

**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**



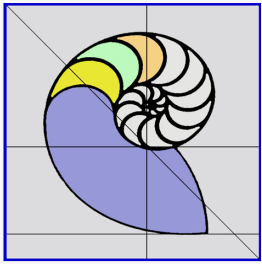
**Nautilus Life Science
Launch Readiness**



**Nautilus Life Science
Portfolio Excellence**

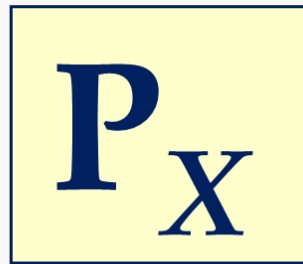


**Nautilus Life Science
Epidemiology & Market Access**



**Nautilus Life Science
Portfolio Excellence**

4. Overview Portfolio_Xcellence



4.b. Business Development



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)

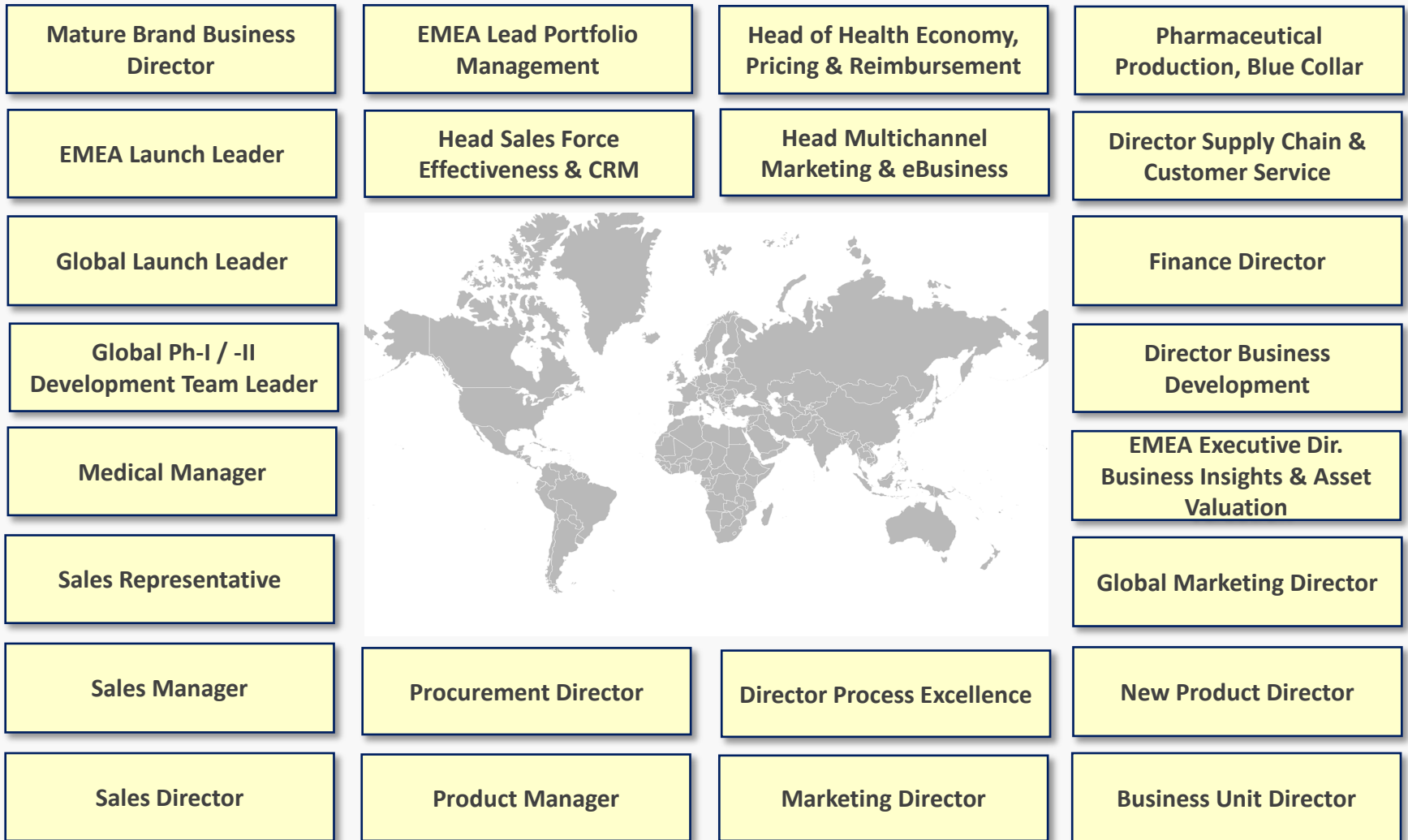
Metabolic
(Diabetes Mellitus, Obesity)

Dental
(Periodontitis-Dx)

