

**Nautilus
Life Science**



***Life Science Consulting
with
Competence, Experience & Passion***

Premium Consulting in four Critical Business Areas



**Nautilus
Life Science**



**Nautilus Life Science
Marketing Consulting**



**Nautilus Life Science
Launch Readiness**

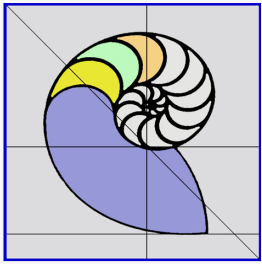


**Nautilus Life Science
Portfolio Excellence**



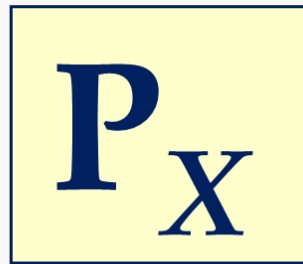
**Nautilus Life Science
Epidemiology & Market Access**





**Nautilus Life Science
Portfolio Excellence**

4. Overview Portfolio_Xcellence



4.c.

Investment Round Support



Our Therapeutic Area Experiences

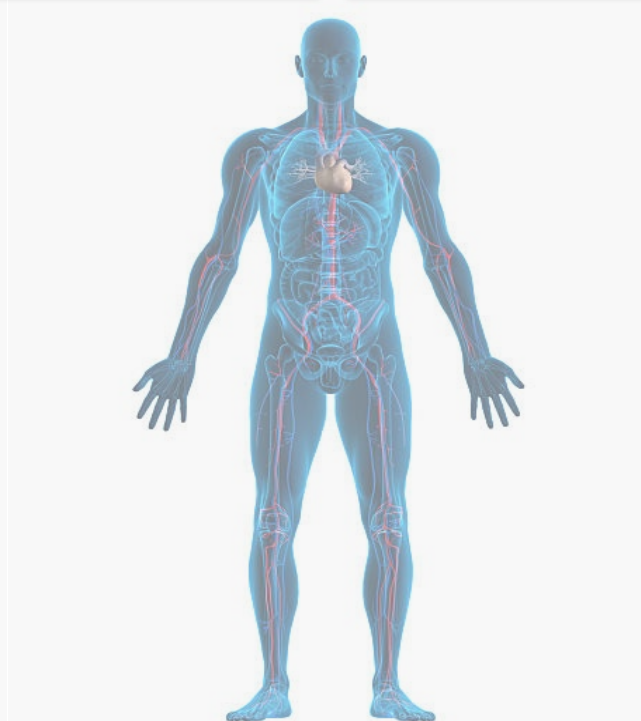
Psychiatry
(Schizophrenia, Bipolar, ADHD, Depression, Anxiety)

HIV
(Rx, Dx)

Intensive Care
(MRSA-Dx, Meningitis-Dx, Anaesthesia, Systemic Mycotic Infections)

Gastrointestinal
(Crohn's Disease, Ulcerative Colitis, Chronic Constipation, Diarrhea)

Neurology
(Stroke, Dementia, Parkinson, Epilepsy, Migraine)



Muscoskeletal
(Rheumatoid Arthritis, Psoriatic Arthritis)

Oncology
(Multiple Myeloma, Breast-, Prostate-, Lung-, Colon-, Gastric Ca., CML, CLL)

Dermatology
(Psoriasis, Mycotic Infections, Allergy)

Hepatic & Biliary
(HCV, HBV, Biliary Pruritus)

Haematology
(Anaemia)

Nephrology
(Chronic Kidney Disease)

Respiratory
(COVID-19)

