



**Expert Insights**

ADVISORS | PARTNERS | CAPITAL

# Capabilities Presentation

**The World's Leading Insights**

PHARMA SERVICES | HEALTHCARE | LIFE SCIENCES



## Expert Insights Group of companies

### Expert Insights Advisors

The world's foremost experts empowering investors and companies to acquire, scale, and create value across the Pharma Services, Healthcare, and Life Sciences sectors.

### Expert Insights Partners

Tailored advisory and intermediary services that expertly manage your entire sale process—maximizing value, minimizing disruption, and delivering optimal return for your business.

### Expert Insights Capital

A private investment fund co-investing and deploying capital, strategic services, and technology solutions to accelerate growth and unlock value in high-potential companies.



# Leadership

**>65 years combined Executive, Board and Operating experience in Pharma Services, Healthcare & Life Sciences | Pedigrees from the world's leading brands | Billions in growth generated for shareholders and clients**



**Paul Wituschek**  
Managing Partner

Founder and Managing Partner of Expert Insights Group - *The World's Leading Advisory Services Firm creating value for Investors and Companies in Pharma Services, Life Sciences and Healthcare* | 34 year accomplished leader and entrepreneur in the global Pharma Services and Healthcare industries | Served in Executive, Leadership and Board roles for leading global brands, ICON Clinical Research, Catalent Pharma Solutions, Penn Pharma / PCI Pharma and Wolters Kluwer Health | Generated billions in revenue and market cap growth for shareholders | CEO and Chairman of Expert Insights Ventures, a private investment fund providing capital, services and technology solutions to enable transformational growth for companies in the Pharma Services, Healthcare and Life Sciences sectors | Serves on the Board of Directors at several private and publicly held companies | SME on the Pharma Services industry | Advised CEOs, Boards, Investors and Companies on hundreds of value-creating deals and exits | Supported thousands of engagements with investors, consultancies and companies across the globe.



**Kurt Nielsen, PhD**  
Managing Partner

One of the most recognized and respected leaders in the global drug development industry | Transformational biopharmaceutical leader with over 30 years of experience in managing private and public growth businesses from small entrepreneurial to large pharma companies, as well as, developing and launching new products and drug delivery technologies, managing IP portfolios, negotiating complex transactions, including, licensing, alternative financing and M&A | Proven leader in product launch and commercialization for specialty, oncology, anti-infective, pain, women's health, dermatology, respiratory and cardiovascular products | Former President & CEO of Pharmaceuticals International (Pii); President, Lupin Somerset; Managing Director of Nanomi B.V.; Vice President of Development, Portfolio and Launch Management of Sandoz Inc.; Chief Technology Officer and Senior Vice President of R&D at Catalent Pharma Solutions; Board of Directors, Catalent Pharma Solutions GmbH; Executive Director of Generics, TEVA Pharma.



# World-class Bench of Senior Advisors

We are the Leaders who built and operated the most valued brands in the Pharma Services, Life Sciences and Healthcare industries.

- >300 Senior Advisors and Subject Matter Experts across four continents.
- All former “C” Suite Executives, Operators and global SME’s.
- Deepest bench of any firm covering our sectors.

## Our Pedigrees:

Catalent

ICON  
A Symbol of Excellence

IQVIA™

pci  
PHARMA SERVICES

Lonza

patheon  
by Thermo Fisher Scientific

Johnson & Johnson

MERCK

LUPIN

ABZENA

parexel

SANDOZ

Roche

BD

Wolters Kluwer



# Our Capabilities

**Buy-Side Advisory:** We are the unmatched experts in Pharma Services M&A advisory. Our team has successfully supported hundreds of transactions in Pharma Services, Life Sciences and Healthcare. Buy-Side engagement from CIM review, Due Diligence through Deal Closure. Sell-Side engagement running your entire process. Relationships with hundreds of global private equity sponsors, investment banks and strategic buyers.

**Sell-Side Advisory:** Tailored advisory and intermediary services that expertly manage your entire sale process—maximizing value, minimizing disruption, and delivering optimal return for your business.

**Deal Sourcing:** Our team built the Pharma Services industry. We can source more deals than any other firm. We know the companies who are selling and the sponsors and strategics who are buying. We are engaged in virtually every Pharma Services sell/buy-side process. We have exclusive relationships with companies conducting private transactions.

**Due Diligence:** Comprehensive Due Diligence Services to validate and grow your potential investments. Global teams to perform Quality, Operations, Commercial, Facility, IT and Management Team Due Diligence on all Pharma Services, Life Sciences and Healthcare assets.

