

## Press Release

Nautilus Life Science (Sarasota, USA) and HEMAP AG (Zug, Switzerland) form partnership for an integrated advisory concept “The Bridge<sup>®</sup>”, supporting US-based commercial-stage Biotech companies to bridge into the European market.

### *For immediate release*

Sarasota (FL, USA) and Zug (Switzerland), Oct 04, 2023 – **Nautilus Life Science** (USA) and **HEMAP AG** (Switzerland) today announced their partnership for the introduction of The Bridge<sup>®</sup>, an integrated advisory concept to support US-based commercial-stage Biotech companies to bridge their market presence into Europe.

“The decision whether – and if yes – how to enter the European pharmaceutical market creates challenging questions for US-based commercial-stage Biotech companies”, said Thomas Berthold, Ph.D., Owner & Principal at Nautilus Life Science. “Many 3rd party service providers promote specific solutions, e.g. as full-scale outsourcing partner or as selling partner or as in-licensing partner. We and our concept “The Bridge<sup>®</sup>” start before a Biotech company makes this important decision and to identify the best strategy for a European market entry.”

Bjoern Grob, Partner at HEMAP AG, said „Our transatlantic partnership allows us to leverage the areas of expertise (medical, commercial, pricing, reimbursement, market access) of our teams and to support Biotech leadership teams to navigate the complexity of strategic decision-making and operational planning for the execution of the optimal European strategy. As we have no vested interest in the selection of any strategy and related operational activities, our advice is independent from the strategic choices to be made.”

### **About The Bridge<sup>®</sup>**

**The Bridge<sup>®</sup>** is an integrated advisory concept which provides proprietary tools and structured processes to enable US-based Biotech companies to evaluate and value different strategic options for a potential entry into the European pharmaceutical market. More information can be found at:

<https://bridgeforgrowth.com>

### **About Nautilus Life Science**

**Nautilus Life Science** is a Life Science consulting firm, providing advise for Biotech- and Pharma companies in the areas of Medical Affairs, Marketing and Asset Valuation. The company is based in Sarasota, FL, USA.

### **About HEMAP AG**

**HEMAP AG** is a Market Access consulting firm, providing services for Health Economics, Market Access and Pricing & Reimbursement in Europe. HEMAP AG is based in Zug, Switzerland.

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