product Life Cycle Management; Strong focus in US and China
- Several board memberships in biotech and specialty pharma companies



Marc Müller, Ph.D.

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



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



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



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



EUROPE

UNITED STATES

JAPAN



www.interpharmalink.com
www.interpharmalink.jp

>> WHOM WE HAVE SERVED

Europe



United States



Asia / Pacific



>> WHERE TO FIND US

Europe

InterPharmaLink AG
St. Jakobs-Strasse 30
CH-4052 Basel
Switzerland

Phone +41 61 205 2990
Fax +41 61 205 2996
info@interpharmalink.com

United States

InterPharmaLinkUSA
4365 Executive Drive, Suite 670
San Diego, CA 92121
United States of America

Phone +1 858 431 6388
Fax +1 858 630 2867
info@interpharmalink.com

Japan

InterPharmaLink Japan
2-21-9-504 Utsukushigaoka,
Aoba-ku, Yokohama-shi,
Kanagawa-ken,
225-0002 Japan

Phone : +81-80-2075-1100
contact@interpharmalink.jp
www.interpharmalink.jp

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UNITED STATES

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