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## FOREWORD



PharmaLex started 25 years ago with a vision to be the largest specialized global provider of regulated services handling all health agency requirements. Our ambition was to make a difference to how our industry interacts and works effectively with health authorities, through the provision of our expertise and resources.

Today, our unrivaled global expertise combined with an expert approach to compliance is proven by 600+ clients worldwide. Our key advantage is that we are large enough to scale and manage all client programs, but small enough to be manageable by the client. We work holistically with our clients to combine intelligent global and regional strategies with operational services that deliver effectively. Our comprehensive portfolio covers services relevant for all major product categories and therapeutic areas. We work to support our clients to bring specialty products to market and ensure mature products continue to deliver against the desired highest standard.

PharmaLex stands for **PHLEX**ibility! Our trusted, flexible and quickly available local (or global) teams leverage their experience to reduce complexity by using innovative solutions to efficiently manage your products. We are a leader in innovation, for example our Artificial Intelligence (AI) offering provides our clients optimized results and certainty when navigating through all stages of the product lifecycle.

In an ever-changing and increasingly complex international healthcare market, we are prepared with industry leading insights to be your partner delivering "confidence beyond compliance".

It has never been a more exciting time to be a part of the life sciences industry and we are honored to play a value-adding role in your success.



 "Be persistent about your goals and flexible about your methods. It's something that we at PharmaLex all live by and that this industry demands."





## **ABOUT PHARMALEX**



#### About PharmaLex

### DELIVERING SUCCESS WITH CONFIDENCE

PharmaLex is one of the largest specialized providers of Development Consulting, Regulatory Affairs, Quality Management & Compliance and Pharmacovigilance, Epidemiology & Risk Management worldwide. Our GLOCAL (GLObal reach and loCAL presence) teams of experts can take you through early strategic planning activities and non-clinical requirements to clinical development, through regulatory submission processes and finally guide you to market approval and product maintenance post-launch activities. Since our founding in 1994, every single one of our clients is our top priority! We lead where others follow. We help clients to go **beyond compliance**, to capitalize on greater efficiencies, streamline complexity and to deliver true business value.

Ask us how we can make your job easier – over 600 customers are glad they did."

Dr. Thomas Dobmeyer, CEO

## **PHARMALEX IN NUMBERS**



# GLOBAL REACH & LOCAL PRESENCE

PharmaLex ensures global reach through its network of owned affiliates in Europe, India, China, Latin America and the US. It is also proud to work with an established validated network of Global Alliance Partners covering local presence in regions worldwide. This established network leverages over more than 15 years of working together to ensure reliability and trust.



#### **NORTH AMERICA**

Regional hubs

• USA

#### LATIN AMERICA

Regional hub

- BRAZIL
- PUERTO RICO

#### **CIS & RUSSIA**

Regional hubs

#### EUROPE

#### Regional hubs

- BELGIUM
- BULGARIA
- FRANCE
- GERMANY
- IRELAND
- ITALY
- LITHUANIA
- NORDIC REGION
- SPAIN
- SWITZERLAND
- UK

#### **MIDDLE EAST**

Regional hub

#### **AFRICA**

Regional hub

#### ASIA

Regional hubs

- CHINA
- INDIA

## PHARMALEX OFFERS SUPPORT IN THE FOLLOWING AREAS:

	DEVELOPMENT CONSULTING		REGULATORY AFFAIRS		
•	Regulatory and scientific consultancy services	•	Initial marketing authorization applications, line		
•	Integrated product development and project management		extensions and referrals in 80+ countries worldwide		
•	Regulatory strategy (incl. health agency interactions), gap analysis and due diligence	•	Full portfolio maintenance service (e.g. variations, renewals) across all regions		
•	Scientific, regulatory and medical writing	<ul> <li>Global roll-out strategy for new submissions including due diligence activities</li> </ul>			
•	Development CMC, consulting and manufacturing strategy				
•	Statistical services across non-clinical and clinical development	•	<ul> <li>Consultancy and regulatory operations during M&amp;A activities</li> </ul>		
•	Health economics / market access / pricing / strategic advice	•	Change control procedures/ CMC writing for chemicals and biologicals		
•	Labeling services	•	Electronic submission services in all formats		
•	Medical affairs & marketing strategy	•	CCDS development & worldwide roll-out		
•	Medical information services 24/7	•	Procedure management and health agency contacts		
	QUALITY MANAGEMENT & COMPLIANCE		PHARMACOVIGILANCE, EPIDEMIOLOGY & RISK MANAGEMENT		
•	Develop phase appropriate quality system	•	<ul> <li>ICSR management, including collection, evaluation processing, distribution and reporting (incl.</li> </ul>		
•	Gap analysis, remediation and implementation		validated safety database)		
•	Pre-approval inspection readiness (Mock PAI audit)	•	Signal management		
•	Warning letter and consent decree remediation	•	Risk management		
	External and internal audits	•	Periodic safety reports		
		•	Pharmacovigilance system and compliance		
•	Routine compliance support (Document control, CAPA, batch release)	•	EU-QPPV / local QPPV		
	EDMS and CSV (21 CFR part 11 compliance)	•	Quality system, audit and inspection support		
		•	Safety data exchange agreements		
	Microbiology and analytical quality control support		Pharmacoepidemiology		