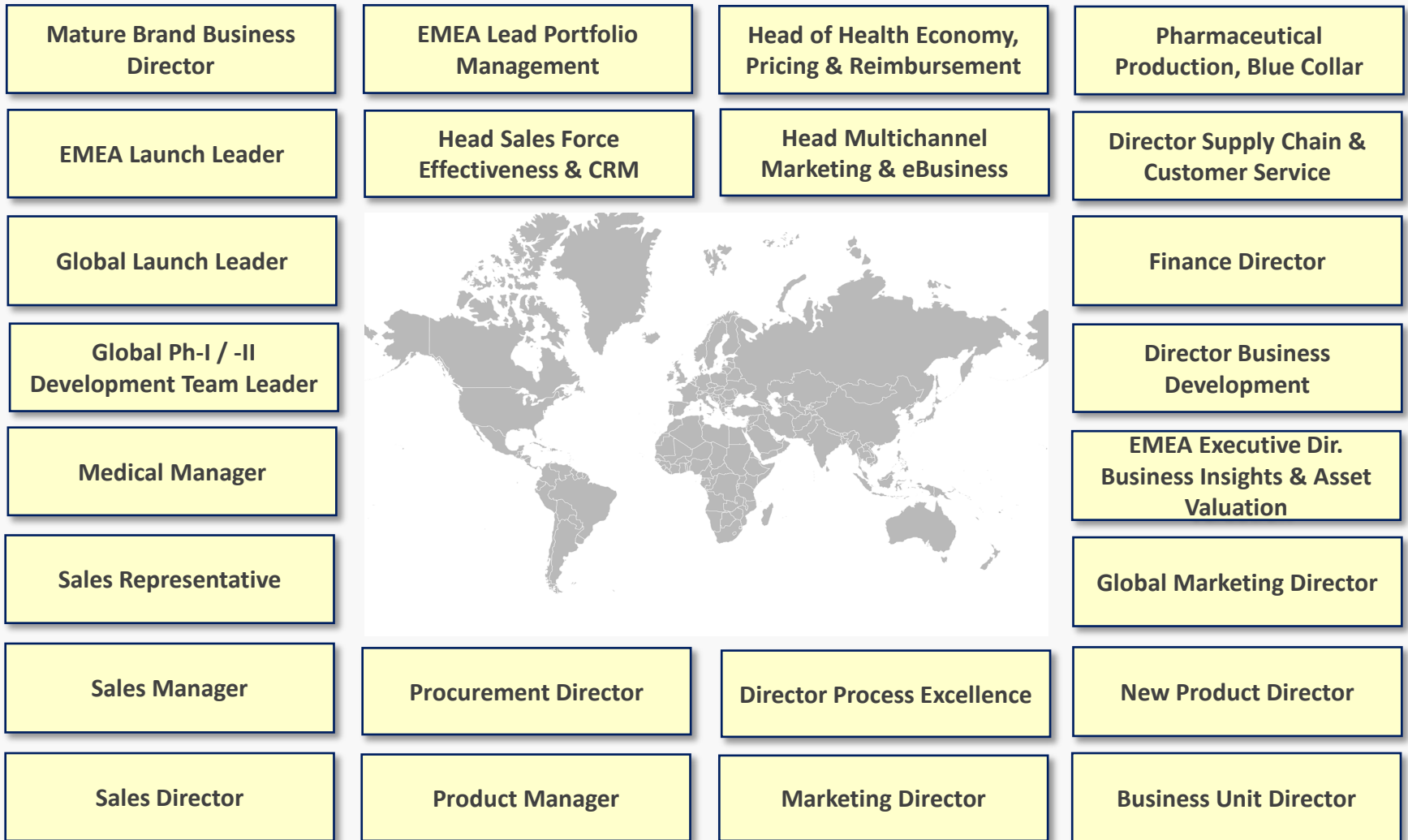
Metabolic
(Diabetes Mellitus, Obesity)

Dental
(Periodontitis-Dx)

Gynaecology
(Contraceptives)

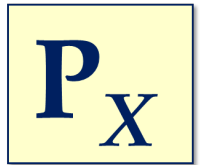
Pain Management
(Acute, Chronic, Traumatic)

Our Job Experiences in the Life Science Industry *

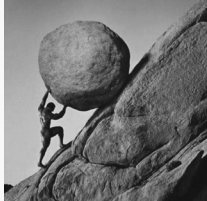


* Some functions as Member of Management Board

Challenges & Opportunities: Translating your fascinating Science into Return-on-Investment

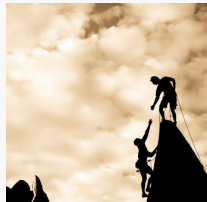


Challenges:



