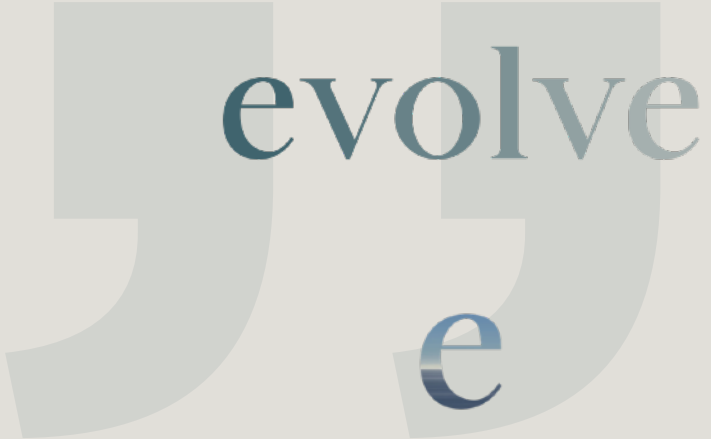


The logo for 'evolve' features a large, light gray stylized letter 'e' in the background. The word 'evolve' is written in a dark blue, serif font, with the 'e' at the bottom of the word being smaller and positioned within the lower curve of the background 'e'.

evolve

Into its 3rd year, evolve has **partnered with 8 firms across Belgium, France, Germany, Spain, Switzerland and now the UK**, primarily operating in Europe, with expanding networks in Japan and in the US

Creating Value through Partnership

Program scopes range from 1) technology/services offering through targeted **Business Development**, 2) **Market Development**, 3) **Corporate Advisory** on commercial processes, technology offering, strategic alliance buildup, investment and 4) **Technical Counsel** on drug delivery, bioavailability enhancement

Technical spaces span from early stage development and manufacturing of **oral dosage forms (including DS supply)**, **lipid based drug delivery**, **sterile fill and finish** and **advanced drug delivery to the lung**

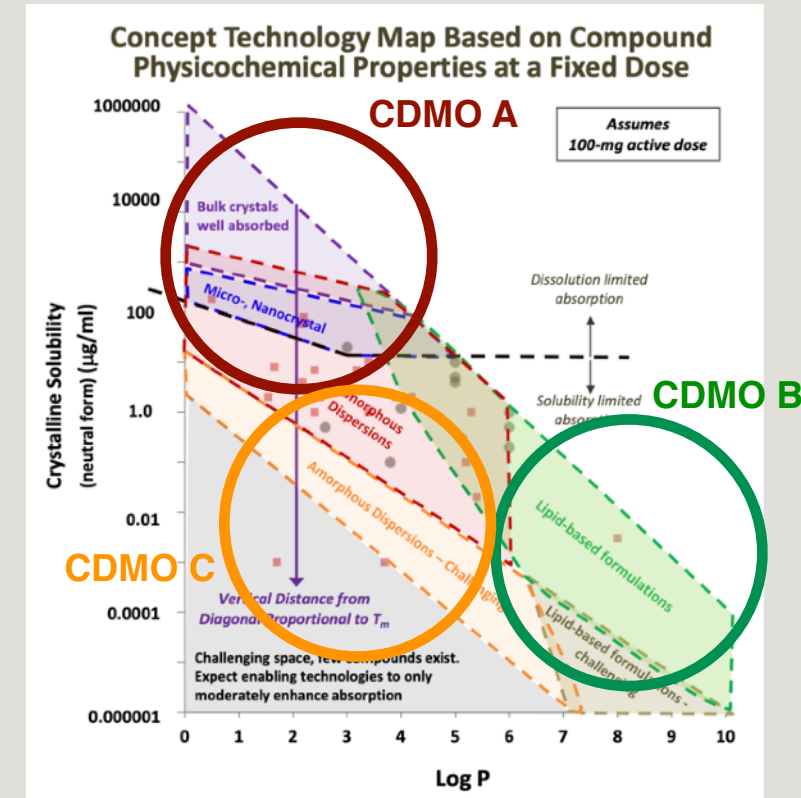
A dark blue horizontal line with a right-pointing arrowhead.