### WHAT'S IN A NAME?

It's obvious PharmaLex is dedicated to delivering a comprehensive portfolio while their modular approach allows tailor-made solutions. They acknowledge our feedback, modify their approach and adapt accordingly."

President, Top 10 Pharmaceutical Company

As part of a robust procurement process we met with a number of suppliers offering to meet our needs. PharmaLex really stood out as they had a local language team that quickly delivered results. We're now entering our fourth year of partnership."

Head of Regulatory, Mid-sized Biotech Company

What was especially important to me was their ability to get a team, with the right experience, together so quickly."

Head of Outsourcing, Mid-sized Biotech Comp

#### PharmaLex **pharma**ceutical industry **ex**perts with **flex**ibility.

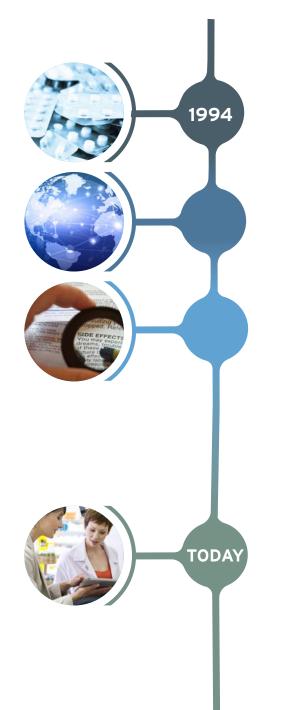
PharmaLex: Confidence Beyond Compliance

About PharmaLex

These principles form the values and the business approach that PharmaLex was founded on, and are still true today. PharmaLex prides itself on becoming an extension of your team; with the quick turnaround, expertise and flexibility needed to support your goals.

### **OUR HISTORY:** Globalizing a personal approach to transforming the health industry

At PharmaLex we strive to expand our services and network in order to deliver personal and innovative solutions for our clients.



PharmaLex was founded and established its first offices in Germany.

PharmaLex started its internationalization, including office openings in the US, UK and India and has since then grown into a leading global service provider.

A turning point for PharmaLex as we consolidated our services into four Value Delivery Centers...

- Development Consulting
- Regulatory Affairs
- Pharmacovigilance, Epidemiology & Risk Management
- Quality Management & Compliance

PharmaLex has evolved into the largest global specialized provider for (biopharmaceutical and medical device) regulated services.

Our core delivery model is our ability to provide clients with a complete range of services, covering all health agency obligations worldwide.

## A LEADERSHIP TEAM GROUNDED IN SPECIALIST EXPERTISE

Whatever your challenges, we have the expertise that can help you excel. We take a multidisciplinary approach that draws on a unique blend of knowledge from across the whole spectrum of life sciences.

Headed by world-class industry experts, PharmaLex provides a distinct hands-on advantage.



**Dr. Thomas Dobmeyer** Chief Executive Officer



**Dr. Kirsten Jacobs** Executive Vice President -Regulatory Affairs



Carolyn Belcher Executive Vice President -Development Consulting & Scientific Affairs

Physician by training, researcher and investigator in immunology, hematology and infectious diseases.

20+ years of experience includes late stage clinical development, medical affairs and pharmacovigilance for a variety of therapeutic areas. 17+ years of experience with previous roles in regulatory operations and international regulatory affairs.

Leads global team of 250+ academics/regulatory staff, providing a variety of regulatory services worldwide. 20+ years experience in R&D, strategic drug development and program management, clinical development and product submissions.

Leads over 120 global consultants providing a wide range of product development services.