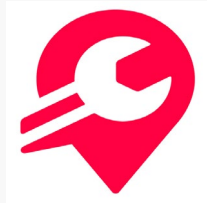
- *Today, Life Science Investors are rare & careful to invest into early-stage companies*
- *Very high level of Competition for Investors for early-stage Life Science Companies*
- *Lack of dedicated (and experienced) personnel to perform in-depth Analysis of the Value of your Assets (Commercial Forecasts, P&L, NPV, ROI, OPEX, etc...)*

Opportunities:



- *Speak the language of Investors: Build a convincing Value Story, translating your fascinating Science into Return-on-Investment*
- *Avoid the pitfalls of trying to sell “a unique product with multi-billion-\$ revenue opportunity” (as nearly everyone else does)*
- *Differentiate your Company and successfully compete for rare & careful Investors*

Our Solutions:



- *Established Process & Tools for Business Development and Investment Round Support (Forecast Models, P&L Analytics, Asset Valuation, etc...)*
- *Dialogue for Partnership: Communication Package for interaction with Investors*
- *Flexible honoraria models (fixed to variabel to success-based („No cure – No pay“))*



Investment Rounds: Overcoming the Barriers to Investment

Investor Expectations:

- Clear outline of the commercial opportunity of lead candidates
- strong Business Case, outlining opportunities, risks and expected Return-on-Investment
- Clear & realistic understanding of market requirements and expectations of reimbursement authorities
- Powerful Company Strategies and strong expertise for market-driven product differentiation
- Professional Company presentation & competitive Company differentiation



Science (alone)
doesn't sell

Only Biotech
companies with clear
commercial
understanding will
successfully compete
for (limited)
Investments

Financial facts over-
rule scientific
fascination

The 3 most important
arguments:

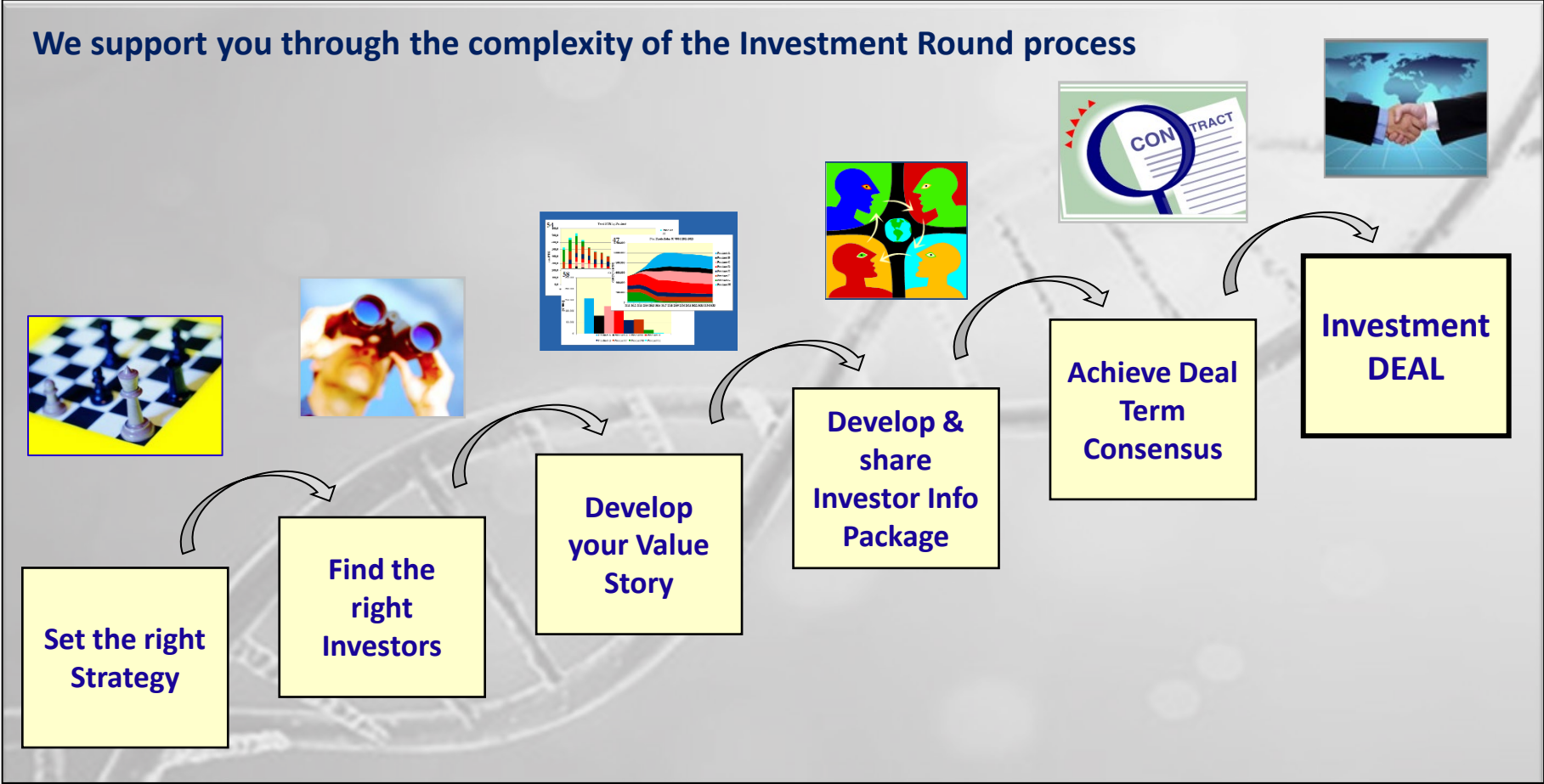
1. ROI
2. ROI
3. ROI



Meet Investor Expectations:

- Transparent & detailed commercial Forecasts with validated assumptions
- Clear R&D Portfolio Strategy with risk-adjusted P&Ls and ROI
- Lead Candidate development reflecting Target Price and required Target Product Profile
- Design of early development to include (surrogate) markers for required Product Differentiation
- Translate Bio-Science into a strong Business Case with financial Value Proposition and expected ROI

We provide a structured Process for your upcoming Investment Round





Tools & Processes to translate fascinating Science into Return-on-Investment

Dialogue
for
Partnership

Dialogue for Partnership:

Communication Material Package for Investment Rounds, L&A, M&A and Exit

TCV

TCV:

Building **T**rust, **C**onfidence & **V**alue Proposition towards Life Science Investors

AV³⁶⁰

Asset Valuation³⁶⁰:

Processes & Tools to evaluate the Value of Assets for In-/Out-Licensing, Investment Rounds and M&A

EVA

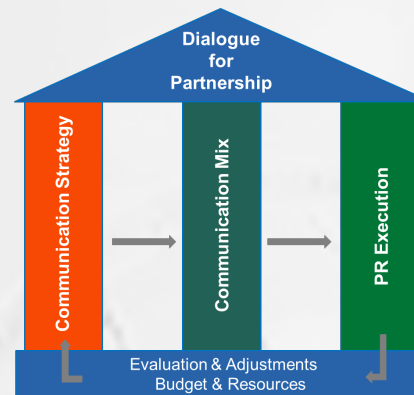
EVA:

Early **V**alue **A**ssessment for Lead Compounds / Ph-II/-III; for Investment Rounds, L&A, New Product Launch Preparation and Market Access Evaluations

DD³⁶⁰

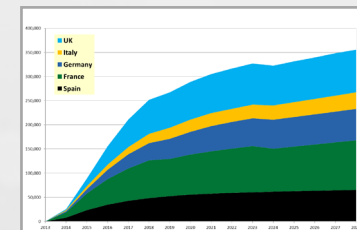
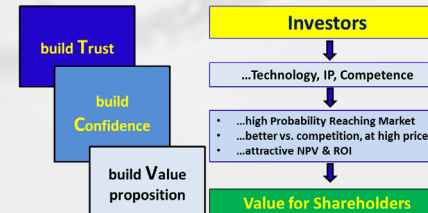
Due Diligence³⁶⁰:

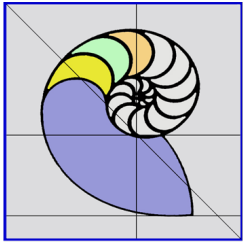
Processes & Tools for Project Management Office of Due Diligence Process & Deal Term Negotiations



Biotech and Investors:

TCV: 3 critical steps towards Investment





Nautilus Life Science



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Working hard for your success