Business in Confidence

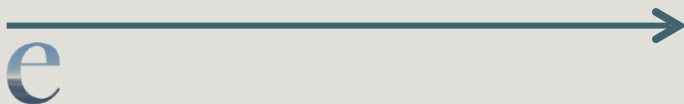
Value Proposition Example — Business Development

A Carefully Curated Toolbox

- evolve **represents select, up-and-coming technology and services providers from Belgium, Germany and Spain** across multiple spaces and delivery routes
- From the Innovator's perspective, the value lies in screening multiple vendors, *each with its own, distinct Value Proposition*. **Benefits include:**
 - *Focus on Client requirements first, objective matchmaking*
 - *Single, independent technical point of contact*
 - *Vendor vetting based on field expertise, well defined Value Prop*
 - *Privileged access to vendor stakeholders, decision makers*
- Deliverables in last 12 months include a **dozen first time RFPs**, **1 new Client signup** (oral bioavailability enhancement), **1 new Client/Programs in negotiation** (clinical development, commercial tech transfer, parenterals)
- **Connecting** up-and-coming Biotech **ventures** with peers, investors



Sample 1: Oral Bioavailability Enhancement Technology Map



Business in Confidence

VP Example — Market Development

Market Development in Japan

- evolve visited **Japan** 4 times in 2023-24, supporting 145-year old **Gattefossé** in its efforts **to promote lipid based excipients** (Bioavailability Enhancement, Modified/Targeted Release, for oral, transdermal)
- The initial problem statement involved **understanding excipient selection practices, regulatory requirements, crafting market positioning and messaging, supporting APAC team nurturing a science based network**
- Deliverables included:
 - *Understanding of **DMF, JPE, JPED** pathways*
 - *Identifying and **engaging a Regulatory SME***
 - ***Developing Academic and Industrial networks***
 - *Providing technical **LBDDS Advisory** to existing and potential Clients*

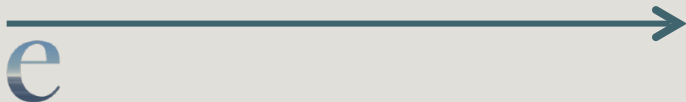
“We had the pleasure of working with Eduardo of Evolve Consulting on our pharmaceutical business development efforts in Japan, and his contributions have been invaluable.

His deep expertise in both the technical and business aspects of the pharmaceutical industry provided us with a comprehensive understanding of the Japanese market. His strategic insights and keen understanding of market dynamics enabled us to plan actions on how to navigate the complex regulatory landscapes and identify key growth opportunities.

Eduardo also brought an impressive network of industry contacts, which was instrumental in establishing and fostering collaborative relationships. His ability to bridge the gap between technical intricacies and business strategy ensured that our approach was both innovative and pragmatic.

Beyond his technical acumen and business insights, Eduardo demonstrated exceptional professionalism and commitment. He was always available to provide guidance and support, and his collaborative approach made him an integral part of our team. His dedication to our success and his ability to drive results are commendable.

We are grateful for Eduardo Jule's contributions to our on-going efforts to grow in the Japanese pharmaceutical market, and we highly recommend his services to any organization seeking to enhance their business development efforts in this sector.”



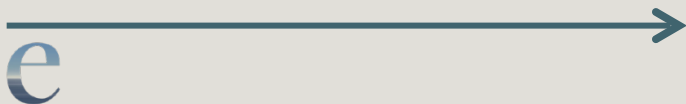
Business in Confidence

Angelito de los Reyes
General Manager, Asia Pacific

VP Example — Corporate Advisory

Tech Offering, Commercial Strategy and Structure, Investment

- evolve has provided **business, strategic advisory to leading CDMO in Germany, and to market leading CRO in Switzerland**
- In one example, Business Units merger was supported by **deep dive into Purpose, Mission, Vision, Customer bases —from segmentation to ideal Client definition—, Value Propositions and processes —from RFP management to Sales messaging**
- Deliverables included:
 - *Value Propositions recalibration*
 - *Market Strategies Review*
 - *Structures, processes and messaging guidance*
 - *Business tactics leveraging 12 years of experience in team leadership*
- **In 1Q 2025, partnered with UK and Swiss Private Equity Funds to advise on transactions, with Business Founder on Exit Strategy development**