PharmaLex: Confidence Beyond Compliance

About PharmaLex

#### LEADERSHIP TEAM CONTINUED



**Dr. Raphael Troost** Executive Vice President -Pharmacovigilance, Epidemiology & Risk Management

Physician by training with 19+ years of experience including clinical pharmacology, clinical trials, medical informatics and pharmacovigilance.

Leads global team of 150+ academics in the area of pharmacovigilance, epidemiology and risk management.



Ann McGee Global Partner -Quality Management & Compliance

**Christina S. Rebel-Otterbach** Managing Director, PharmaLex US Corporation

Over 30 years work experience within the pharmaceutical industry, as both a regulator and a consultant. Her experience spans quality and regulatory compliance (GxP) across the product lifecycle.

Has inspected nationally and internationally on behalf of the EMEA for GxP compliance and has advised on best practice guidance for the pharmaceutical industry. 20+ years accomplished in Finance and Business Leadership; focusing on Financial and Business Management, Organization, Global Expansion, Turnaround and Strategy with US- and Europe-based companies operating globally.

Christina has worked with companies operating globally, focusing on operational excellence and scalability while driving profitability and shareholder value.

PharmaLex: Confidence Beyond Compliance

About PharmaLex

#### LEADERSHIP TEAM CONTINUED



Marta Vila Ramos Vice President -Corporate Development, Business Innovation & Strategy

Has had leading roles during 20 years in international and challenging environments, such as Accenture, PWC, Sandoz and INSUD Pharma Group. These experiences have given her a deep knowledge in strategy, business development, innovation and regulatory affairs areas.

Her outstanding entrepreneurial attitude has allowed her to launch innovative and efficient initiatives specially related to new operational models.



Monika Rese Vice President -Finance



**Claudia Hinrichs** Vice President -Human Resources

15+ years leadership experience as an internationally qualified finance executive, gaining skills in strategic and financial management as well as experience in setting up and developing professional finance teams.

Monika has worked with companies around the globe and has developed strong intercultural perspective and leadership skills with an international focus. Organizational Psychologist by training with more than 20 years of experience in HR and more than 15 years' experience in international HR management roles.

Claudia has worked for healthcare and consulting companies and is leading the Global HR team within PharmaLex.



## **OUR VALUES**



## **OUR VALUES**



We strive to deliver exceptional results – going above and beyond the standard to exceed your expectations. Our values aren't just words, they are the core foundation by which we do our business.

Listen to what our clients say:





We deliver subject matter experts and tailored solutions, whether working on-site or remotely. We offer innovative solutions that help manage risks and optimize processes.

PharmaLex has been our strategic outsourcing partner for over 10 years. As our needs have evolved over time, so has PharmaLex. They have always delivered the right experts who can advise and guide our teams at different sites."

VP, Multinational Company

Our staff – 80% of whom have over 20 years of industry experience – collaborate on world class NCE, NBE, OTC, biopharmaceuticals, and more. We quantify our efficiencies with KPIs installed for each project. Deliverables are tracked to be on time, in budget and to successfully pass clients' internal review.

The PharmaLex team are trained on our SOPs and know our company. They provide recommendations for improvements and suggestions in a very constructive partner-like, and most importantly, pro-active manner. We have very unique and strict SOPs, and PharmaLex always finds quick solutions and make them happen. Most importantly, they provide savings without jeopardizing the quality of the output."

Senior VP, Global Pharmaceutical Company

## **OUR VALUES**





We thrive on navigating a highly regulated environment utilizing some of the most experienced professionals in the field. We have worked on strategic products of world class medications in areas including anti-infectives, biosimilars and regenerative medicines.

Our staff are passionate about their field and the majority have been in the industry for more than 20 years, including former government health agency employees (FDA and EMA).

Having PharmaLex dedicated experts on hand, who know my business inside and out has been truly game changing. I am always happy to recommend them to my colleagues."

Medical Director, Biopharmaceutical Company



We are built on local teams that are committed to excellence and delivering the highest standards of service. We have a 95+% continuation rate. Once clients have worked with us, they stay with us - understanding the value-adding role we bring to their success.

It's really important for us to have local language experts that can easily slot into the existing team. PharmaLex has been integral to the success of our business."

