



The World's Leading Insights

Pharma Services | Life Sciences | Healthcare



Expert Insights

ADVISORS | PARTNERS | CAPITAL

Value Creation Deck



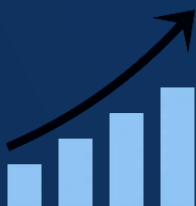
The world's foremost experts empowering investors and companies to acquire, scale, and create value across the Pharma Services, Healthcare, and Life Sciences sectors.

Buy-Side Advisory | Strategy Consulting | Commercial and Operations Transformation | Diagnostics
Confirmatory Due Diligence Services (Operations, Facility, Quality, Commercial & IT |
Board Advisory | Custom & Syndicated Research | Marketing | Executive Search | Expert Network



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

Sell-Side Advisory: Business Readiness | Buyer Targeting | CIP Development | CDA & Bid
Management | Offer Evaluation | Management Team Presentation Prep | LOI and Deal Execution



Private investment fund co-investing and delivering capital, strategic advisory, 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 | 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 Capital, 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 | Advisor to 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 Operating Executives & SMEs



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 Operating Executives and Industry Leaders
- Deepest bench of any firm covering our sectors

Our Pedigrees:

Catalent®



Lonza

patheon
by Thermo Fisher Scientific



ABZENA

parexel®

SANDOZ



Strategic Advisory across your investment lifecycle

We operate as a seamless extension of your investment team, delivering comprehensive buy-side advisory services to validate opportunities, execute value-accretive transactions, and maximize investment returns.

Pre-Process Support

Investment research and market intelligence | Thesis development and validation | Introductions to founder-led and privately held companies

In-Process Support

CIP review and opportunity assessment | Valuation guidance and comparable company analysis | Bid strategy and management presentation preparation | Confirmatory due diligence through our global team of experts (Quality, Operations, Commercial, IT, and Facilities) | Deal structuring and execution support

Post-Close Value Creation

Board advisory and strategic planning | Commercial and operations transformation | Business development and customer introductions | Executive search practice (interim, fractional, and full-time placement) | Bolt-on, tuck-in and portfolio development acquisitions

Investment Exit

Introductions to Strategic Buyers and Large Cap Investors

Tailored end-to-end support to manage your entire sale process

We guide business owners through every stage of the transaction process—from readiness and buyer targeting to due diligence and deal closure—maximizing valuation, minimizing risk, and ensuring a successful outcome. We position your company to achieve the best possible exit with the right strategic or financial partner.

Business Readiness

We assess and optimize your business to ensure it is positioned for a successful sale, including financial, operational, and strategic readiness.

Buyer Targeting

We identify and engage the most qualified strategic and financial buyers based on fit, deal rationale, and likelihood to transact.

CIP Development

We develop a compelling Confidential Information Presentation (CIP) that clearly conveys your company's story, market position, and value creation potential.

Articulating the Value and Investment Merits to Prospective Buyers

We craft and deliver the core investment thesis, highlighting strategic synergies, growth drivers, and financial upside tailored to each buyer's priorities.

Tailored end-to-end support to manage your entire sale process

CDA and Bid Management

We manage inbound interest, ensure timely bid submission, and orchestrate competitive tension to drive optimal valuation and deal terms.

Offer Evaluation

We provide strategic and financial analysis of all offers, including structure, contingencies, and sponsor capabilities, to guide selection of the best-fit buyer.

Management Presentations

We prepare and coach leadership for high-stakes management presentations, ensuring alignment with buyer expectations and investment criteria.

LOI Execution

We facilitate the negotiation and execution of Letters of Intent (LOIs), balancing value maximization with deal certainty.

Confirmatory Due Diligence

We lead and coordinate diligence ensuring issues are resolved and momentum is maintained.

Transaction Closure

We support final negotiations and definitive agreement execution to ensure a smooth and successful transaction close.

Strategy Consulting

We help companies unlock their full potential through sharp, data-driven strategy. Our strategy consulting services are designed to align leadership, clarify priorities, and deliver actionable roadmaps that drive measurable results. Whether you're pursuing growth, entering new markets, optimizing your operating model, or navigating a critical inflection point, our team brings deep industry expertise and a proven approach to accelerate performance and long-term value. We don't just design strategies—we help you execute them.

Diagnostics

We conduct a focused, high-impact evaluation of your portfolio company to quickly identify operational, commercial, and strategic improvement opportunities. Our findings are translated into a detailed, actionable optimization plan—executed by our world-class Operating Executives to drive measurable results and long-term value creation.

Commercial Transformation

Commercial Transformation Services designed to help you achieve sustainable revenue growth. In today's evolving market landscape, commercial success demands more than great products — it requires strategic alignment, data-driven execution, and an agile go-to-market engine.

Custom and Syndicated 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.

Board Advisory

Expert Insights executives serve as trusted board advisors, providing strategic direction, operational oversight, and deep industry expertise to help portfolio companies scale and thrive.

Executive Search

We recruit high-impact leaders—interim, fractional, or full-time—tailored to your organization’s stage and strategy, ensuring the right talent is in place to execute your value creation plan.

Marketing

Our team develops compelling brand strategies and precision demand-generation programs that elevate your market presence, build deep audience engagement, and position your business as a category leader. We combine data-driven insights, creative storytelling, and omni-channel marketing execution to generate qualified leads, accelerate sales cycles, and deliver measurable ROI. Whether expanding into new markets, or strengthening your digital footprint, we create scalable campaigns that drive awareness today and fuel sustained growth tomorrow.

Expert Network

We connect businesses, investors, and consultants with highly specialized professionals who possess deep industry knowledge and real-world experience in the Pharma Services, Healthcare and Life Sciences sectors. Access a curated network of world-class operators, subject matter experts, and advisors who bring actionable insights and deep industry knowledge to every critical investment or operating decision. Available for hourly, short and long-term engagements.

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.

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

Research: 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



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