**Board Advisory:** World-renowned Expert Insights Executives and Operators serve on the Board of your portfolio company assuring strategic direction and growth.



# Our Capabilities

**Syndicated & Custom Research:** Powerful market insights and intelligence on the Pharma Services industry. Sometimes the questions you need to answer call for a full-scale custom research project. Other times, syndicated expert industry reports can support your research, solve your challenging questions and save you money and time. Make accurate informed decisions.

**Diagnostics:** Targeted, rapid assessment of your portfolio company to pinpoint areas of commercial, operations and quality improvement followed by a detailed optimization plan. Deliverables implemented by our world-class Operating Executives.

**Commercial Growth:** Sales & Marketing Strategy Plan Development and Implementation. Introductions to Strategic Buyers at Pharma, Biotech and Medical Device companies. CRM Design and Implementation. Sales Effectiveness Training.

**Marketing & Communications:** Full Media Agency support including Lead Generation, Inbound Marketing, Communications, Public Relations, Media Planning, Event Planning, Speaking Engagements, Content Creation and Web Design.

**Global Executive Search & Mentoring:** Executive, Board Member, Operating Partner and Commercial Organization Search. Permanent, Transitional, Interim and Fractional placement. Executive Coaching and Mentoring.

**Expert Network:** Access to thousands of our Experts in Pharma Services, Healthcare and Life Sciences for powerful market insights and intelligence. Hourly, Short and Long-term engagements.



## Our Clients

### Private & Public Investors | Pharma Services, Life Science & Healthcare Companies

**Private Equity, Venture Capital, Investment Funds and Family Offices:** We are an extension of your investment team providing expert support and insights throughout your investment journey including Investment Thesis Testing and Research, M&A Strategy Development, CIM Reviews, Management Team Presentation Support and Evaluation, Full Due Diligence Capabilities (Commercial, Operations, Quality, IT, Management Team and Sites), Deal Valuation and Closure. Our Advisors can stay on with your investment post-transaction in Board Advisor, Operating Partner and Interim Management roles.

**Institutional investors, Special Situation Funds and Activists:** Gain powerful primary insights from our Senior Advisors unavailable anywhere else. Connect with the former Executives and Leaders who built the leading global Pharma Services, Life Science and Healthcare companies.

**Pharma Services, Life Sciences and Healthcare Companies:** We work with founder and family-owned, privately-held and public companies. Exceptionally experienced Buy and Sell-Side advisory. We can build your management team, commercial organization and help you grow rapidly. We have deep relationships with “C” Suite key decision makers and economic buyers of your products and services.

**Consultancies:** As the world’s leading Pharma Services industry experts, our primary insights help consultants compile numerous opinions and data points as they compile research on behalf of their clients.



# Our Coverage

## We cover all Sectors and Stages in Drug Research, Development & Commercialization

### Research: R&D, Discovery, Pre-Clinical and Clinical



Discovery Services



CRO



SMO



eClinical



Patient  
Recruitment



Trial Design  
and Execution



Medical Affairs |  
Regulatory affairs



Data Management |  
Biostatistics

### Manufacturing & Supply Chain: Development, Drug Substance, Drug Product, Packaging, Supply Chain



API



CDMO



Analytical Lab



Bioanalytical Lab



Formulation Dev



Clinical Trial Supplies



Drug Sourcing  
& Consumables



Contract Packaging

### Commercialization: Pricing & Market Access, Med Comms, HEOR, RWD / RWE, Strategic Consulting



Market Access



Medical  
Communications



HEOR



RWD / RWE



Informatics



Hub Services



Pharma Consulting



Precision Medicine

**Drug Development Stage:** R&D | Discovery | Pre-Clinical | Clinical | Commercial | Life Cycle Drug Management – ANDA, Generic, Specialty, OTC

**Drug Types:** API | Small Molecule | Large Molecule | Cell & Gene | Vaccines | ADCs | mAbs | Viral Vectors | Blood Plasmids

**Customer Types:** Pharmaceuticals | Biotechnology | Medical Device | Generics | Specialty Pharma | Government | Health & Wellness | Beauty | Nutraceuticals | Vitamins, Minerals & Supplements | Consumer Health | OTC | Retail Pharmacy | Wholesale Distribution

**Dosage Forms & Formats:** Aerosols | Aseptic/Sterile: Ampules, Autoinjectors, Bags, Bottles, Flexibles, BFS, Cartridges, PFS & Vials | Inhalation | Lyophilization | Mucosal | Nasal | Ophthalmic | Oral: Simple, Complex, HPAPI | Oral Liquid | Otic | Topicals | Suppositories | Suspensions | Transdermal





# Engage Us



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