Managing Director, Global Biopharmaceutical Company

## OUR APPROACH



PharmaLex can quickly supply the widest range of highly-skilled market leading experts to our clients. We work with you to identify and overcome any challenges, but remain sufficiently flexible to respond and adapt to your evolving needs. Our experienced team spans all geographies, helping you to accelerate your products or accelerate access to much needed resources, and to stay one step ahead of essential requirements needed by health agencies worldwide. Our knowledge accelerates your business success.

Put simply, our approach transcends all of our work, providing you with our expertise and ability to achieve quicker timelines, or...

Knowledge. Accelerated.



## InnoPHLEX

### PHARMALEX SOLUTIONS THAT MEET YOUR EVOLVING NEEDS

InnoPHLEX is the comprehensive end-to-end solution for specialized pharma and biotech companies to drive successful product development. We accelerate your product's time-to-market and help mitigate risk by engaging our range of subject matter experts. Benefit from our extensive local network of health authority connections to help navigate you through the regulatory process. We offer a simplified business solution that is modular and flexible, wrapping all of our stand-alone services into bundles.

## InnoPHLEX

Today's ever-changing regulatory environment requires expertise and innovative solutions to overcome the current and future challenges that companies face. Based on the feedback of more than 600 clients we have tailored our unrivaled services to address your needs regardless of company size. Our Inno*PHLEX* portfolio bundles all of our extensive development consulting, regulatory, quality management and pharmacovigilance expertise together to support you in bringing your new drug or device to market, as well as maximizing its value through lifecycle developments.

#### InnoPHLEX helps companies to:

1	2	3	4	5
Accelerate	Drive successful	Utilize our	Reduce risk by	Navigate
your product's	product development,	extensive local	engaging our	through the
time-to-market.	with our	network of health	range of <b>subject</b>	regulatory process,
	one-stop solution.	agency connections.	matter experts.	mitigating the risks.

The services within this bundle include anything from scientific advice (FDA/EMA), orphan drug designation, ATMPs support and biosimilar development.



#### **1. TIME-TO-MARKET**

We offer increased productivity, reducing time-to-market or even getting there first.

"We were 6 months behind our competitor for MA when we hired PharmaLex; they integrated into our team to close the gap resulting in approval 6 months ahead – a total gain of 12 months!"

VP, Biotechnology Company

#### **2. ONE-STOP SOLUTION**

This model relies on the successful partnership with your PharmaLex account manager, someone who is on hand when you need them, operates in your time zone, and who provides the innovative solution you need.

"PharmaLex advised, built and managed our lead investigational molecule. They helped us globalize the molecule from the ground up and take it international, to both US and European markets."

Head of Scientific Affairs, Biotechnology Company

#### **SAVED 2-3 YEARS**

BY AGREEING AN ACCELERATED DEVELOPMENT PATHWAY WITH HEALTH AUTHORITIES FOR SPECIALIZED PHARMA COMPANY.

SUCCESSFULLY CONDUCTED SEVERAL

#### 'FIRST-IN-CLASS'

SWITCHES TO OTC FOR DIFFERENT PHARMA COMPANIES.

DELIVERED INTERNATIONAL PRODUCT ROLL-OUT ACROSS MULTIPLE COUNTRIES FOR INDEPENDENT PHARMA COMPANY WITH SINGLE POINT OF CONTACT.

RESPONSIVE WITHIN 24H.

COORDINATED ALL REQUIRED DRUG DEVELOPMENT SERVICES (INCLUDING DRUG SAFETY) AS

SOLE PROVIDER

FOR A BIOTECHNOLOGY COMPANY.



#### 3. EXTENSIVE HEALTH AUTHORITY NETWORK

Our team including former employees of regulatory authorities offers in depth insights and knowledge of health agencies' current thinkingfirst-hand know-how of the health agencies.

"We recently had some tricky FDA meetings and the PharmaLex team was at hand to guide us through the process. They acted as an extension of our team and because they anticipated the needs, were pro-active to advise us on the best path forward before we were in a serious situation. It's been so important to tap into that insider knowledge to put us one step ahead of the curve."

Specialist, Pharmaceutical Company



#### 4. SUBJECT MATTER EXPERTS

Our extensive and highly qualified team of subject matter experts, deal with regulatory agencies worldwide; we helped bring one of the first ATMPs to market. Our expert knowledge includes New Chemical and Biological Entities (NCEs, NBEs), Biosimilars, Generics and Value Added Medicines.

"Our cell-derived product received a marketing license thanks in a large part to PharmaLex. Their specific knowledge and experience in this innovative field was critical in helping us to navigate through both the complex discussions and document preparation needed for meetings with the regulatory authorities as well as licensing applications."