Business in Confidence

“Eduardo has been supporting us in our BD strategy in development. He has demonstrated the unique combination of strong knowledge in pharmaceutical development market and needs with a strategic Business development vision for the positioning of our development services. He has been helping us in our integration phases of new services and in our positioning for early stage development, with a specific focus on lipid based formulation. We were very satisfied with the efficient services provided and have kept a strong connection with him for future missions.”

Pierre Delavaud, PhD
Chief Commercial Officer

“Working with Eduardo was a great asset for our journey to commercial excellence! From day one, he seamlessly integrated himself into our team, demonstrating an incredible commitment to our goals. His ability to gather information from all angles and grasp details quickly was nothing short of impressive. Eduardo transformed that knowledge into a clear, actionable commercial plan that propelled us forward. The best part? His action-oriented approach allowed us to jump right in and start executing immediately, giving us a fantastic head start! I can't recommend Eduardo enough—he's a true asset to any team!”

Juergen Rotzler, PhD
Business Unit Head

VP Example — Technical, Market Counsel

Expertise in Drug Delivery, Outsourcing Markets

- First Masterclass on **fundamentals of Lipid Based Formulations**, collecting **90% “Excellent” & “Very Good” ratings**, including
 - *Presentation Skills (75% “Excellent”), Subject Knowledge (88% “Excellent”)*
- Active member, featured in the **American Association of Pharmaceutical Scientists LBDDS Community Newsletter** through Spotlight Interview
- **6 Masterclasses, Webinar & Conference talks** scheduled in 2025:
 - *New Masterclasses on CDMO Corporate Fundamentals, Commercial Best Practices*
 - *Guest speaker at Catalent Webinar in March*
 - *Speaker at 2025 Summit on Innovations (New Jersey) in May*
- 80+ consultations with Clients from Seoul to London and from Boston to Bangalore through **Expert Networks** in 2024 alone. Topics included:
 - *The CDMO market, a shifting landscape*
 - *Drug Delivery, Bioavailability Enhancement*
 - *Potential ramifications of the BioSecure Act*

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Lipid Based Formulations

Harnessing the Power of Physiological Pathways



Eduardo Jule, Ph.D.
Technical and Business Consultant
Evolve Consulting

28 – 29 October 2024 | Online Training Course



Symmetric Masterclass
Lipid Based Formulations

AAPS LIPID-BASED DRUG DELIVERY SYSTEMS NEWSLETTER

September 2024, Issue 2

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AAPS LBDDS Newsletter
Spotlight Interview



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WEBINAR

Unlocking the Power of Softgels in Drug Lifecycle Management

Mar 11, 2025 11:00am ET 60 Minutes



About Us



In **20+ years in startup and services environments**, Ed has held several positions, from Business Development Manager to Head of Formulation, to Senior Director and Regional Business Development lead, and **combines a scientific background, technical expertise and experience with business acumen and team leadership**, covering over the years diverse areas such as nanoparticle or lipid based drug delivery, product development, drug substance and drug product contract development and manufacturing

30 years as an expat in 3 continents and 5 countries —France, Japan, Belgium, the US and Spain— combined with fluency in **4 languages** convey unique perspectives on conducting business in and across different cultural backgrounds with the insight provided by immersive experience in nuanced communication. **Successful team management and leadership in Europe, the US, India, and Japan** are testament to these learnings and can be vouched for by a growing list of testimonials

Ed holds Bachelor (Formulation Physical Chemistry) and Master's (Functional Polymers) degrees from French Universities Montpellier 2 and Paris 12, a PhD (Materials Engineering, Nanoparticle based Drug Delivery) from the University of Tokyo, and is an author in over a dozen of scientific publications, including a patent

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