Gynaecology
(Contraceptives)

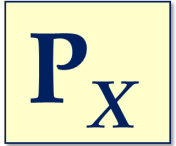
Pain Management
(Acute, Chronic, Traumatic)

Our Job Experiences in the Life Science Industry *

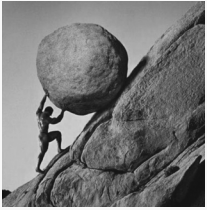


* Some functions as Member of Management Board

Challenges & Opportunities: Successfully compete for In- & Out-licensing Opportunities



Challenges:



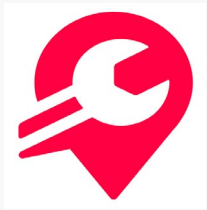
- *Lack of dedicated resources to „dig into“ identified need for evaluation of In- & Out-Licensing opportunities*
- *Sub-optimal pull-through of complex Project Management of In- / Out-Licensing*
- *Complexity and time pressure of Due Diligence Process distracts Decision-makers from Negotiations*

Opportunities:



- *High quality in-depth analysis of In- & Out-Licensing Opportunities within short time frame, leading to clear decision-making re. Go / No-go for Due Diligence*
- *Dedicated resources to manage the complexity of L&A Analytics and Due Diligence*
- *Prove yourself as highly competitive Partner in L&A negotiations – successfully complete L&A Deals which strengthen your Portfolio short-mid-long-term*

Our Solutions:

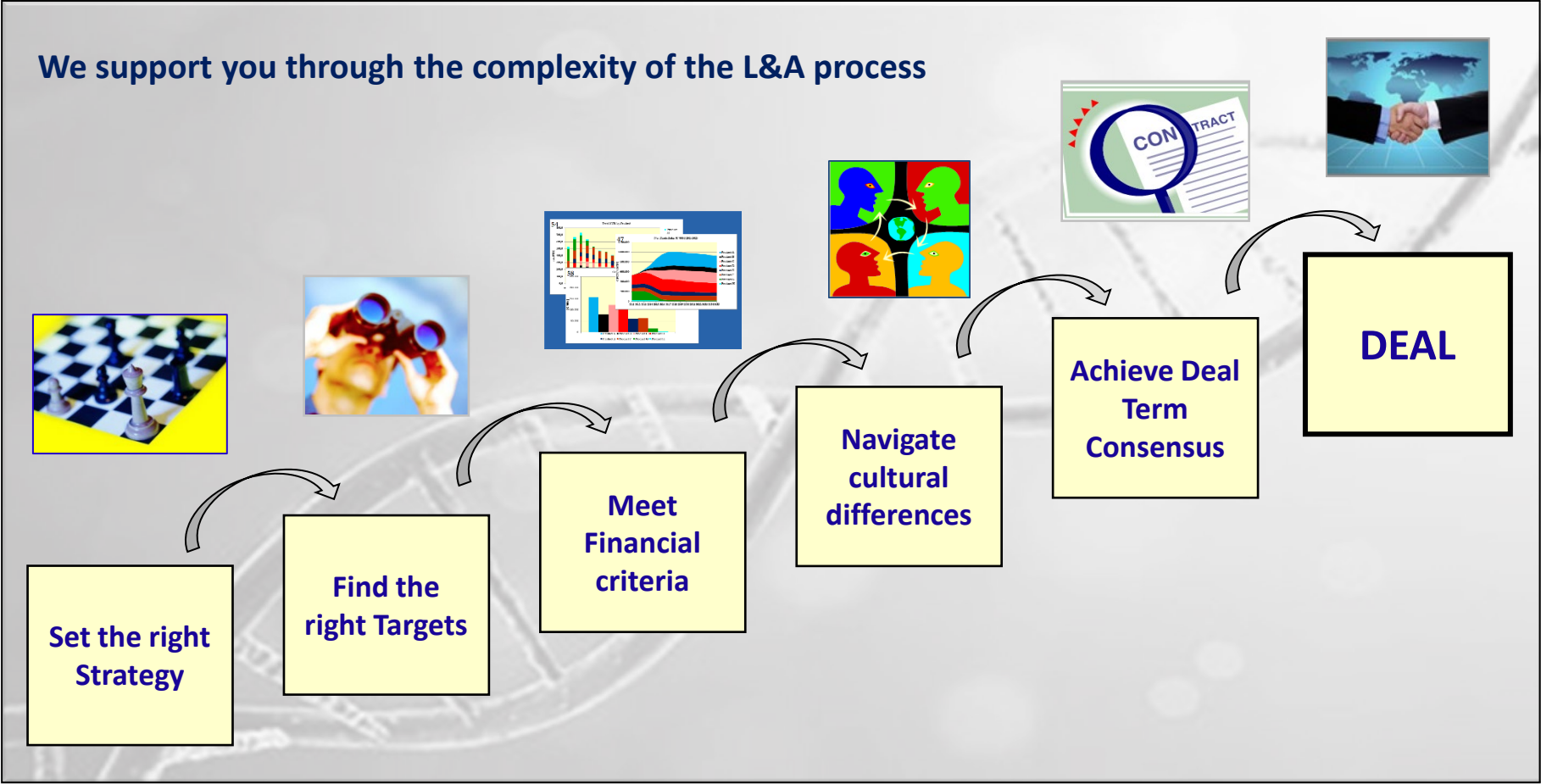


- *Hands-on Processes and Tools to support L&A projects from Analysis to Deal*
- *High expertise & experience from numerous L&A Deals (Regional & Global)*
- *We provide dedicated & high quality Project Management Office (PMO) for your L&A Projects*



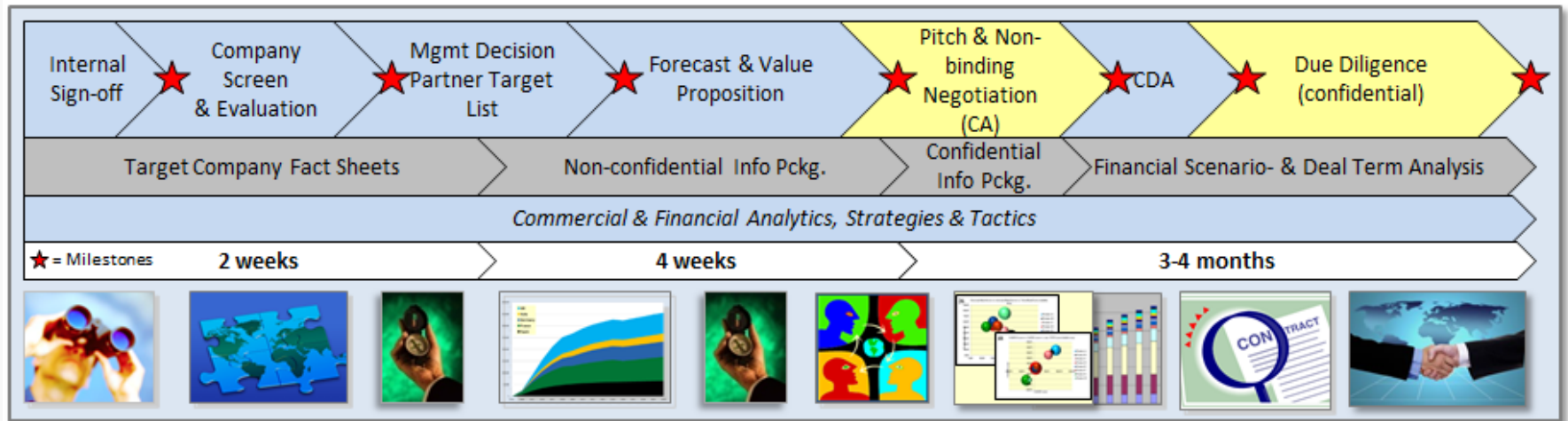
Business Development: Science meets commercial reality

We support you through the complexity of the L&A process



Professional support along the complete L&A process

We provide & facilitate a structured L&A Process - You focus on Negotiations & Decision-making



We have successfully supported In- & Ou-Licensing projects in the following Therapeutic Areas:
Multiple Myeloma, Psoriasis, Rheumatoid Arthritis, Crohn's Disease, Ulcerative Colitis, HIV, Major Depressive Disorder, Anxiety Disorders, Epilepsy, Diabetes mellitus, Chronic Pain, Heart Burn, Point-of-Care Dx

covering products from Ph-I to Ph-III, on-Market and in Late Life Cycle

We provide professional Project Management along the complete L&A process

Project Management Office (PMO)



➤ Project Management

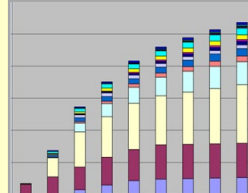
- *Project Planning, Tracking, Reporting*
- *Information Management*
- *Definition of workstreams, roles & responsibilities*
- *„Herding cats“, tracking of deliverables*

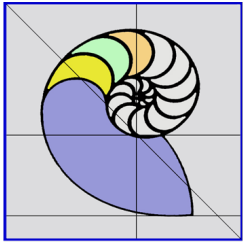
➤ Meeting Facilitation & Moderation

- *Internal project meetings*
- *DD meetings with target companies*
- *Meeting minutes & communication*

➤ Project Governance

- *Allow Project Leader to focus on negotiation & decision-making*
- *Project dashboard, red flagging & issue resolution*
- *Coordination of decision-making*
- *Continuous full capacity at high expertise level*





Nautilus Life Science



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Working hard for your success