Medical Director, Biotechnology Company



#### **5. MITIGATE RISK**

To navigate through the complexities of development activities we provide guidance and strategic insights to determine the optimal path right from the start.

"The PharmaLex team stepped in at a critical time when we were applying for a new chemical entity status for an established product. Their quick thinking and forwardlooking approach flagged a missing protection document which saved us thousands of Euros and of course time we didn't have!"

Head of Product Development, Biotechnology Company

#### **LEAD 40+**

HEALTH AGENCY INTERACTIONS ANNUALLY WITH EMA/FDA.

#### 20+ YEARS

OF EXPERIENCE IN PRE-AUTHORIZATION SUBMISSIONS, INCLUDING REGULAR INTERACTIONS WITH FDA, EMA AND ALL OTHER RELEVANT REGULATORY HEALTH AGENCIES.

WORKED WITH A RANGE OF BODIES

ACROSS THE EMA (CAT, PDCO, COMP); PMDA (JAPAN) AND FDA (CDER, CBER, SFDA).

#### **OVER 850**

EXPERTS WORKING IN COUNTRIES ACROSS THE GLOBE.

WE HOST NUMEROUS INTERNATIONAL FACE-TO-FACE AND VIRTUAL

LECTURES LED BY OUR SUBJECT MATTER EXPERTS.

#### 75%

OF PROJECTS PASSED SUCCESSFULLY THROUGH DEVELOPMENT PHASE WITHOUT MAJOR

FINDINGS.



► PHARMALEX

## **InnoPHLEX** : Service Overview

PharmaLex can support clients throughout the product lifecycle. Our service portfolio is modular, enabling us to provide a completely customized solution for every client. The following services are delivered via Inno*PHLEX*:





## **Source***PHLEX*

### A PHARMALEX SOLUTION THAT EXCEEDS YOUR EVOLVING NEEDS

SourcePHLEX is the one-stop solution helping global pharma companies to manage their health authority obligations, in order to focus your own resource on the most strategic assets. Our trusted, flexible and quickly available local teams leverage their experience to reduce complexity by using innovative approaches to efficiently maintain your products. Our success is proven by long-term cooperation with our clients. We offer a simplified business solution that is modular and flexible, wrapping all of our stand-alone services into bundles.

## SourcePHLEX

Today's ever-changing market requires expertise and innovative solutions to overcome the challenges of tomorrow. Based on the feedback of more than 600 clients we have tailored our unrivaled services, because we know that whether you are a large or small pharmaceutical company, a biotech or a medical device company, your requirements vary. Our Source*PHLEX* portfolio bundles all of our extensive experience to provide on-going maintenance activities to ensure your legacy products remain compliant.

SourcePHLEX is designed to:

#### 1

Provide you access to **global resources**, allowing you to complement, supplement, or fulfill your resource needs. **2** Be a **one-stopsolution** to help you manage your health agency obligations. **3** Be a **long term partner** you can count on while you utilize our strategic thinking and industry understanding for support. 4 Provide guidance to efficiently maintain your products.

Reduce complexity and streamline processes with innovative approaches.

5

Our full service bundle provides the most value and at the same time offers flexibility to those in need of a condensed service solution for outsourcing, whether it is required to meet an immediate resourcing demand or to manage mature products, we can help.



#### **1. GLOBAL RESOURCE**

Request our services worldwide and we can provide support from our pool of 650+ on or off-site experts.

"The 'soft things' make PharmaLex stand out - they're on the same time-zone and don't over-promise."

Global VP, Top 10 Pharmaceutical Company



#### 2. ONE-STOP SOLUTION

We provide dedicated account managers as a single point of contact.

Maintaining PV case management, labeling, CMC, submissions and achieving GxP compliance require insights and capabilities that you may not have in-house and seldom find support by one service provider. We have the one-stop solution for a whole host of outsourcing possibilities.

"We had a very short time frame to ramp up and migrate to a completely new PV system for our 210 mature products; this could only be done through the resource and expertise that PharmaLex provides."

Head of Pharmacovigilance, Global Pharmaceutical Company

#### 98%

SUCCESS RATE IN STAFFING HIGHLY QUALIFIED EXPERTS WITHIN THE AGREED TIMEFRAME.

