

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
 - Validate business 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

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



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



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



Marco Scheller, MBA

- Over 15 years of experience in international marketing and new product development
- Senior management positions included VP Global Marketing at The Medicines Company, Executive Director Marketing Operations & Strategy at Organon, Director WW Lipitor Team
- Ex Management Consultant at McKinsey



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



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
- Several Board Memberships



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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