#### **UP TO 20%**

TIME SAVED THROUGH BUNDLING SERVICES WITH ONE ESTABLISHED PARTNER DEALING WITH ALL HEALTH AGENCY OBLIGATIONS.



www.pharmalex.com

SourcePHLEX



#### **3. LONG-TERM PARTNER**

The long-term relationships provides trust, stability and the opportunity for ongoing feedback to continually improve.

"We have been working with PharmaLex for over 10 years because they are a valued and trusted partner. This is not something you can buy; it is something you build and requires the flexibility PharmaLex can provide."

SVP, Global Pharmaceutical Company



#### 4. EFFICIENTLY MAINTAIN YOUR PRODUCTS

Integrated global program management allows synergies across services and geographic regions, while ensuring standardization of essential data sets and dossiers worldwide.

"PharmaLex provides recommendations for improvements and suggestions in a very constructive way. We have very strict SOPs, but they support us to identify new solutions and make it happen."

Head of Compliance, Global Pharmaceutical Company



#### **5. REDUCE COMPLEXITY**

Very often it takes an outsider looking in to help uncover areas for improvement and reduce the complexity. With subtle changes we have uncovered under-utilized resources in existing teams and revised processes and systems leading to significant cost savings.

"Vigilit, automated PharmaLex software, has changed the way our Manager of Literature Monitoring teams work, saving hours of manual time which can now be done efficiently through this single online program."

Senior Manager Pharmacovigilance, Mid-sized Pharmaceutical Company

#### 9 OUT OF THE TOP 10

PHARMACEUTICAL COMPANIES ARE OUR VALUED LONG-TERM CLIENTS.

WE MANAGED PROJECTS WITH

#### 400+ MAS ACROSS 40+ COUNTRIES (ICH & NON-ICH REGIONS) ALLOWING COST REDUCTIONS OF UP TO 70%

THROUGH THE IMPLEMENTATION OF A HYBRID LOCAL & OFF-SHORING MODEL.

#### WE DEVISED A WEB BASED PLATFORM

WHICH ENABLES EFFICIENT ONLINE LITERATURE SCREENING LOCALLY AND GLOBALLY – THIS HAS BEEN IMPLEMENTED BY MOST OF OUR CLIENTS.

OUR COLLABORATION WITH VOLV USES

#### ARTIFICIAL INTELLIGENCE PARADIGMS

TO REDUCE COMPLEXITY IN PRODUCT DEVELOPMENT AND SERVICES.



## **SourcePHLEX** : Service Overview

PharmaLex can support clients throughout the product lifecycle. Our service portfolio is modular, enabling us to provide a completely customized solution for every client. The following services are delivered via SourcePHLEX:

#### Product Maintenance

#### CORE ACTIVITIES

- Technical / medical writing & dossier updates
- Classification of changes
- Dossier preparation, submissions & approvals
- 2nd wave submissions / global roll-outs
- Authority communication
- Labeling / PI / CCDS management globally
- Publishing all formats
- VigiLit: literature surveillance
- ICSR, signaling and risk management

- Medical information services
- Inspection support including mock regulatory audits to ensure MA Holder compliance
- Design, implementation and remediation of your Quality Management System (QMS), in accordance with ICH Q9
- Customer On-site Support: a convenient, tailor-made and cost effective solution for companies looking for short-, medium- and long-term resource.

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#### PORTFOLIO MAINTENANCE OUTSOURCING

- All RA, PV and compliance activities on a global / local level for a given portfolio included
- Direct interfaces to manufacturing, marketing & other, limited oversight by client
- Program governance structures with clear responsibilities
- Performance measured via KPIs
- PV systems outsourcing
- Process innovation and regulatory / PV intelligence

#### M&A ACTIVITIES

- Due diligence activities (REG, PV, Compliance)
- Strategic advice on M&A project set-up
- Handling of operational activities during M&A
- Database mergers
- Site rationalization activities
- SDEA contract management
- Quality system, audit and inspection support

#### CMC SITE TRANSFERS & COMPLIANCE PROJECTS

- Gap analysis of existing dossiers
- Strategy consulting on manufacturing sites portfolio and second supplier options
- Planning of site transfer variation timing (avoid out of stock situations) according to legislation in respective countries
- Realization of CMC change control requirements
- Operational QA work







## **CONTACT US**

We look forward to discussing how we can help you!

To find out more about any of our *PHLEX* solutions, contact us today at: contact@pharmalex.com or visit our website **www.pharmalex.com**